

SANGSTER INTERNATIONAL AIRPORT (MONTEGO BAY)

2024 ADVERTISING OVERVIEW





PART 1:

WHY AIRPORTS

- Airports offer advertisers a captive environment to engage **valuable audience** with significant purchasing power with their brand.
- The media intervention along the passenger journey provides an unavoidable distraction via multiple touchpoints. Media serves not only to entertain, raise awareness and drive **engagement**, but also directly influence at the point of purchase, when time to indulge is freely available.
- Capitalize on travelers' **extensive dwell time** to push your message at key touchpoints throughout the passenger journey from ticketing/security, concourse/gate and baggage claim.
 - Travelers arrive on average **1-3 hours** prior to boarding
 - **65%** spend more than 15 minutes walking the concourse
 - **2-out-of-3** are interested in engaging with new products at the airport

AIR TRAVEL EXPERIENCED

A BOOM

POST-PANDEMIC

SIA passenger traffic has surpassed pre-pandemic levels by over 500,000 as consumers return to the skies*.

Total Passengers SIA (2023)

5,267,820 PAX

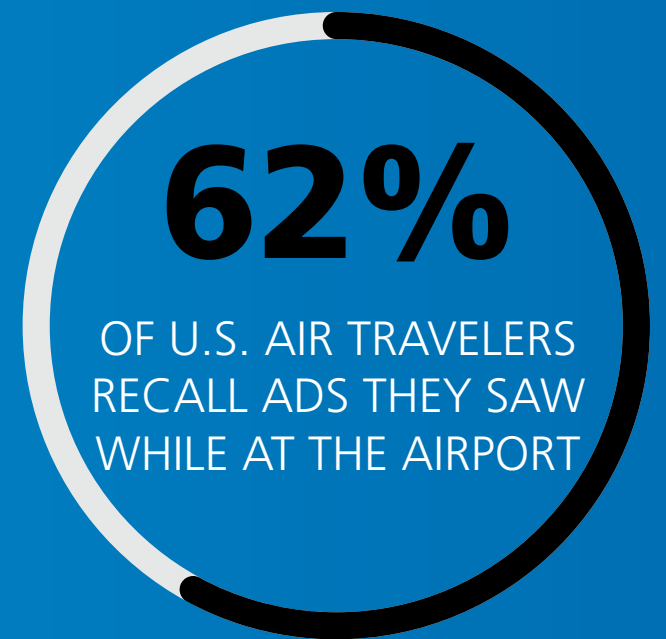
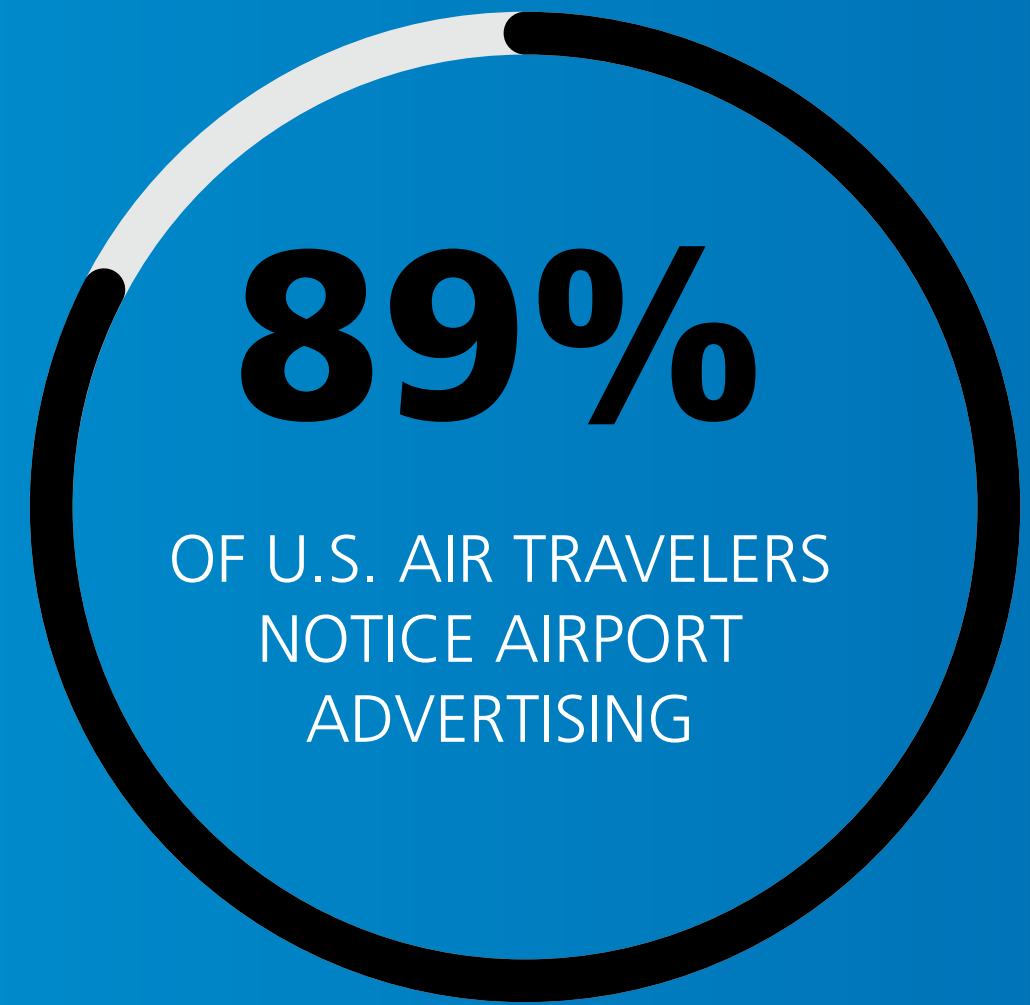


