



## **Media Release**

Basel, April 05, 2013

### **Dufry further strengthens its leading position in Brazil by signing a 10 year contract to operate duty free shops at Viracopos International Airport**

Dufry is proud to announce that it signed an important agreement with Aeroportos Brasil Viracopos concessionary to operate duty free shops at the Viracopos International Airport for 10 years. This contract was awarded to Dufry Region America II, which accounts for 23% of the group.

Dufry is very happy about the partnership with Aeroportos Brasil Viracopos concessionary, and the operations will be a key success factor for the sustainable and healthy development of the travel retail industry in Brazil. The combination of Viracopos management's longstanding experience and Dufry's travel retail expertise and customer knowledge will translate into an outstanding shopping experience for passengers at Viracopos.

In the terms of the contract, Dufry will operate two duty free shops in the existing terminal with a total area of 324 sqm, of which one is in the arrivals area (237 sqm) and the other on the departure (87 sqm) side. Both shops will have a general travel retail format. The agreement also foresees that Dufry will enlarge its retail space by almost 50% once the new terminal will be completed which is expected to happen in May 2014. The expanded retail space will allow Dufry to further enhance its comprehensive range of products, and offer its clients international best selling brands and a unique shopping experience.

Viracopos airport is located 100 km from the city of São Paulo and is the 2<sup>nd</sup> largest air cargo terminal in Brazil. In 2012, this airport welcomed 8.9 millions domestic and international passengers and the forecast for 2013 will be around 10 million, already attending flights to Portugal, Argentina, with several charter flights. This airport has been chosen to host passengers for the 2014 World Cup.

Julian Diaz, CEO of Dufry Group, commented: "The success that we have achieved in winning new contract prove once more that we are in the right track in terms of diversifying and increasing our share in Emerging Markets, which present in our view a tremendous potential for business development. Apart from that, the partnership with the airport operator will be the key for the business development in the future projects".

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**Dufry – 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 43 countries in Europe, Africa, Eurasia, Central America & Caribbean, Latin and North America.



**Social Responsibility**

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