



**TFWA ASIA PACIFIC
& GATE ONE2ONE**



**TFWA
ASIA
PACIFIC**

GATE ONE2ONE
2

SINGAPORE 11-14 MAY 2009

BY THE TRADE FOR THE TRADE

ORGANISED BY

TFWA

www.tfw.com

Welcome



MICHAEL BARRETT

CONFERENCE AND RESEARCH MANAGER

TFWA



TFWA Asia Pacific & GATE ONE2ONE is...

the ultimate duty free

& travel industry

business networking

event

DUTY FREE & TRAVEL RETAIL SALES 2007



Strong performance bodes well for the industry in Asia Pacific

In 2007 nine out of the world's top ten fastest growing airports were in Asia-Pacific.

Airport passenger growth throughout Asia Pacific rose by an average of 9.1% in 2007...

Travel retail sales were up almost double, by 17.1%, in the same period.



BUT

Global aviation hit by soaring fuel costs

The financial crisis will also have considerable impact

The long-term perspectives shouldn't be too hard-hit

TFWA Asia Pacific



A bigger, better exhibition year on year...

Growing in surface area...

15 % increase on stand space

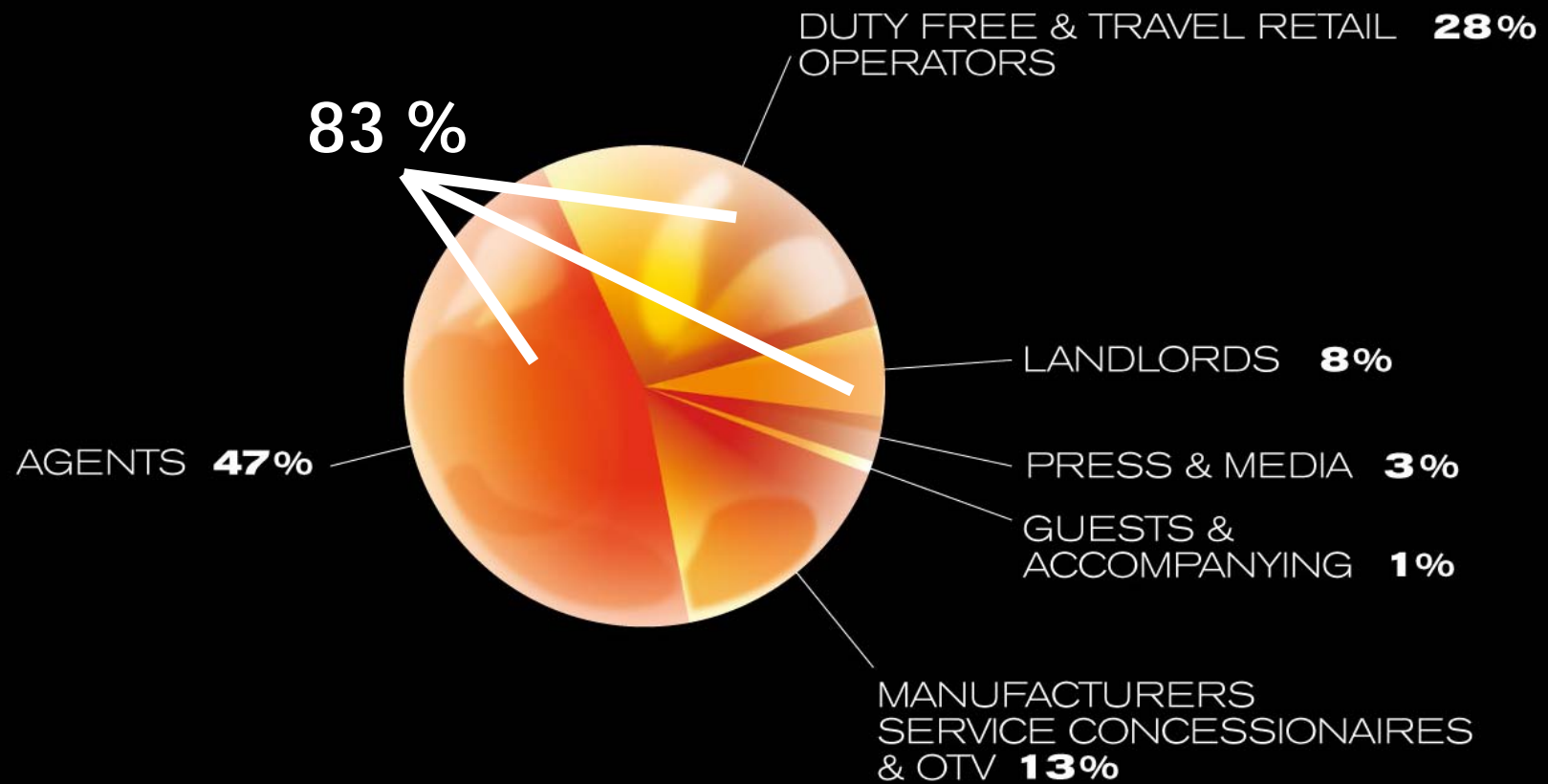
Attracting more & more high quality brands...

