



## Press Release

### **The Company HELLENIC DUTY FREE SHOPS S.A. announces its participation to a tender for the operation of six duty free stores in border crossings in Turkey**

Agios Stefanos, 20.09.2006

The company HELLENIC DUTY FREE SHOPS S.A., announces that it participated to a tender organized by the Custom & Turkish Corporation regarding the operation of retail stores in six border crossings in Turkey for a duration of 15 years. The tender was concluded on Monday, September 18 and one company out of the 5 that participated (from the 9 that originally received the tender documents), will be awarded the management and commercial operation of the Duty Free stores as well as the food and beverage stores. The offer submitted by HDFS as well as SETUR's offer (member of the Turkish group KOC) are the strongest, as it was evident following the opening of the bids on September 18, while the outcome of the tender is expected to be announced by the end of next week.

The border crossings that are included in the tender are Habur, in the borders between Turkey and Iraq, Cilvegozu between Turkey and Syria, Sarp & Sarpi between Turkey and Georgia and Kapikule & Derekoy between Turkey and Bulgaria. It is worth mentioning that the total passenger traffic (departing and arriving) in these border crossings exceeded 10 million passengers for 2005.

It should be noted that the participation of HELLENIC DUTY FREE SHOPS S.A. in this tender, reaffirms the Management's commitment to establish the Company as an international brand, as it was recently communicated through its growth strategy.

Mr. Dimitris Koutsolioutsos, the Company's Managing Director commented: *"It is the first time that we participate in such an important international tender and I feel very happy about that. It is evident that we are more than capable to compete with international companies in the global environment".*

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