1.4 BILLION
.....
RECORD-HIGH NUMBER OF
GLOBAL TOURIST
IN 2019

-World Tourism Organization

*Current travel insights are available.
Contact us to learn more, advertising@mbjairport.com.

AIRPORT AUDIENCE RESPOND TO AIRPORT ADVERTISING



Source: Nielsen Airport Insights Study [2018]
Air Travelers: U.S. adults 18+ who take 1+ domestic round trips per year

REACH YOUR AUDIENCE WITH MBJ

- ✈️ Powerful reach regionally, nationally, & internationally
- ✈️ Quality audience consumers in a captive environment
- ✈️ Strategic inventory and largest market selection for your advertising needs within the English speaking Caribbean
- ✈️ Diverse product offering including digital, print and experiential activations
- ✈️ Messaging that can't be turned off, skipped or ignored



Which Media is Right for You?

OUTDOOR

Leave a lasting impression as passengers arrive or depart the airport property. Our outdoor options can extend your reach and deliver high-impact brand visibility through multiple formats.

EXPERIENTIAL

Airports allow advertisers to combine branding with engagement to give potential customers something to encounter and interact with, rather than just see.

Or a combination of it all?

VIDEO WALLS

LED Video Walls are horizontal and mounted on walls within the Arrivals terminal. Screens can be part of a network or stand alone. Accept static or full-motion video.

DIGITAL NETWORKS

All screens are horizontal individual units (typically LCD) packaged as part of a larger network of same type screens. Often single-sided and wall mounted at eyelevel and located within the Departures and Arrivals terminal. Accepts static or full-motion video.

PRINT

Print media demands attention, cannot be turned off or skipped and can deliver call-to-action messages to engage passengers. It is the perfect vehicle to saturate an airport with multiple displays, or dominate high-impact areas with big, bold statements.

SIA Advertising 2024 | Why Airports

2003-2023 YEARS in Figures



75.5
Million Passengers



868,754
Aircraft
Movements



USD 326.5 million
in Investments



Air Services in 2023

45 Destinations
25 Airlines
12 Countries

MBJ

AIRPORTS LIMITED



USD 396.6 million
in Direct Contribution
to the Jamaican Economy
in Taxes and Fees



