



Dufry's organic growth accelerates to 7.2% in 1Q 2017

Leading travel retail company Dufry reports that turnover grew by 4.7% reaching CHF 1,706.8 million in the first quarter of 2017 from CHF 1,630.2 million one year earlier.

As a result of stable growth in most locations and improved performance in specific businesses positively impacted by Brazilian and Russian travelers, organic growth continued to accelerate to 7.2% in the first quarter of 2017 (5.6% in Q4 2016), with like-for-like growth accounting for the whole increase.

Supported by synergies from the World Duty Free (WDF) acquisition, gross profit margin further improved to 59.6%. EBITDA increased to CHF 154.7 million, while EBITDA margin expanded by 10 basis points to 9.1%.

Dufry continued to focus on accelerating business development. In the year to March, the company had refurbished 7,200 sqm and plans to refurbish 19,500 sqm more in 2017. It also added 5,600 sqm of gross new retail space and has signed contracts for opening a further 23,000 sqm in 2017/18.

The Americas turned in solid performances.

Latin America

Turnover reached CHF 400.2 million in Q1 2017 from CHF 351.8 million one year earlier and organic growth reached 12.7%. In Central America, all main operations performed very well, including Mexico, Puerto Rico, Dominican Republic and the cruise business.

In South America, all operations also did

well, with Brazil, Uruguay, Peru and Chile growing double digits, while Argentina and Ecuador grew single digits.

North America

Turnover reached CHF 392.1 million compared to CHF 367.3 million in the first quarter of 2016. Organic growth reached 4.8%, as a result of solid performance in the United States and Canada, in both duty free and duty-paid businesses.

Diaz comments

Julian Diaz, CEO of Dufry Group, commented: "I am very confident with the good start we had in 2017. The efforts we have put and the measures we have implemented to recover organic growth are finally showing a significant impact in the sales performance, together with better economic and political conditions in several markets.

"After turning positive in the third quarter of 2016 with a +1.3% organic growth, we posted +5.6% organic growth in Q4, and now report a good start into 2017 with organic growth accelerating to 7.2%," he said.

Diaz added that Dufry expects to see the WDF synergies fully reflected in the P&L by the end of 2017, and that cash generation and deleveraging remain the most important targets in 2017.

"With respect to organic growth we will continue to both drive expansion of retail space as well as implement further initiatives to increase spend per passenger," he concluded.



Carnival signs deal to develop major cruise port on Grand Bahama Island

Officials from Carnival Cruise Line and the government of the Bahamas signed an agreement on May 3, 2017, for the construction of a major new cruise port facility on Grand Bahama Island.

The \$100 million project is expected to be completed in two years, once the necessary agreements are in place.

The project includes a pier capable of accommodating two of Carnival's largest cruise ships simultaneously and is expected to eventually host up to 1 million guests annually.

The new port will be funded and operated by Carnival Cruise Line. It will feature a one-mile stretch of beach, food, beverage and shopping outlets, and a

wide array of recreational facilities.

The as-yet-unnamed planned port will be the largest purpose-built cruise facility ever constructed in The Bahamas and will provide a significant economic benefit for the country of The Bahamas.

"Carnival Cruise Line is the leader in year-round cruising to The Bahamas and this new development will not only provide a truly extraordinary and one-of-a-kind destination experience for our guests but it will further solidify our partnership with the people of The Bahamas," said Christine Duffy, president of Carnival Cruise Line. "In 2017, along with Carnival's sister lines, Carnival Corporation will bring close to 3 million guests to The Bahamas via calls to

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TFWA president Erik Juul-Mortensen honored at the Singapore Tourism Awards

Erik Juul-Mortensen has been named Best Business Event Champion at this year's Singapore Tourism Awards, organized by the Singapore Tourism Board.

The Best Business Event Champion award celebrates individuals from a trade or professional association whose contributions have had a significant impact on the development of the business events industry in Singapore. Juul-Mortensen was honored for his instrumental role at TFWA.

"I am honored to receive this accolade and am thrilled to see recognition that TFWA Asia Pacific Exhibition & Conference is valued not only by our duty free and travel retail industry, but also by its host, Singapore. I would like to thank all the TFWA team that work so hard to ensure that standards are constantly high at our flagship event in Asia, as well as our colleagues across the industry who support it year after year," he said."

