



TFWA DAILY

MONDAY 2 OCTOBER

TFWA WORLD EXHIBITION & CONFERENCE 2017

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INTRODUCTION

OFF TO A FLYING START

A very warm welcome to this, the 33rd TFWA World Exhibition & Conference, which begins at 09:00 this morning in the Grand Auditorium.

And what a fantastic first day it's going to be. Every year, our speakers are carefully chosen for their relevant expertise and knowledge, as well as the topicality of their experience. This year is no exception. Today we are joined by three speakers who come from very different backgrounds but who all have much to say that I believe will really resonate with our audience. The conference will, as usual, open with an address from TFWA President Erik Juul-Mortensen. Erik will look back at our 70-year history, and ask if continuous growth can be taken for granted. Following Erik, it's appropriate as we celebrate the beginnings of the duty free and travel retail industry in Ireland, that

we should welcome a speaker from this part of the world – former President of Ireland Mary Robinson. The address from former UN Secretary-General Ban Ki-moon is also particularly timely as the political situation in North Korea continues to be a major concern, while South Korea still leads the rankings of duty free sales worldwide. Our week will have a distinctly digital focus this year, and our third speaker, David Rowan, Editor-at-Large of Wired UK magazine, will I'm sure offer us much food for thought on how digital and other technology will transform our business. The technology theme will continue in our workshops. A session tomorrow at 08:00 at the Salon Croisette of the Majestic Hotel, entitled Digital Focus, will explore the latest initiatives in digital and online marketing to travellers. On Friday, the Ideas Lab workshop, which will take place at 09:00

at the Gare Maritime, will feature highlights from the TFWA Research study The Digital Journey. Research is a key part of the benefits TFWA provides to its members, and our TFWA Research Workshop, at 18:00 in auditorium K of the Palais des Festivals on Wednesday, will present highlights and key findings of the association's most recent research studies, which are all available free of charge to TFWA members. Then on Wednesday at 08:00, once again at the Salon Croisette, our Inflight Focus workshop will explore how inflight retail can become more attractive and relevant to a new generation of travellers. I'm certain that whatever opportunities or challenges your business currently faces, there will be plenty to take home from these sessions that will help put you on the right track. I'm really looking forward to it. Our next event is, of course, the MEADFA

Conference at the Phoenicia Hotel in Beirut, Lebanon on November 20th and 21st and I very much hope to see you there too!

NOTES FOR YOUR DIARY:

- Our exhibition opens at 12:00 today – do come to see the very latest products and promotions from the world's most outstanding duty free and travel retail brands.
- Don't forget to follow all the latest news from in and around the conference and exhibition on Twitter @TFWAnews, plus look out for our daily report on LinkedIn and Facebook.
- To comply with French security programme Vigipirate, we have additional security in place around the exhibition and conference, so please allow plenty of time to access the Palais des Festivals.

The Vice-President Conferences & Research is responsible for defining strategy and organising conferences, workshops, seminars and research, and for the development of new activities in accordance with the objectives of the association. Francis Gros is Head of Global Channels at Luxottica.



Francis Gros
Vice-President
Conferences &
Research,
TFWA



CONTROL FOR ACCESS TO THE CONFERENCE AND/OR EXHIBITION

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

SODIP: NEW STAND LOCATION

Please note that SODIP has a new stand location: Mediterranean Village N7.

INTERACTIVE DIRECTIONAL SCREENS



TFWA in partnership with JCDecaux, our official digital partner, is providing interactive screens to help you find your way around the extensive halls.

NEW TFWA GEOLOCATION APP

TFWA 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 and record them in a visit folder to be accessed onsite.

↓ **DOWNLOAD THE APP**
– named **TFWA 2017** – via the AppStore (iOS) or PlayStore (Android), then follow the onscreen instructions.

EXHIBITION OPENING: TODAY 12:00

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

TFWA DIGITAL VILLAGE: OFFICIAL OPENING

Please note that a special ribbon cutting will mark the official opening of the TFWA Digital Village at 09:00 on Wednesday morning at the entrance of Gare Maritime.

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.



Together GETHER

Live for the moment.



The Charm Club Collection sets trends and loves life: each new Charm design is elegantly crafted and continues the success story of an ageless collection.



THOMAS SABO celebrates 10 years of its signature collection Rebel at heart: the collection enchants with iconic details and the masculine aesthetic.



THOMAS SABO Spirit watches – the sleek steel timepieces with milanese bracelets appeal to all ages, as they donate a touch of understated elegance to any look.



Showcase the expressive THOMAS SABO design language: every Karma Bead is a filigree masterpiece with individual significance.

In 1984, Thomas Sabo gave silver jewellery a name. Today the company is a leader in the premium sector for jewellery and watches and is present on all five continents, with over 300 THOMAS SABO shops and shop-in-shops and the online shop at www.thomassabo.com. THOMAS SABO also co-operates with around 2,800 trade partners, airlines, duty free partners at airports and cruise operators and is expanding globally. As part of the further expansion, the Asia-Pacific region is playing a major role: particularly with the implementation of a completely new shop design concept, as seen for the first time in the first THOMAS SABO Flagship Store in Asia – at the Ocean Terminal in Hong Kong. Our vision is to create jewellery items and watches for men and women that

go with the zeitgeist and capture all the emotions that shape our lives. THOMAS SABO designs are energy carriers that symbolically connect people, and energy sources that help us to grow beyond ourselves – completely in line with our “Together” motto. Our portfolio is inspired by the variety of life. Our designs value openness towards cultures, religions and traditions and awaken passion through freedom to try something new. The love of small details, elegance and always a touch of coolness and joie de vivre give our handcrafted creations their special charisma and connect with the personality of the wearer. For the uniqueness of any item begins where the heart is touched. Discover the new Travel Retail and Inflight range from THOMAS SABO.

We look forward to seeing you – BLUE VILLAGE | BOOTH: C14



TOGETHER
BY

Thomas Sabo

#togetherbyTS



OPENING COCKTAIL

The iconic Carlton Hotel was the venue for last night's spectacular Opening Cocktail, which took place on the Carlton Beach. A superb fireworks display, courtesy of the City of Cannes, was a highlight of an elegant evening.



01 Mary Robinson, former President of Ireland; Ban Ki-moon, former UN Secretary-General; and Erik Juul-Mortensen, President, TFWA.

02 Hamish Dongre, Export Area Manager – Far East, Designer Parfums; Andy, Director, Maxus Global; and Tony Bajaj, President, AB Diversified Enterprises.

03 Jeanne Caillaud, Travel Retail Manager, Kipling; Thomas Falcu, International Sales Manager Distributors & Travel Retail, Kipling; and Pascale Tits, Sales Manager EMEA, Kipling.



04 Lieselotte Joris, Travel Retail Account Manager, Komono; Bettina Danet, Travel Retail Regional Director EMEA, Luxottica; and Valerie Mills, Senior Travel Retail Director Americas, Luxottica.

05 Maher Tabchy, Area Manager, Godiva; Badsha Banerji, Head of Relations, Godiva Travel Retail India Subcontinent; Wendy Beelen, Senior Area Manager North Europe & Turkey, Godiva; Céline Leroy, Area Sales Manager South Europe, Godiva; Lymarie Prudencio, Global Travel Retail Senior Area Manager Americas and Caribbean, Godiva; and Ramon Iglesias, Regional Director EMEA, Godiva.

06 John Rimmer, Conference, Research and Corporate Affairs Director, TFWA; Madame Ban, wife of Ban Ki-moon; Francis Gros, Vice-President Conferences & Research, TFWA; and Gerry Munday, Vice-President Marketing, TFWA.



07 Abla Bencheikh, Business Department Manager, Be Keen; Antoine Khouzami, President, Be Keen; and Emilie Sorroche, Marketing Manager, VAG.

08 Jason Blejwas, Director of Merchandise – Fashion, Watches, Jewelry & Accessories, DFS; Erin Lillis, Travel Retail Director Asia Pacific, Lacoste; and Christophe Chaix, Senior Vice President General Merchandise Manager – Fashion, Watches, Jewelry & Accessories, DFS.

09 Roland Hagens, Senior Sales Manager, Pentrade Duty Free; Nicola Kieck, Business Development Manager, Mondelez; Joost Nobel, Director Cruise, 4Cruise Supply; and Richard Vosbergen, Channel Manager Ship Supply, Pentrade Duty Free.



10 Caroline Bucaille, Managing Director, Selective Brands; Cécile Lamotte, Marketing Director, TFWA; and Antoine Bucaille Managing Director, Selective Brands.

11 Eymeric Ioualalen, Export Department, Madison Perfume; Nicolas Ioualalen, Export Department, Madison Perfume; Adda de Vaulchier, President, The7cGroup; Thibaud de Vaulchier, Vice President Sales, INCC Parfums; and Foster Fung, Business Developer, DITOC.



12 Carole Lecomte, Operations Manager, Rivoli Geneve; Anais Heurtebise, Marketing Manager, Rivoli Geneve; Nilaï Comar, President, Nilaï Paris; and Cyrille Comar, Managing Director, Nilaï Paris.

13 Marcelo Montico, Gerente General, LX Group; Daniele Baix, Executive Manager, Bernabel Trading SA; Priscilla Beauhieu, Vice President Global Sales & Marketing Director, Kaloo Parfums; and Guillermo Balseiro, Owner & Director, Rubica.



TODAY'S CONFERENCE

The duty free & travel retail industry celebrates its 70th anniversary in 2017, and this morning'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.

Today, 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.

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

JEAN-MARCEL ROUFF, Chairman & CEO, Inflight Sales Group

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 Jean-Marcel Rouff, Chairman & CEO, Inflight Sales Group; 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.

IDEAS LAB

Friday 6 October, 09:00-10:00

TFWA Digital Village, Gare Maritime

TFWA
DIGITAL VILLAGE

CREATIVE SOLUTIONS FOR TRAVEL RETAIL

DIGITAL A MEANS TO UNLOCK BARRIERS TO PURCHASE

Ahead of Wednesday's official opening of the TFWA Digital Village, tomorrow morning's workshop is entitled Digital Focus. The session, taking place from 08:00 to 09:00 at the Majestic Hotel, will explore the latest initiatives in digital and online marketing to travellers, along with the solutions being launched by airports, retailers and brands. Delegates will hear from Stéphanie Metz-Thevenod, EVP Marketing & Digital Duty Free Global, Lagardère Travel Retail. She spoke to Ross Falconer.

With traffic growth generally ahead of growth in duty free & travel retail sales, and faced with ever intensifying competition online, the industry has never been in greater need of viable digital strategies to engage the traveller more effectively.

"The current priority in travel retail is to capture the full potential of traffic increases, which means converting more passengers into duty free shoppers," says Stéphanie Metz-Thevenod, EVP Marketing & Digital Duty Free Global, Lagardère Travel Retail. "Passengers don't buy in duty free for two sets of reasons, depending on their profile, nationality, age and generation (millennials). These

are convenience (carrying issues) and price uncertainty, and lack of brand or category experiences to bring differentiation in-store versus online." Lagardère Travel Retail sees digital as a means to unlock these barriers to purchase. Omnichannel services answer those needs, with Shop & Collect (buy in-store, collect your goods when coming back) and Click & Collect (pre-order online and collect on departure). Metz-Thevenod also highlights the importance of "nourishing the relationship with customers, and building a CRM programme to collect and organise data and establish dialogue with our customers. Therefore, we will set-up a consumer driven

analytics platform." Accelerating digital activations is also key. "We leverage the digital journey by sending offers to our customers before they get to the airport, and after their visit to our stores," says Metz-Thevenod. "It is key to leverage the digital eco-system and applications such as WeChat." Lagardère Travel Retail has a comprehensive online strategy, with digital tools in-store to empower staff, and a strong social media presence. In terms of the most effective ways that travel retailers can respond to the ever-intensifying competition online, Metz-Thevenod emphasises the necessity to consider the needs and mind-sets of travellers.

"Our opportunity lies in the context of travelling," she says. "We will succeed if we propose offers, experiences and a retail environment that gives an added value to shop at the airport." Indeed, this aligns with the Aelia Duty Free 'Next Generation' concept, for which one of the key strategic pillars is facilitation. "This means bringing an easy shopping experience in-store and online. Omnichannel is the online component of that strategic dimension," Metz-Thevenod adds. "London Luton is the platform where we developed most rapidly our omnichannel services. In 2018, we will develop it further with the Shop&Collect service that will be introduced."



Stéphanie Metz-Thevenod, EVP Marketing & Digital Duty Free Global, Lagardère Travel Retail: "We leverage the digital journey by sending offers to our customers before they get to the airport, and after their visit to our stores. It is key to leverage the digital eco-system and applications such as WeChat."

