

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA

daily

SHOW PREVIEW ISSUE 2018



The Duty Free and Travel Retail Global Summit

30 September / 5 October 2018 — Cannes

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New this year
in Cannes

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TFWA

Erik Juul-Mortensen
President



Introduction

An exciting future, and a proud past

It is with mixed feelings that I'm making my own preparations for the 34th TFWA World Exhibition & Conference. As ever, I'm really excited about the prospect of what I'm certain will be yet another successful event. However, there is also a degree of sadness because, as some of you will already know, this will be my last visit to Cannes in my capacity as President of TFWA.

Since 1999, my first year in the role, there is no doubt that the journey our business has undertaken has been remarkable. The latest figures from Generation Research, which show total market sales increasing by 9.5% to US\$69.3 billion last year and impressive growth across all regions and sales channels, demonstrate that we are in a good place. Similarly, airports, airlines and cruise lines are reporting an uplift in passenger numbers which bodes well for our future.

One thing few of us could have envisaged back then was how very important digital technologies would become to our business. Our TFWA Digital Village, which I'm delighted to say is returning for a second year, is just one of the ways we at TFWA are helping to provide the right tools and knowledge to businesses to help them thrive in our new online world. This year's TFWA Digital Village will run from the earlier date of Tuesday 2 to Friday 5 October at Gare Maritime.

To help make this event even better than before, we have made several changes following feedback from its inaugural showing. These include the launch of the TFWA Digital Village Pitch Corner, where exhibitors will take to the floor to demonstrate their latest advances in digital technology in greater detail. We have also invited the key trade media to our first TFWA Digital Village press breakfast, which will allow journalists and exhibitors to network and share the latest digital news.

As ever, our conference programme will give delegates plenty of food for thought to take back to their businesses. Dufry CEO Julián Díaz, Lagardère Travel Retail CEO Dag Rasmussen, King Power International Senior Executive Vice President Susan Whelan, Gebr. Heinemann Co-founder Claus Heinemann, former Secretary General of NATO and former Prime Minister of Denmark Anders Fogh Rasmussen and Dr Bertrand Piccard, who conceived the Solar Impulse project to pilot an entirely solar-powered plane around the planet, will be among those joining me on stage. Later in the week, our workshops will provide a platform to debate the key developments in digital technology, the challenges and opportunities facing the inflight sector and more.

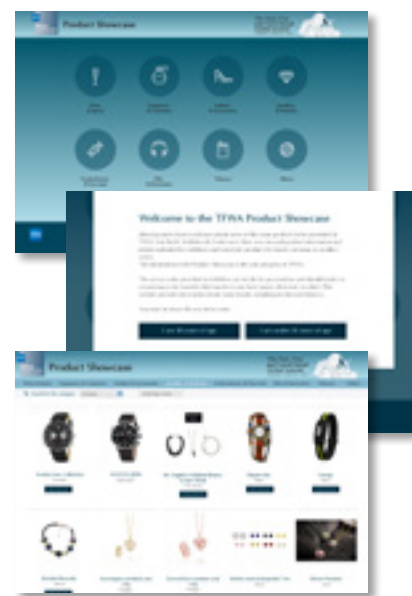
It's shaping up to be yet another hugely interesting and enjoyable week, and I look forward to seeing you in the sunny South of France.

Notes for your diary:

- Fitness fanatics (as well as the less sporty) will enjoy taking part in the Charity Run along the Croisette seafront which starts in front of the Carlton Hotel at 08:30 on Sunday. Proceeds raised will be donated to the SAMU Social de Cannes charity, which helps the homeless.
- Get into the swing of things on Sunday at the TFWA Golf Tournament held in partnership with Qatar Duty Free and sponsored by Dr Irena Eris and American Crew. The event tees off at a new location, the Royal Mougins Golf Club, at 08:30 on Sunday. Coaches depart from the Majestic Hotel at 07:30.
- Experienced yogis and newcomers alike are welcome at two open-air yoga sessions sponsored by Rituals, which for the first time will be held at the Plage du Festival between 09:00 and 11:30 on Sunday.
- Sea-faring visitors will want to check out the Regatta sponsored by Paul & Shark. This will set sail on Sunday at 09:00 from the Bay of Cannes, with the coach departing from the Majestic Hotel at 08:30.
- Our Pétanque Tournament returns to its former home at the Place de l'Etang and starts at 09:30 on Sunday.
- Enjoy a drink and a spectacular firework display at the Opening Cocktail taking place on the beach of the Carlton Hotel from 19:30 on Sunday.
- Magic from The Illusionists and 'trompe l'oeil' cuisine from famous chef Romain Gandolphe are the highlights of Le Premium Evening at Port Canto, which begins on Thursday at 20:00.
- Open Monday to Thursday from 22:00 to 02:00, The Scene at Plage du Palais des Festivals, with sponsors including Heineken as our new platinum sponsor, is the ideal venue for visitors looking to dance to top DJs or relax at the venue's Sixties-themed Lounge at the end of a hectic day.
- Once again, I'd like to thank all our sponsors and local partners for their support.

