

TFWA

ASIA PACIFIC
EXHIBITION &
CONFERENCE

THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

TFWA

daily

WEDNESDAY 9 MAY 2018



04

Chill-Out Party
Last night at
the Mandarin
Oriental

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Jewellery**
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ONE2ONE
meeting service
Meet potential
industry partners

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EXHIBITION AND
CONFERENCE SINGAPORE**
Stand Basement 2
J29

Pure goodness!
Che bontà!™

Loacker

TFWA

Gerry Munday

Vice-President Marketing



Introduction

Still leading the pack

It's impossible not to be excited by Asia. On this most vibrant of continents, there is so much happening, from the travel retail debuts of some truly breath-taking new brands, to the opening of new airports at a rate unmatched in any other part of the world. Yes, there was something of a downturn last year, but the recovery we're seeing across the globe is burning brighter here in Asia than anywhere else, and there's plenty more to come. I for one am thrilled to be back here again this week.

To offer visitors the support they need to make the best of their time in Singapore, we have a raft of extremely useful marketing tools. Our dedicated conference app makes it easy and simple to plan your day. In addition, there's plenty of live updates about all the essentials of the exhibition on our social media channels, which include LinkedIn, Twitter, Facebook, as well as (for the first time this year) Instagram, Weibo and WeChat. Our product showcase provides a chance for exhibitors to shine a spotlight on their latest innovations, while our press photo service offers a comprehensive record of the highlights of the week. We also have our newly styled TFWA Daily magazine, which will keep you up to speed on all that's been happening in the exhibition halls, at our social events and beyond.

Our ONE2ONE meeting service is a fantastic way to make sure you have a diary full of valuable appointments with key contacts from airports, airlines, cruise and ferry operators, brands or retailers. This service has been hugely popular since its launch ten years ago and is a great way to secure introductions to the people you really want to meet, particularly if you are new to the exhibition. In 2009 when the service was first introduced, 125 meetings were organised, but by last year, this figure had risen to 385, which was itself a testament to how important and valued this service is.

Of course, networking is an essential part of any visit to this event, and once again this year's programme hasn't disappointed. Plenty of competitive fun was had on the very beautiful golf course at Raffles Country Club on Sunday morning, and later that evening the new water-front setting for our Welcome Cocktail at the Gardens by the Bay lived up to all expectations. Last night's Chill-Out Party on the candle-lit roof of the Mandarin Oriental provided the chance to recharge while enjoying massage, reflexology and gem therapy.

I've always believed that this is an important show, and every year it attracts a core of key players in the business, as well as some interesting new people and brands. I wouldn't want to miss it and no brand should miss it. My diary has been as full as ever – I hope you're also having a wonderful week.

Notes for your diary:

- As always, a visit to the TFWA Asia Pacific Bar is the perfect way to wind down after a hectic day. Join us there on Level 4 tonight from 18:00. Many thanks to all our sponsors for their support of this highly popular spot.
- The climax of the 2018 networking programme, our Singapore Swing Party, will take place at the JW Marriott Hotel from 20:00 tonight. Don't miss what promises to be an otherworldly evening in a parallel dimension.
- Our 2018 review, which will reflect on the mood of the week, the essential take-outs from the conference and workshops, and the highpoints of the social events, will be live online at www.tfw.com shortly after the show.

The Vice-President Marketing defines strategy and prepares communications relating to the association's activities in order to drive attendance at TFWA's exhibitions. She also contributes to the planning of all events organised by the association, and oversees the production of the association's publications. Gerry Munday is Global Travel Retail Director of Furla S.p.A.

WiFi service

TFWA is pleased to provide free WiFi access in the exhibition and at the conference and workshops.



WiFi: **MICE HOTSPOTS**

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
- Conference/Workshops: Level 5
- TFWA Asia Pacific Bar: Level 4
- Asian Bar: Basement 2
- Western Bar: Basement 2
- Sushi Bar: Level 1



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04

Wednesday
9 May 2018

TFWA DAILY



01



02

Chill-Out Party

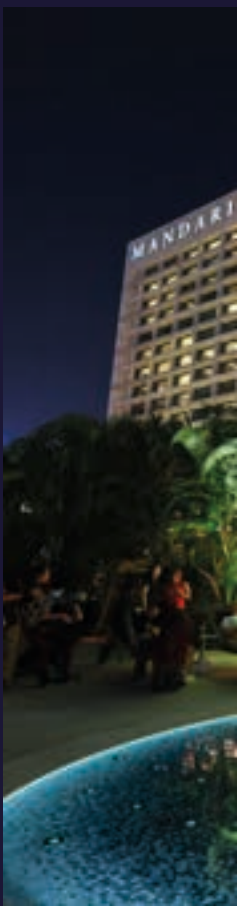
There was a laid-back ambiance at last night's heaven-themed Chill-Out Party on the Mandarin Oriental's rooftop, kindly sponsored by Lacoste and Korea Ginseng Corporation. Massages, reflexology and gem therapy soothed tired limbs at the candle-lit, zen-infused gathering.



03



04





07



01 Erik Juul-Mortensen, President, TFWA; Colm McLoughlin, Executive Vice Chairman and CEO, Dubai Duty Free; Sarah Branquinho, External Affairs Director, DUFY; Breda McLoughlin; Diane Lane, Marketing Manager, Merlin Digital; Siraj Hanifa, Director Travel Retail, Merlin Digital; and Fei Yan, Owner, XZX Beauty Inc.

02 Marcio Manoel Dos Santos, International Business Development Director, Collistar; Keith Hunter, Partner, Hunter Palmer Global Retail Solutions; Sylvia Santin, Head of Travel Retail, Etro; Nick Goddard-Palmer, Partner, Hunter Palmer Global Retail Solutions; Thabet Musleh, Head of Qatar Duty Free; and Lulu Oblea, Category Manager, Qatar Duty Free.

03 Cécile Lamotte, Marketing Director, TFWA, and Nadia Skouri Garcia-Pelayo, Managing Director, Buying The Sky.

04 Fabien Boukobza, Director of Global TR Business Development, Genie-s International Ltd, and Estelle Baumann, Duty Free Director, Denizen World.

05 Martha Lui, Business Development Manager, Orient King Power; LiuWen Juan, Merchandising Manager, Orient King Power; Pan Jing Wen, Financial Manager, Orient King Power; and Li Yi, Operation Manager, Orient King Power.

06 Jesada Chokchawwat, Director Sales & Marketing and Merchandising, Banyan Tree Spa & Gallery; Ash Rajani, Managing Director, Denbond Prestige Limited; and Rekha Rajani, Financial Director & Company Secretary, Denbond Prestige Limited.

07 Nicolas Berton, Key Account and Travel Retail Manager South East Asia Partners, Lacoste; Lucie Juglair, Accounts Executive Europe, Lacoste; Erin Lillis, Travel Retail Director, Asia Pacific, Lacoste; Jean-Louis Delamarre, CEO EMEA and Global Travel Retail, Lacoste; and Stéphanie Lefebvre, Travel Retail Director EMEA, Lacoste.

08 Géraldine Archambault, President, Essential Parfums; Alain Maingreud, Associate Director, TFWA; Priscilla Beaulieu, VP Global Marketing & Sales Director, Millennium Fragrances; and Angèle Org, Export Director, Interparfums.

09 Andre Schwarz, Global Travel Retail Associate, Ritter Sport; Simone Weiss, International Key Account Manager, Travel Retail, Ritter Sport; and Jan Pasold, Head of Global Travel Retail, Ritter Sport.

10 Anil Goyal, Head – Finance & Commercial, Dynamicbrands; Vishal Bansal, General Manager, Flemingo; S. Jayabalan, Baccarose Perfumes & Beauty Products; Gaurav Soni, Business Head Travel Retail, Aspri Spirits; and Rajesh Mohindra, Head – Sales & Marketing, Dynamicbrands.



08



09



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05



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TFWA

6-10 MAY 2018
SINGAPORE

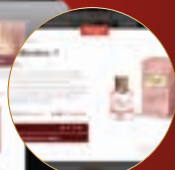
ASIA PACIFIC EXHIBITION & CONFERENCE

THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

INNOVATIONS AND NEW LAUNCHES IN SINGAPORE THIS YEAR

View the TFWA Product Showcase

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



Find product overview, brand name, stand location and contact data on a summary screen



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

Access press releases or external websites



www.tfwaproductshowcase.com

DFNI Asia Awards 2018

THE DFNI AWARDS FOR TRAVEL RETAIL EXCELLENCE IN ASIA/PACIFIC TOOK PLACE LAST NIGHT AT THE MARINA BAY SANDS EXPO & CONVENTION CENTRE.



The winners

AIRPORT RETAILER OF THE YEAR
The Shilla Duty Free

INFLIGHT RETAILER OF THE YEAR
DFASS (Singapore) Pte Ltd

CRUISE/FERRY RETAILER OF THE YEAR
Starboard Cruise Services

BEST ASIAN TRAVEL-RETAILER INNOVATOR
Mumbai Duty Free – Flemingo Travel Retail Limited

AIRPORT AUTHORITY WITH MOST SUPPORTIVE APPROACH TO TRAVEL RETAIL
Changi Airport Group

TRAVEL RETAILER OPERATING IN A SINGLE COUNTRY – ASIA/PACIFIC
King Power International Group

MIDDLE EAST RETAILER OF THE YEAR
Dubai Duty Free

BEST MARKETING ACTIVATION
Changi Airport Group, Around the Whiskey World at Changi Airport

BEST NEW PRODUCT PACKAGING
Edrington Global Travel Retail, The Macallan Quest Collection

BEST NEW ASIA/PACIFIC PRODUCT
Edrington Global Travel Retail, The Macallan Quest Collection

BEST NEW SHOP OPENING
King Power International Group, King Power Rangnam

BEST SUPPLIER
William Grant & Sons

ASIA/PACIFIC TRAVEL RETAILER OF THE YEAR
King Power International Group

Lambretta
watches



ITALY 1947

Welcome
to discover our
New Collections!

Space-efficient and affordable fashion watch concepts that encourage spontaneous shopping.

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Basement Level:
Stand H30

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TFWA Asia Pacific Bar

Today, 18:00-19:30

Marina Bay Sands Expo & Convention Centre, Level 4

Perfectly placed for an early-evening drink at the end of a busy day at the exhibition. Wind down and chat to fellow delegates at the bar, or take your glass outside onto the terrace for a fantastic view of Marina Bay and the central Singapore skyline.

Special thanks to all our sponsors



Singapore Swing Party

Tonight, 20:00

JW Marriott Hotel

The climax to the 2018 networking programme transports you to another world for an unforgettable evening in a parallel dimension. Think 'Avatar' and you'll get a flavour of what awaits. Expect an otherworldly blend of music, performance and drama in a series of experiences unlike any other.

- Dress code: Smart casual, ideally something white to enjoy the full benefit of some spectacular lighting effects
- Entrance by invitation only (part of the full delegate status)
- A shuttle service will be available from all major hotels

TFWA Golf Tournament, Cannes



Qatar Duty Free will be the sponsor and

Exclusive Retail Partner of the TFWA Golf Tournament, taking place at Cannes' magnificent Royal Mougins Golf Club on 30 September 2018.

Head of Qatar Duty Free, Mr. Thabet Musleh, said: "Qatar Duty Free is delighted to be the Exclusive Retail Partner of the TFWA Golf Tournament. Qatar Airways and Qatar Duty Free understand the power of sport in bringing people together and we are honoured to be a part of this prestigious tournament. At QDF, we are committed to providing customers with a memorable five-star experience, both inflight and at our home and hub Hamad International Airport. We look forward to extending Qatar's warm and welcoming hospitality to all guests and competitors at this year's TFWA Golf Tournament. With a range of incredible prizes on offer, we hope that more competitors than ever sign up to the tournament this year and be part of this unforgettable experience."



John Rimmer, Managing Director, TFWA, and Thabet Musleh, Head of Qatar Duty Free.

60 seconds with: Clara Perez, Travel Retail Research Director, m1nd-set

Clara Perez, Travel Retail Research Director, shares some of the highlights from m1nd-set's latest report on Chinese travel trends and shopper insights with Ross Falconer.



Clara Perez, Travel Retail Research Director, m1nd-set: "40% of Chinese travellers purchase in duty free shops, much above the global average of 22%. This is driven by an exceptional conversion rate: 75% of Chinese duty free visitors purchase (vs 55% globally)."

