

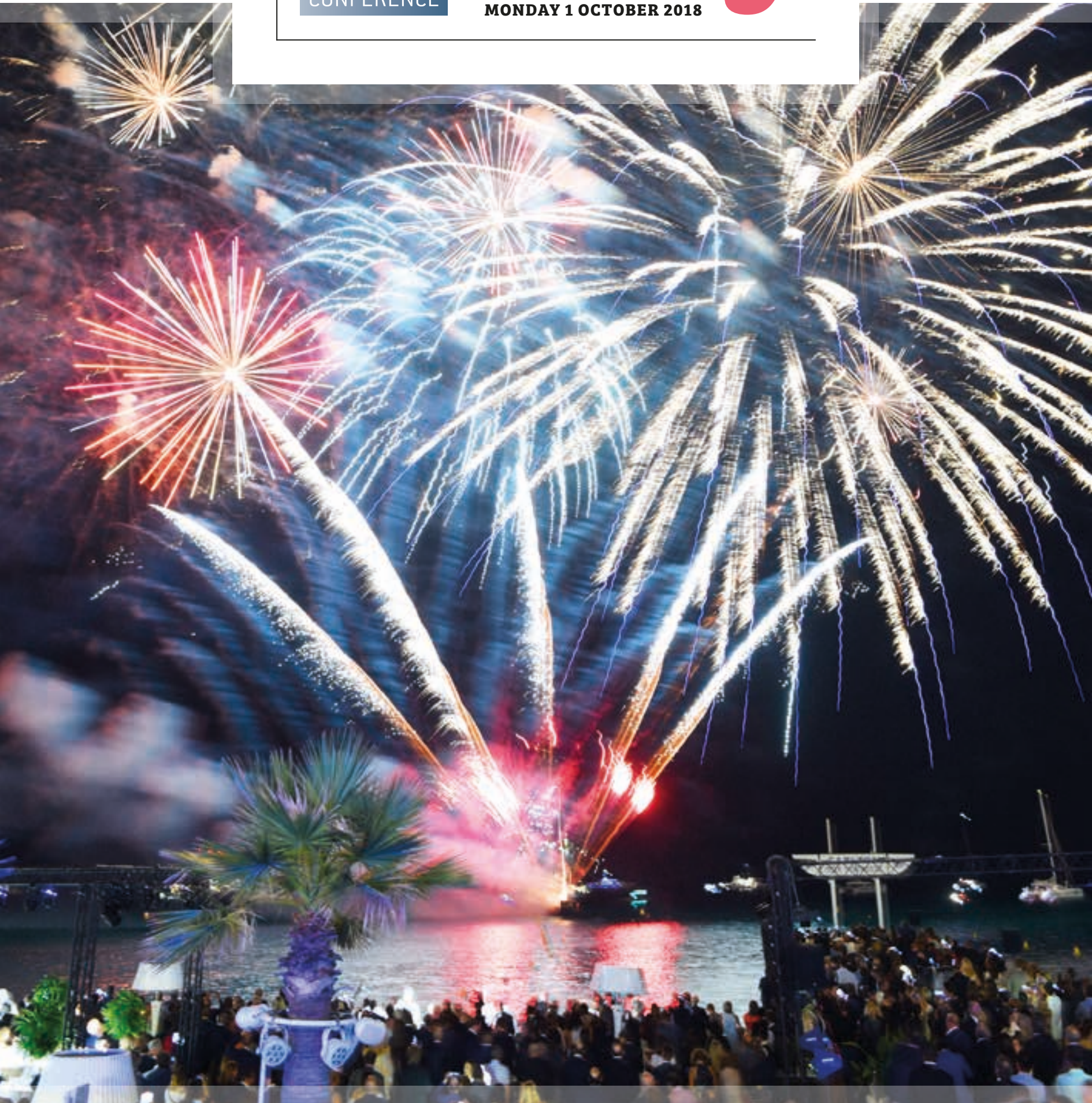
TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA

daily

MONDAY 1 OCTOBER 2018



**SPECIAL
SUPPLEMENT
INSIDE**

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TFWA

Philip Geeraert

**Vice-President
Conferences & Research**



Introduction

Incredible insight

The 34th TFWA World Exhibition & Conference gets underway in earnest today at 09:00 in the Grand Auditorium. I'm certain as ever we will take away much food for thought from what will doubtless be a fascinating morning.

I have been coming to Cannes for 15 years and, during this time, I've seen many changes within the duty free and travel retail space. One of those changes has been the emergence of Asia as a formidable force in the industry. Back in 2004, the continent was regarded as something of a developing market, but now it is bigger than that of Europe and we have seen a major shift in buying power towards this region.

We have also faced many challenges during this period, such as those which have emerged as a result of considerable consolidation across the business. However, I remain optimistic about the future of the industry. More people than ever are now choosing to travel, providing a wealth of fresh opportunities for retailers. TFWA President Erik Juul-Mortensen will touch upon this in his opening address to conference this morning, and I look forward to hearing his views on how the market has performed in the past and the direction we're looking to take over the coming years.

Once again, this year we have a strong line-up of industry leaders eager to share their thoughts on wide-reaching issues. TFWA is delighted to bring to the stage Dufry CEO Julián Díaz, Gebr. Heinemann Co-owner Claus Heinemann, Lagardère Travel Retail Chairman and CEO Dag Rasmussen and King Power International Senior Executive Vice President Susan Whelan. The panel will discuss the changing face of retail and how our industry can adapt to meet new market challenges such as digitalisation and how to improve business models and product offers.

Our final two conference speakers will doubtless educate and inspire delegates in equal measure. Former Secretary General of NATO and former Prime Minister of Denmark, Anders Fogh Rasmussen, will draw on his vast experience of European and global politics to bring context to recent political and economic tensions, while Dr Bertrand Piccard will offer his thoughts on the future of clean technologies in aviation and share stories of his incredible scientific feats – including developing and piloting the first entirely solar-powered aircraft to successfully circumnavigate the world.

The development of technology has allowed the industry to become ever-more customer-centric and provided us with new ways of communicating with travellers. It is fitting, therefore, that technology features heavily at various events across this week. The TFWA Digital Village, once again held at the Gare Maritime next to the main exhibition hall, will feature new additions to the programme such as the TFWA Digital Village Pitch Corner, allowing visitors even greater access to digital experts and the innovations shaping the industry.

The Digital Focus Workshop, taking place tomorrow, will highlight how digital technology is revolutionising the way companies manage and promote their products and services. On Wednesday, the Inflight Focus Workshop will present key findings from a major TFWA study into passenger behaviour to help the industry better meet the needs of today's modern traveller.

With an unrivalled opportunity to meet and learn from leading people from our industry and beyond, the TFWA World Exhibition & Conference really is one of the highlights of the duty free and travel retail year. I hope everyone has a fantastic time in Cannes.

Notes for your diary:

- Our exhibition opens at 12:00 today – do come to see the very latest products and innovations from the world's most outstanding duty free and travel retail brands.
- To comply with French security programme Vigipirate, we have additional security in place around the exhibition and conference, so please allow plenty of time to access the Palais des Festivals.
- Helping visitors make the best of their week in Cannes, our TFWA App provides a host of on- and off-site services and keeps users up to date with all the latest TFWA news.
- Do follow all the latest news from in and around the conference and exhibition on Twitter @TFWAnews and Instagram #TFWAlive plus look out for our daily reports on LinkedIn, Facebook and Chinese social media channels.
- We hope to see you all at upcoming TFWA events, including the MEADFA Conference taking place on 19 to 20 November at the Phoenicia Hotel, Beirut, and the TFWA China's Century Conference taking place from 5 to 7 March 2019 in Sanya, Hainan.

Exhibition opening: Today 12:00

Please note that the official opening of TFWA World Exhibition will take place today at 12:00.

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.



TFWA Digital Village: official opening

Please note that the TFWA Digital Village opens tomorrow at 09:00 at Gare Maritime.

Free Wi-Fi service

TFWA is delighted to offer a **free Wi-Fi service** for delegates inside the Palais des Festivals. Access is via the **'PalaisDesFestivals WiFi'** network, using the code on your delegate badge. Technical support is available during exhibition hours from Viapass (Level -1, Red Village).

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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STAND OUT IN THE INDUSTRY

with THOMAS SABO



Each new ladies' collection takes customers on a journey through different eras, cultures and fashion trends, offering looks for every budget.

Making moments unforgettable with a gift of jewellery. Taking memories of loved ones wherever you go. Wearing symbols that are inspired by the richness of cultural traditions, patterns and colours from around the world. This and much more is behind the design inspiration that drives company founder Thomas Sabo and creative director Susanne Kölbl – writing a success story in the travel retail sector and beyond.

The brand profits from an immensely diversified product portfolio and was aware of its potential in travel retail right from the start. With a coordinated concept, it has built upon its reputation across borders ever since. At the TFWA World Exhibition & Conference, the company's sales team will now place the focus on further expansion. 'Travel retail is a key element of our multi-channel business model. We are continuously developing THOMAS SABO into the global market

leader for premium silver jewellery, working with powerful partners to consolidate our position in focus markets', Thomas Sabo says.

'Right from the outset, our vision was to create appealing designs for the broadest possible audience. The objective for all jewellery pieces is to enchant from a 360 degrees perspective, whether through adding hand set natural stones, cuts or carvings, surface structures or colours. Each product is refined by hand and manufactured with the highest quality standards', Susanne Kölbl says.

THOMAS SABO was founded in southern Germany in 1984. Today, it is one of the leading international providers of collections of splendidly detailed jewellery and watches. THOMAS SABO is present with more than 300 shops on all five continents. It has cooperation arrangements with around 2,800 trading partners, leading airlines and cruise ships worldwide.



USP Rebel at heart men's collection: THOMAS SABO appeals to new target groups with its masculine designs.



THOMAS SABO is expanding its Travel Retail presence in Asia: Recent market entries in Vietnam, South Korea and Thailand are milestones of the company's expansion.



The diverse portfolio of watches offers selected models with THOMAS SABO styling and a focus on special details.

Learn more – BLUE VILLAGE / BOOTH NO C14



Thomas Sabo



01



02

Opening Cocktail

The stunning Carlton Beach located in front of the iconic Carlton Hotel was the venue for last night's Opening Cocktail. A superb fireworks display over the bay, courtesy of the City of Cannes, was a spectacular finale to the evening.



03



04





07



01 Erik Juul-Mortensen, TFWA President; Sarah Branquinho, External Affairs Director, DUFPR; and Michael B. Lee, Vice President of Sales, Marina Bay Sands Singapore.

02 Hiroomi Eguchi, Deputy Vice President Retail Operations Department Marketing Division, Narita International Airport Corporation; Chihiro Oshima, Manager Retail Operations Department Marketing Division, Narita International Airport Corporation; and Toshiaki Kanzaki, President & CEO, NAA Retailing Corporation.

03 Torben Vedel Andersen, Global Sales Director, Waldemar Behn; Tito Gonzalez, Regional Director, Latin America & Caribbean, Waldemar Behn; and José Luis Donagaray, Secretary General, ASUTIL.

04 Sabrina Vincent, Export Area Manager America, Léa Nature; Charles Musy, Export Area Manager, Parfums Ulric De Varens; and Rozenn Guennec, Export Manager, Parfums Par Nature.

05 Cinzia Zocca, Area Manager, Villa Sandi; Marinella Maiorano, Export Manager, Vino Libera & Compagnia; Giuseppe A. Pariani, Export & Global Travel Retail Director, Frescobaldi; Gloria Mainella, Chief Operating Officer, Italian Signature Wines Academy; and Penny Murray, Export Director, Planeta.

06 Jaclyn McGuire, Marketing Director, Scorpio Worldwide, and Stuart McGuire, CEO Scorpio Worldwide.

07 Erica Genova, Travel Retail Manager Asia Pacific, Furla; Mariela Castillo, Travel Retail Manager America, Furla; Beatrice Girotti, Global Travel Retail Administrator, Furla; Richard Thorpe, Director, RT Travel Retail Consultants; and Gerry Munday, Vice-President Marketing, TFWA and Global Travel Retail Director, Furla.

08 Andrea Tumiotto, Area Manager International Division, Molinari Italia; Robert de Monchy, Managing Director, Monarq Group; and Giorgio Cristiani, Area Manager International Division, Molinari Italia.

09 Coeur de Lion's Nils Eckrodt, Managing Director; Carola Eckrodt, Head of Design; Sabrina Valenti, Head of Travel Retail & International Key Accounts; Kati Neuner, Head of International Sales; and Jens Barwig, Sales Director.

10 Centrair Passenger Service's Yuka Maekawa, Manager Marketing Group (Store Planning & Purchasing) Sales Division; Minoru Yokoyama, Manager Marketing Group (Store Planning & Purchasing) Sales Division; Yoshio Niizuma, Senior Director Sales Division; Yuki Enomoto, Assistant Manager Marketing Group (Store Planning & Purchasing) Sales Division; and Fumie Takahira, Manager, Centrair Duty Free Sales Division.

11 Dorothee Frochte-Peters, Partner/Export Manager, Peters GmbH, and Valentina Bonavita, Export Area Manager, Peters GmbH.



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06

TFWA World Conference

Over 70 years since the opening of the first airport duty free store in Shannon, Ireland, the prospects for duty free & travel retail have rarely seemed brighter. A thriving global tourism industry, allied to investment in aviation infrastructure, has driven passenger traffic worldwide. And the quality of duty free stores has never been higher. Yet there remain serious challenges to growth. The geopolitical balance in key regions is fragile, as is consumer confidence. Excessive regulation is a constant menace. And our industry must keep pace with a consumer that is ever more demanding, with expectations shaped by the seamless retail experience online and on mobile. Today's conference will address these issues and more.

Today

09:00-11:45



Grand Auditorium,
Palais des Festivals

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



Erik Juul-Mortensen,
President, TFWA

To further debate the issues that the duty free & travel retail industry must address if it is to prosper, TFWA is delighted that the Conference will hear from a panel of senior retail executives, among them Dufry CEO Julián Díaz, Lagardère Travel Retail 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.

