

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily
SHOW PREVIEW ISSUE 2019



THE
DUTY
FREE &
TRAVEL
RETAIL
GLOBAL
SUMMIT

29 SEPT. - 4 OCT.
2019
CANNES

**SPECIAL
SUPPLEMENT
INSIDE**

New product
previews

04

**Conference
& workshops**
Full programme
inside

08

Social scene
Full leisure and
social programme

12

**New & returning
exhibitors**
New this year
in Cannes

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TFWA

Alain Maingreud
President



Introduction

A bright future ahead

It seems like only yesterday that we as an industry last met in Cannes, and yet in just 12 short months, the global environment in which we operate has gone through many changes. Some have been for the better – others less so. From rising political tensions across many geographies to growing concerns around sustainability and the environment, our business is now facing a whole new wave of challenges.

Despite this, the duty free and travel retail market has remained resilient and when looking for success stories, I was not short of examples. TFWA is in a similarly strong position, and our Board, Management Committee and teams have been working hard to make the Association more flexible and agile in order to support our members, in testing times as well as the times when growth comes easily. One of the most important drivers of growth is the ability to make decisions based on sound data, and we as an association will continue to stress the importance of sharing information to ensure the data we have available to us is robust.

As ever, the TFWA World Exhibition & Conference will look at the many ways our industry is responding to change. Previous visitors to Cannes will notice a number of updates to this year's show, including our new TFWA Innovation Lab, which will run from 1 October to 4 October. Building on the success of last year's TFWA Digital Village, the TFWA Innovation Lab will provide a platform to around 30 of the most tech-forward companies to showcase products and technology that will transform the duty free and travel retail market as we know it. Attendees can also learn more about the importance of innovation to their business at our Innovation in Action Workshop taking place on Tuesday.

The main exhibition also has some fresh new elements. The Beach Village has been extended to accommodate a greater number of exhibitors, while exhibition registration will now take place at the Gare Maritime.

Our conference and workshops will provide invaluable insight into the most pressing issues impacting our market and the global context in which we operate. Among a strong line up of high-profile speakers will be former UK Prime Minister The Rt. Hon. Tony Blair, who will draw on his vast experience of international politics to offer a unique perspective on the political landscape in the UK and beyond.

As always, there are plenty of opportunities for attendees to relax away from the busy show floors. For the first time, our two headline social events – the Opening Cocktail and Le Premium Evening – will take place at the spectacular Port Canto, while our popular night spot The Scene will be located at the same venue. I would like to take this opportunity to thank all sponsors and local partners of this year's social events.

I'm personally looking forward to a week on the Côte d'Azur catching up with colleagues, making new contacts, and learning more about the innovations that will drive our industry in the future. I hope you are too.

Notes for your diary:

- The new TFWA Innovation Lab will open from 09:00 on Tuesday 1 October to midday on Friday 4 October at the tented exhibition area facing the Majestic Beach
- The Opening Cocktail will take place at the new location of Port Canto from 19:30. This year, the event will be free of charge for all visitors and badge holders. Capacity is limited, so please do arrive in plenty of time and make sure to bring your badge and e-invitation with you to secure admission
- Delegates registered under the full delegate package and attending Le Premium Evening on Thursday will have full free access to The Scene nightclub on Thursday night
- The Royal Mougins Golf Club will once again host the TFWA Golf Tournament on Sunday morning at 08:30
- For the first time, there's the chance to explore the stunning seaside landscape on a power assisted e-bike from 08:30. Also making its first appearance on the agenda, a trip to the Musée International du Parfum at its botanical gardens will take place at 08:45
- A perennial favourite, our pétanque tournament will begin at 09:30 at Place de l'Etang
- Keen yogis and those new to practice can take part in yoga sessions at the new location of the Radisson Blu 1835 Hotel. There will be a session for beginners at 09:00 and a more advanced session at 10:00
- Taking place at Port Canto at 08:45, our crews will head to the high seas for our Regatta
- Places are limited for all of the leisure activities so please be sure that you have registered, and have confirmation of your registration from the TFWA team.

TFWA Product Showcase

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

Scan this code to visit the TFWA Product Showcase:



TFWA 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 World Exhibition & Conference.

Plan your event, navigate your way around onsite with the geolocation service, connect and meet with your business partners, interact with conference speakers, and be part of the TFWA community all year round.

