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INTRODUCTION

TIME TO RE-IGNITE OUR INDUSTRY

A very warm welcome to the vibrant and endlessly fascinating city of Singapore for this, the first day of the 2017 TFWA Asia Pacific Exhibition & Conference.

The theme of our conference this year is 'Re-igniting our industry' and there is little doubt that the flicker of recovery we are seeing is burning most brightly in the Asian region, with Japan and China among those countries leading the turnaround. Returning confidence has been reflected in the interest in this, the leading event in the Asian travel retail calendar, with a record 317 exhibiting companies confirmed (compared to 310 last year), on 313 stands as I write. The topics we will be exploring over the next few days are highly pertinent at this interesting time in our industry's 70-year history. Kicking off a packed programme, our conference will feature two plenary sessions during the morning which will explore how our industry in Asia can return to the growth levels enjoyed a

few years ago. I will be joined on stage by Jaya Singh (President, Asia Pacific Travel Retail Association), Anil Gupta (author, commentator and member of the World Economic Forum), and Rafidah Aziz (former Malaysian Minister of International Trade and Industry, and Chairman of AirAsiaX).

In the second session, we will be taking a look at how the current economic climate is affecting consumption trends, and how brands and operators can cooperate to deliver durable growth. Porter Erisman (former Vice President at Chinese e-commerce giant Alibaba Group) and Andrea Belardini (CEO, Asia, Middle East and Africa of Dufry), will be leading the conversation.

During the afternoon, we have a choice of three highly relevant workshops. Japan, which forged the way in the early development in Asian tourism and remains a strategically vital market today, will be the theme of our first Workshop A. Isao Takashiro (Chairman & CEO

of JATCO), Hideki Hayashida (Senior Vice President of airport group and retailer NAA), Nobuo Nabika (President of skincare brand The Ginza) and Tadashi Shimura (President of the Japan Association of Travel Agents) will be sharing their thoughts. In Workshop B, CC Lee (COO at China Duty Free Group), Nicola Wells (Director of Global Marketing & Strategy at Aer Rianta International) and Kian Gould, (founder & CEO of AOE) will be debating customer loyalty and how our industry can increase repeat spend from travellers, at a time when sales growth is well behind increases in traffic.

And finally, Workshop C will examine the regulatory and other challenges that the regional and global industry must address if it is to thrive, alongside the latest data and insights on traffic trends and consumer behaviour. Among speakers in this session will be Sarah Branquinho (President of the European Travel Retail Confederation), APTRA board

member Dr Jennifer Cords (Head of Corporate Affairs and Compliance at Imperial Brands), Lewis Allen (Director of Environments at Portland Design), Terna Jibo (Head of Strategic Insights at Portland Design) and Olivier Jager (co-founder & CEO of ForwardKeys). The latest data from TFWA Research will be presented as part of the session. At the end of this week, we will doubtless all have been inspired by plenty of blue-sky thinking, as well as equipped with practical suggestions to help us make the best of the upturn. We certainly have much to look forward to.

Tai Chi in the breath-taking roof-top SkyPark on Level 57 of the Marina Bay Sands Hotel, at 08:00.

- Marking the formal start to the summit on Sunday night at 19:30, our Welcome Cocktail at the incomparable Raffles Hotel is a relaxed yet stylish event at which to catch up with colleagues over champagne, cocktails and a sumptuous buffet.
- Don't miss our business networking lunch, open to all delegates on Level 5 (the same floor as the conference and workshops) at 13:15 on Monday.

NOTES FOR YOUR DIARY:

- Our leisure programme gets off to a great start at 07:15 on Sunday morning with our highly popular golf tournament, hosted in partnership with Interparfums at the Raffles Country Club.
- For those who like their leisure activities a little more chilled, once again there's



**Erik Juul-Mortensen
President, TFWA**

WiFi
SERVICE



TFWA is pleased to provide free WiFi access within the exhibition halls.

REMINDER OF LOCATIONS WITHIN THE MARINA BAY SANDS EXPO & CONVENTION CENTRE:

- Two exhibition levels: Basement 2 and Level 1
- Registration desks and ONE2ONE Lounge: Level 1
- Press Centre: Basement 2
- TFWA offices: Level 3
- TFWA Asia Pacific Bar: Level 4
- Conference/Workshops: Level 5
- Asian Bar: Basement 2
- Western Bar: Basement 2
- Sushi Bar: Level 1

Women in Travel Retail (WiTR) will once again be meeting in Singapore, immediately after the TFWA Asia Pacific Conference on Monday 8 May.

The meeting takes place in the TFWA Asia Pacific Bar on Level 4 of the Marina Bay Sands Expo & Convention Centre. All women working in the duty free and travel retail industry are very welcome. Last year WiTR raised money to build two classrooms at the Sunrise Siem Reap Learning Centre in Cambodia. Members

WiTR MEETING, MONDAY 8 MAY



who met during MEADFA were very moved by Gerry Munday's account of her visit to the orphanage, which also provides education for children from the local community. They voted unanimously to continue fund-raising to build further classrooms at the Sunrise Siem Reap Learning Centre in Cambodia in 2017. Sunrise Siem Reap founder Geraldine Cox will be joining

WiTR at the Singapore meeting to share first-hand more about the work of Sunrise Cambodia. WiTR, which now has a 500-strong network, has some exciting expansion plans for 2017, and these will also be shared with the group at the meeting.

For further information about the WiTR meeting at TFWA Asia Pacific Exhibition & Conference, please contact: Marissa Phanivong – m.phanivong@tfwa.com

BREAKFAST WILL BE SERVED FOR TFWA DELEGATES AT THE **ADRIFT RESTAURANT – MARINA BAY SANDS HOTEL LOBBY TOWER 2** – IN A PRIVATE ZONE ACCESSIBLE TO ALL TFWA BADGE HOLDERS.

TFWA ON SOCIAL MEDIA



Find the latest news on TFWA Asia Pacific 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.

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7-11 MAY 2017
SINGAPORE

ASIA PACIFIC EXHIBITION & CONFERENCE

THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

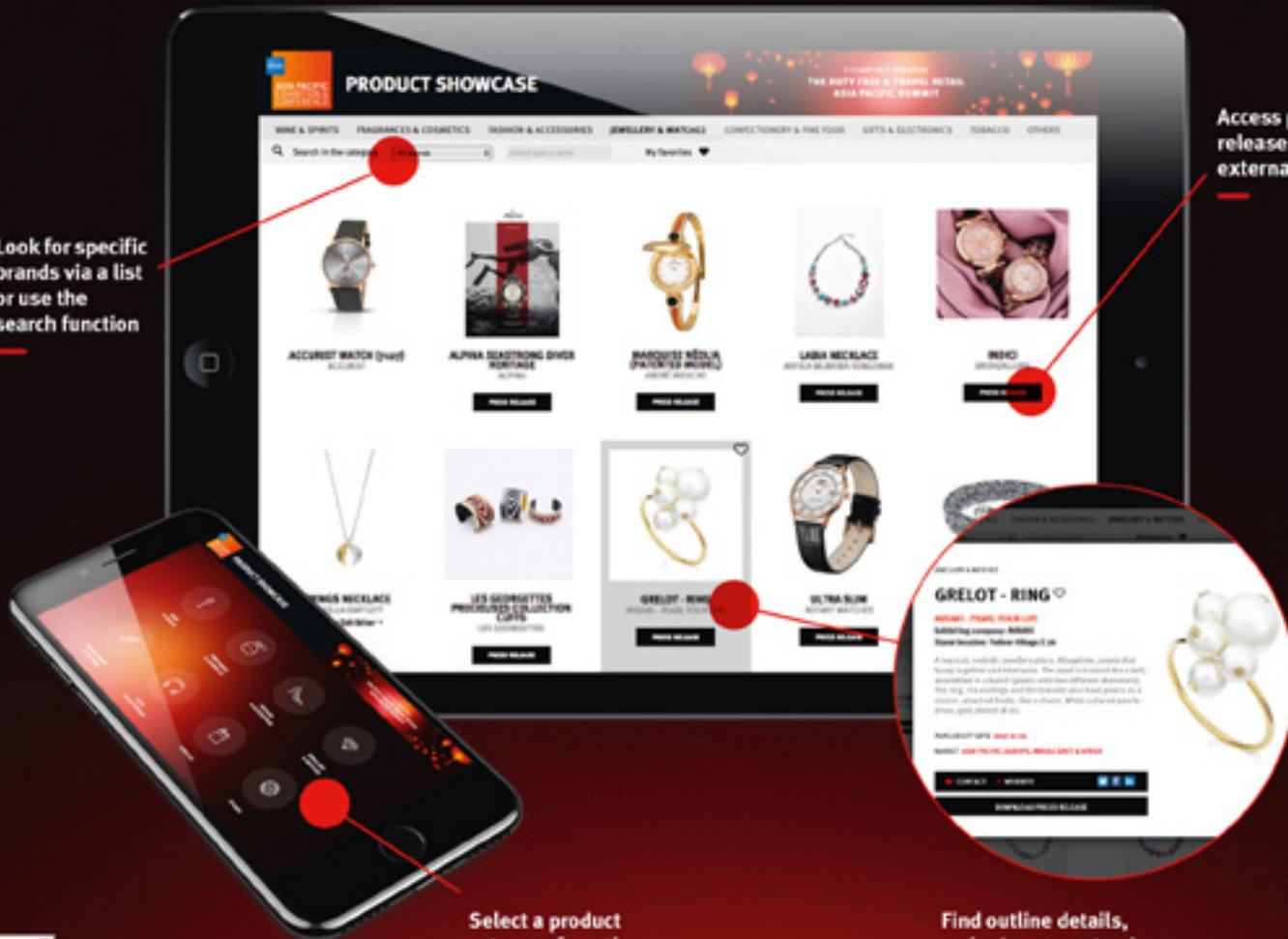
VIEW THE TFWA PRODUCT SHOWCASE

Innovations and new launches in Singapore this year

www.tfwaproductshowcase.com

Look for specific brands via a list or use the search function

Access press releases or external websites



Select a product category from the easy-to-use tile interface

Find outline details, maker's name, stand location and contact data on a summary screen

7
YEARS
OF
DUTY
FREE
1947 — 2017



SERVICES

TFWA offers a wide range of services to assist visitors in advance of and during TFWA Asia Pacific Exhibition & Conference.

SHUTTLE SERVICE

Getting to and from the Exhibition is made easy by our shuttle buses which call at all the official hotels.

PRESS CENTRE

Location: Basement 2

The Press Centre provides all registered journalists with an area to unwind, conduct interviews and source information relating to the exhibition.

INTERNET AREA

Location: Basement 2

The internet centre offers everyone the opportunity to get connected onsite.

WIFI SERVICE

TFWA is pleased to provide free WiFi access within the exhibition halls.

INTERACTIVE DIRECTIONAL SCREENS

Interactive touch screens will help you to navigate your way around the exhibition halls.

BARS

TFWA Asia Pacific Bar: Level 4

Asian Bar: Basement 2

Western Bar: Basement 2

Sushi Bar: Level 1

Ideally located, the bars offer several convenient onsite meeting points during exhibition hours and serve light meals throughout the day.

BUSINESS CENTRE

Location: Basement 2

Dedicated staff will assist you with all your secretarial requirements.

WELL-BEING LOUNGE

Location: Basement 2

The Well-Being Lounge offers relaxing massages designed to help you focus on the business ahead.

REST AREAS

Location: Basement 2 & Level 1

CLOAKROOM

Location: Basement 2 & Level 1

For your convenience, cloakroom facilities are available on entering the exhibition.

TRAVEL & HOTEL DESK

Location: Basement 2

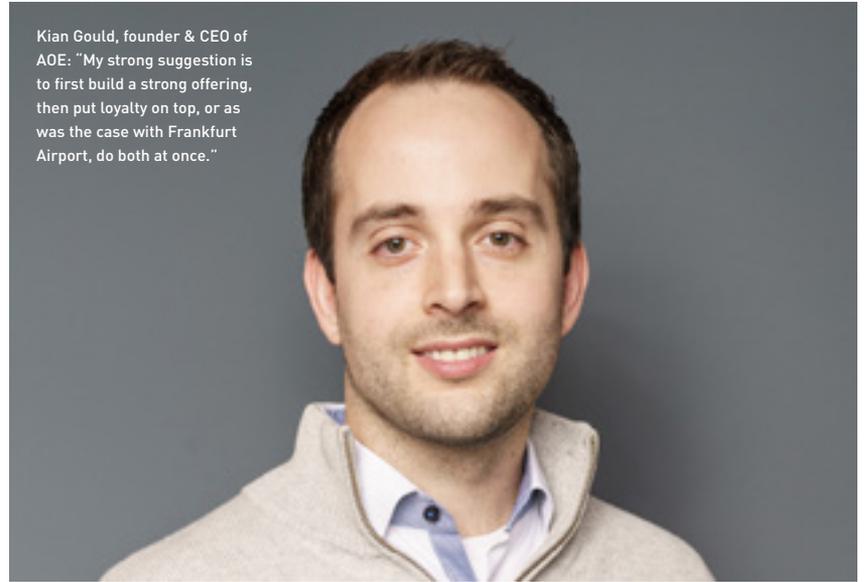
The Pacific World team will be pleased to assist you with your travel and hotel requests, including any queries.

ACCESS THE TFWA ASIA PACIFIC CONFERENCE APP

Delegates at Monday's Conference & Workshops are encouraged to make use of the dedicated event app, with which they can make comments and put questions to our speakers. The app, created by Pigeonhole Live, can be accessed at

www.tfwaapp.pigeonhole.at using the password **TFWA2017**.

Kian Gould, founder & CEO of AOE: "My strong suggestion is to first build a strong offering, then put loyalty on top, or as was the case with Frankfurt Airport, do both at once."



BOOSTING CUSTOMER ENGAGEMENT VIA DIGITALISATION

Kian Gould is founder & CEO of innovative technology provider AOE, whose work at Frankfurt Airport in particular is setting new standards for customer engagement. He spoke to Marta Dimitrova ahead of his participation in Monday's Workshop B: 'Re-engage: driving customer loyalty'.

WORKSHOP B: 'Re-engage: driving customer loyalty' will explore how the duty free & travel retail industry can increase repeat spend from travellers, at a time when sales growth is well behind increases in traffic.

Kian Gould, founder & CEO of AOE, highlights figures showing that impulse purchasing, which used to amount to over 60% of the total, has now fallen to just 29% in Asia Pacific. "With 71% of all passengers pre-planning and researching their purchases before getting to the airport, for the airport not to have its full retail portfolio available online is already today a major contributor to the extreme slowdown in travel retail growth over the past three years," he says. "Getting people to sign up for loyalty schemes without

a digital offering and with a purely physical benefit structure is very difficult. The key benefit for loyalty is knowing your actual users/passengers, but if you don't use that know-how to provide them with tailored digital and physical services, loyalty comes at little to no value to the customer. So my strong suggestion is to first build a strong offering, then put loyalty on top, or as was the case with Frankfurt Airport, do both at once." Last year, AOE launched an innovative digital platform to transform Frankfurt Airport into a comprehensive omnichannel e-commerce marketplace. AOE's so-called OM3 solution is already marking significant results by seamlessly integrating the offline and online worlds. "A growth rate in sign-ups of 50% above business plan is one of them," Gould explains. "Another is that the average basket value on our platform is more

than three times the value of the average in-store purchase. Additionally, there is a more than 75% active user rate of members in the loyalty programme." While the goal at Frankfurt Airport is certainly to drive up to 30-40% of all airport retail revenue digitally, the company is still very much at the beginning of establishing the numerous possibilities and educating the passenger on what it can offer. "What we are seeing in Frankfurt is that with every new delivery option, every new retailer, every new product, every new feature we add, conversions increase," Gould comments. Currently AOE is focusing on getting all concessionaires onboard, getting parking and ancillary services fully integrated, and creating a seamless mobile experience. "Digitalisation is not a project, it's a long-term strategy and completely new business division," Gould concludes.

