World Tourism Organization
UNWTO

TRAVEL MARKETS Vol. 21- 15
INSIDER

UNWTO: 100% of global destinations now have COVID-19 travel restrictions

The World Tourism Organization (UNWTO) reported that the COVID-19 pandemic has prompted all destinations worldwide to introduce restrictions on travel, which represents the most severe restriction on international travel in history. No country has so far lifted restrictions introduced in response to the crisis.

Following up on previous research, the latest data from the United Nations specialized agency for tourism shows that 100% of destinations now have restrictions in place. Of these, 83% have had COVID-19-related restrictions in place already for four or more weeks and, as of April 20, so far no destination has lifted them.

UNWTO Secretary-General Zurab Pololikashvili said: “Tourism has shown its commitment to putting people first. Our sector can also lead the way in driving recovery. This research on global travel restrictions will help support the timely and responsible implementation of exit strategies, allowing destinations to ease or lift travel restrictions when it is safe to do so. This way, the social and economic benefits that tourism offers can return, providing a path to sustainable recovery for both individuals and whole countries.”

Tracking restrictions by time and severity

The UNWTO research presents a general overview and breaks down the type of travel restrictions that have been introduced by destinations in all of the global regions. The research also plots the evolution of these restrictions since January 30 – when the World Health Organization (WHO) declared COVID-19 a Public Health Emergency of International Concern. The latest analysis shows that, of 217 destinations worldwide:

*45% have totally or partially closed their borders for tourists - “Passengers are not allowed to enter”

*30% have suspended totally or partially international flights - “all flights are suspended”

*18% are banning the entry for passengers from specific countries of origin or passengers who have transited through specific destinations

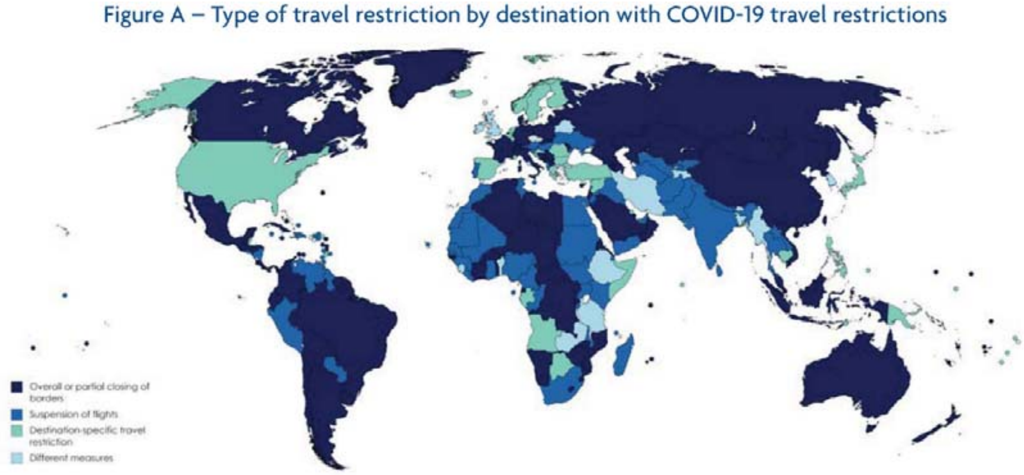
*7% are applying different measures, such as quarantine or self-isolation for 14 days and visa measures.

In an assessment issued on March 26, The UNWTO reported that international tourist arrivals could be down by 20% to 30% in 2020 when compared with 2019 figures.

This downfall translates into a decline in international tourism receipts (exports) of between US$300-450 billion, almost one third of the US$1.5 trillion generated in 2019. Taking into account past market trends, this would mean that between five and seven years’ worth of growth will be lost to COVID-19.

“International tourist arrivals could be down by 20% to 30% in 2020 when compared with 2019 figures.” *UNWTO*

Figure A – Type of travel restriction by destination with COVID-19 travel restrictions



Source: Data compiled by UNWTO as of 20 April 2020[1].

