

TFWA

**ASIA PACIFIC
EXHIBITION &
CONFERENCE**

**THE DUTY FREE
& TRAVEL RETAIL
ASIA PACIFIC SUMMIT**

**SINGAPORE
12 – 16 MAY
2019**



01
**Tax Free
World
Association**



02
**The Asia Pacific
Market**



03
**About TFWA Asia
Pacific Exhibition
& Conference**



**The
Programme
2019**



04
**Why exhibit?
Why visit?**



05
**The Conference
& Workshops**



06
**ONE2ONE
Meeting Service**



07
Key tools



08
**Leisure Activities
and Social Events**



09
Contact







01
—

Tax Free World Association

By the trade for the trade

The TFWA logo is a blue square with the letters 'TFWA' in white, sans-serif font.

Created in 1984, today TFWA is the largest association in international duty free and travel retail. A non-profit-making organisation, its 500-strong membership comprises some of the world's best-known and best-selling premium brands.





TFWA's motto – 'by the trade, for the trade' – epitomises its commitment to deliver value, comprehensive business support, and a forum for dynamic development to each and every one of its members. Its mission, as an association of brands, is to identify trends and opportunities, build awareness and provide a business platform for the global duty free and travel retail industry to prosper.





02
—

The Asia Pacific Market

Duty free & travel retail's leading region gathers momentum



In 2017, Asia Pacific underlined its leadership of global duty free and travel retail with another strong performance.

While all regions returned to growth after a difficult period, none came close to the 11.6% uplift in Asia Pacific. Final data from Generation Research shows sales to travellers here reached nearly US\$31bn at current rates, meaning the region gained market share to reach 44.5% of worldwide turnover.

Several factors contributed to that increase

01

Chinese outbound passenger numbers continued to surge, as did the country's ambitious travel retailers.

02

Downtown duty free stores and the fast-expanding cruise market provided further impetus, the latter expanding by over 20% versus the previous 12 months.

03

New airport terminal openings, such as in Sydney and Singapore, added to rising retail standards across Asia Pacific.



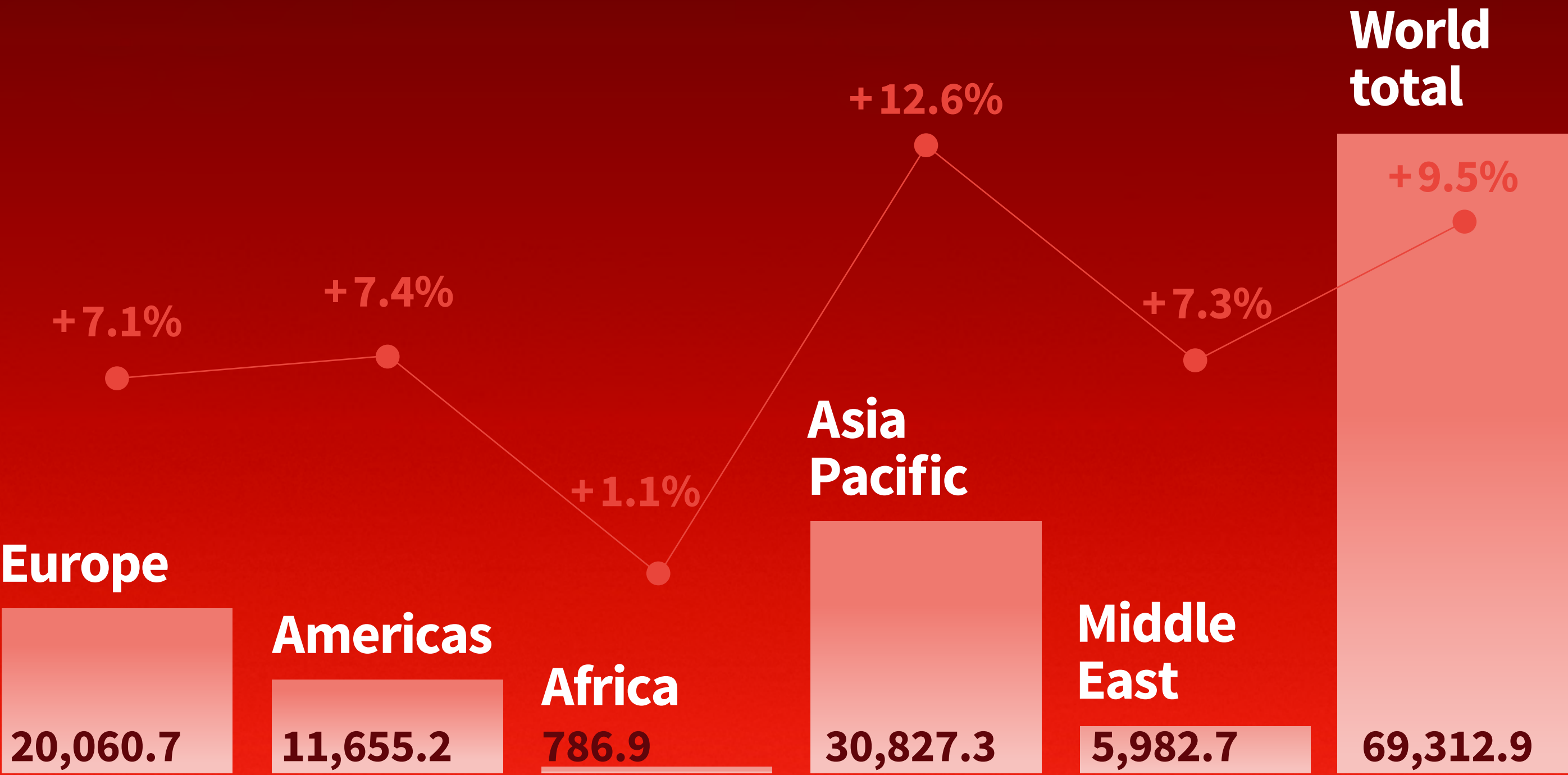
The signs are positive for 2018. Air travel in Asia Pacific was up by near-double digits in the year to April, according to IATA.