DFA will unveil two new luxury concepts in British Airways' multi-million dollar re-design at New York JFK's Terminal 7

Duty Free Americas has confirmed that it will play a major role in creating the new "immersive retail environment" at Terminal 7 at New York's John F. Kennedy International Airport, when British Airways modernizes the terminal as part of its multi-million dollar re-design there.

British Airways last week revealed details for the modernization at Terminal 7, the airline's flagship US airport, and CGI images of what the terminal will look like following a \$65 million investment.

The redesign will be complete at the end of 2018 and will include an enhanced, spacious check-in area complete with an exclusive premium check-in zone and waiting area, and access to fast track security.

It will also feature new gate seating areas and work stations, redesigned and updated lounges

and the introduction of an authentic New York culinary experience with local food and beverage concepts.

Abigail Comber, British Airways' head of customer, says that the new environment at T7 is designed for customers to enjoy a smoother, faster and more relaxed airport experience.

"This will involve significantly increasing the number of people we can seat for in-flight dining, re-styling the space and adding new lighting, bars and furniture," she said.

BA recently opened a new lounge at Boston and next year will upgrade Aberdeen and Rome. Geneva will also be expanded and further investment is planned in San Francisco, Chicago, Johannesburg and Manchester, said Comber.

Duty Free focus

The JFK re-design is also focusing on the duty free shopping and

concessions at T7, which will continue to be handled by DFA for at least the next 5-7 years.

"We are investing quite a bit of money both in the current space and in developing the space around the store to create a walk-through feel, and we are transforming some of the boutiques in front of the main store into new concepts," DFA CEO Jerome Falic tells *TMI*.

New luxury concepts

One of the new concepts is a Rare & Vintage spirits shop located to the right of the current boutiques. DFA is also opening a niche fragrance shop – another new concept.

"There is a big demand for niche fragrances and these will be very high end. We have 12-13 brands already confirmed, with space for a total of about 16. These are brands that are not currently in our offering in our traditional duty

free stores," says Falic, adding that the company will eventually be looking to expand this concept into other locations.

"After walking through the niche perfume area, customers will come to luxury brands, sunglasses and accessories. Each area will have semi-personalized corners within the shop," he says. The new renovated terminal is scheduled to be opened by November of this year.

Kate Spade opens in Dallas

In other DFA news, the company opened the first Kate Spade travel retail boutique in a North American airport at Terminal D in Dallas Fort Worth International last week. The duty paid Kate Spade boutique was opened along with a Michael Kors boutique and joins the Montblanc and Coach stores opened at DFW by DFA earlier this year.



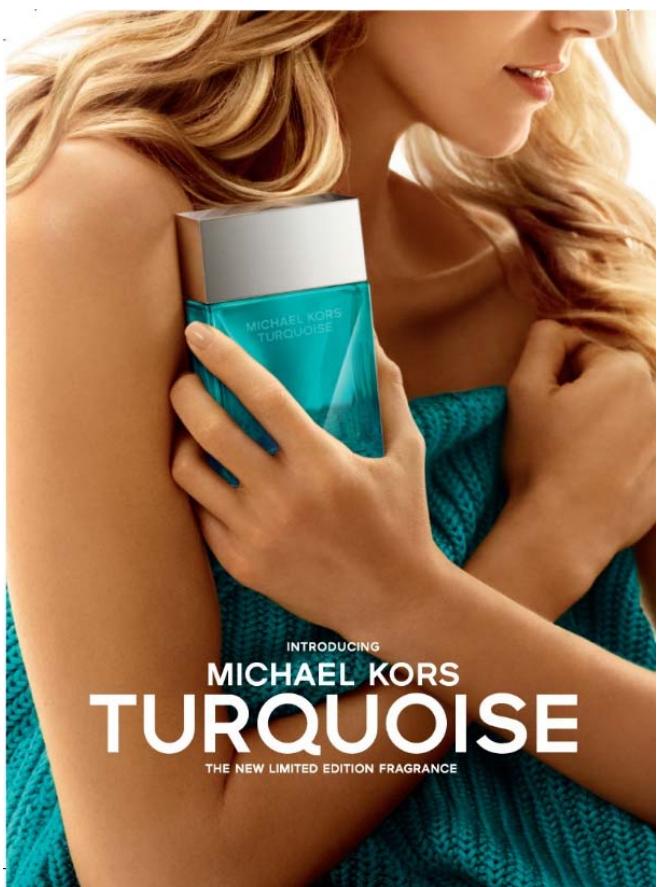
DFA opened a Kate Spade duty paid shop at DFW last week, the first travel retail boutique for the brand in a North American airport.