Scan this code to download the TFWA App:



TFWA's partnership with Nice Côte d'Azur Airport has several advantages for delegates attending TFWA World Exhibition & Conference. Pop-up bars located in Terminals 1 & 2 are welcoming arriving visitors with a complimentary glass of Crémant d'Alsace Perle Noire & Rosé by Arthur Metz and an amazing sparkling cocktail So Sauternes de Bastor-Lamontagne. A warm welcome by Grands Chais de France and Nice Airport! The airport will give delegates a special 10% price reduction across a selection of brands available in airport stores on presentation of their TFWA World Exhibition & Conference visitor or exhibitor badges.



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TFWA World Conference

With global sales at an all-time high amid improvements to infrastructure all over the world, the duty free & travel retail industry would appear to be in good shape to face the future. But how sustainable is the market's current growth? As the ground shifts beneath us in arguably the most turbulent geo-political climate since the end of the Cold War, what are the main threats to international trade? Do today's leaders truly understand the needs of global business? And as consumers increasingly embrace the need to preserve the environment, what role should brands and retailers play in confronting their concerns? Are we part of the solution, or part of the problem?

▶ The TFWA World Conference 2019, the opening event of the duty free & travel retail industry's global summit, will look at the real prospects for our market against a challenging economic and political backdrop. Joining the TFWA President as speakers will be a globally renowned statesman and a brandtech pioneer.

The Conference will be opened by TFWA President Alain Maingreud, in his first address to the industry in Cannes. Alain will explore some of the main issues facing the duty free & travel retail industry today, and the role that TFWA can play in helping promote future growth.

Alain Maingreud,
President, Tax Free
World Association



The Rt. Hon. Tony Blair,
Prime Minister, Great Britain and
Northern Ireland (1997-2007)

▶ The keynote speaker at this year's Conference, the Rt. Hon. Tony Blair, is a statesman of global renown. Prime Minister of Great Britain and Northern Ireland from 1997 to 2007, he led the Labour party to three successive election victories and left a lasting mark on politics in the country. Since leaving office he has remained at the forefront of world affairs, and is an authoritative voice on issues such as global trade, Middle East tensions and Brexit. He is sure to provide a fascinating insight into a troubled period for international relations.



**David Jones, Founder
and CEO, You & Mr
Jones, Founder, One
Young World**

▶ The Conference will also hear from a world authority on brand marketing: David Jones, former CEO of advertising agency Havas and the founder of You & Mr Jones, a tech holding company specialised in brand communication. A proponent of corporate responsibility and social change, David was named 2013 Sustainable Business Leader by UK newspaper The Guardian, and is the co-founder of One Young World, a non-profit organisation that provides young leaders with a platform to bring about positive change. David will explore the impact of technology on branding, and also how all businesses can help ensure a sustainable future at a time of increasing concerns over the environment.

The TFWA World Conference will be moderated by Stephen Sackur, journalist and presenter of current affairs programme HARDTalk on BBC World.

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



Using the TFWA App, delegates at the Conference will have the opportunity to put comments and questions to speakers.

Workshops programme

Innovation in Action Workshop

Tuesday 1 October



08:00-09:00

Salon Croisette,
Hotel Majestic

▶ This year sees the debut of a new concept in Cannes, the TFWA Innovation Lab. Designed to showcase new thinking and fresh ideas, the Innovation Lab will welcome a broad range of service providers in addition to brands and airports, presenting solutions in areas including customer engagement & transactions, digital tech, data and sustainability.

The Innovation in Action workshop, held immediately prior to the opening of the Innovation Lab, will explore that new thinking courtesy of some of the companies that are helping shape the future of retail and travel.

Speakers will include Google Germany Lead Travel & Transport Google Cloud Dominik Schwarzenberger, Amazon Pay Head of France Julie Menville, and Concourse Display Management Director Chris Morriss.

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

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

Inflight Focus Workshop

Wednesday 2 October



08:00-09:00

Salon Croisette,
Hotel Majestic

▶ The inflight retail market is in a state of transition as an increasing number of airlines review their approach to the business. Some have withdrawn from retail altogether; others are looking to shift the business online; others are looking for hybrid solutions. Despite the decline in global sales suggested by Generation Research figures, the opportunity for improvement exists as new means of customer engagement are developed.

