Lagardère Travel Retail wins major food service tender in Chile

Lagardère Travel Retail and Global Group Corporation has announced a successful tender bid to build and operate 20 food service outlets at Arturo-Merino-Benítez airport in Santiago de Chile, in partnership with Chilean company Global Group Corporation (GGCorp), one of the four branches of Grupo GP Holding and a company with a long history in advertising, F&B operations, parking system management and ground handling.

This is Lagardère Travel Retail's first step into South America and in Chile, an attractive growth market for the company.

Comprising spaces in the new and existing terminals, the 20 new food outlets will have a total floorspace of 3,600 square meters

The outlets, which will be located in both the existing and new terminal, have a total commercial floorspace of 3,600 square meters. They will open between July 2021, when the new terminal opens, and January 2022, when the remodeling of the existing terminal will be complete.

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The proposal included such brands as Lagardère's own Natoo

The winning proposal includes a mix of international and local food concepts, and other brands such as Lagardère's Natoo. This mix of global and local plus the ability to create concepts that are truly representative Chilean culture and cuisine helped make this bid a success.

The mix of global, local and the ability to be truly representative of Chile helped Lagardère Travel Retail to win the tender

Commencing on this announcement, Jean-Baptiste Morin, COO Americas at Lagardère Travel Retail

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said: “We’re delighted to be stepping foot in South America with a strong partnership with both the airport and GGCorp. The region offers very exciting prospects for growth that we are confident can be fully realized when the sanitary situation will be controlled. Arturo-Merino-Benítez proves it by investing into the future of its retail facilities and by modernizing its infrastructure. Most importantly this sends a strong signal of optimism on both parts: we get on with business because we are hopeful for a brighter future and want to be where the growth is.”

Passengers in the new and existing terminals will find plenty of attractive food options

Felipe Elgueta, Director of GGCorp, said: “We are very pleased to have the opportunity to work with Groupe ADP and VINCI Airports on the new terminal project in Santiago. Our company has been working for more than 17 years at Arturo Merino Benitez Airport in various businesses from advertising, with Massiva, to gastronomy with GGCorp. We are very proud to be partners of Lagardère Travel Retail and we are sure that together we will be able to improve the experience at the airport, which will have a capacity for 30 million passengers. We strongly believe in the airport industry and its early recovery.”

Xavier Lortat-Jacob, CEO of Nuevo Pudahuel, commented: “The new international terminal of Arturo Merino Benítez Airport brought together two leaders in airport operations, such as Groupe ADP and VINCI Airports. This new infrastructure will not only allow us to lead Santiago airport into the front row of the region but also grow the connectivity of the country as we have already done in the past 5 years. We are very proud that Lagardère Travel Retail and Global Group Corporation will be part of this wonderful and successful project as we aim for excellence and success.”

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