7,500 Jobs in 2023



Awards

15 times
Caribbean's Leading Airport
by World Travel Awards

ACI-ASQ Award
2009-2015

and Roll of Excellence in 2014
2020 Conde Nast Traveler
Readers' Choice Awards



81%
of businesses
operated at the airport
are Jamaican owned



Over
430,556 square
feet
constructed

Why advertise with **US?**

TOP 10 ROUTES

at Sangster International Airport

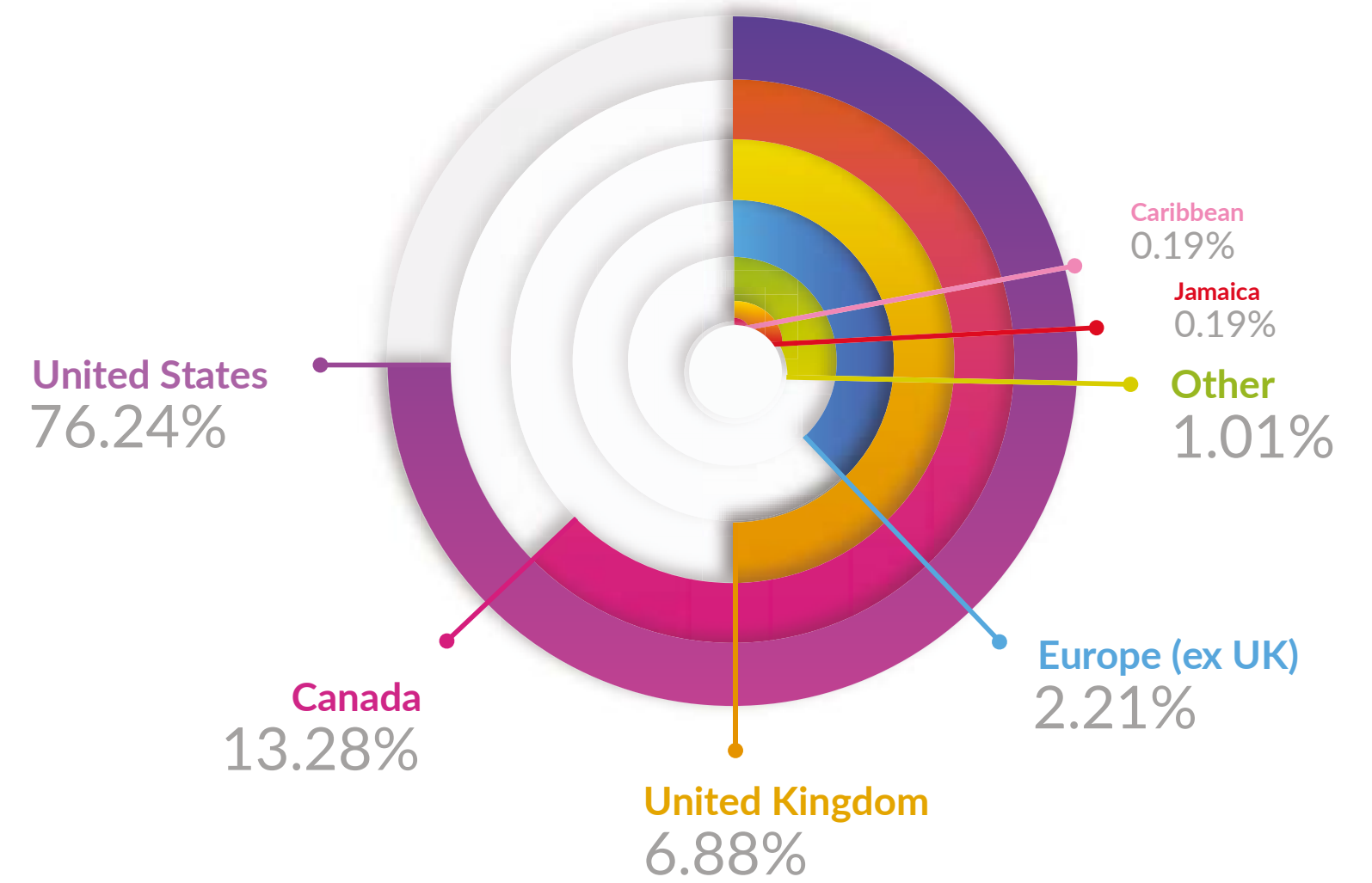


00 25 50 75 100 125 150 175

Numbers in 00,000
The figures represent 2023/2022 year-to-date.

REGION SPLIT

at Sangster International Airport











PART 2:
OUR INVENTORY



ARRIVALS TERMINAL

The Departures Terminal is sub divided into Six (6) areas:

-  [West Concourse \(Gates 1-7\)](#)
-  [East Concourse \(Gates 8-19\)](#)
-  [Immigration Hall](#)
-  [Baggage Hall](#)
-  [Customs Hall](#)
-  [Ground Transportation Hall](#)

Both static and digital advertising opportunities are located in each area, specifically:

STATIC

-  [Wall Wraps](#)
-  [Tension Fabric Banners/Displays](#)

DIGITAL

-  [LCD Network](#)
-  [LED Network\(s\)](#)



1A-TFD (10, 12, 13, 14, 51)

Digital screen for film and images (without sound) installed in the Immigration Hall facing the East Concourse ramp.

Impacts 65% of arriving passengers. All arriving passengers from gates 8-19 will converge in this corridor leading to the Immigration Hall.

Effective March 2024



1A-VW-1

16" W x 9" H LED Network (for film and images (without sound)). Located at entry point of inbound Immigration Hall.

