



**WORLD
EXHIBITION &
CONFERENCE**



ERIK JUUL-MORTENSEN
PRESIDENT
TAX FREE WORLD ASSOCIATION

**THE STATE OF THE
GLOBAL DUTY FREE &
TRAVEL RETAIL INDUSTRY**





1947 — 2017

SHANNON
AIRPORT
1947





70 YEARS OF
THE CANNES
FILM FESTIVAL





DUTY FREE & TRAVEL RETAIL PERFORMANCE

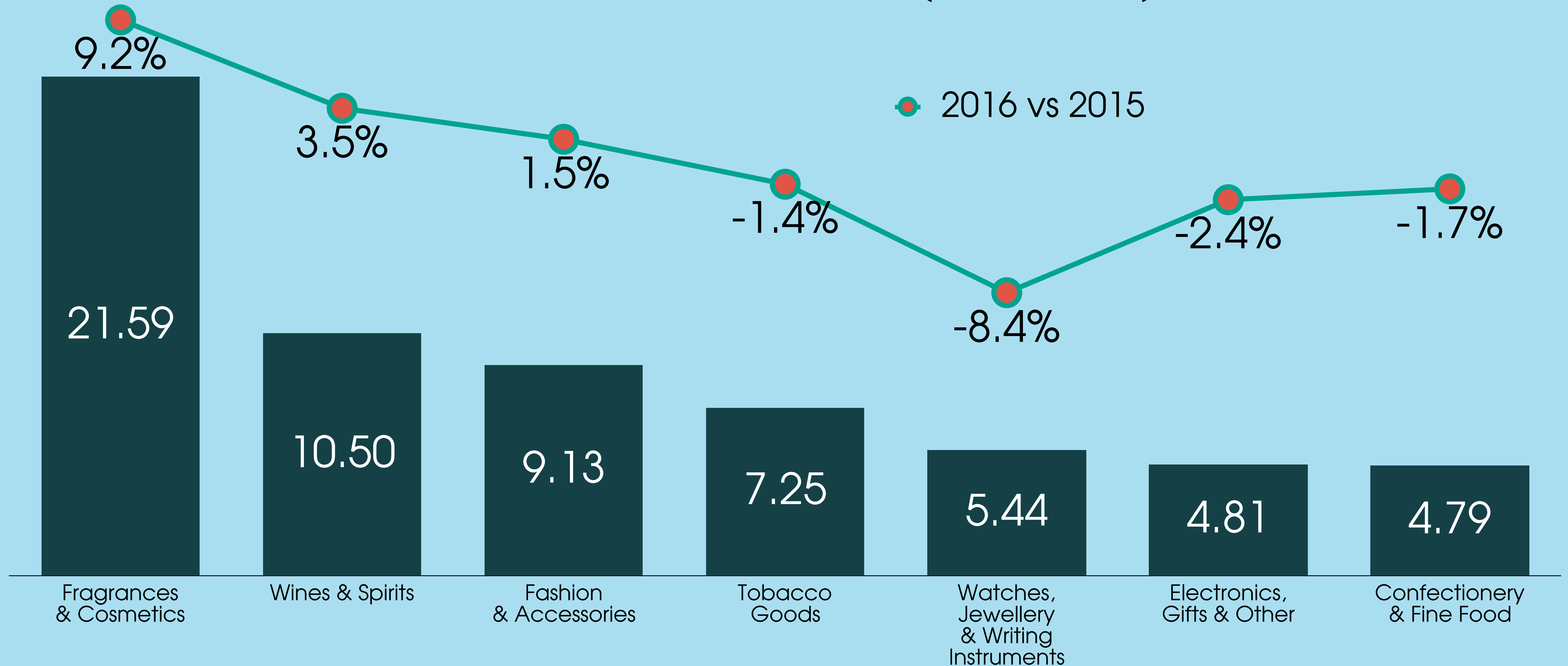


DUTY FREE & TRAVEL RETAIL SALES 2016

US\$ 63.5 BILLION

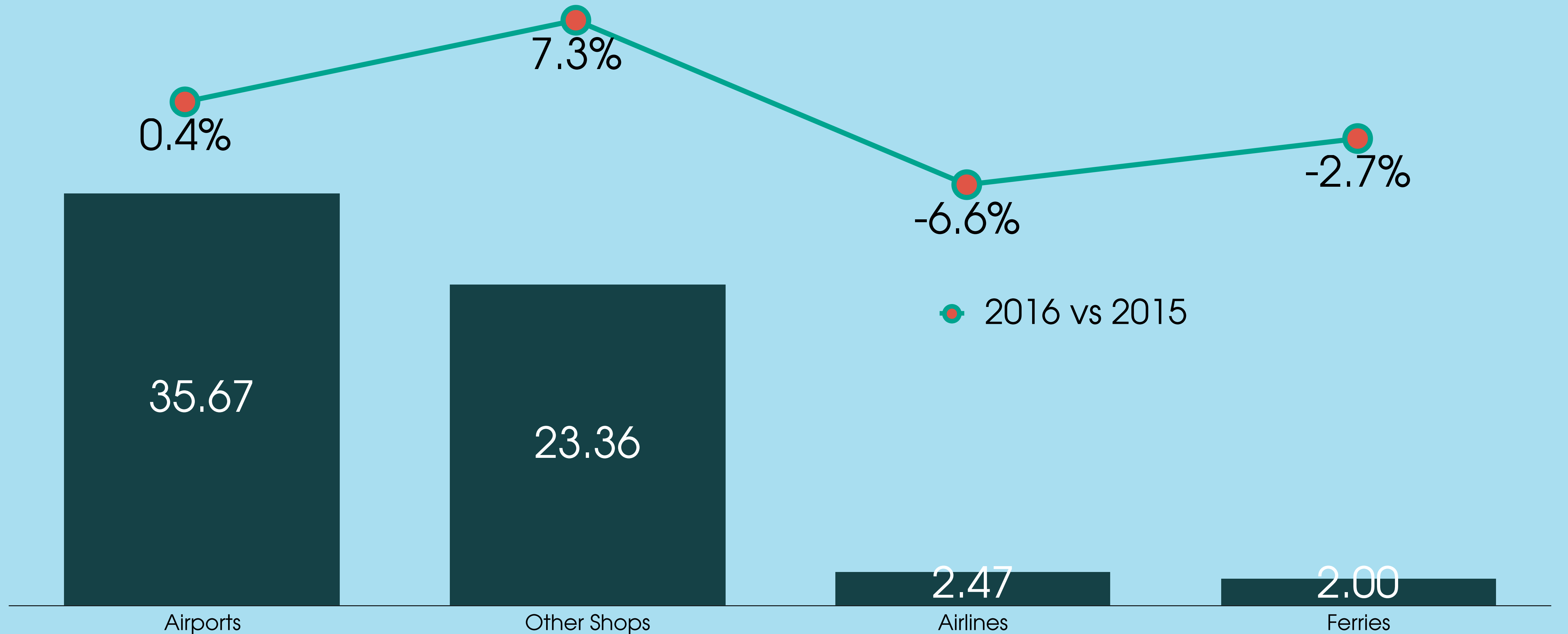
+2.4% VS 2015

DUTY FREE & TRAVEL RETAIL SALES 2016 BY CATEGORY (US\$bn)

