



TFWA
daily
ARRIVALS ISSUE 2019



06

TFWA Asia Pacific Conference
Full Plenary session programme

11

Confectionery
Special report inside

18

Social scene
Full leisure and social programme

20

New product previews
The latest innovations

Sponsored by:
MOROCCANOIL



BEAUTY FROM THE SOURCE

Head-to-toe essentials infused with antioxidant-rich argan oil.
A powerful source of nourishment, proven time and again.



MOROCCANOIL®

ONE BRAND: A WORLD OF OIL-INFUSED BEAUTY

VISIT US AT BOOTH LEVEL 1-S16

Find a salon at Moroccanoil.com

TFWA

Alain Maingreud
President



Introduction

Evolution not revolution

A very warm welcome to this, the 24th TFWA Asia Pacific Exhibition & Conference, and for the seventh year, to the magnificent Marina Bay Sands. Having been involved in this event from its inception in 1995, I'm delighted to be back here once more and working with our long-term partners in Singapore. It's gratifying to have seen the event develop in terms of both size and quality over those years, and 2019 is no exception – as I write, we have 314 exhibiting companies scheduled to attend and we have reached a new high-point in terms of scale with more than 11,000sqm of exhibition space.

In our high-tech age, there is much excitement in our industry, as well as most others, about advances such as artificial intelligence, augmented reality and other digital technologies. And rightly so. Yet one of the most popular and growing forms of marketing is the most traditional – face-to-face conversations at live events. Any opportunity to meet our customers face-to-face is invaluable, and coming to an event such as this provides a wealth of opportunities to do just that.

There is a wealth of data that highlights why making the best of these opportunities is so important. A study by software and solutions company Sage identified that 99% of exhibitors find unique value delivered by B2B trade shows which is not provided by other marketing channels. Moreover, nearly half (46%) of executive decision makers made purchase decisions while attending a show, and over two-thirds (77%) of executive decision makers found at least one new supplier at the last show they attended.

The perceived value of attending an exhibition has been reflected in the performance of the exhibition industry. According to new research from The Global Association of the Exhibition Industry – UFI, nearly three quarters of exhibition companies reported an increase in turnover in the second half of 2018.

The figures surrounding the duty free and travel retail market here in Asia are no less impressive. With sales up by 14.7% in the first nine months of 2018 to over \$US24 billion, the market is the biggest by far, accounting for 45% of sales. This is in itself an increase on the figure of 43% in the previous year. It is no surprise, therefore, that the Asian region is a priority for many, and time spent in Singapore this week is undoubtedly time well spent.

You will notice that there is a fresh feel to our exhibition, conference format and networking programme this week, and you can find out more about these changes by visiting www.TFWA.com or checking the TFWA app. Of course, our TFWA team is always on hand and will assist to make your participation as smooth as possible.

I very much hope that the knowledge you gain from our conference session and the contacts you make and re-kindle in our exhibition halls and social events help you to capitalise on the unrivalled prospects offered by this truly remarkable market. I wish you an enjoyable and successful week.

The day ahead...

- Our golf tournament, hosted in partnership with Interparfums, will be held at the Laguna National Golf and Country Club. Join us bright and early at 07:15 on Sunday morning to kick start our exciting networking programme.
- On-site registration will be open from 09:30 until 18:00 in the registration area on Level 1.
- Renew old acquaintances and meet new friends at our Welcome Cocktail, held at Fort Canning from 19:30. A shuttle service will be available from all major hotels.

Free WiFi service

A complimentary WiFi service (**MICE-HOTSPOTS**) is offered throughout the conference venue and the exhibition halls.



Supported by:



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

- Two exhibition levels: Basement 2 and Level 1
- Registration desks: Level 1
- ONE2ONE Lounge: Level 1
- Press Centre: Basement 2
- TFWA offices: Level 3
- Conference: Level 5
- TFWA Asia Pacific Bar: Level 4
- Asian Bar: Basement 2
- Western Bar: Basement 2
- Sushi Bar: Level 1
- Information services & travel agent: Basement 2

WiTR meeting, Monday 13 May



All women in the duty free & travel retail industry are invited to join Women in Travel Retail (WiTR) for drinks and networking on Monday 13 May from 17:30 to 19:00 (immediately after the TFWA Asia Pacific Conference).

The meeting takes place in the TFWA Asia Pacific Bar on Level 4 of the Marina Bay Sands Expo & Convention Centre.

There will be the opportunity to hear about WiTR's 2019 charity initiative, Friends-International, from Colleen Morgan (The Moodie Davitt Report), who nominated this charity.

It will also give the chance to meet WiTR's new regional representative for North Asia, Erin Lillis, TR Director Asia/Pacific for Lacoste.

Based in Phnom Penh and Siem Reap, Cambodia, Friends-International has projects in Cambodia, Laos, Thailand, Indonesia and Switzerland (serving Europe). WiTR aims to raise €15,000 to give beauty salon training for 24 young women, aged 16-24, in Siem Reap. This will also allow them to provide for their children and siblings, improving the lives of 100 women and children in total.

TFWA App



Scan this code to download the TFWA App:



Scan this code to visit tfwa.com



Send TFWA a message on



@TFWAnews

Follow us on



#TFWALive

Exclusive dining privileges for TFWA APE&C 2019 delegates!



10% OFF F&B

STELLAR AT 1-ALTITUDE

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Valid for lunch from Monday to Friday and dinner from Monday to Sunday
- Applicable for regular priced menu and items only
- Please call 6438 0410 or email reservation@stellarestaurant.sg when making reservations
- Not valid in conjunction with other promotions, vouchers, privileges and offers, unless otherwise stated
- Benefit is not valid on eve of and Public Holidays, black-out dates and special occasions



COMPLIMENTARY ENTRY
S\$10+ HOUSE POURS

BAR ROUGE

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Promotion is only available on regular nights, not applicable to special events
- Age limit of 18 and above for female guests and 21 and above for male guests applies after 10pm
- Dress code policy does not allow for slippers, bermudas, open toe sandals, or singlets after 10pm



COMPLIMENTARY ENTRY

1-ALTITUDE

- Valid from 12 – 16 May upon presentation of TFWA delegate pass



COMPLIMENTARY ENTRY
PRIORITY QUEUE

CÉ LA VI

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Club rules and dress code apply (Casual chic attire from 10pm – no slippers, bermudas or singlets. Min. age 21 and above from 10pm)
- Complimentary entry is not valid during special events



15% OFF F&B
10% OFF MERCHANDISE

HARD ROCK CAFE

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Valid at Hard Rock Cafe Singapore and Sentosa
- Not valid with any other promotions, discounts or set lunch items



15% OFF THE TOTAL FOOD BILL
\$88++ FOR A BOTTLE OF LAURENT PERRIER CHAMPAGNE AND \$68++ FOR A BOTTLE OF HOUSE POUR WINE (RED OR WHITE)
1-FOR-1 ON ALL MARTINIS

WOOLOOMOLOO STEAKHOUSE

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Advance reservations for the restaurant can be made by calling +65 6338 0261
- Advance reservations are not required for the bar
- Not applicable with any other promotions, discounts, loyalty card programmes or set menus
- Valid for a la carte menu items only



15% OFF F&B

THE NCO CLUB

- Valid from 12 – 16 May upon presentation of TFWA delegate pass
- Applicable for a-la-carte items at Madame Fan, Cool Cats, Fish Pool & Stags' Room
- Not valid in conjunction with other offers, discounts and promotions
- Reservations are recommended

Held in:



In conjunction with:



Services

TFWA App

The TFWA 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 Asia Pacific 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.

Scan this code to download the TFWA App:



Business Centre

Basement 2

- Dedicated staff to provide secretarial support
- Meeting room at special rates for delegates
- Access to PCs
- Local and international courier services
- Copying and printing

Information services & travel agent

Basement 2

Help with travel and hotel arrangements or queries.

Charging stations

Charging stations, kindly provided by SKROSS, are readily available throughout the trade show floor.

Cloakroom

Basement 2 and Level 1

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

Food and drinks

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

Asian Bar: Basement 2

Western Bar: Basement 2

Sushi Bar: Level 1

TFWA Asia Pacific Bar: Level 4

Free WiFi service

A complimentary WiFi service (MICE-HOTSPOTS) is offered throughout the conference venue and the exhibition halls.

Interactive directional screens

Easy-to-operate touchscreens are on-hand to help delegates navigate their way around the exhibition.

Press Centre

Basement 2

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

Well-being area

Level 1

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

Context Awareness: the next great prize in travel retail

In Monday morning's Plenary Session 1, Kate Ancketill, CEO, GDR Creative Intelligence, will examine what makes a successful retailer in today's consumer market. She shared a preview with Ross Falconer.



Kate Ancketill, CEO, GDR Creative Intelligence: "The consumer landscape is fragmenting, so retailers that have inherited large, generic middle-market propositions will have to fragment their propositions to better reflect a more complex and volatile market reality. The best example of a brand making this transition I can think of is probably Walmart."

Travel retail is facing many of the same disruptive changes that retail in general is facing, such as digital transformation, sustainability, personalisation, employee engagement and community building, with the added challenge of adapting to changes in the travel market. "However, it is lucky to be insulated from certain structural changes in retail to an extent: the declining footfall and excessive retail space heavily affecting some other sectors are less of an issue, but it is wise not to be complacent," says Kate Ancketill, CEO, GDR Creative Intelligence.

A key message in her address during Monday morning's Plenary Session 1 will be that the next great prize in travel retail is 'Context Awareness'. "Airports are incredibly data-rich environments, and creating retail experiences which leverage this data creatively offers some unique opportunities," Ancketill comments. "From using data to deliver retail that configures itself around different shoppers, to new sorts of dynamic loyalty propositions, to relevant and timely marketing and experiences, travel retail is poised for a transformation."

The complete integration of physical and digital will soon become the standard model for what, why and how we buy. "Thanks to the proliferation of touchpoints, all sales are now online sales in some way or another, and it is increasingly difficult to understand and predict how customers are reaching their decisions thanks to the amount of channel-hopping that takes place for any one sale," says Ancketill. "Retailers must fully embrace this fragmentation, and rebuild their stores, products, services, and even internal structures to suit."

'Digital native' brands have the advantage of being born into the new, fragmented world and, as Ancketill explains, their innate understanding of how it works offers many lessons for established brands. "Primarily, I think the human, transparent way they talk to consumers, develop compelling lifestyle-driven propositions, and simplify the process of selecting, buying and living with a product are all key takeaways. Their agility and willingness to innovate, while difficult to replicate in large established businesses, is also something to strive for."

"The global trading system is in trouble, but there are signs of progress"

As Foreign Editor at The Economist, Robert Guest has a rare insight into the dynamics underpinning business in Asia Pacific and worldwide. Ahead of his address in Monday morning's Plenary Session 1, he shared some thoughts with Ross Falconer.

A key topic in this year's TFWA Asia Pacific Conference will be how the geopolitical climate is affecting trading relations between the major powers.

Robert Guest, Foreign Editor at The Economist, will offer his view on what delegates can expect during the uncertain years ahead. "In any speech, I reserve a bit of time to reflect on the news," he says. "The world is changing so fast, and often unpredictably, that it is useful to digest the events of the previous week or two. But then I'll step back and grapple with some of the big trends that we need to understand. Can the number of people who travel by air keep rising so fast, despite worries about safety, pushback from environmentalists and the rise of teleconferencing? Which country will be the next China, the source of the next big wave of travellers? Will the threats of trade wars and even shooting wars slow global growth? Will the European Union hang together or splinter? And why are some airports so much better than others? I'll be talking, but I'll also be interacting with the audience. It should be informative and fun."

Guest will talk about a global trading system that is in trouble. "America has its most protectionist President in living memory. Britain is trying to leave the most successful free-trade bloc in history. But there are signs of progress. For all its problems, China's Belt and Road Initiative is a serious attempt to improve flows of trade and investment. The United States may have crashed out of the Trans-Pacific Partnership, but the other countries in that agreement went ahead anyway, and may one day welcome the US back into the fold."

Commenting on the future of retail, Guest explains that businesses which do the best job of making shopping more efficient or convenient are going to do well.

"In the short run, economic instability is going to be a problem, especially if the trade war turns hotter,"



Robert Guest, Foreign Editor at The Economist: "In rich countries, and then everywhere else, we're going to be looking at unprecedentedly long lifespans. Healthy older people are going to keep working, keep saving and accumulate considerable wealth. And they are going to spend a big chunk of it on experiences, like travel."

he adds. "But in the medium-term, there will be huge prizes for spotting where the next big emerging middle class will be. India has a lot of growing to do; Africa has even more. And even though China's growth is slowing, the absolute amount of output it adds each year is far higher than it was when growth was 14% a year rather than 6 or 7%. So I'm optimistic, with a dash of caution in the short-term."

TFWA Asia Pacific Conference

This year's TFWA Asia Pacific Conference features a new, plenary-only format allowing a range of topics to be addressed and discussed by all delegates, with audience interaction encouraged via the TFWA App. An array of perspectives will be provided by expert speakers drawn from within and beyond the industry. Topics for discussion include the current climate for business in Asia, new developments in retail and customer engagement, and ways travel retail can help ensure a sustainable future – for brands and for the environment.



Roberto Graziani,
Executive Vice Chairman,
3Sixty Duty Free



Przemyslaw Lesniak,
CEO, Lagardère Travel
Retail Pacific

Monday 13 May 2019

08:30-09:00 Welcome coffee & refreshments

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

09:00-11:00
Conference:
Plenary session 1



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



Translation available
in Mandarin and
Japanese

The first plenary session of the Conference will update delegates on the current state of the duty free & travel retail industry, explore the context for companies doing business in the Asia Pacific region, and look at how new developments in retail will influence the duty free market in the years ahead.

Alain Maingreud, President, Tax Free World Association

In his first address to the TFWA Asia Pacific Conference, Alain Maingreud will share the latest available regional and global sales data, and also give his personal perspective on the role TFWA can play in providing a platform for the duty free & travel retail industry to grow.

Andrew Ford, President, Asia Pacific Travel Retail Association

The Asia Pacific Travel Retail Association (APTRA) defends the interests of the region's thriving duty free industry. President Andrew Ford will update delegates on how APTRA can help the region build on its leadership status.

Our keynote speakers this year will offer insights on the context against which our industry operates, both with regard to the current instability in regional and global economies, and to the future of retail.

Robert Guest, Foreign Editor, The Economist

The Economist is renowned worldwide as the journal of choice for anyone with an interest in international business, politics and economics. Robert Guest is the magazine's Foreign Editor, and has a rare insight into the dynamics underpinning business in Asia Pacific and worldwide. He will address how the geopolitical climate is affecting trading relations between the major powers, offering his view on what delegates can expect during the uncertain years ahead.

Kate Ancketill, CEO, GDR Creative Intelligence

At a time when the pressures on the High Street have never been greater, Kate Ancketill examines what makes a successful retailer in today's consumer market. Drawing from examples of "digital native" brands, she will explore the new techniques that will influence how and what future shoppers buy, looking at the role of artificial intelligence and other developments in technology.



11:30-13:15
Conference:
Plenary session 2



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



Translation available
in Mandarin and
Japanese

The second plenary session will focus on new developments in travel retail, with contributions from two prominent retailers and the world's leading airport by retail sales.

A travel retail revolution?

3Sixty Duty Free, previously the DFASS Group, claims to be "redefining travel retail" through its embrace of a new omni-channel approach, typified by its KrisShop joint venture with Singapore Airlines and SATS. The retailer's Executive Vice Chairman **Roberto Graziani** will explain how 3Sixty plans to achieve its aim to lead a "generational change" in the duty free & travel retail industry.

