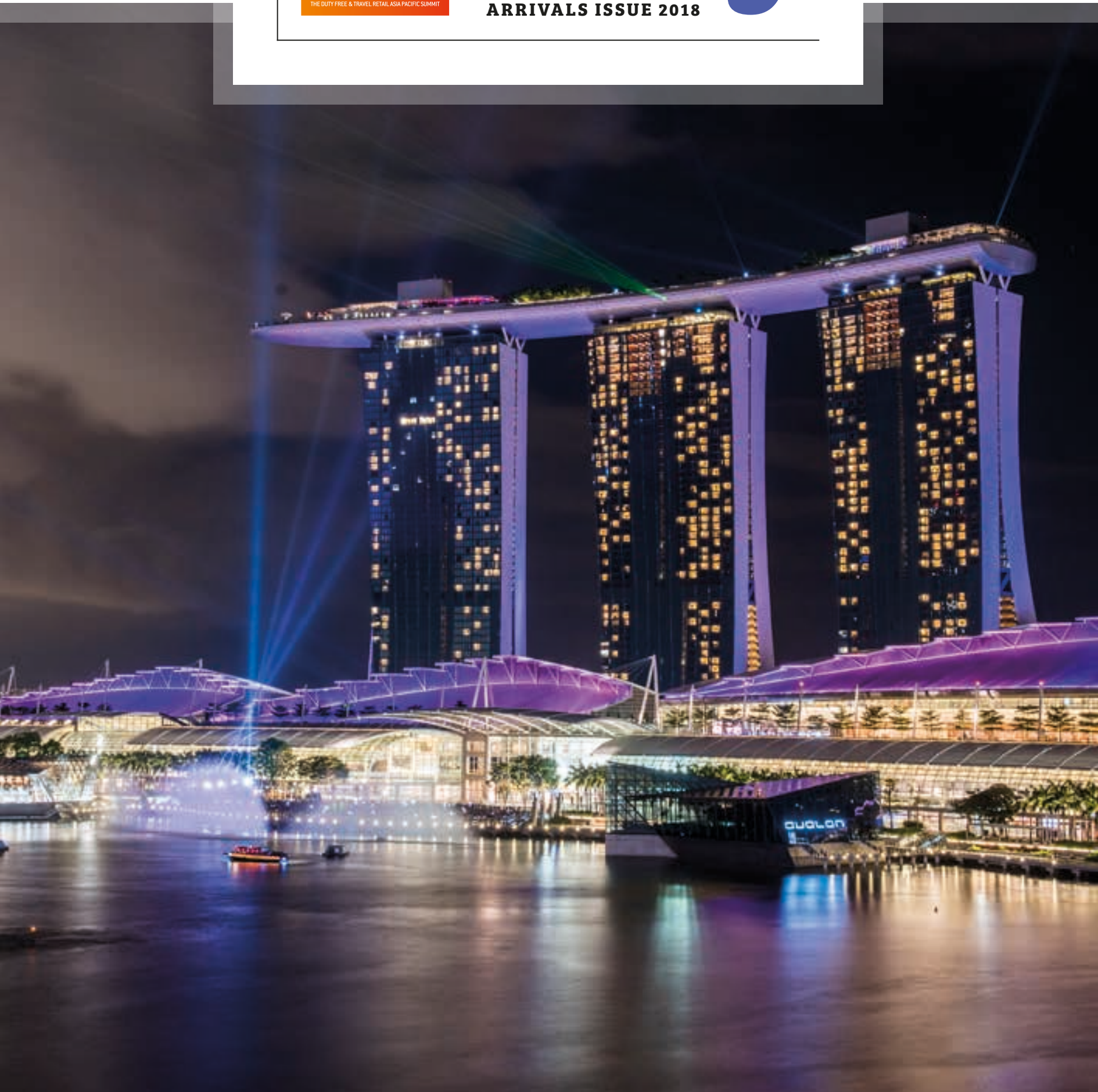




TFWA
daily
ARRIVALS ISSUE 2018



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TFWA

Erik Juul-Mortensen
President



Introduction

Right time and right place

A very warm welcome to Singapore and to the 23rd TFWA Asia Pacific Exhibition & Conference. This compelling city-state, which is home to some of the world's leading brands, a centre of culture and commerce, and one of the best-connected locations in Asia, is a fitting choice to be our host once again this year.

This is the sixth time the event has been held at the Marina Bay Sands, and again I believe the choice to come here once more has been a sound one. From its completion in 2010, the soaring towers quickly gained a reputation as one of the most iconic constructions in the world of architecture, and a visit to the stunning building still never fails to excite. The standard of the facilities at this centre remains unrivalled.

But while some things have remained the same, there is much that's new about this year's event. Firstly, you will notice that our TFWA Daily magazine has a new look. With strong TFWA branding and a more contemporary style, the refreshed publication is designed to be easier to read.

The exhibition is bigger than ever. The floor space is being extended to accommodate a growing number of exhibitors, and many of the brands exhibiting have extended their presence to encompass double-storeys or larger hospitality areas. Familiar names will be joined by a number of newcomers, and among those who are new to the exhibition or returning after an absence are jewellery and watch brand Cartier, Maison Boinaud from wines and spirits, The East India Company in the confectionery and fine food category, and Toscano Italian Cigars. We offer them and all our exhibitors, new and established, a very warm welcome and wish them a successful week in Singapore. With the opportunity to have their brand seen by over 1,200 key industry buyers, there is every reason to believe that their week will indeed be worthwhile.

Visitors also have plenty of reasons to come to Singapore. Over 300 exhibitors, nearly a third of them from Asia Pacific, are showcasing the latest new product development and innovation across all categories in one single, convenient location.

For those who want to find out more about this dynamic region and the business that takes place here, our conference programme will provide much food for thought. With the theme of #TRevolution, the conference will explore the development of the industry and evolution of the market enabled by technological change.

Networking is always an essential part of the week in Singapore, and there will be ample opportunity to build contacts from the region, as well as catch up with colleagues. As our usual venue, Raffles, is closed for renovation, our Welcome Cocktail will be held at the breathtaking Gardens by the Bay – a location that is on many people's lists of essential places to visit on a trip to Singapore. I very much look forward to seeing you there.

Notes for your diary:

- Our Welcome Cocktail will be held at the new location of the Gardens by the Bay beginning at 19:30. From 21:00, delegates will have exclusive access to the Flower Dome, the world's largest glass greenhouse.
- Always a popular place to end a busy day, the TFWA Asia Pacific Bar on Level 4 of the Marina Bay Sands will once again be offering delegates the chance to relax with friends and colleagues between 17:00 and 19:30 on Monday and between 18:00 and 19:30 on Tuesday and Wednesday.
- The TFWA ONEZONE meeting service, (which can be found in a slightly different location, although still on Level 1) is the perfect way to ensure your diary is full every day.
- At our press centre on Basement 2, you can find our dedicated press team and press information from around the conference during exhibition hours.

WiFi service

TFWA is pleased to provide free WiFi access in the exhibition and at the conference and workshops.



WiFi: MICE HOTSPOT

Reminder of locations within the Marina Bay Sands Expo & Convention Centre:

- Two exhibition levels: Basement 2 and Level 1
- Registration desks and ONEZONE Lounge: Level 1
- Press Centre: Basement 2
- TFWA offices: Level 3
- Conference/Workshops: Level 5
- TFWA Asia Pacific Bar: Level 4
- Asian Bar: Basement 2
- Western Bar: Basement 2
- Sushi Bar: Level 1

Supported by:



WiTR meeting, Monday 7 May



Women in Travel Retail (WiTR) will once again be meeting in Singapore, immediately after the TFWA Asia Pacific Conference on Monday 7 May at 17:00. The meeting takes place in the TFWA Asia Pacific Bar on Level 4 of the Marina Bay Sands Expo & Convention Centre. All women working in the duty free and travel retail industry are warmly invited.

It has been an exciting six months since WiTR launched its membership programme, with a dedicated website: www.womenintr.org, and it is heading towards 200 members.

On 6 May members have a unique opportunity to get a first-hand insight into the strategy and approach to Changi's newly-opened Terminal 4, courtesy of WiTR member and Asia representative Chandra Mahtani, Vice President Commercial Planning, Changi Airport. There are just 30 places open to WiTR members on a first-come, first-served basis.

At the networking session, there will also be the opportunity to hear about WiTR's major charity initiative this year – Hand in Hand for Haiti. The target is to raise US\$15,800 to purchase musical instruments for children at the industry-sponsored Lycée Jean-Baptiste Pointe du Sable.

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TFWA

6-10 MAY 2018
SINGAPORE

ASIA PACIFIC EXHIBITION & CONFERENCE

THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

INNOVATIONS AND NEW LAUNCHES IN SINGAPORE THIS YEAR

View the TFWA Product Showcase

Look for specific brands via a list or use the search function



Find product overview, brand name, stand location and contact data on a summary screen

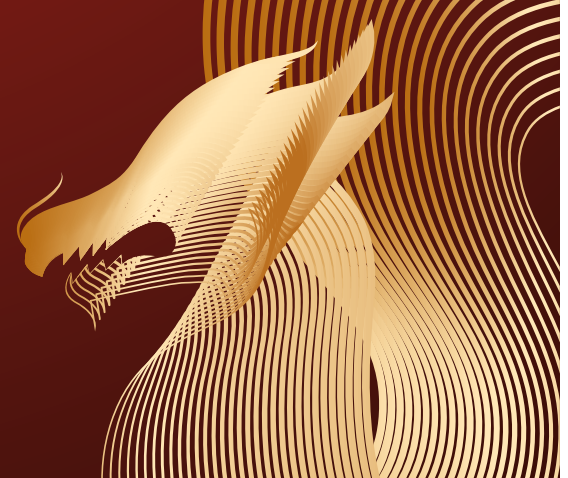


Select a product category from the easy-to-use tile interface

Access press releases or external websites



www.tfwaproductshowcase.com



Services





TFWA offers a wide range of services to assist visitors in advance of and during TFWA Asia Pacific Exhibition & Conference.

Shuttle service

TFWA has arranged a series of free shuttle bus services between the Marina Bay Sands venue and the main local hotels.

Food and drinks

Serving hot and cold drinks, snacks and light meals, the first three bars below are also useful meeting points on the exhibition floor. The TFWA Asia Pacific Bar is ideal for early-evening drinks after the exhibition doors close.

-  **Asian Bar: Basement 2**
-  **Western Bar: Basement 2**
-  **Sushi Bar: Level 1**
-  **TFWA Asia Pacific Bar: Level 4**

Business Centre

Basement 2

- Dedicated staff to provide secretarial support
- Meeting rooms at special rates for delegates
- Access to PCs
- Local and international courier services
- Fax, copying and printing

Travel & hotel desk

Basement 2

Help with travel and hotel arrangements or queries.

Cloakroom

Basement 2 and Level 1

Secure storage for coats and bags as you enter the exhibition.

Press Centre

Basement 2

An area where registered journalists can unwind, conduct interviews and source information relating to the exhibition.

Interactive directional screens

Large touchscreens to help you navigate over 10,000sqm of floor space.

Free WiFi service

Free wireless internet access for delegates in the exhibition and at the conference and workshops. WiFi: MICE HOTSPOT

Internet areas

Basement 2 and Level 1

PC-based internet access for when tablets and smartphones aren't an option or you need a larger screen.

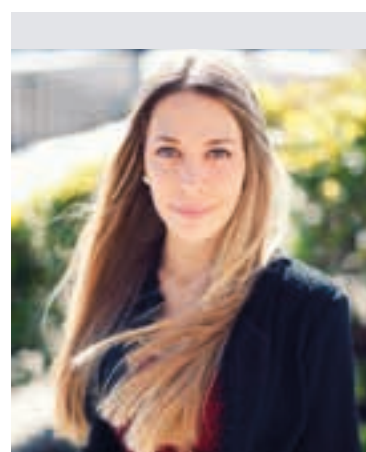
Well-being area

Basement 2

Open to all delegates. Offers massages to help you relax and focus throughout the week.

Gamification: converting players into brand lovers and consumers

The 'gamification' of customer-facing industries – whereby elements of video game design are used to enhance user engagement – is really impacting global brand presence and image in travel retail. Jessica Lau, Travel Retail Area Manager China and Taiwan, Guerlain, spoke to Ross Falconer ahead of her participation in Monday's Workshop B 'Call of Duty Free: Gamifying Travel Retail'.



Jessica Lau, Travel Retail Area Manager China and Taiwan, Guerlain: "Gamification is really impacting global brand presence and creating a positive global brand image. Brands can communicate about new product launches, focusing not only on product benefits, but also engaging customers to try new products."

Gamification is now at the heart of many companies' marketing strategies in China, with the main goal being to engage consumers and gain their attention in a very busy social media environment.

Jessica Lau, Travel Retail Area Manager China and Taiwan, Guerlain, explains that playing a game, and potentially being a winner, stimulates the consumers' competitive mind-set. Her presentation in Workshop B 'Call of Duty Free: Gamifying Travel Retail' will focus on shopper engagement in the perfumes & cosmetics category within travel retail. Lau will offer tips on incorporating gamification and turning it into more than a game, as well as highlighting Guerlain's successful and engaging WeChat gamification campaign.

"The impact of gamification in travel retail from my point of view is that global shoppers are exposed to the brand in a different way," says Lau. "Gamification is really impacting global brand presence and creating a positive global brand image. Brands can communicate about new product launches, focusing not only on product benefits, but also engaging customers to try new products. It also helps brands access a target audience that travels frequently, but would normally follow retailers on social media. Gamification in travel retail can impact customers' purchasing intentions before they travel. It also enhances brand loyalty through all channels – local markets, e-commerce and duty free."

Guerlain's WeChat gamification campaign behind the KissKiss Matte lipstick line, which took place in November 2017, allowed users to win products and collect them in-store. "We had more than 10,000 users that played the game within one day," Lau comments. "The key to success with such games for luxury brands is to deliver high enjoyment. Then players will be excited to share the game, their scores and compete with their friends. Taking all these aspects into account, there is a high chance of converting a player into a brand lover, and ultimately a consumer."

Brands are clearly engaging with consumers in increasingly innovative ways. For example, more and more new augmented reality apps are appearing in stores. Trying make-up virtually, or using a machine to diagnose your skin needs, are very common nowadays, but still not widely prevalent in travel retail. "The main setbacks are linked to space constraints and the lack of retail sales data to support the impact of those new technologies versus more common merchandising displays," says Lau.

Guerlain has used YouCam Perfect, a face beautifier tools app with a physical display, in stores to add 'retainment' and enhance the consumer experience, with pop-ups at airports including Shanghai Pudong.

"For further development in travel retail, I believe those new technologies need to enable online/pre-ordering to create a pre-travel retail experience at home, so customers can experience the new products, new brands, share on social media and decide on their purchase before even leaving for their trips," Lau concludes.

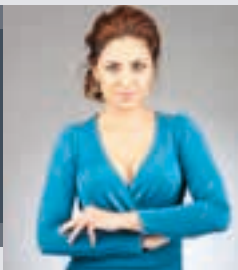
Conference & Workshops programme

Themed #TRevolution, the 2018 TFWA Asia Pacific Conference will look not only at technological advances and their impact on retail, but also at how business practice within duty free & travel retail has evolved, exploring the improvements required if sales growth is to match that of passenger traffic. As ever, the Conference will hear from speakers from within and beyond the industry, its aim being to encourage exchange and debate on the future direction of our business.