RE-IGNITING OUR INDUSTRY

This year's TFWA Asia Pacific Conference is themed 'Re-igniting our industry'. Keynote speakers in plenary session 1 will explore how businesses can drive growth amid a changeable political and economic climate. Plenary session 2 will feature senior executives from leading retailers within and beyond our industry. These will be followed by three afternoon workshops.

09:00-11:00 PLENARY SESSION 1: RE-IGNITING OUR INDUSTRY

Main Ballroom, Marina Bay Sands Expo & Convention Centre, Level 5

 Translation available in Mandarin and Japanese

The Asia Pacific region continues to lead the global duty free & travel retail industry, both in terms of size and dynamism. Yet growth has slowed compared with recent years, and the political and economic climate would appear fragile. The free movement of people, and stable diplomatic relations between nations, cannot be considered givens. In these circumstances, how can our industry in Asia regain the growth levels enjoyed a few short years ago?

This year's TFWA Asia Pacific Conference is themed 'Re-igniting our industry', and will explore the implications of the current political and economic environment for travel, tourism and related markets. Delegates will hear from thought leaders from within and beyond the industry, with the opportunity to debate the issues that will shape the immediate future of duty free and travel retail.

The conference will feature two plenary sessions during the morning, followed by three themed, simultaneous workshops after lunch. At the close of the conference at 16:00, delegates are invited to attend an informal networking session and enjoy the refreshments provided.

ERIK JUUL-MORTENSEN, PRESIDENT, TAX FREE WORLD ASSOCIATION

At a time when established norms are being challenged as never before, the factors on which our industry depends – political and trading stability, free movement and consumer confidence – appear under threat. TFWA President Erik Juul-Mortensen will look at the implications for our industry in Asia Pacific, exploring recent developments in the market and assessing the prospects for growth.

JAYA SINGH, PRESIDENT, ASIA PACIFIC TRAVEL RETAIL ASSOCIATION

The Asia Pacific Travel Retail Association (APTRA) is active in defending the interests of the regional industry. President Jaya Singh will update delegates on the key issues facing the business in Asia Pacific, touching on efforts to define and communicate its economic value to the wider travel industry.

ANIL GUPTA, AUTHOR, COMMENTATOR AND MEMBER OF THE WORLD ECONOMIC FORUM

Professor Anil Gupta is widely regarded as one of the world's leading experts on strategy and globalisation. Author of several acclaimed books including *The Quest for Global Dominance*, *Getting China and India Right* and *The Silk Road Rediscovered*, he is one of the world's most influential management thinkers. He will explore the rise of Asia at a time of global flux, examining the economic and geopolitical factors that will affect the region's future growth. He will also address advances in technology, and their influence on tomorrow's consumer.

RAFIDAH AZIZ, FORMER MALAYSIAN MINISTER OF INTERNATIONAL TRADE AND INDUSTRY, CHAIRMAN OF AIRASIAX

Tan Sri Rafidah Aziz served as Malaysian Minister of International Trade and Industry for 21 years from 1987 to 2008, and is regarded as an authority on regional and global trade. As the world enters a period of intense, delicate negotiations between nations and trading blocs, she will examine the future for regional economic integration, and assess the implications for trade and free movement.

11:00-11:30
BUSINESS NETWORKING WITH COFFEE



ISAO TAKASHIRO, Chairman & CEO of JATCO, Japan's biggest travel retailer and operator of Tokyo Haneda Airport.



ANIL GUPTA, author, commentator and member of the World Economic Forum.

11:30-13:15 PLENARY SESSION 2: RE-IGNITING OUR INDUSTRY

Main Ballroom, Marina Bay Sands Expo & Convention Centre, Level 5

 Translation available in Mandarin and Japanese

In this session of the TFWA Asia Pacific Conference, delegates will hear from senior retail executives on how the current economic climate is affecting consumption trends, and on how brands and operators can cooperate to deliver durable growth. The session will look at retail trends on domestic and travel markets, courtesy of a high-level line-up of distinguished speakers. Among speakers in this session will be **Porter Erisman**, former Vice President at Chinese e-commerce giant Alibaba Group. Having joined Alibaba in 2000 and going on to play a key role in the company's development, he has a unique insight into one of the retail world's greatest success stories. Delegates will also hear from **Andrea Belardini**, the CEO, Asia, Middle East and Africa of the world's biggest travel retailer, Dufry. Andrea will address

recent developments in the regional duty free market, outlining how his company is adapting its approach to cater to Asian customers' changing needs and expectations.

*Both morning plenary sessions will be moderated by **John Rimmer**, Conference, Research and Corporate Affairs Director, Tax Free World Association.*

13:15-14:30
BUSINESS NETWORKING LUNCH
Marina Bay Sands Expo & Convention Centre, Level 5



RAFIDAH AZIZ, former Malaysian Minister of International Trade and Industry, Chairman of AirAsiaX.



DR JENNIFER CORDS, Imperial Brands Head of Corporate Affairs and Compliance (Global Travel Retail) and APTRA Board Member.

2017 CONFERENCE & WORKSHOPS SPONSORS

Diamond:



Coffee break:



Hostess outfits:

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14:30-16:00 AFTERNOON WORKSHOPS

Please note: Workshops A, B & C run simultaneously

WORKSHOP A: REDISCOVERING JAPAN

Main Ballroom, Marina Bay Sands Expo & Convention Centre, Level 5



Translation available in Mandarin and Japanese

The growth of the duty free & travel retail industry in Asia Pacific owes much to the Japanese market. It was the opening of outbound travel from Japan in the 1960s and 70s that drove the regional market's first wave of growth, with Japanese travellers central to the strategies of brands and retailers around the globe.

Since then, China and South Korea have emerged and overtaken Japan with regard to market size, and yet Japan remains a vital generator of revenue for the world's tourism, travel and related industries. The country's travel retail business has enjoyed significant growth in recent years thanks to new infrastructure, investment in tourism and the development of downtown duty free.

It is timely, then, to take a fresh look at Japan's duty free industry, and to assess how customer behaviour and preferences are evolving in this historically important, strategically vital market. The 'Rediscovering Japan' workshop will bring together leaders from the airport, retailer, brand and tour operator sectors, providing a detailed picture of the national business today. The high-level line-up of speakers in this session includes **Isao Takashiro**, Chairman & CEO of JATCO, Japan's biggest travel retailer and operator of Tokyo Haneda Airport; **Hideki Hayashida**, Senior Vice President of leading airport group and retailer NAA; **Nobuo Nabika**, President of The Ginza, the Shiseido-owned premium skincare and cosmetics brand; and **Tadashi Shimura**, President of the Japan Association of Travel Agents.

This workshop will be moderated by **Dermot Davitt**, President, *The Moodie Davitt Report*.

WORKSHOP B: RE-ENGAGE: DRIVING CUSTOMER LOYALTY

Breakout Room 1, Marina Bay Sands Expo & Convention Centre, Level 5

Most in the duty free & travel retail industry would admit that not enough travellers enter retail outlets during their journey through the travel environment. But even fewer travellers could be described as loyal customers. The challenge to increase rates of penetration and conversion is, arguably, secondary to an even greater challenge: how to convert the increasing number of international travellers around the world into loyal, repeat customers for whom duty free & travel retail is part of their journey. The 'Re-engage: Driving customer loyalty' workshop will explore how our industry can increase repeat spend from travellers, at a time when sales growth is well behind increases in traffic. Topics for discussion will include ways to enhance the value proposition, marketing techniques, communication and the future role of technology in engaging passengers and encouraging spend. This session will hear from **CC Lee**, Chief Operating Officer at China's leading travel retailer China Duty Free Group; **Nicola Wells**, Director Global Marketing & Strategy at multinational operator Aer Rianta International; and **Kian Gould**, founder & CEO of innovative technology provider AOE, whose work at Frankfurt Airport in particular is setting new standards for customer engagement.

This workshop will be moderated by **Kapila Gohel**, Editor, *Duty-Free News International*

WORKSHOP C: RE-ASSESSING OUR INDUSTRY: CHALLENGES TODAY AND TOMORROW

Breakout Room 2, Marina Bay Sands Expo & Convention Centre, Level 5

In Asia Pacific as elsewhere around the globe, the duty free & travel retail industry is subject to regulatory pressures that could potentially restrict its ability to trade. It is vital for all industry stakeholders – landlords, retailers and brands – to be aware of the challenges faced, and the action necessary to meet them. The TFWA Asia Pacific Conference & Workshops offer an opportunity for the regional industry to discuss these issues, and to assess their likely impact on the business. The 'Re-assessing our industry: Challenges today and tomorrow' workshop will update delegates in two areas: firstly, the regulatory and other challenges that the regional and global industry must address if it is to thrive; and secondly, the latest data and insights on traffic trends and consumer behaviour, and the likely impact on our industry. The latest data from TFWA Research will be presented as part of the session, including highlights of recent studies produced by travel analyst ForwardKeys and strategic insights specialist Portland Design. Among speakers in this session will be **Sarah Branquinho**, President, European Travel Retail Confederation; Imperial Brands Head of Corporate Affairs and Compliance (Global Travel Retail) and APTRA Board Member **Dr Jennifer Cords**; **Lewis Allen**, Director of Environments, Portland Design; **Terna Jibo**, Head of Strategic Insights, Portland Design; and **Olivier Jager**, co-founder & CEO, ForwardKeys.

This workshop will be moderated by **Charlotte Turner**, Managing Editor, *Travel Retail Business*.

16:00-17:00 AFTERNOON NETWORKING SESSION WITH REFRESHMENTS Foyer area, Marina Bay Sands Expo & Convention Centre, Level 5

17:00 TFWA ASIA PACIFIC BAR OPENS Marina Bay Sands Expo & Convention Centre, Level 4

WELCOME TO ASIA PACIFIC

As the world's largest region in terms of duty free & travel retail sales, Asia Pacific continues to be a driving force for the industry. This is reflected in the exciting variety of brands either making their debut at TFWA Asia Pacific Exhibition & Conference, or returning after a short absence. Here, we explore a selection of the companies determined to succeed in this dynamic region.

01



AURORA WORLD 01

BASEMENT 2 K33

WHO ARE YOU?

Aurora is one of the leading companies for high-end, soft, and huggable plush toy designs in the global gift industry. From its conception, the company has been focusing on its top quality and innovative designs for both play and collectable toys. Aurora is best known for its variety of product designs that appeal to all age groups from infants and up, and also for its message – 'Gift of Smiles'.

WHO BUYS YOUR PRODUCTS?

The great joy of plush is that it has a very wide appeal – to parents for children/grandchildren, to young adults, and adults buying for other adults or themselves. The key is to offer a range with the widest possible appeal, well merchandised and positioned instore.

WHY EXHIBIT NOW?

The main reason for us to exhibit at TFWA Asia Pacific Exhibition & Conference is to increase the presence and awareness of our brands in Asia Pacific travel retail, where we see huge potential for growth.

WHAT ARE YOUR OBJECTIVES?

To meet with key Asia Pacific operators and gain further distribution in the Asia Pacific region.

WHAT IS YOUR UNIQUE SELLING POINT (USP)?

We want to build on the opportunities available to us by working closely with retailers to create a compelling offer for their customers, with bespoke products and destination concepts created to enable outlets to offer unique ranges. The Aurora range certainly has breadth of both design and price point to offer choice. In terms of potential, we believe there is no glass ceiling. In addition, operators tell us they are looking to improve KPIs, such as penetration, conversion and average basket spend, and plush toys can help tick these three boxes.

THE THREE STILL COMPANY 02

LEVEL 1 P25

WHO ARE YOU?

The Three Stills Company Ltd was set up by drinks industry veterans Tim Carton, John Fordyce, Tony Roberts and George Tait, all of whom have held senior roles at global drinks companies, collectively amassing over 40 years' experience in travel retail. The team raised £10 million of external investment to build the first single malt whisky distillery in the Scottish Borders for 180 years. We have launched two new Scotch whisky brands, which are being presented at this year's TFWA Asia Pacific Exhibition & Conference.

WHO BUYS YOUR PRODUCTS?

The target consumers are the new generation of spirit drinkers – 30-45 years old successful men and women who enjoy well prepared drinks and who are introducing whisky into their increasingly broad repertoire. Entrepreneurial, adventurous and confident in their choices, they seek out new ideas, challenge convention, and shun off-the-shelf status symbols. They appreciate character, choosing brands that deliver quality and reward with a progressive attitude and carefree sense of fun.

WHY EXHIBIT NOW?

We are looking to expand our distribution within the Asia Pacific travel retail market.

WHAT ARE YOUR OBJECTIVES?

To engage with key buyers across the Asia Pacific region and excite them with our brand offerings and company story.

WHAT IS YOUR USP?

The Borders Distillery is the first whisky distillery in the Scottish Borders to be built in over 180 years and is now very close to opening in Hawick – a town with a strong industrial heritage and pre-eminence as a global centre for high quality Cashmere. The Three Stills Company Limited (TTSC), owner of The Borders Distillery, expects to begin distilling in August 2017. The Borders region benefits from ample fresh water, immediate access to local barley and a gentler climate – the basic provisions and conditions to make fine whisky. Our brand new distillation equipment from Forsyth's of Rothes will provide us the scope to deliver top quality spirit.

PETIT GOURMET 03

BASEMENT 2 G02

WHO ARE YOU?

BMB, short for 'Baklava Made Better', is an innovative confectionery business that was founded on the principle of providing solutions for chocolate and bakery professionals. Our values and ethics mean we only work with quality ingredients that support good 'livelihoods' and to stay at the forefront of providing an exceptional service in a world where relationships mean everything. We are passionate about providing exceptional baklava and chocolate with a bold highlight on innovation. We are a private label and carry our own brands, such as Petit Gourmet.

WHO BUYS YOUR PRODUCTS?

Currently, our business is predominantly exclusive to the travel retail sector within the region, so our customers are tourists with a wide demographic. Our products are seen as souvenir items as our packaging is customised slightly to the country or city it's bought in. For instance, for Dubai Duty Free we have a silhouette of the Dubai skyline on the box. We also customise our flavours according to regions, which is something we are focusing on now as we intend to take Petit Gourmet global.

WHY EXHIBIT NOW?

With our new state-of-the-art factory, and production capabilities to supply our product globally, this is the right time to make the big move. We have the largest factory in the world specific to our product, with a capacity of 35 tons of baklava and Mediterranean sweets per day, and 50 tons of chocolates per day.

WHAT ARE YOUR OBJECTIVES?

To understand the Asian market and build a network to supply our product throughout this region. We want to make our product a household item, and Petit Gourmet a household name.

WHAT IS YOUR USP?

Petit Gourmet are creations, which have deep roots in the love of confectionery. We have combined the traditional approach to 'baklava' with a French artisan bakery philosophy, making us unique. Today our sweets factory turns out hundreds of our individual recipes. We have come a long way since 1971, but there are some things that haven't changed – we still use the finest quality ingredients, and we still make everything by hand.

02



03



04



05



FRAAS – THE SCARF COMPANY 04

LEVEL 1 Q15

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, 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. We are FRAAS – The Scarf Company.

WHO BUYS YOUR PRODUCTS?

We assert the claim to serve everyone who wants to embellish themselves with a textile accessory. We define our main target group as: 70% ladies and 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, and 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'. On the one hand, our accessories are the perfect gift – everyone, ladies and gents, loves scarves in elegant silk, finest cashmere or soft modal. On the other hand, our scarves are the perfect travel companion as they fit in all carry-on baggage and keep you warm while travelling.

WHAT ARE YOUR OBJECTIVES?

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

WHAT IS YOUR USP?

From the fibre to the fringe, every production step at FRAAS is done with social and environmental considerations in mind. For Fall/Winter 17, we are proud to present a new line: FRAAS Signature. We believe that permanence is not a drawback, but an attitude towards manufacturing. Since 1880 we have been manufacturing the finest of textiles. Signature is distilled from the carefully-guarded essence of our expertise. In this new capsule collection, the best of 135 years of scarf manufacturing is combined with the ambitions of a leader in the world market.

CABINZERO 05

BASEMENT 2 A03

WHO ARE YOU?