TFWA DIGITAL VILLAGE EXHIBITORS

ACDL (Au Couer du Luxe) - Stand DB12	iCoupon - UK Stand DA10
Hong Kong	Ignis - UK Stand DB6
Adactive - France Stand DC1	INFLIGHT MEDIA Stand DA6
Aircommerce - Netherlands Stand DA18	DIGITAL (IMM) - France
Airfree - France Stand DA15	INOVRETAIL - Portugal Stand DD1
AIROTA - UK Stand DB13	JCDECAUX - France Stand DB15
ALBATROSS CX - France Stand DA13	MyDutyFree - Ukraine Stand DA9
ALDEBARANDE - France Stand DA11	OLLDU - Korea Stand DB11
AOE GmbH - Germany Stand DA2	Part&Ma - France Stand DB7
Concourse Display Management - UK .. Stand DC4	PERFUMIST - Thailand Stand DB10
DEPACK INTERACTIVE - France Stand DB2	PLANET INTUS - Switzerland Stand DA8
DutyBuddy - Ireland Stand DB9	SAMPLING INNOVATIONS Stand DD2
DutyFreeList - India Stand DB8	EUROPE - Spain
ETHOS FARM - UK Stand DA12	SKYdeals.shop - France Stand DB1
FLIO - UK Stand DA7	The Design Solution - UK Stand DA5
FUTURE TRAVEL BY Stand DA1	The Samurais Technologies Stand DC6
SAMSONITE - Belgium	powered by Evrbit - Austria
GLOBAL SMILING - Germany Stand DB3	Thin Film Electronics - USA Stand DD3
HOLOVIS - UK Stand DA16	UPSILON GROUP - France Stand DC2

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 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:

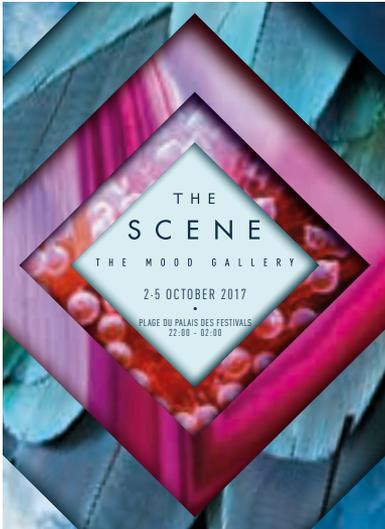
SHISEIDO
GINZA TOKYO

SAVE THE DATE

The Digital Village Opening Cocktail, kindly sponsored by The Samurais Technologies powered by Evrbit, takes place tomorrow at 19:30 in the Salon Croisette, Majestic Hotel. Buy your entry ticket at the TFWA Registration Pavilion.

Digital Village Opening Cocktail sponsored by:

evrbit
THE SAMURAI GROUP



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.**



Tuesday 3 October, 19:30
Majestic Hotel, Salon Croisette

The TFWA Digital Village Opening Cocktail is an early opportunity to meet delegates and exhibitors over drinks and canapés in the relaxed surroundings of a prestigious beachfront hotel before digital business gets underway on Wednesday.

- **Dress code: Smart**
- **Entrance by invitation only. Tickets can be purchased onsite at the Registration Pavilion.**



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**



WITR AIMING TO RAISE A FURTHER €20,000 FOR CAMBODIAN SCHOOL



The annual Women in Travel Retail (WITR) meeting at TFWA World Exhibition & Conference takes place tomorrow 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,



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.

to build and equip further classrooms on the upper level at Sunrise's Siem Reap Learning Centre. Sunrise Learning Centre opens the door to the poorest sectors of

the community by providing them with the opportunity of learning a foreign language. Special guest speaker at tomorrow's event will be

Geraldine Cox, the founder of Sunrise. 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). Please deliver donations to the Furla stand (Bay Village Bay 2) by 15:00 tomorrow.

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MEET US AT BAY TERRACE 3



All the participants lined up before departure.



SEA, SAILING AND SUNSHINE

The Indian summer that still lingers on the Côte d'Azur shores was the perfect weather for yesterday's TFWA regatta kindly sponsored by Italian clothing brand Paul & Shark.

"These were ideal conditions and everybody had a great time," said Catherine Bonelli, Worldwide Travel Retail Director, Paul & Shark, at the end of the race. "There was more wind than last

year – up to 17 knots, which is exceptional for the Mediterranean. And then the sun came out at the end of the morning," enthused Bonelli, who launched the regatta event last year with the intent "to share with TFWA World Exhibition & Conference participants our passion for the sea and show them one of our products". The 40 participants indeed received Paul & Shark jackets and waterproof bags. They were

then grouped into four teams, each of which went onboard a 45 to 47-foot-long sailing boat. The four boats – named Reflex, Spinnaker, Sailor and Skipper – departed shortly before 10:00 from Port Pierre Canto. After being taught by their skipper how to control the sailing boats, each team plotted a course around the bay of islands and decided on a strategy for winning the race. The aptly named 'Reflex' team won the race and it is understood that "going fast" was a key element in the aforementioned strategy. "We were the best team with the best tactics, and that's why we won," jokingly boasted Filip Soete, Chief Commercial Officer, Nice Côte d'Azur Airport.

Kindly sponsored by:



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



In the winning team, 'Reflex', were Filip Soete, Chief Commercial Officer, Nice Côte d'Azur Airport; Olivier Desmaison, Export Manager, Interparfums; Marie-Gladys Descamps, Global Travel Retail Manager, Osborne; Priscilla Beaulieu, VP Global Marketing & Sales Director, Millennium Fragrances; Andrea Tumiotta, Export Area Manager, Molinari; Felicity Murray, Editor in Chief, The Drinks Report; François Imbert, Purchasing Manager, Diplomatic; Fabien Boukobza, Genie-S; and Seva Group's Laura Klingeman and Severino Pusic.

The teams had to devise their own strategies.



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FINDING BALANCE

Delegates discovered the ancient art of living and achieved inner peace and harmony before a busy week ahead, during the second annual TFWA yoga session yesterday morning, sponsored by Rituals Cosmetics, which took place at the Majestic Hotel jetty.

Kindly sponsored by:



"This event really sits in line with our philosophy," enthused Neil Ebbutt, Director Wholesale, Rituals Cosmetics. "It is all about slowing down and taking our time in everyday life and building up special rituals from everyday routines, and yoga is a great example of this." The session focused on the ancient art of living wisely and it took delegates on a journey into Ayurveda. Ayurveda is a traditional medicine of India, which helps focus on the surrounding environment and achieving balance. "Connect with what is around you, hear the waves, the voices around and the noises from the street," invited yoga teacher and Director Innovation at Rituals Cosmetics Niki Schilling. Apart from emphasising on breathing techniques, Schilling also focused on relaxation and the importance of pampering



Diana Balitrand, Business Development Director, FORMIA.

your body and massaging it with special nourishing body oils. Clemence Higle, Brands Manager, Immediat Boarding Travel Retail Consulting, noted: "This is all very relaxing, especially with the massage at the end. I think we need to do this yoga session at the beginning, but also at the end of the event!" FORMIA's Business Development Director Diana Balitrand, who has been practising yoga for 10 years now, also said: "I am sure this will help us with relaxation and give strength to the mind and body. I am hoping for additional yoga sessions in the future." "Remember to keep breathing and don't forget to go out and look into the water and connect to yourself," said Schilling and she concluded the session with a final "Namaste".



William Grant & Sons' Customer Marketing Manager Alina Brady, and Activations Manager Lucy Tugwell.



Annette Rosendahl, Travel Retail Senior Manager, Lego, and Niki Schilling, Director Innovation, Rituals Cosmetics.



Clemence Higle, Brands Manager, Immediat Boarding Travel Retail Consulting.



Viking Line's Purchasing and Sales Manager Beauty & Fashion Eva Rehnström, and SPA Manager Saara Lamont.

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JOIN US AT THE BAY TERRACE (1ST FLOOR) – BOOTH T8



Men's category winner Liam Coleman, Digital Editor, DFNI, is presented with a Horological Smartwatch by Léa Pourchet, Travel Retail Manager, Frederique Constant.



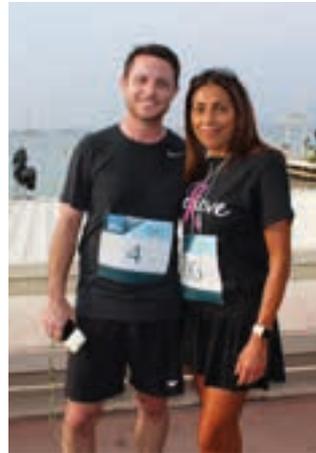
Team winners were Stephanie Klefisch and Andreas Klefisch of Peters.

TFWA CHARITY RUN

The weather was cool and calm on the Croisette yesterday, making it a perfect morning for the annual TFWA Charity Run. The 107 competitors took the opportunity to walk, jog or run around the 1.8km looped course, taking in the gorgeous sea views.

It was in aid of a very worthy cause, with participants' €15 donations all going to local charity Cannes SAMU SOCIAL. "It's an amazing charity that looks after homeless people here in Cannes. We're pleased to be able to do a little bit to help them in their fantastic work," said TFWA President Erik

Juul-Mortensen. "TFWA Care was created in 2005 – we're proud that we, as an industry, can do our part to help those in need. While today is about running or walking the course, it's also about being together." ACTIUM's Hanan Fraysse, Lifestyle & Beauty Director, and Zachary Boiko, Tea Forte Brand Manager Travel Retail Worldwide, were running to raise awareness of another good cause: breast cancer. "The idea is simply to create awareness and express to people not to give up if you have breast cancer," Fraysse explained. "We would like to raise more awareness of the mental side of the disease, which is very important. My personal experience is that cancer is just a word. The message I want to convey is believe and live your life." TFWA Charity Run participants competed either individually or



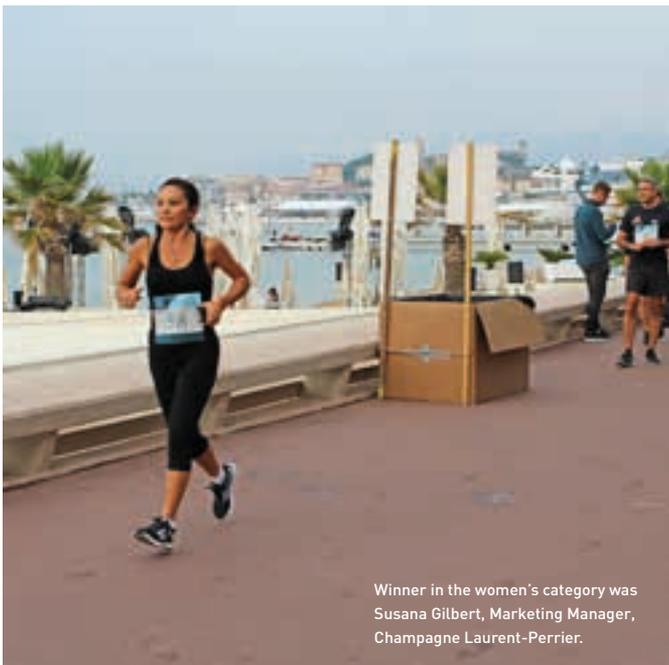
ACTIUM's Zachary Boiko, Tea Forte Brand Manager Travel Retail Worldwide, and Hanan Fraysse, Lifestyle & Beauty Director, were running to raise awareness of a good cause: breast cancer.



Sarah Branquinho, External Affairs Director & Head of Communication Europe & Africa, Dufry, with Gerry Munday, Global Travel Retail Director, Furla.

in teams. Winner in the women's category was Susana Gilbert, Marketing Manager, Champagne Laurent-Perrier. "It was my first competition – it was easy!" she said. "It's nice to meet people and share this experience with them, while raising money for charity." Winner in the men's category was Liam Coleman, Digital Editor, DFNI, who ran six laps of the 1.8km course. He was

presented with a Horological Smartwatch by Léa Pourchet, Travel Retail Manager, Frederique Constant. "Naturally, I'm absolutely delighted. It's my first time in Cannes and this is the perfect start to what I hope will be a fantastic week," said Coleman. Team winners were Andreas Klefisch and Stephanie Klefisch of Peters.



Winner in the women's category was Susana Gilbert, Marketing Manager, Champagne Laurent-Perrier.



Partema is exhibiting in the new TFWA Digital Village this year and put forward a strong team in yesterday morning's Charity Run.

Andrew Blacker, Key Account Manager, Imperial Tobacco; Dr Jennifer Cords, Corporate Affairs Manager, Imperial Tobacco; and Ian Hill, Publisher, TFWA Daily.



Philip Geeraert, Director International Sales, Neuhaus, and Richard Timmis, Consultant, Category Insights.



FIYTA Brand Managers Jobs Wang and Ian Yin.

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Harry Diehl; local golf pro Eric Colletta; Gunnar Heinemann, Gebr. Heinemann; and Christian Wallner, Munich Airport Eurotrade.



Peter Dige, Toms Group; Peter Irion, Gebr. Heinemann; Garry Maxwell, Premier Portfolio; and Kevin Walsh, Premier Portfolio.