Julián Díaz,
CEO, Dufry



Dag Rasmussen,
Chairman and CEO,
Lagardère
Travel Retail



Susan Whelan,
Senior Executive Vice
President, King Power
International



Claus Heinemann,
Co-owner,
Gebr. Heinemann



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



Dr Bertrand Piccard,
Adventurer and
Scientist



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



Workshops programme

Digital Focus Workshop

Tuesday 2 October



08:00-09:00

Salon Croisette,
Hotel Majestic

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

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

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

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

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



Shi Ling Tan,
Digital Manager
Global, Shiseido Travel
Retail



Jérôme Lepage,
Marketing & Business
Development Director,
JCDecaux



Julie Lassaigue,
Deputy Secretary
General, European
Travel Retail
Confederation



Stephen Hillam,
Research Director,
Counter Intelligence
Retail



Joe Harvey,
Senior Manager
Global Boutique,
Retail inMotion



Thabet Musleh,
Head of Qatar
Duty Free

“If no-one tells you it’s impossible, you’re not ambitious enough”

Dr Bertrand Piccard hails from a family of scientific adventurers, and his exploits in aviation have inspired millions around the world. Ahead of his address to this morning’s TFWA World Conference, he spoke to Ross Falconer.

The conception and piloting of Solar Impulse, the first entirely solar-powered aircraft to fly around the world, is Dr Bertrand Piccard’s most recent and arguably most impressive project. It is a story of endless perseverance against the odds, with important lessons for both individuals and businesses.

Dr Piccard’s vision of achieving a perpetual flight with zero fuel was a result of the round-the-world balloon flight that he accomplished in 1999 with Brian Jones. At the time, they left with 3.7 tonnes of propane and finished with just 40kg upon arrival. When he realised that their attempt could have failed for lack of fuel, Dr Piccard promised himself to fly around the world

again, but next time without using any fossil fuels.

“Following a feasibility study carried out by the EPFL (the Swiss Federal Institute of Technology in Lausanne) and led by André Borschberg, the Solar Impulse project was officially launched in 2003,” he explains. “The aim of the project was to develop a symbol which would attractively promote a pioneering and innovative spirit, particularly in the field of renewable energy and clean technologies.”

The Round-The-World Solar Flight was only the first phase in the realisation of Dr Piccard’s vision. The Solar Impulse Foundation – through the World Alliance for Efficient Solutions – has launched the second phase of its action. It has already set off to tackle a new challenge: selecting 1,000 solutions that can protect the environment in a profitable way. Dr Piccard will then go around the world again to deliver these solutions to governments, corporations and institutions to help them achieve their environmental targets by adopting more ambitious energy policies.

“If no-one tells you it’s impossible, it means that you are not ambitious enough,” he says. “It is less about pushing back boundaries, than about understanding where they really lie. Because most of the time, it’s not these external boundaries that prevent us from realising our dreams, but the limitations that we manufacture and inflict on ourselves.”

Dr Piccard adds that we need to embrace clean technologies and efficient solutions, because they are



Dr Bertrand Piccard, Adventurer and Scientist: “If no-one tells you it’s impossible, it means that you are not ambitious enough. It is less about pushing back boundaries, than about understanding where they really lie. Because most of the time, it’s not these external boundaries that prevent us from realising our dreams, but the limitations that we manufacture and inflict on ourselves.”

much more than ‘ecological’, they are ‘logical’. “They create jobs and generate profit, while also reducing CO₂ emissions and preserving natural resources. Even if climate change didn’t exist, they would make sense. Clean growth is much better than the dirty status quo we have today.”



Anders Fogh Rasmussen, former Prime Minister of Denmark (2001-09) and former Secretary General of NATO (2009-14): “For too long we have just assumed that open markets, free trade and the democratic order are unassailable, but gradually these tenets of our globalised world are losing public support. We cannot stand by and watch.”

Making the case for an open, liberal world

This morning’s TFWA World Conference will hear from Anders Fogh Rasmussen, former Prime Minister of Denmark (2001-09) and former Secretary General of NATO (2009-14). He shared a preview of his thoughts with Ross Falconer.

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.

The future of the duty free & travel retail industry looks optimistic. After all, the approximately four billion air passengers in 2017 are expected to double over the next 20 years.

“However, the world is not without significant challenges that will impact on all businesses – and

especially those who rely on an open, free-trading and rules-based world,” says Rasmussen. “In that respect, my message will be that the world is on fire. America is retreating from the post-war global order that it forged out of the ashes of two World Wars. The international alliance of democracies that guaranteed relative peace and prosperity for the past 70 years is fragmenting. As the good guys retreat, the bad guys – the autocrats, dictators and nationalists – will advance.”

His plea to the TFWA World Conference will be for those very businesses who benefit from such an open, liberal world to make the case for it. “For too long we have just assumed that open markets, free trade and the democratic order are unassailable, but gradually these tenets of our globalised world are losing public support. We cannot stand by and watch.”

With the global and regional political landscape in a state of flux and high uncertainty, Rasmussen is well placed to discuss the context in which businesses currently operate.

“Disruption is here to stay,” he says. “Just as businesses are having to adapt to an ever-changing marketplace, they need to understand that the political landscape has its disruptors also. It is certainly true that Brexit, a resurgent protectionist wave, and increased geopolitical instability are just a few factors that businesses must consider, and which will impact on the global economy.”

If businesses want greater certainty, Rasmussen believes they should seek to understand and gauge public opinion. “Fundamentally, politicians that wish to get elected will be doing the same exercise, and will follow public mood. Today, data polling makes it much easier for businesses to understand not just what people are thinking but why they think it,” he comments.

“Businesses need to cut through the vast amounts of noise to see what really matters, and to understand that even in an era of disruption it is possible to make some informed predictions about the future. The better the intel, the more certain companies can be.”

IN STORES NOW

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THE MORE HATE YOU WEAR
THE LESS YOU CARE.



Ivo Knuesel, Head of Category Planning, Mondelez World Travel Retail: "Travel retail must adopt a holistic strategy that combines an emotionally compelling product offer with targeted engagement on digital platforms at various stages of the traveller's journey."



“What can be achieved if we invest in developing our digital technologies”

Digital engagement has become fundamental to the way Mondelez approaches travel retail, as Ivo Knuesel, Head of Category Planning, Mondelez World Travel Retail, will explain in tomorrow morning's Digital Focus Workshop. He spoke to Ross Falconer.

This year at TFWA World Exhibition & Conference, Mondelez World Travel Retail (WTR) will showcase its digital expertise.

“As leaders in the confectionery category, we are in the ideal position to break ground with our digital innovations and support our partners in the channel in addressing the challenges of low footfall and conversion,” begins Ivo Knuesel, Head of Category Planning, Mondelez WTR. “My presentation in the Digital Focus Workshop will demonstrate what can be achieved if we invest in developing our digital technologies and refine our omnichannel strategies, as well as the beneficial results of dedicated partnerships on such campaigns. We also have a fun – and potentially delicious – surprise for TFWA delegates attending the workshop.”

The travel retail offer no longer commands a monopoly of attention from travellers, and requires a whole new approach to engage them. “Next Generation (Next-Gen) travellers are characterised by their mobile connectivity, tech-savviness, frequent travel, and by their desire for bespoke experiences and shareable moments,” says Knuesel. “To connect with them and ensure that we realise revenue opportunities, Mondelez WTR attached a digital strategy to our Delighting Travelers Category Vision last year.” This is based on three pillars of engagement: digital in-store engagement, online communication, and e-commerce.

“By activating these three digital platforms along the travel journey, we have been connecting travellers with our leading brands, such as Toblerone, Cadbury, Milka and Oreo, in a modern and meaningful way,” Knuesel explains.

In terms of in-store engagement, earlier this year Mondelez WTR teamed up with World Duty Free to bring travellers at London Stansted Airport a taste of the Premier League via digital technology. The campaign formed part of Cadbury's partnership with the Premier League, which kicked off during the 2017/18 season. “The digital promotion featured an interactive football game that used floor projection and motion-sensing technology to create an interactive football shoot-out,” says Knuesel.

Meanwhile, great success has been seen through using the FLIO global airport app and Dufry's RED loyalty app for alerts on the new Toblerone Tiny Mixed Bag 272g – a travel exclusive product for Dufry Group.

“What has been particularly exciting is how we've managed to extend our digital innovations beyond the scope of the channel and scale our success with global roll-outs, like with the Toblerone Photo Booth, which prints personalised labels for Toblerone products in-store,” Knuesel adds. “Seeing Mondelez WTR's digital initiatives transcend travel retail is a real testament to the expertise of our team.”

Delivering a premium digital ecosystem

Ahead of his participation in tomorrow morning's Digital Focus Workshop, Jérôme Lepage, Marketing & Business Development Director, JCDecaux, spoke to Ross Falconer.

Airports are increasingly destinations in their own right, offering a unique passenger experience reflecting the sense of place of the city or country.

JCDecaux aims to deliver a premium and unmatched digital ecosystem in airports, which enhances their beauty, and provides a more attractive passenger experience. “Our R&D department has developed iconic digital structures, large premium and networks displays, and interactive solutions by working very closely with the best digital suppliers and partnering with them to deliver accurate and appropriate products,” says Jérôme Lepage, Marketing & Business Development Director, JCDecaux.

Indeed, digital is at the heart of the company's strategy. It now offers 6,200 digital screens in more than 100 airports. Digital's contribution rose gradually from 18% in 2013 to 29% of total airport revenue in 2017.

“Further to this digital revolution, we have made a major move towards data management, which initially presented a challenge,” Lepage explains. “Today, data is definitely a game-changer in our industry, offering new business opportunities for us and the airport ecosystem.”

Creating highly-targeted, real-time marketing campaigns in travel retail means delivering the right message, to the right audience, at the right time. “It is all about storytelling,” Lepage notes. “The objectives are different depending on the location. Building brand image in check-in areas makes sense, while more tactical ‘drive to store’ messages are recommended from security check to duty free area.”

Following a call for tenders, in June 2017 JCDecaux won the contract to install and operate the advertising at Guangzhou Baiyun Airport. The airport opened its new Terminal 2 earlier this year with more than 500 displays, making it the most digitalised airport in Asia.

“With Guangzhou Baiyun Airport, we have entered a new stage in our strategy of creating a digital advertising ecosystem in the airport and reinforcing the impact and the benefit of the DOOH media,” says Lepage. “This set of more than 1,500sqm of digital screens reinvents advertising in airports. It allows advertisers to create unprecedented spectacular and memorable advertising campaigns, and passengers to have exceptional visual and aesthetic experiences. Emblematic of our position as the number one in outdoor advertising in China, this airport is now a shop-window for JCDecaux in China and around the world.”



Jérôme Lepage, Marketing & Business Development Director, JCDecaux: "Advertising in airports is not confined merely to 'drive to store' objectives, but is part of a global long-term brand strategy."

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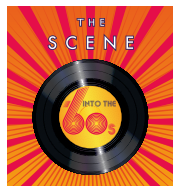


THE NEW
FEMININE FRAGRANCE

The Scene

Tonight 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:



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 tomorrow at the latest. Beyond that date, dietary options will depend upon what is available.



WiTR supporting Hand in Hand for Haiti



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.

The benefits of music education are astounding. Studies have consistently revealed the tremendously positive effect that music education has on a child's academic performance, sense of community, self-expression and self-esteem. But for nearly all children across Haiti, formal music education is unattainable.

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

After 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 is inviting exhibitors and visitors at TFWA World Exhibition & Conference to help them reach their target of €15,000 by entering the 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 tomorrow.

This year's meeting takes place tomorrow from 17:30



▲ Women in Travel Retail has chosen to support Hand in Hand for Haiti in 2018 by raising €15,000 to buy musical instruments.

to 19:00 at the far end of the Palais des Festivals Level 1 Business Centre.

"We are extremely grateful for the continued support of WiTR," says Olivier Bottrie, President and Co-founder, Hand in Hand for Haiti. "Haiti is a country of artists and has a long tradition of musical excellence. We are certain that introducing our children to this art will not only contribute to this tradition, but also give them a sense of joy and confidence."

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Philippe Lesné, President & CEO, Shiseido Travel Retail: "We continue to build a trusted, agile organisation that harnesses the industry's best talent. By investing in structural design, transformative innovation and people development, we are also enabling the organisation of the future."

Shiseido Travel Retail revolutionising its operating model under STR2.0

Following a very successful 2017, the unified Shiseido Travel Retail achieved strong results in the first half of 2018, as Philippe Lesné, President & CEO, Shiseido Travel Retail, explains to Ross Falconer.

Shiseido Travel Retail was the fastest-growing region for the Group in the first half of 2018, with growth of +40.3%. There are several contributing factors to its success. Internally, and to better meet the needs of its business, team and external partners, Shiseido Travel Retail is revolutionising its operating model under STR2.0.

"We continue to build a trusted, agile organisation that harnesses the industry's best talent," says Philippe Lesné, President & CEO, Shiseido Travel Retail. "By investing in structural design, transformative innovation and people development, we are also enabling the organisation of the future."

At TFWA World Exhibition & Conference, visitors can experience the best of Shiseido Group's portfolio and the opportunity to immerse themselves in the digital retail world.

"Our new stand draws inspiration from modern Japanese beauty, strength and power, interplayed with light and shadow," Lesné explains. "It reflects who we are as a Group, with several design features bringing this to life, including long, thin metal beams in a lacquer finish at the reception area, which reflects Japanese quality and was inspired by Japanese shrines; pebbles on the ground to emulate a Japanese zen garden; and the VIP meeting room is built to look like a Japanese tatami room, with gold leaf decorations."

Shiseido Travel Retail's key objective at the show

is to demonstrate its thought-leadership and have meaningful discussions about category and brand strategies with the major retailers.

Several exciting products will be launched during TFWA World Exhibition & Conference. These include the SHISEIDO Makeup range, which is leading the way in the Japanese Beauty movement – incorporating both SHISEIDO's Japanese heritage and technological innovations. The high-quality makeup collection comes in a wide variety of products – from eyeliners to blushers – to give long-lasting effects, while simultaneously caring for the skin.