- Chinese travellers are more engaged with the travel retail channel and buy more in duty free: "40% of Chinese travellers purchase in duty free shops, much above the global average of 22%. This is driven by an exceptional conversion rate: 75% of Chinese duty free visitors purchase (vs 55% globally). Furthermore, with an average ticket of US\$232, Chinese duty free buyers are significantly higher spenders (vs US\$146 globally)."
- Chinese shoppers are big pre-travel shopping planners: "87% of all Chinese travellers who buy in duty free shops plan their purchases before their international travel, compared to only 47% globally. They are, therefore, much more likely to notice and/or research pre-trip touch points (67% vs 29% globally)."
- Chinese shoppers are highly sensitive to staff interaction: "Their interaction level (77% interact with sales staff) is considerably higher than the global average of 52%. Moreover, staff provide a unique opportunity to convert and impact their decision-making: 69% of Chinese shoppers who interact with sales staff are influenced by the interaction, compared to the global average of 57%."
- In addition to 'value', key purchase drivers are the 'in-store experience' and "DF exclusives": "On a par with global results, 'value' (e.g. price advantages, promotions or GWPs) is the main purchasing driver for Chinese travellers (83%). The Chinese are increasingly seeking experiences while travelling and shopping is no exception: the in-store experience is the second most important shopping driver (56%). 'Exclusive products' follow with just under half (49%) of Chinese shoppers stating this driver."
- Key barriers to purchase are the lack of new products or appealing promotions: "Contrarily to what is observed for other nationalities, high prices vs downtown is not the main reason for not purchasing (17%). The lack of both new products (28%) and interesting promotions (25%) are among the main reasons for not buying in duty free shops."

The report also reveals actionable insights, including that it is key to improve the recall and impact of touch points throughout. As Chinese travellers plan their purchasing significantly more than any other nationality, there is significant potential to reach them at the planning stage. "However, even though they plan their shopping, many shoppers are still undecided about the exact product they want when they reach the duty free shop, highlighting the relevance of in-store touch points," Perez explains.

The latest research by m1nd-set into Chinese travel trends and shopper insights reveals significant shifts in destinations, as well as key behavioural insights on Chinese travellers in duty free shops. Clara Perez, Travel Retail Research Director, m1nd-set, outlines five key findings from the report:

SOLO COLLECTION

FIYTA

which has a high level of brand awareness among Chinese tourists,
brings its new collection to global travel retail market.
The brand focuses on mid price durable watches with original design.

BASEMENT 2 STAND G8

TFWA ASIA PACIFIC



FIYTA
ENJOY YOUR TIME

Jessica Mason pinpoints seven trends present across the watches and jewellery sector, and highlights how each of them is responding to consumers' worldly interests.



◀ Joanne Nixon, Director Marketing and Sales, Jacques Farel: "Buying a Jacques Farel Hayfield watch is a personal decision that shows you care about the environment, one 'tick' at a time."

The 7 wonders of the watches and jewellery world

There are seven design trends that underpin the next phase of the watches and jewellery sector within international travel retail. Everyday fashion, applying contemporary chic with impulse shopping and fitting jewellery and timepieces around lifestyle and clothing ranges; trinkets that use natural aesthetics to appeal in a fast-moving often oppressive digital world; eco-awareness and a consumer desire for items that are showing they are carving a virtuous path around saving the planet; tangible meaningfulness and products that either blend the art of customisation or offer designs that appeal by being personalised to individuals; asymmetrical shapes that stand out for their difference and have a modern and playful characterful style; watches and jewellery that have links to celebrities or the rich and famous and thus enjoy interest from fans looking for aspirational items; and pieces that have a link to cosmic design, travel, space, astronomy and the moon. Within each of these trends, one overarching umbrella trend is apparent, whatever the style or the materials used: the quality and exclusivity of the product needs to be appealing to the consumer. Let's explore the trends.

▶ Capella Industries is showcasing the Lambretta Volta 39 – a new vintage-inspired men's watch with extreme attention to detail: slim case, dome-shaped glass, and slightly curved dial. It is also launching a brand new minimalistic feminine design named Mia 34 sports – an ultra-thin and sleek case, matched with stunning Italian leather straps and elegant Milanese mesh bracelets.



The FIYTA Floriography Collection watch is inspired by floriography and features an abstracted image based on the lotus flower.

TREND: Fashion

"We are seeing an increasing number of travellers buying watches not as a timepiece, but as a fashion accessory. This means that, more often than not, they are buying on impulse, which makes it very important for us to achieve competitive pricing alongside attractive/eye-catching designs," says Christian Hoffmann, Marketing Director, Capella Industries (Basement 2/2-H30).

According to Hoffmann, this need is "especially so in the more mature markets, such as Europe and America" but now Capella Industries has started "to see just the similar pattern emerging in parts of Asia as well".

Sophie Depéry, CMO, Art Director, Montres Chouriet (Level 1/1-S12) believes that "people want to wear everyday life watches" and that the thing they are most seeking is "the mix of elegance, size comfort, and young and fresh details". These, she highlights "are the key".

Chiming well with the fashion trend, Seksy is proud to showcase its iconic Seksy Rocks collection in Singapore. "Seksy Rocks introduces the use of crystal fine rocks and crystal fabric from Swarovski to create beautiful timepieces with a unique and fashionable edge," says Helen Carnall, Commercial Manager, Time Products, Sekonda & Seksy (Basement 2/2-J32).

Also meeting the fashion trend head-on is Buckley London (Basement 2/2-K5), which presents "jewellery that has a 'modern meets classic' style", according to spokesperson Chloe Sandland. She adds that the jewellery "is available in a range of designs and price points from fast fashion bracelets to premium gift sets".

TREND: Natural elegant simplicity

The Jacques Farel hayfield watch is "a timepiece that reminds you to stop and feel", points out Joanne Nixon, Director Marketing and Sales, Jacques Farel (Basement 2/2-H29). "In a rapidly-changing and stressful world, often ruled by technology, we wanted to design a product that allows you a 'digital' detox and reminds you of nature's wonderful smells and textures through the richness of smooth wood and soft organic leathers," she says.

This is a way that the trend for natural products, as well as soft leather, thin straps and elegance, is playing out across the sector. For instance, in the FIYTA Floriography Collection, "the watch is inspired by floriography" and "features an abstracted image based on the lotus flower," while "the cherry flower carries the meaning: rising from a dark place into beauty and rebirth," explains Ian Yin, Overseas Market Brand Manager, FIYTA (Basement 2/2-G8).

This theme echoes the idea that in times of technological advancement, consumers look more towards nature as an antidote to the fast-pace of life.

At Capella Industries, Hoffmann highlights that collections use "smaller and thinner watch cases,



Emile Chouriet's new Ice Cliff collection features craggy patterns on the chapter ring, while the 3D effect on the dial reflects the sharp edges of rocks and mountains, expressing the masculinity of the watch.

domed glass, creative dial designs, distressed vintage leather and suede straps" as "some of the features" the company has implemented into its new watch collections.

Helen Wong, Head of Travel Retail, Asia Pacific, Daniel Wellington (Basement 2/2-G33) describes the DW Cambridge. "This red, white and blue NATO band is one of the first DW styles launched, and is one of the most iconic styles of the brand," she says. "Presented as a pair watch set in a 40mm/36mm variation, this beautiful combo is launched as the first travel retail exclusive of the brand. The playful band, when paired with the simplistic and elegantly slim dial, gives you a timepiece that can be worn to both work and events."

Elegant, and with slim details, the DW Cambridge offers versatility for the consumer in terms of style and occasion.

At Capella Industries, the Lambretta Volta 39 is a new vintage-inspired men's watch with extreme attention to detail: slim case, dome-shaped glass and slightly curved dial. Hoffmann adds that it is "a classic timepiece paired with genuine leather straps, sleek mesh bracelets, and stylish perlon straps". In addition, the company's launch of "a brand new minimalistic feminine design" named Mia 34 sports "an ultra-thin and sleek case, matched with stunning Italian leather straps and elegant Milanese mesh bracelets". Understated, elegant and natural in appeal, many will already be familiar with the sleek elegance of Lambretta Watches' bestseller for ladies, the Cielo 34 collection, but also be interested to know that the range "will be released with soft and stylish suede straps" hitting the trend for natural materials, as well as simple elegance.

Kurate International (Basement 2/2-H32) has "also worked with leather to create multi-strand bracelets in midnight and dusky blues, along with neutral nudes and greys, and paired with metallic tones," reveals Claire O'Donnell, Travel Retail Manager, Kurate International.

For Toscow (Basement 2/2-B18), the highlight for the Singapore show is its La Vie en Rose collection – "a rose gold plated collection with an ornate pink rose set among glittering crystals", which meets the trend for themes of naturalness. "We will also showcase our latest freshwater pearls and jade collections," says Francis Ng, General Manager, Toscow, noting how these also appeal to consumers looking for natural luxury.

Alongside the appeal of natural stones, Scorpio will be "launching a new range of Pierre Cardin watches and jewellery, featuring genuine diamonds," explains





TOUS

JEWELERS SINCE 1920

STAND 26F / Hall Level: BASEMENT 2

Buckley London is launching the new Meghan Sparkle collection in Singapore, which is inspired by the engagement ring given to Meghan Markle by HRH Prince Harry.



Seksy Rocks introduces the use of crystal fine rocks and crystal fabric from Swarovski to create beautiful timepieces with a unique and fashionable edge.

Jaclyn Wampler McGuire, Marketing Co-ordination Director, Scorpio Worldwide (Basement 2/2-D9).

For Buckley London's first-ever jewellery range designed for men, the company is showcasing "a striking collection of trend-led bracelets, bangles and cufflinks" bringing together "wrapped leather, stainless steel and polished metals, alongside semi-precious beads and intricate skull details," says Sandland. All on-trend in terms of materials and natural imagery.

Morellato (Level 1/1-T15), the famous flagship brand of the eponymous company, presents new collections of both jewels and watches. "The focus of the season is on the Perfetta collection: the white mother-of-pearl that fills sterling silver circles, evoking the harmony of ancient geometry combined with a modern touch," says Enrico Molin, General Manager Asia Pacific, Morellato & Sector. All of these echo the theme for natural treasures.

TREND: Eco-awareness

"Today's consumer, no matter where from, is now, more than ever, aware of the serious problems affecting our planet/the environment," observes Nixon, describing how "the consumer wants to be more selective in the products that they buy, and be more proactive in the choices that they make in retail to have a more positive impact on the environment."

This is why eco-awareness is fast-becoming a trend in its own right – distinct from craft and trends for natural materials. Eco-awareness appeals as a theme that is intrinsic to everyday lifestyle values and is also linked to positivity. It makes people feel good to be doing the right thing. "This is why we have decided to exhibit during TFWA Asia Pacific Exhibition & Conference, as we feel the timing is right with so many retailers and consumers alike looking to concentrate on earth-

conscious products," says Nixon, highlighting that "buying a Jacques Farel hayfield watch is a personal decision that shows that you care about the environment, one 'tick' at a time."

TREND: Meaningfulness and personalisation

Tous (Basement 2/2-F26) is presenting its Tous Real Jewel collection, honouring "the power of symbolism to create jewellery with a message," says Rosa Tous, Corporate Vice-Chairwoman, Tous. "These pieces transcend jewellery trends, surpassing the purely aesthetic and becoming unique amulets to be treasured forever, and they will represent an extraordinary proposal among the different travel retail collections which can be found in airports."

According to Stephen Austin, International Sales & Marketing Manager, Fervor Montréal (Basement 2/2-K02): "Customisation and jewellery which means something special to the consumer is still at the forefront of global trends." He describes how Fervor Montréal has developed its "own take on these growing fashions with the Monogram and Love collections".

"The Love collection is a range of stunning platinum-plated necklaces, bracelets or rings. Available in 13

Daniel Wellington's DW Cambridge: this red, white and blue NATO band is one of the first DW styles launched, and is one of the most iconic styles of the brand. Presented as a pair watch set in a 40mm/36mm variation, this beautiful combo is launched as the first travel retail exclusive of the brand.



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different designs across 10 different languages, this truly is the international language of Love. Each piece is encrusted with AAA grade CZs and statement heart-shaped Swarovski gemstones," says Austin.

Meanwhile, the Monogram collection is a range of two-tone necklaces plated in both 18k gold and rhodium. "Each necklace incorporates a letter of the alphabet repeated three times, with the centre letter encrusted with Cubic Zirconia," Austin adds. The personalisation trend blended with subtlety.

Tous points out that, nowadays, 'mix & match' or 'do it yourselves' is an important trend to be aware of. "Creativity, which is one of Tous' values, is a way to tell your own story through jewellery shown in the 'mix & match' trend," says Tous. "The Hold collection was born to achieve this: a collection of necklaces, earrings and bracelets that are perfect for combining with the different pendants made by the brand."

