

Dufry to increase its presence at Mexico City Airport with 3 new stores in Terminal 2

Dufry is expanding its presence in Mexico City Airport.

The travel retailer has signed a contract with Aeropuerto Internacional de la Ciudad de México (AICM) to operate three new duty free shops covering 1,400 sq meters of space in Terminal 2 at Benito Juárez International Airport (Mexico City International Airport).



With the new contract, Dufry will manage a total retail space of almost 7,400 sq meters, reinforcing its presence in Mexico.

The new shops will include a 1,140 sqm main duty free shop in the departure area, a 230 sqm Last Minute shop, offering best sellers, and a 35 sqm Express shop, focused on Perfumes.

Dufry has been operating in Mexico City International Airport since 1995, in Terminals 1 and 2. In Terminal 1, Dufry operates 17 duty free and duty-paid shops, including the general travel retail, specialized and Last Minute concepts among others, and 4 Hudson shops across more than 5,300 sq meters in total.

In Terminal 2, before the new contract, Dufry operated three duty free shops, in arrivals and departures and 2 Hudson shops covering a retail space of almost 650 sqm.

Terminal 2 has been operational ever since 2007 and receives all flights of Mexico's largest airline, AeroMexico.

Including the new agreement, Dufry's

total retail space across the airport will increase from about 6,000 sqm to almost 7,400 sqm comprising 29 shops.

All of the Dufry shops at Mexico City International Airport offer the RED by Dufry loyalty program, as well as Reserve & Collect pre-order service in which passengers can collect their purchases at the airport.

Mexico City Airport is the busiest airport in Latin America and Mexico's main international and domestic air gateway. In 2018, the airport handled 48 million passengers, 7% more than the year before; 17 million of the total were international passengers.

Dufry's CEO of Central and South America, René Riedi comments: "This new contract with AICM marks Dufry's further consolidation in the Mexican market, in which the Group has been operating for 24 years with a strong presence in 12 airports. We look forward to maintaining and building on our long-term successful partnership with AICM, supporting further collaboration and future achievements for both parties."



IN MEMORIAM : Concessions International Vice President Charles "CJ" Johnson

Concessions International (CI) announces that Charles "CJ" Johnson, vice president of corporate relations for CI passed away on Friday, October 18.

Johnson spent 34 years with the company, starting in 1985 overseeing CI's concessions program at Los Angeles International Airport, where he was director of food and beverage. During his career with CI he was promoted up the ranks and was most recently responsible for external communications for CI. This included community relations and all social responsibility outreach.

"CJ recently celebrated his 34th anniversary with Concessions International and was much more than a loyal employee," said Donata Russel Ross, CEO of CI. "He was a dear friend, and a loving 'brother from another mother' to all who worked with him. He impacted our lives greatly and we, like you, will miss him dearly. He was one-of-a-kind and will never be replaced or forgotten."

Johnson, a devoted member of the industry, was a former board member of the Georgia Hospitality & Travel Association, the Airport Minority Advisory Council (AMAC), and the Georgia Restaurant Association. He worked with the Westchester Chamber of Commerce, the Board of the Westchester YMCA and Kiwanis. He also guest lectured students at several universities about the hospitality industry and was a speaker and panelist at the National Restaurant Association's "Salute to Excellence" Conference.

He leaves behind a son, Justin C. Johnson of Austin, TX. In lieu of flowers, his son has asked those who want to show support to kindly consider making a donation in his father's name to [First Tee of Metro Atlanta](#) in memory of Charles "CJ" Johnson, as golf was his father's favorite pastime.

Atlanta-based Concessions International, LLC, founded in 1979, is a dynamic food and beverage concessionaire with operations in eight airports.


Tea Forte
 The Exceptional Tea Experience



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GAP takes over ops of Jamaica's Kingston Airport; prepares to invest \$60M in makeover

Jamaica's Norman Manley International Airport in Kingston will undergo a \$60 million makeover from Mexico's Grupo Aeroportuario del Pacífico (GAP), which took over operations of the airport on Oct. 11.

The company now operates both Norman Manley and Jamaica's Sangster International Airport in Montego Bay, as part of its 14-airport portfolio.

GAP, which operates 12 airports throughout Mexico's Pacific region, including the major cities of Guadalajara and Tijuana, acquired 100% of Desarrollo de Concesiones Aeroportuarias, S.L., in April 2015.