Pacific perspective

Australasia has long been a vital part of the regional duty free & travel retail market, and in recent years has benefited from a significant increase in the number of visiting Chinese tourists. In this session, **Przemyslaw Lesniak**, CEO of Lagardère Travel Retail Pacific, will provide a perspective on the steps needed to ensure the market's recent growth is sustainable.

Airports of the future

With duty free sales of US\$2.4 billion last year, South Korea's Incheon International is the world's biggest airport by retail revenue. As a wave of tenders at Incheon approaches, the airport's Director of Concessions Planning Team **Dong-ik Shin** discusses the role of retail in the airport of the future.

The morning plenary sessions will be moderated by John Rimmer, Managing Director, Tax Free World Association, and Dermot Davitt, President, The Moodie Davitt Report.

11:00-11:30

Business networking with coffee



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

13:15-14:15

Business networking lunch



Marina Bay Sands Expo & Convention Centre, Level 5



Vanessa Wright,
Vice President
Sustainability &
Responsibility,
Pernod Ricard Group

Gemma Bateson,
JTI Worldwide Duty Free
Corporate Affairs &
Director and
APTRA Board Member

14:15-16:30 Conference: Plenary session 3



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



Translation available
in Mandarin and
Japanese

The third plenary session will address a range of topics that will influence the path of the duty free & travel retail industry, from training to sustainability, branding to store design.

Investing in people

TFWA is delighted that the TFWA Asia Pacific Exhibition & Conference will mark the launch of the DFWC Academy, a new initiative that will provide accredited, specialised training modules to students and employees working in the duty free & travel retail industry. Launching the project, Duty Free World Council President **Frank O'Connell** will explain how the DFWC Academy can benefit all stakeholders active in the industry.

In search of sustainability

Sustainability is no longer just about paying lip service to environmental concerns; it is a vital component of the strategy of any forward-thinking

brand or retailer. In this session Pernod Ricard Group Vice President Sustainability & Responsibility **Vanessa Wright** will explore steps that brands and retailers in duty free & travel retail can take to limit their impact on the environment, increase awareness among consumers, and create positive brand stories.

Safeguarding our industry

In today's hyper-regulated world, new constraints are increasingly encroaching on brands' ability to market themselves effectively, and nowhere is the issue more acute than in duty free & travel retail. New requirements in consumer information and product labelling are having a negative impact on a range of product categories, from confectionery to beauty, tobacco to liquor. What do brands in our industry need to know, and how can they respond? With **Gemma Bateson**, JTI Worldwide Duty Free Corporate Affairs Director and APTRA Board Member.

Towards a consumer-led retail offer

How relevant is the typical travel retail assortment to today's consumer? And if change is needed, what form should it take? These questions are at the heart of new research commissioned by Nestlé International Travel Retail, whose General Manager **Stewart Dryburgh** will reveal the findings and discuss the steps all product categories can take to build a retail offer around real consumer needs.

VR and the future of store design

As technologies such as virtual and augmented reality become more accessible and affordable, what might be the benefits for duty free & travel retail, in areas such as store design and brand executions? This session will look at the practical potential of new technology in our industry, courtesy of dcGTR Managing Director **Alan Brennan**.

16:30-17:30 Afternoon networking session with refreshments



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

17:30 TFWA Asia Pacific Bar opens



Marina Bay Sands Expo & Convention Centre, Level 4

2019 TFWA Asia Pacific Conference sponsors



Diamond: **CHANGI**
airport group

Lunch: **NEUHAUS**
BELGIUM • 1857

Afternoon networking session
& conference workbook:



Welcome
coffee break:



Caring since 1879

Morning
coffee break:



Afternoon
networking
session:



Hostess
outfits:

POURCHET
MAISON FONDÉE EN 1903

Charging
stations:



Welcome to Asia Pacific



01

Patchi

📍 **Basement 2/2-H18**

Who are you?

A trendsetter since 1974, and the creator of the chocolate gifting concept, today Patchi is a premium brand with a distinctive heritage, expanded and properly established in over 21 countries around the globe, including North America, Europe, North Africa and Asia Pacific.

Patchi operates four chocolate factories in the Middle East, and three other manufacturing divisions in Lebanon, including a printing house for the production of packages, a factory for the silver-plated line, the porcelain division, and the artificial flower division for the production of Patchi's unique accessories.

Who buys your products?

Patchi has an international network of 214 boutiques, and counting, in 21 countries, offering a wide range of products including the pre-packed Gourmandine line, the decorated arrangements, loose chocolate and other delectable confectionery.

Patchi also has a well-established corporate department that caters for bespoke requirements to companies and businesses, including renowned international brands, 5-star hotels and resorts, governmental entities, airlines and many more sectors.

Why exhibit now?

Our decision to exhibit at TFWA Asia Pacific Exhibition & Conference is part of Patchi's expansion plan in 2019 to enter new travel retail markets within Asia Pacific, Russia, India, and other territories.

What are your objectives?

Our main objective is to further promote our brand Patchi in the travel retail industry, and to preview potential collaborations with key operators and business leaders.

What is your unique selling point (USP)?

A premium chocolate gifting concept, with exquisite flavours and packaging.

02

Viña Concha y Toro

📍 **Basement 2/2-H34**

Who are you?

Founded in 1883, Viña Concha y Toro is the leading Latin American wine maker and one of the world's largest wine companies. We hold around 11,000 hectares of vineyards in Chile, Argentina and the United States, and our wine portfolio includes iconic brands such as Don Melchor and Almaviva, our flagship brand Casillero del Diablo, Trivento from Argentina, and 1000 Stories, Fetzer and Bonterra from California.

Who buys your products?

Our wines are loved the world over, and we currently export to 140 countries. Today China is the number one country for Chilean wine exports, and other Asian countries are rapidly following suit. Over the last three years, we have seen sales of our premium wine portfolio, including Don Melchor and Marqués de Casa Concha, grow by 50% in value in China, Japan and Korea, while sales of our flagship Casillero del Diablo brand have risen by 90% over the same period. The rising Asian middle class, who appreciate the excellent value that our portfolio offers, are a key target audience for us.

Why exhibit now?

South American wines are currently very under-represented in global travel retail, offering great potential for growth. Viña Concha y Toro entered the channel in September 2018, and we are looking to build on our sustained domestic success in Asia, but with solutions creatively tailored to travel retail. Exhibiting at TFWA Asia Pacific Exhibition & Conference this year is another step in our development and participation within the channel.

What are your objectives?

We want to expand our reach in travel retail, become a strong partner for travel retailers and help drive wine category growth. We look forward to establishing new contacts and building relationships with key players in the region. We're also very excited about showcasing our fantastic range of wines – particularly our new Casillero del Diablo Route of Cabernet Sauvignon range, created exclusively for travellers.

What is your USP?

Viña Concha y Toro has a unique portfolio of American wines, a rich heritage and a creative marketing approach, rooted in storytelling. We believe that this distinct combination of elements brings something new and exciting to the channel that will deliver exceptional value to shoppers and retail partners alike.

03

S&A Jewellery Design

📍 **Level 1/1-P14**

Who are you?

S&A is a producer of silver jewellery with amber. For over 25 years, it has been creating products based on its own designs and made by its production department, because the entire company is located in one place, in Gdynia, Poland. Through those years, S&A has managed to develop its own recognisable style and character, helping it become one of the most well-known Polish brands in the jewellery and amber industry.

Who buys your products?

Our products are mainly purchased by large jewellery chains, duty free shops, partner and franchise stores, catalogues, and sales TV channels. We would like to expand our group of buyers, due to our wide range of products. Our target is women aged 25-40, but also 50+. People who belong to the middle class and appreciate the quality and durability of products, but also design and style.

Why exhibit now?

S&A has an established position on the market, is constantly developing and follows the technological and fashion novelties. After recognising the duty free market in Europe and stabilising its situation there, the best moment to gain this market in Asia came, especially having a perfectly-matched product, for which there is a great demand there – amber.

What are your objectives?

S&A would like to establish cooperation with duty free chains operating in Asian markets. Our stores are located in around 100 locations in China, meaning we are already a brand recognised and appreciated for its quality and design. We have been on the European duty free market for a while now, with successes. Now we would like to conquer the Asian market with the natural Baltic amber framed in silver.

What is your USP?

S&A, as a producer of jewellery well-known in China, uses only Genuine Baltic Amber, which in this market was previously only used to create amulets. Now it is treated as a symbol of wealth and prosperity, as well as a financial investment. The Gold of Baltic is known for centuries for its beauty and uniqueness, healing and nursing properties, as well as bringing good luck to the owner. The company has been awarded many times for design and quality.

As TFWA Asia Pacific Exhibition & Conference begins, we highlight a selection of the leading brands either debuting or returning after a short absence.



04

Dr.Ci:Labo

Level 1/1-P11

Who are you?

Dr.Ci:Labo is the number one medical cosmetics skincare brand in Japan, founded by Dr. Yoshinori Shirono in 1998. While seeking the most effective skincare products for his patients, Dr. Shirono could not find anything to meet his high standards so created his own skincare line. Dr.Ci:Labo also offers a range for younger consumers, called Labo Labo.

Dr.Ci:Labo has been part of Johnson & Johnson's portfolio since January 2019 when Johnson & Johnson completed the full acquisition of Dr.Ci:Labo's parent company Ci:z Holdings Co.

Who buys your products?

Dr.Ci:Labo's core customers are women aged 25 to 56 who are savvy about skincare and have sophisticated skincare needs such as whitening, anti-ageing or skin renewal. Our customers can change their skincare routines to suit their skin's needs at different stages in life.

Labo Labo products are aimed at young women aged 18 to 34, who require the best products – at an affordable price point – for the primary skincare needs such as pore minimising.

Why exhibit now?

Since being fully acquired by Johnson & Johnson earlier this year, Dr.Ci:Labo is now in a strong position to invest in the duty free & travel retail channel.

As Japanese beauty culture is blossoming internationally and J-brands are gaining traction with travellers around the world, now is the time for Dr.Ci:Labo to invest in the travel retail channel and bring its range of cutting-edge skincare products to sophisticated international shoppers.

What are your objectives?

Our main aim is to grow brand awareness among retailers with a view to driving expansion in APAC travel retail. Labo Labo is currently leading the way in travel retail due to its unique product proposition and strong brand awareness among Chinese consumers on social media platforms. Therefore, our brand focus will be to continue to develop Labo Labo and to capitalise on the untapped potential of Dr.Ci:Labo.

What is your USP?

Dr.Ci:Labo's USP is the significant science-based innovation behind the brand's products – medical-grade skincare for everyday use or 'beauty prescribed' as our tagline says.



05

English Tea Shop

Basement 2/2-C2

Who are you?

The English Tea Shop was set up in 2010 with a passionate belief in doing things differently by putting people and purpose before profit. Our mantra of 'celebrating communities from farm to cup' has acted as a guiding star on the road to success in over 55 markets worldwide.

We are continually improving how we do things and aim to become the world's leading independent organic tea company with its own sustainability model. By 2021 we want to be sending twice as much tea around the world and 2025 will see us achieve our green goals of all packaging being 100% biodegradable and sending zero waste to landfill.

Who buys your products?

English Tea Shop is a collection of small organic farming ingredients from 20 countries. Hence, a real global base of ingredients packed by ourselves in beautiful packaging. We believe that people who love to travel the world to make global connections would love to associate with our brand and also pick it up as a gift for a loved one, knowing very well that it's a brand that looks after people all the way from small farms to the markets.

Why exhibit now?

Although, English Tea Shop has had remarkable growth in the gifting market as a whole, we had not really pushed that much into travel retail. We believe that we are now in a strong position with the brand being revamped both in design and packaging in 2018, to help us focus and grow in this important sector. Like in many other sectors, the travel retail sector too is concerned about authentic provenance and sustainability in product and packaging.

What are your objectives?

After our launch in 2010, English Tea Shop has had over 50% compound annual growth until 2017, with over 20% even in the last financial year. We are now in over 55 countries and renowned to be predominantly a healthy and organic gift brand. At TFWA Asia Pacific Exhibition & Conference, we look forward to showcasing our new eco-friendly gifting, and we are also very excited to make strong connections with the travel industry while sharing our brand story with them.

What is your USP?

At English Tea Shop we strongly believe in 'Creating Shared Value' for our entire tea-loving community. This all with the utmost focus on building a sustainable business using only organic certified products.



06

Il Bisonte

Basement 2/2-H23

Who are you?

With 50 years of experience and strongly rooted in a region famous for its high-quality craftsmanship, Il Bisonte produces leather and fabric bags and accessories exclusively in the Florence area, which are then sold worldwide in its single-brand stores located in Florence, Rome, Milan, Paris, London, Hong Kong, New York, Taipei, Seoul and Jakarta, as well as more than 40 retail outlets in Japan and via e-commerce at ilbisonte.com.

Handbags, holdalls, wallets, accessories, travel and lifestyle items by Il Bisonte all represent practical luxury, true beauty and a cross-generational trend for those who love all-Italian quality and timeless, unconventional elegance.

The brand's unwavering loyalty to top-class raw materials and production methods, such as the vegetal tanning process of fine cowhide leather, means that all Il Bisonte products are guaranteed to last a lifetime, changing with the person wearing them and acquiring a unique patina through daily use.

Founded in 1970 in Florence by Wanny Di Filippo, still the brand ambassador today, Il Bisonte is now one of the most valued investments of British private equity firm Palamon Capital Partners.

Who buys your products?

Our client is a confident adult who loves travelling and experiencing the uniqueness of each place. Made in Italy combined with a strong identity is what drives the client, who looks for a unique product, to choose Il Bisonte. We aim to reach travellers all around the world.

Why exhibit now?

We strongly believe we are ready to approach the travel retail business with a high quality and very interesting value for money product.

What are your objectives?

The Asian client has proven to be very interested in our product. We have a strong presence in Asia with direct stores and wholesale market, therefore we wish to expand and consolidate the brand awareness.

What is your USP?

- Handmade in Italy excellence, crafted by Florentine artisans.
- Vegetal tanned cowhide, our 'vacchetta', as the material of choice.
- The art of aging gracefully, which makes our products timeless.

Lindt

MAÎTRE CHOCOLATIER SUISSE
DEPUIS 1845

ONLY
AVAILABLE IN
*Duty
Free*



DISCOVER LINDT FRUIT SENSATION!



NEW

LINDT Fruit Sensation

Discover LINDT FRUIT SENSATION by the LINDT MAÎTRES CHOCOLATIERS. A sensational combination of fine LINDT dark chocolate and a soft fruit centre in three exciting and vibrant variants. Snack and enjoy LINDT FRUIT SENSATION Raspberry & Cranberry, Blueberry & Acai, Orange & Pink Grapefruit, in an easy-to carry and resealable 150g pouch bag.

www.chocolate.lindt.com/travel-retail

PLEASE VISIT US AT TFWA SINGAPORE, H2 – AND DISCOVER ALL OUR LINDT NOVELTIES

As buyers and brands get ready to exponentially boost their Fitbit steps with their tours of TFWA Asia Pacific Exhibition & Conference, Gemma McKenna offers you a synopsis of the latest market trends.

Godiva is launching this special assortment for Chinese New Year 2020.



Confectionery: *up close and personal*



Chinese New Year has become an important event for Lindt with 2019 activity for Asia Pacific including the launch of the Chinese New Year Assorted LINDT Napolitains Carrier Box 500g.

Brand are all about appealing to prospective buyers. Surely that's marketing 101 – but in recent years, that appeal has become ever more personal. Deloitte recently published a report about the rise of mass personalisation, showing how more than 50% of consumers are interested in buying customised products, with one in four willing to pay more for the privilege. That trend has not abated. And the confectionery sector is primed to attract that cash, with its destination gift boxes and in-store customer experiences designed to enhance customer loyalty.