In terms of meaningfulness, Clogau (Basement 2/2-C2) holds an ace card in terms of identity and retaining something special as a material. "Clogau jewellery is guaranteed to contain rare Welsh gold," explains Kevin Wu, Strategic Sales Representative – Asia Pacific Region, Clogau. "It carries a unique Welsh Dragon and CG mark, stamped during the creation of each Clogau item. Each piece is crafted using traditional jewellery-making techniques and painstakingly hand-finished to give the lasting pleasure which ensures the Clogau jewellery will remain as special as the day you received it, as it is passed down through generations."

Indeed, creating jewellery that will be a keepsake or a family amulet can invoke meaningfulness and help it be regarded as a treasured possession.



For Toscow, the highlight for TFWA Asia Pacific Exhibition & Conference is its La Vie en Rose collection – a rose gold plated collection with an ornate pink rose set among glittering crystals, which meets the trend for themes of naturalness.

"Personalised jewellery remains a key trend that we have seen over the last few seasons," agrees Sandland, highlighting how, at Buckley London, personalisation comes in the form of its charm bracelets. "As charm bracelets continue to rise in popularity, we have also introduced the new Be Charmed bracelet collection, featuring beautiful charms inspired by popular holiday themes from London, Mexico, and marine life," Sandland adds. "The collection includes 20 bracelet options, incorporating stunning multi-charm bracelet designs, which are packaged in specially-designed

gift boxes ready to give to the recipient."

Similarly, giving a nod to customisation and personalisation is the Morellato & Sector new Furla Pin collection, which "is distinguished by the playful charms on the customisable strap," explains Molin, adding that "Scigno d'Amore is a particularly new collection that can be customised. The jewels can be opened to store small charms that symbolise love or a special moment. Pendants, cuff bracelets and spheres made of sapphire glass and sterling silver guard small magic symbols connected to feelings, family and daily life. Linked with the jewels are the Scigno d'Amore watches, showing the same symbols inside the dial," which all reflect themes of meaningful personalisation and customisable elements.

TREND: Asymmetrical jewellery

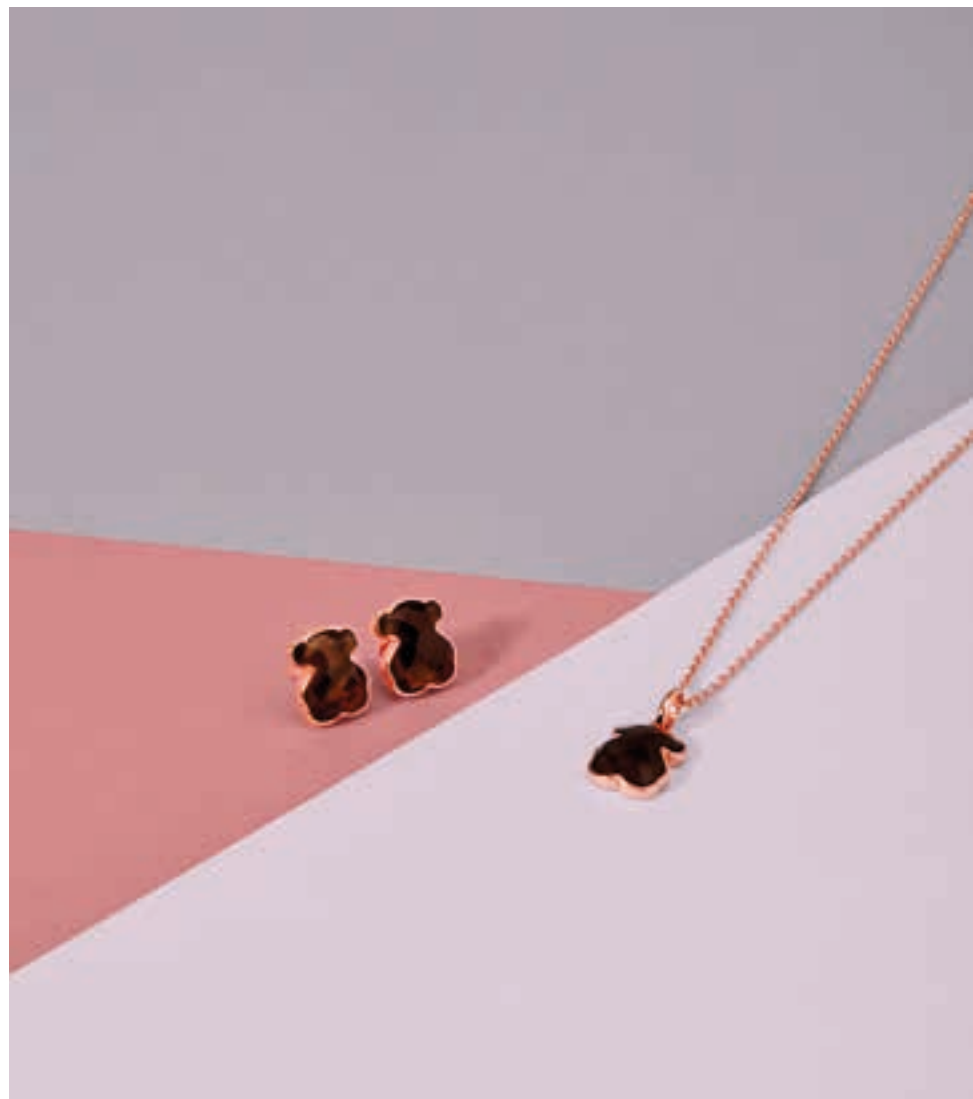
"The new trend for jewellery is asymmetrical jewellery," reveals Toscow's Ng. "Other than beauty and elegance, customers are also looking for jewellery which can deliver the message of individuality and personality," he adds. This may well be an overshoot trend from personalisation, but it is certainly one to take note of. Why? Because, according to Ng: "Customers used to buy symmetrical designs with jewellery in round and oval shapes" but "nowadays, customers are looking for more interesting and dynamic-shape jewellery" in an effort to stand out. Simple and elegant need not mean boring or old fashioned. Indeed, the asymmetrical element is a way of keeping up with a few trends, without compromising on eye-catching modernity.

TREND: Fame by association

"Buckley London jewellery has gained a celebrity following with a number of influential stars who have a strong following with our core demographic, so we are also able to broaden our reach through features on the social media pages of these celebrities," Sandland explains.

But the company goes one stage further with its AW18 collections, which will be shown to customers for the very first time in Singapore. The collections are all inspired by iconic British women from the world of film, who have inspired fashion throughout the generations. "The eight new red carpet-worthy collections have been designed to reflect the diverse personalities of some of Britain's most celebrated female actors, creating a look which is contemporary yet timeless," says Sandland. "The Hepburn collection features classic silver plating with a light-hearted yet timeless style, while the Winslet collection features shining spheres set with expertly-crafted stones to create a show-stopping look."

In addition, "as the royal wedding of HRH Prince Harry and Meghan Markle takes place on 19 May, we predict 'wedding fever' to take hold with royal-inspired jewellery expected to become a key trend in 2018," Sandland adds. "Buckley London is well-known



Tous, which is presenting its Tous Real Jewel collection, is honouring the power of symbolism to create jewellery with a message.

OUTSHINE THE REST

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for providing British heritage and royal-inspired designs in the style of fine jewellery, with pieces such as the Royal Celebration collection, which have been Buckley London bestsellers for many years. We are excited to launch the new Meghan Sparkle collection in Singapore, which is inspired by the engagement ring given to Meghan Markle by HRH Prince Harry. The collection includes a beautiful three stone replica ring in a commemorative gift box, as well as matching pendant and earrings."

This is an inspired way to create aspirational jewellery that is also commemorative of a time, simply with fame by association as opposed to celebrity endorsement.

Over at Scorpio Worldwide, "domestic sales for Guess jewellery are experiencing amazing growth, and with J Lo as the leading face for Guess this year, there is great traction and exposure for the products," admits Wampler McGuire, adding that "all items are now made in 316 Stainless Steel, which is a terrific increase on quality, a sign of the true investment into the brand," which also goes hand-in-hand with the celebrity wearer always showcasing high quality jewellery, garments and expensive taste in general.

A bit more grassroots than celebrity endorsement is the ever-upheld regality of Clogau's associations with the royals. "Every piece of Clogau jewellery contains rare Welsh gold as used by some members of the British Royal Family for over 100 years," reminds

Stephen Austin, International Sales & Marketing Manager, Fervor Montréal: "Customisation and jewellery which means something special to the consumer is still at the forefront of global trends." Fervor Montréal has developed its own take on these growing fashions with the Love collections.



At Kurate International, the trend continues for Wonderlust styles with new pieces being added to its collections inspired by travel and astronomy. This dreamy range is decorated with crystal details to add a cosmic sparkle to your look.

Wu. "Welsh gold is famous for being selected to create generations of Royal Family wedding rings, including those of Her Majesty The Queen, the late Diana Princess of Wales, Her Majesty Queen Elizabeth The Queen Mother, HRH Princess Margaret, HRH Princess Anne, Their Royal Highnesses Prince Charles and The Duchess of Cornwall, and, most recently, The Duchess of Cambridge. This has made Welsh gold some of the most sought-after jewellery in the world."

Indeed, we can see why – with elite lists like that to its name, it's no wonder it's selling hugely to a mature demographic onboard cruiseliners across the globe, who all want an item of jewellery that's good enough for The Queen.

TREND: Cosmic sparkle

The final trend, although not hugely connected to the others, is still emerging with themes of the cosmic world, travel, space and the unknown. The trend itself is still in development, but given time will gain traction as more people seek items linked to the unknown.

At Kurate International, "the trend continues for Wonderlust styles with new pieces being added to our collections inspired by travel and astronomy," says O'Donnell, revealing that "this dreamy range is decorated with crystal details to add a cosmic sparkle to your look. This season we have put a focus on showcasing triple sets to include key necklaces, earrings and bangles or bracelets to create travel retail exclusive packages," she adds, showing there is a market for the magical.

Along the same lines, Montres Chouriet has created "a big Moonphase with a display of the moon in Mother of Pearl. This piece has been developed with our new in-house development EC5318 calibre and an additional module," says Depéry, identifying its features as the stand-out with a "pure and clean blue sunburst brushed dial."

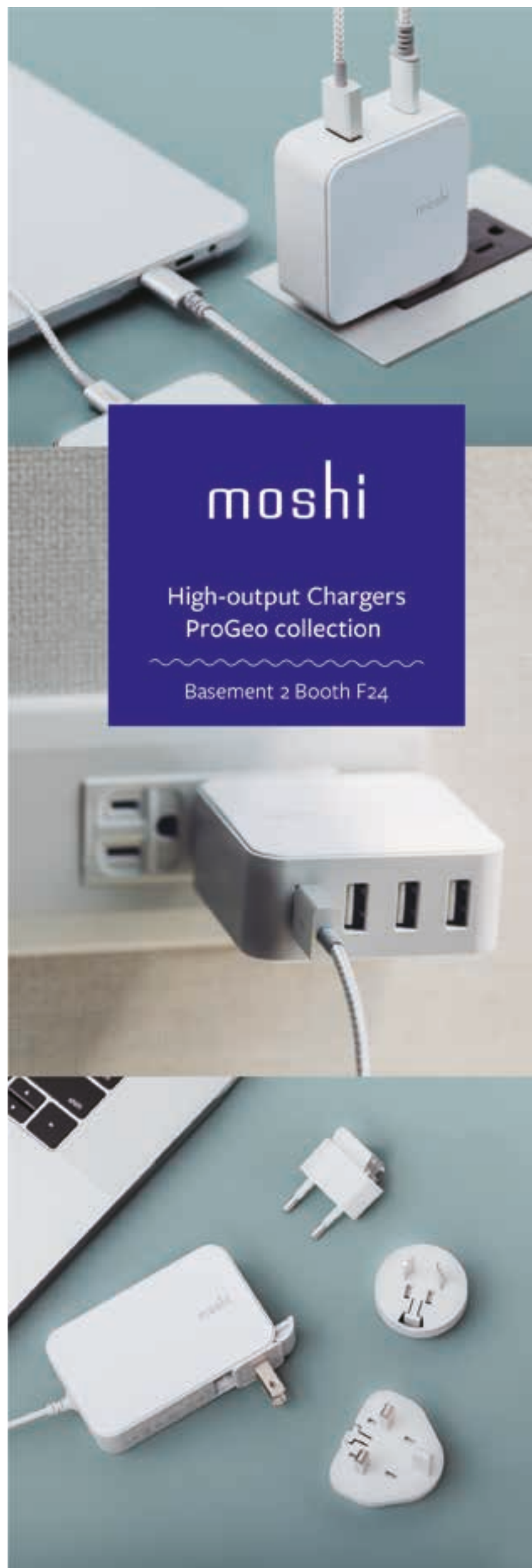
Buckley London has also picked up on the trend with the introduction of its "Astro collection birthstone and zodiac sign bracelets," says Sandland.