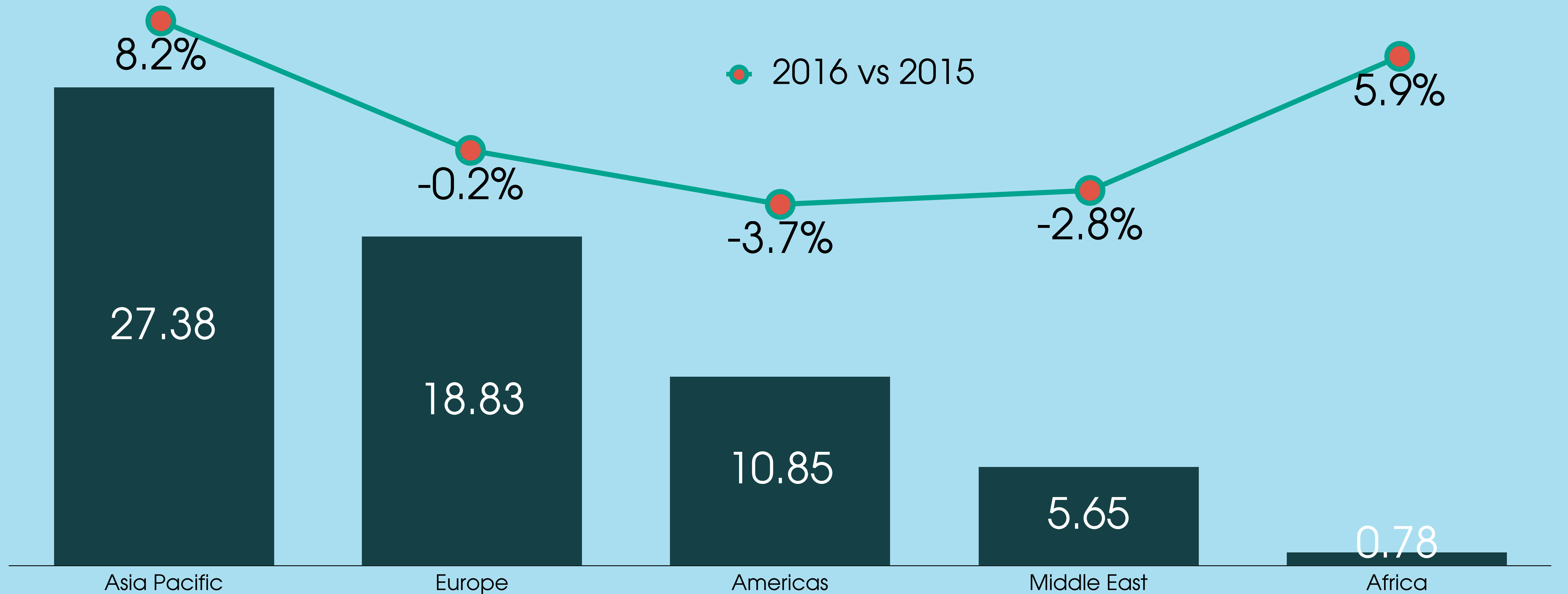


Source: Generation Research

DUTY FREE & TRAVEL RETAIL SALES 2016 BY CHANNEL (US\$bn)



DUTY FREE & TRAVEL RETAIL SALES 2016 BY REGION (US\$bn)



