

## TFWA ANNOUNCEMENT

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### TFWA WORLD EXHIBITION WORKSHOPS ADDRESS MAJOR CONCERNS AND TOPICAL ISSUES

Low cost airlines, the Asian consumer and legislative threats to the duty free and travel retail industry will be under the spotlight at three special Workshops during TFWA World Exhibition in Cannes in October.

The **Airline Workshop** on Tuesday 19<sup>th</sup> October from 08.00 to 09.00 in the Riviera Beach marquee next to the exhibition venue will take the theme 'Low cost, high potential?'

Led by Chris Tarry, Senior Associate, Nyra Capital and moderated by Doug Newhouse, Editor, The Travel Retail Business, this breakfast workshop will debate whether low cost carriers (LCCs) are set to become the most influential segment of the global aviation industry and what their impact will be on duty free and travel retail.

LCCs have not only changed the way people fly, they also impact the way other stakeholders are constructing their business models. Legacy carriers are launching low cost pricing policies, airports are introducing dedicated budget terminals to cater to the low cost passenger and retailers and suppliers are altering their offer.

'The Asian Consumer' will come under scrutiny in the **Asia Pacific Workshop** on Wednesday 20<sup>th</sup> October from 08.00 to 09.00 in the same venue.

Paul Husband, Managing Director, Husband Retail Consulting, Sunil Tuli, President APTRA & Managing Director, KingPower Group (Hong Kong) and Mathieu Vanhalst, International Sales Manager, TFWA will lead the workshop and the moderator will be Michael Barrett, Conference & Research Manager, TFWA.

Retail specialist and co-author of 'The cult of the luxury brand', Paul Husband will trace the history of the retail revolution in Asia and the evolution of the premium and luxury goods sector, focussing on the aspirations of consumers in Asia's top five markets.

The session will also look at the opportunities for the duty free and travel retail sector across the Asia Pacific region today.

A TFWA **Industry Association Workshop**, in co-operation with ETRC, will be held in Auditorium K in the Palais des Festivals on Wednesday 20<sup>th</sup> October from 16.30 to 17.30 which will be open to representatives from all exhibitors as well as visitors.

The various duty free and travel retail trade associations around the world will present the facts on critical issues likely to affect the industry, regionally and globally, including the impact on travel retail of cabin baggage restrictions being introduced by low cost and legacy airlines and various government initiatives threatening duty free tobacco sales.

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The floor will then be opened up to debate the issues raised, with the objective of producing an action plan to help the industry protect its interests.

For further information about TFWA World Exhibition (17-22 October) and registration details please consult [www.tfwa.com](http://www.tfwa.com).

Ends

**Note to editors:** the Industry Association Workshop is open to registered visitors and exhibitors only. A short review will be available to the media soon after the event.

**For further information please contact**

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