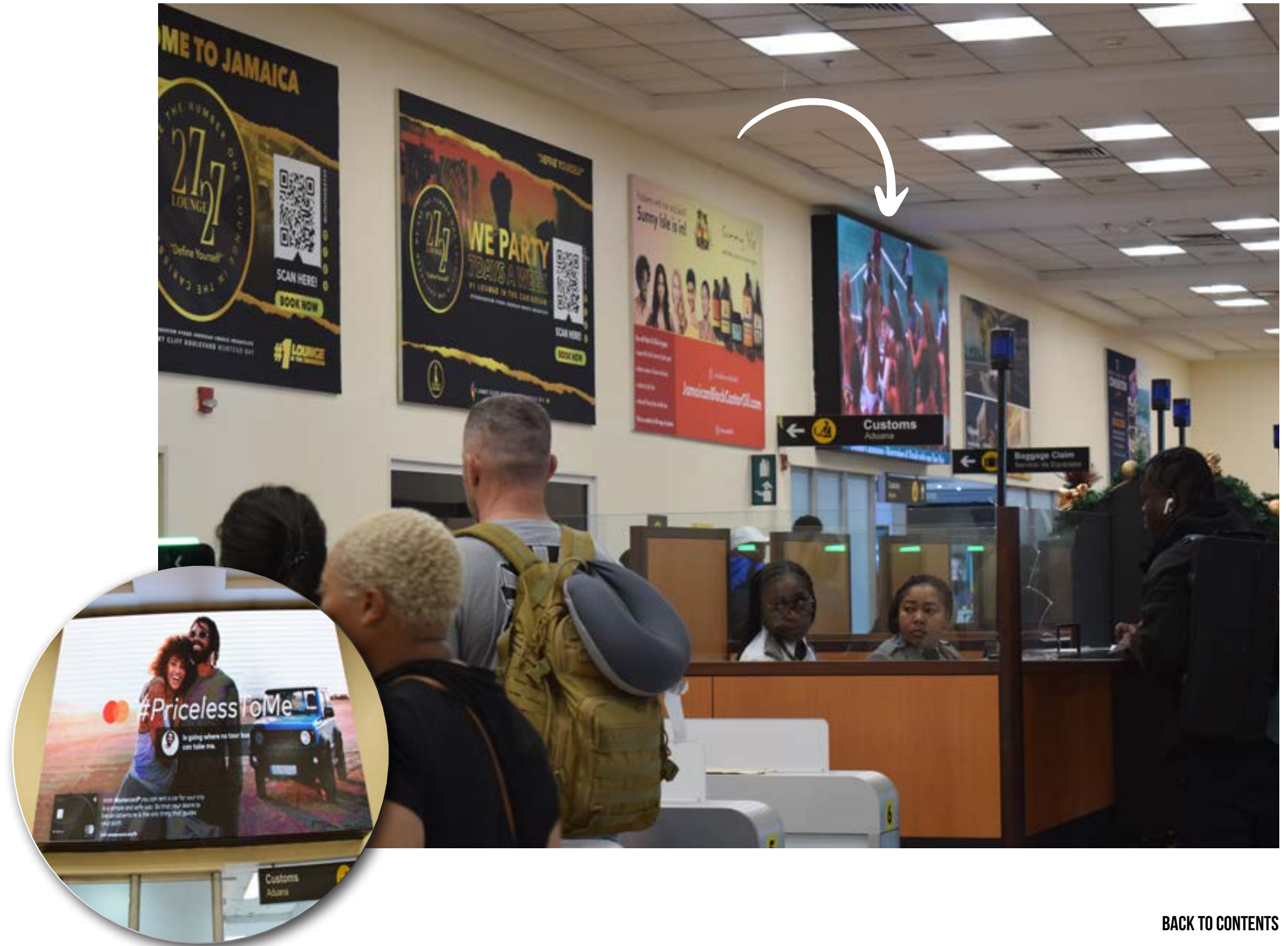
10 second advert. Impacts 100% of arriving passengers. This area has an average dwell time of 12 minutes 34 seconds, with significant increase during peak hours, particularly during peak seasons.



1IM-VW-1

12.5"W X 7"H LED Network for film and images (without sound). Installed at the Immigration Hall Exit (Behind Immigration Desks).

10 second advert. Impacts 100% of arriving passengers with significant dwell time during peak.



PK8LCD

Package of 4 75" LCD for film and images (without sound). Installed in the Baggage Hall at carousels 1, 3, 5 and 6.

10 second advert. Impacts 100% arriving passengers with significant dwell time during peak.

