



TFWA DAILY

SHOW PREVIEW ISSUE

TFWA WORLD EXHIBITION & CONFERENCE 2017

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*NEW AND
RETURNING
EXHIBITORS*

Leading brands debut in Cannes



1—6 OCTOBER 2017. CANNES

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INTRODUCTION

PROUD PAST AND CONFIDENT FUTURE

Preparations are now well underway for this year's TFWA World Exhibition & Conference, and as final arrangements are being made, it's worth perhaps taking a moment to reflect on how far our business has evolved.

During the year in which we celebrate the 70th anniversary of duty free and travel retail, it's clear that in those 70 years, we have seen the industry grow from a small and unsophisticated retail operation at a handful of airports to a major economic force.

Like the industry we serve, TFWA has also grown and changed. At this, our 33rd TFWA World Exhibition & Conference, we will as usual see a number of innovations to ensure that we continue to meet the needs of all our exhibitors and delegates. Undoubtedly one of the most considerable of these is the addition of our new TFWA Digital Village, which will open its doors on Wednesday 4 October at the Gare Maritime.

This event will, we trust, do much to help our industry embrace the cutting-edge technologies that will help to drive growth over the coming years and decades.

Our main exhibition is also going from strength to strength and, once again, records have been broken. As ever, there are a number of communications tools available to help exhibitors and delegates make the most of their visit to Cannes. This year, for the first time, a geolocation app will make it even easier to find the way around the exhibition. The TFWA Product Showcase allows exhibitors to present and promote their products to visitors and press online. To help visitors keep abreast of who and what they want to see during the week, the Exhibition Directory and the Official Guide provide all the essential detail on each exhibitor and brand. The Official Diary provides a handy pocket-sized overview of all exhibitors, business services and events during the week, as well as easy-to-follow plans of the villages.

We have a truly powerful line-up at this year's conference, and among the internationally-renowned figures who will be sharing their thoughts are former United Nations Secretary-General Ban Ki-moon, former President of Ireland Mary Robinson, and Editor-at-Large of Wired UK magazine David Rowan. Three workshops will debate the big issues facing the industry and are set to provide further inspiration. Digital Focus will explore the latest initiatives in digital and online marketing to travellers. An Inflight Focus Workshop will explore how inflight retail can become more attractive and relevant to a new generation of travellers, while the TFWA Research Workshop will present highlights and key findings of TFWA's most recent studies. Of course an action-packed programme of social and leisure activities will ensure there are plenty of opportunities to network less formally away from the busy exhibition halls, and I would like to thank all our

sponsors for their support in creating such an entertaining schedule. I look forward to welcoming all our visitors and exhibitors to Cannes in October, for what I am certain will be yet another great week.

NOTES FOR YOUR DIARY:

- A well-established feature in the Cannes calendar, the TFWA Charity Run (in aid of SAMU SOCIAL) will take place on Sunday from 08:30 from the Carlton Hotel
- Those with nautical aspirations should sign up to join our Regatta on Sunday (09:00 to 14:30) at the Bay of Cannes, kindly sponsored by Paul & Shark
- Our Yoga session on Sunday at 09:30 at the Majestic Hotel jetty (kindly sponsored by Rituals) will get the day off to a more chilled start
- There's French-style competitive action at the Pétanque Tournament on Sunday at 09:30, at the new location of Allée de la Liberté Charles de Gaulle
- Golfers will enjoy the challenge of the Golf Tournament on Sunday at 09:00 at the exclusive Cannes Mandelieu Golf Club, Old Course (organised in partnership with Estée Lauder and sponsored by Valrhona,

Eden Park, Moroccanoil, Pourchet and Prevelon)

- Please note that all those who would like to take part in the leisure activities (including the lunch at the Golf Tournament) must pre-register
- Always an elegant beginning to the week, the Opening Cocktail will be held at the Carlton Beach at 19:30
- Stunning singer and impressionist Véronique DiCaire will top the bill at Le Premium Evening at Port Canto at 20:00 on Thursday
- TFWA Digital Village will kick off at 19:30 with a cocktail reception on Tuesday at the Majestic Hotel, Salon Croisette
- And, of course, The Scene, open Monday to Thursday from 22:00 to 02:00 at Plage du Palais des Festivals is the perfect place to unwind at the end of the day.



**Erik Juul-Mortensen
President, TFWA**

NEW TFWA GEOLOCATION APP

TFWA is constantly looking for efficient solutions to delegates' needs and is pleased to announce the launch of its new geolocation app. This allows visitors to geolocate themselves on a 3D interactive floor plan, pinpoint their location, be guided along a route and easily find the stand of their choice. Delegates can also select exhibitors they are interested in prior to the event and record them in a visit folder to be accessed onsite.

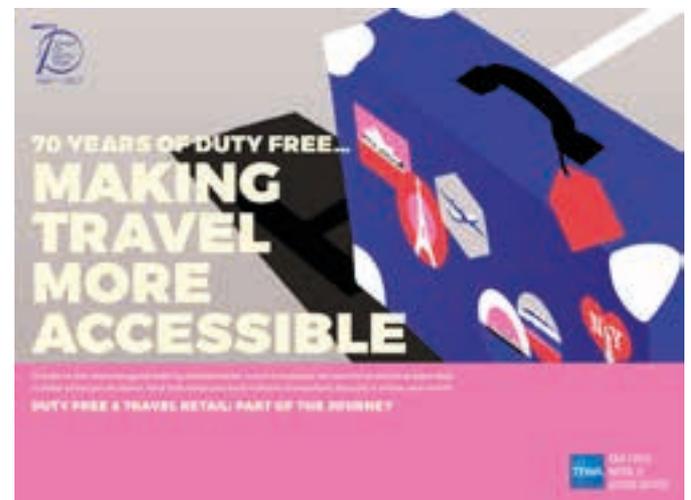
TFWA PRODUCT SHOWCASE

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



CELEBRATING 70 YEARS OF DUTY FREE

TFWA ON SOCIAL MEDIA

Find the latest news on TFWA World Exhibition & Conference, and learn more about the Association's objectives, across social media. Visit the TFWA LinkedIn page and join TFWA's LinkedIn Group, follow us on Twitter, and 'like' us on Facebook. They are the ideal platforms to keep up-to-date with TFWA news as it happens.



