

## Licensed Retail Sales Jump 4.5% in 2018 in Asia; China Adds \$750 Million in Value Alone

Licensed retail sales reached \$22.3 billion in 2018 in Asia, according to THE LICENSING LETTER. The total was up 4.5% from the previous year, adding just over \$950 million compared to 2017.

The largest and most established licensed economy in the region grew an unprecedented 0.6% in 2018, the fastest rate of growth TLL has observed since we began tracking licensed sales in 2011. In that 8-year timespan, however, Japan-based sales actually shrank by \$85 million thanks to a gradually contracting economy. Despite natural disaster striking in the latter half of the year, Japan observed healthy, mostly tourist-based growth for rest of 2018.

In 2018, the fastest-growing categories in Japan were fashion- (2.2%) and sports-based (1.9%) licensed retail sales. Meanwhile, entertainment/character-based sales dipped -1.9%, a loss of \$76 million from the previous year. Corporate/trademark sales continue to do well at 1.4% growth, while art-based licenses rebounded with 0.4% growth for the first time after two straight years of declines.

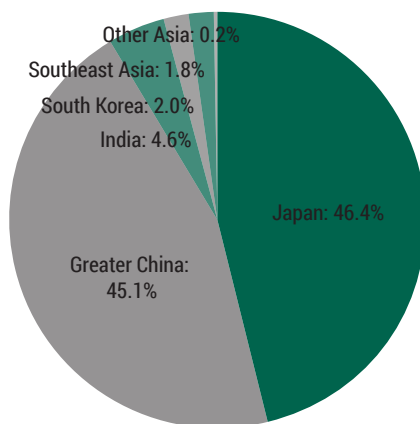
The second-largest economy in Asia added \$3.8 billion in licensed retail sales over the same 8-year period, now only \$1.2 billion behind the region's licensing powerhouse. Up 8.4% overall in 2018, China contributed an unprecedented \$750 million in licensed retail sales.

In greater China, a region comprised of mainland China, Taiwan, Hong Kong, and Macau, entertainment/character (up 5.9%) is a key growth area, although it lags behind the dollar growth contributed by fashion brands (9.0%). In 2018, sports-based properties saw the fastest growth of any category at 12.4%, thanks primarily to esports and soccer. Corporate/trademark-based goods jumped 6.9% in 2018.

India broke the billion-dollar mark in 2018, counting \$1,023 million in licensed retail sales. The country observed double-digit growth in

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Share of Retail Sales of Licensed Merchandise, Asia, by Territory, 2018



**Notes:** Greater China is comprised of mainland China, Taiwan, Hong Kong, and Macau.

Southeast Asia is comprised of Singapore, Malaysia, the Philippines, Indonesia, Thailand, Vietnam, and other territories.

**SOURCE:** THE LICENSING LETTER

## Canadian Licensed Retail Sales Lag Behind U.S.; Bright Spots Emerge Up North

Licensed retail sales in the U.S. and Canada grew a combined 1.4% in 2018, according to TLL's *Annual Licensing Business Survey*.

In the U.S., a relatively dampened growth rate of 1.4% nevertheless propelled the territory to hit the \$100 billion licensed retail sales mark for the first time. This last year had the slowest rate ever recorded since TLL began tracking country-specific licensed sales in 2011.

Up north, Canada lagged slightly behind with 1.3% growth, down from 3.9% in the previous year, to reach \$10 billion in 2018. The territory is actually in an upswing compared to the last five years of growth; licensed retail sales only grew 8.3% since 2011 (translating to just under \$770 million, compared to \$16 billion in total licensed sales growth in the U.S.).

Typical of a smaller market, Canada's share of all licensed retail sales is more dependent on entertainment/character properties than the U.S. (12.6% share in Canada versus 11.7% share

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## Who's News

*Are you hiring? Being promoted, changing jobs, retiring? Email [karina@plainlanguagemedia.com](mailto:karina@plainlanguagemedia.com) and we'll announce the news in our next issue of Who's News.*

**Netflix** appoints **Jackie Lee-Joe** as its new CMO beginning in September. Hailing from BBC Studios, she replaces the retiring **Kelly Bennett**.

Former Sony PlayStation exec **John Drake** joins **Disney** as VP Business Development & Licensing Games. His main responsibility will be to "help pair amazing developers and publishers with the best IP in the world."

Separately, **Disney** builds up its SVOD content team with **Matt Brodlie** as SVP Intl. Content Development.

**Ann Sarnoff** is the new Chair & CEO at **Warner Bros.**, replacing **Kevin Tsujihara**, who resigned after an investigation of alleged improper conduct. Currently President of BBC Studios America, Sarnoff headed up development of streaming service BritBox as Board Chair in her time across the pond.

Following **CPLG's** acquisition of **TEAM!** Licensing in Germany, the company realigns its German and French leadership teams. **Joachim Knoedler** is now Managing Director Germany, focusing on the territory exclusively. **John Taylor** is appointed Managing Director U.K. & France, adding France to his remit. Both Knoedler and Taylor continue to report to **Maarten Weck**.

**Dan Amos** departs Beanstalk to join **Difuzed** as Head Esports.

**Tough Mudder** promotes **Kyle McLaughlin** to CEO.

**Nike** appoints **John Schweitzer** as CEO & CFO of its Hurley brand.

**DHX Media** promotes **Stephanie Betts** to EVP Content; she will be responsible for development and production of DHX Media's slate of original animated content, reporting to President **Josh Scherba**. **Todd Brian** joins DHX as Director Development Animation, reporting to Betts.

**Helena Mansell-Stopher** spearheads an industry think tank group to discuss ways that the wide licensing sector can improve its sustainability as well as facilitate changes through sharing resources and championing successes. Inaugural members of **The Products of Change Group** include:

- ▶ **Trudi Bishop** (Director, Bee Licensing);
- ▶ **Jakki Brown** (Joint MD & Editorial Director, Max Publishing);
- ▶ **Paul De'Ath** (BA Product Design/ Course Leader, Central Saint Martins);
- ▶ **Kelvyn Gardner** (MD U.K., Licensing International);
- ▶ **Robert Hutchins** (Deputy Editor, Licensing.biz);
- ▶ **Peter Johnson** (Art Director, Creative Media);
- ▶ **Helena Mansell-Stopher** (Director U.K. & Europe Licensing, National Geographic);
- ▶ **Daniel McGeehan** (Consumer Products Manager U.K. & Ireland, National Geographic);
- ▶ **Claire McNulty** (Senior Director Europe, National Geographic Society);
- ▶ **Gary Pope** (Director, Kids Industries);
- ▶ **Peter Rooke** (MD, Art + Science Intl.);
- ▶ **Will Stewart** (MD, The Point.1888); and
- ▶ **Louise Williamson** (Head FMCG & Home, The Point 1888).

**Studio 100 Group** appoints **Martin Krieger** as the new CEO of Studio 100 Media and its subsidiaries m4e, Studio 100 Film, and Studio Isar Animation.

**Genius Brands Intl.** consolidates its distribution business, appointing **Caroline Tyre** as SVP Intl. Distribution. Tyre will also spearhead the ongoing digital growth as Head Genius Brands Network, comprised of the Kid Genius Cartoon Channel and Baby Genius TV.