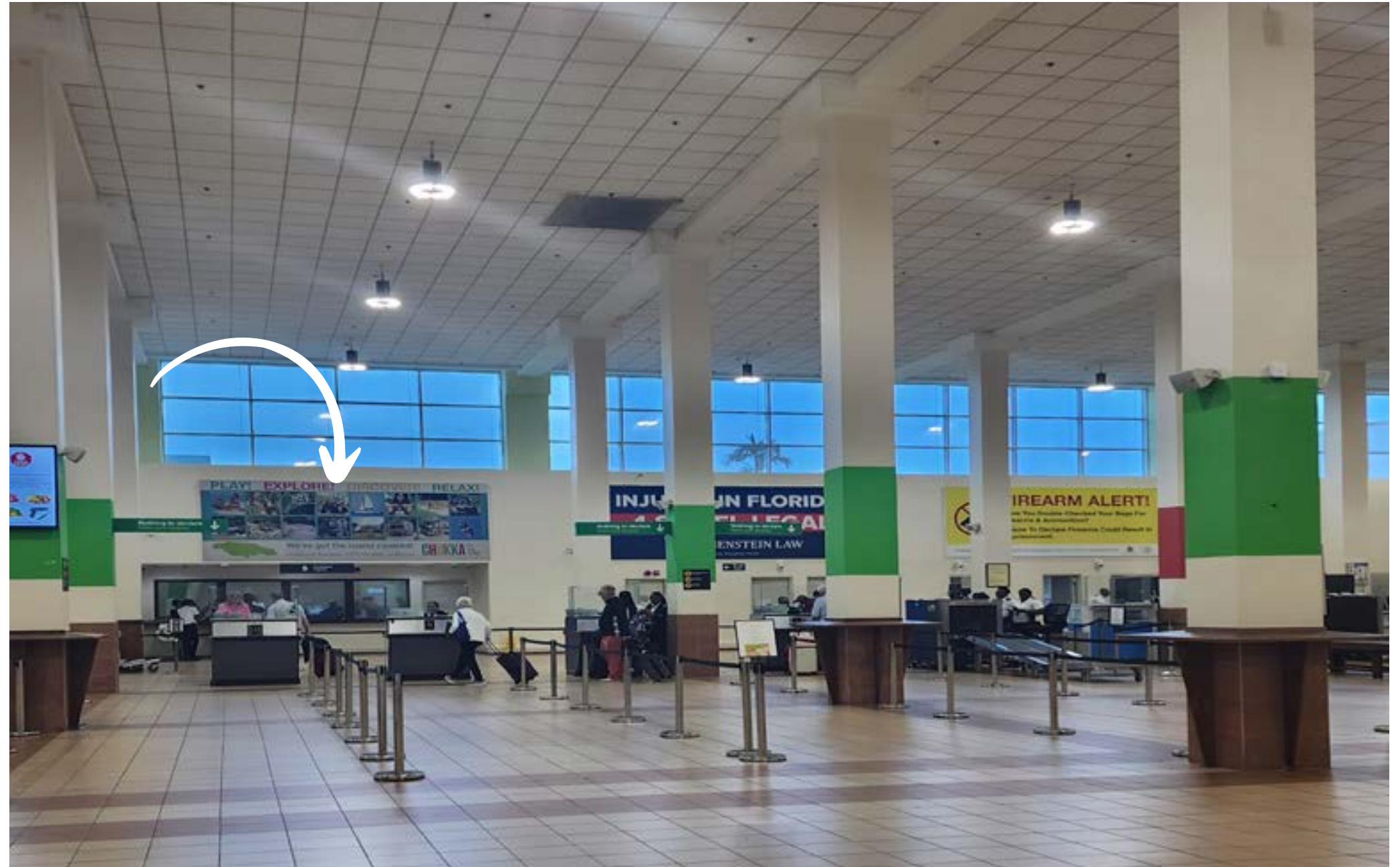


1CU-VW

LED Network for film and images (without sound) installed in the Customs Hall (Behind the Custom Desks).

Impacts 100% of all arriving passengers transiting the Customs Hall to the Ground Transportation Hall with significant dwell time during peak.

Effective March 2024



1GT-TF-6

Digital screen Installed in the Ground Transportation Hall (GTAH) directly above .

100% of all arriving passengers with significant dwell time during peak.



1A-WW

Wall Wrap locations located on the gate exit ramps leading to Immigration.

There are generally two locations per ramp; one on the ramp and one on exiting the ramp.

There are 5 available ramps locations with, three gates being double gates, meaning two gates share a ramp exit.



*production and change assembly costs are at the expense of the client.

1A-TFD (2, 3, 4, 9)

120" W x 72" H Tension Fabric Display.

Installed in the West Concourse prior to the Immigration Hall.

Impacts 35% of arriving passengers. All arriving passengers from gates 1-7 will converge in this corridor leading to the Immigration Hall.

3 AVAILABLE



*production and change assembly costs are at the expense of the client.

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1A-WW-30

217" W x 147" H Wall Wrap. Installed in the East Concourse prior to the Immigration Hall.

Impacts 65% of arriving passengers. All arriving passengers from gates 8-19 will converge in this corridor leading to the Immigration Hall.



*production and change assembly costs are at the expense of the client.

1IM-TFD

120" W x 72" H Tension Fabric Display.

