



Dufry extends its retail concessions at Brazil's São Paulo and Rio de Janeiro airports, and greatly expands retail space

Dufry Group today has reaffirmed its commitment to Brazil and its confidence in the potential growth ahead for the country, announcing major concession contract extensions with expanded new space in the key airports of Sao Paulo and Rio de Janeiro.

The new space encompasses both duty free and duty-paid retail, including the opening of more mega-stores and Hudson concepts, further reinforcing Dufry's presence in Brazil.

Sao Paulo Guarulhos

In Sao Paulo, Dufry and Guarulhos International Airport (GRU) have extended their agreement for the operation of duty free and duty-paid retail spaces until 2032. In addition, Dufry will operate around 2,300 sqm of additional duty-paid retail space, including a Dufry Shopping megastore at Terminal 2, reports the company.

Guarulhos International Airport is the largest airport in South America and in 2015 welcomed a total of 39 million passengers, of which 25 million were domestic passengers.

Extending key duty free contract in Brazil's busiest airport

Dufry and GRU Airport signed an agreement to extend Dufry's duty free retail contract at Guarulhos International Airport until 2032. Dufry will remain the duty free operator in terminals 2 and 3, which welcome all international passengers at GRU.

Dufry currently operates 26 duty free stores at GRU airport: 22 shops at Terminal 3 and four shops at Terminal 2. The major duty free area is located at Terminal 3 and covers approximately 7,500 sq. meters of space, comprising two general travel retail shops in the arrival and the departure areas.



Expanded spaces, modern design and personalization are the hallmarks of the new Dufry stores in Brazil. Above, walk-through concept at Sao Paulo Guarulhos Airport.

One of these shops is among Dufry's largest walk-through shops in the world encompassing 4,350 sq. meters with 18 brand boutiques featuring such key brands as Polo Ralph Lauren, Hugo Boss, Montblanc and Victoria's Secret, among others. At Terminal 2, Dufry operates a total of around 4,100 sq meters of retail space.

Increasing the duty-paid segment

Following the plan to further develop the successful duty-paid segment, Dufry was also awarded 2,320 sq. meters of additional retail space. This added space will be used to open a Dufry Shopping megastore in Terminal 2, as well as last minute shops, a concept which Dufry says will further improve its profitability.

Dufry says that the megastore is in line with the plans of GRU Airport to remodel and improve the commercial activities, and will further enhance the offer to domestic passengers with best-selling brands and a unique shopping experience.

Following the excellent success of the first Hudson convenience

shop opened in Terminal 3, Dufry intends to open three additional Hudson shops, extending the reach of the convenience concept with a comprehensive range of travel essentials.

The new spaces, which are located airside and landside in Terminal 2, are expected to be opened sometime in 2016.

Once they are opened, Dufry will be operating 16 duty-paid shops, totaling overall around 3,500 sq. meters of retail space in Terminals 1, 2 and 3.

Tom Jobim International Airport, Rio de Janeiro

For Rio de Janeiro, Dufry announced that it has extended its contract with RioGaleão at Tom Jobim International Airport until 2013 for duty free and until 2021 for its duty-paid business.

The airport in Rio de Janeiro is the second largest hub in Brazil and a major gateway for Brazil and South America overall. In 2015, the airport welcomed a total of 17 million passengers, of which 4 million were international.

The new agreement between Dufry and RioGaleão extends the duty free operations from 2020 until 2023, "thus further consolidating Dufry's presence in Brazil," says the company.

The new agreement also adds about 7,000 sq meters of additional space for duty free retail, expanding from the original 4,000 sq. meters to close to 11,000 sq. meters at RioGaleão Airport.

Expansion of existing travel retail shops

In addition to the extension of the concession, Dufry is also expanding its general travel retail shops located at the departure and arrival areas in the remodeled Terminal 2. These shops have been designed to give a 'sense of place' of the city of Rio de Janeiro for passengers.

On the departure side, the duty free shop has been enlarged from 450 sq. meters to more than 2,200 sq. meters of retail space, which Dufry says will allow it to further improve the offering.

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Dufry extends contracts, expands space in Brazil

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The last-minute-shops were also enlarged by more than 900 sq. meters, going from 150 sq. meters to 1,050 sq. meters in total.

In the arrivals area, the shop has been more than tripled in size, from its original surface of over 1,300 sq. meters to nearly 4,000 sq. meters. The new shop has been designed as a walk-through concept offering a substantially enlarged assortment across all categories.

5 new branded shops

Following the successful roll out of the brand boutique concept, Dufry has also opened four new mono-brand shops totaling almost 900 sq. meters for luxury brands such as Salvatore Ferragamo, Hugo Boss, Michael Kors and Polo Ralph Lauren.

Among the new shop openings, a major development is a new agreement to operate a "Destination Shop" until 2021. Located in the departure area and covering more than 600 sq. meters, the Destination Shop features thematic concepts designed to create a Rio de Janeiro atmosphere, with a best

of class look and feel of the most popular local brands.

The shop presents a comprehensive offer including a wide range of premium brands, such as Salinas beachwear, Richards, Farm and Osklen fashion and casualwear, Havaianas, Brazil's famous flip flops, and Nike, which will sell Brazilian football national team T-shirts.

Duty-paid space expands

Under the new RioGaleão agreement, Dufry's duty-paid operations are extended until 2021. In addition, Dufry will add nearly 1,400 sq. meters of duty-paid space, including a Dufry Shopping megastore that will offer customers a state-of-the-art retail experience. The existing duty-paid operations, which cover around 500 sq. meters of retail space, include five Hudson shops and three "Rio2016" shops, offering a wide range of official Olympic Games merchandise.