"Another luxury beauty brand that we're featuring is Clé de Peau Beauté," says Lesné. "Our new products include the Enhancing Eye Contour Cream Supreme and the Vitality-Enhancing Eye Mask Supreme. We are strengthening the brand in Asia Pacific by offering high-end experiences for our discerning customers, and we have recently announced Zhang Ziyi, a very popular Chinese actress, as our new Global Brand Ambassador."

Shiseido Travel Retail is also showcasing NARS, with an extended shade range of Sheer Glow Foundation, a neutral-focused Skin Deep Eye Palette, and a travel exclusive NARS #JetSetter Face Palette, which is the brand's first travel exclusive palette. "All these products are just the tip of the iceberg of the exciting plans that we have for NARS," Lesné comments. "Lastly, we have Laura Mercier, which will feature the new Flawless Lumière Radiance Perfecting Foundation."

Engaging a new generation of digital-savvy travellers

The second phase of Shiseido Group's VISION 2020 is about the acceleration of its business, with a focus on growth drivers including core brands, insights-driven marketing, sales productivity, and operational excellence. "We will leverage the foundation that we have created in the past three years, with reforms that can sustain this momentum," says Lesné. "Digital and data come hand-in-hand in this second phase – in order to engage with a new generation of digital-savvy travellers, we are constantly innovating and creating campaigns to excite."

Shiseido Group's consumer-centricity starts with having a deep understanding of travellers. "We have placed an emphasis on understanding their motivations and shopping behaviours," Lesné explains. "In particular, we delve into the traveller's 'consumer journey' and the different touchpoints that they engage with, to get a sense of how much work they put into preparing their travel shopping list. We have found that when it comes to beauty products, recommendations from social media applications and peer reviews play a significant part in their decision-making."

Operating in the travel retail space means the company can expose its brands to international audiences. As a result, it has been increasing marketing efforts, especially targeting Chinese travellers. "The travel retail business also operates as a flag-bearer for our Japanese origins and our overall company values, putting us on track to achieve our vision of being the global channel for travellers and consumers to experience Shiseido and our brand's values," says Lesné.

Looking ahead, growth opportunities in travel retail will come from Asia Pacific – in fact, Shiseido Travel Retail in Asia Pacific surged +81.3% in 2017, and currently represents 68% of Shiseido Travel Retail sales, with EMEA at 21% and Americas at 11%.

"Breaking it down into categories – make-up is gaining popularity and Asia Pacific is at the forefront of that growth, as an increasing number of Asian consumers, in particular the Chinese, are exploring this segment of the beauty industry," Lesné adds. "With the launch of the revitalised Shiseido make-up during the second half of the year, the make-up category is poised to be one of our key growth areas."

Shiseido Travel Retail is exhibiting at TFWA World Exhibition & Conference: Riviera Village RJ5



◀ *Once travellers are at the airport, they are treated to visually stunning and engaging animations. This was accomplished during the launch of the revitalised Shiseido Ultimune Power Infusing Concentrate at Singapore Changi Airport, with photo booths, product sampling and games.*

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Time to power up!

Trendsetting shopping experience

Airport retailing differs from domestic retailing – an airport can be an exciting and inspiring place to be, which creates a different buying behaviour for travellers.

As one of the leaders in the electronics market, Capi Global boasts the competence to make the most of these opportunities. Peter Wiggers, Managing Director, Capi Global (Blue Village G31), says: “We have a retail concept specifically developed for travellers. Therefore, we know what travellers want.”

Interaction with travellers is a vital part of today’s shopping experience and indeed an important part of Capi’s proposition. In order to create a surprising and exciting shopping experience and to offer travellers innovative and valuable electronics, in 2017 the brand unveiled several pop-up barbershops across European airports to promote Philip’s OneBlade Pro.

“Capi combines the best brands, latest innovations and a trendsetting shopping experience to create added value for travellers,” Wiggers says. “We anticipate and respond quickly to new innovations. This shows the importance we give to introducing travel retail exclusive products.”

Today, Capi recognises Smart Home products as the latest trend in the electronics and gifts sector. While Smart Home products have already been on the market for some time, more and more of Capi’s brands are adding European languages to their devices, which makes it an attractive purchase for international travellers. Moreover, the brand was one of the first retailers to offer wireless products to travellers.

However, Wiggers acknowledges the fact that an attractive product portfolio is only a small fraction of the whole, when it comes to creating a great airport experience. He adds: “By offering travellers a trendsetting and inspiring shopping environment, we make an important contribution to the total airport environment. A focus on product assortment, an award-winning retail concept and our passionate staff make us what we are today: Capi, The Travellers Electronics Company.”



▲ Peter Wiggers, Managing Director, Capi Global: “By offering travellers a trendsetting and inspiring shopping environment, we make an important contribution to the total airport environment. A focus on product assortment, an award-winning retail concept and our passionate staff make us what we are today: Capi, The Travellers Electronics Company.”

Marta Dimitrova focuses on four powerful trends in the electronics sector, which are inspiring the modern traveller every step of the way.

The electronics category is perhaps one of the fastest-growing sectors in travel retail, as technology continues to develop every single day with consumers demanding the latest high-tech products. The rapid transformation in technology, however, also provides a plethora of opportunity for this niche sector, as more and more products now fall underneath this category – from high-tech homeware and multi-usage grooming devices to stand-out fashion headphones.



▲ In order to satisfy the consumer’s needs for a diversified offering, Braun is introducing products with automatic worldwide voltage adjustment and multi-usage devices, such as the MultiGroomingKit MGK3085, that save the user from having to bring multiple products on their trip.

Multi-usage devices

“ We are happy to see the trend of actual travel products such as adapters showing good growth and not only the omnipresent headphones,” explains Sven Olschewski, International Sales & Marketing Manager Travel Retail, Braun (Mediterranean Village P15).

Braun’s aim is to tackle the lack of diversification of the travel retail market. “We believe that a 360-degree approach is crucial to any retail portfolio in order to not miss out on sales.”

In order to satisfy the consumer’s needs for a diversified offering, Braun is adapting to this trend by introducing products with automatic worldwide voltage adjustment and multi-usage devices that save the user from having to bring multiple products on their trip. “Wherever the destination, our products are the perfect travel companions,” says Olschewski.

At TFWA World Exhibition & Conference, the brand is introducing its updated styling products, such as the MultiGroomingKit MGK3085. This styler is aimed at male travellers aged 20-45 years and with such a broad target group, it has shown a high growth rate across Braun’s travel retail customers. This year, Oral-B is also unlocking the target groups of older children and teenagers by introducing Junior and Teen electric toothbrushes.

However, Braun’s main target audience is the retailing partner. “We want to demonstrate that personal care as a category can provide health and growing profits for retailers in the channel,” explains Olschewski. “Also, by listing Braun and Oral-B they [retailers] have access to a huge target audience. Every male traveller needs a shaver (or at least means to keep his beard under control) and ideally every traveller – female or male – in any airport practises oral hygiene and is, therefore, a potential Oral-B customer.”

To successfully convey this message that personal care is important, Braun has created numerous boutiques and shop-in-shop experiences enabling consumers to touch, compare and experience the products. “By feeling the quality, the closure rate is much higher and up-trade in store is a lot easier. We develop personal care with and for retailers. We form personal connections with trading partners and never stop to innovate at the point of sale.”

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*SOURCE: TRAO Reports -Q2,Q3,Q4 2017, Q1 2018 us Q2, Q3, Q4, 2016, Q1 2017, MS Sell-out mio €

Fashion tech

A young and innovative company, Happy Plugs offers an attractive proposition to varied retailers across travel retail, as the brand fits well in not only electronics, but also fashion and beauty stores. Reiss Speight, Travel Retail Global Sales Director, Happy Plugs (Yellow Village F45), comments: "We are working closely with consolidators who are embracing the concept store style as Happy Plugs fits very well into stores that are selling anything from fashion to gadgets to beauty. For example, Happy Plugs also sit very well in the beauty categories as it is a pick-up purchase for someone who might see it at the till point or who thinks Happy Plugs will match their lipstick."

With its rather unique POS units, which range from floor stands to counter top units, Happy Plugs provides an attractive concept for retailers. These units include Happy Plugs' iconic model shots and highlight the full range of colours and styles to meet the trends in-store.

At TFWA World Exhibition & Conference, the Swedish lifestyle and fashion brand will present its new flagship product – the Ear Piece II, an updated wireless headphone experience that fuses state-of-the-art technology and minimalist Swedish design with the ability to transform the headphones into a necklace when not using them.

"We always keep the core best-selling colours, but also add newness each season which keeps the customers returning."



At TFWA World Exhibition & Conference, the Swedish lifestyle and fashion brand will present its new flagship product – the Ear Piece II. Available in five styles – Black & Gold, White & Gold, Gold, Pink Gold and Black – the Ear Piece II is the perfect modern headphone statement piece.

Digital companions

For Swedish company SKROSS, the electronic products in the travel retail landscape will become even more compact and light, as well as faster in charging. Sam Gerber, Managing Partner and Head of Sales & Marketing, SKROSS (Green Village L60), states: "We expect digital companions to consolidate even further: in the past, you would carry a tablet, a camera, a phone, USB memory cards, a navigation system and more. Today all those items consolidate in a single device, usually a smartphone."

The consequence of this, of course, leads to the biggest fear of every modern traveller – running out of power, hence creating an increased demand for mobile power solutions, charging stations and backup power systems. It's hard to imagine how anyone will survive without personal electronics, therefore SKROSS offers an attractive portfolio of USB cables and portable chargers.

"Since the need for power is a universal need and touches every segment of customers, we do not focus on specific demographic target groups," explains Gerber. "However, all of our customers have the following things in common: they are quality-oriented, want to have safe product that is simple to use and, most probably, they possess more than one mobile device and love travelling."

At TFWA World Exhibition & Conference, SKROSS will present its brand-new Wireless Charger, a high-performance charger for cable free convenience.



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◀ Amsterdam Airport Schiphol has become the first European airport to offer a Bitcoin ATM, which provides passengers with the opportunity to exchange their leftover euros for Bitcoin or Ethereum.

Amsterdam Airport Schiphol trials Bitcoin ATM to explore cryptocurrency demand

Earlier this year, Amsterdam Airport Schiphol launched a six-month Bitcoin ATM trial, becoming the first European airport to offer this service. Five months later, Tanja Dik, Director of Consumer Products & Services, briefs Marta Dimitrova on the progress of the trial.

As part of its constant efforts to innovate and provide optimum service to passengers, in June Amsterdam Airport Schiphol launched a six-month Bitcoin ATM trial, which provides passengers with the opportunity to exchange their leftover euros for Bitcoin or Ethereum at a Bitcoin ATM. Schiphol is the first European airport to offer this service. The trial is the result of cooperation between Schiphol and the Dutch company ByeX Data Solutions BV, 'The Byecoin Company'.

"We wish to provide our passengers with services that ensure maximum comfort and a perfect user experience," says Tanja Dik, Director of Consumer Products & Services, Amsterdam Airport Schiphol. "The Bitcoin ATM provides passengers who are unable to use euros domestically with an opportunity to exchange this 'local' currency for the 'global' Bitcoin."

With the implementation of the Bitcoin ATM, located in Arrival Hall 2, as well as in the corridor to Departure Halls 1 and 2, Amsterdam Airport Schiphol is exploring whether demand for this service exists among passengers.

So far, the airport has been enjoying a positive response to the service, with the majority of users being under the age of 35. "Our priority is to meet passengers' expectations that Amsterdam Airport Schiphol also offers facilities for Bitcoin users," says Dik. "We will keep monitoring the transaction figures, and besides we will also conduct qualitative research to gain a clear picture of our passengers' experience with this service. The trial will continue until the end of this year. In late December 2018, we will evaluate – together with the supplier – to determine the future of the cooperation."

Amsterdam Airport Schiphol is continuously exploring new possibilities for innovation, and in February also launched a Deliveroo food delivery service at the gate, available to order through passengers' mobile devices.

