

PARTNERSHIP PROPOSAL

We do not only manage your brand
— we build it.

Fragrance, cosmetics, skincare, haircare distribution across the Americas,
Caribbean and West Africa — luxury and lifestyle. 47+ brands. 12 markets. 500+
authorized doors.

WHO WE ARE

Milan origin. Miami headquartered. Built for the Americas, Caribbean, and West Africa.

Euroluxe is a distributor for luxury fragrance, cosmetics, skincare, haircare and other consumables. We operate from our Headquarters in Miami with subsidiaries in Panama, Mexico, Uruguay, Chile, Italy, Morocco and Senegal.

Milan

ORIGIN

Miami

CORPORATE HQ

20+ yrs

LEADERSHIP TENURE

7

OFFICE CITIES

LEADERSHIP

The people behind the network.



Guy Bodart
Chief Executive Officer

Guy built Euroluxe into the Americas' most agile brand-building distributor. With 20+ years at Chanel as Director and CEO across Panama, Mexico, and Brazil, he understands what brands and suppliers need: a partner who builds markets, not just fills shelves.



Omar Peralta
Chief Financial Officer

Omar heads finance for the group: reporting, controls and cash across the Euroluxe subsidiaries, with a monthly close so brand partners get numbers fast.



Simon Coutier
Managing Partner

Latin America entrepreneur who opened 200+ doors across Mexico's most prestigious retail channels. Simon turns market entry strategies into revenue across Italy, Mexico, and global business development.



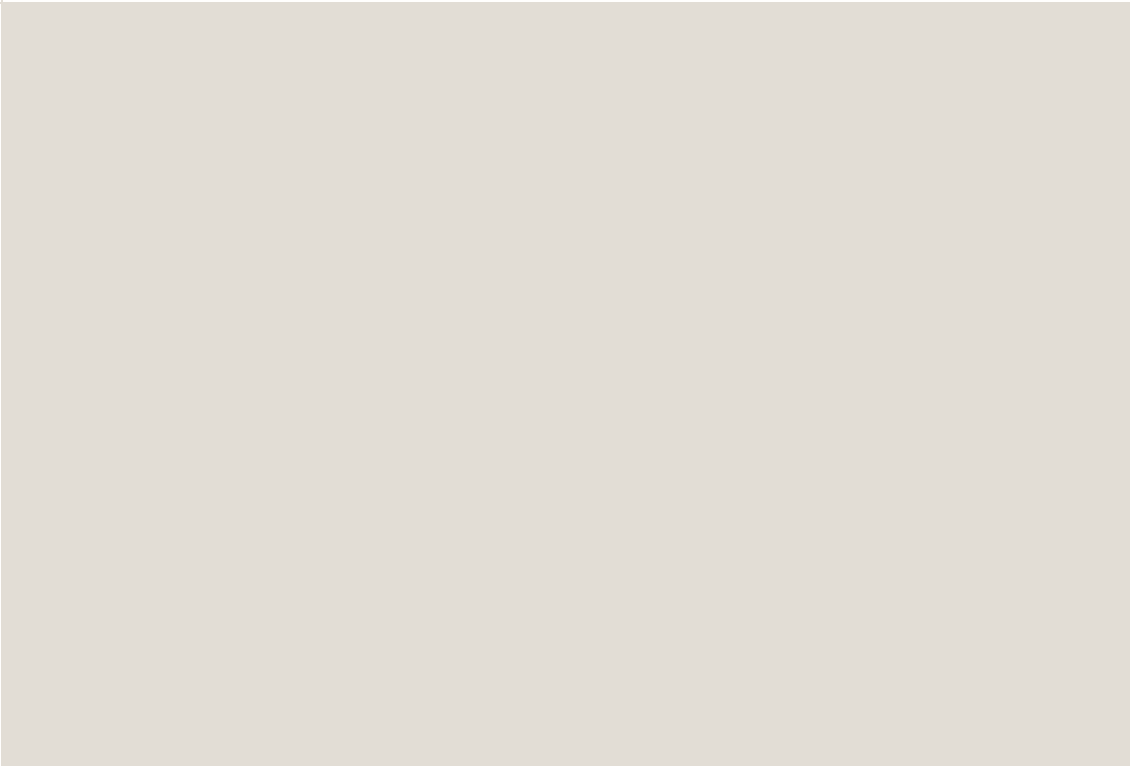
Andrea Monelletti
Global Operations Manager, Milan

Production and design for Carrera, Sweet Years, and private labels. Andrea does not supervise specific markets; he maintains direct client relationships on the manufacturing side across Euroluxe Italy.