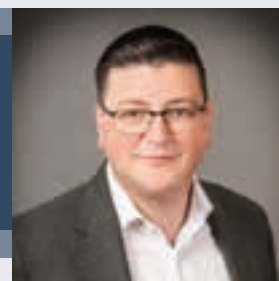
This year's Inflight Focus Workshop will discuss ways to stimulate sales and drive the market forward. Delegates will hear from two of the airlines with diverse and growing retail businesses, who will share their thoughts on product trends and new revenue streams. And one of the companies offering a new way to conduct the inflight business will explain how the onboard retail offer of the future might look.

Speakers at the workshop will include Cathay Pacific Airways Head of Retail & eCommerce Aldric Chau, AirAsia Group Head of Buying Duty Free Elina Jamaluddin, and airfree Co-founder Valéry Méary.

The session will be moderated by TRBusiness Managing Editor Charlotte Turner.

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

Dominik Schwarzenberger,
Lead Travel & Transport Google Cloud,
Google Germany



Julie Menville,
Head of France, Amazon Pay



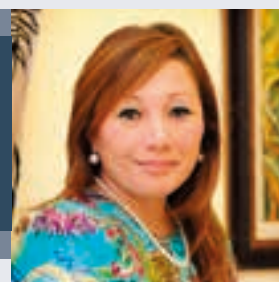
Chris Morriss,
Director, Concourse
Display Management



Aldric Chau,
Head of Retail & eCommerce,
Cathay Pacific Airways



Elina Jamaluddin,
Group Head of Buying Duty Free,
AirAsia



Valéry Méary,
Co-founder, airfree



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NEW Guylian's 4x25g portion packed Belgian Chocolate Bars

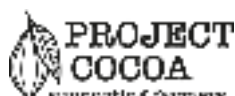
A range of six premium varieties of individually wrapped mini bars (4x25g) made of the finest Belgian Chocolate with 100% cocoa butter. Available in exquisite popular flavours; Creamy Milk, Premium Dark 72%, Hazelnut and Salted Caramel. The range also features two flavours with no added sugars, Milk and Intense Dark 84%, using stevia-based sweeteners. The Intense Dark 84% bar is also vegan. Your little moment of joy. Anytime. Anywhere.



Visit us at Mediterranean Village P13.



Every time you enjoy Guylian Belgian Chocolate Bars you support Project Seahorse and Project Cocoa.



WiTR aims to raise €15,000 for Friends-International charity

During its second year as a fully-fledged membership organisation for women in the travel retail industry, the members of Women in Travel Retail (WiTR) were invited to nominate charities for support in 2019. Members opted for a programme nominated by Colleen Morgan of the Moodie Davitt Report. Run in Siem Reap, Cambodia, by established charity Friends-International, it gives beauty salon training to young women aged 16-24, helping them to break the cycle of poverty and exploitation and provide for their families, work in a safe place, and learn customer-oriented skills in a real work environment.

Marginalised female youth in Cambodia continually face many barriers to access employment, including lack of education and the ability to pay for training.

"The €15,000 target that we have set ourselves will fund places for young women on the beauty vocational training programme," says WiTR Chair Sarah Branquinho. "This runs for eight months and has a curriculum that provides market-aligned quality technical skills within a classroom environment and within recognised beauty and nail training salons. Equally important, the programme also offers psycho-social counselling, basic literacy and numeracy, Khmer and English lessons, as well as a significant focus on soft skills: personal development via confidence-building, emotion and stress management, along with collaborative working skills."

The programme also links students to a full range of basic social services, such as medical referrals to hospitals, support to obtain legal documents (as many Khmer children and youth born after the Khmer Rouge ruling do not own birth certificates for example), a meal each day, transport to and from training, as well as short-term housing if required. After graduating, the students progress to FI's Futures Office where employment experts help the students secure employment or assist them in starting a micro-enterprise.

WiTR will be inviting exhibitors and visitors at TFWA World Exhibition & Conference to help them reach their target of €15,000 by entering a draw to win fabulous prizes. Each business card entry raises €10 towards the project (three entries for €20).

Additional commitments from industry colleagues of auction and raffle prizes for the grand draw would be appreciated. Please deliver donations to the Lacoste stand (Riviera Village RH15) by 15:00 on Tuesday 1 October.



Women in Travel Retail is this year supporting a programme run in Siem Reap, Cambodia, by established charity Friends-International, which gives beauty salon training to young women aged 16-24.

