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## **Aéroports de Paris and Lagardère Services strengthen their partnership on retail operations in Parisian airports**

Aéroports de Paris and Lagardère Services have extended until 31 October 2019 their partnership within the Société de Distribution Aéroportuaire, the operator for alcohol/tobacco/perfume/cosmetics and gourmet food activities at Paris-Charles de Gaulle and Paris-Orly airports.

This partnership was also extended to encompass the operation of retail activities for press, books, soft drinks, sandwiches and souvenirs, by establishing, with Relay France, a joint venture dedicated to these activities. The implementation of this new joint venture will first be submitted to the European competition authorities.

This partnership aims to boost the means and the resources employed for developing retail activities in Parisian airports, simultaneously pursuing the goal of improving quality of service and passenger satisfaction.

In 2010, retail activities, operated through a network of 121 shops in the Parisian airports, amounted to 486 million Euros.

**Pierre Graff**, Chairman and Chief Executive Officer of Aéroports de Paris, said:

*"This new business development is an evidence of the successful partnership that Aéroports de Paris has set up with Lagardère Services, demonstrating its important value, with each partner contributing with a specific type of expertise. This joint venture with Relay France will enable us to launch a new souvenir store concept to enhance the attractiveness of our commercial offer while leveraging an outstanding advantage that is uniquely ours: the city of Paris. Our ambition is to become the reference for travel retail in Europe and thus to offer our customers a unique experience."*

**Jean-Louis Nachury**, Lagardère Services Chairman, Chief Executive Officer, stated:

*"The contract extension with Société de Distribution Aéroportuaire and the partnership extension between Aéroports de Paris and Relay France underscore the trust that Aéroports de Paris has for many years placed in our company. Such cooperation is based primarily on the constant pursuit of efficiency and innovation that Lagardère Services has always demonstrated. Anticipated to last, our cooperation enables us to enthusiastically pursue the development of innovative and original business concepts and the promise of new product lines and services benefiting passengers. All of these constitute a tremendous future growth potential for both companies."*

**Aéroports de Paris** builds, develops and manages airports including Paris-Charles de Gaulle, Paris-Orly and Paris-Le Bourget. With 83 million passengers handled in 2010, Aéroports de Paris is Europe's second-largest airport group in terms of airport passenger traffic and the European leader for freight and mail.

With an exceptional geographic location and a major catchment area, the Group is pursuing its strategy of adapting and modernizing its terminal facilities and upgrading quality of services, and also intends to develop its retail and real estate business. In 2010, the group revenue stood at €2,739 million and the net income at €300 million.

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Present in 20 countries in Europe, North America, Asia and the Pacific, with a turnover of 4.6 billion Euros in 2010, **Lagardère Services** is a global leader in travel retail and press distribution. As a distributor, it offers innovative and effective solutions for publishers, and provides, by extension, product distribution and consumer services to an ensemble of networks of local outlets. As a major global player in retail operations in transport facilities, namely in 120 airports and 700 railway stations, Lagardère Services operates nearly 2,000 outlets covering all ranges of activity in these platforms.

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