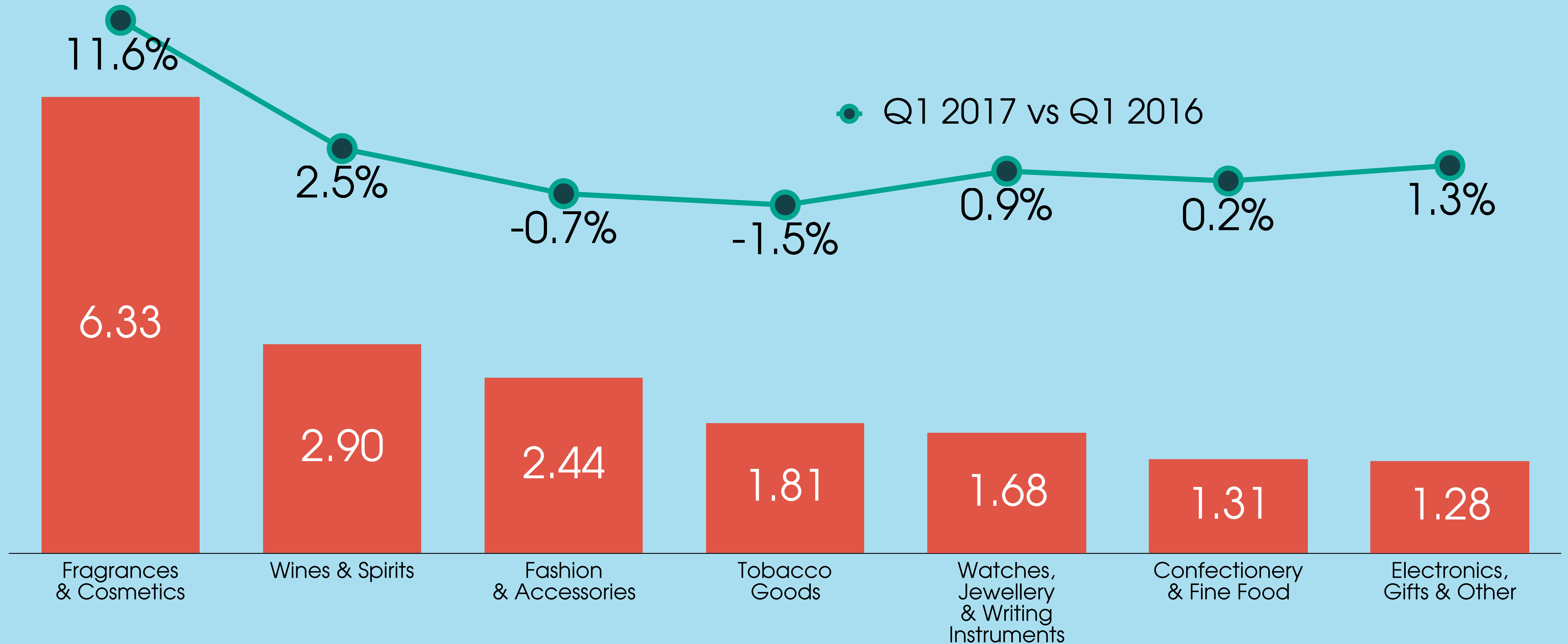
Source: Generation Research

DUTY FREE & TRAVEL RETAIL SALES Q1 2017

US\$ 17.7 BILLION

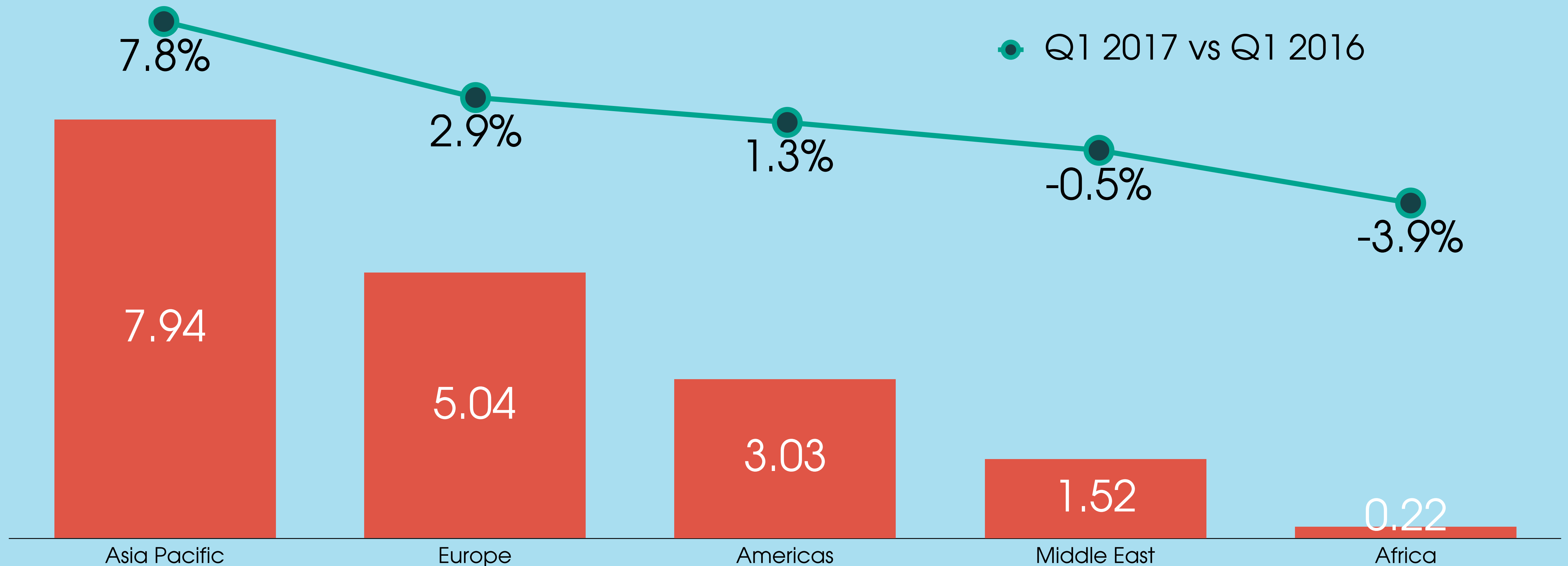
+4.2% vs Q1 2016

DUTY FREE & TRAVEL RETAIL SALES Q1 2017 BY REGION (US\$bn)



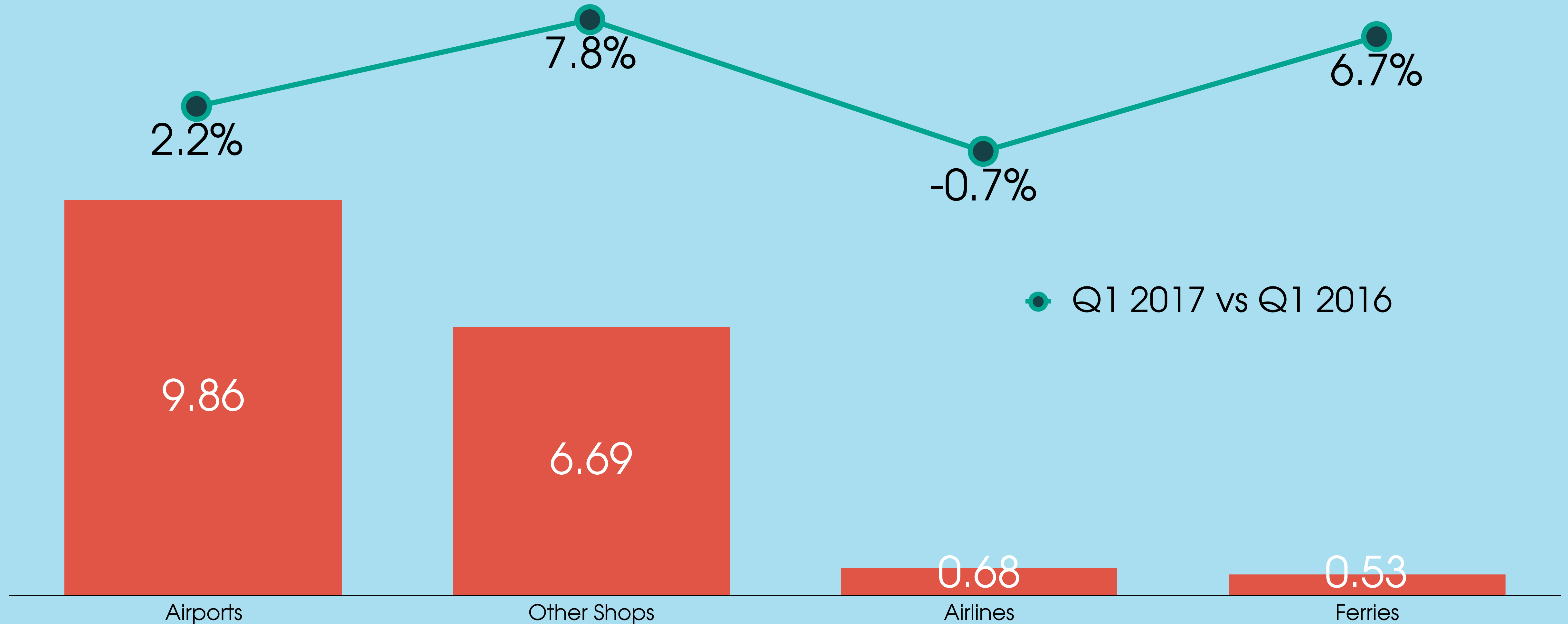
Source: Generation Research Q1 2017 preliminary