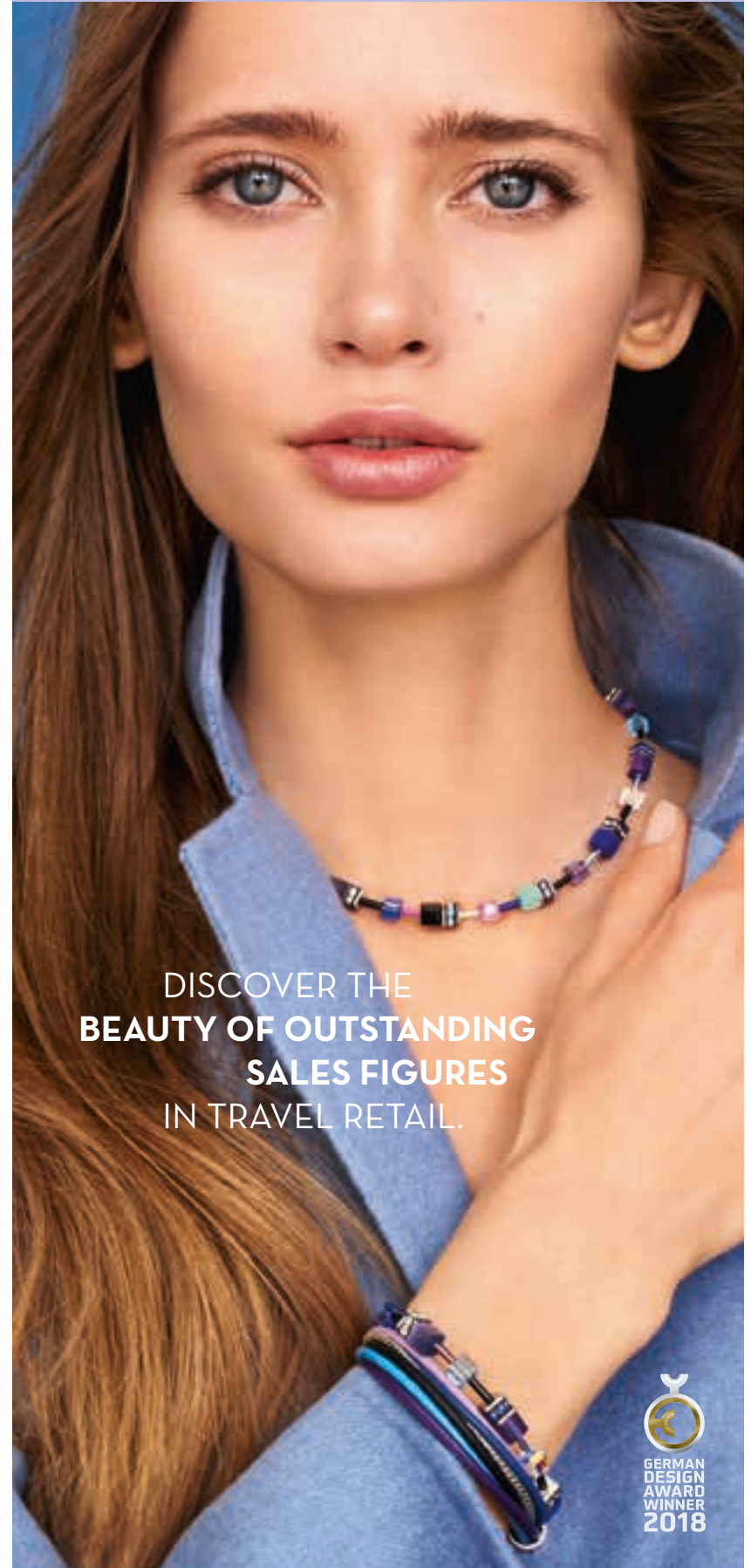
"It is our ambition to be Europe's preferred airport. To support this ambition, our passenger experience strategy is aimed at providing impactful, personal service to experience Schiphol as nice and smooth," Dik concludes.

▶ Since the launch of the trial, Amsterdam Airport Schiphol has been enjoying a positive response to the service with the majority of users being under the age of 35.



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Dubai Duty Free tops US\$1 billion in first half of 2018

Dubai Duty Free achieved a 10% increase in sales in the first half of the year, with turnover reaching US\$1 billion. This places the operation well on track to reach US\$2 billion by year-end.

"2018 has been a fantastic year for Dubai Duty Free so far," says Colm McLoughlin, Executive Vice Chairman and CEO, Dubai Duty Free. "We have continuously grown our business and are happy to see a double-digit increase for the first half. There are a number of factors behind the sales growth, including the refurbishment of Concourse C, which will be fully completed shortly, and other ongoing projects. With new retail areas now operational and ongoing retail developments coming on stream at both Dubai International and Al Maktoum International Airport, we are positive that our retail performance will continue for the second half of this year."

A number of core categories have performed particularly well, including Cosmetics (+27%), Electronics (+25%), Tobacco (+36%), Watches (+12%) and Liquor (+7%). "They have benefited from the Chinese and Russian customers – beginning to return – whose spend has significantly overrepresented their passenger numbers," McLoughlin explains. "New and innovative product launches and promotions, as well as a new emphasis on luxury, have resulted in positive sales."

For instance, the increase in Cognac sales is mainly attributed to the demand of Far East passengers, especially the Chinese. Similar interest could be seen



▲ Dubai Duty Free achieved a 10% increase in sales in the first half of the year, with turnover reaching US\$1 billion. A number of core categories have performed particularly well, including Cosmetics (+27%), Electronics (+25%), Tobacco (+36%), Watches (+12%) and Liquor (+7%).

across other categories, and growth in the Watches category is driven by the luxury segment with 75% market share. "The top 5 luxury brands – Rolex, Omega, Longines, Cartier and IWC – had double-digit growth during this period, and the growth can be directly attributed to the increasing demand from Chinese customers," McLoughlin comments. "On average 40% of the watches sales were generated by passengers travelling to China (based on boarding card analysis). Chinese travellers have also been big spenders in the Cosmetics category and particularly in the Skincare section, which has driven the category growth. 63%

of the skincare sales and 48% of the overall Cosmetics category were made by the Chinese shoppers alone."

Meanwhile, top 2 luxury fashion brands Chanel and Gucci contributed 35% to Fashion category sales, increasing the category revenues by 20% in the last eight months. McLoughlin explains that Chinese shoppers, Fashion's biggest client base, have driven 40% of the sales. "Gucci's new design and brand strategy have also improved its performance during the period. Bulgari opening in Concourse B is another good example of the shift towards luxury that has been very well received by customers."

BeThe1

Travel retail's focus on "global candidates who can swim in international waters"

An interview with Daniel Chastenet de Géry, General Partner EMEA & Americas, BeThe1. By Ross Falconer

The travel retail industry is dynamic, innovative and, of course, global. When it comes to recruitment trends in the channel, it is also very competitive.

Daniel Chastenet de Géry is General Partner EMEA & Americas at BeThe1, a recruitment consulting firm for middle and senior management in luxury, fashion, beauty and retail. He has over



Daniel Chastenet de Géry, General Partner EMEA & Americas, BeThe1: "We are looking for global candidates who can swim naturally in international waters. Travel retail is increasingly competitive, so we need grounded personalities, who consider the world their natural playground."

30 years of international experience in senior roles within the perfume & cosmetics industry, including travel retail responsibilities.

"I believe those 30 years have given me a deep understanding of the business and organisational issues that most of our clients are facing," he begins. "I can, therefore, enter a very constructive dialogue with them to help define precisely their recruitment needs.

My experience of multicultural management also brings a good understanding of cultural specificities, at both employer and candidate levels."

This international experience is combined with comprehensive training in HR development, which is important as BeThe1 adopts a humanistic approach to recruitment.

"The candidates needed in travel retail today must be citizens of the world," says Chastenet de Géry. "They must speak English fluently, and ideally other languages such as Mandarin if they are in Asia. They have been educated in international environments, and are open to the world. They have to be curious, energetic, able to work with full autonomy, and to move as fast as the industry does. It's not easy to find all these qualities in one person, so they are in high demand. We believe we are best equipped to identify those rare talents."

Indeed, BeThe1 has a high retention rate, with 68% of placed candidates still in their job three years after hiring. "We have a clear obsession with client service," Chastenet de Géry explains. "All BeThe1 consultants have worked in the business before and have acquired extra expertise in HR, giving them a competitive edge and deep understanding of client needs."

The current job market in travel retail is dynamic and competitive. Chastenet de Géry emphasises that the candidate profiles needed must have broad qualities and experience. Meanwhile, the best candidates are not easy to hire, so the job offer has to be very attractive.

"It has to satisfy career objectives, allowing them to work with autonomy in an environment that is innovative, creative and with a vision for the future. We are looking for global candidates who can swim naturally in international waters. Travel retail is increasingly competitive, so we need grounded personalities, who consider the world their natural playground."

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Teeing off *in style*

“We have some competition from the Ryder Cup – whatever that is,” joked Erik Juul-Mortensen, TFWA President, as golfers teed off at a new venue yesterday: Royal Mougins Golf Club. There was a strong turnout, with 83 players, all of whom were very impressed with the new course.

“Isn’t it stunning,” enthused Garry Maxwell, Sales Director, Premier Portfolio.

“So beautiful,” added Jutta Recheis, Managing Director, Oliver Weber Collection. “We’re having a lot of fun.”

Others were finding the golf course, with its tiered fairways and many water hazards, a challenge. “We have lost a lot of balls, but it’s a beautiful location,” said Denz Van Der List, Director International Sales, Travel Retail, Cabeau.

The tournament, which took place under blue skies, was organised by TFWA in partnership with Qatar Duty Free, and sponsored by Dr Irena Eris, American Crew and WanderSafe.

“It’s fantastic to see so many people together under one roof enjoying what is truly an incredible day,” said Thabet Musleh, Head of Qatar Duty Free.

Musleh paid tribute to the outgoing TFWA President Erik Juul-Mortensen. “On behalf of Qatar Duty Free, we would like to thank Erik personally for his service to the industry in what will be his last golf tournament as President.”

The gross winner of the competition was the team comprising: Marianna Duczmal, Dr Irena Eris; Motoko Kobayashi, Marketing Manager, Chanel; and Skorri Aikman, Iceland Representative, Scandinavian Tobacco Group. “It was a real team effort,” said Aikman. “Marianna got us off the tee, Motoko had a great short game, and I was putting well.”

The net winner of the tournament was the team comprising: Jutta Recheis, Managing Director, Oliver Weber Collection; Risto Tuomainen, Tirile Oy Ab; Dermot Davitt, President, The Moodie Davitt Report; and Guillaume Villerabel, Export Director, Gérard Bertrand Wines.

“It was great fun,” said Recheis. “I’m so happy that we won.”



01



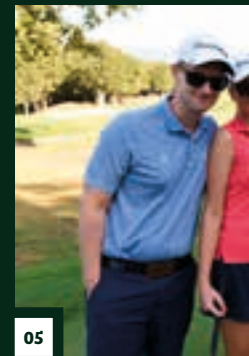
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08

01 Andrew Webster, Director, Premier Portfolio; Guiyong Cho, Korea Representative, TFWA; Jean Paul Dru, Category Manager, Ets Pons; and Serghei Alexei, CEO Smart Energy Solutions.

02 Gad Manor, Owner, Gal Manor; Chandru Manghnani, Director, Headlines Marketing Group; Ian Mak Van Waay, Sales Manager, B&S; and Jean-Luc Decaux, CEO JCDecaux.

03 Skorri Aikman, Iceland Representative, Scandinavian Tobacco Group; Thabet Musleh, Head of Qatar Duty Free; Marianna Duczmal, Dr Irena Eris; and Motoko Kobayashi, Marketing Manager, Chanel.

04 Dermot Davitt, President, The Moodie Davitt Report; Guillaume Villerabel, Export Director, Gérard Bertrand Wines; Jutta Recheis, Managing Director, Oliver Weber Collection; and Risto Tuomainen, Tirile Oy Ab.

05 Robert Glowacki, Dr Irena Eris; Marianna Duczmal, Dr Irena Eris; Motoko Kobayashi, Marketing Manager, Chanel; and Skorri Aikman, Iceland Representative, Scandinavian Tobacco Group.

06 Maxime Portail, Client Services Director, FILTR; Patrick Pace, Export Consultant, Rance; Ben Osman, Account Executive, Thin Film; and Simon Robertson, Sales Director, Al Fakher.

07 Peter Zehnder, Global Head Travel Retail, Lindt & Sprüngli; Peter Dige, Travel Retail Director, Toms; and Hanno Hellwig, Regional Business Manager, Nestlé.

08 Erik Juul-Mortensen, TFWA President, and Thabet Musleh, Head of Qatar Duty Free.

09 Martin Turek, Director Marketing Airlines, Fraport; Jeannie Archer, Consultant, Morgan & Oates; Nick Sutton, Co-founder, FILTR; and Guy Le Bars, Logistics Director, Pons.

10 James Goldstein, Owner, Samez Worldwide; Cendrine Pons, Owner, Pons; Claus-Willy Schmidt, Owner, Prätorius; and Faisal Hammoud, CEO Monalisa International.

11 Denz Van Der List, Director International Sales Travel Retail, Cabeau; Daniel Rechberger, Marketing Manager, Par Beaute; Shibu Thomas, CEO Harison Chocolate; and Virgil Ver Der Valk, Senior Purchase Manager, BNS.

12 Loic Velazquez, Sales Manager, Montres Chouriet; Laurens Krijgsman, Area Manager, Perfetti Van Melle; Diederik Frank, Brand Manager, Mars; and Rishi Dhealley, Head of Sales Global Travel Retail, Petit Gourmet.



09



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Yesterday, during the bus drive along the Croisette, delegates eager to take part in the Paul & Shark-sponsored Regatta could marvel at the empty picturesque beaches and feel the tinge of anticipation gazing at the multitude of boats cruising in the bay. Once in Port Canto, they proceeded to try their newly-provided sea jackets and formed teams under the benevolent attention of master of ceremonies Catherine Bonelli, Worldwide Travel Retail Director, Paul & Shark.

A main focus for Paul & Shark at this year's TFWA World Exhibition & Conference is the 'Save the Sea' project. For this third edition of the Regatta, the outdoor garment brand decided to associate with the Italian artist Annarita Serra, who creates artworks using plastic items found on beaches in order to raise awareness about the sea pollution problem. "20 years ago," she recalled, "I went to a beach called Piscinas, in Sardinia, and I was shocked by the quantity of plastic that was washed up by

the sea. I started to collect the items and bring them to Milan."

Starting from today, Serra is working on an installation that can be seen at the Paul & Shark stand (Riviera Village RH8). The 40 participants were evenly split across four teams – Reflex, Heritage, Scoop and Auckland – and each boat had a professional

local skipper. "There's never been as many people on the waiting list," Bonelli commented about the success of the Regatta.

The Heritage team made it first to the finish line and rejoiced: "At the beginning, there was not enough wind, but thanks to a particularly good team spirit, we made it!"

Environment-conscious Regatta



The winning Heritage team comprised: Christophe Albert, Interparfums; Priscilla Beaulieu, Kaloo Parfums; Fabien Boukobza, Genie-S; Antoine Bucaille, Selective Brands; Caroline Bucaille, Selective Brands; Olivier Desmaison, Interparfums; Mario Moura, Rinesia; Edith Petit, Tintamar; Laurent Poyen, TCS; and Nadia Skouri, Buying the Sky.



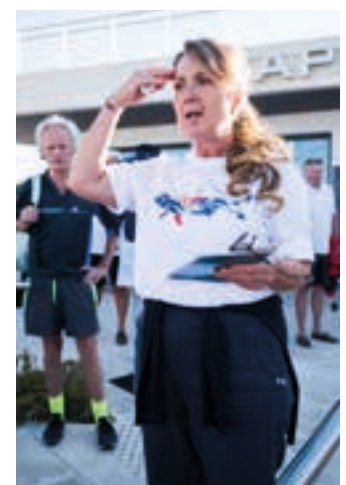
A would-be skipper learning the ropes.

