

Seatrade Cruise Global: Carnival Corp.'s Arnold Donald steps into Vice Chair role as Josh Weinstein Named President & CEO

In another major transition in the cruise channel, Arnold Donald, currently President and Chief Executive Officer of Carnival Corporation & plc – the world's largest cruise company -- will become Vice Chair and member of the Boards of Directors, effective August 1. Josh Weinstein (age 48), currently Chief Operations Officer for the company, will assume the role of President and CEO of Carnival Corporation & plc.

The news was announced at the start of the annual State of the Industry panel on Tuesday at the 2022 Seatrade Cruise Global event in Miami.

Weinstein: 20-year-veteran

A 20-year veteran of Carnival Corporation & plc, Weinstein has a long history in critical senior-level roles for the company. In his most recent assignment for the past two years as Chief Operations Officer, Weinstein oversaw all major operational functions including global maritime, global ports and destinations, global sourcing, global IT and global auditing. During this time, he also oversaw Carnival UK, the operating company for P&O Cruises (UK) and Cunard, which he previously managed directly for three years as president.

He was also treasurer of the company from 2007 to 2017, and from 2002 to 2007, Weinstein served as an attorney in the corporate legal department.

"Josh is a proven executive who is well-respected throughout the company, serving in key leadership roles, driving strong business results during his tenure and playing an integral part in stewarding the company through the global pandemic," Donald said.



Above: Arnold Donald will transition to Vice chairman at Carnival Corporation & plc on August 1, when Josh Weinstein, right, becomes President & CEO.



Carnival Corp.'s Arnold Donald (center) with Royal Caribbean's new CEO, Jason Liberty, making his first appearance on the Seatrade Cruise Global stage. BBC news commentator Lucy Hodges, left, moderates the panel.

Carnival well-positioned for future

Donald was named President and CEO for Carnival Corporation & plc in 2013 and during his nine-year tenure as CEO, has led the company to record results, pre-pandemic -- including achieving the company's highest profits in its history.

Recently, Donald has helped the company and its brands successfully navigate the global pandemic, well positioning the company for the future. The company expects each of its nine leading cruise line brand's full fleets to operate guest cruises in 2022, following what has been an extended pause. Carnival Corporation & plc also anticipates that monthly adjusted EBITDA will turn positive at the beginning of the summer season.

Donald has also helped reshape the company's fleet profile over his time as CEO, with newer, more efficient and more environmentally advanced ships, which will help provide a strong foundation for guest experiences and to meet the company's highest responsibility of compliance, environmental protection and the health, safety and wellbeing of its guests, employees ship and shore, and members of the communities that its brands touch and serve.

At the beginning of this year, **Richard Fain** – another cruise pioneer who helped shape the modern industry --stepped down as CEO of Royal Caribbean Group, after 33 years, and was succeeded by 46-year-old **Jason Liberty**, who joined the company in 2005, and most recently had been CFO.

TFWA passes critical milestone in stand booking ahead of Cannes

TFWA World Exhibition & Conference, which will return to Cannes from October 2-6, 2022, reports that exhibition bookings are well ahead of the number of companies that exhibited at last year's event, and is approaching 80% of pre-COVID figures.

"It's very pleasing to see both the commitment to attend of major business partners and the caliber of brands who have already committed to exhibiting in Cannes," said **Erik Juul-Mortensen, TFWA President.**

"TFWA World Exhibition & Conference continues to prove to be a 'can't miss' event for the industry and we are very much looking forward to welcoming delegates to Cannes once again.

We will be sharing more details on a number of exciting new features in the weeks and months to come," he said.

Among the major brands that have confirmed their attendance at Cannes to date are: beauty brands L'Oréal, Estée Lauder, Shiseido and Coty; fashion houses Zegna, Longchamp, Luxottica and Lacoste; confectionery companies Nestlé, Lindt, Mondelez and Stork; major wine and spirits brands Pernod Ricard, Bacardi, and William Grant & Sons and tobacco companies Japan Tobacco International (JTI), Imperial Brands and Davidoff.

Major brands, retailers and airports from all corners of the world will be participating in **TFWA Asia Pacific Live**, taking place at the Marina Bay Sands Expo and Convention Centre, Singapore from May 9-11.