TFWA is marking the 70th anniversary of the duty free industry in 2017, with a global marketing drive highlighting the vital contribution the industry makes to the travel industry and the wider economy. The campaign – 'Duty free & travel retail: part of the journey' – is being made available for use by business partners and stakeholders worldwide. It features a series of six illustrative graphical adverts, each highlighting an aspect of the contribution made by duty free and travel retail to the world of travel.

Learn more by visiting TFWA on Twitter – @TFWAnews – or search for the hashtag #DutyFree70

GOLF TOURNAMENT

Sunday 1 October, 09:00

Cannes Mandelieu Golf Club, Old Course

Coach departs from the Majestic Hotel at 07:30

TFWA is this year delighted to assume organisation of the Golf Tournament in partnership with Estée Lauder. The event will, once again, be held on one of the Côte d'Azur's finest courses – the stunning Cannes Mandelieu Golf Club, Old Course.

- Please note that a registration fee of €100 will be requested from each player.
- The tournament will be followed by a buffet lunch for pre-registered participants only.

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Course Flag

Eden Park

P A R I S

Lunch Buffet



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CHARITY RUN

Sunday 1 October, 08:30

La Croisette, Carlton Hotel

The popular TFWA Charity Run returns this year along Cannes' famous Croisette. Participants can compete either individually or in teams, in return for a €15 donation, which goes to local charity Cannes SAMU SOCIAL. Walk, jog or run around the looped course, taking in some gorgeous sea views. Spectators and supporters are, of course, also welcome.

REGATTA

Sunday 1 October, 09:00-14:30

Bay of Cannes

Coach departs from the Majestic Hotel at 08:30

The Regatta is back by popular demand after debuting in 2016. Under the expert eye of a skipper, several teams each crew a yacht for a morning of competitive racing in the Bay of Cannes. Participants choose the strategy and tactics, and can expect a picnic lunch onboard and post-race swim, weather permitting.

Kindly sponsored by:



YOGA

Sunday 1 October, 09:30
Majestic Hotel jetty

Kindly sponsored by:



Following a highly successful debut last year, the yoga guru returns to lead an hour of gentle stretching and breathing on the Majestic Hotel jetty over the bay. There can be few better ways to prepare mind and body for the busy week ahead. Afterwards, fortify yourself with a detox breakfast.

PÉTANQUE TOURNAMENT

Sunday 1 October, 09:30

New venue: Allée de la Liberté Charles de Gaulle

The perennially-popular Pétanque – Provence's favourite pastime – moves to a new venue near the Palais des Festivals this year. While the location will change, the lively competition will remain. No experience is necessary, with players of all abilities welcome. Players can enjoy a post-match lunch at the Grand Café.

LEISURE & SOCIAL PROGRAMME

The mix of leisure and social activities always provides many of the highlights of TFWA World Exhibition & Conference. The Yoga, Regatta and Pétanque all return this year, along with the Golf – organised this year by TFWA in partnership with Estée Lauder – and the Charity Run, with donations to Cannes SAMU SOCIAL. The leisure activities will, as ever, be complemented by a fabulous social programme.

OPENING COCKTAIL

SUNDAY 1 OCTOBER
19:30 – Carlton Beach



Sunday 1 October, 19:30,
Carlton Beach

The Opening Cocktail is traditionally one of the most popular events in the Cannes calendar. It is the ideal occasion to network with familiar faces and fresh contacts. The highlight of the evening will be a superb fireworks display, courtesy of the City of Cannes.

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



Monday 2 to Thursday 5 October, 22:00-02:00
Plage du Palais des Festivals

The Scene is firmly established as the ideal nightspot in which to unwind after a busy day of business. Party on the dancefloor, as some of the best DJs on the Côte d'Azur keep the music coming, or enjoy a drink with friends in a relaxing lounge ambience. The beach location and ocean views will add to the after hours fun.

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



Thursday 5 October, 20:00, Port Canto

Le Premium Evening always provides a spectacular finale to the week, and this year promises glamour, gastronomic excellence and world-class entertainment. After a sumptuous gala dinner, guests will enjoy music from internationally-renowned performer Veronic DiCaire.

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

TFWA WORLD CONFERENCE

The duty free & travel retail industry celebrates its 70th anniversary in 2017, and this year's TFWA World Conference has a speaker line-up befitting the landmark. At a time of considerable global uncertainty, in politics, commerce and industry, they are particularly well-placed to explain the forces that will shape our landscape in the years ahead.

Monday 2 October, 09:00-11:45
Grand Auditorium, Palais des Festivals



ERIK JUUL-MORTENSEN, TFWA President, will open the conference with his annual State of the Industry address. From humble beginnings, the global duty free & travel retail business is now worth about US\$64 billion. But what might the next 70 years have in store? Can continuous growth be taken for granted?

BAN KI-MOON served as Secretary-General of the United Nations from 2007 to 2016, a period of rapid change and global turbulence. As former Foreign Minister of South Korea, he is acutely aware of East Asia's importance to world stability, and of the obstacles on the road to lasting peace and prosperity. A renowned global thinker, he has taken a prominent role on issues including conflict resolution, poverty and climate change. In Cannes he will address the new global landscape at a time when the need for calm leadership has never been greater.