This company owned a majority stake in MJB Airports Limited, the company operating Sangster International.

GAP entered into a 25-year concession agreement for the operation of the Norman Manley International Airport in Kingston, Jamaica in October 2018, and following a 12-month transition period, took control of the operations this month.

The \$60 million will cover an extension and modernization project at the airport, set to take place over the next 36 months. Additionally, GAP will pay authorities a concession fee of 62% over total aeronautical and commercial revenues; these concepts, as well as operating expenses, are included in the determination of passenger fees.

Last year, Kingston Airport handled 1.7 million passengers, an 8.4% increase over the previous year.

According to *Caribbean Journal*, the airport makeover comes as Jamaica is undergoing record tourist arrivals, including in Kingston, which has been seeing a wave of hotel investment in the last several years.

Kingston is also benefitting from an increase in new airlift from airlines like Delta, which launched daily flights from New York to Kingston last year, and regional carrier Caribbean Airlines, which is adding two new routes from Kingston this winter.



SSP opens its first food and beverage units in Brazil

SSP Group, in a partnership with Duty Free Americas, has opened its first outlets at Brazil's two main international airports, Rio de Janeiro Tom Jobim International Airport (RIOgaleão) and São Paulo International Airport (GRU Airport).

The new units are the first to open under a joint venture partnership between SSP and DFA, following the win of contracts worth circa £70 million running over nine years.

SSP opened the first Upper Crust in Brazil at RIOgaleão. The unit boasts 120 sqm of space with a spacious seating area providing views across the airport. The menu includes Upper Crust's traditional offerings as well as selections inspired by Brazilian specialties.

Other offerings in Rio include a Barzetti in the airside domestic food court with pizza and pasta dishes; and Mi Casa Burritos (Mexican) and Monty's Dogs & Cones (hot dogs and ice cream) in the landside food court.

A new unit from artisan coffee specialist Ritazza has also opened in the international departures area, while SSP's contemporary dining concept Factory Bar & Kitchen will open soon.

At São Paulo, SSP has opened the airport's first Mexican concept, a 100 sqm Mi Casa Burritos, plus landside, an Upper Crust outlet and a new Ritazza unit.

SSP expanded its landside F&B offer at São Paulo with the recent opening of three new units: Camden food co., Factory Bar & Kitchen and a new outlet for

Monty's Dogs and Cones.

SSP will continue to develop its operations at Rio de Janeiro Tom Jobim International Airport and São Paulo International Airport in the coming months, and will shortly open new Jamie's Deli restaurants at both airports. This will take the global partnership between SSP and Jamie Oliver Restaurants to 18 outlets.

Rossana Spina, General Manager at SSP Brazil, said; "We're incredibly proud and excited to be introducing some of SSP's own brands to South America for the first time at two of Brazil's busiest airports.

"These concepts have proven extremely popular with travelers across the world. I'm certain that passengers in Brazil will be equally as impressed with these much-loved brands."

InterBaires/Dufry win Rosario tender

Buenos Aires-based InterBaires, a fully owned subsidiary of Dufry, has won the tender to redesign, operate and manage the duty free stores at Rosario International Airport in Argentina.

Rosario Airport, situated just over 300 km north of Buenos Aires, is one of the few airports in Argentina that is not operated by Aeropuertos Argentina 2000 (AA2000). Traffic has grown over the last few years and the tender attracted the interest of several potential concessionaires, including Duty Free Americas and London Supply. Incumbent operator Neutral did not submit a bid to renew the tender.

The airport authority, controlled by the Santa Fe Province regional government, announced that InterBaires / Dufry would take over the concession for a three-year period with an option for an additional year. Contracts were signed last Thursday, October 17, and renovation work is expected to begin shortly to convert the current stores into walk-through stores.

A spokesman for the airport said that they expected the new stores to be operational within 45 days. Both the new departures and arrivals stores will each measure just over 70 sqm. The airport authority is also completing a total renovation to the food & beverage offer in the terminal and the objective is to complete all renovations prior to the southern hemisphere summer season.

In 2018, 865k travelers used the airport, an increase of 18.3% on the previous 12 months (513k international, +17%, and 352k domestic, +20%).

