

Dufry-Autogrill deal could usher in new era of integrated travel experiences

The closing of the Dufry-Autogrill deal last Friday will create a combined new company that could transform the way travelers experience the journey in airports across the globe.

Together, Dufry, the global leader in airport travel retail, and Autogrill, the global leader in travel food & beverage, can create a seamless travel service in some 1,200 airports and other locations around the world.

The new company says that it will provide a unique, integrated travel experience for some 2.3 bil-

lion passengers in more than 75 countries around the world.

Dufry and Edizione successfully closed the deal transferring the entire 50.3% stake that Edizione held in Autogrill S.p.A to Dufry on February 3, 2023.

Through the closing, Edizione has become the largest shareholder of Dufry, holding a stake of about 27.5%. Pursuant to Italian law, Dufry will launch a mandatory public offer for the remaining Autogrill shares, and expects to complete the full transaction by the end of Q2 2023.

Alessandro Benetton has become Honorary Chairman of Dufry, while **Juan Carlos Torres** continues as Chairman of the new enlarged company.

The combined entity generates around CHF 14 billion (Approx. US\$15.1 billion) in turnover (2019 pro-forma) and CHF 1.3 billion (US\$1.41 billion) of EBITDA (2019 pro-forma, pre-IFRS 16).

The integration of the two entities will be launched following closing of the transaction.

New name, new corporate ID

Dufry will start to fully consolidate Autogrill from February 1, 2023 onwards and the integration process is about to be launched.

The integration will also include defining a corporate identity and company name for the combined group, representing the enhanced portfolio, complementary offerings and valuable expertise of both companies.

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DFA Golf Tournament aims to raise \$1 million to fight cancer

The 2023 DFA Charity Golf Tournament taking place this coming week in Miami is targeting to raise a record \$1 million to support leading-edge cancer research and treatments at Sylvester Comprehensive Cancer Center at the University of Miami Miller School of Medicine.

This year the event sponsors—the Falic Family Foundation and Duty Free Americas – are partnering with the Miami Dolphins football team, who will match all monies raised dollar for dollar.

The goal is one million dollars combined, Duty Free Americas Vice President Spirits & Wine **Jonathan Bonchick** tells *TMI*.

“We could not be more proud of this year’s ambition to raise \$1 million in conjunction with the Miami Dolphins in support of the Sylvester Comprehensive Cancer Center,” said **Jerome Falic**, Chief Executive Officer of Duty Free Americas and a principal of The Falic Family Foundation.

“Duty Free Americas’ Annual Golf Charity Tournament is part of our ongoing commitment to give back to our community by funding initiatives such as those that seek to understand and overcome devastating diseases like cancer.”

Miami’s hometown football team has been a major donor to the Sylvester Comprehensive Cancer Center through its Dolphins Challenge Cancer (DCC) organization. Last year, DCC raised more than \$7 million for the hospital, and since its inception in 2010, the DCC has raised more than \$52.5 million, donating 100% of participant-raised funds to Sylvester.

Now in its 8th year, the DFA Charity Golf Tournament has grown in scope and popularity each year it has been held.

The 2022 DFA Charity Golf Tournament raised \$375,000 for the Mourning Family Foundation (formerly known as Alonzo Mourning Charities), and its Overtown Youth Center and Honey Shine initiatives, and attracted several hundred members of the duty free and travel retail industry.

Bonchick, who has been a major force organizing the DFA Golf events since the beginning, expects a record crowd of more than 300 people between the golf, tennis and evening reception.

“We had to close registration for both the golf tournament and the dinner because we reached capacity,” he said.



DFA's Jerome, Simon and Joseph Falic (on right) present ceremonial check to Alonzo Mourning and his staff during last year's DFA Charity Golf Tournament.

Attendees are coming from as far away as Europe, Latin America, Canada and California, he confirmed. “This is our most popular year ever.”

The money raised come from sponsorship fees, registrations, and the very popular Super Raffle and Silent Auction during the event.

Bonchick revealed that a very

special auction item tied to the Formula One race taking place later this year in Miami will be up for bid, along with some other surprises.

The 8th Annual Duty Free Americas' Golf Tournament will take place at the Trump National Doral Country Club in Miami, FL Wednesday, Feb. 8, 2023

Virgin Voyages partners with Starboard as Harding+ parts ways



Cruise retailer Harding+ ended January by announcing that it was parting ways as the cruise retail partner for Virgin Voyages, with a withdrawal process beginning in April.

The relationship had run for six years with over 100 new brands and helped introduce brands and concepts including Mac and Bulgari to cruise guests. The concession was for three ships -- two currently operational and one not yet launched.

