



PRESS  
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# Lagardère Travel Retail opens Aelia Duty Free at Cairns Airport

The travel retailer has successfully opened the doors to Aelia Duty Free in the Pacific region at Cairns Airport.

Opening in both Arrivals and Departures and covering over 1000 square metres of retail space, passengers travelling through Cairns Airport 's T1 International Terminal will have the chance to discover the Aelia Duty Free concept, offering global and local brands, in a highly engaging shopping environment.

Having been recently awarded 10 year concessions to operate both Duty Free and Speciality stores at Cairns Airport, the group is reinforcing its strategic plan of operating three business units in one location - Duty Free & Fashion, Travel Essentials and Food Service - and strengthening its ongoing and successful relationship with the landlord.

CEO Matthieu Mercier said the opening has set a new benchmark in the Pacific. "We are delighted to be extending our duty free presence to this part of the Pacific region. Cairns Airport has been a valued partner of ours for 25 years, and we are very pleased to expand on our enduring partnership. We will continue to work together to deliver outstanding customer service and develop our stores so every international passenger through Cairns Airport receives a world class experience."

*Experience new horizons, every day.*



“The level of detail in the preparation, organisation and coordination of this project has allowed an incredibly smooth transition for Aelia Duty Free to open and we are very excited to unveil Aelia Duty Free at Cairns Airport. We believe it can exceed the expectations of both the terminal and passengers”.



Cairns Airport General Manager Commercial, Fiona Ward, said she is excited to welcome long term retail partner, Lagardère Travel Retail, as the operator of the airport’s new Aelia Duty Free offer.

“The Lagardère team were simply exceptional in their well-executed overnight transformation of the Duty Free stores to their Aelia brand. They brought in an army of over 100 people including CEO Matthieu Mercier, to move and unpack several thousand items of stock.”

“I am confident Aelia Duty Free will introduce a high quality and broad ranging product offer that meets the demand for exceptional value and accessible indulgence presented by Cairns Airport’s unique customer mix.”

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“Our 10 year duty free agreement builds strongly on the existing relationship between our two companies, with Lagardère already operating 16 specialty stores and food and beverage outlets at Cairns Airport.”

Committed to delivering unique experiences and world firsts, Aelia Duty Free in Cairns offers an extensive selection of the best liquor brands, both global and local, including Bundaberg Rum, Hennessy, Bombay Sapphire, Martel and Hibiki to cater to the diverse passenger profile through Cairns Airport.

Chanel, Dior, Estee Lauder and Jurlique make up part of an extensive range of luxury perfume and cosmetic brands, along with Tissot & Longines watches, well known tech brands Apple and Bose, Opals & Pearls, a selection of souvenirs from the local region, confectionery, Wellness and premium gifts are all on offer.

Aelia Duty Free in Cairns has joined our digital world, with a dedicated website for a first class on-line Aelia Duty Free shopping experience:

<https:// Cairns.aeliadutyfree.com.au>

A stage 2 store evolution is planned towards end of 2017.



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TRAVEL RETAIL

## **ABOUT LAGARDERE TRAVEL RETAIL:**

*With 4 billion euros 100% managed sales in 2015 and a presence in 31 countries, 220 airports and 700 train stations in EMEA, North America and ASPAC, Lagardère Travel Retail is a pioneering and leading travel retail player with global reach. Operating stores in travel essentials, duty free and luxury and foodservice, Lagardère Travel Retail offers a complete range of products and services to satisfy each and every traveller all along his journey. As a multi- specialist retailer, beyond the expertise within its 3 business lines, Lagardère Travel Retail creates value-added opportunities in each location.*

*In Asia Pacific, Lagardère Travel Retail operates over 300 outlets in 16 airports, supported by professional local teams in Australia, New Zealand, New Caledonia, Singapore, Malaysia, Hong Kong, China and India.*

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