At TFWA Asia Pacific Exhibition & Conference, expect to see a lot of bespoke packaging – whether that's tailored around specific destinations, or exclusive to certain duty free retailers, it's this season's number one trend.

Godiva (Basement 2/2-E2) claims to have “been leading the souvenir segment for the last couple of years and the competition is trailing in our wake. We currently offer gift boxes of chocolates and biscuits for 30 destinations,” says Leen Baeten, Channel Marketing Director for Global Travel Retail & Continental Europe. She adds that Godiva is planning to redesign and extend the line in 2020.

Leonidas' (Basement 2/2-D31) Global Travel Retail Manager Nelly Sannwald describes products with a “sense of place and souvenir” as a “booming category”. For her, destination packs are a “charming and effective way to introduce your brand to a new category of consumer”. Its latest examples include packs specific to Thailand, Rome and Dubai, as well as special dark assortments in selected locations.

Peter Zehnder, Head of Lindt & Sprüngli Global Duty Free Division (Basement 2/2-H2), says travel retail

operators and airports “have worked hard to sharpen their local profile and create more of a sense of place” since they now face such strong competition from online and domestic trade. He says its suitcase-like World Traveller Collection fits well with this trend. It has the Lindt Napolitains in six flavours – Swiss milk, hazelnut, dark, LINDOR milk, CRESTA milk-crisp, and CRESTA white-crisp. It has so far been available in Swiss, US, UK, Spanish and Brazilian iterations, but high passenger demand means Lindt is planning to launch new ranges

Leonidas' 19-piece Chinese New Year limited-edition gift box 230g, contemporary gold in colour, presents a classic selection of milk, white and dark chocolate pieces containing delectable ganache, praliné and caramel fillings.



The new HARIBO Tangfastics 700g is a travel-exclusive assortment of fizzy jellies shaped as crocodiles, cherries, dummies and cola bottles that will appeal to fans of sour-flavoured treats.



Mars International Travel Retail is launching a new M&M's travel retail exclusive gifting range, this time targeting adult travellers with its Fan, Torch, Flip and Funnel options. It is also launching new travel retail exclusive sharing pouches: 370g Salted Caramel M&M's and 400g Mixed M&M's.



Perfetti Van Melle is displaying products including the Chupa Chups Cupcake, a sweet plastic baking cup holder with 24 cupcake baking cups and 10 mini Chupa Chups lollipops on top, packaged in a small box.

soon. Zehnder says a focus on local festivities can have the same effect – Chinese New Year has become an important event for Lindt with 2019 activity for Asia Pacific including the launch of the Chinese New Year Assorted LINDT Napolitains Carrier Box 500g. This features the firm's LINDT Napolitains in a collectable sharing box featuring the Chinese symbol for good luck. It has also launched a Lindor Matcha limited edition, with this flavour appealing to local tastes among Asian travellers.

Femke Van Veen, GTR Marketing Manager at Perfetti Van Melle (Basement 2/2-E29), describes how it has developed an exclusive new Chupa Chups product for Heinemann for Istanbul's new airport, designed especially for the cash till point. It features a Turkish mosaic pattern on the box and contains six assorted Chupa Chups lollipops.

Meanwhile, Stewart Dryburgh, General Manager, Nestlé International Travel Retail (Basement 2/2-K29) states that it works with retailers to create specific destination sleeves, such as a KitKat Chunky Dubai sleeve for Dubai Duty Free, which "are always well received by consumers".

Mondelez (Basement 2/2-J26) hopes to echo the success of its Toblerone Sense of Place campaign with a number of its other brands. Jaya Singh, Managing Director, Mondelez World Travel Retail, says: "This year, we will continue to leverage this trend by launching Cadbury Dairy Milk Minis with destination-specific packaging, featuring icons like Beefeaters in the UK or palm trees in Dubai. Additionally, we'll be rolling out updated Toblerone Destination sleeves with eye-catching new designs."

The Hershey Company's (Basement 2/2-G29) World Travel Retail Regional Director for Asia Stanley Howe says that "besides gifting, customers are looking for souvenir items that are unique and destination-specific. Confection provides a very accessible entry point in terms of price for an item with a premium value perception."

This year sees KITKAT SENSES become a range comprising Mini Moments, Collection and new addition KITKAT - 'MINI DESSERTS'. A premium selection featuring four new and indulgent dessert flavours – Tiramisu, Crème Brûlée, Strawberry Cheesecake, and Cherry Brownie – this new offer is perfect for sharing and informal gifting.



Ricola has chosen to emphasise the 'Swissness' of its packaging.



Ferrero Travel Market is unveiling the Kinder Surprise T3 'Jurassic World' collection. Styled as the head of a Tyrannosaurus, a Triceratops or a Velociraptor with leathery skin, bared teeth and piercing eyes, each pack contains three Kinder Surprise chocolate eggs containing one of eight dinosaur toys, each of which opens to reveal its skeleton.

Indian chocolatier Choko la's (Basement 2/2-J2) signature range, Sweet Memories of India, features an amalgamation of Indian flavours, infused with dark and milk chocolate. It is looking to expand its bespoke range to other countries, where it plans to create a chocolate gift box complete with country-specific product flavour and tailor-made packaging incorporating a country's most famous monument, human icon or wildlife, which it plans to call "Curating your Sweet Memories". It is already partnering with Sri Lanka Duty Free operator Flemingo International to do three SKUs called Sweet Memories of Sri Lanka, tapping into the regional cuisine with a cinnamon-flavoured chocolate. It is also planning an exclusive range for King Power in Macau.

But over at Ricola (Basement 2/2-H6), they go for the polar opposite approach. "We prefer to promote the 'Swissness' of Ricola rather than creating products for other destinations," says Andreas Reckart, Vice President for Sales Middle East Travel Retail. "To that end we now offer a range of four 200g tins, each with a different typically Swiss retro design to GTR markets. Initially these were exclusive to Dufry – demand was so high that the line is now available to retailers worldwide. Containing an assortment of sugar free herb drops, the tins are listed by a number of retailers including Heinemann as of April 2019."

Neither does Mars International Travel Retail (Basement 2/2-K28) go in for destination-themed products. But it does theme merchandising areas and



The Hershey Company is introducing the HERSHEY'S KISSES Chocolates Gifting Tin, 198g. This travel exclusive gift tin is available in a sharable format. The item includes 198g of KISSES milk chocolates packed into a collectable tin – perfect for storing mementos from your travels.



A great selection of pure goodness, in a variety of flavors for every occasion!

Please visit us at the
**TFWA ASIA PACIFIC
EXHIBITION AND
CONFERENCE SINGAPORE**
Stand Basement 2 J29

Pure goodness!

Che bontà!™

Toacker



Loacker is introducing the Loackini 180g gift box, which is new and exclusive to travellers. The gift box contains 18 of the bite-size treats in two flavours: nine Loackini Milk and nine Loackini Dark.

displays according to destinations. Last year it opened the flagship 'The Cocoa Trees' store in Singapore Changi T4 – focusing on M&M's – with its signature Red and Yellow characters featuring alongside local visual touches, such as links to the Marina Bay Sands Hotel and 'I love Singapore' slogans.

Brand experience

Another way to connect with customers is through the 'brand experience'. Godiva's Baeten says that a "memorable experience is one of the key ways to convert travellers into buyers". The brand looks to maximise any



Choko la's signature range, Sweet Memories of India, features an amalgamation of Indian flavours, infused with dark and milk chocolate.

possible connection "whether that is through interactive wall bays, Godiva cafés in airports, an immersive set-up on the concourse, to a little two-piece ballotin on your tray on the airplane. Godiva will take its chocolates out of the box and invite travellers into our world".

Aisling Walsh, Marketing Director at Butlers Chocolates (Basement 2/2-C31), believes "consumers, especially millennials, are increasingly looking out for experiences when making purchase decisions. The chocolate category is well equipped to deliver wonderful experiences due to its natural core foundations in luxury, taste and indulgence." In-store experiences are a vital part of the mix, she adds, and must include "attractively-merchandised fixtures supporting the brand, with tastings and BAs where possible".

Nestlé International Travel Retail's Dryburgh describes positive brand experiences as "vital". This year, NITR is focusing on its Red London Bus shaped

Building on the successful launch of The Chocolate Collection last year, Butlers is debuting a new 185g Dark Chocolate Collection variant featuring a luxurious compilation of 13 wonderfully intense and indulgent dark truffles, pralines and rich caramels, including fashionable Asian-inspired flavours such as Green Tea, Mango & Lemongrass and Spiced Chai.

The Silver Crane Company is showcasing new Asia Pacific artwork, with a focus on its Travel Mint tins, with locations including China, Singapore, Hong Kong, India, and Australia all front and centre.



gondola in order to promote its new KitKat Senses range. The compact bus has a small seat that is suitable for children up to the age of 10, which incorporates a digital interactive screen allowing the consumer to select fun videos to play and write personal messages perfect for selfie backdrops. "The Bus in itself provides an excellent photo opportunity and its high visibility

Discover Neuhaus' range of praline chocolate bars available in 11 exquisite flavours in a resealable pack – perfect for snacking on the go. Save this indulgent treat for yourself or break off one of the five pieces to share with your loved ones.



Raghav Rekhi, Global Category Director, Mars International Travel Retail: "There are pockets of confectionery excellence within Asia; however, we still see masses of opportunity to build category sales in line with the region's passenger traffic growth." Frédéric Thil, General Manager, says Ferrero Travel Market now has two key brands in the top 5 in Asia Pacific – Kinder and Ferrero Rocher. In Q4 2018 it grew 5.2%, with market share reaching 15.4%. Leen Baeten, Channel Marketing Director, Global Travel Retail & Continental Europe, Godiva: "Asia Pacific remains our most important market, not only in terms of business size but also growth. Our business showed a very healthy double-digit uplift from 2017 to 2018."



Spotlight on Asia Pacific

Are confectioners taking advantage of the Asia Pacific opportunity?

Steven Candries, Export & Travel Retail Director, Guylian (Basement 2/2-H26) says that, while the Asian market is growing, the number of suppliers looking to break into the market is also increasing, and so opportunities become slimmer. Airport renovations and delays in opening new ones, mergers & acquisitions, inflation hikes and currency devaluations all slow down the market periodically,

Guylian's Master Chocolatiers have created a new product range, using only sustainable cocoa. The range includes a selection of six different Guylian Belgian Chocolate Bars with 4x25g individually wrapped Mini Bars.

he says, but "once this is all in place we can look forward to bright moments, you need to have patience".

Nelly Sannwald, Global Travel Retail Manager, Leonidas, says the brand achieved double-digit growth last year, with EMEA and Asia putting in a "particularly fine performance". It opened new locations including Dubai Duty Free, as well as establishing an additional presence in the Indian travel retail landscape. Highlights include an Easter promotion at HKIA in April, and a forthcoming activation at Changi.

Ricola saw a near 200% increase in business with Duty Free Philippines for 2018. It confirms "significant listings" with Dubai Duty Free and Duty Free Philippines for its new travel retail exclusive flavour 75g Alpine Fresh, and has taken its first order from King Power Thailand.

Enjoy your

MIX ON THE BEACH

3 MIXED
FLAVOURS

8 ROLLS
INSIDE

Visit us at
Basement 2-E29

who
says
no to
mentos?

Mentos® is a registered trademark of Perfetti van Melle. Please visit PVM-GTR.COM for more information.



acts as a draw for adults and children of all ages." The Red London Bus – a nod to the brand's UK roots – will be rolling out to key airport locations this summer.

Dryburgh says that where the buses have already been installed, they have seen total sales increase by 20-40%.

Elisa Fontana, Marketing Manager Travel Retail, says Haribo (Basement 2/2-C28) likes to draw customers in by relieving the monotony of travelling. "Travelling can be a tedious process, especially if you are delayed or have long dwell time, so a little fun experience serves to entertain

◀ Mondelez World Travel Retail has just launched the travel retail exclusive Cadbury Biscuits Collection, consisting of Cadbury Nibbly Fingers, Cadbury Break Bar and Cadbury Roundie.

kids and adults alike, and also to introduce the brand to new groups of shoppers." It has launched a 'learn the jingle' activation on a xylophone, and Fontana says the results have been "extremely positive in customer satisfaction, consumer reaction and brand awareness".

Mondelez's Singh says the company continues to offer traditional in-store sampling, but now also needs to "respond to the demands of the emerging group of highly-connected 'Next-Gen' travellers". To do so it has "merged" digital and traditional in-store engagement. "Our Biscuit Bakery activations have invited shoppers to step into a bakery environment and play an interactive game, 'which biscuit are you?', to identify their biscuit personality. Using the digital engagement tools provided, they can not only post their personality on social media, but also sample their chosen biscuit for a complete – and tasty – brand experience." It is seeing a strong increase in biscuit sales – Milka biscuit sales alone have more than doubled. It has just launched the travel retail exclusive Cadbury Biscuits Collection, consisting of Cadbury Nibbly Fingers, Cadbury Break Bar and Cadbury Roundie. Its figures show that biscuits are growing at four times the rate of chocolate, and 26% of potential shoppers who do not otherwise buy confectionery products, do buy biscuits.

At London Stansted Airport, it is turning the spotlight on Cadbury's as official snack of the Premier League, via an interactive football game that uses floor projection and motion-sensing technology to create a football shoot-out.

Sebastien Bruggeman, Senior Area Manager Travel Retail Asia Pacific, Neuhaus (Basement 2/2-G26), goes for a more refined experience. "We have done coffee pairing

activations where shoppers can try our 2018 coffee & pralines pairing box. This was a success story. Where given the space, we work together with the retailer to bring a unique experience to the shopper in line with the premium image of the brand. This is also extended to air lounges. Neuhaus tries to invent moments of delight for all its consumers in all touch points."

Locker's (Basement 2/2-J29) Head of Duty Free and Travel Retail Juan Miguel Cabrera says brand experiences are very important, "but not only to consumers, to the whole process chain, starting with partners and their staff". Since Locker is a relatively new player in many markets, it is finding that its array of wafers, sweet biscuits and chocolate gives it a strong advantage.

Leonidas' Sannwald adds that, while it has run successful events at Brussels Airport, Hong Kong International Airport, and Paris-CDG among others, such "animations" are an "expensive exercise, and they can only be implemented effectively, with a long-term impact, if our partners and operators have the vision to grant space to a brand within the premium confectionery segment".

Ricola's Reckart believes, like Sannwald, that, while brand experiences are very important, they can also be "costly and that can be prohibitive". Despite these reservations, it has developed a series of personalised merchandising units in the shape of a wrapped herb drop. These are already in place in Manila's Fiesta Mall and at Mactan-Cebu International Airport with Duty Free Philippines, where Reckart says sales have "rocketed" as a result.

But not everyone is focused on the brand messaging. At The Silver Crane Company (Basement 2/2-F03), it is the opposite, according to Dave Syms, Travel Retail Manager. "We are not an established brand. But in travel retail we are making in-roads to becoming recognised, and this is an exciting stage for us. While for big brands creating the experience may be a key

Butlers
CHOCOLATE MASTERS, SINCE 1932

THE PREMIUM COLLECTION



VISIT US AT TFWA AP
STAND 2-C31

12-16 MAY 2019
SINGAPORE

www.butlerschocolates.com

choko la
DEEPLY DIVINE CHOCOLATES

EXPERIENCE
THE JOY
OF
GIFTING



12-16 MAY 2019
THE TFWA ASIA PACIFIC EXHIBITION,
SINGAPORE

www.chokola.in

VISIT US AT BASEMENT 2-J2

measure of their success, for us it is about giving the consumers a unique gift item that brands cannot because they are tied in to their brand identity, whereas we are free to create anything we can imagine.”

