

Oslo Lufthavn AS/Avinor AS does not intend to continue negotiations with SAS Trading

Today OSL/Avinor announced that they will continue its contractual negotiations with another operator regarding duty free-shops at the Norwegian airports. A definite concession agreement is expected to be signed in August.

In a Letter of Intent OSL/Avinor intends to sign an agreement with another operator regarding the duty free concessions at the following airports: Gardermoen, Stavanger, Bergen, Trondheim and Kristiansand. The new concession agreement will be valid for seven years starting in 2005 and is estimated to have a turnover of SEK 1 billion per year.

SAS Trading has been operating the above mentioned concessions in the last 40 years.

– Due to our long experience of the Norwegian duty free-market, we have been working intensively to offer OSL/Avinor an attractive and serious tender. Unfortunately, OSL/Avinor has decided to move forward with another travel-retail operator, says Patric Sjöberg, President, SAS Trading.

SAS Trading will continue to operate and develop its business in Scandinavia, Poland and the Baltic States. If the concession agreement is definitely signed with another operator, SAS Trading will operate 32 airport shops next year compared to today's 38.

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Euroshop is SAS Trading's retail chain. The business concept is to satisfy air passengers' needs for goods and service with care, quality and customer-perceived price benefits. There are currently 39 Euroshop stores in six countries, at a total of 21 airports in six countries. Each shop is like a mini-department store, with well-known and exclusive brands represented in the areas of spirits, tobacco, perfume, fashion, confectionary, glass and gift items. Each visit is to be more than a shopping experience - it must be the most fun part of the entire trip. This is why Euroshop is focuses on active and segmented customer care, activities and inspiration through creativity, happiness, consideration and reliability. SAS Trading's Homepage: www.euroshop.com