MARY

ROBINSON is acknowledged as one of Ireland's most respected public figures, having served as the country's first female President from 1990-97, and as UN High Commissioner for Human Rights from 1997-2002. Credited with transforming the Irish Presidency and elevating the country's international status during her time in office, she played a vital role in building peace on the island of Ireland. Since her presidency, she has worked tirelessly to promote human rights and to end poverty worldwide, earning numerous honours and awards, including the US Presidential Medal of Freedom in 2009.



DAVID ROWAN is the Editor-at-Large of Wired UK, the award-winning technology and trends magazine covering innovation, and the people and businesses that are building the future. He served as Editor-in-Chief of the title for almost eight years following its launch, and is an acknowledged expert on the disruptive influence of technology on business and everyday life. He will look at the duty free & travel retail industry from the viewpoint of a tech start-up, analysing how advances in digital and other technology will transform traveller behaviour.

WORKSHOPS PROGRAMME

DIGITAL FOCUS WORKSHOP

Tuesday 3 October, 08:00-09:00

Salon Croisette, Majestic Hotel

- Pre-registered delegates only
- Register at: conference@tfwa.com

LEWIS ALLEN, Director of Environments, Portland Design

ADIL RAÏHANI, The Blueprint Partnership

STÉPHANIE METZ-THEVENOD, EVP Marketing & Digital Duty Free Global, Lagardère Travel Retail

This year's Tuesday morning workshop, entitled Digital Focus, will explore the latest initiatives in digital and online marketing to travellers, along with the solutions being launched by airports, retailers and brands. The session will also look ahead to the TFWA Digital Village, opening on Wednesday 4 October. Speakers will include Lewis Allen, Director of Environments at Portland Design, whose Strategic Insights Unit will shortly publish *The Digital Journey* – the second in a series of TFWA Monitor reports for Association members. He will be joined by Adil Raïhani of The Blueprint Partnership, specialists in challenging and reshaping the airport retail model, and by Stéphanie Metz-Thevenod, EVP Marketing & Digital Duty Free Global at Lagardère Travel Retail, one of the industry's fastest-growing operators. The session will be moderated by TFWA Conference Manager Michele Miranda.

INFLIGHT FOCUS WORKSHOP

Wednesday 4 October, 08:00-09:00

Salon Croisette, Majestic Hotel

- Pre-registered delegates only
- Register at: conference@tfwa.com

KAREN DURBAN-VILLEVAL, President, Inflight Sales Group Europe

KENSUKE NISHIMURA, General Manager, In-Flight Sales Merchandising Dept, All Nippon Airways Trading Co. Ltd

JOHN BAUMGARTNER, Sales Director Inflight & Catering, Gebr. Heinemann

CYRIL COULAREAU, Commercial Development Manager EMEA, L'Oréal Luxe Travel Retail

- How can inflight retail become more attractive and relevant to a new generation of travellers?
- How can it compete more effectively with other retail sectors?
- And how can the global inflight market return to growth at a time when some airlines and brands are questioning the value of the business?

TFWA's Inflight Focus Workshop will explore these and other questions, courtesy of a distinguished panel of industry experts. Speakers will include Karen Durban-Villeval, President, Inflight Sales Group Europe; Kensuke Nishimura, General Manager, In-Flight Sales Merchandising Dept, All Nippon Airways Trading Co. Ltd; John Baumgartner, Sales Director Inflight & Catering, Gebr. Heinemann; and Cyril Coulaureau, Commercial Development Manager EMEA, L'Oréal Luxe Travel Retail.

The session will be moderated by TFWA Conference, Research and Corporate Affairs Director John Rimmer, who will present the latest inflight data and customer insights to set the scene for the discussion.

TFWA RESEARCH WORKSHOP

Wednesday 4 October, 18:00-19:00

Auditorium K, Palais des Festivals

- Pre-registered delegates only
- Register at: conference@tfwa.com

GARRY STASIULEVICIUS, President, Counter Intelligence Retail

MIKE FEELY, Vice President, Horizon Consumer Science

TFWA's provision of detailed, actionable research studies has long been one of the Association's key services to its members. This year has seen several new additions to the TFWA Research output, including traffic reports and forecasts plus 'trendwatching' initiatives released under the TFWA Monitor series. The run-up to TFWA World Exhibition & Conference will also see the release of a new Global Non-Shopper Study, produced by Counter Intelligence Retail, and a report on the fast-growing East Asian cruise retail market, produced by Horizon Consumer Science.

The one-hour TFWA Research Workshop will present highlights and key findings of the Association's most recent research studies, which are all available free of charge to TFWA members. The session will be moderated by TFWA Conference Manager Michele Miranda.

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WiTR is aiming to raise a further €20,000 for Sunrise, a charity operating in Cambodia, to build and equip further classrooms on the upper level at Sunrise's Siem Reap Learning Centre.

WOMEN IN TRAVEL RETAIL RAISING SECOND TRANCHE OF FUNDS FOR CAMBODIAN SCHOOL

The annual Women in Travel Retail (WiTR) meeting at TFWA World Exhibition & Conference this year takes place on Tuesday 3 October from 17:30 to 19:00 on Level 1 of the Palais des Festivals, near the Business Centre and Hotels Desk. It's a great opportunity to exchange news, views and experiences – all women in the duty free & travel retail industry are welcome to attend.

WiTR is aiming to raise a further €20,000 for Sunrise, a charity operating in Cambodia, to build and equip further classrooms on the upper level at Sunrise's Siem Reap Learning Centre. The funds raised by the duty free & travel retail industry last year had a significant impact.

Sunrise Learning Centre opens the door to the poorest sectors of the community by providing them with the opportunity of gaining the valuable skill of learning a foreign language. Poor children are given free classes in English. These skills empower disadvantaged and vulnerable people to find good jobs in this burgeoning tourist city.