Installed at the Immigration Hall Exit (Behind Immigration Desks).

Impacts 100% of arriving Passengers with significant dwell time during peak.

2 AVAILABLE



*production and change assembly costs are at the expense of the client.

1A-WW

217" W x 147" H Wall Wrap. Installed in the East Concourse prior to the Immigration Hall.

Impacts 65% of arriving passengers. All arriving passengers from gates 8-19 will converge in this corridor leading to the Immigration Hall.



1A-TFD (10, 12, 13, 14, 51)

Tension Fabric Display. Multiple sizes (available upon request). Installed in the East Concourse.

Impacts 65% of arriving passengers. All arriving passengers from gates 8-19 will converge in this corridor leading to the Immigration Hall. This area also serves as the waiting area for processing Air/sea pax (European).

2 AVAILABLE

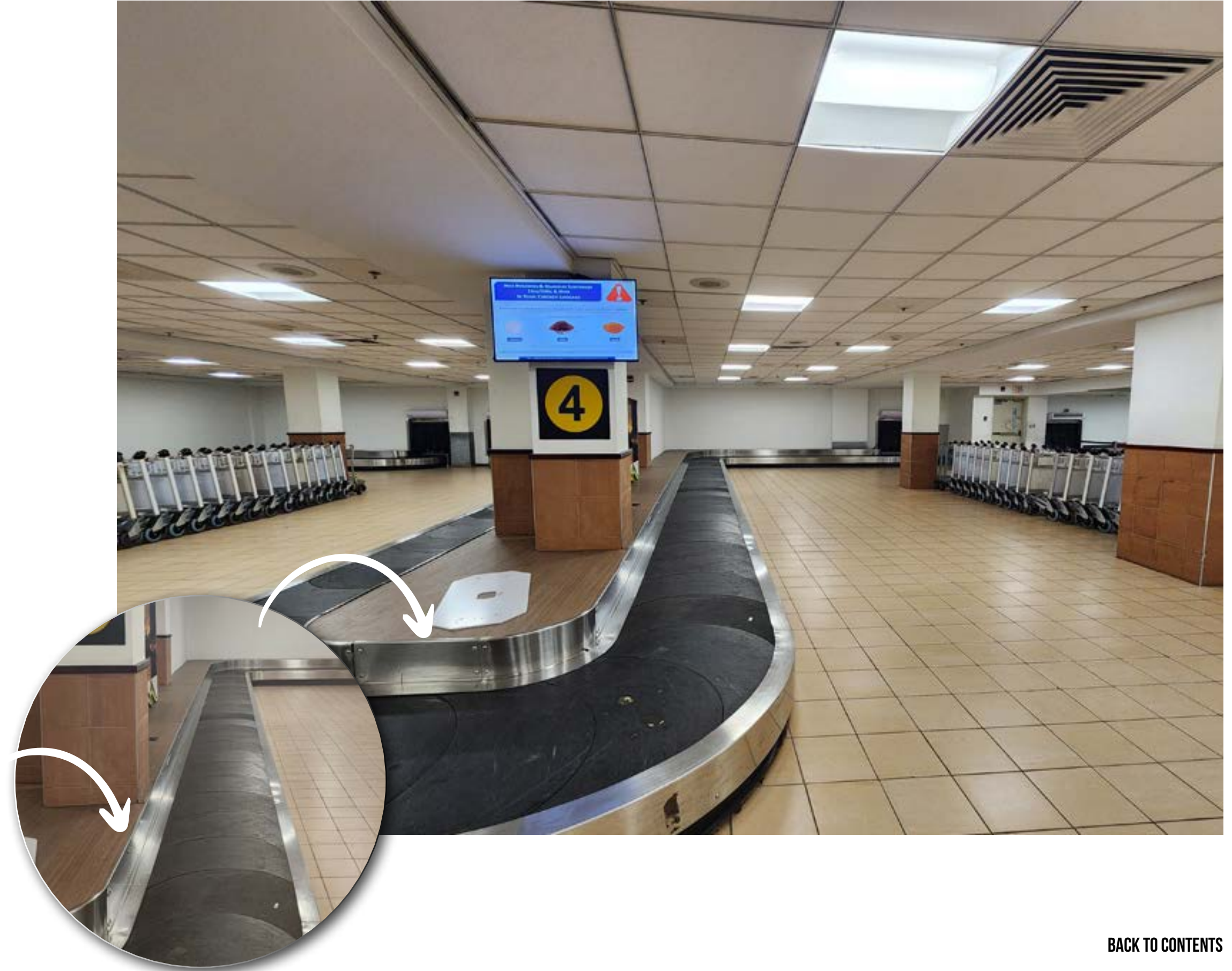


*production and change assembly costs are at the expense of the client.