John Gallagher



News Round-up from around the region

Brazil approves pension reform

In what the government and economists say is the single most crucial measure to put Brazil's public finances on a more stable footing, boost investor and business confidence, and inject life into the sluggish economy, Brazil's Senate on Tuesday gave final approval to a landmark reform of the country's social security system. The text was approved by a vote of 60-19.

Earlier in the day the Senate Constitutional and Legal Affairs Committee approved the text of a pension reform bill, while Brazilian markets rallied and stocks hit an all-time high as the government's key policy this year to revive flagging economic growth was achieved, reports South American news agency *Mercopress*.

Pension reform has dogged successive governments over the past 20-30 years, during which time the social security deficit has steadily risen. The bill aims to save the Treasury around 800 billion reais (US\$195 billion) over the next decade via a range of measures, including raising the minimum retirement age and increasing workers' pension contributions.

The most meaningful change sets a minimum retirement age of 65 for men and 62 for women. That's up from averages of 56 and 53, according to the Organization for Economic Co-operation and Development. The overhaul takes aim at a swelling deficit in Brazil's pension system, which a research firm says accounts for some 40% of total federal spending.

Source: *Mercopress*

CTO to close two offices

The Caribbean Tourism Organization (CTO) issued a statement on Oct. 15 that it will be closing its New York office by December 31, 2019 and closing its office in the UK by January 31, 2020.

The organization will also undertake a comprehensive audit of its Barbados office.

This restructuring is expected to significantly reduce the operational

expenditures of CTO, giving it more capacity to undertake its key functions of regional marketing, statistics and research, and product development, said the announcement.

"This is a necessary process to ensure tourism plays its most vital role as a means to bring about opportunity and prosperity for the people of the Caribbean," it said.

RCL predicts 50% growth in Caribbean

Royal Caribbean International is predicting that its Caribbean cruise tourism business will grow by 50% by 2030, with overall economic benefit of cruise reaching \$6 billion.

President and chief executive officer, Michael Bayley, told a recent CTO outlook forum that with the region continuing to grow in popularity among cruisers – eight of the top 10 cruise destinations worldwide are in the Caribbean – now is the time to prepare for further increases in cruise passenger numbers. He noted the success of the cruise line's recent US\$250 million private island destination experience in the Bahamas, known as Perfect Day at CocoCay, as an example of collaboration that benefits both the destination and the cruise line.

The former Little Stirrup Cay is now a privately owned island destination by Royal Caribbean, offering attractions such as the tallest water slide in the region and the largest freshwater pool in the Bahamas.

Carnival, RCL to build new cruise port in St. Lucia

Royal Caribbean Cruises and Carnival Corporation have signed a memorandum of understanding with the government of Saint Lucia to construct and operate a new cruise port in St Lucia.

They signed a MoU with St Lucia for a new cruise port in Vieux Fort on the southern tip of Saint Lucia, which will be able to handle the largest cruise ships.

The two cruise companies will also work together to manage St

Lucia's existing cruise pier and terminal in Castries.

In a statement, Saint Lucia Prime Minister Allen Chastanet called the move "historic."

"Saint Lucia has had record breaking cruise arrivals over the past few years and we thank our partners Carnival Corporation and Royal Caribbean for their continued confidence in our amazing destination," said Chastanet.

