

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily
WEDNESDAY 3 OCTOBER 2018



**SPECIAL
SUPPLEMENT
INSIDE**

Watches &
Jewellery

04

Digital Focus
Report from
yesterday's
workshop

16

Exhibition news
Reports from
the show floor

26

**TFWA Digital
Village**
News from the
exhibition

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Vice-President Finance



Introduction

Breaking new ground

Last year's TFWA World Exhibition & Conference was special for many reasons and featured a number of firsts for the event. As well as celebrating the 70th anniversary of the duty free and travel retail industry, we were thrilled to unveil the first TFWA Digital Village. In addition, we were delighted to welcome more than 500 exhibiting companies to Cannes for the first time, breaking all previous exhibitor records.

I'm delighted to say that the hard work that goes into creating this event has paid off yet again, and for the second year running there are over 500 exhibitors in attendance. To accommodate for this growth, we've expanded the exhibition to Majestic Beach near to the Palais des Festivals – another first for us. The new area will host LVMH, and will give visitors the opportunity to view the latest products from leading fashion houses such as Kenzo, Givenchy, Guerlain and Make Up For Ever.

I'm also honoured to welcome 50 new exhibitors to Cannes this year, spanning the full range of product categories. This includes L Brands International in fragrances and cosmetics, HiteJinro in wines and spirits, Loqi in gifts and toys, and Dragées Reynaud in confectionery and fine food. We also have world-renowned fashion brand Mandarin Duck, jewellery maker Perry de la Rosa and Ralph Lauren, which will be hosting visitors on the official TFWA boat in Harbour Village.

Just as our main exhibition has grown, so too has our TFWA Digital Village. This has been augmented for 2018 with new features such as the TFWA Digital Village Pitch Corner. I would really encourage all TFWA World Exhibition & Conference badge holders to visit the TFWA Digital Village at the Gare Maritime – you won't be disappointed.

With so much to see and do throughout the week, we also offer all our visitors an extensive range of services to help them plan their schedule. Our ONE2ONE team will make it easy and simple for prospective business partners to meet, and will provide on-site support to delegates throughout the week. Large interactive touchscreens – kindly provided by our official digital partners JCDecaux – and our geolocation app will help with navigation around more than 22,000sqm of floor space. Free WiFi is also available inside the Palais des Festivals. We would like to thank all of our sponsors of the TFWA Lounge and Well-Being Lounge, which will give delegates the chance to rest and recuperate away from the main exhibition floor.

As always, we really appreciate the feedback of all who come here. I'm looking forward to hearing your thoughts on the week and the facilities on offer, either in person or by seeing your responses to the conference and exhibition on social media.

With just a few days left of the TFWA World Exhibition & Conference, I hope everyone has a successful time in the remainder of their week here in Cannes.

Notes for your diary:

- The TFWA elections take place this morning in the Palais des Festivals from 08:30. All TFWA members are invited to register their vote at the TFWA offices.
- The TFWA AGM will take place tomorrow from 08:30 in auditorium K on the 4th floor of the Palais des Festivals.

Control for access to the exhibition

Please collect your badge at the TFWA Registration Pavilion before then passing through the security check on the Parvis of the Palais des Festivals.



Free Wi-Fi service

TFWA is delighted to offer a **free Wi-Fi service** for delegates inside the Palais des Festivals. Access is via the **'PalaisDesFestivals Wi-Fi'** network, using the code on your delegate badge. Technical support is available during exhibition hours from Viapass (Level -1, Red Village).



TFWA's partnership with Nice Côte d'Azur Airport has several advantages for delegates attending TFWA World Exhibition & Conference. Pop-up bars located in Terminals 1 & 2 are welcoming arriving visitors with a complimentary glass of Cremant d'Alsace Perle Noir & Rosé by Arthur Metz & Cremant de Bordeaux Rosé Calvet. The airport will give delegates a special 10% price reduction across a selection of brands available in airport stores on presentation of their TFWA World Exhibition & Conference visitor or exhibitor badges.



The Duty Free World Council met yesterday during TFWA World Exhibition & Conference. Pictured are (back row): Michael Payne, President & CEO, IAADFS; Erik Juul-Mortensen, TFWA President; Erasmo Orillac, Chairman, IAADFS; John Rimmer, Managing Director, TFWA; (front row): Gerry Murray, Executive Secretary, DFWC; Andrew Ford, APTRA President; Frank O'Connell, President, DFWC and ETRC; Haitham Al Majali, MEADFA President; and Julie Lassaigue, Deputy Secretary General, ETRC.

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The role of high-impact digital advertising solutions

Digital is at the heart of the JCDecaux strategy and it now offers 6,200 digital screens in more than 100 airports. "Digital's contribution rose gradually from 18% in 2013 to 29% of total airport revenue in 2017," explained Jérôme Lepage, Marketing & Business Development Director, JCDecaux. "Further to this digital revolution, we have made a major move towards data management. Today, data is definitely a game changer in our industry offering new business opportunities for us and the airport ecosystem."

The role of advertising in creating highly-targeted, real-time marketing campaigns in travel retail means delivering the right message, to the right audience, at the right time. "It is all about storytelling, and the objectives are different depending on the location," said Lepage. "Advertising in airports is not confined merely to 'drive to store' objectives, but is part of a global long-term brand strategy."

JCDecaux has signed an exclusive partnership with Counter Intelligence Retail. "The agreement gives every JCDecaux airport direct access to the global passenger and traffic information of 550 airports," Lepage explained. "In the context of the significant evolution of air traffic, this data will be enriched and given greater applicability through the integration of traveller segmentation and detailed shopper profiles."

He added that JCDecaux has also launched VIOOH, a global independent automated planning and trading platform designed to accelerate growth of Out-of-Home and connect the industry to the programmatic digital ecosystem.

Digital transformation making waves in beauty sector

When it comes to digital transformation, Shiseido Travel Retail believes the most effective way to propel all stakeholders into the future is through committed partnerships – a 'Digital Trinity'. "Retailers, airports, landlords and brands need to collaborate on shared investment in digital technologies and trust one another on mutual data sharing to more effectively target consumers," said Shi Ling Tan, Global Digital & Media Marketing Manager, Shiseido Travel Retail.

Shiseido Travel Retail is implementing digital touchpoint engagements across all of its campaigns and activations. The NARS Lip Gallery, for example, which was stationed in Bangkok's King Power Downtown Rongnam Complex, was a hugely successful engagement campaign. "For this launch, our strategy was built around the Chinese millennial traveller, incorporating advanced digital and physical touchpoints at every aspect of their journey," Tan explained. "We need to stay relevant during a time when duty free stores arguably no longer have a captive audience, and customers need to be engaged where they are most active – their mobile phones."

She added that data is critical to better understanding consumers and allowing greater personalisation of services. "Data collected at the various digital touchpoints helps us gain insight about our consumers so that more informed decisions can be made to lead consumers through the purchase journey – from driving awareness, consideration and engagement, to ultimately a conversion."

ETRC pilots digital labelling

Delegates heard about a groundbreaking new initiative piloted by the European Travel Retail Confederation (ETRC), which aims to protect the industry from the potential harmful effects of new packaging regulations. Currently, a number of countries in Europe require product labelling to be in their national language for products sold in duty free & travel retail.

"Even more worrying are recent demands for specific labelling requirements at national level, such as proposals for alcohol health warnings in Ireland, and front of pack red logos for foods high in salt/sugar/fat in Israel," said Julie Lassaigne, Deputy Secretary General, ETRC.

The digital solution proposed by ETRC involves a consumer-friendly digital platform where product information is displayed in a standardised format with clear landmarks across all product categories, so that consumers can easily find the information they are looking for. "Product information is retrieved via the barcode on the packaging scanned by the consumer using a smartphone, scanner facilities in-store and online," Lassaigne explained.

The first phase of the pilot took place on a small scale between December 2017 and May 2018. "We presented the results of the pilot to the European Commission and the European Parliament in July, and have so far received very positive feedback," said Lassaigne.

The objective is to soon launch the second phase of the pilot, which will involve live in-store testing in a number of locations. "If this phase is successful, we will seek to agree a business model and calendar to extend the test phase to a pan-European implementation phase. Provided this is accepted, it is planned that the system will be ready for roll-out in 2019, available in all EU languages."

Digital Focus Workshop

Yesterday morning's Digital Focus Workshop looked at a number of case studies from within the industry, exploring best practice and pitfalls to avoid, with perspectives from several key regions and markets. Delegates heard from Shi Ling Tan, Global Digital & Media Marketing Manager, Shiseido Travel Retail; Ivo Knuesel, Head of Category Planning, Mondelez World Travel Retail; Jérôme Lepage, Marketing & Business Development Director, JCDecaux; and Julie Lassaigne, Deputy Secretary General, European Travel Retail Confederation.



