

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily
ARRIVALS ISSUE 2018



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Brand new launches

Sponsored by:



AN OUT OF THIS WORLD EXPERIENCE IN CANNES

Come visit our Mazaya stand - Yellow Village, H53
from October 1st to October 5th at the TFWA World
Exhibition & Conference Palais des Festivals
and chill on our Yacht Princess Iluka.
We are waiting for you at the marina for an
exceptional experience full of flavours!



TFWA

Erik Juul-Mortensen
President



Introduction

A new chapter

A very warm welcome to the 34th TFWA World Exhibition & Conference, and of course to Cannes. My return this year, my last as TFWA President, has put me in a somewhat nostalgic mood, but I'm really looking forward to another great week.

Looking back to 1984 and the creation of TFWA, I could never have imagined how far we would have come in such a short space of time. From those first days, we knew that it was essential that we really reflected the needs of the people we claimed to represent, and I believe that today TFWA continues to listen carefully to our members and take their views on board.

The main exhibition opens at 12:00 on Monday at the Palais des Festivals, with some of the most exciting companies in our business on hand to showcase their latest product launches and share their plans for 2019. All TFWA World Exhibition & Conference badge holders are invited to take a trip to the TFWA Digital Village, which returns to Gare Maritime this year and opens on Tuesday, slightly earlier than last year. More than 30 exhibitors will present the latest advances in digital technology, while new additions such as the TFWA Digital Village Pitch Corner will give visitors a first-hand opportunity to hear more about the key drivers in technology.

Before then, many of you will no doubt be taking advantage of the many social and leisure events we have to offer, including golf, organised in partnership with Qatar Duty Free and with support of our sponsors, sailing, kindly supported by Paul & Shark, and yoga, hosted with sponsorship from Rituals, as well as having the opportunity to join us for an informal drink at the Opening Cocktail held at Carlton Beach on Sunday. Le Premium Evening, with its theme of illusion, promises to be an intriguing highlight. Very many thanks to our sponsors and local partners for helping us to deliver what promises to be a highly entertaining programme. You can find more information about these activities on the brand new TFWA App, and please do share your experiences of the show on Twitter, Facebook, LinkedIn, Chinese social media and Instagram at #TFWALive – follow us @TFWAnews.

Whether this is your first visit to TFWA World Exhibition & Conference, or if you are very familiar with the show, I wish you a successful and enjoyable week.

To help all visitors make the best of their week, there are a number of services on site:

- Our Well-Being Lounge in the Golden Village, Level 1, offers the opportunity for some downtime.
- The TFWA Lounge on Level 3 gives TFWA members and buyers with full-delegate status the chance to recharge between meetings.
- Pavillon Gourmet is the new face of catering in the Palais des Festivals. 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 Village (Level 0)
 - Bay Terrace (Level 1)
 - Ambassadeurs Village (Level 4)
- The team at the Business Centre and Special Service Desks on Level 1 can assist with practicalities including photocopying, hotel bookings and arranging ONE2ONE meetings.
- A luggage service is available in front of the Palais providing daytime storage and a luggage transfer service to and from local hotels.
- Our exhibitor photo and video service allows exhibitors to create visual records of their stand, or record interviews with VIP guests.
- There is also a recruitment service on Level 0 of the Mediterranean Village with leading recruitment firm BeThe1.
- Interactive directional screens, a geolocalisation service, free Wi-Fi and the new TFWA app will ensure visitors can find their way around the halls and stay connected during the day.
- Please note attendees lists are available in the TFWA Exhibition Directory.

Control for access to the conference and/or exhibition

Please collect your badge at the TFWA Registration Pavilion before then passing through the security check on the Parvis of the Palais des Festivals.



Exhibition opening: Monday 12:00

Please note that the official opening of TFWA World Exhibition will take place at 12:00 on Monday 1 October.

TFWA Digital Village: official opening

Please note that the TFWA Digital Village opens at 09:00 on Tuesday 2 October at Gare Maritime.

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.

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Conference & Workshops programme

**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.

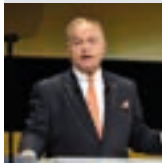
To further debate the issues that the duty free & travel retail industry must address if it is to prosper, TFWA is delighted that the Conference will hear from a panel of senior retail executives, including Dufry CEO Julián Díaz, Lagardère Travel Retail Chairman and CEO Dag Rasmussen, King Power International 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.

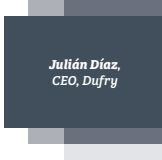
Anders Fogh Rasmussen has been at the heart of European and global politics for three decades. After a number of senior roles within the Danish Government, he became the country's Prime Minister in 2001 and held the post for eight years. On leaving government he was appointed Secretary General of NATO, 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.



Erik Juul-Mortensen,
President, TFWA



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

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 Global Digital and Media Marketing Manager 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 and Head of Qatar Duty Free Thabet Musleh.

**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

Help for Haiti's children

In its first year as a fully-fledged membership organisation for women in the travel retail industry, Women in Travel Retail (WiTR) has chosen to support Hand in Hand for Haiti in 2018 by raising €15,000 to buy musical instruments. This will enable the launch of Lycée Jean-Baptiste Pointe du Sable's first extracurricular instrumental music programme in partnership with Ecole de Musique Christian Nohel de Saint Marc.

Following the devastating hurricane that hit Haiti in 2010, Hand in Hand for Haiti was the first charity to receive funds raised by Women in Travel Retail, enabling the new Lycée Jean-Baptiste Pointe du Sable to purchase equipment for the kindergarten.

Following the terrible spate of hurricanes in the Caribbean last year, WiTR was determined to raise money to help children whose lives are time and time again blighted by natural disasters. Hand in Hand for Haiti, with its fantastic track record, was a unanimous choice by WiTR for support this year.

The fundraising got off to a spectacular start during TFWA Asia Pacific Exhibition & Conference, when Travel Retail Business and guests at TRBusiness' first consumer-led awards ceremony generously donated nearly €6,000.



WiTR will be inviting exhibitors and visitors at TFWA World Exhibition & Conference to help reach the target of €15,000 by entering a draw to win fabulous prizes. Entry into the raffle is via three business cards for €20. Additional commitments from industry colleagues of auction and raffle prizes for the grand draw would be appreciated. Please deliver donations/raffle prizes to the Furla stand (Bay Village Bay 2) by 15:00 on Tuesday 2 October.

This year's meeting takes place on Tuesday 2 October from 17:30 to 19:00 at the far end of the Palais des Festivals Level 1 Business Centre.

'Save the Sea'

A main focus for Paul & Shark (Riviera Village RH8) at this year's TFWA World Exhibition & Conference is the 'Save the Sea' project. It is an example of Paul & Shark's dedication to environmental protection through a collaboration with inspired artist Annarita Serra, who creates artworks using plastic items found on beaches in order to raise awareness of the huge sea pollution problem.

Paul & Shark will be setting the artist, who will be present in Cannes, a challenge – to be announced at the show on Monday. To support the project, Paul & Shark has created a cotton t-shirt and bomber jacket in recycled polyester nylon, 100% derived from post-consumer plastic bottles collected and processed in Italy. The yarn used stands out in terms of design, high performance and quality.

The 'Save the Sea' project will be launched with Annarita Serra at Sunday morning's Regatta, sponsored by Paul & Shark (09:00-14:00, Bay of Cannes).



B+D Readers

Yellow Village A21



A 'Digital Trinity': committed partnerships key to digital transformation

Tuesday morning's Digital Focus Workshop will hear from Shi Ling Tan, Global Digital and Media Marketing Manager, Shiseido Travel Retail, who will discuss how new technologies are revolutionising the beauty sector. She shared a preview of her thoughts with Ross Falconer.



Shi Ling Tan, Global Digital and Media Marketing Manager, Shiseido Travel Retail: "Open collaboration between retailers and brands is key to taking the industry through necessary digital transformation to ensure that we are competitive against all other channels."

The world is in a digital age – most, if not all, consumers are present online and are becoming increasingly comfortable with technology, which makes digital a fantastic opportunity to engage directly with them. Shiseido Travel Retail does not believe in having an isolated 'digital strategy'. It tries to make digital a part of every strategy.

"To put into perspective how important digital engagement is to us, Shiseido Group has developed our Digital Centre of Excellence in New York to boost and enrich the digital capabilities of our entire organisation," explains Shi Ling Tan, Global Digital and Media Marketing Manager, Shiseido Travel Retail. "In addition, within Shiseido Travel Retail we have a dedicated digital strategy team, responsible for creating personalised travel beauty experiences through an omni-channel approach and partnering with key stakeholders to implement these projects."

This connection allows the digital teams to share knowledge, experience and ideas to bring forth digital disruptions that could be another step

forward for the industry. "When it comes to digital transformation, the most effective way to propel all stakeholders into the future is through committed partnerships – a 'Digital Trinity', in other words," says Tan. "This is a key part of my Digital Focus Workshop message – retailers, airports, landlords and brands need to collaborate on shared investment in digital technologies and trust one another on mutual data sharing to more effectively target consumers."

Technological advances and innovations are bringing more and more excitement to consumers. Having an omni-channel framework, with multiple digital touchpoints, allows Shiseido Travel Retail to engage the consumer at every opportunity. "This 360° approach begins from the trip planning stage, where we increase awareness with targeted advertising on popular websites and social media networks," Tan explains. "Close collaboration with retailers and airports is also essential, as it allows us to leverage their CRM programmes and digital platforms to communicate about our brand and offer exclusive sampling opportunities for our consumers."

These engaging online experiences aim to drive footfall and from there, things get creative. "We have launched animations that are not only visually stunning, but also encourage interaction through games, photo booths and sampling."

Examples include the NARS Lip Gallery animation at Bangkok's King Power Downtown Rangnam Complex, and the SHISEIDO Ultimune Power Infusing Concentrate launch in Singapore Changi Airport. Tan explains that these digital interactions enable ongoing engagement with consumers and also tend to create a ripple effect.

"If the consumer enjoyed their experience, they share content via their social channels, creating more awareness and more conversation, generating positive word-of-mouth discussions and so the cycle continues. Ultimately, we aim to create an omni-channel framework that ensures a consistent and seamless shopping experience for travellers."

Digital labelling pilot aims to satisfy industry, regulators and consumers

Delegates in Tuesday morning's Digital Focus Workshop will hear about a groundbreaking new initiative piloted by the European Travel Retail Confederation (ETRC). Julie Lassaigne, Deputy Secretary General, ETRC, shared a preview with Ross Falconer.

We live in a digital age, and duty free & travel retail is at the forefront of this transformation. All stakeholders are looking at digitalisation to boost their commercial activities and better engage with consumers.

"ETRC believes that informing consumers about the product they plan to purchase is no different, and that digital solutions could be used as a compliance tool to meet regulatory demands," says Julie Lassaigne, Deputy Secretary General, European Travel Retail Confederation. "With the support of our industry, our goal is to convince decision-makers that digital labelling meets both the requirements of labelling regulations and the specificities of our unique consumer, the international traveller."

Currently, a number of European countries require product labelling to be in their national language for products sold in duty free & travel retail. Economies of scale mean that, for smaller markets, suppliers have little choice other than to reduce the number of SKUs made available.

While product information in most instances is available in a range of languages, suppliers are not always able to adapt their travel retail portfolio to specific national regulations, as this would not be economically viable. "Many of the products supplied to this channel are travel retail gifting and/or travel retail exclusives, packaged specifically for a global supply chain meeting the needs of a global retail channel, not for national domestic markets," says Lassaigne. "Stickers to meet local language and information requirements is not a satisfactory solution, as this results in damaging the aesthetics of the packaging and is open to errors."

The digital solution proposed by ETRC involves a consumer-friendly platform where product information is displayed in a standardised format. The information is retrieved via the barcode on the packaging scanned



Julie Lassaigne, Deputy Secretary General, ETRC: "Over many months, we have been working with our members to find a pragmatic solution that satisfies the industry, the regulators and our consumers."

by the consumer using a smartphone, scanner facilities in-store and online.

The first phase of a pilot took place on a small scale between December 2017 and May 2018. "The pilot was critical in demonstrating to EU regulators how a multilingual off-the-product system could work in practice in duty free & travel retail, and examine opportunities for rolling out the system on a larger scale," Lassaigne explains.

In the coming weeks, the objective is to launch the second phase of the pilot, which will involve live in-store testing in a number of locations with a consumer survey to gather feedback and assess the performance of the system in a live environment.

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THE NEW
FEMININE FRAGRANCE

Social scene

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:



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Dr Irena Eris



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 Provençal 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.

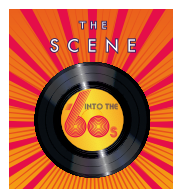
Kindly sponsored by:



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.

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Mediterranean Village N3



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From bespoke touches to curating the best retail environment and teaming form with function – fashion and accessories suppliers are raising the bar.
By Faye Bartle

Wolford's travel retail concept is a 360° offer proposing the right assortment based on its bestsellers and products for travellers, such as support legwear.

The jet set aesthetic

As the ways in which we discover and consume fashion and accessories brands continues to evolve, travel retail is retaining an edge as a premium shopping destination that offers a unique point of difference.

"Over the past 15 years the travel retail market has continued to grow, and there is still huge opportunity for a brand like FRAAS," says Christian Rührschneck, Sales Director Global Travel Retail, FRAAS (Red Village K29). "Today, travel retail is a high-class shopping experience where you can find some of the most prestigious brands in the world. It allows us to reach new customers and market the brand to a diverse range of people – it's the perfect shop window."

With more than 40 travel retail locations around the world, inflight listings with four airlines and onboard the cruise liners of Tallink Silja Line, there's no doubt that FRAAS' range of scarves for men and women is highly visible. "We have actually just launched an exciting new concept for our cruise line customers – the chance to have your scarf personalised with an embroidery of your choice."

Paul & Shark (Riviera Village RH8) is also leveraging its ability to personalise products with embroidery. The brand had a productive 2017, increasing its overall growth across the globe and opening new stores in key travel retail locations worldwide – a momentum it hopes will continue.

"We see opportunities in all sectors and all regions; particularly encouraging is the ongoing development of our cruise line business where we are seeing Paul &

Shark now being featured on routes into Asia, as well as Europe and the Americas," says Catherine Bonelli, Global Travel Retail Director, Paul & Shark. "We believe that, where possible, offering the consumer something different and exclusive in the airport is essential, and our in-store embroidery machine has been one really good example of this, creating an excellent experience for the traveller. Last December, for example, we offered customers in the HKIA Paul & Shark boutique the chance to customise their purchase using the machine. Consumers purchasing a P&S polo shirt could have their name or a slogan applied in just a few minutes – and at no extra cost."

A similar initiative at its Nice Côte d'Azur Terminal 2 store on two days during the Cannes Film Festival, and at the T Fondaco Dei T Tedeschi operation by DFS in Venice, also contributed to an upturn in sales while being a strong branding exercise for the brand.

