

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily
ARRIVALS ISSUE 2019

BUSINESS & EXHIBITION SERVICES, PRESS CE



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AN OUT OF THIS WORLD EXPERIENCE IN CANNES

Come visit our Mazaya stand - Yellow Village, H53
from 30th of September till 4th of October at the TFWA
World Exhibition & Conference Palais des Festivals
and chill on our Yacht Princess Iluka.
We are waiting for you at the marina for an
exceptional experience full of flavours!



TFWA

Alain Maingreud
President



Introduction

A splendid start

A very warm welcome to the 35th TFWA World Exhibition & Conference. Even after 24 years with the Association, the lead-up to Cannes is always an exciting time for me. While I will be making my return this year in a new role as TFWA President, my feelings about the event remain the same. I'm proud that the TFWA World Exhibition & Conference continues to be the premier trade show for our business, bringing together the biggest names in the duty free and travel retail industry.

As we begin the week, there is much for our industry to be optimistic about, with many players reporting spectacular growth. However, those who attended the TFWA Asia Pacific Exhibition & Conference back in May will recall my thoughts on the lack of relevant data for our industry, which remains one of our business's biggest challenges. I still believe this is the case today, and I reiterate that we must do more to better understand our customers and meet their ever-changing demands.

The TFWA World Exhibition & Conference provides the ideal opportunity for industry professionals to deepen their knowledge of the latest consumer trends and learn more about the most up-to-date brand and technological innovations. The week will get off to an elegant start with our Opening Cocktail, which this year takes place in the new location of Port Canto. Capacity at the event will be limited, so please ensure you arrive early and bring your personal e-invitation with you to avoid disappointment.

An excellent programme of leisure activities will start the week, including, for the first time, e-biking as well as a trip to the world's only fragrance museum. We also look forward to welcoming delegates to the golf tournament at Royal Mougins Golf Club. I would like to thank all those who have kindly sponsored our social and leisure events this year.

Our conference begins tomorrow morning with a host of world-class speakers taking to the stage to debate the most pressing issues affecting our business. The main exhibition will then open, and I encourage you all to visit as many stands as possible to ensure you see all that's new and innovative in our business. I also highly recommend everyone to visit our new TFWA Innovation Lab opening on Tuesday. Our two workshops, taking place on Tuesday 1 October and Wednesday 2 October, will provide further insight on innovation in duty free and travel retail and how to grow inflight sales.

As usual, there will be many on-site services and tools to help you make the most of your time in Cannes. Our e-brochure provides users with their own personal guide to exhibitors and visitors, while our TFWA App will inform delegates of the latest news from Cannes and other upcoming TFWA events. Those looking to add extra impetus to their networking during the week can take advantage of our ONE2ONE meeting service, which is a great way to connect with the right decision makers.

To everyone joining us in Cannes, I wish you an enjoyable and successful week ahead.

The day ahead

- Those registered can join us at the Royal Mougins Golf Club from 08:30 for an 18-hole tournament. Coaches will depart from the Croisette at 07:30. Thanks to Qatar Duty Free for their partnership, and Dr Irena Eris, Interparfums and Furla for sponsoring this highly successful activity
- Enjoy the French Riviera's beautiful coastline on our brand-new e-biking leisure tour. Follow a designated instructor on a power-assisted e-bike through some of the most stunning seaside landscapes the Côte d'Azur has to offer. Coaches will depart from the Croisette at 08:30
- Another brand-new leisure activity not to be missed is a trip to the Musée International du Parfum. Kindly sponsored by Dior, delegates will learn the social and cultural history of fragrance. Coaches will leave from the Croisette at 08:15
- Returning to Cannes at the new location of the Radisson Blu 1835 Hotel, beginner and advanced yogis are invited to join expert practitioners at two yoga sessions. The beginners session coach departs from the Croisette at 08:45 and the advanced session coach departs from the Croisette at 09:45. A warm thanks to Rituals for kindly sponsoring this popular activity
- Plenty of prizes will be up for grabs at Place de l'Etang for our pétanque tournament. Coaches will depart from the Croisette at 09:15
- Thanks to Paul & Shark for kindly sponsoring the regatta. Take to the water and enjoy a waterborne picnic and post-race swim. Coaches will depart from the Croisette at 08:30
- Our fabulous Opening Cocktail takes place tonight at 19:30. The new location of Port Canto will be the perfect spot to enjoy the fireworks provided by the City of Cannes

**Exhibition opening:
Monday 12:00**

Please note that the official opening of TFWA World Exhibition will take place at 12:00 on Monday 30 September.

**TFWA Innovation Lab:
official opening**

Please note that the TFWA Innovation Lab opens at 09:00 on Tuesday 1 October. The TFWA Innovation Lab is located in an exclusive tented exhibition area facing the Majestic Beach, beside the main exhibition at the Palais des Festivals.

