

Dufry Group secures five-year Kuwait Terminal 4 concession

Dufry Group has signed a five-year contract with Incheon International Airport Corporation (IIAC) to operate the duty free store in the newly constructed Kuwait Airport Terminal 4.

World Duty Free in partnership with That Al Salasil will operate 1,563sq m of retail space. The new duty free store is due for completion in Q2 2019.

The long-standing partnership between Dufry and That Al Salasil is a proven cooperation as it has been successfully operating at the airport for over 12 years, according to the company.



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SUCCESSFUL PARTNERSHIP

Dufry said both partners had built a detailed understanding of the customer profile and expectations during this period.



The new walkthrough store will offer a wide assortment of products across the core beauty, confectionery and tobacco categories.

With a large area dedicated to fragrance, skincare and cosmetics, the beauty area will be a real focal point, according to Dufry.

In addition to the core categories, the store will also offer electronics, fashion accessories and gold jewellery.

Andrea Belardini, Dufry Divisional CEO for Eastern Europe, Middle East, Asia and Australia (left) said: "I am very happy that we have won this new concession and thank our partners at Incheon International Airport Corporation and the Directorate General of Civil Aviation for the trust given to us to operate at the newly developed Terminal 4.

COLLABORATIVE RELATIONSHIP

"Thanks go as well to our local partners That Al Salasil for their ongoing support and close and collaborative working relationship.

"For Dufry, this is an additional step to grow our footprint in the Middle East, which is one of the fastest growing regions of our industry."

Abdallah Al Mansour, General Manager, That Al Salasil added: "We are happy and proud to win this concession with Kuwait Airways, the national carrier and to take our partnership forward into 2019.

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“We look forward to strengthening our position with this new milestone and to providing a world class airport retail experience for passengers.”

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