

**BY THE NUMBERS**

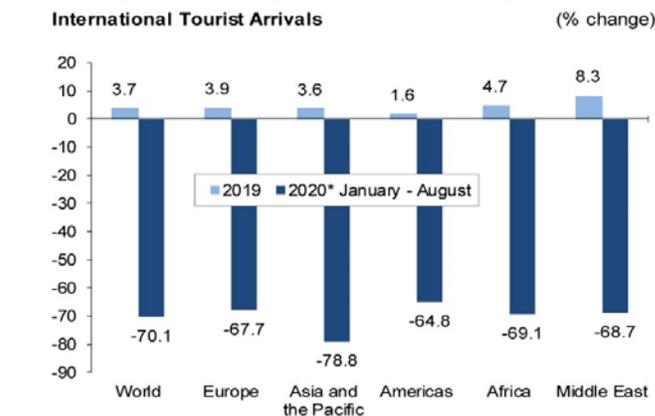
**UNWTO: International tourism plunges 70% as travel restrictions impact all regions**

Restrictions on travel introduced in response to the COVID-19 pandemic continue to hit global tourism hard, with the latest data from the World Tourism Organization (UNWTO) showing a 70% fall in international arrivals for the first eight months of 2020.

According to the new UNWTO World Tourism Barometer, international arrivals plunged 81% in July and 79% in August, traditionally the two busiest months of the year and the peak of the Northern Hemisphere summer season. The drop until August represents 700 million fewer arrivals compared to the same period in 2019 and translates into a loss of US\$ 730 billion in export revenues from international tourism. This is more than eight times the loss experienced on the back of the 2009 global economic and financial crisis.

“This unprecedented decline is having dramatic social and economic consequences, and puts millions of jobs and businesses at risk,” warned UNWTO Secretary-General Zurab Pololikashvili.

Despite such large declines, this represents a relative improvement over the 90% or greater decreases of the previous months, as some destinations started to reopen to international tourism, mostly in the European Union.



Source: World Tourism Organization (UNWTO) © \* Provisional data

Asia and the Pacific, the first region to suffer the impact of the pandemic, saw a 79% decrease in arrivals in January-August 2020. Africa and the Middle East both recorded a 69% drop this eight-month period, while Europe saw a 68% decline and the Americas 65%.

Data on international tourism expenditure continues to reflect very weak demand for outbound travel, though in several large markets such as the United States, Germany and Italy there is a small uptick in spending in the months of July and August.

Demand for travel remains largely subdued due to the ongoing uncertainty about the pandemic and

low confidence. Based on the latest trends, UNWTO expects an overall drop close to 70% for the whole of 2020.

**Rebound expected by Q3 2021**

UNWTO’s Panel of Experts foresees a rebound in international tourism in 2021, mostly in the third quarter of 2021. However, around 20% of experts suggest the rebound will not occur until 2022. Travel restrictions are seen as the main barrier standing in the way of the recovery of international tourism, along with slow virus containment and low consumer confidence.

*See detailed chart of tourist arrivals by regions and sub-regions on next page.*

**Dufry Opens new brand paradise Anecdote at Zurich Airport**

Dufry has unveiled a new brand, a duty-paid store called paradise Anecdote. The first Anecdote store was opened on Nov. 5 at the Circle at Zurich Airport, with an offering ranging from global top brands to local premium labels at very attractive prices.

Anecdote offers a new and fresh shopping environment open seven days a week. The Circle is the new district at Zurich Airport featuring two hotels, plus shopping and convention center facilities, for local and international visitors.

Isabel Zarza, Chief Executive Officer Central & North Europe, Russia & Africa, is thrilled about the opening. “We offer our customers a great brand experience across more than 600 square meters with professional advice for all our core categories – from fashion and accessories, to perfumes, cosmetics and skin care products for her and him; to wines and spirits, on to food and confectionery as well as tobacco, jewelry, watches, sunglasses and travel bags. Anecdote is not just for travelers – we also want to attract local customers from the Greater Zurich Area, which is one of Europe’s economically strongest areas with around 3.8 million inhabitants.”

Stefan Gross, Chief Commercial Officer Flughafen Zürich AG: “We are very excited to open the Circle today. Zurich Airport takes a big step forward in transforming itself into a destination in itself by embracing new concepts ranging from a rooftop restaurant to a highly competent health center. Anecdote will make Dufry’s offer available to a broader audience – an idea that was born in 2016 and finally comes to life.”

As a Dufry company, Anecdote customers also benefit from the “Red By Dufry” loyalty program. On their next trip, members enjoy exclusive services and offers and can redeem their points in the Dufry duty free shops across 420 locations worldwide.

