



UPDATE: Grupo Wisa fights US money laundering sanctions as US Ambassador to Panama reiterates charges

In the latest update regarding the money laundering charges by the US Department of the Treasury's Office of Foreign Assets Control against Panama's Waked organization, Abdul Waked and Grupo Wisa are emphatically denying the allegations. People connected with the company say that Mr. Waked has a team of lawyers in Washington working on determining the specifics of the charges leading to the sanctions.

However, in a blow to their defense, US Ambassador to Panama John Feeley held a press conference in Panama on Friday, May 13, confirming that the US government has strong evidence that the Waked organization was involved in money laundering in several countries, and explicitly connected Abdul Waked with his nephew, Nidal Waked.

OFAC included 68 companies and 7 executives of the Waked group in their allegations, linking them to a network of drug trafficking and money laundering. (See cover letter for link to Ambassador Feeley's speech in Spanish)

According to an article in *La Prensa* on Saturday, Abdul Waked's attorney Guillermina McDonald has requested that the US provide the evidence against Mr. Waked and give them the opportunity to defend their client.

Temporary licenses

In an effort to protect as many "innocent" employees and others involved in the Waked businesses, Ambassador Feeley said he has "taken the extraordinary step of issuing several temporary authorizations which provides space for the Government of Panama and

the Waked emporium to find a solution that minimizes possible harmful effects on the innocent," according to the report on his speech in *La Prensa*.

Feeley announced that the Treasury Department granted licenses to the Balboa Bank & Trust and Balboa Securities brokerage, which were included as part of what the US government is calling The Waked Money Laundering Organization (MLO). (Ed. Note: Nidal Waked has a 20% stake in Balboa Bank and is a member of the Board. There is no mention of Abdul Waked's connection to the Balboa Bank.) The grant will allow the provision of systems, equipment, goods and services necessary for the bank's operations.

In addition, OFAC announced that four temporary licenses had

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ACI: Strong first quarter passenger traffic even as March numbers moderate

ACI reports that global passenger traffic delivered strong year-over-year growth in January and February, up 6.9% and 9.2% respectively. Traffic growth moderated in March, but still grew by 5.7%. As a result, total passenger growth for the first quarter of 2016 was 7.3%, with international traffic up 8.2%, and domestic passenger growth up 6.7%.

By region, total passenger traffic grew by 10.4% in the Middle East, followed by Europe (7%), Asia-Pacific (6.7%), Latin America-Caribbean (4.1%) and North America (3.9%). The demand for air travel fell in Africa (-3.4%).

Total passenger traffic has increased by more than 6% for the twelve month period, testifying to the strong resilience of demand for air transport despite the volatility and uncertainty of economic condi-

tions in various parts of the world, reports ACI.

The United States maintained momentum growing at 3.9% in March, while China, the second largest aviation market, grew by 3.5%, mainly due to international traffic, which was up by 13%.

Passenger traffic growth in Asia continues to be highly stimulated by air transport developments in India, which grew 19.1% in March and showed 17.8% growth year-to-date.

Japan remains almost flat at 0.9% with slight growth in international passenger traffic (3.1%).

In Europe, the three largest aviation markets, UK, Germany and Spain, grew by 7.7%, 4.6% and 14.6% respectively.

Brazil and Russia are the only two major markets recording

declines in total passenger traffic (-7.1% and -2.3% respectively) for major commercial airports, reflecting the ongoing economic difficulties in the two BRICS countries.

In the Latin America and Caribbean region, the traffic decline in Brazil is offset by strong growth in Mexico (11.7%) and Colombia (9.5%).

Freight volumes also fell in the period in the Latin America-Caribbean region, and were down -3.8% in March.

Freight volume at Brazil's Sao Paulo, GRU was down by -11.3%, but other major air freight hubs recorded substantial declines in air freight as well, including Bogota (-5.1%), Lima (-13.4%) and San Juan (-5.1%).

PEOPLE

Congratulations to **Christine Deussen** and her agency **Deussen Global Communications**, which was named "PR Agency of the Year" by *The Drinks Business* at the London Wine Fair in May. Deussen won for its work on the 10-month campaign launching **HKB Baijiu** in the US.