Adam Cheyer,
co-founder and VP
Engineering, Siri Inc.,
co-founder and VP
Engineering, Viv Labs

Shivvy Jervis,
futurist and expert on
the digital economy



Filippo Bianchi,
Partner & Managing
Director, Boston
Consulting Group
(Milan)



**Ignace van
Doorselaere**,
CEO, Neuhaus



Monday 7 May 2018

09:00-11:00

Plenary session 1: #TRevolution



Main Ballroom,
Marina Bay Sands Expo &
Convention Centre, Level 5



Translation available
in Mandarin and
Japanese

The first plenary session of the Conference will update delegates on the current state of the duty free & travel retail industry, before focusing on the technological advances that are transforming how we consume and interact with brands.

Erik Juul-Mortensen, President, Tax Free World Association

Now into its eighth decade, the global duty free industry continues to show resilience in an often challenging environment. But how well placed are we to navigate the waters ahead? What must change in order for our industry to lead, rather than follow trends? Erik Juul-Mortensen will open the Conference with a look at the latest available data, before giving his perspective on the day's theme.

Andrew Ford, President, Asia Pacific Travel Retail Association

The Asia Pacific Travel Retail Association (APTRA) is active in defending the interests of the regional industry, which remains the engine room of the global business. Andrew Ford will update delegates on the Association's activities on behalf of the industry.

Adam Cheyer, co-founder and VP Engineering, Siri Inc., co-founder and VP Engineering, Viv Labs

The co-founder of Siri, Adam Cheyer is one of the world's leading authorities on artificial intelligence. His work with Siri, acquired by Apple in 2010, gave millions of consumers their first glimpse of AI in action, and pointed to the limitless potential of this new technology. At TFWA Asia Pacific Conference, Adam will explain how AI and other new advances will revolutionise customer behaviour and experiences, as well as challenging existing business models.

Shivvy Jervis, futurist and expert on the digital economy

One of Britain's leading digital influencers and voted one of Europe's 30 leading women in the tech business, Shivvy Jervis helps companies make sense of the impact emerging and next-gen technology will have on business and on the way we live and consume. She will look at the next wave of digital pioneers with a particular focus on travel and tourism.

11:00-11:40

Business networking with coffee



Foyer area, Marina Bay
Sands Expo & Convention
Centre, Level 5

13:15-14:30

Business networking lunch



Marina Bay Sands Expo
& Convention Centre,
Level 5



11:40-13:15

Plenary session 2: #TRevolution



Main Ballroom,
Marina Bay Sands Expo &
Convention Centre, Level 5



Translation available
in Mandarin and
Japanese

Many in the duty free & travel retail industry would argue that its positive future development depends not only on the successful embrace of new technology, but on a fundamental review of the business model. The second plenary session of the TFWA Asia Pacific Conference will look in detail at how business practices have evolved over time, benchmarking the concession model against that of other comparable retail markets.

TFWA has commissioned a study of the evolution of the business model in duty free & travel retail from leading business analyst Boston Consulting Group. Partner and Managing Director of BCG in Milan, **Filippo Bianchi**, will present the key findings and recommendations of the report, prior to an in-depth discussion featuring a number of industry leaders.

Giving their perspectives on the report will be Lagardère Travel Retail Asia Pacific COO **Emmanuel de Place**, King Power Group (HK) Managing Director **Sunil Tuli**, Aer Rianta International CEO **Jack MacGowan**, Hunter Palmer Global Retail Solutions Co-founder **Keith Hunter**, Neuhaus CEO **Ignace van Doorselaere**, and Greater Toronto Airports Authority Vice President, Customer and Terminal Services **Scott Collier**.

**Both morning plenary sessions
will be moderated by John
Rimmer, Managing Director,
Tax Free World Association.**

14:30-16:00 Afternoon Workshops

Please note: Workshops A, B & C run simultaneously

Workshop A

Seamless shopping: travel retail's frictionless future



Main Ballroom,
Marina Bay Sands Expo &
Convention Centre, Level 5



Translation available
in Mandarin and
Japanese

Workshop B

Call of Duty Free: gamifying travel retail



Breakout Room 1,
Marina Bay Sands Expo &
Convention Centre, Level 5

Workshop C

Safeguarding our industry



Breakout Room 2,
Marina Bay Sands Expo &
Convention Centre, Level 5

The rise of e- and m-commerce has forced traditional modes of retail to rethink the service they offer to shoppers. Younger consumers – especially in Asia – increasingly expect convenience, integrated payment systems and total flexibility, whatever and wherever they buy.

A number of travel retailers are investing in ways to make the airport shopping experience more convenient, adopting new pre-order and payment technology that provides the seamless shopping their customers enjoy elsewhere. But there is still more to do to ensure a frictionless future for travel retail. This workshop will explore how new ways to communicate, to present the retail offer and to accept payment will transform the duty free & travel retail industry just as they are transforming the shopping experience elsewhere.

Among speakers at this session will be **Matthew Brennan**, an expert on WeChat and co-founder of China Channel, a China-focused tech consultancy and research firm. He will analyse China's digital landscape and its influence on shopping behaviour, in China and beyond. Matthew will be joined at the workshop by King Power Group (HK) Managing Director **Sunil Tuli**, and Global Smiling Managing Director **Xin Deng**.

The session will be moderated by Colette Doyle, Editor, Frontier.

The "gamification" of customer-facing industries – whereby elements of video game design are used to enhance user engagement – has potentially important implications for all retail businesses. Virtual and augmented reality are increasingly being put to a number of different uses, notably in travel and tourism. How can these technologies help retailers and brands encourage travellers to answer the Call of Duty Free?

This workshop will analyse the implications of gamification for our industry, looking in particular at customer communication, marketing and brand engagement. It will explore how existing and future technologies can offer a memorable experience for customers, enhancing travel retail's "wow" factor and making travel shopping more fun. Among speakers at the session will be **Paul Bulencea**, co-author of Gamification in Tourism; **Jessica Lau**, Travel Retail Area Manager China and Taiwan, Guerlain; and **Lewis Allen**, Director of Environments, Portland Design.

The session will be moderated by Michele Miranda, Conference Manager, Tax Free World Association.

The TFWA Asia Pacific Conference offers an important opportunity for our industry to assess and discuss challenges to its future growth. This workshop will look at a broad range of issues requiring concerted action from the regional and global industry, including the World Health Organization's Illicit Trade Protocol for tobacco products, packaging regulations affecting all categories, and more.

The session will also look at current travel trends in Asia Pacific, with a particular focus on air traffic forecasts. Speakers at this session will include **Michael Barrett**, Executive Officer, Asia Pacific Travel Retail Association; **Sarah Branquinho**, President, ETRC & External Affairs Director, Dufry; **Patti Chau**, Regional Director, ACI Asia-Pacific; and **Jameson Wong**, Director Business Development APAC, ForwardKeys.

The workshop will be moderated by Dermot Davitt, President, The Moodie Davitt Report.

16:00-17:00 Afternoon networking session with refreshments



Foyer area, Marina Bay Sands Expo & Convention Centre, Level 5

17:00 TFWA Asia Pacific Bar opens



Marina Bay Sands Expo & Convention Centre, Level 4

2018 conference & workshops sponsors

Diamond:



Platinum:



Lunch:



Conference web app:



Afternoon networking session & workbook:



Conference notebook:



Coffee break:



Conference hostess outfits:



Charging stations:



Access the TFWA Asia Pacific Conference app

Delegates at the Conference & Workshops are encouraged to make use of the dedicated event app, with which they can make comments and put questions to our speakers. The app, created by Pigeonhole Live, can be accessed at www.tfwaap.pigeonhole.at using the password **TFWA2018**

Newcomers to Singapore



01

ANY DI

📍 **Basement 2 2-L02**

Who are you?

The ANY DI Bags are the highlight of every look no matter if casual or elegant. The design patented bag-strap-system encourages limitless wearing options of a bag with enough space for all your essentials.

The ANY DI SunCover is a unique eye-catcher. It sets new standards in the matter of luxurious accessories. The spectacle case not only looks fabulous, but also it is exceeding practicality too. ANY DI Standards: cowhide leather, real gold-plated elements and a high standard of craftsmanship build an optimal balance between pure luxury and everyday sustainability.

Who buys your products?

ANY Divas are modern trendsetters who love classic premium leather bags and highest quality combined with a trendy twist throughout the accessory. ANY colour tells its own story. Whether going monochrome or preferring high contrast, everyone could select by their taste.

Why exhibit now?

We want to share unique and innovative comfort of ANY DI bags and accessories, combined with luxurious fashionable style with more people around the world and especially travellers and business women, who do not want to make compromises in terms of style and function.

What are your objectives?

To turn more people into ANY Divas, who share the love and spirit of the comfort and style of the unique and design-patented products.

What is your unique selling point (USP)?

Innovative, luxurious, functional. Precious, practical, timeless. The unique and design-patented SunCover is the first cover for glasses, which offers a fashionable statement and at the same time super functional, fitting every size and shape. The bags with their innovative strap-system offer many different styling possibilities without any visible construction.



02

Banyan Tree Essentials

📍 **Level 1 1-N16**

Who are you?

Banyan Tree is a home-grown hospitality brand that builds retreats of rest and rejuvenation around the world, championing the ethos of embracing the environment and empowering the community. Every destination is designed with an intention to enhance the well-being of our guests and we seek to extend that experience of comfort and stillness into daily life through our bath & body and aromatherapy collections.

Who buys your products?

Our biggest group of customers are our guests who stayed at Banyan Tree Hotels & Resorts. As we use our products in all hotel amenities, guests are able to experience them during their stay and hence fostering a deeper connection with the products. We also target our products to people who are passionate about cultivating a mindful, conscious lifestyle and people who care for the environment and local cultures.

Why exhibit now?

We recently completed our 18-month reformulation journey where we dived deep to meticulously improve our formulas and packaging to create more natural, nourishing sustainable products for our customers. This means increasing the amount of active ingredients and phasing out unnecessary colourants and fragrances, redesigning our packaging to reflect our values of conservation and sustainability and expanding our product ranges based on customer's feedback and needs.

What are your objectives?

Brand awareness and driving aligned partnerships. Awareness in the sense that we not only want to share our product lines with the consumers and businesses, but we also want to take the opportunity to educate the importance of choosing natural ingredients for our body and the environment. We also seek to foster partnerships with like-minded businesses where we can offer customisation of products or wholesale opportunities.

What is your USP?

Banyan Tree's unique selling point is in its commitment towards creating products that are good for the planet and empowering the community – both makers and consumers. Our USP is in our Asian heritage – where we infuse natural ingredients with time-honoured Asian wisdom that reflects the brand's roots and origins.



03

DENIZEN WORLD

📍 **Level 1 1-P16**

Who are you?

DENIZEN is a line of souvenir jewellery bespoke and unique for each destination. Born French, nearly three decades ago, on the chic island of St. Barth, its immediate success made us export designs created for other Caribbean islands. We quickly outgrew our capacity and 27 years ago we relocated to the US to our current production facility. The now made-in-USA DENIZEN is a global brand with strong local identity.

Who buys your products?

Our retailers span from hotel gift shops, luxury resorts boutiques to jewellery stores depending on our lines. Our exclusive creations are favoured by duty free retailers. The demographics of our consumers extend from 8 years old to 88 years old of both genders, with a peak in the 24 to 44 age group. The products are frequently purchased in multiples and mostly in pairs by travelling couples.

Why exhibit now?

After a very positive attendance at TFWA World Exhibition & Conference in 2017, we are thrilled to exhibit our lines, and especially the designs for Asia and Oceania in Singapore. In 2018, we are already seeing a clear trend of numerous new account openings in the Asia Pacific region. The TFWA Asia Pacific Exhibition & Conference is a must to strengthen our brand awareness and duty free presence in the new key markets of travel retail.

What are your objectives?

As an exhibitor, we are aiming at growing our presence in the Asia Pacific region, capitalising on our strong footprint in the Americas, the Caribbean, Europe, Africa and the Middle East to some extent. This business development strategy is driven by our recently established duty free entity based in Hong Kong, which allows us to serve a greater number of customers in the region.

What is your USP?

Our copyrighted concept of map cut-outs portrays an unequivocal yet meaningful destination and provides that sense of place thought-after in travel retail. The genius of the DENIZEN resides in the fact that the "negative space" abstraction instinctively sparks an emotional connection and captures one's imagination.

As TFWA Asia Pacific Exhibition & Conference begins, we highlight a selection of brands either debuting or returning after a short absence, determined to make their big breakthrough in this diverse region.



04

Loch Lomond Group

Basement 2 2-B14

Who are you?

The Loch Lomond Group is an independent distiller and blender of some of the finest and rarest Scotch whiskies. Since 2014, the company has undertaken an extensive review of the stock and branding under its stewardship and have invested heavily in creating new Scotch whisky ranges for the global travel retail (GTR) channel originally launched in early 2017 from both Loch Lomond and Glen Scotia Distilleries.

Who buys your products?

The seven expressions contained in the GTR range are a perfect example of the innovation and craft involved in the Scotch whisky styles of the Loch Lomond and Glen Scotia Distilleries and gives consumers something new to discover from the Highlands and Campbeltown regions of Scotland. We are looking to introduce these stories of real craft to more global consumers through our travel retail specific range for Loch Lomond and Glen Scotia scotch whiskies.

Why exhibit now?

Firstly, we want to share the latest new product releases in the Asia region which will be our travel retail exclusive Loch Lomond Inchmoan 10 years old single malt scotch whisky, representing the "Island of Peat". We are also keen to share the news of our recently agreed and prestigious five-year partnership with The Open, golf's original championship for the Loch Lomond Whiskies brand. It also means the distiller's innovative and exciting range of single malts will become "The Spirit of The Open".

What are your objectives?

The aim for the Loch Lomond Group at TFWA Asia Pacific Exhibition & Conference will be to showcase our Scotch whisky brands through our distribution partners, MG Cellars. We are looking to continue to build the distribution of our brands throughout the region and work with retailers to have the opportunity to drive rotation and trial, to convey the brand stories to consumers and highlight the provenance of both Loch Lomond and Glen Scotia scotch whisky brands.

What is your USP?

Both Loch Lomond and Glen Scotia scotch whisky brands have real heritage since 1814, innovation in their unique distillation processes and artisanship behind the liquid in the bottle.



05

Rodenstock

Basement 2 2-J13

Who are you?

Founded in 1877 with headquarters in Munich, Rodenstock is represented in more than 85 countries with sales subsidiaries and distribution partners. Germany's leading manufacturer of lenses and frames, it offers premium competence brands such as Rodenstock, rocco by Rodenstock and the license brand Porsche Design.

Who buys your products?

With Porsche Design we are targeting the higher spending business and leisure traveller. The Porsche Design man has a high interest in design & lifestyle, implicit luxury & experience. With Rodenstock we are targeting travellers – men and women – looking for technologically demanding products of exceptional quality and style.

Why exhibit now?

Rodenstock is seeing excellent growth in domestic markets globally in Asia, the Middle East and Eastern Europe. These markets are also a priority for us in travel retail for 2018, along with North America, and we are totally committed to developing this channel with an extended global travel retail team based in Munich and a TFWA membership.

What are your objectives?

To meet our existing customers in the region but also to introduce Porsche Design Eyewear and Rodenstock to potential new partners for us. Rodenstock is a new brand for travel retail but we think it sits very well alongside Porsche Design.

What is your USP?

Being a global player in the luxury accessories world with its sunglasses and readers collections, Rodenstock further leverages the images of top retail multibrand POS (point of sale) and offers best performance in store. In addition, competent eyewear sales training for sales staff, promotions for consumers, special TR promotions as well as a variety of social media campaigns help to attract clients and support growth of GTR.

In terms of our core brand – Porsche Design Eyewear, the models include the limited edition Iconic Laser Cut model and the dynamic Ti-Namic line. The Laser Cut has a 100% titanium frame with laser cut-out in the side pieces, while Ti-Namic has titanium temples that resemble the side air intakes of sports cars – made possible using a 3D pressing process.



06

Yohji Yamamoto Parfums

Level 1 1-N12

Who are you?