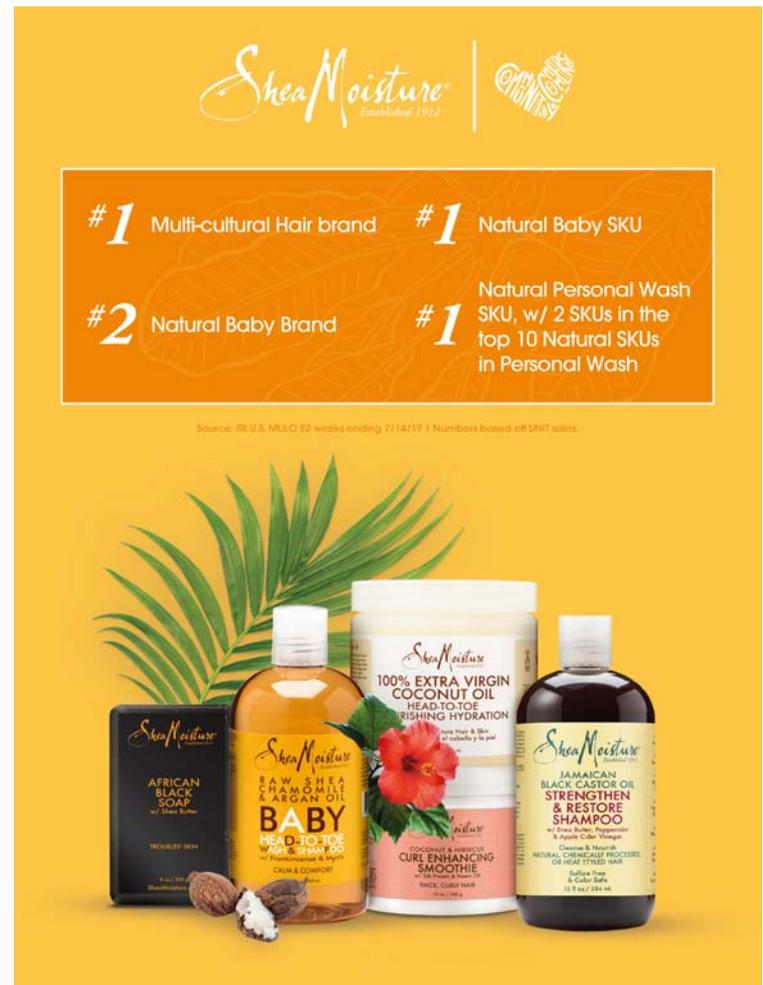
"... This signing is historic, as this project will have a major impact on the sustainability of the cruise sector and the reach of cruise tourism to the south of the island," he said.

Tourist deaths in DR due to natural causes

The US State Department Consular Affairs Office reports that the FBI determined post-mortem toxicology test results following the deaths of eleven tourists in the Dominican Republic this year were consistent with natural causes, and not tainted alcohol, as had been widely reported.

Dominican Republic authorities attributed a 100,000 drop in visitor numbers through September to the negative media headlines surrounding the 'mysterious' deaths.

Both US state department officials and the D.R. tourism ministry had previously said the number of US tourist deaths in 2019 was generally in line with previous years.



Source: IR U.S. NPD 52 weeks ending 7/14/19 | Numbers based on UNIT sales.

The Balvenie adds three GTR exclusive whiskies to its Stories range

William Grant & Sons has added three GTR exclusive whiskies to The Balvenie Stories collection, a range of single malts the company says represents tales of character, endeavor and craft, created at The Balvenie Distillery in Dufftown, Scotland.

The Balvenie Stories collection, which launched in 15 markets in May this year, previously consisted of three expressions, each of which “told its own tale in liquid form and gave a nod to the protagonists and unexpected twists that led to its development.”

The three Global Travel Retail expressions of The Balvenie Stories, The Creation of a Classic, The Week of Peat and The Second Red Rose, continue to celebrate the human stories of The Balvenie distillery.

The Creation of a Classic – No Age Statement – 43% ABV, celebrates the story of The Balvenie Malt Master David Stewart MBE – the longest serving malt master in the industry, who pioneered the first cask-finished whisky.

The Week of Peat – Aged 17 Years – 49.4% ABV, tells the tale of how Malt Master David Stewart MBE and former Distillery Manager Ian Millar used a week’s gap in the distillery’s production schedule to experiment with the addition of peat to the barley drying process.

The Second Red Rose - Aged 21 Years – is inspired by the story of Mary Douglas who lived in the nearby Balvenie Castle and paid rent to King James II in the form of a single, red rose each year.

Commenting on the release of The Balvenie Stories in Global Travel Retail, The Balvenie Malt Master David Stewart MBE says:



The Balvenie Malt Master David Stewart MBE unveiling the three Global Travel Retail expressions of The Balvenie Stories in Cannes.

“The Balvenie Distillery is built on stories. It’s what sets us apart and makes our whisky what it is. Each expression in the Stories range has a distinct narrative as to how it came to be, and each whisky tells its unique tale in liquid form through first-hand recollections of the many characters involved.”

The notion of storytelling informs the design of The Balvenie Stories Global Travel Retail packaging too, with each tale represented visually on the whisky’s tube and label in bespoke illustrations from British artist and printmaker Andy Lovell. Lovell’s work draws its inspiration directly from the distillery, where he spent time listening to the stories first-hand.