Julie Lassaigne, Deputy Secretary General, European Travel Retail Confederation; Jérôme Lepage, Marketing & Business Development Director, JCDecaux; Shi Ling Tan, Global Digital & Media Marketing Manager, Shiseido Travel Retail; and Ivo Knuesel, Head of Category Planning, Mondelez World Travel Retail.

Digital platforms central to Mondelez strategy

Digital engagement has become fundamental to the way Mondelez approaches the travel retail business. In yesterday morning's Digital Focus Workshop, Ivo Knuesel, Head of Category Planning, Mondelez World Travel Retail, highlighted three pillars of digital engagement:

- Digital in-store engagement: "Trigger conversion and repeat purchases through effective activations at the point-of-sale."
- Online communication: "Raise awareness of travel retail shopping and confectionery offers, and encourage in-store footfall."
- E-commerce: "Convert online users into in-store shoppers/visitors, and further convert them into buyers."

In the airport environment, a successful activation needs to grab attention, have an element of retail theatre, and engage the shopper by encouraging interaction. "A combination of physical stores at airports together with the digital engagement desired by 'next-gen' travellers is what we will increasingly see," Knuesel commented.

During the workshop, he unveiled a new interactive digital campaign to celebrate Cadbury's Premier League partnership. TFWA World Exhibition & Conference delegates are invited to play a digital scratch-card game today and tomorrow – available on the campaign microsite, <http://bit.ly/CadburyTFWA> (case sensitive) – using their mobile phones for the chance to win a Cadbury Daily Milk handmade chocolate football.

"Brands, retailers and landlords need to rethink how products and services are marketed. Digital technology is a main driver of change – it's an opportunity not a threat, and helps address the challenges of weak footfall and conversion," Knuesel concluded.

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**BLUE VILLAGE F7
LEVEL -1**



Puressentiel

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Le Premium Evening

Tomorrow, 20:00

Port Canto

The glamorous culmination to the week's networking has some surprises in store. Celebrated chef Romain Gandolphe skilfully blends taste and texture for his unique 'trompe l'oeil' cuisine, where all is not as it appears. Afterwards, five top international illusionists bring their record-breaking Broadway show to Cannes complete with feats of levitation, mind-reading, disappearance, and more.

- Dress code: Black tie
- Entrance by invitation only – part of the full delegate package
- A shuttle service will operate from all major hotels



Drinks International Travel Retail Awards 2018 winners

Supplier Awards

MARKETING CONCEPT OF THE YEAR:
Monkey Shoulder #MadeForMixing

DRINKS INNOVATION OF THE YEAR:
Blade by Heineken

NEW PACKAGING OF A DRINKS BRAND OF THE YEAR:
Glengoyne Cuartillo, Glengoyne Balbaina, Glengoyne PX

PRESENTATION BOX OF THE YEAR:
Aberfeldy 12 YO 1 Litre Gold Bar Tin

TRAVEL RETAIL EXCLUSIVE OF THE YEAR:
The Macallan Quest Collection

DRINKS LAUNCH OF THE YEAR:
The Macallan Quest Collection

LUXURY DRINKS LAUNCH OF THE YEAR:
Aultmore 1986

REPACKAGING OF A DRINKS BRAND:
Midleton Very Rare 2017 Vintage by Nude Brand Creation

SUPREME CHAMPION CAMPAIGN:
Monkey Shoulder #MadeForMixing

SUPREME CHAMPION PRODUCT:
The Macallan Quest Collection

Operator Awards

PARTNERSHIP INITIATIVE OF THE YEAR:
Virgin Atlantic & Bacardi: VR Cocktail Experience

FERRY/CRUISE LINE DRINKS RETAILER OF THE YEAR:
Viking Line

AIRPORT BAR OF THE YEAR:
Bottega Prosecco Bar – Birmingham Airport

AIRPORT DRINKS RETAIL PROMOTION:
Spirit of Gin at Dublin Airport

AIRPORT DRINKS RETAILER OF THE YEAR – SINGLE LOCATION:
Le Clos at Dubai Airport

AIRPORT DRINKS RETAILER OF THE YEAR – MULTIPLE LOCATION:
Dufry

DRINKS BUYER OF THE YEAR:
Jonathan Bonchick, Director of Buying Liquor, Duty Free Americas

LANCASTER

PARIS

Parisienne Pur Treasure, Bucket bag, ref. 571-28 Antique Pink - Retouched photography.



www.lancaster.com

BAY VILLAGE - BAY 1B



Philip Gladman, Chief Marketing Officer, William Grant & Sons; Ed Cottrell, Managing Director Global Travel Retail, William Grant & Sons; and Simon Hunt, Chief Executive Officer, William Grant & Sons.

Monkey Shoulder cocktail

William Grant & Sons hosted a party last night in celebration of Monkey Shoulder. Guests enjoyed Monkey Shoulder cocktails with grapefruit and ginger, as they relaxed and even took part in some impromptu games of beach volleyball.

Sunglasses Workshop and Awards 2018

The 10th Sunglasses Workshop and 8th Sunglasses Awards were held yesterday at TFWA World Exhibition & Conference. The workshop and awards are organised and co-sponsored by leading sunglasses suppliers De Rigo, Essilor, Kering Eyewear, Luxottica Group, Marchon, Marcolin, Maui Jim and Safilo Group.



Winners

- BEST NEW SUNGLASSES ENVIRONMENT:**
King Power Thailand, Rangnam Downtown
- BEST MARKETING ACTIVITY FOR THE SUNGLASSES CATEGORY:**
DFS Group
- BEST DIGITAL INITIATIVE FOR THE SUNGLASSES CATEGORY:**
Shilla Duty Free, Tipping
- BEST DEDICATED SUNGLASSES SALES TEAM:**
PAC Beirut Duty Free
- BEST OFF-AIRPORT RETAILER:**
DFS Group
- MOST SUPPORTIVE AIRPORT AUTHORITY FOR SUNGLASSES CATEGORY:**
Dubai International Airport
- SUNGLASSES RETAILER OF THE YEAR (TURNOVER UNDER US\$2BN):**
MSC Cruises
- SUNGLASSES RETAILER OF THE YEAR (TURNOVER OVER US\$2BN):**
Dufry Group
- PARTNERSHIP AWARD FOR OUTSTANDING CONTRIBUTION TO THE CATEGORY OVER THE LAST DECADE (MARKING THE 10TH ANNIVERSARY OF THE SUNGLASSES WORKSHOP AND AWARDS):**
Gebr. Heinemann



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Cannes, 30 Sep – 5 Oct 2018



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#LaliqueHappenings

Lalique Beauty party

Lalique Beauty hosted an immersive and memorable cocktail party last night at the Carlton Hotel. Guests were invited to take part in interactive displays specific to each fragrance, memorising ingredients for scents, as well as spinning a perfume wheel and identifying their greatest hopes and dreams in an installation of elegant black ribbons.

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A woman with dark hair and a pearl earring is shown in profile, looking out of a window at night. She is wearing a light blue denim jacket over a white t-shirt with a graphic, and brown fishnet stockings. The window has a wooden frame and the view outside is dark with some distant lights. The text 'HAUTE COUTURE' is overlaid in large, bold, white letters.

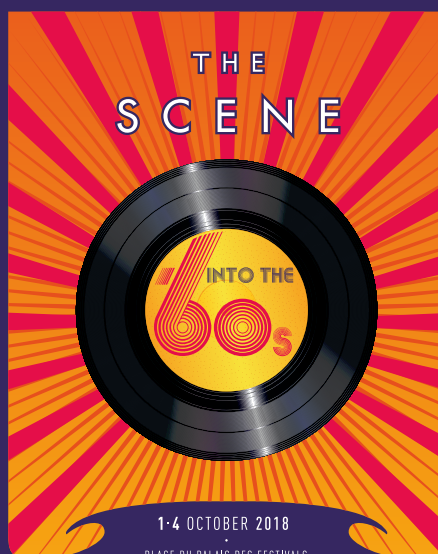
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Entry tickets compulsory. Tickets can be purchased onsite at The Scene desk (Palais des Festivals, Level 1) or directly at The Scene entrance.



Tonight and tomorrow, 22:00-02:00

Plage du Palais des Festivals

Delegates in search of rest and recreation after the working day need look no further than The Scene. Expert DJs and a dancefloor await the energetic, with tonight's duo of DJs being Mr Deaf & Le Set Sauvage. Or why not relax with friends over a drink in the groovy, 60s-themed lounge. Either way, the beach venue and sea views add the finishing touch.