WIT
RETAIL
WOMEN IN TRAVEL RETAIL

Since the funds were raised last year, Erin Lillis-Arrowsmith – who nominated the project – and Gerry Munday, Vice Chair of WiTR, have visited the home, seen the new classroom, and met the children who are benefitting from the industry's generosity. "The Sunrise Siem Reap Learning Centre is not lavish by any means, but it is one of the happiest places I have visited," says Gerry. "Despite their difficult backgrounds, the children all have smiles and really appreciate how lucky they are. It was quite a humbling experience in more ways than one and made me realise what a difference WiTR can make in their lives. Learning English is so important to help these children to break the cycle of poverty and to give them a future."

Special guest speaker at this year's event will be Geraldine Cox, the founder of Sunrise. Meanwhile, Erin Lillis-Arrowsmith will give a full update on the 2017 project to-date. Fundraising has already started, with commitments from industry colleagues of auction and raffle prizes for the grand draw, and donations. Many of the dynamic Women in Travel Retail will be inviting exhibitors and visitors to participate by entering the draw to win fabulous prizes. Each business card entry raises €10 towards the project (three entries for €20). Help WiTR make the meeting in Cannes the best-ever, and achieve its target of offering these children a life-changing opportunity. Please deliver donations to the Furla stand (Bay Village Bay 2) by 15:00 on Tuesday 3 October.



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ON-SITE SERVICES

TFWA LOUNGE

Location: Level 3

For TFWA members and buyers with full delegate status only.
Open during exhibition hours (except on Monday 2 October, from 16:00).

- Dedicated concierge service:
Reservations for restaurants and trips
Local tourism information
Catering for private events
Car rental, travel service, taxi booking service
Car hire without chauffeur
Private jet transport
Babysitters
Boat hire
Travel ticket modifications
Gift and flower delivery
Errand running / problem solving
- Internet area
- Private bar and lounge area (complimentary drinks and snacks)
- International press
- Massage service
- Charging station (another one is also available at the Riviera rest area)
- Meeting area (booking required)

Kindly sponsored by:



WELL-BEING LOUNGE

Location: Golden Village, Level 1
Open to all delegates

The Well-Being Lounge offers an oasis of calm during the busy exhibition week. Treat yourself to a relaxing massage (shoulders, back, reflexology) or alternatively visit the Yves Rocher make-up station.

Kindly sponsored by:



BUSINESS CENTRE

Location: Level 1

A dedicated team will be pleased to assist you with all your secretarial requirements.

- Internet access
- Fax service – mail service

- Photocopy – Computer access
- CD and USB key
- Secretarial assistance
- Telephone card – stamps – stationery
- Meeting room rental

SHUTTLE SERVICE

A regular shuttle service is available throughout the week from the airport to hotels on arrival and during the exhibition from various pick-up points.

NEW TFWA GEOLOCATION APP

TFWA is constantly looking for efficient solutions to answer delegates' needs and is pleased therefore to announce the launch of its new app (a geolocation app rather than a full web app), allowing visitors to geolocate themselves on a 3D interactive floor plan, pinpoint their location, be guided along a route and easily find the stand of their choice. For even more effectiveness, delegates can select the exhibitors they are interested in prior to the event and record them in a visit folder to be accessed onsite.

RECRUITMENT SERVICES

Location: Level 0

Find the most suitable candidates in the duty free & travel retail industry for your business.

BeThe1

TFWA members benefit from a preferential service with BeThe1, a leading international recruitment firm specialised in fashion, beauty, retail and travel retail. With a team of 20 experts based in London, Paris, Shanghai, and Singapore, BeThe1 provides high quality recruitment services to 200 key employers with 15 search briefs per month of middle and senior management positions at brands, operators, distributors, suppliers in departments including retail, sales, buying, digital, merchandising, marketing, procurement, supply and back-office. BeThe1 operates www.BeThe1.com and www.TravelRetailJobs.com, pooling 160,000 fully registered professionals including 15,000 in duty free & travel retail alone.

BETHE1 OFFERS:

- A new generation international recruitment service specialising in duty free & travel retail
- High quality recruitment offering efficient and competitive service, a high success rate and industry leading retention rate of placed candidates

Visit BeThe1 in the Mediterranean Village

Contact: François Bouyer
Tel: +33 (0)6 12 38 80 61
Email: contact@BeThe1.com

ON-SITE PRESS CENTRE

Location: Level 1

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

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

FREE WIFI SERVICE

TFWA is delighted to offer a free WiFi service inside the Palais des Festivals.

To connect, please use the following network – **PalaisDesFestivals WiFi** – then input the code on your delegate badge.

Technical support is available at a dedicated desk (Viapass) during exhibition hours on Level -1, Red Village.

INTERACTIVE DIRECTIONAL SCREENS



JCDcaux, our official digital partner, is kindly providing interactive directional screens to help you find your way around the extensive exhibition halls.

SPECIAL SERVICES DESKS

Location: Level 1

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

LUGGAGE SERVICE

Location: in front of the Palais des Festivals

Available on arrival at the Palais offering the following:

- A classic service where you leave your luggage securely for the day
- An express service where, on arrival, your luggage is transferred directly to your hotel

On your day of departure you can arrange for your luggage to be transferred to the Palais by calling +33 4 92 99 32 13, where it will be held until you leave. Price of transfer: €5 for first piece of luggage and €1 for additional pieces.

PHOTO & VIDEO SERVICE

For exhibitors only – 20% discount for TFWA Members

Benefit from perfect exposure – the photo and video service is a great opportunity to promote your presence at TFWA World Exhibition & Conference, keep a record of your stand or film interviews of your VIP guests in Cannes. Members are entitled to a 20% special discount on this on-site service during TFWA World Exhibition & Conference.

Photo contact:

Tel: +33 6 07 13 54 88

Email: photoserviceonsite@gmail.com

Video contact:

Tel: +33 6 62 82 17 47

Email: michael@cmaproductv.com

HELICOPTER SERVICE

Azur Hélicoptère, as an official partner of TFWA World Exhibition & Conference, is offering a special discounted rate to all participants:

One-way trip: €160/person

Flights (every 30 minutes) will operate between Nice Airport and the city of Cannes.

