

Press release

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New agreement on the operation of duty-free shops at Copenhagen Airport

Copenhagen Airports A/S and The Nuance Group today entered into a new five-year agreement on the operation of duty-free sales at Copenhagen Airport (CPH). Taking effect on 1 March 2002, the agreement comprises the operation of one main shop and five smaller satellite/specialty shops.

Scheduled to open on 1 August 2002 at the latest, the main shop will be expanded from 1,400 sqm to 2,630 sqm to become one of the largest and most elegant duty-free shops in Europe. Owing to its design, which will fully match the high quality of the airport, and its attractive assortment, the shop will stand out from similar shops at other international airports. In addition to the traditional duty-free areas, the new shop will boast a series of smaller specialty shops carrying well-known international brands and special offers. The new general shop concept will also include events, pre-ordering facilities and a wine tasting bar. The customers will furthermore have the opportunity to enjoy a light meal or a cup of coffee within the actual shopping area.

In April this year, CPH invited nine international companies in the industry to submit tenders for the operation of the airport's duty-free shops. At the expiry of the tender period on 2 July 2001, four of the nine companies had submitted tenders in accordance with the requirement specification. The Nuance Group, which has been in charge of the operation of the duty-free shops at CPH since 1 July 1995, was subsequently awarded the contract.

The Nuance Group also operates duty-free shops at the airports of e.g. Amsterdam, Hong Kong, Paris, Vienna and Zurich as well as at airports in Canada, USA, Australia and New Zealand. Moreover, The Nuance Group operates specialty shops at the Heathrow and Gatwick airports.

Commenting on the agreement with The Nuance Group, CPH vice president Leif Rasmussen says: "I am pleased with and impressed by the tender submitted by Nuance and the quality improvement, which passengers at the airport will experience when the expanded main shop opens. CPH has staked on a significant expansion of the shopping area, and we are therefore very pleased that Nuance has presented an exciting and innovative general shop concept, which will undoubtedly contribute to strengthening CPH and ensuring our readiness to meet the requirements of the future as well as a top rating of the airport's shopping centre on an international scale. CPH is furthermore planning to modernise and expand the shopping centre as a whole. The new expanded and totally refurbished duty-free main shop is a very important and central part of the initial phase of this process."

During the five-year term of the agreement, the tender submitted by The Nuance Group ensures CPH a considerable increase in revenue from the shopping centre. As a result, CPH will receive additional revenue of DKK 40-50 million already in the 2002 financial year.

Additional information is available from CPH's information service on tel. +45 32 31 28 00.