Harding+ CEO James Prescott implied that it was a difficult decision: "...sometimes we need to ... make some tough choices together around what's right for business and commercial models," he said in a statement, noting that "We have had great fun leading the cruise retail proposition and working as two innovative companies with shared values for six years."

For their part, Virgin Voyages commented on the mutual decision, and then announced that it will be working with Starboard Cruise Services going forward.

"For more than six years, we've enjoyed an incredible partnership with Harding and their team, but we've mutually decided that it's time for both brands to explore what's next," said Sally Barford, Associated Vice President of Hotel Partnerships.

In the official announcement, Virgin Voyages said that working with Starboard will enable it "to continue to offer its Sailors an elevated on-board retail experience

with the luxury brands they know and love.

"Together, Virgin Voyages and Starboard will collectively curate the portfolio of brands, custom-designed collections and memorable experiences guests will discover on Virgin's Lady Ships."

Virgin Voyages is Richard Branson's award-winning travel brand for travelers 18 and older with a luxe yet relaxed atmosphere, and many other innovations. The company also envisioned an alternative retail strategy and together with Harding, Virgin Voyages designed a high-end shopping experience at sea that incorporated sustainability and was similar to the ones travelers would find on land.

Concluded Prescott: "We wish everyone at Virgin Voyages the very best, and will be working hard to redeploy the Harding+ team members who have been part of the Virgin ship teams elsewhere into our community."

"We have 13 new ships launching with Harding+ as their retail partner and have many more opportunities for onboard teams, so we feel extremely positive those new roles will be found as our business continues to grow at pace and we continue to innovate in all aspects of cruise retail operations. We of course remain focused on achieving our business plan."

Harding+ currently operates more than 300 shops on over 100 different cruise ships.

Dufry / Autogrill add new Board members

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Xavier Rossinyol, CEO of Dufry, after thanking the Edizione and Autogrill management for their support, commitment, and trust in Dufry, commented:

"I am looking forward to working together as a strong team combining the know-how and – above all – the passion of the Dufry and Autogrill colleagues. We will leverage our mutual skills to develop more compelling offers for our customers and build the next generation of travel experience together."

"I am grateful to Dufry's and Autogrill's employees for their tireless work and significant contributions in bringing our joint vision to life."

Alessandro Benetton, Chairman of Edizione, commented:

"Edizione, an Italian industrial holding company and now Dufry's largest shareholder, considers its shareholding in Dufry strategic, as are Atlantia and Benetton Group; as such, Edizione will give its maximum strategic, financial and operational support to this important project, in particular by focusing its commitment on three essential themes: sustainable growth, attention to the many people who work daily in the organization and compelling international vision."

New Governance announced

With the closing of the transfer, **Alessandro Benetton** (Chairman of Edizione) and **Enrico Laghi** (CEO of Edizione), join the Dufry Board of Directors, after having been conditionally elected to the Dufry Board at the Extraordinary General Meeting of Shareholders held on August 31, 2022, subject to the closing of the transaction.

Enrico Laghi was also elected a member of Dufry's Remuneration Committee.

As of closing, the Dufry Board of Directors consists of:

Juan Carlos Torres, Chairman
Alessandro Benetton, Honorary Chairman

Enrico Laghi, Vice Chairman
Heekyung Jo Min, Lead Independent Director, Chair of the Nomination and ESG Committee
Mary G. Steel Guilfoile, Chair of the Audit Committee

Luis Maroto Camino, Chair of the Remuneration Committee
Xavier Bouton

Joaquín Moya-Angeler Cabrera
Ranjan Sen

Lynda Tyler-Cagni
Eugenio M. Ulasewicz

As previously announced, **Xavier Rossinyol** – with his extensive skills in both travel retail and travel food & beverage – will lead the combined Group as CEO. **Yves Gerster** will continue as the Group's CFO.

Autogrill Board of Directors and Chief Executive Officer

As a result of the transfer, Autogrill's Board of Directors now consists of new members: Bruno Chiomento, Francisco Javier Gavilan, Nicolas Giroto, Marella Moretti, Emanuela Trentin and Xavier Rossinyol. They will join the existing members Ernesto Albanese, Rosalba Casiraghi, Francesco Umile Chiappetta, Barbara Cominelli, Manuela Franchi, Maria Pierdicchi and Paolo Roverato.

Bruno Chiomento, Francisco Javier Gavilan, Nicolas Giroto, Marella Moretti and Emanuela Trentin are independent in accordance with Italian law and the Corporate Governance Code of Companies Listed on Euronext Milan. Therefore, 11 out of 13 of the members of the Board of Directors of Autogrill will be independent.