The core message surrounding these themes being that everyone believes in something, and jewellery and timepieces are so the consumers might be able to share their wearable identity – an item that says something about them as a person. Indeed, if the trend continues, we might find that by next year there are more than seven stylistic trends within the sector. Watch this space.

Clogau jewellery is guaranteed to contain rare Welsh gold. It carries a unique Welsh Dragon and CG mark, stamped during the creation of each Clogau item. Each piece is crafted using traditional jewellery-making techniques and painstakingly hand-finished to give the lasting pleasure which ensures the Clogau jewellery will remain as special as the day you received it, as it is passed down through generations.



Learn more about the watches & jewellery 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





◀ Dubai Duty Free officials headed by Colm McLoughlin, Executive Vice Chairman and CEO, together with Ahmed Al Rayyes, General Manager Retail & Hospitality, DXB Entertainments, at the official opening of Dubai Duty Free Shop in Riverland Dubai at Dubai Parks and Resorts.

Dubai Duty Free enhancing operation with exciting 2018 development plans

Dubai Duty Free continues to enhance its retail operation in 2018, with expansion of the Passenger Terminal Building at Al Maktoum International, a Fashion revamp in Terminal 3-Concourse B at Dubai International Airport and refurbishment of Terminal 1-Concourse C, as Colm McLoughlin, Executive Vice Chairman & CEO, Dubai Duty Free, explains to Ross Falconer.

Dubai Duty Free's annual sales grew by 5.6% to US\$1.93 billion in 2017. A key factor has been the operator's commitment to investing in and developing the retail offer, which has included the opening of new retail areas in Concourse D (Terminal 1) in 2016, and the refurbishment in both Concourse C in Terminal 1 and Concourse B in Terminal 3.

"Recently, we opened a Bulgari shop in Concourse B, which is doing very well given that it is centrally located, bright and spacious, and has a great range of products," says Colm McLoughlin, Executive Vice Chairman & CEO, Dubai Duty Free. "We also worked very closely with our suppliers to ensure that our 'value for money' proposition returned with more competitive pricing across a wide range of categories. This combined with a series of strategic promotions with our suppliers, have seen an increase in sales in core categories including Perfumes and Cosmetics, Liquor, Confectionery, Watches and Electronics. We also ensure that the retail outlets themselves are welcoming and attractive, and the recent refurbishments that we have done are an example of that."

Q1 2018 sales have built on that success, reaching US\$523.46 million – an 11% increase on the same period last year. Meanwhile, sales for March reached a new monthly record of US\$180.92 million, which represents a 10% increase over March 2017. So far this year, monthly sales are US\$164.38 million, with an average daily sale of US\$5.82 million.

"We are positive that sales in 2018 will be good and that we will meet our target by year-end," McLoughlin comments. "Sales are ahead of passenger numbers at Dubai International Airport, and we are seeing double-digit growth across a wide number of categories."

The operator's online business is also performing well and it has upgraded the online Click and Collect offer, which generated around US\$20 million in sales in 2017. "It is important that our online offer is every bit as attractive as the in-store experience, and that is something that we are actively reviewing at the moment," says McLoughlin. "Continued engagement

with our customers through personal or digital means is one of our key objectives going forward."

Dubai Duty Free introduced a new Drive-to-Store data-driven advertising offer at Dubai International Airport in January, in collaboration with Dubai Airports and JCDecaux, to operate part of the airport's existing digital assets located in the retail areas. Through this collaboration, the right advertising message will be displayed at the right time, in the right location, to the right audience. McLoughlin added: "We are also committed to providing new and convenient shopping options for our customers, including Apple pay and Samsung pay, as well as offering a Concierge service in 2018."

Dubai Duty Free will continue to enhance its retail operation in 2018, including the expansion of the Passenger Terminal Building at Al Maktoum International, a Fashion revamp in Terminal 3-Concourse B at Dubai International Airport and refurbishment of Terminal 1-Concourse C.

"We have exciting development plans for 2018," says McLoughlin. "Site construction for the Concourse

A Concierge Shopping Service at Emirates Business Class Lounge will commence in June 2018. Meanwhile, around 1,500sqm of existing retail areas in Concourse B will undergo refurbishment, which is expected to start in May and be completed before the end of the year, including Sports, Perfumes, Sunglasses, Electronics, Fashion, and Lifestyle."

Looking ahead, Dubai Duty Free sees Al Maktoum International as the long-term growth area and, in the short-term, it has recently completed the redevelopment of the existing Departures Area, including Gifts from Dubai, Electronics, Perfumes & Cosmetics, and Liquor & Tobacco.

"Also in the short-term, we are expecting completion of the remaining phase of the project that will give us an additional 1,800sqm within the new concourse, and adding about 300sqm to the existing Arrivals Shop, which are both likely to be operational in the second quarter of the year," McLoughlin adds. "By year-end Dubai Duty Free will have around 4,500sqm of retail space at Al Maktoum International Airport."



◀ Dubai Duty Free's Q1 2018 sales reached US\$523.46 million – an 11% increase on the same period last year. Perfume sales reached over US\$75.7 million, accounting for 14% of total revenue.



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GENERATION CHARM CLUB

... represents all generations of collectors, creators and jewellery lovers. Discover the new THOMAS SABO brand experience at TFWA Asia Pacific Exhibition & Conference.



A key objective of the international jewellery and watches brand THOMAS SABO going forward is to expand its travel retail presence and attract the attention of travellers. The beginning of 2018 marked the relaunch of the legendary Charm Club line, opening up new target groups, ranging from the young to adults, both men and women.

From now on known as Generation Charm Club, the new collection sparkles with around 260 restyled, high quality Charm designs and inspires people. Cool vintage stylistics, extra-large Charms, seductive single earrings as well as a wealth of different carriers surprise with a completely new look. With the Vintage Rebel category, iconic designs of the Rebel at heart men's line are entering the collection. The launch is accompanied by the new Point-of-Sale presentation, a new packaging concept and extensive marketing measures. Further highlights are the elaborately designed pieces from the brand's Sterling Silver Collection as well as captivating timepieces for women and men.

Fuelled by the positive reactions towards Generation Charm Club within the Asia-Pacific region, the group expects to make another big leap forward in the next two to three years. "Asia-Pacific is at the core of our international distribution strategy. We plan on further expanding our brand



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LEVEL 1 - BOOTH: R12

in the duty free market, on becoming a darling brand for the consumer", says Lars Schmidt, Sales Director Asia-Pacific. Twenty shops in mainland China, two recently opened flagship stores in Hong Kong as well as a strong development in Korea and Thailand in both domestic markets and duty free show the remarkable business developments over the last year.

The company known internationally for its high quality, beautifully detailed

jewellery and watch collections was founded in Lauf an der Pegnitz, Germany, in 1984. Today, THOMAS SABO is present in 75 countries on all five continents with around 300 stand-alone shops and collaborates globally with approximately 2,800 trade partners as well as leading airlines and cruise operators.



Thomas Sabo

Show opens

The exhibition was officially opened yesterday morning with the customary and colourful lion dance. The dance is performed to ward off evil spirits and bring good luck to the show.



Summer spirit

Bacardi Global Travel Retail is launching the new 2018 limited-edition Riviera bottle from GREY GOOSE vodka, which celebrates the summer spirit of the French Riviera and will play centre-stage in a dynamic shopper engagement campaign at key airports this summer.

"We're extremely excited with the 2018 airport campaign for GREY GOOSE vodka, our best yet in bringing to life the French Riviera in a way that creates maximum fun and positive disruption, designed to drive demand for GREY GOOSE in-store," said Mike Birch, Managing Director & Vice President - Global Travel Retail and Commercial Development. "The new limited-edition bottle epitomises French heritage and summertime vibes."

Meanwhile, new barrel-aged premium rum BACARDÍ Añejo Cuatro is launching across global travel retail. It is a luxury golden rum, barrel-aged for a minimum of four years. It has a beautiful golden apricot hue and boasts notes of mild vanilla, toasted oak, clove and honey. It is available in global travel retail in one-litre bottles.

Basement 2/2-D10



Artistic porcelain

Lladró is returning to TFWA Asia Pacific Exhibition & Conference with a plan for travel retail, alongside new assortments. "We have an ambitious long-term plan of new products, many of which will fit into duty free & travel retail," said José Sáez, Business Unit Director Travel Retail & Special Projects, Lladró. The Spanish brand, specialising in handcrafted, artistic porcelain, is showcasing its new Light&Scent line, which focuses on innovation and design. The line includes lamps, votive lights and home fragrances, with the brand's first proposal of liquid porcelain diffusers.

Basement 2/2-G12



Special edition

Silver Base International Development Co. Ltd is showcasing its famous Wuliangye Chinese liquor at TFWA Asia Pacific Exhibition & Conference. Vivian An, Assistant Marketing Manager, Silver Base International Development Co. Ltd, explained that the 52% volume is the most popular version in China. Also on show is a 45% version.

"We have a special edition at 68%, with red and gold packaging," said An. "This year, we have new 100ml and 250ml sizes of Wuliangye. We come to the show every year to meet with existing and potential customers. It is the ideal place to build good relationships."

Basement 2/2-B36



Terroir wines

AdVini, a French leader in terroir wines, is exhibiting for the first time at TFWA Asia Pacific Exhibition & Conference. It owns eight estates in France and three in South Africa.

The company is showcasing new travel retail exclusive packaging for Les Chorégies – a Châteauneuf-du-Pape. Meanwhile, L'Art des Sens is a new Chardonnay Reserve 2017, which is being debuted here at the show, and there is a new exclusive bottle for GEM.

"Asia is the future of travel retail," said Teva Allanic, Category Manager Travel Retail, AdVini. "There is significant passenger growth in China and across Asia. It's important for us to be at TFWA Asia Pacific Exhibition & Conference now. There is good visibility here, and Asia is a growing market for AdVini. We are at the show to obtain good knowledge of the customers and business in the region, and the specificities of the Asian market."

Basement 2/2-J35



The Power of 5

La Martiniquaise is presenting a new communication campaign for LABEL 5 – its number one brand, which is experiencing strong growth in Asia. Indeed, Nadège Perrot, International Senior Brand Manager, La Martiniquaise, explained that LABEL 5 is a top 10 Scotch whisky brand worldwide.

The Power of 5 communication campaign expresses in a human and spontaneous way the values of LABEL 5. “This communication glorifies youth, festive and happy moments, energy, but also diversity among people,” said Perrot.

The communication is also striking in terms of in-store visibility, key brand events and partnerships, and impactful advertising.

The LABEL 5 range includes Classic Black, Gold Heritage, 12 Years Old, and 18 Years Old. Also present on the stand is Bardinet, which has a key focus on its Glen Moray Single Malt Scotch Whisky. A new worldwide communication campaign has been rolled out for the brand. “We’re building the brand in a truly international campaign. Glen Moray is a really welcoming brand,” said Raphaele Delerue, International Senior Brand Manager, Bardinet.

 **Basement 2/2-L2**



Speaking up

Commenting on the regulations being imposed on the tobacco industry, Dimitry Krivtsov, Manager, External Communications, JTI, said: “Our main message remains the same as last year.”

Although JTI is a leading international tobacco company, making some of the world’s best-known brands, one of its main messages at this year’s event is the issue around regulation. “We believe that regulation should be there, but it needs to be balanced, reasonable and fit for purpose.”

The company is here with its awareness campaign, which highlights the need for branding in the duty free industry, with Krivtsov informing that there has been very positive feedback on the awareness efforts. “Without branding there is no differentiation, no innovation and ultimately no competition. Duty free is a unique proposition, so it is important to hear our message.” This is not only an issue being seen within the tobacco industry, with similar regulations being applicable in so many sectors, ranging from confectionery, to perfume and cosmetics. “If you don’t want plain packaging, you need to speak up.”

 **Basement 2/2-B38**



Supplying diversity

Diverse Flavours is at TFWA Asia Pacific Exhibition & Conference presenting the diversity of its portfolio of South African wines.

Among the ranges being showcased is Groot Constantia. Located on the side of Table Mountain, it is the oldest winery in South Africa, dating back to 1685.

There is also a range of wines from Avondale – one of the top organic and biodynamic wineries in South Africa – and the ever-popular Ernie Els range of wines, which Anthony Budd, Managing Director, Diverse Flavours, explained can be found across Asia duty free.

Diverse Flavours’ premium wines have been poured in First Class on All Nippon Airways (ANA), and on Cathay Pacific in Business Class, among others.