Also for your convenience, a complimentary shuttle service will be available in Cannes itself for transfers between the heliport and your final destination downtown (hotel on the Croisette, Palais des Festivals, place of appointment etc).

For reservations, please contact:

7/7 booking: + 33 (0)4 93 90 40 70

Email: infos@azurhelico.com

Website: www.azurhelico.com/fr/transferts-helicoptere-cannes.html





| CREATIVE SOLUTIONS FOR TRAVEL RETAIL |

TFWA DIGITAL VILLAGE: GIVING DUTY FREE & TRAVEL RETAIL A DIGITAL DIMENSION

A digital revolution is taking place across the travel industry, transforming the experience of travellers at all stages of their journey. TFWA is embracing this with the new Digital Village, which, for the first time, will showcase creative digital solutions and services at TFWA World Exhibition & Conference.

New technologies are reshaping the way consumers interact with brands, both physically and digitally. To be at the forefront of this transformation, duty free & travel retail needs access to the latest, most innovative services and solutions. Indeed, a diverse range of these will be on show in the new TFWA Digital Village at this year's event in Cannes.

The week in Cannes includes a range of digital-dedicated activities, with the TFWA Digital Village itself open for three full days – Wednesday 4 October to Friday 6 October – occupying 840sqm of floor space at Gare Maritime, adjacent to the Palais des Festivals. Meanwhile, Tuesday 3 October will see a morning Digital Focus Workshop, and a TFWA Digital Village Opening Cocktail in the evening – both at the Majestic Hotel. Rounding off the week, Portland Design will complete an Ideas Lab for TFWA

TFWA DIGITAL VILLAGE AT A GLANCE

- Three full days: 4-6 October 2017
- 840sqm of space; approximately 30 exhibitors
- Opening Cocktail: Majestic Hotel, 19:30, 3 October 2017
- Digital Focus Workshop: Majestic Hotel, 08:00-09:00, 3 October 2017
- Dedicated 'Ideas Lab' in TFWA Digital Village, 09:00-10:00, 6 October 2017
- Exhibitors will benefit from the TFWA ONE2ONE pre-scheduled meeting service
- Open to the 12,000-plus participants (delegates, exhibitors and visitors) expected to attend TFWA World Exhibition & Conference

Thank you to the
TFWA Digital Village
Wi-Fi sponsor:



Digital Village exhibitors to share their digital insights and ideas with visitors from 09:00 to 10:00 on Friday 6 October.

There is also the possibility to connect ONE2ONE at the TFWA Digital Village. The ONE2ONE personalised appointment service is a tailor-made opportunity for exhibitors and visitors to meet face-to-face. All meetings will take place on exhibitors' stands at La Gare Maritime from 4 to 6 October, with the TFWA ONE2ONE team on-hand to assist throughout the process.

"To thrive in this digital age, the duty free & travel retail industry needs to embrace digital technology," says Erik Juul-Mortensen, TFWA President. "As the industry celebrates its 70th anniversary, this new venture will help to keep our business on track to move forward in a technology-centric world, and will allow brands and retailers to find out more about the leading players in this important field. Similarly, the duty free & travel retail industry, valued at US\$63.6 billion in 2016 by research commissioned by TFWA, is a market of enormous potential for innovative technology providers, making this the perfect platform to forge partnerships that will benefit both parties."

DIFFERENT ROUTES, SAME DESTINATION

The complexities of cross-border travel mean flexibility and creativity are needed to give duty free & travel retail a digital dimension. The contrasting approaches taken by two TFWA Digital Village exhibitors

underline that a variety of business models can help retailers and brands enhance their traveller proposition.

"The DutyFreeList concept is to create a single platform for duty free products offered by retailers and airlines on their own websites," says the company's Kshitij Goyal. As well as aggregating the ranges of several retailers at one online location, DutyFreeList allows travellers to pre-order and pay when they collect the goods in-store or onboard. It's a model that builds on the retailer's existing digital offer, or even creates a pre-order website if there's not one already in place. "This significantly reduces the time, effort and investment for retailers and airlines, whether big or small," Goyal explains.

DutyFreeList can also manage its clients' social media presence to maximise their digital revenues. Meanwhile, rather than an e-commerce provider, DutyBuddy describes itself as an omnichannel solution. "We are the first platform that allows friends to shop together around the world, even though some of them won't be travelling physically," says co-founder Cenk Akerson.

His company harnesses the 'shopping for others' concept in an app that lets users see where their friends are travelling, order items for purchase and pre-pay. This interaction adds a social element to the transaction. Like DutyFreeList, DutyBuddy leverages retailers' existing proposition in what Akerson calls a "symbiotic business model that offers incremental sales without heavy investment".

A trial is underway in Northern Cyprus, and fast-growing Texan vodka brand Tito's will be one of DutyBuddy's early partners.

"In the end, we plan to play a key role in leading the duty free industry into the digital age," Akerson concludes.