DFWC: Key WHO meetings on tobacco rescheduled to 2021

The World Health Organisation has announced the postponement of key meetings on illicit trade and tobacco control until November 2021.

DFWC, the Duty Free World Council, has expressed serious concern at proposals that will be discussed at these meetings, including the allegation that the duty free industry is a source of illicit trade. The WHO has said that its ultimate aim is to ban the sale of duty free tobacco products.

Sarah Branquinho, DFWC President, said: “The Duty Free World Council acknowledges the decision taken by the FCTC Secretariat to reschedule the next round of meetings until November 2021. It is right for the WHO to be focused on the very real threat of COVID-19.

“In the face of the COVID-19 outbreak the Duty Free industry’s contribution to the recovery and ongoing success of the travel sector is going to be critical. In the months ahead our sector will be central to helping to drive the revenues needed to fuel the biggest economic recovery effort the global aviation and maritime sectors have ever seen.

“In the short term, our industry’s operating conditions have changed, but our message has not – the Duty Free channel is a transparent, controlled and legitimate retail channel vital to the growth and success of airports and ports across the world. That is a message which will continue to be repeated across the world by our retailers, airport, airline and maritime partners.

“We remain clear in our view that any study run by the WHO under Article 13 of the Illicit Trade Protocol should only be carried out after adequate time is given for existing measures within the protocol to take place.

“While the next FCTC meetings will now take place in 2021, the Duty Free World Council will not be pulling back on its campaign to defend the Duty Free industry from unfair accusations and unwarranted attacks under the pretext of controlling illicit trade.

“We will continue to make our case across the world to help regulators understand both the economic value of our sector, and the integrity, security and transparency of our industry.”

TRAVEL MARKETS INSIDER

IATA March report: "Industry is in free fall and not yet hit bottom"

To no one's surprise, global passenger traffic dropped 52.9% in March compared to the year-ago period, according to the latest report from the International Air Transport Association (IATA).

This was the largest decline in recent history, reflecting the impact of government actions to slow the spread of COVID-19. In seasonally adjusted terms, global passenger volumes returned to levels last seen in 2006. March capacity (available seat kilometers or ASKs) fell by 36.2% and load factor plummeted 21.4 percentage points to 60.6%.

"March was a disastrous month for aviation... Worse, we know that the situation deteriorated even more in April and most signs point to a slow recovery," commented Alexandre de Juniac, IATA's Director General and CEO.

International Passenger Markets

March international passenger demand shrank 55.8% compared to March 2019, significantly worse than the 10.3% year-to-year decline in February.

All regions recorded double-digit percentage traffic declines. Capacity tumbled 42.8%, and load factor plunged 18.4 percentage points to 62.5%.

Asia-Pacific airlines led the declines, dropping 65.5% compared to the year-ago period-- more than double the 30.7% decline in February. Capacity fell 51.4% and load factor collapsed 23.4 percentage points to 57.1%.

European carriers. March air traffic fell 54.3% year-to-year. In February, traffic was virtually flat compared to February the prior year. Capacity dropped 42.9%, and load factor sank 16.8 percentage points to 67.6%, which was the highest among regions.

Middle Eastern airlines posted a 45.9% traffic decrease in March, reversing a 1.6% increase in February. Capacity slid 33.5%, and load factor dropped 13.7 percentage points to 59.9%.

North American carriers' traffic plunged 53.7% compared to March a year ago, dramatically worsened from a 2.9% drop in February compared to February 2019. Capacity fell 38.1%, and load factor sank by 21.1 percentage points to 62.8%.

Latin American airlines experienced a 45.9% drop in March air traffic, compared to March last year; in February traffic declined 0.2% year-to-year. Capacity fell 33.5% and load factor sagged 15.3 percentage points to 66.5%.

African airlines' traffic fell 42.8% in March, which was a huge deterioration from a 1.1% decline in February. Capacity dropped 32.9%, and load factor contracted 10.5 percentage points to 60.8%.