**World's Leading Hygiene Soap Brand\***

for details/info please contact [Karen.Granit@Unilever.com](mailto:Karen.Granit@Unilever.com)

\*Calculation based on Nielsen volume sales information for the total markets (42 countries). Latest 12 months. Details available upon request.

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## Hudson 3Q and 9 month financial results improve from first half

Hudson Group reported improved sales trends in the third quarter ended Sept. 30, relative to the year-over-year sales results in the second quarter of 2020.

Nevertheless, the COVID-19 impact on the travel retailer's sales have been significant. Turnover for the three months ended September 30, 2020 decreased from the prior year period by 74.1% to \$135.4 million, while net sales declined by 74.4% to \$130.9 million. Duty Paid sales have recovered more rapidly than Duty Free sales, due to the limited number of international flights and the continued closure of the U.S./Canada border.

Turnover for the nine months ended September 30, 2020 decreased by 63.6% from the prior year period to \$538.6 million, while net sales declined by 63.9% to \$521.5 million.

### Dufrey Re-Integration

On August 19, 2020, Hudson announced that it had entered into a definitive agreement with Dufrey, its controlling shareholder, in which Dufrey would acquire all of the

equity interests in Hudson that it does not already own for \$7.70 in cash for each Hudson Class A share. Dufrey currently owns 57.4% of the Company. Pending Hudson shareholders' approval and regulatory consent from the respective authorities, the Transaction and the delisting are expected to close in the fourth quarter of 2020.

Upon completion of the Transaction, Hudson will become an indirect wholly owned subsidiary of Dufrey and will be delisted from the New York Stock Exchange.

### Reopening stores

After temporarily closing more than 700 of its approximately 1,000 stores at the height of the pandemic, Hudson has been gradually reopening stores and bringing back a number of furloughed team members as air and other travel resume. Working in close partnership with airports and other landlords, Hudson has reopened over 300 stores as of October 31, 2020.

While strategically reopening stores as passengers return and when financially prudent to do so,

Hudson has continued to focus on cost savings initiatives and rent waivers and deferrals. This has resulted in significantly reduced cash usage as the year has progressed, decreasing from \$92.4 million in the first quarter to \$21.1 million in the second quarter, and \$14.3 million in the third quarter of 2020.

### Passenger levels

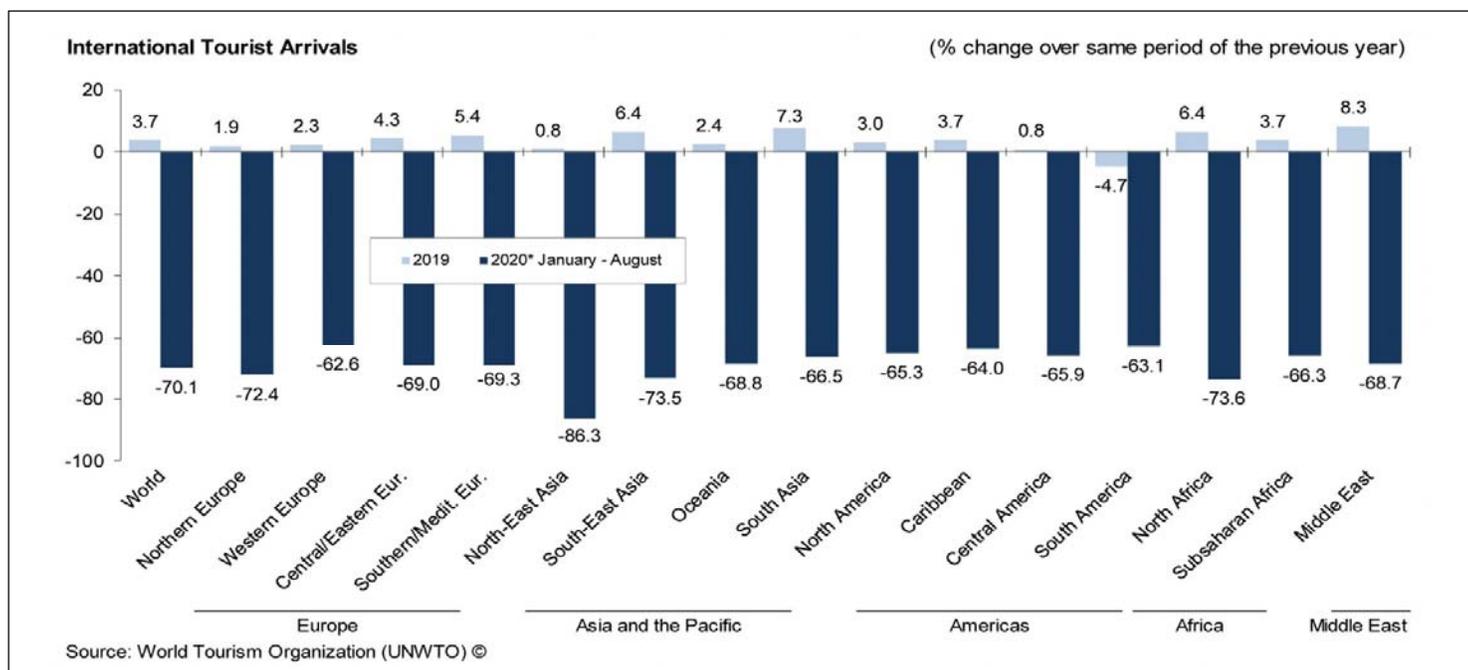
North American passenger volumes have increased significantly since April and the year-over-year volume trends have improved consecutively each month from May through October. U.S. airport passenger levels were down approximately 65% year-over-year in the month of October, compared to 95% down at the height of the COVID-19 pandemic in April 2020, reports Hudson.