DUTY FREE & TRAVEL RETAIL SALES Q1 2017 BY REGION (US\$bn)



Source: Generation Research Q1 2017 preliminary

DUTY FREE & TRAVEL RETAIL SALES Q1 2017 BY CHANNEL (US\$bn)



Source: Generation Research Q1 2017 preliminary



GENERATION

RESEARCH

DUTY FREE & TRAVEL RETAIL PERFORMANCE





ACCURATE &
RELIABLE DATA

ACCURATE &
RELIABLE DATA



GLOBAL GEO-POLITICAL IMPACTS

POLITICAL UNCERTAINTY





RANDOM
TERROR ATTACKS

REGIONAL DISPUTES





TENSIONS IN
EAST ASIA



BAN KI-MOON

Secretary-General of the United Nations
(2007 – 2016)



GLOBAL ECONOMIC IMPACTS



PROJECTED GDP GROWTH

	2016 (vs 2015)	2017 (vs 2016)	2018 (vs 2017)
Global	+3.2%	+3.5%	+3.6%

PROJECTED GDP GROWTH

	2016 (vs 2015)	2017 (vs 2016)	2018 (vs 2017)
Global	+3.2%	+3.5%	+3.6%
Emerging markets	+4.1%	+4.5%	+4.8%

Source: IMF World Economic Outlook Update Report July 2017

EXCHANGE
RATE
VOLATILITY

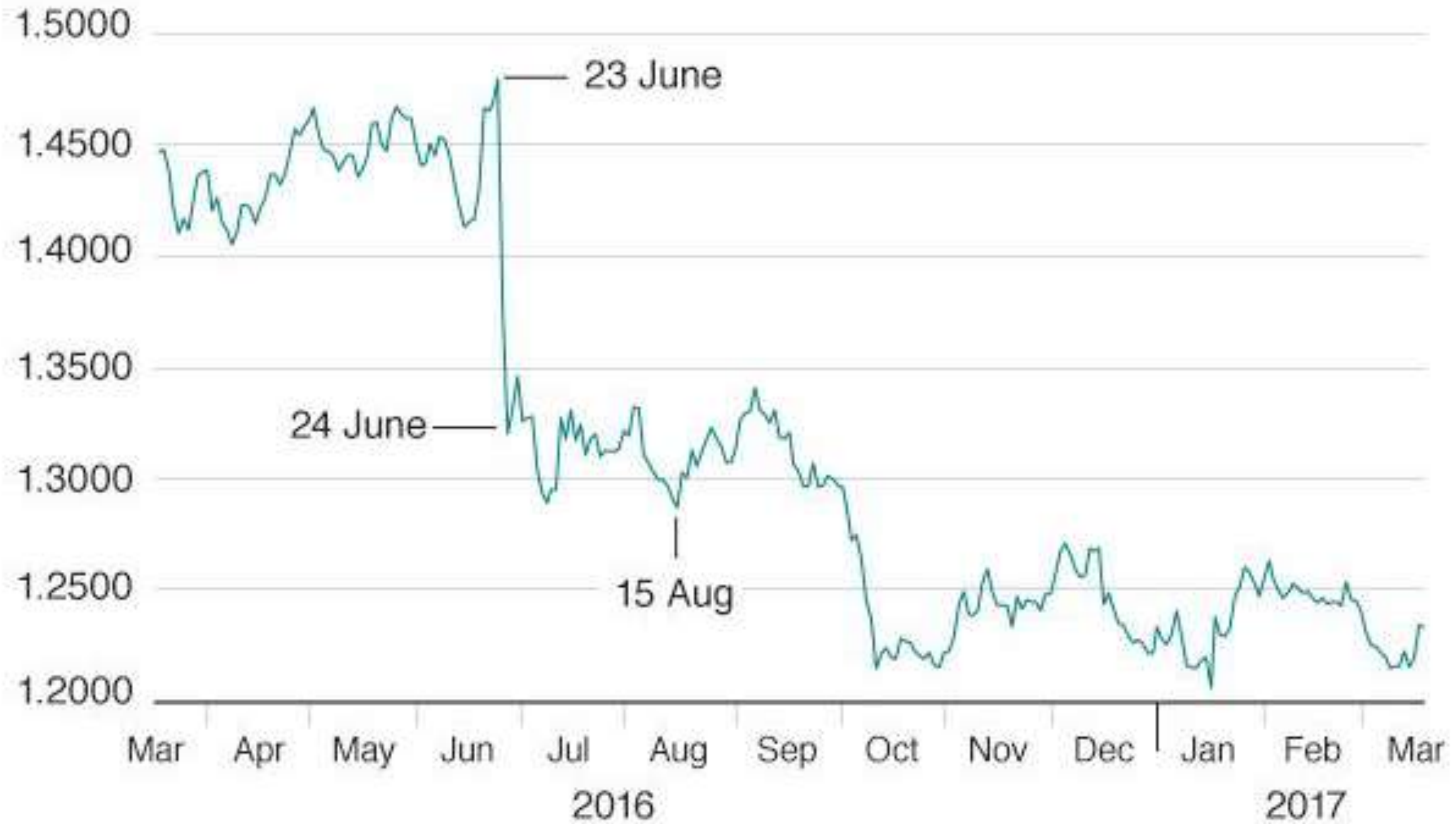
Currency	Rate	Change	Absolute Change	Percentage Change
US Dollar	33.671	↓	-.014	-.04%
Malaysian Ringgit	5.1785	↕	+.0070	+.14%
Indian Rupee	4.4972	↕	+.0049	+.11%
Indonesia Rupiah	25.12060	↓	-.00376	-.01%
Japanese Yen	.9023	↑	+.0003	+.03%
South African Rand	8.34689	↕	+.03938	+.47%
Chinese Yuan	.5232	↕	+.0004	+.08%
British Pound	2.68322	↕	+.00452	+.17%

The image features a close-up, angled view of the Brazilian national flag, showing the green and yellow stripes, the blue globe with white stars, and the white banner with the motto 'Ordem e Progresso'.

