



asutil

Asociación Sudamericana
de Tiendas Libres



ASUTIL is an international non-profit civil association formed in 1994 to establish a chamber that gathers, represents and promotes the interests of companies and institutions that operate in the area of the Duty-Free Shops. Constituted as an association of private character, with no political purposes, it was registered in 1995 before the Ministry of Foreign Affairs of Uruguay.



September
2020



MISSION

Asutil was born for the promotion, dissemination and effective defense of the common and collective interests of those companies and institutions that are dedicated to the operation of free shops in America.

Among its tasks are to ensure the progress of its member companies, advising them, representing them before government entities and protecting them against actions that endanger their further development and scope; and build valuable relationships by gathering and linking its partners and those who operate in the duty-free sector.

VISION

To be the maximum reference for all those operating companies and suppliers of duty-free shops in Latin America and the Caribbean.

Provide its associates with all the information and benefits that come from being a member of the association with the highest degree of perfection, connecting links, influence and international representation.



AUTHORITIES

The General Assembly is the supreme authority of the Association, usually held once a year in November/December and all members are invited to participate in it.

The Board of Directors is the permanent body of the Association. They meet several times a year, see to the fulfillment of the By-Laws, and have, among other powers, the duty to execute the resolutions of the General Assembly. The actual Board of Directors is integrated by the operations of DUFREY, NEUTRAL, SIÑERIZ, TOP BRANDS INTERNATIONAL and ZEINAL HNOS..

MEMBERS

The Members of the Association are nowadays divided into OPERATORS and SUPPLIERS. Among the OPERATORS we have DUTY FREE AMERICAS and PROVIMEX, in addition to the Board Members. And among the SUPPLIERS, we have the most distinguished companies from all the Duty-Free categories.



ASUTIL TEAM

ASUTIL works continuously with its members and staff to make certain the goals are being reached. The staff includes José Luis Donagaray, its Secretary-General, Inés Sisto Patrón, Event and Office Coordinator and Silvia Gestal, assistant/secretary.

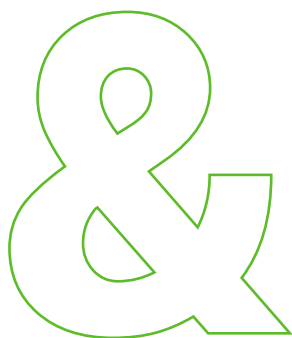
OFFICE

Asutil is located in Montevideo World Trade Center, the most modern business complex in Uruguay. Being a partner puts this strategic located office at your disposal, with all the facilities to work and connect, including a meeting room.



MOST IMMEDIATE GOALS

- To work for the development of the industry, advising and protecting its members.
- To create a representative entity and a permanent forum.
- To collect and systematize legislation and information concerning Free Shops and to disseminate it among its members.
- To guide its members and represent them before governments and other associations and identities at local and international level.
- To disseminate the role of the Free Shops and the activities carried out.
- To make researches, studies, and organize events.
- To create, integrate and / or maintain cooperation and exchange relationship with any other institution or association, devoted to the Duty-Free and related activities.



BRIEFS STUDIES REPORTS

- Presidency reports: made every two years, at the end of the term of office of the authorities of ASUTIL and are presented in the General Assembly
- Financial reports: are monthly prepared by the accountant Laura Lecocq
- Macroview reports: are made especially for ASUTIL by the company MacroView, whose CEO is the economist Carlos Melconian. A report on the situation of ARGENTINA and another of BRAZIL is provided each month.
- LATAM reports: are developed by m1nd-set, a company that specializes in the Duty-Free market and are published quarterly.
- DFWC studies

Some of these are exclusively for members.

ASUTIL EVENTS



In 2018, we joined forces with **IAADFS** and create the **SUMMIT OF THE AMERICAS**, which compiles the best of each one of our events. It took place twice in Orlando, with an audience of highly qualified buyers who represents more than 300 companies operating tax-free and travel retail stores in more than 60 countries. We will launch soon the virtual modality of the **2021 the Summit of the Americas**.

