

WH Smith and Duty Free Americas open seven stores in RIOgaleão – Tom Jobim International Airport



WH Smith's International Travel business and Duty Free Americas (DFA) are delighted to announce the official opening of seven WH Smith stores in RIOgaleão – Tom Jobim International airport, Brazil's third largest international airport which served over 16 million passengers in 2017, heralding WH Smith's entry into South America.

WH Smith and DFA were awarded the contract earlier this year and have since been focused on developing an exceptional retail proposition that meets and exceeds the expectations of both the domestic and international passenger profile at the airport. All of the stores, which are located across International Departures, Domestic Departures, and the main entrance areas of the airport, provide a compelling offer to customers and include a wide range of books, magazines, travel accessories, souvenirs, confectionery and drinks, with tailored ranges for RIOgaleão's passengers and staff. The stores feature WH Smith's latest store design creating a contemporary look and feel, with elements of localisation reflecting Rio de Janeiro's iconic cultural status.

Leandro Dantas, RIOgaleão's Head of Commercial commented: *"We are very satisfied with the final result and believe that the outcome is synonymous with the airport's commercial strategy. Specified design and advertising play important roles in attracting the public, and adding to this the excellent product offer WH Smith has, we believe that passengers arriving or departing from Rio de Janeiro will feel that all of their needs are fully met. This is beneficial for both the passenger, and the airport."*

WH Smith's International Managing Director, Phil McNally added: *"Our business in Tom Jobim International Airport marks the entry of the WH Smith brand into South America and we are very excited about the future prospects in this market. We have worked in close collaboration with the team at RIOgaleão Airport to design stores and a customer offering that we jointly believe will please all passengers at the airport. The*

stores at RIOgaleão also mark the beginning of the WH Smith and Duty Free Americas joint venture partnership in the region and we are delighted to be working together and look forward to growing our partnership in the South American market.”

Leon Falic, President for Duty Free Americas commented: “*We are very excited about this first opening as it marks the beginning of a fruitful and prosperous relationship between WH Smith, RIOgaleão and DFA teams. With the opening of these seven specialist convenience stores, together we will offer the Brazilian market a new concept and customer experience that will add appeal and value for airport operators.*”

Notes to Editors:

RIOgaleão

RIOgaleão took over the operation of Tom Jobim International Airport in August 2014, under a 25-year concession contract. It is owned in a partnership between the Brazilian State and Changi Airport International (CAI), a wholly owned subsidiary of Changi Airport Group (CAG). Changi Airport Group operates the award-winning Changi Airport in Singapore, the sixth busiest airport in the world and recognized as the world's best airport according to satisfaction surveys. CAI act as operator, consultant and investor in more than 50 airports located in 20 countries.

WH Smith

WH Smith is a leading global retailer in news, books and convenience for the world's travelling customer. With more than 1,400 stores across the globe, WH Smith offers customers a wide range of books, newspapers & magazines, travel accessories and food and drink. The company has a growing airport business with over 280 stores across 77 airports worldwide, including: London Heathrow, Dublin, Copenhagen, Stockholm, Helsinki, Dusseldorf, Roma, Madrid, Athens, Doha, Abu Dhabi, Delhi, Singapore, Sydney, Melbourne and Rio de Janeiro. The company employs around 14,000 people.

Duty Free Americas

Duty Free Americas is a major Duty Free retailer with over 250 stores in airports and border zones across North, Central and South America. Duty Free Americas began operations in Brazil in 2014 and have grown to 20 outlets in airports across the country.

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