**Glen Schofield** is the CEO of **PUBG's** new game development studio, Striking Distance.

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## Property Type Retail Sales Breakdowns: U.S. versus Canada

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in the U.S.), which is the world's largest market for licensed retail sales.

Despite a fall-off in entertainment/character sales in the U.S. (-1.9%), the Canadian market actually grew 4.7% in 2018.

This is in part because many aggravating factors for sales based on the property type down south, such as decreased toy sales attributed to the closure of Toys"R"Us in the U.S., were actually reversed in Canada. For example, sales of licensed toys in the U.S. were down by -1.5%, while they were up 1.8% in Canada.

Another key growth spot pushing entertainment/character brand-based licensing up in Canada was the gifts/novelties segment, which jumped an impressive 5.2% in 2018 after years of declines.

Likewise, while the U.S. observed a slowdown in the major property types of fashion (1.5%, compared to 11.7% growth from 2015–2017) and corporate/trademark brands (2.0% versus 5.6%), Canada was on track for compounded future rises in licensed retail sales with 2.1% and 3.1% growth, respectively.

In part, this shift occurred because of strong growth in apparel, accessories, and footwear (3.0% in Canada versus 1.9% in the U.S.) as well as food and beverages (2.9% versus 2.2%).

Other strong product categories for the country include publishing (2.4%) and health & beauty aids (2.2%).

In comparison, U.S. licensed published sales grew just 1.9% in 2018, while sales of health and beauty aids inched up 1.4%.

### Licensing Data Bank Online: Newly Updated for the U.S. and Canada

Looking for more insights? We've just updated the *Licensing Data Bank Online* with country-specific breakdowns of licensed retail sales in the U.S. and Canada for years 2011 through 2018.

New charts include breakdowns by the five major property types (entertainment/character, sports, fashion, corporate trademarks/brands, art, and other).

Plus, we've also included breakdowns for the eight major product categories (apparel/accessories/footwear, toys/interactive games, publishing, home furniture/housewares/domestics, stationery/paper products, gifts/novelties, food/beverages, health/beauty aids, and other).

### Licensed Retail Sales by Property Type, U.S. & Canada, 2018

Figures in Millions USD

TERRITORY	ENT/CHAR	SPORTS	FASHION	CORP/TM	ART	OTHER	TOTAL
U.S. & Canada	\$13,043	\$16,138	\$19,979	\$29,767	\$5,935	\$25,626	\$110,488
U.S.	\$11,787	\$14,783	\$19,979	\$27,076	\$5,284	\$21,575	\$100,484
Canada	\$1,256	\$1,355	\$2,136	\$2,691	\$650	\$1,915	\$10,003

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

### Share of Licensed Retail Sales by Property Type, U.S. & Canada, 2018

Figures in Millions USD

TERRITORY	ENT/CHAR	SPORTS	FASHION	CORP/TM	ART	OTHER	TOTAL
U.S. & Canada	11.8%	14.6%	18.1%	26.9%	5.4%	23.2%	100.0%
U.S.	11.7%	14.7%	19.9%	26.9%	5.3%	21.5%	100.0%
Canada	12.6%	13.5%	21.4%	26.9%	6.5%	19.1%	100.0%

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

### Growth of Licensed Retail Sales by Property Type, U.S. & Canada, 2018

Figures in Millions USD

TERRITORY	ENT/CHAR	SPORTS	FASHION	CORP/TM	ART	OTHER	TOTAL
U.S. & Canada	-1.3%	1.4%	1.6%	2.1%	1.3%	1.8%	1.4%
U.S.	-1.9%	1.5%	1.5%	2.0%	1.4%	2.2%	1.4%
Canada	4.7%	0.3%	2.1%	3.1%	0.5%	-3.1%	1.3%

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

### Who's News

Continued from page 2

**The Point.1888** appoints **Martin McLaughlin** as its new Commercial Manager.

**Wasserman** promotes **Elizabeth Lindsey** to President Brands & Properties. Her remit includes the global marketing and representation agency's creative and digital agency, Laundry Service, and production and influencer marketing company Cycle.

**Big Lots** hires **Jonathan Ramsden** as EVP, CFO & Chief Administrative Officer to succeed the departing **Timothy Johnson**, effective Aug. 5.

**The North Face** appoints **Steve Lesnard** as Global VP Marketing and **Tina Rolan** as VP Marketing EMEA.

**Dana Stern** joins **Refinery 29** as VP Talent Relations & Casting, Branding & Editorial.

**Nautilus'** board of directors names **James "Jim" Barr IV** as CEO.

Continued on page 16

## Back to Basics: Specialty Food Gets Comfortable

The specialty food and beverages market is settling in and getting comfortable, with sales slowing down to 4.3% growth in 2018 to reach \$148.7 billion in the U.S., according to the Specialty Food Association’s annual Specialty Food Industry report prepared by Mintel and SPINS/IRI.

This last month, we attended the Summer Fancy Food Show in New York City organized by the SFA. We present our key take-aways from the show, alongside interesting findings from that report.

First, it is clear that the market is maturing, with growth slowing down from 5.4% in 2017, per the SFA.

In comparison, TLL estimates that retail sales of licensed food and beverages (which overlaps slightly with specialty foods) grew 2.3% in 2018 to reach \$12.39 billion; in 2017, growth was faster at an even 6.0%.

According to TLL estimates, over 80% of licensed food and beverage products are branded by corporate trademark/brand properties, largely in the form of extensions from existing food/beverage brands. Just under 5% are entertainment/character-based licenses, primarily in confectionery and kid-oriented foods, snacks, and beverages.

This breakdown is largely reflected in the smaller sub-set of licensed specialty foods. Licensed brand categories

expanding their presence in the space include alcohol (spirits and beer), preschool, and retro food/beverage brands.

Product category trends are coming back to basics. Among flavors, the big winner this year was peanut butter—including allergy-friendly varieties that brought the all-American staple to life on everything from energy bars to chips, chocolates to jelly beans. Peanut butter checks a couple of boxes, serving as a rich

*“Breakfast, sobriety were the breakout lifestyle trends this year.”*

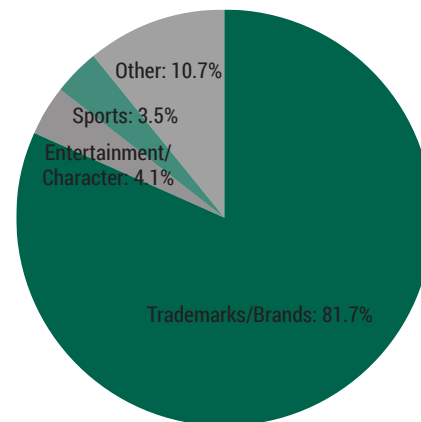
comfort food as well as a fitness fuel.

A close second for the up-and-coming flavor profile was citrus, specifically, lemon. Popular foods to use the ingredient were cookies, sauces, jams, and glazes, while beverages were less concerned with the basic lemonade profile in flavors like lavender, cucumber, and ginger.

Plant-based “cheeses,” “meats,” “grains,” “milks,” and other solutions had their day on the floor and are expected to grow over the next couple of years. Popular substitutes we tasted included peas, corn, cauliflower, and root vegetables—all were delicious and nutritious. Mintel estimates that plant-based specialty items account for nearly 5% of the total market.