Coach announces deal to buy Kate Spade for \$2.4b

Luxury retailer Coach announced on Monday it is buying Kate Spade in a deal worth \$2.4 billion.

The acquisition of Kate Spade confirms months of speculation on Wall Street. The combined company will create a "leading luxury lifestyle company" supported by "significant expertise in handbag design, merchandising, supply chain and retail operations," according to the official Coach statement.

Coach plans to preserve Kate Spade's "brand independence" and retain key staff. It expects the transaction to close by the end of the third quarter.



Carnival to develop major cruise port on Grand Bahama Island



Carnival Corp. President and CEO Arnold Donald at Grand Bahamas cruise port signing ceremony.

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Nassau, Freeport, Grand Bahama, Half Moon Cay and Princess Cays."

Collectively, Carnival brands represent the single largest cruise company investor in The Bahamas," Duffy added.

During the signing ceremony, Carnival Corporation President and CEO Arnold Donald said his company has been dreaming of this for 15 years and has been actively working on it for the past three.

"When Ted Arison, the founder of Carnival and the modern day cruise industry, embarked on his first cruise, it was to The Bahamas. ... The Bahamas continues to be one of the most strategic and important destinations for our company," he said.

The Bahamas Prime Minister Perry G. Christie stated, "The Government of The Bahamas has had a long and close association with Carnival which has been of great economic benefit to both parties."

Edrington buys The Glenrothes from Berry Bros. & Rudd

Edrington has announced that it has bought The Glenrothes Speyside Single Malt Scotch whisky from Berry Bros. & Rudd for an undisclosed sum.

The sale will reunite The Glenrothes brand with The Glenrothes distillery and cooperage, which have been owned and run by Edrington via Highland Distillers continuously since 1887.

Berry Bros. & Rudd has distributed The Glenrothes in international markets since 1995 and purchased the brand from Highland Distillers in 2010.

Commenting on the sale, Berry Bros. & Rudd Chief Executive Dan Jago said: "It has been a great honor to be the guardians of The Glenrothes brand over the past seven years. Berry Bros. & Rudd has nurtured The Glenrothes brand and we are delighted our distributor and importer business Fields, Morris & Verdin will continue to distribute The Glenrothes in the UK.

"Berry Bros. & Rudd has always delighted in the development and cultivation of new spirits brands and the sale will enable us to invest further, developing our business ambitions in this area."

Paul Ross, managing director of Edrington's super premium business unit added: "We would like to thank Berry Bros. & Rudd for their excellent stewardship of The Glenrothes over the past seven years.

"We are very pleased to be reuniting the brand with its distillery and we know it will be an excellent member of Edrington's

leading family of premium brands, including The Macallan and Highland Park. We are very much looking forward to accelerating the growth of this award-winning single malt in international markets."

Berry Bros. & Rudd will continue to distribute The Glenrothes in the UK. Edrington and its joint venture distribution companies already distribute the brand in several of its key markets, including Spain, the Nordics, Asia and travel retail.

The Glenrothes will also now be distributed by Edrington Americas in the USA, which is the world's largest market for premium spirits. Existing distribution contracts will transfer to Edrington with the brand.

"This new cruise port initiative in East Grand Bahama will deliver a cruise port in the traditional sense, but more than that, its shore project will create a new 'destination' with a distinctive flavor and characteristics that offer the broadest Bahamian entrepreneurial and employment opportunities, representing another phase in the development of Grand Bahama as a viable tourist center."

The project is subject to a detailed public discussion process, environmental studies and permitting.



Stewart face of new Chanel fragrance

CHANEL has named US actress Kristen Stewart as the face of the campaign for GABRIELLE CHANEL, the new women's fragrance composed by Olivier Polge in cooperation with the CHANEL Fragrance Creation and Development Laboratory.

Created and shot by young British director Ringan Ledwidge, the campaign is slated for release in September 2017. The print campaign was photographed by Karim Sadli.

Stewart has been an ambassador for the House of CHANEL since 2013.

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Latest DFWC KPI Monitor underlines the importance of differentiation

International travelers want uniqueness and differentiation in the travel retail offer, according to the latest DFWC KPI Monitor.