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The LINDT World Traveller Collection

The new must-have LINDT World Traveller Collection 360g is the ideal gift to bring home a stunning and memorable travel souvenir. This suitcase-like souvenir will take chocolate lovers across the world on a taste journey of finest Swiss Premium Chocolate with the LINDT Assorted Napolitains in six popular flavours. This unique collector's item can be reused and continues to delight even after the last exquisite LINDT Napolitain has been enjoyed.

www.chocolate.lindt.com/travel-retail

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Leisure & social programme


Golf


Sunday 29 September,
08:30 to 16:30

**Royal Mougins Golf Club,
Mougins**

Coach departure on the Croisette at 07:30

After a successful debut last year, The Royal Mougins again plays host to the TFWA Golf Tournament. The 18-hole, par 71 course is over 6,000 metres long, with challenges for players of all abilities. A rich haul of prizes awaits the most successful (or luckiest), but it's the taking part that matters most.

In partnership with:  QATAR DUTY FREE

Kindly sponsored by: Dr Irena Eris  FURLA
SINCE 1927 ITALY



Pétanque

Sunday 29 September,
09:30 to 14:30

Place de l'Etang, Cannes

Coach departure on the Croisette at 09:15

Sample some pure Provençal culture as you take in the gentle click of the boules, a glass of pastis in hand. The pace may be relaxed, but the competition is often intense in this traditional sport where cunning and strategy play their part. Plentiful prizes and an appetising lunch round off the morning's play.



New this year: E-biking

Sunday 29 September,
09:00 to 14:30

**Port de la Figueirette,
Théoule-sur-Mer**

Coach departure on the Croisette at 08:30

Enjoy the French Riviera's beautiful coastline from a power-assisted e-bike. Groups of 10 riders, each led by an instructor, will explore some of the most stunning seaside landscapes the Côte d'Azur has to offer. We provide the e-bikes, backpacks and energy bars, plus a post-pedal picnic; you just bring a sense of adventure.


New this year: Musée International du Parfum

Sunday 29 September,
08:45 to 14:30

Grasse

Coach departure on the Croisette at 08:15

The only one of its kind worldwide, the International Perfume Museum takes visitors through the social and cultural history of fragrances, as well as explaining how they're made. Your tour of the museum, complete with its multi-level terraces and nearby botanical garden, includes breakfast and lunch in an experience that no fragrance-lover can afford to miss.

Kindly sponsored by:  DIOR

Yoga


Sunday 29 September

**NEW LOCATION: Radisson
Blu 1835 Hotel, Cannes**

09:00 to 10:30 (Beginner session – coach departure on the Croisette at 08:45)

10:00 to 11:15 (Advanced session – coach departure on the Croisette at 09:45)

Two open-air sessions with expert practitioners on the rooftop of the Radisson Blu 1835 Hotel promise spectacular ocean views to accompany the stretching and breathing exercises. Get your fill of mental and physical well-being (and the special detox breakfast) before an intense week's work. Be sure to book early as demand is always strong.

Kindly sponsored by:  RITUALS

Regatta

Sunday 29 September,
08:45 to 14:00

Port Canto, Cannes

Coach departure on the Croisette at 08:30

Four crews join professional skippers aboard their yachts for some competitive sailing in the Bay of Cannes. Take your turn at the helm, help with the sails or simply cool your toes in the water, the choice is yours. A waterborne picnic and post-race swim are integral to the enjoyment.

Kindly sponsored by:  PAUL & SHARK
yachting

The Scene

Monday 30 September to Thursday 3 October, 22:00-02:00

NEW VENUE: Port Canto

Duty free and travel retail's very own nightspot moves to a glamorous new location amidst the superyachts at Cannes' foremost marina.

- Entry by ticket only – available for purchase at The Scene desk (Palais des Festivals, Level 1) or at the venue entrance (upon presentation of your badge).
- Special shuttle service: Majestic*, JW Marriott, Carlton & Martinez hotels – Port Canto
- Continual service from 22:00 to 02:00

*The coach departure and return point will be adjacent to the car park exit of the Palais des Festivals on the Croisette, opposite the Hotel Majestic.

Kindly sponsored by:



Opening Cocktail

Sunday 29 September, 19:30

NEW VENUE: Port Canto

The spacious new setting on the Port Canto terrace offers stunning waterside vistas and is the ideal vantage point for the firework display generously provided by the City of Cannes.

