



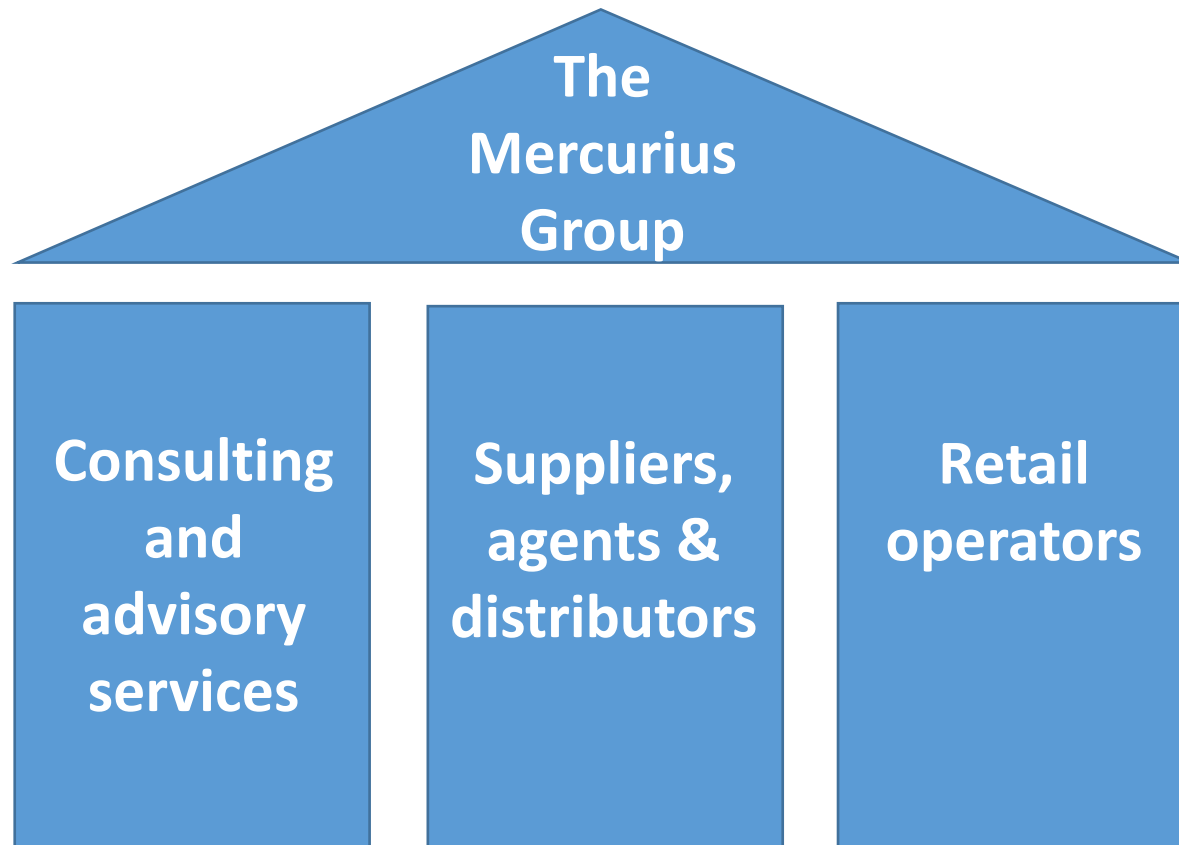
# About The Mercurius Group

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10 November, 2016

## About The Mercurius Group – What We Do

The Mercurius Group is a specialist Pacific region travel and infrastructure retail group with three business streams designed to serve the needs all key participants in the channel.





# About The Mercurius Group – Who We Serve



**The Mercurius Group serves all participants in the travel and infrastructure sectors, including asset owners, retailers, brands/suppliers, and investors.**

**Our broad expertise in the sector means we can help each participant understand the market better and grow value.**

# About The Mercurius Group – Our Founder

The Mercurius Group was established in 2011 by long time travel and infrastructure executive Ivo Favotto to help all participants in the industry to grow value.