Beyond personalisation, having access to a captive audience, and the chance to make a meaningful connection with shoppers, is an opportunity that can propel a brand towards its goals. Furla (Bay Village Bay 2) views each new design and concept it launches as an opportunity to capture an entirely new audience. It may come as no surprise then, that the latest financial results showed a 14.5% growth increase in 2017 versus 2016, and the company now has 292 doors in 52 countries.

"I think the most important aspect to ensuring a great shopping experience is by having staff that are fully trained and enthusiastic about what they are





COCCINELLE

selling,” says Gerry Munday, Global Travel Retail Director, Furla. “The store should always look prestigious in terms of visual merchandising, this is down to the brand to ensure all staff within the category are sufficiently trained and motivated. Our initiative has been to increase product and visual merchandise training to four times a year rather than two. This has so far proven successful and we have seen a significant uplift in sales.”

Following the launch of its latest boutique, which opened at Copenhagen Airport in July, Wolford (Yellow Village A19) is focusing its travel retail development in Europe where the brand achieves 76% of its turnover. “An inspiring shopping experience is key in our own stores. With our duty free partners, we are using our own furniture

and fixtures to give the best visual and shopping experience, combined with our bestselling products,” explains Gabriele Smoly, Global Travel Retail, Wolford AG. For its Copenhagen store, new visual effects were introduced to inspire customers.

ANY DI (Blue Village F24), which is collaborating with Eurotrade at Munich Airport, Flemingo Travel Retail at Mumbai Airport, and Dongwha Duty Free in Seoul, also sees great value in setting the right store environment. “For our bags it is extremely important that they’re presented in the right way,” says Anne Dickhardt, Founder and Designer of ANY DI. “One is only able to recognise the innovation behind our products when the presentation shows it. We often use a mannequin to show our bags as backpacks and next to that we show

the exact same bag as a handbag.”

It’s the same story with the SunCover. “The customer will only see the speciality of it, when it is presented hanging on a belt or handbag with a pair of sunglasses in it,” says Dickhardt. “Then the customer can see what’s so special about it and how it can be used.”

A smart selection

When it comes to product selection, striking a balance between ‘want’ and ‘need’ is key. Following the launch of its new beachwear range, which is currently listed inflight with KLM and Asiana for the summer, Morgan & Oates (Mediterranean Village P19) is sharpening its portfolio to ensure its offer is tailored exactly to the location and passenger demographic.

TUMI’s Fall campaign features Rosario Dawson, the well-known actress, producer and activist. ▶

Spotlight on luggage Lightening the load

With changes in baggage restrictions making headlines, luggage suppliers are looking for ways to make life easier for passengers.

“In terms of factors influencing the business, the most obvious is the ongoing and growing demand by airlines for controlled cabin bag allowances,” says Neil Varden, CEO CabinZero (Green Village H56). “These can start at just 5kg with some airlines, so minimising weight and maximising storage capacity is critical. The majority of short-trip and weekend break passengers on low-cost airlines are carrying everything in their hand luggage, so light, tough, practical bags of the right dimensions are key.”

CabinZero’s range of ultra-light, stylish, functional bags includes models with top or side handles, rucksacks and hip bags (popular among ultra-minimalistic travellers), with lots of zipped pockets and pouches for storing gadgets. Each piece comes with integrated lost and found tag and carries a 10-year warranty that can be upgraded to 25 years with a Facebook ‘like’. “People shop at the airport and during the holiday; everyone invariably brings back more than they left with, so the opportunity to buy an additional bag that’s light and durable is very relevant,” says Varden. “To date, the majority of our airport listings are landside, but we see significant potential airside, as well as with other channels

such as downtown/border stores and cruise ships/ferries. We’re looking at developing a free-standing display unit especially for airside sales and are keen to discuss this with potential new partners.”

TUMI (Riviera Village RG14) is seeing a trend for backpacks and hard-side luggage pieces.

“Historically, luggage has only represented about 20% of our sales and for obvious practical reasons the airport store serves as a shop window for large pieces rather than a sales channel,” says Damien Mignot, TUMI Director General Europe. “However, we are focusing on strengthening our position in travel, where our bestseller remains the Alpha luggage line.”

Flying in the face of the current trend towards hard-shell pieces, TUMI has launched Latitude, its lightest luggage collection yet. This is complemented by a range of backpacks across its collections, from the hardwearing ballistic nylon in camo prints to fashion-forward styles in soft leather.

“Younger clients who travel around a lot, moving from home to work, from sport to social activities, look for smaller, lighter pieces which will take them through the whole day. They are also looking for a more varied colour palette and they seem to favour limited edition prints which let them stand out from the crowd,” concludes Mignot.



Minimising weight and maximising storage capacity is critical, says CabinZero.



- ▲ *Bric's (Riviera Village RA7), the luxury Italian luggage and accessories company, is launching twin business collections, Torino and Monza. The first in full genuine leather, the second in genuine leather and technical nylon, both designed with the urban lifestyle in mind. The keywords are design and functionality.*

“The high-street and e-commerce continue to be a challenge for every brand in travel retail,” says Jeannie Archer, Consultant, Morgan & Oates. “We have to continue to show passengers the benefits of buying products in travel retail, whether that is through price or uniqueness. Supplying our product exclusively to the travel retail market gives us an advantage, as passengers cannot compare prices on the high-street.”

Mastering the art of the perfect shirt is something that Camiccissima (Mediterranean Village N1) has become famous for. “We believe that focusing on this product, and producing it in every model and pattern, is key to our success,” says Fabio Candido, CEO of Fencia s.p.a. “We offer six different fits (three casual and three formal), ranging from a skinnier fit to a baggier fit, with cuts ranging from 14½ to 20½, which enables us to satisfy the demands of every man.”

- ▼ *ANY DI is concentrating on the strengths of its products.*



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▲
Heidi Klein (Yellow Village F46), Britain's largest luxury beachwear label, has announced the expansion of its iconic swimwear and resort-wear collections, with new ranges of accessories being presented at TFWA World Exhibition & Conference. Following the huge success of the brand's raffia offerings, the brand will showcase an extended range of bags, including new waterproof styles, new shapes and colours, and new lower entry price-points including fashion-forward, meticulously-crafted wallets.

The company currently has 17 travel retail shops and plans to strongly increase its presence moving forward. Its concept store has been designed to feel like stepping into a large wardrobe at home, with a simple, bright design with ceramic sculptures of sewing machines on display.

"It's clear that our bestseller in airports is the non-iron shirt – we focus a lot on this product, because it is ideal for travelling," says Candido. "Folded and placed in your luggage, it is perfect to wear and appears recently-ironed once you have reached your destination."

Teaming fashion with functionality answers a need that is especially relevant for those who are travelling. It's something the ANY DI range has mastered, with its innovative strap system, which makes it possible to transform a luxurious handbag into a practical backpack.

Eden Park (Blue Village E4) has created a menswear line for the duty free market, which features polo shirts, jerseys, long-sleeved pieces and trousers, and is a celebration of France and its colours: blue, white, red.



Spotlight on Liu Jo

Marco Marchi, President & Head of Style of Liu Jo S.p.A. (Mediterranean Village N3), answers our questions...

What do you think are the biggest opportunities for your brands in travel retail?

As a strong global brand in our domestic market, we still have a lot of opportunities to grow in all the key regions. In terms of sales, we do see that performance in our corners grows significantly when we commercialise the best mix of apparel, bags and accessories, showing the consumer the total look of the Liu Jo brand and, in turn, the possibility of a versatile and qualitative total look. The 'physical' space in airport stores and cruise stores is quite limited, so we are working to optimise performance per square metre.

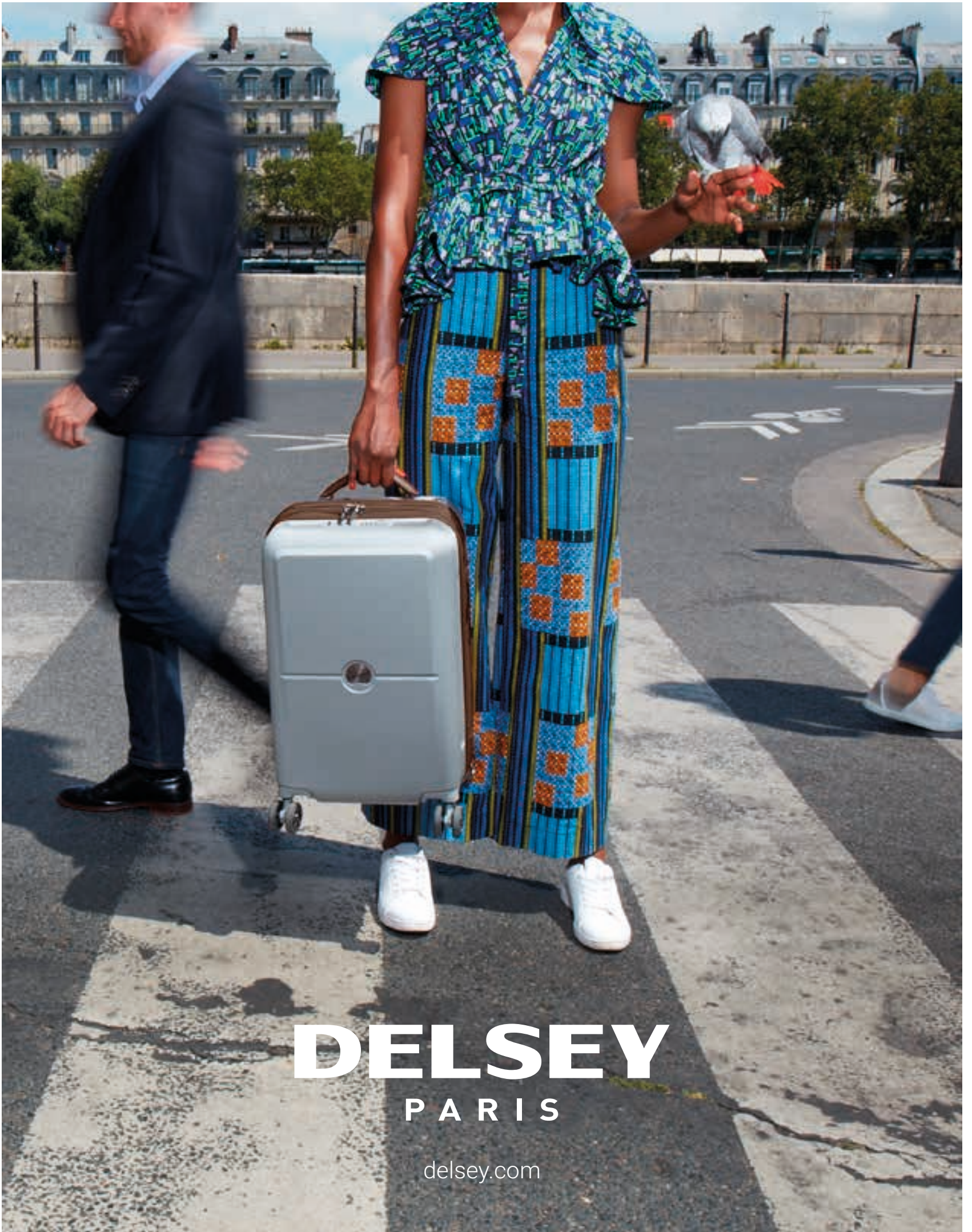
How are you elevating the shopping experience?

We are supporting our bestselling locations with professional assistants. Each season they receive full brand and product training, retail knowledge, visual merchandising guidelines and advice on sales techniques in order to offer a superb service to the consumer and increase the performance at the point of sale. Besides this, we do have of course a big number of POS support solutions to differentiate Liu Jo corners and shop-in-shops among the other brands.

How do you create a luxurious ambience at the POS?

With more than 400 Liu Jo monobrand stores globally, the brand has a lot of experience creating a premium ambience, as we do in our corners and shop-in-shops in travel retail. We do have specific retail concepts that support the message and the identity of our different product lines, harmonising them in a premium and elegant environment with sophisticated design elements that emphasise the style of the collections.





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“For the bags, the simple, clean and classic colours are very good because you can use them in many different occasions,” says Dickhardt. “You can also give your bag a special look with our accessories. Our bestsellers are those with strong design features.” The SunCover ‘eyeccessory’ in Black Red with heart eyes and the SunCover Cat Eye are just two examples.

FRAAS is keeping a close eye on trends. “Throughout the summer, blues and browns are particularly popular with our male customers, while reds, greens, whites and stripes are popular with our female customers,” says Rührschneck. “Our big scarves and ponchos are some of our bestsellers among travellers. They are a great addition to a wardrobe, as they can be used as a fashion accessory for style or for extra warmth on a chilly evening.”

Individual style

The look, feel and function of the materials also sends a message to shoppers. In Paul & Shark’s case, that’s via clothing designed to ensure maximum comfort when travelling (think no crease fabrics and ultra-light, foldable jackets) and rainproof treatments. “In travel retail, the consumer continues to desire something different and unique,” says Bonelli. “Paul & Shark caters to this by providing constant attention to quality and advanced technologies.”

Camicissima only works with natural fabrics: 100% cotton or 100% linen for its shirts, and 100% silk for its ties. “In the summer, we place a lot of focus on a collection of linen shirts with strong, lively colours that are piece-dyed, printed, or



FRAAS works hard to ensure that all of its POS merchandise and shops match the look and feel of its scarves, and encompass the qualities of the brand.

striped,” says Candido. “For our 100% cotton shirts, the single-colour finds its best expression in slightly textured fabrics, and the printed patterns are fresh and colourful, produced on clear, neutral backgrounds.”

This season, the collection is completed with a wide range of pure cotton polo shirts, with colours in shades of blue and summery tones of green, fuchsia and red. The breathe polo shirt, made from 100% cotton, helps the wearer avoid sweat patches thanks to an external hydro-repellent surface teamed with absorbent qualities on the inside.

“In general, the consumer does not only buy according to the latest fashion trends and brands anymore, but it is also becoming about functionality and values that the customers care about themselves,” explains Dickhardt. “These are, for example, freedom and flexibility and to not compromise. With our products you can be luxurious, sporty, alternative, hip or whatever you want to be, depending on how you wear and combine our bags. We will keep doing what we are doing right now and develop our collections in that direction to provide women as much added value as possible.”

Indeed, in the near future we can expect to hear more news of inflight development, further to its listings with Tiger Air and China Airlines, with more updates in the pipeline.

“The main consumer trend we continue to see is the pursuit of a high-quality product with an accessible price,” summarises Munday. “For over 90 years the brand has been guided by the idea that ‘every woman deserves beauty and quality at a fair price.’” And when luxury is more inclusive, the only way is up.



Due to the popularity of the 100% Silk Beach Tunic, Morgan & Oates has added a variety of new floral and tropical prints in vivid and bright summer colours.