Hudson also opened a number of new stores in the first nine months of 2020: four stores at Salt Lake City International Airport; two New York branded travel convenience stores at the new Arrivals and Departures Hall in LaGuardia

and a travel convenience concept at Nashville International Airport. Additionally, Hudson has rolled out vending machines that provide 24/7 access to health and safety supplies, introduced Sunglass Hut shop-in-shops in some travel convenience stores, and expanded self-checkout capabilities to minimize contact and speed up checkout.

Hudson ECO Roger Fordyce, comments, "While the past seven months have been challenging, we're continuing to position the Company for a strong recovery both in the immediate and long-term by minimizing our cash spend, optimizing our operational efficiency, advancing our digital initiatives, and above all, prioritizing the health and safety of our teams and customers. The progressive improvement in our business is due in large part to the support of our team members, customers, business partners and landlords, for whom we are extremely grateful... we are eager to welcome customers back to our stores as we remain committed to being the Traveler's Best Friend in the months to come."

## International tourism plunges 70% in first 8 months of 2020 *continued from page 1*



The latest UNWTO World Tourism Barometer notes that the lack of coordinated response among countries to ensure harmonized protocols and coordinated restrictions, as well as the deteriorating economic environment, are important obstacles for recovery.

## Dufry 3Q and 9-month sales plunge but says it is “well positioned” to drive recovery

Leading travel retailer Dufry’s earnings report for the third quarter and nine-month sales revealed how seriously the travel restrictions imposed as a result of the coronavirus pandemic impacted the global business.

Even as Dufry has been able to re-open nearly 55% of its stores as of the end of October, nine-month 2020 organic sales were down -67.8% to CHF 2,073.9 million. For the third quarter, organic sales growth plunged nearly 80% to CHF 487.0 million.

Julián Díaz, CEO of Dufry Group, enumerated three steps that the company is taking in order to survive the crisis, allowing it to stand “as a stronger and more resilient company than three months ago.”

First, Dufry is in the final stages of restructuring, including the reintegration and delisting of its Hudson business in North America, which can result in cost savings of CHF 1 billion in 2020 and at least CHF 400 million in 2021.

Second, the company raised CHF 890 million through a rights issue and partnership with Advent International and Alibaba Group. Third, the joint venture with Alibaba Group will further develop its travel retail business in China and accelerate its digital transformation globally.

Díaz continued: “With respect to the current performance, our business and the travel retail industry remain particularly exposed to the dynamic macroeconomic situation and the travel restrictions. We have seen an encouraging travel uptake in July and August, with a plateauing in September caused by the increased quarantines imposed by certain countries. Nevertheless, the comprehensive set of actions implemented in 2020 in close alignment with our landlords, suppliers and other business partners as well as our current liquidity position will allow Dufry to comfortably endure even a prolonged recovery.”

He also expressed his personal gratitude to Dufry’s employees, for their resilience and commitment: “Sadly, we have colleagues who were infected and I want to remember them and their families globally. We will continue to take all necessary steps to provide our employees with a safe working environment,” he promised.

### Regional performance

Following a reorganization announced in June, Dufry started to report under a new organizational setup as of September 1, 2020. Headquarters and divisions were integrated and countries have been grouped to better align the organization to the new business environment, to increase efficiencies and simplify the decision-making processes, says the company.