The **ENCUENTRO DE FRONTERA**, recently reshaped into the **ENCUENTRO EBS** (Encuentro Border Shops) had its first edition in November 2013, a combine effort with the Cámara de Empresarios de Free Shops del Uruguay – **CEFSU**. ASUTIL assumed with its partner the task to provide support, information, a negotiation framework, and a place to gather new ideas and strategies to develop the Duty-Free border stores. The next one will be in November 2020, with a virtual format.

ASUTIL has already been anticipating virtual activities and events and at the end of 2018 began with periodic **WEBINARS** with the International Press and its Members. In this very peculiar COVID-19 year, we launched with great success, our own monthly **CDC**, Ciclos de Conferencias, following our mission to generate and share relevant information. We are participating in the virtual events of **TRMarketPlace** and the **Virtual Travel Retail Expo**.

All these events have proven to be an **efficient way of promoting our objectives** and an important service that ASUTIL provides to the operators and suppliers in the region. We keep trusting that this type of events, will continue to enrich institutions and members and serve as a renewed impetus for this key sector in the present and future development of the regional economies.

ASUTIL has been developing different kinds of events since its establishment. The classic annual **CONFERENCE** that rotates destinations every year, had its beginning in **1997** and had been growing ever since. It has also been the venue where you could find the most prominent agents and key people in the Duty-Free sector, as well as the most productive networking, invaluable information and the most positive environment generating an important synergy among all attendees. In **2017** we ended an era, since it took place the last conference in its traditional format, in Rio de Janeiro, the same location of our first one.



ASUTIL MAIN CONTRIBUTIONS



DUTY FREE WORLD COUNCIL

We are members of the DFWC, together with IAADFS, TFWA, FDFA, and others relevant associations. The DFWC is the governing body of the DF worldwide, and we are one of the founding partners.



CSR

We are pleased to have developed a CSR program. In these recent years the ASUTIL has been able to carry out various CSR major actions. Throughout the EBS, several donations were made to a border entity. This year, after the arrival of the COVID-19, we have made a donation to the Ministry of Social Development of Uruguay, Hand in Hand for Haiti, Women in Travel Retail, the DFNI Charity Ball, among others had also been recipients of our collaborations



DUTY-FREE STORES IN BRAZIL

ASUTIL, being declared as the association that interacts with the Brazilian government, has been working intensely with the RECEITA FEDERAL (taxes and customs) in the implementation of the new Brazilian law of the border free shops in twin cities. Mainly so that we make sure this new business is born in optimal conditions, and that guarantees are given to operators and suppliers.



INSTITUTIONAL WEBSITE

Following the dynamic rhythm of the industry and to strengthen the fulfillment of its objectives, an improved, renovated and very informative ASUTIL institutional website was launched in 2018.

TOBACO AND LABELING

ASUTIL is working very hard with the tobacco companies, regarding the Tobacco Illicit Trade Protocol. The outcome of this work is very important and can affect the whole industry, because after that comes alcohol and chocolate and fine foods, which are already on the WHO list. We are also dealing with the labeling of edible products in Duty-Free. We are in constant communication with the governments and keeping track of the upcoming regulations in all Latin-American countries. We have conducted several meetings with the confectionary suppliers' members and keep them updated.

ALLOWANCES

This is a short review of the recent improvement in the allowances that have a direct impact in the whole business and that permits the increase of sales of all categories and particularly for high prices brands.

Argentina: USD 300 to USD 500 - January 2018
Brasil: USD 500 to USD 1000 - January 2020
Uruguay: USD 300 to USD 500 in 2010 and USD 500 to USD 650 - November 2017
Mercosur: USD 150 to USD 300, to be harmonized in all countries

FUTURE

Throughout these years, we have learned a lot from the road we have traveled, we have undertaken various initiatives and accepted constant challenges. Several successful steps were taken by ASUTIL to improve the operational status of its associates. So, 25 years later, we can proudly say that the mandate and vision of our founders has been fulfilled.

And we would like to thank all our partners, our team and authorities, the media, but most of all to our operators and suppliers' members, who without their contribution and support, nothing could have been achieved.

ASUTIL has great prestige and reputation both in the industry and with the governments of the region and thus we hope to continue in what the future holds.



asutil

Asociación Sudamericana
de Tiendas Libres

