

PRESS RELEASE

Lagardère Travel Retail wins Travel Essentials tender at Prague Airport

Prague, October 25th, 2019 – Václav Havel Airport Prague announced that it has awarded its 5-year Travel Essentials contract to Lagardère Travel Retail, covering 7 business units with a total area of 552sq m across Terminals 1 and 2.

This new contract follows the duty free tender that was awarded to the retailer in June 2019, covering 24 business units in a total area of 4,372sq m, including the walk-through at Terminal 1 that Lagardère Travel Retail already operates.

“The criteria for the tender, that started in July 2019 and opposed Lagardère Travel Retail to WHSmith Travel Limited, was 50% based on qualitative criteria, such as the merchant's ability to continuously adapt to the changing passenger mix, originality, variety of goods offered, and the staffing and logistics plan, and 50% on financial criteria. We are thrilled that, in addition to the duty free & fashion concession already attributed to Lagardère Travel Retail last June, the group will also operate travel essentials. Prague Airport is excited to reinforce this strong international partnership, in what promises to be a very fruitful long-term cooperation,” says Václav Řehoř, Chairman of the Board of Directors of Prague Airport.

“We are very pleased to have succeeded in the selection process at Prague Airport. In the global competitive context, we were able to offer the best qualitative and at the same time the highest financial offer. It confirms the strong and unique position of RELAY in transport hubs worldwide. Our customers know the RELAY brand from the many railway and metro stations we operate across the Czech Republic

“We are also very excited to be able to release our RELAY Next Generation concept at Prague Airport passengers. In the two largest stores at both terminals, we will be the first airport in Europe to introduce the combined RELAY-Trip Advisor concept, which associates the best of travel retail and the online

travel world. We will open all seven stores during the first quarter of 2020 to be able to welcome passengers at the start of the Summer season," says Richard Procházka, CEO of Lagardère Travel Retail.

After the start of the contract on January 1st, 2020 Lagardère Travel Retail, all 7 business units will be open by March 31st, 2020.

ABOUT LAGARDERE TRAVEL RETAIL

One of the four divisions of the Lagardère group, Lagardère Travel Retail is a pioneering global leader in the travel retail industry. Operating 4,600 stores across Travel Essentials, Duty Free & Fashion and Foodservice in airports, railway stations and other concessions in 39 countries worldwide, Lagardère Travel Retail generates €4.9 bn sales (managed 100%).

Lagardère Travel Retail has a unique holistic approach aimed at exceeding travelers' expectations throughout their journey, and optimizing landlords' assets and partners' brands.

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