

Media Release

Basel, 25th September 2017

Dufry wins new concession contract **at Toulouse-Blagnac Airport**

Dufry has been awarded a new concession contract to operate two new duty free stores at Toulouse-Blagnac International Airport, due to open in April 2018. The contract is for 5 years and includes a new walk-through duty free store as well as a last-minute duty free shop, with a total commercial area of more than 1800 m². The new stores are part of the airport's plans to offer passengers the services of a large international airport, adapted to increases in traffic, including a complete refurbishment and extension of the airport's commercial area, and enlargement of the current terminal.

The main international departures walk-through store will cover a commercial area of more than 1700m² and will be located directly after security. The main store will be accompanied by a last-minute duty free shop of approximately 120 m² located in the international departures Hall D area. This store will be the only 'express' store offered in this terminal.

The store's commercial offer has been specially tailored to the Toulouse airport traveler with something for each key customer profile at this airport; business and frequent travelers, low cost travelers and families and children. Dufry's main focus is to bring unique customer experience to Toulouse airport, with unrivalled customer service, by offering both a sense of place with a seamless transition from the city of Toulouse to the airport and wide assortment of famous international brands. As part of Dufry's digital strategy and to enhance the store dynamic, technology developed for an easier and more enjoyable customer experience will be integrated throughout the store including new screen equipment and a Contentainment area.

The new main store will offer a wide assortment of local products across categories, including regional fragrance and cosmetics brands and local wines exclusive to Dufry. The 'Terre d'Occitanie' space in the store will complete the offer of Toulouse local delicacies, including foie gras, cheese, and local confectionery.

The beauty space will feature more than 150 prestigious global brands and new brands will be introduced into the assortment.

The Toulouse Duty Free international liquor section housed in a dynamic space with a tasting bar will be brought to life with events and exclusive offers. The store will also include a newly designed Cava corner, where travelers can find exclusive tobacco brands and competitive prices. The walk-through store will also include specialty fashion-concept corners; 'Time Box', with a selection of watches and jewellery and 'Suncatcher', dedicated to sunglasses.

Answering to the airport's strong family profile, Dufry has designed a special Kid's zone dedicated to children's toy brands and confectionery, based on a similar concept that has proven popular in other stores around the world.

Dufry currently operates a retail space of 818m², spread across 6 individual stores at Toulouse-Blagnac Airport. The group began operating in Toulouse in 2009 and the new project plan doubles the company's commercial offer and aims to give passengers a coherent, integrated and WorldClass experience. Toulouse-Blagnac International Airport is in the midst of a complete renovation and terminal extension plan, with the objective of opening new international routes, specifically to China and Far East Asia, and developing low cost traffic.

Pedro Castro, Division CEO for Southern Europe & Africa, stated 'We are very pleased that Toulouse-Blagnac International Airport has chosen us to form part of their development plans. We thank them for the trust they have placed in Dufry and look forward to the next installation phases and to see the fruits of our project when the stores open in April next year'.

Jean-Michel Vernhes, CEO of Toulouse-Blagnac Airport added: 'It is an exciting project we commit to with Dufry. The challenge is to give a new dimension to the commercial offer for our passengers'. Bruno Balerdi, Non-Aeronautical Revenue Development Director at Toulouse-Blagnac Airport commented: 'Our project is a radical change for our airport, with a new journey for the passenger. We really rely on Dufry for a positive transformation of the retail area, in order to create a memorable experience for the passenger'.

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Dufry Group – A leading global travel retailer

Dufry AG (SIX: DUFN; BM&FBOVESPA: DAGB33) is a leading global travel retailer operating around 2,200 duty-free and duty-paid shops in airports, cruise lines, seaports, railway stations and downtown tourist areas. Dufry employs over 31,000 people. The Company, headquartered in Basel, Switzerland, operates in 63 countries in all five continents.



**SOS CHILDREN'S
VILLAGES**

Social Responsibility

Dufry cares for children and supports social projects from SOS Kinderdorf in Brazil, Cambodia, Mexico, Morocco and Ivory Coast. SOS Children's Villages is an independent, non-political and non-demonstrational organization established for orphaned and destitute children all over the world.

For more information, please visit www.dufry.com

About Toulouse-Blagnac Airport

Toulouse-Blagnac Airport (ATB) is the fifth largest airport in France for passenger traffic (8 million passengers in 2016, 9 million expected in 2017) and the country's largest regional cargo airport. It serves 17 regular domestic destinations, 63 regular international destinations and 37 charter destinations from Toulouse. For 2016-2018, ATB has launched an ambitious project based on the development of European low-cost traffic and international long-haul traffic, the growth of the terminal's commercial offer and the construction of a 4-star hotel directly connected to Hall A.

For more information, please visit www.toulouse.aeroport.fr