Domestic Passenger Markets

Demand for domestic travel shrank 47.8% in March compared to March 2019 with double-digit percentage declines in all markets. This compared to a 21.3% year-to-year decline in February. Capacity fell 24.5% and load factor plunged 26.0 percentage points to 58.1%.

Chinese airlines continued to see the steepest declines-- domestic demand fell 65.5% in March compared to March 2019. This, however, was an improvement over the 85% year-to-year decline in February as the country began to re-open domestic air travel.

Japan's airlines saw a 55.8% year-over-year decline in domestic RPKs, despite not implementing any widespread lockdown.

Hudson pulls out of F&B deal with OHM

Hudson Group has terminated its previously announced acquisition to buy a majority stake in the assets of US-based food and beverage (F&B) concessions operator OHM Concessions Group.

Hudson originally agreed to buy a majority stake in the assets on October 31, 2019 for an unannounced sum. The acquisition would have added approximately 60 additional food & beverage units to the 50 then operated by Hudson and expand its North American footprint.

The deal was expected to become final during the fourth quarter of 2019 or the first quarter of 2020.

Dufry-owned Hudson said it exercised its right to terminate its agreement with OHM as a result of the closing not having occurred prior to the end date provided for in the agreement.

Hudson and OHM will continue to explore other possible transactions, but there is no guarantee any agreement will take place.

There is also no certainty that any future deals will be consummated.

Rodger Fordyce, chief executive of Hudson, said: "While our acquisition of OHM is not moving forward at this time, our strategy remains intact to become the all-encompassing travel partner and grow our four key pillars: travel convenience, specialty retail, duty free, and food and beverage.

"Expanding in food and beverage is one of our top priorities. Our team will continue to grow this business organically, as well as pursuing acquisition opportunities in 2020 and beyond," he said.

ASUTIL briefing features relief efforts and importance of positivity

South American Duty Free Association ASUTIL reiterated four measures it is focusing on in its joint petition with Airports Council International - Latin America (ACI LAC), which calls on regional governments for aid as a result of the coronavirus crisis.

The Association held an online briefing earlier this week attended by media, the ASUTIL Board and suppliers, to outline actions it is taking to help the travel retail industry survive until any recovery begins.

A highlight of the briefing was a guest appearance by cardiologist Dr. Roberto Canessa, one of the survivors of the Uruguayan plane crash in the Andes Mountains in 1972, which became a best-selling book and film. Canessa, who has spoken at two previous ASUTIL conferences, stressed the need for a positive attitude during this crisis and shared his experiences sourcing ventilators for his country in the face of the COVID-19 pandemic.

In regards to business, ASUTIL Secretary-General José Luis Donagaray said that in Latin America only airports in Brazil, Mexico and Chile were open, but their traffic is down by -90%.

Recovery might not be until the first or second quarter of 2021, said ASUTIL President Gustavo Fagundes, citing a study from MacKenzie.

As reported in *TMI 21-12*, the joint ACI-LAC & ASUTIL statement petitioning government aid for airport stakeholders included requests to waive or defer concession fees for airport companies, financial support for airports and their service providers to address liquidity risks and deferment/ suspension of various tax payments.

Fagundes stressed that the industry needs to take a broader view than just travel retail. "This is a wider industry issue…" he said, adding that they need to make governments understand that travel is suffering more than other sectors and will take longer to recover.

The issues ASUTIL are stressing include concession fees that the Association says should not be charged when air traffic is so impacted and airports are nearly closed; and protecting employees, including providing government labor packages and flexibility: "We need to save as many jobs as possible," stressed Fagundes.

The final two measures address liquidity, such as deferral of federal taxes and financial assistance for operators and suppliers. ACI-LAC and ASUTIL are petitioning governments on a country by country basis with these issues.

Gustavo Fagundes

Dr. Roberto Canessa speaking at the ASUTIL Conference in 2016.

ASUTIL is also exploring with Customs authorities a number of ways in which e-commerce (such as pre-ordering and home delivery for people planning to fly) might be arranged.

