

Media Release

Basel, August 22, 2016

Dufry wins tender and renews its concession at Guadeloupe Pôle Caraïbes

Dufry announces it has won the tender for the duty free retail operations at Guadeloupe Pôle Caraïbes Airport and will be extending its existing concession contract until 2026 for duty free activities and 2021 for two convenience stores. With the win of this tender, Dufry will develop 5 new shops and almost double its retail space for a total of over 1,100 m². The new shops will incorporate the latest design developments and deliver a world class airport shopping experience to over 1 million departing passengers that use Guadeloupe Pôle Caraïbes Airport each year.

Dufry has operated a 515 m² walk-through duty free shop at the airport since 2000, along with a further 50 m² duty free shop which opened in 2014. The travel retailer will begin its shop development programme in December 2016 with the total re-design of its main duty free shop in the International Terminal. When completed, the 783 m² store will offer customers an extensive range of beauty, liquor, tobacco and confectionery items alongside clothing, watches and jewellery.

In the Regional Terminal, a 180 m² duty free and duty paid shop will be completed in Summer 2017 and again, it will offer the core product categories as well as some clothing and luxury accessories. A 35 m² fashion shop selling beach and surf-wear will be located in the arrivals area of the International Terminal, whilst a Hudson news and convenience shop with a footprint of 108 m² will be located in the boarding area of the International Terminal. Finally, a 12 m² Hudson kiosk will be situated in the boarding area of the Regional Terminal.

To give passengers an inspiring and positive in store experience, one of the key elements of the main duty free shop developments will be to create a 'sense of place'. A contemporary design along with materials such as wood and reflective surfaces will evoke elements of the locality and the Caribbean, whilst a 'Thinking Guadeloupe' area in the main duty free shop will offer local foods and gift items.

Alain Bievre, Chairman of Société Aéroportuaire Guadeloupe Pôle Caraïbes SA (SA GPC) explains: "The airport of Pointe à Pitre/Le Raizet has been successfully operating the first walk-through duty free shop ever since the year 2000 and the first duty free shop for the region. With its decision to extend and expand the cooperation through the development of the new retail spaces, the Board of SA GPC not only renews its trust in the Dufry Group, but also supports the company in diversifying and increasing its operations at the Point à Pitre/Le Raizet airport and the region as a whole."

Julian Diaz, CEO of Dufry Group, comments: "We thank the Guadeloupe Airport Authorities for their ongoing trust and for appointing Dufry to extend this successful cooperation. By winning this important tender we foster our strong footprint in the Caribbean and underline our ability to develop competitive and attractive travel retail solutions for airports and their passengers across the world. Our dedicated shop design will make Guadeloupean citizens feel at home and help visitors experience the rich culture and tradition of this beautiful island."

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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 close to 29,000 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.