### Europe, Middle East and Africa

The third quarter 2020 organic growth fell -80.2% versus Q3 2019, reaching CHF 274.5 million versus CHF 1,376.6 million in Q3 2019. Performance improved in July and August across most locations in Europe, especially in Southern Europe at the beginning of August supported by the lifting of travel restrictions.

From end-August onwards, increased COVID-19 cases resulted in renewed travel limitations put in place across Europe at the end of September. The Mediterranean region, Eastern Europe, Russia and the Middle East were less impacted and performed above average for the region.

### Asia-Pacific

Turnover was CHF 17.1 million in Q3 2020, versus CHF 164.3 million in the same period in 2019. Organic growth reached -88.8% as Dufry’s footprint in the region is geared towards international travel, which is still highly impacted.

The majority of shops in Dufry’s Asia-Pacific locations were still closed, including Australia, Cambodia, Indonesia, Singapore and South Korea. China is recovering more strongly in the region and globally, driven by the significantly increasing demand in domestic travel since Q2, and Dufry benefitted with its portfolio of duty-paid businesses.

### Central & South America

Turnover was CHF 61.0 million in Q3 2020 as compared to CHF 375.8 million one year earlier, with organic growth down -82.7%.

Central America and Caribbean,

including Mexico, Dominican Republic and the Caribbean Islands, are performing more robustly compared to all other regions, driven by intra-regional travel from the U.S. and South America, and continued demand due to more flexible travel conditions.

The cruise business remains heavily impacted. South America saw demand pick-up amid border shop openings and increased duty-paid business from domestic travel.

### North America

The region, especially the U.S., performed above group average due to the higher exposure to domestic travel and steadily increasing passenger numbers. Turnover reached CHF 121.6 million in Q3 2020 compared to CHF 515.3 million in third quarter 2019, and organic growth was -74.9% in the period. Intra-regional travel from the U.S. to Central America also spurred sales.

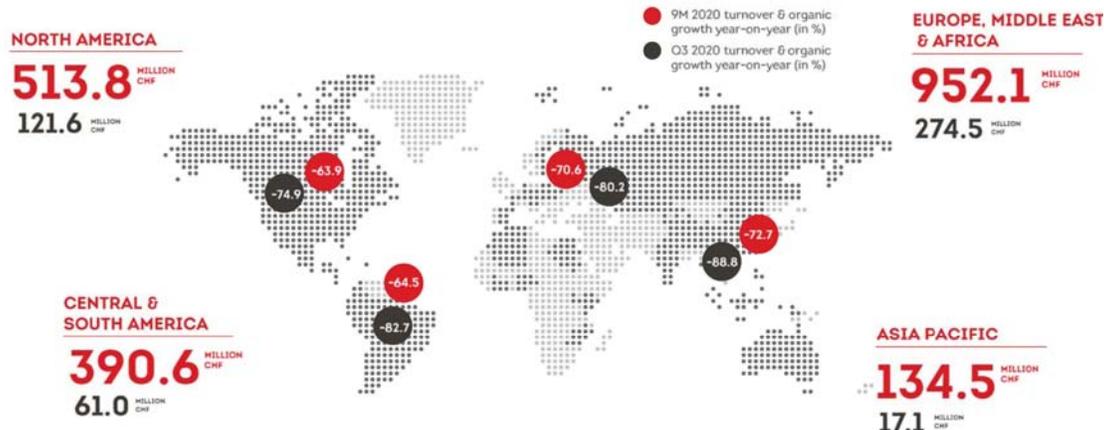
Canada remained negatively impacted due to a higher exposure to international flights and ongoing restrictive measures.

The performance was driven by Hudson convenience stores, food and beverage and other duty-paid offerings.

*Continued on next page.*

## TURNOVER AND ORGANIC GROWTH BY REGION

Q3 2020



Distribution Centers: 9M 2020 CHF 82.9 million turnover and organic growth of -39.4%. Q3 2020 CHF 12.8 million turnover and organic growth of -78.0%.  
Note: Please see [here](#) further details on the historical information under the new regional setup.

## 174 million Travel & Tourism jobs could be lost due to COVID-19 and travel restrictions, says WTTC

The World Travel & Tourism Council (WTTC) has released updated figures revealing a slight improvement in travel forecasts since June. Nevertheless, WTTC estimates that 174 million Travel & Tourism jobs could be lost in 2020 if barriers to global travel remain in place.

The Oct. 30 forecast is slightly improved from the June study, which estimated that 197 million jobs would be lost. WTTC says the improvement is mostly driven by the return of domestic travel in countries such as China, which has also implemented a comprehensive testing and contact tracing program with health and hygiene protocols.

