

# Duty Free Americas and Ospree announce strategic partnership



The Duty Free Americas and Ospree partnership make European debut at Eurotunnel's Le Marché near Calais

Duty Free Americas, the largest travel retailer in the Americas and a division of the Falic Group, has partnered with Mumbai Travel Retail Private Limited (Ospree), a subsidiary of Adani Airport Holdings Limited, in a new global joint venture. The collaboration will initially focus on Europe, with Duty Free Americas launching into the rail travel retail channel by operating Le Marché Duty Free at the Eurotunnel French Terminal in Coquelles, near Calais. The first phase will develop a 1,000-square-meter customer experience area.

This strategic partnership aims to leverage synergies and capitalize on the growing European travel retail market. Duty Free Americas operates over 250 stores worldwide and ranks eighth among top global duty-free players. Ospree is the leading duty free operator in the Indian travel retail market.

The Le Marché duty free store at Eurotunnel will occupy about 800 square meters in the Passenger Terminal building and approximately 75 square meters in the goods terminal, serving HGV drivers' duty-free needs for the first time.



## Strategic partnership unveils 'A Taste of France' concept at Eurotunnel terminal

Harshad Jain, CEO Non-Aero of Adani Airport Holdings Limited, stated, "This strategic partnership with Duty Free Americas marks a significant milestone for Mumbai Travel Retail Private Limited (Osprey) as we venture into the global arena. By combining our expertise with Duty Free Americas' extensive experience, we are poised to deliver unparalleled value to travellers. Europe is a promising travel retail destination, and with this venture, we are just underlining the impending growth and expansion for Mumbai Travel Retail Private Limited (Osprey)."

Leon Falic, President of Duty Free Americas, added, "Collaborating with Mumbai Travel Retail Private Limited (Osprey), a leading player in Indian travel retail, aligns with our goals to continue expansion into key international markets. We are committed to providing exceptional customer experiences, and together with the scale and expertise of this partnership, we look forward to upscaling the standards of travel retail in Europe and beyond."

Duty Free Americas is part of the Falic Group, founded in 2001 with offices in 12 countries and a network of over 100 enterprises. It offers over 2,000 prestigious brands across various categories and operates award-winning stores in the Venetian Hotel in Macau, China.

Adani Airport Holdings Limited (AAHL) manages seven major airports across India and is developing the Navi Mumbai International Airport. The company serves more than 100 million passengers annually, with 1 in 4 passengers in India traveling from an Adani airport.

Osprey, formerly known as Mumbai Travel Retail Private Limited (MTRPL), operates across major airports in India and recently secured its first overseas concession at the Eurotunnel terminal in Calais, France. The company rebranded to Osprey in early 2024 to unify its brand identity and redefine the duty free shopping experience.