"Customs can control to whom we sell and confirm who is traveling. We still will be able to follow all quotas and restrictions," said Fagundes, who believes that the online channel is critical to help the industry to recover.

Donagaray confirmed that ASUTIL is still planning to hold the border store conference, tentatively scheduled for Nov. 5-6. The conference will most likely take place in Puerto Iguazu, Argentina, he said.

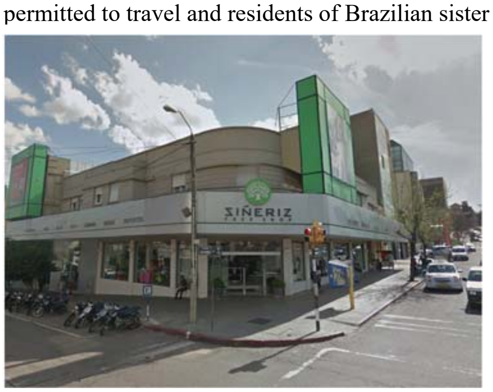
Soft reopening for Siñeriz

Siñeriz, the largest duty free retailer in the Uruguayan border town of Rivera, has reopened its downtown store in the town, located 500km north of Montevideo. Along with other stores on the border, Siñeriz closed when the Uruguayan government announced a lockdown and a temporary border closure at the end of March.

After talks with local authorities in Rivera and in neighboring Brazilian town Santana do Livramento, the company decided to open its 4,000sqm store in Avenida Sarandi in the center of the town. At the moment, the company's 10,000sqm megastore will remain closed, until further notice.

Social distancing rules will be applied at all times in the downtown outlet and the store will be open for a limited number of hours with only a limited number of shoppers allowed to enter at one time. The new restrictions will allow the owners and authorities to assess the situation.

Traffic on the Uruguay – Brazil border is limited at the moment. Lorries carrying merchandise between Uruguay and Brazil are still operating. Citizens of Mercosur countries traveling to their homes are permitted to travel and residents of Brazilian sister town Santana do Livramento are permitted to cross over into Rivera.



John Gallagher

ACI and IATA jointly call for urgent financial assistance to protect aviation jobs and ops

Airports Council International (ACI) World and the International Air Transport Association (IATA) have come together to call for governments to urgently grant financial relief to assist airport operators and airlines during the COVID-19 crisis.

The joint statement says that the industry is united with governments around the world in efforts to stop the spread of the virus. While facing massive government imposed travel restrictions, the industry is doing all it can to maintain vital air cargo operations, and include medical shipments critical to fighting COVID-19.

The economic impact of these measures on all involved in the global air transport industry has been severe, they say, and millions of jobs are at risk.

The aviation industry supports 65.5 million jobs around the world, including 10.5 million people employed at airports and by airlines, and supports $2.7 trillion in world economic activity.

ACI and IATA are calling for urgent balanced support to the industry via: taxation relief, including alleviation of payroll taxes, corporate taxes, concession fees or other government incomes from the industry; and loans, loan guarantees or direct support to maintain financial liquidity across the aviation ecosystem.