1BC-SW-1

Package of 6 Vinyl Wrap. Installed in the Baggage Hall at carousels 1-6 on the metal plate above the carousel belt.

10 second advert. Impacts 100% arriving passengers with significant dwell time during peak.



*production and change assembly costs are at the expense of the client.

4BR-1

Brochure Rack. Located in the Baggage Hall.

Impacts 100% arriving passengers transiting the Baggage Hall to the Customs Hall.

Supported Sizes: 4" x 9" and 8.5" x 11".



1BC-LC

Approx. **163 Luggage Cart Wrap** (Adhesive films), Multiple sizes (available upon request). Located in the Baggage Hall at all 6 baggage carousels.

Impacts 100% arriving passengers traversing the Baggage Hall.

Material: Vinyl Wrap



*production and change assembly costs are at the expense of the client.

1BC-TFD (1-8)

Package of 8 66.35"W x 38"H Double-sided Tension Fabric Display.

Installed in the Baggage Hall at carousels 1, 3, 5 and 6.

Impacts 100% arriving passengers traversing the Baggage Hall.



*production and change assembly costs are at the expense of the client.

1CU-TFD (1, 2, 4, 5, 6, 7, 8)

120" W x 108" H Tension Fabric Display.

Installed in the Customs Hall (Behind the Custom Desks).

Impacts 100% of all arriving passengers transiting the Customs Hall to the Ground Transportation Hall with significant dwell time during peak.

4 AVAILABLE



*production and change assembly costs are at the expense of the client.

1GT-TFD (3, 7, 8)

Approx. sizes: 264"W x 60"H

Tension Fabric Display. Installed in the Ground Transportation Hall (GTAH).

100% of all arriving passengers with significant dwell time during peak.

3 AVAILABLE



*production and change assembly costs are at the expense of the client.

