



# PRESS RELEASE

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## Lagardère Travel Retail wins major Duty Free & Specialty concessions at Cairns Airport

Following their success in a competitive tender process, Lagardère Travel Retail has been awarded 10 year concessions to operate Duty Free and Specialty at Cairns Airport.

This win signals a strong and successful partnership with Cairns Airport and reinforces Lagardère Travel Retail's strategic plan of providing retail solutions to their partners through operating their 3 business units in one location - Travel Essentials, Food Services and Duty Free.

"We are delighted to be awarded this concession, it's a significant milestone for us", says Matthieu Mercier, CEO for the Pacific region. "Cairns Airport has been a key partner of ours for 25 years starting with our Travel Essentials business, launching our Food Services business in 2012 and more recently bringing mono brand luxury stores as firsts to the Cairns market. Together, we are well versed in operating in this unique environment."

Opening in both arrivals and departures in March 2017, a number of new brands and product categories will be introduced to the North Queensland market. With a great understanding of both the terminal and travelling passengers, the needs of the travellers will be met through a constantly evolving offer, award winning customer service and the ability to adapt quickly to an ever changing environment.

*Experience new horizons, every day.*

**Lagardère**  
TRAVEL RETAIL

Cairns Airport GM Commercial, Fiona Ward, said her team were delighted to receive bids from world leading Duty Free operators.

“The decision to award Lagardère Travel Retail this exciting new opportunity at Cairns Airport was made after a robust evaluation process.” Ms Ward said.

“We look forward to furthering the already strong partnership between our businesses and working with Lagardère Travel Retail as they deliver a unique duty free offer to our customers that brings together exceptional value and accessible indulgence.”

Lagardère Travel Retail operate core Duty Free concessions in the Pacific region, in Noumea, Gold Coast, Adelaide, Townsville, Queenstown, Dunedin and Auckland. Within Cairns Airport, they currently operate 16 stores across the 3 business lines, and these new stores will benefit from the local regional network experience, local support functions and the company’s global experience.

Lagardère Travel Retail are delighted to continue their strong and successful partnership with Cairns Airport, and look forward delivering a world class retail experience.

#### **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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