

REAL VALUE TRAVEL RETAIL & **DISTRIBUTION**

“You wanna carry some memories from Africa”

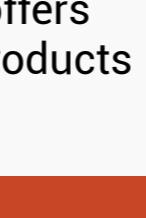
BUY FROM US

SELL TO US



**A First World Brand**

Sell your brands in Africa through Africa duty free and new client base



**We Do Justice To Your Product**

We have a footprint in most countries in central and east Africa

### AFRICA DUTY FREE

Luxury store  
Premium brands  
Wide selection

KEEP ME POSTED

### AFRICA BEST BUY

Best value store  
Special offers  
Selected products

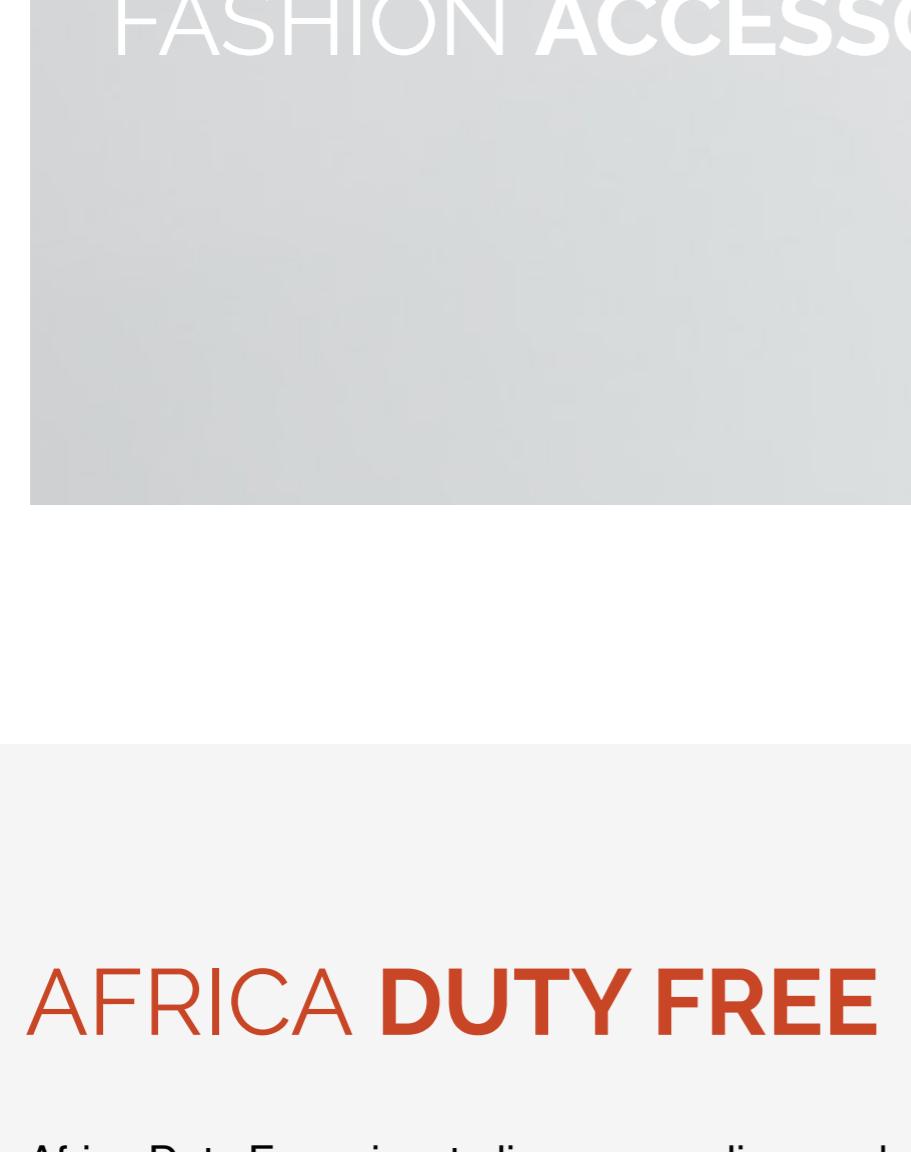
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### ONLINE SHOP