The artist Annarita Serra strives to create awareness about plastic pollution.



The spirits were high before the departure.

Catherine Bonelli, Worldwide Travel Retail Director, Paul & Shark.



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The yoga instructor taught delegates techniques from the Hatha Flow yoga movement, which brings peace to the mind and body.



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▲ Nearly 60 enthusiastic yogis participated in the two Rituals-sponsored yoga sessions yesterday morning to discover new breathing techniques for better relaxation.

Relaxing the mind, body and soul

“Inhale, exhale” echoed in the air during yesterday morning’s two yoga sessions, sponsored by Rituals, which this year took place at the stunning Plage du Festival, facing the mountains surrounding Cannes. During these truly popular sessions around 60 delegates discovered new breathing techniques to help them detox and relax before a busy week ahead.

“This is our third year doing the yoga on the beach and I think the setting, the circumstances all lead to the whole message we’re trying to portray as a brand, which is all about slowing down,” said Neil Ebbutt, Director Wholesale, Rituals. “We couldn’t have found a better morning.”

Delegates practised Hatha Flow yoga, which combines yoga postures and breathing techniques to help bring peace to the mind and body. “It was a beautiful session with lots of eager faces, which is always nice to see,” said the yoga instructor. “We took really slow movements and I wanted to give everyone a few tools for the week ahead with a few breathing techniques to help them keep calm. We took the body through some very gentle movements, mobilising the spine, the shoulders, the hips. Again, just things they could do as the week progresses to help them release any tension and find some inner balance. Take some time for yourself, as Rituals’ products are all about that.”

Before giving a final “Namaste”, the yoga instructor invited delegates to finish off the session by reaching a complete relaxation with the Savasana pose, which relaxes the body and frees the mind.

“This really is the perfect start to the week,” enthused Miriam Richter, Marketing Manager Duty Free, Lindt & Sprüngli. “It is the third time I am taking part and it just makes such a difference to the busy week ahead, so we start with a relaxed mind, body and soul.”

Anne Marie Brett, Global Buying Manager Perfume & Cosmetics, Aer Rianta International, added: “The instructor was a very good teacher. It was a relaxing, but energising start. It really was very nice and the venue is amazing.”



▲ Saba Tahir, Senior Vice President – Purchasing, Dubai Duty Free.



▲ Miriam Richter, Marketing Manager Duty Free, Lindt & Sprüngli.



▲ Anne Marie Brett, Global Buying Manager Perfume & Cosmetics, Aer Rianta International.

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Winner in the men's category: ▲
Karl Marnane, Sales Director,
Butler's Chocolates.



Winner in the women's category: Hannah
Lyons-Cox, Global Travel Retail – Portfolio
Brand Manager, Brown-Forman.

TFWA Charity Run

In the bright warm morning sunshine on the Croisette yesterday, it was an ideal morning for the popular annual TFWA Charity Run.

The 99 competitors took to the start line of the 1.5km looped course that took everyone along the promenade and across the sand, affording them beautiful coastal views. All participants' €15 donations went to local charity SAMU SOCIAL, a truly worthwhile cause that transports people in need to receive medical attention, and makes sure meals are provided as well.

"It is wonderful to meet under the sun to walk and

run, and generally get people together," said Erik Juul-Mortensen, TFWA President. "SAMU SOCIAL transports food to people who either have no food or do not have the money to buy it. It's an association we have supported for quite some years now. What they do is look after elderly and poor people in the whole area by taking them to and from hospital, to and from doctors, as well as providing them with meals every single day throughout the year. It is a really good cause and I am really proud that we can do that."

He added: "It is great to see so many known faces and

even some new ones this year. I hope everyone enjoys looking out over the beautiful ocean as they run."

The winner in the women's category was Hannah Lyons-Cox, Global Travel Retail – Portfolio Brand Manager, Brown-Forman, who ran five laps of the 1.5km course. Winner in the men's category was Karl Marnane, Sales Director, Butler's Chocolates, who ran six laps. "This is the fifth time I've done this and I've always come in the top three," said Marnane, adding that "the past two years I have come second, so I'm delighted to start the week off with a win."

Philip Geeraert, Director Channel Asia, Neuhaus; Maridat Matthieu, Head of Sales, Jean-Marc Brocard – Chablis Wines; and Kristof Le Roux, Sales Administration Manager, Jean-Marc Brocard – Chablis Wines. "This is the first time we have done the run. The company has been here at the show four times, but we are newcomers as exhibitors as well as runners. We love running and it's so nice to be running along the Croisette," said Le Roux.



▲ The Sokolov team featuring
Svetlana Vinogradova,
Export Director,
and Export Managers
Alilina Novikova,
Elena Kolobova
and Alexander Noskov.

The new route and running on the beach was a challenge for all competitors including the dog!



Dr Irena Eris

*Research conducted at Dr Irena Eris Centre for Science and Research 1. Eye cream. 2. Day and night creams.

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Pétanque

with prowess and precision



The sun beat down on Cannes' Place de l'Étang as the annual pétanque tournament kicked off yesterday.

A capacity turnout of 100 players were treated to coffee and croissants before taking to the courts, which were quickly transformed into a battleground of flying and smashing boules in the rising heat.

Contestants were whittled away one by one as the morning progressed, but fierce competition didn't stop the players pausing to enjoy the classic southern French combination of rosé and pastis, matched with delectable truffle chips.

But there could be only one winning team. After a tense final, tied until the very last round, victory went to a jubilant team 21, which consisted of Steven Candries, Sales Director, Guylian; Larissa Fadeyer, Project Manager, Transatlantic Airways; Jean-Luc Lebault, Owner, DF Signature; and Maria E. Cisternas, Managing Director, Macis Promotions.

Candries, who was also in the winning team at last year's tournament, said: "I started today on the waiting list and thought I wouldn't even be in the game. With a team like this, which has skills that I've never seen before, these two ladies and this gentleman played fantastically. We all thought we would be losers at the start, so we are very, very happy with this."

Asked what makes a solid pétanque player, he added: "When you're playing pétanque you can only be angry at yourself if it doesn't go well. Calm and angry people play this game, and mostly it's the calm people that get quite far."

◀ *Steven Candries, Sales Director, Guylian; Maria E. Cisternas, Managing Director, Macis Promotions; Larissa Fadeyer, Project Manager, Transatlantic Airways; and Jean-Luc Lebault, Owner, DF Signature.*



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

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

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- Puits de lumière, Level -1
- Mediterranean Village, Level 0
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- Bay Village, Level 1
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- Online access to the TFWA Product Showcase

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Mediterranean Village, Level 0

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Shuttle services

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

'An experience worth travelling for'

Sales are doing well across all categories at Qatar Duty Free (QDF) in 2018, and this trend is expected to continue. Store openings have included the Tiffany & Co. boutique, the Samsung experience zone, and the second Harrods store at QDF. "In addition, we have launched fabulous pop-ups including the L'Oréal Grand Hotel and the Maison Christian Dior, which are both extremely popular with our customers," explains Thabet Musleh, Head of Qatar Duty Free.

QDF has over 90 boutiques and luxury, high-end stores, as well as more than 30 restaurants and cafés covering 40,000sqm at Hamad International Airport. "We are planning a number of new store openings and pop-up launches across all categories," says Musleh. "We are continuously looking for new innovations in response to, and in anticipation of, customer demand and to increase customer engagement."

Indeed, he adds that QDF constantly strives to provide passengers with 'an experience worth travelling for'. "We are committed to providing passengers with an engaging shopping and dining experience at our award-winning home and hub Hamad International Airport, and through our onboard inflight duty free selection," Musleh comments. "We do this not only through the experience zones, pop-up stores and podiums, some of which are global or regional firsts, but also through the various services we offer to our customers. These include a resident tailoring service and an express beauty spa. Together with our brand partners we also offer beauty consultations, makeovers and personalised gifts."

Meanwhile, the regular car, bike and millionaire raffle draws bring theatre to the airport, and are also streamed live on social media platforms. QDF utilises digital communication platforms to inform customers of the range of brands and products available to them. "In fact, the last four winners of our raffles were customers who purchased their tickets online," Musleh explains. "Consumer engagement through digital technology has also influenced how we communicate with our customers."

In June, QDF became the first airport retailer in the region to introduce a Samsung Experience Zone. "We understand the power of technology and the great effect it has on innovation and creativity," says Musleh. "Travellers can now discover and experience the latest Samsung devices leading the world to the future."

Bringing firsts to Hamad International Airport is one of the ways QDF aims to ensure customers discover something new and exclusive every time they shop.

"Our aim is to provide customers with the finest quality product range, an exceptional shopping experience to all passengers flying with Qatar Airways, and a five-star customer experience."



▲
In June, Qatar Duty Free became the first airport retailer in the region to introduce a Samsung Experience Zone.



ERMANNO SCERVINO
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Demystifying Digital Beauty

Leading international trade publication BW Confidential launches Beauty & Digital Collector's Guide offering key analysis on how developments in digital are impacting the cosmetics and fragrance industry.

To find out how beauty is being disrupted by digital, executives should pick up a copy of this fall's special-edition Collector's Guide from BW Confidential, the Paris-based trade publication for the international beauty industry.

The BW Confidential Beauty & Digital Collector's Guide (the publication's fifth Collector's Guide), offers more than 100 pages of analysis on how developments in digital are impacting the beauty industry on a range of levels, from how companies are organised and changes in business models, to online commerce and the future of brick-and-mortar retailing, while delving into shifts in marketing strategies and consumer behaviour.

This special guide also explores in depth what Artificial Intelligence (AI) will mean for beauty in terms of product development, services and new ways of selling to consumers, as well as what key countries such as China are doing in this area.

The issue is jam-packed with digital case studies and analyses how industries outside beauty are dealing with the digital revolution in a bid to give inspiration to cosmetics and fragrance executives.

Doing digital

BW Confidential is not only writing about digital, but also continues to incorporate new digital strategies into its media offer. BW Confidential, which was born in digital in 2009 with the launch of a website (www.bwconfidential.com) and Beauty Insight, an electronic publication sent to executives by email, introduced

a new digital publication and video in May this year. Called This Week in Beauty, the publication aims to bring readers the essential beauty news of the week in one quick-read email every Friday. It was created to provide time-pressed executives with a short summary of the news they need to know about in an easy-to-read, digest format. This Week in Beauty also includes a video highlighting the week's key news in just under a minute.

This comprehensive digital offer of news headlines published every day, Beauty Insight and This Week in Beauty is complemented by BW Confidential's print arm, which includes four magazines per year, industry trade show review editions and its annual Collector's Guide. In addition, BW Confidential publishes special editions on the beauty industry in collaboration with industry associations The Fragrance Foundation and Cosmetic Executive Women (CEW).

Next year BW Confidential will celebrate its 10th anniversary, a milestone it plans to mark by the launch of exciting new resources and publications for the international beauty industry, all while continuing to stay true to its original mission of bringing readers news, analysis and commentary on the international beauty industry in an independent spirit that they won't find anywhere else.

The BW Confidential Beauty & Digital Collector's Guide, BW Confidential print magazine October-December 2018 and BW Confidential Beauty Insight special printed edition are available on the magazine racks in Level -1 of the Palais des Festivals and at the Digital Village.



The BW Confidential Beauty & Digital Collector's Guide offers more than 100 pages of analysis on how developments in digital are impacting the beauty industry.

In May, BW Confidential launched a new digital publication This Week in Beauty, which includes a video highlighting the week's key news in just under a minute.



BW Confidential publishes four print magazines a year. The latest bumper October-December edition can be found in the magazine racks at the show and in the Digital Village.



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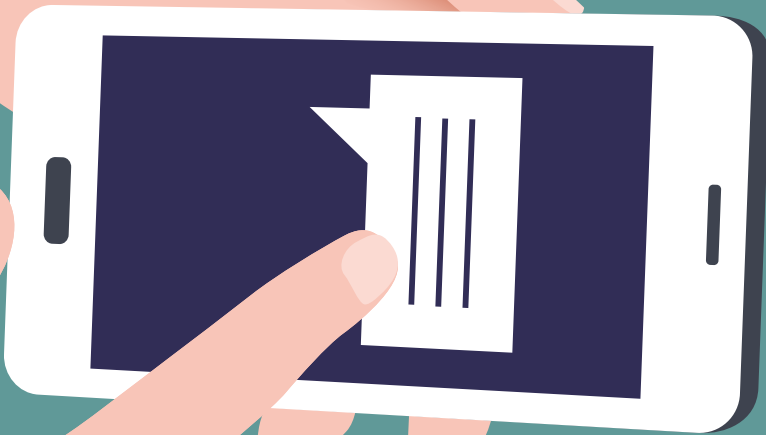
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As İstanbul New Airport nears completion, N. Mert Başar, Chief Commercial Officer of İGA Airport Operations, briefs Marta Dimitrova on the airport's strategy to provide a well-balanced offering, while showcasing Turkish culture.

İstanbul New Airport: combining “tradition and local heritage with modern global trends”



◀ *N. Mert Başar, Chief Commercial Officer of İGA Airport Operations: “Through its history, İstanbul has been a major centre of global trade between East and West. The new airport with all its attributes is destined to become a true global crossroad.”*

“In October, we won't just open an airport, we will open a new centre of global mobility and lifestyle,” N. Mert Başar, Chief Commercial Officer of İGA Airport Operations comments, less than a month before the official opening of İstanbul New Airport, scheduled to take place on 29 October.

At the heart of İGA's vision is to achieve a shopping experience which truly reflects the city and the Turkish culture. To create this unique and elaborate concept that paves new ways in the airport retail business, İGA has signed a 25-year partnership with Gebr. Heinemann's Unifree Dutyfree, which has invested up to €120 million in what will be the largest retail area worldwide with 100,000sqm in total.