BRAZILIAN GDP RETURNS TO GROWTH

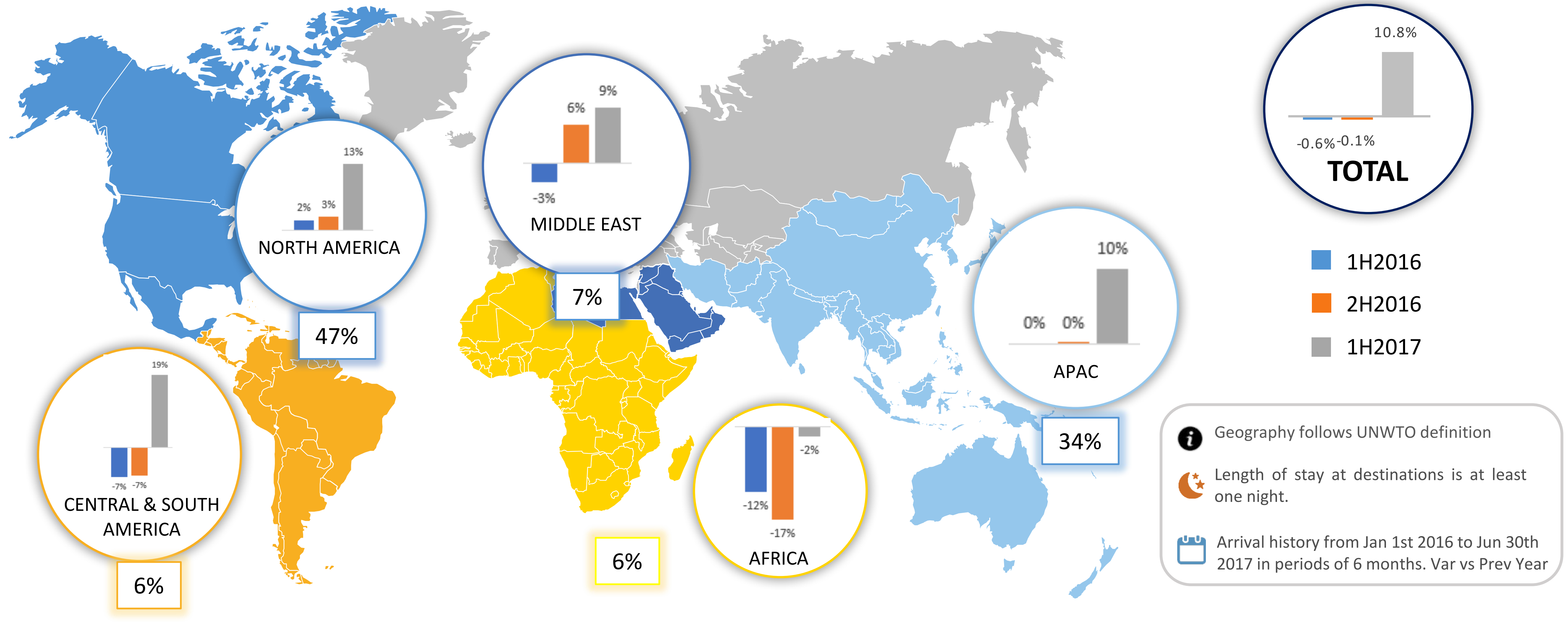
Brazil GDP	% change YOY
2015	-3.8%
2016	-3.4%
2017	+0.5%
2018	+1.8%

POUND STERLING VS US DOLLAR SINCE BREXIT VOTE



Source: Bloomberg

% GROWTH OF INTERNATIONAL ARRIVALS TO THE UK FROM NON-EUROPEAN ORIGINS BY REGION (H1 2016, H1 2016, H1 2017)



Source: Forward Keys



AIR TRAVEL FORECASTS



AIR PASSENGER PROJECTIONS

Total Passengers 2017 (projected)	YOY % growth
8.1 billion	+5.7%

PASSENGER NUMBERS (JAN-MAY 2017)

	Global	Europe
International only	+8.8%	+10.4%
All Passengers	+6.6%	+8.9%

AIR PASSENGER PROJECTIONS

+5.0% CAGR

2020-2025

AIRPORT RETAIL CONCESSION REVENUES 2015

+11% (vs 2014)



CONSUMER TRENDS

MILLENNIALS





POPULATION % AGED 60+ YEARS

	2017	2050
Europe	25%	35%
Latin America & Caribbean	12%	25%
Asia	12%	24%
North America	22%	28%
Oceania	17%	23%
Africa	5%	9%
GLOBAL	13%	22%



1947 — 2017

#DutyFree70



70 YEARS OF DUTY FREE
1947 - 2017

70 YEARS OF DUTY FREE...
MAKING TRAVEL MORE ACCESSIBLE

Thanks to the revenues generated in retail stores, airports all over the world have been able to reduce the landing fees they charge to airlines. That, in turn, helps airlines to keep ticket prices down. And that helps you and millions of travellers discover a whole new world.