23 % increase of NEW exhibitors

And more « High Quality » visitors!

GENERAL VISITORS FIGURES

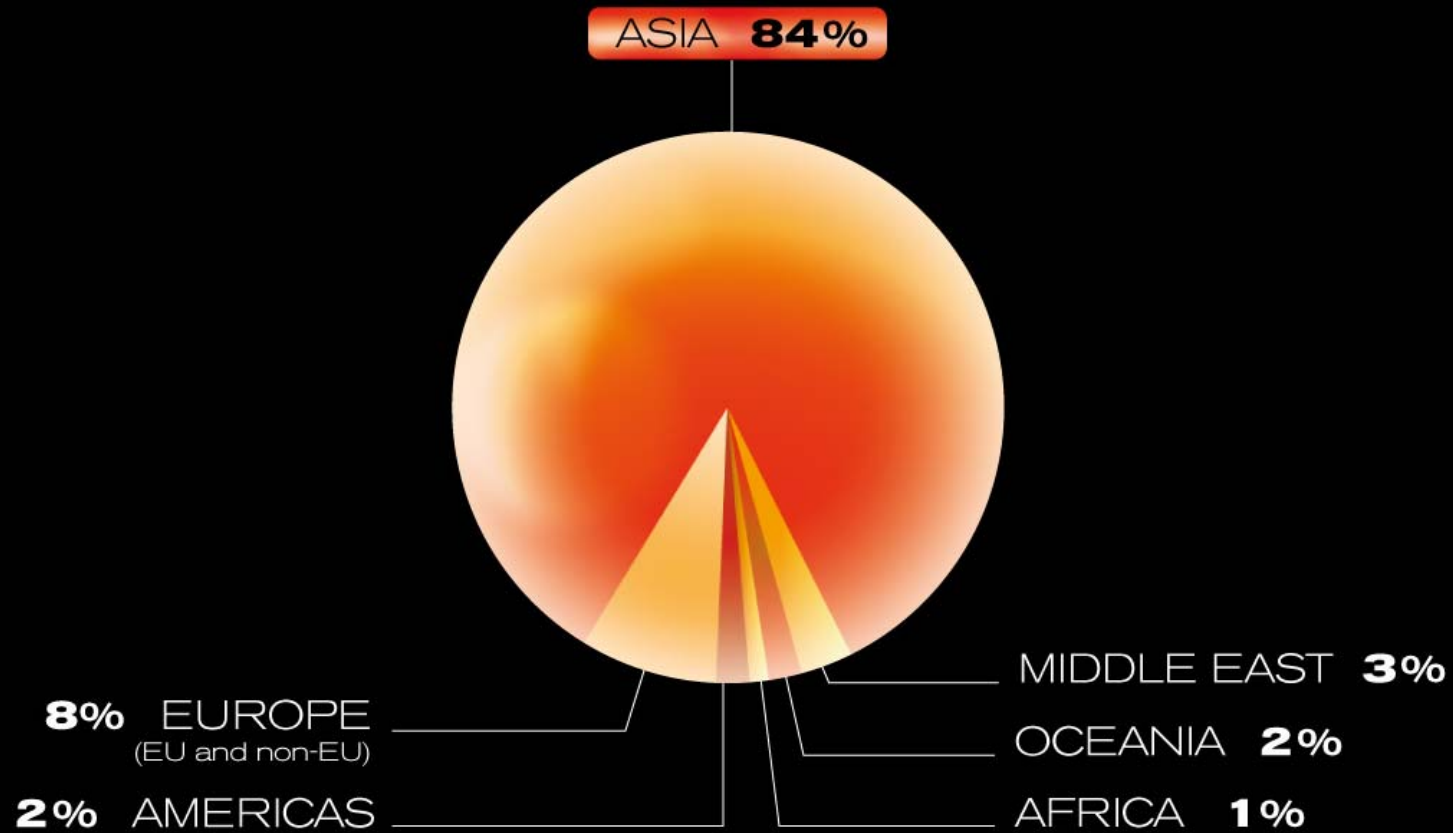
SPLIT BY VISITOR CATEGORY



BUILDING ON SUCCESS...



SPLIT BY REGION



BUILDING ON SUCCESS...



Almost all major brands from :

Wines & spirits

Tobacco

Confectionery

Fragrances & cosmetics

TFWA Asia Pacific



A unique exhibition...