Lyndea Dew (above) has joined **Rémy Cointreau Global Travel Retail** as Marketing & Business Development Director, GTR, effective April 25. Prior to joining Rémy Cointreau, she spent 17 years with PUIG Barcelona, Spain, with over seven years in travel retail. Dew reports to **Peter Sant**, VP, Rémy Cointreau GTR, based in Singapore, and joins the GTR Management Committee. She will work closely with the regional marketing managers based in Hong Kong, Miami and Paris and will be supported by **Lisa Yeh**, Business Analyst. Dew can be contacted at lyndea.dew@remyasia.com

Gary Clarke has joined **MARS International Travel Retail** as General Manager, based in the Netherlands. Gary takes over from **Craig Sargeant** who left the position to lead the Mars UK Food business at the start of this year. Clarke has been with MARS since 1999 and his most recent role was as the Sales Director for MARS Chocolate Australia.

Helen (Windle) Jagger has been promoted to Global Marketing Director at the **IWSR**. She has been with the research publication for more than 13 years.

Grupo Wisa fights US sanctions

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been granted to the Waked-owned daily newspapers *La Estrella de Panama* and *El Siglo*, and the businesses operating in Soho Square Mall and Millennium. These four licenses expire on July 6, 2016. Yesterday, May 13, the Treasury Department modified the license conditions to Soho Mall to facilitate maintenance of the building structure and certain financial services.

While Grupo Wisa's La Riviera stores were not mentioned under these temporary licenses, *La Prensa* reports that the government in Panama is working to get the stores included.

Following statements by the ambassador, *La Prensa* reports that Panama's Minister of Economy and Finance, Dulcideo De La Guardia, who is leading the negotiation commission, said they are working to allow other companies in the Waked Group to obtain licenses from the US Treasury "for

it is necessary that the Waked Group continue to work," he was reported saying. La Riviera was included in the list of companies discussed, in an effort to save as many jobs as possible.

TMI understands that some of the Grupo Wisa businesses are operating normally but others are operating on a cash basis, and that a current executive may have been named as 'administrator'.

We will try to verify this information and the identity of the administrator.

Nidal Waked, Abdul Waked's nephew and the alleged ringleader of the organization, was arrested last week in Bogotá, Colombia, in an operation involving the US Drug Enforcement Administration.

Abdul Waked's attorneys are vigorously claiming that Nidal and Abdul are not partners.

To read the statement that Grupo Wisa released to its foreign stakeholders on May 11, please see link on cover letter.

Tocumen Airport stores

In related news, the duty free concession in Tocumen Airport Panama expires in December 2017, and the government said it will not forfeit the contract, unless La Riviera can no longer maintain it.

There is no formal legal action against Abdul Waked at this time in Panama.

Grupo Wisa asks that customers with concerns please contact
Matthieu Castillon du Perron at
matthieu.castillon@grupowisa.com

Estée Lauder Companies to launch huge new *Leading Beauty Forward* initiative

The Estée Lauder Companies has launched a multi-year initiative named *Leading Beauty Forward* that will better leverage its cost structure and free resources to invest in future growth.

The company says that the initiative is designed to enhance the Company's go-to-market capabilities, reinforce its leadership in global prestige beauty and create sustainable value.

ELC is proactively anticipating long-term industry trends and positioning its brands in more promising and faster growing areas, said President and Chief Executive Officer Fabrizio Freda.

"We are launching this initiative from a position of exceptional strength," noted Freda. "Leading Beauty Forward should further position us better to continue winning on a complex global stage and generate savings to help sustain our long-term sales growth and margin progress."

Leading Beauty Forward will begin during the Company's fiscal 2016 fourth quarter, with specific initiatives being approved through the end of fiscal 2019, to be completed through fiscal 2021. The initiative will include restructuring select corporate functions that support the Company's brands, channels and geographies through global and regional shared services as well as investing in brand growth with new products, social media, communications, in-store merchandising, point-of-sale activities and advertising.

The Company expects implementing these initiatives could cost between \$600 million and \$700 million, before taxes, consisting of employee-related costs, asset write-offs and other costs. ELC also estimates that the initiative will eliminate about 2.5% of its current workforce, approximately 900 to 1,200 positions globally.