Surge in demand for dark chocolate

The appetite for dark chocolate is growing rapidly, with perceived health benefits helping to boost sales. Butlers Chocolates’ Walsh says there is tremendous growth in dark chocolate, adding that “this is especially so in the Asia Pacific region”. In Singapore, it will be launching a dark chocolate collection assortment, in addition to a dark mini bar box. “The dark mini bar box, which will build on the success of our existing assorted mini bar options, includes some delicious new dark chocolate varieties – 70% dark chocolate with salted caramel, 78% dark chocolate, and 85% intense dark chocolate,” Walsh adds.

Hershey’s Howe says its dark chocolate brands, including “Brookside and barkTHINS have tripled in volume over the last three years in the channel.” And Leonidas’ Sannwald agrees that “dark chocolate is proving



▲
 Christoph Rusch, International Sales Manager, Maestrani (Basement 2/2-A3), owner of the Munz brand, says its recently-launched unicorn gift box in its kids’ line has really taken off. It’s also boosting its Premium Tower range with its Lady Tower Swiss pralines.

very popular”. It is now combining dark chocolates with “a huge range of traditional and innovative fillings from rich ganaches and pralinés to unusual fruity and fragrant fillings”, including dark chocolate ganache with Robusta coffee and Mexican-origin ganache topped with cocoa nibs which are highlights of its Chinese New Year premium assortment for 2020.

NITR is also boosting its travel retail exclusive line Nestlé Swiss with new dark chocolate varieties, including Dark with Orange Zest, as well as a Cacao Nibs option this year. Dryburgh says “it tastes fantastic and initial customer response has been very strong”.

Take a look at what’s new

NITR kicked off its new travel retail products last month at key airports. You may already have spotted its KitKat Senses relaunch – this includes Mini Moments, Collection, and a new addition, KitKat Mini Desserts, featuring four new flavours: Tiramisu, Crème Brûlée, Strawberry Cheesecake, and Cherry Brownie. Aiming for a more premium look, it has an “upgraded visual identity”, with the brand’s red ‘K’ standing out in vibrant triangles. Meanwhile, its KitKat Chunky is celebrating its 20th birthday, with packaging picking up on the on-trend 90s nostalgia. Each Chunky gift pack (Milk, Hazelnut, Peanut Butter, or Mixed flavours) aims to transport consumers back in time, with questions including “Remember how much desk space your computer took up?” printed on the boxes. Don’t miss its pineapple flavoured After Eight mint,

soon to be available from Dufry.

Another significant birthday in 2019 is Ferrero Travel Market’s (Basement 2/2-J8) Kinder – it hits the big 50 this year – and plans are afoot to celebrate this half century with a #kidsatheart promotion. Kinder is its fastest-growing brand in travel retail, and Ferrero is aiming to make it the number one travel retail brand over the next two years. “It is an ambitious goal, but we believe that we have the strongest pipeline of innovation ever,” says Frédéric Thil, General Manager, Ferrero Travel Market. In Singapore, it is focusing on the launch of exclusive Kinder Surprise SKUs with licensing characters. It has developed a range with Universal, featuring Minions and Jurassic World, among others.

Balinese chocolate brand Pod Chocolate (Basement 2/2-J13) is new to TFWA Asia Pacific Exhibition & Conference this year. Set up by Australian Toby Garritt in 2010, it specialises in bean-to-bar chocolate where cacao is grown in Bali. It has been active in the travel retail space since 2013, and has a line of customisable travel retail products and display units. Its chocolates support local communities and it has just launched a range of dairy-free chocolates suitable for vegans and with a lower carbon footprint.

Whether you’re looking for bespoke brands, clever customer activations, or the latest additions to confectionery ranges, this year’s show will not let you down. Happily, there are plenty of sweet treats on hand to keep your energy levels topped up.



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



DISCOVER THE ART OF CARAMEL

NEW



Visit us for sweet news: Basement 2 M3

Confectionery
 for Connoisseurs.



Social scene

Golf

Sunday 12 May, 07:00

NEW VENUE

Laguna National Golf and Country Club

07:00 >> Registration and breakfast
07:48 to 14:00 >> Tee-off and play
14:00 to 15:00 >> Lunch and prize-giving

Staged at one of Singapore's premier courses, the 2019 tournament will feature a rich array of prizes for nearest the water, the longest drive, and more. Conviviality will count just as much as skills on the greens and fairways, however.

In partnership with:

interparfums



Sunday 12 May, 19:30

NEW VENUE

Fort Canning

Soak up some colonial splendour as you renew old acquaintances and meet new friends. The venue for this year's Welcome Cocktail is the historic Fort Canning set in 18 hectares of lush greenery. Stroll on the garden terrace or relax in an air-conditioned marquee while you add to your contacts.

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

TFWA Asia Pacific Bar

**Monday 13 May to
Wednesday 15 May,
18:00-19:30**

(except Monday, open from 17:30)



Marina Bay Sands Expo & Convention Centre, Level 4

If you're looking for somewhere to enjoy an early-evening drink that's close to the Exhibition floor, look no further than the TFWA Asia Pacific Bar. You can even venture onto the terrace with its stunning view of Marina Bay, but indoors or out, this is the ideal place to decompress.

- Dress code: Smart casual



Tuesday 14 May, 19:30

Mandarin Oriental Hotel

Where better to unwind mid-show than beside the Mandarin Oriental's giant rooftop pool surrounded by the Singapore city skyline? A Hawaiian theme promises pineapples, pink flamingos and plenty of colourful, exotic action including a surfing simulator. Eat, drink and take life a little less seriously.

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

Kindly sponsored by:

LACOSTE
LIFE IS A BEAUTIFUL SPORT



Wednesday 15 May, 20:00

Ola Beach, Sentosa Island

This year's Singapore Swing Party sees the fair coming to town. Get ready for an evening of retro fun with fairground games and live music. There'll be burgers, hot dogs and candyfloss to enjoy, plus a vintage hairstyle corner to help you look the part.

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

The Moodie Davitt Report "Duty Calls" Charity Dinner

Saturday 11 May, 19:00
The Jewel

The charity dinner, kindly hosted by Changi Airport Group, will support the work of Friends International in helping children who have been abandoned due to sickness or disability. The dinner will be held in a spectacular setting at The Jewel at Changi Airport where guests will enjoy a fabulous gala evening to raise funds for this worthy cause.

- Dress code: Black tie
- Admission by ticket only

TRBusiness Travel Retail Awards

Monday 13 May, 18:45
Conrad Hotel

Game-changing initiative and awards event, The Travel Retail Awards will take place at Singapore's Conrad Hotel on Monday 13 May 2019. The only consumer-voted awards dedicated to the DF&TR industry recognises true ingenuity in travel retailing, combining expert research and priceless consumer blogger and video blogger feedback to crown the industry's trailblazers.

- Dress code: Business attire
- Admission by ticket only

DFNI-Frontier Asia Pacific Awards

Tuesday 14 May, 18:00
The Begonia Ballroom 3001A-3002
Marina Bay Sands Expo & Convention Centre, Level 3

DFNI will celebrate the best in travel retail at the DFNI-Frontier Asia Pacific Awards, the most-established awards for recognising excellence and innovation in the region. The shortlist of nominees is published in the current issue of DFNI and on dfnionline.com

- Dress code: Business attire
- Admission free to all badge holders



A NEW MUST SEE ON THE MAP OF TASTE



The number 1 praline brand worldwide unveils its new travel exclusive pack: Ferrero Rocher World Map. A premium offer that shoppers can gift to their loved ones after their travels, because the end of a journey comes with the desire to start a new one!

*Please come visit our stand
Basement 2-J8 at TFWA Singapore
from 12th to 16th May*



The dark side

Butlers is unveiling some dark and delicious new chocolate gifts. The family-owned Irish company is debuting a new 185g Dark Chocolate Collection variant, featuring 13 intense and indulgent dark truffles, pralines and rich caramels, including fashionable Asian-inspired flavours such as Green Tea, Mango & Lemongrass, and Spiced Chai. Each selection is presented in elegant gift boxes and finished with a stylish sleeve.

Butlers is also introducing a new collection of deeply decadent dark chocolate mini bars. The travel retail exclusive comprises a selection of five silky smooth, individually-wrapped mini bars in the intense cocoa flavours of 85%, 78%, 70%, Dark Chocolate Salted Caramel Crunch, and Dark Almond and Orange. The collection is presented in a tapered box and hand-tied with a matching grosgrain ribbon.

There is also a contemporary new design for the 300g Sharing Packs. The range features twist wrapped chocolates in a variety of flavours, such as Dark Chocolate Mint, Irish Whiskey, Irish Cream and Drumshanbo Gunpowder Irish Gin Milk Chocolate Truffles.

Basement 2/2-C31



Fine and subtle

La Martiniquaise-Bardinet is showcasing several brands at TFWA Asia Pacific Exhibition & Conference. These include PORTO CRUZ, which has introduced a new reference, CRUZ FINEST RUBY RESERVE. This red and intense Port wine, with a beautiful dark ruby colour, is produced from the best varieties of hand-picked red grapes from the Douro Valley.

CRUZ FINEST RUBY RESERVE is a full-bodied wine, revealing intense and ripe notes of red and dark fruits such as cherries, raspberries, blackcurrant and black plums. It has subtle aromas of fresh mint. Soft and velvet, it has a fresh, long and balanced finish.

Meanwhile, Glen Moray Fired Oak 10-Year-Old Single Malt Whisky is a bold new expression that is intensely sweet and

smooth. The whisky is matured for 10 years in ex-Bourbon casks and finished in heavily charred virgin American Oak casks, resulting in a whisky which is sublimely smooth with intense spice and toasted vanilla flavour.

Basement 2/2-L2

Ultra-thin watches

Obaku is taking slim watches to the next level with its new ultra-thin watch Papir, which is only 4.9mm thin. To achieve this, Obaku fused the watch case and strap into one, eliminating the need for traditional lugs. Each Papir comes with highly scratch-resistant sapphire glass.

The concept of light and slim carries over to Papir's name. In Danish 'papir' means 'paper'. Its lightweight and slender lines are said to blend with the wrist, making it feel as if you're wearing paper. Papir will be available in 39mm and 34mm sizes. The larger will come in four colours: Steel, Shadow, Night and Onyx. The smaller version, named 'Papir Lille', retains the ultra-thin 4.9mm body, while the case is smaller at only 34mm. Papir Lille will come in four bespoke colours: Steel, Rose, Night and Onyx.

Meanwhile, Obaku is also introducing the new Hassel Natur, which is based on the common flora of the Danish woodlands and countryside.

Level 1/1-Q10



Innovative cigarettes

Nanyang Brothers Tobacco Co., Ltd. was founded in Hong Kong in 1905 by Jian Brothers, two Chinese patriotic entrepreneurs. In 1909, NBT launched "Double Happiness", one of the most well-established Chinese cigarette brands.

In 2019, NBT celebrates its 114th anniversary and launches cigarettes of innovative kinds. 1905 Series slim cigarettes are launched by NBT this year, including PRESTIGE 1905, NANYANG 1905 and NANYANG CLASSIC 1905. This product line demonstrates NBT's cutting-edge manufacturing technique and unwavering commitment to quality. Furthermore, NBT will roll out its first regular size cigarette – NGAIKUO, literally translating to "Love the Nation" in Chinese, to pay tribute to the 70th anniversary of the foundation of the People's Republic of China. After NBT's successful launch of its first capsule cigarette PEARL OF THE ORIENT in 2018, NBT introduces its night view version, a cocktail flavoured capsule cigarette, which will undoubtedly capture attention in the travel retail market.

Basement 2/2-B26





IN FLORENCE SINCE 1970

TFWA

Asia Pacific Exhibition & Conference
Basement 2 / H23

shop at ilbisonte.com

Exquisite exclusive

Brown-Forman is beginning the full roll-out of its most ambitious travel retail offering to date – Woodford Reserve Baccarat Edition. This first-of-its-kind travel retail exclusive is expected to reach duty free stores in May, retailing at \$1,500.

This Woodford Reserve takes an even more special turn by being further aged in hand-selected XO cognac casks at the brand's distillery in Versailles, Kentucky.

Initial plans are for the Woodford Reserve Baccarat Edition to appear in the most prestigious duty free stores, with additional promotional activities in travel retail locations worldwide over the coming weeks and months.

Woodford Reserve Baccarat Edition presents at 90.4 proof and comes in a stunning Baccarat decanter design that evokes the bourbon's iconic bottle silhouette and is engraved with both the Woodford Reserve and Baccarat logos. It is presented in a signature Baccarat red box with sleek multi-dimensional doors that rotate upon opening, and includes a Baccarat stopper adorned with Woodford Reserve's initials.

Basement 2/2-N1



Purity and perfection

Belgian chocolatier Leonidas has prepared a sophisticated collection to celebrate Chinese New Year 2020, which is being revealed for the first time in travel retail at TFWA Asia Pacific Exhibition & Conference.

The decoration of the collection and its merchandising features the beautiful lotus flower, which symbolises purity, perfection and long life.

For the premium, limited-edition Chinese New Year 285g Gift Box, the Leonidas Maitre Chocolatier has crafted a selection of 20 irresistible chocolates, including dark chocolate ganache with Robusta coffee and Mexican-origin ganache topped with cocoa nibs, which are presented in an elegant gift box in sumptuous red for good luck, circular in shape symbolising prosperity, and decorated with a delicate lotus flower.



The 19-piece Chinese New Year limited-edition gift box 230g, contemporary gold in colour, presents a classic selection of milk, white and dark chocolate pieces containing delectable ganache, praliné and caramel fillings.

Basement 2/2-D31



Maximum comfort

Combining the unparalleled comfort of memory foam with the ultimate convenience of air, the revolutionary new Hybrid Pillow from Go Travel blends a luxurious memory foam top with a handy inflatable base. The ground-breaking new construction packs down to palm-size, fitting in your hand. Benefitting from an extra deep layer of memory foam for maximum comfort, the pillow moulds to your natural contours for a personalised fit that precisely mirrors the natural curvature of your head and neck. The inflatable base provides an immediate support boost and comfort level of your choosing for an improved seated-sleep position.

The Hybrid's design ratio offers 65% memory foam for supreme comfort and the remaining 35% is the inflation chamber base, which allows you to boost support or instantly compress the product.

Also new in the collection, the Hybrid Universal Pillow offers the perfect companion on longer journeys.

Level 1/1-R7



Unique styles

Marcolin is showcasing the new Spring/Summer 2019 collection by Tom Ford Eyewear, which features a perfect combination of 50s-style shapes, oversized 70s-style proportions and cohesive, innovative pairings of acetate and metal. Minimalism and attention to detail coexist, along with the iconic "T" logo and infinity shape that have always distinguished the brand. Unique styles are presented in new hues of the latest trend. The collection also presents three new designs for the Private Collection, featuring refined materials, such as horn, leather, gold plating and photochromic lenses. Lastly, the collection features two styles in 18K gold-plating, designed especially for the Tom Ford woman.

Meanwhile, the new collection of Moncler Lunettes embraces technicality, versatility and timeless style in line with the brand's values. Each pair of glasses is characterised by details such as the duvet effect, rounded profiles, embossed logo, and bi-colour temples inspired by Moncler's ready-to-wear duvet colour palette.

Level 1/1-S20

m&m's®

IS THE SKY REALLY THE LIMIT?!

- Largest confectionery brand worldwide
- Guaranteed to drive disruption and fun on the shop floor
- Universal appeal to all shoppers and shopper needs



Timeless Italian desires

Lambretta Watches is proudly presenting the brand-new Giulia 34 collection. The stunning and classy designs are inspired by the glamorous Italian fashion back in the 1950s and 1960s. These timepieces have ultra-thin cases and sleek dials, beautifully highlighted by one, four or 12 Swarovski crystals. The timepieces are paired with fashionable quilted Italian leather straps or elegant Milanese mesh bracelets. They are described as chic and eye-catching feminine accessories, which will amp up any outfit.

