

# Dufry extends contract at Santiago Intl Airport

Dufry has extended its duty free concession at Santiago International Airport (AIC) in the Dominican Republic for an additional 10 years. The global travel retailer has been operating at AIC for more than 15 years. The new contract, which starts in 2024 and extends through 2034, includes an extension of the sales area by some 40%. As part of the further development and extension of the airport, the new shops will cover around 1000-sqm of retail space.

Santiago International Airport is the second largest hub of the Dominican Republic serving international passengers traveling to and from more than 13 of its 32 country provinces. AIC welcomed more than 1.7 million passengers in 2019 and expects a steady passenger increase, moving forward. Besides Santiago International Airport, Dufry's presence in the Dominican Republic also includes duty free operations in other international airports such as Santo Domingo, La Romana, Puerto Plata and Samana.

As part of the contract extension, Dufry will refurbish and expand the current duty free area with its latest shop designs and digital concepts to enhance the consumer experience. In line with the space increase, the assortment featuring all of the core duty free categories such as perfume & cosmetics, spirits & tobacco and confectionery will see further refinement of the comprehensive selection of global brands and local products.

"We are proud to continue our long-standing and successful collaboration with Santiago International Airport and thank our partners for the renewed trust. Through the planned enhancement and extension of the airport's retail space and the refurbishing of the duty free store, we will provide travelers with a new and attractive shopping experience and continue to increase productivity of this hub, which is experiencing increasing attention of international passengers," says Juan-Antonio Nieto, Chief Operating Officer, Mexico & Caribbean, Dufry Group.

"Our Board of Directors and I are all motivated to continue working hand in hand with Dufry's local team and Juan-Antonio Nieto in achieving our much-anticipated airport expansion. Yearly passenger increase has been projected to continue as Dominican nationals benefit from our flexible flight schedules and ecological tourism in the region and find it easier to utilize our airport proximity to their family residence when traveling international.

"We aim to provide modern airport facilities to all our passengers, while maintaining a natural and eco-friendly design at our destination. Dufry's worldwide knowhow will continue to make the passenger experience gratifying at Santiago International Airport installations," adds Felix Maria Garcia, Board President, Santiago International Airport.