The Q1 2017 monitor, produced in partnership with Swiss based research and consultancy agency m1nd-set, also shows that value for money remains the most important satisfaction driver.

New and different products are among the top 5 satisfaction drivers in the latest Monitor, which the World Duty Free Council says demonstrates the need for retailers and brands to innovate and rethink their product mix and merchandising strategy in travel retail.

The survey respondents also want more travel related items. This finding is a new entry in the top 5 criteria impacting satisfaction with the duty free shopping experience.

"The good news is that the Monitor shows the industry is improving in the three areas that are emerging as key satisfaction drivers," says DFWC's President Frank O'Connell.

He notes that the percentage of travelers who agree with each of the statements that Duty Free is "a truly different experience" (30% agree), a "great place to try new brands" (27% agree) and a place to find "exclusive and unique products" (25% agree) has increased consistently over the past four quarters.

"There is still room for further improvement, however, as the survey also reveals that 43% of global travelers state they are 'more motivated to buy duty free exclusives' further underlining the importance of a differentiated

product offer."

The overall satisfaction index has improved by one point for the global average (62) as well as regionally across Asia (64), Europe (59) and South America (61). It remained unchanged in the Middle East (62) and North America (61).

New this quarter, the Monitor highlights both the key reasons why travelers choose not to visit duty free shops and the reasons given for not buying among those who enter the shops.

The main reason cited for not visiting the shops is unwillingness to carry more items. Prices compared to domestic market, lack of motivating promotions and lack of affordable products were also listed.

This suggests that retailers need more communication on

promotions and the value added of travel exclusives to attract more travelers into stores.

M1nd-set's CEO Peter Mohn says that the importance of price perception and unique and exclusive products are clearly underlined as reasons for not shopping even after entering the stores.

"Lack of promotions and high prices compared to home and destination markets feature among these key reasons." He also cites lack of duty free exclusives, suitable gifting products, new and interesting products, and suitable souvenirs as key reasons for not purchasing.

The report is compiled from interviews with over 4000 travelers at airports across all major world regions during Q1 2017.

Haleybrooke International to represent Red Eye Louie's Vodquila in Travel Retail

Haleybrooke International has signed a deal with Vodquila LLC to help build its Travel Retail business worldwide for Red Eye Louie's Vodquila.

Red Eye Louie's Vodquila is a blend of Ultra Premium Vodka and imported Super Premium Tequila. The Vodka is made from multiple grains and is distilled six times. The Tequila is made from pure blue agave plants and is distilled in the Highlands of Jalisco, Mexico. Vodquila's vodka and tequila bases are blended in small vats, macerated together at a high temperature and then goes through additional filtering.

"I'm proud to represent this unique beverage. The combination of the two liquors is creative and exciting, the packaging is inventive and eye catching, and the taste has a smooth and superior quality. I'm very confident Vodquila will do extremely well in travel retail," says Haleybrooke president Patrick Nilson.

Roger Thompson, Vice President of Haleybrooke International added, "I am looking forward to bringing this fun and exciting product to my duty free customers. The reviews have been outstanding for both the flavor and packaging."

Owner, Chander Arora, added, "I am looking forward to working with Haleybrooke International and introducing Red Eye Louie's Vodquila to duty free. Vodquila has achieved so much success on a national level that my company agreed it was time to venture into unexplored territory and share our product with the duty free consumer. Patrick Nilson and Roger Thompson are great guys and have decades of experience working in the travel retail field. I decided to work with them because they have a vast network of Who's Who in duty free and will be able to bring my product to the important buyers in the field. I'm really looking forward to a lot of success for Vodquila with Haleybrooke!"

Red Eye Louie's Vodquila won a silver medal at 2016 SIP Awards, Double Gold at 2015 CWSA in HK/China, Silver at 2015 IWSC in London and Silver at 2014 IWSC in HK.

Red Eye Louie's Vodquila will be selling in duty free at US\$ 29.00 for 1 liter size.

“DFWC Quarterly Global Shopping Monitor Q1 2017

DFWC in partnership with m1nd-set

REASONS FOR NOT VISITING DF SHOPS

#1 Unwillingness to carry more items		#2 No visible motivating promotions	
#3 Looking for more local / original things		#4 Unavailability of my usual products	
#5 More expensive vs. shops at home		#6 Lack of affordable products	

REASONS FOR NOT BUYING IN DF SHOPS

#1 No motivating promotions		#2 High prices vs. home country	
#3 Nothing really attractive		#4 No new and interesting products	
#5 Products too similar to home country		#6 High prices vs. destination country	
#7 Nothing suitable for gifting		#8 No broad range of products	
#9 No DF Exclusive products		#10 Lack of suitable souvenirs	

EMPLOYMENT OPPORTUNITIES



NEW

ESSENCE CORP.

has an immediate opening for a Market Coordinator.