Over 50 South African wines are available to taste at the Diverse Flavours stand, along with its Sake range Sakuramasamune. Sakuramasamune Traditional Junmai is exclusive to travel retail.

“The focus this year is to inform and educate people about South African wines, and different wines available from the top regions,” Budd added.

 **Basement 2/2-D34**



Level player

Accolade Wines, a major global wine business, has an array of over 50 brands, with it displaying most of them here at TFWA Asia Pacific Exhibition & Conference. “We are showcasing our product portfolio to show who we are, highlighting that we play at every level,” commented Rupert Firbank, Commercial Director Global Travel Retail, Accolade Wines, about how the company can cater for various price points. The Asia market is a region that is booming for Accolade Wines, but the company says that there is plenty of room for growth from a travel retail point of view. While many of its brands, including Hardys, Australia’s second-largest brand, are popular in the region, one product which is seeing a boom is its Da Luca Prosecco. “The prosecco boom is continuing in Europe and Australia, and we’re sure this is something that will transpire to the Asia region,” Firbank added.

 **Basement 2/2-J5**



Patented technology

STAEDTLER is showcasing three new products at TFWA Asia Pacific Exhibition & Conference – the Buddy, Noris Digital, plus what it calls the ‘first fully functional concrete pencil and pens’. “This is the first pencil/pen that has a fully functional barrel made of high performance concrete that is patented,” commented Axel Latteier, Head of Premium Writing Instruments, STAEDTLER. “It is a trending material. You see architecture, jewellery, furniture, and more, made of it.”

The product has received great feedback and is selling well, with the development of getting the formula just right to develop the writing tool taking two and a half years to perfect. As stated, the company is also here to showcase the Buddy, a product targeted at the children’s sector, with it being a 3-in-1 product, a wood case pencil, a crayon and a watercolour pencil. “This is an entry level product that introduces kids to drawing, and again this has received great customer feedback.” The Noris Digital has brought the classic Noris pencil into the 21st century, with the Samsung Tablet pen bringing back the feeling of the natural pencil to today’s technology.

Level 1/1-P11

Hearty feeling

Loacker is here at TFWA Asia Pacific Exhibition & Conference with its new Mix Classic Minis 300g pouch. The chocolate and wafer specialist is also here with an array of its intricate and popular treats. “The new product is based on the heart of where we come from,” commented Daniel Kerschbaumer, International Sales Area Manager, Middle East, Central Asia and India.

The product is mainly aimed at targeting adults looking to buy for the young. “It’s the perfect gift to bring home for the children.” Loacker comes to this year’s event with the aim of getting into new markets where it sees potential, having already established a strong brand presence at some of Asia’s leading airports, including the eight largest in India. “This is our fourth time at the show in Singapore, being a relatively new player in the Asia Pacific duty free market. We have grown here well, but we still see places to fill in the market.”

Basement 2/2-J29



New direction

Tous is using TFWA Asia Pacific Exhibition & Conference to reposition itself within travel retail. The jeweller, founded in Barcelona in 1920, has extended its line of travel retail exclusives and is also touting its new pop-up shop concept at the show.

“The pop-up is new for us,” said Jacqueline Hernández, Travel Retail Area Manager, Tous. “The shop is shaped like a jewellery box and would work well in airports and malls. We are really excited about it.”

The concept is part of a shift in strategy for Tous, which is hoping to reach a wider audience in travel retail. “We want to be more accessible,” Hernández added.

With that in mind, the brand has extended its Camille and Motif range of jewellery, which includes bracelets, necklaces and earrings. “These lines are more affordable and you won’t find them in domestic markets,” said Hernández.

Basement 2/2-F26

Time for action

Jacques Farel is using the show to launch an exciting new line of eco watches, which are made from sustainably-sourced wood, ethically-sourced leather and recycled steel. “People are becoming increasingly concerned with greener living and we want to enhance that,” said Joanne Nixon, Director – Sales and Marketing, Jacques Farel.

Jacques Farel is a small watchmaker, but the family-run business hopes to make a big impression on travel retail with its pioneering timepieces.

“The watch industry has always been quite conventional and we wanted to think outside the box,” said Elliot Froidevaux, Director – Design and Development, Jacques Farel.

Some of the environmentally-friendly timepieces use traditional leather straps, but there is also a vegan range that uses straps made from wood pulp.

It has been a slow process getting the eco watches ready for the show. “We wanted to be here last year, but it’s taken some time to get the right production chain,” said Froidevaux. “It’s good to be here.”

Basement 2/2-H29



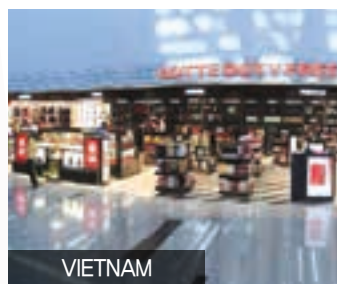
“Always the same old products and brands, why should I bother shopping?”

“Always the same old products and brands, why would I bother shopping?” Do you know that only 17% of all passengers in airports shop at duty free stores? While duty free stores around the world are competitively engaging in global integration, customers, on the other hand, are losing interest in these lackluster duty free stores. Could there be something new that will help customers enjoy their duty free shopping? Opportunity can certainly be found in crisis.

CheongKwanJang is creating a new health functional food wave in the duty-free industry. First presenting itself at the TFWA APEC in 2017, CheongKwanJang achieved US\$300 million in duty free sales alone last year. Sales that were mostly generated in Korea rapidly expanded to various countries in Asia, and to further reinforce brand identity, CheongKwanJang launched a boutique store at Incheon Airport Terminal 2 and shop-in-shop stores in Osaka, Jakarta, Da Nang and Nha Trang. Such trends demonstrates CheongKwanJang’s powerful potential to present ‘health’ as a new breakout concept to the existing duty free offer.



KOREA (ICN,T2)



VIETNAM



JAPAN



INDONESIA



CheongKwanJang discovered an opportunity from travelers who were confused over what to buy for souvenirs at duty free shops. Rather than offering run-of-the-mill gift options, the brand began producing products that reflect contemporary trends, in which people exchange convenient and easy-to-consume gifts that deliver sincerity of the giver. CheongKwanJang Plus series is the result of two-year research in order to satisfy such customer needs. Utilizing functional ingredients extracted from nature and 6-year-old premium CheongKwanJang red ginseng, the product line offers six items that provide consumers of various age and gender groups with the right nutrition. Available only in duty free stores, these products draw interest among travelers looking for new types of gifts. CheongKwanJang’s brand power, with a 119 year history as unrivaled leader in the health food market, is no doubt another factor behind its rapid growth in the duty-free industry.

CheongKwanJang(正官庄), an iconic legacy of herbal supplements with 119 years of history is loved by over 40 countries world-wide and recognized as the World’s No.1 Ginseng Brand based on 2008-2017 Euromonitor. CheongKwanJang only uses 6-year-grown Korean Red Ginseng as the main ingredient, and holds the best technology and quality management control, based on its R&D center consisting of more than 150 experts and world-class manufacturing facility that qualified for GMP, ISO, HACCP, HALAL certification. The company produces over 1,000 types of products that meet various tastes of people all around the world. With such potential in its reach, ChoengKwanJang’s journey to bringing new vitality to the industry and to the brand itself has finally begun. **VISIT US AT BASEMENT 2 - D2 AT TFWA AP SINGAPORE THIS WEEK.**



Source : Euromonitor International Limited, Vitamins and Dietary Supplement category; % retail value share, 2007-2016 data, CH 2017 edition.

Bigger and bolder

Brown-Forman has unveiled a new travel retail-exclusive Jack Daniel's Bottled-In-Bond. "We are ready to hit the world," comments Chris Fletcher, Assistant Master Distiller, Jack Daniel Distillery.

The product follows the recent 120th anniversary of the US Congress passing the Bottled in Bond Act in 1897. "The product is uniquely 'Jack', but has the 50% alcohol level compared to the standard 40% or original Jack Daniel's."

Adding to Fletcher's comments, Colton Payne, Customer Marketing Manager, Global Travel Retail, Brown-Forman, said: "We have high expectations for this product, with it being bigger and bolder. It is America in a bottle." He highlighted that of all whiskey sales in the US, half are a Jack Daniel's black label. With regards to growing in this region, Payne highlighted that Brown-Forman sees Southwest Asia, China and further markets as strategic areas for high growth.

Basement 2/2-N1



Disrupting the market

TFWA Asia Pacific Exhibition & Conference this week sees the first international launch from Yohji Yamamoto Parfums since the change of ownership. I.F.D Fragrance Distribution Co. Ltd is official Yohji Yamamoto Parfums licensee and is part of ALKOR Group, the biggest retailer and distributor in Russia. Natasha Bezrukova, Export Director, Yohji Yamamoto Parfums, explained: "Yohji Yamamoto Parfums is very avant-garde, and we are bringing this back."

She added: "The idea behind the parfums is to create fragrances, as if the great designer Yohji Yamamoto himself was a fragrance. Our products are for people who set trends, rather than follow them."

The brand has launched two new female and male fragrances under the slogan #I'm not going to disturb you. Quite contrary to this slogan, Bezrukova says that the brand is in fact here in Singapore to "disrupt" the market. The next step is entering the travel retail market, where the brand will undoubtedly create a presence that stands out.

Level 1/1-N12

From head to toe

Moroccanoil is celebrating the 10-year anniversary since its inception, becoming one of the leaders in the oil-infused hair and skin beauty products. Here at TFWA Asia Pacific Exhibition & Conference, the brand is excited to exhibit its newest line for coloured hair. The Complete Your Colour set includes a Colour Continue Shampoo and Conditioner, and the hero product for this launch, Protect & Prevent Spray. The ArgainID and COLORLINK innovative technologies provide a 360-degree approach to colour.

"Travel retail serves a very important purpose for our brand and that is to build our footprint around the world and drive awareness," explained Yeolan Delapenha, Director of Global Marketing – Retail & Travel Retail, Moroccanoil. "We are a global brand and consumers are now looking for multiple ways to shop and to experience our products."

She added: "We want to show that we are not just a hair brand, but also we have solutions for head to toe oil-infused beauty therapy."

Level 1/1-S16



Thinking outside the bottle

A new product that Wild Tiger Rum is showing in Singapore is its Cubs Twin-pack, which contains 2 x 350ml of the Special Reserve dark rum and the Indian spiced rum. "It will soon be available in Duty Free Singapore," comments Gautom Menon, Founder – Chief Brand Officer, Wild Tiger Rum. "It was for a significant order, with it being quite the coincidence that this took place while in Singapore."

Along with the Cubs Twin-pack, the company is displaying its new rum box. An advent calendar-style concept, the box consists of 20 miniature rums, from 20 rum-producing countries. "We have seen a number of pre-orders for this product. Some 96 countries produce rum, allowing for various varieties of the boxes."

Not only does this allow for consumers to get a knowledge of the world's rums, it is also a product that engages with the customer. Wild Tiger Rum has proven popular since launching over two years ago, and is an avid supporter of the Wild Tiger Foundation.

Basement 2/2-J01





Precious time

Scorpio Worldwide is showcasing a range of new products in Singapore, including a dazzling new line of Pierre Cardin watches.

"We have just launched the Pierre Cardin Diamond Collection and have already had a fantastic response to it," said Stuart McGuire, CEO Scorpio Worldwide. "Each timepiece has a real diamond in it set at 12."

Scorpio has also been buoyed by interest in its Aviator Smart Watches, which connect to the wearer's smartphone. "That's doing amazingly well," said McGuire.

Away from watches, the distributor has also launched an exclusive line of Roja Dove perfumes. "Roja Dove is said to have the finest nose in the world and some of his fragrances retail at up to \$1,500," McGuire commented.

Scorpio is also showcasing two fragrances that will retail for \$230: 51 Eau de Parfum for her and Elysium Parfum Cologne for him.

"This is the first time we have launched Roja perfumes," said McGuire.

Basement 2/2-D9

Taste of success

Harison, the premium chocolate maker, arrived in Singapore in a bullish mood, having doubled its travel retail business for the third consecutive year.

"We have a brand that has doubled every year since it was founded in 2015, which is something we want to shout about," said Alan Brennan, Global Sales & Marketing Director, Harison. "In a difficult trading environment, we have dramatically outperformed the category, which grew 3.7% in 2016-17."

Brennan attributes Harison's success to the provenance of its chocolates and its attractive price point. "We are an entry level premium brand and our products are produced in Belgium, Switzerland and Italy, which are renowned for chocolate making," he said.