- Open to all visitor and exhibitor badge holders
- Guests will receive an e-invitation with personal barcode and name
- Once you have exited, re-entry is not permitted
- Please note: entrance is subject to capacity; arrive early to avoid disappointment!
- Spouses may attend; contact the TFWA Registration team at the Gare Maritime for details
- Dress code: Smart
- A shuttle service will operate from all major hotels

Le Premium Evening

Thursday 3 October, 20:00

Port Canto

The industry's ultimate night out combines sumptuous cuisine with strolling musicians and eye-catching performers.

Then discover an unforgettable closing party and DJ set at The Scene next door.

Kindly reserve your table before 18:00 on Wednesday 2 October at Le Premium Evening Desk, Palais des Festivals (Level 1). Please note, however, that any special dietary requirements must be advised by 16:00 on Tuesday 1 October at the latest (location as above). Beyond that date, dietary options will depend upon what is available.

- Dress code: Black tie
- Entry by invitation only – part of the full-delegate package.
- NB: Guests attending Le Premium Evening with full-delegate status will receive admission free of charge to The Scene on Thursday night.
- A shuttle service will operate from all major hotels



On-site services

Well-Being Lounge

Golden Village, Level 1

Open to all delegates.

Take some down time and enjoy a well-deserved massage with an experienced therapist by visiting the Well-Being Lounge (offering shoulders, back, reflexology).

Delegates can also enjoy a complimentary Murad wellness pop up!

Kindly sponsored by:

KUSMI TEA
La beauté des mélanges



Murad

TFWA Lounge

Level 3

- Exclusively for TFWA members and buyers with full-delegate status
- Open during Exhibition hours (from 16:00 on Monday)
- Dedicated concierge service including restaurant reservations, car and boat hire, travel agency, catering for private events, problem-solving and babysitters
- Internet access
- Private bar and lounge with complimentary drinks
- Massage service
- Charging station
- International press
- Meeting area (booking required)

Kindly sponsored by:

ROUGIÉ

GUYLIAN

INDIENA

KUSMI TEA
La beauté des mélanges



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FOOD
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Tartuflange

Special service desks

Level 1

- Hotel accommodation
- TFWA ONE2ONE Meeting Service
- The Scene
- Le Premium Evening

Luggage service

Esplanade Pantiero

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

Food and drinks

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

Red Village (Level -1)

Green Village (Level -1)

Puit de Lumière (Level -1)

Mediterranean Village (Level 0)

Bay Terrace (Level 1)

Ambassadeurs Village (Level 4)

Pre-order on:

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Facebook: fr-fr.facebook.com/lepavillongourmet/

Twitter: twitter.com/pavillong

Instagram: www.instagram.com/pavillon_gourmet/

Business Centre

Level 1

A dedicated team is on hand to provide secretarial support:

- Internet access
- Fax & mail service
- Photocopying & computer access
- CDs and USB keys
- Secretarial assistance
- Telephone cards, stamps & stationery
- Meeting room rental

Exhibitor photo & video service

- Promote your presence at the Exhibition, create a visual record of your stand, record interviews with VIP guests
- 20% TFWA member discount on normal photographic and video prices

Free Wi-Fi service

Free Wi-Fi service for delegates inside the Palais des Festivals

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

Interactive directional screens

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

Kindly provided by:



Recruitment service

Mediterranean Village (Level 0)

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

BeThe1

Helicopter transfers

Operated by TFWA partner Azur Hélicoptère

Special offer at €160* per person including:

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

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



Online booking:
www.azurhelico.com
Customer service:
+33 (0)4 93 90 40 70 /
infos@azurhelico.com

Shuttle services

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

COCCINELLE



New this year in Cannes



01

Rodenstock

📍 **Riviera Village RE11**

Who are you?

Founded in 1877 with headquarters in Munich, Rodenstock is represented in more than 85 countries with sales subsidiaries and distribution partners. Germany's leading manufacturer of lenses and frames, it offers premium competence brands such as Rodenstock (rx, sunglasses & readers) and rocco by Rodenstock (rx, sunglasses).

Who buys your products?

With Rodenstock we are targeting travellers – men and women – looking for technologically demanding products of exceptional quality and style. The Rodenstock collections comprise both classic and modern models, a wide range of styles at mid-range prices that appeal to travellers of all ages and demographics.

Why exhibit now?

Over the past few years we have been seeing excellent growth in domestic markets globally in Asia, the Middle East and Eastern Europe. More recently we started putting a major focus on travel retail and attended TFWA Asia Pacific Exhibition & Conference, which went very successfully. We now feel like it is the right time to attend 'the big one', TFWA World Exhibition & Conference, so we can penetrate the travel retail channel on a more global scale.