Lagardère Travel Retail Peru celebrates its first year at Lima airport with the opening of *Fantastico Peru*



Fantastico Peru offers an immersive experience to discover local brands and producers at Lima airport.

Lagardère Travel Retail Peru has unveiled a brand new concept to mark the first anniversary of its operations at Lima international airport.

The concept, *Fantastico Peru*, is located in a revamped 250 square-meter space at Jorge Chavez International Airport. Entirely designed around local authenticity, *Fantastico Peru* offers travelers an immersive experience into the best of what the Peruvian culture has to offer.

In January 2022, Lagardère Travel Retail officially took over the operations of Duty Free stores at Lima airport. In less than a year, the team has brought significant developments into the stores including a new payment area aligned to the Aelia Duty Free concept, a space dedicated to chocolate with a treats tree inspired by the iconic Peruvian Yuza tree, and a vast modern sense of place development to reflect the uniqueness of the Peruvian culture.

This greater emphasis on Sense of Place is behind the *Fantastico Peru* concept, which was initiated a few months ago in parallel of the opening of the new Duty Free operations.

It is designed to feature the rich Peruvian history, culture and architecture, offering a range of products and space balanced between modernity and cultural enhancement, says Lagardère Travel Retail.

Fantastico Peru offers an immersive experience to discover local brands and producers. The selection of products includes beverages, gourmet foods, souvenirs, textiles and cosmetics. Among many other choices, travelers can access a large assortment of Peruvian spirit Pisco, (including the exclusive pisco 'Parras Centenarias' by Demonio de Tacama), as well as gin, vodka, beers, and the recently awarded "Black Whiskey" from Don Michael Andean Distillery.

To enhance this immersion into the Peruvian culture, the operator has developed new animations including a distillery bar, and stands to showcase local artists and products.

Space is also dedicated to chocolate to give tablets and pralines better exposure and enable customers to compose an assortment of their favorites "chocotejas", a truffled chocolate typical from Peru, in a pick & mix space.

The large assortment of local products on offer has been made possible through the network of local Peruvian producers and craftsmen developed over the last months by the Lagardère Travel Retail team.

Fantastico Peru also features an innovative space dedicated to healthy foods, where travelers can find 100% locally-sourced gluten and sugar-free products as well as superfoods.

Cyril Letocart, CEO of Lagardère Travel Retail in Peru, comments:

"We are very proud to be unveiling this new concept which brings together the best of what the Peruvian culture, gastronomy and artisans have to offer.

"It is a new step towards creating different Duty Free experiences for travelers, focused on local authenticity. To materialize this ambition we have worked hand in hand with our partners at Lima Airport Partners who share the same vision and values.

"And we must all recognize this has been quite an achievement given the sizeable challenges we have faced along the way, from juggling with multiple technical and suppliers' constraints in a still feverish logistic environment to managing the continued impact of the sanitary crisis."

Norbert Onkelbach, Lima Airport Partners CCO, added:

"We are very pleased to celebrate the anniversary of our commercial partnership with Lagardère Travel Retail, with whom we have built a relationship based on trust and collaborative work during the pandemic recovery.

"Together, we have designed a commercial offer focused on some common values: Improving passenger experience, revaluing Peruvian culture, and promoting a sustainable business through employing from the local neighbors of Callao and providing opportunities for local suppliers."

Mexico's 2022 tourist air arrivals surpass pre-pandemic levels

Mexico's Ministry of Tourism reports that a total of 18.4 million international tourists arrived in Mexico by air between January and November 2022 – surpassing pre-pandemic levels in 2019 by +8.4%. Compared to 2021, tourist arrivals by air were up by 51.7%.

The United States, Canada and Colombia sent the most international tourists to Mexico – accounting for 13.9 million of the total air travelers, according to the *Mexico News Daily*.

More than 14 million visitors arrived at the airports in Mexico's main tourist destinations: Cancún, Mexico City and Los Cabos.

Despite the strong air arrivals, total international tourist arrivals to Mexico — by air, sea and land — have not yet reached pre-pandemic figures. Between January and November 2022, a total of 58 million international visitors entered the country — far below the 88 million visitors Mexico registered in 2019 before the pandemic.

Grand Bahama Island to break ground on new international terminal

The domestic terminal at Grand Bahama Airport re-opened on Jan. 22023, following a full renovation to repair the extensive damages sustained from Hurricane Dorian in 2019. Shortly after, it was announced that the international terminal will be renovated as well — United Orca Construction Company was awarded the \$1.2 million contract. Work is expected to begin in Q1 2023.