Easing tensions on the Korean peninsula could significantly boost tourism in the crucial South Korean market, and with digital technology starting to reduce friction for travelling shoppers, Asian passengers are well-placed to benefit.

DF & TR Sales FY 2017

TOTAL - By region (in US\$ millions)

● % Change vs FY 2016



Source: Generation Research

DF & TR Sales FY 2017

TOTAL - By sales channel (in US\$ millions)

● % Change vs FY 2016



Source: Generation Research

DF & TR Sales FY 2017

TOTAL - By product group (in US\$ millions)



Source: Generation Research



**TFWA Asia Pacific
Exhibition & Conference
is where the industry's
major players meet to do
business, network and
share ideas in the region
that is reshaping duty free
and travel retail.**





03

About TFWA Asia Pacific Exhibition & Conference



The annual TFWA Asia Pacific Exhibition and Conference has evolved into the industry's must-attend regional summit for the fast-expanding Asia Pacific market – travel retail's leading region by turnover.

The next event takes place from 12 – 16 May 2019 and will once again welcome thousands of the industry's major decision-makers in one convenient, accessible location in the heart of Singapore.

—
**Retailers, brand owners,
airports, airlines and cruise ship
operators will converge on
the iconic Marina Bay Sands.**



The TFWA Asia Pacific Conference is a unique forum

that presents and analyses the key geopolitical and economic issues that affect and influence business in the region, delivering awareness of and insight about the opportunities and challenges ahead.





The TFWA Asia Pacific Exhibition provides an unrivalled opportunity to source new brands and business partners, within one manageable, easy-to-navigate trade show format.

The Programme 2019

 Exhibition &
ONE2ONE meetings

 Conference
& Workshops

 Sporting
& Social Events

The Programme 2019				
Sun. 12	Mon. 13	Tue. 14	Wed. 15	Thu. 16
Leisure activities - 7:00 - 15:00	Conference & Workshops - 9:00 - 17:00	Exhibition & ONE2ONE meetings - 9:00 - 18:00	Exhibition & ONE2ONE meetings - 9:00 - 18:00	Exhibition & ONE2ONE meetings - 9:00 - 17:00
	Asia Pacific Bar - 17:00 - 19:30	Asia Pacific Bar - 18:00 - 19:30	Asia Pacific Bar - 18:00 - 19:30	
Welcome Cocktail - 19:30		Chill-Out Party - 19:30	Singapore Swing Party - 20:00	





04
—

**Why exhibit?
Why visit?**





Why exhibit?

An unparalleled showcase where you can enhance your brand awareness, forge new collaborations with key decision makers and establish your position as a leader in the marketplace.