The three new whiskies in The Balvenie Stories collection will launch exclusively in Global Travel Retail in June 2020 at the following prices; The Creation of a Classic (£57), The Week of Peat (£115) and The Second Red Rose (£235).



MONARQ Group to distribute Gruppo Montenegro brands

Italian spirits and food manufacturer Gruppo Montenegro and MONARQ Group have announced that beginning October 2019 MONARQ will be the exclusive Latin American and Caribbean domestic and duty free plus USA Duty Free distributor for Gruppo Montenegro and its portfolio of Italian spirits, including Amaro Montenegro, Select Aperitivo and Vecchia Romagna Brandy. Robert de Monchy, founder and CEO of MONARQ Group, said: “As a brand building company that prides itself on identifying consumer needs and market opportunities, we are thrilled to partner with Gruppo Montenegro to grow their iconic portfolio of

Italian spirits in Latin America, the Caribbean and USA Duty Free.”

Robert Cullins, Regional Director – Americas, Gruppo Montenegro, added: “We appreciate MONARQ’s commitment to compete in the luxury spirits business. As two companies that are committed to long term, sustainable growth, we are excited to partner and look forward to unleashing the full potential of our portfolio in Latin America.”

MONARQ Group’s robust spirits portfolio includes Jack Daniel’s, Woodford Reserve, Herradura Tequila, St Germain, Santa Teresa Rum, Opikr Gin, Licor 43, Bols and Gosling’s Rum, among others.



WHSmith acquires Marshall Retail Group to accelerate its entry into US airport channel

WH Smith last week announced the \$400m acquisition of Marshall Retail Group, a US retailer that operates in airports and tourist locations. The acquisition is funded by debt and an equity placing, and follows on from last year’s \$198m purchase of InMotion which operates digital accessories stores in US airports.

The transaction presents a “compelling opportunity to accelerate the growth of WH Smith’s International Travel business in the \$3.2 billion US airport travel retail market,” said the company statement.

MRG currently operates 170 stores in North America, with 59 of these inside airports, and generates the majority of its revenue through the sale of news, gifts and convenience products. In the financial year ending December 2019, the airports channel is expected to

contribute c.\$84 million to MRG’s total revenue.

MRG’s future growth prospects are underpinned by its highly successful airport travel retail business, which has a rapidly increasing footprint. With 33 new airport stores expected to open by the end of 2024 following a series of successful tenders, MRG is expected to add approximately 43,000 sq. ft. of airport retail selling space, representing an increase of more than 75% from its current airport footprint of approximately 54,000 sq. ft. These awarded stores provide clear visibility into future growth, with WH Smith expecting MRG to deliver a double-digit sales CAGR from 2020 through 2024, said the WHSmith statement.

The transaction is expected to close no later than the first quarter of 2020.

Duty Free Dynamics and Dufry introduce Seiko Pop-up shop in Mexico City Airport

Master franchisor Duty Free Dynamics and global travel retailer Dufry set up a Seiko Pop-up Shop in Mexico City International Airport throughout the month of September.

The Pop-up was located in Dufry's high-end, luxury brands Store # 126 in Terminal 1. This joint initiative was designed to take advantage of the increasing trend of travelers' demand for quality timepieces, at a reasonable price point, which Duty Free Dynamics says is exemplified by Seiko.

The eye-catching, expertly staffed, Pop-up Shop featured two counters displaying a wide assortment of watches from Seiko's product lineup and highlighting the "Save the Ocean" Special Edition, an Automatic Diver's Watch with Cal.4R36 and 200m water resistance.

Partnering with acclaimed underwater explorer Fabien Cousteau, this Special Edition watch was designed by Seiko with a nautical theme featuring blue oceanic wave lines and a unique dial pattern and color, never seen before.

Joining the efforts to raise awareness and concern for marine conservation, Seiko donates a portion of its "Save the Ocean" global sales to Fabien's Ocean Learning Center organization.

"This new initiative goes in line with our new business model. We started with the watch category using the old-fashioned wholesale distribution model, but since 2019 we are changing our business model and shifting to become a regional master franchisor of non-traditional brand initiatives for Americas' travel retail channel. So, we no longer call ourselves a distributor, we call ourselves a master franchisor. In that sense, DFD's strategy is to partner with operators in the region and offer them franchise opportunities within many different brand categories. In this case, the SEIKO Pop-up Shop in Mexico City International Airport is just the first of many similar initiatives," said Duty Free Dynamics Business Development Manager, Arnaud Ryser.