TFWA DIGITAL VILLAGE EXHIBITORS

| | |
|---------------------------------------|------------|
| ACDL (Au Coeur du Luxe) – Hong Kong | Stand DB12 |
| Adactive – France | Stand DC1 |
| Aircommerce – Netherlands | Stand DA18 |
| Airfree – France | Stand DA15 |
| AIROTA – UK | Stand DB13 |
| ALBATROSS CX – France | Stand DA13 |
| ALDEBARANDE – France | Stand DA11 |
| AOE GmbH – Germany | Stand DA2 |
| DEPACK INTERACTIVE – France | Stand DB2 |
| DutyBuddy – Ireland | Stand DB9 |
| DutyFreeList – India | Stand DB8 |
| ETHOS FARM – UK | Stand DA12 |
| FLIO – UK | Stand DA7 |
| FUTURE TRAVEL BY SAMSONITE – Belgium | Stand DA1 |
| GLOBAL SMILING – Germany | Stand DB3 |
| HOLOVIS – UK | Stand DA16 |
| iCoupon – UK | Stand DA10 |
| IGNIS – UK | Stand DB6 |
| INFLIGHT MEDIA DIGITAL (IMM) – France | Stand DA6 |
| INOVRETAIL – Portugal | Stand DD1 |
| JCDECAUX – France | Stand DB15 |
| MyDutyFree – Ukraine | Stand DA9 |
| OLLDU – Korea | Stand DB11 |
| Part&Ma – France | Stand DB7 |
| PERFUMIST – Thailand | Stand DB10 |
| PLANET INTUS – Switzerland | Stand DA8 |
| SAMPLING INNOVATIONS EUROPE – Spain | Stand DD2 |
| SKYdeals.shop – France | Stand DB1 |
| The Design Solution – UK | Stand DA5 |
| Thin Film Electronics – USA | Stand DD3 |
| UPSILON GROUP – France | Stand DC2 |

LEADING BRANDS DEBUT IN CANNES

TFWA World Exhibition & Conference is renowned as the ideal showcase for brands looking to expand their presence in global travel retail. This year the offer is as fresh as ever, and here we turn the spotlight on a selection of the exciting brands making their debut in Cannes, or returning after an absence.

CHOCOLAT MATHEZ O1

BLUE VILLAGE F17

WHO ARE YOU?

Chocolat Mathez is a human-sized industrial company, which is considered one of the leading producers of fancy truffles. The quality of the raw materials meets customers' high-level requirements in order to honour the company's reputation as a great Master Chocolatier. This French 'Maison' has been offering the excellence of a chocolate delicacy since 1934. The assortment has been expertly hand-crafted, combining the chocolate casing, and the quality of its ingredients and flavours, to create the ultimate luxury.

WHO BUYS YOUR PRODUCTS?

Luxury lifestyle shops or duty free boutiques (independent through distributors or direct chains, depending on customers' choice): We usually recommend metal tin collections. We have more than 30 natural flavours to meet all the tastes of passengers who travel around the world. Distribution and retail: All Mathez packaging and we also offer a range of private label that can be customised depending on the needs of our client. Hotels, Restaurants, Coffee franchises

(HoReCa): Special ranges individually packed to be served with coffee or tea. Mathez suggests small boxes with three truffles to leave on a pillow as a welcoming present for visitors.

WHY EXHIBIT NOW?

Mathez has recently been working with a major player in travel retail. Our aim is to develop events in this exclusive market within the duty free shops (challenge, chocolate journey, French events, and promotions). Our products are considered premium, and we are convinced that they will find their own place within travel retail. As we are well-known worldwide (Mathez' turnover represents 82% abroad), we will be easily-recognised by travellers.

WHAT ARE YOUR OBJECTIVES?

The chocolate factory Mathez is keen to present the individual flow-packed collections that respond perfectly to meal trays accompanying coffee/tea, the Gold range for business class gifts, and our wide choice of premium ballots for duty free shops. We would like to expand our activity in the selective duty free market, in order to confirm our gourmet and premium image.

WHAT IS YOUR UNIQUE SELLING POINT (USP)?

Chocolat Mathez' USP is the place where the passengers can feel a nice atmosphere and have a break while they are travelling. They have identified that they will have a nice tasting moment and can dream about a French delicacy. The USP will seduce all chocolate lovers thanks to the colours of our wide range of packaging. We offer our customers the opportunity to buy the perfect gift, with the most indulgent gourmet chocolate truffles for any special occasion.

O1



PANIER DES SENS O2

GOLDEN VILLAGE G019

WHO ARE YOU?

It is in the South of France that PANIER DES SENS cosmetics are conceived and developed. Inspired by natural resources and Mediterranean know-how, the lines of body care and eau de parfum magnify the beauty of Provence through elegant products, and the subtle textures of evocative and delicate scents. Composed of a minimum of 72% exclusive vegetable oils, Marseille soap is produced without colouring or synthetic surfactants. This unique know-how is the foundation on which PANIER DES SENS developed its current product expertise: natural formulations and extensive research on active plant substances. A complete line, including bath, skin care and fragrances, is based on traditional soap-making expertise and plants from Provence and the Mediterranean.

WHO BUYS YOUR PRODUCTS?

PANIER DES SENS benefits from worldwide distribution and 80% of sales are exports. The brand story started in the US, our historical market, before enjoying great success in Asia, particularly in the Chinese and Korean markets. In France, we just opened our second boutique on avenue de l'Opéra in Paris. Our target customers are professional women between 30 and 50 years old.

WHY EXHIBIT NOW?

The brand has been successfully distributed in duty free by Aelia since October 2014, with one door in Marseille Airport as a local brand. Now we are currently in three countries (France, UK, Italy) with 11 doors. This business model presents high growth potential with well-being products for yourself and for gifts, and we definitively want to expand to more partners. We have successfully developed specific items for this distribution network, such as travel pouches, travel sizes, and tin gift boxes.

WHAT ARE YOUR OBJECTIVES?

To meet ambitious and professional companies to develop long-term partnerships, increase our business, and build brand awareness.

WHAT IS YOUR USP?

Affordable price and high natural rates. Most of our products are up to 95% natural. Made in Provence, with fragrances from Grasse, our cosmetic formulas highlight the traditional vegetable ingredients from Provence. PANIER DES SENS selects the best growers and craftsmen of raw materials through local and sustainable partnerships. Our commitment is to extract the best active ingredients and ensure the irreproachable quality of our products.

02



03



JACADI/SBT 03

YELLOW VILLAGE E32

WHO ARE YOU?

The key expertise of Nec + Ultra Cosmetics is fragrance, beauty and sensitive skin with strong R&D focus and investment. We own three selective brands: SBT, Jacadi and Montlure.