TFWA Product Showcase

The TFWA Product Showcase is a dedicated online service that allows exhibitors to present their brand innovations in advance of TFWA World Exhibition & Conference. Learn more about the latest exciting product news from brands across all product categories. Many have already uploaded information and photos to the website, where visitors can search for products by brand, company or product sector.



Scan this code to visit the TFWA Product Showcase:



TFWA in one new app



TFWA is pleased to announce the launch of the comprehensive new TFWA App. The innovative new app is a powerful, interactive tool, designed to optimise delegate experience at TFWA events. It delivers all the information you need to participate, network, and more, in the palm of your hand, truly maximising your attendance at TFWA World Exhibition & Conference.

Plan your event, navigate your way around onsite with the geolocation service, connect and meet with your business partners, interact with conference speakers, and be part of the TFWA community all year round. Download the TFWA App via the Apple App Store or Google Play Store.

Scan this code to visit tfwa.com



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TFWA World Conference

Prospects for the duty free & travel retail industry have rarely seemed brighter. A thriving global tourism industry, allied to investment in aviation infrastructure, has driven passenger traffic all over the world. And the quality of duty free stores has never been higher. Yet there remain serious challenges to growth. The geopolitical balance in key regions is fragile, as is consumer confidence in some important markets. Excessive regulation is a constant menace. And our industry must keep pace with a consumer that is ever more demanding, with expectations shaped by the seamless retail experience they enjoy online and on mobile. The 2018 TFWA World Conference will address these issues and more.

Monday 1 October

09:00-11:45



Grand Auditorium,
Palais des Festivals

▶ The Conference will be opened by TFWA President Erik Juul-Mortensen, with his annual State of the Industry address. In what will be Erik's final address to the industry in Cannes, he will take a look back at how far our industry has come since its humble beginnings, and look ahead at the progress it must make in order to fulfil its potential.



Erik Juul-Mortensen,
President, TFWA

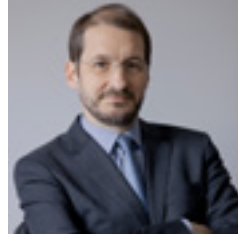
▶ To further debate the issues that the duty free & travel retail industry must address if it is to prosper, TFWA is delighted that the Conference will hear from a panel of senior retail executives, among them Dufry CEO Julián Díaz, Lagardère Travel Retail CEO Dag Rasmussen, King Power International Senior Executive Vice President Susan Whelan, and Gebr. Heinemann Co-owner Claus Heinemann. The panel will explore how our industry can and must adapt to a rapidly changing retail environment, addressing issues including digitalisation, the product offer and the business model.

▶ The second part of the Conference will hear from former Secretary General of NATO Anders Fogh Rasmussen and Dr Bertrand Piccard, who conceived the Solar Impulse project to pilot an entirely solar-powered plane around the planet. Anders Fogh Rasmussen has been at the heart of European and global politics for three decades. After a number of senior roles within the Danish Government, he became the country's Prime Minister in 2001 and held the post for eight years. On leaving government he was appointed Secretary General of NATO, a post he held until 2014. With the global and regional political landscape in a state of flux and high uncertainty, Mr Rasmussen is well placed to help us better understand the context in which businesses currently operate. Having conducted wide-ranging reforms at NATO, and having played a key role at the heart of the European Union, he has a keen understanding of the pressures on both organisations and of their likely future. Dr Bertrand Piccard hails from a family of scientific adventurers, and his exploits in aviation have inspired millions around the world. His most recent and arguably most impressive project was the successful conception and piloting of the Solar Impulse, the first entirely solar-powered aircraft to fly around the world. His story is one of endless perseverance against the odds, with important lessons for both individuals and businesses. The TFWA World Conference will be moderated by Stephen Sackur, journalist and presenter of current affairs programme HARDTalk on BBC World.

Julián Díaz,
CEO, Dufry



Dag Rasmussen,
CEO, Lagardère
Travel Retail



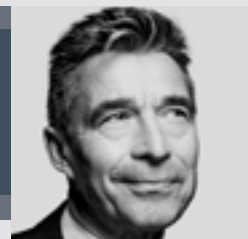
Susan Whelan,
Senior Executive Vice
President, King Power
International



Claus Heinemann,
Co-owner,
Gebr. Heinemann



**Anders Fogh
Rasmussen,**
former Prime Minister of
Denmark (2001-09) &
former Secretary General
of NATO (2009-14)



Dr Bertrand Piccard,
Adventurer and
Scientist



Stephen Sackur,
journalist and
presenter of current
affairs programme
HARDTalk on
BBC World



Workshops programme

Digital Focus Workshop

Tuesday 2 October

08:00-09:00

Salon Croisette,
Hotel Majestic

The success of the inaugural TFWA Digital Village in Cannes last year was evidence of the importance of coherent digital strategies to brands and retailers in the duty free & travel retail market. The need to innovate and to adopt new methods of customer engagement is widely accepted, and companies across the travel retail spectrum are rising to the challenge.

This year's Digital Focus Workshop will look at a number of case studies from within our industry, exploring best practice and pitfalls to avoid, with perspectives from several key regions and markets.