Combined with the new megastore, Dufry will operate more than 1,800 sq. meters of duty-paid retail space at the Rio de Janeiro airport.

Diaz confirms Dufry's commitment to Brazil

Julián Díaz, CEO of Dufry Group, commented: "We are very pleased about this new agreement with GRU Airport, who has been partnering with us since the beginning of their operations in 2012. The extension of the contracts fosters our cooperation with GRU Airport and it is a great platform to further develop the business at this important hub.

"The extension is a great opportunity for Dufry in Brazil and reinforces our position in South America showcasing the strength of our company and our deep knowledge of travel retail, the Brazilian consumers and their preferences and habits," he adds.

"I would also like to highlight the additional retail space in duty-paid, which will allow us to open another Dufry Shopping megastore in the country. This new megastore together with the opening of the new Hudson stores as well last minute shops reinforces our strategy to roll out and further develop the duty-paid business.

"Last but not least, this agreement is also a confirmation of Dufry's commitment with Brazil and its confidence in the potential growth of the economy."

Rio partnership

In regards to the new agreement in Rio de Janeiro, Diaz says: "We are very proud to extend the contracts with RioGaleão and to further expand our presence at Tom Jobim International airport. With these additional spaces and the next generation of store concepts, Dufry secures its presence in the

Brazilian travel retail market. The increased commercial offering and the enlarged number of brands being featured will contribute to further drive growth.

"During the last months, we have been working closely with RioGaleão, putting all our efforts together in order to successfully execute all these projects.

"The new contracts underline our confidence in Brazil, as one of the relevant markets in travel retail, where Dufry has continuously expanded its position over time in order to benefit from one of the most important geographies in terms of spend per passenger."

Diaz concluded by thanking both RioGaleão and GRU Airports for their trust in Dufry.

"We look forward to continue developing our operations together and make the traveler's experience in these airports even better," he said.



Julián Díaz, CEO of Dufry Group



Essence Corp

has an immediate opening for an

Acct Manager for Travel Retail

The ideal candidate will be based in Miami and must have a minimum of two years' experience within the luxury brand industry.

Willing to travel 50% - 60% of the time to Mexico and West Coast.

Strong communication and presentation skills and ability to conduct training seminars and motivate sales staff.

This individual will be responsible for in-store visits, counters, beauty advisers, sell-in/out actions and in store promotions.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications. Mandatory Bilingual: English/Spanish, written and oral.

Please send resumes to musallan@essence-corp.com

THE SHISEIDO GROUP

has an immediate opening for the following position based in the Miami office.

Travel Retail Sales Manager South America

This position reports to the Travel Retail Director for So. America and is responsible for the development and achievement of sales; implementation of global strategies and marketing plan; management of P&L; negotiation of spaces with major retailers; supervision of field retail managers.

Minimum qualifications: Bachelor degree or above in Business; 3 years' experience in a sales position within the industry; excellent communication skills (English/Spanish); strong management and analytical skills; 50% travel.

To apply please contact gcamplani@bpi-sa.com

Argentina's economy grows 0.8% during first quarter says Central bank

Argentina's economy grew 0.8% in the first quarter of 2016 compared to the same period last year, according to Central Bank Governor Federico Sturzenegger, who also stated that since President Mauricio Macri took office employment has remained "stable."

South Atlantic news agency Mercopress on May 16 reported that the bank published a monetary policy report, including an index to review Argentina's GDP, compiled based on reports from 18 private consultancies and business chambers.

There is still no official GDP data for 2016 as the INDEC official statistics bureau, which was dismantled during the pre-

vious government, is reviewing the country's statistical procedures.

Governor Sturzenegger is reported as saying that consumption is falling but investment is growing, and export levels are much better.

Mercopress says that the Central Bank's forecast disagrees with reports from international credit agencies and

organizations, which showed a negative outlook for Argentina's economy this year. Moody's said GDP will decline 1.5% and the International Monetary Fund forecasted a one percentage point drop.

All forecasts agree on a better outlook for 2017, however. The Central Bank says it is expecting "steep" economic growth next year.

ACTIUM

Has an opening for an **Account Coordinator**

Responsible for developing and implementing tools to support the growth of the brand's portfolio, including merchandising, marketing plans, new product launches, animations, and training of sales associates. The brand coordinator partners with the Brand Manager to reach/surpass sell out objectives, and increase markets share by maintaining an active presence in POS, and an excellent relationship with clients, beauty advisers, and in store personnel.

- Bachelor's degree in related field
 - 1-3 years of relevant professional experience
 - Very open to travel, around 40% of the time
 - Bilingual English - Spanish. French is a plus
 - Excellent communication and presentation skills
 - MS Office skills (Excel and PowerPoint mainly)
- Company is based in Miami.
Send resume to prodriques@actium.us

U.S. Citizen international travel up 11% in February 2016 YOY

The U.S. Department of Commerce's National Travel and Tourism Office (NTTO) reports that U.S. citizen outbound travel totaled 10.5 million travelers for first two months, up 10% over the same period last year, with strong traffic to South/Central America, the Middle East, Mexico and Canada.

U.S. travel to **overseas** markets in February 2016 totaled 4.5 million, up 9% over February 2015. Regional results were: Europe, 1.16m travelers, up 7%
Caribbean, 1.23 m, up 5%
Asia, 786,000, up 10%
Central America, 519,000 travelers, up 14%
Middle East, 331,000, up 11%
South America, 314,000, up 19%
Oceania, 131,000, up 8%
Africa, 49,000, up 9%

U.S. travel to **North American** markets totaled 6 million, up 11%: 4.9 m U.S. travelers went to Mexico, up 10%; 1.14m U.S. travelers went to Canada, up 19%.