CabinZero is a fast-growing travel retail lifestyle brand from the UK. Everything we do comes from our passion for travelling the world. It is what brought us to where we are right now. It helps us in designing and developing new and unique bags to fulfil the needs of travellers worldwide. Since 2010, CabinZero has become a global brand sold in more than 30 countries. British understatement and attention to detail still very much inspire each and every part of our business. We demand the highest quality for all our products and we are proud to be British.

WHO BUYS YOUR PRODUCTS?

CabinZero targets its products towards travel-hungry millennials. By focusing on a minimalistic design approach, combined with vivid and modern colours, we always try to catch the spirit of time.

WHY EXHIBIT NOW?

CabinZero is excited to bring its distinctly British travel lifestyle brand to TFWA Asia Pacific Exhibition & Conference to present itself to decision-makers in the duty free & travel retail industry. We see the development of growing traffic in the Asia Pacific market and feel we have the right strategy to deliver a new and exciting product for duty free & travel retailers. Consumers in Asia are in love with our brand, especially in Japan, which is our biggest market.

WHAT ARE YOUR OBJECTIVES?

Our objectives at TFWA Asia Pacific Exhibition & Conference are to meet with as many decision-makers in duty free & travel retail as possible, with the aim of growing our number of travel retail points of sale around the world.

WHAT IS YOUR USP?

Based on a minimalistic design, and with the idea of maximum capacity and minimum weight, CabinZero bags stand out. Attractive design and stylish colours give our customers a choice to make a fashion statement by showing their personality with vivid and bright colours, even while travelling. We only use higher-quality materials and we are proud to include a 25-year warranty for all our products. We even have our customers covered in the unfortunate event of loss or theft, with a built-in luggage tracker powered by Okoban.

Lindt

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TRAVEL
EXCLUSIVE



Make the festive season magical with
THE LINDT GOLDEN GLAMOUR COLLECTION

NEW

Celebrate your festivities with two truly glamorous and festive novelties from our LINDT Maitre Chocolatiers. Discover the Golden Glamour LINDOR Tube 400g with the extra festive flavor Caramel and the shiny Golden Glamour Swiss Masterpieces Box 266g with a new masterpiece, the Cornet D' Or.

www.chocolate.lindt.com

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SWEET INSPIRATION

The business of confectionery can be a tricky business in global travel retail, so here Jessica Mason outlines the key confectionery trends in the sector to help you stay a few steps ahead.

Contradictory trends have arisen in the confectionery category – health, wellbeing and meaningful experiences are all sought after by customers. For an industry that acts as an impulse buy footfall driver for other sectors, it's an art to remain appealing. Here, we find out exactly how to stay sweet in the face of conscientious consumers.

TREND: REDUCED SUGAR & CHOCOLATE ALTERNATIVES

"In line with an overall increase in health consciousness, there is a higher demand for sugar-reduced or sugar-free products," says Mona Mieske, spokesperson at Cavendish & Harvey (Basement 2 M3). Mieske "can confirm this trend with a very positive development of sugar-free hard candies in certain markets," and points out that "to further meet this trend," the chocolatier "introduced a range of new sugar free tins." But, insists Patrick Baubry, General Manager, Ferrero Travel Market (Basement 2 N1): "Attention to the quality of ingredients and overall quality of the offer, including brand reputation, are pivotal criteria of choice, especially in a premium environment. Categories such as non-chocolate confectionery, biscuits, as well as spreads, represent plausible alternatives to the traditional chocolate confectionery offer." So there are ways around this conundrum. Locker (Basement 2 J29) International Sales Area Manager Daniel Kerschbaumer agrees that "the trend for minis and conscious snacking is growing" and yet the confectioner and retailer that understands this is

the one to stay ahead.

For Ricola (Basement 2 H6), the company believes that many passengers are increasingly looking for products that help their journeys, meaning that they are not always looking for sweets that will make them sickly or anything that will melt. "Ricola herb drops contain a blend of 13 premium herbs from Swiss mountain regions. They combine great taste with a soothing and refreshing effect that is good for breath refreshment and soothing the throat from dry cabin air, AC, and climate change," says Andreas Reckart, Head of Travel Retail and Middle East, Ricola, moving us straight onto two of the other trends – herbal and meaningful.



01

01 Locker will showcase its recent launch Best of Suitcase and the relaunch of its existing Best of Pouch Bag.

02 Cavendish & Harvey is set to launch its Winegums for Connoisseurs at the show. These are a gourmet pick of Winegums for discerning adults to enjoy and to share, and will be available in a 180g re-sealable pouch.

03 Ferrero believes there is a strong opportunity to deliver personalised gifts and/or celebration of special occasions and locations.



02



03

04



TREND: FLORAL, FRUITY, HERBAL, VEGETAL FLAVOURS

"In terms of flavours, the new trend is for fruity and floral flavours," says Matthew Hodges, General Manager Global Travel Retail, Godiva (Basement 2 E2). Alongside this, Eduard Planken, Business Development Associate, AstraGrace (Basement 2 H24) reminds: "Organic, health-orientated and vegan ingredients are increasingly popular right now, and will continue to be prominent in the future. More and more consumers are trying out veganism and purchasing organic ingredients to stay healthy. A combination of organic ingredients into confectionery will help boost the image of the products and target new consumers who are pursuing a healthy lifestyle." So watch out for more making an appearance in the industry.

TREND: GREEN TEA & MATCHA

"We're definitely seeing a trend towards healthier options. Our Matcha Macs with green tea are one example of how we're catering to that," says Sam Ho, Commercial Director Asia Pacific & Middle East, Hawaiian Host (Basement 2 E28). "Green Tea is very popular in Asia, so we're meeting that demand with our new Matcha Macs. We have also mentioned the health trend and that will continue to grow."

TREND: SMALLER PACK SIZES

"Following the consumer need for smaller pack sizes, we launch special 220g duty free bags filled with mouth-watering confectionery: All the best Fruit Drops, Finest English Caramel Fudge, Finest Belgian Eclairs and Finest Belgian Toffees.

Perfectly made for snacking whilst travelling," says Caven-dish & Harvey's Mieske.

TREND: PERSONALISATION

"More than innovative packaging, smart and last-minute personalisation in-store looks like a strong opportunity to deliver personalised gifts and/or celebration of special occasions and locations," says Ferrero Travel Market's Baubry, happily satisfied that "the most recent innovations on Rocher and Ferrero Collection are going in the right direction." "Personalised and emotional/nostalgic options are always popular when it comes to gifting, with shoppers looking for products that can help them express their feelings or capture a memory," explains Andreas Fehr, Managing Director,

Mondelez World Travel Retail (Basement 2 J26). "This is a trend that we are addressing with novelties such as Toblerone Messages 360g, which comes in customised packaging carrying emotional messages such as 'I Love You', 'Missed You', 'Superstar', and 'Thinking of You'; and the Cadbury Dairy Milk Heritage Tin 165g, which evokes Cadbury's highly nostalgic, original purple design from the 1920s."

TREND: MEANINGFUL PRODUCTS AND EXPERIENCES

"According to The Future Company (2016) people want to live for the moment and immerse themselves in a real, intense experience. They want to make meaningful connections with friends, communities and even

05



brands," says Godiva's Hodges. And yet "attracting consumers' attention is, and has never been, easy," says Marcel Koller, Export Manager, Maestriani (Basement 2 A3), before hinting that there is a way to get their attention. "Emotional packaging is the key in this matter and we are convinced that packaging solutions that trigger emotions can make a decisive difference," says Koller, adding that the company's new 'Good Luck' items take into account this idea. Koller adds that he really does believe that the 'Good Luck' line differs from other innovation in the market because "consumers are not simply buying a delicious chocolate, but also purchasing a 'Good Luck' message to share with their loved ones, which presents the concept of "aiming to

trigger positive feelings." According to Mondelez World Travel Retail's Fehr, the group has "pioneered the 'Sense of Place' confectionery concept in travel retail" when it "introduced a range of destination-themed sleeves that shoppers can choose from and dress up our iconic Toblerone bars to make a memorable souvenir of their trips." "For 2017, our new Cadbury Dairy Milk Heritage Tin 165g and Milka Alpine Tin 184g are eye-catching and attractive premium tins designed to have nostalgic and emotional appeal," Fehr adds. "The hugely popular and well-proven tin format has high reuse value, even after the chocolates have been enjoyed." Godiva's Hodges agrees that "in terms of consumer behaviour, the hottest trend right now is immersive moments."

TREND: NEW TEXTURES & DIFFERENT FLAVOUR COMBINATIONS

"Godiva is always innovating, experimenting and creating new textures and flavours to surprise and delight its customers. In 2017 we plan to introduce new, unusual and exciting flavour combinations in our chocolate assortments," says Hodges. "There is increasing interest among consumers in fruity, herbal, floral, even vegetal flavours and also in special textures like crunchiness, mousses and so on." This means that demand for such treats needs to be met. "The Godiva Truffles Délices, for example, offers six new recipes using unusual ingredients like black tea, coffee splinters, cocoa nibs and passion fruit," Hodges explains. "The textures too are very pleasing with a contrast between the crunchy chocolate

06



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05 We're definitely seeing a trend towards healthier options. Hawaiian Host's Matcha Macs with green tea are one example.

06 From AstraGrace, there will be the chance to see Propolis Candy, Honey Sachet and Nougat, while the new product launches will involve: Avocado, Maqui berry Powder Capsules and Spirulina tablets, as well as Manuka Honey Blend and Manuka Honey Premium products.

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07

07 Mondelez's launch of Toblerone Messages was the company's biggest news for the year and is being supported by a major promotional campaign at selected airports, where travellers are encouraged to take a picture at the in-store activation and share it on social media with the hashtag #sayitwithtoblerone

08 Maestrani is introducing its new Munz 'Good Luck' product line, which will be available in four internationally-recognised lucky charms: a Ladybird, Horseshoe, Four Leaved Clover, and the popular Asian Golden Fortune Cat Swiss chocolate with a symbol that spells 'Good Luck'.



TWO NEW LEONIDAS LIMITED EDITION GIFT BOXES FROM THE DORA SPRING-SUMMER COLLECTION ARE BEING LAUNCHED IN PASTEL GREEN AND PINK TIED WITH A CHAMPAGNE-COLOURED RIBBON.

08



shell sprinkled with crackles and the smooth, airy mousse inside. The Godiva Icônes d'Or too offers extraordinary combinations of flavours, such as lemon olive oil, salted caramel and lime, passion fruit, pink pepper and mango in white chocolate cases, as well as more traditional offerings, such as ginger, aromatic black tea, apple and pecan, and a sweet Madagascan vanilla in premium milk or dark chocolate shells." Mondelez has also noticed the promising growth of the biscuit sub-category. "We continue tapping into this trend to stimulate growth in total confectionery sales, through continued innovation with Oreo and Chips Ahoy! and the introduction of cross-branded products, such as the Milka Oreo tablet 300g and Cadbury Dairy Milk Oreo tablet 300g," says Fehr. "Our new Milka Peanut Caramel 276g, for example, delivers a unique new taste experience with its combination of Alpine Milk Chocolate with crunchy peanuts in a caramel cream and a layer of rice crisps and peanut pieces. Toblerone has always been at the forefront of innovative flavour combinations." Leonidas (Basement 2 D31) is observing how there is "an increasing appreciation of unusual and innovative flavour

combinations" that are in demand, and so is incorporating those more and more in its products. This can be seen in the launch of the brand's "new Duetto praline" in the "Suprême Ganaches box, combining balsamic and strawberry," says Nelly Sannwald, Travel Retail Manager, Leonidas.

TREND: CAPTIVATION AND INTERACTION

There is no doubt that staying ahead when it comes to trends is crucial for the confectionery category. But the sector needs to remain constant and steady in what it offers to respond to such a fast-changing world. "It is still a challenge to succeed in a strained market marked by strong social and economic uncertainty, stiff competition and ever more demanding customers," says Baubry, pointing out that Ferrero is "confident that the industry can counterbalance those trends with a deeper shopper understanding, plus a constant and methodical attention to the activation in-store." That and having the nous to "address the new shopper attitudes, deliver an entertaining experiential marketing in-store, as well as leverage on digital solutions to

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Kinder

nutella



FERRERO
GOLDEN GALLERY

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ROCHER

accompany travellers during their whole trip”, after all, he explains “these are key opportunities on which there is still much more to do.” Baubry admits that “the level of engagement with the shopper has been stepped up radically in the last few years, making the category one of the most interactive and captivating within the industry. The experiences proposed are rich and

varied, and often complementary, which is very interesting but requires us to avoid as much as possible any redundancy and overlap, for instance being playful and fun versus offering affordable luxury experiences.” Therein lies the challenge to be all things to all people. “In response to these trends, Godiva is improving its in-store executions with mobile carts,

At TFWA Asia Pacific Exhibition & Conference, Butlers Chocolates is featuring its recently-launched Platinum Collection – a premium chocolate assortment of classic and contemporary favourites, beautifully displayed in a rigid rose gold box and complemented by a sleeve in precious metallic tones.



SPOTLIGHT ON HERSHEY

The Hershey Company (Basement 2 G29) will be sharing findings from a global research project conducted by Counter Intelligence Retail, demonstrating that Chinese passengers have a greater propensity to visit and buy confectionery in airports than passengers globally. Almost one in four Chinese passengers will visit the confectionery category while travelling, and more than one in 10 will purchase. This results in a 46% conversion rate, ahead of the global average recorded of 42%.

The study, based on interviews with shoppers in 15 airport locations globally, also revealed that Chinese confectionery buyers are more likely to be female (56%), and similarly are likely to be Millennials (58%). The study also found that 84% of Chinese shoppers purchasing confectionery were travelling for leisure, implying an opportunity to lure the business traveller back into confectionery.

One-third of purchases are for a gift, lower than levels seen elsewhere in Asia (40%) and globally (43%), showing the significant level of self-purchasing. Critically, Chinese passengers are likely to spend more than other passengers, with an average spend of \$45 on confectionery, compared to an Asian average of \$33 and a global average of \$34. “By continuing to invest in valuable insights to share with our partners, it demonstrates that Hershey remains committed to growing the category in this channel,” says Steve Bentz, Hershey WTR General Manager.



Visit us at the
TFWA Asia Pacific Exhibition & Conference
 2017 Singapore **Stand G28**
 Travel Retail Senior Manager, Annette Rosendahl
 Annette.Rosendahl@LEGO.com
 Direct +45 79506490 Mobile +45 20308261
 Account Manager, Pietro Girardo
 Pietro.Girardo@LEGO.com
 Direct +45 88343827 Mobile +45 53195184

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interactive and engaging activations, and dipping sessions,” says Hodges. “We are trying to delight all the senses with immersive experiences with, for example, our café onboard Queen Mary II.” Over at Mondelez, Fehr notes that the launch of Toblerone Messages was the company’s biggest news for the year and is being “supported by a major promotional campaign at selected airports, where travellers are encouraged to take a picture at the in-store activation and share it on social media with the hashtag #sayit-withtoblerone.” If there is any illustration needed to show that we are operating in a fast-paced, socially interactive and changing world, let that be it. The trick will surely be to stay alert and keep up.

AVAILABLE TO SEE AT THE SHOW

Keep an eye out for Butlers Chocolates (Basement 2 C31) which will be showcasing a new range of gourmet chocolate mini bars. Taking inspiration from Butlers ever-popular tablet range, the new collection features milk, dark and white mini bars in six flavours. Each mini bar is individually-wrapped in vibrant descriptive packaging to reflect the flavours inside. In addition to the mini bars, Butlers will also feature its recently-launched Platinum Collection – a premium chocolate assortment featuring classic and contemporary favourites from Butlers collection, displayed in a rigid rose

gold box and complemented by a sleeve in precious metallic tones. Butlers will also have its travel retail range on display, including its premium collection rigid boxes and wrapped ballotins, Irish Whiskey Collection and souvenir lines, as well as the modern Dessert Menu and the Cocktail Menu. Chokola (Basement 2 J2) will be presenting its entire product range, along with the new packaging for some of its SKUs. Don’t forget to ask them about their launches planned for September 2017 too. Ferrero will be unveiling new in-store concepts which showcase its range of premium travel retail confectionery, including several new lines launched over the past year. The most recent and captivating in-store solutions will be displayed on the Ferrero stand, including the Kinder ‘World above the Clouds’ concept, which will give an additional touch of fun in the airport and a different meaning to the sense of place as well as the new concept ‘Piazza Ferrero’, a celebration of Ferrero’s Italian legacy and creativity. Also, Ferrero plans to use the occasion to share the most recent development of its Ferrero ‘My Perfect Store’ project, so make sure you find out all about that in person. Over with Godiva, its Godiva Expression Artistique will be the brand’s hero product at the show. This eye-catching travel-exclusive gift box is decorated in colours like an artist’s palette and contains 18 chocolates in three new flavours: Orange

LINDT is launching two new festive gifting ranges in the travel retail channel at TFWA Asia Pacific Exhibition & Conference – the Golden Glamour Collection, and the Chinese New Year Edition – to commemorate the diversity of global festive celebrations.