If your objective is to showcase your product portfolio to the buyers who matter, there's simply no better place to be in Asia Pacific. It provides the perfect environment to launch new initiatives, build brand image and conduct business face-to-face.

The 2018 TFWA Asia Pacific Exhibition was yet another record-breaker, welcoming 3,194 visitors from the duty free and travel retail industry – the highest number ever recorded. That's an increase of +3% from the 3,087 visitors who attended in 2017; and from 2,905 in 2016.

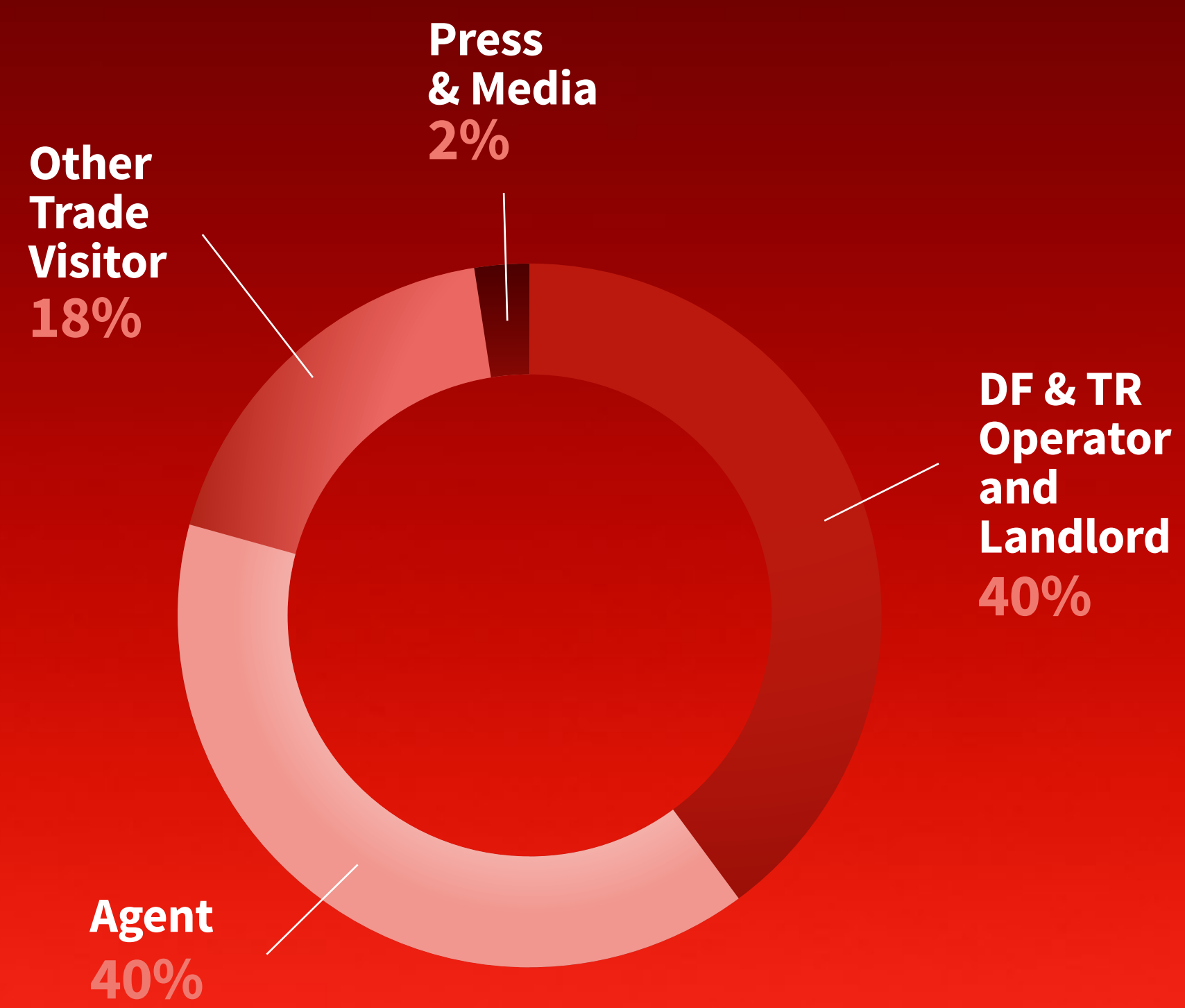




**Position your brand alongside
the very best in the industry and
join our exhibitor community
to enjoy established, extensive
exposure within Asia for your
products and your people.**

Key visitor figures 2018

Visitors by category



Please note: graphics show rounded-off percentages.