Vicky Torres
General Manager, Mexico

Vicky leads our Mexico subsidiary — the largest in-market operation. 25+ years in cosmetics and retail with L'Oréal, Puig, Clarins, and Devlyn Optics Group, she builds brands with efficient go-to-market strategies and a close eye on profitability — across 11 cities and a 30+ in-house team.



LEADERSHIP

The people behind the network, continued.



Jocelyne Baot
Managing Director, Africa

Jocelyne Baot brings over 10 years of international experience as a Brand Area Manager in fashion, luxury, fragrance, and cosmetics distribution across Africa, Europe, and the Middle East. She has led multi-brand portfolios, market entries, and product launches, driving retail excellence programs with double-digit growth — including the successful implantation of luxury brands in South Africa, where she drove multi-brand retail expansion. Fluent in French and English.



Laura Reye
Marketing Manager, Milan

Laura runs marketing across the Euroluxe portfolio — brand activations, retailer co-op, digital, and consumer-facing campaigns. The engine that makes new launches land in-market.



Annelis Grimaldo
Brand Manager

Annelis manages brand relationships across the Euroluxe portfolio — coordinating with principals on positioning, launch plans, and category execution.



Benicio James
Operations Manager, Mexico

Benicio links corporate operations with the Mexico subsidiary — logistics, fulfillment, and channel infrastructure. He keeps the chassis moving across the Americas.



Ambre Loux
Trade Marketing, Africa

Trade Marketing professional with 5+ years of experience in the international luxury and fragrance industry. Experienced in developing brand activations, product launches and retail marketing initiatives across more than 50 markets. Specialized in driving brand visibility, retail excellence and commercial growth.



Brand Building

We don't just distribute — we build market presence from zero.
Strategy, positioning, retail placement, and sell-through optimization
for brands in the markets we cover.

- Market entry strategy — channel, pricing, retailer mix
- Brand positioning tuned to regional consumer behavior
- Disciplined retail placement with measurable sell-through
- Category leadership inside key department store networks

One-Stop Servicing

Seven services under one roof. Brands retain control; we handle everything from the shipment to the retail floor.

— Logistics	— Warehousing
— Marketing activation	— Retail merchandising
— Sales-force training	— Regulatory compliance
— Financial reporting	

FOOTPRINT

Seven offices. Six warehouses.

Miami Corporate HQ · Warehouse · Production coordination	USA	Panama City Subsidiary · Warehouse	PANAMA	Mexico City Subsidiary · Warehouse · Local Operations	MEXICO
Montevideo Subsidiary · Warehouse · Local Operations	URUGUAY	Asunción Subsidiary · Local Operations	PARAGUAY	Milan Subsidiary · Manufacturing · Warehouse · European distribution	ITALY
Casablanca/Tangier Subsidiary · Warehouse · West Africa Operations	MOROCCO				

BY THE NUMBERS

The numbers behind the network.

47+

BRANDS

12

MARKETS

500+

RETAIL DOORS

85+

TEAM ACROSS REGIONS

PORTFOLIO

Brands we've built across the Americas, Caribbean, and West Africa.



ARMAF



+ 40 more brands across licensing, lifestyle, prestige, niche, Middle-Eastern aromas, and cosmetics.

PORTFOLIO

Brands we’ve built across the Americas, Caribbean, and West Africa.

BURBERRY
LONDON ENGLAND

Chloé

BOSS
HUGO BOSS

Calvin Klein

GUCCI

MARC JACOBS
FRAGRANCES

TIFFANY & Co.

HALLÖWEEN

NEXT STEPS

How the partnership **begins.**

01

Discovery Call

90-minute session with Euroluxe executives to understand your market goals, current distribution, and category strategy.

02

Market Assessment

We map your brand's fit across the Americas, Caribbean, and West Africa. Delivered: channel strategy, target retailer list, go-to-market calendar.

03

Commercial Proposal

Distribution terms, service scope, financial structure, reporting cadence. Signed within 30 days of call.

04

Launch

First shipments clear customs. Training complete. Retail activation live. Your brand in market within 90 days.

EuroLuxe

Thank You.