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On-site services

Well-Being Lounge

Golden Village, Level 1

Open to all delegates.

Take some downtime and enjoy a well-deserved massage with an experienced therapist at the Well-Being Lounge (offering shoulders, back, reflexology). Delegates can also indulge in a complimentary beauty experience at the Yves Rocher make-up station, using products from the label's range. And the pampering doesn't end there – be sure to visit the Living Proof Style Bar and let their world-class stylists transform you.

Kindly sponsored by:



TFWA Lounge

Level 3

Exclusively for TFWA members and buyers with full delegate status.

Open during exhibition hours.

- Dedicated concierge service, including restaurant reservations, car and boat hire, travel agency, catering for private events, problem-solving and babysitters
- Internet access
- Private bar and lounge with complimentary drinks
- Massage service
- Charging station
- International press
- Meeting area (booking required)

Kindly sponsored by:



Special service desks

Level 1

- Hotel accommodation
- ONE2ONE Meeting Service
- The Scene
- Le Premium Evening

Luggage service

In front of the Palais des Festivals

Available on arrival at the Palais, offering a classic service where you can leave your luggage securely for the day.

Food and drinks

Available from the many bars in the Palais, a wide selection of dishes can be enjoyed on the spot, taken away or pre-ordered online and collected onsite. Delegates will find Pavillon Gourmet's fare, along with a range of hot and cold drinks, at the following locations:

- Red Village, Level -1
- Green Village, Level -1
- Puits de lumière, Level -1
- Mediterranean Village, Level 0
- Riviera Bar, Level 0
- Bay Village, Level 1
- Ambassadeurs Village, Level 4

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Level 1

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- Secretarial assistance
- Telephone cards, stamps & stationery
- Meeting room rental

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Photo: photoserviceonsite@gmail.com / +33 6 07 13 54 88

Free Wi-Fi service

- Access via the 'PalaisDesFestivals WiFi' network using the code on your delegate badge.
- Technical support available during exhibition hours from Viapass (Level -1, Red Village)

Interactive directional screens

Large touchscreens to help you navigate over 20,000sqm of floorspace.

Kindly provided by:



On-site Press Centre

Level 1

A wide range of services at the disposal of all registered journalists. An area to relax, conduct interviews and source information relating to the event:

- Interview room, internet area
- Press lounge & bar
- Press racks, press photographs, official press releases & press dossiers, exhibitors' press packs/releases
- Diary of exhibitors' events, ongoing liaison with the TFWA Daily
- Online access to the TFWA Product Showcase

Recruitment service

Mediterranean Village, Level 0

- Leading recruitment firm BeThe1 specialises in fashion, beauty, retail and travel retail
- 20 recruiters in Europe and Asia working with 200 key employers at middle- and senior-management level across all disciplines
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Shuttle services

TFWA has arranged a series of free shuttle bus services for delegates flying into and out of Nice Côte d'Azur Airport, and within Cannes between the Palais des Festivals venue and the main local hotels.

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New additions

Marcolin is here in Cannes with a strong portfolio of brands and some innovative new additions. The company is unveiling its latest sunglasses collection, which sees the introduction of a brand-new category for luxury shoes and bags brand Bally. The collection is defined by Asian designs or smart-fitting models for an international audience. "Our main focus is Asia, but this collection will be available for the whole travel retail industry," says Chiara Reolon, Global Channels Trade Marketing & Training Specialist, Marcolin Eyewear.

Another flashy highlight is the new Atelier Swarovski collection, which is a more luxury high-end eyewear, while Marcolin's pillar brand Tom Ford is enjoying a steady performance.

"Our pillar brands, including Tom Ford, are doing very well and we have received very good feedback from customers," adds Alessandro Bubola, Global Channels Director, Marcolin. "We are very positive about the event and we are very confident that we will achieve our targets, meet our existing partners and meet some new ones."

 **Blue Village B13**

Attractive display

Watch and jewellery expert Kurate International has arrived at TFWA World Exhibition & Conference with a clear strategy to expand into airports and ground stores, including cruise ships and ferries.

"We have been selling our watches and jewellery primarily inflight for over 15 years at a very successful rate. In fact, we grew by 40% last year, so we thought now it's the right time for us to enter ground stores, ferries and cruises," says Claire O'Donnell, Travel Retail Sales Manager, Kurate International.

Indeed, the introduction of the Belle & Beau brand last year had created the perfect opportunity to broaden the scope into airports and ground stores. To support this aim, Kurate has designed an attractive free-standing display unit which is divided into four units, each with a different offering: best sellers, travel retail exclusives, gift ideas and a new range of carded jewellery.

 **Green Village H44**



Travelling with Ted

A quick visit to Steiff's stand here at TFWA World Exhibition & Conference takes you straight back to your childhood memories with your favourite cuddly toys. The teddy-bear inventor is introducing a new travel retail exclusive teddy bear. Targeted primarily at tourists visiting Germany – the home of Steiff – the bear comes with its own handy suitcase featuring typical images of the country, such as its flag colours and traditional delights.

"We are relatively new in travel retail and it's only our second time here in Cannes, and for us it's all about exposure," comments Ken Wakatsuki, Head of Sales Asia-Pacific & Global Travel Retail, Steiff. "In travel retail, outside of Germany we are targeting all markets. We are already working with Heinemann and Lufthansa, and I believe everybody should add Steiff to their portfolio because we believe we are the most prestigious toy brand from Germany."

 **Mediterranean Village N17**

Digitalising confectionery

Mondelez World Travel Retail is providing the industry with a glimpse into the future for the confectionery category in travel retail with its interactive new booth. The stand features the latest product launches on digital multi-touch tables from power brands including Toblerone, Cadbury, Milka and Oreo. The highlight of the stand is the Experience Room, which brings visitors into a virtual retail shopping environment. The wall-to-ceiling LED screens take visitors on a tour of Mondelez's fun and engaging promotional and permanent merchandising solutions, including striking new digital shelving and augmented reality solutions. The stand also features one of Mondelez WTR's most popular 'phygital' installations, the Toblerone Photobox to encourage engagement and social media amplification.

"This year, our visitors can experience how digital is incorporated into everything that we do to keep confectionery and travel retail relevant to next-gen travellers. The booth is bursting with features that create the differentiation and fun that this channel requires – for travellers as well as retailers, in light of the conclusions of the opening conference," says Ivo Knuesel, Head of Category Planning, Mondelez WTR.

 **Riviera Village RG5**





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Beauty reimagined. Beauty made with soul.

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Packed with innovation

DELSEY PARIS is unveiling the new-born of the TURENNE Family, the TURENNE Premium.

The new upgraded version of the TURENNE Premium collection, which will be available on the market from 2019, is now equipped with expandability, dual density wheels, a brand-new digital scale handle, USB port, dedicated application and many more features. "We always focus on innovation, and helping the consumer travel with ease is our main aim," says Albert Engler, Group Marketing Director, DELSEY PARIS.

DELSEY PARIS truly is an omnichannel brand and being in the luggage and travel accessories category means that travel retail is really one of its main pillars.

Speaking of the brand's ambitions during the event, Reine Genevieve, Area Manager Export & Duty Free, DELSEY PARIS, added that: "We are already very well-established, so our objective is really to develop the corporation that we have on the existing market."

 **Blue Village F13**



Bubbly sensation

“We are here every year and we love it!” enthuses Myriam Renard, Senior International Sales Director, Vranken Pommery Monopole. “It’s interesting to see new products and new innovations every year, and it is a great opportunity for us to also showcase our latest creations.”

Indeed, Vranken Pommery is also joining the innovative bubble during the event, where it is testing its new interactive display for its new champagne, Blanc de Blancs Pommery. “The latest trend in the champagne sector is to go back to subtlety, delicacy and nature, so we have created a way to let our customers discover which are the aromas that could be found in this champagne,” adds Renard. Before trying the champagne, the customer will be able to add to the experience by taking in the main notes of jasmine, apple and herbs.

The cuvee itself has been crafted from a meticulous selection of chardonnay grapes that provide good vivacity and a rich complexity.

 **Red Village H22**

Sweet dreams

One of the main challenges of travelling can be a lack of sleep, but Capi Global has a solution for that.

The brand is showcasing an exciting new sleeping aid from Bose, which sits in travellers’ ears and plays soothing sounds while blocking out external noises. The device retails at €269 and could be a good cure for insomnia.

“I was hesitant about it at first because it doesn’t play music, but sales have been incredible at Amsterdam Airport Schiphol where we launched it last month,” said Fatima Ezahra El Ayadi, General Manager, Capi Global.