The September Pop-up shop generated sales beyond expectations, and the Pop-up will be re-activated in November.



Duty Free Dynamics set up this Pop-up shop inside Dufry's high-end, luxury brands Store #126 in Mexico City Airport in September. The Pop-up will be reactivated next month.

US Travel Trends Index: Domestic leisure travel carries weaker business, international inbound travel

Travel to and within the United States grew 3% year-over-year in August, according to the U.S. Travel Association's latest Travel Trends Index (TTI). This marks the industry's 116th straight month of growth.

Domestic leisure travel expanded 4%, with vacation intentions reaching their highest level in 2019 in August. Domestic travel as a whole grew 3.4%, dragged down slightly by a weakening domestic business travel segment (1.2%), though business travel is expected to pick up again and expand 1.6% over the next six months.

International inbound travel—which has experienced a roller coaster of growth spurts and contraction in 2019—was flat in August. While this is a slight improvement from the 1.2% decline registered in July, it is not the hoped-for sign of international inbound travel's revival, says the US TA. Over the next six months, the Leading Travel Index projects the segment will decline 0.6% as it faces continuing obstacles in the form of trade tensions and the strength of the dollar.

WGS announces GTR exclusive Hendrick's Amazonia

Hendrick's Gin has announced the launch of the GTR exclusive Hendrick's Amazonia gin, which will be available beginning in March 2020.

Hendrick's Amazonia is the next installment in Master Distiller Ms. Lesley Gracie's "Cabinet of Curiosities," inspired by her quest to the Amazon rainforest in 2013. Gracie journeyed to the heart of the Venezuelan Amazon to explore and experiment with the rare botanicals of this unique eco-system. The liquid accentuates the existing signature cucumber and rose elements of Hendrick's Gin, but also reveals bright, tropical flavor characteristics inspired by the native Amazon flora, says the company.



"I have always had a profound love for nature and a fascination with the wondrous botanicals and essences of the world," she said.

"A number of years ago, I embarked on the adventure of a lifetime when I traveled to the Venezuelan Rainforest where I had the opportunity to explore and experiment with the local exotic eco-system. It was this unique and inspiring experience which motivated me to create Hendrick's Amazonia."

To celebrate the launch of this new expression, Hendrick's Amazonia has partnered with One Tree Planted, a global environmental organization committed to reforestation efforts in the Amazon rainforest.

Hotel Shilla to acquire 44% of 3Sixty Duty Free in a partnership to develop the Americas travel retail business

In a major breaking news story that could usher in a new player with strong Asian links in the Americas travel retail channel, Hotel Shilla, the parent company of Shilla Duty Free, South Korea's leading travel retailer, will subscribe 44% of the share capital of 3Sixty Holding LLC (formerly DFASS).

The two Companies issued a joint statement announcing the agreement between Shilla and 3Sixty Chairman and Founder, US entrepreneur, Benny Klepach.

The two parties will have additional rights in five years. Closing of the deal is subject to customary regulatory approvals.

Boo-Jin Lee, CEO of Hotel Shilla, stated: "Today we have achieved another important pillar of our development strategy. With the partnership with 3Sixty we aim to develop the business in the Americas region (more and more influenced by Asian travelers) and to leverage each other's competencies in the digital business to continue to lead the omni-channel disruption of Travel Retail."

Ingyu Han, President of Shilla Travel Retail added: "As is publicly known, negotiation with 3Sixty started quite a while ago and there were some hurdles to overcome to achieve our objective. However, 3Sixty's continued commitment to its strategic approach and its latest accomplishments, together with the expertise and enthusiasm we found in the 3Sixty management team, gave us the trust to eventually finalize this important expansion for our company."

Benny Klepach affirmed: "We have always considered Shilla a potential strong partner to help us achieve our strategic objectives and continuing to lead the digital disruption in our industry. With Shilla in our shareholding structure we can compete successfully for every airport opportunity in the Americas. We will leverage Shilla's competences in airport and digital retail and its merchandise categories strengths. On the other hand, we will offer Shilla our knowledge of the specific regional environment, our recent developments in the digital business, our unique business model and strong relationships in the liquor category."