The WTTC analysis shows that a “staggering” 31 million jobs

could be saved globally by the end of 2020 should current travel restrictions be removed sooner. This equates to more than half a million jobs saved every day between now and the end of 2020, it says.

Prolonged travel restrictions could also eliminate \$4.7 trillion in the sector’s contribution to global GDP, equating to a loss of 53% compared to 2019.

Gloria Guevara, WTTC President & CEO, said: “As travel restrictions around the world remained in place over the summer months, our estimates report an increase from 121 million, to 143 million jobs lost. In the space of just four months, our study has shown a further 22 million jobs

under threat worldwide. This is devastating news, and we need international coordinated action now.”

“The sector’s recovery will be delayed even further, with more jobs lost, unless quarantines are replaced with rapid, cost-effective testing at airports on departure, and air corridors. The longer we wait, the more the ailing Travel & Tourism sector faces total collapse.”

The recent G20 Tourism Ministers meeting of more than 45 CEOs and Members of WTTC presented the *100 Million Jobs Recovery Plan* that covered a range of key initiatives which hinged on securing strong international coordination to re-

establish effective operations and restart international travel.

Among other measures, this included eliminating quarantines and other travel barriers through the implementation of an international testing regime, combined with rigorous health and safety protocols, to enable the world to adapt to living with the COVID-19 virus while minimizing the risk of it spreading further.

\* \* \*

According to WTTC’s 2020 Economic Impact Report, Travel & Tourism was responsible for one in 10 jobs (330 million in total), making a 10.3% contribution to global GDP and generating one in four of all new jobs.

## Dufry 3Q and 9-month sales *continued from page 3.*

Dufry’s regional net sales split was: Europe, Middle East and Africa generated 57% of sales, Asia Pacific generated 4%, Central & South America generated 12% and North America contributed 25%. Global distribution centers accounted for 2% of Q3 2020 net sales.

### Business development

The total gross retail space opened during the first nine months of 2020 accounted for 4,700 sqm or 1% of overall retail space operated by Dufry. New shops were opened, among others, in Odessa (UKR), Singapore (SG), Salt Lake City, and Boston (US). Shops in Corfu, Mykonos, Thessaloniki (GR), Antalya (TUR), Belgrade (SRB), and Nashville (US), among others, were refurbished, account-ting for 10,500 sqm or 2.3% of overall retail space operated by Dufry.

Dufry was awarded a new 12-year concession contract at Istanbul Sabiha Gökçen International Airport, the second busiest airport in Turkey and the closest one to Istanbul city center. From Q4 2020 onwards, Dufry will operate a total of 3,900 sqm of duty free and specialty shops.

For full-year 2020, Dufry expects to deliver around 23,000 sqm of new and refurbished space, consisting of around 90 shops. This represents growth of around 5% compared to existing retail space. This includes: 11,750 sqm of new space with 4,700 sqm executed YTD Q3 2020.

In October (until October 25, 2020), Dufry estimates organic growth to have reached -76.4% compared to the same month last year.

By region, estimates for Europe, Middle East and Africa are -78.4%, for Asia Pacific -84.8%, Central and South America -75.7% and for North America -71.6%.

With the successful financing measures implemented since April 2020, the support of Dufry’s existing and important new shareholders, the

finalization of its reorganization and restructuring as well as the financial and managerial flexibility to engage in strategically relevant initiatives and growth opportunities, Dufry expects to be well positioned to drive recovery and growth acceleration beyond the current crisis, says the company.

Current pipeline opportunities stand at 29,035 sqm as of October 2020.

### Outlook

Dufry has implemented several measures to reduce cash outflows to a minimum, which are tightly controlled by a dedicated team at Group level. These initiatives include reductions in concession fees, personnel expenses and other expenses. Dufry expects to generate around CHF 1 billion in cost savings in full year 2020, of which around CHF 500 million are expected to be in the form of MAG reliefs related to the year ending December 31, 2020.

### HAVING RE-OPENED MORE THAN 1,350 SHOPS GLOBALLY

Re-opening as a location-specific, shop-by-shop decision in line with PAX



- As of end-October, almost 55% of Dufry stores are open, representing 72% of sales capacity
- Opening up of almost 60% of shops by end of November, representing 73% of sales capacity
- Newly opened locations include several locations in the US like Las Vegas, Orlando Miami, Chicago, Oakland, or Tampa; stores in Bangalore, Buenos Aires, Cancun, Colombo, Greece, Helsinki, Jordan and Toronto



## Cruise update: MSC, Carnival, NCL and Royal Caribbean extend U.S. cruise cancellations through end of December 2020

The U.S. Centers for Disease Control and Protection – CDC--lifted its No Sail Order last week, paving the way for the resumption of passenger cruises in waters subject to U.S. jurisdiction, but the major cruise lines are not rushing back into service. While the detailed health and safety measures now in place under the CDC's Conditional Sail protocol were in large part recommended by the cruise companies, it will take some time to implement them.