SBT are cell-identical skincare products formulated with ingredients that mimic our skin biology, created with Prof. Dr. Steinkraus from the Dermatologikum in Hamburg. The cell-identical ingredients allow our formulations to increase the percentage of active ingredients, yet are perfectly tolerated by all skin types, even the most sensitive. It triggers ultra-powerful anti-aging protection for all skin types. Jacadi is a premium baby and children's brand promoting strong values, French heritage and tradition. We offer a line of pure scented waters and pure skincare that protects sensitive, extra-dry and even redness-prone skin from day one. Our products are hypoallergenic and tested by paediatricians. Montlure products are based on a unique blend of seven active essential oils inspired by the apothecary tradition of the mountain of Lure in Provence. These seven essential

oils, renowned for their visible benefits for the skin, have been selected to develop a unique range of liquid soaps. They are ultra-natural and hard-working on the hands and body, yet very gentle on all skin types, with exquisite fragrances.

WHO BUYS YOUR PRODUCTS?

Our products are distributed by independent perfumeries, pharmacies, and perfumery chains such as Sephora, Marionnaud and Nocibé. Towards this distribution, we target customers searching for quality and respectful of the skin products.

WHY EXHIBIT NOW?

Our aim is to open our brands to new markets and promote them around the world.

WHAT ARE YOUR OBJECTIVES?

We wish to support and promote the export of the Jacadi brand.

WHAT IS YOUR USP?

SBT: the first brand to activate life in skin cells, for a biologically young skin. Jacadi: restore the magic of childhood. Montlure: the first brand inspired by the tradition of the Montagne de Lure, the 'mountain of herborists'.

04



BLUE STORKS 04

MEDITERRANEAN VILLAGE N15

WHO ARE YOU?

Founded in 2014 by Arnaud Fauvarque and Frederik Westelinck, Blue Storks is a commercial agency between fashion & accessories brands and large travel retail concessionaires. We are active in all the main travel retail channels. Our mission is to bring the 'cherry' (the young upcoming and booming brands sold in the best concept & department stores worldwide) on the 'cake' (the brands established in travel retail for 20 years).

WHO BUYS YOUR PRODUCTS?

We could split our portfolio into two main categories. Firstly, convenient travel retail products transformed into fashionable retail concepts. We all need socks, and why should this product category be boring? Same for reading glasses, etc. Those concepts are targeting families from babies to people aged 65+ (for example, IZIPIZI, Happy Socks, Ice-Watch, and JOTT). In addition, we have brands focusing on being strong on social media and targeting millennials, such as CLUSE, Komono, Paul Hewitt, and Ögon.

WHY EXHIBIT NOW?

For two main reasons. The first is the credibility that TFWA brings, and the second is to see all our clients spread all over the world.

WHAT ARE YOUR OBJECTIVES?

We want to show our brands and let people know why we are working with them. They are new and innovative brands, showing a new concept and breaking with the stereotypes of the market. TFWA World Exhibition & Conference is the perfect place to meet not only new retailers, but also those we are already working with. Therefore, it is the perfect place to show the new brands we have added to our portfolio, and update our current clients about the new products our brands are offering.

WHAT IS YOUR USP?

Blue Storks brings young, fresh and highly commercial concepts that are different from what is generally sold in travel retail, that will surprise travellers, increase the penetration rate into shops, and generate substantial revenues not competing with the core categories of duty free.

05



BE RELAX 05

BLUE VILLAGE C8

WHO ARE YOU?

Be Relax is today the world's leading airport spa chain with more than 45 stores, directly owned and operated in the world's busiest airports. Be Relax also sells its products since 2016 through a network of retail partners on a worldwide basis. With Be Relax Wellness Travel & Massage Accessories, our product offer helps people relax inflight and unwind while travelling.

WHO BUYS YOUR PRODUCTS?

Our products are designed for all travellers.

WHY EXHIBIT NOW?

We have applied for TFWA World Exhibition & Conference for three years and we are really glad to be an exhibitor this year. As our products are designed specifically for travellers' wellness, with unique features, we would like to find more business partners to distribute them outside our own retail network.

WHAT ARE YOUR OBJECTIVES?

We look forward to connecting with more distributors and retailers, and establishing partnerships to distribute our products throughout the world.

WHAT IS YOUR USP?

Our products have four main USPs:

- Designed in France and worldwide patent pending
- 100% ergonomic shape to provide the best wellness user experience
- Premium products with high quality
- Therapeutic consumer benefit

