

Changi Airport Group to launch major tender for duty-free liquor and tobacco concession

By **Elena Owyong** on May, 29 2019 | Airlines & Airports



Changi Airport Group has announced that it is launching a tender for its duty-free Liquor & Tobacco concession on 4 June 2019

Singapore's Changi Airport Group (CAG) has announced that it will be launching a tender for its duty-free liquor and tobacco concession on 4 June 2019. The current concession operator is DFS Venture Singapore (Pte.) Limited (DFS).

CAG said in a press release that the tenancy terms will cover 18 stores, spanning over 8,000 square meters of retail space across the four terminals of the airport. The concession will last for six years from 9 June 2020 to 8 June 2026. It is also expected to serve more than 66 million international travellers who pass through Changi Airport annually.

CAG also stated that it seeks a strong partner that can “put forth a robust and compelling proposal, leveraging new technologies and innovations, to elevate travel retail at Changi.” The proposal should cover the store design, product range, in-store activations and e-commerce strategy.

Commenting on the upcoming tender, CAG Executive Vice President for Commercial, Ms Lim Peck Hoon said: “We are excited to hear from the market and look forward to new retail concepts to bring the Liquor & Tobacco concession to new heights. Changi is fully committed in growing with our concession partners through impactful innovation and effective collaboration. There will be a wealth of opportunities for the L&T partner to showcase its offerings to Changi's global audience, delivering

revolutionary best-in-class retail experiences, to build and grow its business.”

Interested retailers have to attend a compulsory tender briefing and site visit scheduled on 25 June 2019. The deadline for submissions is 5 August 2019.

DFS has decided not to proceed with the two-year extension of its concession that was announced in December 2018. However, both CAG and DFS have agreed to extend DFS’ current tenancy by two months, meaning the contract will end on 8 June 2020.