Regional

Focussed, in-depth meetings

Excellent business environment

WEEK'S NEW FORMAT

THREE DAYS EXHIBITION: 222 EXHIBITORS AND 3500 ATTENDEES IN 2008



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In May 2008, TFWA Asia Pacific & GATE
ONE2ONE joined forces to create

the ultimate duty free

& travel industry business

networking event

TFWA Asia Pacific & GATE ONE2ONE



A full day conference and workshops programme – 550 delegates

Three full exhibition days

Pre-scheduled meetings organised by TFWA in the “ONE2ONE” Lounge

ONE2ONE CONCEPT



124 MEETINGS PRE-ORGANISED BY TFWA IN 2008

Some of the airports who participated in the ONE2ONE meetings:

- Airport Authority Hong Kong, Hong Kong
- Airports of Thailand – Suvarnabhumi Int'l Airport, Thailand
- Auckland Int'l Airport Ltd, New Zealand
- Beijing Capital Airport Commercial & Trading Co Ltd, China
- Chengdu Shuangliu International Airport Passenger Service Co., China
- Chongqing Airport Group Co. Ltd, China
- Cochin International Airport Limited (CIAL), India
- GMR Hyderabad International Airport Limited, India
- Hokkaido Airport, Japan
- Macquarie Airports, Australia
- Melbourne Airport, Australia
- Mumbai International Airport Pvt Ltd, India
- Sydney Airport Corporation Ltd, Australia
- YunNan Airport Group – Kunming International Airport, China



ONLY 96% of
exhibitors said they
achieved their
business objectives



**But don't just take
our word for it...**

TESTIMONIALS



HERE IS WHAT OTHERS HAVE SAID:

*On behalf of APU Company let me express our **deep satisfaction** with our first participation in TFWA Asia Pacific 2008.*

*All events during the exhibition were organized on a **very high level with full understanding** what all parts of duty-free industry (producers and travel retail operators) need.*

D. Aryuna / APU COMPANY

It was with great pleasure that I participated in the exhibition and I congratulate TFWA for their remarkable organisation. Everything was perfect. The Conferences were interesting, the cocktails and evening events were sumptuous and thanks to the exhibition, I have been introduced to a number of potential clients.

Alejandra Yagüe Sánchez, Directora General / ALEXANDRA PLATA

TESTIMONIALS



*This was surely one of the best events in TFWA Asia Pacific's history. The buzz in the halls this year was a far cry from the atmosphere of this show in earlier times and almost every exhibitor spoken to by The Moodie Report – and with a ten-strong team in place that was many – said **they were pleased with the value they had got from the event.***

Martin Moodie / THE MOODIE REPORT

***The show exceeded our expectation** and we have met a lot of new clients so we will definitely do the show again. It was also very helpful to have the ONE2ONE organisation set up a few meetings for us.*

Biba Jansonius, Sales and Marketing Manager / TATEOSSIAN

TESTIMONIALS



*We had a **very successful week**, and we were **very pleased** about the stand and its new location.*

Aude Rocourt, Travel Retail Director Asia Pacific / BACARDI GLOBAL TRAVEL RETAIL DIVISION

*I'm full of positive feedback and this experience makes me feel much more powerful and positive than ever. In addition, **the real business was really good** as were the many good reactions to our unique product that faced for the first time the travel retail and duty free market.*

Giacomo Bagnara / GUIMER S.R.L.

We have had a good show indeed, and would already now wish to file a request for a corner booth in 2009.

Torben Vedel Andersen, Regional Director Americas & Asia-Pacific / BELVEDERE SCANDINAVIA A/S

TFWA Asia Pacific



Staying in Singapore...

**TFWA ASIA PACIFIC WILL REMAIN
AT THE SUNTEC CENTRE IN
SINGAPORE UNTIL AT LEAST 2012**

CONTACT



FOR ASIA PACIFIC BRANDS,
PLEASE CONTACT:



Susan Tan

Business Development
Manager Asia Pacific

s.tan@tfwa.com

Tel: +65 6549 7721

FOR THE REST OF THE WORLD,
PLEASE CONTACT:



Mathieu Vanhalst

Sales Manager -
Europe, Americas

m.vanhalst@tfwa.com

Tel: +33 (0)1 40 74 09 86

CONTACT



FOR MORE INFORMATION ON SPONSORSHIP OPPORTUNITIES,
PLEASE CONTACT:



Jane Grant
Sponsorship & Advertising
Sales Manager
Tel: +44 (0) 2871 342 388
j.grant@tfwa.com

Welcome



SUNIL TULI

PRESIDENT APTRA

SALONI NANGIA

VICE PRESIDENT, TECHNOPAK ADVISORS

DEREK SADUBIN

**CHIEF OPERATING OFFICER,
CENTRE FOR ASIA PACIFIC AVIATION**

Welcome



SUNIL TULI

PRESIDENT APTRA