Roberto Graziani, Executive Vice Chairman of 3Sixty, concluded: "We, at 3Sixty, are very happy about this new strong partnership. It delivers to us a very powerful mix of expertise, competence, commitment and financial strengths that will help us achieve our vision. We are looking forward to starting this fruitful collaboration."

According to a comment in *The MoodieDavitt Report*, Shilla and the then-DFASS had previously entered into an agreement for Shilla to acquire 44% of the Miami company for US\$105 in March 2015. Those talks were mutually cancelled two years later. "While no price has been revealed this time around, the sum involved is likely to be considerably greater than in 2015 based on 3Sixty's improved turnover, performance, management structure and digital strategy. Suggestions in the Korean media of a US\$121 million price tag are understood to be well short of the mark as it excludes key aspects of the deal," noted Martin Moodie in his comment.



Benny Klepach, Chairman & Founder, 3Sixty



Roberto Graziani, Exec. Vice Chairman of 3Sixty

L'Oréal signs an agreement for the acquisition of Mugler and Azzaro fragrances from Clarins Group

The L'Oréal Group has added another jewel to its portfolio with the announcement that it has signed an agreement with Clarins Group for the acquisition of Clarins' fragrance division. The sale gives L'Oréal the Mugler brands and Azzaro fragrances.

At the closing of the deal, this division will include the following companies: Mugler, Thierry Mugler (Fashion), Clarins Fragrance Group (CFG), CFG France, Cosmeurop and CFG UK. These activities represented approximately 340 million euros sales in 2018.

The Clarins Group owns successful, international iconic fragrance brands and benefits from a recognized and valued know-how in the industry. The Mugler fragrance Angel has revolutionized the market, Alien has built solid positions, Azzaro Pour Homme and Chrome are classics, and Wanted and Wanted Girl appeal to Millennials.

By joining L'Oréal, Mugler and Azzaro brands will pursue their international development while benefiting from the resources of the world's beauty leader in marketing, distribution and innovation, said the company statement.

The acquisition is subject to the standard conditions and should be completed within the first quarter 2020 after regulatory approvals.



Angel

First TR Sustainability Forum to take place at 2020 Summit of the Americas

TRBusiness and Duty Free Innovation, co-founders of the Travel Retail Sustainability Forum (TRSF), have announced that the Forum's first official meeting will take place during the 2020 Summit of the Americas, jointly organized by IAADFS and ASUTIL. Next year's Summit will be held at the Hyatt Regency Orlando, Florida from March 30 – April 2.

The inaugural Travel Retail Sustainability Forum event, to be organized by *TRBusiness* and Duty Free Innovation with the support of host associations ASUTIL and IAADFS, will take place on Monday afternoon, March 30 from 4.30 – 6, before the Summit's Opening Cocktail.

All industry delegates attending the Summit of the Americas show are invited to attend the Forum. Entry will be complimentary to all Summit badge holders, but places are limited so early registration is encouraged once it opens in mid-November.

HOW DO WE 'GO GREEN'? During the session a panel of industry thought-leaders will explore some of the sustainable initiatives undertaken by duty free & travel retail stakeholders and discuss the opportunities and challenges of 'going green'.

Details of the agenda will be announced in the near future on *TRBusiness.com*. *TMI* will pass on information as it becomes available.

L'Oréal stresses sustainability and “Beauty for All Travelers”

L'Oréal Travel Retail Managing Director Vincent Boinay stressed two major commitments at the company's annual press conference during the TFWA World Exhibition: sustainability and “Beauty for all travelers.”

The mission is based on providing travelers with access to L'Oréal's extensive brand portfolio through unique retail expressions, tailored and connected experiences, said Boinay. With 27 brands, ranging from luxury to accessible, and from dermocosmetics to hair-care, L'Oréal Travel Retail is able to meet all travelers' needs whatever their beauty rituals, categories, or purchasing power.

“As such, L'Oréal Travel Retail is a showcase of our brands, and a key strategic channel to recruit new customers,” said Boinay.

Strong fundamentals

Boinay pointed out that the travel retail channel has performed well particularly in beauty, buoyed by three main fundamentals: “1. International traffic continues to go up -- almost everywhere -- and it's sustainable; 2. there are airport development with new openings and renovations all over, such as

Istanbul Airport, La Guardia and Beijing Daxing. It is quite amazing seeing what is happening around the world,” he noted.