But its main USP is exclusivity. "We are one of only a few brands that are totally exclusive to travel retail," said Shibu Thomas, CEO & Chief Brand Architect, Harison. "You will not find our products anywhere in the domestic market."

Basement 2/2-D1



Eco rosiness

Natural and ecologically-aware beauty brand Chantecaille is illustrating how its much-sought-after brand appeals to the eco-savvy in travel retail.

Harvey Tsao, Global Training Manager Asia Specialty, Chantecaille, said: "We use a very high percentage of natural ingredients combined together to create our products. All of our products are 100% natural. The reason why is because we want to give the customer a healthier choice. There are a lot of other ranges that use bad chemicals that are genetically mutated in the market that are not only bad for your skin, but also the environment. We are trying to bring in an alternative."

"We always try to put a skincare element into the make-up too," Tsao added. "Most have the scent of rose. We use a very specific rose called the Rose de Mai – an ancient rose that only blooms in May for a few weeks, which is very rare."

Basement 2/2-B16

Rituals returns

Rituals has returned to TFWA Asia Pacific Exhibition & Conference to boost its presence across Asian travel retail and remind travellers to take time for themselves amidst the hectic and stressful demands of everyday life.

"We are back in Singapore for the first time in three years. We've got a big strategy to push our travel retail into Asia and that's the reason we're back for the first time since 2015," said Neil Ebbutt, Director Wholesale & Travel Retail, Rituals. "The Rituals brand is all about discovering the magic moments where you can turn normal routines into special moments, slowing down and realising everything doesn't need to be done on autopilot."

He added: "We are a home, body and lifestyle brand offering prestige products at a very accessible price-point."

Level 1/1-S8



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PLEASE VISIT US AT TFWA SINGAPORE, H2 AND DISCOVER THE WHOLE PORTFOLIO

Taste of Singapore

Singapore Tourism Board is providing TFWA Asia Pacific Exhibition & Conference visitors with a 360-degree taste of Singapore.

It is displaying the ingredients and spices used in traditional Singaporean cuisine, and inviting visitors to go into the kitchens of famous Singapore restaurants via virtual reality headsets. These include Peach Blossoms to watch the making of chilli crab, Muthu's Curry to watch the making of fish head curry, and Xiao Ya Tou to watch the making of half truffle roast duck.

Visitors can taste some delicious Singapore delicacies on the stand. Yesterday, chef Low Nixon from restaurant group Tung Lok was preparing Mini Chilli Crab Rolls with Chives, and Nonya Otah Falafel with Parsley Yoghurt. Today, visitors can sample Potato Croquettes with Aerated Curry Chicken, and Prata Waffle with Pandan Kaya and Chantilly Cream. Tomorrow, Laksa Orrechiette Pasta, Greenland Shrimps, Laksa Leaf Pesto, and Pulled Rendang Beef Tortilla with Local Micro Herbs are on the menu.

Basement 2/2-F10



Award-winning innovation

On Monday, Les interchangeable won a gold award at the prestigious Concours Lépine in Paris for its Le Jonc Ruban. The award was in recognition of the product's 'L'Art de Vivre'. It is the first time Les interchangeable has participated in the awards.

Le Jonc Ruban, which was launched last September, is a key focus for Les interchangeable here at TFWA Asia Pacific Exhibition & Conference. The brand creates and produces fashion jewellery handmade in Paris. The pure essence of the brand is an elegant combination of simple 'haute couture' stretch ribbon and Swarovski crystals, resulting in models that are an affordable luxury.

"It is our third time exhibiting here and we have had a very good reception to our products," explained Claire Kandler, Duty Free & Retail Market, Les interchangeable. "We have new customers in Asia as a result of exhibiting at TFWA Asia Pacific Exhibition & Conference. Our products are well suited to the travel retail channel."

Level 1/1-Q11

Award-winning products

Toscow won 'Best Watches & Jewellery Product' for its Provence Romance collection at Monday night's inaugural Travel Retail Awards. "It is our first travel retail award, and it is very important for us because the awards are judged by 5,000 shoppers, so it means our product is very well received," said Francis Ng, General Manager, Toscow. The Provence Romance collection was showcased at TFWA World Exhibition & Conference in Cannes last year, and it has already been chosen by China Airlines, China Eastern Airlines and China Southern Airlines. Toscow is also launching its new collection La Vie Rose, which highlights the expression of the rose. The rose is surrounded by sparkling crystal of various shapes, which creates a romantic and feminine feel. Another brand-new collection is Eternity, inspired by Chinese traditions symbolising blessing, love and marriage. "For us, it would be great to attract more customers from Europe at the event," Ng added.

Basement 2/2-B18



First-time feeling

We are a first-time exhibitor here at TFWA Asia Pacific Exhibition & Conference," commented Petra Eckhardt-Köstler, Business Unit Eyewear, Director Global Retail & Optical Key Accounts, Rodenstock. "It's been a really overwhelming success, having agreed business with new cliental of our premium brand portfolio."

Competence for lenses, as well as frames, has made Rodenstock a unique brand in ophthalmic optics, and for 40 years it has also been producing Porsche Design eyewear. The company has one of the most premium tech brands in the market, with innovative design and a focus on quality. With regards to Asia Pacific market sales, Rodenstock has recently partnered with ALG. "All of these factors combined put us in an outstanding position," Eckhardt-Köstler added.

The company not only offers a global optical collection, but also gives service and supply chain management as well.

Basement 2/2-J13

FERRERO

TRAVEL IN GOOD COMPANY

RESPONSIBILITY VALUES
ART QUALITY SPECIAL MO
MENTS RESPECTS SUCCES
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N SHARING CREATIVITY AR
T INTEGRITY TRADITION E
MOTION RESPONSIBIT
Y EXPERIENCE VARIETY P
ASSION VALUES SPECIAL
MOMENTS INTEGRITY C

Over the past 70 years Ferrero has been built up by generations of people who share a continuous commitment to excellence. In creating unique innovative products and unforgettable experiences for our consumers, the respect for our core values has been a fundamental element of success. This philosophy inspires our journey in Travel Retail, founded on our strong portfolio of Love Brands and long-lasting relationships with our trade partners. Our aspiration is to satisfy all the needs of international travellers, and in doing so to drive the performance of the whole category.

Kinder

nutella



FERRERO
GOLDEN GALLERY

FERRERO
ROCHER

Iconic scents

I NCC has its sights set on the development of its fragrance brand Mercedes-Benz across four main Asian regions.

"Our aim is to develop travel retail in Asia. We are making specific regional developments – we are mainly focusing on China, Korea, Taiwan and Japan," said Thibaud de Vaultier, Vice President Sales, INCC.

The company will also be aligning its focus on women, as well as men, as its main demographic shifts a little to include a new fragrance to appeal to female travellers.

"We are launching globally our new product called Mercedes-Benz Man Blue and Mercedes-Benz Woman into domestic and travel retail markets. Mercedes-Benz Woman is iconic, but our core business is 80% masculine and 20% feminine," de Vaultier added.

Basement 2/2-J11



Handmade exclusive

J Cortès & Oliva Cigars have unveiled a new travel retail-exclusive product here at TFWA Asia Pacific Exhibition & Conference, having a soft-launch for the premium handmade Nub Line. The innovative product comes with four flavours of short cigars, namely Maduro, Connecticut, Cameroon and Sun Brown. "With the branding and concept, we are targeting a younger audience in the age range of 25-35 and over," commented Emmanuel Claerbout, Export Manager, J Cortès & Oliva Cigars.

Thomas Gryson, Travel Retail Coordinator for the company, said that the product will see a big launch in Cannes. "From the feedback we have had so far, people like this product," Gryson added.

The Belgian cigar specialist acquired US-based Oliva Cigar Company in 2016. With the latter brand's Serie V Melanio Figurado cigar being named Cigar of the Year in 2014, it has put the company in the realm of the cigar industry elite.

Basement 2/2-B25

Perfect bite

Mars International Travel Retail is presenting its new Bites product concept for brands including Twix and Snickers, along with a new tin design for Skittles, here at TFWA Asia Pacific Exhibition & Conference. "It's a product for sharing," commented Maud Geerbex, Corporate Affairs Director, Mars International Travel Retail, about the Bites concept. "People when travelling buy to share, so the product is designed to cater for this."

In terms of future planning, the company is looking at refreshing the image of the M&M brand. "We are looking to give the product a fresh look, plus make changes to the display stands," Geerbex added.

As well as those mentioned, other products that come under Mars' portfolio include Galaxy, Maltesers and Extra. When speaking about the importance of the Asian market, Geerbex said that it is very important, adding that: "You only have to look at the market projections."

Basement 2/2-K28



Best of British

First-time exhibitor Per-Scent is excited to be here at TFWA Asia Pacific Exhibition & Conference. Ralph Bou Nader, Vice President International Sales, Per-Scent, shared: "We are very keen to work with TFWA. We have had several meetings with them already prior to the show and we said to them let us show you what we can do, so hopefully this would be the start of a new long-term partnership."

Per-Scent is presenting the Misguided collection. "Aimed at young women between 16 and 25, this collection is very empowering. It's about women making choices, wearing what they want." The bottle is very much like an energy drink can, which ties up with the whole clubby, energy young vibe. Among other collections on display are Twist & Spritz and Ushuaia.

"Fundamentally we work with British brands, that have awareness and business elsewhere in the world," Nader added. "We are just starting in travel retail, and here we are hoping to meet with big airlines and operators, to show them our high quality, innovative and Best of British style."

Basement 2/2-E14

Conscientious grooming

Unilever is showcasing its AHC skincare, beauty and sunscreen brand, as well as its Toni & Guy range for men at TFWA Asia Pacific Exhibition & Conference this year.

"The 'Eye Cream for the Face' is a bestseller. It's an all-in-one anti-ageing product and you can use it all over your face. It's very potent and full of nutrients," said Rosalyn Frayna, Business Manager, Travel Retail, Global, Unilever International.

"We also have the Hydra B5 range and the Hyaluronic Toner," said Frayna, pointing out that the AHC sunscreen is without oxybenzone to avoid it harming the coral reef. "This is much more environmentally-friendly. It's so smooth and there's no shine either, so it can be used as a make-up base and is easy to carry in your bag."

Unilever is also showcasing its Toni & Guy line and is set to launch a beard care range. "We have six products, including beard shampoo, beard and stubble oil, and moustache wax among them," said Frayna.

Basement 2/2-J27



Reinventing watch culture

FIYTA, a professional watch brand and style icon, with superb craftsmanship and ingenious design, once again reinvents the classic watch culture with its latest Solo Automatic Watches collection.

The collection pays tribute to the younger generation of men, who are after a classic appearance with vintage style.

"We have received very positive feedback so far and we are ready for the official launch at the end of May," enthused Jobs Wang, Overseas Market Department Manager, FIYTA. The product is, indeed, very well positioned to enter the Asian travel retail market, based on a high brand awareness, especially among Chinese travellers, however Wang is focused on gaining a more international presence.

"This is our fifth year at TFWA Asia Pacific Exhibition & Conference and for the third year now we use the same location and the same image. While our products are evolving, FIYTA is always here for our partners and we will continue to give our resources to the travel retail market," he said.

Basement 2/2-G8

THE CHOCOLATE COLLECTION

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Cheers for life

Tailored Perfumes is exhibiting its latest range in cooperation with the famous apparel brand Pepe Jeans to target the infamous millennial generation. For the new launch this October, the three-year-old Tailored Perfumes brand has taken into consideration three main ingredients for quick success in the fragrance category – iconic bottle, splash of character and the need for happiness, which is spreading across the social media platforms. “The main baseline of the new campaign is ‘Life is not only lived, but also created’,” shared Laurent Cayrol, Export Department Director, Tailored Perfumes.

The theme of celebration, indeed, ties up nicely with the concept of the new fragrances for him and her, which have been inspired by mixology. The female fragrance is in the shape of a Martini glass, while the men’s scent resembles a cocktail shaker.

“We are only three-years-old and we have the support from Air-Val. Here we are hoping to introduce our brand to customers,” Cayrol concluded.

Basement 2/2-J19

Iconic designs

For Buckley London, travel retail is a core market, accounting for 80% of its total sales, so exhibiting here at Singapore is a no-brainer. The Buckley London Autumn Winter 2018 collections are inspired by iconic women, introducing red carpet-worthy style, which is contemporary yet timeless. The array of beautiful designs within the Atwell, Foy, Hepburn, Knightley, Lumley, Meghan Sparkle, and Winslet collections, reflects the diverse personalities of some of Britain’s most iconic female actors. This summer will also see the introduction of a brand-new men’s collection – Buckley London for Him. “We understand that men appreciate good quality with affordable price, so that is why we have introduced our latest men’s collection. We’re still testing the market to see what will work and we are hoping to get great feedback in time for the launch in June.”