Embracing the authentic spirit of İstanbul

“With the opening of İstanbul New Airport we want to embrace the spirit of İstanbul as a symbol of prosperity, travel, hospitality and variety with innovative designs, a variety of products and a good mixture of global and local brands,” Basar explains. “Our retail is a promise to create an authentic and living representation of the

city, so shopping at İstanbul New Airport will not only offer a wide range of products, it will also give you the authentic spirit of a short trip to İstanbul – even if İstanbul is just a transit on your trip.”

The area is divided into six different sections for a varied and unique shopping experience, designed in cooperation with UK design company The Design Solution. “Our travel retail space will be a mix of contemporary design with reference to a Turkish bazaar. This reflects the atmosphere of İstanbul – where different cultures merge and tradition meets modern lifestyle and technology.”

Additionally, Basar explains that there will be something for everyone, as the airport's commercial approach is based on five different shopping concepts: luxury (high-end fashion), Turkish bazaar (local), fashion garden (trendy), style beach (urban), and family (community). “The diverse mix of brands is very important for us. But we will be far from the cliché form of all duty free, with many new features. Our concept will be well balanced in all tastes instead of a chaotic mixture of everything. Therefore, we will cooperate with the largest retail brands not only from Turkey, but also from all over

the world to complement the perfect mix of brands.”

The retail area will feature innovative technology to provide customers with novel shopping experiences, such as smart shopping carts and a variety of mobile payment solutions, as well as electronic customer analysis systems. Additional features will include a virtual reality ‘Magic Mirror’, personalised shopping recommendations and smart technologies. “All these elements are set to perfectly work with each other to offer passengers an experience that goes beyond shopping,” Basar says.

İstanbul New Airport's vision is to be more than an airport. Indeed, İstanbul Airport City, a unique new urban development, is planned to be opened in 2020. It will be an exciting place to work, eat and live, and with its new generation shopping mall and boulevard will provide a unique retail experience. “Through its history, İstanbul has been a major centre of global trade between East and West. The new airport with all its attributes is destined to become a true global crossroad. And again, this is the spirit of İstanbul we want to catch at İstanbul New Airport: combining tradition and local heritage with modern global trends.”

İstanbul New Airport's retail area will be the largest worldwide with 100,000sqm in total. To enhance the passenger experience, the airport's commercial approach is based on five different shopping concepts: luxury (high-end fashion), Turkish bazaar (local), fashion garden (trendy), style beach (urban), and family (community).



A spirit to savour

The Macallan has unveiled a new travel retail exclusive limited-edition bottling of its exceptional rare Cask Black whisky, highlighting the uniqueness of the brand's new distillery and visitor experience.

Featuring a print of one of The Macallan's Six Pillars – its Curiously Small Stills – captured by world-renowned Magnum photographer Paolo Pellegrin, Rare Cask Black Limited Edition 2018 brings together one of The Macallan's rarest expressions.

Limited to 7,000 bottles, the commemorative pack also includes a beautiful pewter flask, featuring an etched illustration of The Macallan's new distillery and visitor experience. The Macallan Rare Cask Black whisky is quite unlike other expressions from The Macallan, owned by Edrington.

A spirit to savour, this limited-edition bottling combines dried fruit, nutmeg, ginger and polished oak, plus hints of dates, figs and raisins. The distinctive flavour delivers the full-bodied richness of the spirit from the European sherry-seasoned and American oak casks with the added intensity provided by a timeless thread of peat smoke.



Beach Village Beach 10



For the love of football

Mondelez International comes to TFWA World Exhibition & Conference to showcase its latest innovation from the confectionery brand Cadbury. Marking its ongoing partnership as the official snack of the English Premier League, Cadbury is rolling out a Cadbury Premier League ball that combines the universal love of chocolate with the universal love of football. The ball contains 28 individually-wrapped miniatures and offers a tasty mix of some of Cadbury's most beloved flavours, including creamy Dairy Milk, gooey Caramel and crunchy Wholenut. The product will be available from April 2019.

Riviera Village RG5



TOSCOW
AUSTRALIA

D9 Blue Village

Chic designs

Blue Storks is coming to TFWA World Exhibition & Conference to showcase the latest innovations from trendy urban brand JOTT (Just Over the Top). Founded in 2010 by two Marseille natives, Mathieu and Nicolas Gourdikian, JOTT reinvents the way we dress by focusing on comfort and style. JOTT specialises in thin and ultra-light down goose jackets that can be worn any season and carried everywhere thanks to an ingenious pouch. This concept unites all generations. JOTT is now branching out with its urban chic clothing and accessories lines, producing increasingly smart and portable outerwear that is seducing a growing community of jotters of all ages. Available for women, men and children in 18 different colours, there is a JOTT for everyone.

Another highlight at the Blue Storks stand will be the Paul Hewitt brand, where timeless chic meets the Northern German attitude to life. Determined by a minimalistic design and a maritime flair, its appreciation of tradition, originality and consistency is reflected in all of the brand's unique collections.

Mediterranean Village N15



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Electric collection

An array of post-punk, military and streetwear inspirations is the source for an eclectic and electric Fall Winter 2018 collection by Cerruti 1881. A palette of warm, sophisticated tones – black, burgundy, crème, khaki, nutmeg and mustard – and refined materials – velvet, shearling, cashmere, silk, jacquard technical wool – created the counterpoint to an angular, wiry silhouette with either broad shoulders, cinched waist or more fluid A-line.

Tailoring is featured, often in association with sportswear pieces, creating the perfect balance between formal and casual. Check, Prince of Wales and herringbone patterns are worked in their XL versions, as a reference to early 80s' aesthetics, which are combined with an exclusive graphic motif inspired by the Bauhaus fabrics design.

This season a few unisex pieces are presented. The idea of a shared wardrobe is expressed by borrowing from the boys. A military boiled wool trench, camel coat, parka and jacquard wool duster are paired with slim trousers and shown belted or accessorised.



📍 **Bay Village Bay 14**



Space is the place

In a galaxy far, far away, there's a fable about princesses who left on intergalactic travels by spaceship venturing towards "somewhere else" and a future home.

Coccinelle's latest Spring/Summer 2019 collection Space is the Place takes us to a dimension suspended between dream and real life, a "Space Oddity" that leaves from space and arrives in the Nevada Desert, whose colours are lit up at night by the Burning Man festival.

In the anonymity of space, the control tower calls Exoplanet. Creative directors Eleonora and Vinciane explain their journey through bold features. Carnivorous flowers. Boundless prairies inflamed by extra-solar rays. Pink, yellow and brown deserts. A new world seen through the porthole: a virgin landscape greets the cosmonauts, ready to rebuild a cosy habitat for themselves.

An elegant, soft leather flap is perfect for the entire journey, while unusual materials make their own space, combined with supernatural colours for details: fuchsia, neon blue, silver and optic white, with the fun techno influences of digital mimetism.

📍 **Bay Village Bay 1A**

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Master of Malt

Whyte & Mackay will present two major new malt whisky collections, from Tamnavulin and Fettercairn, here at TFWA World Exhibition & Conference.

The company will continue to build on the successful global launch of its new Jura Sherry Cask Travel Retail Collection. And it will further strengthen the international presence of The Dalmore, already established as a significant luxury brand with huge global demand. Lastly, in line with its objective to diversify and differentiate its brand portfolio, Whyte & Mackay will reveal two new contemporary spirits brands at the show.

Following a successful UK domestic launch, Whyte & Mackay is now rolling out the Tamnavulin brand to its travel retail partners globally. Tamnavulin Speyside Malt is an accessible, entry-level single malt whisky, designed to recruit new consumers to the malt segment and drive trade up from blended Scotch.

Another key focus for the brand will be the rebirth of the rare Highland Single Malt Whisky Fettercairn – featuring the first new releases from this unique Highland distillery in almost a decade.

📍 **Green Village M52**



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Sustainable beachwear

H Heidi Klein, Britain's largest luxury beachwear label, has announced the expansion of its iconic swimwear and resortwear collections with new ranges of accessories for travel retail.

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.

Heidi Klein remains committed to developing and enhancing its work in ethics and sustainability. Heidi Klein is the first to acknowledge that enhancing ethical and sustainable production is a work in progress, and particularly given the fabrics of swimwear, is an area requiring development. However, the brand believes that all progress is good progress, and is proud of the initiatives it has been able to put in place so far. Visit Heidi Klein's stand to receive an update on the latest initiatives.

 **Yellow Village F46**



Danish design

B+D has always been inspired by the Scandinavian way of life, especially by the enduring heritage of Danish design, and characterised by pure lines, strong colours and an everlasting love for similar shapes.

The B+D Sunglasses collection is a carefully curated selection of all-time favourites, including must-have round shapes, cat eye frames and aviator glasses, with great fit and a contemporary look.

B+D Readers presents its latest development, Loop Readers, at TFWA World Exhibition & Conference. This reading glass is an ultra-light unisex item with soft-touch finishing that features organic lines with round and thin frames. It comes in six fun colours. Its flex temples ensure a comfortable fit for all face types, rendering Loop Readers the ultimate sophisticated and intellectual choice. Available powers: +1.00, +1.50, +2.00, +2.50, +3.00.

B+D is proud to announce the release of its 2019 3D campaign, a groundbreaking innovation done entirely in 3D technology that fits perfectly with the launch of the brand-new website.

 **Yellow Village A21**



Viticultural paradise

Domenico, Francesco and Michele Zonin are proud to present their new family adventure in Chile, introducing Dos Almas wines at TFWA World Exhibition & Conference.

The Zonin family began its love affair with wine in 1821. Today, the Zonin Family is ready to embark on a new bet. After in-depth research all around the world, the ideal conditions for the production of high-end wines were found on the other side of the planet. A family trip to South America six years ago was a revealing moment and Chile was chosen for its perfect terroir, considered a "viticultural paradise".

At ZONIN 1821's booth the wines poured will be three Reserva (a Sauvignon Blanc from Casablanca, a Cabernet Sauvignon and a Carmenere from Colchagua); three Gran Reserva (a Pinot Noir from Casablanca, a Cabernet Sauvignon and a red blend from Maipo) and a sparkling Chardonnay, the Chilean expression of Zonin's long-term expertise and reputation in the sparklings.

 **Blue Village C5**



Universal appeal

TFWA World Exhibition & Conference promises a number of exciting new product innovations from Mars International Travel Retail (MITR), led by M&M's – the largest confectionery brand worldwide.

Guaranteed to drive disruption and fun on the global travel retail shop floor, thanks to its humanised Red and Yellow 'start' characters with other colours and support, M&M's has real universal appeal catering to all age groups and nationalities.

"The broad age appeal is what makes M&M's a winning global brand," says Raghav Rehki, Category Director, Mars International Travel Retail. "The brand offers product concepts that appeal to the widest of age groups, while a clever, amusing and in some cases slightly 'risque' global advertising campaign with specific adult appeal has built a loyal following worldwide."

In Cannes, MITR will be announcing a new range of products for M&M's that will drive the most loved brand in the confectionery category.

 **Bay Village Bay 9**



Futuristic lash look

Volume, length, shape, curve... A perfectly natural or insanely false eyelash effect? Yes, you want everything and now you have it! Terry de Gunzburg invents for you Lash-expert Twist Brush Double Effect Mascara. The first mascara that fully dresses your lashes in one single, simple twist – what you want, where you want, when you want! This new multi-tasking, twistable mascara bends itself to your will to customise each and every lash just as you please.

The secret behind this futuristic mascara, on display at By Terry's stand, is its high-technology telescopic brush, fitted with a super-smart twistable mechanism that allows you to advance or retract the brush head to make up your lashes exactly as you wish, uber-dramatically or naturally deeply defined.

Made of elastomer fibres with 'sensor' pins, the brush catches every single lash for limitless possibilities.

Design your own multi-dimensional lash look, taking your lashes to astounding new lengths, with as much volume and curve as you like, for a fabulously false eyelash effect or a chicly sheathed feathery fringe... it's up to you!

 **Red Village L29**



Parisian chic

This year has seen the achievement of new partnerships for Wellington Global and its fashion jewellery brand Pica Léla with notable additions to its client portfolio such as Air Seoul, Sri Lankan Airlines, Singapore Airlines' KrisShop, EVA Air pre-order, The Boten Duty Free Mall and Vipshop. The brand is also excited for its new partnership with Heinemann on board Carnival Cruise Line, which has set sail with Pica LéLa from September.

Pica LéLa's latest collection began with a reminiscence on French chic, Parisian elegance and the famous Eiffel Tower, and thus the new Luxe collection has a French influence, allowing you to channel your inner Parisian chic.

This new collection is equal parts old school elegance and fashion-centric. Latest jewellery trends see a reallocation of objects to fashion wear and the hero piece of Luxe can be seen as a polished and softened take on this iconic French structure.

 **Blue Village B4**



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Otherworldly dermal technology

This year's TFWA World Exhibition & Conference will see an out-of-this-world Swedish beauty technology by FOREO. Combining Korean skincare formulas and Swedish beauty tech, FOREO UFO is the biggest masking innovation since the time of Cleopatra. Gone are the days of messy mud and ill-fitting sheet masks, UFO offers a whole new way to mask – in only 90 seconds. With state-of-the-art dermal technologies, including full-spectrum LED light therapy, UFO pairs with premium UFO Activated Mask formulas for a complete, professional-level facial treatment.

UFO is the latest addition to the FOREO range, joining the award-winning LUNA mini 2 facial cleansing brush, which has accumulated \$1 billion in sales already this year. Since it was founded in 2013, FOREO has become a travel retail favourite and the world's fastest-growing beauty tech brand, with no sign of stopping.