As part and parcel of the alternative-ingredient trend (and surprisingly contrary to the peanut butter trend), there

Share of Retail Sales of Licensed Food & Beverages, by Property Type, U.S. & Canada, 2019



SOURCE: THE LICENSING LETTER

was a greater awareness of allergies, with many products checking off more than one box off the gluten-free, dairy/lactose-free, egg-free, and nut-free list. For example, one kid-oriented cookie brand claimed to be free of triggers for the “top eight major allergies.”

Clean labeling has firmly risen to the level of industry best-practices and consumers continue to demand simple, easy-to-understand, and short ingredients lists without added chemicals. Larger concerns about reducing packaging and food waste translated into smarter

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### Top 10 categories by retail sales:

1. Cheese and plant-based cheese;
2. Frozen, refrigerated meat, poultry, seafood;
3. Chips, pretzels, snacks;
4. Non-ready-to-drink coffee and hot cocoa;
5. Bread and baked goods;
6. Chocolate and other confectionery;
7. Refrigerated entrées;
8. Frozen desserts;
9. Frozen entrées (lunch, dinner); and
10. Yogurt and kefir.

### Top 10 categories by dollar growth:

1. Refrigerated plant-based meat alternatives;
2. Rice cakes;
3. Frozen plant-based meat alternatives;
4. Water;
5. Refrigerated ready-to-drink tea and coffee;
6. Shelf-stable creams and creamers;
7. Refrigerated creams and creamers;
8. Frozen desserts;
9. Jerky and meat snacks; and
10. Refrigerated pasta.

### Top 10 categories by market share:

1. Refrigerated plant-based meat alternatives;
2. Refrigerated plant-based milk;
3. Self-stable plant-based milk;
4. Tofu;
5. Non-ready-to-drink tea;
6. Refrigerated pasta, pizza sauces;
7. Refrigerated salsas and dips;
8. Refrigerated condiments;
9. Refrigerated pasta; and
10. Wellness bars and gels.

SOURCE: Specialty Food Association’s annual Specialty Food Industry report prepared by Mintel and SPINS/IRI.

# Deal Sheet

In this issue: 8 brands/IP available or recently assigned and 160 individual licenses granted.

## Brands/IP Available or Recently Assigned, U.S.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
<b>Powerwolf</b>	German power metal band created in 2003. Group uses dark themes and images, musically and lyrically, contrary to traditional power metal music.	All incl. live events, retail	Michi Hahn, Bravado Merchandise GmbH

## Licensed Recently Granted, U.S.

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
<b>Daniel Tiger's Neighborhood</b>	ASO LLC	Bandages	9 Story Media Group
	Kahootz	Colorforms	9 Story Media Group
	Kurt S. Adler	Ornaments, stockings	9 Story Media Group
<b>Downton Abbey</b>	Crane Stationery	Paper products	Spotlight Licensing & Brand Management
	Hasbro	Toys	Spotlight Licensing & Brand Management
	Wrebbbit Puzzles Inc.	Puzzles	Spotlight Licensing & Brand Management
<b>emoji</b>	Hershey Co. (The)	Chocolate bars	Emoji Co. GmbH
<b>Frye</b>	Crate and Barrel	Home decor & furnishings	Frye Co. (The) div. Global Brands Group
<b>Godiva</b>	General Mills	Baking products	Beanstalk
	Kraft Heinz	Baking products	Beanstalk
<b>Golf le Fleur</b>	Jeni's Splendid Ice Creams	Ice cream	Golf Wang
<b>Grateful Dead</b>	Sanuk	Sneakers	Warner Music Group
<b>Happy Days</b>	Entertainment Earth	Tin totes	CBS Consumer Products
<b>InStyle: Badass Women</b>	X Karla	T-shirts	Meredith
<b>Jason Wu</b>	Interior Define	Home decor & furnishings	Jason Wu Studio
<b>My Hero Academia</b>	Loot Crate	Subscription service	FUNimation/Group 1200 Media
<b>Oreo</b>	Cookies United div. United Baking	Gingerbread houses	Brand Central
	TMP Intl. dba McFarlane Toys	Gifts & collectibles, novelties	Brand Central
<b>Seinfeld</b>	Superfly	Live events	Warner Bros. Consumer Products
<b>Sesame Street</b>	Green Toys Inc.*	Toys	Sesame Workshop
<b>Sour Patch Kids</b>	Jel Sert (The)	Freezer bars	Brand Central
	Trevco	Accessories, apparel	Brand Central
<b>Star Trek</b>	Hero Within	T-shirts	CBS Consumer Products (Star Trek)
	IDW Publishing div. IDW Media Holdings	Comic books, posters	CBS Consumer Products (Star Trek)
<b>Star Trek: The Next Generation</b>	Chronicle Collectibles	Prop replicas	CBS Consumer Products (Star Trek)

\*Extension or renewal.

Continued on page 6

## Licensed Recently Granted, U.S. *Continued from page 5*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
State Bags x Project CAT	State Bags	Backpacks	Discovery Consumer Products
Stranger Things	Baskin Robbins div. Dunkin' Brands	Ice cream	Netflix
Tyler "Ninja" Blevins	Penguin Random House	Books	Team Ninja
WWE	Crazy Boxer div. TEXTISS U.S.	Boxers (men's)	World Wrestling Entertainment (WWE)
	Pollard Banknote	Instant lottery tickets	World Wrestling Entertainment (WWE)

## Brands/IP Available or Recently Assigned, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
CHF Media Group	Studio shutters production to focus on merchandising its animated kid's properties, incl. Daisy & Ollie and Pip Ahoy!	All (Worldwide)	CHF Entertainment
Julie Dodsworth	British traditionalist artist whose work evokes her love of her narrowboat, the British waterways, all things floral, and the folklore of boats passing by.	All (U.K.)	Ian Downes, Start Licensing
Kong Kong Land	Animated series follows 5 animal fairies living in a shoe-banding machine in a theme park as they collect foot smell, one of the most important resources in their environment.	All (Worldwide)	Paul (Dongju) Park, CGPixel Studio Inc.
Red Robin	Casual dining restaurant chain known for its high-quality burgers, bottomless steak fries, freckled lemonade, and for providing its guests a fun environment since 1969.	Confectionery, desserts, frozen novelties (North America)	Jeff Dotson, Valen Group
Simon's Cat	Animated comedy series featuring the mischievous antics of a charming cat and his long suffering owner Simon.	All (Nordics, CEE)	Eva Brannstrom, Plus Licens AB
		All (Southeast Asia)	Marilu Magsaysay Corpus, CLICK! Licensing Asia, Inc.
Tree Top	Premium producer of quality juices and apple sauce for consumers since 1960; provides fruit-based ingredients and solutions to the world's leading manufacturers.	Frozen ice products, vitamins (gummy), yogurt products (North America)	Jeff Dotson, Valen Group
YooHoo & Friends	Toy brand and animated series follows big-eyed, furry animals on a mission to protect the environment and learn the value of harmony and friendship.	Accessories, arts & crafts, confectionery, fashion, outdoor, publishing (Russia, CIS)	Denis Kulakov, brand4rent

## Licensed Recently Granted, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
adidas	Marcolin SpA	Eyewear (Worldwide)	adidas
Angry Birds	Neos SpA	Airplane livery (Italy)	Rovio Entertainment U.K., Maurizio Distefano Licensing - The Evolution of Licensing (MD Licensing)
Arsenal FC	adidas	Home kits, jerseys, team apparel (U.K.)	Arsenal Football Club
Back to the Future	Factory Entertainment	Novelty & gift items (Worldwide)	Universal Brand Development

\*Extension or renewal.