I.F.D Fragrance Distribution Co. Ltd is official Yohji Yamamoto licensee and it is a part of ALKOR GROUP, the biggest beauty retailer and distributor in Russia. It's an honour and privilege to be able to touch a legacy of a great man, a legend, and cater our best to make our products 100% true to Yohji's DNA.

Who buys your products?

Our customer is a rebel, a person who is able not just to follow trends, but set the trends. The core values of few are now becoming the values of an entire generation – generation Y – people who question the tradition, search for the new and listen to themselves. Just as with Yohji Yamamoto clothes, our customer ends up being in love with the brand after the years of self-searching. We hope to become that ultimate perfumery brand for people who have tried it all and didn't find themselves in mainstream prestige.

Why exhibit now?

We are proud to present first international launch since the change of ownership and re-connect with top industry players.

What are your objectives?

We consider Asia Pacific crucial as the following and the brand awareness here is incredible. TFWA Asia Pacific Exhibition & Conference is a leading show in the industry to reach out to operators, distributors and retailers in the named region.

What is your USP?

Yohji Yamamoto Parfums is a reflection of Global Yamamoto Brand transformed into perfumery world. It is a combination of revolutionary approach and avant-garde thinking, the world of Yohji Yamamoto that found its completion in the olfactory realm through signature fragrances.

Lindt
LINDOR

NET WT 7.05 OZ (200g)

TRAVEL
EXCLUSIVE

SAY IT WITH THE LINDOR HEART

Wherever and whenever you take a LINDOR moment, it just seems to make life feel so much more sublime.

When you unwrap LINDOR and break its delicate chocolate shell, the irresistibly smooth filling starts to melt, gently carrying you away in a moment of bliss.

LINDOR, created by the Lindt Master Chocolatiers. Passion and love for chocolate since 1845.

www.chocolate.lindt.com/travel-retail

PLEASE VISIT US AT TFWA SINGAPORE, H2 AND DISCOVER THE WHOLE PORTFOLIO

No-one can rest on their laurels in the ever-changing world of confectionery – keep your eyes peeled for more dark chocolate, untapped potential in the self-treating category, Asian-inspired flavours and how to engage with consumers in an increasingly digital age. 2018's TFWA Asia Pacific Exhibition & Conference will showcase how top brands are leveraging the latest trends, expanding into new markets and growing their sales.
 By Gemma McKenna

Change is a-coming



▶ New to PVM's portfolio is the Lollipop Art Mega Chup, a limited-edition consisting of 15 fruit flavoured lollipops, inspired by the Pop Art movement.

It's time to enter a brave new world of travel retail, says CS Lam, Head of Global Travel Retail Asia Pacific for Belgian chocolatier Godiva (Basement 2 E2). Lam's new channels team, led by Leen Baeten and Ramon Iglesias, is launching what it terms a "revolutionary food and beverage concept designed to cater to the multiple retail channels which today augment the traditional travel retail business, including airport cafés, cruise ship cafés and stores, inflight service and sales, and also the global hospitality industry".

In the last year, it says its Godiva Gold range received a huge boost from the launch of Gold Discovery. To ramp up the brand experience it arranged some chocolate fashion shows, conceptualised by designer Anne-Sophie Cochevelou, with key airport retailers in Singapore and

Guam, with the aim of "putting the new assortment into the consumer and the media spotlight".

Nelly Sanwald of Belgian chocolatiers Leonidas (Basement 2 D31) comments: "Currently travel retail accounts for a small fraction of Leonidas' sales, but we consider it a critical channel and we are aiming to double the business in the coming years." In order to do that, it is working closely with its existing partners in order to optimise its listings in each location and support the products with a "diverse activation calendar". In addition, Leonidas is expanding its presence with new listings within the region and constant improvement and upgrading of the range.

Hawaiian Host (Basement 2 E28) – manufacturer of chocolate-covered macadamia nuts from Hawaii – has continued to have a strong presence at airports in New

York, Seattle, Los Angeles, Chicago, and Orlando in North America, while Seoul Incheon and Jeju Island JDC are its Asian highlights. It is looking to introduce new products and to expand the number of locations selling its items for growth in 2018. "In Asia, our streamlined range of Hawaiian Host products is continuing to focus on growing in the gifting category, where we continue to see growing numbers despite a tough market," explains Kate Abano-Wee, Global Brand Manager, Hawaiian Host.

Referring to Perfetti Van Melle's (Basement 2 E29) travel retail performance in the Asia Pacific region, Benedict Ho – Area Manager Travel Retail Asia – says: "PVM has performed reasonably better than the category in the region during 2017 and also for the first two months in 2018. I expect challenges due to the



▶ At TFWA Asia Pacific Exhibition & Conference, Mars International Travel Retail is introducing its new SKITTLES gift tin to the region. Containing 195g of the best-selling mixed fruit flavours, the tin builds on the success of the iconic M&M's candy tin.

▶ Butlers is launching The Chocolate Collection, which includes new Asian-inspired flavours Green Tea, Mango & Lemongrass, and Spiced Chai.



▶ Hawaiian Host targets its Hello Kitty boxes of chocolate-covered Macadamia nuts towards Asian travellers.



▲ New to the travel retail market, Galler has focused on developing dedicated packaging, such as its range of 12 mini bars.

Haribo is adding Peaches, Phantasia and Tropifrutti to its range of resealable pouches, which are being showcased at TFWA Asia Pacific Exhibition & Conference.



▲ Munz is adding a Butterfly to its Kids Line, exclusively for travel retail.

changing dynamics of the Chinese travellers as they seek more excitement in the product offerings, but I am optimistic as a whole because of the generally positive economic outlook.”

As Femke Van Veen, the group's GTR Marketing Manager, puts it: “For years [travel retail] has been a nice side business for our company, but with the steep growth we have shown, it now gets the attention and importance that the channel deserves”. Van Veen says that, as the company saw growth declining, it switched tactics from an ‘innovative’ to a ‘back to basics’ style.

Elisa Fontana, Travel Retail Marketing Manager, Haribo (Basement 2 C28), says its “range appeals to all ages, both sexes and all nationalities, with halal and FDA-compliant items as required and special assortments to suit different markets like liquorice for Scandinavia”. It offers “cute” items for gift-seekers, as well as treats for self-indulgers and snackers.

Connecting with consumers

“Travellers need to be attracted into stores and turned into shoppers. This requires engagement beyond the simple presence and visibility of brands” – these words of wisdom are from Jaya Singh, Managing Director, Mondelez World Travel Retail (Basement 2 J26). He says that while traditional in-store sampling is still key to driving footfall, digital engagement is key. “We learnt from our #TravelwithOreo campaign that shareable experiences can be more effective conversion tools than sampling: more than half of shoppers who took selfies with the Oreo mascot or available fun props made a purchase – a conversion rate which is higher than what was observed for sampling alone.”

Singh also says Mondelez is rolling out a new digital strategy in order to connect with “next-gen travellers – those who are highly connected, tech-savvy and frequent travellers, with a strong desire for bespoke experiences and shareable moments”. The approach will focus on “digital in-store engagement, online communications and e-commerce”.

Brand experience is very important. “Of the 44% of passengers that enter a duty free store, only 17% of those visit the confectionery aisle and only 12% of those make a purchase,” says Peter Zehnder, Head of the LINDT Global Duty Free Division (Basement 2 H2). “There is much to do to increase the appeal of the confectionery aisle in duty free.”

He cites a few examples of recent successful passenger engagement, such as the global launch of Dufry Exclusive Strawberry Edition, the pre-launch of the LINDT Travel Souvenir Edition with Dubai Duty Free, the activation of the Naps Destination Stickers worldwide, the giant Easter LINDT Gold Bunny at Zurich Airport, and the worldwide launch of LINDT Coconut Edition. Its most recent is the Pick n' Mix Pop Up at Zurich Airport, which is still currently running.

PVM has developed a new 360-degree visibility display, which will carry all of its best performing ‘must have’ items and new products. Its new suitcase display



Mondelez World Travel Retail is presenting Oreo Choc'o Brownie and Peanut Butter 308g – two exciting new flavours from the world's number one biscuit brand, packed together in a travel retail exclusive box.

measures 80cm x 80cm and a prototype will be on stand in Singapore. The firm also creates bespoke stands to meet customer specifications, such as the Dhow Boat display for the new airport in Muscat, or portable Carousel display for Paris-CDG Airport. “The great advantage we have in our channel is the fact that people actually need to be present at the airport and have time to stroll around. Creating a brand or multisensory experience is getting even more important. It will be less about buying the product (because it is cheaper or exclusive) and more about buying the experience,” says Van Veen.

A number of confectionery producers are relatively new to the Asian market, or to travel retail. TFWA Asia Pacific Exhibition & Conference allows them to turn the spotlight on their business and ramp up contact with distributors, or as India's Choko La (Basement 2 J2) describes it, to “get more eyeballs from the right audience”. COO Vibhu Mahajan says Choko La's focus for 2018 is to partner with more duty free operators across the globe, with the end goal of “putting India on the world map of chocolatiers”. With this in mind, it has launched its ‘Sweet Memories of India’ collection, an amalgamation of Indian flavours infused with dark and milk chocolate.

Marcel Koller, Export Manager, Maestrani (Basement 2 A3), owner of the Munz brand, explains that the company will use TFWA Asia Pacific Exhibition & Conference to connect with sales partners. “As a relative latecomer to the travel retail business, we still have ample room for distribution expansion. Wherever our products are prominently displayed, the figures are excellent and driving growth.”

Self-treating

Travellers are increasingly looking to buy sweets and chocolate for themselves on their journeys, which has created a gap in the market. Mars International Travel Retail (Basement 2 K28) cites its own research, which shows that “45% of consumers want to purchase for themselves in an environment where only 10% of the portfolio answers that need”, says Mark van Rijn, Trade Marketing Manager.

While gifting is important and has always been a major driver in the confectionery category, van Rijn comments that it is over-represented in travel retail with 40% of the portfolio in the sector, but only being required by 20% of travellers. “Pack formats for sharing are the key driver of the category, currently represented by 50% of the portfolio offered and demanded by 35% of travellers. Brands must provide products that deliver across consumer need-states and price levels.”

Ricola (Basement 2 H6) is also upping its focus on the self-purchase market, with new travel retail exclusives based around pocket-sized packaging, which Andreas Reckart, Head of Travel Retail & Middle East, explains is “perfect for impulse purchasing and offering excellent retail margins”.

The new concepts include a checkout item for

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◀ Valrhona is revealing two new souvenir gift boxes, showing Japan and Hong Kong's most famous sights, adding to the range which already includes Paris and Singapore.

CheongKwanJang is showcasing its latest product – Korean Red Ginseng Extract Everytime Royal (10ml x 20 sachets). This product is a 'take-out' style red ginseng extract offered in the format of a stick-type pouch for convenient carriage and consumption.



product development. We will have a number of new dark chocolate launches over the next few months."

The same trend is echoed at LINDT, where Zehnder says: "Modern consumers like to indulge, but in a more controlled and premium way. The worldwide increase in dark chocolate, seen in our LINDT Excellence products, is an example of this trend."

Belgian chocolate producer Galler (Basement 2 N01) has an 80g no added sugar tablet in its range, which so far has proved "far more successful" in Asia. India's Choko La has also launched a no added sugar option to its 55% chocolate bar, to cater for this market.

Leonidas has focused its energy on portion size, which it takes "very seriously" and has developed different SKUs focused on individually-wrapped products, which Sannwald says "makes it easy to store, share and apply portion control". But she adds that, since travel retail is so focused on gifting, sugar-free or sugar-reduced products play a rather greater role in its domestic range for self-consumption. That said, Leonidas is not excluding the development of specific travel retail items in the future, linked to market demand.

Meanwhile fellow Belgian chocolatier Godiva expects to announce progress in the 'healthier options' area in the coming months.



▲ Strong sales of Ricola's pocket-sized packs at Duty Free Philippines have led the brand to place four personalised units in its shops at Manila Airport NAIA Terminal 3, Fiesta Mall, Cebu Airport Terminal 2, and Zamboanga City.

individual consumption, consisting of 75g tin boxes in three different designs, unwrapped, containing 2.5g sugar-free herb drops in three flavours, and a shelf item for individual consumption comprising of a 125g bag, wrapped, containing 3.6g sugar-free herb drops. Reckart says the company has developed these concepts "based on extensive consumer research that revealed the need for self-purchase products to combat the problems associated with travel – dry cabin air, lack of water, mouth freshness/breath and change of climate".

The healthy option

Confectionery producers are not immune to growing calls for healthier products – whether this is driven by growing consumer demand or pressure from health groups or even government bodies. It is a growth area and one which producers are keenly examining. Ricola's Reckart says: "The Ricola offer in travel retail includes a wide variety of sugar-free products, as a reflection of the products that we are offering in domestic markets. We are already working on the next step in this regard by offering products sweetened with Stevia. We hope that we will be able to roll-out this range in travel retail at the latest by early-2019."

Over at Butlers (Basement 2 C31), Marketing Director Aisling Walsh says the healthier trend has manifested itself in a growing taste for darker chocolates. "We are mindful of this when planning

Cavendish & Harvey is presenting its new Drops Selection at TFWA Asia Pacific Exhibition & Conference. It is described as the perfect souvenir for travellers who want to share a special gift.



On the sugar confectionery side, van Veen of PVM believes "consumers should be free to choose products they like". Its portfolio spans sugar-based, sugar-reduced and sugar-free products, with the travel retail focus mainly on sugar-based, sugar-free and portion snacking products.

Mona Mieske, Marketing/Product Manager, explains that Cavendish & Harvey (Basement 2 M3) launched a new range of sugar free drops in 2017, which are selling very well. "We expect demand to be increasing in the future here as well, and we will be able to offer the right products to meet this need."

Other producers exist to cater exclusively to this market. Korean Ginseng firm CheongKwanJang (Basement 2 D2) is seeing rapid growth in demand for its supplements, with sales of its 'Extract Everytime Royal' up over 90% in 2017 compared with the previous year, and 2018 growth to-date up 3.4 times on the same period in 2017. It has been using Korean celebrities to drive sales and says stars Lee Dong Wook and Chu Ja Hyun have proved powerful assets in China, Taiwan and Hong Kong. The company first presented itself on the travel retail scene at last year's TFWA Asia Pacific Exhibition & Conference, and says it has achieved US\$300 million in duty free sales alone.

CheongKwanJang has launched a boutique store at Incheon Airport Terminal 2 and shop-in-shop stores in Osaka, Jakarta, Da Nang and Nha Trang. It says this demonstrates its "powerful

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◀ *LINDT placed a giant gold bunny at Zurich Airport for Easter as part of its array of travel retail exclusive promotions.*

potential to present 'health' as a new breakout concept to the existing duty free offer".

The East India Fine Food Company's (Level 1 R11) Lorraine Jamieson, Head of Wholesale, says producers must cater to the demand for healthier options, as "passengers approach travel retail expecting manufacturers to provide indulgence, treats and gifts that are consistent and familiar, but with a healthier dimension". It has a new range of wellness infusions named Earthed Alchemy. Jamieson says the "nature

behind the infusions and their health properties is the critical ingredient".

However, it is a tricky business for confectionery producers to navigate – they want to offer their customers choice, but need to be mindful of their existing ranges, and customers' expectations.

As The Hershey Company's (Basement 2 G29) General Manager WTR Steve Bentz points out, while it is important to offer sugar-free products – and the company has a full range that it makes available "where it makes sense to

do so" – existing products are popular for a reason. "The travelling consumer loves their favourite confection items and we have not seen any measurable impact to our travel retail business because of changing consumer trends, actually just the opposite as our business posted positive growth again in 2017."

Newness

Companies are also catering more for the specific tastes of the Asian market, incorporating new flavours into their confectionery collections.