Furla seeks to team the perfect location with the right space and environment to allow for an accurate reflection of the brand’s DNA.

As a luxury lifestyle brand, Paul & Shark seeks only locations and destinations that correspond to this luxury brand environment.



Learn more about the fashion & accessories innovations being presented at TFWA World Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com). Scan this code to visit the TFWA Product Showcase



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Rodenstock GmbH handles the travel retail business for Porsche Design Eyewear on a 15-year licence and is enjoying an excellent level of business in key locations across the globe.

The *bright* side

Sunglasses suppliers share how, in a consistently high-growth product category, they are scaling operations sustainably, and maximising their chances to shine. By Faye Bartle

A natural fit for travel retail – who isn't tempted to splash out on a new pair of sunglasses en route to sunnier climes? – the sunglasses category is going from strength to strength. And with an impressive amount of research available on what it takes for the category to succeed as a whole, and a high level of activity among suppliers, retailers and operators, the bar has certainly been set high.

Rodenstock GmbH handles the travel retail business for Porsche Design Eyewear (Riviera Village RE17) on a 15-year licence and is enjoying an excellent level of business in key locations across the globe.

"Sunglasses is one of the most sought-after categories in travel retail and consumers are always looking for new lifestyle brands," says Petra Eckhardt-Koestler, Business Unit Eyewear, Director Global Retail & Optical Key Accounts, Rodenstock. "Porsche Design is unique in that it is one of the few high-end brands aimed at men, offering a technically-inspired collection with a functional design approach and an iconic label behind it. We are ready to support our retail partners with best-in-class merchandising and display tools, activations and promotional support. We see potential in all distribution channels."

With a global travel retail team headquartered in

Munich, along with local partners offering support in strategic locations (the company works with ALG Distributors in Asia, for instance), Rodenstock has the infrastructure needed to act swiftly and precisely. In Cannes, buyers can check out brand-new models from Porsche Design's super-lightweight Ball Tec series: two sunglasses models, each available in four colours, with the special feature being the innovative hinge – the ball on the end of the temples that ensures the highest flexibility.

Also on the radar are the Silhouette SUN collections, which are currently available in ground stores at strategic airports, as well as inflight on premium airlines. The next step for the brand is to successfully implement the new SUN 2019 collection from October.

"We will be showing a wider array of products to strengthen our visibility," says Michael Schmied, Product Manager Silhouette Sun, Silhouette International (Riviera Village RE9A). "Our three highlight products Accent Shades, Active Adventurer and Sun C2 are extremely exciting, so it is something you can definitely look forward to."

It's a step change for the brand, which has already fostered impressive success with its optical collections. "Silhouette is known as one of the leading brands

when it comes to optics, so we are now putting our efforts on the re-launch and strengthening of our sun business," explains Schmied. "We have developed a never-seen-before colour and lens concept, Silhouette Light Management, which will be launched in October as well. Our own lens production, Silhouette Vision Sensation, enables us to create functional design-shades that bring new opportunities for our business partners and ourselves. The benefits for our end-consumers are endless and so we are focusing on a stronger B2C approach with this new collection."

Maui Jim (Green Village M59) has achieved a very good performance so far this year and, moving forward, aims to continue its collaborations with key partners and retailers to bring innovative promotions and travel retail 'theatre' to consumers.

"We have exciting new developments such as MAUIGreen and Maui Jim Dual Mirror lens coatings to roll out, as well as an ever-growing selection of stylish frames in fashionable colours and lens treatments to tempt the shoppers," says Giles Marks, Travel Retail Director, Maui Jim. "We see the greatest opportunities in untapped airport locations, primarily in Asia, which is where we will be focusing our efforts."

The exclusive model dedicated to travel retail – the BY0014-H model – has a timeless design perfect for daily life.



New license agreement

Last May, Marcolin (Blue Village B13), one of the leading companies in the eyewear industry, and Bally, the historic Swiss luxury brand, announced the signing of an exclusive worldwide license agreement for the design, production and distribution of sunglasses and optical frames for women and men with the Bally brand.

At TFWA World Exhibition & Conference, Marcolin is presenting to its customers a preview of the first collection by Bally, which includes a special style exclusively designed for the travel retail channel.

The Bally collection offers an interesting combination of timeless shapes and modern details, warm and cool tones, classic and flashed lenses, for an amazing result. The collection interprets in a sophisticated way the iconic elements of the brand, such as the Bally stripe and the grip, as an homage to the Bally origins and DNA.

The exclusive model dedicated to travel retail – the BY0014-H model – has a timeless design perfect for daily life. It features an acetate structure in havana colour, enriched by the metal Bally logo on the temple and the iconic stripe in the original colour: red-white-red.

High growth, low stress

While the growth statistics for the category can be intimidating for some, taking a measured approach is helping suppliers to scale up at a pace that's right for them. So how exactly are they doing this? "Carefully," reveals Marks. "Specifically, we are constantly looking at unique marketing opportunities to push the brand to all travellers. We have a strong team behind us and one of our selling points is our ability to fulfil orders and restock quickly, so we do not need to maintain high stock levels at sales outlets."

As Germany's leading manufacturer of lenses and frames, Rodenstock is confident in its ability to grow and develop. Founded in 1877, the company is represented in more than 85 countries with sales subsidiaries and distribution partners. "We have a great deal of experience and knowledge to bring to the global travel retail channel," says Eckhardt-Koestler. "Our global travel retail team is based in Munich (supported by local teams), and from here we are able to deliver the highest service levels in all relevant areas needed to succeed at the best sunglasses locations in the global travel retail channel. We are very service driven, focused to the needs of global travel retail companies and their consumer profile."

Being adaptable plays a key role in the company's success.

"The sunglasses category covers all price points, from low-cost fashion through to luxury, and all are important," says Eckhardt-Koestler. "So, within the airport or downtown store, there needs to be a balanced offer within the sunglasses category to ensure all price points are covered. Obviously, this needs to be in line with the passenger demographic of the airport too, but the offer should still be representative. The dynamic clearly differs depending on region and channel: demand on cross-channel ferries or low-cost flights taken by those going on holiday is more likely to be for fashion brands, while a greater proportion of customers going through key Asian airports are more inclined to look for designer names. You have to be adaptable to all channels."



Silhouette is rolling out its new SUN 2019 collection from October.



Maui Jim ensures the features and benefits of its polarised sunglasses are always well communicated to shoppers.

Silhouette underlines its Austrian heritage in order to stand out: premium eyewear made with precision. "There is no space for compromises within our product policy, and quality is always a matter of fact," says Schmied. "Our sun collections are listed on various premium airlines and in ground stores worldwide,

and we are going to expand in the travel retail sector within the next few years. Silhouette Vision Sensation and Silhouette Light Management, in combination with outstanding designs, will make that possible."

Future vision

In terms of where suppliers are heading, we can expect to see unique styles and engaging demonstrations.

"We are not desperately searching for the biggest upcoming trends because we are only influenced by them and not dictated," explains Schmied. "Our in-house design team always has its eyes and ears open, but we take upcoming trends and transform them into a unique Silhouette design signature. We will never follow any short-term trends blindly. We will always adapt it to our design approach: iconic minimalism, which is characterised by clear, flowing and minimalist lines."

And while there are many suppliers that are utilising their experience in the channel to inform the business on the domestic markets, it's the other way around for Rodenstock. "Porsche Design is already very well known on the domestic markets internationally for its range of men's fashion and accessories, including timepieces,

At TFWA World Exhibition & Conference, Porsche Design is showing brand-new models from its innovative Ball Tec series.





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Maui Jim continues to push the envelope with enhanced technology in lenses and frames.



Silhouette's in-house design team always has its eyes and ears open for upcoming trends.

bags and luggage, sound and electronics and more – as well as sunglasses, of course,” says Eckhardt-Koestler. “We are seeing excellent growth in domestic markets globally in Asia, the Middle East and Eastern Europe. These markets are a priority for us in travel retail for 2018-19, along with North America.”

Maui Jim continues to emerge as a market leader, bolstered by its demonstration techniques designed to engage the consumer at all its travel retail locations and help them better understand the features and benefits of its polarised sunglasses.

“As a mono ‘lifestyle’ brand with superior polarising lenses, we continue to push the envelope with enhanced technology in lenses and frames, and we have placed a strong emphasis on our new Asian Fit collection,” says Marks. “We noted the developing trend for mirror coatings and have successfully launched Blue Hawaii and

Maui Sunrise onto the market in a range of styles, from sporty aviators to trendy nylon fashion frames. Now we are taking the next step with the launch of the iridescent MAUIGreen and the graded Dual Mirror lenses.”

As is the case with all categories, the marketplace is extremely competitive.

“We continue to focus on the pillars of success: being the number one polarised global brand, offering

a superior product and offering new technology and styles, combined with sales training and exceptional customer service. We have always supported similar marketing platforms with our global domestic distribution,” offers Marks. “This has allowed us to utilise marketing resources to effectively elevate the brand, regardless of the retail environment.” And when you find a strategy that works, why change?



Learn more about the sunglasses innovations being presented at TFWA World Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com). Scan this code to visit the TFWA Product Showcase



TRAVEL RETAIL
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THE **UNIQUE** SHORT-FORMAT CIGAR

Perfect journey

TUMI has released a global marketing campaign to coincide with the launch of its newest women's collections, Georgica and Mezzanine, and the Fall 2018 launches of Mariella and of Voyageur, the key collection in travel retail.

The TUMI stand at TFWA World Exhibition & Conference will be fully branded to reflect the new campaign.

The TUMI women's campaign showcases TUMI's range of unique women's products, which allows you to shift appearance, location and motivation with ease as you connect from one journey to the next, so you never have to be one thing. You can be them all.

The campaign features one woman, played by actress, producer and activist Rosario Dawson, embodying four different personas. Each mode features vastly different ambitions, appearances and bag styles, but there's one thing they all have in common – each is on their perfect journey.

Georgica, Mezzanine, Voyageur and Mariella will be offered in a range of styles, sizes and colours, and will be available in TUMI retail stores worldwide and on TUMI.com.

 **Riviera Village RG14**



Innovative menswear

Since 1939, menswear brand Boggi Milano has been providing garments for cosmopolitan gentlemen attentive to their personal look. Its values are primarily Italian style and traditions, quality products, customer-oriented service, and an excellent quality-price ratio.

This year, Boggi Milano comes to TFWA World Exhibition & Conference with its Autumn/Winter 2018-19 collection, which represents a radical departure with respect to previous years, propelling the company into a new stage of development, with an innovative menswear style based on the combination of classical and sportswear characteristics. The new collection makes it possible for every customer to create his own unique style. An analogous approach to more formal wear is offered by the Su Misura made-to-measure service, by means of which customers can personalise their suits by choosing from over 150 quality Italian-made textiles, along with details and finish such as linings, buttons, buttonholes and accessories. Just another example of Boggi Milano's dedication to a satisfying retail experience.



 **Bay Village Bay 11A**

Super soft plush

Soft-toy specialist Aurora arrives in Cannes this year with its extensive range of own-brand and licensed plush for children and young adults, including a new concept called Travelling Ted which is exclusive to global travel retail.

The perfect companion for travelling children, 20cm Ted is available in various quantities and is made of super-soft plush meeting all safety requirements.

Additionally, two global phenomena will come together on the Aurora stand – the Japanese-inspired lifestyle brand Tokidoki and Blind Bag, the newest craze among kids around the world.

Aurora brings those concepts together introducing new figures in its Tokidoki collection – Cactus Friends – available both as plush as well as in Blind Bags complete with counter display unit, holding 12 pieces.

Cactus Friends comprise a range of characters sporting protective cactus suits designed to represent the fragility, strength and purity of life. The plush collection includes SANDy, Sabochan, Bruttino and Cactus Dog, while the Blind Bags offer children the chance to collect one of four different plush clip-ons (Tortellino, Carina, Timidina and Salamino).



 **Green Village K67**



Lose your inhibitions

Puig is arriving at TFWA World Exhibition & Conference to showcase the latest addition to the Paco Rabanne XS fragrance line, which first launched in 1993.

Described as a "fragrance without inhibitions", Pure XS For Her is a floral scent created by Givaudan perfumer Quentin Bisch. The fragrance opens with ylang ylang, jasmine and vanilla, followed by notes of popcorn, musk, milkwood, sandalwood and ambrette seeds.

The pink Pure XS For Her fragrance bottle features bold edges and curves. A gold serpent wraps around the top of the flacon.

Model and actress Emily Ratajkowski stars as the face of Pure XS For Her.

 **Riviera Village RE19**

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Stylish statement

Hanse Distribution will present the brand Bracenet at TFWA World Exhibition & Conference. Bracenet has set itself the task of drawing attention to a serious problem which is affecting our seas and oceans: the so-called ghost nets. The discarded, lost or abandoned fishing nets are sometimes called 'ghost nets' because they continue to fish unchecked.

Bracenet makes unique wristbands from the waste fishing nets that are collected by Healthy Seas and Ghost Fishing and together the two organisations recover the nets – they are cleaned and sorted by Nofir AS and then Bracenet manually produces bracelets – a stylish statement for the protection of the seas and oceans.

The colours of the Bracenets only come to light after cleaning. Every Bracenet is given a number and the buyer can see which particular piece of the net they are holding in their hands. In combination with the matching stainless-steel lock, every Bracenet becomes a unique piece which is sure to attract attention.

Red Village K22

Anti-aging, technological, innovative

SIRPEA Spa is presenting iCare – an anti-aging, technological and innovative cosmetics line.

The objective of iCare products is to slow down the physiological processes of skin aging and improve skin tissue by means of unparalleled formulations that are not available on the traditional market.

These high-quality treatments are suitable for all skin types, including sensitive and intolerant skin, and correct such diverse skin problems as wrinkles, expression lines, dark spots, redness (couperose skin), dark circles and bags under the eyes, etc.

The iCare line uses advanced formulas without parabens, liquid paraffin petrolates, allergens, or synthetic colourants, or indeed any harmful substances that often cause allergies.

It is described as the most valid alternative to invasive surgery/aesthetic procedures available today – the quality of the products is assured by the company's thoroughness and ethics from a pharmaceutical perspective.



Green Village H46



Rare whiskey

PROXIMO is announcing the fourth edition of THE STEAMSHIP COLLECTION, the global travel retail exclusive from Bushmills Irish Whiskey, at TFWA World Exhibition & Conference.

Developed to offer travellers a rare Irish whiskey they cannot find in domestic markets, THE STEAMSHIP COLLECTION is inspired by the voyages of the SS Bushmills, a steamship launched in September 1890 to deliver Bushmills Irish Whiskey to new corners of the world.

“We are excited to unveil another rare whiskey at TFWA World Exhibition & Conference, and we encourage all visitors to the exhibition to stop by our PROXIMO stand to sample our new whiskey, as well as other Bushmills products from the world’s oldest licensed whiskey distillery,” says David Phelan, Global Travel Retail Director, PROXIMO.