*Continued on page 7*

**Licensed Recently Granted, Intl.** *Continued from page 6*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
<b>Bananya</b>	Bitty Boomers div. Fabrique Innovations	Bluetooth speakers (Worldwide excl. Asia)	Crunchyroll div. Ellation
	CTC Food Intl.	Beverages (U.S., Canada, Mexico)	Crunchyroll div. Ellation
	Fabrique Innovations	Fabric (Worldwide excl. Asia)	Crunchyroll div. Ellation
	Funko	Plush figures, vinyl figures (Worldwide excl. Asia)	Crunchyroll div. Ellation
<b>Better Call Saul</b>	Trends International	Calendars, posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Betty Boop</b>	HUF	Accessories, apparel, footwear, novelties (Worldwide)	King Features Syndicate
	Stone Kids	Pajamas, sweatshirts, t-shirts (France)	King Features Syndicate
	Suncrest Co., Ltd.	Mobile phone cases (Japan)	King Features Syndicate
	Toyoshima & Co. Ltd.	Apparel, backpacks, cosmetic bags, shoulder bags (Japan)	King Features Syndicate
<b>Black Clover</b>	Abyesse Corp.	Accessories, apparel (Western Europe)	Crunchyroll div. Ellation
	Just Funky	Accessories, home decor (U.S., Canada)	Crunchyroll div. Ellation
	Just Toys Intl. (North America)	Action figures, squishes (Worldwide excl. Asia)	Crunchyroll div. Ellation
<b>Blaze &amp; the Monster Machines, Shimmer &amp; Shine, Top Wing, Butterbean's Café</b>	Complete Control (U.K.) Ltd.	Mobile games (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
<b>Bloodshot (film)</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Breaking Bad, Breaking Bad (film)</b>	Trends International	Calendars, posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Brightburn</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Charlie's Angels</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Charmed</b>	CineQuest.com	Badges, enamel pins, miniature box sets (U.S., Canada)	CBS Consumer Products
<b>Cobra Kai</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Crayola</b>	Kellogg	Cereal boxes (Australia)	Crayola
<b>Creature from the Black Lagoon (The)</b>	Factory Entertainment	Collectibles, novelties (Worldwide)	Universal Brand Development
<b>Cuphead</b>	Dark Horse Comics	Books (France, Russia, Kazakhstan, Belarus, Ukraine)	King Features Syndicate
	Ensky Co., Ltd.	Apparel, gifts & collectibles, novelties (Japan)	King Features Syndicate
	Legion Studios	Resin statues (U.S., Canada)	King Features Syndicate
<b>Daniel Tiger's Neighborhood</b>	Cottage Door Press	Sound books (children's) (U.S., Canada)	9 Story Media Group
	Simon & Schuster Children's Publishing	Books (children's) (Worldwide)	9 Story Media Group
	Topix Media Lab Publishing	Activity books (U.S., Canada, Mexico, U.K., Australia, Hong Kong)	9 Story Media Group
<b>David Bowie</b>	Mattel	Barbie (Worldwide)	Epic Rights, Perryscope Productions
<b>Disney</b>	Age of Learning	Digital reading platforms (Worldwide)	Disney Consumer Products & Interactive Media

\*Extension or renewal.

*Continued on page 8*

**Licensed Recently Granted, Intl.** *Continued from page 7*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
<b>Doctor Who</b>	Funko	Figures (Worldwide)	BBC Worldwide
<b>Dog Man</b>	TheaterWorksUSA	Theatrical productions (North America)	Scholastic Media
<b>Downton Abbey (film)</b>	Blue Badge Co.	Gift items (U.K.)	NBCUniversal Brand Development EMEA
	Crane Stationery	Paper products (U.K.)	NBCUniversal Brand Development EMEA
	Danilo Promotions Ltd.	Calendars, gift wrap, greeting cards (U.K.)	NBCUniversal Brand Development EMEA
	Half Moon Bay	Paper products (U.K.)	NBCUniversal Brand Development EMEA
	Harrogate Tipple	Spirits (U.K.)	NBCUniversal Brand Development EMEA
	Kinnerton Confectionery	Confectionery (U.K.)	NBCUniversal Brand Development EMEA
	Thomas Tucker	Popcorn (U.K.)	NBCUniversal Brand Development EMEA
<b>Elvis Presley</b>	Bellevue Brands, Inc.	Fragrance (Worldwide)	Authentic Brands Group (ABG)
<b>Frida Kahlo</b>	Grupo Cortefiel/Tendam Global Fashion	Apparel (Worldwide)	Art Ask Agency
	Vans	Footwear (Worldwide)	Art Ask Agency
<b>Ghostbusters, Ghostbusters (2020)</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Go! Go! Goma-chan</b>	Just Toys Intl. (North America)	Action figures, squishes (Worldwide excl. Asia)	Crunchyroll div. Ellation
<b>Goblin Slayer</b>	Just Toys Intl. (North America)	Action figures, squishes (Worldwide excl. Asia)	Crunchyroll div. Ellation
<b>Gotham</b>	Factory Entertainment	Collectibles, novelties (Worldwide)	Warner Bros. Consumer Products
<b>Grey's Anatomy</b>	Barco Uniforms	Medical uniforms, scrubs (Worldwide)	Disney Consumer Products
<b>Halo Infinite</b>	Wicked Cool Toys	Toys (Worldwide)	343 Industries Microsoft
<b>Harley-Davidson</b>	LEGO Systems	Construction block sets (Worldwide)	Harley-Davidson
<b>Harry Potter</b>	China Industries Ltd. t/a WOW! Stuff	Augmented reality toys (U.S., Canada, U.K., Germany, France, Spain, Italy)	Warner Bros. Consumer Products
	Jelly Belly Candy	Chocolates, gummies, jelly beans (Worldwide)	Warner Bros. Consumer Products
	LEGO Systems	Construction block sets (Worldwide)	Warner Bros. Consumer Products
<b>HEAD</b>	Up Town Sport Inc.	Golf apparel (North America, Caribbean)	HEAD Sport GmbH
<b>Hustler</b>	GloBrands LLC, LFP Product Licensing (Hustler)	Cigars, condoms, electronic tobacco products, energy drinks, hookah tobacco, hookahs, water (Worldwide)	Nxt Gen Brand Marketing
<b>It (2017)</b>	Factory Entertainment	Plush (Worldwide)	Universal Brand Development
<b>Jaws</b>	Factory Entertainment	Lithographs (Worldwide)	Universal Brand Development
<b>Joe's Jeans</b>	Bellevue Brands, Inc.	Fragrance (Worldwide)	Sequential Brands Group
<b>Jumanji</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Junji Ito</b>	Animegami Ltd.	PVC figurines (Worldwide)	Crunchyroll div. Ellation
	Ripple Junction	Accessories, apparel (U.S., Canada)	Crunchyroll div. Ellation
	Trends International	Posters (North America)	Crunchyroll div. Ellation

\*Extension or renewal.