Yellow Village G37



Unmistakably unique

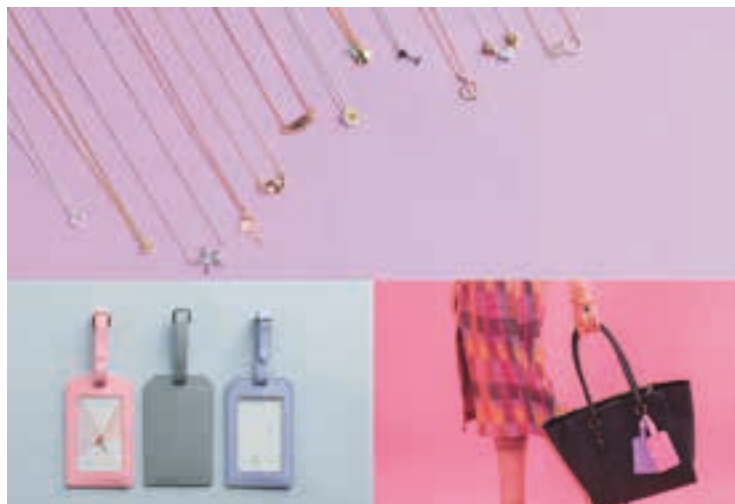
This week TFWA World Exhibition & Conference will see Illva Saronno reveal the latest in its line of annual limited edition designer bottles of Disaronno.

For the new end of the year holiday season 2018, Disaronno introduces 'Disaronno Wears Trussardi' – an exciting limited edition where, true to form, it chooses an Italian lifestyle brand to make its unmistakably unique bottle extra special.

Sense of tradition, innovation and Italian elegance are some of the values the two brands share. They are values that emerge clearly in this latest limited edition, where the typical Trussardi texture and greyhound logo unite with the Disaronno bottle's distinctive shape. Fine fuchsia, green and blue brushstrokes frame the famous label for a totally 'today' result.

Along with the classic bottle, the Disaronno Wears Trussardi Limited Edition comes in two delightful sets of mini bottles, in packages of three.

Bay Village Bay 19



Celebrating life

This year's TFWA World Exhibition & Conference sees wine specialist Freixenet sparkle with new additions and new packaging that will make its travel retail offer more compelling than ever. Building on the highly successful launch last year of Freixenet Prosecco D.O.C.G in global travel retail, the company is adding to its Italian offer with Freixenet Pinot Noir Rosé Sparkling.

One of the most iconic products in the category is Freixenet Cordon Negro. Popular with Cava drinkers all over the world, Cordon Negro Brut has allowed Freixenet to continue engaging consumers all over the world as part of its mission 'to help the world celebrate more of life's special moments'. In line with this vision, and to maintain its number one position in the sparkling wine category, Freixenet is relaunching its iconic black bottle with the introduction of Cordon Negro Gran Vintage, exclusively created for the global travel retail channel and available from this autumn to all regions.

Red Village J7



Bon Voyage

Kurate International is using TFWA World Exhibition & Conference as a launch pad for a boosted portfolio of travel-inspired jewellery products. The new collection from the Belle & Beau brand is adeptly named Bon Voyage and has been designed to be the ideal travel companion.

The Bon Voyage collection is a range of stylish luggage tags that comes with a choice of pocket-size pendants from everyday travel essential styles to tropical trends. With a choice including whimsical flamingos, starfish, delicate daisies or feathers, there is a style suitable for everyone.

Each luggage tag comes in soft pink, lilac or dove grey to mirror the Belle & Beau colours and packaging. The extra slim packaging means the collection can easily be hung on a display unit making them ideal for ground, airport and cruise/ferry stores – as well as inflight.

Kurate will also be showcasing another new addition to its Belle & Beau brand – the Ravenna collection.

Green Village H44



*Chocolate
Passion*



Coconut Bliss



*Hazelnut
Delight*



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THE ORIGINAL PEATED BLEND



ISLAY MIST - the bridgebuilder between the blended whisky and the malt whisky categories. The new look Islay Mist Original is a characterful testament to **BELONGING, PREMIUMNESS & SMOKE** - but we promise we have not changed the gold-medal winning liquid!



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**Yellow Village:
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Super premium spirits

Stolli Group has announced a new partnership with Cognac Prunier – the oldest independent Cognac house with a heritage that goes back to the early 18th century. Under the agreement, Stoli will act as the exclusive global travel retail distributor for Cognac Prunier, further enlarging its super premium brands portfolio.

A highlight in Cannes will be Cognac Prunier's The Age Statement Collection comprising eight guaranteed age Cognac expressions from 10 to 80 years old, each presented in a French oak case. Described as 'a first' in the world of Cognac, this travel retail exclusive range is reserved for the travelling connoisseur, providing a unique opportunity to discover an alternative approach to the spirit.

TFWA World Exhibition & Conference will also see the global travel retail introduction of two exciting new additions to the Stoli Group portfolio: SE BUSCA MEZCAL and STOLI CUCUMBER.

Beach Village Beach 06

360° truffles expertise

Tartuflanghe is an artisan family business that produces Piedmontese specialties with truffles and gourmet products, with consistent high quality and the same attention to detail for 35 years.

The name Tartuflanghe, created from the union of the Italian word for truffle, tartufo, and Langhe, is a testimony to the brand's bond and roots with this extraordinary UNESCO World Heritage Site.

Tartuflanghe has a 360° expertise in truffles, both in regard to traditional products and in leveraging innovation. Over the years, the know-how in processing and re-interpreting the truffle has become a key feature of the company.

A symbol of Tartuflanghe's innovation is the revolutionary product PERLAGE (truffle caviar), the winner of the 'Tendences et Innovation' award at Sial Paris. It is made from prized black truffle juice made into small balls similar to those of caviar, with the taste, colour and texture of truffle.

Yellow Village G46



The rise of organic

Belgian chocolatier Starbrook Airlines will launch its new organic range at TFWA World Exhibition & Conference. Organic is on the rise in all food categories and also in chocolates. Starbrook offers three delicious varieties of certified organic chocolate in an attractive packaging design, available in 90g in milk, dark salted caramel, and 72% extra dark.

Jaak De Koninck, the creator of Starbrook Airlines, established his imaginary airline in 1983. His inspiration was based on the magical world of early airlines, including the pilots and air hostesses. The name and design of Starbrook Airlines became in 1998 the new corporate image for its Belgian chocolate. Starbrook Airlines is present in about 100 countries and its delicious high quality Belgian chocolate still finds more fans every day.



Mediterranean Village N19

An ode to femininity

Frederique Constant unveils its new additions to the classic and feminine Ladies Automatic collection. The new models are highlighted gracefully by Global Charity Ambassador Gwyneth Paltrow in a new advertising campaign.

Frederique Constant welcomes six new models into its iconic Ladies Automatic collection, completely redesigned with a new case shape and new colour combinations.

A spring breeze is blowing through Frederique Constant, thanks to the new Ladies Automatic models: striking, they make ideal accessories for the season. Distinguished by their subtle lines, refined decorations and colourful tones, they will please women who value everyday practicality and elegant timepieces. By combining tradition and modernity, these watches enhance the natural beauty of women, adorning their delicate wrists.

The brand's iconic 'Heart Beat' signature opening at 12 o'clock stands proudly on the decorated sunray dials. The four new coloured Heart Beat dials are further enhanced by applied diamonds and Roman numerical indexes.

Moreover, for each Ladies Automatic watch sold, \$50 is donated to DonorsChoose.org, Gwyneth Paltrow's charity of choice.

Riviera Village RG13





Addictive scent

I NCC Group presents Mercedes-Benz, the iconic, history-making brand that defies trends and defines reinvention. The brand has chosen to create a fragrance for the most of elusive of generations – the millennials.

An addictive scent exuding freedom, enthusiasm and a touch of folly, its name was a given: The Move is the spirit of a world that never ceases to move forward.

Its fragrance is an invitation to seize every instant and every desire. A dynamic fougère that blends the pep of grapefruit and the tenderness of apple blossom with the modernity of geranium, the subtlety of a marine accord, and the gourmet rebelliousness of cardamom, tonka bean and balsam fir.

A burst of scents, aromas and nuances captured in an intense, yet playful blue bottle of pared-down transparency. A simple, organic shape, at once futuristic and unassuming, with a spray cap version that lends itself to a simple gesture, any time of the day or night. The MOVE becomes a lucky charm to never leave home without.

Also building on the momentum of Mercedes-Benz Select, here comes Mercedes-Benz Select Night: a new interpretation of the classic perfume, this time in Eau de Parfum, more intense and even more seductive.

The timeless design is an illustration of the strong codes of the brand, while the colours on the box, black and dark grey, have been exchanged to convey the concept of night. The bottle, with its elegant smoked grey lacquer, still embodies elegance and power.

Bay Village
Bay Terrace TS



MAVALA

SWITZERLAND



Your
Beauty
in good hands

Welcome to Cannes



01

Dr. Jart+

📍 **Golden Village G01**

Who are you?

Have & Be is a professional cosmetic brand established in 2004. Based on the success of the global derma cosmetic brand, Dr. Jart+, introduced in 2005, Have & Be Co. Ltd, launched DTRT (DO THE RIGHT THING) in 2011 as a beauty brand for men. With its mission of "Healthy & Beauty", Have and Be Co. Ltd aims to protect the right of global customers to be beautiful and healthy.

Who buys your products?

Dr. Jart+ is an innovative derma cosmetic brand pursuing a unique fusion of dermatological science and art, as reflected in its name, inspired by the phrase "Doctor Joins Art". Dr. Jart+ utilises advanced technology with the safest and most effective ingredients to create breakthrough formulas. Not just a team of expert dermatologists, Dr. Jart+ collaborates with forward thinking artists, designers, and technophiles to combine proven methods and modern innovation. Hence, our main target consumer is the millennials around the world who love to experience new and innovative brands, but expect good quality at the same time.

Why exhibit now?

We are very excited to show our brand and our amazing performance since we started our business in travel retail to more key companies visiting this prominent event in Cannes.

What are your objectives?

As a leading Korean brand, Dr. Jart+ has been growing dramatically, especially in the domestic travel retail market in recent years, and entered the travel retail business out of home ground last year. From the beginning, its performance has been beyond expectations, so now you can find Dr. Jart+ at more than 80 outlets throughout airports, ground shops, cruises and airlines.

What is your unique selling point (USP)?

Like our brand name "Doctor Joins Art", our product has fun and unique selling points based on innovative technology. Dr. Jart+ Rubber Mask was inspired by rubber masks that are absolutely essential for skincare at a dermatologist's office or aesthetic salon. This innovative product provides the same effects of a rubber mask and can be easily used in two steps. Its witty and unique design on top of product quality fully conveys the brand message, gaining massive popularity around the world.

02

CabinZero

📍 **Green Village H56**

Who are you?

Founded in 2012, CabinZero is the on-trend UK lifestyle brand of ultra-light, top quality luggage from TNG Europe Ltd that has a growing community of fans worldwide with 1,200 POS in 30 countries. Designed with travel firmly in mind, bags come in various styles, sizes and colours from perfect cabin-bag pieces weighing from just 600-780g to the 'Adventure' range for longer trips.

Who buys your products?

Our target is everyone who travels – whether on a short weekend break or for a more extended trip abroad. Our marketing is targeted very much at millennials – 18-35 age group – but the product offer is suitable for active travellers of any age.

Why exhibit now?

We quickly realised the importance of travel retail, not just as a showcase for the CabinZero brand, but as an important sales channel in its own right and that has certainly proved to be the case. We now have more than 30 points of sale, both land and airside, and that's growing all the time. Presenting our concept to retailers is key and exhibiting at TFWA World Exhibition & Conference is, therefore, a crucial part of our strategy.

What are your objectives?

Our objective is to introduce our range of ultra-light, stylish, travel-inspired bags to travel retailers across the globe. To date the majority of our airport listings are landside, but we see substantial potential airside, as well as with other channels such as downtown/border stores and cruise ships/ferries. People shop at the airport, 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. We're looking at developing a special FSDU (free standing display unit) specifically for airside sales and are keen to discuss this with potential new partners.

What is your USP?

CabinZero bags are incredibly light and durable, with its cabin-sized models weighing from just 600g. Cabin-bag allowances can start at just 5kg with some airlines, so minimising weight and maximising storage capacity is crucial. The majority of short-trip/weekend break passengers on low-cost airlines are carrying everything in their hand-luggage, so again light, tough, practical bags of the right dimensions are key.

03

Nailmatic

📍 **Red Village K20**

Who are you?

Because kids always want to copy the grown-ups, especially when it comes to fashion, Nailmatic has invented the ideal way to play dress-up. Like mother, like daughter? Absolutely! With super gentle formulas, colouring-book packaging and bright colours, Nailmatic has turned make-up into child's play. Nailmatic has created ranges formulated for the little ones. 100% safe, 100% fun! What if parents could let their children play in total safety? Well now, they can relax and let the kids play to their heart's content.

Our creations:

- Water-based nail polishes that can be removed easily with nothing but warm soapy water!
- Rollette lip glosses – a deliciously fruity, colourless lip treatment with a delicate sprinkle of glitter.
- "Tirette" – a vending machine for kids filled with Nailmatic kids nail polishes.
- Foaming shower mousse, bath soaps, crackling salt, bath bombs and crackling bath bombs: bath time just became fun time!
- Exclusive sets for travel retail and duty free.

Who buys your products?

Our products are bought by parents or grandparents who want to bring joy to kids and who are looking for funny safety products.

Why exhibit now?

We have started this year with TFWA Asia Pacific Exhibition & Conference in Singapore with successes. We are already listed with some airline companies, which will be revealed soon.

What are your objectives?

To meet duty free shops and airline companies, and to introduce our vending machines and exclusive sets.

What is your USP?

We have a funny, playful and safety range for kids. We are the first company which sells nail polishes for kids through vending machines, but not only. Our packaging can be coloured.

Here we highlight a selection of companies, which are either exhibiting for the first time at TFWA World Exhibition & Conference, or returning after an absence.



04

Invicta Watch Group

Blue Village F18

Who are you?

Latin for 'invincible', Invicta is led by innovation and nurtured with the consistency of quality and brand personality. The forward-thinking energy of The Invicta Watch Group continues its brazen journey. The long-held belief that supremely crafted timepieces can be offered for modest sums is the founding principle of Invicta and that ideology still resides at the core of all Invicta creations. In setting a premise of exceptional standards, Invicta maintains its objective by successfully satisfying consumers and collectors alike at any price point. The brand has now grown to encompass over 30 diverse collections.