NEW & RETURNING EXHIBITORS

| STAND NAME | VILLAGE | STAND | SECTOR |
|--|----------------------------|---------------------|---------------------------------|
| ALEXANDRE J..... | Red Village..... | L23..... | Fragrances & Cosmetics |
| APM MONACO..... | Green Village..... | L62..... | Jewellery / Watches |
| BE RELAX..... | Blue Village..... | C8..... | Gifts / Toys |
| BIOEFFECT - MEMBER | Yellow Village..... | C17..... | Fragrances & Cosmetics |
| BLUE STORKS - MEMBER | Mediterranean Village..... | N15..... | Gifts / Toys |
| BOMBATA..... | Yellow Village..... | G45..... | Fashion / Accessories / Luggage |
| BULBASH..... | Riviera Village..... | RJ20..... | Wine & Spirits |
| CAMICISSIMA - MEMBER | Harbour Village..... | LADY SOUL..... | Fashion / Accessories / Luggage |
| CARTIER PARFUMS - MEMBER | Harbour Village..... | LATITUDE..... | Fragrances & Cosmetics |
| CAUDALIE - MEMBER | Golden Village..... | G01..... | Fragrances & Cosmetics |
| CHAMPAGNE LAURENT-PERRIER - MEMBER | Blue Village..... | F4..... | Wine & Spirits |
| CHAOS / CTR..... | Yellow Village..... | H63..... | Fashion / Accessories / Luggage |
| CHOCOLAT MATHEZ..... | Blue Village..... | F17..... | Confectionery & Fine Food |
| CHOPIN VODKA - MEMBER | Yellow Village..... | E35..... | Wine & Spirits |
| CHOW TAI FOOK - MEMBER | Green Village..... | K56..... | Jewellery / Watches |
| DANDY NOMAD..... | Red Village..... | L17..... | Gifts / Toys |
| DEAU COGNAC - MEMBER | Yellow Village..... | D40..... | Wine & Spirits |
| FAMILLE ROUX..... | Red Village..... | J19..... | Wine & Spirits |
| FRAAS - THE SCARF COMPANY - MEMBER | Red Village..... | K29..... | Fashion / Accessories / Luggage |
| GIULIANO TARTUFI..... | Red Village..... | K9..... | Confectionery & Fine Food |
| HALEWOOD WINES & SPIRITS..... | Harbour Village..... | PRINCESS SISSI..... | Wine & Spirits |
| HENRY LONDON..... | Green Village..... | L60..... | Jewellery / Watches |
| I-CLIP..... | Red Village..... | J10..... | Gifts / Toys |
| JACADI / SBT..... | Yellow Village..... | E32..... | Fragrances & Cosmetics |
| JIM THOMPSON - MEMBER | Golden Village..... | G03..... | Fashion / Accessories / Luggage |
| KREMLIN AWARD - MEMBER | Green Village..... | H58..... | Wine & Spirits |
| LADOGA GROUP - IMPERIAL COLLECTION - MEMBER | Blue Village..... | H3..... | Wine & Spirits |
| LANDEWYCK TOBACCO - MEMBER | Harbour Village..... | BETTINA..... | Tobacco |
| LE TANNEUR - MEMBER | Green Village..... | L61..... | Fashion / Accessories / Luggage |
| LES GRANDS CHAIS DE FRANCE TR - MEMBER | Blue Village..... | H17..... | Wine & Spirits |
| LES INTERCHANGEABLES..... | Green Village..... | J55..... | Jewellery / Watches |
| LES SENTEURS GOURMANDES..... | Green Village..... | K37..... | Fragrances & Cosmetics |
| LINE POINT INTERNATIONAL LTD - MEMBER | Green Village..... | J53..... | Wine & Spirits |
| MAISON BOINAUD - MEMBER | Red Village..... | K28..... | Wine & Spirits |
| MAISON FOURNIER PERE ET FILS - MEMBER | Red Village..... | K25..... | Wine & Spirits |
| MARCEL ROBBEZ MASSON - MEMBER | Golden Village..... | G021..... | Jewellery / Watches |
| MARGARETE STEIFF GMBH - MEMBER | Mediterranean Village..... | N17..... | Gifts / Toys |
| MORELLATO GROUP - MEMBER | Blue Village..... | F15..... | Jewellery / Watches |
| MR STANLEY'S CONFECTIONERY - MEMBER | Red Village..... | K7..... | Confectionery & Fine Food |
| NEW FLAG GMBH..... | Blue Village..... | H7..... | Gifts / Toys |
| NILAI PARIS - MEMBER | Blue Village..... | H5..... | Jewellery / Watches |
| NOT SHY..... | Yellow Village..... | F46..... | Fashion / Accessories / Luggage |
| ORLEBAR BROWN..... | Bay Village..... | BAY 3B..... | Fashion / Accessories / Luggage |
| PANIER DES SENS..... | Golden Village..... | G019..... | Fragrances & Cosmetics |
| PARIS CHOCOLAT..... | Yellow Village..... | C27..... | Confectionery & Fine Food |
| PAUL MAS..... | Yellow Village..... | E28..... | Wine & Spirits |
| PAYOT - MEMBER | Beach Village..... | Beach 14..... | Fragrances & Cosmetics |
| PH-CH PIPER-HEIDSIECK - MEMBER | Harbour Village..... | VITA DOLCE..... | Wine & Spirits |
| PLANTERS-DELICIOUSLY NUT-RITIOUS..... | Harbour Village..... | GETAWAY..... | Confectionery & Fine Food |
| POURCHET PARIS..... | Yellow Village..... | C19..... | Fashion / Accessories / Luggage |
| SAMSONITE - MEMBER | Yellow Village..... | A13..... | Fashion / Accessories / Luggage |
| SANTA MARGHERITA GRUPPO VINICOLO - MEMBER | Harbour Village..... | YAKOS..... | Wine & Spirits |
| SECRID - MEMBER | Blue Village..... | C2..... | Gifts / Toys |
| SO.DI.CO. SRL..... | Green Village..... | L58..... | Fragrances & Cosmetics |
| SOKOLOV JEWELRY..... | Yellow Village..... | E30..... | Jewellery / Watches |
| TARTUFLANGHE..... | Red Village..... | L21..... | Confectionery & Fine Food |
| TENUTE PICCINI..... | Red Village..... | L15..... | Wine & Spirits |
| THE EAST INDIA COMPANY - MEMBER | Red Village..... | J1..... | Confectionery & Fine Food |
| THE SPIRIT OF DUBAI - MEMBER | Golden Village..... | G014..... | Fragrances & Cosmetics |
| ZERO HALLIBURTON - MEMBER | Green Village..... | M41..... | Fashion / Accessories / Luggage |


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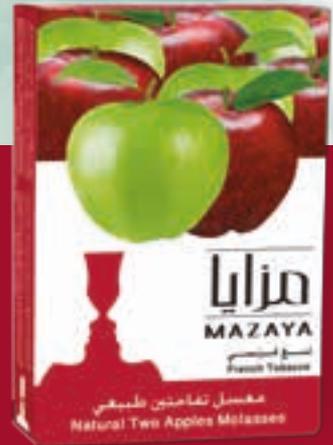
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Out of This World Flavors

معسل تفاحتين طبيعي
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