Butlers is launching "The Chocolate Collection" in Singapore. Walsh describes it as having an Art Deco feel, with tones of gold and bronze, and with an elegant hoop design featuring the signature chocolates. The chocolates have been designed using popular Asian flavours, including Green Tea, Spiced Chai, and Mango & Lemongrass.

Leonidas' Sannwald cites three travel-exclusive assortments for this year: Les Exquises, the Leonidas GIA Gift Box, and the Leonidas Premium Gift Box. "All of them fit perfectly into the premium gifting segment, which had been underdeveloped within Leonidas and which is so important in travel retail," she says.

It will also introduce a new travel-exclusive Leonidas Asterix collection. "Where possible these new collections will be supported by high visibility promotions in-store. The fact that they are travel exclusives is an added value for shoppers, because they are buying a product they will not find in domestic retail," Sannwald adds.

At Mondelez, Singh points to a focus on baked goods. It plans to develop its Biscuit Bakery concept, citing



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Travel Retail Senior Manager, Annette Rosendahl
Annette.Rosendahl@LEGO.com
Mobile +45 20308261

Account Manager, Pietro Girardo
Pietro.Girardo@LEGO.com
Mobile +45 53195184

Account Manager, Rasmus Kaiholm Skov
Rasmus.Kaiholm.Skov@LEGO.com
Mobile +45 52211980

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research that shows the “biscuit category in travel retail has strong potential, growing four times faster than chocolates”. “This potential is further underlined by our studies, which show that a quarter of those who do not otherwise buy confectionery in travel retail are willing to purchase biscuits. Travel retail also has a lot of catching-up to do with the domestic market, where the share of biscuit sales is six times higher than in travel retail. Our roadmap to growing the biscuit category includes creating a dedicated retail space and extending our biscuit portfolio.”

The East India Company will be offering TFWA Asia Pacific Exhibition & Conference visitors a daily brew to take away – over 30 different teas will be there for visitors to try, alongside chocolate samples.



Meanwhile, Fontana says Haribo has introduced new flavours and shapes to the jellies pouch range, including Phantasia, Tropifrutti and Peaches, in the last 12 months. “These complement the existing popular assortments and encourage shoppers to buy additional SKUs out of curiosity. They keep a well-loved brand fresh and exciting, and provide something new for us to shout about.”

Cavendish & Harvey is looking to attract more adult consumers to the sour confectionery market with its new range of Sour Winegums. They are dusted with sour tingle sugar on the outside, with natural fruit notes of lemon, orange, apple, raspberry and blackberry on the inside.

They will be available in a 180g resealable bag from 1 June. Valrhona (Basement 2 F32) is introducing two new gift boxes at TFWA Asia Pacific Exhibition & Conference, designed to resemble postcards and decorated with “beautiful drawings from memorable cities and countries around the world”. The latest additions to the five-strong collection represent Japan and Hong Kong, allowing consumers to “bring back an unforgettable souvenir”. It will also have Christmas and Chinese New Year offerings on its stand at the show.

Hershey’s Bentz says the company is launching three new gifting items between March and May 2018, with gifting accounting for 46% of confectionery purchases in travel retail. “The innovation launches are supported by very impactful merchandising launch kits specific to these items and they have been very positively received by customers to date.” These should begin rolling out over the next few months.



The Hershey Company is unveiling its next wave of innovation to deliver category growth through expansion into gifting.

Hershey’s World Travel Exclusive Innovation features three items: HERSHEY’S Premium Travel Collection, 288.4gr Assortment; HERSHEY’S KISSES Chocolates Multipack, 164.4g Assortment; and HERSHEY’S Nuggets World Travel Collection, 454g Assortment.



Learn more about the confectionery innovations being presented at TFWA Asia Pacific Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com).
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Social scene

The programme of leisure and social activities at TFWA Asia Pacific Exhibition & Conference enhances a busy week of business with many memorable highlights. From Sunday's Golf and Welcome Cocktail, through to Tuesday's Chill-Out Party kindly sponsored by Lacoste and CheongKwanJang, and Wednesday's Singapore Swing Party, there is truly something for everyone.

Golf

Sunday 6 May, 07:15

Raffles Country Club

The Lake Course's fast, true greens and rolling fairways offer plenty of challenges to golfers of all abilities. Perhaps the greatest is to avoid being distracted by the venue's natural beauty as you focus on your game! Prizes for the longest drive and nearest the water add further interest to the morning's play.

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Welcome Cocktail

Sunday 6 May, 19:30

Flower Dome at Gardens by the Bay

Catch up with friends and colleagues pre-summit at a spectacular new venue in 101 hectares of central Singapore waterfront. Gold and sequins set the style as you enjoy champagne, cocktails and a sumptuous buffet. From 21:00 you'll have exclusive access to the Flower Dome, the world's largest glass greenhouse.

- Dress code: Smart casual
- Entrance by invitation only (part of the full delegate status)
- A shuttle service will be available from all major hotels



TFWA Asia Pacific Bar

Monday 7 May to Wednesday 9 May 18:00-19:30 (except Monday, open from 17:00)

Marina Bay Sands Expo & Convention Centre, Level 4

Perfectly placed for an early-evening drink at the end of a busy day at the exhibition. Wind down and chat to fellow delegates at the bar, or take your glass outside onto the terrace for a fantastic view of Marina Bay and the central Singapore skyline.

Special thanks to all our sponsors

Chill-Out Party

Tuesday 8 May, 19:30

Mandarin Oriental Hotel

The chance to relax after a busy start to the week, the Chill-Out Party returns to the Mandarin Oriental's rooftop complete with giant pool and breath-taking city views. Massages, reflexology and gem therapy soothe tired limbs and contribute to the laid-back ambiance at this heaven-themed, candle-lit, zen-infused gathering.

- Dress code: Casual
- Entrance by invitation only (part of the full delegate status)
- A shuttle service will be available from all major hotels

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Singapore Swing Party

Wednesday 9 May, 20:00

JW Marriott Hotel

The climax to the 2018 networking programme transports you to another world for an unforgettable evening in a parallel dimension. Think 'Avatar' and you'll get a flavour of what awaits. Expect an otherworldly blend of music, performance and drama in a series of experiences unlike any other.

- Dress code: Smart casual, ideally something white to enjoy the full benefit of some spectacular lighting effects
- Entrance by invitation only (part of the full delegate status)
- A shuttle service will be available from all major hotels





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Mars is the leading total confectionery supplier in International Travel Retail. In this rapidly evolving channel, confectionery presents a golden opportunity and Mars have developed 'The Power of a Smile' category vision to unlock this by bringing the fun of this category to travelers throughout their journeys. We believe that whilst our strong foundation of leading global brands is important, it is how we bring the magic of these to life on shop floor locally that gives us the edge. We look forward to building strong and lasting partnerships together to bring this vision to life.

Innovative style

Freedom, independence, poetry are the three key themes of Furla's new AW 2018-19 women's and men's collections. The freedom of sports, the independence of streetwear, the poetry of listening to one's moods.

The new women's bags feature extremely technical details created in collaboration with clothing companies, with panels of exclusive workmanship that bring to one's mind the softness of duvets. The bags are as light as they are technical, even with the volumes of the larger sized bags.

Additionally, on display will be the new unique and exclusive sneaker WonderFurla. With the innovative structure of the rainbow sole composed by five colours, WonderFurla plays with the materials used for the bags.

The men's collection, on the other hand, tells the story of a man's journey through time and his desire for freedom. The curvilinear shapes of military motorcycles from the 1940s, the cool lightness of 1950s mopeds, the freewheelin' 1960s and the austere, geometric lines of the 1970s/1980s.

 **Basement 2 2-J22**



Spirit of love

Lindt & Sprüngli offers one of the biggest selections of travel retail exclusives and bestselling products in travel retail. At this year's TFWA Asia Pacific Exhibition & Conference, the brand will be announcing some exciting news about many of its much-loved and long-time bestsellers, innovative flavours, travel retail exclusives and news about its leading brand Lindor. One of the new and iconic offerings from Lindt is Lindor Deluxe Heart 200g. Both timeless and modern, this new addition to Lindor celebrates the spirit of love and makes the perfect gift.

Lindt will also surprise the visitors at its stand with its new sweet little treasure: the Lindt Mini Pralines, passionately created by Lindt Maitres Chocolatiers. The mini pralines are a fine selection of 32 miniature chocolates perfect for an informal gift for the younger audience.

To celebrate Chinese New Year 2019, Lindt will showcase its latest Year of the Pig 2019 collection, packaged in a gorgeous gift box with festive Chinese New Year design elements.

 **Basement 2 2-H2**

Symbolic expression

Mavive will once again present a selection of its unique fragrance collections. To be Tattooart for Man and To be Tattooart for Woman is a young and trendy concept by Police for a perfume that conveys freedom and strong personality. This new launch represents a theme with great sensitivity amongst young people: the tattoo, that is flaunted as a contemporary language, an extension of their personality, and indelible symbol on their body which expresses the real identity of the wearer.

The rose depicted on the bottle is considered the queen of tattoos. It celebrates beauty, passion and the mystery of life. Voluptuous old-style roses enhance the pink bottle for her and blue bottle for him.

Mavive has also partnered with Denim to launch Signature Red Dragon, the first masculine flanker of the Replay Signature line, and Signature Secret, the first feminine Replay Signature flanker.

 **Basement 2 2-F18**



Luxurious self-indulgence

Neuhaus relaunches the iconic BonBons, 160 years after inventing the first praline. Designed for chocolate connoisseurs for an insatiable craving for pralines wherever they go. With a box of Neuhaus BonBons, a taste of decadence is always within reach.

Made with the most precious ingredients: hazelnuts from Piemonte and the Black Sea, waffles and butter cookies from Bretagne, caramel from Isigny and nougat from Montelimar. Travel across Europe with five classic Neuhaus tastes – salted caramel, moelleux, cookies, crunchy nuts and gianduja nougat enrobed with milk or dark chocolate. Individually wrapped and perfectly bite-sized.

Keep them for yourself with a stylish box containing a selection of ten BonBons that fits perfectly in your bag. For chocoholics, enjoy a box of twenty-seven BonBons that can be shared with your loved ones.

Indulge yourself – have another. After all, life is like a box of chocolates.

 **Basement 2 2-G26**



Premium crafted cigars

Royal Agio Cigars will introduce an exclusive Balmoral Añejo XO travel retail gift box and 4-count cigar pack at this year's TFWA Asia Pacific Exhibition & Conference.

The brand is delighting and surprising aficionados and key retail partners worldwide through excellent crafted cigars. Royal Agio Cigars believes that global travel retail and duty free is a channel for critical and increasing importance for premium cigars and it has introduced an exclusive wooden gift box that features five cigars – two Petit Robusto FT, two Rothschild Masivo and one Gran Toro. Part of this travel retail concept are also 4-count cigar packs that feature the same three vitolas. The perfect solution if you want to enjoy a specific cigar format.

The cigars feature a sun-grown Arapiraca wrapper from Brazil, with a Dominican Olor binder, and Nicaraguan, Brazilian and Dominican fillers. In order to harmonise all tastes, this cigar gets six months to spend in a full cedar-clad aging room. As a result, the typical flavours of the Añejo XO such as cacao, vanilla and underlying sweetness are particularly well-suited in all three vitolas.

Basement 2 2-B17



1980s look

First time exhibitor Rodenstock is introducing its SuperSonic series of sunglasses to buyers at this year's TFWA Asia Pacific Exhibition & Conference.

This strictly limited collection comprises two models based on originals that were on the market 30 years ago – but with a trendy twist. The combination of coated stainless steel frame, slightly mirrored lenses and distinctive shape exudes an air of absolute coolness and extravagance.

The 'on-trend' 1980s look SuperSonic is offered in models for men and women, both in three colour choices. Each is presented in an exclusive case with a trendy lacquer finish.

Another highlight during the event will be Rodenstock's collaboration with Porsche Design. With Asia Pacific seen as a key region for its licensed Porsche Design eyewear collections, Rodenstock will be using the show to introduce the brand's latest styles to existing and new retail partners, including a new line for women.

Basement 2 2-J13

Rare Welsh gold

Multi-award winning jewellery brand Clogau will launch four Asia travel retail exclusive collections at the TFWA Asia Pacific Exhibition & Conference in Singapore.

The solid sterling silver and 9k gold collections include Meadow Heart, Dwynwen, Heartsrings, and Tree of Life Pearl, with prices ranging from US\$89 per piece and US\$139 per set. Inspired by enchanting stories and heartfelt moments, every exquisite piece holds a significant meaning for Clogau collectors.

Also on display will be Clogau's Interlude – a unique collection from 2017, celebrating the brand's prestigious connection to the British Royal Family and unique heritage. Honouring the magic of storytelling through beautiful jewellery, the brand's impeccable product design and manufacture sets them apart from the competition with every piece containing rare Welsh gold as used by some members of the British Royal Family for over 100 years, creating heirloom jewellery of the highest quality, beauty and originality.

Basement 2 2-C2



Authentic craftsmanship

Hering Berlin is one of the few truly authentic porcelain manufactories in the world. For designer and entrepreneur Stefanie Hering, "manu factum" means superb craftsmanship in all stages of production. The results are the finest porcelain objects that have long since found their way into luxury restaurant and hotel business, and above all, onto the tables of connoisseurs all over the world. Stefanie Hering is now conquering the exclusive giftware market for luxury destination with her new collection EXPLORE! The collection will be officially launched at TFWA Asia Pacific Exhibition & Conference in Singapore.

Level 1 1-P13



Golden beauty

A miraculous healing mask infused with 24k gold and powerful firming ingredients that fight inflammation and repair damage, leaving it transformed and radiant, is the latest Spring 2018 product by Chantecaille. This luxurious treatment combines a potent cocktail of ingredients to address all signs of stress, fatigue and aging, changing the skin forever. For the first time, ingredients that fight wrinkles on both vertical and horizontal level are present for true anti-aging effect.

Deeply hydrating, the Gold Recovery Mask's superior healing ingredients are particularly effective when the skin is faced with stress or damage from the sun, wind, or extreme cold. It can also be worn overnight as an intensively nourishing, restructuring sleep mask.

Basement 2 2-B16



Affordable luxury

The Spanish jewellery and accessory brand and leader in the affordable luxury sector TOUS, will be exhibiting in Singapore for the fourth consecutive year. TOUS will be showcasing and presenting a new airport display format.

TFWA Asia Pacific Exhibition & Conference is part of the company's travel retail strategy for 2018, where the brand is planning to showcase its latest developments for the luxury tourism market. In particular, TOUS will be launching a new pop up store for airports, the main distribution channel in travel retail. This will consist of a pop up store where customers can buy TOUS jewellery and accessories, based on the current distribution model, but smaller.

In addition to airports, it is essential for TOUS to have presence in duty free shops in the main luxury tourism destinations. This channel has achieved significant growth in Asia, while in Europe the brand is just beginning to see more locations dedicated to duty free shopping.



Basement 2 2-F26

Modern classic

Daniel Wellington is showcasing the DW Cambridge. This red, white and blue NATO band is one of the first DW styles launched and is one of the most iconic styles of the brand.

This true eye-catcher embodies the timeless and elegant characteristics of Daniel Wellington's flagship Classic collection with a sleek design and rose gold case, providing a modern classic made for every occasion.

Presented as a pair watch set in a 40mm/36mm variation, this beautiful combination is launched as the first travel retail exclusive of the brand. Available from April 2018, it sells at US\$299.

The playful band, when paired with the simplistic and elegantly slim dial, gives you a timepiece that can be worn to both work and events. All of Daniel Wellington's straps are interchangeable – you can have a different watch for every day of the week.