In other news, Capi Global is preparing to open five new shops at Abu Dhabi International Airport in 2019. “We are extremely happy about this new location because we want to expand in the Middle East,” said Peter Wiggers, Managing Director, Capi Global. “This is an exciting time for us.”

 **Blue Village G31**



A spirited start

Loch Lomond Group is hoping to gain a foothold in the ultra-premium end of the whisky market with a new travel retail exclusive, which it is showcasing in Cannes.

Launching at the show, its £2,950-per-bottle 1992 Vintage comes from the now-defunct Littlemill Distillery, which was Scotland’s oldest licensed distillery until it burnt down in 2006.

“It really is quite a special drink and when it’s gone it’s gone,” says Scott Dickson, Marketing Manager, Loch Lomond Group. “It will give us a foothold in the premium end of the market.”

Loch Lomond Group is also promoting its “single cask initiative”, which allows retailers to choose whisky from a specific cask and sell it as an exclusive.

The Loch Lomond Distillery comes to Cannes with a prestigious award under its belt having been crowned Scottish Single Malt Distillery of the Year at the 2017 Berlin International Spirits Competition.

 **Riviera Village RB7**

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Blown away

It's been a storming start to the week for Halewood Wines & Spirits, which is exhibiting on a sleek yacht in the Harbour Village.

"We were nearly blown away by the storm on Monday," says Simon Roffe, Managing Director, Global Travel Retail, Halewood Wines & Spirits. "We had to batten down the hatches."

Exhibiting at TFWA World Exhibition & Conference for the third time, the brand is using the show to introduce delegates to its full range of Whitley Neill handcrafted gins.

"The category is on fire," says Roffe. "We are already present on British Airways, Virgin and TUI, and we will launch on Ryanair this November."

The brand is looking to work with more listings and distributors. Halewood is also showcasing a new line of spiced rums from a small-batch distillery called Dead Man's Fingers.

"They are based in Cornwall, England," said Lucy Cottrell, Brand Manager. "The brand has cult status and we want to showcase it to travel retail."

 **Harbour Village** *CLARA ONE*



Parisian proposition

Eden Park is using the show to share its unique story, which it thinks will play well in travel retail.

The Parisian clothing label was founded by sportsman-turned-fashion icon Frank Mensel, who played for the flamboyant rugby team Racing Club de France.

The team was renowned for drinking champagne at half time and wearing pink bow ties during the 1987 French Championship final. "The pink bow tie is now the logo of Eden Park," explains Delia Deverly Capitaine, Export Manager, Eden Park.

Eden Park wants to underline its Parisian heritage and hopes to expand its travel retail presence in Europe, Africa and the Middle East. "We would also like to develop more in Asia, where we have a local presence," says Deverly Capitaine.

 **Blue Village** *E4*

New chapter

It's an exciting time for the Amarula brand, which has launched a new vanilla spice edition of its cream liqueur.

"Amarula is in evolution right now," says Luke Maga, Managing Director Travel Retail, Distell. "The pipeline of innovation we have got coming along is really exciting. We are sure it is going to be well received in the market."

Amarula has also commissioned four African artists to design bottles for its flagship liqueur. They will be launched in duty free stores during holidays.

That's not all. Distell is also using the show to launch a new whisky from Deanston, a carbon-neutral Scottish distillery located on the banks of the River Teith.

"It's a 10-year-old single malt that's been aged in Bordeaux casks," says Maga. "Deanston is an exciting brand for us and we believe it has got a lot of potential."

 **Green Village** *M64*



A sweet story

The Belgian chocolatier Starbrook Airlines is celebrating its 20th anniversary this year and believes its unique story will strike a chord with consumers.

The brand emerged from the imagination of Jaak De Koninck, an artist who created his own imaginary airline in his paintings. He called it Starbrook Airlines.

His friend Patrick Gilis saw potential in De Koninck's make-believe carrier and decided to found a chocolate company based on it. Starbrook Airlines was launched and reached new heights in 2016 when it was bought by The Belgian Chocolate Group.

"We now have access to more knowledge, which has given us the opportunity to develop new products like our organic range, which we are launching today," says Gilis.

Starbrook Airlines has seen double-digit growth in the last year and is increasing its travel retail footprint. "We are now in 80 airports across Europe," Gilis adds. Not bad for an imaginary airline.

 **Mediterranean Village** *N19*



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Truly exceptional

Bacardi Global Travel Retail has announced the launch of PATRÓN Añejo Lot 221 as a travel retail exclusive – the first new PATRÓN product launch in the travel retail channel since the completed acquisition in April 2018 of Patrón Spirits International AG and its PATRÓN brand, the world's top-selling super-premium tequila.

PATRÓN Añejo Lot 221 is a unique blend of tequilas that have been aged for more than a year in carefully-selected French, Hungarian and American oak barrels to create a distinctly sweet tasting tequila, rich in flavours of vanilla, butter and cinnamon.

"We are very excited to welcome PATRÓN into our portfolio in global travel retail," says Mike Birch, Managing Director & Vice President - Global Travel Retail and Commercial Development, Bacardi. "It is one of the most recognised and respected luxury spirits brands in the world and we will use the global strength of Bacardi in travel retail to engage consumers and accelerate brand building for this iconic brand."

Bacardi Global Travel Retail has also announced the upcoming launch in travel retail of BACARDÍ GRAN RESERVA DIEZ (10YO), a premium sipping rum from its new premium portfolio.

 **Bay Village Bay 21**



Worldwide ambitions

Shisha brand Mazaya is looking to grow its presence outside the Middle East this year, and claims more and more retailers in Europe, Asia and the US are becoming interested in its concept.

The brand's focus at TFWA World Exhibition & Conference is to "introduce new customers to our best-selling flavours, such as two apples, lemon mint, blueberry, mint, gum mint, grape mint and watermelon mint," said Brand Manager Rawan Elayyan.

He added: "Of course the Middle East and Gulf remains our core and key sales region and we continue to build our distribution across airports here, but we know that the potential for shisha in other regions is massive, particularly where the local market demand continues to rise rapidly, such as in the UK, Europe, the US and South America."

He cited a recent study, which predicted the shisha market to see compound annual growth of 17.99% from 2017 to 2025, driven by "the increased themed-based café culture and the fact that shisha comes in different flavours, which attracts younger adult customers".

 **Yellow Village H53**



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Sweet spot

Haribo may be a global behemoth, but it has only been active in travel retail for a short time.

"It's our fourth year here and we are still in the development process," says Elisa Fontana, Marketing Manager Travel Retail, Haribo. "Every year we are producing something new for travel retail."

This year is no exception, with the launch of 700g packages of its Tangfastic and Color-Rado candies. "They are re-sealable, so consumers can keep the freshness," says Fontana.

Haribo is also using the show to blaze a trail in new markets. "Consumption of fruit gums in the Middle East is growing and we have adapted our offering accordingly," Fontana adds.

The result is a new Halal range of fruit gums, which are made from beef gelatine rather than pork, thus making them suitable for Muslim markets.

Bay Village Bay 11B

Creating excitement

B+D is displaying a wide range of products here in Cannes, including its B+D Sunglasses collection, as well as the B+D Readers. Roberto Crom, CEO B+D, comments: "We are very happy to be showcasing during the event our new redesign of our corporate communication and website, so that it displays the whole world of B+D."

The combination between the brand's Scandinavian-inspired design, the quality and the wide range of products is a proven success formula for the company, which is now present in more than 50 locations worldwide.

"Renewing our image will help us maintain the excitement of the customer. We are always working to provide this experience with launching new products and concepts," adds Crom.

To fit perfectly with the launch of its brand-new website, B+D is also announcing the release of its 2019 3D campaign, a groundbreaking innovation done entirely in 3D technology.

Yellow Village A21





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TFWA WORLD EXHIBITION
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TFWA DIGITAL VILLAGE

The TFWA Digital Village opened yesterday morning. Visit Gare Maritime to see many of the latest technological innovations, and obtain a glimpse into the future of the duty free & travel retail industry.

_ICONICTION: HIGHLY-ENGAGING MOBILE ADVERTISING



Iconiction is a digital advertising company specialised in location-based mobile advertising and shopper targeting in airports.

"Using push notifications and mobile banners on smartphones at hyper-local level, we can drive global shoppers to duty free stores," says Sébastien Marteau, CEO & Founder, Iconiction. "We can target specifically Chinese travellers in airports with unique first-party data and inventory."

He explains that location-based adverts are contextual and more relevant for users. "We can target any airport across the globe, and use a lot of different advertising formats. We can create highly-engaging, rich media experiences."

The UAE-based company also offers Dubai Airport Taxis Interactive Screens and SMS campaigns on frequent travellers.