### Carnival Corp.

Carnival Corp. announced on Monday that its North American cruise line brands will extend their existing pause in operations, suspending cruise voyages between Dec. 1 and Dec. 31, 2020. The pause in operations covers Carnival Cruise Line, Cunard North America, Holland America Line, Princess Cruises and Seabourn.

"Our highest responsibility and top priorities are always compliance, protecting the environment, and the health, safety and well-being of our guests, the people in communities we touch, our crew and shore-side employees," said Arnold Donald, CEO of Carnival Corporation.

"We continue to work with the U.S. Centers for Disease Control and Prevention, and global government and public health authorities, as well as top medical and science experts around the globe, on a comprehensive plan for the eventual restart of cruising in North America. With their collective guidance, we have developed and continue to update our enhanced health and safety protocols that are in the best interest of our guests, crew and overall public health."

### MSC Cruises

MSC Cruises also cancelled its December 2020 cruises through December 31. The cancellations affect three ships in Florida: *MSC Seaside* in Port Canaveral, and *MSC Meraviglia* and *MSC*

*Armonia* both in PortMiami.

MSC Cruises had previously targeted December 1, 2020 to restart.

While MSC cancelled the December cruises from Florida, its cruise ships in Europe continue to sail. *MSC Magnifica* and *MSC Grandiosa* are operating in Europe and were among the first cruise ships to restart operations.

### Norwegian Cruise Lines

Norwegian Cruise Line Holdings Ltd., which also owns Oceania Cruises and Regent Seven

Seas Cruises, announced it was continuing its extension of halted service through Dec. 31 across all of its brands. NCL ships sail from Port Canaveral, PortMiami and the Port of Tampa.

### RCCL

Royal Caribbean also announced on Monday it would cancel its December 2020 cruises (excluding *Quantum of the Seas* in Singapore) while the cruise line prepares to restart cruise operations.

In a statement to travel agents cited on the RCL blog page, Royal

Caribbean said the cancellations were necessary to prepare for restarting cruises, "We are eager to welcome our guests back onboard while keeping their safety, as well as that of our crew members, our number one priority.

"We're committed to taking the time needed to do things right."

Royal Caribbean also extended the suspension for *Odyssey of the Seas* sailings from Nov. 5, 2020 through March 26, 2021, and the Feb. 14, 2021 *Jewel of the Seas* cruise has also been canceled.

## Key West votes to limit cruise traffic and large ships

Residents of the popular Florida resort town of Key West voted on three measures to limit cruise traffic during the current election. Key West is a major cruise stop on the way to the Caribbean, with nearly one million cruise visitors a year disembarking at famed Mallory Square.

Voters approved all three amendments to the city charter. As per the *Miami Herald* these included:

Limiting the number of daily cruise ship visitors at 1,500; prohibiting cruise ships with 1,300 passengers or more from docking; and giving docking priority to cruise lines that have the best health and environmental records. The first two measures passed by more than 60% of the vote, and the third with more than 80%.

Although cruisers represent about half of Key West's tourist visitors, the multi-day overnight guests generate more than 90% of tourist revenues, according to studies. Nevertheless, the town's tourist industry has joined with the Port operator Pier B Development to launch federal legal proceedings against the city and the Committee for Safer, Cleaner Ships, which is behind the initiatives restricting traffic.

The referendums are binding, meaning they will change the city's charter. Still, a legal fight is already in play at the Monroe County Courthouse, says the *Miami Herald*.

Monroe County Circuit Judge Bonnie Helms, in a Sept. 29 order, said she would schedule a trial sometime after the election.

## IATA: air recovery has "hit a wall" with resurgence of COVID outbreaks

The International Air Transport Association (IATA) announced that passenger demand in September remained highly depressed.

Total demand (measured in revenue passenger kilometers or RPKs) was 72.8% below September 2019 levels (only slightly improved over the 75.2% year-to-year decline recorded in August). Capacity was down 63% compared to a year ago and load factor fell 21.8 percentage points to 60.1%.

International passenger demand in September plunged 88.8% compared to September 2019, basically unchanged from the 88.5% decline recorded in August. Capacity plummeted 78.9%, and load factor withered 38.2 percentage points to 43.5%.

Domestic demand in September was down 43.3% compared to the previous year, improved from a 50.7% decline in August. Compared to 2019, capacity fell 33.3% and the load factor dropped 12.4 percentage points to 69.9%.