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**Licensed Recently Granted, Intl.** *Continued from page 8*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
<b>Kabaneri of the Iron Fortress</b>	Ripple Junction	Accessories, apparel (World excl. Asia)	Crunchyroll div. Ellation
<b>Kenneth Cole</b>	Revman Intl.	Home textiles (U.S., Canada, Mexico, ANZ)	Kenneth Cole Productions
<b>Kidz Bop</b>	Subway	Promotional toys (Worldwide)	Kidz Bop div. Concord Music
<b>Levi's x Stranger Things</b>	Levi Strauss	Apparel (Worldwide)	Netflix
<b>Lion King</b>	ASOS Plc	Accessories, apparel, swimwear (Worldwide)	Disney Consumer Products
<b>Loose Women</b>	Pointvoucher Group	Mobile games (U.K.)	ITV Studios Global Entertainment
<b>Manchester City FC</b>	Puma	Jerseys (U.K.)	Manchester City Football Club
<b>Mario Kart</b>	Mattel	Toy cars (Worldwide)	Nintendo of America
<b>Marvel x Team Liquid</b>	Team Liquid	Jerseys, t-shirts (Worldwide)	Disney Consumer Products
<b>MasterChef</b>	Superlative Foods Pte Ltd.	Baking essentials, nuts, seeds, spices, whole grains (Singapore, Hong Kong)	Endemol Shine U.K.
<b>Men In Black International</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Michiri Neko</b>	Isaac Morris	Accessories, apparel (U.S., Canada)	Crunchyroll div. Ellation
<b>Motorhead</b>	Super7	Action figures (North America)	Global Merchandising Services
<b>MSYFAO</b>	Urban Outfitters	Accessories, apparel (Worldwide)	MSYFAO - Make Sure Your Friends Are Okay
<b>National Geographic</b>	North Face (The) div. VF Outdoor	Limited edition apparel (made from recycled single-use plastic) (U.S., Canada)	National Geographic Partners
<b>NBA 2K League</b>	Scuf Gaming International LLC	Controllers (Worldwide)	NBA Entertainment (National Basketball Association)
<b>Olive Oyl</b>	Distribuidora De Ropa Viva, S.A. De C.V.	Hoodies, sweatshirts, t-shirts (Mexico)	King Features Syndicate
<b>Outlander</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Overwatch</b>	LEGO Systems	Construction block sets (Worldwide)	Blizzard Entertainment
<b>Panini</b>	Bioworld Merchandising Intl.	Accessories, apparel (U.K., Ireland)	Panini Group U.K.
<b>Peter Rabbit 2 (film)</b>	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
<b>Pimm's</b>	F. Duerr & Sons Ltd. (Duerr's)	Jams (U.K.)	Beanstalk (U.K.)
<b>Police x Hamilton</b>	De Rigo Vision SpA	Eyewear (Worldwide)	Mercedes-AMG Petronas Motorsport
<b>Popeye</b>	Distribuidora De Ropa Viva, S.A. De C.V.	Hoodies, sweatshirts, t-shirts (Mexico)	King Features Syndicate
	Eineliebe OneLove UG & Co.	Caps, sweatshirts, t-shirts (GAS)	King Features Syndicate
	Scotch & Soda	Accessories, apparel, swimwear (Worldwide)	King Features Syndicate
	Shinjuku Medialab, S.L.	Online slots (Spain)	King Features Syndicate
<b>Rachel Zoe</b>	Pottery Barn Kids/PBTeen div. Williams Sonoma	Bedding, decor, decorative accessories (U.S., Canada)	Rachel Zoe
<b>Royal Horticultural Society</b>	Wax Lyrical	Home fragrance (U.K.)	Royal Horticultural Society/RHS Enterprises Ltd.
<b>Ryan's World</b>	Outright Games	Console games (Worldwide)	pocket.watch
<b>Sailor Moon</b>	UNIQLD div. Fast Retailing	T-shirts (Worldwide)	Toei Animation
<b>San Marco</b>	Garsport Srl	Outdoor footwear (Europe)	HEAD Sport GmbH

\*Extension or renewal.

*Continued on page 10*

**Licensed Recently Granted, Intl.** *Continued from page 9*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Sesame Street	Blue Lizard Australian Sunscreen div. Crown Laboratories, Inc.	Sunscreen (Worldwide)	Sesame Workshop
	DIFF Eyewear	Eyewear (Worldwide)	Sesame Workshop
	Tervis	Insulated tumblers, sippy cups (U.S., Canada)	Sesame Workshop
Shark Week	Vans	Accessories, footwear, t-shirts (Worldwide)	Discovery Consumer Products
Shazam!	Factory Entertainment	Collectibles, novelties (Worldwide)	Warner Bros. Consumer Products
Spawn	Image Comics	Art prints, comic books (Worldwide)	TMP Intl. dba McFarlane Toys
Spider-Man	Kellogg	Cookies, crackers, fruit snacks, snacks (U.S., Canada)	Disney Consumer Products
Stan Lee's God Woke	Factory Entertainment	Collector sets (Worldwide)	POW! Entertainment
Star Trek	Diamond Select Toys & Collectibles	Limited edition prop replicas (Worldwide)	CBS Consumer Products (Star Trek)
	Eagle Moss Ltd.	Collectible vehicles (Worldwide)	CBS Consumer Products (Star Trek)
	Factory Entertainment	Metal miniatures (Worldwide)	CBS Consumer Products (Star Trek)
	Hallmark Licensing	Figures, ornaments (U.S., Canada)	CBS Consumer Products (Star Trek)
Star Trek: Discovery	Factory Entertainment	Collectibles (Worldwide)	CBS Consumer Products (Star Trek)
	Icon Heroes	Letter openers (Worldwide)	CBS Consumer Products (Star Trek)
Star Wars	Kenneth Cobonpue Asia	Furniture (Southeast Asia, U.S.)	Disney Consumer Products
Stranger Things	Epic Games	Mobile games, video games (Worldwide)	Netflix
Suicide Squad	Factory Entertainment	Collectibles, novelties (Worldwide)	Warner Bros. Consumer Products
Teletubbies	Poetic Brands Ltd./PoeticGem	T-shirts (U.K., Europe, U.S.)	CPLG (U.K.)
Toy Story 4	Jelly Belly Candy	Chocolates, gummies, jelly beans (Worldwide)	Disney Consumer Products
Travis Scott	General Mills	Cereal boxes (Worldwide)	Bravado Intl. Group div. Universal Music Group
Tree Top	Tree Top, POP Gourmet LLC	Popcorn (U.S. incl. territories, Canada, Mexico)	Valen Group
Variety	Woruitai (Beijing) Culture Media Co. Ltd.	Syndicated content incl. digital, social, custom, video, events, print (Mainland China, Hong Kong, Macao, Taiwan; Simplified Chinese)	Penske Media Corp. (PMC)
Very Hungry Caterpillar (The)	Teva div. Deckers Brands	Footwear (U.S., Canada)	Joester Loria Group (JLG)
Vivetta	BE71 Srl	Footwear (Italy)	Vivetta
Vivo (animated)	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products
Wallace & Gromit	Myne Cards	Bank card protection cards (U.K.)	Start Licensing
Wonder Woman	Jelly Belly Candy	Jelly beans (Worldwide)	Warner Bros. Consumer Products
YooHoo & Friends	Powercore	Mobile games (Worldwide)	Aurora World Corp.
	Samsung Telecommunications America	Augmented reality stickers (Worldwide)	Aurora World Corp.
	Yea Studio	Mobile coloring apps (Worldwide)	Aurora World Corp.
Zombieland 2	Trends International	Posters, stickers, writing instruments (U.S., Canada)	Sony Pictures Consumer Products

## Contacts & Connections, U.S.

*In this issue:* 145 domestic contacts made available by TLL's *Licensing Sourcebook Online*. We do our best to verify the contacts in this publication, but people move and addresses change. If you happen to have an update, please don't hesitate to contact us.