The new variant in THE STEAMSHIP COLLECTION follows the release of the SHERRY CASK RESERVE in 2015, PORT CASK RESERVE in 2016, and the BOURBON #3 CHAR CASK RESERVE in 2017. Expressions from THE STEAMSHIP COLLECTION are available at duty free outlets across the globe, including London Heathrow, Hong Kong, Frankfurt, Dublin and Chicago.

 **Bay Village Bay 16**



Multi-use skincare

Spongellé LLC is a Los Angeles based company specialising in innovative delivery systems for the personal care and consumer products industry. The Spongellé Multi Use Facial Buffer & Cleanser is a buffer infused with cleansing gel, and is perfectly packaged and designed to gently cleanse, exfoliate, and nourish the skin – all in one easy application.

Rich lather quickly foams, while delivering nourishing and soothing ingredients, leaving your skin feeling supple and glowing wash after wash. Custom blended ingredients make the Spongellé Facial Cleanser unique and easy to use. One Spongellé Facial Buff and Cleanser is equivalent to 6oz of bottled facial cleanser.

It is infused with Carrot and Cucumber Oils that are rich in Beta Carotene and ProVitamin A; contains Omega-6 fatty acids, which are effective for treating dry skin; and contains other oils such as Vitamin E, B1 and C.

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Riviera RG 16



Inspiring femininity

For its latest fragrance, CALVIN KLEIN draws inspiration from the multifaceted identity of femininity today, from the empowered reality of modern women and their myriad interpretations, to invent a new scent, the first CALVIN KLEIN fragrance developed under the vision of Chief Creative Officer Raf Simons – CALVIN KLEIN WOMEN.

The CALVIN KLEIN WOMEN campaign, which will be on display at Coty's stand, stars two women helping to shape a profound new Hollywood landscape: Lupita Nyong'o and Saoirse Ronan. These inspiring women have chosen figures from the past who have inspired them – icons of femininity that have shaped their identities, as creatives, and as women.

CALVIN KLEIN WOMEN is a play of contrasts, as infinitely varied as the personas of the women who inspire it. The light pink-hued fragrance builds around three core ingredients – delicate orange flower petals, fresh eucalyptus acorns, and a rich Alaskan cedarwood, combined with black pepper and lemon Sfuma, a bouquet of Magnolia Grandiflora and Jasmine Absolute, and the seductive strength of Olibanum essential oil and Ambrox Super.

Marine Village Foyer 3/S13/S15

Timeless designs

FIYTA is exhibiting its latest collections Solo and Klover at TFWA World Exhibition & Conference. 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 and power. The angular lines of the hinge lug are integrated with a three-layered case structure. Partial models use a ceramic bezel equipped with timescale to add a steadfast feeling to the watch. The watch carries a 60-hour power reserve movement to echo with young men's steadfast and devoted values, with reliance on its well-equipped configuration.



The Clover Collection symbolises lucky time. According to legend, the clover known as lucky leaf has four leaves representing love, health, honour and happiness. Wear the watch and you can wrap happiness on your wrist. The dial, which is made of mother of pearl, will change hues and shine resplendently under the sun. Each dial is like a human fingerprint, making women look unique and confident. The large round dial is elegant, exquisite and graceful; the clover on the dial and second hand is impeccable and ethereal, shining with warmth and love.

Yellow Village E38

Ginlicious flavours

New Whitley Neill Aloe & Cucumber Gin and Whitley Neill Parma Violet Gin will join the line-up of award-winning artisanal spirits that will be exhibited by Halewood Wines & Spirits aboard Clara One yacht in the Harbour Village at TFWA World Exhibition & Conference.

Like their predecessors, the unusual flavoured full-strength gins will be launched in travel retail worldwide in travel-exclusive one-litre bottles.

The Whitley Neill portfolio now comprises the original best-selling Whitley Neill Handcrafted Dry, which is selling fast in travel retail in the UK and across Europe, and its full-strength flavoured variants, including Rhubarb & Ginger, Blood Orange, Raspberry, Quince and Lemongrass & Ginger.

Halewood will also showcase Whitley Neill Rye Vodka, Blood Orange Vodka and Rhubarb Vodka, as well as a selection of the company's other premium spirits, including Marylebone Gin, City of London Distillery Gins, and the company's latest acquisition, Dead Man's Fingers small batch spiced rum.



Harbour Village CLARA ONE

Style on the go

At this year's TFWA World Exhibition & Conference, Braun's stand will be transformed into a personal care boutique, just like in major airports around the globe.

Tax Free Trade, the global executive agency appointed by Procter & Gamble to handle Braun and Oral-B in the travel retail channel, did not hesitate to go the extra mile for visiting buyers. The stand features a digital 'Lift & Compare Unit', enabling shoppers to get an electronic intro per product and compare shavers or stylers in order to ease up trade.

For both Braun and Oral B, the target group in travel retail is huge – every male passenger needs to shave or style during a journey. Oral-B, the global number 1 in oral power care has an even wider appeal as it covers impulse purchases around the world.

Mediterranean Village P15



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BAY VILLAGE - BAY 1B

Chocolate carnival

GODIVA's 'Chocolate Carnival' Collection will shake-up the premium chocolate experience next year with product offerings inspired by the tantalising sights, sounds, and tastes of the world's most vibrant celebrations of life and love.

GODIVA will invite adventurous customers from around the world to join its year-long 'Chocolate Carnival' to celebrate each of life's wonderful moments with edgy and exquisitely-crafted Belgian chocolate creations.

GODIVA's visionary Chef Chocolatiers have captured the energy and sensations that define the world's most exciting carnivals to drum up daring chocolate recipes that tickle the senses and make the taste buds rejoice.

The Chocolate Carnival Collection contains some of GODIVA's boldest flavour and texture combinations yet, like popping candies nestled in a refined milk chocolate and white chocolate mango ganache flavoured with a hint of chili pepper. The carnival will extend to selected airport stores as shoppers are invited to 'Shake up their Senses' at a series of mini-fiestas from April through August 2019.

 **Yellow Village F33**



Multi-category credentials

Victorinox returns to TFWA World Exhibition & Conference with a strengthened product portfolio across Travel Gear, Fragrances and Watches.

Werks Traveler 6.0, a new collection of hard and soft side luggage, has been added to the Travel Gear portfolio. The collection consists of a Global Carry-On, a Frequent Carry-On and medium, large and extra-large suitcases, all available in both hard and soft side. Three colours are available: black, blue and grey.

Werks Traveler 6.0 luggage boasts an Expandable Pack More System, including a padded sleeve for protection of laptops, and an expandable pocket. The removable suiter feature allows for neat folding, and x-shaped compression straps keep all garments tightly in place.

Another key feature is the multi-tool, comprising a SIM card replacement tool, ID-Tag and pen. For on-the-go charging, the Carry-On includes a flush mounted, integrated and covered USB port, enabling attachment of a battery pack inside the case.

Meanwhile, Swiss Army STEEL For Men is the new Victorinox signature scent created for the modern man, and the pillar of the Victorinox watches offering is the I.N.O.X. collection.

 **Bay Village Bay 17B**



Stand-out packaging

The González Byass travel retail offering goes from strength to strength. The launch of the Tio Pepe and London No1 Gin Traveller Edition brands, exclusive to travel retail, reinforces Spain's top premium wine and spirits producer's commitment to the category. The world's leading Fino Sherry brand is driving its presence in the duty free retail sector with a striking Andy Warhol-inspired pack with great shelf stand-out. London No1 Gin, González Byass' leading super-premium London Gin, has also launched this year with its own Traveller Edition special travel retail packaging, which reinforces the brand's premium positioning.

"Our exclusive Traveller editions for Tio Pepe and London No1 are examples of our brand commitment to the sector and, thanks to the positive response we have had in airports and airlines, ferries and cruises, we will be launching more travel retail exclusives in the future," comments Diego Talavera, International Sales Director, González Byass.

 **Red Village J12**



Youthful appearance

Created in 2006, the Bellefontaine Switzerland skincare brand has opened the doors to the world of anti-aging through unparalleled luxury for an elite clientele looking for youth and excellence. Bellefontaine takes a 360-degree anti-aging approach against free radicals to protect the skin.

Based on natural and precious ingredients from the Alps, pure water from glaciers, and the most recent discoveries in biotechnology, it is the power of their qualities that incites desire. The aim is to fight against soft inflammation, one of the main causes of skin aging, through the creation of a unique and revolutionary complex, EDELGEN®.

EDELGEN® is a unique and powerful complex that can strengthen the skin barrier for an optimum anti-aging protection. Composed of an edelweiss flower extract, EDELGEN® is combined with the benefits of six plant-origin anti-radicals, which work together to combat soft inflammation and provide a potent solution to the effects of oxidative stress. Edelgen® protects the skin against the harmful effects of the sun, cold and dryness in the air, while increasing the hydration of its uppermost layers.

 **Red Village L21**



GERMANY SINCE 1880

**Steiff, the inventor of the
Teddy bear and the world's
most prestigious toy brand
from Germany.**

Mediterranean village N17



Ken Wakatsuki
Head of Global Travel Retail
ken.wakatsuki@steiff.de

Rare expression

L leading super-premium bourbon Woodford Reserve has announced the ultimate expression of its American Whiskey, Woodford Reserve Baccarat Edition, which is being unveiled at TFWA World Exhibition & Conference.

“We are launching this luxury product in travel retail because sophisticated consumers are seeking premium brands – and Woodford Reserve leads the ultra premium bourbon category globally,” says Marshall Farrer, Senior Vice President and Managing Director of Global Retail Travel for Brown-Forman, the parent company of Woodford Reserve.

This limited offering – \$1,500 a bottle and available exclusively in Duty Free Stores for one year starting May 2019 – is described as the world’s finest bourbon, further aged to perfection in hand-selected XO cognac casks at the historic Woodford Reserve Distillery in Versailles, Kentucky.

It’s the first and only American whiskey to be bottled in Baccarat and combines the renowned traditions of classic French elegance and American spirit. The product showcases exceptional craftsmanship – as crystal makers and distillers, Baccarat and Woodford Reserve both take raw materials and create masterpieces.

Beach Village Beach 03



Travel light

M any businesses have stories behind them, but few more poignant than that of first time exhibitor CabinZero and its founder and CEO Neil Varden. Two victorious battles with cancer – the second despite the most ominous of diagnoses – saw Neil leave his IT profession vowing that he would only ever work for himself in future. After trying a number of businesses, with varying success, in 2012 he found himself in the bags business. Within a few years and Varden’s business has taken off with over 1,200 points of sale in more than 30 countries and an ever-growing fan base on social media.

CabinZero bags come in four different volume sizes to fit any airline’s luggage standard with choices of side or top handle, or rucksack style. Up to 23 colours are available, along with a Flags design, catering for all tastes from ultra-modern to conservative. The range also includes Cabin Cubes for compartmentalising products inside bags and a wide range of hip bags. All bags include lost and found tags and come with a 10-year guarantee (upgraded to 25 years with a Facebook like).

Green Village H56



Precious fragrances

M avive comes to TFWA World Exhibition & Conference once again to present its latest innovations in the fragrance sector.

Ermanno Scervino Maison, founded in 2000 in Florence, has become a synonym of the Made in Italy quality and international style. Ermanno Scervino enters the perfumery world with an exclusive creation, conceived by the creative genius of the designer, Ermanno Scervino, and in cooperation with the 30-year expertise of Mavive. The first fragrance by Ermanno Scervino embodies elegance, glamour, luxury, and femininity, resulting in an object that is precious, exclusive, and iconic.

The Merchant of Venice continues its journey in the Far East with the launch of a fragrance inspired by the aromas and precious materials of Asian lands: Blue Tea. The magical story of Blue Tea stems from Marco Polo’s extensive travels to China in 1265, to meet with the legendary Mongol Emperor, Kublai Khan. Today, following in the footsteps of the Italian explorer, the fragrant aroma of a blue-tea infusion brings alive these incredible tales of distant lands with the delicate and mysteriously romantic blue petals of the butterfly pea flower, commonly found in South East Asia.

Red Village M30



Treasures of Arabia

T o celebrate the 10th anniversary since the launch of the first and finest camel milk chocolate, Al Nassma is delighted to announce the global launch of its whole nut edition.

Al Nassma is more than the first and finest camel milk chocolate. It symbolises the discerned taste of the Arabian world and a unique quality product. For the traveller, Al Nassma is the treasured memento of Arabia. For others, it is the refined ambassador of Arabia and a valued gift to show appreciation.

Nominated in the TRB Travel Retail Awards in Singapore last May, the range consists of three SKUs: Camel milk chocolate with whole hazelnuts; Camel milk dark chocolate 70% with whole almonds; and Camel milk white chocolate with whole pistachios. Visit Al Nassma’s stand to taste the difference.

Blue Village F1

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Añejo XO

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COMES WITH AGE

NOW AVAILABLE:
Exclusive Travel Retail Gift
Box and 4-Count Cigar Packs

COME AND VISIT US:
Yellow Village Booth H49



Exceptionally Old

Balmoral Añejo XO cigars are the result of an intensive blending process with exceptionally aged tobaccos: an Añejo blend crowned with a sun-grown Arapiraca wrapper. After blending the cigar, it took another 6 months of aging to marry all its flavors. Let yourself be seduced by notes of cedar wood, cacao, spices and underlying sweetness.

Boris Wintermans

Petit Robusto FT | Rothschild Masivo | Gran Toro



www.balmoralcigars.com

Butlers

CHOCOLATE MASTERS, SINCE 1932

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**TFWA CANNES 2018
L56 GREEN VILLAGE**

DARK CHOCOLATE MINI BARS



Perfect pair

Anthon Berg is proud to present a unique new concept of the world-famous liqueur-filled chocolates – The Single Malt Scotch Collection, which will take the liqueur-filled chocolate category to a whole new level.

Anthon Berg has teamed up with five of the world's most renowned single malt Scotch whisky brands and created a unique tasting experience in this exquisite collection.

The Single Malt Scotch Collection is the perfect masculine product, which oozes superiority in the uncompromising quality of the whisky as well as the chocolate.

As the undisputed global leader of the liqueur-filled chocolate bottles, Anthon Berg wants to sweep the consumer off their feet and invite them to embark on a food-pairing journey by combining 50% premium dark chocolate with five diverse single malt Scotch whiskies, ranging from the smooth and naturally rich and pleurably warming, through to the massively peat-smoky and dry. Five single malt whiskies spread out widely on the flavour map, but all distilled, matured and bottled in Scotland.

Blue Village B7



Global brand refresh

Grant's, the world's number three Scotch whisky, has announced a global brand refresh, which includes striking new packaging with a renaming of its signature blend to Triple Wood, a refined Cask Edition range and a new direction for its communications campaign. The relaunch also includes upgraded packaging for Distillery Edition, its global travel retail exclusive, which is being presented – together with the complete Grant's family – at TFWA World Exhibition & Conference.

