

ANA - Vinci Airports selects ARI for joint venture

ANA Aeroportos de Portugal (ANA), from VINCI Airports group, has selected Aer Rianta International (ARI) as its joint venture partner to operate the company's portfolio of duty-free and duty-paid retail concessions in Portugal.

The contract, which begins June 1, 2022 and lasts for seven years, includes eight airport locations in Lisbon, Porto, Faro, Madeira Islands (Madeira and Porto Santo) and Azores Islands (Ponta Delgada, Sta Maria, Horta).

Concessions include over 34 commercial spaces over approximately 9,500 square meters. These concessions include duty free main shops, satellite stores and fashion/beauty stores.

Thierry Ligonnière, ANA's Chief Executive Officer, stated: "We were looking for a business partner with a proven track record in the travel retail industry and with a strong alignment with VINCI Airports priorities on passenger experience, sense of place and innovation. We are excited to initiate this new partnership with ARI and to deploy a unique shopping environment with two key values: authenticity and sustainability. We are convinced that authentic retail experiences, inspired by the uniqueness of the region of the airports, blending local tastes and flavours with a wide-range of international products, and keeping our focus on environmental protection at our operations, will contribute to the best of journeys for our passengers."

Commenting on the announcement, ARI's Chief Executive Officer, Ray Hernan said: "We are absolutely delighted to be selected as ANA's preferred joint venture partner. Announcing such a significant win as we emerge from a global pandemic is testament to the commitment and skills of the entire ARI team. With over 70 years of experience in global travel retail, we look forward to bringing our world class service and extensive brand range to Portugal. Together with the ANA team we will deliver an exceptional tailor-made offering across all locations."

Commenting on the store offering, ARI's Chief Operations and Business Development Officer, Nuno Amaral said: "I am beyond proud that ARI has been successful in the bid to work with the team at ANA and operate the duty-free concessions throughout my home country of Portugal. We knew early in the pitch process that ARI's vision, ambition and experience in travel retail perfectly complements ANA's innovation and service throughout their airports. We are convinced that ARI's strong partnership ethos with joint venture partners, brands, and other key stakeholders will lead to the development of a great retail proposition in Portugal."