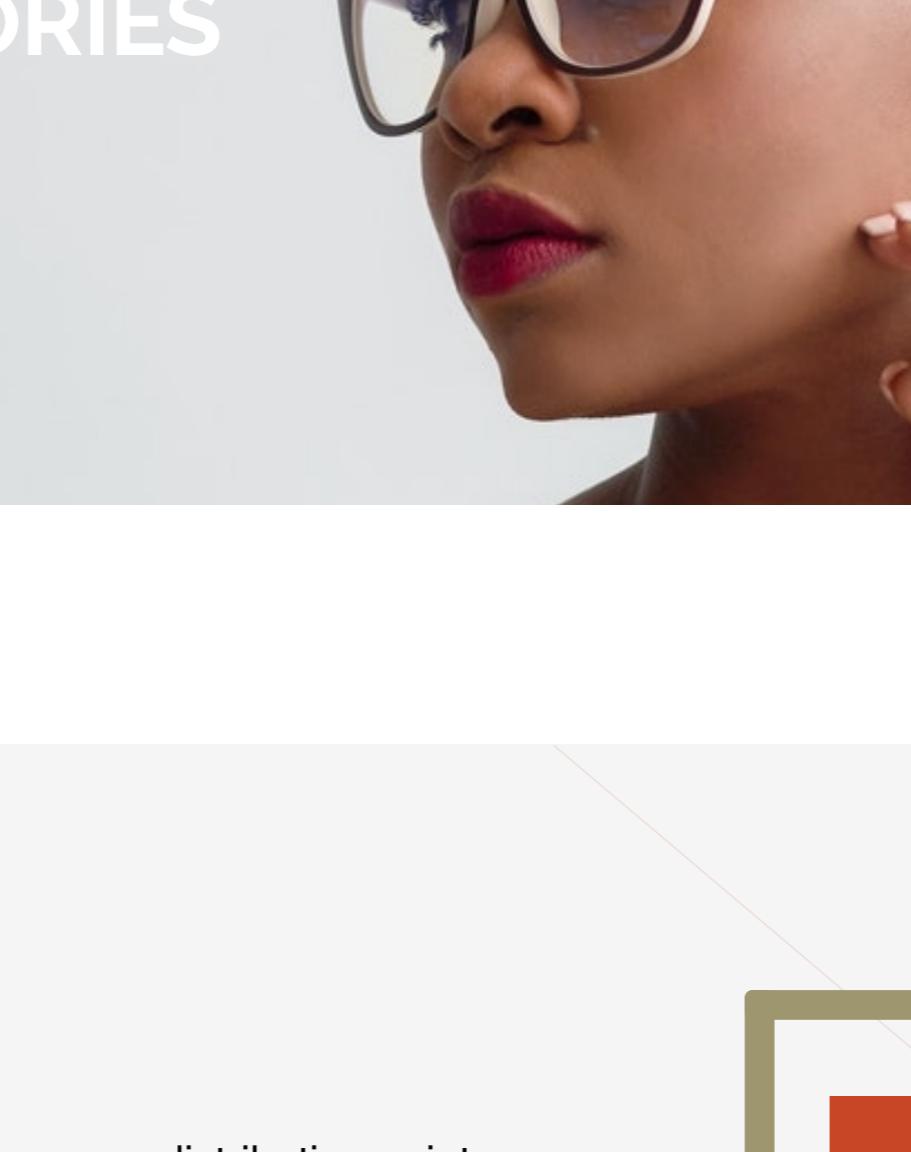
[www.Africabestbuy.com](http://www.Africabestbuy.com)