Among the speakers at the workshop will be Ivo Knuesel, Head of Category Planning at Mondelez World Travel Retail, where digital engagement is central to the company's airport strategy. The same is true at Shiseido Travel Retail, whose Digital Manager Global Shi Ling Tan will discuss how new technologies are revolutionising the beauty sector. Also taking part is JCDecaux Marketing & Business Development Director Jérôme Lepage, who will explore the role of advertising in creating highly-targeted, real-time marketing campaigns in travel retail.

The Digital Focus Workshop will also provide an opportunity for delegates to hear more about a groundbreaking new initiative piloted by the European Travel Retail Confederation (ETRC), in response to EU requirements to include multi-lingual consumer information on all product packaging destined for the duty free & travel retail market. The digital solution proposed by ETRC could protect our industry from the potential harmful effects of new packaging regulations, and ensure the widest possible product choice for consumers. The Confederation's Deputy Secretary General, Julie Lassaigne, will be on hand to explain more.

The session will be moderated by TFWA Conference Manager Michele Miranda.

**The workshop is open to all delegates at TFWA World Exhibition & Conference:
Please pre-register at conference@tfwa.com**

Inflight Focus Workshop

Wednesday 3 October

08:00-09:00

Salon Croisette,
Hotel Majestic

Preliminary sales figures from Generation Research suggest that the inflight market enjoyed its first annual sales increase for several years in 2017. The sector is still under pressure as airlines review their customer service strategies and brands question their commitment to the channel. And yet the opportunity for airlines, concessionaires and brands remains significant, amid rising passenger traffic and innovation in communication and traveller engagement.

To better understand passenger behaviour and perceptions of the current inflight retail offer and to make recommendations for the future, TFWA has commissioned a major new research study from travel retail specialist Counter Intelligence Retail (CiR) based on online and on-site interviews with inflight shoppers and non-shoppers from several major travelling nationalities. The Inflight Focus Workshop will hear highlights of the report, presented by one of its authors: Stephen Hillam, Research Director at CiR.

The key findings of the report will be discussed by a panel of leading inflight retail executives, including Retail inMotion Senior Manager Global Boutique Joe Harvey, Head of Qatar Duty Free Thabet Musleh, and other speakers to be confirmed.

The session will be moderated by TFWA Managing Director John Rimmer.

**The workshop is open to all delegates at TFWA World Exhibition & Conference:
Please pre-register at conference@tfwa.com**

Ivo Knuesel,
Head of Category
Planning, Mondelez
World Travel Retail



Shi Ling Tan,
Digital Manager
Global, Shiseido Travel
Retail



Jérôme Lepage,
Marketing & Business
Development Director,
JCDecaux



Julie Lassaigne,
Deputy Secretary
General, European
Travel Retail
Confederation



Stephen Hillam,
Research Director,
Counter Intelligence
Retail



Joe Harvey,
Senior Manager
Global Boutique,
Retail inMotion



Thabet Musleh,
Head of Qatar
Duty Free

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TFWA names worthy causes being supported by its Care programme in 2018



TFWA is supporting 14 organisations under its TFWA Care initiative in 2018. The Association provides donations to help fund projects offering vital care to those in need. The charities were put forward by TFWA members and the choice approved by the TFWA Management Committee based on a number of criteria, including the tangible benefits each group will bring to vulnerable people.

"We are delighted to be working closely with these organisations to build better lives for people around the globe," says Erik Juul-Mortensen, TFWA President. "Our priority with TFWA Care has always been to work with charitable organisations in a way that will have a significant impact on the wellbeing of vulnerable people, rather than providing just a 'drop in the ocean', and this will remain our objective to ensure our support creates a lasting legacy."

The six new charities TFWA is supporting this year are:

- **Claire Amitié Internationale (CAI)** has been running educational projects in Africa, Asia and South America since 1962. Its mission is to educate and empower women and children, and give them the tools to better their lives.
- **Hand in Hand for Haiti** is a travel retail industry response to the humanitarian crisis following the 2010 Haitian earthquake and has helped to rebuild thousands of lives through education.
- **The Lovedale Foundation** aims to eradicate child labour in stone quarry villages in Bangalore, India. The charity launched its 'Parivarthan' ('Change') project in 2016 to enable vulnerable people to gain access to education and new community practices, including healthcare and nutritional awareness.
- **The Nuria Garcia Foundation** provides economic support to other institutions carrying out projects to improve health conditions of women and children worldwide, developing its own initiatives to prevent diseases and malnutrition and providing clean drinking water to communities.
- **Soulcial Trust** is a non-governmental organisation whose mission is to educate, empower and promote inclusiveness for people with disabilities, helping to develop adaptive sports and activities through its 'XLability' programme.
- **Sunrise Cambodia** is a sustainable community development organisation with a focus on Cambodia's most vulnerable children and the communities in which they live.