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**Trends International**, Jeff Loeser, SVP Licensing, 317-388-4068, jloeser@trendsinternational.com, P. 7-10.

**Trevco**, Denise Carranza, Director Licensing, 248-526-1400, dcarranza@trevcoinc.com, P. 5.

**Universal Brand Development**, Cindy Chang, SVP Consumer Products, Partnerships & Licensing, 818-777-2067, cindy.chang@nbcuni.com, P. 6-8.

**Up Town Sport Inc.**, Robert Haley, President, 301-590-9687, rhaley@headgolfapparel.com, P. 8.

**Urban Outfitters**, Susan Otto, Executive Director New Business Development, 215-454-5500, susan.otto@urbanout.com, P. 9.

**Valen Group**, Jeff Dotson, VP Strategic Brand Licensing, 618-813-6227, jdotson@valengroup.com, P. 6,10.

**Vans**, Jennifer Dirks, Senior Manager Global Intellectual Properties & Brand Enforcement, 714-889-3209, jenny\_dirks@vfc.com, P. 8,10.

**Warner Bros. Consumer Products**, Amit Desai, EVP Business & Marketing Strategy - DC Div., 818-954-3000, amit.desai@warnerbros.com, P. 8,10.

**Warner Bros. Consumer Products**, Maryellen Zarakas, SVP Worldwide Marketing, Franchise Management & TV/Studio Licensing, 818-954-4170, maryellen.zarakas@warnerbros.com, P. 5,8.

**Warner Bros. Pictures**, Ann Sarnoff, CEO, 818-954-3000, ann.sarnoff@warnerbros.com, P. 2.

**Warner Music Group**, Alix Kram, VP Global Brand Licensing, Warner Music Artist Services, 212-275-2370, alix.kram@wmg.com, P. 5.

**Wax Lyrical**, 44 1229 461111, info@wax-lyrical.com, P. 9.

**Wicked Cool Toys**, Jeremy Padawer, Co-President & Partner, 267-536-9186, jeremy@wickedcooltoys.com, P. 8.

**World Wrestling Entertainment (WWE)**, Scott Halpern, Director Licensing North America, 203-353-5062, scott.halpern@wwecorp.com, P. 6.

**X Karla**, Karla Welch, Stylist & Owner, 323-654-8023, info@xkarla.com, P. 5.

## Contacts & Connections, International

*In this issue:* 85 international contacts made available by TLL's *Licensing Sourcebook Online*.

**9 Story Media Group**, Kristin Lecour, VP Consumer Products & Canadian Distribution, 416-530-9900 x279, kristinl@9story.com, P. 5,7.

**Abysse Corp.**, Aurélie Parenty, Brand Director, 33 2 35 98 18 63, parenty@abyssecorp.com, P. 7.

**adidas**, Jochen Denninger, VP Brand Processes & Operations, 49 9132 842222, jochen.denninger@adidas.com, P. 6.

**adidas**, Nick Craggs, GM Football, nick.craggs@adidas.com, P. 6.

**Animegami Ltd.**, Jose Airoso, CEO & Founder, 44 808 169 6693, jose@animegami.co.uk, P. 8.

**Arsenal Football Club**, Simon Lilley, Retail Director, 44 20 7619 5000, slilley@arsenal.co.uk, P. 6.

**Art Ask Agency**, Kirsty Satchel, Licensing Manager, 34 93 6452225, kirsty@artaskagency.com, P. 8.

**Art Ask Agency**, Maria Strid, President, 34 93 645 2225, maria@artaskagency.com, P. 8.

**ASOS Plc**, Amber Sayer, Global Head Partnerships, 44 20 7756 1000, amber.sayer@asos.com, P. 9.

**Aurora World Corp.**, Jay Noh, Director Content Business, 82 2 3420 4032, jay.noh@auroraworld.com, P. 10.

**BBC Worldwide**, Jason Easy, Head Brand Licensing, 44 20 8433 3629, jason.easy@bbc.com, P. 8.

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**Beanstalk (U.K.)**, Lisa Reiner, MD Europe & Asia Pacific, 44 20 8396 0500, lisa.reiner@beanstalk.com, P. 9.

**Bee Licensing**, Trudi Bishop, Director, trudi@beelicensing.com, P. 2.

**Bioworld Merchandising Intl.**, Richard Radford, Head Licensing, richardr@bwimerch.com, P. 9.

**Blue Badge Co.**, 44 117 9413791, info@bluebadgecompany.co.uk, P. 8.

**brand4rent**, Denis Kulakov, CEO, 7 495 269 00 07, info@brand4rent.ru, P. 6.

**Bravado Merchandise GmbH**, Michi Hahn, GM, 49 341 9135 220, michael.hahn@umusic.com, P. 5.

**CGPixel Studio Inc.**, Paul (Dongju) Park, CEO, 82 70 7005 4002, cgpixelstudio@gmail.com, P. 6.

**CHF Entertainment**, 44 161 667 9500, info@chfmedia.com, P. 6.

**China Industries Ltd. t/a WOW! Stuff**, Richard North, Founder, CEO & Joint Head New Product Development, 44 870 054 6000, richard.north@wowstuff.com, P. 8.

**CLICK! Licensing Asia, Inc.**, Marilu Magsaysay Corpus, CEO, 63 2 914 1031, mariluc@clicklicensingasia.com, P. 6.

**Complete Control (U.K.) Ltd.**, Glynn Hayward, Founder & Creative Director, 44 1225 874500, glynn@completecontrol.co.uk, P. 7.

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*Continued on page 14*

**Contacts & Connections, Intl.** *Continued from page 13*

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**Difuzed**, Dan Amos, Head Esports, 31 251 31 62 38, daniel.amos@difuzed.com, P. 2.

**Distribuidora De Ropa Viva, S.A. De C.V.**, Carlos Salame Romano, President, 52 55 5803 1400, info@ropa-viva.com.mx, P. 9.

**Eaglemoss Ltd.**, Maggie Calmels, Creative Global Development Director, 44 207 605 1200, maggiecalmels@eaglemoss.co.uk, P. 10.

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**F. Duerr & Sons Ltd. (Duerr's)**, Mark Duerr, MD, 44 161 946 0535, mark.duerr@duerrs.co.uk, P. 9.

