

Trinity Forum

STRONGER TOGETHER

Lagardère
TRAVEL RETAIL



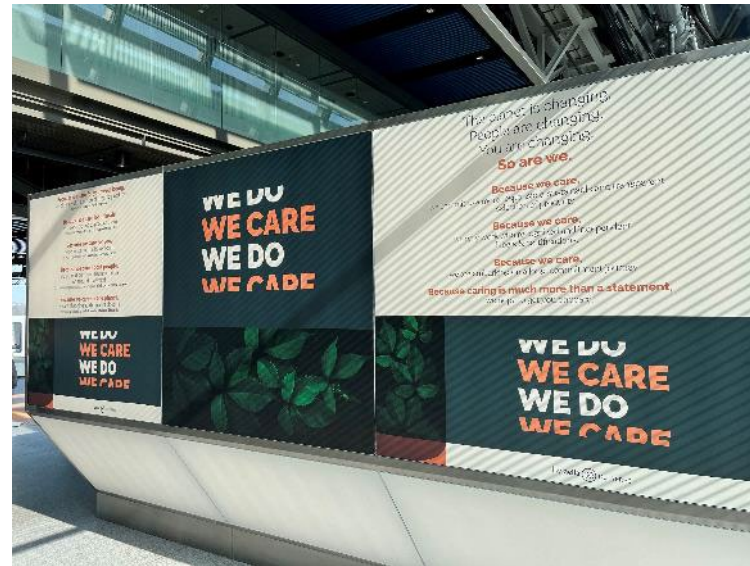
CARING, TOGETHER, FOR OUR PEOPLE



CLOSER, TOGETHER, FOR MORE CUSTOMER-CENTRICITY

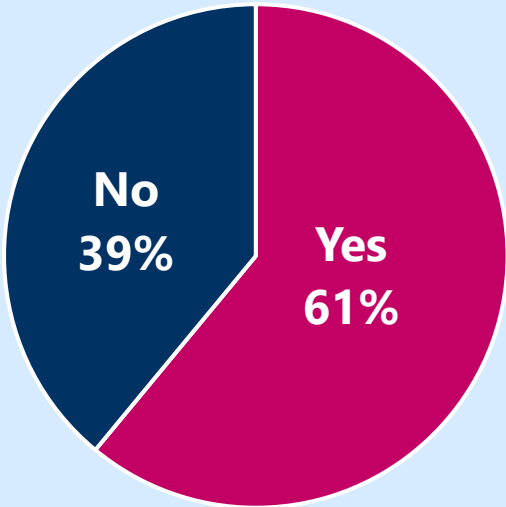


DRIVING, TOGETHER, A MORE SUSTAINABLE FUTURE



CREATING, TOGETHER, WIN WIN PARTNERSHIPS

Concession fees **to be adapted to the new environment**



Source: The Travel Retail Voices 2022
Q: The Covid-19 crisis has challenged the relevance of some concession models in a low-traffic environment. Do you agree that concession fees should be adapted to the new environment?

Lagardère Travel Retail and Lima Airport Partners strike "pioneering" profit-sharing duty free contract

by Dermot Davitt
dermot@moodiedavittreport.com
Source: @The Moodie Davitt Report

20 July 2021



PERU. Lagardère Travel Retail and Lima Airport Partners (LAP) have struck a long-term concession contract based on profit-sharing for the exclusive operation of duty free stores at Lima Jorge Chávez International Airport. The partners said they were "pioneering a new era for travel retail business models" with the move.

In a statement today, they noted: "This is the first large-scale implementation of a business model that has been widely discussed in the industry to better balance risks and benefits between the airport and retail operator. The goal is to unleash growth potential, even more relevant in the context of the Covid-19 pandemic and the resulting drop in global air traffic."



Lagardere and Fraport pioneer profit-sharing partnership in Peru

By Chris Madden | In Lead Stories | July 20, 2021 | Comments Off

The long-term deal will see the retailer hold the concessions contract at Jorge-Chávez International Airport, (Lima Airport) in Peru



An artists impression of Lima airport's future passenger terminal



RETAIL

Profit-sharing partnership announced by Lagardère Travel Retail and Lima Airport Partners

By LAWRENCE BUTCHER — July 21, 2021 | No Comments



Lagardère Travel Retail and Lima Airport Partners (LAP), a Fraport company, say they are pioneering a new era for travel retail business models after signing a long-term concession contract based on profit-sharing for the exclusive operation of duty-free stores at Jorge Chávez International Airport in Peru.

The two companies say this is the first large-scale implementation of a business model that has been widely discussed in the industry to better balance risks and benefits between the airport and retail operator. Their goal is to unleash growth potential, even more relevant in the context of the Covid-19 pandemic and the resulting drop in global air traffic.