"We have hit a wall in the industry's recovery. A resurgence in COVID-19 outbreaks--particularly in Europe and the US--combined with governments' reliance on the blunt instrument of quarantine in the absence of globally aligned testing regimes, has halted momentum toward re-opening borders to travel. Although domestic markets are doing better, this is primarily owing to improvements in China and Russia. And domestic traffic represents just a bit more than a third of total traffic, so it is not enough to sustain a general recovery," said Alexandre de Juniac, IATA's Director General and CEO.

North American carriers saw a 91.3% decline in international traffic in September, a slight improvement from a 92.0% decline in August. Latin American airlines faced a 92.2% demand drop in international traffic September, compared to the same month last year, versus a 93.4% decline in August versus August 2019.

## Rituals Cosmetics opens doors to unique brand experience in Amsterdam home

In honor of its 20<sup>th</sup> anniversary this year, Rituals Cosmetics has launched a holistic shopping and lifestyle concept, the House of Rituals, in Amsterdam. Opened in October, this is the largest Rituals flagship in the world, offering a unique brand experience with immersive body and mind experiences on every level including several exclusive and unique collections.

Located on The Spui (where the former Esprit café was based), House of Rituals will offer customers an extraordinary experience with stunning new collections. The launch will be carried out in two phases. Phase one saw the opening of the first and second floors – a restaurant and a large store – and phase two will comprise the mind and body spa, opening in early Summer 2021.

When complete, the brand experience will be distributed over four floors, covering approximately 1,500 square meters. House of Rituals will present unique new premium product collections and lifestyle innovations, exclusive to the store and online. House of Rituals is a place where the philosophy of the brand, The Art of Soulful Living, is represented in all its facets, says the company.

On the ground floor, the flagship store offers customers a sensory experience with the Rituals collections, enhanced through experiential and Instagrammable corners.

A new restaurant ‘Rouhi’ (Arabic for ‘My soul’), offers a calming cup of tea, soulful bites for lunch and an exciting dinner menu inspired by a surprising fusion of Arabic-Asian food.

On the first level, House of Rituals dedicates an entire floor to showcasing its enriched home collection.

Customers can discover the new Mansion Collection, supersized luxury home fragrance designs, House of Rituals The Talisman Collection and a perfume bar with 25 bespoke eau de parfums with the option to customize.

The Signature Collection offers 10 new exclusively designed porcelain scented candle holders, decorated with bold patterns and beautiful artwork, which can be complemented with a personally selected candle fragrance.

Other innovations include exclusive laundry solutions, travel accessories, sophisticated home decoration and luxurious bedding and bath textiles. Selected items from The Mansion Collection, House of Rituals The Talisman Collection, Signature Collection, bed linen, luxury bath products and other unique pieces will also become available on Rituals.com.

Phase two will launch the second and third floors, which are set to open early in Summer 2021. These floors will strengthen the lifestyle and brand experience with a ‘Body Experience’ floor and ‘Soul Experience’ floor. The Body Experience floor is home to the ultimate body spa, and the Soul Experience floor will give visitors exclusive access to the Mind Spa, a sanctuary where body, mind and soul can escape the frenzy of city life and find a moment to realign, recharge and regain new energy.

The Mind Spa will offer brand new stress-reducing treatments, expert meditation classes and workshops to support the mind and



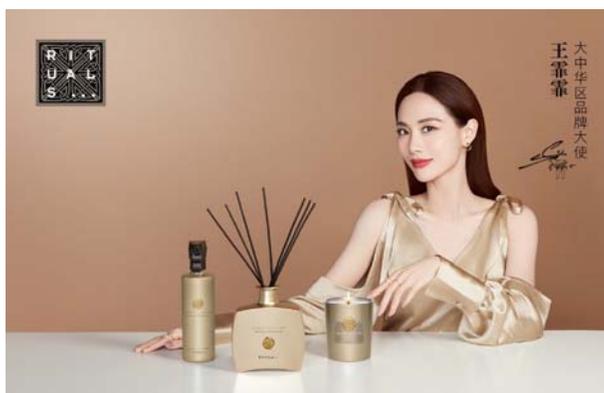
soul and rediscover a moment of peace and relaxation. More information about these innovative launches will follow soon.

The new flagship store in Amsterdam is part of Rituals Cosmetics’ commitment to delivering a soulful living experience to people residing in and visiting Amsterdam, the beating heart of the brand. Raymond Cloosterman, CEO, is proud to present this experiential concept to celebrate 20 years of Rituals.