Basement 2 2-G33



Italian desires

Since 1947 Lambretta has been keen on taking people wherever they need to go. First in Italy, then in the rest of the world. The Lambretta scooter made travelling fun and stylish when exploring a city or touring the countryside. Lambretta has inspired adventures all over the globe and continues to do so today.

Last autumn, Lambretta Watches launched the Classico 36 & 40 collections as a tribute to the brand's 70th Anniversary.

"We are now very excited to present our line up of Lambretta Watches novelties for spring and summer 218," says Christian Hoffmann, Marketing Director of Capella/Lambretta Watches.

Volta 39 is the name of a new vintage-inspired men's watch with a slim case, dome-shaped glass and slightly curved dial. A classic timepiece paired with genuine leather straps, sleek mesh bracelets, and stylish perlon straps.

Lambretta Watches' best seller for ladies, the chic Cielo 34 collection with soft and stylish suede straps, will also be on display in Singapore.

Basement 2 2-H30

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Sunny, floral aroma

Jean-Charles Brosseau is launching Ombre Azurite at TFWA Asia Pacific Exhibition & Conference. Created in collaboration with perfumer Thomas Fontaine, Ombre Azurite is a floral, ozonic and green fragrance.

Ombre Azurite produces the same sunny, floral aroma as the gentle trade winds blowing along the rocky coast of the Côte d'Azur. The notes of jasmine and lily perfectly convey a marine sense that blends beautifully with the spicy iodine of the Mediterranean Sea. The sensuality of mixing sandalwood with tonka bean caresses the skin like the warmth of the midday sun.

Ombre Azurite is presented in a deep blue lacquered and slightly transparent octagonal bottle, which is decorated in floral relief appearing as a precious gem in its beautiful matt black box. The magnificent bottle is covered by a heavy spherical golden top in zamak.



Basement 2 2-N02

Volume and value

William Grant & Sons returns to TFWA Asia Pacific Exhibition & Conference on the back of very strong regional performance in 2017. The company reports growth ahead of the industry in almost every spirits category in which it is present with Glenfiddich maintaining the top spot in Single Malt both in volume and value, while the launch of the Glenfiddich Cask Collection and Experimental Series created real excitement within the category.

In Singapore that excitement is set to continue with the introduction of the third in the Glenfiddich Experimental Series: Glenfiddich Winter Storm, a single malt whisky finished in Canadian icewine casks.

Also highlighted in Singapore will be Glenfiddich Cask Collection Finest Solera, the first in a series of rare whisky expressions by Glenfiddich developed in collaboration with Baccarat – world famous manufacturer of the finest crystal glassware.

Showing its lighter side, the stand will also feature the latest Monkey Shoulder and Hendrick's activations.



Basement 2 2-N19

New expressions

Whyte & Mackay is presenting the new Jura Travel Retail Collection – the brand's first range of single malt Scotch whiskies exclusively available to global travellers. With sweetness from American White Oak ex-bourbon barrels and a hint of subtle smoke, each whisky is further enhanced by specially selected casks from around Europe. The Jura Travel Retail Collection features The Sound (1L), The Bay (1L), The Loch (70cl) and The Paps 19 YO (70cl).

Another key introduction is The Dalmore 45 – a 45-year-old limited-edition refined single malt, containing some of the distillery's rarest aged stocks. The Dalmore 45 features exquisite flavours of red berries, soft liquorice, crushed hazelnuts, bitter chocolate and Manuka honey. This is followed by the sweet flavours of sticky toffee pudding, Bramley apples and juicy dates to finish.

The third focus for Whyte & Mackay is the Fundador Supremo Sherry Cask Collection. This comprises three unique expressions of Fundador Solera Gran Reserva brandy, aged in 12, 15 and 18 year-old sherry casks.



Basement 2 2-C5

Quality and innovation

Paul & Shark is showcasing its FW18 collection, and highlights from its current SS18 offer. Collections highlighted are those which demonstrate the Italian luxury lifestyle brand's quality and technological innovation, including Aqua Leather, the Travel Project, and Loro Piana.

The water repellent Aqua Leather jackets are treated to maintain their softness and offer high-tech combined with functionality and comfort.

The Travel Project is a range of clothing designed to ensure maximum comfort when travelling. Blazer and trousers made of crease-proof and stain-proof fabric are suitable for both formal clothing or high performance leisure wear. Sweaters in cashmere intertwined with an ultra fine nylon thread maintain their shape and elasticity. The foldable, ultra light, down jacket is perfect for travelling.

The Loro Piana Storm System® and Rain System® treatments are designed for ultimate protection. The Storm System consists of a double barrier: a water repellent treatment and the exclusive hydrophilic membrane that is resistant to water, breathable and windproof. The Loro Piana Rain System® treatment allows water drops to slide over the surface of the fabric, increasing its water resistance and protecting it from dust, dirt and liquid stains.



Basement 2 2-D11

Trust & passion

Barton & Guestier takes the opportunity of TFWA Asia Pacific Exhibition & Conference to unveil its new and unique brand signature and to launch its new wine collections with a more crafted approach.

In 1725 Thomas Barton and Daniel Guestier had a vision: they established a reputation for French wines around the world. Their pioneering spirit, the winemaking expertise, as well as the passion to offer the best wines from France still drives the B&G team today.

With its new signature with red B&G letters, the company highlights the knowledge and authenticity that have built the company's reputation and recapturing the graphic identity of the brand.

The new signature comes with the new collections of Apellation and Varietal wines.

Trust and passion are the pillars of the success of Barton & Guestier, a safe choice for consumers among the thousands of labels, and now easier to recognise than ever before.



Basement 2 2-C10

Creativity, innovation, tradition

Bottega will once again participate at this year's TFWA Asia Pacific Exhibition & Conference in Singapore. The company will introduce several new products to the Asian market. Bottega Gin Bacûr is a distillate produced in Italy based on a recipe of natural ingredients including juniper berries, locally sourced from the surrounding Veneto region at the foot of the Alps, and lemon zest and sage, harvested in the Italian countryside. The eye-catching bottle is made in blown glass and is glazed with a metallised paint that gives it a warm and refined look, that recalls the copper stills.

Additionally, Bottega will also present Vermouth Bianco Bottega and Vermouth Rosso Bottega, which stand out with their two unique characteristics: the base wine and the selected botanicals used in the recipe. The encounter between the creativity, innovation and tradition results in a modern and exclusive vermouths, that embody the evolution of this aromatised wine and satisfies the market demand for premium quality products.

Basement 2 2-M9



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Travel retail exclusives

Ricola, the Swiss herb confectionery specialist, is building its brand in Asia Pacific and says its success has been driven by the travel retail exclusives launched at TFWA World Exhibition & Conference last October and being highlighted here in Singapore.

Ricola will shortly be announcing a new distribution partner for Korea. Meanwhile, the pocket-size packaging – available in both checkout and shelf versions for individual consumption – have sold so well with Duty Free Philippines that Ricola is now placing four personalised units in their shops at Manila Airport NAIA Terminal 3, Fiesta Mall, Cebu Airport Terminal 2 and Zamboanga City.

At TFWA Asia Pacific Exhibition & Conference, buyers can discover a checkout item for individual consumption consisting of 75g tin boxes in three different designs, unwrapped, containing 2.5g sugar-free herb drops in three flavours: Original Herb, Lemon Mint, and Cranberry.

There is also a shelf item for individual consumption comprising of a 125g bag, wrapped, containing 3.6g sugar-free herb drops in a mixed doypack of three flavours: Original Herb, Lemon Mint, and Eucalyptus.

Basement 2 2-H6



Iconic collaboration

Ilva Saronno is returning to Singapore this year for TFWA Asia Pacific Exhibition & Conference on the back of a significant progress for Disaronno and Tia Maria in the region, particularly Australia, Japan and China.

One product that buyers will be keen to see is the new Disaronno Icon – the name of which remains under media wraps until October. The collaboration – which will be with an Italian designer of renown – will be the sixth in the icon series, bringing a one of a kind look to the world's favourite Italian liqueur. This year's version, Disaronno wears Missoni, has already proved to be another winning collaboration with excellent sell-through wherever it has been listed in travel retail, with success sales in Heinemann, Lagardère, Weitnauer, DFA, in Cruise Lines as MSC, Carniva, Royal Caribbean, Holland America, Celebrity and P&O Ferries.

Alongside Disaronno, visitors to the stand can see other key brands including Tia Maria, Rabarbaro Zucca, Disaronno Riserva and Duca de Salaparuta wines.

Basement 2 2-M10



Lollipop art

Perfetti Van Melle (PVM) Global Travel Retail returns to Singapore this year with innovative new display concepts and on-stand activations to strengthen and support its 'must have' products and new lines.

Brand new to PVM's portfolio is the Lollipop Art Mega Chup, a limited edition giant chup consisting of 15 fruit flavoured lollipops. Inspired by the Pop Art movement, it is especially designed to be a perfect gift item for teens and young adults and will be available in Q2 of this year.

Also new for the Chupa Chups range is the 'Do You Love Me?' concept which uses popular emoticons on Chupa Chups packaging and lollipops to create a higher brand awareness amongst teens. The range includes a hand-held resealable bag filled with 25 fruit flavoured Chupa Chups. Every single 3D lollipop will answer the question "Do You Love Me?"

In addition, PVM will be showing the travel retail exclusive Mentos Connecting Tin containing 275g of fruit flavoured dragees.

Basement 2 2-E29



Hidden London

Penhaligon's invites you on a journey through London with its Hidden London collection. The collection includes Marylebone Wood, Kensington Amber, and Belgravia Chypre. A particularly sensual modernity gives Marylebone Wood its avant-garde edge. Dry smoky sandalwood, a mossy vetiver, and creamy warm patchouli are used to create a textural masterpiece.

In Kensington Amber, the amber notes are truly powerful yet always mastered. The warmth and exoticism of cinnamon summon images of the Victorian era of expansion and exploration, while vanilla brings exquisite comfort.

Belgravia Chypre is rich and sophisticated, featuring bergamot, oak moss, and patchouli. There is also a surprising inflection of raspberry, and pink pepper and rose.

Penhaligon's is also introducing Elisabethan Rose, which is described as the definitive rose fragrance. It opens with top notes of hazelnut leaf, almond oil, and cinnamon. The heart unfolds with red lily, rose centifolia oil, and rose absolute. Finally, the base notes of vetiver and wood, cloaked in musk, show strength and softness.

Basement 2 2-L5



Delicious break

Loacker comes to TFWA Asia Pacific Exhibition & Conference with its new Mix Classic Minis 300g Pouch bag. Loacker Minis is a new snack dimension, ready to make any moment a delicious, light-hearted break. There's always room for some small Minis in your backpack, your case or your sports bag. Every moment can be transformed into a delicious break, regardless of whether you are in the gym, at home or in the office. And what a taste! Three mouth-watering layers of Napolitaner or Cremkakaocream filling sandwiched between four crispy wafers. Loacker Minis 10g are individually wrapped in a handy 300g Pouchbag.

Basement 2 2-J29

Nature's wonders

Designed and made with the future in mind is the inspiration behind Jacques Farel new hayfield collection, which will be exhibited in Singapore. Led by a team of passionate and dedicated people, working side by side, Jacques Farel has created a collection of watches that is as sustainable as possible, from all natural German organic eco leathers containing no environmental harmful substances, to carefully selected natural and FSC-certified (Forest Stewardship Council) wood and FSC-certified paper with soya-based ink for the packaging.

In a rapidly changing and often stressful world, Jacques Farel strives to develop a collection that reminds of nature's wonderful smells and textures through the richness of smooth wood and soft organic leathers.

The brand will also be showcasing Jacques Farel Kids, a unique eco-friendly collection of children watches featuring pure aluminium cases, organic cotton straps, mercury-free batteries, and recycled paper packaging.



Basement 2 2-H29

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Charming designs

Thomas Sabo's latest collection Generation Charm Club invites all generations of collectors, creators and jewellery lovers to discover the brand's new experience at its booth at TFWA Asia Pacific Exhibition & Conference.

A key objective of the international jewellery and watches brand Thomas Sabo going forward is to expand its travel retail presence and attract the attention of travellers. The beginning of 2018 marked the relaunch of the legendary Charm Club line, opening up new target groups, ranging from young to adults, both men and women.

Generation Charm Club sparkles with around 260 restyled, high-quality charm designs and inspires people.

With the Vintage Rebel category, iconic designs of the Rebel at heart men's line are entering the collection. The launch is accompanied by new point-of-sale presentation, a new packaging concept and extensive marketing measures. Further highlights are the elaborately designed pieces from the brand's Sterling Silver Collection as well as captivating timepieces for women and men.

Level 1 1-R12



Premium blend

In Singapore this year Diverse Flavours will present its latest classic Bordeaux blend from Stellenbosch, Ernie Els Signature, incorporating all five varietals: 60% Cabernet Sauvignon, 25% Merlot, 5% Petit Verdot, 5% Malbec, 5% Cabernet Franc. Aged for 20 months in 300 litre French Oak barrels this wine has achieved 90+ points in the lifestyle magazine Wine Spectator for every vintage produced. As a leading global sportsman Ernie Els has transferred his excellence, focus, discipline and commitment to the production of premium wines at Ernie Els Winery, Stellenbosch, South Africa.

Visitors at this year's TFWA Asia Pacific Exhibition will be able to taste the Ernie Els Signature at Diverse Flavours' stand, along with over 50 other South African wines.

Basement 2 2-D34



Breakthrough technology

This year's event in Singapore will see Shiseido reveal its latest products in the skincare, fragrance, and beauty sectors, which will be launched this June.

One of the highlights at the event will be the new Shiseido Ultimune Power Infusing Concentrate. The new revitalised Ultimune Power Infusing Concentrate builds on 25 years of research to deliver a seamless and effective serum. ImuGeneration Technology contains potent natural extracts that encourage the skin's ability to defend its own ideal condition, even under extreme stress. Concern areas clear up quickly and diminish further over time. The skin looks smooth, supple and radiant, with unwavering strength and vitality from within.

Also on display will be Clé de Peau Beauté Firming Serum Supreme, a clinically proven formula with breakthrough 4D technology to unlock a new dimension of skin firmness, as well as the new expanded NARS Orgasm collection for Summer 2018.

Level 1 1-U9



Feminine passion

Salvatore Ferragamo's new fragrance is a concentration of modern femininity. "Amo" – Italian for 'I love' – is the declaration of a down-to-earth, free-spirited young woman who is ready to seize every opportunity that the world has to offer, and leave her mark. This is a woman who acts instinctively, dares, seduces. Inevitably, then, she says out loud: Amo Ferragamo! I love Ferragamo.

Amo Ferragamo is a daring, modern accord of glamour and passion. The fragrance opens up with an explosive personality: the top notes are marked by an Italian Bitter Accord with Blackcurrant and Rosemary. The heart is light and feminine as a flower where jasmine sambac melts with the brightness of mate absolut and rhubarb. The dry down finished with a woody sweetness. The unique sensuality of Amo Ferragamo stems from its delicate blend of white vanilla tahitensis absolut, ambrox and sandalwood. The Amo Ferragamo bottle is both simple and extraordinary.

Level 1 1-V27



Sweet memories

Mondelez brings its wide range of new products to Singapore this year. Among some of the highlights will be Toblerone Tiny Crunchy Almonds 272g. One of the most successful flavours in the Toblerone family now comes in a new format especially for travel retail. The exclusive blue and gold bag contains 34 individually wrapped snack-sized pieces of the iconic triangular milk chocolate with honey and almond nougat, enriched with crunchy caramelised almonds and a tingle of salt – an ideal format for sharing with loved ones.

Also on display will be Milka Alpine Cow 69g, which comes with an ultra-huggable Alpine Plush Cow that is sure to be a favourite amongst children and parents alike. Exclusive to travel retail, the storage box depicting a magical alpine scene is home to 15 alpine milk chocolate naps, adding a sense of wonder and excitement to the product and making it a unique gift which evokes fond memories of travel and tender moments.