The use of wood plays an important role in the creation of Grant's. Grant's Triple Wood liquid is rested in three types of cask – Virgin Oak which provides spicy robustness, American Oak lending subtle vanilla smoothness, and Refill Bourbon bringing brown sugar sweetness – for a truly rich, smooth and mellow taste.

Also using the Triple Wood process, Grant's Triple Wood Smoky is matured in three types of casks.

Grant's Distillery Edition is a global travel retail exclusive blended Scotch whisky, which is bold in flavour, non-chill filtered, and bottled at 46.3% ABV. Packaging has been upgraded with a more premium gift carton and mentions the GTR exclusive nature of this product.

Golden Village G02



African roots

Continually proving to be one of the most popular spirits purchases in global travel retail and across markets in the Americas, Africa and Europe, Amarula, available at Distell's stand, represents Africa in a bottle, with all locally sourced ingredients handpicked and handcrafted to create distinctive and unique taste profiles for special occasions. With decades of experience as one of the world's most enticing cream spirits, Amarula is proud to announce the launch of its new premium liqueur, Vanilla Spice, which aims to provoke the spicier side of Africa.

Amarula is distinctively a product of Africa, made as the result of people and the environment working together. This is the motivation behind Amarula's latest collaboration with talented designers and artists from the four corners of Africa to create a Limited Edition Range inspired by their work, which is set to launch exclusively in global travel retail in October 2018. The design inspiration for each bottle will explore the rich cultural diversity of Africa.

Green Village M64



Favourite rituals

Wherever you are, you can bring your favourite ritual with you! Thanks to Rituals' new Travel Exclusives, you can slow down and relax during every journey and at any destination. This travel-size collection comes in stylish bags for ultimate carry-on convenience. Perfect during holidays and on business trips, or even as a mini ritual at home.

Also on display at TFWA World Exhibition & Conference is Rituals' renewed luxury Christmas gift sets. Two brand new gift sets have been added to the collection: The Ritual of Karma and The Ritual of Yalda Winter Limited Edition. Be they big or small, Rituals' gift sets can make wishes for well-being come true by creating a wonderful experience for body and soul. The inlay is 100% compostable and once the gift set no longer contains the products, it can be used as a luxury keepsake box to store personal treasures like photographs, letters or jewellery.

Yellow Village B19

Taste of Spain

Familia Torres comes to TFWA World Exhibition & Conference to present its novelty inspired by the iconic city of Barcelona.

Torres 15 Barcelona Skyline Edition is a tribute to the exciting and modernistic city of Barcelona, a top destination for many tourists from all over the world, and actually the city near which Torres distillery is located. Both the case and the label on the bottle display in gold the city's skyline, featuring five of its unique buildings from Barcelona: the Sagrada Familia, Santa Maria del Mar, Casa Batllo, the Columbus monument and the Arc de Triomf. When four cases are joined together, the complete skyline of Barcelona is discovered, as it occurs with the label.

Torres 10 'Double Barrel' Traveler Edition is a special edition of the best-selling Spanish brandy, but with a double ageing in American oak casks which enhances the aroma complexity with a wide range of toasty notes such as tobacco and vanilla.



Blue Village D3

Premium cigars

Royal Agio Cigars announces the introduction of an exclusive Balmoral Añejo XO Travel Retail gift box and 4-count cigar packs.

The company has experienced huge worldwide success with the Balmoral Añejo XO. It is delighting and surprising aficionados and key retail partners worldwide through excellent crafted cigars. Agio Cigars believes that global travel retail and duty free is a channel of critical and increasing importance for premium cigars. Therefore, 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 convenient four-count cigar packs that feature the same three vitolas. The perfect solution if you want to enjoy a specific cigar format.

Balmoral wants to surprise cigar lovers with the Añejo XO range. The cigars feature a sun-grown Arapiraca wrapper from Brazil, with a Dominican Olor binder, and Nicaraguan, Brazilian and Dominican fillers.

Yellow Village H49



Lambretta
watches

ITALY 1947

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**Yellow Village:
Stand F60**

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Premium Belgian gifting

Last year, chocolatier Guylian celebrated its 50th anniversary with the launch of Guylian Master's Selection, a premium range of surprisingly flavoured mini chocolates in luxurious gift boxes. This year, Guylian plans to further premiumise the brand with the launch of the luxurious Guylian Golden Collection, a travel retail exclusive range. In a move to become more sustainable, Guylian has also announced its ambition to become the leading palm oil free Belgian chocolates brand.

"The launch of Guylian Master's Selection in 2017 was a milestone in Chocolaterie Guylian's journey to premiumise the Guylian brand," says Mieke Callebaut, Managing Director, Guylian. "Over the next two years, the full Guylian product range will become even more premium as all products and packaging will be rejuvenated and gradually relaunched."

Guylian Master's Selection was a first step in Guylian's new brand strategy to differentiate travel retail from mass retail. The next step is a brand new travel retail exclusive range: Guylian Golden Collection, which will be released at TFWA World Exhibition & Conference.

Mediterranean Village P13



Luxurious rituals

Jean Neuhaus created the praline more than 160 years ago. It was the first in a long series of innovations by the Belgian company Neuhaus. Today, Neuhaus has created yet another première: the first praline and coffee food pairing ritual. With the Coffee & Pralines Collection, comprising six surprising pralines and two unique types of coffee of Brazilian and Colombian origin, every coffee ritual is a moment to remember. With the Coffee & Pralines Collection, Neuhaus offers a combination of both pralines and coffee for the perfect break.

The Coffee & Pralines Collection is available in two versions. The Experience Box contains 36 pralines and two 100g packets of Brazil and Colombia single origin coffees – enough for 12 delicious coffee and praline rituals. The Origin Box contains 24 pralines, which are just right for eight relaxing coffee and praline rituals. Both boxes are simple and elegant with a luxury finish. They contain a leaflet that provides full details about the production process and the ideal coffee ritual. The collection is available from October 2018.

Yellow Village AA11



Comfy travels

Cabeau, a leader in comfort travel products available in more than 110 countries, is exhibiting at TFWA World Exhibition & Conference. Cabeau aspires to make travel better and have its customers travel as comfortably as possible, therefore it will showcase its acclaimed Evolution S3 pillow.

Cabeau recorded very healthy growth in the first half of 2018 in the travel retail space, mainly due to its expansion into cruise ships and a new global contract with Lagardère.

The introduction of the Evolution S3 pillow also played an important part in the company's growth trajectory, and with the announcement that Cabeau will be showcasing the pillow in Cannes, it is on track for a record year.

The state-of-art Evolution S3 pillow combines Cabeau's patented ergonomic design with high technology features and fabrics, and presents an innovative, patent-pending 'seat strap system' (S3) which keeps one's head from falling forward or sideways by attaching to the airline seat and enhances travellers' comfort level.

Yellow Village E39



Special Bottlings

Treasury Wine Estates recently launched the Penfolds Special Bottlings Lot 518 – Spirited Wine with Baijiu in selected travel retail outlets in Asia Pacific. The new product was fuelled by fascination and almost two centuries of spirits and fortified wine expertise, and the addition of a distinctive spirit, Baijiu, gives a unique house character to its fortified wines. Moreover, embracing Baijiu, a clear Chinese spirit distilled from fermented grain, makes the experimental hybrid even more appealing for consumers.

The Special Bottlings story complements the Penfolds history of innovation and experimentation with travellers in airports globally and offers a compelling proposition unique to travellers in travel retail. The availability of Lot 518 at key airports is an ideal platform to solidify the brand equity for Penfolds Special Bottlings, and helps attract new consumers by showcasing new cross-category products in the global travel retail channel.

Bay Village Bay 18



KARELIA TOBACCO COMPANY INC.
BAY VILLAGE NO. 6

Full Exhibitor Listing 2018

Stand name	Level	Stand	Sector	TFWA membership
3 LAB INC.	Blue Village	G28	Fragrances & Cosmetics	TFWA MEMBER
ABTEY CHOCOLATERIE	Red Village	H8	Confectionery & Fine Food	TFWA MEMBER
ACCA KAPPA	Riviera Village	RA6	Fragrances & Cosmetics	
ACCOLADE WINES	Yellow Village	D26	Wine & Spirits	TFWA MEMBER
AGATHA	Blue Village	F14	Jewellery / Watches	
AGIO CIGARS	Yellow Village	H49	Tobacco	TFWA MEMBER
AHAVA DEAD SEA LABORATORIES	Green Village	M62	Fragrances & Cosmetics	
AIGNER	Yellow Village	H35	Fashion / Accessories / Luggage	TFWA MEMBER
AIR-VAL INTERNATIONAL	Green Village	M72	Fragrances & Cosmetics	TFWA MEMBER
AJMAL	Red Village	H18	Fragrances & Cosmetics	
AL HARAMAIN PERFUMES - NEW	Yellow Village	F38	Fragrances & Cosmetics	
AL NASSMA CHOCOLATE	Blue Village	F1	Confectionery & Fine Food	TFWA MEMBER
ALEXANDRE J.	Green Village	K54	Fragrances & Cosmetics	TFWA MEMBER
ALTIA	Yellow Village	F50	Wine & Spirits	TFWA MEMBER
AMOREPACIFIC	Bay Village	Bay Terrace T2	Fragrances & Cosmetics	TFWA MEMBER
AMOUGE	Golden Village	GO15	Fragrances & Cosmetics	TFWA MEMBER
ANDRE MOUCHE	Red Village	L28	Jewellery / Watches	TFWA MEMBER
ANGELINI BEAUTY	Riviera Village	RD9	Fragrances & Cosmetics	TFWA MEMBER
ANGUS DUNDEE DISTILLERS PLC	Green Village	L55	Wine & Spirits	TFWA MEMBER
ANTHON BERG	Blue Village	B7	Confectionery & Fine Food	TFWA MEMBER
ANTICA SAMBUCA	Green Village	L73	Wine & Spirits	TFWA MEMBER
ANY DI MUNICH - NEW	Blue Village	F24	Fashion / Accessories / Luggage	
APPLE BEAUTY	Mediterranean Village	N4	Fragrances & Cosmetics	TFWA MEMBER
AQUOLINA / PINK SUGAR	Marine Village	R6	Fragrances & Cosmetics	TFWA MEMBER
ARALDI 1930	Ambassadeurs Village	U4	Fashion / Accessories / Luggage	TFWA MEMBER
ARCANCIL PARIS / INSTITUT CAMÉANE	Green Village	K40	Fragrances & Cosmetics	
ARCHE - NEW	Green Village	L46	Fashion / Accessories / Luggage	
ARMANI	Ambassadeurs Village	V7	Fashion / Accessories / Luggage	TFWA MEMBER
ARTDECO COSMETIC GROUP	Riviera Village	RF8	Fragrances & Cosmetics	TFWA MEMBER
ARTHES	Bay Village	Bay 5A	Fragrances & Cosmetics	
ATOM BRANDS - NEW	Harbour Village	MEME	Wine & Spirits	
AURORA WORLD	Green Village	K67	Gifts / Toys	TFWA MEMBER
B+D BUCH+DEICHMANN	Yellow Village	A21	Fashion / Accessories / Luggage	TFWA MEMBER
BACARDI GLOBAL TRAVEL RETAIL DIVISION	Bay Village	Bay 21	Wine & Spirits	TFWA MEMBER
BALLY	Riviera Village	RC6	Fashion / Accessories / Luggage	TFWA MEMBER
BARATTI & MILANO	Blue Village	A3	Confectionery & Fine Food	TFWA MEMBER
BARTON & GUESTIER	Red Village	L22	Wine & Spirits	TFWA MEMBER
BAYADERA GROUP - NEW	Red Village	L23	Wine & Spirits	
BE RELAX	Blue Village	C8	Gifts / Toys	TFWA MEMBER
BEAM SUNTORY GTR	Harbour Village	JADE	Wine & Spirits	TFWA MEMBER
BEAUTY CONTACT, INC	Yellow Village	F58	Fragrances & Cosmetics	TFWA MEMBER
BEAUTY SAN	Blue Village	A6	Fragrances & Cosmetics	TFWA MEMBER
BELLEFONTAINE SWITZERLAND - NEW	Red Village	L21	Fragrances & Cosmetics	
BELUGA VODKA	Yellow Village	E41	Wine & Spirits	TFWA MEMBER
BERDOUES PARFUMS & COSMETIQUES	Blue Village	G15	Fragrances & Cosmetics	
BEURER	Riviera Village	RE9B	Electronics	TFWA MEMBER
BIOEFFECT	Yellow Village	C17	Fragrances & Cosmetics	TFWA MEMBER
BISCUITERIE LA MERE POULARD	Blue Village	B1	Confectionery & Fine Food	TFWA MEMBER
BLACK UP	Green Village	J40	Fragrances & Cosmetics	
BLAUER	Yellow Village	C30	Fashion / Accessories / Luggage	
BLUE CHIP GROUP - NEW	Red Village	M24	Fragrances & Cosmetics	TFWA MEMBER
BLUE STORKS	Mediterranean Village	N15	Gifts / Toys	TFWA MEMBER
BODEGAS WILLIAMS & HUMBERT - NEW	Green Village	M60	Wine & Spirits	TFWA MEMBER
BOGGI MILANO	Bay Village	Bay 11A	Fashion / Accessories / Luggage	TFWA MEMBER
BOLLINGER CHAMPAGNE AND DELAMAIN COGNAC - NEW	Harbour Village	SILVER FOX	Wine & Spirits	
BOMBATA	Yellow Village	G45	Fashion / Accessories / Luggage	TFWA MEMBER
BOND NO.9 - NEW YORK	Green Village	J46	Fragrances & Cosmetics	TFWA MEMBER
BORCO INTERNATIONAL	Green Village	M74	Wine & Spirits	
BOTTEGA SPA	Blue Village	A11	Wine & Spirits	TFWA MEMBER
BOUCHARD PERE ET FILS	Red Village	J3	Wine & Spirits	TFWA MEMBER
BRAUN	Mediterranean Village	P15	Electronics	TFWA MEMBER
BRIC'S	Riviera Village	RA7	Fashion / Accessories / Luggage	TFWA MEMBER
BRITISH AMERICAN TOBACCO GTR	Bay Village	Bay Terrace T12	Tobacco	TFWA MEMBER
BROCARD JEAN-MARC	Green Village	H60	Wine & Spirits	TFWA MEMBER
BROSWAY	Blue Village	C4	Jewellery / Watches	
BROWN-FORMAN	Beach Village	Beach 03	Wine & Spirits	TFWA MEMBER
BUCKLEY LONDON	Red Village	H4	Jewellery / Watches	
BULBASH	Green Village	J68	Wine & Spirits	
BULGARI	Marine Village	Foyer 2	Fragrances & Cosmetics	TFWA MEMBER
BUTLERS CHOCOLATES	Green Village	L56	Confectionery & Fine Food	TFWA MEMBER
BUTTERFLY TWIST	Yellow Village	F42	Fashion / Accessories / Luggage	TFWA MEMBER
BUYING THE SKY	Ambassadeurs Village	U2	Jewellery / Watches	TFWA MEMBER
BY TERRY	Red Village	L29	Fragrances & Cosmetics	
CABEAU	Yellow Village	E39	Gifts / Toys	TFWA MEMBER
CABINZERO - NEW	Green Village	H56	Fashion / Accessories / Luggage	
CALVIN KLEIN - TOMMY HILFINGER	Bay Village	Bay Terrace T10	Fashion / Accessories / Luggage	TFWA MEMBER
CAMICISSIMA	Mediterranean Village	N1	Fashion / Accessories / Luggage	TFWA MEMBER
CAMPARI	Bay Village	Bay 25	Wine & Spirits	TFWA MEMBER
CAPI GLOBAL	Blue Village	G31	Electronics	TFWA MEMBER
CAPSTONE COSMETICS - NEW	Golden Village	GO21	Fragrances & Cosmetics	
CARAN D'ACHE	Riviera Village	RB9	Gifts / Toys	TFWA MEMBER
CARPENE MALVOTI	Red Village	K1	Wine & Spirits	TFWA MEMBER
CAVE DE TAIN	Green Village	L71	Wine & Spirits	TFWA MEMBER
CAVENDISH & HARVEY	Blue Village	H27	Confectionery & Fine Food	TFWA MEMBER
CERRUTI 1881	Bay Village	Bay 14	Fashion / Accessories / Luggage	TFWA MEMBER
CHABOT ARMAGNAC	Riviera Village	RB7	Wine & Spirits	TFWA MEMBER
CHAMPAGNE LAURENT-PERRIER	Blue Village	F11	Wine & Spirits	TFWA MEMBER
CHAMPAGNE NICOLAS FEUILLATTE	Red Village	J18	Wine & Spirits	TFWA MEMBER
CHANEL	Ambassadeurs Village	V11	Fragrances & Cosmetics	TFWA MEMBER
CHARRIER PARFUMS	Yellow Village	B20	Fragrances & Cosmetics	TFWA MEMBER
CHASE DISTILLERY LTD - NEW	Harbour Village	Excelerate Z	Wine & Spirits	
CHATEAU D'ESCLANS - WHISPERING ANGEL - SACHA LICHINE	Red Village	L19	Wine & Spirits	TFWA MEMBER
CHOCOLAT MATHEZ	Blue Village	F17	Confectionery & Fine Food	TFWA MEMBER
CHOPIN VODKA	Red Village	K9	Wine & Spirits	TFWA MEMBER
CHOW TAI FOOK	Green Village	K56	Jewellery / Watches	TFWA MEMBER
CHOYA UMESHU	Marine Village	S10	Wine & Spirits	
CHRIS ADAMS	Green Village	J55	Fragrances & Cosmetics	
CHRISTIAN BRETON	Yellow Village	H45	Fragrances & Cosmetics	TFWA MEMBER
CHURCHILL'S CONFECTIONERY PLC	Yellow Village	D31	Confectionery & Fine Food	TFWA MEMBER
CINQ MONDES - NEW	Golden Village	GO17	Fragrances & Cosmetics	