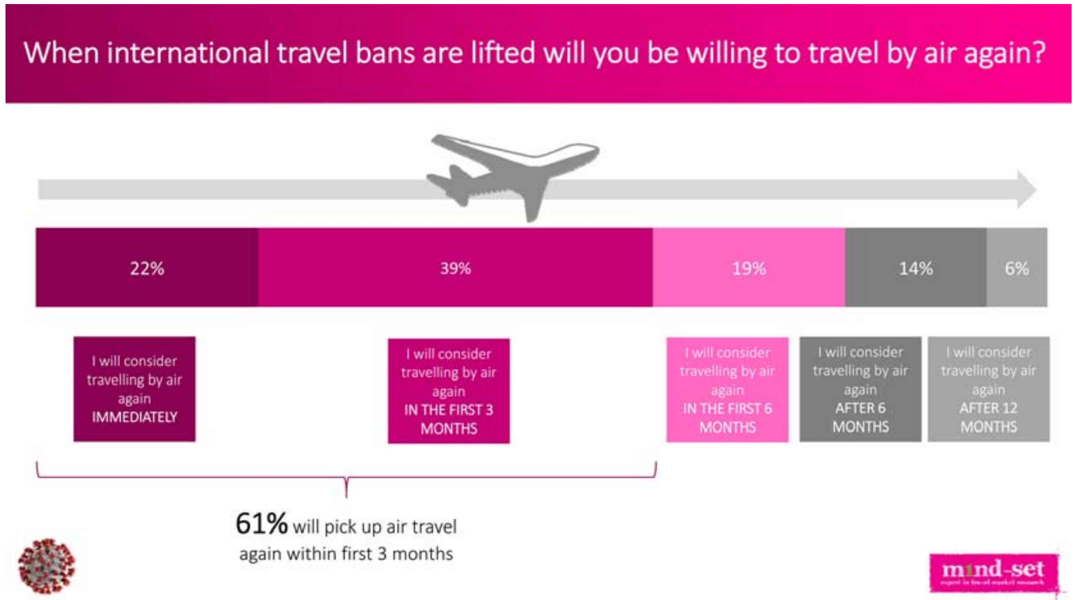
"The financial impact of the current crisis is unlike anything we have ever seen and requires urgent action by governments to assist the aviation industry to protect jobs, ensure essential operations, and plan for recovery," ACI World Director General Angela Gittens said.

m1nd-set expert in travel market research

RESEARCH

TRAVEL MARKETS INSIDER

m1nd-set special COVID-19 report reveals long-road to post-restrictions travel/shopping



Only 20% of international travelers will travel again immediately after travel restrictions have been lifted, but this number soars to over 60% of international travelers who say they will take an international flight again within the first 3 months of an end to travel restrictions, according to a special COVID-19 report by Swiss research agency m1nd-set.

The report, based on research undertaken during the first half of April among 1500 consumers from m1nd-set's database of international travelers, was designed to find out how passengers have been affected by COVID-19 and when they expect to travel again after travel restrictions have been lifted.

The research also reveals how travelers will change their behavior with regards to duty free shopping and for those who say they will enter the shops, how the coronavirus pandemic will affect their interaction with staff, how touching, testing and tasting products in the shops will differ, what changes they may make to the category mix they purchase and spend levels among other aspects.

According to the report, just less than one fifth say they will travel again within the first six months, 14% after six months and 6% after 12 months.

Travel uptake will inevitably take time, says m1nd-set. A third of travelers say they would either travel less or not at all for business in the six months after travel bans are lifted. The main reasons for this, according to the consumer panel, are budget cuts within companies and fewer international trips being required due to the economic slowdown. The number of online meetings will also increase hence requiring less physical presence and international flights. One in five travelers fear a lack of flight connections will prevent them from reaching their destinations as easily as before and a similar percentage expressed concern about flight cancellations and disruptions.

Long road to recovery for duty free

40% of travelers interviewed by m1nd-set say they will visit the airport shops when at the airport. Around 60% say they will not visit the shops again, a quarter of these because of the Coronavirus while the other 75% say they would not visit the shops, but not because of the virus. The report reveals which categories will be most impacted by the drop in footfall due to the virus, namely Perfumes, Alcohol and Skincare. Just over half however – 52% of shop visitors – say they would not purchase at all.

A significant majority of passengers (62%) say they will avoid interaction with sales staff when in the shops and over half will avoid touching or tasting products. The report also reveals which types of shop and comercial outlets travelers will be more inclined to visit or avoid, as well as how they will spend their time while in the airport and their behavioral changes when on board the flight.

m1nd-set owner and CEO Dr. Peter Mohn commented:

"Although we see from the research that online duty free services are not top-of-mind among travelers today, retailers and other airport commercial partners will need to review their digital strategy and redouble efforts to offer a more robust omni-channel presence. This will be necessary both to retain loyal shoppers as well as to convert non-shopper travelers.