Basement 2 2-J26



Charging on the go

Moshi is launching IonSlim 10K and the ProGeo Series at TFWA Asia Pacific Exhibition & Conference – a powerful portable battery and a collection of three travel-friendly wall chargers that together fulfil all your charging requirements.

IonSlim 10K is an ultra-thin portable battery that supports USB PD up to 30 W. Meanwhile, the ProGeo Series consists of a USB-C Laptop Charger (65 W), USB-C Wall Charger with USB Port (42 W), 4-Port USB Wall Charger (35 W), and ProGeo Adapter Pack for international travellers. Built with safety in mind, the chargers' power management circuitry provides overcurrent and surge protection, and is compliant with the US Department of Energy's Level VI efficiency standard.

Each ProGeo charger features a travel-friendly design for quickly swapping out power adapters when travelling to a new country. The optional ProGeo Adapter Pack includes travel adapters for US, EU, UK, AU, covering your power needs in over 150 countries.

IonSlim 10K, paired with the ProGeo Series, creates the perfect charging solution on the go.

Basement 2 2-F24

Rich, intense flavours

Ian Macleod Distillers is unveiling an exclusive new travel retail range from Glengoyne Highland Single Malt Scotch Whisky. The Glengoyne Spirit of Oak Collection tells the story of Glengoyne's ties to the Spanish sherry region, Jerez, and the distillery's insistence on sourcing exceptional sherry oak casks. The new expressions – Glengoyne Cuartillo, Glengoyne Balbaina, Glengoyne PX, and Glengoyne 28 Year Old – feature

Moorish-inspired packaging and rich, intense flavours. The rewards of slow maturation in fine sherry wood are there to taste – from the brown sugar, dried apple and cloves of the Balbaina to the extraordinary depths of the 28 Year Old.

Meanwhile, Edinburgh Gin is unveiling a bespoke new bottle design for its much-loved fruit gin liqueurs, in the same style as its iconic core range of London Dry gins. The design features an embossed Edinburgh Gin logo and captivating illustrations of each gin's signature ingredients.



Basement 2 2-C02



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45度五糧液
(45%V/V) Wuliangye



52度五糧液
(52%V/V) Wuliangye



68度五糧液
(68%V/V) Wuliangye



永福醬酒 (十年)
(53%V/V) YongFuJiangJiu (ShiNian)



永福醬酒 (老醬)
(53%V/V) YongFuJiangJiu (LaoJiang)



British heritage

Buckley London has announced its return to the TFWA Asia Pacific Exhibition & Conference with an exclusive preview of its latest jewellery collections for Autumn Winter 2018.

The collections, which will be revealed for the very first time in Singapore, are all inspired by iconic British women. The eight new red carpet worthy collections have been designed to reflect the diverse personalities of some of Britain's most celebrated female actors across the generations, creating a look which is contemporary yet timeless. From the charming sparkle of Hepburn collection to the striking brilliance of the Winslet collection, Buckley London's AW18 collections have been designed to allow everyone to shine like a star.

Alongside the AW18 collections, Buckley London will also unveil its new collection of inflight exclusive charm bracelets, inspired by popular holiday themes.

Also available at Buckley London's stand will be 'Buckley London for Him', the company's first jewellery range for men.

Basement 2 2-K5



Stylish timepieces

Fortune Concept comes to TFWA Asia Pacific Exhibition & Conference this year with the very best of its latest collections from Aigner, Cerruti 1881 and Police.

Aigner reveals its Spring-Summer 2018 novelties through its latest #Aignerlove campaign.

Among some of the latest watches on display will be Alassio, Gorizia and Vicenza.

Cerruti 1881 will also highlight its Spring/Summer 2018 collection. The Cerruti 1881 man covets luxury that offers flexibility. His timepiece is a display of his refined taste and bold sense of style. The Ghettaello timepiece identifies with the spirit of the Cerruti 1881 man, while the Tesero watch, charming and filled with a superior attitude, is tailored for the urban living.

Corniglia, on the other hand, streamlines femininity with its colourful rendition of poetic splendour.

Visitors at Fortune Concept can also experience the new bold collection from Police, which includes the Berkeley, Expansion and Furnance timepieces.



Basement 2 2-H22

Korean roots

CheongKwanJang, which made its debut at TFWA Asia Pacific Exhibition & Conference in 2017, is returning to Singapore this year to showcase its latest product Korean Red Ginseng Extract

Everytime Royal (10ml x 20 sachets). Everytime Royal contains the various active components of red ginseng for being processed with the propriety know-how of Korea Ginseng Corporation accumulated over 100 years. This product is a 'take-out' style red ginseng extract offered in the format of stick-type pouch for convenient carriage and consumption

wherever and whenever appropriate produced by blending only 100% of six-year grown red ginseng and pure distilled water. In total 366 million sachets were sold in travel retail in 2017. Recently, the product was also launched inflight.

CheongKwanJang only utilises six-years-grown Korean Red Ginseng as main ingredient, and holds the best technology and quality management control, based on its R&D centre consisting of more than 150 experts and world-class manufacturing facility.



Basement 2 2-D2



Creating excitement

Mars International Travel Retail (MITR) exhibits at TFWA Asia Pacific Exhibition & Conference with the perfect showcase for its category vision, having just opened new store at Singapore Changi T4 Terminal.

The new flagship 433sqm store 'The Cocoa Trees' features MITR blockbuster brands at the key entrance area with the focus on the billion-dollar brand M&M's. The bright, distinctive yellow shop-in-shop area clearly signposts the confectionery category, using a brand loved by consumers all over the world to attract travellers into the store.

Key M&M's characters Red and Yellow feature alongside local visual touchpoints such as links to the Marina Bay Sands hotel and 'I Love Singapore' slogan across the exterior. An additional M&M's gondola includes the ability to use digital contact while photo opportunities with Red and Yellow add further theatre and excitement.

Further into the store consumers will find a fun Snickers Spinner corner with leading brands Snickers, Maltesers and Galaxy products.

Basement 2 2-K28

Floral bouquet

L VMH Fragrance Brands is presenting Live Irrésistible Blossom Crush from Givenchy, Le Rouge Liquide also from Givenchy, and Kenzo World EDT.

Live Irrésistible Blossom Crush is a floral bouquet. It reveals an abundance of fresh, delicate petals with a twist of cocoa bean, which tinges the fragrance with a bittersweet note. Rose – the Irrésistible line's olfactory signature – is pure, deep and extremely feminine. It is blended with peony, which brings bright, airy notes.

Le Rouge Liquide is described as a magical lipstick. Instead of the traditional stick, it has a foam applicator and a formula packed with pigments and a one-of-a-kind liquid texture. Open, twist the pack to release just the right amount of formula, then apply like a lipstick. This new lipstick hides a pen-style mechanism in the luxury signature Givenchy case.

Meanwhile, Kenzo World EDT is a feminine, fruity, floral fragrance. It is described as a surprising marriage between the sparkliness of pear, the luminosity of peony and almond blossom and the sensual femininity of iris absolute.

Level 1 1-N27



The perfect souvenir

W hat should you bring along while visiting friends or acquaintances? The new Drops Selection from Cavendish & Harvey is a perfect souvenir for travellers who want to share a special gift.

The special selection of mouth-watering drops is the youngest family member in the travel world of Cavendish & Harvey and has been created exclusively for travel retail. The 200g golden travel tin will be available in two colourful lid designs, playing tribute to the world of travel.

Launched in February 2018, the pre-launch preview will take place at TFWA Asia Pacific Exhibition & Conference.

Basement 2 2-M3

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Swiss vintage

Villars is presenting the new Villars Swiss Vintage boxes edition at TFWA Asia Pacific Exhibition & Conference. Villars chooses 100% Swiss milk, reputed for its purity and generosity, for producing its milk chocolate and has also chosen to use Swiss sugar.

The three vintage posters are a tribute to Swiss artist Martin Peikert, author of the Villars cow trademark created in 1928 from the 'V-I-L-L-A-R-S' letters, as a symbol of fine Swiss milk. The design is characterised by a retro, fresh and colourful design.

La randonnée highlights the purity of Swiss nature through a young ramblar celebrating Villars chocolate. Le petit armailli is a typical shepherd of the Alps of Fribourg and Vaud, the region in which Villars chocolate originates. Les petits gourmands features two playful children who love chocolate.

Each box contains an assortment of Swiss mini chocolates individually wrapped: Swiss milk, milk & hazelnut, milk & caramel, and dark 72%.

Basement 2 2-F32



Sparkling designs

FIYTA returns to Singapore this year with its latest collections for men and women. The Solo Collection pays tribute to young men's emerging spirit. With a compact and elegant dial, the whole watch is decorated with concise hands imbued with strength of power. Angular lines of hinge lug are integrated with three-layered case structure. Partial models use ceramic bezel equipped with timescale to add steadfast feelings to the watch. The watch carries sixty-hour power reserve movement to echo with young men's devoted values with reliance on its well-equipped configuration.

Inspired by the language of flowers, the Floriography Collection features an abstracted image based on the lotus flower. The cherry flower carries the meaning "raising from a dark place into beauty and rebirth" and glimmers with sparkling diamonds on the case and dial. Featured in two-tone stainless steel, this is the ideal timepiece for women with just the right amount of sparkle and a lot of style.



Basement 2 2-G8

Celebrating diversity

Distell comes to TFWA Asia Pacific Exhibition & Conference with Amarula, one of Africa's most distinctive exports, showcasing a number of innovations and campaigns.

Made with the exotic African Marula fruit, the premium cream liqueur is a result of people and the environment working together. It is these African roots that connect Amarula to the iconic elephant, that spirited people of Africa, and the celebration of the rich, exotic continent that lives by its own vibrant pulse.

The event will see Amarula launching another world first in the cream liqueur category. Amarula Vanilla Spice is made from ethically sourced unique African ingredients, namely the distilled Marula spirit in the vanilla extract from Madagascar, all expertly blended with the finest quality cream for an indulgent taste sensation.

In another exclusive launch, aimed at inspiring the world through Africa's cultural diversity, Amarula will collaborate with talented artists from the four corners of Africa to create Limited Edition gift packs inspired by their work.

Basement 2 2-F27



Irresistible luxury

Butlers Chocolates, Ireland's premier family-owned chocolatier, have created an irresistible new assortment of luxury chocolates and presented them in elegant, sophisticated ivory gift boxes with a sleeve in rich metallic tones of gold and bronze. The sleeve has a distinctive Art Deco feel with an elegant hoop-shaped reveal featuring three signature chocolates. The chocolates, which are crafted with the finest of ingredients, have been designed using popular Asian flavours including Green Tea, Spiced Chai and Mango & Lemongrass. Butlers Chocolate Collection will be available in three sizes from May 2018.

In addition to the Chocolate Collection, Butlers will also show for the first time in Asia, its stylish and successful edition on the flavour of the moment, Gin, with its range of Drumshanbo Gunpowder Irish Gin chocolate truffles and bars. The collection was launched in late 2017 and has been very well received by gin and chocolate lovers all over the world.

Basement 2 2-C31



Gifting innovation

The Hershey Company is unveiling its next wave of innovation to deliver category growth through expansion into gifting. Hershey's World Travel Exclusive Innovation features three items.

HERSHEY'S Premium Travel Collection, 288.4g Assortment, is perfect for chocolate lovers. This unique collection features a variety of milk and dark chocolate truffles, and delicious caramels coated in vanilla, butter rum and chocolate. HERSHEY'S KISSES Chocolates Multipack, 164.4g Assortment, is a travel exclusive available in a sharable format for family and friends. The item includes four 1.5oz large size KISSES chocolates packed into individual giftable boxes. With travel convenient packaging and attractive designs, this ready-to-gift offering will impress family and friends alike.

HERSHEY'S Nuggets World Travel Collection, 454g Assortment (milk chocolate, special dark mildly sweet chocolate with almonds), is an expansion from the World Traveler Collection launched in 2017. The new assortment variety features HERSHEY'S Nuggets with its most popular flavours.



Basement 2 2-G29

Avant-garde rums

A premium rum brand from India, Wild Tiger was launched in travel retail less than two years ago, and is performing well with listings including ARI-operated shops in Barbados, Auckland and Muscat, and Lagardère in Paris and Auckland. Meanwhile, others such as Viking Line, DFS Singapore and King Power Thailand, are in the pipeline.

Wild Tiger is showcasing its new litre variants of the Special Reserve Dark Rum and the Indian Spiced Rum. It also has the Cubs Twin pack in a gifting format of 2 x 35cl bottles of each variant.

Another innovative concept is the Rumtastic Rum Box, which is an advent style calendar consisting of 20 great rums in miniatures from 20 rum producing countries around the world.

Wild Tiger is not only unique in terms of its avant-garde packaging, but also for the premium liquid inside. Just as no two tigers share similar stripes, no two bottle designs are alike, making it a souvenir and gifting option in travel retail.



Basement 2 2-J01

Elegant vintage

Torres is showcasing the new Celeste Reserva – a 2014 vintage red wine, originating from Ribera del Duero. The grape variety is Tinto Fino (Tempranillo).

Celeste Reserva is a very opaque, dark garnet red with impressive intensity of colour. It is described as intensely fruit-driven and mature (blackberry jam) with sensual notes of dried plums and an elegant hint of charred oak. The palate is said to be velvety, firm, fleshy and displays astonishing length.

The wine's smooth tannic and fruit properties pair wonderfully with a wide variety of meat dishes, including roasts and wild game.

Celeste Reserva is born 895m above sea level, where the vines and the sky form a magical connection, resulting in a wine filled with the freshness, emotion, and intensity of a starry night.

Celeste Reserva is available in 300cl, 150cl and 75cl formats.



Basement 2 2-H8

Silk touch

FRAAS – The Scarf Company is returning to TFWA Asia Pacific Exhibition & Conference having recorded a very positive 2017 in travel retail. Last year saw the family-run company exhibit in Singapore and Cannes for the first time, resulting in good progress being made in the travel retail channel with new listings in Europe and increasingly strong presence in China, and a developing inflight strategy.

This year sees FRAAS showcase its beautiful range of wraps and ponchos from its Fall/Winter collection. One of the key aspects of the new collection is focused around gifting, with hat and scarf knitted sets and lightweight silk scarves in a variety of gift boxes.

With its strong presence in the Asia Pacific region and core markets in Japan, Australia and India, FRAAS is delighted to be returning to Singapore, where the brand will also be showing The Perfect Gift, My Travel Companion and FRAAS Signature Collection.