For gents, the new Lambretta Watches collection, Marco 40 Rubber, is also being presented. The striking timepieces have lots of attitude and a spirit inspired by the great Lambretta racing heritage back in the 1960s. They are watches developed for an active lifestyle with 100m water resistance, stainless steel, and eco-friendly premium rubber straps made from recycled tyres. The timepieces have a genuine Lambretta feel with a vibrant nature.

Basement 2/2-H30



Contemporary twist

Buckley London is introducing its Autumn Winter 2019 collections, including the commemorative 30-year anniversary collection, Legacy.



The new season range includes four brand-new collections for women and two for men, plus additional pieces for existing collections, Knightley and Barbican.

The faceted metal designs of the Legacy Collection have a nod to the 80s, the decade in which the brand originated, while offering a contemporary twist. The collection features six pieces, including pendants, earrings, wristwear and a ring.

The AW19 women's range also includes Muse, with nine pieces of gold tone, hexagonal profiles, some of which are adorned with semi-precious rose quartz.

While the trend of gold plating from SS19 continues into AW19, the new range has been balanced with the

addition of the new silver tone collection, Stargazer. This six-piece collection includes a variation of pendants, earrings and wristwear, each showcasing intricately detailed charms in semi-precious stones, crystals and symbolic designs.

Basement 2/2-H29

Simple elegance

3 Senses is exhibiting new fragrances from Dunlop – one of the most iconic sports brands of the 20th century. Today, Dunlop is known for its innovative products and vintage style. The Dunlop Fragrances embody the DNA of the brand, being simple and elegant. The Black and White Edition has been created to appeal to a young, dynamic, trendy target group.

Meanwhile, 3 Senses is also presenting Kaviar Gauche Couture – a brand that represents modern glamour and is an international high fashion label. It is famous for the timeless elegance of its bridal couture and cocktail dresses, while the signature fragrance recreates the same allure of the couture, being modern and sophisticated.

With a rich and precious mix of white flowers, the fragrance is said to make you enter a world of dream and romance. The bottle design, with a rose-shaped metal cap, stands out for its beauty. A white silk ribbon around the bottle neck adds the final touch of modern sophistication.

Level 1/1-P18



Inspired by fashion

With inspiration from the world's fashion houses, KT International is presenting the new design of Corset in both flat pack and lipstick formats. With clear, minimalistic shapes, the new look of the range has been crafted to match the taste and style of adult consumers worldwide.

The new Corset has been developed with contemporary urban colours. The series includes five pack formats: Mauve, Pink, Menthol, and the latest additions to the range, Corset One and Corset Pulse (single menthol capsule).

Meanwhile, 2019 is a transformational year for The King brand, with a contemporary new design. The King is further evolving with the launch of two new ranges: The King Carbon Core with an activated charcoal filter for a smoother smoking experience, and The King Compact – a modern compact format.

Also upgraded is The King Centrio, which delivers the most refined and smooth King taste experience yet with the tube CENTRIO filtration system to enhance the signature blend.

Basement 2/2-F37

ROUTE of
CABERNET SAUVIGNON



EXCLUSIVE
FOR TRAVELLERS

EXHIBITING FOR THE FIRST TIME AT TFWA ASIA PACIFIC (BASEMENT 2, STAND H34)
CONTACT: DIEGO BAEZA - GLOBAL TRAVEL RETAIL & DUTY FREE DIRECTOR,
VINA CONCHA Y TORO (DBAEZA@CONCHAYTORO.CL)

PLEASE DRINK RESPONSIBLY

Contemporary designs

Morellato Group is showcasing the Furla Like Logo models, where the Furla logo is applied around the edge of the dial as a contrasting graphic element. The look is rounded off with the case (32mm) in silver or PVD rose gold, and the leather strap in the same nuance as the dial.

The Furla Like Scudo collection presents models with a contemporary design, with a 32mm case that sees a soft, enveloping construction teamed with unusual convex lugs and a slightly convex glass. The hallmark is the new Furla monogram. The embossed craftsmanship in the middle of the dial steals the show.

Morellato Group is also presenting the new LEGEND collection of watches from Maserati. These are timekeepers with an unmistakable finish, with chronograph 'motors' enclosed in a 42mm case with a polished and satin finish.

Meanwhile, new in Morellato's jewellery collection is the friendship bangles set (rose gold set).

Level 1/1-T15



Healthy, strong nails

MAVALA Switzerland is introducing MAVA-STRONG – a fortifying and protective base coat for nails. In a quest for ultra-efficient products, MAVALA Laboratories has developed a technological breakthrough: allowing active ingredients to penetrate into the nail plate, with a colourless nail polish formula that ordinary strengthening nail care products have not achieved up to now.

A complex of micro encapsulated active ingredients – tea tree essential oil, vitamin E, keratin and arginine – restructures and improves the quality of the nail surface, while crystal resin tears produced by the pistachio mastic tree (native to the island of Chios, Greece), help the nail plate become harder and thicker.

MAVA-STRONG allows splitting, soft, breaking nails to regain their normal, healthy and strong aspect. It is packaged in a 10ml glass bottle, with a cap and brush.

Basement 2/2-K1

Prestigious and authentic

Barton & Guestier is unveiling its first exclusive travel retail collection, consisting of five AOC wines: Bordeaux rouge, Bordeaux blanc, Saint-Emilion, Châteauneuf-du-Pape, and Côtes de Provence Rosé.

After the introduction last year of its new signature with the red B&G letters, highlighting the knowledge and authenticity that have built Barton & Guestier's reputation during almost 300 years, the company goes further with an even more prestigious and authentic tailor-made concept dedicated to duty free & travel retail.

The wines reconnect strongly with the tradition of French wines, while showing modern details and techniques: impactful red wax and a neckband (for Bordeaux red, white, Saint-Emilion and Châteauneuf-du-Pape) remind of old French wine bottles, while the bottles feature minimalist and pure labels.

The Côtes de Provence comes in a unique tailor-made bottle with an original glass closure, B&G letters engraved on the neck, and a gemstone at the bottom of the bottle.

Basement 2/2-C10



New travel exclusive sets

Rituals is introducing four new travel exclusive sets from its best-selling collections.

Three Mini Travel Sets are available from The Ritual of Sakura, The Ritual of Ayurveda, and The Ritual of Happy Buddha collections. Each contains a Body Cream (70ml) and Foaming Shower Gel (50ml).

The Ritual of Happy Buddha scent is infused with sweet orange and the mood enhancing power of cedar wood; The Ritual of Sakura is inspired by the Japanese sakura blossom and features a rice milk and cherry blossom fragrance; and The Ritual of Ayurveda comprises notes of Indian rose and Himalaya honey.

Lastly, The Ritual of Namasté Travel Exclusive Face Care Bag contains four key products from the natural Namasté range: Smooth Cleansing Foam (30ml), Miracle 3-in-1 Micellar Water (50ml), Anti-Aging Day Cream (20ml), and Anti-Aging Serum (10ml). The products come in a clear, reusable zip-close pouch with gold trim.

Level 1/1-S8

POWER
YOUR BEAUTY

FOREO

Visit Us at Level 1 1-T7



*Life is for living
Be creative about it*

Every story has a bead

TROLLBEADS
THE ORIGINAL SINCE 1976



www.trollbeads.com

VISIT US AT BOOTH 2-B02

Contact: Marianne Jensen, Travel Retail Manager
Mobile +45 5143 6026, Email: mje@trollbeads.com



Delighting aficionados

Agio Cigars is showcasing an exclusive Balmoral Añejo XO Travel Retail gift box and 4-count cigar packs at TFWA Asia Pacific Exhibition & Conference. The cigars are delighting and surprising aficionados and key retail partners worldwide.

As Ageo Cigars believes global duty free & travel retail is a channel of critical and increasing importance for premium cigars, it is very pleased with the introduction of an exclusive wooden gift box that features five cigars: two Petit Robusto FT, two Rothschild Masivo, and one Gran Toro.

Part of this travel retail concept is convenient 4-count cigar packs that feature the same three vitolas. The cigars feature a sun-grown Arapiraca wrapper from Brazil, with a Dominican Olor binder, and Nicaraguan, Brazilian and Dominican fillers. The typical flavours of the Añejo XO – cacao, vanilla and an underlying sweetness – are particularly well-suited in all three vitolas.

Basement 2/2-B17



Go round!

Trollbeads is the original bead-on-bracelet brand with hundreds of beautiful beads to choose from – each a little work of art – so that every bracelet becomes entirely personal.

The new Go round! collection offers five new gemstones in a totally new design and shape: round! The pieces of raw rocks are dug out of the crust of the earth and made into exquisite jewellery of timeless beauty. The new gemstones can be placed on the Trollbeads bracelet for a fresh and contemporary look.

The five new gemstones entering the collection are: Lapis Lazuli, Malachite, Labradorite, Aventurine and, all-new in the Trollbeads collection, White Moonstone.

Highly detailed, the Go round! collection brings conches in sterling silver. The stunning Conch Pendant for the necklace is a real showpiece. Meanwhile, the Framed by Sea silver bead can be worn on a bracelet or necklace, either single or combined with a favourite bead.

Basement 2/2-B02

Premium wines

Diverse Flavours is showcasing its portfolio of South African premium wines, offering a variation of regionalism, diversity, history, and taste profiles.

These include Avondale from Paarl – Avondale's ethos, Terra Est Vita, or 'Soil is Life' guides its approach to the environment.

Cederberg, South Africa's highest winery at 1,000m above sea level, is from one of the most remote wine-producing areas in the world, and is still produced by the fifth generation of the Nieuwoudt family.

Between Avondale and Cederberg, they have had over 12 First and Business Class pouring wines on six of the world's top 10 airlines, including ANA, Singapore Airlines, Asiana, Cathay Pacific, Etihad, and Emirates. Currently, Avondale Cyclus is being poured on Emirates and Cederberg Sauvignon Blanc on Asiana.

Products are also being presented from Delaire Graff Estate – 'The Jewel of the Cape Winelands', Deetlefs Estate, Ernie Els wines, Ghost Corner from Elim, Groot Constantia, Kleinood Estate, Napier, and finally Diverse Flavours' own 88 Vineyards Cabernet Sauvignon and Merlot Medium Sweet wines.

Basement 2/2-D34



Smoke and spirit

Hunter Laing, the family-owned independent Scotch whisky bottler, has recently introduced a new addition to its range of Journey whiskies. Islay Journey accompanies the well-received Highland Journey, which launched last year.

The independent bottler, owned and run by Stewart Laing and his two sons Andrew and Scott, has developed this product in 70cl for domestic markets and one-litre bottles for duty free & travel retail customers. The whisky is bottled at 46% alc/vol.

"To create this outstanding blend of fine Scotch whisky we have selected whiskies from the finest distilleries on the Isle of Islay," says Stewart Laing, founder and CEO, Hunter Laing. "The balance of smoothness and complexity of flavour and aroma comes from blending the best whiskies, some of which have been matured in Bourbon hogsheads."

The aroma of Islay Journey is redolent with notes of smoke, tar and ash, while in the mouth there are pungent notes of peat, brine and seaweed.

Basement 2/2-D36

Sherry cask-finished whisky

Distell is launching Bain's 18-Year-Old PX Cask Finish during TFWA Asia Pacific Exhibition & Conference.

Bain's 18-year-old PX Cask Finish (50.5% ABV) is a limited-edition, travel retail exclusive whisky. It is part of an innovative new range of three sherry cask-finished whiskies, which recognise the vision of Founder Distiller Andy Watts.

This 18-year-old single grain whisky started its life as Bain's Cape Mountain Whisky. Bain's is made from 100% sun-kissed South African grain and spends its first three years maturing in first fill casks previously used for bourbon before being re-vatted into a fresh set of first fill ex-bourbon casks for a further two years. In crafting this 18-year-old Pedro Ximénez (PX) Cask Finish, the whisky spent an additional 10 years maturing in American oak before being finished individually for three years in PX sherry casks. The sherry finish amplifies the spicy sweet notes of the single grain.



Basement 2/2-F27

Signature scent

INCC Group is presenting Mercedes-Benz THE MOVE – the fragrance for men in motion. An addictive scent exuding freedom, enthusiasm and a touch of folly, its name – THE MOVE – is the spirit of a world that never ceases to move forward.

The fragrance is described as an invitation to seize every instant and every desire. It is 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.

The burst of scents, aromas and nuances is captured in an intense, yet playful blue bottle of pared-down transparency. A simple, organic shape, at once futuristic and unassuming.

The Mercedes-Benz THE MOVE range includes Eau de Toilette 60ml and 100ml, deodorant stick 75g, and shower gel 200ml.

Basement 2/2-J11







VISIT US AT THE

TFWA Asia Pacific Exhibition & Conference
2019 Singapore
Basement 2-G28

BOOK A MEETING NOW!

<p>Key Account Manager Pietro Giraud Pietro.Giraud@LEGO.com Mobile: +45 53195184</p>	<p>Travel Retail Senior Manager Annette Rosendahl Annette.Rosendahl@LEGO.com Mobile: +45 20308261</p>	<p>Account Manager Rasmus Kaiholm Skov Rasmus.Kaiholm.Skov@LEGO.com Mobile: +45 52211980</p>
--	---	--

LEGO and the LEGO logo are trademarks of the LEGO Group. ©2019 The LEGO Group. 91726



ITALY 1947





Welcome
to discover our
New Collections!

Unique and affordable fashion watch concepts that encourage impulse shopping.

TFWA ASIA PACIFIC
Basement Level:
Stand 2-H30

CAPELLA INDUSTRIES
JD@CAPELLAIND.COM
LAMBRETTAWATCHES.COM

Also presenting:
TICK & OGLE
TICKANDOGLE.COM

國
酒



歡迎蒞臨參觀2019亞太免稅品展覽會B36展位
Come & Visit us at B36 at TFWA Asia Pacific Exhibition & Conference 2019



Tempting treats

New from Loacker are Loacker Choco Minis, which combine finest chocolate and a light and crispy wafer in a tempting treat. The selection comes in a variety of shapes and flavours, and Choco Minis are available in a handy pouch bag with 26 mixed pieces. The four flavours are: Milk, Dark, Milk Creme, and Napolitaner.

The pouch bag stands out on the shelf with an attractive design and strong colours. Loacker Choco Minis is described as a unique chocolate bar, with a heart of crispy and light wafer.

Meanwhile, new and exclusive to travellers is the Loackini 180g gift box. The delicious chocolate coating (59%) of Loackini melts in your mouth, revealing an exquisite combination of cream and wafer. The gift box contains 18 of the bite-size treats in two flavours: nine Loackini Milk and nine Loackini Dark.

 **Basement 2/2-J29**



Full of surprises

Ferrero Travel Market is unveiling some Kinder Surprise products designed exclusively for travel retail at TFWA Asia Pacific Exhibition & Conference. The collection features a Kinder Surprise T3 'Jurassic World', the Kinder Surprise T6 'Minions around the World' giant multi-pack, and the cute collectable Kinder Surprise T3 'Adventure Girls' clutch bag.

The new travel-exclusive Kinder Surprise T6 'Minions around the World' collection focuses on the world of travel. Each bright yellow Minion-shaped gift pack contains six Kinder Surprise chocolate eggs. Inside each is a yellow barilotto containing a cute Minion toy. All the toys are travel related, including a Minion on holiday in Hawaii and a snorkelling Minion. Travel retail is the only market worldwide in which the toys in the gift pack are exclusively Minions. The giant barilotto can be turned into a Minion using stickers provided inside the pack.



 **Basement 2/2-J8**

Beautifully handcrafted

Choko la is the pioneer in introducing pure couverture chocolates to India. The company was founded in 2005 with a vision to introduce beautifully handcrafted premium chocolates using superior quality ingredients from around the world.