WiTR meeting



Women in Travel Retail (WiTR) aims to raise €15,000 for a programme run in Siem Reap, Cambodia, by established charity Friends-International. The programme gives beauty salon training to young women aged 16-24, helping them to break the cycle of poverty and exploitation and provide for their families, work in a safe place, and learn customer-oriented skills in a real work environment.

WiTR invites exhibitors and visitors at TFWA World Exhibition & Conference to help reach the €15,000 target by entering a draw to win fabulous prizes. Each business card entry raises €10 towards the project (three entries for €20). The event takes place at 17:30 on Tuesday 1 October in the Business Centre, Level 3, Palais des Festivals. Additional commitments from industry colleagues of auction and raffle prizes for the grand draw would be appreciated. Please deliver donations to the Lacoste stand (Riviera Village RH15) by 15:00 on Tuesday 1 October.

TFWA App



The TFWA App is a powerful, interactive tool, designed to optimise delegate experience at TFWA events. It delivers all the information you need to participate, network, and more, in the palm of your hand, truly maximising your attendance at TFWA World Exhibition & Conference.

Plan your event, navigate your way around onsite with the geolocation service, connect and meet with your business partners, interact with conference speakers, and be part of the TFWA community all year round.

Scan this code to download the TFWA App:



Conference & Workshops programme

The TFWA World Conference 2019, the opening event of the duty free & travel retail industry's global summit, will look at the real prospects for our market against a challenging economic and political backdrop. Joining the TFWA President as speakers will be a globally renowned statesman and a brandtech pioneer.

▶ The Conference will be opened by TFWA President Alain Maingreud, in his first address to the industry in Cannes. Alain will explore some of the main issues facing the duty free & travel retail industry today, and the role that TFWA can play in helping promote future growth.

▶ The keynote speaker at this year's Conference, the Rt. Hon. Tony Blair, is a statesman of global renown. Prime Minister of Great Britain and Northern Ireland from 1997 to 2007, he led the Labour party to three successive election victories and left a lasting mark on politics in the country. Since leaving office he has remained at the forefront of world affairs, and is an authoritative voice on issues such as global trade, Middle East tensions and Brexit. He is sure to provide a fascinating insight into a troubled period for international relations.

▶ The Conference will also hear from a world authority on brand marketing: David Jones, former CEO of advertising agency Havas and the founder of You & Mr Jones, a tech holding company specialised in brand communication. A proponent of corporate responsibility and social change, David was named 2013 Sustainable Business Leader by UK newspaper The Guardian, and is the co-founder of One Young World, a non-profit organisation that provides young leaders with a platform to bring about positive change. David will explore the impact of technology on branding, and also how all businesses can help ensure a sustainable future at a time of increasing concerns over the environment.

Using the TFWA App, delegates at the Conference will have the opportunity to put comments and questions to speakers.

The TFWA World Conference will be moderated by Stephen Sackur, journalist and presenter of current affairs programme HARDTalk on BBC World.



Alain Maingreud, President,
Tax Free World Association



The Rt. Hon. Tony Blair, Prime Minister,
Great Britain and Northern Ireland (1997-2007)



David Jones, Founder and CEO,
You & Mr Jones, Founder,
One Young World



Stephen Sackur, journalist and presenter of current affairs programme HARDTalk on BBC World



Terje Tjøstolusen, Head of Business Development,
Travel, Google



Julie Menville, Head of France,
Amazon Pay



Chris Morriss, Director,
Concourse Display Management



Christina Lu, Chief Marketing Officer,
Global Travel,
Alibaba Group



Aldric Chau, Head of Retail & eCommerce,
Cathay Pacific Airways



Elina Jamaluddin, Group Head of Buying Duty Free,
AirAsia



Valéry Méary, Co-founder,
airfree

Innovation in Action Workshop

Tuesday 1 October

08:00-09:00

Salon Croisette,
Hotel Majestic

▶ This year sees the debut of a new concept in Cannes, the TFWA Innovation Lab. Designed to showcase new thinking and fresh ideas, the Innovation Lab will welcome a broad range of service providers in addition to brands and airports, presenting solutions in areas including customer engagement & transactions, digital tech, data and sustainability.

The Innovation in Action workshop, held immediately prior to the opening of the Innovation Lab, will explore that new thinking courtesy of some of the companies that are helping shape the future of retail and travel.

Speakers will include Google Travel Head of Business Development Terje Tjøstolusen; Amazon Pay Head of France Julie Menville; Concourse Display Management Director Chris Morriss; and Alibaba Global Travel Chief Marketing Officer Christina Lu.