## About Ivo Favotto

## Managing Director The Mercurius Group

Ivo has spent the past 25 years in the airport and travel retail sectors.

As an Executive, Ivo has worked :

- for Airport Authorities, responsible for business planning, asset utilisation strategy, pricing and master planning;
- for two leading, global travel retailers - Nuance (Executive Vice President – Global Strategy & Business Development) and Lagardere Travel Retail (Executive General Manager – Duty Free & Luxury) responsible for strategy, business development, planning and retail operations; and
- as an adviser with leading advisory firms Arthur Anderson, URS Corp and The Mercurius Group, he has worked with airports, governments, investors, retail operators and brand owners across the globe.

## Recommendations for TMG's Ivo Favotto

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**As an experienced travel retail executive, Ivo's work has been recommended by many industry leaders including retailers, airports, suppliers, colleagues and consultants.**

*"I have had the pleasure to work with Ivo during 4 years, while he was Executive General Manager – Duty Free & Luxury for Lagardère Travel Retail Pacific. Thanks to Ivo's skills, tenacity and capability as a business builder he grew our Pacific Duty Free & Luxury Division from scratch to a business of 33 stores, 500 employees and an annual turnover in excess of A\$180m, with a perfectly executed 5 year strategic plan."*

**Dag Inge Rasmussen, Chairman, CEO at Lagardère Travel Retail**

*"Ivo is a world class retail travel executive. His vision, drive and passion was key factor in LS Travel Retail winning a fiercely competitive tender at Auckland Airport. He always delivered on his commitments and is operator who kept us on our toes. A pleasure to work with."*

**Richard Barker, General Manager - Retail and Commercial at Auckland International Airport Limited**

*"Ivo is one of the industry's most astute and insightful observers. I have known him in various airport, retail, consulting and publishing roles over many years and have always been impressed by his knowledge of and passion for the business, his commercial acumen and his professional integrity."*

**Martin Moodie, Founder & Chairman, The Moodie Davitt Report**

*"Ivo managed his corporate strategy, business development and public affairs responsibilities to a high standard and earned the cooperation and respect of his colleagues around the world. Ivo is highly regarded across the travel retail industry, including by airports, competitors and suppliers. He is a global industry expert."*

**Roberto Graziani, President and CEO, The Nuance Group**

## Recommendations for TMG's Ivo Favotto

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**As an experienced travel retail executive, Ivo's work has been recommended by many industry leaders including retailers, airports, suppliers, colleagues and consultants.**

*"Working with Ivo has been a pleasure because he is the perfect Partner and I have learned a lot about the Travel Retail channel in the Pacific region from him. Ivo is a consummate professional, always challenging the status quo, making sure brand execution is perfect."*

**Sid Shetty, Regional Director – Victoria's Secret**

*"I had the pleasure of working closely with Ivo on a number of projects including high profile tenders and brand developments. To say Ivo knows duty free is huge understatement. His commercial acumen in the segment is matched by robust leadership skills and an ability to bring genuine innovation to play."*

**Matt Gardiner - General Manager, Travel Retail at Samsonite Australia & New Zealand**

*"Ivo is the most 'complete' business adviser I have used to support our activities. He combines excellent technical skills in economics and business development with a strong focus on commercial outcomes. His work is complete, timely and well researched and always delivers results for the client."*

**Kim Ellis - Executive Director at Sydney's Botanic Gardens & Centennial Parkland**

*"Ivo is highly personable and was very proficient in handling negotiations and the high demands and complexities of a large cross-border transaction with poise and a cool head. Ivo is very experienced in the travel retail space, and his in-depth knowledge of the industry and all his years of transaction experience proved highly useful in the deal."*

**Warren Davis - Partner, Kardos Scanlan, Corporate Lawyers**