Level 1 1-Q15

Exhibitor listing 2018

Stand name	Level	Stand	Sector	TFWA membership
10MINDS (TENMINDS) – NEW	Level 1	1-N14	Gifts / Toys	
ACCOLADE WINES	Basement 2	2-J5	Wine & Spirits	TFWA MEMBER
ADVINI – NEW	Basement 2	2-J35	Wine & Spirits	TFWA MEMBER
AGIO CIGARS	Basement 2	2-B17	Tobacco	TFWA MEMBER
AHAVA DEAD SEA LABORATORIES – NEW	Level 1	1-P7	Fragrances & Cosmetics	
AIR VAL INTERNATIONAL	Basement 2	2-J19	Fragrances & Cosmetics	TFWA MEMBER
ALG DISTRIBUTORS	Basement 2	2-M25	Fashion / Accessories / Luggage	TFWA MEMBER
ALISHAN	Basement 2	2-D38	Tobacco	TFWA MEMBER
AMORE PACIFIC	Level 1	1-U14	Fragrances & Cosmetics	TFWA MEMBER
ANGELINI BEAUTY	Level 1	1-P23	Fragrances & Cosmetics	TFWA MEMBER
ANY DI MUNICH – NEW	Basement 2	2-L02	Fashion / Accessories / Luggage	
APPLE BEAUTY	Level 1	1-Q17	Fragrances & Cosmetics	TFWA MEMBER
APTRA	Level 1	1-P10	Other	
ARCHE – NEW	Basement 2	2-B20	Fashion / Accessories / Luggage	
ARNOLD ANDRÉ / MAC BAREN	Basement 2	2-A21	Tobacco	TFWA MEMBER
ARNOTT'S TIM TAM – NEW	Basement 2	2-G25	Confectionery & Fine Food	TFWA MEMBER
ASAHI	Basement 2	2-G27	Wine & Spirits	TFWA MEMBER
ASTRAGRACE CORP.	Basement 2	2-H24	Confectionery & Fine Food	TFWA MEMBER
AURORA WORLD	Basement 2	2-G6	Gifts / Toys	TFWA MEMBER
BACARDI GLOBAL TRAVEL RETAIL	Basement 2	2-D10	Wine & Spirits	TFWA MEMBER
BANYAN TREE ESSENTIALS – NEW	Level 1	1-N16	Fragrances & Cosmetics	TFWA MEMBER
BARDINET	Basement 2	2-L2	Wine & Spirits	TFWA MEMBER
BARTON & GUESTIER-PATRIARCHE	Basement 2	2-C10	Wine & Spirits	TFWA MEMBER
BATEEL – NEW	Basement 2	2-B32	Confectionery & Fine Food	
BE RELAX	Basement 2	2-N2	Gifts / Toys	TFWA MEMBER
BELUGA VODKA	Basement 2	2-C6	Wine & Spirits	TFWA MEMBER
BEURER - CODIPE	Basement 2	2-K01	Electronics	TFWA MEMBER
BLUE CHIP GROUP	Level 1	1-N9	Fragrances & Cosmetics	TFWA MEMBER
BLUE STORKS	Basement 2	2-C1	Gifts / Toys	TFWA MEMBER
BOMBATA	Basement 2	2-B1	Fashion / Accessories / Luggage	TFWA MEMBER
BORCO / SIERRA TEQUILA	Basement 2	2-H33	Wine & Spirits	
BOTTEGA	Basement 2	2-M9	Wine & Spirits	TFWA MEMBER
BRAUN	Basement 2	2-H11	Electronics	TFWA MEMBER
BRITISH AMERICAN TOBACCO	Basement 2	2-G37	Tobacco	TFWA MEMBER
BROWN AND HALEY	Basement 2	2-B24	Confectionery & Fine Food	TFWA MEMBER
BROWN FORMAN	Basement 2	2-N1	Wine & Spirits	TFWA MEMBER
BUCKLEY LONDON – NEW	Basement 2	2-K5	Jewellery / Watches	
BUTLERS CHOCOLATES	Basement 2	2-C31	Confectionery & Fine Food	TFWA MEMBER
BUTTERFLY TWISTS	Basement 2	2-D8	Fashion / Accessories / Luggage	TFWA MEMBER
CABEAU	Basement 2	2-G23	Gifts / Toys	TFWA MEMBER
CABINZERO	Basement 2	2-F23	Fashion / Accessories / Luggage	
CAFFAREL – NEW	Basement 2	2-G13	Confectionery & Fine Food	
CALVIN KLEIN/ TOMMY HILFINGER	Basement 2	2-M18	Fashion / Accessories / Luggage	TFWA MEMBER
CAPELLA - LAMBRETTA WATCHES	Basement 2	2-H30	Jewellery / Watches	TFWA MEMBER
CAPI GLOBAL	Basement 2	2-H19	Electronics	TFWA MEMBER
CARTIER – NEW	Level 1	1-T27	Fragrances & Cosmetics	TFWA MEMBER
CASETI COMPANY LTD.	Basement 2	2-G14	Gifts / Toys	
CAUDALIE	Level 1	1-R23	Fragrances & Cosmetics	TFWA MEMBER
CAVENDISH & HARVEY	Basement 2	2-M3	Confectionery & Fine Food	TFWA MEMBER
CERRUTI 1881 - BLAUER	Basement 2	2-M26	Fashion / Accessories / Luggage	
CHABOT ARMAGNAC	Basement 2	2-B14	Wine & Spirits	TFWA MEMBER
CHAMPAGNE LAURENT- PERRIER	Basement 2	2-J35	Wine & Spirits	TFWA MEMBER
CHANTECAILLE	Basement 2	2-B16	Fragrances & Cosmetics	TFWA MEMBER
CHATEAU TANUNDA	Basement 2	2-G02	Wine & Spirits	
CHEONGKWANJANG- KOREAN GINSENG	Basement 2	2-D2	Confectionery & Fine Food	
CHINA TOBACCO GUANGDONG INDUSTRIAL CO.LTD.	Basement 2	2-A25	Tobacco	
CHOKO LA	Basement 2	2-J2	Confectionery & Fine Food	TFWA MEMBER
CHOYA	Basement 2	2-J31	Wine & Spirits	
CLARINS	Level 1	1-Q27	Fragrances & Cosmetics	TFWA MEMBER
CLOGAU	Basement 2	2-C2	Jewellery / Watches	TFWA MEMBER
COGNAC HARDY ET POLIGNAC	Basement 2	2-J1	Wine & Spirits	TFWA MEMBER
COGNAC PRUNIER	Basement 2	2-A5	Wine & Spirits	
COLLISTAR	Basement 2	2-F2	Fragrances & Cosmetics	TFWA MEMBER
COMPRESSPORT – NEW	Basement 2	2-L8	Gifts / Toys	
CONSTELLATION BRANDS / ARTERRA WINES	Basement 2	2-E37	Wine & Spirits	
COTY	Basement 2	2-N31	Fragrances & Cosmetics	TFWA MEMBER
CREATION BEAUTE INTERNATIONAL	Basement 2	2-G22	Fragrances & Cosmetics	
CROSS	Basement 2	2-C12	Gifts / Toys	
CRYSTAL HEAD VODKA	Basement 2	2-D28	Wine & Spirits	TFWA MEMBER
DANIEL WELLINGTON	Basement 2	2-G33	Jewellery / Watches	TFWA MEMBER
DANZKA	Basement 2	2-B34	Wine & Spirits	TFWA MEMBER
DE RIGO – NEW	Basement 2	2-H28	Fashion / Accessories / Luggage	TFWA MEMBER
DENIZEN WORLD – NEW	Level 1	1-P16	Jewellery / Watches	
DESIGN GO	Level 1	1-R7	Gifts / Toys	TFWA MEMBER
DESIGNER PARFUMS	Basement 2	2-L24	Fragrances & Cosmetics	TFWA MEMBER
DESIGUAL – NEW	Basement 2	2-E18	Fashion / Accessories / Luggage	TFWA MEMBER
DESTILERIAS CAMPENY	Basement 2	2-H01	Wine & Spirits	
DIEGO DALLA PALMA	Basement 2	2-E10	Fragrances & Cosmetics	TFWA MEMBER
DIESEL	Level 1	1-R15	Fashion / Accessories / Luggage	TFWA MEMBER
DISTELL	Basement 2	2-F27	Wine & Spirits	TFWA MEMBER
DISTILLERIES ET DOMAINES DE PROVENCE	Basement 2	2-G10	Wine & Spirits	TFWA MEMBER
DIVERSE FLAVOURS	Basement 2	2-D34	Wine & Spirits	TFWA MEMBER
DON PAPA RUM	Basement 2	2-B5	Wine & Spirits	TFWA MEMBER
DOUBLE HAPPINESS	Basement 2	2-J34	Tobacco	
DR.JART	Level 1	1-R21	Fragrances & Cosmetics	
DREW ESTATE/SWISHER	Basement 2	2-A18	Tobacco	
DRINK TANK – NEW	Basement 2	2-F03	Wine & Spirits	
DUC D'O CHOCOLATERIE	Basement 2	2-C32	Confectionery & Fine Food	TFWA MEMBER
DUTY FREE GLOBAL LIMITED	Basement 2	2-E39	Wine & Spirits	TFWA MEMBER
EMILE CHOURIET	Level 1	1-S12	Jewellery / Watches	
EMPIRE OF SCENTS	Basement 2	2-G19	Fragrances & Cosmetics	TFWA MEMBER
ESSILOR INTERNATIONAL	Level 1	1-R8	Fashion / Accessories / Luggage	TFWA MEMBER
EST 1923	Level 1	1-P12	Fragrances & Cosmetics	
ESTEE LAUDER TRAVEL RETAIL	Level 1	1-V14	Fragrances & Cosmetics	TFWA MEMBER
ETAT LIBRE D'ORANGE	Basement 2	2-B11	Fragrances & Cosmetics	TFWA MEMBER

EUROCOSMESI	Basement 2	2-K2	Fragrances & Cosmetics	TFWA MEMBER
EUROITALIA	Level 1	1-T28	Fragrances & Cosmetics	TFWA MEMBER
FEILER	Basement 2	2-H10	Home decoration / Tableware	TFWA MEMBER
FERRAGAMO TIMEPIECES	Basement 2	2-L11	Jewellery / Watches	TFWA MEMBER
FERRERO TRAVEL MARKET	Basement 2	2-J8	Confectionery & Fine Food	TFWA MEMBER
FERVOR MONTREAL	Basement 2	2-K02	Jewellery / Watches	TFWA MEMBER
FIYTA	Basement 2	2-G8	Jewellery / Watches	TFWA MEMBER
FOCUS NETWORK AGENCIES (SINGAPORE) PTE LTD	Basement 2	2-E28	Confectionery & Fine Food	
FOOD ACCADEMIA	Basement 2	2-C27	Confectionery & Fine Food	TFWA MEMBER
FORTUNE CONCEPT LIMITED	Basement 2	2-H22	Fashion / Accessories / Luggage	TFWA MEMBER
FRAAS- THE SCARF COMPANY	Level 1	1-Q15	Fashion / Accessories / Luggage	TFWA MEMBER
FREIXENET GROUP	Basement 2	2-E31	Wine & Spirits	TFWA MEMBER
FURLA	Basement 2	2-J22	Fashion / Accessories / Luggage	TFWA MEMBER
GALLER CHOCOLATIER - NEW	Basement 2	2-N01	Confectionery & Fine Food	
GIORGIO ARMANI	Level 1	1-P28	Fashion / Accessories / Luggage	TFWA MEMBER
GODIVA CHOCOLATIER	Basement 2	2-E2	Confectionery & Fine Food	TFWA MEMBER
GUERLAIN	Level 1	1-N26	Fragrances & Cosmetics	TFWA MEMBER
GUESS ACCESSORIES	Basement 2	2-L19	Jewellery / Watches	TFWA MEMBER
GUYLIAN	Basement 2	2-H26	Confectionery & Fine Food	TFWA MEMBER
HANSE DISTRIBUTION	Basement 2	2-A7	Jewellery / Watches	TFWA MEMBER
HAPPY PLUGS	Basement 2	2-H9	Electronics	TFWA MEMBER
HARIBO	Basement 2	2-C28	Confectionery & Fine Food	TFWA MEMBER
HARISON	Basement 2	2-D1	Confectionery & Fine Food	
HAWAIIAN HOST	Basement 2	2-E28	Confectionery & Fine Food	
HEIDI KLEIN	Basement 2	2-E9	Fashion / Accessories / Luggage	TFWA MEMBER
HEINEKEN	Basement 2	2-B27	Wine & Spirits	TFWA MEMBER
HEINTZ VAN LANDEWYCK	Basement 2	2-A17	Tobacco	TFWA MEMBER
HERING BERLIN - NEW	Level 1	1-P13	Gifts / Toys	
HERMÈS	Level 1	1-V28	Fragrances & Cosmetics	TFWA MEMBER
HIMAN TRADING COMPANY	Basement 2	2-A14	Confectionery & Fine Food	
HITEJINRO	Basement 2	2-N21	Wine & Spirits	
I-CLIP	Level 1	1-P15	Gifts / Toys	
IAN MACLEOD DISTILLERS LTD	Basement 2	2-C02	Wine & Spirits	TFWA MEMBER
ILVA SARONNO	Basement 2	2-M10	Wine & Spirits	TFWA MEMBER
IMPERIAL TOBACCO	Basement 2	2-C38	Tobacco	TFWA MEMBER
INCC GROUP	Basement 2	2-J11	Fragrances & Cosmetics	TFWA MEMBER
INFINITY & CO	Basement 2	2-B9	Jewellery / Watches	
INTERNATIONAL BEVERAGE	Basement 2	2-H27	Wine & Spirits	TFWA MEMBER
INTERNATIONAL BON TON TOYS	Basement 2	2-G18	Gifts / Toys	TFWA MEMBER
INTERPARFUMS	Basement 2	2-M11	Fragrances & Cosmetics	TFWA MEMBER
J. CORTES CIGARS	Basement 2	2-B25	Tobacco	TFWA MEMBER
JACQUES BOGART	Basement 2	2-F22	Fragrances & Cosmetics	TFWA MEMBER
JACQUES FAREL - NEW	Basement 2	2-H29	Jewellery / Watches	
JC NEWMAN CIGAR CO	Basement 2	2-A15	Tobacco	TFWA MEMBER
JEAN-CHARLES BROUSSEAU	Basement 2	2-N02	Fragrances & Cosmetics	
JT INTERNATIONAL	Basement 2	2-B38	Tobacco	TFWA MEMBER
KAIMAY	Basement 2	2-M2	Confectionery & Fine Food	
KANEBO TRAVEL RETAIL - NEW	Level 1	1-S22	Fragrances & Cosmetics	TFWA MEMBER
KARELIA TOBACCO COMPANY	Basement 2	2-C34	Tobacco	TFWA MEMBER
KAVALAN SINGLE MALT WHISKY	Basement 2	2-A20	Wine & Spirits	
KERING EYEWEAR	Level 1	1-S28	Fashion / Accessories / Luggage	TFWA MEMBER
KINMEN KAOLIANG LIQUOR	Basement 2	2-J36	Wine & Spirits	
KIPLING DIVISION - VF HONG KONG	Basement 2	2-M20	Fashion / Accessories / Luggage	TFWA MEMBER
KOSE CORPORATION	Level 1	1-U13	Fragrances & Cosmetics	TFWA MEMBER
KREMLIN AWARD GRAND PREMIUM VODKA	Basement 2	2-K35	Wine & Spirits	TFWA MEMBER
KRITIKA UNIVERSE	Basement 2	2-A1	Fashion / Accessories / Luggage	
KT & G CORPORATION	Basement 2	2-B35	Tobacco	TFWA MEMBER
KT INTERNATIONAL SA	Basement 2	2-F37	Tobacco	TFWA MEMBER
KURATE INTERNATIONAL LTD	Basement 2	2-H32	Jewellery / Watches	
KUSMI TEA	Basement 2	2-E26	Confectionery & Fine Food	TFWA MEMBER
L BRANDS	Level 1	1-N28	Fragrances & Cosmetics	TFWA MEMBER
L'OCCITANE EN PROVENCE	Level 1	1-R28	Fragrances & Cosmetics	TFWA MEMBER
L'OREAL TRAVEL RETAIL ASIA PACIFIC	Basement 2	2-D19	Fragrances & Cosmetics	TFWA MEMBER
LA MARTINIQUAISE	Basement 2	2-L2	Wine & Spirits	
LA PRAIRIE	Basement 2	2-K24	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES FILORGA	Basement 2	2-J10	Fragrances & Cosmetics	TFWA MEMBER
LACOSTE	Basement 2	2-K23	Fashion / Accessories / Luggage	TFWA MEMBER
LAMY	Basement 2	2-H12	Electronics	
LEGO GROUP	Basement 2	2-G28	Gifts / Toys	TFWA MEMBER
LEONIDAS	Basement 2	2-D31	Confectionery & Fine Food	TFWA MEMBER
LES CHOCOLATS DE PAULINE	Basement 2	2-D30	Confectionery & Fine Food	
LES INTERCHANGEABLES	Level 1	1-Q11	Jewellery / Watches	
LIFETRONS SWITZERLAND	Basement 2	2-B21	Electronics	TFWA MEMBER
LINDT & SPRÜNGLI (SCHWEIZ) AG	Basement 2	2-H2	Confectionery & Fine Food	TFWA MEMBER
LIQUN	Basement 2	2-K37	Tobacco	
LIVIKO AS	Basement 2	2-B4	Wine & Spirits	TFWA MEMBER
LLADRO - NEW	Basement 2	2-G12	Home decoration / Tableware	TFWA MEMBER
LOACKER	Basement 2	2-J29	Confectionery & Fine Food	TFWA MEMBER
LOCH LOMOND - NEW	Basement 2	2-B14	Wine & Spirits	TFWA MEMBER
LORIENCE PARIS	Basement 2	2-K10	Fragrances & Cosmetics	TFWA MEMBER
LUBRITRADE TRADING PTE LTD	Basement 2	2-H1	Wine & Spirits	
LUXOTTICA GROUP	Basement 2	2-J18	Fashion / Accessories / Luggage	TFWA MEMBER
LUZHOU LAOJIAO INT'L DEVELOPMENT	Basement 2	2-K33	Wine & Spirits	
LVMH FRAGRANCE BRANDS	Level 1	1-N27	Fragrances & Cosmetics	TFWA MEMBER
MACDUFF INTERNATIONAL	Basement 2	2-L202	Wine & Spirits	TFWA MEMBER
MAESTRANI	Basement 2	2-A3	Confectionery & Fine Food	TFWA MEMBER
MAISON BOINAUD - NEW	Basement 2	2-A01	Wine & Spirits	TFWA MEMBER
MARCHON EYEWEAR	Basement 2	2-L1	Fashion / Accessories / Luggage	TFWA MEMBER
MARCOLIN SPA	Level 1	1-S20	Fashion / Accessories / Luggage	TFWA MEMBER
MARINA DE BOURBON	Basement 2	2-B10	Fragrances & Cosmetics	TFWA MEMBER
MARNI - NEW	Basement 2	2-K12	Fashion / Accessories / Luggage	TFWA MEMBER
MARS INTERNATIONAL TRAVEL RETAIL	Basement 2	2-K28	Confectionery & Fine Food	TFWA MEMBER
MASI AGRICOLA SPA - NEW	Basement 2	2-L4	Wine & Spirits	TFWA MEMBER
MAUI JIM, INC.	Basement 2	2-K9	Fashion / Accessories / Luggage	TFWA MEMBER
MAVIVE	Basement 2	2-F18	Fragrances & Cosmetics	TFWA MEMBER
MERVEILLES DE VERSAILLES - NEW	Basement 2	2-B02	Fragrances & Cosmetics	
MESAUDA MILANO - NEW	Basement 2	2-B8	Fragrances & Cosmetics	
MEUKOW COGNAC - NEW	Level 1	1-Q23	Wine & Spirits	TFWA MEMBER
MIRA WATCH INTERNATIONAL LIMITED	Basement 2	2-J02	Jewellery / Watches	
MISAKI	Basement 2	2-H23	Jewellery / Watches	TFWA MEMBER
MOET HENNESSY	Level 1	1-R27	Wine & Spirits	TFWA MEMBER
MOLIABAL	Basement 2	2-C8	Gifts / Toys	
MOLINARD PARFUMS	Basement 2	2-G15	Fragrances & Cosmetics	TFWA MEMBER
MONDELEZ WORLD TRAVEL RETAIL	Basement 2	2-J26	Confectionery & Fine Food	TFWA MEMBER
MORELLATO GROUP	Level 1	1-T15	Jewellery / Watches	TFWA MEMBER
MORGAN & OATES	Basement 2	2-J33	Fashion / Accessories / Luggage	TFWA MEMBER
MORIN CO, LTD - NEW	Basement 2	2-M1	Gifts / Toys	
MOROCCANOIL	Level 1	1-S16	Fragrances & Cosmetics	TFWA MEMBER
MOSHI	Basement 2	2-F24	Gifts / Toys	
MOSQUITNO	Basement 2	2-G01	Gifts / Toys	TFWA MEMBER
MOUNT MAYON - NEW	Basement 2	2-D32	Confectionery & Fine Food	