The session will be moderated by TFWA Conference Manager Michele Miranda.

Inflight Focus Workshop

Wednesday 2 October

08:00-09:00

Salon Croisette,
Hotel Majestic

▶ The inflight retail market is in a state of transition as an increasing number of airlines review their approach to the business. Some have withdrawn from retail altogether; others are looking to shift the business online; others are looking for hybrid solutions. Despite the decline in global sales suggested by Generation Research figures, the opportunity for improvement exists as new means of customer engagement are developed.

This year's Inflight Focus Workshop will discuss ways to stimulate sales and drive the market forward. Delegates will hear from two of the airlines with diverse and growing retail businesses, who will share their thoughts on product trends and new revenue streams. And one of the companies offering a new way to conduct the inflight business will explain how the onboard retail offer of the future might look.

Speakers at the workshop will include Cathay Pacific Airways Head of Retail & eCommerce Aldric Chau; AirAsia Group Head of Buying Duty Free Elina Jamaluddin; and airfree Co-founder Valéry Méary.

The session will be moderated by TRBusiness Managing Editor Charlotte Turner.

SAVE THE SEA: protecting our oceans from plastic pollution



The SAVE THE SEA project was launched during Milan's Design Week 2018. The purpose is to raise awareness of the dumping of solid waste in our seas, while highlighting the importance Paul & Shark places on respect for the environment.

"Paul & Shark sets ambitious goals, preparing an intense action plan in order to produce 50% of the collection with recycled fabrics by winter 2020," explains Catherine Bonelli, Worldwide Travel Retail Director, Paul & Shark.

At this year's TFWA World Exhibition & Conference, the SAVE THE SEA project will be presented during Sunday's Regatta sponsored by Paul & Shark. "Along with our SAVE THE SEA jacket, we prepared, in collaboration with ION8, a surprise for Regatta participants, which we will also show on our booth (Riviera Village RH8)," Bonelli adds.

Last year, Paul & Shark introduced the first SAVE THE

SEA jacket, using certified recycled polyester filaments 100% derived from post-consumer plastic bottles that pollute the sea.

"In addition, we created the SAVE THE SEA t-shirt, which is realised in organic cotton – a high quality yarn, handpicked and grown using methods and products that have a low impact on the environment, which has obtained certification in accordance with the international Global Organic Textile Standard," says Bonelli. "Subsequently, Paul & Shark took a step forward, presenting a design totally made from recycled materials from fabric to lining, zip, label, hanger and packaging."

Sunday's Regatta is also an opportunity for participants to test the jacket from Paul & Shark's Sharkflage capsule collection, which contributes to the safeguarding of the oceans. It was developed in collaboration with South African biologist and photographer Chris Fallows. "Paul & Shark has decided to donate part of the proceeds of the capsule collection to the Dyer Island Conservation Trust, a non-profit organisation with which Fallows collaborates extensively in relation to the Great White Shark project that explores and protects this mammal," Bonelli explains.

Paul & Shark will present key elements of its Spring Summer 2020 collection at TFWA World Exhibition & Conference. These include TYPHOON 20000 – a range of fabrics engineered to ensure waterproof and windproof protection in any weather condition; AQVA LEATHER – water repellent leather garments treated to maintain their softness; NEXTRAVEL – a practical and multi-functional jacket designed to turn into a comfortable backpack; and a selection from its women's collection.



▲
As well as highlighting the SAVE THE SEA project, Sunday's Regatta is an opportunity for participants to test the jacket from Paul & Shark's Sharkflage capsule collection, which contributes to the safeguarding of the oceans.

"Our ambition this year in Cannes is to show current and future partners our new collection and SAVE THE SEA project, as well as to make them understand the impact and competitive advantage of the brand in travel retail," Bonelli concludes.

Le Specs

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“An opportunity to reinvent the inflight shopping experience”

airfree Co-founder Valéry Méary is speaking in Wednesday morning's Inflight Focus Workshop. Ahead of the event, he spoke to Ross Falconer.

The inflight retail market is in a state of transition as an increasing number of airlines review their approach to the business. Wednesday morning's Inflight Focus Workshop will discuss ways to stimulate sales and drive the market forward.

“We recently hear about more and more airlines withdrawing from traditional inflight – KLM, SAS, TAP, Qatar Airways – confirming the declining business curve observed in recent years,” begins Valéry Méary, Co-founder, airfree. “But this trend is not a fatality! On the contrary, at airfree, we see it as an opportunity for the industry to reinvent the inflight shopping experience. We believe that the best of inflight retail is to come. Technology to reinvent the traditional model exists, and everything is available to unleash inflight duty free's business potential.”