What are your objectives?

Our objective for TFWA World Exhibition & Conference is to introduce the Rodenstock brands to potential new travel retail partners, and hopefully secure some new listings. We will also be meeting with our current clients to further solidify our partnerships and discuss future business ideas.

What is your unique selling point (USP)?

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



02

Viña Concha y Toro

📍 **Harbour Village Accama Delta**

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. The UK is our #1 export market, with a 46% value share of the Chilean bottled wine category.

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 strong position in domestic markets, but with solutions creatively tailored to travel retail. Following our highly successful debut at TFWA Asia Pacific Exhibition & Conference in May, exhibiting at TFWA World Exhibition & Conference for the first time this year is another major 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 wine brands, 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. We have a fresh perspective and are ready to think outside of the box, innovate and collaborate to drive wine category growth.



03

Merlin Digital

📍 **Yellow Village E32**

Who are you?

What started as a small-scale business venture by two brothers, two decades ago, has grown into a multinational entity with multiple outlets and franchises across the world. Today, Merlin Digital is a brand that is synonymous with innovation, not just on its home turf but also worldwide. We hold an industry-leading inventory of technologically innovative offerings that span smart mobility solutions, multimedia products, smart wearable devices, health & wellness tech, digital surveillance, smart home automation, robotics, 3D display solutions, POS & digital signage, 360-degree solutions, and virtual reality app development.

Our flagship products lead the Middle East's high-tech electronics and digital media market, and feature some of the fastest-growing segments in consumer electronics. Merlin operates its various business divisions through a group of officially registered entities in the UAE and Hong Kong to maximise opportunities and excel at competencies.

Who buys your products?

Our target sector is mainly the travel retail market, with focus on inflight retail and airport retail. Our customers range from airlines to duty free outlets.

Why exhibit now?

Given the tremendous growth in the travel retail sector, we would like to shift our focus toward expanding our reach to the North American and European markets.

What are your objectives?

We intend to promote our ever-growing line-up of travel products to our existing airline and airport retail customers, as well as new ones, in addition to promoting the Merlin brand to the wider travel retail channel, including cruise lines, border stores, etc.

What is your USP?

Merlin's USP is getting innovative travel tech solutions to meet unrealised market demands. Our gadgets combine the latest technological innovations in an easy-to-use, fashionable form factor to make our products inflight and travel-ready.

Here, we highlight a selection of the leading brands that are either debuting at TFWA World Exhibition & Conference this year, or returning after an absence.



04

Parfums de la Bastide

Blue Village F15

Who are you?

The company PB PROVENCE, founded in 2014, creates, makes and distributes natural and authentic perfumes, scented candles and perfumed soaps under the Parfums de la Bastide trademark.

The brand was launched by two co-founders: William Bouheret and Anne-Cécile Vidal. William was an MD for international perfume and beauty brands (P&G brands, Max Mara, Annick Goutal); Anne-Cécile worked for LVMH then for Annick Goutal in various competencies of head marketing and sales.

Who buys your products?

Parfums de la Bastide directly handles its flagship boutique since 2014 and its e-boutique, with a specific retail concept, designed by its founders. It also has domestic and international business through retailers and distributors.

Why exhibit now?

After the launch in 2014 in France, the brand is now ready to extend on an international scale.

What are your objectives?

Our goal is to make international professional people know about the brand and to develop business worldwide through distributors and duty free players.

What is your USP?

Our flagship boutique in Aix en Provence. Aix en Provence is the place of a unique lifestyle, a city proud of its roots and forward-looking. It is where the brand was born, 4 rue Papassaudi. On the ground floor of a former mansion, a heavy door of solid oak, ironworks, floor-tiles, a fountain... an authentic, simple and elegant place. Originally, it was our showroom, a place to work with our artisans and to meet our first clients. It then became a shop and the place to discover all our creations. Here, you can feel the Parfums de la Bastide spirit, our desire to share a privileged moment, a bracket of sweetness and well-being in the heart of Provence. A very special lifestyle: moments of conviviality spent in the family bastide (mansion) where time seems suspended for a moment.



05

Distilleria Marzadro

Red Village L17

Who are you?

Distilleria Marzadro is a family company – a Grappa producer from the Trentino region, Italy. Grappa – created from the distillation of marc (grape peels) – represents the Italian spirit by excellence.