"The reaction has been very positive in our meetings here in the TFWA Digital Village," Marteau adds. "Our main value proposition is driving shoppers to stores. It is about delivering the right message, at the right time, to the right audience."

Meanwhile, also present on the stand is Iconiction's partner company, Handy, which is an innovative and unique mobile technology solution, accessible



to global travellers both inside and outside of the hotel environment. It is available across 82 countries globally.

Stand DA10

_DR. BANNER AIRPORT: "HYPERLOCAL PROGRAMMATIC OFFER"



Dr. Banner is an international programmatic platform, launched in 2017 after two years of development. It already counts more than 1,000 campaigns for 135 clients through its network of 13 subsidiaries.

The company is part of Mediakeys Group, an independent and international communication group that creates, plans and buys communication & media solutions for leading brands around the world.

"Dr. Banner Airport is the hyperlocal programmatic offer, specially designed for travel retail brands to target travellers," explains Paul Cahierre, CEO Dr. Banner Airport. "Dr. Banner Airport allows clients to seamlessly create banners and plan, launch and optimise hyper-targeted online advertising campaigns in airports."

Mediakeys Group has been handling the international advertising campaigns of travel retail brands for more than 25 years. "We are happy to introduce Dr. Banner Airport to the travel retail market, as this offer is an innovative way to reach travellers in the main airports of the world," Cahierre adds. "Our international expertise and local approach, combined with our innovative 'adtech' solution, make us a leading partner targeting travellers in all the airports of the world."

Stand DB15

_TFWA DIGITAL VILLAGE AT A GLANCE

- Open today and tomorrow (09:00-18:00) and Friday 5 October (09:00-12:00)
- 31 exhibitors
- Digital Village Pitch Corner: Press Centre, Level 1, Palais des Festivals. Today and tomorrow, 10:00-11:00 and 15:00-16:00
- Digital Village Press Breakfast, Gare Maritime, 09:00-12:00 Friday 5 October
- Exhibitors will benefit from the TFWA ONE2ONE pre-scheduled meeting service
- Open to the 12,000-plus participants (delegates, exhibitors and visitors) expected to attend TFWA World Exhibition & Conference

_TFWA DIGITAL VILLAGE EXHIBITORS

4Dshopper, stand DC2 >> Agency 7 Ciel, stand DC5/DD5 >> Aircommerce, stand DA18 >> Airfree, stand DB6 >> Au Coeur Du Luxe, stand DB12 >> Blynk, stand DA16 >> CNPay Global Co, stand DB8 >> Concourse Display Management, stand DC4/DC6 >> Customer Experience Group, stand DA13 >> Dr. Banner Airport, stand DB15 >> DutyFreeList, stand DA15 >> Ethos Farm, stand DA12 >> ETRC, stand DD6 >> Global Smiling, stand DA7 >> Groupe FG Design, stand DB2 >> Handy, stand DA10 >> Iconiction, stand DA10 >> iCoupon, stand DB11 >> Inflight Media Digital – IMM Group, stand DA6 >> JCDcaux, stand DA2 >> Mile High Store, stand DB10/DD2 >> MyDutyFree, stand DA9 >> Perfumist, stand DA1 >> Sampling Innovations Europe, stand DB3 >> SKYdeals, stand DB1 >> Skyra, stand DB9 >> T&DF – Tax & DutyFree, stand DA11 >> The Moodie Davitt Report, stand DA8 >> Thinfilm Electronics, stand DA5 >> Upsilon Group, stand DC5/DD5 >> WanderSafe, stand DB13

_SKYDEALS: INFLIGHT 'SHOPPERTAINMENT'



SKYdeals is the first digital provider of inflight 'shoppertainment', which aims to make shopping fun and entertaining during travel.

Julien Sivan, CEO, explains that SKYdeals provides passengers with the best targeted deals on products and destination services during their time of travel, while entertaining them with inflight 'shoppertainment' features. It is a unique marketplace that allows brands, retailers and service providers to promote private event sales, discounts etc, with real-time targeting to passengers currently in the air and connected to the internet.

"SKYdeals is reinventing travel retail, offering real benefits to passengers thanks to direct sales during the flight," says Sivan. "With SKYdeals, buying while travelling becomes a real pleasure and a source of fantastic deals and price advantages. For passengers, ordering on SKYdeals is easy during the flight, products can be home delivered or collected at the airport of arrival, while destination services are available via downloadable vouchers."

After a trial period in 2017, SKYdeals will be deployed on three major airlines, serving the US, Asia and Europe.

"SKYdeals is showcasing the first solution of inflight 'shoppertainment' and aims at partnering with brands, airlines, retailers and airports for our next

proofs of concept," Sivan comments. "The TFWA Digital Village and TFWA World Exhibition & Conference are incredible for us. This is the unique show where all our stakeholders are attending – airlines, brands, airports and retailers."



Stand DB1



_SKYRA: "SHOPPING WITH FRIENDS WITHOUT BORDERS"



RCE Technology has more than 15 years of international experience in engineering with R&D departments in software and hardware technology products and solutions. Its core focus has been Intelligent Video Analytic Security Solutions, and IPTV/OTT System and Equipment Design.

"Our strategy is to connect all players involved under one roof to our universal platform for travel retail industry by offering an omni-channel digital solution that is easy to implement by retailers and airports," explains Cenk Akerson, CEO SKYRA. "We also give brands the opportunity to use a unique platform for understanding and communicating to global passenger traffic, and provide the opportunity for travellers and non-travellers to digitally and physically enjoy the unique world of travel retail. To sum up: we create a new digital social gateway that gives value to all players in the industry."

The company is currently running and finalising tests with its trusted travel retail partner Universal Brands Group's stores in North Cyprus. "Upon finalising our tests, we will release the platform to the public, then roll it out to our global and local duty free & travel retail partners, with whom we have been connected for a good period of time," says Akerson. "Our target in the TFWA Digital Village is to showcase our technology to the industry and explain the 'blue ocean' we aim to create for them. Our motto is 'shopping with friends without borders'."



Stand DB9

_BLYNK: DIGITAL ENGAGEMENT AND THE 'CONNECTED JOURNEY'



Blynk believes that digital engagement is key to continuing and developing the 'connected journey'. It is a unique organisation that not only understands connected retail, but has the creative skill and technical infrastructure to bring connections to life.

Blynk helps brands to build experiences for their customers through immersive ideas and interactive installations, which are tailored to their needs. Working alongside brands, it can digitise environments that are said to charm, provoke and inspire. Blynk's capabilities encompass complete retail design, and also assistance in delivering experiential campaigns.

"It is our first time exhibiting in the TFWA Digital Village, and we're aiming to help brands understand and recognise that there are tools they can use," explains Neil Muir, Managing Director, Blynk. "We're really excited about demonstrating to visitors that we're so much more than just an installations company."

Blynk's biggest client is World Duty Free Group, with which it works across airports in the UK and Spain, as well as at Düsseldorf and Helsinki airports. "We are finding our niche in travel retail," Muir adds. "We are very client-driven, so we have very much become a solutions provider and a provider of connected solutions. 'Phygital' was a word that came up in the Digital Focus Workshop, and we see ourselves at the point between the digital and physical. In a usually noisy space, how can you stand out? We help achieve this by creating real experiences."



Indeed, there are some eye-catching and experiential innovations being showcased at the Blynk stand in the TFWA Digital Village, such as curved LED solutions, mirrored screen technology, and even the opportunity to obtain a personalised jar of tea or jelly beans.



Stand DA16

Close to the heart

DENIZEN has unveiled a new range of premium, custom-made souvenir bracelets, featuring the latitude and longitude of travel destinations.

The bracelets are made to order and can feature innumerable combinations of designs and styles, with packaging and displays that can be customised for different sectors such as cruise lines, airlines, or even countries themselves.

The brand has been in the business of travel retail for almost 30 years, explains its International Sales Director Dan Attia. “The concept is strictly appealing to travellers at any stage of their journey, whether inflight or coming back from a destination – they can be worn close to your heartbeat or wrist pulse.”

This year's show, he adds, came as a surprise after DENIZEN – on a long waiting list – was granted a stand with less than a fortnight to prepare. “We're looking forward to developing more sales from distributors.”

 **Yellow Village G36**



Eastern promise

Diverse Flavours has boosted its portfolio of upmarket Sake with a new range from Kyoto producer Kinshi Masamune.

The launch of the six-strong range is a statement of intent from the distributor, which intends to boost the number of sake-producing regions from which it supplies drinks (it also sells Sake from Hyogo) significantly over coming years.