Brûlant praliné in a white chocolate shell; Jaune Merveilleux ganache in a dark chocolate shell, and Joli Rose velvety cream of roasted almonds in a smooth milk chocolate shell. Godiva will also unveil the new Godiva Truffles Délices, or Truffle Delight, a limited edition

collection of silky mousse truffles in chocolate shells encrusted with crunchy flakes: passion fruit mousse with crispy pearl coating; orange blossom with orange peel; citrus with lemon peel; black tea with cocoa nibs; café latte with coffee splinters; and raspberry rose with

MINI BARS

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William Yung
William Yung
General Manager

raspberry pieces. Plus, the chocolatier will present its new Christmas collection, which will be available for shipping from October, and a sneak preview of the Chinese New Year collection for 2018. Not only is the new Maestrani packaging solid and resistant to damage, it does further emphasise the premium character of the Swiss chocolate it contains. In addition, the Munz Napolitains Tower will be there to peruse, as well as the Munz Kids Line best-sellers. From Mondelez, look out for Toblerone Messages, the Cadbury Dairy Milk Heritage Tin, the Cadbury Dairy Milk Heroes Bag, the Cadbury Dairy Milk Heroes Pouch, the Cadbury Dairy Milk Oreo Tablet, the Milka Alpine Tin, the Milka Choco Wafer Pouch, the Milka Peanut Big Tablet, and the Chips Ahoy Mini Canister. Besides its 2017 novelties, Mondelez WTR will be offering visitors a virtual reality experience at its stand, where visitors will have an opportunity to experience the Toblerone Messages activation. Cavendish & Harvey is set to launch its Winegums for Connoisseurs at the show. These are a gourmet pick of Winegums for discerning adults to enjoy and to share, and will be available in a 180g re-sealable pouch. Hawaiian Host is set to introduce its Matcha Macs – green tea chocolate covered macadamias in a presentation box of nine pieces, which it is targeting

specifically at the Asian market. The company is also introducing two new Hello Kitty four-piece milk chocolate covered macadamias: Hula and Surfer designs which, again, are perfect for Asian travellers. From AstraGrace this year we shall see a number of its current products, as well as a few newly-designed products. These will include 2016 releases such as Propolis Candy, Honey Sachet and Nougat, while the new product launches will involve Avocado, Maqui Berry Powder Capsules and Spirulina tablets, as well as Manuka Honey Blend and Manuka Honey Premium products. LINDT & Sprüngli (Basement 2 H2) is launching several new products, including the New Spectacular Seasonal Gifting Options, which focus on the festive occasions market. First is the launch of LINDT Golden Glamour Collection, which is a range made up of the LINDOR Golden Glamour Tube consisting of five flavours including the additional festive flavour LINDOR Caramel, and the Swiss Masterpieces Golden Glamour box. Both variants are travel retail exclusive and feature new flavours not available in the permanent LINDT duty free assortment. LINDT will also be launching the LINDT Chinese New Year Edition, and showcasing an exclusive range, consisting of bestselling products Lindor Tube, Assorted Napolitains and the cute Lindt

Minipralines to celebrate Chinese New Year. All are enrobed in a Chinese New Year sleeve.

Two new Leonidas limited edition gift boxes from the Dora Spring-Summer collection are being launched in pastel green and pink tied with a champagne-coloured ribbon. Inside will be an assortment of milk, white and dark chocolates, either 22 premium 'Centenaires' in milk and dark chocolate with more sophisticated flavour combinations, or 26 pieces from Leonidas' traditional range in milk, dark and white chocolate, including pralines, ganaches and caramels.

Haribo (Basement 2 C28) is extending its range of travel-exclusive zip-lock pouches with the addition of Phantasia and Tropifrutti assortments of fruity jellies in fun shapes. Another spotlight collection will be the new Haribo Goldbear Candy Tins, a premium collectable gift containing 10 mini Goldbear bags in a red, green or yellow tin.



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Learn more about the confectionery innovations being presented at TFWA Asia Pacific Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com).

Scan this code to visit the TFWA Product Showcase



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GOLF

Sunday 7 May, 07:15
Raffles Country Club

Tee-off the week at the popular Golf Tournament, which for the second consecutive year will take place on one of Singapore's foremost courses at Raffles Country Club. The course offers lush fairways, deep bunkers and slick greens. With prizes at stake for feats like the longest drive and nearest the water, participants will have plenty to play for.

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TAI CHI



Sunday 7 May, 08:00
SkyPark, Level 57 of the Marina Bay Sands Hotel

The Tai Chi returns for another year of gentle movement and relaxation, guided by two Tai Chi masters. Despite its martial arts origins, this low-impact activity can reduce stress and promote a sense of wellbeing. With a spectacular 360-degree view of Singapore's skyline from the Marina Bay Sands rooftop, there's no smoother way to ease into the week ahead.



TFWA ASIA PACIFIC BAR

Monday 8 May to Wednesday 10 May
18:00-19.30 (except Monday, open from 17:00)
Level 4, Marina Bay Sands Expo & Convention Centre

The TFWA Asia Pacific Bar, at the heart of the Marina Bay Sands, is established as the ideal spot for early-evening drinks. Its superb terrace is an inviting place to unwind and take in the views of Marina Bay. All drinks courtesy of exhibiting companies.



Sunday 7 May, 19:30
Raffles Hotel

The Welcome Cocktail returns to Singapore's iconic Raffles Hotel for what promises to be a memorable, stylish evening. It is an opportunity to relax, and catch up with colleagues old and new, over champagne, cocktails, and a delicious buffet.

Entrance by invitation only (part of full delegate status)
Dress code: Smart casual
Shuttle service available from all major hotels

SOCIAL SCENE

The programme of leisure and social activities at TFWA Asia Pacific Exhibition & Conference enhances a busy week of business with many memorable highlights. From Sunday's leisure activities and Welcome Cocktail, through to Tuesday's Chill-Out Party kindly sponsored by Lacoste and House of Sillage, and Wednesday's Singapore Swing Party, there is truly something for everyone.

CHILL-OUT PARTY

Tuesday 9 May, 19:30
Mandarin Oriental Hotel

The Chill-Out Party is the perfect way to unwind after a busy opening two days of business. Taking place on the stunning Mandarin Oriental rooftop, with its 25m pool, the entertainment will feature a magical theme, while drinks and massages will likewise be conjured up.

Entrance by invitation only (part of full delegate status)
Dress code: Casual
Shuttle service available from all major hotels

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Singapore THE BIG THRILL Swing Party

Wednesday 10 May, 20:00
Universal Studios, Sentosa Island

The 2017 Singapore Swing Party returns to Universal Studios by popular demand. A high-energy dose of thrills and spills is guaranteed, with four rides available for the exclusive use of guests. Live music, entertainment and a delicious array of dining options will ensure it is a night not to be missed.

Entrance by invitation only (part of full delegate status)
Dress code: Casual (comfortable shoes advised)
Shuttle service available from all major hotels

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NEW PRODUCTS *PREVIEW*

This year's TFWA Asia Pacific Exhibition & Conference is the biggest yet, with more exhibiting companies than ever before. This really underlines the dynamism of both the region and the travel retail channel as a showcase for the latest innovations. Here we explore a selection of the exciting new products being introduced this year. Look out for further new product previews in subsequent issues of the TFWA Daily.



INTRODUCING A NEW ICON

Daniel Wellington is partnering with Kendall Jenner to introduce Classic Petite – a new 32mm watch, which represents the brand's neatest classic yet. Classic Petite is a statement timepiece that truly reflects the design approach of Daniel Wellington. As the latest addition to the Classic collection, it offers a minimalist and contemporary look, imbued with attitude. Made from stainless steel, Classic Petite is available in rose gold and silver, and with a black or white dial.

Classic Petite also introduces Daniel Wellington's first-ever mesh watch band. The beautifully-crafted strap is soft and lightweight, sitting comfortably on the wrist. The mesh strap is available with a silver or rose gold plating, and its length can easily be adjusted. The partnership with Kendall Jenner marks a significant step for Daniel Wellington, and the new collection represents the brand's first product launch of 2017.

Basement 2 G33



UNIQUE JEWELLERY

This year Ariki celebrates its 85th year of crafting jewellery, and what better way to celebrate this milestone than to make its debut at TFWA Asia Pacific Exhibition & Conference. Ariki has historically had a strong presence in travel retail, supplying cruise ships, airport stores, inflight duty free and tourist attractions throughout the world. The brand is very excited to have the opportunity to strengthen these connections in Singapore, with this constantly-growing market sector. Singapore will see the launch of the new

charm bracelet concept. Designed to provide charms that cover a broad range from emotional mementos to travel memories from around the globe, with significant emphasis on the natural beauty of the planet. The unique paua pieces embody nature's very own patterns and colours created from this well managed natural resource. Ariki's focus is on providing a unique quality product at affordable prices, without compromising the environment.

Level 1 P11



Bardinet is presenting the new launch from NEGRITA – Añejo Reserve, which is described as an exquisite and complex rum. Unlike its counterparts, NEGRITA White Signature and NEGRITA Dark Signature, Añejo Reserve is aged in ex-Bourbon casks, peppering its intense tropical fruit flavours with notes of mellow vanilla sweetness from the heady American oak. The result is a stunningly complex

COMPLEX RUM

and diverse rum that will be appreciated as much by connoisseurs as it will tempt novices looking for something a little different. Only the finest Caribbean rums are selected to form NEGRITA Añejo Reserve's unique blend. The result is a vibrant mix that is a true feast for the senses, with woody aromas on the nose and sumptuous

summer fruits on the palate. Bardinet is also showcasing the new SIR EDWARD'S SMOKY – an exquisite peated expression of its classic Scotch whisky – as well as revamped packaging for the Bardinet range of liqueurs and syrups.

Basement 2 L2

ASIA PACIFIC EXPANSION

Jewellery brand TOUS is presenting travel retail exclusive products for the first time at TFWA Asia Pacific Exhibition & Conference. "As a brand that is present in more than 50 countries on the five continents with more than 500 stores, it is important to work with a multichannel

distribution strategy, and this fair is the perfect opportunity to present the brand and our expansion plans to airport authorities, operators and other potential partners who may help us promote the travel retail channel in the region," says Rosa Tous, corporate Vice-Chairwoman of TOUS.

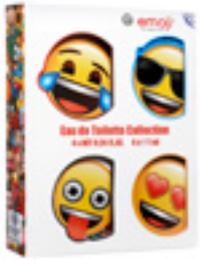


The bear brand wants to strengthen its presence in China, Singapore and Hong Kong, countries where TOUS launched in 2015, as well as keep expanding in Asia Pacific.

Its commitment to the travel retail channel saw it open a store in Shanghai Hongqiao Airport's Terminal 2 in 2016.

Basement 2 F26

SCENTS WITH EMOTIONS



Air-Val International is presenting its Emoji fragrance miniatures for the travel retail market at TFWA Asia Pacific Exhibition & Conference. Emoji visualise your emotions,



while Air-Val International creates their perfume – refreshing and dynamic. A new language composed of attractive scents defines this launch in Asia. Emoji travel around the

globe, connecting people. They are reinvented, redesigned and recreated every day. The same qualities exist in Air-Val's fragrances – creative, international and in tune

with customers' lives and cultures. This new brand highlights four miniatures of eau de toilette, based on the most popular and funny emoji. The miniatures are

especially designed for travellers, and the pleasure of wearing emotions such as happiness or love along the journey.

Basement 2 J19



BELGIAN SPECIALITIES

Duc d'O is introducing a raft of new chocolate innovations at TFWA Asia Pacific Exhibition & Conference. Well-known for its Flake Truffles, Liquor Pralines and Pralines, Duc d'O takes pride in bringing the best Belgian chocolates to international

travellers. Responding to the demands of passengers and travel retail operators, the chocolatier is introducing three new ranges. The Cocoa Truffles range is described as a pure indulgence. The range consists of two flavours: Cacao nibs

and Orange. Duc d'O is also introducing a range of delicious fruit truffles with surprising and flavoursome centres. The variety of eight truffles are filled with natural flavours of raspberries, blueberries, and different kinds of citrus.

Meanwhile, Duc d'O 'Mousse au Chocolat' is a range of tablets for self-consumption and sharing. The tablets will be launched in milk and dark chocolate, and filled with a light, flavoursome mousse.

Basement 2 C32

NICHE FRAGRANCES

Perfumer's Workshop, the niche fragrance specialist, will be showcasing its newly released Amouroud scent, Silk Route, at TFWA Asia Pacific Exhibition & Conference. This new addition to the Amouroud collection gives an added

breadth to its portfolio, offering consumers more choice on-top of its already successful seven fragrances. The new Amouroud fragrance is the inspiration of perfumer Irina Burlakova. Silk Route evokes the long exotic

history of travel – an adventure connecting Europe to the wondrous spices and textiles of Persia, India, the Caucasus, and China. Steeped in history, shrouded in mystery, the magic of the Silk Route lies in the

timeless allure of travel and adventure. "The interest and development of the 'niche' perfume category has been increasing in the travel retail channel over the last few years. We have established a strong portfolio with Amouroud, and this newest addition accentuates this," says PWI founder Donald Bauchner.

Level 1 U12



SIGNATURE COLLECTION

Bombata is presenting its latest collection of stylish bags – the 2017 Signature Collection by Fabio Guidoni. The handle has been redesigned and the three rivets are now integrated into a stainless steel stripe with the Bombata logo. This small change gives the bag a more upscale look, and it is the natural evolution

of the original design. The new metal logo stripe will, from now on, be present on all pieces in the collection, including the new sleeves and trolleys. Bombata is known for its colours, with the inside looking as fresh, fun and beautiful as the outside. The new collection features redesigned interiors with

a padded compartment for laptop, new materials and coloured details matching the exterior colour. Together with the Classic Vinyl and the Cocco Line, the new Intreccio look has been introduced, which is available in black and the new 'campari' red.

Level 1 N15

ITALIAN LIQUEUR

Bottega is once again participating in TFWA Asia Pacific Exhibition & Conference, with the region representing a crucial market for the Italian winery and distillery. The company has invested intensely in expanding its global presence through the travel retail channel. In Singapore, it will introduce its new products

to the Asian market – Bottega Pistacchio, Bottega Gin 'Bacùr', and two versions of Vermouth Bottega. Bottega Pistacchio is a creamy, dairy-free and vegan liqueur, pleasantly sweet and with a moderate alcohol content, characterised by an intense aroma of pistachio.

Basement 2 M9



FRESH CATEGORY VISION

Mars International Travel Retail (MITR) returns to Singapore with a focus on driving category growth through its revitalised 'Power of a Smile' category vision. The three key pillars of the strategy are: Range, Display and Activation.

A great example of the category vision coming to life is the launch of the travel retail exclusive M&M's Stand-up Pouch. Designed to ensure much better visibility of the iconic M&M's brand, the Stand-up Pouches are



available in four flavours: M&M's Peanut (14oz), M&M's Choco (14oz), M&M's Peanut Butter (14oz), and M&M's Almond (10oz). Ideal for sharing

and great for travelling, this unique product format prompts purchase and helps facilitate sharing. In addition, EXTRA chewing gum is also now available in a new 46-piece bottle format, in four flavours: Peppermint, Spearmint, White Sweet Mint, and White Sweet Fruit. The EXTRA Gum Bottle is designed for placement at the checkout.