VISIT WEBSITE

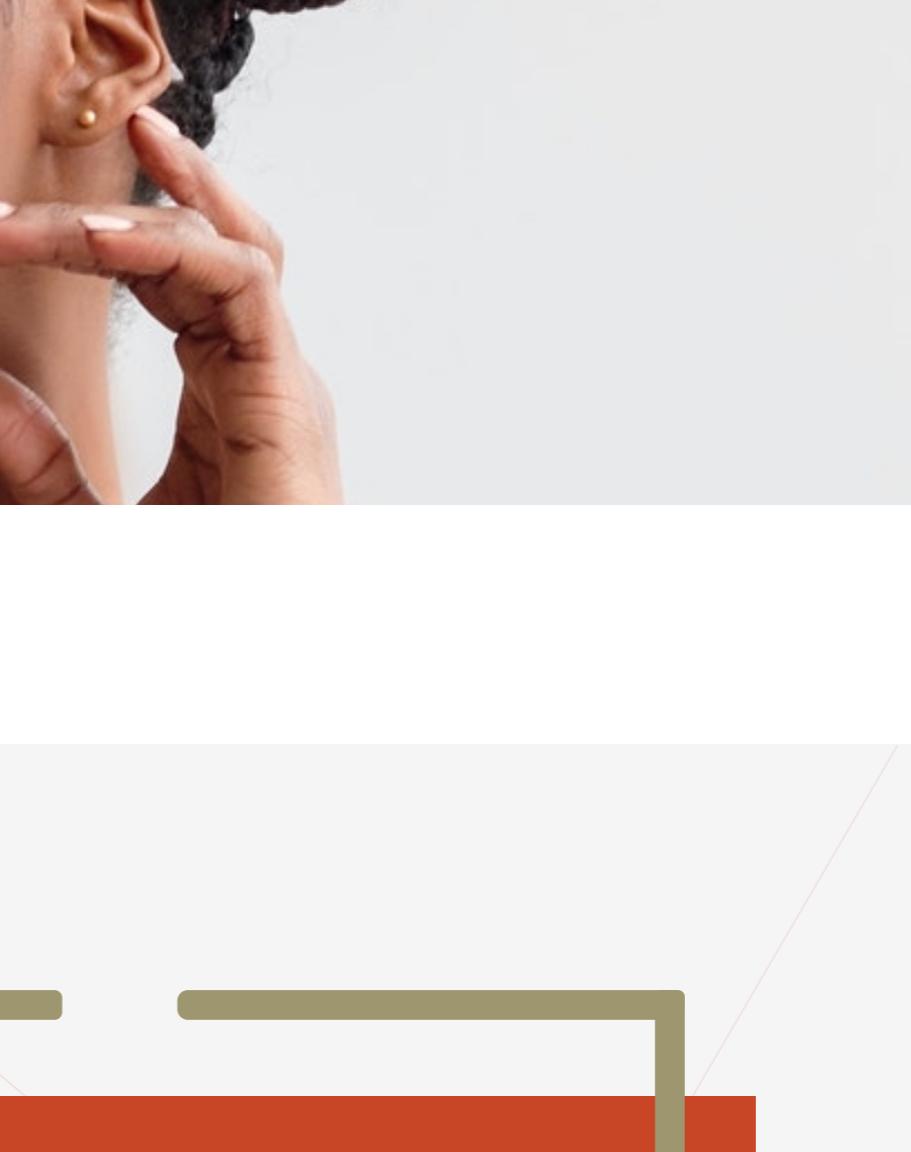
## PRODUCT CATEGORIES



Liquor

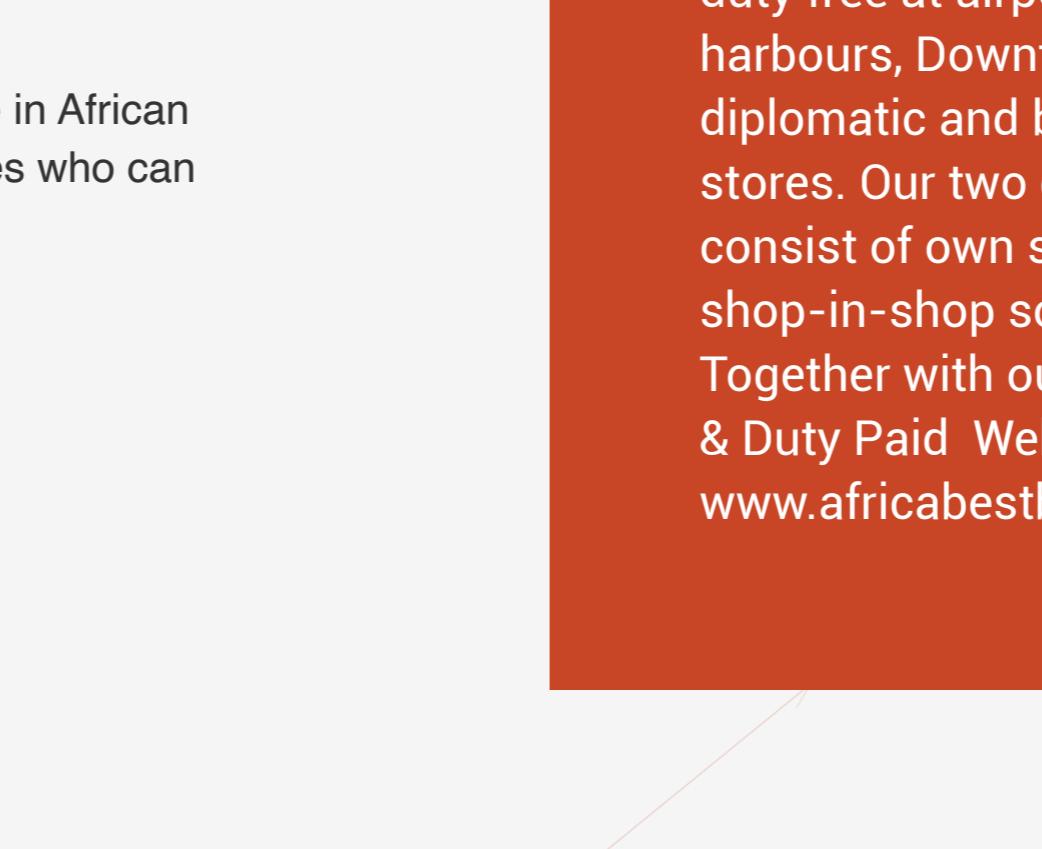


Fragrances



Cosmetics

### FASHION ACCESSORIES



### AFRICA DUTY FREE

Africa Duty Free aims to line up suppliers and open up a distribution point and duty free store capability that supports, trains and works in conjunction with direct suppliers, keeping pricing and positioning strategies aligned.

Suppliers get access to a new, quality operational infrastructure in African duty free, connecting to African customers with aspiring lifestyles who can grow brands through sales.

- Market appropriate branding and service (African consumer focused)
- More sales: speed up turnaround time with realistic pricing

Consumer's Win – Real value travel retail

GET IN TOUCH

We exclusively operate in duty free at airports, harbours, Downtown, diplomatic and border stores. Our two concepts consist of own stores and shop-in-shop solutions.

Together with our DutyFree & Duty Paid Website [www.africabestbuy.com](http://www.africabestbuy.com)

### WITH AFRICA DUTY FREE

“Being happy never goes out of style”

## CURRENT SITUATION IN AFRICAN DUTY FREE MARKET

Compared to the rest of the world, travel retail in Africa is almost non-existent. When it exists, like in South Africa, 'duty free' prices are often higher than local retail which creates a high barrier. Across the continent you find dark, dusty shops with old fashioned fittings where tired sales people play with their phones and POS material shows blonde models promoting to Africans.