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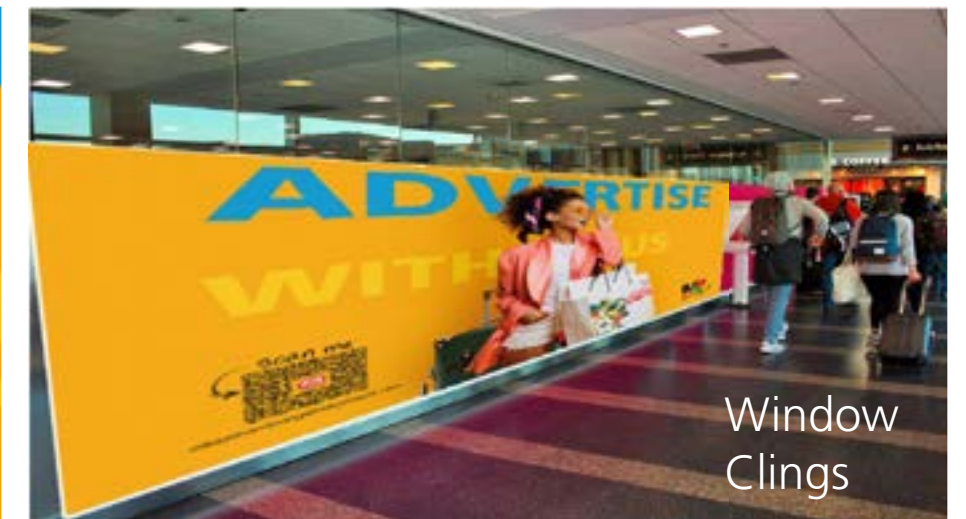
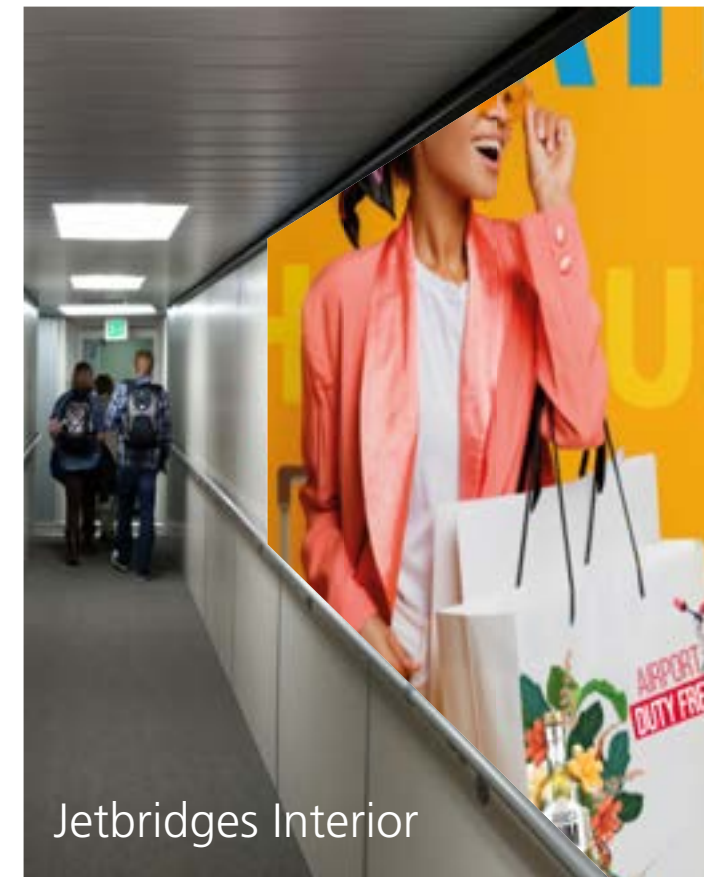
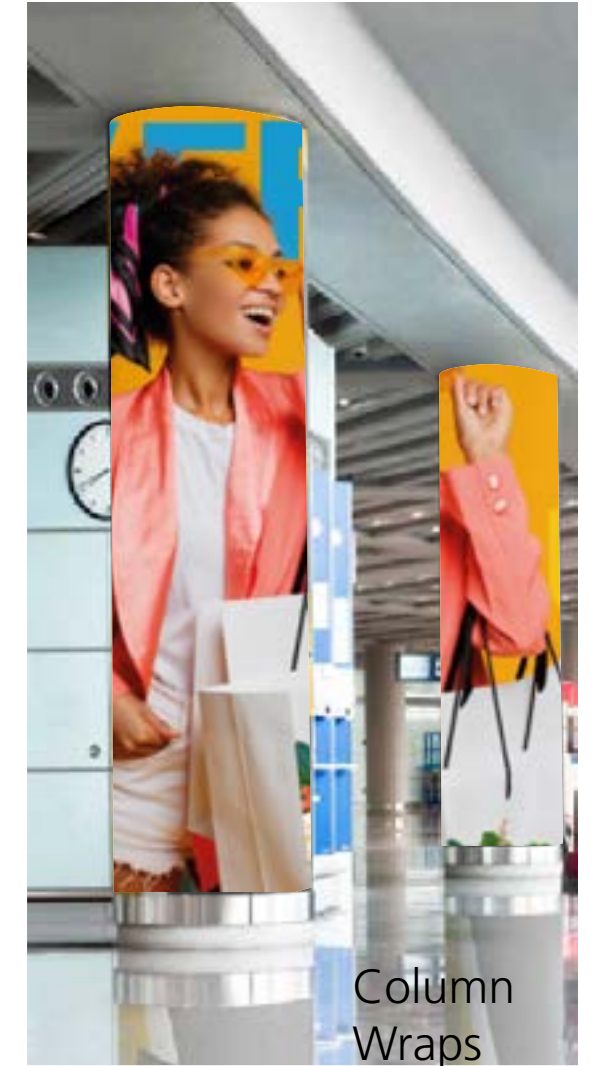


PART 3:

ADDITIONAL OPPORTUNITIES

MANY ADDITIONAL OPPORTUNITIES ARE AVAILABLE

Stand out in a crowded marketplace and create a positive brand association with air travellers.



GET CREATIVE...

General terms and conditions

DUE DATE FOR PAYMENTS, NON-USE OF OUR SERVICES

Invoices will be rendered per period dating from the commencement date of the License and shall be paid on the 1st (first) of each month.

If you do not make use of the agreed advertising right or cannot make use of it for a reason on your part, this shall not discharge you from the duty to make the payment. This shall also apply in particular if you do not submit the advertising or the other objects to be produced to us in good time for approval or have not produced them by the agreed start of the agreement.

MAINTENANCE

Included in the space fee rate is regular cleaning of all displays and maintenance of standard illumination.

RATES AND TAXATION

The fees quoted in this catalogue are for a 1 year minimum contract and are not inclusive of tax. General Consumption Tax (GCT) will be added to all fees.

SECURITY

In order to secure your liabilities from the contractual relationships, upon execution of this License, the Advertiser/Agency must deposit with the Licensor a security deposit in the form of cash, certified cheque, or irrevocable letter of credit (absolute guarantee) said letter of credit to expire ninety (90) days after the determination of this License, payable to the Licensor in an amount equivalent to three (3) months advertising display fee (ADF).

No interest will be paid by the Licensor to the Advertiser/ Agency in respect of the security deposit. If the licensor satisfy claims from the guarantee or the guarantee otherwise expires, you shall top up or renew the guarantee.

MORE THAN AN AIRPORT

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