

4 September 2014

Sydney Airport is pleased to announce new duty free partner

- **Gebr. Heinemann appointed as new duty free partner**
- **More than 400 new brands, new customer engagement zones and an improved passenger experience**
- **Delivers enhanced retail revenues**

Sydney Airport will partner with one of the world's largest duty free operators, Gebr. Heinemann, to deliver enhanced revenue growth and a significantly improved passenger experience.

"We were delighted that our global tender process attracted high calibre submissions from the world's leading operators. This significant demand has again demonstrated the attractiveness of Sydney Airport's retail proposition, driven by factors such as passenger growth, diversity of customers and airlines and higher spend rates," Sydney Airport chief executive officer Kerrie Mather said.

Gebr. Heinemann is the world's fifth largest duty free operator with operations in more than 64 airports across 28 countries, employing about 5,500 staff.

Heinemann submitted a high quality business plan that will deliver an enhanced customer experience, innovative shop design, expanded brand and product range (over 400 new brands) and competitive prices," Ms Mather said.

The new contract will formally commence on 17 February 2015 and run for seven-and-a-half years until 31 August 2022.

Retail revenues are expected to be higher in 2015 due to the successful retender and a reconfiguration of the duty free space to implement Heinemann's shop design. Following a review of the retail tenancy mix, duty free has been allocated some additional space, however the total retail footprint has not increased. Revenue will be further enhanced from 2016 once new initiatives have been completed.

"This is a fantastic outcome for both our passengers and the airport. It will create a significantly improved passenger experience, a new and dynamic duty free offering tailored to our evolving passenger mix and deliver enhanced revenue growth.

“I would also like to acknowledge the strong partnership between Sydney Airport and The Nuance Group, operators of SYD Duty Free. I would like to thank Philippe Boyer and his team for their dedication over the years and wish them the very best for the future,” Ms Mather said.

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INFORMATION**

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