Nathan Moris, Estée Lauder; Randy Dufour, Arterra Canada; Martyn Westbury, New Thing; and Andrew Webster, Premier Portfolio.



TEEING OFF THE WEEK

Top names in travel retail faced off on the Cannes Mandelieu Old Course yesterday, as the annual golf tournament, this year organised by TFWA in partnership with Estée Lauder, got underway.

"It might be tough this year," mulled Patrick Pace, International Director, Rance Perfumes, three holes into the game. "There are some very good teams, but we've got that Irish fighting spirit." Competition was indeed fierce among the 91 golfers. As crisp morning sunlight cut through the clouds, competitors with brows furrowed sent ball after

ball whizzing through the air. There was some serious golfing talent on show. Cannes local and pro golfer Eric Colletta took to the field, demonstrating his skill alongside teammates Gunnar Heinemann, Christian Wallner of Munich Airport Eurotrade, and Harry Diehl. The day culminated in lunch for the competitors and the announcement of a second victory for last year's winning team: Dominic Moon of Frontier Magazine, Bruno Richard of Estée Lauder, Norifumi Kusunoki of Blanc de Blancs, and Steve Bentz of The Hershey Company. "I think this back-to-back victory might be unique," said Moon after his team were named victors.

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Johan Liberg, Daniel Wellington.



Patrick Pace, Rance; Cendrine Pons, Ets Pons s.a.s; and Ben Osman, Thin Film.

Jean-Michel Bostroem, Filorga; Chandru Manghnani, Headlines Group; Oliver Carew, Ignis; and Kurt Steinborn, CigarSpa.



Simon Augué, Hematite; Stefano Burani; Jeannie Archer, Morgan & Oates; Joakim Levin, Daniel Wellington.

Patrick Dorais, Al Nassma Chocolate; Guillaume Villarabel, Gérard Bertrand; Praveen Peremkumar, CREA Worldwide; and Sylvain Combe, Peuche et Besse.



Tage Juul Christensen, Conaxess Trade; Bernd Hösele, Bernd Hösele Trading Agency; and Nick Redmond, Ignis.



Orvar Annarsson, IAEA; Pierre Lequeux, GLI; Faisal Hammoud, Monalisa Int'l; and Russell Osman, Thinfilm.

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RESEARCH AND INNOVATION
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PRECISION PÉTANQUE

The ever-popular pétanque tournament took place yesterday at its new venue: Allée de la Liberté Charles de Gaulle. It was a balmy 20C and perfect weather for the event, with plenty of light dappling the terrain and a light breeze to cool off the players.

The winning team of three were jubilant, not just for their success but also for taking the game in their stride, pastis in hand, backslapping and laughing with other contenders.

"When you start as an underdog and say: 'No, we are not professional at all, we are not taking it too seriously,' and you have a drink and then very calmly win, it's great!" said Steven Candries, Sales Director, Guylian, who won alongside his team partners Hannes Koch, Managing Director, Travel Retail Cooperation, and Sven Collyn, Buyer, Rebis



The winning team: Steven Candries, Sales Director, Guylian; Sven Collyn, Buyer, Rebis International; and Hannes Koch, Managing Director, Travel Retail Cooperation.

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Charlie Cassam Chenaï, Regional Manager MEIA, Ferrero; Guillaume Voisin, Head of Sales APAC/MESCI, Ferrero; and Nelly Sannwald, Travel Retail Manager, Leonidas.

International. "We stand out from the crowd among all these winners – but this time, we won," Candries added. Tactics were being shared from group to group, with some reminding that winning was not always the ultimate goal. "I've lost most of my matches," said Guillaume Voisin, Head of Sales APAC/MESCI, Ferrero. "Really, the point is to play as fast as possible, because then you can all start drinking." Leonidas Travel Retail Manager Nelly Sannwald reassured Voisin that there

were other benefits to defeat and explained: "Normally, you need to lose your first match so you can win the loser's final." The pétanque tournament is a popular returning fixture on the leisure programme at TFWA World Exhibition & Conference and was enjoyed by 100 players this year. Each player was gifted a straw trilby and enjoyed drinks and sundries in the mid-morning sun, receiving a goody bag of items upon finishing.



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WELCOME TO CANNES

TFWA World Exhibition & Conference welcomes 514 exhibiting companies on 490 stands this year. An impressive 63 of those are either exhibiting for the first time, or returning after an absence, keeping the offer fresh for visitors and highlighting the importance of travel retail as a platform for leading global brands.

THE EAST INDIA COMPANY ⁰¹

RED VILLAGE J1

WHO ARE YOU?

Granted a Royal Charter by Queen Elizabeth I in 1600, The East India Company was founded to explore the mysteries of the East. In the process it mapped trade routes, discovered exotic goods and established trading ports. This incredible legacy is the driving force behind the brand today. Not many companies have the ability to connect with so many cultures, places, ingredients materials and products. Today, The East India Company celebrates the various origins of its speciality and luxury products, be it the precious teas from the slopes of Assam, or Napoleon Bonaparte's beloved coffee beans from Saint Helena. All products sold by The East India Company tell a story from every corner of the globe, whether it's a delicate biscuit, a jam or a chutney, an exquisite silver-plated tea strainer or bone china tea and coffee cups made with 18-carat gold.

WHO BUYS YOUR PRODUCTS?

Our customer base is diverse. We appeal to high-spending

passengers, yet remain accessible for all. Our customers are the global citizens of the world: travellers, explorers and adventurers.

WHY EXHIBIT NOW?

Given The East India Company's roots in trade and exploration, travel retail seems a natural fit. Until now the brand's presence in travel retail has been limited to a highly successful partnership with Harrods at London Heathrow Airport and with Gebr. Heinemann at several airports, including Frankfurt, Hamburg, Vienna and Istanbul Atatürk. Success in the Heathrow T5 shop-in-shop has demonstrated that the brand has strong consumer appeal. Our ambition is to find the ideal journey partners to enable us to take the brand global in this sector.

WHAT ARE YOUR OBJECTIVES?

To showcase the brand and selected travel retail products (a combination of high-value and popular SKUs selected to deliver incremental sales to travel retailers), along with demonstrating we have an in-house

team with the knowledge and capability to service this channel.

WHAT IS YOUR UNIQUE SELLING POINT (USP)?

The East India Company is a brand with worldwide resonance and recall, a company with truly cross-cultural (east-west) connection and legacy – a heritage ideally suited for the luxury travel retail sector and one that offers products across diverse categories (fine food to home accessories). The brand is an experience. We invite customers to sample products, ranging from fine teas, rare coffees, biscuits, preserves, and condiments to chocolates, creating a remarkable connection between them and The East India Company.



TARTUFLANGHE ⁰²

RED VILLAGE L21

WHO ARE YOU?

Tartuflanghe is an Italian family business, trading in fresh truffles since the late 60s, and manufacturing truffle specialties from Piedmont and gourmet products since 1980. The core business includes typical specialties from Piedmont with a positioning in specialised gastronomy. In recent years, the company has leveraged on state-of-the-art technology to create cutting-edge products. Traditional and innovative products are dedicated to retail and foodservice for the Italian and international markets: aperitifs, pasta and rice, oils, fresh and preserved truffles, freeze-dried products (truffles, fruits and vegetables), snacks and seasonings, and confectionery products (sweets and pralines).

WHO BUYS YOUR PRODUCTS?

Customer habits and preferences are very dynamic, and the market is very heterogeneous. Our customers are curious people who appreciate the quality of artisan-like products, cross-cultural, international and of a wide age span. The common traits are a passion for

gastronomy and the desire for both specialties rooted in tradition and cutting-edge products.

WHY EXHIBIT NOW?

Democratisation of travel creates new consumers who can get in contact with a true Italian gourmet experience through the company's products. Tartuflanghe believes in the evolution of the travel retail model and its high potential offering a diversified assortment with a unique positioning in the fine food and confectionery market.

WHAT ARE YOUR OBJECTIVES?

Tartuflanghe, since its foundation, has focused on the most important points of sale in Italy and abroad, and leveraging on this expertise, is targeting new opportunities in international markets. In this context, travel retail is a strategic distribution channel that contributes to maximising the exposure of travellers around the world to Tartuflanghe brands, increasing customer loyalty and also recruiting new customers.

WHAT IS YOUR USP?

Tartuflanghe is a pioneering Italian company, whose history stands for innovation: the creation of cutting-edge products leveraging on the finest Italian ingredients, on tradition and, at the same time, on technology. Tartuflanghe's core business is truffle products, but the company can offer a 360-degree assortment, both for traditional and innovative recipes, with more than 100 items available. It was the first company to create pasta with truffle, to develop freeze dried truffle, truffle caviar, an organic white truffle line, and a unique premium truffle snacks range, as well as the first company to craft the mini sweet truffles, a range of chocolate pralines mainly with PGI Piedmont Hazelnuts recognised worldwide.

02



03



04



05



HALEWOOD WINES & SPIRITS 03

HARBOUR VILLAGE PRINCESS SISSI

WHO ARE YOU?

Halewood Wines & Spirits is a long established British company, which offers a diverse selection of premium wines and spirits. In travel retail we are leading with our handcrafted gins, including Whitley Neill, JJ Whitley, Liverpool, City of London, and Marylebone; our classic and flavoured vodkas, such as Whitley Neill Blood Orange Vodka; our craft British beers and Crabbies Ginger Beer, which are particularly suitable for the ferries & cruise channel; and our unconventional The Pogues Irish Whiskey. We also offer a selection of Surprisingly Good wines, various RTDs and some delicious flavoured tonics.

WHO BUYS YOUR PRODUCTS?

Halewood spirits are targeted towards adults who drink responsibly and who appreciate a short or a cocktail with a really distinctive flavour: something a little different from the crowd; something which sets them thinking; something to hone the taste buds; something that makes a thoughtful gift.

WHY EXHIBIT NOW?

Within a relatively short timeframe Halewood Wines & Spirits has established a footprint in travel retail and we feel that we are now ready to take the next big step! We know from past experience that a stand at TFWA World Exhibition & Conference is the best way to showcase our brands and expand our network in the industry – all the major stakeholders in one place at one time – and we look forward to meeting them.

WHAT ARE YOUR OBJECTIVES?

As we are in the Harbour Village, our primary objective is to generate footfall onboard our yacht; secondly, we want to engage with key stakeholders; thirdly, we want to generate excitement about our portfolio, which is brim full of quality, diversity and distinction.

WHAT IS YOUR USP?

Halewood Wines & Spirits offers premium international brands combining high quality spirits with a unique sense of place.

FRAAS 04

RED VILLAGE K29

WHO ARE YOU?

Scarves are our history, our passion and our heritage. For more than 125 years, we at FRAAS have been producing, as a family tradition, costly scarves and shawls. Since its founding in 1880, FRAAS has established a worldwide sales network with a thorough market orientation and grown to be the most internationally successful manufacturer and supplier of scarves and textile accessories.

WHO BUYS YOUR PRODUCTS?

We assert the claim to serve everyone who wants to embellish themselves with a textile accessory. The main target group that we address our communications to we define as:

- 70% ladies/30% men
- Between the ages of 25 and 59
- Well-educated with average to above-average income
- Self-confident and self-reliant
- Brand-conscious with good taste
- A sense of personal style
- Looking for an individual accent

WHY EXHIBIT NOW?

The expansion of our travel retail business is a strategic company objective. We are convinced that we have the perfect accessory for travel retail. Our two concepts are: 'The perfect gift' and 'My travel companion'.

WHAT ARE YOUR OBJECTIVES?

The expansion of our travel retail business and, of course, the presentation of our brand to airports, airlines, cruise and ferry companies.

WHAT IS YOUR USP?

From the fibre to the fringe, every production step at FRAAS is done with the social and environmental considerations in mind that sustainable and high quality products demand. When customers purchase our new line, FRAAS Signature, they acquire not only the typical FRAAS product qualities, but in addition lasting value: scarves and textile accessories made of the finest fibres of uncompromising quality. No manufacturing process is too much trouble if that's what it takes to make that special wearing comfort a reality.

MORELLATO GROUP 05

BLUE VILLAGE F15

WHO ARE YOU?

The Morellato Group is the largest Italian jewellery and watch group, and is a world leader in top-of-the-range watch straps. Its manufacturing heritage and skill in choosing and using high quality materials are features that have defined Morellato's growth process.

'Interpreter of the Italian style in the world'. Morellato has both its own brands and a number of worldwide licenses. Own brands include: Morellato, Sector No Limits, Philip Watch, Lucien Rochat and Bluespirit. Licensed brands include: Furla, Maserati, and Trussardi. Original business model: wholesale brands' management and large retail development. 150 DOS under the multibrand sign Bluespirit, together with stores and SIS Morellato & Sector in Italy, Europe, Middle East and Asia Pacific.

WHO BUYS YOUR PRODUCTS?

The contemporary consumer. Those that enjoy innovative watch and jewellery designs that have an unmistakable Italian style.

WHY EXHIBIT NOW?