Online registration for the **TFWA Asia Pacific Live** networking event is open. To register, email visitors@tfwa.com. For more information go to:

<https://www.tfwa.com/tfwa-asia-pacific-live>

Cruise industry underlines resiliency and strengthens commitment to sustainability



From left: Kelly Craighead, CLIA President and CEO, and CLIA chairman & MSC Cruises Executive Chairman Pierfrancesco Vago at the Keynote session at Seatrade Cruise Global in Miami on Tuesday.

Cruise Lines International Association (CLIA) emphasized the cruise community's resilience at Seatrade Cruise Global in Miami, Florida, on Tuesday, and strengthened its commitment to sustainability.

Kelly Craighead, President and CEO, CLIA said that cruise passenger volume is expected to recover and surpass 2019 levels by the end of 2023, in her opening remarks during the State of the Industry panel. Passenger volumes are projected to recover 12% above pre-pandemic levels by the end of 2026," she added.

Citing CLIA research for her optimism, Craighead reported that:

Intent to cruise is rebounding, with 63% of cruisers or potential cruisers indicating they are 'very likely' or 'likely' to cruise in the next two years.

69% of respondents that have never cruised said they are open to cruise, exceeding pre-pandemic levels.

Millennial cruisers are the most enthusiastic about taking another cruise, with 87% indicating they will take a cruise in the next few years, followed by Gen X at 85%.

Call for carbon zero emissions

Craighead also announced important environmental sustainability commitments from CLIA and its member lines that she said will drive innovation for a more efficient future.

The most important was a commitment by CLIA ocean-going members to pursue net-zero carbon

cruising by 2050 (Ed. Note: currently, the commitment was to achieve net neutral emission.)

In addition, by 2035 all ships calling at ports where shoreside electricity (SSE) is available will be equipped to use SSE, allowing engines to be switched off and effectively eliminating carbon emissions while berthed at port.

Where shoreside electricity is not available, the ships will use available alternative low carbon

technologies required by ports.

CLIA will also join the Global Maritime Forum Call to Action for Shipping Decarbonization to make zero emission vessels and fuels the default choice by 2030.

The industry is currently reducing the carbon footprint of its ships while at berth and at sea investing in advanced environmental technologies and partnering with cities and ports on sustainable destination management, she said.

Vago: The "Future is Bright" for cruising

In his opening remarks, CLIA Chairman and MSC Cruises Executive Chairman Pierfrancesco Vago said the future is bright for the cruise industry, momentum is building for revival, and the industry is investing in the future.

Speaking before an audience of nearly 2,000 cruise executives, Vago said that the industry's restart is accelerating, with 347 cruise ships set to sail in May, compared to 300 in April and just 47 last May.

Vago said that more than 100 countries around the world have now reopened to cruising and he expects the industry to be at 95% capacity by August, and in spite of the pandemic, 7.5 million people have sailed since MSC became the first cruise company to return to sailing in mid-2020.

"Our track record shows what we can do together as a determined, responsible and innovative industry," he said, emphasizing the theme of working together.

He also stressed the value of cruising to the economies of the destinations-- every 24 cruise guests generate one full-time job, for example, as well as all the peripheral employment from taxi service to food production and delivery.

The cruise industry's science backed protocols facilitated the resumption of cruise operations, and led the hospitality sector's response to the pandemic, he said.

Looking ahead to increase ship volumes, Vago said the industry needs to "realize the full potential of loyal repeat cruise customers, as well as developing new business among new-to-cruise markets."

CRUISE NEWS

Barbados forges strategic cruise partnership with Royal Caribbean

Royal Caribbean International cruise line signed an agreement with the government of Barbados to strengthen its ties via a new partnership.

The memorandum of understanding announced by Royal Caribbean International President and CEO Michael Bayley at Seatrade was a way for Royal Caribbean to repay Barbados for its support during the coronavirus pandemic. The government of Barbados was one of the few that allowed ships to disembark travelers for repatriation home.

In addition, Barbados Prime Minister Mia Amor Mottley and Bayley co-chaired a Caribbean task force to create uniform health guidelines across the region to help foster cruising's resumption.

The agreement strives to identify employment opportunities for Barbadians onboard Royal Caribbean cruise ships. Positions will range from hospitality staff to engineers, carpenters, plumbers, and seamen.

Bayley said there is an opportunity for a "fairly significant" number of jobs to be filled by Barbadians, and a recruitment fair is planned in six to eight weeks.

The cruise line is also looking at ways to expand its commercial relationships with Barbados in the form of country niche products to improve business for local communities and artisans.

