

# PRESS RELEASE

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## **ADB SAFEGATE and Munich Airport International join forces to transform airport operations**

*Two of the world's leading airport solutions and operations companies have signed a contract to pool their expertise, offering airports a single source for technology upgrades and process improvements.*

The agreement combines ADB SAFEGATE's global presence and insight into airfield, apron and tower systems and operations with Munich Airport International's (MAI) expertise in airport operations and landside systems.

The collaboration will help airports meet the immense challenges posed by growing demands for air travel, including capacity constraints and difficulties in expanding their infrastructure. A good example of how combining MAI's operational expertise and ADB SAFEGATE's apron management knowledge is the optimization of airside capacity by offering airports new efficiencies to handle more traffic without increasing capital investments.

Airport customers of the two partners will have access to:

- A pool of experts in all airport domains, from planning to operations
- A comprehensive portfolio of products and services
- Local product and service support available 24/7
- World-leading technical and operational knowledge of airport ICT, systems and equipment

**ADB SAFEGATE CEO Christian Onselaere** says: "Our Airport Performance strategy aims to help airports worldwide increase their capacity to handle more traffic using their existing infrastructure. This cooperation with MAI brings together two leaders in airport solutions and airport operations, creating a powerful offering for airports seeking to transform their efficiency."

"MAI offers expertise in daily, efficient airport operation while ADB SAFEGATE brings deep airport system knowledge. This creates a unique combination of skills, that could help airports get the maximum capacity, revenue, and cost savings from their infrastructure, says **Dr. Ralf Gaffal, Managing Director of MAI.**

Future activities could involve developing entirely new services, such as a Virtual Apron Control Centre, and collaborating on R&D.

### **About ADB SAFEGATE**

ADB SAFEGATE provides integrated solutions that raise efficiency, improve safety, boost environmental sustainability and reduce operational costs for airports, airlines and ANSPs. The company works with airports and airlines to solve operational bottlenecks from approach to departure. Solutions encompass airfield lighting, tower-based traffic control systems, intelligent docking automation and services, as well as applying advanced IT and analytics to deliver industry-leading Total Airport Management.

As a system integrator, ADB SAFEGATE's experience in consultancy, design, installation and implementation supports the delivery of even the largest projects. When the installed systems are operational, ADB SAFEGATE offers service level agreements that provide the benefits of skilled and flexible support teams, optimized maintenance programs, and ongoing access to new technology and best practices in the industry.

With more than 100 years of experience behind it, the company employs more than 1,200 staff, serving more than 2,500 airports in 175 countries. For more information about ADB SAFEGATE, please visit our website at [adbsafegate.com](http://adbsafegate.com).

### **About MAI**

With a history of more than 67 years in airport planning and management, the operator of Munich Airport (FMG) is an attractive partner for consultancy, management and training services vis-à-vis numerous airports around the world. By now, FMG has over 27 years of international management and operational experience with a proven track record of successfully delivered projects across all geographies and cultures.

In August 2017 this knowledge and expertise has been centralized in a wholly owned subsidiary Munich Airport International GmbH (MAI). The experts at MAI provide tailor made full airport lifecycle services, including planning/design, project management, operational readiness and airport transfer (ORAT), operational start-up, airport operation management, commercial development, customer experience, process reengineering, training services and overall airport management.

### **Media Enquiries**

#### **ADB SAFEGATE**

Jean Luc Devisscher

Media Relations

Phone: +32 473 788 055

E-mail: [jeanluc.devisscher@adbsafegate.com](mailto:jeanluc.devisscher@adbsafegate.com)

Tammi Phippen

Media Relations

Phone: +1 763-535-9299, ext. 4001

E-mail: [tammi.phippen@adbsafegate.com](mailto:tammi.phippen@adbsafegate.com)