*Travelling more and more, African consumers realize that travel retail is meant to be great value as well as a pleasant experience with a complete product offering. The standard is set by Dubai, Amsterdam Schiphol, Paris Charles de Gaulle, Brussels and London Heathrow as main hubs for African destinations. This leaves the African market requesting to be up there with the rest of the world.*

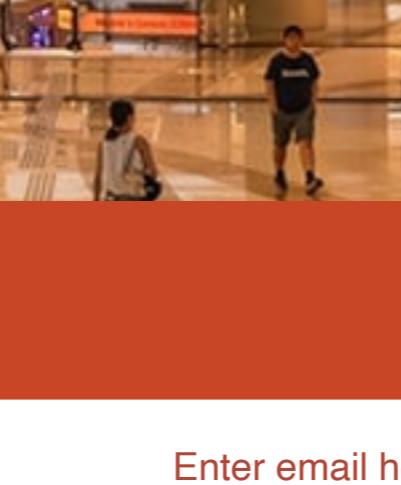
## OUR SHOPS



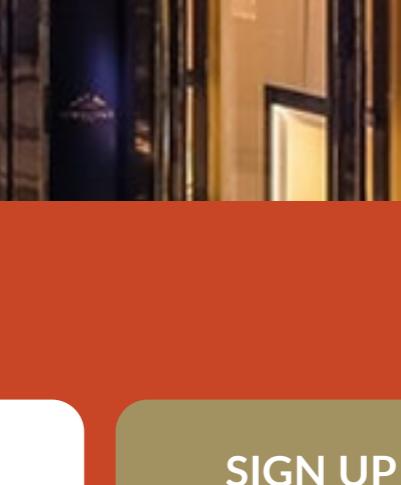
LOUIS VUITTON  
Airports



Downtown



Borders



Online

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# ABOUT AFRICA DUTY FREE

## ABOUT US

Our story is all about Africa and its opportunities in duty free. Combining 30 years of experience through living and working in Africa, Jordi and Maarten joined forces to fill a gap in travel retail. Partnering with experienced board members and founders since 2015, Ari and Willemijn, we utilize their respective knowledge from the pharmaceutical and branding industries to provide quality products on the African continent.

Africa Duty Free provides brand justice and awareness on the top consumer brands in liquor/spirits, fragrances and cosmetics and fashion accessories such as sunglasses.

Our local teams consist of on-ground specialists in training, marketing and sales, distribution.