We exhibited at TFWA Asia Pacific Exhibition & Conference earlier this year, and had a great response to our company and brands. Exhibiting at TFWA World Exhibition & Conference is the next step in our global travel retail strategy.

WHAT ARE YOUR OBJECTIVES?

To strengthen and expand our travel retail business. We currently have strong distribution in Asia and Europe, but we wish to build upon this. We are looking for travel retail partners in the Middle East and the Americas.

WHAT IS YOUR USP?

- Over 80 years' experience in the watch and jewellery market.
- All of our property and licensed brands are Italian and perfectly represent the Italian lifestyle.
- Value for money: quality products at the right price.
- Actively committed to important projects and social responsibility initiatives – works with Italy's largest NGO in Africa and supports the 'Mothers and Children First' initiative to promote safe birthing in Africa.

DUBAI DUTY FREE ON COURSE FOR ANNUAL SALES OF US\$1.9BN

Building on a successful 2016, which saw annual sales of US\$1.85 billion, Dubai Duty Free has achieved positive results in the first eight months of 2017.

“Currently, we are 3% ahead and we are pleased at that,” explains Colm McLoughlin, Executive Vice Chairman & CEO, Dubai Duty Free. “Based on our forecast for this year – around US\$1.9 billion – we do believe that we will remain the single largest airport retailer.” In terms of category performance for the eight-month sales, Perfumes continues to be the highest selling category and recorded sales revenue of over US\$195 million, accounting for 16% of total sales. Indeed,

in the January-August period, Dubai Duty Free sold almost two million bottles of perfume. Liquor came in second with sales of US\$188.68 million, while Cigarettes and Tobacco came in third place with sales of US\$116 million. The operator undertakes promotions, discounts, special offers and other such concepts, especially during periods of high traffic volume. “The initiatives are customer-friendly and include offers and promotions ranging from Buy One Get One (BOGO), Gift with Purchase (GWP) and price off promotions,” says McLoughlin. “We have our special 20% discount offer across a wide range of products during special occasions, such as Eid. The occasional discount offers apply to selected



Dubai Duty Free has achieved positive results in the first eight months of 2017. Perfumes continues to be the highest selling category and recorded sales revenue of over US\$195 million, accounting for 16% of total sales.

categories. We also partnered with C-Trip to offer members a 7% discount while shopping at Dubai Duty Free until the end of the year. Meanwhile, we still have the ongoing 5% discount when shopping online.” Indeed, the online business is performing well, with the top categories being Electronics, Perfumes, Liquor and Watches. The online click and collect service generated US\$18 million in sales in 2016, while

year-to-date online sales in 2017 are over US\$11.3 million. “We upgraded the online offer last year and are constantly reviewing ways of improving further,” McLoughlin comments. “We have expanded our social media activities this year. We are now on Facebook, Instagram and Twitter, and are working with our suppliers on ongoing messages and offers. We expect to invest more in this aspect of our marketing in

the year ahead.” Retail developments in 2017 include adding about 2,000sqm of retail space in the Passenger Terminal Building at Al Maktoum International Airport – a project expected to be completed in December. Dubai Duty Free is also completely renovating its retail offer in Dubai International Airport’s Concourse C, at both apron and departures level, between now and the summer of 2018.



Galleria Vittorio Emanuele, Milano



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THE AIRPORT BUSINESS IN AN ERA OF DEMOGRAPHIC CHANGE AND TECHNOLOGICAL DISRUPTION

By Patrick Lucas, Sr. Manager, Economics and Statistics, ACI World

There are three fundamental factors that determine change in population size and age structures across and within countries: mortality, fertility, and migration. Demographers and economists often refer to the concept of “demographic dividend” as part of the development paradigm. That is, the first phase of economic expansion in this transition occurs when a country’s youth dependency falls and the share of the working-age population rises, which in turn boosts per-capita income growth.

Based on analysis from the World Bank’s 2015/2016

Global Monitoring Report – Development Goals in an Era of Demographic Change, the working age population has either reached a peak or will soon reach a peak in many key emerging markets across the globe. Countries with huge population bases such as Brazil, Russia, India, China, South Africa and other major emerging markets have witnessed a considerable expansion of their middle classes. As large segments of these countries’ populations achieve higher standards of living and enhanced purchasing power, considerable growth in many industries, including aviation, has been realised. Coupled with the peaking

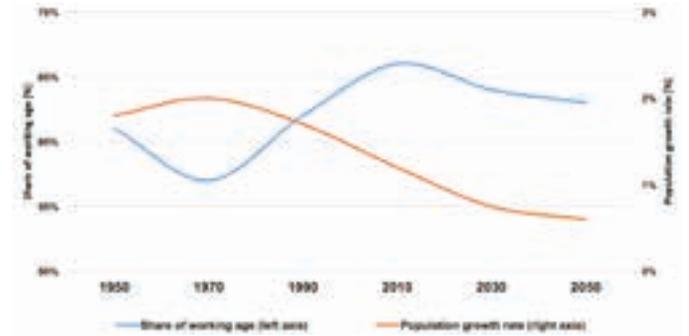
working age population in many markets is the rapid proliferation of information and communication technologies (ICT) in just under two decades. These industries are not only among the fastest growing on the globe, but also make significant contributions to gross domestic product. ICTs are also major drivers of change as they permeate many aspects of business and daily life. According to the International Telecommunication Union (ITU), a United Nations agency, 95% of the world’s population lives in an area that is covered by a mobile-cellular network. The rapid expansion of Long-Term Evolution (LTE) networks, a standard for

high-speed wireless communication for mobile phones and data terminals, signifies a major game changer in terms of enhanced quality of internet use now reaching almost four billion people across the globe.

TECHNOLOGICAL CHANGE AND THE AIRPORT BUSINESS

As airports strive to provide more space to cater to passenger preferences, airports are recognising the importance of non-aeronautical revenue in diversifying their revenue streams beyond aeronautical sources. Retail facilities and food & beverage outlets inside many airports’ terminals are attractive investments since they represent one-third of commercial revenues on

growing. They are continuing to grow, but their growth is not sufficient to surpass aeronautical revenues on a proportional basis. Based on ACI’s 2017 Airport Economics Report, it is worth underscoring that non-aeronautical revenues’ (net of non-operating items) share was estimated at 50% 15 years ago (in 2000), but went down to 40% over this period, especially during the years following the Great Recession (2008–2012). While this new era of online retail and services has disrupted the conventional business models on the non-aeronautical side of the airport business, they could also represent new and unexploited “outside of the box” opportunities yet to be explored.

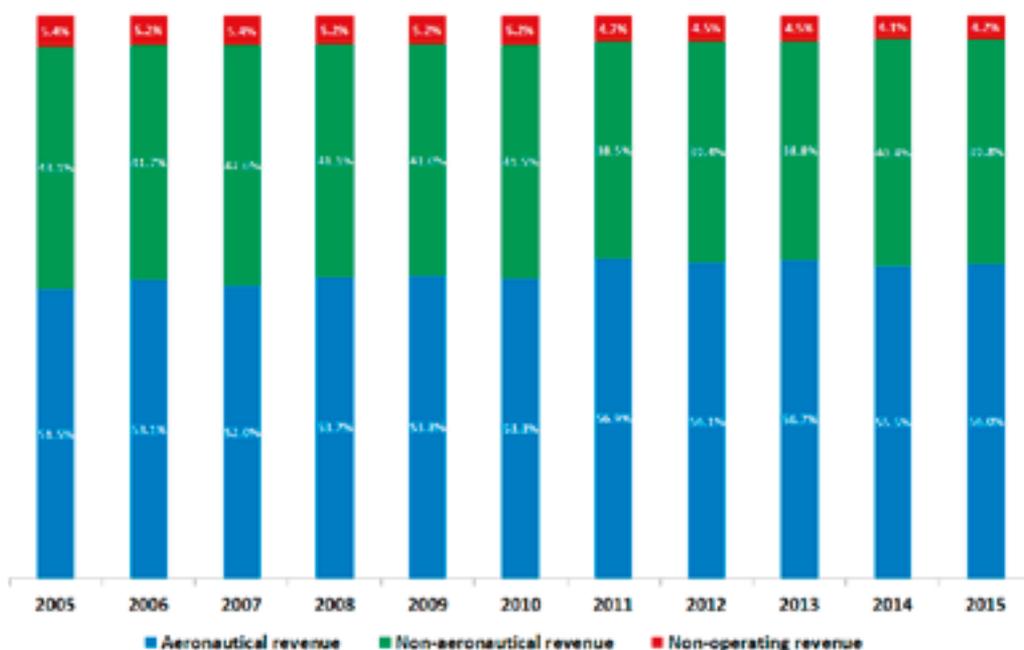


Distribution of passenger traffic between advanced economy and emerging market airports (2015-2040). Source: ACI World Airport Traffic Forecasts (WATF, 2016)

average. However, in several mature markets, there is no doubt that, along with disruptive technologies such as easy and ubiquitous access to online retail and e-commerce platforms, increased retail competition outside the purview of the airport has limited the growth prospects for airports’ non-aeronautical revenues. Similarly, there are also challenges for advertising due to the huge increase in online advertising. Car parking is another major source of revenue that is faced with increased competition. Airport car parks have always been subject to competition from off-site facilities, but increasingly they must compete with public transport services which remove the need to travel to and from airports by personal car. Similarly, prices and schedules are frequently available online to cater to the travelling passenger. This is not to say that commercial activities are not

THE NEW ERA PASSENGER

As aviation’s centre of gravity shifts eastward, millennials, the generation born between 1980 and 2000, will similarly redefine the marketplace during their peak earning years. With technology at their fingertips, they have a set of expectations that distinguish them from previous generations. Based on research from Goldman Sachs, “Millennials have come of age during a time of technological change, globalisation and economic disruption. That’s given them a different set of behaviours and experiences than their parents. They’re also the first generation of digital natives, and their affinity for technology helps shape how they shop. They are used to instant access to price comparisons, product information and peer reviews. Finally, they are dedicated to wellness, devoting time and money to exercising and eating right. Their active lifestyle influences trends in everything from food and drink to fashion.”



Evolution of airport revenues by source: aeronautical, non-aeronautical and non-operating (2005–2015). Source: ACI Airport Economics Report (2017)

Travel retail is a key pillar of Shiseido Group's Vision 2020 medium-long term corporate strategy. Key targets include achieving travel retail sales of over US\$2 billion by 2020, and doubling travel retail's share of total Group sales to 10%.

"We have been making excellent progress and are on track to meet those goals," says Philippe Lesné, President, Shiseido Travel Retail. "2017 marks the end of phase one of Vision 2020, and our objective in the first phase was to re-engineer our foundations, which we have certainly done with the unification and the embedding of new structures under Shiseido Group's matrix organisation."

The unification of Shiseido with Beauté Prestige International in May 2016 created Shiseido Travel Retail, bringing together the Group's skincare, make-up and fragrance brands in travel retail. The results have been impressive. In FY2016, Shiseido Travel Retail achieved net sales growth of over 28% (including fragrances and Japan TR) and grew above the market (+8.4%) by more than three times. In the first half of 2017, net sales grew by close to +80% year-on-year. "This performance has exceeded our expectations and was primarily driven by Asia Pacific, with Korea, China and Thailand as our best-performing markets," Lesné explains. "We saw strong sales of skincare and make-up in the region, especially for Shiseido, Clé de Peau Beauté and NARS. The Chinese travellers continue to be our main growth engine, and the millennials are becoming an increasingly influential target consumer group for us as well." The biggest factor influencing performance is Shiseido's strong, collaborative relationships with leading travel retailers, which have been reinforced



Shiseido's 'The Beauty of Thailand' activation at Bangkok Suvarnabhumi Airport.

by the introduction of a key account management system following the unification. "We are true believers of the Trinity model, which calls for a collaborative approach between all stakeholders to meet the needs of the traveller – a philosophy that is in line with our Vision 2020 goal to put the consumer first in everything that we do," Lesné adds.

'ONE SHISEIDO, ONE TRAVEL RETAIL'

Significantly, this year the company has a truly unified 'One Shiseido, One Travel Retail' booth in Cannes for the first time. "Our Group CEO Masahiko Uotani will once again attend the show, where our main objective is to have quality meetings with our key retailer partners to explore how we can further enhance our collaboration. We are 100% committed to the channel and we are here to show it," says Lesné. "There will be a strong showing of new launches for 2017/18 from all our key brands: Shiseido, Clé de Peau Beauté, NARS Cosmetics, bareMinerals, as well as our new



Masahiko Uotani, CEO Shiseido Group, and Philippe Lesné, President, Shiseido Travel Retail.