Cunard sees growth for North American market with launch of new ship Queen Anne

Luxury British cruise line Cunard said that North America is an increasingly key market for the brand, as the company announced designs for accommodations on the brand's newest ship *Queen Anne*. The ship is scheduled to launch in 2024.

Matt Gleaves, Cunard's newly appointed VP, Commercial - North America and Australasia, sees the opportunity of 40% growth across the U.S. and Canada with the introduction of *Queen Anne*, the fourth ship in the fleet.

RCCL to increase cruise pax to the USVI



Joshua Carroll, VP, Destination Development and Deployment, Royal Caribbean Group; USVI Tourism Commissioner Joseph Boschulte; Jayne Halcomb, Development Director of Caribbean/Americas -Royal Caribbean Group; Carlton Dowe, Virgin Islands Port Authority Executive Director and Willard John, Virgin Islands Port Authority Board Chairman.

Photo: TMI

Royal Caribbean officials and representatives of the Virgin Islands Port Authority announced a major increase in cruise visits for the Virgin Islands during Seatrade.

Royal Caribbean Group VP Destination Development and Deployment Joshua Carroll, said that RCG will be sending up to 70% more passengers to Crown Bay in St. Thomas and will triple the number of cruise passengers to St. Croix in the coming year.

V.I. Port Authority Executive Director Carlton Dowe said that St. Croix can expect about 140,000 cruise passengers from Royal Caribbean ships next year—from a high of about 50,000-passengers in 2019.

For St. Thomas, Dowe projected the increased total to be about 500,000 passengers. The new agreement also includes a new excursion to St. John, with about 400 passengers per trip.

The government and cruise line

officials noted that they will be working together to expand and upgrade the land experience and services such as taxis for cruise guests, to make sure that the ports can handle the greater influx of passengers.

St. Thomas can berth Royal Caribbean's largest class of ships, the Oasis, but St. Croix can accommodate the 3,000-passenger voyager class ships, said Carroll.

USVI Tourism Commissioner Joseph Boschulte said that the new agreement was very important to the economy because about 70% of all visitors to the U.S. Virgin Islands came in by cruise ship. The increase in passengers will enable the ports to further upgrade the tourism product, he added.

The increase in cruise traffic to the USVI is part of an agreement that Royal Caribbean Group and the USVI signed last September to enhance Crown Bay in St. Thomas, and redevelop Frederiksted, St. Croix.



From left, the BBC's Lucy Hockings moderates the State of the Cruise Industry keynote panel, with Carnival's Arnold Donald, Royal Caribbean's Jason Liberty, MSC's Pierfrancesco Vago, and CLIA's Kelly Craighead. The panel discussed the resiliency shown by the industry, and talked about how the pandemic united the industry, bringing it together to work on safety and health solutions, as well as how it strengthened many relationships with destination governments. Reiterating the cruise channel's commitment to sustainability, the panelists also pointed out that cruising still represents the best vacation value available.

Seatrade Cruise Global to launch F&B show Connected to 2023 Miami event

The organizers of the Seatrade Cruise Global event announced the launch of F&B @ Sea for 2023. The two-day event dedicated to the food and beverage hospitality sector will be held on May 2-3, 2023 at 1111 Lincoln Road, a short walk from the Miami Beach Convention Center where the full global event will take place May 1-4.

Supported by Cruise Lines International Association (CLIA) and Florida-Caribbean Cruise Association (FCCA), the curated event will focus on key trends including elevated eateries, sustainability, hand-crafted cocktails, technology, inflation and supply chain disruptions.

Registration and programming details are available at seatradecruiseglobal.com/en/FandB.

Holland America Line cancels Asia voyages this winter

Citing “continued uncertainty around access to ports in Asia,” Holland America Line has canceled 11 Asian sailings scheduled to take place between Sept. 25, 2022 to Feb. 27, 2023.

As a result, HAL will reposition *Westerdam* to Australia and New Zealand in the fall. *Westerdam* will return to service June 12 in Seattle, Washington where it will be one of six ships cruising to Alaska for Holland America Line this summer.

Following the Alaska season, *Westerdam* will redeploy to Australia and New Zealand, add Southeast Asia ports in the winter and then resume full Asia cruises in February 2023.

The *Westerdam* deployment in June marks the full return to cruise operations for all Holland America Line ships.