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY



70 YEARS OF DUTY FREE
1947 - 2017

免税行业70年，
传递微笑

假期是一年中最美好的时刻——更是一个自我享受的时刻。70年来，免税商店是历代度假者旅行停靠的第一站，这就很值得庆祝。

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY*

*免税&旅游零售：旅程的一部分



70 YEARS OF DUTY FREE
1947 - 2017

デューティフリー開始から70年...
一流ブランドをお得な値段で提供

70年もの間、免税業界は世界一流ブランド品を国内市場より安い価格で旅行者に届けてきました。そして免税店の利用が空港の次の70年への投資につながります。

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY*

*旅行に欠かせない免税ショッピング



TOKYO NARITA, JAPAN

FLIGHT NO.	AIRLINE	FLIGHT NO.	AIRLINE	FLIGHT NO.	AIRLINE	FLIGHT NO.	AIRLINE
JL413	日本航空	BA3449	ブリティッシュエア	KLM093	83	出発済み	ソウル
JL773	日本航空			KLM093	86	出発済み	シンガポール/台北
MH89	マレーシア航空	JL7091	日本航空	R	98	搭乗終了	高雄
EY2791	エティハド航空	FY7049	ファイアーフライ	R	98	搭乗終了	デリー
AA176	アメリカン航空	MH9388	マレーシア航空	E	74	搭乗終了	釜山
JL941	日本航空	MH9127	マレーシア航空	KLM093	93	出発済み	ロンドン
JL421	日本航空	S74122	S7エアラインズ	KLM093	84	出発済み	大連
CX501	キャセイパシフィック	QR5845	カタール航空	CD	95	搭乗終了	マニラ
JL725	日本航空			KLM093	81	出発済み	上海
JL957	日本航空	AY5829	フィンランド航空	KLM093	99	出発済み	ソウル
MU272	中国東方航空	JL5603	日本航空	C	87	搭乗終了	大邱
AY74	フィンランド航空	BA6084	ブリティッシュエア	I	94	出発済み	台北
JL10	日本航空	MH9110	マレーシア航空	KLM093	73	出国手続中	セブ
JL12	日本航空	AA8478	アメリカン航空	KLM093	63	搭乗中	シンガポール
AI307	エア・インディア	AC6399	エア・カナダ	I	82	最終案内	上海
JL805	日本航空	CI9905	中華航空	KLM093	67A	出国手続中	西安
IB6800	イベリア航空	JL7089	日本航空	D	85	出国手続中	香港
JL723	日本航空	AA8415	アメリカン航空	KLM093	91	出国手続中	香港/台北
MH9117	マレーシア航空	UL3355	スリランカ航空	KLM093	91	出国手続中	香港
UL455	スリランカ航空	JL7077	日本航空	B	75	最終案内	マカオ
JL407	日本航空	AY5827	フィンランド航空	KLM093	62	出国手続中	香港
IT201	タイガーエア台湾	G	92	出国手続中			カルガリー
JL415	日本航空	KLM093	71	出国手続中			西安/上海
5J5055	ジパング航空	R	88	出国手続中			バンクーバー
ZE602	イースター	S	70H	出国手続中			ソウル

to customs and immigrat

and immigrations now.



出発(北口)

Departures (North Entrance)

70 YEARS OF DUTY FREE
OFFERING
GREAT BRANDS
AT GREAT
PRICES

The century-jewel, the Duty Free Industry has brought the world's best brands to travelers at great prices. And now you come the next of the duty free shop. It's helping your airport visits in the best of ways.

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY

デューティフリー
開始から70年...
一流ブランドをお得な
値段で提供

70年を目前、免税業界は世界一級ブランド品を国内市場より安い価格で旅行者に提供してきました。そして免税店の利用の次の70年への発展につながります。

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY

免税行业70年,
为您提供优质品牌
和优势价格

70年を目前、免税行业は世界一級ブランド品を国内市場より安い価格で旅行者に提供してきました。そして免税店の利用の次の70年への発展につながります。

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY

出国手続
Passport Control



TOKYO HANEDA,
JAPAN



デューティーフリー開始から70年...

広がる笑顔

ホリデーは一年で最高の時 - そう自分にご褒美を与えるひと時。70年もの間、何世代にも渡って旅行者が真っ先に立ち寄ったのは免税店。さあデューティーフリー70周年を祝いましょう!

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY
旅行に欠かせない免税ショッピング



NAGOYA,
JAPAN

12-18 ↑
← 19-24・201-206

デューティーフリー開始から70年...
広がる笑顔

DUTY FREE & TRAVEL RETAIL PART OF THE JOURNEY

Duty Free

デューティーフリー開始から70年...
広がる笑顔

DUTY FREE & TRAVEL RETAIL PART OF THE JOURNEY

Duty Free

ty Free 免税店 Duty Free

LANCÔME

GUERLAIN

shu uemura

CHANEL

CHANEL

CHANEL

GABRIEL CHANEL

OSAKA KANSAI, JAPAN

←1-16-101-103
北翼
North Wing 북동쪽 北樓



26-4
南樓 남측영 50

Int'l Departures Area Map
국제선출발지역도
국제선출발 지역도



KIX Airside Avenue
レストランショップのご案内
Restaurants, Shops
飲食店 売店

Shop Name	Category	Address
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
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MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103
MON BIAN	Restaurant	1-16-101-103