This position provides daily support in the department by ensuring high levels of communication and performance with internal and external customers.

The ideal candidate must be fluent in English & Spanish with an advanced level of Excel skills. Highly proficient in the ability to complete Sales Analysis and Forecasting Reports.

Responsibilities include but are not limited to key administrative tasks, order processing and customer support.

Must possess strong organizational skills, self-driven, team player, and have the ability to multi-task in a very fast paced environment.

Please send resumes to musallan@essence-corp.com

Marcolin signs JV with Rivoli Group in the Middle East

Eyewear company Marcolin Group has signed a joint venture agreement with Rivoli Group, one of the largest luxury retailers in the Middle East area. The JV, named Marcolin Middle East, is 51% owned by Marcolin Group and its headquarters will be based in Dubai in the United Arab Emirates.

It will distribute the eyewear collections of the Marcolin's brand portfolio: Tom Ford, Balenciaga, Ermengildo Zegna, Montblanc, Roberto Cavalli, Tod's, Emilio Pucci, Swarovski, Dsquared2, Diesel, Just Cavalli, Kenneth Cole, Timberland, Guess, Gant, Harley-Davidson, Marciano, Skechers and Web.

NEW

L'OREAL TR Americas

has openings for a

Retail Education Manager (Kiehl's & Urban Decay)

Responsible for delivering stellar training strategy, material, and vision to the field education executives and makeup artists. At least 4 years of experience in training/sales in luxury cosmetics and skincare.

Must be bilingual in English and Spanish (Portuguese a plus). Strong communication and presentation skills required. Must have experience managing and coaching a team. Must be able to travel 50% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=31070>

Account Coordinator

Responsible for maximizing sales and market share for multi-brands through building partnership with Area Sales Managers and other internal stakeholders.

At least 2 years of experience in business analytics/sales. Must be bilingual in Spanish and English.

Strong follow up, negotiation, and analytical skills. Must be advanced Excel, PowerPoint (SAP a plus).

Must be able to travel 5-10% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=32009>

* To be considered, candidates must be eligible to work in the United States. No visa sponsorships will be provided.

* To be considered, candidates must be able to work in Miami, FL. No relocation assistance will be provided.

NEW

GODIVA GTR

Has a position available for an

Account Manager

in Los Angeles, California

Responsibilities include delivering sell-out, sell-in and EBIT while respecting the brand equity by implementing the negotiated animation plans, seizing opportunities in the point of sales, undertaking regular field visit, training the sales staff, controlling the merchandising and developing a strong customer relationships.

POSITION REQUIREMENTS

Minimum 3 year experience in a commercial or similar role in a multinational FMCG or Luxury company within TR Business Degree

Fluent in English and other languages as required by the region

Knowledge of MS Office

Strong negotiation skills

Understanding business

dynamics and sensitive to premium market brands

Ability to build relationships and sensitivity to multicultural environment

Good planning & organization skills

Customer focused and results oriented

Strong communication and training skills

Ability to deal with ambiguity

Please send resume

to: Requisition # 3062 at www.godiva.com

or directly to:

<https://corporate-godiva.icims.com/jobs/3062/godiva--gtr-account-manager/job>

NEW

HEINEMANN AMERICAS INC

has an opening for a

Freelance

Field Supervisor/ Trainer for Perfume & Cosmetics, and Liquor, Tobacco & Confectionery onboard 8 MSC and 11 Harding Cruise ships.

Candidate must have strong knowledge and experience in the P&C Category.

Responsibilities include, but are not limited to:

Conducting regular visits on cruise ship customers in the Americas (2 - 4 times per ship/year) to implement promotions, check stock, testers, planno-grams, Visual Merchandising and communicate with Buyers/Shop managers/ Area Managers.

Writing detailed reports for each Heinemann category after every ship visit.

Performing training sessions for individual ships/crews.

Attending "Train the Trainer" vendor seminars.

Help organize an annual Beauty Expert Seminar.

Pls send resume to info@heinemann-americas.com