Basement 2 N29

ONE-OF-A-KIND DESIGN

Ilva Saronno returns to TFWA Asia Pacific Exhibition & Conference this year to further build its presence in the channel and meet with potential new buyers. The main focus is the world's favourite Italian liqueur, Disaronno, which is available also as a limited edition collaboration with an Italian fashion designer.

The Disaronno wears Etro bottle draws inspiration from the brand's Autumn/Winter 2016 collection. Each year, Ilva Saronno introduces a new collaboration with an Italian fashion designer to produce a one-of-a-kind bottle that makes a perfect collector's item or gift. Meanwhile, new packaging for the world-renowned

coffee liqueur Tia Maria provides an attractive look with a contemporary twist. The iconic bitter Rabarbaro Zucca will also be presented to buyers, as well as Disaronno Riserva, which is deemed perfect for Asia Pacific buyers due to its stunning packaging and unique premium positioning. Ilva Saronno's wine offers will also be on display for



visitors: Duca di Salaparuta and Florio.

Basement 2 B8

ICONIC DENIM

Provocative, sexy and youthful, Calvin Klein Jeans is the original designer jeans. It is rooted in denim, and is famous for its unique details and innovative treatments. Introducing the latest Sculpted Jean offerings for him and her, the latest evolution of the line sees fashion-forward new fits and washes, with the iconic denim line's original sensuality amplified. For women, an enhanced shape is delivered via engineered seams, cleverly designed and positioned to lengthen and lift. Legs are elongated through strategic side stitching. Back pockets angle upwards for an



added boost, while high-tech stretch fabrics allow for movement while also moulding against curves for optimum body-fit and functionality. For men, clean seams and stretch fabrics blend to create a lean aesthetic. Stylish low-rise jeans

craft a trim, masculine silhouette, while meticulous stitching highlights and defines. Jeans are rendered in quality, high-tech denim that moves with the body and provides effortless durability.

Basement 2 M18

Waldemar Behn is presenting superior premium vodka DANZKA THE SPIRIT at TFWA Asia Pacific Exhibition & Conference. A brand new, totally pure vodka created on the original traditions of vodka distilling, DANZKA THE SPIRIT was developed by combining the highest distilling arts with Scandinavian design traditions. Utilising a traditional long process and the purest ingredients, THE SPIRIT has evolved into a perfect taste experience that involves all senses – pure, substantial and slightly grainy – a perfect symbiosis of raw wheat and Nordic water naturally-filtered. Further emphasising its super premium positioning, THE SPIRIT is presented in a matte black, sleek, modern evolution of its classic aluminium bottle, created by renowned Danish designer Jacob Jensen.

SCANDINAVIAN TRADITIONS



After successfully implementing the DANZKA Twinpack and easy-to-carry four-bottle case, Waldemar Behn is now introducing the DANZKA mini pack, which

includes a 4 x 5ml collection of DANZKA original, DANZKA apple, DANZKA citrus, and DANZKA cranraz.

Basement 2 B34



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CONFECTIONERY JEWELS



Cavendish & Harvey has a long tradition in creating selected confectionery jewels that make it hard to resist. Core products are the well-known hard candy drops, dusted with powdered sugar and carefully sealed in golden tins. With a distribution in over 80 countries, Cavendish & Harvey is a truly global brand. Therefore, the

international travel retail business is a very important and continually-growing sales channel. Among the new products being presented at TFWA Asia Pacific Exhibition & Conference are the travel retail exclusive 220g snack bags, offering mouth-watering and individually-wrapped confectionery: All the best Fruit Drops, Finest English Caramel Fudge,

Finest Belgian Eclairs and Finest Belgian Toffees. Meanwhile, the latest edition to the Cavendish & Harvey family, Winegums for Connoisseurs, is a gourmet pick of wine gums for discerning adults to enjoy and share. Available in a 180g size, the wine gums come in a resealable pouch for longer-lasting freshness.

Basement 2 M3

Diverse Flavours has teamed up with Delaire Graff Estate to distribute and develop its wine portfolio into duty free, the Middle East and Asia Pacific regions. Delaire Graff Estate – The Jewel of the Cape Winelands – is nestled in the heart of South Africa’s Stellenbosch region. The 20 hectares of Delaire Graff Estate Vineyards are rooted in some of the oldest soils on earth and

WORLD-CLASS WINES

enjoy the combination of maritime and mountainous terroir. Plantings are predominantly Bordeaux varietals and Chardonnay, all picked and tended by hand. A long, slow ripening season ensures world-class clarets and red wines big in structure with

soft tannins and elegance. The white wines exude the freshness of the harvest, while an irresistible rose and sparkling brut complete an elegantly balanced portfolio. The portfolio is comprised of two Sauvignon Blanc, Chardonnay, Chenin Blanc and an elegant

Semillon/Sauvignon Blanc blend. Structured and classic reds include the Botmaskop, the flagship Bordeaux blend, the Cabernet Sauvignon Reserve and the superlative quality of the Laurence Graff Reserve.

Basement 2 D34



INDULGENT FLAVOURS

Guylian is introducing delicious flavours and attractive packaging for its Guylian’s Temptations. The individually-wrapped sea horse chocolates come in six indulgent flavours: Soft Caramel, Crunchy Biscuit, Milk Truffle, Dark Praliné, Latte Macchiato, and Original Hazelnut

Praliné. Two new packaging concepts have been developed especially for travel retail: The Tubo 316g contains approximately 33 individually-wrapped chocolates in the six flavours, and the 600g contains approximately 62 chocolates. Also on display will be Guylian’s Deluxe



Assortment. The beautiful gift box is distinguished by its bright white colour and radiant golden yellow. The 174g version collects the Opus assortment,

eight chocolates inspired by the opera, and the Original Sea Horses filled with hazelnut praliné. The 264g box additionally contains Perlins, delicate truffles enrobed with the finest Belgian milk, dark or white chocolate and decorated with chocolate lines. Other products being showcased include Guylian’s Belgian chocolate-covered fruits, and its Matcha Green Tea filled Sea Horse Chocolates.

Basement 2 H26

INSPIRED CONCEPTS

Paul & Shark is displaying its current collection, while inspiring visitors with the latest concepts from FW17. On display is the SS17 and FW17 Sharkflage range, a collection developed in collaboration with South African biologist and shark photographer Chris Fallows. Paul & Shark has graphically revisited one of his images to create an exclusive pattern for T-shirts, technical jackets, and accessories such as a backpack, baseball cap and surfboard. Also part of the Sharkflage range is the Paul & Shark best-selling iconic COP918 water repellent wool sweater, which has now been made into a special edition for its 40th anniversary, with Sharkflage print on the shoulders and elbows and presented in special

Sharkflage packaging. In addition, key pieces from the AW17/18 collection will be presented, all inspired by Alex Bellini’s adventure at -40 degrees on Iceland’s glacier, Vatnajökull. Core to the collection are four state-of-the-art jackets: Water Jacket, Fire Jacket, Air Jacket, and Earth Jacket.

Basement 2 D11

FEMININE EXPRESSION

Available on three continents and in over 50 countries, Corset continues to be loved by consumers all over the world with the introduction of a new global first. Two years after the

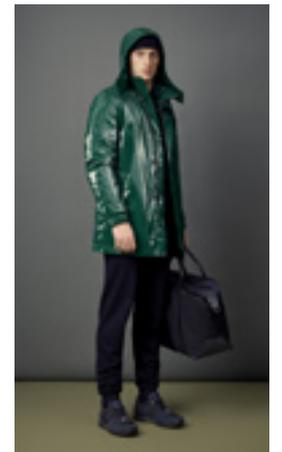
development journey began, KT International is proud to showcase Corset’s new ‘Shell Pack’ as this season’s latest accessory. Inspired by fashion and femininity, the unique



front opening pack offers a stylish alternative to those discerning smokers wanting to express their individuality and style. In the words of one satisfied

consumer commenting on this iconic format: “Mysterious on the outside, gorgeous on the inside.”

Basement 2 F37



TRAVEL WITH STYLE

Capri collection, which will be on display in Singapore this year, is the new Bric's travel experience for 2017: one trolley to combine high technical performances with a striking, elegant and contemporary design. The new collection offers a four-wheel ultra-light trolley in a limited assortment: Small, Medium, Large, the three must-have sizes.

The colour palette of the shells works with four neutral colours, including night blue, grey black or olive colours with shiny finishing. The logo and handles are in tobacco leather.

The German quality polycarbonate shells are light, flexible and

resistant. The surface is personalised by a vertical relief motif, interrupted in the upper central part to give space and visibility to the Bric's leather logo, with contrasting stitching. The four dual-spinning

recessed wheels offer the best in terms of silence and manoeuvrability, and are positioned to ensure maximum efficiency of the internal capacity.

Level 1 R11



EXCLUSIVE GIFTS

The Hershey Company is introducing the World Traveler Collection, a line of gift boxes exclusive to travel retail. These boxes will feature unique assortment mixes of global brands Kisses, Hershey's and Reese's. "Global travellers are looking for unique gifting solutions, and our new World Traveler Collection has great appeal for

families and friends," said Steve Bentz, Director of World Travel Retail, The Hershey Company. "In addition, consumers liked the attractive design that combines a purposeful travel thematic and unique product assortment, along with convenient packaging for travellers." The World Traveler Collection will feature

three items: Reese's Peanut Butter Cup Miniatures 460g Assortment (milk chocolate, dark chocolate and white); Hershey's Miniatures Assortment 495g (Hershey's Milk Chocolate bars, Hershey's Special Dark Mildly Sweet Chocolate Bars, Krackel Chocolate Bars, and Mr. Goodbar Milk Chocolate Bars); and Hershey's Kisses Chocolates, 508g Assortment (milk chocolate, Special Dark Mildly Sweet Chocolate, and cookies 'n' crème).

Basement 2 G29

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Happy Plugs is designed in Sweden, known for its vibrant fashion and music scene. The brand was born with the ambition of transforming essential tech accessories into fashion must-haves. Happy Plugs keeps it pure and elegant, but still fun and affordable. Fashion and style are delivered through

EXPRESS YOURSELF

each of the products down to their unique packaging. As a fashion brand, Happy Plugs focuses on style – that’s why it doesn’t see its products as tech products, but as a way

to express yourself and capture your world of fashion and music. The brand makes the most elegant headphones, the slimmest smartphone cases in the world, the

most adorable charge cables, and the most elegant book-and-flip cases around.

Basement 2 M208

TRAVEL-EXCLUSIVE POUCHES

Haribo is extending its popular range of travel-exclusive confectionery pouches with the addition of Phantasia and Tropifrutti 750g assortments, which are

being launched at TFWA Asia Pacific Exhibition & Conference. Dinosaurs, reptiles, cars, cola bottles, marine creatures, safari animals or little

devils – whichever your favourite shapes, the new HARIBO Phantasia Pouch 750g has everyone’s fantasy treat. This assortment of delicious fruity jellies includes



cherry, strawberry, blackcurrant, orange, lemon, raspberry,

pineapple and, the latest additions, apple and blueberry flavours. The second variant, HARIBO Tropifrutti Pouch 750g, brings the wonderful flavours of the tropics to brighten up the day. Toucans, palm trees, passion flowers, bananas, mangos, mandarins, pomegranate and pineapple-shaped jellies make up this

exotic sweet assortment in luscious passion fruit, banana, melon, mango-mandarin, pomegranate and pineapple flavours. The range of travel-exclusive resealable pouches also includes best-sellers HARIBO Air-Parade, Goldbears, Happy Cola and Starmix in 750g and 250g sizes.

Basement 2 C28

AUTHENTIC TASTE

Fraternity Spirits comes to TFWA Asia Pacific Exhibition & Conference with a strong portfolio of spirits and liqueurs that have been specifically targeted to the region. This includes a new brand positioning for Tequila Corralejo, featuring a new brand

slogan – For those with pride stand Tall. The new offering from Tequila Corralejo is Corralejo Extra Añejo 1821, a 100% blue agave tequila produced from double distillation in copper pot stills and aged for 36 months in oak barrels with a capacity of no more than 200 litres. A fine selection of American oak barrels provides roasted hints that add to this tequila’s excellent flavour. Fraternity Spirits will also be showcasing the deliciously exotic rum Ron Prohibido 15 (Gran Reserva), the premium artisan rum Ron Prohibido 12, and Horus (Chocolate Liqueur). Visitors to the Fraternity Spirits stand will have the opportunity to taste its spirits and liqueurs in an array of cocktails, along with exciting personalised surprises.

Basement 2 B02



The revolutionary Italian ‘easy-to-wear’ fashion brand Didofá will be present at this year’s TFWA Asia Pacific Exhibition & Conference to strengthen its presence

Blue Hawaii, the cool new collection from Hawaiian sunglasses supplier Maui Jim, will be in the spotlight during this year’s TFWA Asia Pacific Exhibition & Conference. Launched a year ago, the collection was immediately successful and has now been expanded to include frames that will suit all styles, activities and face shapes. Blue Hawaii is a blue mirror coating which is applied to a grey base lens to create one of the most stylish lenses on the market. Combined with Maui Jim’s proprietary Polarized-Plus2 lens technology,

HANDMADE IN ITALY

in South East Asia. The brand, known for its playful, ironic, coloured and fancy models, counts over 2,000 retail stores in Italy and a wide international marketing network. Moreover, in this social media era, it can count on more than 260,000 followers on Facebook.

In Singapore, the brand will show off its fashion style and new international distribution channels. Among the products on display, such as the 3D Made up Watches, the colourful and playful Trail jewels, the Luxury edition with the Paris watches, made up of

colourful gems and details in bronze, silver and gold, Didofá will be showcasing its brand new accessories. Didofá stands for creativity, design, and being handmade in Italy, to live and share #myperfectmoment

Basement 2 G6

STYLISH LENSES



which reduces 99.9% of harmful glare and provides a 100% protection from UVA and UVB rays, this new lens treatment has all the colour enhancing benefits with a fresh new look.

New to the Blue Hawaii collection are Red Sands, a refined rectangular frame from the PureAir Collection with MauiPure lenses; Peahi, a generous wrap style with SuperThin (ST)

Glass lenses; and Ho’okipa, one of Maui Jim’s legendary sport styles, which features rimless polycarbonate bi-gradient lenses.

Basement 2 K9

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UNIQUE STYLING

Kritika Universe is a network of designers and curators from India, who handcraft the best of Indian artisanal techniques, nurture and develop the artisan's skill, and develop luxury fashion products. The brand's product line includes scarves, stoles, mufflers, coats, and reversible jackets.

Look out for the handcrafted Eri Silk stoles. The silk worm is allowed to grow and hatch out of the cocoon before the silk is spun, giving shorter filaments, yet the same rich lustrous silk. Handcrafted embroidery from rural and urban artisans are then laid onto the textile, creating masterpieces.



Another interesting textile developed by the brand is Ajrakh – hand block prints. The highly skilled craft involves over 13 stages of dyeing, resist dyeing, and block printing. The Ajrakh uses natural dyes, made from vegetables and minerals. Tailored reversible and one-way jackets for women are then crafted with these textiles in combination with linens and silks.

Level 1 N17



TOUCH OF SPARKLE

Kurate International, formerly JCI Jewellery, may be returning to TFWA Asia Pacific Exhibition & Conference with a new name, but the established jewellery company still has the same ambitions for the opportunity-filled region. Kurate is showcasing the latest addition to its inflight-exclusive brand Aeon, the Halo pendant and earring sets. Claire O'Donnell, Key Account Manager, Kurate International, comments: "These new sets are the perfect addition to our Aeon brand and ideal for the

trend-hungry Asian consumer." The new sets have been introduced to add a perfect balance of classic sophistication and modern simplicity to the Aeon range. With a wearable, yet elegant touch of sparkle, the Halo sets are sure to be a jewellery staple this season. "We have seen a continued demand for rose gold and finer jewellery pieces, so both have been incorporated into the new Halo sets," says O'Donnell. "We have also added a silver set for a more timeless finish."

