

Tax Free World Association Membership and Exhibition Application Form

Please read carefully prior to filling in application. Thank you.

1. What is TFWA?

Founded in 1984, TFWA is the world's largest Duty Free and Travel Retail Association, with a membership of around 420 companies supplying this global market.

TFWA is a non-profit making organisation, the leading provider of high quality trade and industry exhibitions and related business support services to the Duty Free and Travel Retail industry.

TFWA pursues four main lines of activity: Exhibitions, Conferences/workshops, Research and Corporate Development. TFWA exhibitions have become major events in the industry calendar, recognised as a guarantee of the highest standards in event management, as have the highly acclaimed conferences.

The research arm of the Association provides its members with in-depth information concerning key issues affecting the Duty Free and Travel Retail industry. The Association is continually seeking to expand its range of activities, for the benefit of all TFWA Members and the industry in general in accordance with its commitment to the ongoing development of the Association and the industry it serves.

As a non-profit making organisation, the Association is instrumental in encouraging and establishing close relationships between suppliers, operators and other stakeholders worldwide, and plays a vital role in representing the interests of its Members and the industry as a whole.

2. Application form: How to proceed?

- Why an application form?

This application form allows us to collate relevant information required to introduce your company to the Management Committee as a candidate for TFWA exhibitions and/or membership.

Applications for exhibitions and for membership will be considered separately.

Please note that Membership and Exhibition application for participation in a TFWA exhibition are two separate and independent issues: you can exhibit at TFWA World Exhibition in Cannes and/or at TFWA Asia Pacific & GATE ONE2ONE in Singapore without being a TFWA member, just as you can be a member without exhibiting.

To become a member of TFWA, your company must be either a brand owner or a worldwide distributor/licensee for a brand / brands sold in the international duty free and travel retail market.

We thank you in advance for completing this form carefully, and please enclose literature on your products (catalogue, brochure, etc.) together with any other relevant information.

- Our Confidentiality Policy:

Please be informed that filling in all information sections in the form is mandatory. However, we appreciate there may be confidentiality concerns, and undertake that the information received is for internal use by TFWA only and will not be disclosed.

1. APPLICATION FOR:

TFWA MEMBERSHIP

If application approved, membership requested to apply (please choose one possibility):

- THE CURRENT YEAR** (the entire annual membership fee is due for the remaining of the year and membership becomes effective as soon as payment is made)
- AS OF JANUARY NEXT YEAR** (12 month-membership effective next year, starting January pending payment of fee)

AND/OR A STAND AT ANY / BOTH

TRADE EXHIBITIONS:

- TFWA WORLD EXHIBITION 2011** – deadline to apply: 30 April 2011
Cannes (France), 16 – 21 October 2011
If application approved, average size of stand required: sqm
- TFWA ASIA PACIFIC & GATE ONE2ONE 2011** – deadline to apply: 13 February 2011
Singapore, 15 – 19 May 2011
If application approved, average size of stand required: sqm

2. COMPANY DETAILS

COMPANY NAME:

Address:

Country:

Tel: Fax:

E-mail: Website:

Date of company registration: Registration number:

Number of Employees:

CONTACT NAME:

Job title: Signature:

3. COMPANY BACKGROUND AND ACTIVITY

Please provide detailed information on your company background and activity:

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Manufacturer/Brand Owner Agent Distributor*

* Please note that an exclusive worldwide distribution license is needed to apply for membership and for exhibition space in Cannes. For Singapore, an exclusive regional license for the Asia-Pacific region is required. **Please enclose it with this application form.**

4. COMPANY SALES

Global Turnover: (please specify currency)

Share of turnover deriving from Duty Free and Travel Retail.....%

5. PRODUCT SECTOR

If you have products in different sectors, please **choose ONE** which is your core business category. Multiple-choice applications will not be accepted.

- WINE & SPIRITS
- TOBACCO
- FRAGRANCES & COSMETICS
- FASHION / ACCESSORIES
- LUGGAGE
- JEWELLERY
- WATCHES, CLOCKS
- HOME DECORATION / TABLEWARE
- GIFTS / TOYS
- ELECTRONICS
- CONFECTIONERY & FINE FOOD

6. PRODUCT DETAILS

Please provide detailed information on brands you **manufacture/distribute** (if you apply for exhibition space, please state only those you wish to exhibit) and enclose relevant documentation about your company, **brands and products** (brochures, leaflets, samples etc.). **If you are a licensee/agent**, it is necessary to enclose a copy of the agreement for each brand stating the scope of business and extent of exclusive distribution.

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NB: Please note that samples of your products that may accompany your application form will not be returned.

Please indicate and describe if a special range of products for the Duty Free and Travel Retail Market is available:

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7. DUTY FREE AND TRAVEL RETAIL DISTRIBUTION

Please provide a detailed list of the Duty Free and Travel Retail points of sale where your products are already listed:

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8. COMPANY STRATEGY

- Please briefly explain why you wish to apply for TFWA Events / Membership:

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- Your company's development perspectives in Duty Free and Travel Retail:

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9. PARTICIPATION IN OTHER EXHIBITIONS

If you have already participated in other trade or consumer exhibitions, please specify the names and year, and if possible enclose a photo of your stand.

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Please kindly return this form and all additional information to :

TFWA
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