“The main message from one of the speeches in Monday's conference was don't expect the normal and think outside the box,” says Anthony Budd, Managing Director, Diverse Flavours. “That's really the mantra of Diverse Flavours. We do things that haven't been done, and we challenge the retailers and the airlines to take on new wines.”

Consumer interest in Sake is surging, he adds. “The level of interest has been amazing and we have seen huge pick-up.”

But that's not the whole story – Budd is also keen to showcase a range of seriously high-end wines from Stellenbosch producer Delaire Graff, including the coveted Laurence Graff Reserve.

 **Red Village L34**



All-in-one solution

Altime Group's latest innovations for its Spongellé brand are still in development, explains Arnaud de Volontat, Partner, Altime Group. But he's excited to talk about them this week, because shoppers haven't seen anything like them before.

They are: a sponge that hydrates and nourishes the skin, and an all-in-one make-up remover that can be used between 30 and 50 times, removing the need for disposable wipes or cotton.

“We want them to be perfect,” he says. “And I hope that by the next TFWA Asia Pacific Exhibition & Conference in Singapore, we will be able to show them off.”

The brand is also displaying its latest travel retail exclusive for Cannes, a new body wash-infused ‘Spongology’ travel buffer.

 **Ambassadeurs Village US**



Total traceability

Chow Tai Fook is keen to show off its T-Mark diamonds, which use state-of-the-art blockchain technology to ensure total traceability and visibility – from the moment it's mined to purchase.

Each diamond carries a distinctive mark with a traceable code, which “lets you see far deeper into the virtues of your diamond”, says the brand. This way consumers can have confidence not just in the authenticity of the stone, but of its ethical credentials, which the brand's Director of Overseas Business Development, Po Liu, says is growing ever more important to millennial consumers.

This means they can be passed down to later generations, so they can “understand all the important moments in our lives”, she adds.

In other positive news for Chow Tai Fook, Liu says sales have surged this year.

 **Green Village K56**



denizenworld.com

DENIZEN

UNFORGETTABLE TRAVEL MEMORIES

Jewelry with a sense of place

Yellow Village – G36

New generation

With a well-established global presence in the travel retail sector, Braun is now set to widen its customer base. "Because we are mostly present in electronics stores, we are by default targeting male customers. In order to reach more female customers, our epilators and IPL (intense pulse light) devices would have to also be available on shelves alongside beauty products, and that's why we're now trying to extend our network and tap into new shop areas," says Sven Olschewski, International Sales & Marketing Manager, Braun.

Here in Cannes, the German brand is introducing a new generation of its all-in-one head-to-toe trimming kit, as well as an electric toothbrush aimed towards the teenage market.

Launched two years ago and also demonstrated in Cannes in their latest iterations are the Touch&Feel and the Lift&Compare stands. These allow the customer to get a feel of the product and/or get live information on a screen, which, according to Managing Director Klaus Mellin, "resulted in an increase in sales" where they were installed.

 **Mediterranean Village P15**



Smart masks

FOREO brings its products to Cannes for the first time this year, showcasing its facial mask technology which uses pulsation and an app to help people on the go include moisturisation into their beauty regime.

FOREO is previewing products from its Luna range to show travel retailers alternatives to sheet masks. "It's a facial cleaning device that uses sonic pulsation which massages your skin while also helping to soften it and help the creams you apply afterwards sink into your face better and faster," says Gary Leong, Global Retail Director, FOREO. "We have many different types, including the Luna 2. What's special about that is that depending on the colour, it corresponds to a skin type – sensitive skin, combination skin, normal skin and oily skin. On the back, they have anti-ageing parts that stimulate circulation and blood flow, and slow down the ageing process."

 **Yellow Village G37**



Creating the experience of wine

High-end wine supplier Advini's latest experiential pop-up store, which it first unveiled at Paris-CDG Airport, received a rapturous response from shoppers.

The pop-up, called L'expérience Des Terroirs by Advini, allows shoppers to sample wines, chat with attendant winemakers, and even take a virtual reality tour of vineyards. Lionel Ehrmann, Directeur Grand Export, Advini, claims the pop-up netted an 80% conversion rate with shoppers.

"It's a big investment, but, thanks to our portfolio, we are able to break the rules and bring something new to the category. All of our customers in travel retail are interested in making the wine category simpler," he says. "Consumers are tired of Baileys and Johnnie Walker activations. They want to see different products and understand them. Wine can be as profitable as spirit brands and we want to champion the category."

Next year, Advini is taking the pop-up on a world tour, with plans for a series of month-long residencies all over the world.



 **Bay Village Bay 13**

Swiss chocolate goes north

Conaxess Travel Retail is presenting in Cannes a new product in its portfolio of confectionery. The Ragusa line of Swiss chocolate has just joined the major brands already distributed in the Nordic and Baltic countries by the company, whose headquarters are based just outside Copenhagen.

With listings in Tallink Silja, Viking Line and Scandlines, Conaxess Travel Retail "is strong in ferries and border shops," explains Commercial Manager for Travel Retail Britt Korsholm. Conaxess also distributes its products in airlines such as Thomas Cook.

At TFWA World Exhibition & Conference, as well as meeting with customers and presenting novelties, the company is "looking for more brands to add to our portfolio" Korsholm explains, pointing at the added value of an enhanced portfolio for the company's existing customers.

 **Yellow Village G59**



LANCEL

PARIS 1876

Photographie retouchée

Le sac Ninon
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Scotch gets surreal

E drington has unveiled a brand-new 'conceptual' range of whiskies for The Macallan, its best-selling Highland Scotch.

It unveiled the first in the range, called Concept No. 1, at a beachside gathering of top whisky commentators in the sun at Beach Village yesterday, with the range to be extended annually.

Concept No.1 (40% abv) is a delectable single malt matured first in sherry-seasoned oak, then transferred to ex-Bourbon casks for the same period of time – although it did not reveal exactly how long the liquid is aged for.

It is exclusive to travel retail, and is billed as delivering "sweet butterscotch tinged with almond and warming spices on the nose" followed by "sweet orange and lemon bursting through, punctuated by ginger".

It represents "whisky reimagined", according to Macallan Master Distiller Nick Savage. "The innovative process developed to produce this remarkable single malt pays tribute to the visionaries of the surreal art world and reflects our continuous search for excellence."

Beach Village Beach 10



Bringing the peat

MacDuff International is looking to broaden the appeal of peated whisky with the latest 'Original' iteration of its Islay Mist dram.

The drink, which combines smoky Laphroig with sweet Speyside malts and smooth grain, is the first in a series of innovations from the brand, explains John Scott, Export Sales Director, MacDuff International, which are likely to include new age-statement releases and more heavily peated expressions.

"Islay Mist was created to make a lighter, smoother version of an Islay single malt," he says. "I love Islay single malt and a small group of other people agree with me, but there's also a large group of people who think it's too much. Yet there are a lot of people moving up from your regular blends who are looking for something a bit more interesting without taking a massive hit on price."

With Islay Mist, he adds: "You get the lightness and sweetness from the grain, the floral aspect from the Speyside malt, and then the peaty, marine flavour from the Laphroig."

Green Village L64



A welcome break from stress

Spa Ceylon is keen to help Cannes visitors wind down with its 'De-Stress' and 'Sleep Intense' ranges of holistic Sri Lankan luxury wellbeing products.

All Spa Ceylon's products are based on Ayurveda, a historic medicine system based around "healing and wellness", according to Spa Ceylon co-founder Shalin Balasuriya. "The products are unisex and there are no age restrictions, to they make a great gift."

It also offers destination-specific packaging for retailers, and has gone as far as creating an album of music to accompany the sleep-based product, with music that decreases in beats per minute (bpm) over time, leading to a deep state of relaxation.

Going forward, the brand wants to open more of its downtown stores, where it offers an enticing multisensory shopping experience, down to the music played and the very scent of the store itself.

Riviera Village RA8



Creative spirits

La Martiniquaise has launched a bold new activation this summer for its number one whisky brand LABEL 5. The 2018 "Power of 5" street art world tour has brought together five leading street artists from key cities around the globe to create a series of unique urban graffiti artworks, all themed around the number 5. Nadège Perrot, International Senior Brand Manager, La Martiniquaise, explains: "What we will do next is to launch our social media initiative, which will ask our Facebook community to pick the visual they liked best. The visual with the most votes will be our limited edition for next year."

Also, on display is the Old Virginia whisky with a new design which takes its inspiration from the aesthetic movement, associated with a more angular art deco style. The label also highlights the six years ageing of this bourbon whisky. Traditional French aperitif ST RAPHAEL, dating back to 1830, also comes forward this year with two new references.

