

# Gebr. Heinemann withdraws from AENA tender process



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Following a detailed examination of the contract under discussion, Gebr. Heinemann has decided to withdraw from the tender process of Spanish airport operating company AENA.

“We appreciate the very professional tendering process that AENA carries out. But it does not correspond with the red lines we defined during the pandemic and which we are not willing to cross,” says Raoul Spanger, Co-CEO at Gebr. Heinemann.

“Gebr. Heinemann stands for long-term partnerships on equal footing. Our goal with all partners is to put together the best possible offer for all parties involved – for the airport, for us and also for the traveler. An imbalance at one end of this triangle is not in line with our corporate goals,” adds Floridan Seidel, Chief Sales Officer at Gebr. Heinemann.

An additional component in the decision-making process was the positioning of Gebr. Heinemann through the new mission statement introduced in 2021.

“We have made it our vision to turn travel time into valuable time. We promise travelers a spectacular assortment, activating price advantages and unforgettable experiences,”

“To make this a travel experience in our shops, we also need the flexibility to test different measures. We firmly believe in our business model and in our industry, and that is precisely why we want to invest courageously in innovative formats – time, space and money,” explains Seidel.

Looking ahead, Gebr. Heinemann will continue to work to maintain growth ambitions and examine new business opportunities.