TRAVEL RETAIL A GROWTH ENGINE FOR SHISEIDO

The unified Shiseido Travel Retail was created in May 2016, since then it has been benefiting from the synergies of its combined fragrances and cosmetics businesses. Philippe Lesné, President, Shiseido Travel Retail, discusses the results one year on, and the brand's 'One Shiseido, One Travel Retail' presence in Cannes, with Ross Falconer.

brands Dolce&Gabbana and Laura Mercier. We will also be introducing IPSA, an existing brand in the Shiseido Group portfolio, to travel retail. It is a skincare and make-up brand in the prestige segment, primarily sold at department stores in the domestic markets of Japan, China and Asia Pacific." Most Chinese travellers – Shiseido's key customers – see duty free shopping as an opportunity to buy something exclusive. Shiseido is constantly innovating in terms of its travel retail exclusive (TREX) offering. The refreshed NARSissist #Jetsetter Collection launched in May, for example, while other iconic TREX products that have become bestsellers are Shiseido Ultimune Power Infusing Concentrate 100ml and Clé de Peau Beauté Ultimate Radiance Trio. A progressive digital strategy

is also key. "About two-thirds of Chinese travellers plan their beauty purchases before travelling, and the same proportion look for information online before travelling," Lesné comments. "We also know that Chinese consumers are strongly influenced by the digital initiatives from brands. This means we have opportunities to engage them before they even begin their journey. Targeting them pre-travel is a key element of our digital strategy, and we are partnering leading media buyers in China to reach these consumers on websites and social media networks that they frequently use." Travel retail is the fastest-growing business for Shiseido Group, and there remains huge potential to grow its share within the company as global passenger

traffic continues to increase. "The channel is an important platform for exposing our brands to a broader and more international audience," says Lesné. "In 2018, we expect to increase our market share and presence by focusing on our four core brands: Shiseido, Clé de Peau Beauté, NARS and Dolce&Gabbana. We remain committed to growing our business in further collaboration with our retailers and will continue to maximise our key business drivers, such as travel retail exclusives and counter productivity, as we embark on the next phase of our Vision 2020 plan."

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

CREATING A SPARK OF EXCITEMENT

The electronics category is among the fastest-growing and most innovative in travel retail. Here, Ross Falconer explores some of the latest launches creating a buzz at TFWA World Exhibition & Conference.

CAPI GLOBAL: INSPIRING AND SURPRISING TRAVELLERS

As the leading airport retailer of consumer electronics, Capi Global (Blue Village G31) knows travellers expect to find something special at an airport.

"They want to be inspired and surprised during their dwell time by great brands and innovative, airport exclusive propositions," says Peter Wiggers, Managing Director, Capi. "Thanks to our strong collaboration with our suppliers, we are able to offer travellers unique travel retail and Capi exclusive propositions. These exclusive propositions can vary from unique promotions and co-created packaging to special bundles." Together with A brands like TomTom and Garmin, for example, Capi created exclusive summer packaging designs. These designs perfectly fit the Capi concept, with lifestyle visuals rather than technical specifications. Capi also creates exclusive promotions, like the successful pop-up

barbershop it organised together with Philips at Amsterdam Airport Schiphol and Copenhagen Airport. In Cannes this year, Capi is highlighting the exciting shopping environment it creates for travellers in-store, with the latest innovations from the leading A brands,

premium brands and its private brand Mitone. It has also brought its successful marketing concept The Gadget Table to the stand, on which it is showcasing exciting gifts and gadgets to surprise customers. Examples include the Fujifilm Instax Mini camera, the compact mirror & power bank Pearl Mini, and the flying ball Flash Ball. Furthermore, together with the leading drone brand DJI, Capi has brought the latest innovations in drones. "The popularity of this product group has been clearly reflected in the success of the DJI Mavic Pro drone in the Capi stores," Wiggers explains. "However, in the drone market, there are

many models available in the lower and higher price segments, but there is actually a lack of mid-price range drones. That is why DJI, as an important player in the market, introduced the Spark – a mini drone of €599 that still features all of DJI's innovative technologies. We will present this new drone at Cannes, together with the DJI Goggles and other exciting products in this product group." Lastly, together with JBL, Capi is introducing an exciting wall presentation with colourful JBL Go speakers to further attract the attention of visitors. To ensure all Capi shops have the latest innovations available, the product

assortment is continually refreshed and updated to offer travellers innovative, surprising products. This is also reflected in the marketing concepts. "In the What's New? showcase, for example, we present the most trendsetting product innovations and the latest launches," Wiggers comments. "This keeps our stores exciting for all travellers, including the frequent traveller and the trendsetter. Moreover, the assortment on The Gadget Table is constantly being updated to continuously offer travellers the latest and most exciting gifts and gadgets." Indeed, travellers expect to find electronics at the airport, and want to be

inspired and surprised during their dwell time by great brands and innovative, airport exclusive propositions. Therefore, the electronics offer forms an essential part of the airport experience. "TFWA World Exhibition & Conference is crucial in our calendar – it enables us to meet with existing and potential customers, offer visitors the ability to try out and experience our latest innovations, and to keep up-to-date with what's happening in the industry. It is a perfect opportunity to show existing and potential customers our expertise in this niche market and our wide range of unique retail solutions," Wiggers concludes.



With innovative and inspiring products on The Gadget Table which are not included in the regular Capi assortment, impulse buying behaviour is encouraged. This shows the importance of gifts and gadgets in-store, supported by the latest innovations.



FRESH 'N REBEL

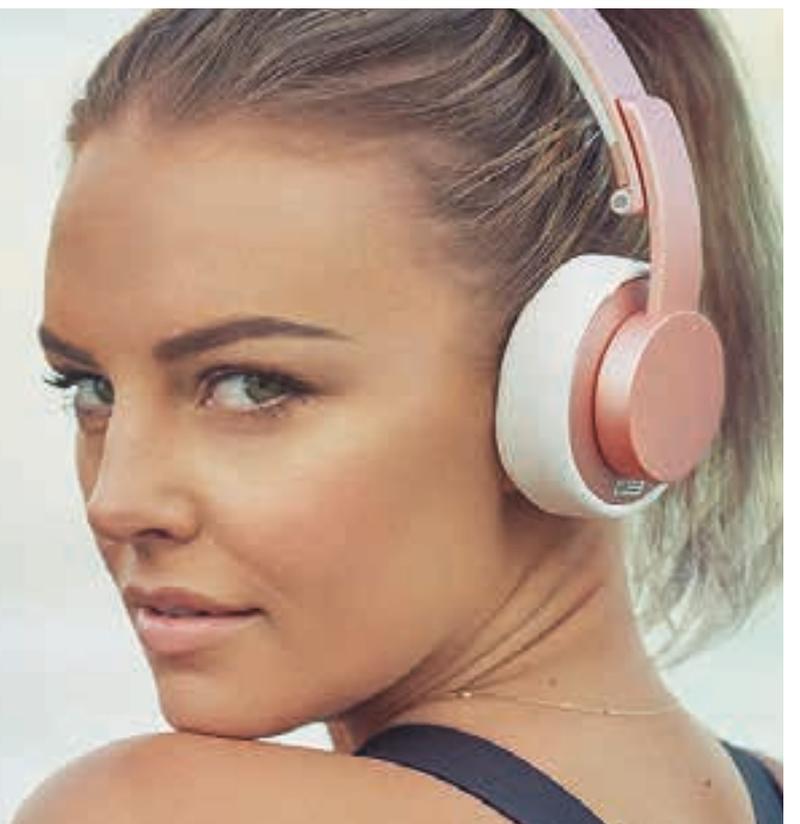


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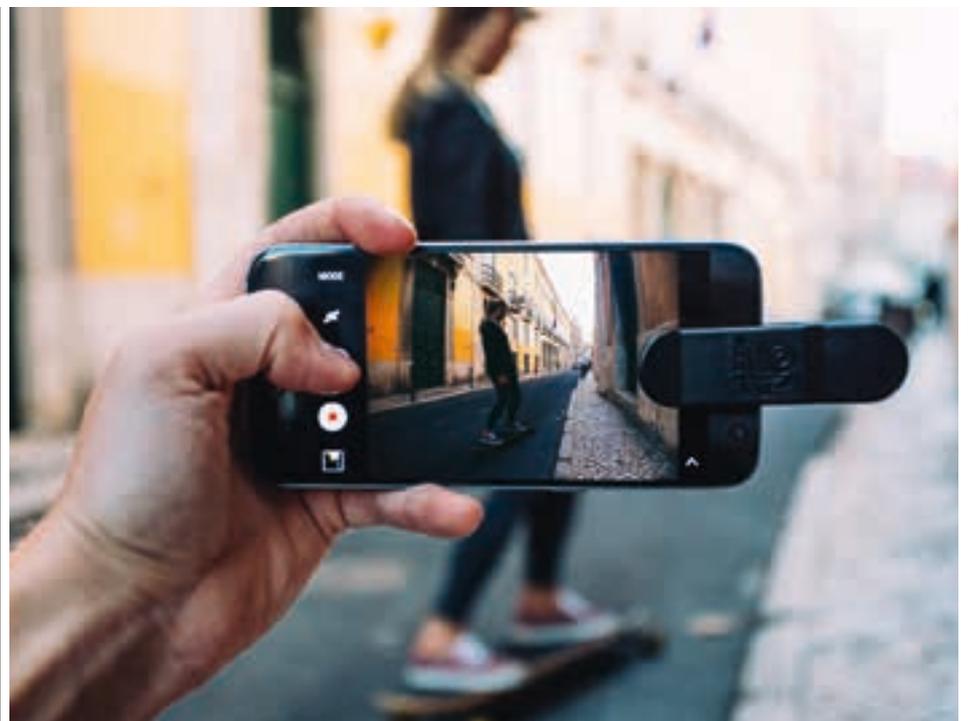



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PASCO: CREATING UNIQUE BUNDLES FOR TRAVELLERS



Pasco is showcasing new products from B&O Play at TFWA World Exhibition & Conference, including the brand new P2 Wireless Speaker.

Pasco (Marine Village R1) is showcasing new products from B&O Play at TFWA World Exhibition & Conference, including the brand new P2 Wireless Speaker, as well as the E4 Noise-Cancelling Earphones.

It is also highlighting new Braun clocks along with its calculators, for the first time. In addition, Pasco is presenting new launches of Philips headphones and dental products. "As far as new products are concerned, we really depend on the brands/manufacturers

to develop these," comments Robert Suter, General Manager, Pasco. "It's then up to us to decide which ones could be successful in travel retail." So far, the company's 2017 sales are on a par with last year, however, it has some new listings coming up which will boost sales. Suter notes that it is very important to introduce travel retail exclusive products in the electronics category, particularly in the inflight channel where Pasco is quite active. Indeed, the company does this whenever possible by creating unique bundles that are especially useful to travellers. "Both TFWA World Exhibition & Conference and TFWA Asia Pacific Exhibition & Conference are key for us, as they are often the only chance to get 'face time' with our customers, who are literally all over the world. We, therefore, often communicate with them via email or phone only, so it's great to get the better quality of interaction in person a couple of times a year," Suter concludes.

SKROSS: MUST-HAVE PRODUCTS FOR EVERY JOURNEY

SKROSS (Green Village K60) is presenting its brand new SKROSS® RELOAD 7, a high-performance power bank with a capacity of 7,000mAh, which it describes as a must-have for every journey.

It is perfect when you need an energy boost on the go and charges a smartphone more than twice. Two integrated USB ports enable charging of two USB devices at the same time. They come pre-charged, as well as with a Micro USB cable; therefore, they are ready-to-use and, SKROSS believes, are a perfect product for duty free & travel retail stores. The company emphasises that it is very important to introduce travel retail exclusive products in the electronics category, "especially as customers are tired of getting the same promos and offers also in the other categories". Last year, SKROSS developed the Power Case that gives travellers

the option to put together not only their passports and first-need items, but also their travel adapter, chargers and cables. The electronics category is among the most innovative and rapidly developing. Indeed, new technological progressions shorten the lifecycles of some products. This is why SKROSS' product managers continuously track market developments and adjust their product features to new requirements and trends. For example, last year SKROSS created a Special Edition Steel Line Cable in gold and rose gold that perfectly fit to the new smartphone models of Apple and Samsung. SKROSS has substantially increased its sales in the travel retail industry over the past years and months. In the last few months alone, its products have become available in more and more stores, mainly thanks to new co-operations. "We definitely see a high



SKROSS is presenting its brand new SKROSS® RELOAD 7, a high-performance power bank with a capacity of 7,000mAh, which it describes as a must-have for every journey.

potential in the travel retail industry, because our products are a key accessory for travelling and there definitely is a need for travel adapters, as well as for our other charging solutions," SKROSS tells the TFWA Daily. "People possess several electronic devices and want to use them also during their business and leisure trips. In order to stay connected, SKROSS provides them with the ideal solution – even minutes before departure." SKROSS is present at TFWA World Exhibition & Conference to raise its international brand awareness and to strengthen the perception of SKROSS as a globally leading brand that provides mobile power solutions.

BEURER: RAPID DEVELOPMENTS AND INNOVATIONS

Beurer (Riviera Village RE9B) is showcasing more than 30 new products at TFWA World Exhibition & Conference. These fall under the 'health & well-being' area of the electronics category, and take in medical, massage, beauty, sports and baby care products.