“We are proud to be bringing our very first 4-floor Rituals experience to the residents and

visitors of Amsterdam where it all began 20 years ago. With this new concept of unifying body, mind and soul we are entering the next phase for the brand and the company. With the new premium collections as an impulse for the online business and the company and with the Body & Mind spas as an impulse for the brand, we bring them to the next level.”

These exclusive House of Rituals collections are available only at House of Rituals in Amsterdam or at Rituals.com for the Netherlands, Austria and Switzerland.



*Rituals has officially unveiled singer and actress Wang Feifei as its first celebrity brand ambassador in Greater China.*

*By appointing an ambassador, Rituals is committing to building brand awareness with the Chinese consumer and expanding its visibility in a market which the company entered just under a year ago.*





## Duty Free Dynamics introduces Champion to its apparel brand portfolio

Duty Free Dynamics has announced the addition of the Champion brand --leader in sports apparel since 1919-- to its portfolio.

DFD will now distribute a select assortment of Champion core products in the Travel Retail Channel in the Americas. The Champion selections include the Reverse Weave Sweats, and other Champion best-sellers, such as the Classic Heritage shirt and the Jersey Jogger.

To ensure ultimate visibility, Duty Free Dynamics' strategy is to establish Champion stand-alone boutiques in the most prominent locations and shop-in-shop concepts within the travel retail channel. In some cases it will adapt to the operators' available spaces to create unique and personalized environments (as pictured above).

"We are excited to announce our partnership with the iconic Champion brand. This addition to our apparel line-up continues to provide our retail operators with lifestyle products that inspire confidence, inclusiveness and commitment. Champion is an authentic brand that is fully in line with the attitude of consumers who seek that distinctiveness for both, every day and sports activities," said Jason Restrepo, DFD's Category Manager for apparel.



## New M·A·C global band ambassador named

Thai rapper Lisa (Lalisa Manobal), a member of K-pop girl group BLACKPINK, has been named as M·A·C's new global brand ambassador. M·A·C says that the K-Pop powerhouse has a strong global influence in pop culture, speaks to a wide range of consumers, and encourages conversations and trends within and outside of the beauty industry. The rap star is fronting a Lisa' Look makeup collection.

Lisa is the most followed K-Pop star on Instagram with 40 million followers, her YouTube channel, Lilifilm Official also wins over 4 million subscribers. BLACKPINK's latest release is "Lovesick Girls" from their first album "THE ALBUM".

## Roust and MONARQ Group expand distribution partnership

MONARQ Group and Roust have extended and expanded its distribution partnership in the Caribbean and Latin America.

MONARQ Group, which has been distributing Zubrówka Vodka for more than 6 years in the Caribbean & Latin America, will now be the exclusive distributor for the whole Roust portfolio in the Caribbean and Latin America, including Mexico. The portfolio includes Zubrówka Vodka, Russian Standard Vodka and Gancia.

Robert de Monchy, founder and CEO of MONARQ Group, said, "We have been working with Roust on Zubrówka Vodka in the Caribbean & Latin America for more than six years, which proved to be a successful and fruitful partner-

ship. Roust offers a leading premium and innovative vodka portfolio which coincides perfectly well with our corporate brand building philosophy, while bringing innovation to the Americas. Gancia is an iconic leading wine brand from Italy and we are ready to take its regional distribution and sales to the next level. We look forward to working many more years together with the Roust team and to achieve our mutual goals."

Scott Oliver, CEO of Roust Americas, added, "We are delighted to extend and expand our partnership with MONARQ Group. The past six years, MONARQ has proven to be a professional partner, successfully managing the distribution, sales and marketing of

Zubrówka Vodka in this region. The consolidation of our whole portfolio with one partner will lead to a structured development of our brands throughout the full region."

The Roust portfolio joins MONARQ Group's premium

alcoholic beverages portfolio, which includes Jack Daniel's, Heineken, Woodford Reserve, Peroni, Herradura, Licor 43, Luxardo and Gosling's, among others.



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**Retail Manager /Account  
Executive**  
**North America - Southeast  
Region**

Shiseido Miami office has an immediate opening for a Retail Manager (Account Executive), based in Miami. Ideal candidate will have a minimum of 2-3 years experience in the Travel Retail luxury goods industry.

Responsibilities include developing sell-out figures for its cosmetics and fragrance brands through supervision of salespeople and implementation of the brands' merchandising and promotion guidelines.

Experience in retail sales is a plus. Must be able to travel 40 to 50% of the time.

Applicants please send resumes to: [gcamplani@sac.shiseido.com](mailto:gcamplani@sac.shiseido.com)

or  
[srojas@sac.shiseido.com](mailto:srojas@sac.shiseido.com)