**Garsport Srl**, Luca Feltrin, Intl. Sales, 34 0423 870044, info@sanmarcoshoes.com, P. 9.

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**Harrogate Tipple**, 44 1423 779915, hello@harrogatetipple.com, P. 8.

**HEAD Sport GmbH**, Giuseppe Faranna, VP & Division Manager Licensing, 43 664 5574 608 440, g.faranna@head.com, P. 8,9.

**ITV Studios Global Entertainment**, Anna Viola, Senior Licensing Manager, 44 20 7491 1441, anna.viola@itv.com, P. 9.

**Kenneth Cobonpue Asia**, Kenneth Cobonpue, Owner & Designer, 63 32 233 4045, kenneth@kennethcobonpue.com, P. 10.

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**National Geographic Partners**, Helena Mansell-Stopher, Director U.K. & Europe Licensing, 44 8450 450355, helena.mansell-stopher@natgeo.com, P. 2.

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**Neos SpA**, Aldo Sarnataro, CEO, 39 800 325 955, aldo.sarnataro@neosair.it, P. 6.

**Nickelodeon & Viacom Consumer Products (NVCP)**, Mark Kingston, SVP Intl. Consumer Products, 44 20 3580 3020, mark.kingston@vimn.com, P. 7.

**North Face (The) div. VF Outdoor**, Tina Rolen, VP Marketing EMEA, 41 91 649 10 00, tina\_rolen@vfc.com, P. 3.

**Outright Games**, Terry Malham, CEO, terry@outrightgames.com, P. 9.

**Panini Group U.K.**, Peter Warsop, Group Licensing Director, 44 1892 500 100, pwarsop@panini.it, P. 9.

**Plus Licens AB**, Eva Brannstrom, EVP, 46 8 5451 3900, eva.brannstrom@pluslicens.se, P. 6.

**Poetic Brands Ltd./PoeticGem**, Elliott Matthews, Executive Director, 44 19 2324 9497, elliot@poeticgem.com, P. 10.

**Point.1888 (The)**, Louise Williamson, Head FMCG & Home, 44 7748 323 322, louise.williamson@thepoint1888.com, P. 2.

**Point.1888 (The)**, Martin McLaughlin, Commercial Manager, 44 7748 323 322, martin.mclaughlin@thepoint1888.com, P. 3.

**Point.1888 (The)**, Will Stewart, MD, 44 7748 323 322, will.stewart@thepoint1888.com, P. 2.

**Pointvoucher Group**, Nicolai Elmqvist, CEO & Co-founder, 45 21218662, ne@pointvoucher.com, P. 9.

**Pollard Banknote**, Sina Aiello, VP Marketing, 204-474-2323 x560, saiello@pbl.ca, P. 6.

**Puma**, Johan Adamsson, Director Sports Marketing & Sports Licensing -Intl. Div., 49 9132 81 3168, johan.adamsson@puma.com, P. 9.

**Rovio Entertainment U.K.**, Magdalena Biernat-Heikkinen, Licensing Director EMEA, 44 79 4990 1990, magdalena.biernat-heikkinen@rovio.com, P. 6.

**Royal Horticultural Society/RHS Enterprises Ltd.**, Cathy Snow, Licensing Manager, 44 20 3176 5800, licencing@rhs.org.uk, P. 9.

**Scotch & Soda**, Frederick Lukoff, CEO, 3120 5141060, lukoff.frederick@scotch-soda.com, P. 9.

**Shinjuku Medialab, S.L.**, 34 93 582 45 55, infomgagames@mga.es, P. 9.

**Start Licensing**, Ian Downes, Director, 44 208 337 7958, ian@startlicensing.co.uk, P. 6,10.

**Stone Kids**, David Mizrahi, Managing Partner, 33 1 48 45 84 37, P. 7.

**Studio 100 Media GmbH/M4e AG**, Martin Krieger, CEO, 49 89 960855133, martin.krieger@m4e.de, P. 2.

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**Superlative Foods Pte Ltd.**, Angeline Lee, Founder, Partner & Director, 65 6401 5507, angeline@superlativefoods.com, P. 9.

**Thomas Tucker**, 44 1909 506622, sales@tommytucker.co.uk, P. 8.

**Toyoshima & Co. Ltd.**, Hanshichi Toyoshima, President, 81 522047711, h.toyoshima@toyoshima.co.jp, P. 7.

**UNIQLO div. Fast Retailing**, Noriko Yamazaki, Licensing Manager, 81 3 6865 0296, noriko.yamazaki@uniqlo.com, P. 9.

**Vivetta**, Vivetta Ponti, Owner, Founder & Creative Director, 39 55284010, vivetta@vivetta.it, P. 10.

**Woruitai (Beijing) Culture Media Co. Ltd.**, Stanford Sun, COO Variety China, stanford.sun@varietychina.cn, P. 10.

**Wrebbit Puzzles Inc.**, Jean Theberge, President, 514-787-8842 x12, jtheberge@wrebbit3d.com, P. 5.

**Yea Studio**, Won Man Choi, CEO, 82 70 7636 0333, help@yeastudio.net, P. 10.

## Licensed Sales Up 4.5% in Asia

Continued from page 1

sports-based sales (18.0%), and is one of the few countries in which the property type outpaced fashion-based (5.6%) growth on a dollar basis. Corporate/trademark licensing was up 8.7%, art up 7.0%, and entertainment/character up 5.6% from the previous year.

Licensed sales in South Korea were up 4.0% in 2018, largely spurred by activity from the Winter Olympic Games. Sports-based sales in the country were up 27.0% in 2018, outpacing growth in fashion (4.4%), corporate/trademark (3.2%), art (2.4%), and entertainment/character (1.8%).

Southeast Asia tracked 4.7% growth overall in 2018; the region includes Singapore, Malaysia, Philippines, Indonesia, Thailand, Vietnam, and other territories. Entertainment/character-based sales make up almost 40% of the territory's total \$399 million in licensed retail sales; growth categories for 2018 are sports (7.0%) and fashion (6.5%). Entertainment/character sales were up 2.6%, lagging behind the growth of corporate/trademark (2.8%) but not art (2.0%).

## Retail Sales of Licensed Merchandise, Asia, by Territory, 2017-2018

Figures in Millions USD

TERRITORY	RETAIL SALES, 2018	RETAIL SALES, 2017	CHANGE, 2017-2018	SHARE, 2018
Japan	\$10,349	\$10,287	0.6%	46.4%
Greater China	\$10,061	\$9,280	8.4%	45.1%
<i>China (mainland)</i>	\$9,119	\$8,366	9.0%	40.9%
<i>Taiwan</i>	\$566	\$553	2.4%	2.5%
<i>Hong Kong</i>	\$306	\$294	4.0%	1.4%
<i>Macau</i>	\$70	\$68	4.0%	0.3%
India	\$1,023	\$947	8.0%	4.6%
South Korea	\$443	\$426	4.0%	2.0%
Southeast Asia	\$399	\$381	4.7%	1.8%
<i>Singapore</i>	\$101	\$99	2.5%	0.5%
<i>Malaysia</i>	\$70	\$67	4.6%	0.3%
<i>Philippines</i>	\$95	\$89	6.6%	0.4%
<i>Indonesia</i>	\$69	\$66	5.1%	0.3%
<i>Thailand</i>	\$24	\$23	3.9%	0.1%
<i>Vietnam</i>	\$15	\$14	10.0%	0.1%
<i>Other Southeast Asia</i>	\$24	\$24	3.3%	0.1%
Other Asia	\$35	\$35	-0.6%	0.2%
<b>Total</b>	<b>\$22,309</b>	<b>\$21,356</b>	<b>4.5%</b>	<b>100.0%</b>

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

# Licensing Contacts & Connections

Brought to you by The Licensing Letter

A Quarterly Directory of **VERIFIED CONTACT INFORMATION** for Active Licensing Professionals Who Have Done Business in the Last 3 Months!