Among Beurer's new products this year is the digital TENS/EMS unit for pain-relief and muscle training and regeneration in one device.

"It is crucial to respond to the specific requirements of the travel retail channel with regards to weight, size of packaging and pricing structure," says Franz Xaver Wageneder, Travel Retail & Business Development, Beurer.

"Continuous market research and monitoring is a must to keep up with rapid developments and innovations." He adds that excellent performance on a retail level has led to a substantial double-digit growth of Beurer's health & well-being range of products so far in 2017. Among Beurer's new products this year is the digital TENS/EMS unit for pain-relief and muscle training and regeneration in one device.

The TENS/EMS device IEM 48 offers three main functions: A medicine- and side effect-free pain-relief via transcutaneous electrical nerve stimulation (TENS), muscle training and regeneration via electronic muscle stimulation (EMS), and massage for relaxation and well-being. There are 64 pre-programmed applications and six programmes that can be individualised. Alongside the digital TENS/EMS unit, the user receives eight self-adhesive electrodes (45mm x 45mm) for

use in two separately adjustable channels. Also new this year is the BC 85 extra-slim wrist blood pressure monitor. Measurements can be easily transferred to a PC via a USB interface, where further evaluations can then be carried out with the free HealthManager software. Alternatively, they can be sent via Bluetooth to the free 'beurer HealthManager' app. Meanwhile, the new ISL 72 snore stopper is said to detect snoring and provide gentle snoring therapy. It is fixed on the ear. By evaluating snoring sounds and structure-borne noise, the device detects when the user is snoring. A tone and/or vibration pulse in the ear effectively interrupts the snoring by strengthening the respiratory muscles. The user may also change their lying position. The device detects from which level of intensity the person affected reacts and automatically sets this level. The maximum pulse intensity can, however, be set manually.

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



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A TASTE OF THE CÔTE D'AZUR

The €45 million commercial renovation at Nice Côte d'Azur Airport is nearing completion, with a range of tailor-made, unique concepts that convey a true sense of the Riviera. Filip Soete, Chief Commercial Officer, tells Ross Falconer how Nice Côte d'Azur Airport has realised its vision of "the most surprising commercial experience in a European airport."

When launching its commercial redevelopment three years ago, the Nice Côte d'Azur Airport ambition was clear – to create "the most surprising commercial experience in a European airport."

The Terminal 1 refurbishment was completed in May 2016, and Terminal 2 is now 90% complete, so TFWA World Exhibition & Conference visitors will see the results first-hand.

Filip Soete, Chief Commercial Officer, Nice Côte d'Azur Airport, is the driving force behind these developments. In conversation with the TFWA Daily, he describes a "differentiated offer – from entry level to upscale level" and "a Mediterranean approach."

The €45 million commercial investment has seen 11,000sqm in Terminal 1 impacted by the revamp, with retail space increased by 160%, lounges by 70% and seating spaces by 60%. In Terminal 2, meanwhile, 23,000sqm is being updated, with 110% more commercial space, 90% more seating and lounges



Filip Soete, Chief Commercial Officer, Nice Côte d'Azur Airport: "We have met our objectives for Terminal 1 in terms of revenues, with turnover up by 40%, so we are very happy with that and it is in line with what we expected."

doubled in size.

Commercial revenues in the renovated Terminal 1 have yielded strong results. "We have met our objectives for Terminal 1 in terms of revenues, with turnover up by 40%, so we are very happy with that and it is in line with what we expected," says Soete.

'PLAYFUL NEW LUXURY': WALKTHROUGH STORE

At the heart of the new Terminal 2 commercial offer is an 840sqm walkthrough store operated by Lagardère Travel Retail under its Aelia Duty Free brand, which opened in February. Mirroring the passenger route in Terminal 1, all travellers in Terminal 2 pass through a single security check area before entering the walkthrough store. The aim is to provide passengers with a fluid, simple route through the terminal.

"In opening this new route within Terminal 2, we are able to culminate our vision to offer 'the most surprising commercial experience in a European airport' with an emphasis on sense of place and with brands such as Fragonard, L'Occitane, Lac, and Gas very much related to the Riviera, which complement our existing offer of essential products related to travel or to France," Soete explains.

Indeed, he reports that the Terminal 2 walkthrough store has exceeded expectations, even outperforming the Terminal 1

store. The concept is 'Playful New Luxury', with core categories including fragrances & cosmetics, confectionery, and wines & spirits. New brands include Crème de la Mer, Jo Malone and Filorga, while iconic French brands featured include Chanel, Dior and Guerlain. Meanwhile, a real experience has been created for travellers in the Hair & Nail Bar by Éric Zemmour, which offers express beauty services for nails and the possibility of a blow dry before departure.

F&B INSPIRED BY THE REGION

Among the food & beverage highlights in Terminal 2 is Jamie's Italian, created by UK celebrity chef Jamie Oliver. The 600sqm restaurant opened on 1 June and is one of 10 outlets SSP will run as part of an 10-year deal with the airport. Other highlights in Terminal 2 include L'Estivale, created in partnership with two Michelin-starred chef Mauro Colagreco, and Joe & The Juice. Lagardère is also operating F&B at the airport. La Plage bar will

open in Terminal 2 at the end of 2017, along with Petrossian, Eric Kayser, etc.

Chez Pipo provides a true taste of the Riviera in Terminal 1 with its first airport restaurant. Soete enthuses that it is "a real institution in Nice through the generations, famous for its 'socca' made from chickpea flour". Adapted for the travel environment, it offers a range of products inspired by the region. Meanwhile, La Tarte Tropicienne is a famous patisserie from St Tropez.

The Terminal 2 renovation will be fully complete by the end of the year, at which time there will be 68 shops and restaurants across the two terminals. These are all consistent with the vision to be "surprising, entirely contemporary, and loyal to the locality." Nice Côte d'Azur Airport has truly created a commercial experience that is thoroughly in keeping with the character of the Côte d'Azur. It has been described as a "quantum leap" for the Riviera's gateway, one that visitors at this year's TFWA World Exhibition & Conference will experience for themselves.

AT THE HEART OF THE NEW TERMINAL 2 COMMERCIAL OFFER IS AN 840SQM WALKTHROUGH STORE OPERATED BY LAGARDÈRE TRAVEL RETAIL UNDER ITS AELIA DUTY FREE BRAND, WHICH OPENED IN FEBRUARY.



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PURE FEMININITY

GUESS is taking part in TFWA World Exhibition & Conference with its rich collection of accessories, exuding pure femininity. The global fashion and lifestyle brand is a

long-standing partner of key players in duty free and travel retail, and its products stand out in key international airports, intercepting and engaging on-the-go customers



from all over the world. In the Spring/Summer 2018 collection, trims and appliqués add a touch of sophistication to handbags, while the colour palette plays on an expert blend of neutral and vivid hues. The collection also includes a special line of accessories specifically designed for fashion-savvy globetrotters.

The GUESS logo in different shades of colour embellishes stylish beauty cases and cosmetic cases, while colourful multi-pouch cases, in mirrored or snakeskin-like versions with bold, shiny hardware, are ideal for keeping travel essentials organised.

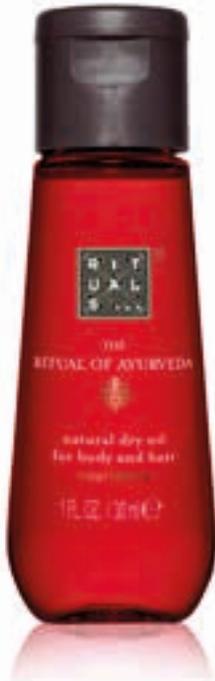
Blue Village F22

LIVING WISELY

Rituals is presenting the new Ritual of Ayurveda, which has been carefully redesigned, offering a collection of luxury home and body care products to help balance body, mind and soul.

The renewed collection, inspired by the ancient Indian wisdom of Ayurveda or 'science of life', features an updated design and brand new products which support the Ayurvedic principle of cleansing and balancing energies. By blending the delicate fragrance of Indian rose with Himalaya honey and sweet almond oil, The Ritual of Ayurveda is sure to boost your mood. The newest addition to the collection is three unique, 100% natural dry oils, each designed to cleanse a specific dosha, or type of energy, and keep them in balance.

"The full collection of 16 products will be in our standalone airport stores and the most in-demand products such as body



creams, bath foam, hand washes, fragrance sticks and scented candles will be available in all our shop-in-shop locations in all territories," says Neil Ebbutt, Director Wholesale, Rituals Cosmetics.

Yellow Village B19



FLAVOUR SENSATION

Butlers Chocolates is unveiling an exciting new collection of milk chocolate truffles and chocolate bars, enhanced with the subtle aroma and unique flavour of Drumshanbo Gunpowder Irish Gin.

The collection comprises Drumshanbo Gunpowder Irish Gin flavoured milk chocolate truffles, alongside a 200g milk chocolate filled truffle bar and a 100g solid milk chocolate bar. Founded in 1932, Butlers is Ireland's premier

family-owned firm dedicated to the craft of exceptional chocolate-making. A testament to their chocolate artistry, the chocolatiers at Butlers have succeeded in marrying delicate milk chocolate with the fresh citrus taste and spicy notes of oriental botanicals from Drumshanbo Gunpowder Irish Gin, creating a unique flavour sensation, sure to delight gin lovers everywhere.

Drumshanbo Gunpowder Irish Gin is slow distilled in a medieval copper pot with oriental botanicals and gunpowder tea at The Shed Distillery of P.J. Rigney in Co. Leitrim. Taking its name from one of the signature botanicals – Gunpowder Tea, the recipe also includes fresh lime, lemon and grapefruit among eight other exotic botanicals.

Green Village L56

ARRAY OF AROMAS

The House of CAMUS is unveiling its new CAMUS XO Borderies Family Reserve at TFWA World Exhibition & Conference. The best-selling expression of the

CAMUS range comes from a Single Estate belonging to the CAMUS' family private vineyards. It is located in the Borderies cru, a small and very exclusive area

in the very heart of the Cognac Appellation where Cognac production originated hundreds of years ago. CAMUS XO Borderies is produced using only the wine from the family-owned 180 hectares' vineyards. From the grape to the bottle, CAMUS XO Borderies is crafted by the CAMUS team which certifies and

guarantees its quality. CAMUS XO Borderies Family Reserve Single Malt Estate Cognac unveils the full extent of its rich array of aromas with fruity, spicy, gourmet notes before developing perfectly towards a finish with long-lasting floral hints.

Blue Village F11





Le Bijoux

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VILLAGE
F58
YELLOW

BOTTLED IN BOND

Brown-Forman Global Travel Retail is unveiling the much anticipated Jack Daniel's Bottled In Bond Tennessee Whiskey as the signature event of its activities at TFWA World Exhibition & Conference. The launch of the 100 proof travel retail exclusive comes on the 120th anniversary of the United States Congress passing the Bottled In Bond Act in 1897.

Jack Daniel's Bottled In Bond – a permanent line extension in the Jack Daniel's Family of Brands – will be a travel retail exclusive available in major airports and other international points of departure and arrival around the world. It will begin shipping in the summer of 2018.

Marshall Farrer, Senior Vice President and Managing Director, Brown-Forman Global Travel Retail, described Jack Daniel's Bottled In Bond as a tremendous addition



to the portfolio and a must-have for Jack Daniel's fans and whiskey aficionados around the world. Lynne Tolley, the great grandniece of Jack Daniel and a legendary fixture at

the Jack Daniel's Distillery since 1980, is making her inaugural visit to Cannes to participate in the launch.

Beach Village Beach 03



Leyla dog is a faithful companion and travels with you to all the places around the world. This beautiful dog is made from amazingly soft white plush and comes to you in a durable suitcase. The article is a travel retail exclusive and is a perfect gift to also celebrate the Chinese 'Year of the Dog' in 2018. Like all Steiff creations, he wears the world-famous 'Button in Ear' trademark, symbol of

PERFECT GIFTS

highest quality and safety. Meanwhile, nothing says fun like Fynn, an ultra-huggable best friend from the company that invented the teddy bear over a century ago. Fynn is handmade from cuddly soft plush and manufactured to the highest international safety

standards. He comes to you in a durable suitcase that is designed to go anywhere from shopping trips, to grandma's house, and to vacations. He, too, wears the world-famous 'Button in Ear' trademark.

Mediterranean Village N17

FORM AND FUNCTION

TUMI is rolling out exciting new styles and vibrant colours for its Men's, Women's and Travel Collections for Fall 2017, which will be found in travel retail locations across the world. The TUMI Fall 2017 Travel collection celebrates New York. The strong colour palette and graphic prints derive inspiration both from city highlights and upstate features.

