

# ATÜ Duty Free captures seven-year contract for two stores at Kutaisi International Airport

**GEORGIA.** ATÜ Duty Free has beaten off strong competition to secure the contract for a new 400sq m walk-through duty free shop and a Georgia local products store in Kutaisi International Airport. The agreement will run for seven years with an option of a three-year extension.

The contract extends airport operator United Airports of Georgia's association with the travel retailer – the joint-venture between TAV Airports Holding and Unifree Duty Free/Gebr. Heinemann – which began in 2014. At that time, it became the sole duty free operator at Kutaisi International in a 148sq m space, which will now be converted to the Georgia products store.



Kutaisi International Airport is significantly expanding the commercial offer in its new terminal building (Image credit: Nakanimamasakhlisi)

The new walk-through duty free shop will be located in the airport's expanded departures hall, while the souvenir store is located in a gate area. They will be the first stores to open in Kutaisi International's extended terminal building, which when complete will offer more than 1,000sq m of commercial space, quadrupling the previous offer.

United Airports of Georgia Executive Manager Ana Chikovani told The Moodie Davitt Report that the ATÜ Duty Free bid stood out due to its extensive experience in the field, diverse assortment of products and highly competitive bidding price.



The 400sq m space which will be home to ATÜ Duty Free's new walk-through duty free store

The strong interest in the new retail contracts was partly-spurred by the airport's fast pre-COVID-19 pandemic growth which saw a +30% year-on-year growth in traffic for 2019. In May and June this year, passenger numbers have surpassed pre-pandemic levels.

"This year we aim to fully recover annual passenger numbers, in comparison with 2019, while next year, we plan for further growth," said Chikovani. "The terminal is a very good opportunity for commercial operators."



Kutaisi International Airport's extended terminal has been built to cater for fast-growing passenger numbers (Image credit: Nakanimamasakhlisi)

Chikovani also revealed to The Moodie Davitt Report that more commercial opportunities at the airport will soon become available in the form of a 150sq m business lounge and a main fast food restaurant in the departures hall, immediately after the passport control area.

Interested parties can receive more information by emailing [business@airports.ge](mailto:business@airports.ge).

**Note:** The Moodie Davitt Report is the industry's most popular channel for launching commercial proposals and for publishing the results. If you wish to promote an Expression of Interest, Request for Proposals or full tender process for any sector of airport or other travel-related infrastructure revenues, simply e-mail Martin Moodie at [Martin@MoodieDavittReport.com](mailto:Martin@MoodieDavittReport.com).

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