



Media Release

Basel, October 26, 2012

Dufry wins new concessions in the United States and Spain

Dufry has added two important concessions to its portfolio. In the United States a joint venture led by Dufry has won concessions to operate three duty free shops at Seattle-Tacoma International Airport (SEA), while in Spain, Dufry will operate two additional duty free stores in Tenerife, Canary Islands.

Expansion of the duty free operations the United States

The three new shops located in the South Satellite, Central Terminal and Concourse A areas of the airport, totalling around 650 square metres (nearly 7,000 square feet) of prime selling space, will feature high-end local merchandise, top-selling cosmetics and fragrances, liquor, tobacco, confection and luxury accessories – jewellery, watches and sunglasses from distinguished international brands like Bally, Eddie Bauer, Emporio Armani and Montblanc. Term of the contract is seven years.

The Seattle–Tacoma International Airport also known as Sea–Tac Airport serves the US cities Seattle and Tacoma in the state of Washington, as well as the rest of western Washington. The airport has service to destinations throughout North America, Europe, the Middle East and East Asia. In 2011, the airport served over 32.8 million passengers, making it the 17th-busiest airport in the United States. It ranks 25th in total aircraft operations and 20th in total cargo volume.

Dufry-Seattle JV is composed of Dufry North America LLC and its Seattle-based partners – Randi Sibonga of Kalison Concessions, Inc. and Apryl Stewart of Skyview Concessions, Inc. – both certified ACDBE operators. The entity was selected by the Port of Seattle from a field of five global duty free companies which proposed on the project.

New concessions to operate two duty-free shops in Tenerife, Canary Islands

Dufry has been awarded two new concessions at the Spanish Reina Sofia Airport, in Tenerife on Canary Islands, to operate duty-free shops in the airport. With these additional shops, Dufry consolidates its presence at Tenerife South Airport. The two stores, combined with the existing one, will total 1,508 sqm of retail space in the airport.

Both shops will be located at Terminal 1 and the first shop will have a retail space of 144 sqm and will be called “Sweet Treats”, offering a selection of international chocolates and confectionary brands such as Lindt and Nestle. The second shop covers 164 sqm and will be called “Discover Canary Islands”, a Gourmet and Delicatessen shop concept, offering an assortment of local products, such as Honey Rum (a local specialty combining honey harmonically with rum), wines, cheeses, local sauces, among others, and working in a partnership with first class local manufactures of the Canary Islands producers.

In 2011, the number of international passengers at the Reina Sofia Airport reached 7.5 million, representing a 23% increase over 2010. Reina Sofia Airport is the main tourist airport for Tenerife Island, and is the 7th busiest in Spain.

Julian Diaz, Dufry's CEO noted: "We are very pleased with the award of the three new concessions at the Seattle–Tacoma International Airport. The stores will offer a portfolio of products sure to appeal to the widest range of travellers. As the company's North American arm, Dufry North America has strong relationships with thousands of top brands. Using Dufry's proprietary demographic data that captures the buying behaviours of different nationalities in airports around the world, we have selected a brand line-up designed to provide the ultimate luxury shopping experience for Sea-Tac's international customers.

We are equally happy with the award of the new concessions in Tenerife. We have been operating in Tenerife for six years and the expansion of our presence in the location illustrates Dufry's expertise in tourist destinations. The new shops will add to our existing presence in Spain, which is one of the most important tourist destinations in Europe and in the world and a very interesting travel retail market. These new contracts also add value to Dufry in the upcoming tender announced by AENA, the Spanish Airport Authority, for the core duty free concessions at 26 Spanish airports."

For further information please contact:

Sara Lizi
Investor Relations
Phone: +55 21 2157 9901
sara.lizi@br.dufry.com

Lubna Haj Issa
Media Relations
Phone +41 61 266 44 46
lubna.haj-issa@dufry.ch

Rafael Duarte
Investor Relations
Phone +41 61 266 45 77
rafael.duarte@dufry.com

Mario Rolla
Media Relations
Phone: +55 21 2157 9611
mario.rolla@br.dufry.com

Dufry Group – A leading global travel retailer

Dufry AG (SIX: DUFN; BM&FBOVESPA: DAGB11) is a leading global travel retailer operating more than 1'200 duty-free and duty-paid shops in airports, cruise lines, seaports, railway stations and downtown tourist areas.

Dufry employs more than 14,000 people. The Company, headquartered in Basel, Switzerland, operates in 45 countries in Europe, Africa, Eurasia, Central America & Caribbean, North America and South America.



Social Responsibility

Dufry cares for children and supports the SOS Social Center in Igarassu, Brazil. SOS Children's villages is an independent, non-political and non-demonstrational organisation established for orphaned and destitute children all over the world.