



FOR IMMEDIATE RELEASE:

MBJ AIRPORTS LIMITED ANNOUNCES SUCCESSFUL PROPONENTS TO FORM PART OF THE NEW RETAIL PROGRAM AT SANGSTER INTERNATIONAL AIRPORT

Montego Bay, Jamaica, 2 September 2020.

MBJ Airports Limited (MBJ) continues its pursuit of investments in the quality of the passenger experience at the Sangster International Airport (SIA), the Caribbean’s Leading Airport, by completing its most substantial Retail Development – Request for Proposals (RFP) process since 2003.

The RFP was published in December 2019 prior to the current disruption within the travel and trade industry caused by the COVID19 pandemic. The intended outcome of the RFP was the selection of retail and duty-free partners to operate 29 units in SIA’s redesigned retail program. One hundred and sixteen (116) proposals were received and subjected to a robust evaluation process using “international benchmarks for design and product mix, anchored by a core set of criteria requiring future operators to create store aesthetics infused with a strong Jamaican ‘sense of place’ while creating meaningful experiences, not just an offer of products or brands”, noted Sharon Hislop- Holt (Manager, Commercial Business Development and Marketing). All twenty-nine (29) units have been allocated with retail licenses ranging from 2 – 6 years currently being finalized with successful proponents.

MBJ welcomes the following operators who were successful in the RFP process and who will be partnering with MBJ as we continue to pursue our vision of creating an “Irie Airport Experience” for our passengers:

International Operator

Operator	Category	Brands/Product
DUFRY	Convenience/Travel & News	Hudson News
	Technology	Tech – on the Go
	Souvenirs	Souvenirs

Local Operators

Operator	Category	Brands/Product
Bijoux	Duty-Free Luxury Watches & Jewelry	Breitling/Movado/Pandora
Chulani	Duty Free Premium Jewelry & Watches	Roberto Coin/ Tissot/ Hamilton/ Citizen/ Fossil/Guess
	Boutique	Island Chic
DIDD (XO Store)	Duty-Free High-End Cigar & Liquor	Aged Cognac, Single Malt Scotch, Premium Cigars



Bhavela Jamaica Limited	Branded Fashion/Souvenir	Tuff Gong (Bob Marley)
Communicase Limited	Health & Beauty Branded Technology Branded Fashion	Aromatherapy Products Cellairis Tech Accessories Iconic Jamaican
Flights of Fantasy Limited	Sterling Silver Jewelry, semi-precious stones	Marahago /Alex & Ani/Jorge Revilla
Jamaica Standard Products Ltd	Edible Gifting – Packaged Coffee	Coffee and Spices
MZ Holdings Ltd	Kids Fashion and Accessories	Retail Clothing & Souvenir
Reggae Vibes	Edible Gifting	Pre-packaged edibles
Roelchi Trading Limited	Premium Local Art and Craft	Jamaican Souvenir
Tortuga Caribbean	Rum Cake	Tortuga branded rum cake
Viking Productions	Souvenirs and Gifts Branded Fashion	Sharkeez Harley Davidson
Y & S Enterprises Ltd	Souvenirs and Gifts	Retail Souvenir

The phased expansion and redevelopment of SIA’s retail program commenced in March 2020 with the USD12 mil construction of 2,700 square meters of newly built retail space, including a 12 meter high Rotunda double-height space, with a floor to ceiling curtain wall slated to be completed in March 2021. The works also consist of the renovation of over 4,000 square meters of space to create 15 retail units. The expansion provides an increase in passenger circulation and orientation areas.

The increased terminal space will primarily accommodate the relocation of the primary Food & Beverage offer. Express Catering, MBJ’s sole food and beverage operator post security is adding new concepts to its already robust portfolio of proprietary brands and internationally recognized franchises.

One new concept is Bento, one of the largest sushi companies outside of Japan. The brand’s on-site Bento chefs prepare a selection of sushi, bento boxes, ramen, poke bowls and more. These fresh menu items can be enjoyed by guests onsite, or pre-packaged selections can be purchased at any of Express Catering’s Viva Grab and Go locations throughout the terminal.

Another concept, Freshens, is a healthy “fresh casual” concept, serving signature smoothies and frozen yogurts alongside menu items with a focus on fresh ingredients.



The most exciting addition is Bob Marley's, a one-of-a-kind, Jamaican restaurant. "Bob Marley's opening in the Sangster International Airport will be a destination in itself. We have created an experience that travelers will seek out and include in their itinerary," says Ian Dear, Express Catering's Chairman and CEO. The new brand draws inspiration from Jamaica's vibrant culture, food, music and spirit of generosity. "We are honoured the Marley family has trusted us to bring this new concept to market. We are committed to showcasing the best of Jamaica and honouring Bob's legacy of bringing people together." Dear adds. Bob Marley's will feature an authentic pimento wood-grill, Rita's fresh juices, sharing plates, Marley inspired-photo ops and more.

DUFRY will operate the Main Duty Free Concession offering Liquor, Tobacco, Perfumery, etc. In response to the award, Juan-Antonio Nieto; (General Manager, Caribbean) said: "Dufry Group is very excited to continue our strategic partnership with MBJ Airports at the Sangster International Airport. Dufry is going to develop a new walk through concept with the best group practices regarding Customer Service and Technology, and presenting the most recognized worldwide brands. Additionally, we will expand our commercial offer with the introduction of our well-known concepts such as the Hudson convenience and Tech On The Go specialty shops. This confirms our commitment to MBJ as the leading airport in the Caribbean."

The team at MBJ remains undaunted by the responsibility of leading Sangster International Airport's (SIA) role in Jamaica's economic recovery and as such we are excited about the prospects of this project and the impact on local enterprise and employment.

Over the next 6-8 months, the Commercial and Project teams' primary focus will involve providing support to existing concessions to ensure the timelines for construction are met and all the stores will be operational when traffic increases to maximize sales.

"This is indeed an exciting time for us, as we seek new opportunities that will allow us to be in a better position while navigating and effectively responding to the prevailing conditions created by the current pandemic. MBJ remains committed to our passengers and all stakeholders as we continue to earn our title as the Caribbean's Leading Airport", Shane Munroe, CEO noted.

About MBJ Airports:

MBJ Airports Limited, operator of Sangster International Airport, connects Jamaica to more than 60 international destinations. A record of 4.7m passengers used the airport in 2019. MBJ operates SIA under a 30-year concession awarded in 2003 and the airport provides employment to more than 7,500 persons. SIA has been named the Caribbean's Leading Airport by World Travel Awards for 13 years.

Media Inquiries:

Sharon Hislop, Manager, Commercial Development & Marketing

T: +1 876 952 3124 | E: shislop@mbjairport.com | www.mbjairport.com





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Renderings of the redeveloped retail space