Basement 2 H32

DISNEY FAVOURITES

Inflight distributor Scorpio Worldwide is exhibiting its extended range of Disney kids watches at TFWA Asia Pacific Exhibition & Conference. Scorpio has held the license for Disney watches for seven years and recorded great success, with 73 current global listings. Ensuring that it is in touch with the latest movies and family favourites, Scorpio

is introducing six new watches to its Disney range, including characters from Frozen, Tsum Tsum, The Hulk, Iron Man and Spiderman. All the watches come with colourful, robust plastic cases with nylon straps in pink, purple, blue and red; there is even a camo finished strap on the Hulk watch. Not only are the

watches based on the most popular characters, they are educational too as each is accompanied by a small booklet that helps teach learning the time; practical as well as super cool.

Basement 2 D9



AYURVEDA-BASED WELLNESS

Spa Ceylon, the leading Ayurveda retail and spa company, has opened nine new sales operations in Asia, including standalone stores, kiosks and onboard airlines, since TFWA Asia Pacific Exhibition & Conference 2016. The expectations are to increase to a further five locations in early 2017. The all-natural range of body, bath, beauty, aroma and wellness products offers a fresh new aspect to travel retail through Ayurveda-based formulae using exotic herbs, fruits and minerals from Ceylon. The vibrant packaging in jewel-hued bottles, and gift boxes adorned with colourful traditional palace art, makes the brand stand out. The brand has become



a popular gift purchase among travellers. The wellness ranges, such as Sleep, De Stress and Detox, offer an array of products suited for travel weariness and wellness needs. The impulse offering

is the Spa Ceylon Palace Art range, featuring lip balms, hand creams, soaps, solid perfumes, coconut butters and balms with rich tropical scents.

Level 1 P17



TRAVEL ESSENTIAL

The new Take 2 Set by Travalo is described as the perfect solution for transporting two of your favourite fragrances, offering greater flexibility and choice for how to perfume your travels. Featuring the patented and innovative Genie-S refill system, the Take 2

Set, comprised of two 5ml bottles, is designed as a travel essential. Each bottle is easy to fill and features a unique cartridge that preserves the intensity of fragrance during transfer. The two smart bottles have a compact case design, ideal for tucking into

your carry-on baggage, purse or overnight bag. The designs have been given a refreshing lift with a new modern matte finish. Take 2 Sets are available in two colour combinations: Rose Gold and Silver, and Gold and Space Grey, with each bottle featuring a stylish mirrored logo. Both sets come with a free, dual pouch to keep both bottles safely stored together.

Basement 2 M10



Puig is introducing two new fragrances from Valentino Parfums – Valentino Uomo Acqua and Valentino Donna Acqua. Valentino Donna Acqua is a collision between tender green almond and frosted pear. The warmth of a frangipani rose accord meets a suggestion of sandalwood and hawthorn. Valentino Uomo Acqua is a contemporary exploration of

AUTHENTIC SCENTS

freshness and intensity. The aromatic green of an Italian garden is laced with mandarin, citron and green tomato. The subversive depth of iridescent white leather with iris absolute brings a disenchanted charm. The fragrance also

blends clary sage essence and patchouli heart. Both fragrances are presented in the iconic studded glass bottle, signifiers of defiant grace. Other key launches from Puig for 2017 include Prada Candy Gloss, Prada

Infusions Rose, Jean Paul Gaultier Eau Fraiche Superman and Wonderwoman, Paco Rabanne Million Monopoly, and Nina Ricci Luna Blossom.

Basement 2 K11

BEAUTIFULLY STYLISH

Schäfer Travel Retail comes to TFWA Asia Pacific Exhibition & Conference this year to present its latest innovations.

On display will be the beautifully stylish Gropius DF-9001-10 unisex watch from DUFA in stainless steel. Made in Germany, with its blue Italian leather strap and clock face in Bauhaus style, the watch persuades with its understated clean design and excellent detailing and finishing.

Also being introduced is Joe, the Schäfer Travel

Retail exclusive Steiff bear in a suitcase.

Meanwhile, the ever-growing portfolio of construction sets from Brixies can be assembled to create a collection of animals, world-famous buildings, and all manner of other objects. Brand new in the assortment are the unique system of postcards, suitable for every occasion. Its strength lies in the ability to offer unique and creative designs, while attaching great importance to the originality of the subject.

Basement 2 N12



Shiseido is reintroducing its Future Solution LX skincare collection for Autumn/Winter 2017, with a new anti-aging ingredient, SkingenecellEnmei, inspired by plant longevity research. SkingenecellEnmei brings out the healing power of skin cells from their source, regenerating beautiful skin from within, while renewing damaged skin.

Shiseido Future Solution LX also contains Japanese botanical ingredients, such as Premium Green Tea Extract, Hokkaido Angelica Root Extract and Oshima Sakura Leaf Extract, which reinforce SkingenecellEnmei's effect. The range has a white floral fragrance containing



FUTURE OF SKINCARE

notes of Japanese flowers, including cherry blossom, plum blossom and Japanese rose. There are four travel retail exclusive sets within the range: Protective

& Regenerating Day & Night; Eye & Lip Contour Regenerating Cream Duo; Protective & Regenerating Program; and Essentials.

Basement 2 B20

HARISON GOES FOR GOLD

Harison Premium Chocolate, an exclusive travel retail brand, is inviting visitors to discover its growing confectionery portfolio, including the newly launched Goldline range. Featuring classic European recipes, with a focus on Italian flavours,

Goldline comes in elegant white and gold packaging and is perfect for sharing and gifting. There are four SKUs: the tablet-shaped Pralines Delight (700g and 400g); crunchy Pralines Grand (700g and 400g); Chocolate Heart (300g); and Gianduitto (300g).

"Goldline was developed especially to cater to evolving customer demand and is designed to encourage footfall into duty free stores," says Shibu Thomas, CEO & Chief Brand Architect of Harison Premium Chocolate and MD of Sweet Garden Travel Retail, the



exclusive travel retail distributor and marketing partner. "The chocolate tastes authentic and has a fantastic price point thanks to the value chain we have worked hard to achieve through long-term forecasting and commitment to our suppliers." Harison Premium Chocolate is available in 30 travel retail locations in the Middle East and the Far East.

Basement 2 D1



HIGH TECHNOLOGY CAPSULES

KT&G has created the world's first super slim capsule, which it is presenting at TFWA Asia Pacific Exhibition

& Conference. The ESSE Change integrates the advanced capsule technology of KT&G. ESSE Change, the

hottest and most popular line in Korea, presents the magical world of tastes and aromas to smoking-lovers with the

extraordinary record of being the first super slim capsule in the world.

Basement 2 B35



This Fall/Winter 2017-18, Lacoste is launching a new collection of 2-in-1 shopping bags. With its timeless, elegant design and generous capacity, Anna is a bag you can easily carry at all times. Available in medium and large sizes, it is stylishly reversible and changes colour or texture to suit your desires, your mood, your outfit, or

REVERSIBLE BAGS

the occasion. Available in five colours – black, red, navy blue, green and beige – Anna uses inside/outside colour blocking for colour contrasts and presents a bi-material effect with a petit piqué coated

canvas side, and a side with a grainy leather effect. Practical, it can be carried as a handbag or shoulder bag and has a removable zipped internal pocket. Versatile, this chic and casual new bag

combines elegance and practicality, and is sure to be your ideal companion every time you go out. The Anna shopping bag will be available in all Lacoste stores from July 2017.

Basement 2 K23

UNCOMPROMISING LOOK

Versace & Versus will present the new V-Race Diver at this year's TFWA Asia Pacific Exhibition & Conference. Debuting on the Autumn/Winter 16 menswear catwalk, V-Race Diver captures

the energy and activity of the Versace man. Luminescent hands and indexes ensure maximum readability, while the steel bracelet, the unidirectional rotating top ring and the knurled bezel give it an

uncompromising look. It is a watch that is unmistakably Versace, with the logo displayed on the aluminium top ring and the 3D Medusa on the dial. V-Race Diver is available in four colours: black, blue,



steel and steel/IP gold. The camouflage version, with an IP black or brown case as an 'urban' camouflage pattern on the dial in the model with grey colour tones, and a 'desert' pattern for the brown alternative, all combined with a rubber strap with the Greek Key design.

Basement 2 K8

FRESH NEW LOOK

The primary highlight for William Grant & Sons is the new packaging for

Glenfiddich Cask Collection. "We are continually refreshing and revitalising the Glenfiddich offer and this move reflects the ongoing evolution of the Cask Collection range, ensuring relevancy to our core consumers," says Ed Cottrell, WGS Managing Director GTR. "The new look aims to strengthen



the collection's visibility on-shelf and enhances

the premium cues of the range whilst reinforcing its

contemporary appeal." This packaging refresh is supported by a special Virtual Reality activation. Meanwhile, in the build-up to World Cucumber Day on 14 June, William Grant & Sons will be making use of cucumber-themed activations throughout key airport locations globally, with innovative, interactive

promotions tools. The Monkey Shoulder drinks trolley also returns, serving up contemporary pre-mixed cocktails and playlists to delight and reinvigorate delegates weary from their busy meeting schedules during the show.

Basement 2 N19

Pashma is exhibiting at this year's TFWA Asia Pacific Exhibition & Conference with its newest addition Paisley shawl.

Made from the finest qualities of cashmere and silk, and woven on primitive looms into gauze that is

CASHMERE AND SILK

delightfully light and luxuriously soft, this wrap is Servigraphed with an imperial paisley motif from the Mughal

era and coloured with contemporary tones of blues. Surrealistic visions of timeless traditions. The composition is 50%

silk and 50% cashmere, and Paisley shawl measures 70cm by 200cm.

Basement 2 G2



HI-TECH WALLETS

The cool Leather Aluminium Wallet is the modern alternative to yesterday's pure leather version. The new TRU VIRTU LEATHER LINE is the ideal combination of leather and aluminium within one

product. It joins the advantage of both materials in a perfect way. By coating the aluminium surface with leather the proven advantages of protectoral functions remain and the patented wallets protect cards from illegal



scanning of personal data, demagnetisation and outside influences like water, sand, snow or mechanical load. Providing maximum functionality at minimum size for globetrotters at airports around the world, it protects against electromagnetic radiation and demagnetisation of credit cards. The TRU VIRTU LEATHER LINE is

available in five different product lines of wallets: wallet 'Cash&Cards', wallet 'Money&Cards', wallet 'Papers&Cards', 'Card Case' and 'Credit Card Case'. The trendy ultra-light TRU VIRTU products are available in different leather styles and colours.

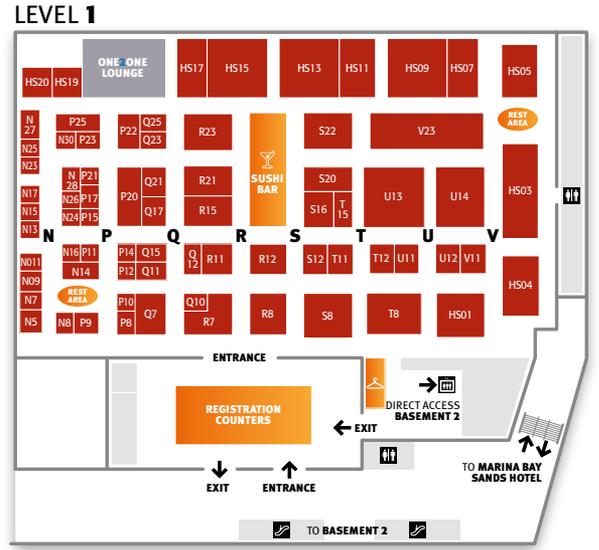
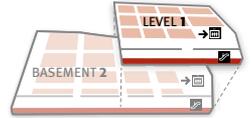
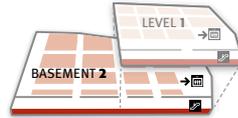
Basement 2 D02

7-11 MAY 2017
SINGAPORE

TFWA

ASIA PACIFIC EXHIBITION & CONFERENCE
THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

- Level 5 **Conference & Workshops**
- Level 4 **TFWA Asia Pacific Bar**
- Level 3 **TFWA Office**
- Level 1 **Registration - Exhibition Hall - ONE2ONE Lounge**
- Basement 2 **Exhibition Hall**



DANIEL WELLINGTON

CLASSIC

WORN BY
PYPER AMERICA AND
LUCKY BLUE

VISIT US AT TFWA SINGAPORE
BOOTH B2 G33

Lambretta
watches

1947-2017
70
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Welcome to Stand H30
and Celebrate the 70th Lambretta Anniversary

We are proud to present the Lambretta Watches 2017 Collections of **Cielo**, **Cesare**, **Imola** and the **brand new Classico** models. Modern fashion accessories with a retro twist, clearly inspired by the glorious days of the Italian Lambretta scooters.