Who buys your products?

Our emphasis is on young, fashion-minded, active and outdoor-oriented individuals. Invicta customers are looking for high fashion and unusual models with many complications. Characteristics that are generally found in every expensive timepiece. We have strong collector base. Our founder started Invicta to make complicated watches at affordable prices so that everyone can be a "collector", and now 50% of Invicta customers own over 10 Invicta watches. Fashion and value-minded collectors who want the latest, most functional, and most interesting models. Within the Invicta brand, its customers find the broadest range of mechanical, quartz and automatic watches at affordable prices.

Why exhibit now?

The Invicta Watch brand has developed a strong penetration in the cruise industry. On many major cruise ships, Invicta is the No. 1 selling watch brand. Invicta is now ready to expand its travel retail business to the other types of travel retail operators. TFWA World Exhibition & Conference is the right place to introduce our product to other areas of travel retail.

What are your objectives?

Our objective in participating at TFWA World Exhibition & Conference is to build new travel retail partnerships, with particular emphasis on ferries, airports and border stores.

What is your USP?

We make over 4,000 watch styles each year. Most watch manufacturers produce under a thousand. With this broad range, we cater to all demographics. We are able to offer constant newness, variety and high quality.

05

Puressentiel

Blue Village F7

Who are you?

Puressentiel is an aromatherapy and natural health company founded in 2005 by Marco and Isabelle Pacchioni. Raised in the respect of nature and plants, they wanted to share their passion for natural products and made aromatherapy accessible to everyone thanks to ready-to-use formulas with essential oils as star ingredient. Puressentiel is already leading Europe in natural and effective health and has set its sights on becoming the global travel leader, with this constant ambition: to invent tomorrow's wellbeing everyday – purer, more natural and more effective.

Who buys your products?

Nowadays, more and more people tend to choose natural solutions to take care of themselves. Puressentiel meets consumer's expectations with its range of organic or natural products, composed of 100% natural active ingredients with a tested efficacy so they can naturally take care of all their daily aches. We are constantly looking for major concerns regarding health and beauty, and that's why we never stop searching for new innovative and 100% natural or organic active ingredients to offer our customers pleasant and effective products.

Why exhibit now?

Puressentiel has revolutionised natural health and wellbeing across the world with the first natural and effective product for the whole family. Today, Puressentiel has an innovative strategy, setting up a unique and exclusive travel retail concept, designed to meet the needs of both travellers and operators, targeting passengers of all ages, promising their wellbeing while travelling or at home.

What are your objectives?

TFWA World Exhibition & Conference will be the occasion to share the Puressentiel concept and experience through our exclusive products and furniture. It will be a brand-new experience for cosmetic buyers discovering our range, as our sub category does not yet exist.

What is your USP?

The traveller's well-being, naturally. In a context of rising importance of well-being, we offer natural and effective solutions to satisfy the needs of travellers thanks to a solid savoir-faire 100% made in France that we are eager to share. Our commitment is to draw eco-responsibly from nature at its best.

06

Spa Ceylon Luxury Ayurveda

Riviera Village RAS

Who are you?

Spa Ceylon Luxury Ayurveda is a lifestyle wellness brand with a growing international presence with over 70 locations in 12 countries. Spa Ceylon offers a unique range of products rooted in the ancient science of Ayurveda incorporating powerful herbs, ocean minerals, exotic spices and aromatic tropical flowers. The distinctive branding blends traditional Ceylonese art and jewel hued packaging in a range of body, bath, beauty, spa and aroma products, along with a signature store and spa concept that is available for franchise and distribution internationally.

Who buys your products?

Spa Ceylon positions itself in the lifestyle wellness segment, targeting predominantly women aged 24-45 years.

Why exhibit now?

With success in Asian travel retail and our entry into downtown markets in Europe, we look at entering European travel retail as well.

What are your objectives?

To enter the European travel retail market.

What is your USP?

Spa Ceylon offers a range of unique Ayurveda wellness products and services formulated with exotic ingredients, powerful herbs and island materials harvested and processed at source. The unique offering is based on the 5,000-year-old ancient science of Ayurveda, which also incorporates place art, ancient script and royal motifs in a standout range of packaging and gift boxes.

Italy at its best

Food Accademia returns to Cannes this year with a selection of the very best of Italian food, wine and spirits, including a number of new additions to the portfolio.

Stand out in travel retail is vital and what makes Bollicine Chardonnay & Riesling wines so suitable for the channel is the brand's elegant and unique black spherical bottle – the only one of its kind in the world. Under the Cà dei Frati label, come two wines Lugana and Amarone.

The wine offer also includes two wines from Ricci Curbastro which are easy to drink, beautifully packaged, and perfect for any adult traveller.

In terms of spirits, joining the portfolio in Cannes are Oscar-winning grappas from Castagner: Torba Nera 12 years from the Miti Italiani collection; and Fuoriclasse Leon Grappa Riserva 15 years and 3 years, both distilled using the very best raw materials, ultra-modern techniques and ageing in fine wood.

The fine food options from Food Accademia are extended in Cannes with a number of new additions to the portfolio that represents Italy at its best.

Red Village K15



Effortless looks on the go

Designed with today's globetrotter in mind, SHISEIDO's travel retail exclusive makeup compact delivers an infinite number of looks in an ultra-slim and lightweight travel-ready case. The 11-pan palette has weightless and highly pigmented powders for eyes and face, and smooth and creamy colours for lips. Tint and highlight with the two InnerGlow Cheek Powders; get creative with the six Essential Eye Shadows – of which three are exclusive shades; and brighten lips with the three Color Gel Lip Cremes.

Achieve easy, effortless makeup looks on the go. The palette will be available from November in travel retail in Asia Pacific, Europe, Middle East and Africa.

Also on display at SHISEIDO's stand is Clé de Peau Beauté's Enhancing Eye Contour Cream Supreme and Vitality-Enhancing Eye Mask Supreme for increased skin benefits. A key new ingredient – refined essence of Iris Extract – revitalises the skin's energy source, plumping and firming from within. Using a pioneering scientific approach, these high-end performance products promote a re-contoured eye area for a more buoyant, lifted look.

Riviera Village RJ5

Stylish coverage

This year's TFWA World Exhibition & Conference sees travel retail exclusive scarf specialist Morgan & Oates capitalise on the success of its newly-launched Beachwear range.

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

Brand new to the Beachwear range is the Morgan & Oates sarong made from soft, breathable cotton. The sarong is easy to wear and versatile – it can be tied and draped in a variety of different ways – and is available in a selection of vivid and bright summer prints, making it the perfect accessory for travellers who want to add stylish coverage on sun-soaked holidays, whether by the pool bar or strolling along the beach.

New designs and colourways have also been added to Morgan & Oates' 'favourite' wraps and scarves.



Mediterranean Village P19



Creative experimentation

Furla is launching its Spring Summer 2019 collection into travel retail at TFWA World Exhibition & Conference.

One of the main focuses of the new collection is Furla Mimì: a new crossbody bag which provides the ground for creative experimentation and has already distinguished itself as one of the brand's top creations. With the defining shape of its large, full body flap, it is available in two sizes: Small and Mini.

Like every Furla bag, Furla Mimì also strives for innovation design, functionality and convertibility. The chain link strap, which ends with a leather insert, slides with the new system of rings on the top of the bag, allowing it to be worn both as crossbody and as a shoulder bag.

In addition, the flat pocket on the back of the Mimì bag provides a place to always have your essentials within reach, without having to open the bag. Furla Mimì comes in a range of ultra-modern colours: bright Ruby red, yellow-green Lime, light orange Mandarin, and soft pink Camellia, plus two classics – Chalk white and black Onyx.

Bay Village Bay 2

AHAVA

APPLE OF SODOM

NEW



Revolutionary Line Fighting That's Sharper Than Needles.

The most modern weapon against wrinkles isn't from a needle, it's from nature. AHAVA's Apple of Sodom activates skin's ability to fight lines by pairing the signature mineral catalyst we harvest with an ancient botanical plant that's poisonous when consumed but powerful when topically used.

**OUR BOOTH IS LOCATED IN
GREEN VILLAGE M62**



Unforgettable travel memories

DENIZEN is a souvenir jewellery line exclusive to travel retail, but also to each destination. Its elegant timeless, genderless and ageless travel-centred collections embody, with finesse, DENIZEN's 'Unforgettable Travel Memories' motto.

The Denizen™, as commonly called, was created to answer a demand for a fashionable travel souvenir with a luxury feel. It was immediately adopted for its sleek minimalist yet classy concept (which is patented), sparking an emotional sense-of-place feel and an implicit rallying message hinting to a "me too, I am from here or I was there".

DENIZEN's concept depicts a subtle, yet unequivocal travel destination of a map cut-out. The high-polished medal is designed in various styles, from casual to sophisticated. New collections are being released this year, including the Sextan coordinated bangles and Cruiselink charm bracelets. On display at TFWA World Exhibition & Conference will also be DENIZEN's full range from fine jewellery in 18kt gold with precious stones and sterling silver to souvenirs in stainless steel, gold plating, and zirconia to trigger impulse purchases for every budget segment.



Yellow Village G36

Save the Sea

After what is anticipated to be another highly popular Paul & Shark sponsored regatta on the opening Sunday of this year's TFWA World Exhibition & Conference, the company will open its doors to visitors from a completely new-look stand space. This will reflect the values of Paul & Shark in a contemporary way that combines tradition and innovation.

A main focus on the stand will be the 'Save the Sea' project – another 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 today during the opening of the show. 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. Main highlights of the core Spring-Summer 19 collection will also be on display.



Riviera Village RBS



Gold infusion

Diego Dalla Palma unveils its latest line with three precious products at TFWA World Exhibition & Conference. A particular novelty is the Eye Contour Youth Cream. A precious anti-ageing prodigy to refill the skin with strength and vitality, and to restore to the eyes the previous splendour of youth.

Pure Gold, thanks to its small molecules, is able to penetrate deeply, helping to remove toxins, stimulating cell activity and producing collagen and elastin for a powerful anti-wrinkle action.

It is created by the perfect balance of 30 natural oils and pure gold leaves, to help regenerate the skin and give it a more uniform, fresh and radiant look.

Riviera Village RBS

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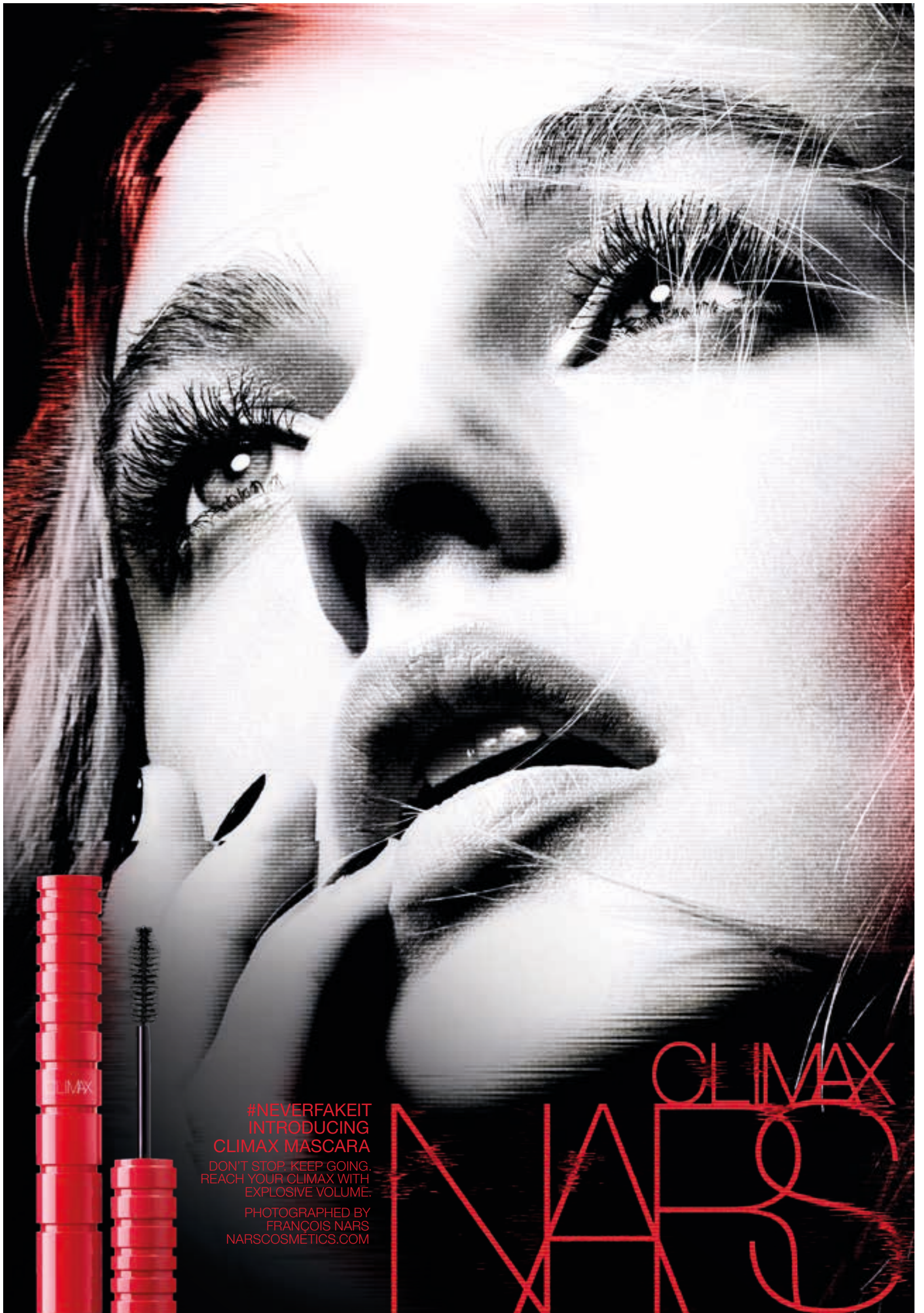
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