Contact Jennifer for more information  
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**LICENSING CONTACTS & CONNECTIONS** is a quarterly look at the most active licensees, agents, manufacturers, consultants, retailers, and service providers. We've included over 500 individual contacts in the pages that follow. These licensing executives were featured in the TLL January, February, and March 2019 issues. Most were identified as significant because of their role in a licensing agreement announced in the Deal Sheet, but others were featured as part of our regular reporting in news articles. Others still appeared in TLL's Who's Who's feature, which tracks life changes across the industry. Each listing includes the issue and page number where the contact appeared. We do our best to ensure that every licensing contact is up-to-date at the time of printing. That said, if something doesn't look quite right, let us know. We'll update you as well as TLL's Licensing Sourcebook Online to make sure you have the information right where you need it.

**20th Century Fox Consumer Products**, Tim Birkhead, VP, Global Licensing & Operations, 310 369-1000, tim.birkhead@fox.com, Jan. P. 14; Mar. P. 24.

**20th Century Fox Consumer Products**, Greg Gaffney, VP, Consumer Products, 310 369-1000, greg.gaffney@fox.com, Feb. P. 11.

**24 de Días - New Interactions**, Jessica Hogg, Senior Director, Global Partnership & Licensing, 415-507-7000, jessica.hogg@24.com, Mar. P. 17.

**360 Games (Int'l)**, Jonathan Ch. Mar. P. 24.

**3M Wonder Ink (Int'l)**, 44 1942 9881, info@3mwonder.com, Feb. P. 12.

**A**

**A & M Wholesale Group**, Mike Calk, Co-owner, 202-82-7320, mcal@amwholesalegroup.com, Mar. P. 20.

**A Barling App (BAP) - Wholesale Co.**, Scott Calk, Co-owner, Wholesale Co., 202-82-7320, scott@amwholesalegroup.com, Jan. P. 12.

**Alyssa Co. (Int'l)**, Alysia Powers, Brand Director, 212-894-8141, powers@alysaco.com, Mar. P. 20.

**Accessory Innovations**, Kaye Nicks, VP, Support, Development, accessory-innovations.com, Mar. P. 16.

**Active Merchandising (Int'l)**, Anita Van Dijk, Christel A. Nij, op 21124 61 61, anita@activemerchandising.com, Mar. P. 24.

**Activision Blizzard Exports**, Daniel Slight, Head Exports Licensing, 909-955-1565, dslight@activision.com, Jan. P. 12.

**Adidas (Int'l)**, Chris Robinson, Director, Marketing Operations, adidas.philippines@adidas.com, Jan. P. 12.

**Adimanda S.L. (Int'l)**, Giovanni Sorrentino, CEO, 39 02 946 9460, gsortentino@adimanda.it, Mar. P. 21.

**AI Licensing India Private Ltd. (Int'l)**, Nisha Kalia, Director, 91 22 2576301, nisha@ai-lic.com, Feb. P. 11.

**ALEX AND ANI**, Colleen Fugues, VP, Licensing & Sponsorship, 405-632-5866, colleen@alexandani.com, Mar. P. 22.

**Alison Living (Int'l)**, Ingrid Lundholm, Co-Founder & CEO, 46 9 702 28 38, info@alisonliving.com, Jan. P. 11.

**Alison Handcrafts (Int'l)**, Alison Handcrafts, Owner & Designer, 44 279 30292, info@alisonhandcrafts.com, Feb. P. 12.

**Alta's Brand Bar**, Alta Friedman, CEO, 732-304-0202, alta@altasbrandbar.com, Jan. P. 12; Mar. P. 24, 25.

**AM American Licensing & Management Group (AALMG)**, Michelle Gortner, Partner, 415-292-7226, michelle@aalmg.com, Feb. P. 9.

**AMN of America (North America)**, Marc Jacobson, Head Brand, 415-965-4540, mjacobson@amngroup.com, Mar. P. 16.

**Alpha Group Co. Ltd. (Asia/Ty) (Int'l)**, LEE H. LEE, Managing Director, 66 20 9862219, x3501, lhy@alphagroup.com, Mar. P. 24.

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## Who's News

Continued from page 3

Canada-based **Groupe Média TFO** President & CEO **Glenn O'Farrell** resigns on Aug. 16th; the board seeks an interim president.

**Bob Berney** steps down as **Amazon Studios'** Head Marketing & Distribution.

**Andrew Georgiou** is now President of **Eurosport**, running the Discovery-owned platform as well as overseeing sports rights and marketing across Discovery. He departs Lagardere Sports and Entertainment, which he joined in 2006 as COO.

Cherokee Global Brands changes its name to **APEX Global Brands**. The company recently acquired the Hi-Tec, Magnum, Interceptor, and 50 Peaks brands to join Interceptor, Cherokee, Tony Hawk, Liz Lange, Point Cove, Carole Little, Everyday California, and Sideout.

**SC Johnson** acquires Sun Bum, a personal care brand known for sun protection, hair care, and lip care products.

## Specialty Food

Continued from page 4

portion sizes and less ornate, less complicated plastic wrappings.

Breakfast was the breakout lifestyle trend this year, with a renewed focus by many exhibitors on alternatives to cold cereal and milk with easy-to-prepare, prepackaged hot foods like waffles, pancakes, and muffins. Paleo diet-friendly offerings cut out the bread (or, more likely than not, used a substitute) to deliver high-fat, high-protein meats and cheeses.

Sobriety came a close second among emerging lifestyle trends, with a host of non-alcoholic beers, wines, and champagnes promoting sober living. While some doubled as low- or no-calorie, "better-for-you" alternatives, others kept the full-bodied flavors without the worst consequences.

Per the SFA, over three-quarters of specialty sales are made in brick-and-mortar stores (\$113.4 billion), 22% come from food service sales, and just 2.5% originate from online sales.

## In Short: Terminations

### SCOTT BROTHERS CLOSE THE DEAL

Scott Living and Coaster Company of America will end their exclusive partnership for bedroom, dining, upholstery and accent furniture starting January 2020.

### JUVENTUS DROPS EA FROM ITS ROSTER

EA loses the rights to FC Juventus, which now has a licensing agreement with Konami (developer of video game Pro Evolution Soccer).

The developer will make Juventus team players available in future FIFA games under a fictional club name, Piemonte Calcio.

The FIFA franchise is EA's most popular video game offering, with its most recent three titles representing approximately 11% of EA's total net revenue for the last three years. In 2018, that translates to \$576 million in net revenues, up roughly 6.3% from 2017.

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