

WH Smith and DFA enter partnership to open seven stores in Rio de Janeiro International Airport



WH Smith International Travel business and Duty Free Americas (DFA) are proud to announce they will be opening seven stores in Rio Galeão International airport in August 2018. These stores mark WH Smith's entry into South America.

Rio Galeão Airport, Brazil's second largest international airport with over 16 million passengers, has recently awarded the contract to WH Smith and DFA. The stores will 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. All of the stores, which will be located across International Departures, Domestic Departures and the main entrance areas of the airport will provide a compelling offer to customers, to include a wide range of books, magazines, travel accessories, souvenirs, confectionery and drinks, with tailored ranges for Rio Galeão's passengers and staff.

RIOgaleão's Leandro Dantas, Head of Commercial commented: *"Bringing strong international brands synonymous with their categories is key to our development strategy. We are therefore very pleased to be bringing WH Smith, with its highly recognisable international brand and expertise in News Books and Convenience airport retailing to Brazil. We also welcome Duty Free Americas with their strong operational capability in this market as an important partner concessionaire to RIOgaleão. We recognised from their tender submission that a partnership between WH Smith and Duty Free Americas would provide a compelling combination of an international brand with a specialism in airport convenience retail and a local partner with market knowledge and a strong operating platform. We look forward to working with the team to open excellent stores which will appeal to our passengers and to revenue growth from the long term partnership to come."*

Louis de Bourgoing, WH Smith's International Chairman added: *"This is a significant win for us as we prepare to open our first stores in South America. We look forward to working with the team at RIOgaleão and to open seven stores in such a prestigious airport with strong development plans and potential for passenger growth. We are also delighted to enter this new territory working in partnership with*

Duty Free Americas. As we continue to grow our international business, we are confident this will be the beginning of a long and successful partnership.”

Leon Falic, President for Duty Free Americas commented: *“We are looking forward to working with the teams from RIOgaleão and from WH Smith to open these seven specialist Convenience stores. We believe the partnership with WH Smith opens up opportunities across the region. The Brazilian airport market alone has 140 million passengers and we believe our partnership will provide productive stores which will appeal to those passengers and create 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 74 airports worldwide, including: London Heathrow, Dublin, Copenhagen, Stockholm, Helsinki, Dusseldorf, Roma, Alicante, Athens, Doha, Abu Dhabi, Delhi, Singapore, Sydney and Melbourne. 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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