TFWA will also continue its support for the following charities:

- **Aide et Action** is an international, non-governmental organisation dedicated to the development of education for children and adults, running programmes across more than 25 countries in Asia, Africa and the Caribbean.
- **Cosmetic Executive Women Centres de Beauté** provide beauty therapy to cancer patients whose appearance and self-esteem have been severely affected by chemotherapy. The non-profit organisation operates beauty centres at hospitals and provides beauticians to help with women's recovery from illness.
- **Enfants du Mékong** offers education and training to young people in south-east Asia, and now helps with the development of infrastructure of education and support programmes in seven countries in the region.
- **The Hope Foundation** is an Ireland-based non-governmental organisation that has been working in India since 1999. The group is dedicated to ensuring underprivileged communities receive the most basic human rights, providing support to residential child protection centres and other projects.
- **Lotus Flower Trust** aims to provide access to education and homes to disadvantaged young people living in remote areas in India, with the organisation helping to make a huge difference in the quality of care and teaching received by children in the country.
- **Nosy Komba Solidarité** is a highly efficient project, tackling malnutrition and infectious diseases in the rapidly expanding village of Ampangorina on the Madagascar island of Nosy Komba.
- **Strethearts Haiti** was established by Linsey Jorgenson in 2012 with the mission of providing a safe haven for hundreds of street children in Cap-Haïtien, Haiti. The charity opened its first safe house in 2013 to give children a secure place to stay, while also providing education and activities to keep them out of danger.
- **Toutes à l'École** is a charity dedicated to developing education for young girls living in poverty in Cambodia. Founded by French journalist Tina Kieffer in 2005, the non-profit organisation set up the Happy Chandara school for girls in Kandal Province, near Phnom Penh, to support pupils from primary school through to school leaving age.

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PLEASE VISIT US AT TFWA CANNES MARINE VILLAGE R7/R5 – AND DISCOVER ALL OUR LINDT NOVELTIES

Leisure & social programme

Golf

Sunday 30 September, 08:30

NEW VENUE:
Royal Mougins Golf Club

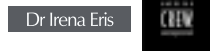
Coach departs from the Majestic Hotel at 07:30

Organised by TFWA in partnership with Qatar Duty Free, the golf tournament this year moves to the magnificent Royal Mougins Golf Club. The par 71 course is dotted with olive trees and old stone-wall terracing in true Provençal style. The usual rich haul of prizes (longest drive, nearest the water, and more) add to the competitiveness, but the emphasis is firmly on enjoyment and socialising.

In partnership with:



Kindly sponsored by:



Yoga

Sunday 30 September, 09:00-11:30

NEW VENUE:
Plage du Festival

Expanded due to delegate demand, the yoga now features two open-air sessions of breathing and stretching exercises led by gurus. What better way than this gentle workout for mind and body to complete your physical and spiritual preparations for the busy week ahead? A special detox breakfast follows each session.

Kindly sponsored by:



Charity Run

Sunday 30 September, 08:30

La Croisette, Carlton Hotel

The popular TFWA Charity Run is the perfect opportunity to exercise your legs and your charitable instinct. A €15 donation, which TFWA gives to local charity Cannes SAMU SOCIAL, enables you to walk, jog or run around a special course on Cannes' magnificent seafront Croisette. Entries from individuals are welcome, as are supporters and spectators.

Pétanque

Sunday 30 September, 09:30

Place de l'Etang

Coach departs from the Marriott Hotel at 09:15

Back at its former venue in the spacious Place de l'Etang, the Provençale pastime once again tests delegates' hand/eye coordination, strategic skills and gamesmanship. The traditional glass of pastis is optional, but a ruthless streak is a must, given the tournament's knockout format. Food will be provided to fortify all participants.

Regatta

Sunday 30 September, 09:00-14:00

Bay of Cannes

Coach departs from the Majestic Hotel at 08:30

Quickly becoming a Cannes tradition, the Regatta sees participants divided into crews with a yacht and skipper for each. All then head out into the Bay of Cannes for a morning's competitive racing, with each crew deciding its own strategy and tactics. A picnic lunch onboard and post-race swim (weather permitting) round off the experience.

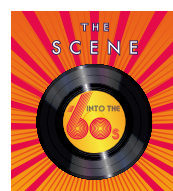
Kindly sponsored by:



The Scene

**Monday 1 to Thursday 4
October, 22:00-02:00**

Plage du Palais des Festivals



Delegates in search of rest and recreation after the working day need look no further than The Scene. Expert DJs and a dancefloor await the energetic, or why not relax with friends over a drink in the groovy,

60s-themed lounge. Either way, the beach venue and sea views add the finishing touch.

Entry tickets compulsory. Tickets can be purchased onsite at The Scene desk (Palais des Festivals, Level 1) or directly at The Scene entrance.

Thank you to our sponsors:



Opening Cocktail

Sunday 30 September, 19:30

Carlton Beach

As the curtain-raiser for duty free & travel retail's global summit, the Opening Cocktail is consistently one of the best-attended social events. The beach venue in front of Cannes' renowned Carlton Hotel sets the scene for an evening of socialising and networking. Fireworks over the bay, courtesy of the City of Cannes, provide a spectacular finale.

- Dress code: smart
- Entrance by invitation only – part of the full delegate package
- A shuttle service will operate from all major hotels



Le Premium Evening

Thursday 4 October, 20:00

Port Canto

The glamorous culmination to the week's networking has some surprises in store. Celebrated chef Romain Gandolphe skilfully blends taste and texture for his unique 'trompe l'oeil' cuisine, where all is not as it appears. Afterwards, five top international illusionists bring their record-breaking Broadway show to Cannes complete with feats of levitation, mind-reading, disappearance, and more.