NADIYA FZE – NEW	Basement 2	2-J6	Confectionery & Fine Food	
NAIOMATIC – NEW	Basement 2	2-A2	Fragrances & Cosmetics	
NEMIROFF VODKA LIMITED	Basement 2	2-N9	Wine & Spirits	TFWA MEMBER
NESTLE	Basement 2	2-K29	Confectionery & Fine Food	TFWA MEMBER
NEUHAUS	Basement 2	2-G26	Confectionery & Fine Food	TFWA MEMBER
NICOLAI : PARFUMEUR-CREATEUR – NEW	Basement 2	2-B3	Fragrances & Cosmetics	
NIEDEREGGER	Basement 2	2-H25	Confectionery & Fine Food	
OLIVOS – NEW	Basement 2	2-N202	Fragrances & Cosmetics	
ORIS CHINA TOBACCO – NEW	Basement 2	2-K34	Tobacco	
P&G GLOBAL TRAVEL RETAIL	Level 1	1-N7	Fragrances & Cosmetics	TFWA MEMBER
PASCO	Basement 2	2-A9	Electronics	TFWA MEMBER
PASHMA	Basement 2	2-G2	Fashion / Accessories / Luggage	TFWA MEMBER
PAUL & SHARK	Basement 2	2-D11	Fashion / Accessories / Luggage	TFWA MEMBER
PENHALIGON'S – NEW	Basement 2	2-L5	Fragrances & Cosmetics	
PER-SCENT – NEW	Basement 2	2-E14	Fragrances & Cosmetics	
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Basement 2	2-E29	Confectionery & Fine Food	TFWA MEMBER
PERFUMER'S WORKSHOP	Level 1	1-T8	Fragrances & Cosmetics	TFWA MEMBER
PERFUMES Y DISENO	Basement 2	2-L9	Fragrances & Cosmetics	TFWA MEMBER
PERNOD RICARD GLOBAL TRAVEL RETAIL	Basement 2	2-N22	Wine & Spirits	TFWA MEMBER
PEUCH ET BESSE ONE WINE ONE STORY	Basement 2	2-N18	Wine & Spirits	TFWA MEMBER
PHILIPS	Basement 2	2-K27	Electronics	TFWA MEMBER
PIQUADRO	Basement 2	2-F30	Fashion / Accessories / Luggage	TFWA MEMBER
POURCHET PARIS	Level 1	1-T11	Fashion / Accessories / Luggage	TFWA MEMBER
PREMIER PORTFOLIO INTERNATIONAL LTD	Basement 2	2-M02	Gifts / Toys	TFWA MEMBER
PROFUMITALIA SRL	Basement 2	2-A10	Fragrances & Cosmetics	TFWA MEMBER
PUG	Basement 2	2-K11	Fragrances & Cosmetics	TFWA MEMBER
PUPA	Basement 2	2-J9	Fragrances & Cosmetics	TFWA MEMBER
QINGHUA LANGJIU – NEW	Basement 2	2-D36	Wine & Spirits	
REFLECTA	Basement 2	2-K18	Jewellery / Watches	TFWA MEMBER
REVLON, INC	Basement 2	2-K1	Fragrances & Cosmetics	TFWA MEMBER
RICHARD TEA – NEW	Basement 2	2-E7	Confectionery & Fine Food	
RICOLA	Basement 2	2-H6	Confectionery & Fine Food	TFWA MEMBER
RISIS – NEW	Level 1	1-P9	Gifts / Toys	
RITTER SPORT	Basement 2	2-F8	Confectionery & Fine Food	TFWA MEMBER
RITUALS COSMETICS – NEW	Level 1	1-S8	Fragrances & Cosmetics	TFWA MEMBER
ROCKLAND DISTILLERIES	Basement 2	2-A11	Wine & Spirits	
RODENSTOCK GMBH – NEW	Basement 2	2-J13	Fashion / Accessories / Luggage	
ROSEFIELD	Basement 2	2-M208	Gifts / Toys	TFWA MEMBER
ROTKÄPPCHEN-MUMM – NEW	Basement 2	2-D4	Wine & Spirits	
SAIMAA BEVERAGES – NEW	Basement 2	2-A03	Wine & Spirits	
SALVATORE FERRAGAMO	Level 1	1-V27	Fragrances & Cosmetics	TFWA MEMBER
SANTA MARGHERITA GRUPPO VINICOLO	Basement 2	2-B26	Wine & Spirits	TFWA MEMBER
SCANDINAVIAN TOBACCO GROUP	Basement 2	2-A26	Tobacco	TFWA MEMBER
SCHAEFER TRAVEL RETAIL	Basement 2	2-N12	Gifts / Toys	TFWA MEMBER
SCORPIO WORLDWIDE	Basement 2	2-D9	Jewellery / Watches	TFWA MEMBER
SECRID	Level 1	1-Q21	Gifts / Toys	TFWA MEMBER
SEKONDA	Basement 2	2-J32	Jewellery / Watches	TFWA MEMBER
SENNHEISER	Basement 2	2-N10	Electronics	TFWA MEMBER
SHANGHAI TOBACCO GROUP CO. LTD	Basement 2	2-A16	Tobacco	
SHISEIDO	Level 1	1-U9	Fragrances & Cosmetics	TFWA MEMBER
SILVER BASE INTERNATIONAL	Basement 2	2-B36	Wine & Spirits	
DEVELOPMENT CO. LTD				
SKROSS®	Basement 2	2-C4	Electronics	TFWA MEMBER
SKYLINK GMBH	Basement 2	2-H18	Jewellery / Watches	
SLA PARIS	Basement 2	2-E22	Fragrances & Cosmetics	TFWA MEMBER
SO.DI.CO. SRL	Level 1	1-T12	Fragrances & Cosmetics	TFWA MEMBER
SPA CEYLON LUXURY AYURVEDA	Level 1	1-T7	Fragrances & Cosmetics	
SPONGELLÉ	Basement 2	2-M27	Fragrances & Cosmetics	TFWA MEMBER
SPRAYGROUND	Basement 2	2-F02	Fashion / Accessories / Luggage	
STAEDTLER MARS GMBH & CO. KG	Level 1	1-P11	Gifts / Toys	TFWA MEMBER
STIEFF	Level 1	1-Q12	Gifts / Toys	TFWA MEMBER
STILA – NEW	Level 1	1-N11	Fragrances & Cosmetics	TFWA MEMBER
STORCK TRAVEL RETAIL	Basement 2	2-E28	Confectionery & Fine Food	TFWA MEMBER
TAKARA SHUZO INTERNATIONAL	Basement 2	2-M8	Wine & Spirits	
TATEOSSIAN	Basement 2	2-G32	Jewellery / Watches	TFWA MEMBER
THE BELGIAN	Basement 2	2-E28	Confectionery & Fine Food	TFWA MEMBER
THE BODY SHOP – NEW	Level 1	1-P17	Fragrances & Cosmetics	
THE EAST INDIA COMPANY – NEW	Level 1	1-R11	Confectionery & Fine Food	TFWA MEMBER
THE EDRINGTON GROUP	Basement 2	2-H36	Wine & Spirits	TFWA MEMBER
THE HERSHEY COMPANY	Basement 2	2-G29	Confectionery & Fine Food	TFWA MEMBER
THOMAS SABO	Level 1	1-R12	Jewellery / Watches	TFWA MEMBER
THULE GROUP – NEW	Basement 2	2-N29	Fashion / Accessories / Luggage	
TIMELESS TRUTH MASK	Level 1	1-Q7	Fragrances & Cosmetics	
TIMEX WATCHES	Basement 2	2-K6	Jewellery / Watches	TFWA MEMBER
TOMMY HILFINGER	Basement 2	2-M18	Fashion / Accessories / Luggage	TFWA MEMBER
TORRES	Basement 2	2-H8	Wine & Spirits	TFWA MEMBER
TOSCANO ITALIAN CIGARS – NEW	Basement 2	2-A19	Tobacco	
TOSCOV	Basement 2	2-B18	Jewellery / Watches	TFWA MEMBER
TOUS	Basement 2	2-F26	Jewellery / Watches	
TRAVALO	Basement 2	2-H31	Gifts / Toys	TFWA MEMBER
TRAVEL BLUE	Basement 2	2-G1	Gifts / Toys	TFWA MEMBER
TRAVELLER'S TROVE	Basement 2	2-C29	Confectionery & Fine Food	TFWA MEMBER
TRU VIRTU	Basement 2	2-D02	Gifts / Toys	TFWA MEMBER
ULUPNA WINERY	Level 1	1-P8	Wine & Spirits	
UNILEVER INTERNATIONAL TRAVEL RETAIL	Basement 2	2-J27	Fragrances & Cosmetics	TFWA MEMBER
VAG	Basement 2	2-G11	Fragrances & Cosmetics	TFWA MEMBER
VALRHONA	Basement 2	2-F32	Confectionery & Fine Food	TFWA MEMBER
VANTAGE AUSTRALIA	Basement 2	2-A4	Wine & Spirits	TFWA MEMBER
VENCHI – NEW	Level 1	1-Q10	Confectionery & Fine Food	
VERSACE & VERSUS	Basement 2	2-K8	Fashion / Accessories / Luggage	TFWA MEMBER
VINI TONON SRL	Basement 2	2-A02	Wine & Spirits	
VON EICKEN	Basement 2	2-B31	Tobacco	
VSF INTERNATIONAL CONSULTING	Basement 2	2-N6	Wine & Spirits	
WHYTE & MACKAY	Basement 2	2-C5	Wine & Spirits	TFWA MEMBER
WILD TIGER RUM - INDIA – NEW	Basement 2	2-J01	Wine & Spirits	
WILLIAM GRANT & SONS	Basement 2	2-N19	Wine & Spirits	TFWA MEMBER
WONDERFUL PISTACHIOS	Basement 2	2-B28	Confectionery & Fine Food	TFWA MEMBER
WORMS PARIS – NEW	Level 1	1-N8	Jewellery / Watches	
WULIANGYE GROUP	Level 1	1-P22	Wine & Spirits	
YANGHE	Basement 2	2-N27	Wine & Spirits	TFWA MEMBER
YOHJI YAMAMOTO PARFUMS – NEW	Level 1	1-N12	Fragrances & Cosmetics	
YUNNAN TOBACCO INTERNATIONAL CO LTD	Basement 2	2-F36	Tobacco	TFWA MEMBER
ZAMORA INTERNATIONAL	Basement 2	2-N11	Wine & Spirits	TFWA MEMBER

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**Tax Free World
Association**23-25, rue de Berri
75008 Paris France

Tel : +33 1 40 74 09 86

Fax : +33 1 40 74 09 85

John RimmerManaging Director
j.rimmer@tfwa.com**Cécile Lamotte**Marketing Director
c.lamotte@tfwa.com

Produced by:

**Ian Hill**Publisher
ian@pps-publications.com**Paul Hogan**Managing Director
paul@pps-publications.com**Ross Falconer**Managing Editor
ross@pps-publications.com**Marta Dimitrova****Jonathan Ford****Garvin Haines****Jessica Mason**

Assistant Editors

Richard JendeHead Designer
richard@pps-publications.com**Magdalena Matejewska**Designer
magdalena@pps-publications.com**Grant Pritchard**Photographer
photography@grantpritchard.co.uk**PPS Publications Ltd**3a Gatwick Metro Centre
Balcombe Road, Horley, Surrey
RH6 9GA, United Kingdom

Tel: +44 1293 783 851

Fax: +44 1293 782 959

post@pps-publications.com

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