In 2015, the brand unveiled a new identity with its products and packaging that was made in India but with a global approach, true to the very nature of chocolate as a globally enjoyed product.

At present, Choko la has partnerships with various international duty free operators across India, Macau and Singapore as the company aims at global expansion in the travel retail sector.

In line with the brand vision, the company looks forward to expanding to Germany, UK, Dubai, Paris, Australasia, North America and the Middle East in the next five years. It hopes to share its love and passion for chocolate with the world, placing India on the global chocolate map.

 **Basement 2/2-J2**



Power up, stay connected

Moshi is showcasing a range of products for travellers who want to stay powered up and connected. At TFWA Asia Pacific Exhibition & Conference, Moshi will have on display a comprehensive collection of products, including its premium power and USB-C audio series.

Moshi's Power Series offers a versatile collection of portable batteries, adapters, and cables suitable for the premium traveller. World Travel Adapter with USB-C Port has four built-in international adapters that allow access to over 150 countries. Porto Q 5K, part of Moshi's Danish furniture inspired Q Series, is a portable battery enabling travellers to charge their device wirelessly while on the go. Integra USB-C to Lightning Charge/Sync Cable 4ft (1.2m) allows you to charge your iPhone using any USB-C port. 3-in-1 Universal Charging Cable enables you to charge/sync all your favourite devices (iOS/Lightning, USB-C, and Micro USB) with a single cable.

Meanwhile, Moshi's sleek USB-C audio series is ideal for audiophiles who enjoy a wider, richer soundstage.

 **Basement 2/2-F24**



Niche fragrances

Yohji Yamamoto Parfums is showcasing the Yohji Niche Collection of fragrances, in which each scent reflects the brand's values and an element of its DNA.

According to the HYPEBEAST FASHION Editor, the half-dozen fragrances are meant to be items that speak for themselves both via impact and with their own clear messages. Mode-Zero is a celebration of personality that "adds nothing extra" but rather accents your current look; Deconstruction, on the other hand, is made to attract attention, much like the disturbing looks added with loud sneakers, oversized sunglasses and brightly-decorated accessories.

Darkness is meant to be an olfactive interpretation of the colour black, albeit with a glow-in-the-dark bottle; and Paradox was developed as a protective cover for the female body and is tunable – one spray is meant to tease while more is meant to unveil your true colour. All six come with their own specific bottle and inner message, packaged inside a minimalistic resin block box.



Level 1/1-N12

Must-have products

Perfetti Van Melle Global Travel Retail returns to TFWA Asia Pacific Exhibition & Conference with innovative new display concepts and on-stand activations to strengthen and support its 'must-have' products and new lines.

The new products it is launching to Asia Pacific travel retail include Lollipop Memphis Design MegaChup – a limited edition giant chup consisting of 15 fruit flavoured lollipops.

Hello Kitty Chupa Chups Markers are a line extension to the Chupa Chups Smurf Marker and perfectly-suited to the region given the huge popularity of the Hello Kitty brand.

Mentos Mix on the Beach Jumboroll consists of eight single rolls in peach/orange, strawberry/banana, and passionfruit/mango flavours.

Chupa Chups Cupcake is a sweet plastic baking cup holder with 24 cupcake baking cups and 10 mini Chupa Chups lollipops on top, packaged in a small box.

Finally, Mix of Mini's Silo includes Fruit-tella, Dummies, mini Chupa Chups and mini Mentos.



Basement 2/2-E29

Davidoff
CIGARETTES

FOR THOSE WHO TAKE ON THE NIGHT

FOR THE HUNTERS

Drinking seriously harms you and others around you.

TOBACCO SERIOUSLY DAMAGES HEALTH.

Añejo XO
EXCEPTIONAL QUALITY
COMES WITH AGE

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

COME AND VISIT US:
Booth B17

Exceptionally Old

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

Boris Wintermans
Petit Robusto FT | Rothschild Masivo | Gran Toro

BALMORAL

www.balmoralcigars.com

Colourful duos

Neuhaus is introducing delicious additions to its popular assortment of BonBons. Discover five new Duo BonBons combining a creamy layer of gianduja with the exquisite flavours of white chocolate and lime, violets, mandarin, lemon or raspberry. The delicious chocolates come in a handy, colourful wrapping.

When creating these five new chocolate BonBons, Neuhaus gave free rein to the imagination of its Master Chocolatiers. Experience the sensation of pure joy when you unwrap your BonBon to discover hues of bright orange, warm pink or citrus yellow. They are a treat for the eyes, as well as the taste buds.

The bottom layer of gianduja in every BonBon is matched with a unique flavour: velvety white chocolate, crunchy violets, fresh mandarin or zesty lime.

Basement 2/2-G26



Plant power

Chantecaille is highlighting two of its new skincare products: Bio Lifting Serum +, and Blue Light Protection Hyaluronic Serum.

Age-defying ingredients and a sublime, lightweight texture make Bio Lifting Serum + a skincare powerhouse. This innovative serum takes Chantecaille's original Bio Lifting formula and amplifies it with the latest scientific breakthroughs. With digital aging proving to be the latest skincare concern, the serum is boosted with peptides and plant stem cells which address the damaging effects of over-exposure to screens and blue light.

This silky, hydrating serum is infused with

a combination of ingredients that tighten, visibly firm and lift the skin, while imparting long-term soothing hydration.

Meanwhile, Blue Light Protection Hyaluronic Serum is an anti-aging, moisturising pre-serum powered by a combination of botanicals which enhance the skin's own hyaluronic acid production. Offering immediate, long-lasting hydration and plumping power, this silky gel also shields the skin from blue light pollution due to extended tech exposure.

Basement 2/2-B16



Elegance and authenticity

Tailored Perfumes is showcasing the new Pepe Jeans fragrances at the Air-Val International stand during TFWA Asia Pacific Exhibition & Conference.

The Pepe Jeans fragrance for her is a fusion of amber and vanilla enhanced by the delicious note of almond milk, the sweet touch of marshmallow, and a musk base note.

The feminine bottle is sculpted in the shape of a cocktail glass. The glass surface is cut in prisms with a bright and elegant pink coloured glass, while the bottle has a rose gold metallic cap. An original touch comes from the positioning of the bottle: upside down.

The Pepe Jeans masculine fragrance combines the timeless essence of lavender with the addictive twist of pineapple juice, and an oriental accord of warm vanilla and roasted coffee. The bottle is in the shape of an elegant cocktail shaker in the distinctive Pepe Jeans denim blue, with shoulder pad and cap in silver metal.

Basement 2/2-J19



Heart-touching brilliance

In 2019, FIYTA launches the new Hearttouching Collection watch, which is said to inspire every heart-touching moment with its aesthetic design style.

The newly-launched watch preserves the style of the whole collection. The elegant light-flare pattern dial has two colour options: brown and pure white. The brown dial and rose gold case set each other off beautifully, while the pure white dial is elegant and chic.

The genuine diamond at the 12 o'clock position of the dial presents changing colours under sunlight to further enhance the lasting appeal. Meanwhile, the elegant and rounded case modelling reflects a bright metallic lustre after a meticulous polishing treatment. The bezel and the pumpkin-shaped crown internally embedded with crystal present a harmonious visual sensation.

The new watchstrap is integrated with the rounded case to improve wearing comfort. Inspiration for the watchstrap was taken from the chic V-shaped collar element of an evening dress.

Basement 2/2-B18





Oil-infused beauty

Moroccan oil, the leader in oil-infused beauty, is focusing on the latest innovations for colour-treated hair at TFWA Asia Pacific Exhibition & Conference.

A new category offering is the Moroccan oil Color Complete Collection. A 360-degree approach to colour care, Color Complete addresses all sources of colour degradation to keep the life in hair colour. All five products feature ArganID technology that uses the power of ionic attraction to infuse argan oil into the cortex of the hair, while simultaneously helping to repair and seal. The collection works as a regimen, and begins at the salon with the ChromaTech Service. The regimen then continues at home with a simple routine to maintain, sustain and protect colour.

Moroccan oil concluded 2018 with remarkable results in key European, Americas and Asia Pacific territories. The brand continues to open in new locations through the Americas with Dufry and DFASS, and further expand to Asia including Korea, Singapore, Thailand and Japan.

Level 1/1-S16

Authentic look

Denim is Diesel's key design element. In the Spring Summer 19 Collection bleached effects, vintage treatments and lighter casts denim add to the grey washes and shine a light in the collection. Authenticity is at the centre of the collection: pure vintage denim reaches new heights, with ripped & repair treatments and classic constructions used to achieve an authentic look. The evolution in volumes explores different silhouettes and shapes, in order to cover all body shapes and personalities.

Mharkv is a modern, slim style with a slightly low crotch. It features a traditional Spocket construction, including a button fly, and a slightly cropped leg to perfectly sit on any kind of shoe.

This particular Spring Summer 19 wash is the perfect expression of Diesel's craftsmanship and innovative treatments: a summery white, 100% cotton denim with manual abrasions and repatriations, and reflective tape applications. This style also features the new "Diesel For Successful Living" labelling and a seasonal reflective tape on the back patch.



Level 1/1-R15



Hitting the low ABV trend

In the world of the millennial, self-awareness is at an all-time high. Being mindful about what they drink is hugely important and deemed fashionable. Lower ABV drinks are, therefore, becoming much more popular with this generation. In light of this, Illva Saronno returns with a lower ABV Disaronno cocktail, Disaronno Fizz.

"Being on point with consumer trends is extremely important to Illva Saronno," says Nikos Tsagarakis, Global Travel Retail Director, Illva Saronno. "It ensures that we continue to be at the front and centre of the drinks sector and shows how versatile Disaronno truly is."

This year also sees Illva Saronno focusing on the growth of its Tia Maria brand. With a domestic TV commercial being aired in Europe, built around the concept of 'One of a Kind', it's obvious Illva Saronno is investing heavily in the brand.

Visitors to TFWA Asia Pacific Exhibition & Conference can enjoy Disaronno's refreshing cocktail, Disaronno Sour, at the TFWA Asia Pacific Bar from Monday to Wednesday.

Basement 2/2-M10

Universally flattering glow

NARS, which is being showcased by Shiseido at TFWA Asia Pacific Exhibition & Conference, expands the iconic, universally flattering glow of Orgasm, with a limited-edition collection.

This features the classic Orgasm Blush, which comes in an oversized compact and contains a perfect blend of peachy pink and gold shimmer; the Orgasm Liquid Highlighter, a lightweight highlighter that results in an effortless, radiant glow that complements all skin tones; the Orgasm Oil-Infused Lip Tint that adds a delicate shine to the lips, with sheer colour that nourishes and hydrates the lips while adjusting to one's skin for a customised Orgasm look; and the Endless Orgasm Palette for eyes, cheeks and lips, featuring six satin-cream pigments. The lightweight cream formula blends seamlessly, leaving a soft, velvety finish, that allows users to develop a variety of looks.