- Dress code: Black tie
- Entrance by invitation only – part of the full delegate package
- A shuttle service will operate from all major hotels

Please note that any special dietary requirements must be indicated when reserving your table at Le Premium Evening Desk in the Palais des Festivals, by 16:00 on Tuesday 2 October at the latest. Beyond that date, dietary options will depend upon what is available.

On-site services

Well-Being Lounge

Golden Village, Level 1

Open to all delegates.

Take some downtime and enjoy a well-deserved massage with an experienced therapist at the Well-Being Lounge (offering shoulders, back, reflexology). Delegates can also indulge in a complimentary beauty experience at the Yves Rocher make-up station, using products from the label's range. And the pampering doesn't end there – be sure to visit the Living Proof Style Bar and let their world-class stylists transform you.

Kindly sponsored by:



TFWA Lounge

Level 3

Exclusively for TFWA members and buyers with full delegate status.

Open during exhibition hours (from 16:00 on Monday).

- Dedicated concierge service, including restaurant reservations, car and boat hire, travel agency, catering for private events, problem-solving and babysitters
- Internet access
- Private bar and lounge with complimentary drinks
- Massage service
- Charging station
- International press
- Meeting area (booking required)

Kindly sponsored by:



Special service desks

Level 1

- Hotel accommodation
- ONEZONE Meeting Service
- The Scene
- Le Premium Evening

Luggage service

In front of the Palais des Festivals

Available on arrival at the Palais, offering a classic service where you can leave your luggage securely for the day.

Food and drinks

Available from the many bars in the Palais, a wide selection of dishes can be enjoyed on the spot, taken away or pre-ordered online and collected onsite. Delegates will find Pavillon Gourmet's fare, along with a range of hot and cold drinks, at the following locations:

- Red Village, Level -1
- Green Village, Level -1
- Puits de lumière, Level -1
- Mediterranean Village, Level 0
- Riviera Bar, Level 0
- Bay Village, Level 1
- Ambassadeurs Village, Level 4

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Level 1

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- Telephone cards, stamps & stationery
- Meeting room rental

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Photo: photoserviceonsite@gmail.com / +33 6 07 13 54 88

Free Wi-Fi service

- Access via the 'PalaisDesFestivals WiFi' network using the code on your delegate badge.
- Technical support available during exhibition hours from Viapass (Level -1, Red Village)

Interactive directional screens

Large touchscreens to help you navigate over 20,000sqm of floorspace.

Kindly provided by:



On-site Press Centre

Level 1

A wide range of services at the disposal of all registered journalists. An area to relax, conduct interviews and source information relating to the event:

- Interview room, internet area
- Press lounge & bar
- Press racks, press photographs, official press releases & press dossiers, exhibitors' press packs/releases
- Diary of exhibitors' events, ongoing liaison with the TFWA Daily
- Online access to the TFWA Product Showcase

Recruitment service

Mediterranean Village, Level 0

- Leading recruitment firm BeThe1 specialises in fashion, beauty, retail and travel retail
- 20 recruiters in Europe and Asia working with 200 key employers at middle- and senior-management level across all disciplines
- Access to 15,000 duty free and travel retail professionals registered with BeThe1
- Contact Francois Bouyer: +33 (0)6 12 38 80 61, or contact@BeThe1.com

BeThe1

Helicopter transfers

Operated by TFWA partner Azur Hélicoptère.

Special offer at €160* per person including:

- Helicopter flight between Nice and Cannes (7 min)
- Car service to Cannes city centre
- Handling service at Nice Airport
- 1 cabin bag (extra luggage: +€50/bag)

*Price for a minimum of 2 persons on board.
If travelling alone: €320 TTC



Online booking:
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Shuttle services

TFWA has arranged a series of free shuttle bus services for delegates flying into and out of Nice Côte d'Azur Airport, and within Cannes between the Palais des Festivals venue and the main local hotels.





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handbag and accessories brand.**

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in the Blue Village.**

New this year in Cannes



01

ANY DI

📍 **Blue Village F24**

Who are you?

ANY DI is a Munich-based label for luxurious handbags and high-quality accessories. The brand embodies the combination of high-end fashion and everyday-comfort. Anne Dickhardt, the designer, had the vision to create a multifunctional handbag for everyday conditions of life that combines elegance with sportiness and high-quality luxurious materials. Each bag and each accessory are designed in an individual shape, colour and with pivotal details.

Who buys your products?

Our customers, our so-called Any Divas, are women with a versatile lifestyle who value luxury, style and elegance just as much as functionality and practicability. Our customers can be successful middle-aged business women, but also younger or older women who just love fashion and accessories. Of course, men also buy our products since we have a selected men's collection.

Why exhibit now?

We recognised that our products perfectly fit into the market of travel retail with a promising value in this type of industry. We noticed that many customers are still looking for innovative and high-quality products that are practical, but stylish, while travelling. ANY DI bags are very suitable for travelling, since they are multifunctional and spacious.

What are your objectives?