CLARENCE DILLON WINES	Green Village	J67	Wine & Spirits	TFWA MEMBER
CLARINS GROUP	Ambassadeurs Village	V1+V5	Fragrances & Cosmetics	TFWA MEMBER
CLOGAU	Yellow Village	D35	Jewellery / Watches	TFWA MEMBER
COACH NEW YORK	Riviera Village	RH5	Fashion / Accessories / Luggage	TFWA MEMBER
COCCINELLE	Bay Village	Bay 1A	Fashion / Accessories / Luggage	TFWA MEMBER
COEUR DE LION	Green Village	M50	Jewellery / Watches	TFWA MEMBER
COFINLUXE	Red Village	K35	Fragrances & Cosmetics	TFWA MEMBER
COGNAC CAMUS	Green Village	J35	Wine & Spirits	TFWA MEMBER
COGNAC DOBBÉ	Red Village	K5	Wine & Spirits	TFWA MEMBER
COGNAC FRAPIN	Blue Village	AA5	Wine & Spirits	TFWA MEMBER
COGNAC HARDY & POLIGNAC	Red Village	K21	Wine & Spirits	TFWA MEMBER
COLLAERT	Blue Village	H31	Fashion / Accessories / Luggage	TFWA MEMBER
COLLISTAR	Riviera Village	RH2	Fragrances & Cosmetics	TFWA MEMBER
COMPAGNIE DE GUYENNE - COGNAC MEUKOW	Red Village	J6	Wine & Spirits	TFWA MEMBER
CONAXESS TRADE DENMARK A/S	Yellow Village	G59	Confectionery & Fine Food	TFWA MEMBER
CONO SUR	Marine Village	R4	Wine & Spirits	TFWA MEMBER
COTY	Marine Village	Foyer 3/S13/S15	Fragrances & Cosmetics	TFWA MEMBER
COUDRAY-PIVER	Blue Village	H15	Fragrances & Cosmetics	TFWA MEMBER
COURREGES	Ambassadeurs Village	U6	Fragrances & Cosmetics	TFWA MEMBER
CREED	Blue Village	D13	Fragrances & Cosmetics	TFWA MEMBER
CRYSTAL HEAD VODKA	Yellow Village	D37	Wine & Spirits	TFWA MEMBER
DANIEL WELLINGTON	Beach Village	Beach 18	Jewellery / Watches	TFWA MEMBER
DANZKA VODKA	Green Village	H52	Wine & Spirits	TFWA MEMBER
DAVIDOFF CIGARS	Bay Village	Bay Terrace T1	Tobacco	TFWA MEMBER
DE RIGO - ALG DISTRIBUTORS	Bay Village	Bay 3A	Fashion / Accessories / Luggage	TFWA MEMBER
DE RUY PERFUMES	Yellow Village	G38	Fragrances & Cosmetics	TFWA MEMBER
DEAU COGNAC	Yellow Village	D40	Wine & Spirits	TFWA MEMBER
DECLARÉ / JUVENA / MARLIES MOLLER	Green Village	K36	Fragrances & Cosmetics	TFWA MEMBER
DELSEY PARIS	Blue Village	F13	Fashion / Accessories / Luggage	TFWA MEMBER
DENIS CHARPENTIER GROUP	Blue Village	D1	Wine & Spirits	TFWA MEMBER
DENIZEN WORLD - NEW	Yellow Village	G36	Jewellery / Watches	TFWA MEMBER
DESIGN GO	Yellow Village	B24	Gifts / Toys	TFWA MEMBER
DESIGNER PARFUMS	Red Village	L35	Fragrances & Cosmetics	TFWA MEMBER
DESIGUAL	Riviera Village	RA4	Fashion / Accessories / Luggage	TFWA MEMBER
DESTILERIAS CAMPENY	Green Village	L67	Wine & Spirits	TFWA MEMBER
DIAGEO	Red Village	M38+33	Wine & Spirits	TFWA MEMBER
DIEGO DALLA PALMA	Riviera Village	RB8	Fragrances & Cosmetics	TFWA MEMBER
DIESEL	Bay Village	Bay Terrace T3	Fashion / Accessories / Luggage	TFWA MEMBER
DIOR	Marine Croisette	T2	Fragrances & Cosmetics	TFWA MEMBER
DISTELL	Green Village	M64	Wine & Spirits	TFWA MEMBER
DISTILLERIES ET DOMAINES DE PROVENCE	Blue Village	B2	Wine & Spirits	TFWA MEMBER
DIVERSE FLAVOURS	Red Village	L34	Wine & Spirits	TFWA MEMBER
DOMAINE DU TARIQUET	Yellow Village	B28	Wine & Spirits	TFWA MEMBER
DOMAINES ALBERT BICHOT	Yellow Village	H57	Wine & Spirits	TFWA MEMBER
DORIN	Blue Village	A4	Fragrances & Cosmetics	TFWA MEMBER
DR IRENA ERIS COSMETIC LABORATORIES	Red Village	L20	Fragrances & Cosmetics	TFWA MEMBER
DR JART+ - NEW	Golden Village	G01	Fragrances & Cosmetics	TFWA MEMBER
DUC D'O CHOCOLATES	Green Village	J51	Confectionery & Fine Food	TFWA MEMBER
DUFRE	Yellow Village	G51	Confectionery & Fine Food	TFWA MEMBER
DUTY FREE GLOBAL LTD	Blue Village	H17	Wine & Spirits	TFWA MEMBER
EDEN PARK	Blue Village	E4	Fashion / Accessories / Luggage	TFWA MEMBER
EDOARDO FREDDI INTERNATIONAL - NEW	Green Village	L39	Wine & Spirits	TFWA MEMBER
EDRINGTON	Beach Village	Beach 10	Wine & Spirits	TFWA MEMBER
EL ALMENDRO / DELAVIUDA CONFECTIONERY GROUP	Blue Village	G22	Confectionery & Fine Food	TFWA MEMBER
EMILE CHOURIET	Yellow Village	C34	Jewellery / Watches	TFWA MEMBER
EMPIRE OF SCENTS	Yellow Village	B15	Fragrances & Cosmetics	TFWA MEMBER
ENOITALIA	Blue Village	H9	Wine & Spirits	TFWA MEMBER
ERMENEGILDO ZEGNA	Riviera Village	RC4	Fashion / Accessories / Luggage	TFWA MEMBER
ESTEE LAUDER COMPANIES	Riviera Village	RE18+RD15	Fragrances & Cosmetics	TFWA MEMBER
ESTELLA BARTLETT	Yellow Village	D42	Jewellery / Watches	TFWA MEMBER
ETAT LIBRE D'ORANGE	Yellow Village	B16	Fragrances & Cosmetics	TFWA MEMBER
ETRO	Riviera Village	RJ16	Fashion / Accessories / Luggage	TFWA MEMBER
EUROCOSMESI	Riviera Village	RC9	Fragrances & Cosmetics	TFWA MEMBER
EUROITALIA	Riviera Village	RE2	Fragrances & Cosmetics	TFWA MEMBER
FAMILLE JM CAZES	Red Village	J4	Wine & Spirits	TFWA MEMBER
FAMILLE MARY	Yellow Village	E35	Confectionery & Fine Food	TFWA MEMBER
FAMILLE ROUX	Red Village	J19	Wine & Spirits	TFWA MEMBER
FAUCHON	Riviera Village	RD7	Confectionery & Fine Food	TFWA MEMBER
FAZER GLOBAL TRAVEL TRADE	Red Village	K10	Confectionery & Fine Food	TFWA MEMBER
FEILER	Red Village	L17	Home decoration / Tableware	TFWA MEMBER
FERRERO	Bay Village	Bay 8	Confectionery & Fine Food	TFWA MEMBER
FERVOR MONTRÉAL	Green Village	H50	Jewellery / Watches	TFWA MEMBER
FESTINA	Yellow Village	C25	Jewellery / Watches	TFWA MEMBER
FIYTA	Yellow Village	E38	Jewellery / Watches	TFWA MEMBER
FOLLI FOLLIE GROUP - LINKS OF LONDON	Ambassadeurs Village	V2	Jewellery / Watches	TFWA MEMBER
FONBELLE	Blue Village	H13	Wine & Spirits	TFWA MEMBER
FONTANAFREDDA	Yellow Village	F55	Wine & Spirits	TFWA MEMBER
FOOD ACCADEMIA	Red Village	K15	Confectionery & Fine Food	TFWA MEMBER
FOREO - NEW	Yellow Village	G37	Fragrances & Cosmetics	TFWA MEMBER
FRAAS - THE SCARF COMPANY	Red Village	K29	Fashion / Accessories / Luggage	TFWA MEMBER
FRAGONARD PARFUMEUR	Bay Village	Bay 12B	Fragrances & Cosmetics	TFWA MEMBER
FRANCIACORTA DISTILLERIE SPA	Red Village	L11	Wine & Spirits	TFWA MEMBER
FRATELLI BRANCA DISTILLERIE SRL	Yellow Village	E33	Wine & Spirits	TFWA MEMBER
FRATERNITY SPIRITS WORLD	Blue Village	G3	Wine & Spirits	TFWA MEMBER
FREDERIQUE CONSTANT	Riviera Village	RG13	Jewellery / Watches	TFWA MEMBER
FREY WILLE	Yellow Village	C15	Jewellery / Watches	TFWA MEMBER
FURLA	Bay Village	Bay 2	Fashion / Accessories / Luggage	TFWA MEMBER
GEBR. HEINEMANN	Yellow Village	D21	Fashion / Accessories / Luggage	TFWA MEMBER
GEORG JENSEN - NEW	Green Village	K61	Jewellery / Watches	TFWA MEMBER
GERARD BERTRAND	Red Village	K11	Wine & Spirits	TFWA MEMBER
GIORGIO JANEKE MILANO	Blue Village	C7	Fashion / Accessories / Luggage	TFWA MEMBER
GODET FRERES COGNAC	Blue Village	A1	Wine & Spirits	TFWA MEMBER
GODIVA CHOCOLATIER	Yellow Village	F33	Confectionery & Fine Food	TFWA MEMBER
GOLDKENN	Riviera Village	RC7	Confectionery & Fine Food	TFWA MEMBER
GONZALEZ BYASS	Red Village	J12	Wine & Spirits	TFWA MEMBER
GOSH COPENHAGEN	Riviera Village	RF5	Fragrances & Cosmetics	TFWA MEMBER
GOURMET HOUSE	Green Village	J66	Confectionery & Fine Food	TFWA MEMBER
GROUPE PANTHER	Yellow Village	E36	Fragrances & Cosmetics	TFWA MEMBER
GRUPO FREIXENET	Red Village	J7	Wine & Spirits	TFWA MEMBER
GUESS	Blue Village	F22	Fashion / Accessories / Luggage	TFWA MEMBER
GUYLIAN	Mediterranean Village	P13	Confectionery & Fine Food	TFWA MEMBER
HABANOS	Bay Village	Bay 23	Tobacco	TFWA MEMBER
HALEWOOD WINES & SPIRITS	Harbour Village	CLARA ONE	Wine & Spirits	TFWA MEMBER
HANSE DISTRIBUTION	Red Village	K22	Jewellery / Watches	TFWA MEMBER
HAPPY PLUGS - NEW	Yellow Village	F45	Electronics	TFWA MEMBER
HARIBO	Bay Village	Bay 11B	Confectionery & Fine Food	TFWA MEMBER
HEIDI KLEIN	Yellow Village	F46	Fashion / Accessories / Luggage	TFWA MEMBER
HEILEMANN CONFISERIE	Blue Village	H1	Confectionery & Fine Food	TFWA MEMBER
HEINEKEN INTERNATIONAL	Red Village	L10	Wine & Spirits	TFWA MEMBER
HERMES	Riviera Village	RH3	Fashion / Accessories / Luggage	TFWA MEMBER
HERVE GAMBS	Green Village	K68	Home decoration / Tableware	TFWA MEMBER