Yellow Village G54

Single terroir cognacs

William Grant & Sons' Chief Executive Simon Hunt and the President of the French spirits Maison Villevert Jean-Sébastien Robicquet yesterday announced a partnership to add an extensive collection of single terroir cognacs to the William Grant & Sons portfolio of products.

"La Guilde du Cognac highlights the work of artisan distillers from the entire cognac appellation," said Robicquet.

The initial range will showcase four single village cognacs. Submitted to the 2018 San Francisco World Spirits Competition, it won multiple awards: two double gold medals for the Cherves Richemont village in Borderies and Saint Preuil village in Grande Champagne, one gold medal for Saint Germain de Vibrac in Petite Champagne, and one silver medal for Lorignac in Fins Bois.

"La Guilde du Cognac" started to be distributed one year ago in the domestic markets of France and Spain. It has now become available in the travel retail sector in Asia, and plans to widen the scope of its availability both in the domestic and travel retail sectors are to be announced in the coming months.

 **Golden Village GO2**



Women united

Another year, another successful event from Women in Travel Retail (WiTR), who met yesterday at TFWA World Exhibition & Conference at what was its biggest annual networking and fundraising event. Visitors won some fabulous prizes in the raffle and were made to look totally glam from the Shiseido-sponsored make-up station.

Sarah Branquinho, External Affairs Director, Dufry, opened: "We launched our website and membership scheme last year, and we are very grateful to FILTR for all of their support in helping us build this. I hope this year you will all help us populate the website by engaging with each other and using it as a real resource centre."

In its first year as a fully-fledged membership organisation, WiTR has raised more than €15,000 for the Hand in Hand for Haiti initiative.

Gerry Munday, Global Travel Retail Director, Furla, added: "Tonight, we have decided to raise our target from €15,000 to €20,000 and that is following some great donations from TRBusiness, Shiseido, and many more. As part of our membership drive, we are looking forward to getting all of you to join us and become members."





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Riviera RG 16

Timeless style

Italian watchmaker Lambretta has unveiled a swathe of new products for travel retail. These include new duo strap packs for its 60s-inspired men's watches, which come with quick-release, re-attachable straps so customers can mix and match styles, which include leather, steel and perlon.

It has also launched a new 'Marco' range of watches, whose rubber straps are not just stylish, but boast serious sustainability credentials: they are made from recycled scooter tires. They are waterproof to 100m and come in six different variants.

Meanwhile, the brand is also eager to show off its recent range of upmarket 'Cielo' watches with embedded Swarovski stones, with customers able to choose between mesh or hyper-trendy quilted leather straps.

It is hoping to ramp up its presence in stores with new 180 and 90-watch displays – the 90-watch display is being targeted primarily at cruise lines, a growing area of focus for the brand, according to its Marketing Director Christian Hoffman.

 **Yellow Village F60**



New Starck fragrances

“We've grown a lot since last year,” rejoices Maria Fanconi, Communication Director, Perfumes y Diseño. As a follow-up to the Philip Starck line of fragrances that the perfume and fashion designer started two years ago, Perfumes y Diseño has just released 'Peau de lumière magique' for women and 'Peau de nuit infinie' for men. Distribution and sales started in September in Russia.

Be it as a perfume designer for Starck, Desigual, Halloween, the Night Collection or Tous (a sixth fragrance will be released in June 2019), as a distributor for skin care products and perfumes, or as fashion brand designer through its Delpazo brand, Perfumes y Diseño can pride itself on a global presence in 80 domestic markets, including Europe, the Americas, China and New Zealand. It entered travel retail in 1998 and its products can be found in airport shops in the Caribbean, Mexico, Chile, Argentina and Dubai.

 **Beach Village Beach 02**



Accessible luxury

Lancaster is a leading accessible luxury brand in France with a presence in the domestic markets of 38 countries. On the travel retail side, the French company is distributed onboard four airlines, in all French airports, and in airports in, for example, Korea, Luxemburg and Russia. Last May, it opened a corner in the newly-built Muscat Airport in Oman, and it is also present in border shops all around Russia.

Here at TFWA World Exhibition & Conference, Lancaster is presenting its Spring/Summer 2019 pastel tones-based collection of leather bags. “We're taking great pride in the fact that all our products, which are 95% based on leather – are made in France,” explains David Ravizza, Sales Director, Lancaster. “We've been growing a lot recently – now our goal in Cannes is to consolidate, meet with our clients and improve our partnerships.”

 **Bay Village Bay 1B**



Exclusive chocolate updates

Yesterday, Nestlé announced major updates or rebranding for the travel retail sector for KitKat, Smarties and Nestlé Swiss – three of its iconic product lines – in the frame of its new marketing initiative launched at TFWA World Exhibition & Conference last year.

Stewart Dryburgh, General Manager, Nestlé International Travel Retail, commented on the new product lines. The new KitKat Mini Senses Desserts “is the global favourite” and a travel retail exclusive innovation geared for millennials. The Smarties range of engaging toys, which includes a recorder and a telescope, is “an interesting proposition for when you want to bring something to your children, or keep them busy in the plane beyond just giving them chocolate”.

Nestlé Swiss is a genuine travel retail exclusive, which has just followed a 12-month programme of brand redevelopment and relaunch in 2018. While the digitised gondolas for Nestlé Swiss have already been put in place in airports such as Geneva and Zurich, the updated product lines are to be rolled out in March 2019.

 **Beach Village Beach 07**

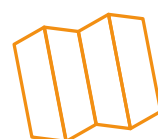
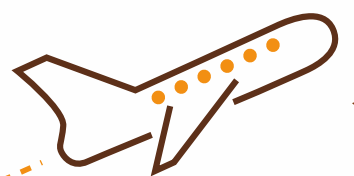
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White wine on the rise

With over 90 brands in its portfolio, Treasury Wine Estates is, according to its Managing Director Kinyi Choo, “the world’s largest pure-player wine company”. This year at TFWA World Exhibition & Conference, it is promoting its range of white wines, with references such as Penfolds Max, Penfolds Bin 311 or Cellar Reserve, “because we believe that there’s untapped potential there”, argues Choo, who mentions the female customer base, as well as white wine as a refreshment drink.

With a global presence in domestic markets, as well as in all the segments of travel retail, Treasury Wine Estates is now focusing its efforts on finding out the consumption habits of airport travellers thanks to an extensive study in the frame of which over 12,500 consumers worldwide were surveyed. “As we speak, we are sharing the results with our partners here in Cannes in order to be able to deliver targeted marketing as part of our portfolio activation strategy,” Choo adds.

 **Bay Village Bay 18**



New partnership

Stoli Group has announced a new partnership with Cognac Prunier and introduced two new additions to the Stoli Group portfolio: Se Busca Mezcal and Stoli Cucumber.

In the presence of Alice Burnez, who represents the 11th generation of the oldest independent family-owned Cognac, global CEO of Stoli Hugues Pietrini announced that Stoli would from now on act as the exclusive global travel retail distributor for Cognac Prunier, further enlarging its super premium brands portfolio.

On display at TFWA World Exhibition & Conference, The Age Statement Collection comprises eight guaranteed age cognac expressions from 10 to 80 years old.

Stoli Cucumber is the latest in an award-winning range of flavoured vodkas, first introduced by the company in 1962. “Cucumber was 2017 flavour of the year,” says Frances Gaillard, International Marketing Director, Stoli Group. Stoli Cucumber will be available to global travel retail customers as of January 2019.

The launch of super-premium Se Busca Mezcal marks Stoli Group’s entrance into one of the fastest-growing super-premium spirits categories.

 **Beach Village Beach 06**

Presenting the winter collection

Morellato is presenting for the first time in Cannes the winter collection of its 10 brands of watches and jewellery, which constitute its global portfolio. The Italian company prides itself on a presence in domestic markets worldwide in department stores and, in the frame of travel retail, focuses on the inflight business.

The Maserati line of watches for men are thus listed onboard 50 airlines and the Furla line, for women, onboard 15 airlines. Morellato is also present in close to 30 airports, among which are Singapore, Macau, Milan, Malaysia and Russia. In Q1 2019, it will announce a partnership with a ferry line. “It’s a channel we’re seeking to develop,” confirms Andrea Tanucci, International Sales Director, Morellato.

The Spring/Summer collections will be presented in November in international sales meetings in Milan and Hong Kong.

 **Blue Village F26**



Personalised functionality

Tumi is upping its range for the female business traveller and evolving its bags and cases to suit lifestyle trends, as well as trends for personalisation. “We have dedicated a lot more space to women. We have a lot of women travellers and they count for 20% of our sales, which we think will be 30% in a couple of years,” says, Damien Mignot, Tumi Director General Europe. “In 2019, we will be revisiting one of our main lines, Arrivé, which is the top end for what we sell in Tumi. It’s really a business line targeting the heavy travellers who do not want to compromise on functionality or resistance fabric. There are magnetic features, lots of pockets and this is what people are really looking for. One of the other things we are showcasing this year is personalisation. There is a big trend in all our products for personalised tags.”