Level 1/1-T8



Exhibitor listing 2019

Stand name	Sector	Level	Stand	TFWA membership
10MINDS (TENMINDS)	Gifts / Toys	Level 1	1-N16	
23RD STREET DISTILLERY - NEW	Wine & Spirits	Basement 2	2-A4	
3 SENSES - SAG GROUP - NEW	Fragrances & Cosmetics	Level 1	1-P18	
ABRAU-DURSO - NEW	Wine & Spirits	Basement 2	2-C29	
AGIO CIGARS	Tobacco	Basement 2	2-B17	TFWA MEMBER
AIR VAL INTERNATIONAL	Fragrances & Cosmetics	Basement 2	2-J19	TFWA MEMBER
ALFA BRANDS - NEW	Wine & Spirits	Basement 2	2-A1	
ALISHAN	Tobacco	Basement 2	2-D38	TFWA MEMBER
ALTIMETRE	Fragrances & Cosmetics	Basement 2	2-M27	TFWA MEMBER
AMOREPACIFIC	Fragrances & Cosmetics	Level 1	1-U14	TFWA MEMBER
ANGELINI BEAUTY	Fragrances & Cosmetics	Level 1	1-N22	TFWA MEMBER
ANY DI MUNICH	Fashion / Accessories / Luggage	Basement 2	2-L02	
APPLE BEAUTY	Fragrances & Cosmetics	Level 1	1-Q17	TFWA MEMBER
APTRA	Other	Basement 2	2-A6	
ARCHE	Fashion / Accessories / Luggage	Basement 2	2-C21	TFWA MEMBER
ARNOLD ANDRÉ / MAC BAREN	Tobacco	Basement 2	2-A21	TFWA MEMBER
ASAHI	Wine & Spirits	Basement 2	2-G27	
ASTRAGRACE CORP.	Confectionery & Fine Food	Basement 2	2-H24	TFWA MEMBER
ATOM BRANDS - NEW	Wine & Spirits	Basement 2	2-B5	
AURORA WORLD	Gifts / Toys	Basement 2	2-G6	TFWA MEMBER
AYDYA - NEW	Gifts / Toys	Basement 2	2-G15	
BACARDI GLOBAL TRAVEL RETAIL	Wine & Spirits	Basement 2	2-D10	
BANYAN TREE ESSENTIALS	Fragrances & Cosmetics	Level 1	1-P8	TFWA MEMBER
BARTON & GUESTIER-PATRIARCHE	Wine & Spirits	Basement 2	2-C10	TFWA MEMBER
BE RELAX	Gifts / Toys	Basement 2	2-N2	TFWA MEMBER
BEGG & CO, ALEX - NEW	Fashion / Accessories / Luggage	Level 1	1-R11	TFWA MEMBER
BELUGA VODKA	Wine & Spirits	Basement 2	2-F14	TFWA MEMBER
BEURER - CODIPE	Electronics	Basement 2	2-K01	TFWA MEMBER
BEVERLY HILLS POLO CLUB - NEW	Fashion / Accessories / Luggage	Level 1	1-P16	
BLUE CHIP GROUP	Fragrances & Cosmetics	Level 1	1-S22	TFWA MEMBER
BLUE STORKS	Gifts / Toys	Basement 2	2-C1	TFWA MEMBER
BORCO / SIERRA TEQUILA	Wine & Spirits	Basement 2	2-H33	
BOTTEGA	Wine & Spirits	Basement 2	2-M9	TFWA MEMBER
BRAUN	Electronics	Basement 2	2-H11	TFWA MEMBER
BRITISH AMERICAN TOBACCO GTR	Tobacco	Basement 2	2-G37	TFWA MEMBER
BROWN FORMAN	Wine & Spirits	Basement 2	2-N1	TFWA MEMBER
BUCKLEY LONDON	Jewellery / Watches	Basement 2	2-H29	
BUTLERS CHOCOLATES	Confectionery & Fine Food	Basement 2	2-C31	TFWA MEMBER
BUTTERFLY TWISTS	Fashion / Accessories / Luggage	Basement 2	2-D8	TFWA MEMBER
BY TERRY - NEW	Fragrances & Cosmetics	Level 1	1-T12	
CABEAU	Gifts / Toys	Basement 2	2-G23	TFWA MEMBER
CABINZERO	Fashion / Accessories / Luggage	Basement 2	2-F23	
CACAU SHOW - NEW	Confectionery & Fine Food	Basement 2	2-G12	
CALVIN KLEIN/ TOMMY HILFIGER	Fashion / Accessories / Luggage	Basement 2	2-M18	TFWA MEMBER
CANVAS BEAUTY - NEW	Fragrances & Cosmetics	Level 1	1-P15	
CAPELLA - LAMBRETTA WATCHES	Jewellery / Watches	Basement 2	2-H30	TFWA MEMBER
CAPI GLOBAL	Electronics	Basement 2	2-H19	TFWA MEMBER
CARAN D'ACHE	Gifts / Toys	Basement 2	2-L11	TFWA MEMBER
CARTIER	Fragrances & Cosmetics	Level 1	1-T28	TFWA MEMBER
CASETI COMPANY LTD	Gifts / Toys	Basement 2	2-G14	
CAVENDISH & HARVEY	Confectionery & Fine Food	Basement 2	2-M3	TFWA MEMBER
CERRUTI 1881 - BLAUER	Fashion / Accessories / Luggage	Basement 2	2-M26	TFWA MEMBER
CHABOT ARMAGNAC	Wine & Spirits	Basement 2	2-B14	TFWA MEMBER
CHAMPAGNE LAURENT-PERRIER	Wine & Spirits	Basement 2	2-B10	TFWA MEMBER
CHANTECAILLE	Fragrances & Cosmetics	Basement 2	2-B16	TFWA MEMBER
CHEONGKWANJANG- KOREAN GINSENG	Confectionery & Fine Food	Basement 2	2-D2	
CHINA TOBACCO GUANGDONG INDUSTRIAL CO.LTD	Tobacco	Basement 2	2-A25	
CHOKO LA	Confectionery & Fine Food	Basement 2	2-J2	TFWA MEMBER
CHOW TAI FOOK JEWELLERY - NEW	Jewellery / Watches	Basement 2	2-F9	TFWA MEMBER
CHOYA	Wine & Spirits	Basement 2	2-G2	
CLARINS GROUP	Fragrances & Cosmetics	Level 1	1-R23	TFWA MEMBER
Cognac HARDY et POLIGNAC	Wine & Spirits	Basement 2	2-J1	TFWA MEMBER
COLLISTAR	Fragrances & Cosmetics	Basement 2	2-F2	TFWA MEMBER
CONSTELLATION BRANDS / ARTERRA WINES	Wine & Spirits	Basement 2	2-E37	
COTY	Fragrances & Cosmetics	Basement 2	2-N31	TFWA MEMBER
CREATION BEAUTE INTERNATIONAL	Fragrances & Cosmetics	Basement 2	2-G22	
CRUCIAL DRINKS - NEW	Wine & Spirits	Basement 2	2-D32	
CRYSTAL HEAD VODKA	Wine & Spirits	Basement 2	2-D28	TFWA MEMBER
DANZKA	Wine & Spirits	Basement 2	2-B34	TFWA MEMBER
DE RIGO	Fashion / Accessories / Luggage	Basement 2	2-H28	TFWA MEMBER
DESIGN GO	Gifts / Toys	Level 1	1-R7	TFWA MEMBER
DESIGNER PARFUMS	Fragrances & Cosmetics	Basement 2	2-L24	TFWA MEMBER
DESIGUAL	Fashion / Accessories / Luggage	Basement 2	2-E18	TFWA MEMBER
DESTILERIAS CAMPENY	Wine & Spirits	Basement 2	2-H01	
DF SIGNATURE - NEW	Wine & Spirits	Basement 2	2-A2	TFWA MEMBER
DIEGO DALLA PALMA	Fragrances & Cosmetics	Basement 2	2-E10	TFWA MEMBER
DIESEL	Fashion / Accessories / Luggage	Level 1	1-R15	TFWA MEMBER
DISTELL	Wine & Spirits	Basement 2	2-F27	TFWA MEMBER
DISTILLERIES ET DOMAINES DE PROVENCE	Wine & Spirits	Basement 2	2-N21	TFWA MEMBER
DIVERSE FLAVOURS	Wine & Spirits	Basement 2	2-D34	TFWA MEMBER
DON PAPA RUM	Wine & Spirits	Basement 2	2-G13	TFWA MEMBER
DR. CI-LABO - NEW	Fragrances & Cosmetics	Level 1	1-P11	TFWA MEMBER
DR.JART	Fragrances & Cosmetics	Level 1	1-R21	
DREW ESTATE/SWISHER	Tobacco	Basement 2	2-A18	TFWA MEMBER
DUTY FREE GLOBAL LIMITED	Wine & Spirits	Basement 2	2-E39	TFWA MEMBER
ECHOLAC - NEW	Fashion / Accessories / Luggage	Basement 2	2-B20	
EL ALMENDRO - NEW	Confectionery & Fine Food	Basement 2	2-B32	TFWA MEMBER
ELVIS & ELVIN - NEW	Fragrances & Cosmetics	Basement 2	2-L11	
EMILE CHOURIET	Jewellery / Watches	Level 1	1-S12	
EMPIRE OF SCENTS	Fragrances & Cosmetics	Basement 2	2-G19	TFWA MEMBER
ENGLISH TEA SHOP - NEW	Confectionery & Fine Food	Basement 2	2-C2	
ESSILOR INTERNATIONAL	Fashion / Accessories / Luggage	Level 1	1-R8	TFWA MEMBER
ESTEE LAUDER TRAVEL RETAIL	Fragrances & Cosmetics	Level 1	1-V14	TFWA MEMBER
ETAT LIBRE D'ORANGE	Fragrances & Cosmetics	Basement 2	2-L8	TFWA MEMBER
EU YAN SANG - NEW	Confectionery & Fine Food	Basement 2	2-E26	
EUROCOSMESI	Fragrances & Cosmetics	Basement 2	2-K2	TFWA MEMBER
EUROITALIA	Fragrances & Cosmetics	Level 1	1-Q27	TFWA MEMBER
FEILER	Home decoration / Tableware	Basement 2	2-G02	TFWA MEMBER
FEN JIU - NEW	Wine & Spirits	Basement 2	2-J39	
FERRERO TRAVEL MARKET	Confectionery & Fine Food	Basement 2	2-J8	TFWA MEMBER
FERVOR MONTREAL	Jewellery / Watches	Basement 2	2-K02	TFWA MEMBER
FIYTA	Jewellery / Watches	Basement 2	2-B18	TFWA MEMBER

FOCUS NETWORK AGENCIES (SINGAPORE) PTE LTD	Confectionery & Fine Food	Basement 2	2-E28	
FOREO - NEW	Fragrances & Cosmetics	Level 1	1-T7	TFWA MEMBER
FORTUNE CONCEPT LIMITED	Fashion / Accessories / Luggage	Basement 2	2-H22	TFWA MEMBER
FRAAS- THE SCARF COMPANY	Fashion / Accessories / Luggage	Level 1	1-Q15	TFWA MEMBER
FRATERNITY SPIRITS	Wine & Spirits	Basement 2	2-J31	TFWA MEMBER
FURLA	Fashion / Accessories / Luggage	Basement 2	2-J22	TFWA MEMBER
GEORG JENSEN - NEW	Jewellery / Watches	Basement 2	2-H13	TFWA MEMBER
GIORGIO ARMANI	Fashion / Accessories / Luggage	Level 1	1-U28	TFWA MEMBER
GODIVA CHOCOLATIER	Confectionery & Fine Food	Basement 2	2-E2	TFWA MEMBER
GUESS ACCESSORIES	Jewellery / Watches	Basement 2	2-L19	TFWA MEMBER
GUIZHOU XIJU - NEW	Wine & Spirits	Basement 2	2-E7	
GUYLIAN	Confectionery & Fine Food	Basement 2	2-H26	TFWA MEMBER
HANSE DISTRIBUTION	Jewellery / Watches	Basement 2	2-A7	TFWA MEMBER
HAPPY PLUGS	Electronics	Basement 2	2-E9	TFWA MEMBER
HARIBO	Confectionery & Fine Food	Basement 2	2-C28	TFWA MEMBER
HASBRO - NEW	Gifts / Toys	Basement 2	2-J5	TFWA MEMBER
HAWAIIANAS - NEW	Fashion / Accessories / Luggage	Basement 2	2-A03	
HAWAIIAN HOST	Confectionery & Fine Food	Basement 2	2-E28	
HEINEKEN	Wine & Spirits	Basement 2	2-B27	TFWA MEMBER
HEINTZ VAN LANDEWYCK	Tobacco	Basement 2	2-A17	TFWA MEMBER
HENKELL FREIXENET	Wine & Spirits	Basement 2	2-E31	TFWA MEMBER
HERMÈS	Fragrances & Cosmetics	Level 1	1-V28	TFWA MEMBER
HIMAN TRADING COMPANY	Confectionery & Fine Food	Basement 2	2-A14	
HITEJINRO	Wine & Spirits	Basement 2	2-N20	
HUNTER LAING & CO LTD - NEW	Wine & Spirits	Basement 2	2-D36	TFWA MEMBER
I-CLIP	Gifts / Toys	Level 1	1-Q11	
IAN MACLEOD DISTILLERS LTD	Wine & Spirits	Basement 2	2-C01	TFWA MEMBER
IL BISONTE - NEW	Fashion / Accessories / Luggage	Basement 2	2-H23	TFWA MEMBER
ILLVA SARONNO	Wine & Spirits	Basement 2	2-M10	TFWA MEMBER
IMPERIAL BRANDS	Tobacco	Basement 2	2-C38	TFWA MEMBER
INCC GROUP	Fragrances & Cosmetics	Basement 2	2-J11	TFWA MEMBER
INFINITY & CO	Jewellery / Watches	Basement 2	2-B9	
INTERNATIONAL BEVERAGE	Wine & Spirits	Basement 2	2-H27	TFWA MEMBER
INTERPARFUMS	Fragrances & Cosmetics	Basement 2	2-M11	TFWA MEMBER
JACQUES BOGART	Fragrances & Cosmetics	Basement 2	2-F22	TFWA MEMBER
JEAN-CHARLES BROSSEAU	Fragrances & Cosmetics	Basement 2	2-N02	
JILL STUART EYEWEAR - NEW	Fashion / Accessories / Luggage	Level 1	1-Q12	
JT INTERNATIONAL	Tobacco	Basement 2	2-B38	TFWA MEMBER
KAIMAY	Confectionery & Fine Food	Basement 2	2-M2	
KALOO, CLAYEUX, KOKESHI PARFUMS - NEW	Fragrances & Cosmetics	Basement 2	2-N01	TFWA MEMBER
KANEBO TRAVEL RETAIL	Fragrances & Cosmetics	Level 1	1-U13	TFWA MEMBER
KARELIA TOBACCO COMPANY	Tobacco	Basement 2	2-C34	TFWA MEMBER
KAVAN SINGLE MALT WHISKY	Wine & Spirits	Basement 2	2-B4	
KERING EYEWEAR	Fashion / Accessories / Luggage	Level 1	1-S28	TFWA MEMBER
KERING ITALIA - NEW	Fashion / Accessories / Luggage	Level 1	1-S27	TFWA MEMBER
KINMEN KAOLIANG LIQUOR	Wine & Spirits	Basement 2	2-J36	
KIPLING DIVISION - VF HONG KONG	Fashion / Accessories / Luggage	Basement 2	2-M20	TFWA MEMBER
KOCOSTAR - NEW	Fragrances & Cosmetics	Basement 2	2-D4	
KOSE CORPORATION	Fragrances & Cosmetics	Level 1	1-N5	TFWA MEMBER
KT & G CORPORATION	Tobacco	Basement 2	2-B35	
KT INTERNATIONAL SA	Tobacco	Basement 2	2-F37	TFWA MEMBER
KURATE INTERNATIONAL LTD	Jewellery / Watches	Basement 2	2-H32	
L BRANDS	Fragrances & Cosmetics	Level 1	1-N28	TFWA MEMBER
L'OCCITANE EN PROVENCE	Fragrances & Cosmetics	Level 1	1-R28	TFWA MEMBER
L'OREAL TRAVEL RETAIL ASIA PACIFIC	Fragrances & Cosmetics	Basement 2	2-D19	TFWA MEMBER
LA MARTINIQUAISE-BARDINET	Wine & Spirits	Basement 2	2-L2	TFWA MEMBER
LA PRAIRIE	Fragrances & Cosmetics	Basement 2	2-K24	TFWA MEMBER
LABORATOIRES FILORGA	Fragrances & Cosmetics	Basement 2	2-F10	TFWA MEMBER
LACOSTE	Fashion / Accessories / Luggage	Basement 2	2-K23	TFWA MEMBER
LAMY - NEW	Gifts / Toys	Basement 2	2-H12	TFWA MEMBER
LANCEL - NEW	Fashion / Accessories / Luggage	Basement 2	2-C12	TFWA MEMBER
LAPLANDIA VODKA - NEW	Wine & Spirits	Basement 2	2-N4	TFWA MEMBER
LEGO GROUP	Gifts / Toys	Basement 2	2-G28	TFWA MEMBER
LEONIDAS	Confectionery & Fine Food	Basement 2	2-D31	TFWA MEMBER
LES CHOCOLATS DE PAULINE	Confectionery & Fine Food	Basement 2	2-D30	TFWA MEMBER
LES INTERCHANGEABLES	Jewellery / Watches	Basement 2	2-H31	TFWA MEMBER
LIFETRON SWITZERLAND	Electronics	Basement 2	2-B21	TFWA MEMBER
LINDT & SPRÜNGLI (SCHWEIZ) AG	Confectionery & Fine Food	Basement 2	2-H2	TFWA MEMBER
LIQUN	Tobacco	Basement 2	2-B25	
LIVIKO AS	Wine & Spirits	Basement 2	2-J34	TFWA MEMBER
LOACKER	Confectionery & Fine Food	Basement 2	2-J29	TFWA MEMBER
LOCH LOMOND	Wine & Spirits	Basement 2	2-B14	TFWA MEMBER
LORIENNE PARIS	Fragrances & Cosmetics	Basement 2	2-K10	TFWA MEMBER
LUBRITRADE TRADING PTE LTD	Wine & Spirits	Basement 2	2-H1	
LUXOTTICA GROUP	Fashion / Accessories / Luggage	Basement 2	2-J18	TFWA MEMBER
LUZHOU LAOJIAO INT'L DEVELOPMENT	Wine & Spirits	Basement 2	2-K33	
LVMH PERFUMES AND COSMETICS	Fragrances & Cosmetics	Level 1	1-N15	TFWA MEMBER
MACDUFF INTERNATIONAL	Wine & Spirits	Basement 2	2-L202	TFWA MEMBER
MAESTRANI	Confectionery & Fine Food	Basement 2	2-A3	TFWA MEMBER
MAISON BOINAUD	Wine & Spirits	Basement 2	2-B1	TFWA MEMBER
MARCHON EYEWEAR	Fashion / Accessories / Luggage	Basement 2	2-L1	TFWA MEMBER
MARCOLIN SPA	Fashion / Accessories / Luggage	Level 1	1-S20	TFWA MEMBER
MARINA DE BOURBON	Fragrances & Cosmetics	Basement 2	2-M8	TFWA MEMBER
MARNI	Fashion / Accessories / Luggage	Basement 2	2-K12	TFWA MEMBER
MARS INTERNATIONAL TRAVEL RETAIL	Confectionery & Fine Food	Basement 2	2-K28	TFWA MEMBER
MASI AGRICOLA SPA	Wine & Spirits	Basement 2	2-L4	TFWA MEMBER
MAUI JIM, INC.	Fashion / Accessories / Luggage	Basement 2	2-K9	TFWA MEMBER
MAVALA SWITZERLAND - NEW	Fragrances & Cosmetics	Basement 2	2-K1	TFWA MEMBER
MAVIVE	Fragrances & Cosmetics	Basement 2	2-F18	TFWA MEMBER
MERLIN DIGITAL	Gifts / Toys	Basement 2	2-K5	TFWA MEMBER
MESAUDA MILANO	Fragrances & Cosmetics	Basement 2	2-B8	
MOET HENNESSY	Wine & Spirits	Level 1	1-R27	TFWA MEMBER
MOLIABAL	Gifts / Toys	Basement 2	2-C8	
MONDELEZ WORLD TRAVEL RETAIL	Confectionery & Fine Food	Basement 2	2-J26	TFWA MEMBER
MORELLATO GROUP	Jewellery / Watches	Level 1	1-T15	TFWA MEMBER
MORGAN & OATES	Fashion / Accessories / Luggage	Basement 2	2-J33	TFWA MEMBER
MORIN CO, LTD	Gifts / Toys	Basement 2	2-M1	
MOROCCANOIL	Fragrances & Cosmetics	Level 1	1-S16	TFWA MEMBER
MOSHI	Gifts / Toys	Basement 2	2-F24	
MOSQUITNO	Gifts / Toys	Basement 2	2-G01	TFWA MEMBER
NADIYA	Confectionery & Fine Food	Basement 2	2-J6	TFWA MEMBER
NANYANG BROTHERS TOBACCO	Tobacco	Basement 2	2-B26	
NEMIROFF VODKA LIMITED	Wine & Spirits	Basement 2	2-N9	TFWA MEMBER
NESTLE	Confectionery & Fine Food	Basement 2	2-K29	TFWA MEMBER
NEUHAUS	Confectionery & Fine Food	Basement 2	2-G26	TFWA MEMBER
NICOLAÏ : PARFUMEUR-CREATEUR	Fragrances & Cosmetics	Basement 2	2-N202	
NIEDEREGGER	Confectionery & Fine Food	Basement 2	2-H25	
NIO - NEEDS ICE ONLY - NEW	Wine & Spirits	Basement 2	2-C30	TFWA MEMBER
NOMINATION ITALY - NEW	Jewellery / Watches	Basement 2	2-B3	
NUXE - NEW	Fragrances & Cosmetics	Basement 2	2-H9	TFWA MEMBER
OBaku - NEW	Jewellery / Watches	Level 1	1-Q10	
OLIVER WEBER COLLECTION - NEW	Jewellery / Watches	Basement 2	2-J01	
ORIS CHINA TOBACCO	Tobacco	Basement 2	2-K38	
PANZERGLASS - NEW	Gifts / Toys	Basement 2	2-D6	
PARFUMS DE LA BASTIDE - NEW	Fragrances & Cosmetics	Level 1	1-P12	
PASCO	Electronics	Basement 2	2-A9	TFWA MEMBER
PATCHI - NEW	Confectionery & Fine Food	Basement 2	2-H18	TFWA MEMBER
PAUL & SHARK	Fashion / Accessories / Luggage	Basement 2	2-D11	TFWA MEMBER
PENHALIGON'S	Fragrances & Cosmetics	Basement 2	2-L5	

