



### Sponsor Spotlight – Lithuanian Airports

Head of Aviation Services at Lithuanian Airports, Aurimas Stikliūnas, spoke to us about recent developments at Lithuanian Airports, why they choose to sponsor at CONNECT, and touch on how hosting CONNECT 2016 helped their airports' significant recent growth...

Tell us about Lithuanian Airports' motivation for attending events like CONNECT – marketing obviously plays a huge part in airport growth.

Globally, Lithuanian Airports competes in a lightweight category of more than 5 million passengers. Continuous marketing investment helps the network of the three airports grow and increases awareness, and at the same time it spreads the message that we are vibrant, hungry and serious about challenges. Although we are not giant in this aviation community, we strive to be proactive and significant members. It is very important for us. After an unforgettable event in Tbilisi, we impatiently wait for the upcoming CONNECT conference in Sardinia. Great management, a unique selection of event venues and almost impeccable fulfilment is so exciting for all the community! We are pleased to be a part of CONNECT 2019.

Lithuanian Airports have chosen to sponsor the Airline Hospitality Package for two years now, offering the unique opportunity of being visible to every single airline guest. Airline relationships are obviously very important – tell us a little about Lithuanian Airports' airline partners.

It is constant growth and top quality service that have become trademarks of Lithuanian Airports for the 5th year in a row. The airlines are one of the main witnesses of our success story. Without them we simply would not exist. Making sure that airlines get everything they need is an integral part of Lithuanian Airports' DNA. Lithuanian Airports are looking forward for the next CONNECT event and are ready to significantly boost traffic growth. That is why we invite new potential partners, such as British Airways, easyJet, flydubai, Eurowings, Swiss and others to move in together with us as other airlines already have.

This year Ryanair and Wizz Air is about to offer new and long-awaited routes both from Kaunas and Vilnius Airports. Amman, Bologna, Lviv, Milan Malpensa, Tel Aviv, Treviso and Turku – these are the names of the upcoming routes. LOT Polish Airlines became the first full service carrier at Kaunas Airport when started daily operations to Warsaw from S18. New airline SCAT airlines started operations from Vilnius to Astana. Also, airBaltic, Finnair, Aeroflot and Norwegian increased their capacity in Lithuanian Airports.

But the most important project is still ongoing. Lithuanian Airports started a unique Europe PSO implementation project on Vilnius Airport-London City Airport route which will make a better connectivity for business passengers between the United Kingdom and Lithuania. The winning airline should be selected and announced by the end of October 2018.

And finally, as a past host of CONNECT (CONNECT 2016, Vilnius), to what extent has hosting the event facilitated growth for Lithuanian Airports – growth resulting in requirements such as the Vilnius Airport passenger terminal modernisation, due to start in February?

CONNECT 2016 brought a significant outcome not only for Lithuanian Airports - it was also the perfect event for all the participants to discover the uniqueness and beauty of our country. Additionally, the event boosted the traffic growth in Lithuanian Airports and brought new destinations. According to the constantly growing number of passengers, all three countries' airports are already investing in new infrastructure, while the route development team is also growing and inviting local stakeholders to make mutual efforts in order to attract new airlines and destinations.

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