Travel retail is a very interesting industry for us, and we would like to grow internationally and increase our brand awareness worldwide. After a very successful exhibition in Singapore earlier this year, we noticed that our innovative products get a very positive and promising response from all kinds of people. Therefore, we are keen on entering new markets and new industries such as travel retail. We would like to increase our global network and look forward to connecting with new business partners all over the world.

What is your unique selling point (USP)?

ANY DI is an integrated concept with a convincing portfolio. The design patented ANY DI strap system without any visible construction is unique, innovative and offers a diversity of wearing options. From shoulder bag to backpack, or from wallet to a clutch – the innovative ANY DI system offers the combination of luxury, diversity and practicability.

02

Jules Destrooper Biscuiterie

📍 **Marine Village S6**

Who are you?

At Biscuiterie Jules Destrooper we bake and sell high-end premium butter biscuits since 1886. We strictly use 100% natural ingredients. Fresh farm eggs, sun-ripened Valencian almonds and superior Belgian chocolate, but most importantly: real, pure butter. Our biscuits contain no preservatives, artificial colours or flavouring, because when it comes to our biscuits we truly believe that less is more. Our biscuits are sold in over 80 countries. Still a 100% family-owned Belgian company, we have the privilege to call ourselves Purveyor to the Belgian Royal Household since 1999.

Who buys your products?

Since our brand is positioned at the premium price spectrum of the biscuits category, we target premium, affluent consumers who demand the best quality and taste experience when they decide to indulge. Simply put, for those who want to indulge better.

Why exhibit now?

TFWA World Exhibition & Conference is by far the most important trade show for the travel retail industry. Our presence at this show will help us significantly continue to grow our global travel retail presence. During this show we will reveal our new travel retail exclusive range and merchandising solutions.

What are your objectives?

Our main goal is to increase our global travel retail distribution and to build the premium biscuits section within the growing confectionery category.

What is your USP?

100% natural premium biscuits made with pure butter and without any artificial flavours and preservatives.

03

Lladró

📍 **Blue Village F6**

Who are you?

Established in 1953, Lladró is a worldwide leader in the design, manufacturing and distribution of an extensive range of artistic porcelain creations. Ranging from sculpture and lighting to home accessories and jewellery, Lladró porcelain pieces embody a contemporary, elegant and exclusive lifestyle. High-quality works entirely handcrafted in Valencia, at the only Lladró factory in the world. It is the success story of an iconic Spanish brand that stands for a contemporary and exclusive lifestyle.

Who buys your products?

We produce all our pieces at our headquarters and only factory in Valencia. Through a selected network of own boutiques in the world's major cities and around 1,000 authorised dealers, we arrive to a wide spectrum of clients from all over the world. Japan, US, India, Russia, among others, are our most important markets where clients are looking for original designs, made in porcelain, sometimes functional such as lighting or home accessories, but always emotional pieces of art, all of which are made following unique craft processes.

Why exhibit now?

We have an ambitious long-term plan of new products and many of them will fit into duty free and travel retail operators' need of an additional offer. We will adjust distribution and investment efforts in travel retail to the arrival of these works. We are not in a hurry. The first step is to partner with the right retailers – companies that help us to learn and grow with them.

What are your objectives?

Our aim, in the medium-term, is to achieve constant growth in the travel retail environment. The product offering, which includes our Light&Scent collection, is considered to have high potential in this sector and we seek to grow with distribution in airports and also look closely at the possibilities in the cruise business.

What is your USP?

Along with the new range of products, we will unveil an innovative display system that balances floor profitability with the passengers' emotional shopping experience, even on multibrand spaces. It will allow the operators to incorporate an additional offer and category to their portfolio.

As TFWA World Exhibition & Conference approaches, we highlight a selection of brands that are either debuting or returning after an absence, determined to make their breakthrough in the travel retail sector.



04

Masi

📍 **Red Village K6**

Who are you?

Established in 1772 by the Boscani Family, now in its seventh generation, Masi is recognised as a leading producer of Amarone, one of the most world-renowned Italian wines. The company proposes high-class wines from the Valpolicella and Venetian area, a wide range of products covering different consumption opportunities. Masi uses native grapes and updated traditional production methods, such as Appassimento (the ancient technique of the drying of the grapes). The company counts on top distribution in more than 120 countries and it also has a significant presence in the duty free & travel retail business, for which a special range called Masi Nectar is produced.

Who buys your products?

Masi wines are bought by international travellers that are looking for quality wines from a renowned and reliable winery. Core targets are wine lovers who want to give a treat to themselves or their close friends.

Why exhibit now?

There is growing interest and sales into wines across different operators. Masi is a relevant player in the travel retail business. Our presence at TFWA World Exhibition & Conference is an opportunity to meet our historical partners and showcase our most recent product innovations, such as the Canevel Valdobbadiene DOCG duty free exclusive.

What are your objectives?

We would like to reinforce the partnership with our clients. At the same time, we are looking forward to meeting new operators that are interested in quality wine.

What is your USP?