“And the third fundamental is the appetite of our customers for beauty. Beauty is answering a simple, but very important need for our customers, and if we do it well with the right portfolio and carry the right brands in the right stores, we can satisfy all travelers around the world,” he said.

“We are chasing these travelers with our partners,” he said, adding that with as many as 3.5 billion travelers around the world, the opportunity is huge.

Beauty is #1 growth engine in TR

“We have to convince the retailer to give more space to beauty,” he said. “Beauty is the #1 engine for travel retail. Beauty is the engine of recruitment. Beauty is also about excitement, and this is where beauty is playing a key role for our retailers.

“L'Oréal has a unique mission —it is beauty for all travelers and —because we have the strongest portfolios-- we are uniquely positioned to say this.”

Sustainability

Boinay sees sustainability as a key element in L'Oréal's promise of beauty for all travelers.

In accordance with L'Oréal's Group “Sharing Beauty with All” sustainability program, L'Oréal Travel Retail is committed to pursuing sustainable development and business success.

The company shared some of its sustainability objectives and accomplishments in 2018:

Packaging: 100% of cardboard used for its Travel Retail Exclusives (specific travel sizes) was certified FSC and PEFC
Retail design: 90% of materials and furniture in the 2019 Tax Free World Exhibition will be reused or recycled

CO2 emissions: 100% of CO2 emissions due to L'Oréal Travel Retail employee trips were offset by agro-forestry, reforestation and environmental conservation projects, in partnership with PurProject, and 100% of L'Oréal's strategic suppliers are selected following its social, environmental and ethics policies.

Diversity: L'Oréal group supports Emmanuelle Mörch, L'Oréal Travel Retail Kiehl's product

product manager and a professional wheelchair tennis player, in her race for the 2020 Tokyo Paralympics.

In addition, L'Oréal was recognized for the **10th time as one of the World's Most Ethical Companies 2019 by the Ethisphere Institute and in 2018**, for the third year running, L'Oréal achieved an ‘A’ score in all three of the rankings conducted by CDP, for its efforts on climate protection, sustainable water management and fighting against deforestation, **the only company in the world to have been recognized for achieving the highest level of performance for three consecutive years.** (CDP is an independent, international organization that evaluates companies' environmental performance.) And finally, **L'Oréal supports the UN Global Compact**, and in 2015, joined its **LEAD program**, which brings together the companies that are the most committed to sustainability.

“It's our responsibility to make beauty sustainable and sustainability beautiful,” said Boinay.

L'Oréal to launch Valentino Beauty's ‘Born in Roma’ fragrance duo into travel retail

One of the biggest announcements during L'Oréal Travel Retail's annual press conference at the TFWA World Exhibition was the launch of the new men's and women's fragrances from Valentino Beauty – Born in Roma Donna and Uomo. These are the first fragrances under the new license agreement that was signed in May 2018, and became effective from Jan. 1, 2019.

Valentino Beauty Global President Garance Delaye introduced the fragrances, which were created in collaboration with Maison Valentino Creative Director Pierpaolo Piccioli, saying that they embodied ‘beauty, color, and inclusivity.’

The new fragrances deliver “modern cultural relevance” and were inspired by Piccioli's Roman heritage and celebrate individuality, authenticity, and inclusivity, said Delaye.

The women's fragrance, Born in Roma Donna, is described as a “haute couture floriential” and features a trio of jasmine flowers, vanilla bourbon and a woody overdose. It was created by master perfumers Amandine Marie and Honorine Blanc.

Born in Roma Uomo is an aromatic “edgy and vibrant” woody vetiver created by master perfumers Antoine Maisondieu and Guillaume Flavigny. The vetiver accords are mixed with mineral salt, ginger, and violet leaves.



The Born in Roma bottles feature Valentino's signature rock studs in pink for women, and black for men, which Pierpaolo Piccioli says is a symbol of strength.

The campaign stars Australian-Sudanese model Adut Akech and male model Anwar Hadid, conceptualized by Pierpaolo Piccioli and shot by fashion photography duo

Inez and Vinoodh. Set in the Villa Aldobrandini, a 17th century villa in the nearby Roman town of Frascati, representing the past and the present, it features Akech and Hadid wearing Valentino Couture, along with a crew of “Aristo-punks,” who represent a generation that embraces diversity, individuality, and collaboration.