



## News Release

21<sup>st</sup> Oct 2011

### **LS TRAVEL RETAIL CONTINUES MOMENTUM IN DUTY FREE LUXURY FASHION WITH SUCCESSFUL GROWTH IN ASPAC**

*LS travel retail ASPAC announces the opening of Hugo Boss standalone boutique in Changi Airport, Terminal 3*

The company was recently awarded a lease agreement by Changi Airport to operate a Hugo Boss standalone boutique with a 3-year tenancy agreement starting from 9<sup>th</sup> July 2012.

The luxury fashion boutique covering an area of 86sqm will be located in the Departure Transit Lounge South of Terminal 3, Changi Airport. It will be the first stand-alone Hugo Boss boutique in Terminal 3, targeting business passengers travelling to long-haul destinations. The Hugo Boss product range includes their iconic leather goods and ready-to-wear specially selected to fit the smart and stylish passenger profiles in Terminal 3. Boss Black, the best-selling elegant menswear range known for its understated colors and fabrics with different textures will be retailing in this outlet with a dedicated section for sportswear range for the avid sportsmen.

**Tan Jong Lee, General Manager of LS travel retail Singapore** comments: 'We operate



the Hugo Boss brand concept with success within our multi-brand fashion boutique *The Fashion Gallery* at Terminal 2. We are very happy to be collaborating with Hugo Boss again on this stand-alone boutique at Terminal 3 as we believe it has potential for significant growth. We thank Changi Airport Group (CAG) for their continuous support in our ambition to expand our presence in the fashion business in Changi Airport. The opportunity for LS travel retail to be presented at Terminal 3 is recognition of our commitment and expertise in travel retail. We have a great working relationship with CAG in our operation network of 23 concept stores and are happy to continue delivering results for the customers and airport.'

**Georg Faisst, Head of Travel Retail, comments:** 'Hugo Boss is excited about exploring this new opportunity together with LS travel retail ASPAC. This opportunity is a landmark for our excellent partnership and the continued growth of our mutual business.'

**Philippe Fontalba, Director of Luxury, Fashion and Accessories of LS travel retail, ASPAC** comments: 'We are really excited to win this luxury fashion concession. In the ASPAC region, we are happy to build on our close partnership with Hugo Boss which we have enjoyed in Europe for many years. Hugo Boss is currently present in *The Fashion Gallery* in Singapore and also in *Podium* luxury fashion boutique in Sydney.'

We recently opened two exciting luxury fashion boutiques, Alfred Dunhill and Longchamp in Changi Airport which created ground-breaking news regionally being both brand's first stand-alone boutiques in Changi. Since the opening in early September, both boutiques have achieved astounding results for the company and brands. Winning this exciting Hugo Boss concession forms an integral part of our strategy to expand our Luxury Fashion



business in Changi Airport and to increase our presence in Asia Pacific.’

## ENDS

### Notes to editors

**LS travel retail ASPAC** is a division of the **Lagardère Services** group. Operating in more than twenty countries throughout Europe, North America, Asia and the Pacific, Lagardère Services is a world leader in Travel Retail and Press Distribution. In Distribution, it offers innovative and efficient distribution solutions to magazines and various consumer goods industries. In Travel Retail, Lagardère Services operates nearly 2,000 stores across the world, including a presence at over 120 airports and 700 stations, and is a major Duty-Free and Luxury player and the channel’s leading News and Convenience retailer.

**LS travel retail ASPAC** is the region’s leading news and books travel retailer and operator of the **Relay** and **Newslink** concepts. Its growing portfolio includes Luxury fashion and Duty Free stores at Singapore and Sydney airports. The company also operates innovative speciality retail concepts including **Virgin** (multimedia), **Discover** (gifts and souvenirs), **Kaboom** (toys), **Lonely Planet** (travel essentials) and many more, as well as a number of branded stores including **Pandora** and **Billabong** (fashion). In total LS Travel Retail ASPAC operates more than 250 outlets, partnering with over 16 airports in Australia, China, Hong Kong, New Caledonia, New Zealand, Singapore and Taiwan.

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