"Stakeholders will need to study more proactively how they can exploit the popularity of travel retail exclusives and other duty free special offers. This will be particularly important to convert travelers who are reluctant to enter the shops so they are either reassured by the safe environment within the shop or so they can learn how they are able to shop remotely and pick up either at the gate, or on their return trip in the arrival hall," said Mohn.

As Mohn goes on to explain, while the road to recovery will be long, there are ways in which airports, airlines, cruise and ferry companies and their commercial partners can kick start a more rapid revival.

"A focus on safety and well-being of passengers and staff will be essential in the post COVID-19 recovery period. Stores will need to be increasingly digitalized with contact-less payments, including both tap-and-go credit cards and mobile phone payments. Cash payments will be perceived by many as a health risk. We see that sustainable goods and health and well-being products and services are likely to be more sought after when travel retail shopping resumes. The health and safety of all parties must be the number one consideration in these deliberations if travel retail sales are to recover.

"All stakeholders need to be studying their own passenger profiles and shopper segments to understand what their preferences and behavior will be in this new normal, so the rules of retail can be rewritten with greater knowledge and authority," Mohn concluded.

This initial COVID-19 report is the first in a series m1nd-set will be conducting in the coming weeks to provide clients and partners with up-to-date insights on how attitudes towards traveling and shopping at airports will evolve in the foreseeable future. m1nd-set is inviting interested parties to participate in the next survey with their own specific questions.

Details can be requested at info@m1nd-set.com.

TRAVEL MARKETS INSIDER

COVID-19 Initiatives

ELC cuts executive salaries; donates millions in funds and products

The Estée Lauder Companies Inc. last week announced a number of initiatives it is undertaking in response to COVID-19 to support its employees, consumers, stockholders and communities. These include actions to optimize its cost structure, in light of ongoing temporary store closures in many regions, and enhancing liquidity.

Enhancing financial flexibility and liquidity

As the Company prioritizes areas of growth and cash generation among its geographic regions, product categories, brands, and channels of distribution, it has also announced significant executive salary cuts, ranging from a 50% reduction for Executive Chairman William P. Lauder and President & Chief Executive Officer Fabrizio Freda; 30% reduction for the Executive Leadership Team, and cuts from 20%-10% for other management. The reduced salaries are to run from May 1, 2020 through Oct. 31, 2020.

Leonard and Ronald Lauder will forgo nearly 100% of their salaries through November 2020.

The Company says that regional decisions are being made for point-of-sale and field employees in locations where retail operations are closed or experiencing slow recovery, which will include unpaid temporary leaves of absence that allow employees to maintain healthcare benefits and access to COVID-19 support where permissible.

Among other actions, the Company has also borrowed the full amount under its $1.5b revolving credit facility and suspended the next quarterly cash dividend on its Class A and Class B Common Stock, which would have been paid in June 2020.

Focus on employee safety and philanthropy

Fabrizio Freda, President and Chief Executive Officer, comments: "As COVID-19 has expanded globally in recent weeks, we remain first and foremost focused on the health and well-being of our employees, beauty advisors and consumers. As a company, we are continuing to find meaningful ways to lend our support as the world fights this health crisis."

The Company, its brands and its foundations have made numerous donations and commitments, including a $2 million grant awarded to Doctors Without Borders, a grant to support the establishment of The NYC COVID-19 Response & Impact Fund (new $75 million fund, jointly formed through contributions from multiple philanthropic partners), and over $800,000 awarded to relief efforts in China.

The Estée Lauder brand is donating two million surgical masks for front-line workers in New York. Clinique is donating 50,000 skin care products as a thank you to the doctors and nurses in New York City's hospitals. M·A·C Cosmetics' VIVA GLAM Fund will be allocating $10 million to 250 local organizations all over the world that are providing essential needs and services to people at higher risk during the COVID-19 pandemic.

