



TFWA

CHINA'S CENTURY CONFERENCE

IN PARTNERSHIP
WITH
合作伙伴



SANYA HAITANG BAY 三亚海棠湾

The Premier Duty Free &
Travel Retail Event in China
高端免税及旅游零售盛会 中国

Grand Hyatt Sanya Haitang Bay
三亚海棠湾君悦酒店

5-7 March 2019
2019年3月5-7日

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5-7 MARCH 2019
SANYA HAITANG BAY

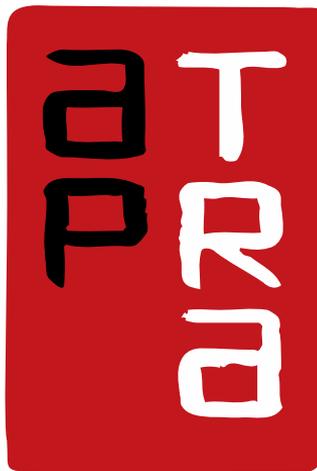
CHINA'S CENTURY CONFERENCE

THE PREMIER DUTY FREE & TRAVEL RETAIL EVENT IN CHINA



**ANDREW FORD:
PRESIDENT**

**ASIA PACIFIC TRAVEL
RETAIL
ASSOCIATION**



**ASIA
PACIFIC
TRAVEL
RETAIL
ASSOCIATION**

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 **23%**

China Duty
Free Sales
Growth
(2017-18)

**2 X Global
Average**

 **300%**

Increase in
Cruise
Travellers
(2015-17)

**Beauty #No.1
Category**

 **8%**

Annual
Increase in
Non-Asia
Destinations



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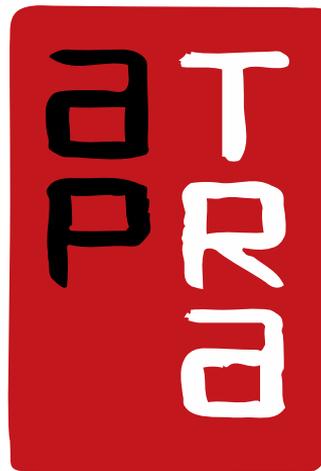
THE PREMIER DUTY FREE & TRAVEL RETAIL EVENT IN CHINA



\$13Billion Investment : Daxing Airport : China's Statement : Futuristic



From 2005,
APTRA serves **all of its members** and the industry
so as to help **grow the business** and **protect it**
when challenges arise.



**ASIA
PACIFIC
TRAVEL
RETAIL
ASSOCIATION**

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APTRA: MISSION DRIVEN THROUGH 4 STRATEGIC PILLARS



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APTRA: TRAINING RESPONSIBLE RETAIL TRAINING PROGRAMME



An APTRA initiative to retail alcohol in a responsible manner. Now being adopted globally.



Over **2,000** staff trained on the principles of **responsible retailing** Delivered through e-learning supported in **4 languages** for **Asia Pacific**, English, Mandarin, Korean & Japanese



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APTRA: CONNECTIVITY APTRA/KPMG SEMINARS



Seminars in partnership
with KPMG Consulting



Allowing members to
access research, &
workshop ideas
through our facilitated
networking sessions



Over **480 attendees**,
across **12 Seminars**,
showcasing **16
research studies**

Hong Kong,
Shanghai
Singapore
Mumbai
Seoul
Sydney
over **3 years**

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APTRA: ADVOCACY



Distinguishing
between domestic &
duty free regulatory
changes

Working collectively alongside other duty free associations
to **support & advocate** the Industry



Mitigating the risk of
legislation impacting
travel retail
negatively



جمعية الشرق الأوسط و أفريقيا للأسواق الحرة
MIDDLE EAST & AFRICA
DUTY FREE ASSOCIATION



AIRPORTS COUNCIL
INTERNATIONAL

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APTRA: RESEARCH



APTRA: RESEARCH YOUNG CHINA TRAVELLERS STUDY



89% have
smart phone
& 73% use
WeChat

YOUNG CHINESE 18-30 Year Olds



51% shop
regularly via
phone



90% enjoy
online
shopping



62% shop
regularly via
QQ

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APTRA: RESEARCH YOUNG CHINA TRAVELLERS REASERCH RESULTS



**YOUNG CHINESE
18-30 Year Olds**



**1 in 3 Buy in
Duty Free for
Better Price**



**43% shop for
Beauty**



**57% likely
use Daigou**



**31% Buy in
Duty Free for
Confidence**



**2 in 5
purchase
for a gift**

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APTRA: EVENTS



APTRA Events: Singapore May 2019

3rd edition of

APTRA Airport Forum

Speakers, Airport Innovation,
Presentations +

An Exclusive walkthrough
Changi Airport's new project:

The JEWEL

When: 12 May 2019, Sunday
Time: 1.00pm till 4.00pm
Venue: Singapore Changi Airport
Terminal 2

APTRA Insights Seminar

This year's seminar will be
launched in Singapore during
the **TFWA Asia Pacific
Conference & Exhibition**

When: 15 May 2019, Wednesday
Time: 7.30am until 9.00am
Venue: Marina Bay Sands
Exhibition Centre

In collaboration with Changi Airport Group



In collaboration with KPMG



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