"Reallocating resources to new capabilities and higher-growth areas, and lowering our cost base will regrettably include selective workforce reductions in certain areas of the Company. We will make difficult decisions about affected employees with sensitivity, consistent with the values of our Company and will make a concerted effort to retrain and redeploy employees wherever possible," said Freda.

Once fully implemented, *Leading Beauty Forward* is expected to yield annual net benefits of between \$200 million and \$300 million, before tax, of which a portion is expected to be reinvested in future initiatives to drive sustainable, profitable sales growth. This action should not affect the Company's previously communicated operating margin goals through fiscal 2018, and is expected to deliver additional benefits thereafter.





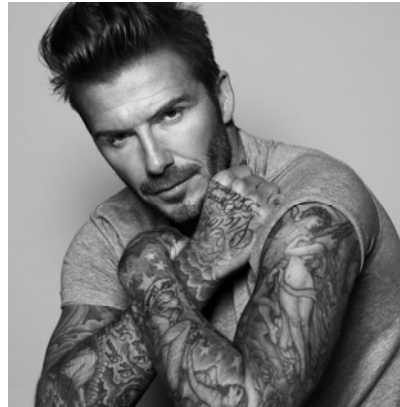
David Beckham signs with Biotherm Homme, L'Oréal Luxe's N°1 premium men's skincare brand

L'Oréal Luxe's brand Biotherm Homme has announced an unprecedented long-term partnership to develop a men's grooming line with England's iconic soccer (football) superstar David Beckham. The collection of skincare and daily grooming products will launch in 2017.

As part of the collaboration, Beckham becomes Biotherm Homme's first global ambassador. David Beckham's first Biotherm Homme campaign, for the brand's N°1 moisturizer Aquapower, will break online in June.

"I've been thinking about developing a skincare range for a long time and it wasn't until I started speaking with Biotherm that it all came together. They are as ambitious as I am, and we look forward to showing everyone the fruits of our labor very soon," commented Beckham.

"The partnership between Biotherm Homme and David Beckham is set to shift the boundaries in the men's skincare category and reinforce our brand's leadership," said David Fridlevski, Biotherm



General Manager. "It's the first time a male celebrity of this stature has developed a skincare collection. We're proud to be David Beckham's partner of choice to develop his vision of skincare, and we're delighted to welcome him as a new brand ambassador."

Recently voted "Sexiest Man Alive" by *People* magazine, famous worldwide for his impressive record in sport, respected for being devoted to his family and his philanthropic work on behalf of UNICEF, David Beckham is considered a leading influential across generations of men.

L'Oréal Paris wins top cosmetic brand ranking for third year in a row

L'Oréal Paris remains the world's most valuable cosmetics brand, according to the annual ranking by valuation and strategy consultancy Brand Finance. This is the third consecutive year that L'Oréal took home the top ranking in the Brand Finance Cosmetics 50 listing.

L'Oréal delivered a 22% increase on its 2015 brand value, bringing its total to US \$13.7 billion, a record for the industry.

Brand Finance assesses a brand through a Brand Strength Index (BSI) which rates each brand based on indicators such as familiarity, consideration, loyalty, investment, social responsibility and preference. L'Oréal Paris' scored a 91.5 out of 100, making it not just the strongest cosmetics brand, but the

third strongest from any industry, beaten only by Disney and Lego.

"L'Oréal Paris continues to impress: bettering itself and raising its game the whole time. It is performing well in three key respects: it is investing in trends and technology; it is innovating digitally; and it continues to inspire trust," said Brand Finance's Cosmetics Analyst Emilie Milton-Stevens.

"Across the Brand Finance Cosmetics 50, brands based outside the US have been negatively impacted by foreign exchange rate changes, but L'Oréal revenue and brand performance was so strong that it not only counteracted that impact but actually grew 22%," she added.

Diego Zamora Group launches creamy new Licor 43 Orochata

Spanish wine and spirits producer Diego Zamora Group has launched its first innovation in the history of its best-selling Licor 43. Inspired by Horchata, the national drink of Spain, Licor 43 Orochata is a light and creamy liqueur with delicate, sweet Mediterranean flavors layered with spice and citrus.

