

Lagardère Travel Retail wins fashion concessions at Hong Kong International Airport

By **Rebecca Byrne** on September, 16 2015 | Retailers



Following a competitive tender process, Lagardère Travel Retail Hong Kong has been awarded five fashion concessions at Hong Kong International Airport. Four stores are in the Airport International West Hall Terminal and one is in the Airport Midfield terminal. The company already operates in two other categories at the airport – package food and travel essentials.

Stores will open from the last quarter of 2015 to early second quarter 2016 and include brands such as Calvin Klein; Kate Spade; Pandora and Paul & Shark.

Commenting on the win, Louis Dambrine, General Manager of Lagardère Travel Retail in Hong Kong said: “We are very excited to expand our business within Hong Kong International Airport. Our 10 constructive years of relationship in operating Bookshop demonstrated our ability to drive business by constantly delivering excellent customer service. We will continue to work at satisfying each and every traveler’s need guaranteeing the highest quality hence maximizing value creation for our brands and Hong Kong International Airport.”



Philippe Fontalba, Luxury Fashion and Accessories Director of Lagardère Travel Retail in Asia Pacific added: “We are extremely delighted to be extending our fashion presence especially so in Hong Kong International Airport where it is one of the world’s busiest passenger airports and gateway to the world.”

“Additionally, we are thankful to have this opportunity to work with new brand partner such as Kate Spade and to extend our current partnership with Paul & Shark and Pandora. We are equally excited to open the first Calvin Klein Platinum store worldwide, stay tune for more news.”

“Travel retail in fashion and luxury goods will definitely continue to see growth. Airports are places where affluent tourists have time on their hands, as a result, we foresee a big increase in airport retail investment, especially in the designer apparel and luxury accessories categories.”

Cissy Chan, Executive Director, Commercial, of Airport Authority Hong Kong said: “Travelers are always looking for distinctive and exciting shopping experiences when they arrive at the airport,

through our strong partnership with Lagardère Travel Retail, we are sure that these four highly acclaimed and sought after fashion brands will add delight to our passengers.”

Frank Cancelloni, President Calvin Klein Asia Pacific congratulated the company saying: “We are excited and proud to partner with Lagardère Travel Retail in bringing CK Accessories to HKIA. Hong Kong Airport is the obvious choice as the launch airport for what I believe will be a game-changing accessory offering. “Calvin Klein has rapidly developed a strong strategic partnership with Lagardère Travel Retail since inaugurating our travel retail division in 2014. Bidding with them for a retail location in HKIA was a natural progression for us and we look forward to strengthening our partnership further with the opening of our first ever CK Accessories store in travel retail.”

President of Pandora Asia Pacific, Kenneth Madsen, added: “We are extremely pleased and excited with the confirmation of two new Pandora Concept stores in HKIA which will bring our universe of jewellery closer to the travellers going through the bustling hub of Hong Kong. We are also very happy to expand our cooperation with Lagardère Travel Retail who has proven to be a very professional airport retailer and partner. We share many of the same values and operating principles in terms of ensuring a high level of service and overall shopping experience, so we are confident these two new stores will be successful.”

Andrea Dini, President and Chief Executive Officer of Paul & Shark, said: “I am extremely pleased and honoured that Lagardère Travel Retail will operate the first Paul & Shark store at Hong Kong airport. Since 2014, when Lagardère opened a Paul & Shark store in Xian airport the relationship between Paul & Shark and Lagardère Travel Retail has constantly improved and I have to say that its management has excellent knowledge and skills in Fashion Travel Retail.

“Lagardère Travel Retail has become stronger and stronger in Asia Travel Retail in the recent years with several Travel Retail operations in the best Asian Airports. As well Paul & Shark has entered the Asian market 10 years ago and today has more than 60 stores in Greater China.”