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BY JULIE NORWELL

TIME GLOBAL BUSINESS

# People to Watch in International Business

## » Emmanuel and Thomas Saujet

**DOLLARS AND SCENTS**

International Cosmetics & Perfumes Inc. can smell a new market. In 1996 brothers and co-owners Emmanuel and Thomas Saujet of Cannes began peddling Hanae Mori, a fragrance they developed, to U.S. retailers. Ten years later, it turns more than \$20 million in annual global sales. "The first three years were worse than boot camp," admits Thomas. The real coup was winning in 2004 the North American rights to distribute the much coveted fragrance brand Creed, maker of scents for the likes of Princess Grace. Emmanuel and Thomas have new titles, vice chairman and president, respectively, for the launch this year of a new fragrance and a luxury skin-care line, the latter in partnership with Brazilian plastic-surgery specialist Clinica Ivo Pitanguy.