The Estée Lauder Companies is also contributing to the broader COVID-19 relief efforts by producing hand sanitizer in its U.S., UK and Belgium manufacturing facilities for high-need groups and populations, including frontline medical staff.

Duty Free Dynamics and Samsonite expand TR partnership beyond core products

Duty Free Dynamics (DFD) has expanded its partnership agreement with Samsonite luggage.

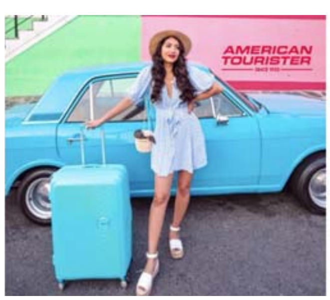
Initially only focused on Samsonite's core category – luggage—DFD has now expanded to the brand's complete product lineup…from bags, backpacks and briefcases to attractive and practical travel accessories such as neck pillows, luggage scales and packing sets, just to name a few.

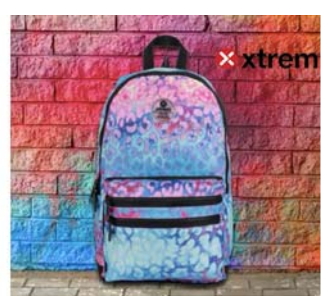
This expansion also extends the relationship to other brands in the Samsonite Group: American Tourister, featuring stylish hardside and softside designs and Xtrem, featuring urban, school and work styled backpacks, handbags and accessories.

"This expansion will combine DFD's reach and expertise with Samsonite's exceptional line of travel products, formula of success in the travel retail channel of the Americas," said the official DFS announcement. "This also reflects DFD's ongoing strategy to develop global brands, while adding value through an innovative business approach within this environment."

Samonsite is one of the leading luggage manufacturer's in the world and Duty Free Dynamics is a major regional distributor of lifestyle brands.

For more information, please visit https://www.dutyfreedynamics.com or contact alejo.armentia@dutyfreedynamics.com, jason.restrepo@dutyfreedynamics.com





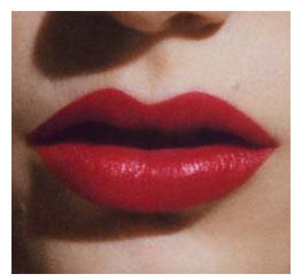
Burberry names Fran Summers as new face of Burberry Beauty

Coty has named Fran Summers as the new fragrance and make-up face for the Burberry brand.

The British model has a long-standing relationship with Burberry and has walked in every runway show since Chief Creative Officer Riccardo Tisci's inaugural collection for the house.

She has also appeared in the brand's campaigns for Spring/Summer 2019, Autumn/Winter 2019 pre-collection, Autumn/Winter 2019 and most recently Festive 2019.

Fran Summers will appear as the face of upcoming Burberry Beauty campaigns from Autumn 2020.



TRAVEL MARKETS INSIDER

SUPPLY SIDE NEWS

Safilo launches global #united4eyecare initiative

Safilo has launched a global corporate initiative called #united4eyecare, that embraces all the actions taken by the company in response to the COVID-19 epidemic. The programs cover the countries where the Group operates, with particular attention to those most affected by the virus, such as Italy, Spain, and the United States.

The initiative's focus is to protect the eyes, which has been always core in all of Safilo's activities.

In Italy, **Safilo** has repurposed a portion of its manufacturing to produce safety glasses and facial shields to be supplied to Italian hospitals in critical need. This program is supported by Safilo's core brand **Carrera**.

In Spain, **Polaroid** is donating 5,000 medical protection masks to 19 hospitals in Madrid, Barcelona, Toledo and Valencia. The 5,000 units will be distributed among Intensive Care Units, ENT professionals, doctors, nurses and other medical workers on the frontlines struggling with PPE shortages, as they should be the first to be equipped and protected from infection.

