

PRESS RELEASE

Lagardere Travel Retail and Hubei Airports Group celebrate the opening of Wuhan Tianhe Airport Terminal 3 master-concession

Wuhan, China – 30 October 2018

Lagardere Travel Retail and Hubei Airport Group celebrated today the grand opening of the retail and foodservice master concession in the new Terminal 3 at Wuhan Tianhe International Airport. The long-term concession, spanning more than 8,000 square meters of space and 90 outlets, covers all product categories including luxury, travel essentials, specialty and food & beverage.

The grand opening event, attended by senior representatives of Hubei Airport Group, Lagardere Travel Retail and its brand partners, marked the completion of the development of the retail and foodservice offer in the 495,000 sqm airport terminal that opened last year.

Lagardere Travel Retail has worked in close partnership with the airport company and brands to create an offer on par with the best international airports, with a balance of international, national brands and local favourites. As capital of China's Hubei province, Wuhan has a proud history, strong culture and unique cuisine, all of which are highlighted here in the new Terminal 3.

Dag Rasmussen, Chairman and CEO of Lagardere Travel Retail, said: "The commercial program we have developed here in Wuhan shows the potential of the master concession model to enhance both commercial revenues and passenger experience. Proper planning, flexible use clauses and an equitable sharing of risk and reward between stakeholders enable us to deliver a world-class commercial offer to fast-growing, medium-sized airports. We are very grateful for the trust Hubei Airport Group has placed in our company and for the support received from our brand partners in the development of this project."

Emmanuel de Place, COO – Asia Pacific of Lagardere Travel Retail, commented: "Our opening here in Wuhan is another milestone for our development in the Asia Pacific region. It demonstrates the value of our multi-segment development strategy for landlords and brands alike and underlines our commitment to excellence in every aspect of our operations."

Liu Zhanming, General Manager of Hubei Airports Group Industrial Company said: "As the largest commercial operator at Wuhan Airport, Lagardere Travel Retail has developed a mutually-beneficial proposition for our airport. Wuhan Airport will jointly promote the development of aeronautical and non-aeronautical activities and collaborate with our partners to innovate and advance the airport business. With a professional, market-oriented and international approach, we will write together a new chapter of prosperity in the airport commercial sector."

Lagardere Travel Retail is the leading international travel retail operator in China with over 250 retail and F&B units in 15 airports and 30 high-speed railway stations.

Wuhan Tianhe International Airport, part of Hubei Airports Group, is one of the main airports in central China, with over 23 million passengers in 2017.

A comprehensive offer

- International luxury brand names including Emporio Armani, Ermenegildo Zegna, Hugo Boss, MCM, Coach, Calvin Klein Jeans, Pandora, Estée Lauder, Lancôme, Sunglass Hut, Victoria Secret, etc.
- Travel essentials concepts including RELAY, the world's leading travel essential's concept and every traveler's indispensable companion and Discover Wuhan.
- Food & Beverage:
 - Leading international brands including Starbucks, McDonalds, Burger King, etc.
 - Renowned national brands including Ajisen Ramen, Hefu Noodle, etc.
 - Local favorites including Zhou Hei Ya, Old Hankou, etc.



From left to right:

- Eudes FABRE, CEO – Greater China, Lagardere Travel Retail
- LIU Zhanming, General Manager – Hubei Airports Group Industrial Company
- Dag RASMUSSEN – Chairman & CEO – Lagardere Travel Retail
- Olivier GUYONVARCH – Consul General of France in Wuhan
- MENG Qingju, Vice-General Manager – Hubei Airports Group Industrial Company
- Emmanuel DE PLACE, COO, Asia-Pacific – Lagardere Travel Retail





ABOUT LAGARDERE TRAVEL RETAIL

One of the four divisions of the Lagardère group, Lagardère Travel Retail is a pioneering global leader in the travel retail industry. Operating 4,400 stores across Travel Essentials, Duty Free & Fashion and Foodservice in airports, railway stations and other concessions in 34 countries worldwide, Lagardère Travel Retail generates €4.5 bn sales (managed 100%).

Lagardère Travel Retail has a unique holistic approach aimed at exceeding travelers' expectations throughout their journey, and optimizing landlords' assets and partners' brands.

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