PER-SCENT.....	Fragrances & Cosmetics.....	Basement 2.....	2-E14.....	TFWA MEMBER
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL.....	Confectionery & Fine Food.....	Basement 2.....	2-E29.....	TFWA MEMBER
PERFUMES Y DISENO.....	Fragrances & Cosmetics.....	Basement 2.....	2-L9.....	TFWA MEMBER
PERLE DI SOLE - NEW.....	Confectionery & Fine Food.....	Basement 2.....	2-C32.....	TFWA MEMBER
PERNOD RICARD GLOBAL TRAVEL RETAIL.....	Wine & Spirits.....	Basement 2.....	2-N22.....	TFWA MEMBER
PEUCH ET BESSE ONE WINE ONE STORY.....	Wine & Spirits.....	Basement 2.....	2-N18.....	TFWA MEMBER
PHILIPS.....	Electronics.....	Basement 2.....	2-K27.....	TFWA MEMBER
PIERRE FABRE DERMO-COSMETIQUE - NEW.....	Fragrances & Cosmetics.....	Level 1.....	1-U12.....	TFWA MEMBER
PIERRE PRECIEUSE PARFUM.....	Fragrances & Cosmetics.....	Basement 2.....	2-D1.....	TFWA MEMBER
PIQUADRO.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-F30.....	TFWA MEMBER
POD CHOCOLATE BALI - NEW.....	Confectionery & Fine Food.....	Basement 2.....	2-J13.....	TFWA MEMBER
POURCHET PARIS.....	Fashion / Accessories / Luggage.....	Level 1.....	1-T11.....	TFWA MEMBER
PREMIER PORTFOLIO INTERNATIONAL LTD.....	Gifts / Toys.....	Basement 2.....	2-M02.....	TFWA MEMBER
PROFUMITALIA SRL.....	Fragrances & Cosmetics.....	Basement 2.....	2-A10.....	TFWA MEMBER
PUIG.....	Fragrances & Cosmetics.....	Basement 2.....	2-K11.....	TFWA MEMBER
PUPA MILANO.....	Fragrances & Cosmetics.....	Basement 2.....	2-J9.....	TFWA MEMBER
QUIETON SLEEP - NEW.....	Electronics.....	Basement 2.....	2-A8.....	TFWA MEMBER
REFLECTA.....	Jewellery / Watches.....	Basement 2.....	2-K18.....	TFWA MEMBER
REMY COINTREAU - NEW.....	Wine & Spirits.....	Level 1.....	1-U23.....	TFWA MEMBER
RHA - NEW.....	Electronics.....	Basement 2.....	2-J202.....	TFWA MEMBER
RICOLA.....	Confectionery & Fine Food.....	Basement 2.....	2-H6.....	TFWA MEMBER
RITTER SPORT.....	Confectionery & Fine Food.....	Basement 2.....	2-G33.....	TFWA MEMBER
RITUALS COSMETICS.....	Fragrances & Cosmetics.....	Level 1.....	1-S8.....	TFWA MEMBER
ROCKLAND DISTILLERIES.....	Wine & Spirits.....	Basement 2.....	2-A11.....	TFWA MEMBER
RODENSTOCK GMBH.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-H10.....	TFWA MEMBER
S&A JEWELLERY DESIGN - NEW.....	Jewellery / Watches.....	Level 1.....	1-P14.....	TFWA MEMBER
SALVATORE FERRAGAMO.....	Fragrances & Cosmetics.....	Level 1.....	1-V27.....	TFWA MEMBER
SCANDINAVIAN TOBACCO GROUP.....	Tobacco.....	Basement 2.....	2-A26.....	TFWA MEMBER
SCHAEFER TRAVEL RETAIL.....	Gifts / Toys.....	Basement 2.....	2-N12.....	TFWA MEMBER
SCORPIO WORLDWIDE.....	Jewellery / Watches.....	Basement 2.....	2-D9.....	TFWA MEMBER
SECRID.....	Gifts / Toys.....	Level 1.....	1-Q21.....	TFWA MEMBER
SEKONDA.....	Jewellery / Watches.....	Basement 2.....	2-J32.....	TFWA MEMBER
SENNHEISER.....	Electronics.....	Basement 2.....	2-N10.....	TFWA MEMBER
SHANGHAI TOBACCO GROUP CO. LTD.....	Tobacco.....	Basement 2.....	2-A16.....	TFWA MEMBER
SHISEIDO.....	Fragrances & Cosmetics.....	Level 1.....	1-T8.....	TFWA MEMBER
SIAM M.C.CO.LTD - NEW.....	Confectionery & Fine Food.....	Basement 2.....	2-K37.....	TFWA MEMBER
SILHOUETTE INTERNATIONAL - NEW.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-G10.....	TFWA MEMBER
SILVER BASE INTERNATIONAL DEVELOPMENT CO. LTD.....	Wine & Spirits.....	Basement 2.....	2-B36.....	TFWA MEMBER
SK-II GROUP.....	Fragrances & Cosmetics.....	Level 1.....	1-N7.....	TFWA MEMBER
SKROSS®.....	Electronics.....	Basement 2.....	2-C4.....	TFWA MEMBER
SLA PARIS.....	Fragrances & Cosmetics.....	Basement 2.....	2-E22.....	TFWA MEMBER
SPA CEYLON LUXURY AYURVEDA.....	Fragrances & Cosmetics.....	Level 1.....	1-R12.....	TFWA MEMBER
SPEY - NEW.....	Wine & Spirits.....	Basement 2.....	2-K35.....	TFWA MEMBER
STEIFF.....	Gifts / Toys.....	Basement 2.....	2-G18.....	TFWA MEMBER
STOLI GROUP - COGNAC PRUNIER - NEW.....	Wine & Spirits.....	Basement 2.....	2-A15.....	TFWA MEMBER
STORCK TRAVEL RETAIL.....	Confectionery & Fine Food.....	Basement 2.....	2-E28.....	TFWA MEMBER
SUDIO - NEW.....	Electronics.....	Basement 2.....	2-H14.....	TFWA MEMBER
SUZHOU WAYTONE CORPORATION - NEW.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-A01.....	TFWA MEMBER
TATEOSSIAN.....	Jewellery / Watches.....	Basement 2.....	2-G32.....	TFWA MEMBER
TED BAKER - NEW.....	Jewellery / Watches.....	Basement 2.....	2-K6.....	TFWA MEMBER
TESLAR - NEW.....	Jewellery / Watches.....	Basement 2.....	2-K6.....	TFWA MEMBER
THAI TANYA INTERFOOD - NEW.....	Confectionery & Fine Food.....	Basement 2.....	2-C02.....	TFWA MEMBER
THE BELGIAN.....	Confectionery & Fine Food.....	Basement 2.....	2-E28.....	TFWA MEMBER
THE BODY SHOP.....	Fragrances & Cosmetics.....	Level 1.....	1-P17.....	TFWA MEMBER
THE EDRINGTON GROUP.....	Wine & Spirits.....	Basement 2.....	2-H36.....	TFWA MEMBER
THE FIRST - NEW.....	Fragrances & Cosmetics.....	Basement 2.....	2-G8.....	TFWA MEMBER
THE HERSHEY COMPANY.....	Confectionery & Fine Food.....	Basement 2.....	2-G29.....	TFWA MEMBER
THE SILVER CRANE COMPANY LTD - NEW.....	Confectionery & Fine Food.....	Basement 2.....	2-F03.....	TFWA MEMBER
THE TOMATIN DISTILLERY.....	Wine & Spirits.....	Basement 2.....	2-A5.....	TFWA MEMBER
THULE GROUP.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-N29.....	TFWA MEMBER
TIMELESS TRUTH MASK.....	Fragrances & Cosmetics.....	Level 1.....	1-Q7.....	TFWA MEMBER
TIMEX WATCHES.....	Jewellery / Watches.....	Basement 2.....	2-K6.....	TFWA MEMBER
TOMMY HILFIGER.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-M18.....	TFWA MEMBER
TORRES.....	Wine & Spirits.....	Basement 2.....	2-H8.....	TFWA MEMBER
TOSCANO ITALIAN CIGARS.....	Tobacco.....	Basement 2.....	2-A19.....	TFWA MEMBER
TOSCOW.....	Jewellery / Watches.....	Basement 2.....	2-M25.....	TFWA MEMBER
TOUS.....	Jewellery / Watches.....	Basement 2.....	2-F26.....	TFWA MEMBER
TRAVEL BLUE.....	Gifts / Toys.....	Basement 2.....	2-G1.....	TFWA MEMBER
TROLLBEADS - NEW.....	Jewellery / Watches.....	Basement 2.....	2-B02.....	TFWA MEMBER
TRU VIRTU.....	Gifts / Toys.....	Basement 2.....	2-D02.....	TFWA MEMBER
ULUPNA WINERY.....	Wine & Spirits.....	Basement 2.....	2-J02.....	TFWA MEMBER
UNILEVER INTERNATIONAL TRAVEL RETAIL.....	Fragrances & Cosmetics.....	Basement 2.....	2-J27.....	TFWA MEMBER
VAG.....	Fragrances & Cosmetics.....	Basement 2.....	2-G11.....	TFWA MEMBER
VALRHONA.....	Confectionery & Fine Food.....	Basement 2.....	2-F32.....	TFWA MEMBER
VAN LOVEREN VINEYARDS - NEW.....	Wine & Spirits.....	Basement 2.....	2-A20.....	TFWA MEMBER
VENCHI.....	Confectionery & Fine Food.....	Basement 2.....	2-C27.....	TFWA MEMBER
VERSACE & VERSUS.....	Fashion / Accessories / Luggage.....	Basement 2.....	2-K8.....	TFWA MEMBER
VINA CONCHA Y TORO - NEW.....	Wine & Spirits.....	Basement 2.....	2-H34.....	TFWA MEMBER
VINI TONON SRL.....	Wine & Spirits.....	Basement 2.....	2-A02.....	TFWA MEMBER
VON EICKEN.....	Tobacco.....	Basement 2.....	2-B31.....	TFWA MEMBER
VSF INTERNATIONAL CONSULTING.....	Wine & Spirits.....	Basement 2.....	2-N6.....	TFWA MEMBER
WHYTE & MACKAY.....	Wine & Spirits.....	Basement 2.....	2-C5.....	TFWA MEMBER
WILD TIGER BEVERAGES - INDIA.....	Wine & Spirits.....	Basement 2.....	2-F02.....	TFWA MEMBER
WILLIAM GRANT & SONS.....	Wine & Spirits.....	Basement 2.....	2-N19.....	TFWA MEMBER
WONDERFUL PISTACHIOS.....	Confectionery & Fine Food.....	Basement 2.....	2-B28.....	TFWA MEMBER
WULIANGYE GROUP.....	Wine & Spirits.....	Level 1.....	1-N18.....	TFWA MEMBER
YA-MAN LTD - NEW.....	Fragrances & Cosmetics.....	Level 1.....	1-P7.....	TFWA MEMBER
YANGHE.....	Wine & Spirits.....	Basement 2.....	2-N27.....	TFWA MEMBER
YOHJI YAMAMOTO PARFUMS.....	Fragrances & Cosmetics.....	Level 1.....	1-N12.....	TFWA MEMBER
YUNNAN TOBACCO INTERNATIONAL CO LTD.....	Tobacco.....	Basement 2.....	2-F36.....	TFWA MEMBER
ZAMORA COMPANY.....	Wine & Spirits.....	Basement 2.....	2-N11.....	TFWA MEMBER

TFWA

**Tax Free World
Association**23-25, rue de Berri
75008 Paris FranceTel : +33 1 40 74 09 86
Fax : +33 1 40 74 09 85**John Rimmer**Managing Director
j.rimmer@tfwa.com**Cécile Lamotte**Marketing Director
c.lamotte@tfwa.com

Produced by:

**Ian Hill**Publisher
ian@pps-publications.com**Paul Hogan**Managing Director
paul@pps-publications.com**Ross Falconer**Managing Editor
ross@pps-publications.com**Marta Dimitrova**Assistant Editor
marta@pps-publications.com**Richard Jende**Head Designer
richard@pps-publications.com**Magdalena Matejewska**Designer
magdalena@pps-publications.com**Grant Pritchard**Photographer
photography@grantpritchard.co.uk**PPS Publications Ltd**3a Gatwick Metro Centre
Balcombe Road, Horley, Surrey
RH6 9GA, United Kingdom

Tel: +44 1293 783 851

Fax: +44 1293 782 959

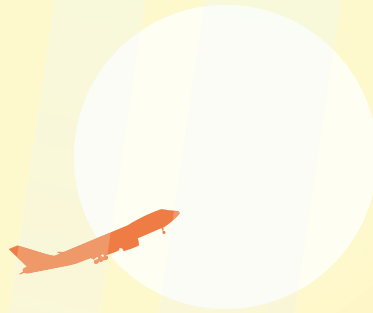
post@pps-publications.com

© PPS Publications Ltd 2019

TFWA Daily is distributed by:

THE MEADFA CONFERENCE

24-26 NOVEMBER 2019
MUSCAT, OMAN



MANAGED BY

TFWA



جمعية الشرق الأوسط وأفريقيا للأسواق الحرة
MIDDLE EAST & AFRICA
DUTY FREE ASSOCIATION

TFWA

**WORLD
EXHIBITION &
CONFERENCE**



**THE
DUTY
FREE &
TRAVEL
RETAIL
GLOBAL
SUMMIT**

**29 SEPT. - 4 OCT.
2019
CANNES**