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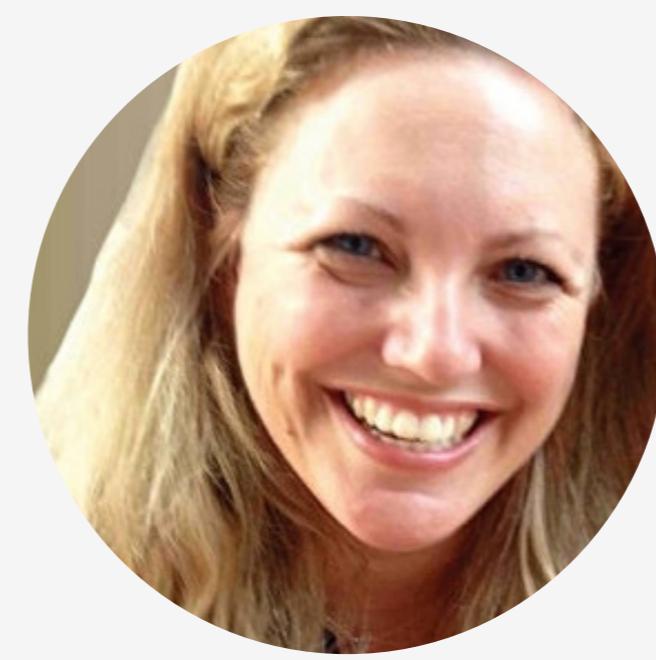
## CORE TEAM



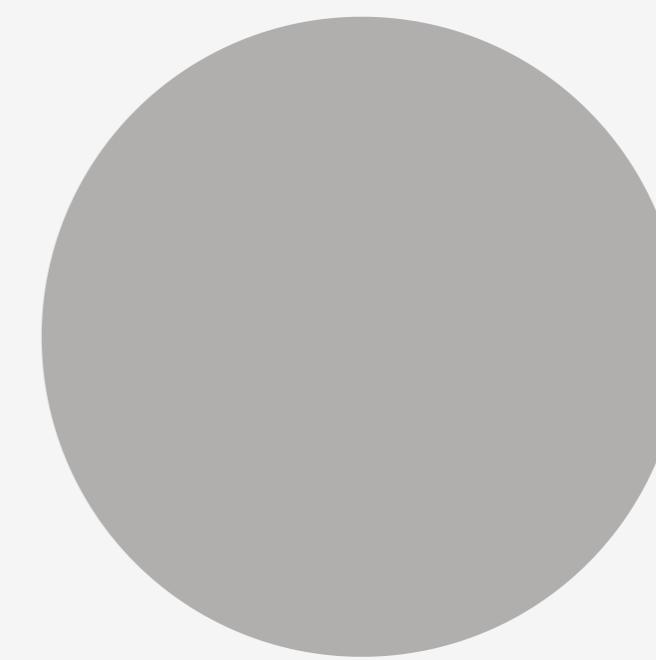
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Ari Spanellis  
Board member

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# OPPORTUNITIES

## OPPORTUNITIES IN AFRICAN DUTY FREE MARKET



Returning African passengers (buying on arrival) and intra-Africa passengers is currently a small variable in the duty free equation. Creating a new client base. Competitive, real value prices will make your brand reach not only the wealthy, but the aspiring middle class.

### Virgin duty free areas (26 countries)

There is a gap: High end people coming through small airports.  
 - qualified airports of entry that are too small for other duty free companies departures & arrivals (convenience: buy on trolley while waiting for luggage  
 – no implication on weight in the always overloaded overhead space on African flights)

### Passenger Traffic Growth Projections of 6.1% after Middle East and Asia-Pacific

Aspiring Africans grow their lifestyle: luxury brands are an accessible way to do so Luanda, Juba and Kinshasa are among the most expensive cities in the world World Economic Forum indicates that in eight of the past 10 years, African 'lion' economies grew faster than Asian 'tiger' economies

## INFRASTRUCTURE

Yes, Africa will be growing and prosperity 'is coming'. Why wait any longer for governments to pave the way for a smooth entrance, or numbers to grow so that they match corporate measures that were never made for African markets.

Our local knowledge ensures correct licensing, storage and retail environment.

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# CONTACT US

## CONTACT DETAILS CONTACT FORM

**CALL**

+27 21 424 3571

**EMAIL**

info@africa-dutyfree.com

**ADDRES**

Lorem Ipsum

First Name

Last Name

Email

Phone Number

Message

**SEND MESSAGE**

# CAREERS

## NOTICE

Please note that only open positions will be available at our website. Also, please be advised that some position may only be available at certain locations.

We normally reply within 24h.

## WORK FOR US

 First Name Last Name Email Choose Job Location Open Position [Attach CV](#)[APPLY](#)

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## TYPOGRAFIE

**RALEWAY - 60pt**

**ROBOTO - 35pt**

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