Marzadro's passion for Grappa began in 1949, when the siblings Sabina and Attilio Marzadro set up their business in Brancolino di Nogaredo, in Trentino. Throughout years of constant research and improvement, Attilio managed to discover and master the secrets of a century-old art and turned Grappa into a fine and selected distillate, produced from the freshest marc and the most intense commitment.

After 70 years of activity, Marzadro is more alive than ever. The contribution of the second and third generation of the family has allowed the passion to continue through research and innovation, but without ever forgetting about tradition.

The devotion of our company is given to Grappa and liqueurs as well. The experience of our Masters Distiller is what permits us to create a Grappa both rich in flavour and complexity.

Who buys your products?

Our main clients are wine shops, wholesalers and restaurants throughout Europe.

Why exhibit now?

We believe that our products are very strong in the Italian HoReCa market and we would like to improve our presence in the duty free market worldwide.

What are your objectives?

To find right partner in the duty free market for our top quality Grappa.

What is your USP?

Strong ageing tradition, long-lasting history of the company, leading position in the Italian market.



06

Zino Davidoff

Yellow Village G43

Who are you?

Zino Davidoff is a family-owned business and is based in Basel, Switzerland. Our founder Zino Davidoff is at the heart of the brand and inspires all that we do: Our collection of products reflects his natural elegance and appreciation of fine quality, style, authenticity and good living.

Our portfolio is made up of some of the fine things in life that have been carefully sourced from all over the globe to bring pleasure to people everywhere. From beautifully crafted leather goods, timepieces, writing instruments and perfumes to stylish eyewear, bracelets, cufflinks, coffee and cognac.

Who buys your products?

The DAVIDOFF customer is a global citizen that embraces life to its fullest. He appreciates moments of indulgence and enjoys the cheerful company of friends and family. He is self-confident, independent and bold in his decisions to go his own way. Our target audience is cultivated, modern and is characterised by vitality and good taste.

Why exhibit now?

TFWA World Exhibition & Conference in Cannes is one of the most important events in duty free and travel retail globally. Being already successfully represented with our license products DAVIDOFF Parfums and DAVIDOFF Cognac at this event, we decided that now is the right time to participate with our new accessories collections.

What are your objectives?

We are looking forward to building up and enlarging our duty free and travel retail network for our accessories products and to generate new accounts.

What is your USP?

Our products are a unique blend of exquisite craftsmanship, impeccable quality, a refined style and strong brand awareness at accessible price points.