デューティーフリー開始から70年...
広がる笑顔

DUTY FREE & TRAVEL RETAIL PART OF THE JOURNEY

KIX TAX FREE WORLD ASSOCIATION

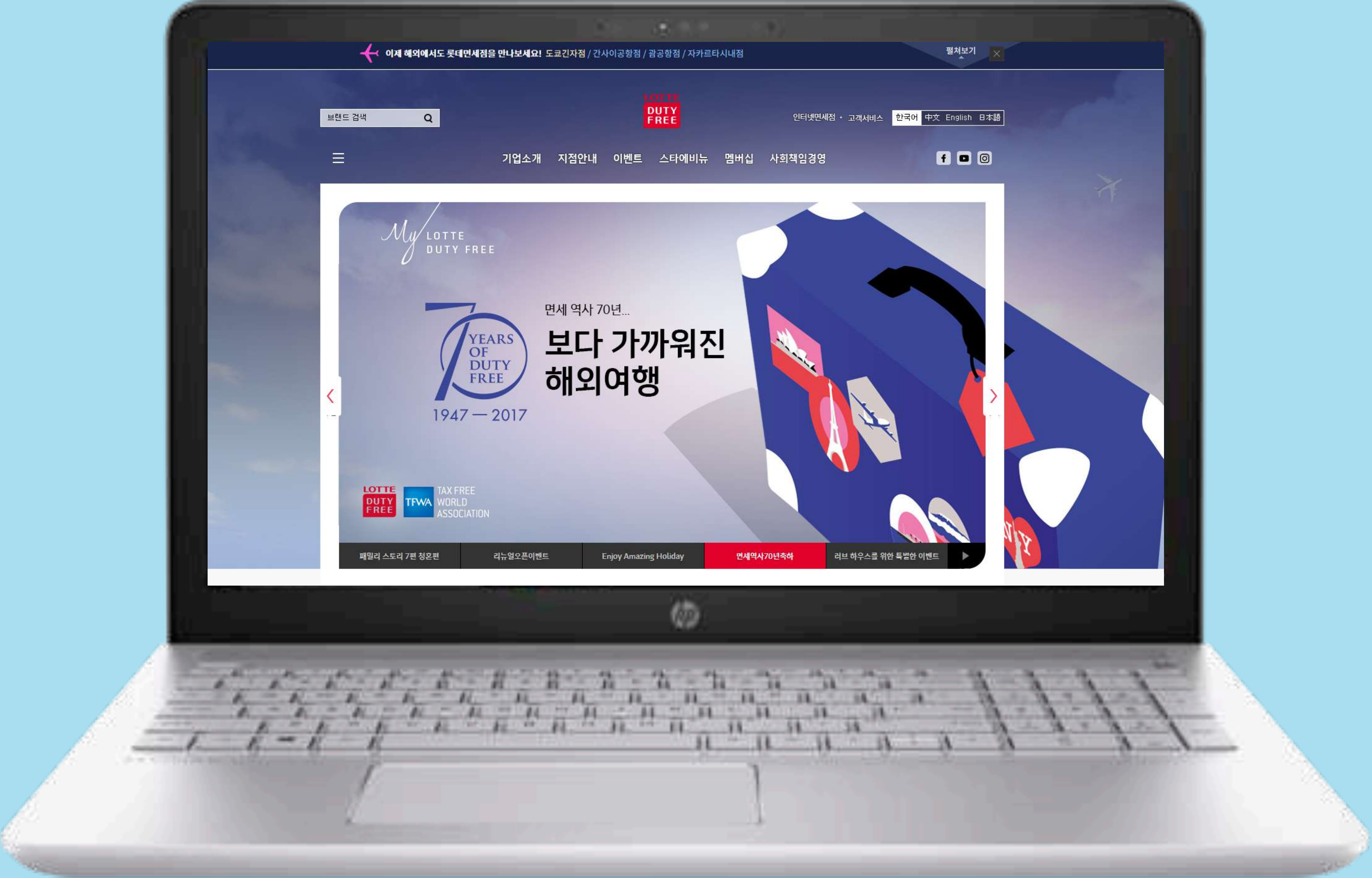
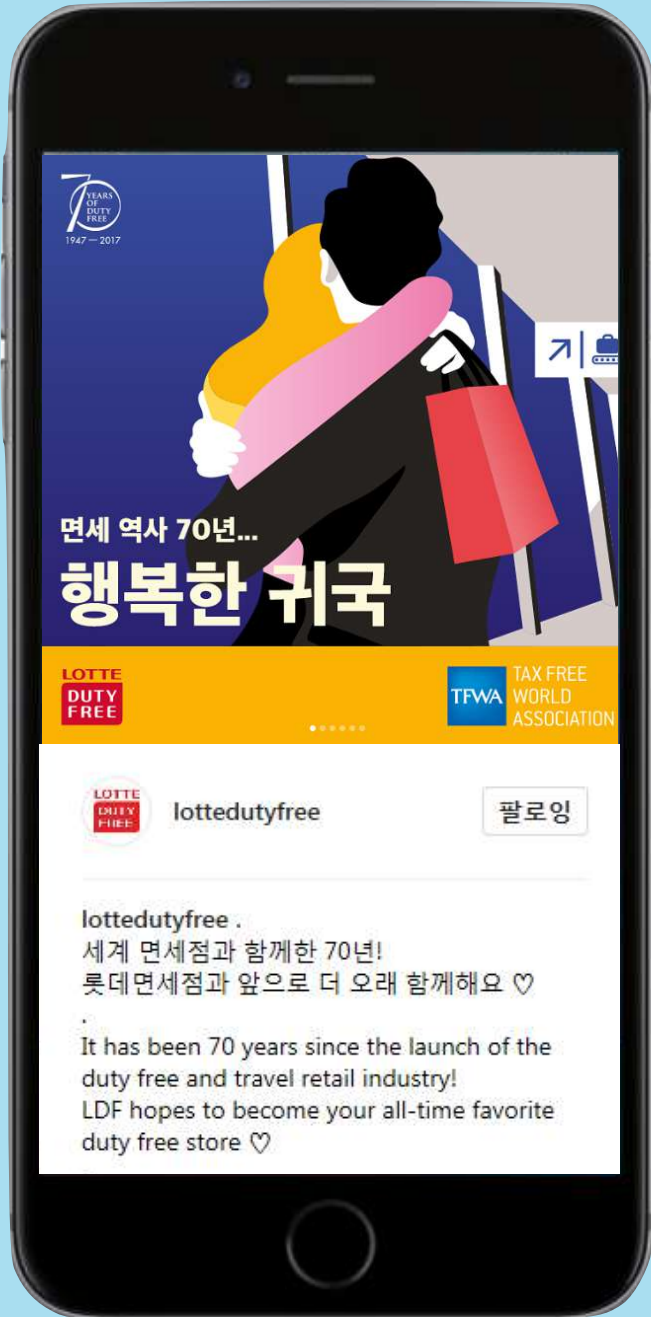
?
案内所
Information
안내소 问讯处

外貨両替所
Currency Exchange
外币兌換所 외화환전소

INFO

Panasonic

LOTTE DUTY FREE, KOREA



WATCH
SALE
THE TIME IS NOW.

BREITLING LONGINES TAG HEUER
TISSOT GUCCI GUESS

up to **40%** off

Best Quality

f s t w

70 YEARS OF DUTY FREE...
**MAKING HAPPY
HOMECOMINGS**

DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY

Prinds

f s t w

TTWA

DUBAI DUTY FREE, UAE



70 YEARS OF DUTY FREE
1947 - 2017

70 YEARS OF DUTY FREE...
MAKING HAPPY
HOMECOMINGS

No one likes to be away from their family for long. And while a duty free gift might not make up for a long business trip, it certainly helps guarantee a happy homecoming.