The new operator for the airport will include a consortium of Bahamians and a "world-class international airport operator," according to Bahamas Deputy Prime Minister and Tourism Minister Chester Cooper.

Chicago celebrates completion of O'Hare Terminal 5 expansion

The Chicago Department of Aviation (CDA) has opened the new eastern extension of Terminal 5 at O'Hare International Airport, a major milestone in the \$1.3B, four-year investment to expand and modernize the key gateway.

Crews broke ground in 2019 on the modernization of Terminal 5. The project increased the terminal's capacity by 25%. Passenger amenity space was increased by 75%, and the existing building was expanded by approximately 350,000 square feet, with additional renovations to 750,000 square feet of the existing structure.

The firms HOK and Muller & Muller Ltd. led the light-filled redesign of the facilities, maintaining the integrity of the terminal's original 1993 design while moder-

nizing it for the 21st century, with vaulted ceilings to add more natural light and offering views across the airfield toward the Chicago skyline.

The expanded and renovated areas of Terminal 5 will also feature a wide array of new concessions.

In May 2022, the Chicago City Council approved the largest set of concessions agreements at O'Hare in more than a decade, including several local offerings such as Butcher and the Burger, Hampton Social, Bar Siena, Sparrow Coffee, and more.

These agreements will achieve an Airport Concession Disadvantaged Business Enterprises (ACDBE) participation rate of 40%, exceeding the CDA's goal of

32% and the nationwide goal of 10%, set by the Federal Aviation Administration (FAA).

The new concessions are expected to open in phases throughout 2023.

The L-shaped East Concourse extension added 10 new wide-body gates, nine of which utilize multiple aircraft ramp systems, or "MARS gates." MARS gates allow the flexibility to accommodate larger, next-generation wide-body aircraft or more traditional narrow-body aircraft.

Ten renovated gates opened in the western wing of Terminal 5 in October 2022 as the new home for Delta Air Lines, which shifted operations from the carrier's long-time home in Terminal 2.

Delta's move also included the construction of a new Delta Sky Club, with more than four times the capacity of its former club in Terminal 2.

Chicago's Sky Club is also Delta's first to feature boarding on select flights from two gates inside the lounge.

"With new gates, increased passenger amenities, a more efficient baggage handling system, and expanded security checkpoints and customs facilities, the state-of-the-art Terminal 5 of today is equipped to handle the growing demand we expect O'Hare to see in the coming years while offering an improved passenger experience," CDA Commissioner Jamie L. Rhee said.



Dufry opens refurbished duty free store at Mexico City International Airport

Dufry's newly refurbished 1,138 square meter flagship duty free store in Terminal 2 at Mexico City International Airport (AICM - Aeropuerto Internacional de Ciudad de México) was officially inaugurated in December. Dufry's strong presence in the airport's Terminal 2 includes six Duty Free shops and two Hudson convenience stores.

Speaking on behalf of Dufry Jose Luis Ramos, Country General Manager for Dufry Mexico, commented, "We are extremely proud of the valued partnership we have with AICM and are delighted to join them to officially open this impressive new store. This airport is the main hub in Mexico, welcoming almost 50 million domestic and international passengers annually.

"With the refurbishment of the store, we have been able to introduce many engaging and exciting new elements and really reflect the great spirit and culture of Mexico.

"We look forward to continuing to deliver a first class shopping experience to each and every customer that visits Terminal 2."

Tampa Airport to start construction of Phase 3 of Master Plan

Tampa International Airport has received official approval to start Phase 3, the final phase of its Master Plan, the centerpiece of which is the new \$787.4 million Airside D. Construction of the new terminal is expected to start in 2024 and be completed in 2027.

Airside D will be the fifth airside terminal at Tampa International Airport, and the first new one in more than 17 years. The 563,000 sq. ft. facility will feature vast concessions space, an outdoor terrace, state-of-the-art Customs and security facilities, as well as new screening, gate check-in and bag processing technologies.

Chanel and DFA unveil Travel Retail Boutique at Panama airport's new T2

Chanel has opened a new Travel Retail Fragrance and Beauty Boutique at Panama Tocumen International Airport's new terminal T2 (C2-20). The Boutique was opened in December in partnership with Duty Free Americas.

This Boutique offers travelers the opportunity to experience Chanel's men and women's fragrances, makeup and skincare, complemented with selective creations as Les Exclusifs de Chanel, Les Eaux de Chanel, and a discovery table to explore all of Chanel's beauty essentials.

The Chanel Travel Retail Boutique at Tocumen International Airport (PTY) also features a dedicated eyewear space. The latest collection at the Boutique is inspired by one of Chanel's emblematic signatures – the chain interlaced with leather, says the company.