Countries with the highest attendance

(basis: total DF & TR operators, landlords and agents)

Country	Continent	Number of key visitors 2018
Singapore	Asia	711
Korea	Asia	301
Hong Kong	Asia	234
Malaysia	Asia	147
Japan	Asia	123
China	Asia	119
UAE	Middle East	98
India	Asia	81
Taiwan	Asia	68
Thailand	Asia	65
Australia	Oceania	63
Philippines	Asia	58
Indonesia	Asia	54
Netherlands	EU	35
Myanmar	Asia	27
USA	Americas	25
Bangladesh	Asia	23
France	EU	21
UK	EU	21
Sri Lanka	Asia	17
Ireland	EU	16
Germany	EU	15

Why visit?

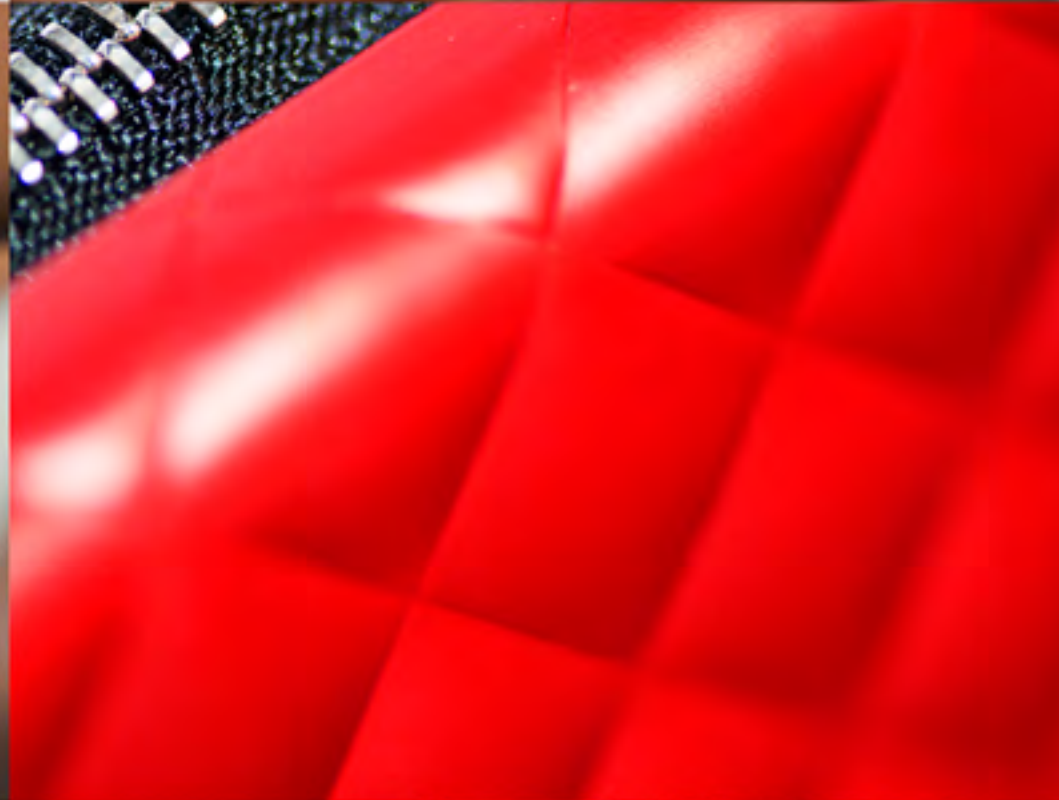
**A forum for discovery
where you can
source new suppliers,
explore new trends
and build your travel
retail business.**





TFWA Asia Pacific Exhibition & Conference offers unrivalled opportunities for time-poor travel retail executives to meet suppliers, discover new trends, build networks – and stay informed about the key issues likely to impact upon the region.

In 2018, the Exhibition (the biggest to date) occupied 10,505 square metres, up from 10,254 square metres the previous year. A total of 309 companies exhibited – 53 of which were new exhibitors or companies returning after a break.