- Family run Italian winery (since 1772 – 7th generation)
- Iconic wines from top areas of the Veneto region
- Unique offer of Amarone single vineyards and Amarone old vintages
- Wide range of products covering different consumption opportunities
- Native grapes and updated traditional production methods (such as Appassimento, the ancient technique of the drying of the grapes)
- Travel retail exclusive wines
- Renowned brand for local and international travellers

05

Napapijri

📍 **Riviera Village RJ20**

Who are you?

Napapijri was born in 1987 in the shadow of Europe's highest peak, Mont Blanc, where an Italian manufacturer of travel bags gave outdoor apparel a new meaning by combining innovative materials and close attention to style. It is inspired by the sophistication of great expeditions of the last century and the intrepid explorers who transformed their lives into unique journeys. Our first products, the Bering Duffle Bag, encapsulated this in little more than 60cm of length, becoming an instant icon.

Who buys your products?

Our collection is segmented into different consumer targets. The first of our two main targets is fashion-aware consumers used to shopping for highly premium casualwear and usually interested in innovation and a more elevated storytelling. The second is young early adopters – usually influenced by the latest trends, their peers and music.

Why exhibit now?

Napapijri has been developing a strong core business in mainline Europe and we have now reached the level to turn our attention towards global expansion. This Fall/Winter, we begin distributing in Japan, North America, and from September 2019 we expect to enter China. From a merchandising perspective, compared to the past we now offer a more comprehensive product offering that is better aligned to the demands of travel retail.

What are your objectives?

Our primary objective is to get in contact with new traveller industries, enlarging our actual portfolio and increasing the brand's visibility around the world. It is also our interest to fix new connections and get in contact with people, both clients and vendors, to better understand how to facilitate the business process and improve our strategy.

What is your USP?

The evolution of the brand into a strong presence in the world of premium leisurewear has been filtered through the creation of a set of items that have successfully rendered our philosophy wearable. Inspired by our connection to the extreme landscapes of the poles, we let Northern wisdom inspire the creation of two of our most iconic products by transforming the anorak into a familiar sight in the urban landscape: Skidoo, and Rainforest. Every campaign, every item, is pieced together by a narrative that looks forward to what is coming next. Secure in our past, we proceed into the future with optimism, looking forward to unlocking new possibilities, new shapes and technologies.

06

Pierre Fabre Derma Cosmetique

📍 **Bay Village Bay Terrace T6**

Who are you?

Pierre Fabre is the second-largest dermo-cosmetics laboratory in the world and the second-largest private French pharmaceutical group. Founded in 1965 and based in the South-West of France, Pierre Fabre's portfolio represents a continuum of activities spanning from prescription drugs and consumer healthcare products to dermo-cosmetics. Its products are sold in more than 130 countries around the world. The dermo-cosmetics care products are designed with the most stringent performance and safety criteria. The related brands, known as Avène, A-derma, Klorane, Ducray, Elancyl, Galénic, Pierre Fabre Dermatologie, Darrow and Glytone are recommended by healthcare professionals.

Who buys your products?

Either patients with skin problems or consumers who want efficient products with maximum safety and security.

What are your objectives?

To present the Pierre Fabre group, as well as our leading dermo-cosmetics brand, to the top travel retail operators in order to promote this new category and push our brands within the travel retail stores.

What is your USP?

Being part of a pharmaceutical company, our dermo-cosmetics products are designed with the most stringent performance and safety criteria. Our brand portfolio is complete (nine brands), therefore capable of targeting any type of consumer needs.