Gebr. Heinemann achieves solid turnover in 2021 and returns to profitability



Raoul Spanger, Chief Operating Officer; Dr Dirk Schneider, Chief Commercial Officer; Chief Executive Officer Max Heinemann, Nina Semprecht, Head of Corporate Communications

The Gebr. Heinemann Group closed the 2021 financial year with turnover of 2.1 billion euros and a **return to profitability** (excluding foreign exchange effects), the company announced during its annual press conference on April 28.

Nevertheless, this number represents only 44% of the turnover achieved in 2019 (4.8 billion euros) although it is an increase of 31% on 2020 sales of 1.6 billion euros.

The company says the result was supported by one-time effects and is due to three reasons: Gebr. Heinemann continued its consistent cost management in 2021, further savings were achieved through negotiations with business partners, and governments in several countries added Coronavirus support measures.

For 2022, Gebr. Heinemann expects to reach 75% of the turnover of 2019.

In 2021, retail accounted for 76% of total turnover and the distribution business generated 20% of turnover.

Heinemann's business at airports was the largest sales channel, generating a 73% share of sales. This was followed by the border shop business with 13% of total sales.

Geographically, Europe accounted for the largest share of sales, at 84%, followed by the Middle East at 8%, Asia Pacific at 4% (2020: 10%), Africa at 3% and the Americas at 1%.

“Although we continued to miss Asian travelers in Europe in 2021, their absence did not have as big an impact on spend per passenger as we had expected. Travel Retail is on a healthy footing. Fewer people are traveling, but the propensity to buy continues unabated and many travelers are even spending significantly more money than before the crisis,” says **Raoul Spanger, Chief Operating Officer**.

“Overall, 2021 has once again confirmed to us that it is important and right to be active in different channels of the travel trade and to stand on two strategic pillars with our own retail and distribution business. In this way, we remain stable and independent of individual markets.”

Highlights

In 2021, Heinemann reports that Istanbul airport remained an important hub during the pandemic, as did Ben Gurion Airport in Tel Aviv, which Gebr. Heinemann operates with local partner, the James Richardson Group.

In addition, Gebr. Heinemann was able to renew important concessions and generate new business. In the Norwegian airport tender, operator Avinor, Gebr. Heinemann's joint venture Travel Retail Norway (TRN) secured retail operations at Oslo, Bergen, Trondheim and Stavanger airports. Gebr. Heinemann also opened 19 new shops in 14 countries in 2021

– at airports, border crossings, on cruise ships and ferries as well as in a holiday destination in Macau in southern China.

By **category**, Liquor, Tobacco & Confectionery accounts for 52% of sales, followed by Perfume & Cosmetics with 33% and Fashion, Accessories & Watches, Jewelry with 10%.

Human-centricity core of new corporate mission statement

Gebr. Heinemann adopted a new mission statement for 2021, with the central focus on people--employees, suppliers, business partners and customers, political stakeholders and, travelers in particular: *The Heinemann Family. We turn travel time into valuable time as the most human-centric company in global Travel Retail.*

This vision forms the umbrella for all projects and activities as well as for the thinking and fundamental attitude of Gebr. Heinemann, says the company.

“With the mission statement, we manifest our corporate culture: the ultimate focus on humans. This is what makes and distinguishes us in global Travel Retail and what can be decisive for potential new partners,” says **Chief Executive Officer Max Heinemann**. “We are a family business – more human, more passionate, more reliable, more accessible and faster than others.

“Our business partners and travelers will feel this typical Heinemann personality, worldwide

and physically as well as digitally. In this way, we can offer travelers around the globe even more entertaining, inspiring and sustainable shopping experiences. Or in the words of our vision: transform travel time into valuable time.”

Sustainability is key

A key element of the new mission statement is the sustainable impact which the company says anchors a promise to travelers. Gebr. Heinemann has formulated its own Sustainable Development Goals for the ecological and social impact of the company's global activities, which it aims to achieve by 2030.

As part of this strategy, Gebr. Heinemann is the first Travel Retailer worldwide to develop a responsible shopping sustainable category concept. As a first step, a “future friendly” seal identifies products with sustainable packaging and materials in the shop.

This year, the company will add further sustainability features, as the company continues play a pioneering role in the industry.

CFO change: Kai Deneke takes over from Stephan Ernst

As of July 1, Stephan Ernst will hand over the position of Chief Financial Officer (CFO) on the Executive Board to Dr Kai Deneke. Kai Denke is currently Director Controlling at Gebr. Heinemann.

The CFO is responsible for Finance, IT, Procurement and Facility Management.