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EXHIBITOR LISTING 2017

STAND NAME	LEVEL	STAND	SECTOR	TFWA MEMBERSHIP
ACCOLADE WINES	Basement 2	J5	Wine & Spirits	MEMBER
AGIO CIGARS	Basement 2	B17	Tobacco	MEMBER
AIR VAL INTERNATIONAL	Basement 2	J19	Fragrances & Cosmetics	MEMBER
AL HARAMAIN - NEW	Level 1	R23	Fragrances & Cosmetics	
ALG DISTRIBUTORS	Basement 2	M25	Fashion / Accessories / Luggage	
ALISHAN	Basement 2	E38	Tobacco	MEMBER
ALPINESTARS	Basement 2	B1	Fashion / Accessories / Luggage	MEMBER
AM INTERNATIONAL	Basement 2	H12	Electronics	
AMORE PACIFIC	Level 1	U14	Fragrances & Cosmetics	MEMBER
ANGELINI BEAUTY	Level 1	S8	Fragrances & Cosmetics	
ANNA MARIA MARAZAKI - NEW	Basement 2	K5	Jewellery / Watches	
APM MONACO - NEW	Level 1	Q11	Jewellery / Watches	
APPLE BEAUTY	Level 1	R21	Fragrances & Cosmetics	MEMBER
APTRA	Level 1	N5	Other	
ARALDI 1930	Basement 2	N20	Fashion / Accessories / Luggage	MEMBER
ARIKI NEW ZEALAND JEWELLERY - NEW	Level 1	P11	Jewellery / Watches	
ARIUM COLLECTION - NEW	Level 1	N011	Jewellery / Watches	
ARNOLD ANDRÉ / MAC BAREN	Basement 2	A21	Tobacco	MEMBER
ASTRAGRACE CORP	Basement 2	H24	Confectionery & Fine Food	
AURORA WORLD - NEW	Basement 2	K33	Gifts / Toys	MEMBER
AUSTRALIAN VINTAGE LTD - NEW	Level 1	N27	Wine & Spirits	
BACARDI GLOBAL TRAVEL RETAIL	Basement 2	D10	Wine & Spirits	MEMBER
BARDINET	Basement 2	L2	Wine & Spirits	MEMBER
BARTON & GUESTIER	Basement 2	C10	Wine & Spirits	MEMBER
BE RELAX - NEW	Level 1	N14	Gifts / Toys	
BEAUTY CONTACT - NEW	Basement 2	E14	Fragrances & Cosmetics	MEMBER
BELUGA VODKA	Basement 2	D4	Wine & Spirits	MEMBER
BERDOUES PARFUMS & COSMETIQUES	Basement 2	H9	Fragrances & Cosmetics	
BEURER - CODIPE	Basement 2	K01	Electronics	MEMBER
BLUE CHIP GROUP - NEW	Basement 2	B29	Fragrances & Cosmetics	
BLUE STORKS	Basement 2	A2	Gifts / Toys	MEMBER
BOMBATA - NEW	Level 1	N15	Fashion / Accessories / Luggage	
BORCO / SIERRA TEQUILA	Basement 2	H33	Wine & Spirits	
BOTTEGA	Basement 2	M9	Wine & Spirits	MEMBER
BRAUN	Basement 2	H11	Electronics	MEMBER
BRIC'S	Level 1	R11	Fashion / Accessories / Luggage	MEMBER
BRITISH AMERICAN TOBACCO	Basement 2	F36	Tobacco	MEMBER
BROWN AND HALEY	Basement 2	A14	Confectionery & Fine Food	MEMBER
BROWN FORMAN	Basement 2	M1+2	Wine & Spirits	MEMBER
BUTLERS CHOCOLATES	Basement 2	C31	Confectionery & Fine Food	MEMBER
BUTTERFLY TWISTS	Basement 2	D8	Fashion / Accessories / Luggage	MEMBER
CABEAU	Basement 2	G23	Gifts / Toys	MEMBER
CABINZERO - NEW	Basement 2	A03	Fashion / Accessories / Luggage	
CALVIN KLEIN	Basement 2	M18	Fashion / Accessories / Luggage	MEMBER
CAMUS COGNAC	Basement 2	J8	Wine & Spirits	MEMBER
CAPELLA - LAMBRETTA WATCHES	Basement 2	H30	Jewellery / Watches	MEMBER
CAPI GLOBAL	Basement 2	H19	Electronics	MEMBER
CAROLEE - NEW	Level 1	N23	Jewellery / Watches	
CASETI COMPANY LTD	Basement 2	G14	Gifts / Toys	
CAUDALIE - NEW	Level 1	T12	Fragrances & Cosmetics	MEMBER
CAVENDISH & HARVEY	Basement 2	M3	Confectionery & Fine Food	MEMBER
CERRUTI 1881 - UNGARO	Basement 2	M26	Fashion / Accessories / Luggage	MEMBER
CHABOT ARMAGNAC	Basement 2	B14	Wine & Spirits	MEMBER
CHAMPAGNE LAURENT- PERRIER - NEW	Level 1	S22	Wine & Spirits	MEMBER
CHANTECAILLE - NEW	Basement 2	B3	Fragrances & Cosmetics	
CHEONGKWANJANG- KOREAN GINSENG - NEW	Basement 2	D2	Confectionery & Fine Food	
CHINA TOBACCO GUANGDONG INDUSTRIAL CO.LTD	Basement 2	A25	Tobacco	
CHOKOLA	Basement 2	J2	Confectionery & Fine Food	
CHOYA	Basement 2	J31	Wine & Spirits	MEMBER
CLARINS	Level 1	HS11	Fragrances & Cosmetics	MEMBER
CLOGAU	Basement 2	C2	Jewellery / Watches	MEMBER
COGNAC FRAPIN - NEW	Basement 2	J02	Wine & Spirits	MEMBER
COGNAC PRUNIER	Basement 2	A5	Wine & Spirits	
COLLISTAR	Basement 2	F2	Fragrances & Cosmetics	MEMBER
CONSTELLATION BRANDS	Basement 2	E37	Wine & Spirits	
COTY	Basement 2	N31	Fragrances & Cosmetics	MEMBER
CREATION BEAUTE INTERNATIONAL	Level 1	U11	Fragrances & Cosmetics	
CROSS ACCESSORIES	Basement 2	C12	Gifts / Toys	MEMBER
CRYSTAL HEAD VODKA	Basement 2	D28	Wine & Spirits	MEMBER
DANDY NOMAD	Basement 2	N01	Gifts / Toys	MEMBER
DANIEL WELLINGTON	Basement 2	G33	Jewellery / Watches	MEMBER
DANZKA	Basement 2	B34	Wine & Spirits	MEMBER
DAVIDOFF CAFE - NEW	Basement 2	H13	Confectionery & Fine Food	
DEAU COGNAC	Basement 2	A02	Wine & Spirits	MEMBER
DESIGN GO - NEW	Level 1	R7	Gifts / Toys	MEMBER
DESIGNER PARFUMS	Basement 2	L24	Fragrances & Cosmetics	MEMBER
DESTILIERIAS CAMPENY	Basement 2	H01	Wine & Spirits	
DIDOF - NEW	Basement 2	G6	Jewellery / Watches	
DIEGO DALLA PALMA	Basement 2	E10	Fragrances & Cosmetics	MEMBER
DIESEL	Level 1	R15	Fashion / Accessories / Luggage	MEMBER
DISTELL	Basement 2	J6	Wine & Spirits	MEMBER
DISTILLERIES ET DOMAINES DE PROVENCE	Basement 2	G10	Wine & Spirits	MEMBER
DIVA CHINA - NEW	Basement 2	J01	Wine & Spirits	
DIVERSE FLAVOURS	Basement 2	D34	Wine & Spirits	MEMBER
DON PAPA RUM	Basement 2	A4	Wine & Spirits	MEMBER
DR.JART - NEW	Level 1	P20	Fragrances & Cosmetics	
DREW ESTATE/SWISHER	Basement 2	A18	Tobacco	
DUC D'O CHOCOLATERIE	Basement 2	C32	Confectionery & Fine Food	MEMBER
DUTY FREE GLOBAL LIMITED - NEW	Basement 2	D37	Wine & Spirits	MEMBER
EDEN PARK	Basement 2	H29	Fashion / Accessories / Luggage	MEMBER
EMILE CHOURIET	Level 1	S12	Jewellery / Watches	
EMPIRE OF SCENTS	Basement 2	G19	Fragrances & Cosmetics	MEMBER
ESSILOR INTERNATIONAL	Level 1	R8	Fashion / Accessories / Luggage	MEMBER
EST 1923 - NEW	Level 1	P12	Fragrances & Cosmetics	
ESTEE LAUDER TRAVEL RETAIL	Level 1	HS03	Fragrances & Cosmetics	MEMBER
ETAT LIBRE D'ORANGE	Basement 2	B11	Fragrances & Cosmetics	MEMBER
EUROCOSMESI	Basement 2	K2	Fragrances & Cosmetics	MEMBER
EUROITALIA	Level 1	HS09	Fragrances & Cosmetics	MEMBER
FEILER	Level 1	Q10	Home decoration / Tableware	
FERRAGAMO TIMEPIECES	Basement 2	L11	Jewellery / Watches	MEMBER
FERRERO TRAVEL MARKET	Basement 2	N1	Confectionery & Fine Food	MEMBER
FERVOR MONTREAL	Basement 2	K02	Jewellery / Watches	MEMBER
FIYTA	Basement 2	G8	Jewellery / Watches	MEMBER
FOCUS NETWORK AGENCIES (SINGAPORE) PTE LTD	Basement 2	E28	Confectionery & Fine Food	
FOOD ACCADEMIA	Basement 2	F27	Confectionery & Fine Food	MEMBER
FOR NO REASON	Basement 2	H28	Jewellery / Watches	
FORTUNE CONCEPT LIMITED	Basement 2	H22	Fashion / Accessories / Luggage	MEMBER
FRAAS- THE SCARF COMPANY - NEW	Level 1	Q15	Fashion / Accessories / Luggage	
FRATERNITY SPIRITS WORLD	Basement 2	B02	Wine & Spirits	MEMBER
FREIXENET GROUP	Basement 2	D36	Wine & Spirits	MEMBER
FURLA	Basement 2	J22	Fashion / Accessories / Luggage	MEMBER
GEIGER - NEW	Level 1	N16	Jewellery / Watches	
GIORGIO ARMANI - NEW	Level 1	HS20	Fashion / Accessories / Luggage	MEMBER
GIORGIO JANEKE-MILANO	Basement 2	D3	Fashion / Accessories / Luggage	MEMBER

GOBI CORPORATION - NEW	Basement 2	H14	Fashion / Accessories / Luggage	
GODIVA CHOCOLATIER	Basement 2	E2	Confectionery & Fine Food	MEMBER
GUERLAIN - NEW	Level 1	HS01	Fragrances & Cosmetics	MEMBER
GUESS ACCESSORIES	Basement 2	L19	Jewellery / Watches	MEMBER
GUYLIAN	Basement 2	H26	Confectionery & Fine Food	MEMBER
HANSE DISTRIBUTION	Basement 2	A7	Jewellery / Watches	MEMBER
HAPPY PLUGS - NEW	Basement 2	M208	Electronics	
HARIBO	Basement 2	C28	Confectionery & Fine Food	MEMBER
HARISON	Basement 2	D1	Confectionery & Fine Food	
HAWAIIAN HOST	Basement 2	E28	Confectionery & Fine Food	
HEIDI KLEIN - NEW	Basement 2	E9	Fashion / Accessories / Luggage	
HEINEKEN	Basement 2	J27	Wine & Spirits	MEMBER
HEINTZ VAN LANDEWYCK - NEW	Basement 2	A17	Tobacco	MEMBER
HELEN KAMINSKI - NEW	Basement 2	J13	Fashion / Accessories / Luggage	
HERMES	Level 1	HS05	Fragrances & Cosmetics	MEMBER
HIMAN TRADING COMPANY	Basement 2	A14	Confectionery & Fine Food	
HITEJINRO	Basement 2	N21	Wine & Spirits	MEMBER
HOUSE OF SILLAGE	Basement 2	L4	Fragrances & Cosmetics	
I-CLIP - NEW	Level 1	N28	Gifts / Toys	
IAN MACLEOD DISTILLERS LTD	Basement 2	C02	Wine & Spirits	MEMBER
ILLUMINUM LONDON - NEW	Level 1	N24	Fragrances & Cosmetics	
ILVA SARONNO	Basement 2	B8	Wine & Spirits	MEMBER
ILUMINAGE BEAUTY	Basement 2	B16	Fragrances & Cosmetics	MEMBER
IMPERIAL TOBACCO	Basement 2	D38	Tobacco	MEMBER
INCC GROUP	Basement 2	J11	Fragrances & Cosmetics	MEMBER
INFINITY & CO - NEW	Basement 2	B9	Jewellery / Watches	
INTERNATIONAL BEVERAGE	Basement 2	H27	Wine & Spirits	MEMBER
INTERNATIONAL BON TON TOYS	Basement 2	G18	Gifts / Toys	MEMBER
INTERPARFUMS	Basement 2	M11	Fragrances & Cosmetics	MEMBER
J. CORTES CIGARS	Basement 2	B27	Tobacco	MEMBER
JACOBSENS BAKERY	Basement 2	A14	Confectionery & Fine Food	
JACQUES BOGART	Basement 2	F22	Fragrances & Cosmetics	MEMBER
JC NEWMAN CIGAR CO	Basement 2	A15	Tobacco	MEMBER
JEAN-CHARLES BROUSSEAU	Basement 2	N02	Fragrances & Cosmetics	
JT INTERNATIONAL	Basement 2	B38	Tobacco	MEMBER
JUVENIA MONTRES SA AND ASIA COMMERCIAL HOLDINGS LIMITED - NEW	Level 1	N8	Jewellery / Watches	
KAIMAY	Basement 2	M6	Confectionery & Fine Food	
KAJAL PERFUMES	Basement 2	N03	Fragrances & Cosmetics	
KALOO, CLAYEUX, KOKESHI	Basement 2	L8	Fragrances & Cosmetics	MEMBER
KARELIA TOBACCO COMPANY	Basement 2	C34	Tobacco	MEMBER
KAVALAN SINGLE MALT WHISKY	Basement 2	A1	Wine & Spirits	
KERING EYEWEAR - NEW	Level 1	HS13	Fashion / Accessories / Luggage	MEMBER
KINMEN KAOLIANG LIQUOR	Basement 2	J36	Wine & Spirits	
KIPLING DIVISION - VF HONG KONG	Basement 2	M20	Fashion / Accessories / Luggage	MEMBER
KOSE CORPORATION	Level 1	U13	Fragrances & Cosmetics	MEMBER
KOTO PARFUMS	Basement 2	H10	Fragrances & Cosmetics	MEMBER
KREMLIN AWARD - GRAND PREMIUM VODKA	Basement 2	K35	Wine & Spirits	MEMBER
KRITIKA UNIVERSE - NEW	Level 1	N17	Fashion / Accessories / Luggage	
KT & G CORPORATION - NEW	Basement 2	B35	Tobacco	
KT INTERNATIONAL SA	Basement 2	F37	Tobacco	MEMBER
KURATE INTERNATIONAL LTD	Basement 2	H32	Jewellery / Watches	
KUSMI TEA	Basement 2	E26	Confectionery & Fine Food	MEMBER
L BRANDS - NEW	Level 1	HS19	Fragrances & Cosmetics	MEMBER
L'ARC PARFUMS - NEW	Basement 2	F03	Fragrances & Cosmetics	
L'OCCITANE EN PROVENCE	Level 1	HS17	Fragrances & Cosmetics	MEMBER
L'OREAL TRAVEL RETAIL ASIA PACIFIC	Basement 2	D19	Fragrances & Cosmetics	MEMBER
LA MARTINIQUAISE	Basement 2	L2	Wine & Spirits	MEMBER
LA PRAIRIE	Basement 2	K24	Fragrances & Cosmetics	MEMBER
LA SULTANE DE SABA	Basement 2	G22	Fragrances & Cosmetics	MEMBER
LABORATOIRES FILORGA	Basement 2	J10	Fragrances & Cosmetics	MEMBER
LABOURE-ROI	Basement 2	N202	Wine & Spirits	MEMBER
LACOSTE	Basement 2	K23	Fashion / Accessories / Luggage	MEMBER
LEGO GROUP	Basement 2	G28	Gifts / Toys	MEMBER
LEONIDAS	Basement 2	D31	Confectionery & Fine Food	MEMBER
LES CHOCOLATS DE PAULINE - NEW	Basement 2	D30	Confectionery & Fine Food	
LES INTERCHANGEABLES	Level 1	P10	Jewellery / Watches	
LIFETRONS SWITZERLAND	Basement 2	A01	Electronics	MEMBER
LINDT & SPRUNGLI (SCHWEIZ) AG	Basement 2	H2	Confectionery & Fine Food	MEMBER
LIVIKO AS	Basement 2	B4	Wine & Spirits	MEMBER
LOACKER	Basement 2	J29	Confectionery & Fine Food	MEMBER
LOCHCARRON JOHN BUCHAN LTD - NEW	Basement 2	B2	Fashion / Accessories / Luggage	MEMBER
LORIENCE PARIS	Basement 2	K10	Fragrances & Cosmetics	MEMBER
LUBRITRIDE TRADING PTE LTD	Basement 2	H1	Wine & Spirits	MEMBER
LUXOTTICA GROUP	Basement 2	J18	Fashion / Accessories / Luggage	MEMBER
LUZHOU LAOJIAO INT'L DEVELOPMENT	Basement 2	A20	Wine & Spirits	
LVMH FRAGRANCE BRANDS	Level 1	HS04	Fragrances & Cosmetics	MEMBER
M. CHAPOUTIER - NEW	Level 1	N26	Wine & Spirits	
MACDUFF INTERNATIONAL	Basement 2	L202	Wine & Spirits	MEMBER
MAESTRANI	Basement 2	A3	Confectionery & Fine Food	MEMBER
MARCEL ROBBEZ MASSON	Level 1	T11	Jewellery / Watches	MEMBER
MARCHESE ANTONORI - NEW	Level 1	Q25	Wine & Spirits	MEMBER
MARCHON EYEWEAR	Basement 2	L1	Fashion / Accessories / Luggage	MEMBER
MARCOLIN SPA	Level 1	S20	Fashion / Accessories / Luggage	MEMBER
MARINA DE BOURBON	Basement 2	B10	Fragrances & Cosmetics	MEMBER
MARQUES DE RISCAL - NEW	Level 1	S22	Wine & Spirits	
MARS INTERNATIONAL TRAVEL RETAIL	Basement 2	N29	Confectionery & Fine Food	MEMBER
MAUI JIM, INC.	Basement 2	K9	Fashion / Accessories / Luggage	MEMBER
MAVIVE	Basement 2	F18	Fragrances & Cosmetics	MEMBER
MERLIN DIGITAL - NEW	Level 1	N25	Gifts / Toys	
MIRA WATCH INTERNATIONAL LIMITED - NEW	Level 1	N09	Jewellery / Watches	
MISAKI	Basement 2	H23	Jewellery / Watches	MEMBER
MISSHA	Basement 2	F10	Fragrances & Cosmetics	MEMBER
MOET HENNESSY	Level 1	HS15	Wine & Spirits	MEMBER
MOLIABAL	Basement 2	C8	Gifts / Toys	
MOLINARD PARFUMS	Basement 2	G15	Fragrances & Cosmetics	MEMBER
MONDELEZ WORLD TRAVEL RETAIL	Basement 2	J26	Confectionery & Fine Food	MEMBER
MORELLATO GROUP - NEW	Level 1	T15	Jewellery / Watches	MEMBER
MORGAN & OATES	Basement 2	J33	Fashion / Accessories / Luggage	MEMBER
MOROCCANOIL	Level 1	T8	Fragrances & Cosmetics	
MOSHI - NEW	Basement 2	F24	Fashion / Accessories / Luggage	
MOSQUITNO	Basement 2	G01	Gifts / Toys	MEMBER
MYWALIT - NEW	Level 1	N13	Fashion / Accessories / Luggage	
NANYANG BROTHERS TOBACCO CO., LTD - NEW	Basement 2	K36	Tobacco	
NAUTICA WATCHES	Basement 2	K6	Jewellery / Watches	MEMBER
NEMIROFF VODKA LIMITED	Basement 2	N9	Wine & Spirits	MEMBER
NESTLE	Basement 2	K29	Confectionery & Fine Food	MEMBER
NEUHAUS	Basement 2	G26	Confectionery & Fine Food	MEMBER
NIEDEREGGER - NEW	Basement 2	H25	Confectionery & Fine Food	
NILAI PARIS	Basement 2	L02	Jewellery / Watches	MEMBER
ODM DINGJUN INT. HOLDINGS LTD	Basement 2	G12	Jewellery / Watches	
OMOYE - NEW	Level 1	P14	Fragrances & Cosmetics	
ORLA KIELY - NEW	Level 1	P8	Fashion / Accessories / Luggage	
OSBORNE	Basement 2	B21	Wine & Spirits	MEMBER
P&G Global Travel Retail	Level 1	V23	Fragrances & Cosmetics	
PANPURI	Basement 2	C1	Fragrances & Cosmetics	MEMBER
PASCO	Basement 2	A9	Electronics	MEMBER
PASHMA	Basement 2	G2	Fashion / Accessories / Luggage	MEMBER
PATRON SPIRITS INTERNATIONAL AG	Basement 2	L5	Wine & Spirits	MEMBER
PAUL & SHARK	Basement 2	D11	Fashion / Accessories / Luggage	MEMBER
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Basement 2	E29	Confectionery & Fine Food	MEMBER
PERFUMER'S WORKSHOP	Level 1	U12	Fragrances & Cosmetics	MEMBER
PERFUMES Y DISEÑO	Basement 2	L9	Fragrances & Cosmetics	MEMBER
PERNOD RICARD TRAVEL RETAIL ASIA PACIFIC	Basement 2	N22	Wine & Spirits	MEMBER
PETIT GOURMET - NEW	Basement 2	G02	Confectionery & Fine Food	
PEUCH ET BESSE L'EMOTION DU VIN	Basement 2	N18	Wine & Spirits	MEMBER
PHILIPS	Basement 2	K27	Electronics	MEMBER
PICA LÉLA	Basement 2	F23	Jewellery / Watches	MEMBER
PICCINI - NEW	Level 1	Q23	Wine & Spirits	