Despite summer time approaching with full speed, Buckley is also hoping to get some feedback from partners on its Christmas gifting range.

Basement 2/2-K5



Seducing the Asian consumer

Desigual was winner in the Best Fashion & Accessories Product category during Monday evening’s Travel Retail Awards for its impressive Inflight Exclusive 2-in-1 Wallet & Clutch.

“For us, this award is recognition of a job well done,” Jordi Valls, Head of Travel Retail, Desigual, commented. “The jury of the award is the final consumer, so that shows that our strategy to have very specific products in travel retail is working.”

At TFWA Asia Pacific Exhibition & Conference, Desigual is presenting its travel retail assortment. Based on feedback and strong individual performance of certain products, the brand has gathered a compact travel retail set for women. Later on, Desigual will also be introducing men and kids collections.

“We are a Spanish brand, so we have so far been focusing mainly on Western Europe. Our aim is to seduce travel retail customers from Asia, but specifically from Korea, and after that all over the region,” Valls said.

Basement 2/2-E18

Gin still in

Halewood Wines & Spirits, which has seen much success with its Whitley Neill Gin, has introduced new flavours to reach a broader demographic, and one exclusive flavour specifically for travel retail in Asia.

Simon Roffe, Managing Director, Global Travel Retail, Halewood Wines & Spirits, explained: “Whitley Neill Gin is our global gin brand, which we are launching this week with MG Cellars as our partner for this region. It’s the number two brand in the UK only after Hendrick’s, so it’s booming and the gin category is on fire right now.”

Roffe revealed that Halewood started its flavoured gin series with rhubarb and ginger and has since introduced a blood orange variant and a raspberry gin too. “For Asia, we’ve got a lemongrass and ginger gin, which is a travel retail exclusive for Asia,” he added.

Basement 2/2-B14





Eastern elegance

Jean-Charles Brosseau is presenting Ombre Azurite to the travel retail marketplace, but also highlights how parts of Asia prefer the elegance of subtle scents and lean more towards EDTs that are not too heavy.

“This year in Singapore, it is an opportunity to launch a fragrance for women which is called Ombre Azurite. It’s a brand-new launch. For the moment, we are mostly present in our local markets, but we would like to expand to the duty free markets,” said Benoît Brosseau, President, Jean-Charles Brosseau.

Brosseau added: “We have, of course, different markets that do not have the same taste. Eastern Asian countries like Japan, for example, like light fragrances and EDTs. We have Ombre Rose for that – it’s iconic and light. People like it because it is floral oriented with powdery notes.”

Basement 2/2-N02

Category recognition

It is a historic moment for LEGO, but also for the children’s items category, after LEGO’s Ninjago Movie Green Ninja Mech Dragon won in the Best Children’s Product category at Monday night’s Travel Retail Awards.

Annette Rosendahl, Travel Retail Senior Manager, LEGO Group, commented: “First of all, for us this award is very important because it is from the shopper’s point of view. But, for me, it is really nice that our category is being recognised.”

She explained that it is important to grow the category within travel retail, especially in airports, as it is still quite small compared to more traditional categories, but retailers should also take part in this process. LEGO’s ambition for the coming years is to build standalone stores at airports, and here at TFWA Asia Pacific Exhibition & Conference the brand is hoping to meet landlords, and potential retailers to take this project onboard.

Basement 2/2-G28



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Chocolate in China

Leonidas has placed an emphasis on attracting the Chinese to the chocolate brand, while also retaining the brand identity of giftable Belgian chocolate.

"For us, travel retail is one of our priorities. We started in this industry four years ago, and this year we have grown 30% compared to last year – that's not bad. We are really strong in Europe, but not enough in Asia, so that's the reason why we are here," said Philippe de Selliers, CEO Leonidas.

"We are now in Japan, but what we have to do now is find more presence in China. We have some new SKUs, for example a Chinese New Year box that will soon be seen," said de Selliers, adding: "The most important thing to us is to book in meetings, sometimes to get listings in airports it takes two or three years, so we have to think about what is needed from us without losing our DNA, which is Belgian chocolate."

Basement 2/2-D31

Fostering talent

On view at the Shiseido Travel Retail stand this week are the results of an innovative collaboration between Shiseido and students from the National University of Singapore (NUS) in an open platform competition for students to design its stand this year. The project is part of the brand-owners quest to foster talent and build partnerships with creative institutions.

The winning design, entitled 'Strength and Beauty', came from Josh Ho and Roger Goh, who are fourth and second year students respectively. They won the opportunity to intern with Shiseido Travel Retail for six months and help make the stand concept a reality.

Yesterday, Eyan Chang, Global Design Centre Director, Shiseido Travel Retail, led us into a striking corridor known as the 'Red Box', through a prominent brand walkway constructed from white brand pylons with a lattice-work roof under which the names of individual brands, such as Shiseido, Anessa, Dolce & Gabbana, NARS, Narciso Rodriguez, Issey Miyake and Elie Saab are displayed.

Level 1/1-U9



Travel power

Moshi, which has a plethora of stylish and useful products for people on the go, is exhibiting its wallets, bags, phone cases, plug adapters with USB ports and powerbanks for mobile technology.

"We have a very wide range of products and these include a power series of multi-port devices that charge phones and laptops," said Antoine Moreau, Manager, Business Development Europe, Moshi. "The reason that these items fit the travel retail segment is because you can change all of the plugs to suit the country. They all fit the adapter simply – you just press a button and slide each one in and out. The series includes three different adapters, which work with mobile devices and laptops."

"Our other items are powerbanks – some are made with vegan leather, which are cruelty-free and we also have newly-released bags that are anti-theft," he added.

Basement 2/2-F24

Coconut creation

Our products keep the healing properties of history and are delivered with today's core sciences," commented Shalin Balasuriya, Director, Spa Ceylon. Formulated using only the purest ingredients, Spa Ceylon's products are enriched with powerful Ayurveda herbs, certified organic essential oils, along with minerals, virgin coconut oil, and the finest spices from Ceylon. "Our products are detailed and designed with a true feel of Sri Lanka." This relates to the island's heritage, incorporating factors including Ceylonese Royal insignia and traditional motifs that are combined with a temporary design. While at TFWA Asia Pacific Exhibition & Conference, the company has unveiled a coconut range, made with 100% pure coconut oil naturally pressed at source from the finest fresh coconuts from Ceylon, with them being rich in nourishing vitamins and protective antioxidants.

Level 1/1-T7























Originally, Thomas Sabo was focusing on the younger female consumer, from teenagers to early-20s. Now, however, the jeweller has added some more sophisticated designs to its Generation Charm Club collection to speak to the more mature consumers. It has also for the very first time added a men's jewellery collection – Rebel at Heart. Also on display at the stand are the handcrafted Tropical and Riviera Colours collections, suitable for the upcoming summer season.

The travel retail exclusive Mentos Connecting Tin contains 275g of fruit flavoured dragees decorated with multilingual greetings and landmarks.



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Timely addition

Capella's timepieces have been performing well in multi-category stores and it hopes to build on that success with a new range of Lambretta watches. In total, four new lines are being launched at the show and all will be priced with affordability in mind.

"All of our products have affordable price tags," said Christian Hoffmann, Marketing Director. "They are often impulse buys."

The Mia, Numero and Volta models are classic-looking timepieces with quick release mechanisms, which allow owners to change the straps. Then there's the Imola range, which is named after the famous Italian race circuit and plays on the country's motorsport heritage.

Capella has also brought a new Scandi brand to the show, Tick & Ogle, which produces simple watches at affordable prices. "It has had a great response so far," said Hoffman.

Basement 2/2-H30



Winning formula

What a show it's been for Butlers, which won Best Confectionery Product at the Travel Retail Awards on Monday night. The coveted trophy is being displayed on the Butlers stand, where the victorious product was launched last year.

"We launched the Platinum Collection here last year and we're delighted it has won this award," said Aisling Walsh, Marketing Director, Butlers. "It's a good-looking trophy."

As well as basking in glory, Butlers is showcasing a range of new products, including the new Asian-inspired Chocolate Collection, which includes flavours such as green tea, spiced chai, and mango and lemongrass.

In addition to the Chocolate Collection, Butlers is also launching its new Drumshanbo Gunpowder Irish Gin chocolates at the show. "There's a gin explosion going on right now, so this product is really on-trend," said Walsh.

Basement 2/2-C31



Spirit of Venice

The Venetians have a history of trading artisan goods and Mavive is building on that heritage by previewing a new fragrance from The Merchant of Venice.

The perfume uses essential oils extracted from blue tea as the base note and was developed with the Asian market in mind.

"This is a new product that we're previewing to our customers in Singapore," said Emanuele Riva, International Sales Manager, The Merchant of Venice. "It's going to be the first fragrance in a range of products that we're developing for the Asian market."

Mavive is also showcasing two other Asian-inspired fragrances: Replay Signature's Red Dragon, which is for men, and Secret, for women.

"Asia represents 20% of our business," said Valentina Rossetti, Export Manager. "We would like to build on that."

Basement 2/2-F18



Seductive souvenirs

Valrhona has expanded its Exclusive Souvenir Collection to meet the ever-increasing demand for destination-specific gifts.

The French chocolatier launched the new line last year with sleeve designs inspired by picture postcards of Paris. Now the brand has added Singapore, Tokyo and Hong Kong to the collection, hinting at its aspirations to grow in the Asian market.

"The Asian market is becoming bigger and bigger for us, especially in travel retail," said Aurélie Roure, Brand Manager, Valrhona.

With that in mind, Valrhona is also teasing its forthcoming Chinese New Year collection for 2019, which is the Year of the Pig.

Valrhona seems to have succeeded with the new line, which isn't the only festive range to be unveiled at the show. The chocolatier has also launched its Christmas range.

Basement 2/2-F32

Toast of Scotland

Whyte & Mackay hosted a drinks reception yesterday to toast what it says is the fastest-growing single malt in the world. “We have seen 219% growth with Dalmore,” said Richard Trimby, Travel Retail Director, Whyte & Mackay. “It’s going really well.”

So much so, there could be supply issues, which is why the group has now shifted its focus to Jura whiskies. “We are repositioning the brand, which we think has huge potential in Asia,” said Pierre Dubus, Marketing Manager – Travel Retail, Whyte & Mackay.

Part of that repositioning has seen Whyte & Mackay launch four new Jura exclusives: The Sound, The Bay, The Loch and The Paps.

Whyte & Mackay is also promoting its new Shackleton Whisky, which is a faithful recreation of a whisky left behind by the explorer’s crew in Antarctica. “The liquid is fantastic and the story is fantastic too,” said Trimby.

 **Basement 2/2-C5**



New look

Barton & Guestier is using TFWA Asia Pacific Exhibition & Conference to unveil its distinctive new brand signature, which will create synergy across its wines. “We have tried to bring more continuity and authenticity to the branding to make it easier for consumers to recognise,” explained Marina Julien, Marketing Manager, Barton & Guestier.

The brand is also using the show to launch four new wines, which will be exclusive to travel retail. Two of the wines, the Bordeaux Red and the Bordeaux White, will have accessible price points, while the Saint-Emilion and Chateaufort du Pape will have premium price tags. “They are the four bestselling wines in travel retail,” said Julien. “It’s good to have two affordable price points and two premium price points.”

 **Basement 2/2-C10**

Say it with Lindt

Being known as a gifting specialist, Lindt is once again introducing new gifting items specifically for the Asian customer. Miriam Richter, Marketing Manager Duty Free, Lindt & Sprüngli, commented: “Gifting in Asia is very cherished and very important. This is true for a lot of Asian nationalities; therefore, we came up with new Lindor items to cater for this trend.”

Lindor is one of Lindt’s most important brands and it usually comes in a tube-shaped box for sharing. To satisfy the need for gifting in the Asian market, the brand is now introducing a heart-shaped box of chocolates with the slogan ‘Say it with Lindor’. The box is a symbol of love and appreciation, and will be a permanent item on the market. In the second half of the year, Lindt will also launch a Lindt Matcha flavour.

“Overall, while the Asian customer has such an impact on travel retail, for the confectionery sector Europe is the most important market. We want to change this, so that is why we are here to grow in Asia,” Richter concluded.

 **Basement 2/2-H2**



Ice wine whisky

William Grant & Sons has launched the third instalment of its Glenfiddich Experimental Series. Matthew Fergusson-Stewart, Regional Brand Ambassador – Glenfiddich, explained that the first two whiskies within the initiative included “the already-launched Glenfiddich IPA – a whisky partially-matured in casks that had contained IPA beer” as well as the “Glenfiddich Project XX – named so after the 20 ambassadors who chose casks that would go into the marrying”.