Internationally established names and exciting emerging brands from categories including Fragrances & Cosmetics, Fashion & Accessories, Jewellery & Watches, Confectionery & Fine Food, Toys & Gifts, Electronics & Tobacco filled the trade show floor.

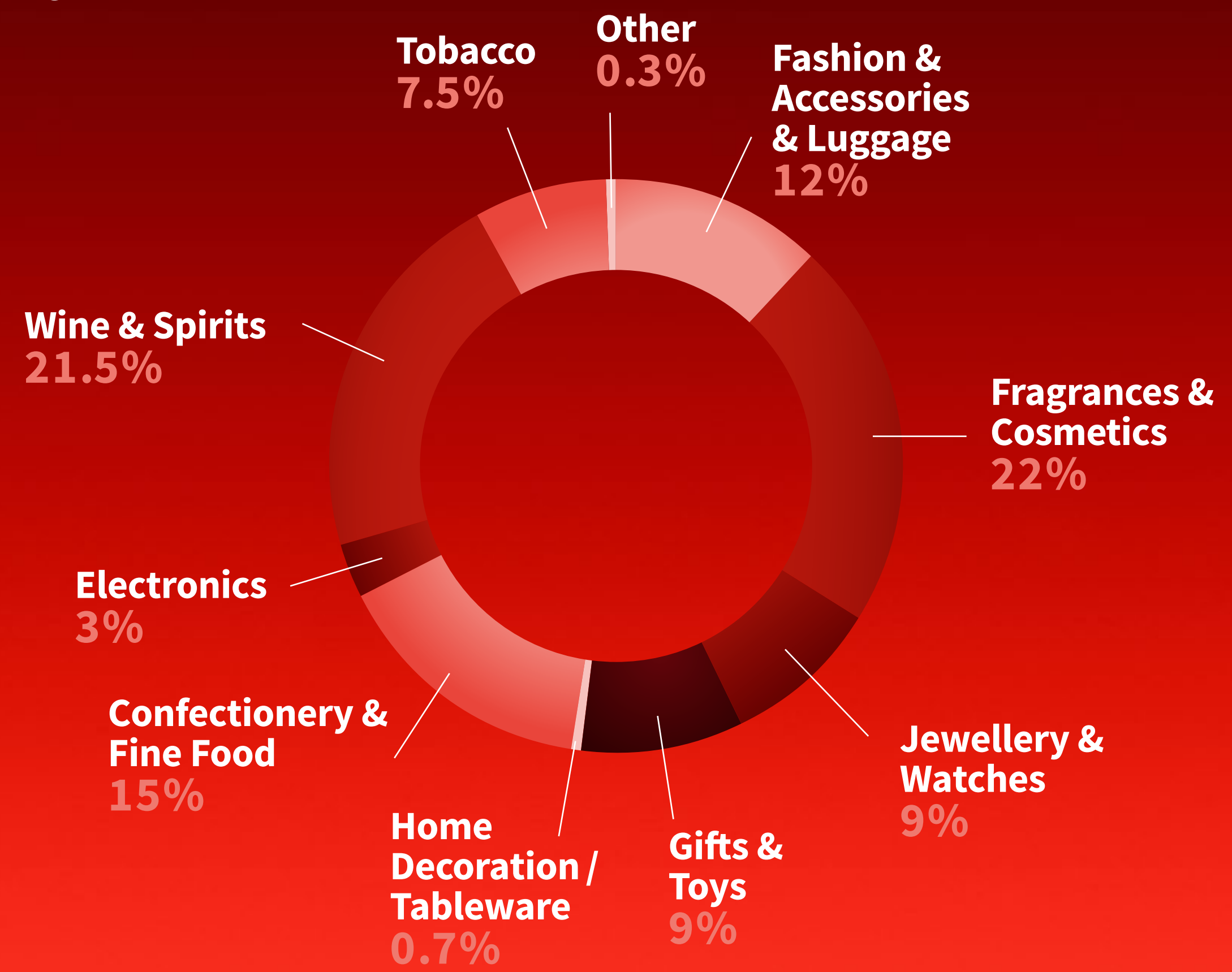
Don't miss your chance to broaden your business horizons within this unique commercial arena.

Access the exhibitor list on:

www.tfwa.com

Key exhibitor figures 2018

Exhibitors by category



Please note: graphics show rounded-off percentages.

