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Page 1/1

SAS Trading fails to secure travel retail concessions at Swedish airports

Despite thirty years of experience, SAS Trading has failed to secure the concessions for all travel retail stores at Swedish airport terminals, except for Malmö (Sturup), Växjö, Örebro and Västerås. The Swedish Civil Aviation Administration announced today that it has selected another operator for the next five years.

SAS Trading offers a complete duty-free and travel retail solution under the proprietary brand name of Euroshop. Euroshop currently comprises 55 stores at 32 airports in six countries. The scope of this contract corresponds to about one-third of SAS Trading's sales (2,2 billion SEK in 2000). Naturally, this means that the decision by the Civil Aviation Administration will be extremely noticeable and will require special action.

"This is a major disappointment for us, since we believe that we offer the best total solution – Swedish in concept, operationally efficient and financially attractive," says Thomas Bergström, President of SAS Trading.

"However, we have successful operations in Norway and Eastern Europe that are continuing to develop favorably. In this area, we will make further efforts for continued expansion in anticipation of winning back the operations in the Swedish market."

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