It will be available exclusively in the Global Travel Retail channel from late May, rolling out to selected domestic markets in the autumn.

Primarily aimed at "adventurous" women aged 23-45, Licor 43 Orochata is made with tiger nuts and infused with Licor 43 Original, and is best served over ice, says the company.

Unlike traditional cream liqueurs, it is vegetable-based and contains no cream. It has an ABV of 16%.

"With Licor 43 Orochata we are bringing excitement into the spirits category and offering consumers a creamy liqueur with a difference. It is light, delicious and easy to drink but contains no cream. It is a unique product steeped in Spanish heritage and comes from a well-known and much loved brand renowned for its vibrancy and inimitable passion," says Thomas Clamens, Managing Director for Zamora International.

The Licor 43 Orochata label features a hand-drawn mosaic painted by Spanish craftsmen. The bottle showcases the Licor 43 logo in the center and has a creamy pearlescent finish, which reflects the color of the liquid inside.

International sales of Licor 43 Original have more than doubled over the past five years. It is the #1 liqueur in The Netherlands, the #1 international fruit liqueur in Germany, and the fastest growing imported liqueur in Mexico. Sales in Global Travel Retail have grown by 64% during the last three years.





JCDecaux launches advertising on 5th Ave.

Global outdoor advertising company JCDecaux has begun the installation of 30 advertising panels on Fifth Avenue in New York. The first campaign features brands in the LVMH Group.

JCDecaux has created specially designed elegant stainless steel bus shelters for New York City. They are located from the Empire State Building on 34th Street to Bergdorf Goodman on 58th Street. Coverage includes LVMH's renowned global brands and some of the largest US department stores.

JCDecaux's expanded presence in New York City comes about following its acquisition of CEMUSA, which was finalized last November.

CEMUSA, a subsidiary of FCC Group, operates street furniture and transportation advertising in the U.S., Brazil, Spain, Portugal and Italy. The acquisition of CEMUSA adds more than 43,000 advertising panels in street furniture to the JCDecaux portfolio, extending or reinforcing its presence in New York, Rio de Janeiro, Brasilia, Madrid and Barcelona and in 41 airports including those in Madrid and Barcelona.

CEMUSA's Portugal operations were not part of the acquisition.

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

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

HMSHost expands Restaurant Month to Europe, sponsors James Beard Awards

For the third year in a row, HMSHost is celebrating Airport Restaurant Month in May across North America, as well as expanding to select airport locations in Europe.

Nearly 90 restaurants in more than 50 airports in North America are hosting the event, and for the first time, the Restaurant Month will be celebrated in select airport restaurants operated by HMSHost's parent company, Autogrill, in Europe. This includes restaurants at Brussels Airport, Zurich Airport, and Leonardo da Vinci-Fiumicino Airport in Rome.

"HMSHost created the first of its kind monthly holiday because one week isn't enough to celebrate our culinary creativity," said HMSHost Vice President of Marketing Atousa Ghoreichi. "We are thrilled that the success of Airport Restaurant Month at North American airports has resulted in a global launch this May where travelers in select airports in Europe can now experience this month long culinary event."

Participating restaurants are featuring special menus designed by HMSHost's corporate executive chef and culinary team.

In other culinary news, HMSHost will also be sponsoring the 2016 James Beard Foundation Awards, presented for excellence in cuisine, culinary writing, and culinary education in the United States.

ACTION

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 prodrigues@actium.us



Heinemann Americas

Has an immediate opening for a
**Logistics Customer
Service Officer**

The position maintains a professional business relationship between our Customers and Third-party logistics provider, ensures that U.S. Compliance is being upheld, and maintains updated status's on all outbound orders.

Professional qualifications:

5-10 years of experience in supply chain management and or logistics

Basic user knowledge of SAP
At least 5 years of experience working in logistics environment
Experience working in international logistics companies
Strong analytical, communication, negotiation and decision making skills

Business fluent in English
Advance knowledge of MS Office
Able to work independently
Experience in handling small to medium sized teams

Please send resumes to
info@heinemann-americas.com