TFWA

ASIA PACIFIC
EXHIBITION &
CONFERENCE

6 - 10 MAY 2018 - SINGAPORE

The Duty Free & Travel Retail Asia Pacific Summit

Diamond Sponsor



Platinum Sponsor



TFWA

ASIA PACIFIC
EXHIBITION &
CONFERENCE

6 - 10 MAY 2018 - SINGAPORE

The Duty Free & Travel Retail Asia Pacific Summit

05

The Conference & Workshops

[BACK](#)



Sharing the Vision

Year after year, the TFWA Asia Pacific Conference delivers first-rate, informed analysis of the region's political and business environment, and its possible implications for the travel retail channel.

The full-day event attracts expert speakers from many diverse fields – from both within and outside the industry – who generously share their insights and experiences, in order to educate, inspire and entertain. The Conference is complemented by a selection of interactive workshops, each of which is devoted to a specific, topical subject, and designed to stimulate in-depth discussion and debate.





06

ONE2ONE Meeting Service



TFWA's dedicated ONE2ONE meeting service is a popular, proven way for retailers, exhibitors and service concessionaires to meet senior executives from Asia Pacific's airports, airlines, cruise and ferry companies.

TFWA's specialist ONE2ONE team organises the required meetings (held either in private suites in the ONE2ONE Lounge, or on exhibitor stands) in advance of the show. Additional support is available from our dedicated team throughout the TFWA Asia Pacific Exhibition & Conference.





07
—

Key tools



**TFWA has created
a number of key tools
and digital resources
to help all participants
get the best results from
the Singapore show.**

TFWA key tools include:

➤ The Exhibition Directory

A useful online database that contains the contact details of every exhibiting company, plus information regarding pre-registered visitors. **The Directory** allows users to target key partners or prospects in advance of the show.

➤ The Product Showcase

This online catalogue lists the many of the new products being launched at the show. It is searchable by product category or brand name, and each entry includes images, a brief description, availability and general company data. The Product Showcase is updated regularly in advance of the show, and remains online for four weeks afterwards.

➤ New TFWA App

Plan your event, find your way on-site, connect and meet with your business partners, interact with conference speakers and be part of the TFWA community all year round.

Download the TFWA App now.



TFWA key tools include:

➤ The Official Diary

Available both in printed and digital format, this essential tool is designed to help attendees plan and organise their show week effectively.

As well as featuring the full event programme, the diary includes an exhibitor index, useful exhibition maps, onsite services and a hand-picked selection of things to do in Singapore.

➤ Sponsorship opportunities

Boost your brand and company exposure at the exhibition by becoming a sponsor. A range of sponsorship packages are available for the Conference, Workshops and networking programme.

For more information please contact

Isabelle Régnier
TFWA Advertising and Sponsorship Manager
on +33 (0)1 40 74 09 86

email: i.regnier@tfwa.com

➤ Duty Free & Travel Retail Press List

A useful overview of all the publications and press who attend and report on the week's events.





08
—

Leisure Activities and Social Events



Easing into the week ahead

Get straight into the swing of the sports and social programme at the annual **Sunday morning Golf Tournament**, played on a prestigious Singaporean course. Always a popular event, it's the perfect way to tee off the week – and maybe win a prize or two!

—



Adding a touch of sparkle to the business agenda

To open the week, the traditional **Welcome Cocktail** is the ideal informal networking opportunity. Catch up with old associates and forge new friendships, over champagne and canapés.

Enjoy some relaxed, mid-week mingling at **The Chill-Out Party**. It's a great way to unwind after a long day on the trade show floor.

See out the week in serious style at the famous **Singapore Swing Party** – always a memorable finale to a successful, action-packed show!





09
—

Contact

[BACK](#)



Get in touch – we're here to help you
The TFWA team is always at your disposal and looks forward to assisting you in any way possible.

For visitor or registration enquiries
registration@tfwa.com

If you are interested in becoming an exhibitor
Maha Abdennbi at m.abdennbi@tfwa.com

For all existing exhibitor enquiries
commercial@tfwa.com

All press/media enquiries
tfwapress@tfwa.com

—

Let's stay connected

Browse our website www.tfwa.com to discover a wide range of online resources, including event overviews, video highlights, Conference round-ups and Exhibition reviews.





23-25 rue de Berri – 75008 Paris – France
Fax: +33 (0)1 40 74 09 85 – Tel: +33 (0)1 40 74 09 86
contact@tfwa.com
tfwa.com