PIQUADRO	Basement 2	F30	Fashion / Accessories / Luggage	MEMBER
PLUM BLOSSOM	Basement 2	B32	Tobacco	
POURCHET PARIS - NEW	Level 1	V11	Fashion / Accessories / Luggage	
PREMIER PORTFOLIO INTERNATIONAL LTD	Basement 2	M02	Gifts / Toys	MEMBER
PRINCE HUBERT DE POLIGNAC / HARDY	Basement 2	J1	Wine & Spirits	MEMBER
PROFUMITALIA SRL - NEW	Basement 2	A8	Fragrances & Cosmetics	MEMBER
PUIG	Basement 2	K11	Fragrances & Cosmetics	MEMBER
PUPA	Basement 2	J9	Fragrances & Cosmetics	MEMBER
RADLEY LONDON	Level 1	S16	Fashion / Accessories / Luggage	MEMBER
REFLECTA	Basement 2	K18	Jewellery / Watches	MEMBER
REVLON TRAVEL RETAILING	Basement 2	K1	Fragrances & Cosmetics	MEMBER
RICOLA	Basement 2	H6	Confectionery & Fine Food	MEMBER
RITTER SPORT	Basement 2	F8	Confectionery & Fine Food	MEMBER
ROCKLAND DISTILLERIES	Basement 2	A11	Wine & Spirits	
SABMILLER	Basement 2	G27	Wine & Spirits	MEMBER
SAFILO GROUP	Basement 2	E18	Fashion / Accessories / Luggage	MEMBER
SALVATORE FERRAGAMO	Level 1	HS07	Fragrances & Cosmetics	MEMBER
SAMSONITE	Basement 2	E8	Fashion / Accessories / Luggage	MEMBER
SANTA MARGHERITA GRUPPO VINICOLO - NEW	Level 1	P23	Wine & Spirits	MEMBER
SCANDINAVIAN TOBACCO GROUP	Basement 2	A26	Tobacco	MEMBER
SCHAEFER TRAVEL RETAIL	Basement 2	N12	Gifts / Toys	MEMBER
SCORPIO WORLDWIDE	Basement 2	D9	Jewellery / Watches	MEMBER
SECRID - NEW	Level 1	Q21	Gifts / Toys	MEMBER
SEKONDA	Basement 2	J32	Jewellery / Watches	MEMBER
SENNHEISER	Basement 2	N10	Electronics	MEMBER
SHANGHAI TOBACCO GROUP CO. LTD	Basement 2	A16	Tobacco	
SHISEIDO GROUP	Basement 2	B20	Fragrances & Cosmetics	MEMBER
SILVER BASE INTERNATIONAL DEVELOPMENT CO. LTD	Basement 2	B36	Tobacco	
SKROSS	Basement 2	C4	Electronics	MEMBER
SKYLINK GMBH - NEW	Basement 2	H18	Jewellery / Watches	
SLA PARIS	Basement 2	E22	Fragrances & Cosmetics	MEMBER
SO.DI.CO. SRL - NEW	Level 1	Q17	Fragrances & Cosmetics	
SPA CEYLON LUXURY AYURVEDA	Level 1	P17	Fragrances & Cosmetics	
SPONGELLE	Basement 2	M27	Fragrances & Cosmetics	MEMBER
SPRAYGROUND - NEW	Basement 2	F02	Fashion / Accessories / Luggage	
STAEDTLER MARS GMBH & CO. KG	Level 1	P9	Gifts / Toys	MEMBER
STEIFF	Level 1	Q12	Gifts / Toys	MEMBER
STORCK TRAVEL RETAIL	Basement 2	E31	Confectionery & Fine Food	MEMBER
TAIWAN TOBACCO & LIQUOR CORPORATION - NEW	Basement 2	A19	Tobacco	
TAKARA SHUZO	Basement 2	M8	Wine & Spirits	
TATEOSSIAN	Basement 2	G32	Jewellery / Watches	MEMBER
THE EDINGTON GROUP	Basement 2	H36	Wine & Spirits	MEMBER
THE HERSHEY COMPANY	Basement 2	G29	Confectionery & Fine Food	MEMBER
THE THREE STILL COMPANY LTD - NEW	Level 1	P25	Wine & Spirits	
THOMAS SABO	Level 1	R12	Jewellery / Watches	MEMBER
TIMELESS TRUTH	Level 1	Q7	Fragrances & Cosmetics	
TOMMY HILFGER	Basement 2	M18	Fashion / Accessories / Luggage	MEMBER
TORRES	Basement 2	H8	Wine & Spirits	MEMBER
TOSCOW	Basement 2	B18	Jewellery / Watches	MEMBER
TOUS	Basement 2	F26	Jewellery / Watches	
TRAVALO	Basement 2	M10	Gifts / Toys	MEMBER
TRAVEL BLUE	Basement 2	G1	Gifts / Toys	MEMBER
TRAVELLER'S TROVE	Basement 2	C29	Confectionery & Fine Food	MEMBER
TREASURY WINE ESTATES	Basement 2	J35	Wine & Spirits	MEMBER
TRU VIRTU	Basement 2	D02	Gifts / Toys	MEMBER
ULUPNA WINERY - NEW	Level 1	N7	Wine & Spirits	
UNILEVER INTERNATIONAL TRAVEL RETAIL	Basement 2	G25	Fragrances & Cosmetics	MEMBER
VAG	Basement 2	G11	Fragrances & Cosmetics	MEMBER
VALRHONA	Basement 2	F32	Confectionery & Fine Food	MEMBER
VANTAGE AUSTRALIA - NEW	Level 1	N30	Wine & Spirits	
VERSACE & VERSUS	Basement 2	K8	Fashion / Accessories / Luggage	MEMBER
VINI TONON - NEW	Level 1	P21	Wine & Spirits	
VINPROM PESHTERA SA	Basement 2	K32	Wine & Spirits	MEMBER
VON EICKEN	Basement 2	B31	Tobacco	
VSF INTERNATIONAL CONSULTING	Basement 2	N04	Wine & Spirits	
WHEN - NEW	Level 1	P15	Fragrances & Cosmetics	
WHYTE & MACKAY - NEW	Basement 2	C5	Wine & Spirits	MEMBER
WILLIAM GRANT & SONS	Basement 2	N19	Wine & Spirits	MEMBER
WONDERFUL PISTACHIOS	Basement 2	B28	Confectionery & Fine Food	MEMBER
WOOLLIP TRAVEL PILLOW - NEW	Basement 2	K12	Gifts / Toys	
WULIANGYE GROUP	Level 1	P22	Wine & Spirits	
YANGHE DISTILLERIE CO LTD	Basement 2	J34	Wine & Spirits	MEMBER
YUNNAN TOBACCO INTERNATIONAL CO LTD	Basement 2	C38	Tobacco	MEMBER
ZAMORA INTERNATIONAL - NEW	Basement 2	N11	Wine & Spirits	MEMBER
ZONIN 1821 - NEW	Basement 2	C6	Wine & Spirits	MEMBER



TAX FREE WORLD ASSOCIATION
23-25, rue de Berri
75008 Paris France

Tel : +33 1 40 74 09 86
Fax : +33 1 40 74 09 85

Alain Maingraud
MANAGING DIRECTOR
a.maingraud@tfwa.com

Cécile Lamotte
MARKETING DIRECTOR
c.lamotte@tfwa.com

Produced by:



Ian Hill
PUBLISHER
ian@pps-publications.com

Paul Hogan
MANAGING DIRECTOR
paul@pps-publications.com

Ross Falconer
MANAGING EDITOR
ross@pps-publications.com

Marta Dimitrova
ASSISTANT EDITOR
marta@pps-publications.com

**Gavin Haines
Jessica Mason
Lucy Taylor**
ASSISTANT EDITORS

Richard Jende
HEAD DESIGNER
richard@pps-publications.com

Samita Brant
DESIGNER
samita.brant@pps-publications.com

Grant Pritchard
PHOTOGRAPHER
photography@grantpritchard.co.uk

PPS PUBLICATIONS LTD
3a Gatwick Metro Centre
Balcombe Road, Horley, Surrey
RH6 9GA, United Kingdom
Tel: +44 1293 783 851
Fax: +44 1293 782 959
post@pps-publications.com

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EXHIBITOR ADDENDUM

GIORGIO ARMANI

Level 1 HS20

NEW EXHIBITOR TFWA MEMBER

15F Kerry Centre
683 Kings Road
Quarry Bay
Hong Kong

STAND CONTACT:

Queenie Lui

T: +852 25 99 23 76

E: queenie.lui@giorgioarmani.hk

LOHCARRON JOHN BUCHAN LTD

Basement 2 B2

NEW EXHIBITOR TFWA MEMBER

Waverley Mill
Rogers Road
Selkirk
TD7 5DX
United Kingdom

STAND CONTACT:

Paul Batth

T: +44 1750 726 000

E: paul.batth@lochcarron.com

REFLECTA

Basement 2 K18

TFWA MEMBER

Via Degli Imbriani 20
Milan
20158
Italy

STAND CONTACT:

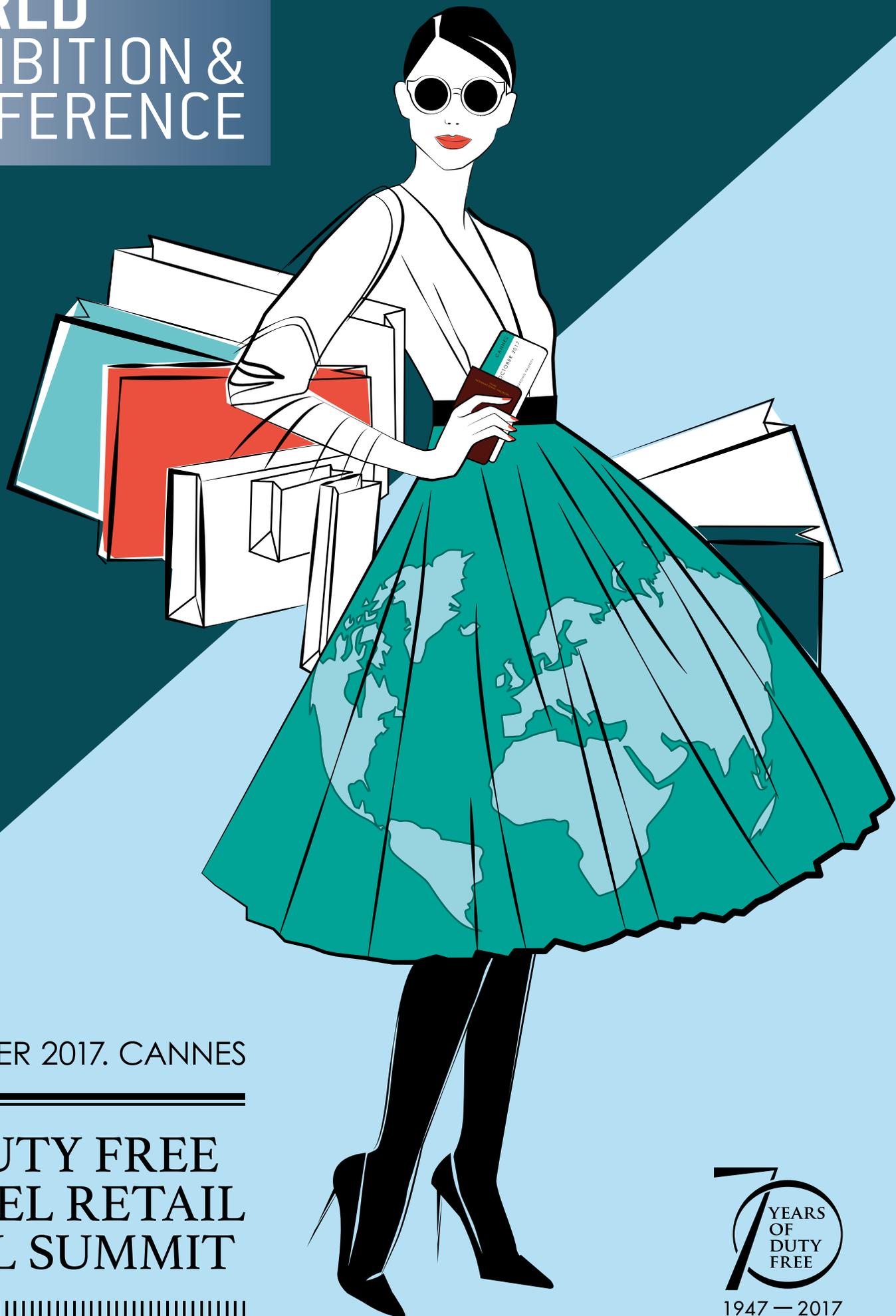
Alessandra Visconti

T: +39 02 34 59 22 25

E: a.visconti@reflectaconsulting.com

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Andy Warhol: Skull, 1976 © The Andy Warhol Foundation / ARS
Calvin Klein: Classic Denim Jeans (Archival Originals, 1982)
with Classic Cotton Tank (Calvin Klein Underwear Est. 1981)
Photographed at The Andy Warhol Museum, Pittsburgh

CALVIN KLEIN