New & Returning Exhibitors 2019

Stand name	Level	Stand	Sector	TFWA membership
3 SENSES	Green Village	K36	Fragrances & Cosmetics	
AL FAKHER TOBACCO	Bay Village	Bay Terrace T12	Tobacco	
ANNE KLEIN	Red Village	L20	Jewellery / Watches	TFWA MEMBER
AYDYA	Blue Village	G24	Fragrances & Cosmetics	
BAIJA PARIS	Blue Village	H31	Fragrances & Cosmetics	
BANANA MOON - LIVIA -1789 CALA	Blue Village	F12	Fashion / Accessories / Luggage	
BATEEL INTERNATIONAL	Blue Village	C2	Confectionery & Fine Food	TFWA MEMBER
BETER	Ambassadeurs Village	U3	Fragrances & Cosmetics	
BEVERLY HILLS POLO CLUB	Mediterranean Village	N1	Fashion / Accessories / Luggage	TFWA MEMBER
CARAMBAR & CO	Green Village	L37	Confectionery & Fine Food	
CHAMPAGNE LANSON	Green Village	H46	Wine & Spirits	TFWA MEMBER
CHOCOME	Green Village	K69	Confectionery & Fine Food	
CLOETTA TRAVEL RETAIL	Harbour Village	MABRUK III	Confectionery & Fine Food	TFWA MEMBER
DAVIDOFF	Yellow Village	G43	Jewellery / Watches	
DF SIGNATURE	Green Village	J55	Wine & Spirits	TFWA MEMBER
DISTILLERIA MARZADRO	Red Village	L17	Wine & Spirits	
DOUGLAS LAING & CO LTD	Red Village	L19	Wine & Spirits	
ENGLISH TEA SHOP	Red Village	L10	Confectionery & Fine Food	TFWA MEMBER
HAPPY SOCKS	Mediterranean Village	N13	Fashion / Accessories / Luggage	
HASBRO	Green Village	J67	Gifts / Toys	TFWA MEMBER
HAVAIANAS	Mediterranean Village	N7	Fashion / Accessories / Luggage	TFWA MEMBER
HUNTER LAING	Blue Village	H7	Wine & Spirits	TFWA MEMBER
ICE-WATCH	Mediterranean Village	N11	Jewellery / Watches	
INOUITOOSH	Blue Village	H9	Fashion / Accessories / Luggage	
JUUL	Harbour Village	SABBATICAL	Tobacco	
KOREA GINSENG CORPORATION	Red Village	M24	Confectionery & Fine Food	TFWA MEMBER
KWV	Blue Village	F8	Wine & Spirits	TFWA MEMBER
LA COLLINE	Red Village	L28	Fragrances & Cosmetics	TFWA MEMBER
LA MAISON DE LA VANILLE	Golden Village	GO19	Fragrances & Cosmetics	
LAMY	Mediterranean Village	P14	Gifts / Toys	TFWA MEMBER
LANGNESE HONIG	Blue Village	E13	Confectionery & Fine Food	
LVMH RETAIL DEVELOPMENT	B+4	Office 56	Fashion / Accessories / Luggage	
MAJANI 1796 S.P.A.	Green Village	J65	Confectionery & Fine Food	
MCCORMICK DISTILLING INTERNATIONAL	Red Village	L11	Wine & Spirits	
MERCI HANDY	Blue Village	D9	Fragrances & Cosmetics	
MERLIN DIGITAL	Yellow Village	E32	Gifts / Toys	TFWA MEMBER
MOSHI	Red Village	M35	Gifts / Toys	
OLIVER WEBER COLLECTION	Green Village	J47	Jewellery / Watches	
PANZERGLASS	Blue Village	D12	Gifts / Toys	TFWA MEMBER
PARFUMS DE LA BASTIDE	Blue Village	F15	Fragrances & Cosmetics	TFWA MEMBER
PATCHI	Green Village	L61	Confectionery & Fine Food	TFWA MEMBER
PAUL JOHN INDIAN SINGLE MALTS	Blue Village	B4	Wine & Spirits	
PERLE DI SOLE	Red Village	J19	Confectionery & Fine Food	
PROSHYAN BRANDY FACTORY	Green Village	J45	Wine & Spirits	
QUIET ON	Green Village	K60	Electronics	TFWA MEMBER
REN CLEAN SKINCARE	Yellow Village	G36	Fragrances & Cosmetics	TFWA MEMBER
RHA	Mediterranean Village	P17	Electronics	
RODENSTOCK	Riviera Village	RE11	Fashion / Accessories / Luggage	TFWA MEMBER
RUSSIAN WINE HOUSE ABRAU-DURSO	Red Village	J16	Wine & Spirits	
SEVA GROUP	Golden Village	GO1	Wine & Spirits	
SHANGHAI TANG	Riviera Village	RE6	Fashion / Accessories / Luggage	TFWA MEMBER
SHORTBREAD HOUSE OF EDINBURGH	Red Village	J10	Confectionery & Fine Food	
SIMPLY CHOCOLATE	Yellow Village	D40	Confectionery & Fine Food	
SOGRAPE VINHOS	Bay Village	BAY 3B	Wine & Spirits	TFWA MEMBER
SUDIO HEADPHONES	Ambassadeurs Village	U2	Electronics	TFWA MEMBER
SUNSHADES EYEWEAR	Ambassadeurs Village	U10	Fashion / Accessories / Luggage	
SVENSKA KRÄMFABRIKEN	Golden Village	GO14	Fragrances & Cosmetics	
TEAOLGY	Yellow Village	E41	Fragrances & Cosmetics	
TIMESOURCE LTD	Yellow Village	F50	Jewellery / Watches	
TROLLBEADS A/S	Green Village	J43	Jewellery / Watches	TFWA MEMBER
UMBERTO CESARI	Yellow Village	E35	Wine & Spirits	
VECCHIO AMARO DEL CAPO	Blue Village	B2	Wine & Spirits	
VINA CONCHA Y TORO	Harbour Village	ACCAMA DELTA	Wine & Spirits	TFWA MEMBER
VSPT WINE GROUP	Green Village	H58	Wine & Spirits	
ZIKKO (HK) DIGITAL TECHNOLOGY CO.,LTD	Red Village	J12	Gifts / Toys	

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