“The newest in the line-up, which has just launched into travel retail, is called Winter Storm and is a whisky that has been matured in Canadian ice wine casks,” explained Fergusson-Stewart. “It has a lovely sweetness, but this is balanced by some acidity, so that it’s not cloying.”

 **Basement 2/2-N19**

Reflecting on Melbourne's position as Australia's food and fashion capital

The \$50 million refurbished retail & dining precinct at Melbourne Airport T2 International Terminal opened in December last year in the build up to Christmas. Andrew Gardiner, Chief of Retail, Melbourne Airport, tells Marta Dimitrova about the airport's strategy to reflect on Melbourne's reputation as a foodie and shopping mecca.

Last December was a pivotal month for Melbourne Airport with 1.02 million international passengers travelling through the airport, making it the busiest month in 2017. With the aim to support its growth in international travel, the airport also unveiled its renovated T2 International Terminal with a new commercial and retail development. A new busiest day milestone was achieved on 23 December with 38,716 passengers in the precinct. Since its opening, the new commercial and retail developments have been maintaining growth. "Our retail revenues have performed very well in the first four months, with most stores above budget," comments Andrew Gardiner, Chief of Retail, Melbourne Airport.

The new \$50 million luxury retail and dining precinct in T2 is part of a commitment to bring the city's world-renowned shopping, and food & beverage experiences to life at the airport. Gardiner says: "The vibrant redevelopment has been designed with the modern traveller in mind. It captures the essence of Melbourne, from sipping on a cup of locally brewed coffee to indulging in the latest designs from international luxury fashion and accessories brands."

With the new precinct, the airport is striving to reflect on Melbourne's reputation as a foodie and shopping mecca. "We focused on local food & beverage operators, as Melbourne is renowned for its food and coffee culture. The architecture of the building is quintessentially Melbourne."

The luxury precinct houses internationally-recognised brands of the likes of Burberry, Tiffany & Co., HUGO BOSS, Bally, Michael Kors, Salvatore Ferragamo, Max Mara, and many more. In terms of food & beverage, travellers can enjoy a truly Melbourne pre-flight culinary experience at one of six hospitality venues, including

a revamped Café Vue by Shannon Bennet, Bar Pulpo by Modiva by Frank Camorra and Bà Xà by Bao Hoang.

Gardiner explains: "The luxury brands are timeless and evergreen, and our food & beverage offers are iconic Melbourne brands – Movida, Brunettis, Café Vue – which Melbournians know and love."

Fully immersive shopping experience

Additionally, the airport has also integrated a new duty free shopping experience with Dufry. The area is the second of Dufry's New Generation Stores to be opened and it offers a new, world-class duty free retail concept to customers. The store is designed to make the shopping experience a fully immersive one that adds real excitement to the store visit. Three different screen visuals have been developed specifically for the store to convey high definition and vibrant imagery of the sights that can be seen around the city. These are displayed through the next generation digital screens, which play a key part in creating the store's fully immersive ambience.

"We have a vision to build an airport that Melbourne can be proud of," Gardiner comments. "This magnificently refurbished store, only the second of its kind anywhere in the world, is a great example of how our retail partners are buying into that vision in a meaningful way that will enhance the experience of every traveller through our international terminal. Our commitment is to bring Melbourne to life at the airport, and Melbourne Duty Free by Dufry really encapsulates the city's reputation as an iconic shopping destination. We thank Dufry for the work they've done to understand and help bring to life our vision, which is really about creating that perfect lasting impression of the city we call home."



▲ Andrew Gardiner, Chief of Retail, Melbourne Airport: "We focused on local food & beverage operators, as Melbourne is renowned for its food and coffee culture. The architecture of the building is quintessentially Melbourne."

Moreover, Gardiner emphasises the latest technological developments integrated to boost the end-to-end passenger experience at the terminal. "The use of new automated bag drops, passport gates, expanded security processing zone and double-size Tourist Refund Scheme office has certainly improved the overall customer journey through the airport."

Gardiner will once again be present at TFWA Asia Pacific Exhibition & Conference, where he is looking forward to meeting with current and potential partners. "My team and I attend every year. It's a wonderful opportunity to meet with many people in three days to discuss our business plans," he concludes.



◀ The luxury precinct houses internationally-recognised brands of the likes of Burberry, Tiffany & Co., HUGO BOSS, Bally, Michael Kors, Salvatore Ferragamo, Max Mara, and many more. In terms of food & beverage, travellers can enjoy a truly Melbourne pre-flight culinary experience at one of six hospitality venues, including a revamped Café Vue by Shannon Bennet, Bar Pulpo by Modiva by Frank Camorra and Bà Xà by Bao Hoang.



Changi Airport's new T4: "A fusion of culture and retail"

Retail plays an indispensable role in the entire Changi experience. This is certainly true in the impressive new Terminal 4, which opened in October 2017, as Lim Peck Hoon, Executive Vice President Commercial, Changi Airport Group, explains to Ross Falconer.

Covering 16,000sqm of commercial space, Singapore Changi Airport's Terminal 4 has pioneered several new and innovative retail concepts, including the world's first Integrated Duty-Free Zone encompassing the cosmetics & perfumes and wines & spirits concessions managed by two operators, a unique Heritage Zone and a cluster of visually stunning 11m high-ceiling shops.

Despite the smaller floor area of T4 compared to Changi's other terminals, the shopping area has been maximised by designing a single shopping street layout to reduce the need of duplicating any store concepts.

"The retail mix at T4 was formulated based on a thorough analysis of the T4 passenger profile," explains Lim Peck Hoon, Executive Vice President Commercial, Changi Airport Group. "Of the 80 outlets and restaurants, a quarter of them are new to Changi Airport. We ensured that there was a comprehensive set of retail offerings, including new brands that visitors and passengers can look forward to, as well as high-street franchises across local and international brands."

Being ranked one of the top three in Skytrax's 2018 award for the World's Best Airport Shopping is testament to Changi Airport's continual efforts to enhance the shopping and dining experience. As the airport welcomes more passengers, it strives to boost the retail mix and attractiveness of its current range of some 400 retail shops and 140 dining outlets.

"A fusion of culture and retail, the Heritage Zone at T4 is designed as a unique showcase of the Straits Chinese Peranakan culture," says Lim. "The nostalgic shophouse façade, line-up of well-loved Singaporean brands and immersive three-dimensional Peranakan music, engage passengers with a multi-sensory

▶ "A fusion of culture and retail, the Heritage Zone at T4 is designed as a unique showcase of the Straits Chinese Peranakan culture," says Lim Peck Hoon, Executive Vice President Commercial, Changi Airport Group.

retail experience, centred on one of Singapore's most distinctive cultures."

The Heritage Zone retail mix was curated to include a line-up of local home-grown retail and F&B brands. From the live 'roti prata' (local Indian pancake) station at the popular Heavenly Wang Café, traditional barbeque pork jerky as local food souvenirs at food gifts retailer Bee Cheng Hiang, and the six-minute musical that plays on the LED screen of the shophouse façade, the Heritage Zone has been a popular spot for passengers to try local food and pick up local food souvenirs and gifts.

Although the concept of a walk-through duty free zone is not new among airports, T4's Integrated Duty Free Zone is a world-first, as two operators are merged in a single retail space.

"Besides the convenience of browsing across the two concessions and paying at any cashier, this new integrated concept lifted the duty free shopping experience another notch," Lim comments. "Unlike other terminals, passengers are able to fulfil all their duty free wishlist at this one-stop destination. Since opening, it has garnered positive feedback and results. Behind the scenes, Changi Airport collaborated closely with our two anchor operators to ensure a seamless and enjoyable shopping experience for our passengers. From store design, point-of-sale and training programme for staff, this first-of-its-kind partnership would not have been possible without the support of DFS and The Shilla Duty Free."

Meanwhile, the revamped Central Piazza at Terminal 3, featuring a brand-new Crystal Garden and first-in-the-world Louis Vuitton duplex airport store, was also part of Changi's efforts to enhance the overall airport experience, combining its best offerings in a single space.

"In the upcoming year, we will rejuvenate existing offerings with the Terminal 2 revamp, and reinvent the overall retail experience for our passengers with the opening of Jewel Changi Airport," Lim explains.

Jewel is expected to open in 2019 and will feature some 300 retail and F&B outlets in its 10-storey complex.

"As consumer trends and expectations evolve, Changi Airport strives to continue offering travellers a dynamic travel retail environment centred around an exciting retail mix, delightful leisure spaces, personalised services and hassle-free online shopping. Working together with our retailers and brands, our ambition is to make Changi Airport one of the world's best airports to shop and dine at," Lim concludes.



▶ T4's Integrated Duty Free Zone is a world-first, as two operators – DFS and The Shilla Duty Free – are merged in a single retail space.

TFWA

ONE2ONE
MEETING SERVICE

ONE2ONE meeting service

The ONE2ONE pre-scheduled meeting service at TFWA Asia Pacific Exhibition & Conference provides a tailor-made opportunity for retailers, exhibiting brands, and service concessionaires to meet with senior executives from the region's airports and airlines, as well as those from cruise & ferry companies. Here, we preview the participation of Cairns Airport.

ONE2ONE with: Cairns Airport

Cairns is the gateway to the World Heritage-listed Great Barrier Reef, as well as tropical rainforests, and is supported by a vibrant and diverse tourism industry that is now targeting the premium market with a renewed focus.

The airport handled a record 5.3 million passengers over the past 12 months – a 3% increase on the previous year. Around 700,000 passengers arrive and depart through T1 – the international terminal, and the remainder through T2 – the domestic terminal.

"Almost 80% of total visitors to Cairns and the Great Barrier Reef travel to and from the destination on domestic flights," explains Tracey Groves, Chief Commercial Officer – Retail, Transport and Property, Cairns Airport. "This gives Cairns Airport's T2 a unique passenger mix with significantly higher spend rates and dwell times than other major Australian airports."

The airport is working to increase direct international services to create new and more convenient access for visitors from three key areas: China and other parts of Asia, Europe, and North America. In December 2017, it welcomed two new services from mainland China – China Southern Airlines from Guangzhou, and Hainan Airlines from Shenzhen. SilkAir and Hong Kong Airlines both recently increased frequency of their services from Singapore and Hong Kong respectively.

Passenger numbers through T1 during the 2018 Chinese New Year period of February increased by 21%, while those through T2 rose by 9%. "Duty free sales per day during Chinese New Year increased by 200-500% for the best day of trading, while there was double-digit growth across all retail and food & beverage sales in both T1 and T2," says Groves.

T1 offers a walkthrough duty free store, and a variety of specialty stores with a strong focus on Australian products. T2, meanwhile, also features Australian products, as well as leading international

brands such as Victoria's Secret and M.A.C.

The F&B offer in T1 is set for a major revamp this year under the management of Emirates Leisure Retail Australia (ELR), which will introduce three new concessions there, plus another in T2. These will include the Hudsons Coffee brand, and a modern kitchen and bar concept for the T1 departures lounge. ELR will also operate cafes in the international terminal arrivals hall and the domestic check-in hall.

Bestselling categories in T1 duty free include the high-end cognac range, Penfolds wines, fragrances, and the art of living category. "A new fit out for this store will soon consolidate the alcohol offer into one precinct, give fragrances greater prominence near the entry point, and strategically position art of living near the point of sale area," Groves comments. "There will also be new areas dedicated to tech products, fashion and apparel, souvenirs, and toys including LEGO and other licensed merchandise."

This new floorplan takes into account extensive customer insight research recently undertaken by Cairns Airport to identify the greatest opportunities to meet customer needs. This also highlighted the demand for more local produce in both terminals to add to the visitor experience for the millions of people visiting Cairns and the Great Barrier Reef each year.

"The most recent food & beverage uplift at Cairns Airport was the launch of The Urban Food Market in T2 earlier this year," Groves adds. "Retail changes over the past few years include the introduction of Travelex currency exchange in both terminals, and M.A.C, Eye Love and The Travel Store outlets in T2."

During the ONE2ONE meetings, Cairns Airport wants to talk with global brands that will meet the needs of its passenger mix. "We are looking for retail opportunities that will help us excite and delight our passengers, and complement our strong focus on local products that capture a sense of place, and sense of taste unique to the Cairns and Great Barrier Reef tourism destination," Groves concludes.



▶ Tracey Groves, Chief Commercial Officer – Retail, Transport and Property, Cairns Airport: "We are looking for retail opportunities that will help us excite and delight our passengers, and complement our strong focus on local products that capture a sense of place, and sense of taste unique to the Cairns and Great Barrier Reef tourism destination."

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19-20 NOVEMBER 2018
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