New & Returning Exhibitors 2018

Stand name	Level	Stand	Sector	TFWA membership
Al Haramain Perfumes	Yellow Village	F38	Fragrances & Cosmetics	
Any Di Munich	Blue Village	F24	Fashion & Accessories	
Aqua Di Parma	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Arche	Green Village	L46	Fashion & Accessories	
Bayadera Group	Red Village	L23	Wine & Spirits	
Bellefontaine Int'l, Swiss	Red Village	L21	Fragrances & Cosmetics	
Benefit	Beach Village	Majestic Beach	Fragrances & Cosmetics	
CabinZero	Green Village	H56	Fashion & Accessories	TFWA MEMBER
Campo Marzio - Roma 1933	Yellow Village	H61	Gifts	
Capstone Cosmetics	Golden Village	GO21	Fragrances & Cosmetics	
Champagne Gosset	Blue Village	AA5	Wine & Spirits	
Chase Distillery	Harbour Village	MY Excelerate Z	Wine & Spirits	
Chris Adams Perfumes	Green Village	J55	Fragrances & Cosmetics	
Cinq Mondes	Golden Village	GO17	Fragrances & Cosmetics	
Fenti Beauty	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Foreo	Yellow Village	G37	Fragrances & Cosmetics	
Fresh	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Georg Jensen	Green Village	K61	Jewellery & Watches	TFWA MEMBER
Givenchy	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Guerlain	Beach Village	Majestic Beach	Fragrances & Cosmetics	TFWA MEMBER
Happy Plugs	Yellow Village	F45	Gifts	TFWA MEMBER
Have & Be Co	Golden Village	GO1	Fragrances & Cosmetics	
HiteJinro	Green Village	J53	Wine & Spirits	
IDUN Minerals Stockholm	Golden Village	GO19	Fragrances & Cosmetics	
Infinity & Co	Green Village	L62	Jewellery & Watches	
Invicta Watch Group	Blue Village	F18	Jewellery & Watches	TFWA MEMBER
Jola France	Bay Village	Bay Terrace T4	Fragrances & Cosmetics	TFWA MEMBER
Jules Destrooper Biscuiterie	Marine Village	S6	Confectionery & Fine Foods	TFWA MEMBER
Kenzo	Beach Village	Majestic Beach	Fragrances & Cosmetics	
L Brands	Beach Village	Beach 11	Fragrances & Cosmetics	TFWA MEMBER
Laboratoires Lierac	Riviera Village	RE3	Fragrances & Cosmetics	TFWA MEMBER
Laboratoires Phytosolba	Riviera Village	RE1	Fragrances & Cosmetics	TFWA MEMBER
Lancel	Riviera Village	RF13	Fashion & Accessories	
Les Chocolats de Pauline	Blue Village	E6	Confectionery & Fine Foods	TFWA MEMBER
Lladró	Blue Village	F6	Gifts	TFWA MEMBER
Loch Lomond Group	Riviera Village	RB7	Wine & Spirits	TFWA MEMBER
Loewe	Beach Village	Majestic Beach	Fragrances & Cosmetics	TFWA MEMBER
LOQI	Green Village	K60	Gifts	
LVMH Beauty Group	Beach Village	Majestic Beach	Fragrances & Cosmetics	TFWA MEMBER
Make Up Forever	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Mandarina Duck	Bay Village	Bay 17A	Fashion & Accessories	TFWA MEMBER
Marni	Yellow Village	F40	Fashion & Accessories	TFWA MEMBER
Masi	Red Village	K6	Wine & Spirits	TFWA MEMBER
My First Diamond	Mediterranean Village	N13	Jewellery & Watches	
Nadiya	Green Village	K57	Confectionery & Fine Foods	
nailmatic	Red Village	K20	Fragrances & Cosmetics	
Napapijri - VF International	Riviera Village	RJ20	Fashion & Accessories	
Pierre Fabre Dermo Cosmetique	Bay Village	Bay Terrace T6	Fragrances & Cosmetics	TFWA MEMBER
Polaar	Yellow Village	F36	Fragrances & Cosmetics	
Polo Ralph Lauren	Harbour Village	Etoile d'Azur	Fashion & Accessories	TFWA MEMBER
Puressentiel	Blue Village	F7	Fragrances & Cosmetics	
Reynaud, Dragées	Red Village	K19	Confectionery & Fine Foods	TFWA MEMBER
Santomiele	Red Village	J10	Confectionery & Fine Foods	
Sephora Collections	Beach Village	Majestic Beach	Fragrances & Cosmetics	
Silver Base International Development Co.	Red Village	K12	Wine & Spirits	TFWA MEMBER
Spa Ceylon Luxury Ayurveda	Riviera Village	RA8	Fragrances & Cosmetics	
Sprayground	Ambassadeurs Village	U3	Fashion & Accessories	
Three Stills Company, The	Red Village	K17	Wine & Spirits	TFWA MEMBER
Williams & Humbert, Bodegas	Green Village	M60	Wine & Spirits	TFWA MEMBER
Wuliangye Group	Blue Village	F4	Wine & Spirits	

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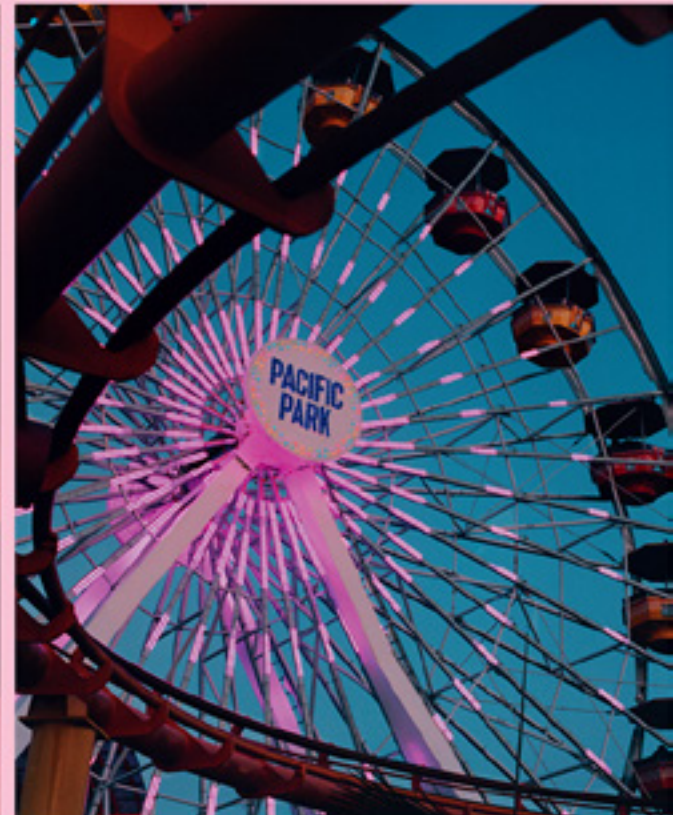
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