Since its launch, TUMI's 19 Degree collection of aluminium luggage has become a travel staple for every style maven on the go. A masterful combination of form following function, of luxury and innovation, this collection is the pinnacle of travel gear. This fall, 19 Degree Aluminium is introduced in new seasonal colour blue. Offered in



International Carry-On, Short Trip Packing Case, and Extended Trip Packing Case sizes, this aluminium assortment features a reinforced frame-case design – with two snap closures for carry-on bags and three snap closures for check-in bags – and die-cast corner caps for

additional protection. The interior is expertly appointed with the finest aesthetic and organisational features, including a lightweight lining with an embossed diamond pattern that complements the unique exterior pattern.

Riviera Village RG14

ULTRA-LUXURY BLEND

This year's TFWA World Exhibition & Conference sees Imperial Tobacco continue its Experience & Evolution approach through its themed stand in Cannes, which is divided into various meeting rooms that reflect the focus and strategies for the coming year.

Imperial Tobacco has revealed the third in its duty free exclusive Davidoff Magnum Elite series.

Magnum Elite Legend is a limited edition, ultra-luxury cigarette targeted at high-spending travellers through a few selected airport retail locations worldwide.

Like the two successful editions before, Magnum Elite Legend aims to underline the premium position of Davidoff within

duty free. It will be aimed largely at Chinese travellers, along with other Asian nationalities.

Every Davidoff Legend is crafted using the finest tobacco leaves. The leaves are harvested at their optimum, matured for up to nine months, after which the master blender creates



the signature Magnum Elite Legend blend. Burley tobacco gives it strength, Virginia lends its sweet character, while sun-dried Oriental adds a hint of the exotic. Every duty free box is individually numbered.

Golden Village G06

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GIFTING OFFER

Mondelez World Travel Retail is expanding the gifting offer in travel retail with an exciting line-up of new travel retail exclusives from its iconic chocolate brands. Toblerone is unveiling

Toblerone Happy Holidays Tiny Mixed Bag 272g and Milk Bar 360g, featuring a limited edition packaging design with global appeal to cover various holiday celebrations. The Tiny Mixed Bag 272g contains 34 individually wrapped pieces of Toblerone Milk, White and Dark Chocolate in miniature 8g bars for sharing, while the pre-sleeved Milk Bar 360g makes the perfect gift. Milka Fun Naps 101g is a canister filled with 22 individually wrapped milk chocolate naps, topped with a novelty Lila the Cow moving

toy head. Milka Alpine Cow 70g comes with an ultra-huggable Lila the Cow plush toy. The storage box contains 15 milk chocolate naps and depicts a magical Alpine scene. Cadbury is introducing the Countline Box 540g, filled with 12 individually wrapped single bars that are great for sharing. The boxes are available in three popular flavours: Dairy Milk, Dairy Milk Whole Nut and Dairy Milk Caramel.

Riviera Village R65



COLOUR AND CREATIVITY

Desigual unveiled its Spring/Summer 2018 show at New York Fashion Week in September. It marked Jean-Paul Goude's first step as Artistic Director of the brand. The women's fashion Spring/Summer 2018 collection was inspired by a voyage through different types of jungles: exotic, psychedelic, and more. It blends cross-cultural references in a panoply of colour and creativity, optimism

and singularity, and non-conformity and vitality. The silhouettes are casual but textured, including everything from raffia to polka-dots, and there is an emphasis on looseness and pattern. Pieces included colour-blocked knit sweaters, interweaving mesh and marine striping; elsewhere, kimono and pyjama volumes are cut with fluid fabrics. Jackets – on the shorter side, in leather or denim – are complemented by

golden accent jewellery, while bohemian skirts and dresses are treated with trippy geometric prints. Tahitian flowers, palm groves, and even a Mickey Mouse print are also in the mix. The Spring/Summer 2018 show also included a 16-piece capsule collection called 'Desigual Couture' designed by Jean-Paul Goude himself.

Bay Village Bay Terrace 4

COUNTER TOP DISPLAY



Sambuca and liqueur specialist Rossi D'Asiago is exhibiting at TFWA World Exhibition & Conference with its globally successful Antica Sambuca brand. The Antica Sambuca Classic follows a recipe created in the mid-1950s, inspired by the craft production process inherited by Augusto Rossi, son of the founder of Rossi D'Asiago Giovan Battista Rossi. Made from only natural ingredients, distilled in an infusion of anise star fruits and other herbs in alcohol, the precise process ensures distinctiveness and uniqueness. Essential oils are extracted from the distillation under steam of the anise stars and herbs, including oranges,

cinnamon, nutmeg, fennel, and pepper. Last year saw the introduction of Rossi D'Asiago's first 5cl miniature Antica Sambuca bottle – introduced to open up new opportunities with airlines and ferry/cruise operators. This year, Rossi D'Asiago returns with its new counter top display for

its miniature bottles. The Antica Sambuca branded display is ideal for the duty free market, allowing a number of bottles to be displayed in an eye-catching way. Each counter top display unit can hold 30 5cl Antica Sambuca bottles.

Marine Village R3

MULTI-CATEGORY CREDENTIALS

Victorinox – famed for its iconic Swiss Army Knives – is showcasing its multi-category credentials in Cannes for the first time. While knives are a core part of the offer, it also spans travel gear, watches and fragrances. Among the key product lines are the I.N.O.X range of watches and the recently launched Lexicon Hardside luggage range. Where opportunities for dedicated spaces present themselves, Victorinox plans to open multi-category retail stores at key hubs. At the same time, it is focused on building stronger partnerships with retailers in order to grow its presence through increased distribution, shop-in-shops, and additional POS. "At the moment, delivering on this strategy is as much about awareness

as anything else," says Thomas Bodenmann, Director of Global Travel Retail, Victorinox. "Victorinox is an iconic brand – well known around the world – but not one with a great pedigree in travel retail.

Our message to the industry, particularly airport authorities and retailers, is 'We're here and we're taking travel retail seriously'."

Bay Village Bay 17B



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Travel Retail Senior Manager, Annette Rosendahl

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ROARING SUCCESS

Accolade Wines comes to Cannes having recorded great success with its flagship New Zealand brand Mud House's sponsorship of the British & Irish Lions tour, held across New Zealand throughout June. It used the sponsorship to help drive the Mud House brand within travel retail, targeting rugby fans and wine drinkers as they travelled. The team developed a bespoke travel retail campaign that linked into the Lions sponsorship and gained large scale visibility in four major airports (London Heathrow, London Stansted, Auckland and Sydney). The campaign revolved around a new GTR exclusive, limited edition,

commemorative tin for its Mud House Hill No. 5 single vineyard Sauvignon Blanc. "Coming to Cannes off the back of such a successful activation gives us a great opportunity to discuss future activations with current and potential retail partners. TFWA World Exhibition is a key date in our calendar and we look forward to welcoming colleagues and friends to our stand," says Rupert Firbank, Commercial Director, Accolade Wines. Mud House and the Accolade wine portfolio can be viewed at TFWA World Exhibition & Conference.

Red Village J2



LUXURY ACCESSORIES

German brand FEILER introduced its new butterfly logo in January 2017 in order to further sharpen its image as a luxury accessories brand. The butterfly is the perfect metaphor for lightness and bright colours, which FEILER weaves out of its caterpillar 'chenille' yarns into all its unique and soft products. The new logo perfectly symbolises the attractiveness and lightness of FEILER products. With 'Finja' and 'Toy Box', FEILER has launched two new designs for children, which are superb products for gifting. 'Toy Box' for the new born can be combined in a

boxed set, including a bib and facecloth. With its compact size, the box is ideal for inflight assortments. Indeed, ANA has already worked successfully with the same box, including other FEILER items. Every little girl's dream is unicorns, says FEILER. With 'Finja', the brand deciphers them into its unique chenille and has created a series including facecloth, bib and a sweet pouch. As with all FEILER products, 'Finja' is 100% made in Germany, 100% cotton and OekoTex certified.

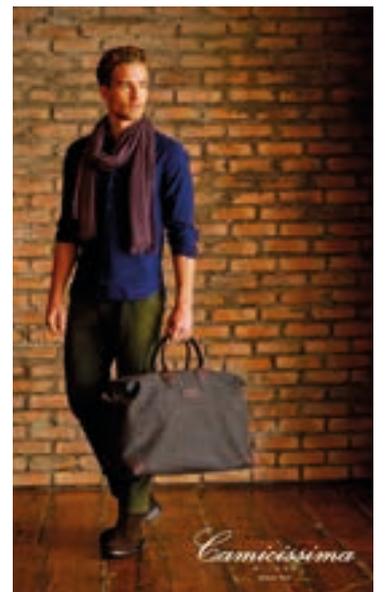
Yellow Village F45

MODERN AND ELEGANT

Camicissima is present for the first time at TFWA World Exhibition & Conference. The high-quality Italian fashion brand is eyeing international travel retail expansion, following its success in international domestic markets and rapid development at Italian airports. The brand, which offers stylish, modern and elegant shirts, along with a selection of other clothing and accessories, operates 11 mono-brand stores at airports in Italy, opening its first outlets in 2009 at Milan Malpensa, Venice and Florence. It has since followed this initial burst with openings in Rome Fiumicino, Milan Linate, Verona and Pisa, plus another two stores established in Milan Malpensa and Turin in 2016. Camicissima's collection of pure cotton non-iron shirts is particularly apt for travellers

wishing to purchase an upmarket and refined shirt with classic detailing and a comfortable style. The company's offer extends from its Classic line through to trendy shirts, as well as super-light breathable linen shirts. Camicissima's shirts are complemented by a full range of accessories, and the collection is rounded out with two fragrances.

Harbour Village Lady Soul



WHAT A YEAR

It has been a phenomenally successful year for MacDuff International. With the news that Lauder's has climbed to fifth in the standard blended Scotch whisky category in European travel retail, the Glaswegian brand from 1834 can now also boast third place in Nordic Travel Retail with sister brand Islay Mist growing at 31%, faster than any other brand in the top 15, reaching the number eight spot. It follows an impressive year, in which both brands

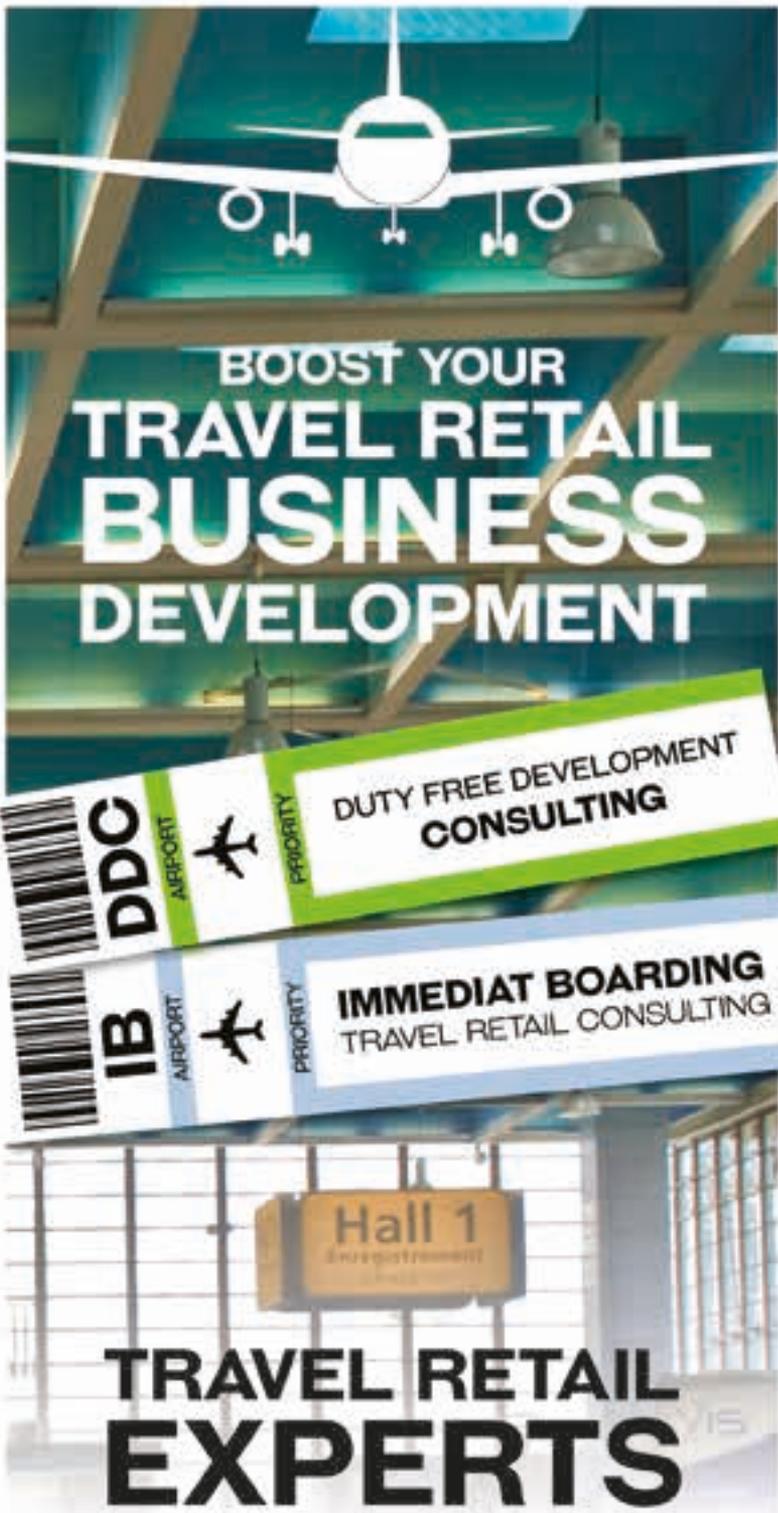
received gold medals from renowned international competitions. This autumn sees the launch of one of the most iconic whisky bottles in the world for the first time as a miniature, namely the Lauder's four-sided pinch bottle. The same easily recognisable bottle can now be found in a 5cl size.