Reba Americas appoints former Lauder manager to sr. sales role and launches debut Billie Eilish fragrance from Parlux

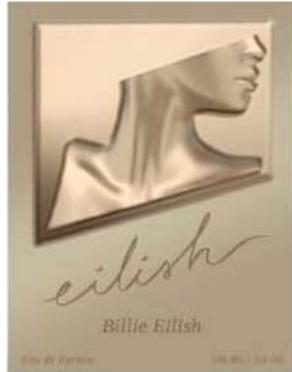
Miami-based fragrance distribution company Reba Americas has appointed respected industry specialist **Monica Martinez Cantos** as Area Sales Manager LATAM & Caribbean. Martinez Cantos brings a broad array of luxury brand experience to the new role, including eight years at the Estee Lauder Companies, most recently as Area Sales Manager for Mexico, the Caribbean, Central and South America, handling the La Mer, Bobbi Brown, Jo Malone, Tom Ford, Le Labo and Aveda brands in the travel retail channel.

Martinez Cantos was at the Summit of the Americas with Reba Americas founder, **Orlando Bajos**, where the full-service strategic distribution beauty company announced the launch of *eilish*, the debut fragrance from super-star singer and activist Billie Eilish.

Created in partnership with Parlux, the artist said that she was "intimately involved in every step of the process and had full creative control" of the fragrance. A warm Amber Gourmand, *eilish* features notes of sugared petals, accented by juicy mandarin and red berries, with a heart of soft spices, rich cocoa and creamy vanilla, and dry down of warm musks, tonka bean and sleek woods.



The new Pepe Jeans London fragrances for women and men are also launching from Reba Americas.



Eilish is vegan, cruelty-free, paraben-free and the carton is certified as responsibly sourced and created using renewable energy, says the company.

The bottle, gilded in amber bronze, is a sculpted chest, neck and collarbone, representing Eilish's body positivity activism.

The fragrance debuted in November direct-to-consumer at *BillieEilishFragrances.com*, and sold out within hours, said Bajos, who represents the brand in the Caribbean, Central and South America and travel retail.

The multi-award winning artist has more than 220 million social media followers and just became the youngest triple crowned winner in an award season, racking up an Oscar, Grammy and Golden Globe for her James Bond theme "No Time to Die."

Reba Americas represents a full range of prestige and mass-tige brands, many of which deliver high appeal to the local Caribbean markets, Bajos tells *TMI*.

Among other top sellers in the Reba Americas portfolio are the Pepe Jeans fragrances and a new line of fragrance and body products from Reebok. For more information, go to www.rebaamericas.com.

WB Canna Co. & Wellness signs distribution deal with Curaleaf to bring Select CBD and Curaleaf Hemp to the Caribbean, Latin America and Travel Retail

WB Canna Co. & Wellness, a wholly owned subsidiary of Miami-based WEBB Banks, has signed a distribution agreement with Curaleaf Holdings, Inc. for the Caribbean.

This agreement will bring Curaleaf's lineup of Select CBD and Curaleaf Hemp lines to customers in, and traveling throughout, the U.S. Virgin Islands, Puerto Rico, Aruba, Bermuda, Barbados, Cayman, Costa Rica, Guatemala, Jamaica, and Saint Maarten, as well as additional markets in Latin America, travel retail, and the cruise and diplomatic channel.

The distribution relationship combines Curaleaf's expertise in creating high-quality non-psychoactive hemp products with WB Canna Co.'s ability to navigate the legal and compliance needs across the fragmented geography of the Caribbean, bringing operating efficiencies that will drive further accessibility to Curaleaf's family of CBD products, say the companies in the official announcement.

WB Canna Co. & Wellness is one of the first companies in the region focused on distribution of top-quality CBD and wellness products.

"In the short time since launching WB Canna Co. and Wellness early last year, we've seen incredible interest and excitement for high-quality CBD and wellness products throughout the Caribbean and Latin America," said Phillip Jarrell, COO of WB Canna Co. & Wellness. "We're very proud to add Curaleaf to our growing portfolio and introduce their popular and innovative products to consumers across the region."

Note: CBD products that are derived from hemp contain less than 0.3% THC and have been legal at the federal level since the passing of the Farm Bill in 2018.

As a precaution, WB Canna recommends travelers research the CBD laws and regulations of their destination, as well as any countries or states they are traveling through en route to their destination. You should also thoroughly understand the products in your possession, and whether they contain any THC or are purely CBD. TSA rules apply.

The statements above have not been evaluated by the U.S. Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.