JES recruitmenTR, online global jobs website to travel retail, goes live

JES recruitmenTR, a unique online Job Board dedicated to the Travel Retail industry, went live in January.

JES recruitmenTR is a fully owned subsidiary of JES Travel Retail, a specialist consultancy and GTR service model provider, with 30 years experience in duty free and with a global reach of over 100 countries and with partner offices in 10 countries.

This new arm of JES will be run out of various locations including Dubai, Portugal, India, and the U.S. and is managed by ex LVMH travel retail and Dufry Manager Karen Noronha.

Additional recruitment coaching services are being run by former ISPY founder Christine Martin in the U.K. Martin will provide mentoring and training, referred to as MAGIC (Making A Great Impression Count), a

bespoke coaching program that includes advice on CV formatting, interview preparation and post application advice, to support job seekers throughout their job application process.

The website will also include highlighted roles within travel retail, a travel retail news section and the JES blog with contributions from retail and marketing experts around the globe.

JES recruitmenTR has its head-office in Germany. Sales and marketing of the Job Boards and Talent Pool are managed by Karen Noronha, based in Dubai.

The **JES recruitmenTR** Talent Pool is a totally free of charge service to any GTR experienced job seeker, and is provided either anonymously or publicly online – interested GTR organisations are provided with the information free of charge.

For more details register at www.jes-recruitment.com or contact either Karen Noronha (k.noronha@jes-recruitment.com) or Christine Martin (c.martin@jes-recruitment.com).

Kering brings in Estée Lauder exec to develop new Beauty division

Luxury company Kering has appointed Raffaella Cornaggia as chief executive officer of its new Kering Beauté division.

In her new role, Cornaggia will help develop an expertise in the Beauty category for Bottega Veneta, Balenciaga, Alexander McQueen, Pommellato and Qeelin.

The creation of Kering Beauté will enable the Group to support these brands in the development of the Beauty category, which is a natural extension of their universe, says the company in a statement.

Kering indicated it was interested in expanding into beauty last July following the publication of its first-half results, according to *WWD.com*. The decision follows the success Kering has seen since taking its eyewear brands in-house six years ago.

Based in Paris and reporting to Jean-François Palus, Group Managing Director of Kering, Cornaggia will be a member of the Group's Executive Committee.

Cornaggia has over 25 years of

experience in Beauty.

She began her career at L'Oréal where she occupied various roles for 10 years in Italy and in France, before joining Chanel Parfums Beauté as Global Vice President, Marketing Makeup.

In 2008, she joined Estée Lauder Companies at the time of the creation of its EMEA region to lead the marketing for Estee Lauder and Tom Ford Beauty, based in Paris. Most recently, she was international senior vice president and general manager of Estée Lauder and Aerin.



Top: Karen Noronha
Bottom: Christine Martin



Raffaella Cornaggia



ETRC discusses challenging economic environment; unveils new logo at Annual Business Forum

After two years of meeting digitally, the European Travel Retail Confederation held its first in-person annual Business Forum since January 2020 in Amsterdam at the end of January.

More than 130 participants from more than 75 ETRC member organizations operating across Travel Retail attended.

In addition to discussing the challenges, policies and opportunities facing Travel Retail in Europe, the organization unveiled a new logo.

The engaging design imparts a modern twist to the ETRC look as part of a revamp of its communications, said the official announcement. A new website will be launched later in the year to deliver greater value to members.

According to **ETRC Secretary General Julie Lassaigne** unveiling the change on LinkedIn, the new logo integrates the wing of a plane and the bow of a boat, “to symbolize two key Travel Retail channels,” she said.

ETRC President Nigel Keal welcomed the participants to the conference which was moderated by **ETRC Vice-President Public Relations and Communications Nina Semprecht**.

Spanish designer Paco Rabanne dies at 88

Legendary Spanish fashion designer Paco Rabanne, whose best-selling perfumes are a staple of travel retail, died on Feb. 3 at age 88 in France, his fashion house announced on [social media](#).

“The House of Paco Rabanne wishes to honour our visionary designer and founder who passed away today at the age of 88. Among the most seminal fashion figures of the 20th century, his legacy will remain a constant source of inspiration,” the house wrote on Instagram.

Puig, the parent company of Rabanne's fashion house and fragrance business, wrote on LinkedIn: “It is with profound sadness that Puig announces the passing of Mr. Paco Rabanne.

“Mr. Rabanne has played an important part in the history of Puig and has contributed to the company's early and recent successes. As a revolutionary designer, he has marked generations with his radical vision of fashion and his legacy will live on.”