HINE COGNAC	Red Village	J24	Wine & Spirits	TFWA MEMBER
HITEJINRO - NEW	Green Village	J53	Wine & Spirits	
I-CLIP	Green Village	L58	Gifts / Toys	
IAN MACLEOD DISTILLERS LTD	Red Village	L7	Wine & Spirits	TFWA MEMBER
ID BEAUTY INTERNATIONAL DISTRIBUTION	Ambassadeurs Village	U11	Fragrances & Cosmetics	TFWA MEMBER
IDUN MINERALS STOCKHOLM - NEW	Golden Village	G019	Fragrances & Cosmetics	
ILLVA SARONNO	Bay Village	Bay 19	Wine & Spirits	TFWA MEMBER
IMPERIAL TOBACCO INTERNATIONAL LTD	Golden Village	G06	Tobacco	TFWA MEMBER
INCC GROUP	Bay Village	Bay Terrace T8	Fragrances & Cosmetics	TFWA MEMBER
INFINITY & CO - NEW	Green Village	L62	Jewellery / Watches	
INGRID MILLET	Green Village	J47	Fragrances & Cosmetics	
INSTITUT KARITE PARIS	Blue Village	E3	Fragrances & Cosmetics	TFWA MEMBER
INTERNATIONAL BEVERAGE	Marine Village	S2	Wine & Spirits	TFWA MEMBER
INTERNATIONAL LUXURY GROUP	Red Village	M32	Jewellery / Watches	TFWA MEMBER
INTERPARFUMS	Ambassadeurs Village	V9	Fragrances & Cosmetics	TFWA MEMBER
INTERTRADE GROUP	Blue Village	F3	Fragrances & Cosmetics	
INVICTA WATCH GROUP - NEW	Blue Village	F18	Jewellery / Watches	TFWA MEMBER
J CORTES CIGARS	Harbour Village	EVIDENCE	Tobacco	TFWA MEMBER
JACADI / SBT	Yellow Village	E32	Fragrances & Cosmetics	
JACOMO	Red Village	L25	Fragrances & Cosmetics	TFWA MEMBER
JACQUES BOGART	Riviera Village	RC1	Fragrances & Cosmetics	TFWA MEMBER
JIM THOMPSON	Golden Village	G03	Fashion / Accessories / Luggage	TFWA MEMBER
JOWISSA	Blue Village	C3	Jewellery / Watches	TFWA MEMBER
JT INTERNATIONAL SA	Marine Village	T1	Tobacco	TFWA MEMBER
JULES DESTROOPER BISCUITERIE - NEW	Marine Village	S6	Confectionery & Fine Food	TFWA MEMBER
JURLIQUE	Yellow Village	F49	Fragrances & Cosmetics	
KALOO, COROLLE, CLAYEUX & KOKESHI BY MILLENNIUM FRAGRANCES	Ambassadeurs Village	U5+7	Fragrances & Cosmetics	TFWA MEMBER
KARELIA	Bay Village	Bay 6	Tobacco	TFWA MEMBER
KIPLING - VF INTERNATIONAL SAGL	Riviera Village	RE7	Fashion / Accessories / Luggage	TFWA MEMBER
KORLOFF	Yellow Village	B23	Fragrances & Cosmetics	TFWA MEMBER
KREMLIN AWARD VODKA	Green Village	H58	Wine & Spirits	TFWA MEMBER
KT INTERNATIONAL SA	Marine Village	S14	Tobacco	TFWA MEMBER
KURATE INTERNATIONAL	Green Village	H44	Jewellery / Watches	
KUSMI TEA	Blue Village	AA4	Confectionery & Fine Food	TFWA MEMBER
L BRANDS INC - NEW	Beach Village	Beach 11	Fragrances & Cosmetics	TFWA MEMBER
L'OCCITANE EN PROVENCE	Ambassadeurs Village	V6	Fragrances & Cosmetics	TFWA MEMBER
L'OREAL TRAVEL RETAIL	Niveau 5	W1	Fragrances & Cosmetics	TFWA MEMBER
LA MARTINA	Green Village	H36	Fashion / Accessories / Luggage	TFWA MEMBER
LA MARTINIQUAISE - BARDINET	Yellow Village	G54	Wine & Spirits	
LA PRAIRIE	Riviera Village	RE6	Fragrances & Cosmetics	TFWA MEMBER
LA SULTANE DE SABA	Yellow Village	D36	Fragrances & Cosmetics	TFWA MEMBER
LA-TWEEZ	Yellow Village	F48	Gifts / Toys	TFWA MEMBER
LABORATOIRE FILORGA	Harbour Village	TORTOISE	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES PHYTOSOLBA	Riviera Village	RE1	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES DERMATOLOGIQUES D'URIAGE	Riviera Village	RF15	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES LIERAC	Riviera Village	RE3	Fragrances & Cosmetics	TFWA MEMBER
LACOSTE OPERATIONS	Riviera Village	RH15	Fashion / Accessories / Luggage	TFWA MEMBER
LADOGA GROUP - IMPERIAL COLLECTION	Blue Village	H3	Wine & Spirits	TFWA MEMBER
LALIQUE BEAUTY / ART & FRAGRANCE	Red Village	J33	Fragrances & Cosmetics	TFWA MEMBER
LAMBRETTA WATCHES	Yellow Village	F60	Jewellery / Watches	TFWA MEMBER
LAMY	Mediterranean Village	P14	Electronics	
LANCASTER	Bay Village	Bay 1B	Fashion / Accessories / Luggage	TFWA MEMBER
LANCEL - NEW	Riviera Village	RE15	Fashion / Accessories / Luggage	
LANDEWYCK TOBACCO	Harbour Village	BETTINA	Tobacco	TFWA MEMBER
LAPLANDIA VODKA	Marine Village	R2	Wine & Spirits	TFWA MEMBER
LAROCHE - OGIER - ANTOINE MOUEIX PROPRIETES	Bay Village	Bay 13	Wine & Spirits	TFWA MEMBER
LAYLA COSMETICS SRL	Green Village	L40	Fragrances & Cosmetics	TFWA MEMBER
LE SPORTSAC	Yellow Village	G49	Fashion / Accessories / Luggage	TFWA MEMBER
LE TANNEUR	Green Village	L61	Fashion / Accessories / Luggage	TFWA MEMBER
LEGO GROUP	Mediterranean Village	N7	Gifts / Toys	TFWA MEMBER
LEONIDAS	Blue Village	D24	Confectionery & Fine Food	TFWA MEMBER
LEONOR GREYL	Green Village	M42	Fragrances & Cosmetics	TFWA MEMBER
LES CHOCOLATS DE PAULINE - NEW	Blue Village	E6	Confectionery & Fine Food	TFWA MEMBER
LES GRANDS CHAIS DE FRANCE TR	Blue Village	H7	Wine & Spirits	TFWA MEMBER
LES INTERCHANGEABLES	Yellow Village	H63	Jewellery / Watches	
LES SENTEURS GOURMANDES	Green Village	K37	Fragrances & Cosmetics	
LIFETRONS SWITZERLAND	Blue Village	G4	Electronics	TFWA MEMBER
LINDT & SPRUNGLI (SCHWEIZ) AG	Marine Village	R7	Confectionery & Fine Food	TFWA MEMBER
LIUJO SPA	Mediterranean Village	N3	Fashion / Accessories / Luggage	
LIVIKO	Red Village	J16	Wine & Spirits	TFWA MEMBER
LLADRO - NEW	Blue Village	F6	Home decoration / Tableware	TFWA MEMBER
LOACKER	Green Village	L57	Confectionery & Fine Food	TFWA MEMBER
LOCH LOMOND GROUP	Riviera Village	RB7	Wine & Spirits	TFWA MEMBER
LONGCHAMP	Bay Village	Bay Terrace T9	Fashion / Accessories / Luggage	TFWA MEMBER
LOQI - NEW	Green Village	K60	Gifts / Toys	
LORIENCE PARIS	Green Village	K39	Fragrances & Cosmetics	TFWA MEMBER
LUXOTTICA GROUP	Riviera Village	RG6+RG8	Fashion / Accessories / Luggage	TFWA MEMBER
LVMH - NEW	Beach Village	Majestic Beach	Fragrances & Cosmetics	TFWA MEMBER
MACDUFF INTERNATIONAL	Green Village	L64	Wine & Spirits	TFWA MEMBER
MAESTRANI	Mediterranean Village	P10	Confectionery & Fine Food	TFWA MEMBER
MAEURER & WIRTZ HOUSE OF PERFUMES	Green Village	K50	Fragrances & Cosmetics	TFWA MEMBER
MAISON BACHE GABRIELSEN	Blue Village	D1	Wine & Spirits	
MAISON BOINAUD	Red Village	K28	Wine & Spirits	TFWA MEMBER
MAISON FERRAND	Yellow Village	E34	Wine & Spirits	
MAISON FOURNIER PERE ET FILS	Red Village	K25	Wine & Spirits	TFWA MEMBER
MAJORICA	Yellow Village	F54	Jewellery / Watches	
MAKE-UP STUDIO	Marine Village	S8	Fragrances & Cosmetics	TFWA MEMBER
MANDARINA DUCK - NEW	Bay Village	Bay 17A	Fashion / Accessories / Luggage	TFWA MEMBER
MARCEL ROBBEZ MASSON	Golden Village	G011	Jewellery / Watches	TFWA MEMBER
MARCHON EYEWEAR	Bay Village	Bay Terrace T5	Fashion / Accessories / Luggage	TFWA MEMBER
MARCO SERUSSI PARFUMS	Blue Village	G19	Fragrances & Cosmetics	
MARCOLIN EYEWEAR	Blue Village	B13	Fashion / Accessories / Luggage	TFWA MEMBER
MARGARETE STEIFF GMBH	Mediterranean Village	N17	Gifts / Toys	TFWA MEMBER
MARIE BRIZARD WINE & SPIRITS	Blue Village	D12	Wine & Spirits	TFWA MEMBER
MARNI - NEW	Yellow Village	F40	Fashion / Accessories / Luggage	TFWA MEMBER
MARS	Bay Village	Bay 9	Confectionery & Fine Food	TFWA MEMBER
MASI - NEW	Red Village	K6	Wine & Spirits	TFWA MEMBER
MASSENEZ	Blue Village	AA9	Wine & Spirits	TFWA MEMBER
MAUI JIM	Green Village	M59	Fashion / Accessories / Luggage	TFWA MEMBER
MAVALA	Riviera Village	RG16	Fragrances & Cosmetics	TFWA MEMBER
MAVIVE	Red Village	M30	Fragrances & Cosmetics	TFWA MEMBER
MAZAYA SHISHA MOLASSES	Yellow Village	H53	Tobacco	TFWA MEMBER
MCM	Riviera Village	RA5	Fashion / Accessories / Luggage	TFWA MEMBER
MESTREZAT GRANDS CRUS	Blue Village	E1	Wine & Spirits	TFWA MEMBER
MICYS COMPANY SPA - PUPA	Riviera Village	RC5	Fragrances & Cosmetics	TFWA MEMBER
MIRIADE	Yellow Village	D25	Fashion / Accessories / Luggage	
MIRIAM QUEVEDO	Riviera Village	RE11	Fragrances & Cosmetics	
MISAKI	Yellow Village	E26	Jewellery / Watches	TFWA MEMBER
MOET HENNESSY	Riviera Village	RJ3	Wine & Spirits	TFWA MEMBER
MOLIABAL	Ambassadeurs Village	U1	Gifts / Toys	