A luxury tasting pack with three small bottles is also being launched. The three-bottle Lauder's Tasting Pack consists of 3 x 5cl bottles with Lauder's Finest, Lauder's Sherry Edition and Lauder's Port Edition.

Green Village L64

On the occasion of the company's 25th anniversary, Scotch whisky blenders MacDuff International invites customers and friends to its stand – Green Village L64 – from 17:00 to 18:00 this evening to celebrate with a dram of Lauder's 25 Year Old.





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Riviera RG 16



HUGE POTENTIAL

Scarf and textile accessories company Morgan & Oates returns to TFWA World Exhibition & Conference with an ambition to expand its distribution channel into airport and cruise ship/ferry retail. Having built its reputation as an inflight supplier, and while that remains its core business, Morgan & Oates sees huge potential for the brand in the wider travel retail arena. Aiming to entice new

operators, Morgan & Oates is showcasing its newly extended Heritage Collection – a range of luxurious 60 x 180cm blended 10% Cashmere/90% Merino wraps. Following the success of the exclusive blue Zebra stripe created for SAS, Morgan & Oates introduced red and green versions in Singapore for the wider market. These were so well received that it has added new summery

shades for Cannes. Morgan & Oates' Poppy Red floral collection continues to be in high demand, so it has extended the range with new designs and colourways. New abstract prints have been added to its ever-popular floral collections in a variety of colourways.

Mediterranean Village P19

PLUSH GIFTS

International Bon Ton Toys is highlighting a special selection of the WWF Plush Collection for travel retail and duty free. The line has been extended with an exclusive backpack range and a gift box set, representing the key species of WWF. WWF is one of the world's largest conservation organisations conceived on 29 April 1961. Over

the 50 years since it was founded, WWF has opened offices in more than 80 countries around the world. The WWF Plush concept aims to create awareness and educate, as well as to raise funds for local WWF organisations. Since the start of the project, it has already donated over US\$6.5 million to WWF's conservation efforts,



because for every WWF plush gift sold, a donation is made to your local WWF organisation.

Duty free and travel retailers can support WWF by listing the WWF Plush collection, and

International Bon Ton Toys offers a wide range of instore display material such as special gondola

and promotion material.

Blue Village F25

EXCLUSIVE RANGES

Diverse Flavours is exhibiting its Sake range at TFWA World Exhibition & Conference. Sakuramasamune is one of Japan's oldest Sake makers and started brewing Sake in 1625. It is located in Nada district in Kobe, Hyogo prefecture, the most famous region for sake brewing. In 1840 the 6th head of the family, Tazaemon Yamamura, discovered the 'Miyamizu' groundwater that influences a lot of the Sake industry today. He was also responsible for finding out the relation between the Sake quality and the rice polishing ratio. In brewing he used rice that was polished longer and made whiter than usual.

In 1884 the brand name 'Sakura Masamune' was registered. In 1992 the name was changed to 'Sakura Masamune Co.' In Cannes, Diverse Flavours is showcasing two exclusive duty free packs: Sakuramasamune Traditional Junmai, and Sakuramasamune Sparkling Sake Dry 200ml bottle and travel retail pack containing multiple 200ml bottles. In addition, it is showing the famous: Aramakiya Tazaemon – Junmai Daiginjo, Ouka Ichirin – Daiginjo, and Miyamizu No Hana – Yokubetsu Junmai.



Red Village L34

TRULY ITALIAN

Morellato Group, a distributor and manufacturer of high-end watches and jewellery, is exhibiting for the first time at TFWA World Exhibition & Conference. With brands including Morellato Jewels, Furla watches, Trussardi watches and Maserati watches and jewellery, Morellato aims to gain extended distribution and optimum visibility for its fashionable, on-trend portfolio. With a number of travel retail listings in Asia and a developing travel retail business in Europe, Morellato is confident that TFWA World Exhibition &

Conference will provide the perfect platform from which to continue expanding its distribution globally. "Over the last few years, we have established ourselves in the Asian travel retail market, securing listings on over 20 key carriers," explains Massimo Carraro, President, Morellato Group. "However, Morellato Group's home is in Italy, where we are one of the most important groups in the watches and jewels field. We represent true Italian brands that perfectly reflect the Italian lifestyle. Our licenses – Furla, Trussardi and



Maserati – are all truly 'Italian', while our own brand Morellato is equally representative of the best in jewels and watches."

Blue Village F15



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FUNCTIONALITY AND COMFORT

Paul & Shark is showcasing its new Aqua Leather range – water repellent leather garments treated to maintain their softness – a combination

of high-tech with functionality and comfort. Also part of Paul & Shark's portfolio is its Travel Project collection – clothing designed to ensure

maximum comfort when travelling, combining precious materials with sophisticated and practical details. Blazers and trousers are made of crease-proof and stain-proof fabric, suitable for both formal clothing or high performance leisure time clothing. Sweaters in cashmere intertwined with an ultra-fine nylon thread maintain their shape and elasticity. The foldable, ultra-light, down jacket is perfect for travelling. In continued celebration of the brand's 40th anniversary, Paul & Shark is bringing the Sharkflage collection back to Cannes – developed in collaboration with the South African biologist and photographer Chris Fallows. Based on a snapshot he took in the waters off the coast of South Africa, Paul & Shark has graphically revisited the subject of this photo by creating an exclusive pattern for a capsule collection.

Riviera Village RH8

SUPERB VINTAGES

Clarence Dillon Wines is one of the most important fine wine merchants in Bordeaux, as well as the creator and exclusive distributor of the first super premium brand of Bordeaux: Clarendelle, inspired by Haut-Brion. It is presenting the latest additions to its family of wines at TFWA World Exhibition & Conference. The 2016 vintage of Clarendelle Rosé is truly elegant. With a beautiful pale pink colour, the wine is suave and concentrated, while remaining tremendously fresh. Meanwhile, resplendent in a new clear bottle, Clarendelle Blanc now reveals its light golden colour while adorning its label with the same

colour code as its big brother, Chateau Haut-Brion Blanc. With a pale crystal-clear colour, a superb bouquet that displays beautiful freshness, and a mineral and full-bodied palate, it is a delightfully mineral and fruity 2016 vintage. The Clarendelle family is also adding two new wines, the Médoc and Saint-Emilion appellations, which express the best of these exceptional terroirs.

Yellow Village H61



GIFTING INNOVATION

The Hershey Company is unveiling its next wave of innovation to deliver category growth through expansion into gifting. Hershey's World Travel Exclusive Innovation features three items. Firstly, Hershey's Premium Travel

Collection: 288.4g assortment, which is described as perfect for chocolate lovers. This unique collection includes a variety of milk and dark chocolate truffles, and delicious caramels coated in vanilla, butter rum and chocolate.

Second is Hershey's Kisses Chocolates Multipack, 164.4g assortment. This travel exclusive is available in a sharable format for family and friends. The item includes four 1.5oz large size Kisses chocolates packed into individual giftable boxes. With travel convenient packaging and attractive designs, this ready-to-gift offering will impress family and friends alike.

Third is Hershey's Nuggets World Travel Collection, 454g assortment (milk chocolate, special dark mildly sweet chocolate with almonds). This new assortment variety features Hershey's Nuggets with its most popular flavours.

Green Village M53



DISARONNO WEARS MISSONI

For the fifth consecutive year, the world's favourite Italian liqueur presents an exquisite limited edition, this time designed by famous Italian fashion house Missoni.

The zig zag design envelops the bottle and turns it into a true collector's item, a perfect gift for those who are fashion savvy and love Disaronno, particularly during the

festive season. The collaboration between Disaronno and Missoni also sees the creation of six delightful limited edition mini bottles to collect, available in packs of three. The Disaronno icon editions are proven success stories in travel retail, and the Missoni version has already been

listed with retailers across the Americas, Europe and the Gulf, including Heinemann, LS Travel Retail, Paradies Lagardère, Dubai Duty Free, and various cruise lines including Carnival, Royal Caribbean, Celebrity, Holland America and Disney. The limited edition bottle will be supported

by high visibility merchandising, and exciting in store activations. The exclusive limited edition will be on sale worldwide from October and can be seen at TFWA World Exhibition & Conference on Illva Saronno's new stand.

Bay Village Bay 19

New at TFWA

100% family owned Dutch brewer

Dutch family brewer Bavaria NV makes its debut appearance at TFWA World Exhibition & Conference 2017 as part of its strategy to launch its portfolio of premium craft beers in global travel retail. Bavaria NV is one of the last truly global independent family owned premium brewers left in the world. Founded in the small Dutch village of Lieshout in 1719, and owned to this day by the Swinkels family, Bavaria has been perfecting the art of crafting great beer for nearly 300 years. Today it is Holland's second largest brewing company.

Now launching in global travel retail, Bavaria offers the discerning consumer a range of individual and distinctive craft beers including Bavaria Premium, Cornet, Palm, La Trappe, Rodenbach, Swinkels' and Bavaria 0.0 alcohol-free beer.

Bavaria will make its appearance at the TFWA duty free trade show aboard the historic schooner Sunshine, which will be moored at Jetée Albert Edouard/Gare Maritime in the official TFWA Harbour Village in the old port of Cannes, adjacent to the Palais des Festivals.

To arrange an appointment to discuss how Bavaria craft beers could be introduced to your customers, or for more information, please contact Mr. Jeroen Beijer, Global Director Duty Free at jeroen.beijer@bavaria.nl or +31-499-428538, check www.bavariadutyfree.com or visit Bavaria on schooner Sunshine during TFWA World Exhibition.

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François Bouyer, President and Founder, BeThe1: "We felt we should not only claim the results we have. We are putting actions behind our words. None of our competitors are talking about retention in this very specific way. In order to give a clear advantage in using BeThe1, we decided to introduce the new fee structure. We, effectively, do not charge anything to our customers until we are almost certain that we will succeed."

Travel remains an attractive sector for young professionals, one that is eminently international, extremely competitive, and globally coordinated.

Indeed, François Bouyer, President and Founder, BeThe1, notes that while traditionally candidates have moved between positions within travel retail, the attractiveness of the industry continues to grow, with new actors entering the market. He explains that travel retail is a special sector as it is particularly international, with companies of all different sizes. "We see that consolidation in the industry is continuing, with brands adding more dedicated travel retail business units," he says. "Travel retail has been growing tremendously in recent years, and current difficulties will be overcome. The attractiveness for young professionals gets bigger – there's no other industry that brings you international exposure like travel retail does. It has become the most visible and biggest distribution network among all the others. Digital is also attractive to young professionals, and we see that merging with travel retail, with companies embracing digital and e-commerce." BeThe1 is a recruitment consulting firm of middle and senior management in luxury, fashion, beauty and retail. It has a high success rate, with 94% of missions successfully

TRAVEL RETAIL AN 'INTERNATIONAL, COMPETITIVE, ATTRACTIVE SECTOR FOR YOUNG PROFESSIONALS'

François Bouyer, President and Founder, BeThe1, interviewed by Ross Falconer.

filled, and 65% of candidates placed in a new position still with the same company three years later. Highlighting its long-term commitment to high-quality recruitment and return on investment, BeThe1 recently introduced a new fee structure. "We felt we should not only claim the results we have. We are putting actions behind our words," says Bouyer. "None of our competitors are talking about retention in this very specific way. In order to give a clear advantage in using BeThe1, we decided to introduce the new fee structure. We, effectively, do not

charge anything to our customers until we are almost certain that we will succeed. Secondly, as we have an almost unheard of retention rate of placed candidates, we decided to offer specific conditions to replace candidates if they leave. We enter into a long, deep partnership with our customers." Indeed, while the new fee structure has only recently been introduced, Bouyer reports overwhelmingly positive feedback. BeThe1's long-term commitment is indicative of the humanistic approach it takes to recruitment. Its consultants are people-oriented, with a solid human resources acumen. They also have highly-developed skills in assessing people and business situations. Bouyer invites companies in the travel retail industry to look at their recruitment with a long-term mindset. "Think about the length of stay of your people, return on investment, and the cost over time of recruitment. Always get a little deeper into the potential of long-term, high-quality recruitment," he concludes.

BeThe1



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