 **Riviera Village RG14**



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On-trend in chocolate

Butlers has tapped into trends for dark chocolate and gin through its new confectionery ranges.

"We had noticed that there was a big trend towards dark chocolate, so we are really matching that trend," says Aisling Walsh, Marketing Director, Butlers.

Additionally, Butlers has updated and refreshed its premium collection gift boxes and has extended its line to not only include Irish whiskey and Irish cream, but also Irish gin chocolates.

"As an Irish company, it has always been a novelty for us to have Irish cream and Irish whiskey chocolates, but the massive explosion in the gin category, as well as the fact that gin goes really well with chocolate, pushed us to introduce a new line," Walsh explains.

In addition, a very recent development for Butlers included the opening of its new Butlers Chocolate Café in Riyadh Airport's Terminal 5.

 **Green Village L56**



Changing room style

Lacoste has been revealing its new shop concept inspired by its brand heritage, as well as its popular polo shirts.

"This year we are showcasing the core elements of our new shop concepts. These have the intent of being closer to the brand DNA. Some of the key elements involve the materials we have used. The inspiration was the changing room of René Lacoste," says Jean-Louis Delamarre, CEO EMEA & CEO Global Travel Retail, Lacoste. "The polos continue to be our iconic products."

He revealed that Lacoste is focusing on brand expression within the key airports in the world, especially for its leather goods and footwear. "Cannes is about strengthening the already very good relationships we have. This is a long-term business."

 **Riviera Village RH15**

Second skin

Timeless Truth Mask is part of Jola International. Its skincare facial masks feel like a second skin, and cause no skin irritation compared to many other products available on the market, according to the company.

"The brand is in 10 countries around the world," explains Yoko Toriumi, Administration Director, Jola International, pointing out how the facial masks contain the languages of "Italian, French and English" on the packaging.

"The material we use is called 'bio-cellulose' – this material is really special. When you apply it on the skin, you can immediately feel the difference," says Toriumi. "When you think about other common mask sheets or the tissue, usually they use pulp or cotton. But ours is bio-cellulose and is made with coconut milk, which means it is 100% natural. One feature of it is its fine fibres, which are much finer than cotton fibres, so it can fit on the skin firmly, while letting the skin breathe normally. This material also holds the moisture much longer than cotton."

 **Bay Village Bay Terrace T4**



A celebratory Accolade

Accolade Wines is set to launch a celebratory limited edition wine for the Hardy's brands' anniversary.

"We're celebrating our 165th anniversary this year – since 1853 – so we produced a one-off limited edition. It's a Cabernet Sauvignon Shiraz and we used artwork from John Olsen, who did the paintings of the winery and images on the tasting notes. He then became very famous as an artist," says Rupert Firbank, Commercial Director Global Travel Retail, Accolade Wines. "One of the greatest things is that this wine got 99 points. It hasn't been released yet, but it will be soon. It will be released this month."

 **Yellow Village D26**

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Yellow Village A21



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Caramel candy

Cavendish & Harvey has introduced a range of caramel hard candies as a product extension to its well-known fruit candy range. “We are showcasing our travel-exclusive portfolio this year,” says Mona Mieske, Marketing Product Manager, Cavendish & Harvey. “Our focus this year is our new product which is our caramel hard candies. This is an innovation for our brand and something totally new. Usually, we focus on our fruit candies and yet over the past few years we have developed these caramel hard candies to add to our portfolio and we think this is a very good extension that can generate top sales for all our customers.”

There are three different products – they all are made with caramel hard candy and inside each has a different filling. There is a caramel version, a coffee version and a chocolate version. “We see a big trend for caramel. It offers a different sensory experience for consumers,” Mieske adds.

Blue Village H27



Protect and rejuvenate

Moroccanoil has revealed new product extensions as lifestyle brands in readiness for next spring. “The new Moroccanoil collection is a five piece collection. However, in travel retail it is a three-piece collection – shampoo, conditioner and a leave-in spray, which is also a detangler and protects coloured hair from UVA or UV rays in the environment, as well as heat tools used like blowdryers,” says John Gates, VP of Sales, Moroccanoil. “The other two products are pre- and a post-treatment items that we use in the salons before you get your colour and then after your colour. We are not just a haircare company. In travel retail, we are a multi-category lifestyle brand, so we will also be introducing our body oil and night-time serum for rejuvenating the skin cells, toning and tightening, and any kind of skin imperfections.”

These will all be launched in the spring of 2019.

Blue Village F12

Sparkling rosé

Following its success in the fizz category, Freixenet has introduced its Italian sparkling rosé to travel retail.

“Freixenet launched a prosecco, which was a big success, and it started with the UK, Scandinavia and travel retail,” says Damian Clarke, Managing Director, Freixenet. “It has been a success in all three areas, so in the UK it has become the leading premium sparkling wine. It’s the number five prosecco and the leading sparkling wine brand in the UK. That has also been replicated in Scandinavia, in Finland and Sweden, and in travel retail. Everywhere we have listings it has performed very well. We launched, earlier this year, the Freixenet Italian sparkling rosé into the domestic market and we are now launching the travel retail equivalent to partner with the DOCG. It has a very nice dry taste.”

Red Village J7



Responding to consumer desire

Lindt & Sprüngli is answering issues and trends within the confectionery category with new flavours, more informal gifting options at lower cost to consumers, as well as ways to make the travel experience much more exciting.

Miriam Richter, Marketing Manager, Lindt Duty Free, Lindt & Sprüngli, explains: “One of the biggest challenges is still that only 17% of all travellers visit the confectionery category, but when they do, they buy. The conversion rate is 70%, but it does leave us with the question: how to attract more passengers to confectionery?”

According to Richter, “passenger spend in European accounts is going down” and there are plans to “look at attracting more millennials”.

Lindt & Sprüngli has launched its mini pralines line to answer demand for an informal gifting option with a product assortment at a lower price and has also introduced premium snacking offers for the first time, as well as a World Traveller collection and a new flavour – pistachio.

Marine Village R7



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Ready-to-wear

Liu Jo, which recently introduced a watch and jewellery line in addition to its bags and leather goods range, has its sights set on expanding to other items including scarves.

"We are focusing on accessories, bags and small leather goods. This ready-to-wear offer is successful in a bigger space, while in smaller spaces we are focusing on accessories," says Filippo Laudi, Worldwide Licensing Director, Liu Jo. "We have also a division for watches and jewellery, which is brand new and started this year. Next year, we are going to launch a very important textile collection of scarves."

Daniel Strobino, Travel Retail Consultant, Liu Jo adds: "We use TFWA World Exhibition & Conference to see our partners, and to present the new collections and new brands. What we want from the show are new leads and prospects to grow the business, and to continue building the relationship we have with customers who travel already."



Mediterranean Village N3

Holistic highlights

Rituals Cosmetics celebrates its fifth year at the show and has begun to seed out its brand to other markets, while making travel retail exclusive items at accessible price-points.

"We have grown very rapidly in travel retail, as well as in stores outside, and our main focus is to build on the momentum we have got with the brand and make sure we now move out of Europe with our concept, so we are starting with South America and Asia," says Neil Ebbutt, Director Global Travel Retail, Rituals Cosmetics.



"We have a fixed concept where we concentrate on a combination of home and body products. We have a specialised unit for travel retail, so not just travel retail furniture, but we also have products upon it – like travel bags which would retail for only \$30. They have four products in there, so it's very accessible and beautiful. It is already a successful show. This is the highlight of the year – an opportunity to meet all of our partners from all over the world."

Yellow Village B19

Luxury pearl fragrances

Following the highly successful launch of the Pierre Precieuse Diamond Collection at TFWA World Exhibition & Conference 2017, the Dubai-based Beauty Contact is showing its super luxury range extension The Pearl Collection in Cannes this year. This comprises five flacons with different scent combinations named Akoya, Black Couch, Abalone and Baroque, priced between \$198 and \$298 for the set. The individual bottles can be bought separately. The first Pierre Precieuse collection is available in 11 countries in Europe, Russia and the Middle East, and will be in at least 25 countries within the next six months.

"Our customers told us they would like to see Pierre Precieuse perfumes available in luxury presentation boxes, which is why the new Pearl Collection comes in a luxury wooden box with a key and accessories, as well as a diamond-shaped box with black velvet interior that can be used as a very smart jewellery box," says Aquilha Stephen, VP and Sales Director, Beauty Contact.



Yellow Village F58

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