In the U.S., **Smith** has joined *Goggles for Docs*, a movement to support local and national personal protective equipment (PPE) shortages across the U.S. Smith is providing new and used ski goggles to healthcare workers who currently have no eyewear protection while treating Covid-19 patients.

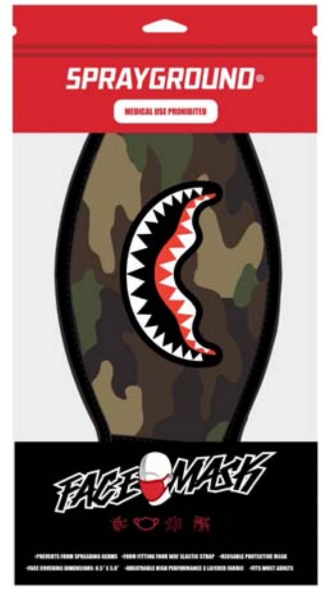
Smith is also supporting mountain bike manufacturer Yeti Cycles as it shifts focus to produce face shields for health care professionals. Smith donated 4,000 yards of goggle strap material to help produce 10,000 face shields.

Also in the U.S., **Blenders Eyewear** has repurposed a portion of its manufacturing to make safety goggles for health workers, and donated 10,000 goggles to hospitals in San Diego and Los Angeles.

It is also partnering with international humanitarian aid organization Direct Relief, to provide an additional 20,000 pairs of goggles to high-need regions in the U.S. such as New York City. In addition, 5 percent of all Blenders' sales throughout the month of April will go to Direct Relief.

In all its offices, distribution centers and production sites, Safilo has adopted all necessary measures to protect staff health and business continuity, including preventive measures related to hygiene, safety distance, personal protective equipment, and remote working solutions for office staff, and is actively working for the continuity of supply chain operations.

#UNITED4EYECARE



Fashion brand Sprayground is developing a collection of face masks that will be available to ship on May 25, 2020 and will retail for $20.00. Available in fifteen different designs, these high quality masks are 3 layers and washable: polyester on the outside, cotton on the inside, and spandex around the ears.

Contact Ellyn Porpora, ellyn@brandstrategyusa.com for information.

International - first steps to recovery

Rodenstock plays its part as China's travel retail market looks to rebuild

Global eyewear specialist Rodenstock is supporting the efforts of China Duty Free Group to revive the travel retail industry in China through e-commerce.

As domestic travel in China begins once more, China Duty Free Group is using online and e-commerce sales to bring shoppers back into the market.

Rodenstock has a long history of collaboration with China Duty Free Group and its Porsche Design brand is already available on the CDFG's Haitang Duty Free Shopping online store. Items that are purchased can be paid for online and are then picked up at the airport.

Petra Eckhardt-Koestler, Rodenstock's Director Global Retail Eyewear, said: "The travel retail market needs support from all of us right now and we are delighted to be working with our esteemed partners at China Duty Free Group to support their efforts bringing duty free shopping back to Chinese consumers.

"Our Porsche Design line has been enjoying great success and more and more shoppers and retailers are recognizing the value of sunglasses within the market. With its popularity and position in the market we are thrilled to be doing what we can to help with the recovery alongside CDFG."

Luxottica Group renews license agreements with Versace and Dolce&Gabbana

Luxottica Group has announced the early renewal of two of its prestigious luxury license agreements: a ten-year renewal with Versace and a ten-year renewal for the Dolce&Gabbana brand.

The new Versace agreement, which began in 2003, is effective starting April 1, 2020 and is scheduled to expire on December 31, 2029.

"Together we continue to create unique collections that express the wonder of Versace's style through eyewear around the world," commented Francesco Milleri, CEO of Luxottica.

The Dolce&Gabbana extension is effective starting January 1, 2020 and is scheduled to expire on December 31, 2029.

"We look forward to continuing to shape the idea of luxury eyewear together in the decade ahead as we did in the last 15 years," commented Leonardo Del Vecchio, Executive Chairman of Luxottica, commenting on the Dolce& Gabbana agreement.