DUTY FREE & TRAVEL RETAIL
PART OF THE JOURNEY
TAX FREE
WORLD ASSOCIATION

السوق الحرة
DUBAI DUTY FREE

70 YEARS OF DUTY FREE
1947 - 2017

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1947 - 2017

70 YEARS OF DUTY FREE...
MAKING HAPPY
HOMECOMINGS

NARS

STUDIO FIX

MACY'S

SINGLES

TERRERA

TOM FORD

ARMANI

BOYS

BVLGARI

Dior

CHANEL

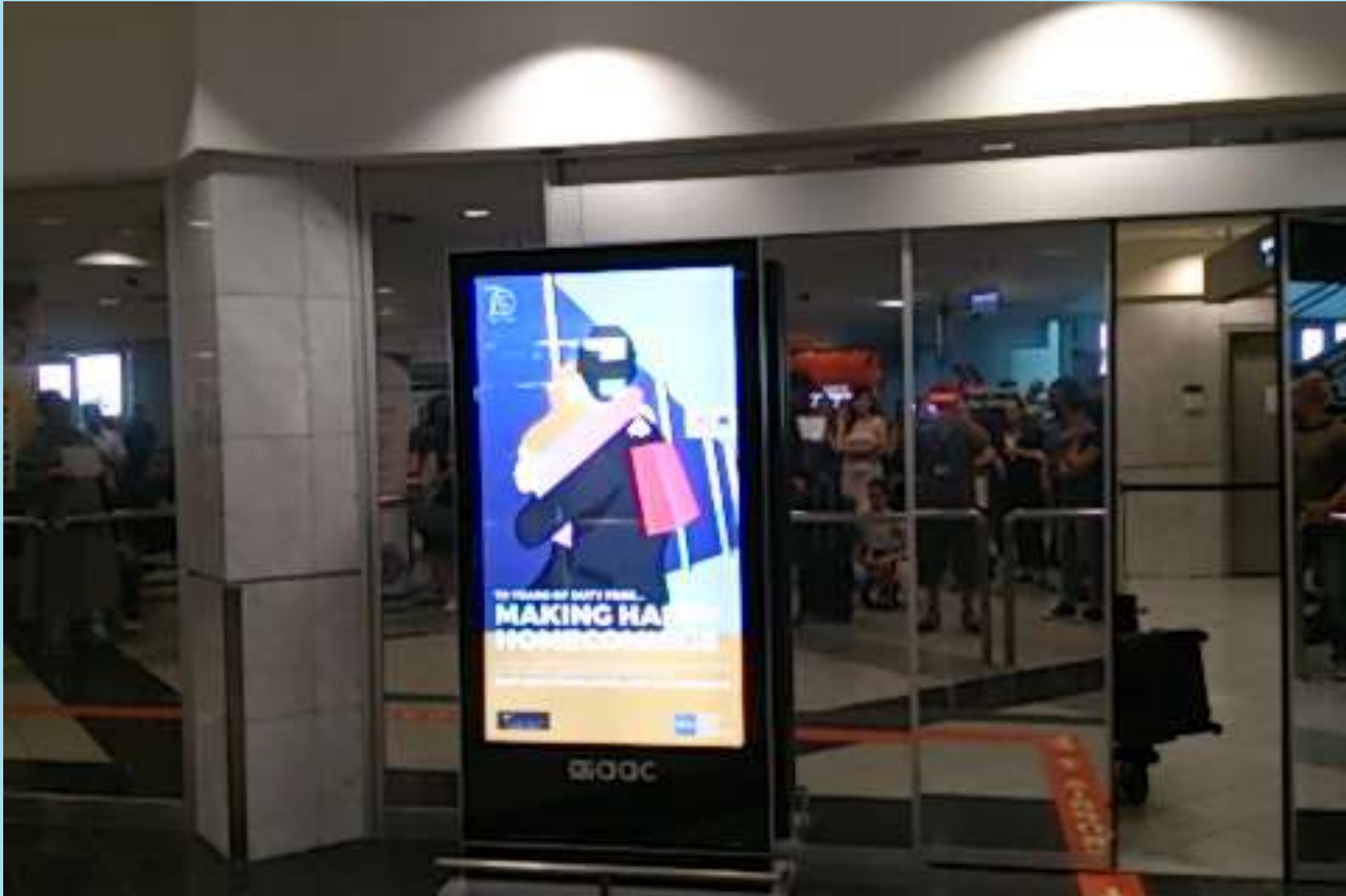
SAUVAGE

Dior

السوق الحرة
DUTY FREE

Perfumes
New Arrivals

BUDAPEST, HUNGARY



DELHI DUTY FREE,
INDIA

Delhi Duty Free

BEST BRANDS
BEST PRICES
CHOCOLATES

70 YEARS OF DUTY FREE
1947 — 2017

70 YEARS OF DUTY FREE...
SPREADING SMILES

Delhi Duty Free | TFWA TAX FREE WORLD ASSOCIATION

JACK DANIEL'S

JOHNNIE WALKER

JOHNNIE WALKER

JOHNNIE WALKER

26%

10%

JOHNNIE WALKER

JOHNNIE WALKER

JOHNNIE WALKER

BUY 3 FOR 32
33%

33%

22%

SHANNON DUTY FREE, IRELAND



Contact us via Twitter: @TFWAnews



**70 YEARS OF DUTY FREE...
MAKING TRAVEL MORE ACCESSIBLE**

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DUTY FREE & TRAVEL RETAIL: PART OF THE JOURNEY

LOGO

TFWA TAX FREE WORLD ASSOCIATION



免税行业70年,
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*免税&旅游零售:旅程的一部分

LOGO

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*旅行に欠かせない免税ショッピング

LOGO

TFWA TAX FREE WORLD ASSOCIATION



CHALLENGES AHEAD



POST-BREXIT DUTY FREE

Like 12.5M Monday, Sep 25

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Brexit should mean the return of duty free for trips in Europe, Tory MPs tell Chancellor Philip Hammond

- **Forty Conservatives have called for changes to VAT ready for March 30, 2019**
- **Duty free sales have been banned at ports for UK-EU journeys since 1999**
- **But the MPs say Brexit should mean a rapid reversal of the policy on Brexit day**

By [TIM SCULTHORPE](#), DEPUTY POLITICAL EDITOR FOR MAILONLINE
PUBLISHED: 09:54 BST, 28 August 2017 | **UPDATED:** 11:37 BST, 28 August 2017

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ONE INDUSTRY





ONE INDUSTRY



ONE INDUSTRY

THE IRISH WHISKEY COLLECTION





MARY ROBINSON

President of Ireland (1990-1997)

President, Mary Robinson Foundation

– Climate Justice

DUTY FREE STORE ARRIVALS

#YOU NEED TO KNOW





TAX FREE WORLD ASSOCIATION





DIGITAL VILLAGE

CREATIVE SOLUTIONS FOR TRAVEL RETAIL

4-6 OCT. 2017

GARE MARITIME





DAVID ROWAN
Editor-at-Large, WIRED UK

MANAGEMENT CHANGES AT TFWA

Left:
ALAIN MAINGREAUD
Associate Director

Right:
JOHN RIMMER
Managing Director







“DESTINY IS NOT A THING
TO BE WAITED FOR.
IT IS A THING TO BE ACHIEVED.”

WILLIAM JENNINGS BRYAN



WORLD
EXHIBITION &
CONFERENCE



ERIK JUUL-MORTENSEN
PRESIDENT
TAX FREE WORLD ASSOCIATION

THANK YOU