MOLINARD PARFUMS	Blue Village	F23	Fragrances & Cosmetics	TFWA MEMBER
MOLINARI	Green Village	J57	Wine & Spirits	
MONDELEZ WORLD TRAVEL RETAIL	Riviera Village	RG5	Confectionery & Fine Food	TFWA MEMBER
MONTBLANC	Marine Village	Foyer 1B	Gifts / Toys	TFWA MEMBER
MORELLATO GROUP	Blue Village	F26	Jewellery / Watches	TFWA MEMBER
MORGAN & OATES	Mediterranean Village	P19	Fashion / Accessories / Luggage	TFWA MEMBER
MOROCCANOIL	Blue Village	F12	Fragrances & Cosmetics	TFWA MEMBER
MR STANLEY'S CONFECTIONERY	Red Village	K7	Confectionery & Fine Food	TFWA MEMBER
MYCADO PARIS	Yellow Village	E42	Confectionery & Fine Food	
MYWALIT	Yellow Village	G48	Fashion / Accessories / Luggage	
NADIYA - NEW	Green Village	K57	Confectionery & Fine Food	
NAILMATIC - NEW	Red Village	K20	Fragrances & Cosmetics	
NAPAPIJRI - NEW	Riviera Village	RJ20	Fashion / Accessories / Luggage	
NEMIROFF VODKA LIMITED	Blue Village	G1	Wine & Spirits	TFWA MEMBER
NESTLE INTERNATIONAL TRAVEL RETAIL	Beach Village	Beach 07	Confectionery & Fine Food	TFWA MEMBER
NEUHAUS	Yellow Village	AA11	Confectionery & Fine Food	TFWA MEMBER
NEW DEAL	Beach Village	Beach 20	Fragrances & Cosmetics	TFWA MEMBER
NIEDEREGGER	Yellow Village	D32	Confectionery & Fine Food	
NILAI PARIS	Blue Village	H5	Jewellery / Watches	TFWA MEMBER
NOUBA PROFESSIONAL MAKE UP	Green Village	H42	Fragrances & Cosmetics	
NUXE	Green Village	J36	Fragrances & Cosmetics	TFWA MEMBER
ORLANE	Golden Village	G08	Fragrances & Cosmetics	TFWA MEMBER
ORLEBAR BROWN	Bay Village	Bay 3B	Fashion / Accessories / Luggage	
OSBORNE	Green Village	K69	Wine & Spirits	TFWA MEMBER
OZUO PLOMARI - NEW	Yellow Village	H61	Wine & Spirits	
P&G GLOBAL TRAVEL RETAIL	Ambassadeurs Village	V13	Fragrances & Cosmetics	TFWA MEMBER
PALAIS DES THES	Yellow Village	AA17	Confectionery & Fine Food	TFWA MEMBER
PANIER DES SENS	Blue Village	G7	Fragrances & Cosmetics	TFWA MEMBER
PANOUGE	Yellow Village	C28	Fragrances & Cosmetics	TFWA MEMBER
PARFUMS CARON	Riviera Village	RE5	Fragrances & Cosmetics	TFWA MEMBER
PARFUMS CORANIA	Blue Village	G12	Fragrances & Cosmetics	TFWA MEMBER
PARFUMS MARINA DE BOURBON	Riviera Village	RG7	Fragrances & Cosmetics	TFWA MEMBER
PARIS CHOCOLAT	Yellow Village	C27	Confectionery & Fine Food	TFWA MEMBER
PARLUX FRAGRANCES	Golden Village	G05-7	Fragrances & Cosmetics	TFWA MEMBER
PASCO	Marine Village	R1	Electronics	TFWA MEMBER
PASHMA	Yellow Village	D23	Fashion / Accessories / Luggage	TFWA MEMBER
PATYKA	Blue Village	H21	Fragrances & Cosmetics	TFWA MEMBER
PAUL & SHARK	Riviera Village	RH8	Fashion / Accessories / Luggage	TFWA MEMBER
PAUL MAS	Yellow Village	E28	Wine & Spirits	
PAYOT	Beach Village	Beach 14	Fragrances & Cosmetics	TFWA MEMBER
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Mediterranean Village	P17	Confectionery & Fine Food	TFWA MEMBER
PERFUME HOLDING	Golden Village	G010	Fragrances & Cosmetics	TFWA MEMBER
PERFUMER'S WORKSHOP LTD.	Yellow Village	G40	Fragrances & Cosmetics	TFWA MEMBER
PERFUMES Y DISENO	Beach Village	Beach 02	Fragrances & Cosmetics	TFWA MEMBER
PERNOD RICARD	Bay Village	Bay 4	Wine & Spirits	TFWA MEMBER
PERRIS GROUP	Green Village	J54	Fragrances & Cosmetics	
PETERS CHOCOLATES	Green Village	L63	Confectionery & Fine Food	
PETROSSIAN	Riviera Village	RG15	Confectionery & Fine Food	TFWA MEMBER
PEUCH & BESSE	Bay Village	Bay 12A	Wine & Spirits	TFWA MEMBER
PH-CH (CHAMPAGNES PIPER-HEIDSIECK ET CHARLES HEIDSIECK)	Harbour Village	VITA DOLCE	Wine & Spirits	TFWA MEMBER
PHILIPS	Green Village	L36	Electronics	TFWA MEMBER
PICA LÉLA	Blue Village	B4	Jewellery / Watches	TFWA MEMBER
PIERRE FABRE DERM COSMETIQUE - NEW	Bay Village	Bay Terrace T6	Fragrances & Cosmetics	TFWA MEMBER
PILGRIM	Blue Village	B8	Jewellery / Watches	
PIQUADRO	Riviera Village	RF13	Fashion / Accessories / Luggage	TFWA MEMBER
PLAYBOY	Blue Village	C16	Fragrances & Cosmetics	
POLAAR - NEW	Yellow Village	F36	Fragrances & Cosmetics	
POLO RALPH LAUREN - NEW	Harbour Village	ETOILE D'AZUR	Fashion / Accessories / Luggage	TFWA MEMBER
PORSCHE DESIGN	Riviera Village	RE17	Fashion / Accessories / Luggage	TFWA MEMBER
POURCHET PARIS	Yellow Village	C19	Fashion / Accessories / Luggage	TFWA MEMBER
PREMIER PORTFOLIO INTERNATIONAL LTD	Green Village	M44	Gifts / Toys	TFWA MEMBER
PROFUMITALIA	Red Village	J22	Fragrances & Cosmetics	TFWA MEMBER
PROXIMO GTR	Bay Village	Bay 16	Wine & Spirits	TFWA MEMBER
PUIG	Riviera Village	RE19	Fragrances & Cosmetics	TFWA MEMBER
PURESSENTIEL - NEW	Blue Village	F7	Fragrances & Cosmetics	
QIRINESS	Blue Village	G24	Fragrances & Cosmetics	TFWA MEMBER
QUINTESSENTIAL BRANDS	Green Village	M71	Wine & Spirits	TFWA MEMBER
RADLEY LONDON	Blue Village	D18	Fashion / Accessories / Luggage	TFWA MEMBER
RANCE 1795	Yellow Village	H51	Fragrances & Cosmetics	TFWA MEMBER
RECIFE	Blue Village	E28	Fashion / Accessories / Luggage	
REFLECTA	Yellow Village	A16	Jewellery / Watches	TFWA MEMBER
REMINISCENCE	Green Village	J43	Fragrances & Cosmetics	
REMY COINTREAU GLOBAL TRAVEL RETAIL	Marine Village	Foyer 1A	Wine & Spirits	TFWA MEMBER
REVLON INC	Harbour Village	Princess AVK	Fragrances & Cosmetics	TFWA MEMBER
REYNAUD - NEW	Red Village	K19	Confectionery & Fine Food	TFWA MEMBER
RICOLA	Mediterranean Village	N9	Confectionery & Fine Food	TFWA MEMBER
RITTER SPORT	Green Village	L47	Confectionery & Fine Food	TFWA MEMBER
RITUALS COSMETICS	Yellow Village	B19	Fragrances & Cosmetics	TFWA MEMBER
ROBERTA PIERI	Red Village	J17	Fashion / Accessories / Luggage	
ROBERTO CAVALLI SPA	Riviera Village	RD13	Fashion / Accessories / Luggage	TFWA MEMBER
ROBIN RUTH	Green Village	J65	Gifts / Toys	
ROCCOBAROCO	Green Village	H38	Fashion / Accessories / Luggage	TFWA MEMBER
ROMELLA INTERNATIONAL AB	Red Village	K18	Fragrances & Cosmetics	
ROUGIE FOIES GRAS	Riviera Village	RC8	Confectionery & Fine Food	TFWA MEMBER
ROYAL DRAGON VODKA	Red Village	M35	Wine & Spirits	TFWA MEMBER
SAFILO GROUP	Bay Village	Bay 15	Fashion / Accessories / Luggage	TFWA MEMBER
SALVATORE FERRAGAMO	Riviera Village	RC13	Fashion / Accessories / Luggage	TFWA MEMBER
SAMPAR	Blue Village	G6	Fragrances & Cosmetics	TFWA MEMBER
SAMSONITE	Yellow Village	A13	Fashion / Accessories / Luggage	TFWA MEMBER
SANTA MARGHERITA GRUPPO VINICOLO	Red Village	J2	Wine & Spirits	TFWA MEMBER
SANTOMIELE - NEW	Red Village	J10	Confectionery & Fine Food	
SCANDINAVIAN TOBACCO GROUP	Blue Village	D10	Tobacco	TFWA MEMBER
SCHÄFER TRAVEL RETAIL	Mediterranean Village	P12	Gifts / Toys	TFWA MEMBER
SCHRODER & SCHYLER	Green Village	L71	Wine & Spirits	
SCORPIO DISTRIBUTORS LTD	Mediterranean Village	P8	Jewellery / Watches	TFWA MEMBER
SECRID	Blue Village	C2	Gifts / Toys	TFWA MEMBER
SEKONDA	Red Village	M21	Jewellery / Watches	TFWA MEMBER
SERGE LOUIS ALVAREZ - SLA PARIS	Ambassadeurs Village	U10	Fragrances & Cosmetics	TFWA MEMBER
SHANGHAI TOBACCO (GROUP) CORP.	Green Village	M58	Tobacco	
SHISEIDO TRAVEL RETAIL	Riviera Village	RJ5	Fragrances & Cosmetics	TFWA MEMBER
SILHOUETTE & ADIDAS EYEWEAR	Riviera Village	RE9A	Fashion / Accessories / Luggage	TFWA MEMBER
SILVER BASE INTERNATIONAL DEVELOPMENT CO LTD - NEW	Red Village	K12	Wine & Spirits	TFWA MEMBER
SILVER CRANE	Red Village	J5	Confectionery & Fine Food	TFWA MEMBER
SIRPEA SPA	Green Village	H46	Fragrances & Cosmetics	TFWA MEMBER
SISLEY	Harbour Village	ROLA	Fragrances & Cosmetics	TFWA MEMBER
SKROSS	Green Village	L60	Electronics	TFWA MEMBER
SO.DI.CO.SRL	Green Village	K62	Fragrances & Cosmetics	TFWA MEMBER
SOCATEC	Blue Village	F15	Gifts / Toys	TFWA MEMBER
SODIP	Yellow Village	G43	Fragrances & Cosmetics	TFWA MEMBER
SOKOLOV	Yellow Village	E30	Jewellery / Watches	
SPA CEYLON LUXURY AYURVEDA - NEW	Riviera Village	RA8	Fragrances & Cosmetics	

SPIRIT FRANCE	Yellow Village	D30	Wine & Spirits	
SPONGELLE	Ambassadeurs Village	U8	Fragrances & Cosmetics	TFWA MEMBER
SPRAYGROUND – NEW	Ambassadeurs Village	U3	Fashion / Accessories / Luggage	
STARBUCK AIRLINES	Mediterranean Village	N19	Confectionery & Fine Food	
STOCK SPIRITS GROUP	Green Village	M48	Wine & Spirits	TFWA MEMBER
STOLI GROUP	Beach Village	Beach 06	Wine & Spirits	TFWA MEMBER
STORCK	Mediterranean Village	P9	Confectionery & Fine Food	TFWA MEMBER
STRATIC	Yellow Village	B25	Fashion / Accessories / Luggage	
SWAROVSKI	Blue Village	C11	Jewellery / Watches	TFWA MEMBER
SWINKELS FAMILY BREWERS	Harbour Village	TRINAKRIA	Wine & Spirits	TFWA MEMBER
SYMINGTON FAMILY ESTATES VINHOS	Blue Village	D14	Wine & Spirits	TFWA MEMBER
TALIKA	Riviera Village	RG7	Fragrances & Cosmetics	TFWA MEMBER
TARTUFLANGHE	Yellow Village	G46	Confectionery & Fine Food	TFWA MEMBER
TATEOSSIAN	Riviera Village	RF10	Jewellery / Watches	TFWA MEMBER
TEA FORTE	Green Village	K59	Confectionery & Fine Food	TFWA MEMBER
TENUTE PICCINI	Red Village	L15	Wine & Spirits	
TERROIRS DISTILLERS	Red Village	K16	Wine & Spirits	
THE BODY SHOP – NEW	Harbour Village	SOLAL	Fragrances & Cosmetics	
THE EAST INDIA COMPANY	Red Village	J1	Confectionery & Fine Food	TFWA MEMBER
THE FIRST	Yellow Village	F47	Fragrances & Cosmetics	
THE HERSHEY COMPANY	Green Village	M53	Confectionery & Fine Food	TFWA MEMBER
THE SPIRIT OF DUBAI	Golden Village	GO14	Fragrances & Cosmetics	
THE THREE STILLS COMPANY LTD – NEW	Red Village	K17	Wine & Spirits	TFWA MEMBER
THOMAS SABO	Blue Village	C14	Jewellery / Watches	TFWA MEMBER
TIMELESS TRUTH MASK – NEW	Bay Village	Bay Terrace T4	Fragrances & Cosmetics	TFWA MEMBER
TINTAMAR	Blue Village	H29	Fashion / Accessories / Luggage	
TORRES	Blue Village	D3	Wine & Spirits	TFWA MEMBER
TOSCOV	Blue Village	D9	Jewellery / Watches	TFWA MEMBER
TOUS	Bay Village	Bay 5B	Jewellery / Watches	
TRAVALO	Riviera Village	RF11	Gifts / Toys	TFWA MEMBER
TRAVEL BLUE	Red Village	L14	Gifts / Toys	TFWA MEMBER
TRAVEL RETAIL DISTRIBUTION GROUP	Yellow Village	F57	Electronics	TFWA MEMBER
TRAVEL RETAIL EXPERTS	Red Village	M27	Gifts / Toys	TFWA MEMBER
TRAVEL RETAIL INNOVATIONS	Yellow Village	B27	Electronics	TFWA MEMBER
TRAVEL RETAIL SOLUTIONS LTD	Red Village	H6	Gifts / Toys	
TRAVELLERS TROVE	Red Village	J23	Confectionery & Fine Food	TFWA MEMBER
TREASURY WINE ESTATES	Bay Village	Bay 18	Wine & Spirits	TFWA MEMBER
TROIKA	Red Village	M27	Gifts / Toys	TFWA MEMBER
TRU VIRTU	Red Village	J21	Gifts / Toys	TFWA MEMBER
TUMI	Riviera Village	RG14	Fashion / Accessories / Luggage	TFWA MEMBER
TYKO TRAVEL RETAIL	Green Village	K38	Jewellery / Watches	
ULRIC DE VARENS - CRÉATEUR DE PARFUMS	Blue Village	G16	Fragrances & Cosmetics	
UNDERBERG	Green Village	M70	Wine & Spirits	TFWA MEMBER
UNILEVER INTERNATIONAL TRAVEL RETAIL	Green Village	K64	Fragrances & Cosmetics	TFWA MEMBER
VAG	Blue Village	C18	Fragrances & Cosmetics	TFWA MEMBER
VALRHONA	Riviera Village	RH16	Confectionery & Fine Food	TFWA MEMBER
VICTORINOX	Bay Village	Bay 17B	Fashion / Accessories / Luggage	TFWA MEMBER
VILLA SANDI SPA	Yellow Village	F51	Wine & Spirits	
VRANKEN POMMERY MONOPOLE	Red Village	H22	Wine & Spirits	TFWA MEMBER
VSF INTERNATIONAL CONSULTING & TRADING UAB	Yellow Village	G58	Wine & Spirits	
WHYTE & MACKAY LTD	Green Village	M52	Wine & Spirits	TFWA MEMBER
WILLIAM GRANT & SONS	Golden Village	GO2	Wine & Spirits	TFWA MEMBER
WOLFORD	Yellow Village	A19	Fashion / Accessories / Luggage	TFWA MEMBER
WONDERFUL PISTACHIOS	Blue Village	G9	Confectionery & Fine Food	TFWA MEMBER
WORLD OF PATRIA INTERNATIONAL	Blue Village	G13	Wine & Spirits	TFWA MEMBER
WULIANGYE GROUP – NEW	Blue Village	F4	Wine & Spirits	
WWF PLUSH COLLECTION	Blue Village	F25	Gifts / Toys	TFWA MEMBER
YUNNAN TOBACCO INTERNATIONAL CO., LTD	Green Village	M63	Tobacco	TFWA MEMBER
YVES ROCHER	Green Village	M49	Fragrances & Cosmetics	TFWA MEMBER
ZAMORA COMPANY	Green Village	M67	Wine & Spirits	TFWA MEMBER
ZEADES	Blue Village	F27	Jewellery / Watches	
ZERO HALLIBURTON	Green Village	M41	Fashion / Accessories / Luggage	TFWA MEMBER
ZONIN 1821	Blue Village	C5	Wine & Spirits	TFWA MEMBER
ZWILLING BEAUTY GROUP	Mediterranean Village	N11	Gifts / Toys	TFWA MEMBER

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