He adds that airfree has developed technology to enable a truly viable solution for an efficient digital shopping experience inflight. “On top of content and functional capabilities, our platform uses on average 50x less bandwidth than classical platforms, making online shopping inflight both



The three Co-founders of airfree: Etienne de Verdelhan, CEO; Agnès Debains, VP Product & Marketing; and Valéry Méary, VP Sales.

seamless for the passenger and cost-effective for the airline.”

Digital enables a personalised experience. “Flight time is a highly qualitative moment of availability to address a captive and identified audience, and probably the highest potential window of opportunity to influence this captive audience in a personalised manner,” Méary explains. “Bespoke communication to passengers during this moment will increase consumer engagement, drive conversion and ultimately deliver incremental sales for the benefit of every stakeholder in the industry.”

airfree believes that online inflight retail will become tomorrow's new standard and that its Marketplace will become a central element of digital transformation strategies. “In order to provide full service and coverage to every party – travelling consumer, airport, airlines and duty free retailers – there is no alternative but intermediation. Each stakeholder needs to agree on sharing revenue in a new way, in line with market standards, and getting a smaller slice of a bigger pie,” Méary adds.



Chris Morriss, Director, Concourse: “There is so much that can be done already in terms of reuse, redesign and repurposing of physical assets. The key is about shifting mindset to prioritise future-proofing as it all begins with how we design, right at the start of a project.”

A big focus for Concourse this year is around innovation and education when it comes to sustainable brand activation, store implementation and what happens at the end of a lifecycle.

“This is something that consumers and investors alike are now demanding from us as an industry, so it's crucial we take big steps forward on this topic,” says Chris Morriss, Director, Concourse. “This involves designing out waste and pollution, keeping our assets in play for as long as possible, and exploring the use of alternative raw materials in order to allow our natural resources time to regenerate.”

“Shifting mindset to prioritise future-proofing”

Tuesday morning's Innovation in Action Workshop will explore some of the new thinking that is helping shape the future of retail and travel. Ahead of his participation in the workshop, Chris Morriss, Director, Concourse, shared some thoughts with Ross Falconer.

Morriss will be sharing ideas and examples of how brands, operators and airports can achieve this during Tuesday morning's Innovation in Action Workshop, as well as showcasing some innovative ideas on its stand in the TFWA Innovation Lab (stand A03).

Concourse is working with many brands and retailers across most major categories, and is currently very busy working towards Christmas and then Chinese New Year campaigns.

“It's also a very busy time in terms of concession tenders and pitches, so there is a lot going on,” says Morriss. “One project that we've recently worked on that we are really proud of is our design and installation project for Distell's Amarula ‘Stamp Your Pledge’ promotion, in collaboration with Heinemann at Frankfurt Airport.”

Meanwhile, Concourse launched its ‘ReStore’ initiative in May 2019. “ReStore has been an important development for Concourse, not only in terms of taking the lead with our commitment to sustainability, but also how this has resonated with and impacted our staff and partners in such a positive way,” Morriss explains.

The company is currently working with one of the largest duty free operators globally, in collaboration with a Singapore charity, to look at how it can repurpose old and unwanted fixtures in new and impactful ways.

In the Innovation in Action Workshop, Morriss will discuss ways in which the travel retail industry can be more responsible, ethical and eco-friendly in terms of merchandising, brand activation and store implementation. “There is so much that can be done already in terms of reuse, redesign and repurposing of physical assets. The key is about shifting mindset to prioritise future-proofing as it all begins with how we design, right at the start of a project.”

Mediterranean Village
Level 0, Stand N.3

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Innovation
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Cannes

This year sees the debut of the new TFWA Innovation Lab, which is a development of the TFWA Digital Village. The TFWA Innovation Lab will be located at an exclusive tented exhibition area facing the Majestic Beach, beside the main exhibition at the Palais des Festivals.



Running from Tuesday 1 October to midday on Friday 4 October under the banner of 'New ideas. Fresh thinking', the TFWA Innovation Lab will welcome around 30 exhibitors showcasing novel ideas and new

products in areas such as customer engagement, digital technology, brand activations, in-store design and sustainability.

Airports and brands are also welcome to use the TFWA Innovation Lab to showcase their latest initiatives in customer engagement.

The event will kick off at 09:00 on Tuesday 1 October after a workshop, which also centres on the theme of 'Innovation in Action'. This will be followed by a press breakfast which will give exhibitors and visitors the opportunity to meet the leading journalists within the sector.

"In a world of increasing competition for both the attention of passengers and their spending power, there is no doubt that the airports, brands and retailers that think differently will be those that prosper in the future," says Alain Maingreud, TFWA President. "As sustainability continues to rise up the consumer agenda, it's also becoming ever more imperative that we use technology to reduce our impact on the environment and contribute to the welfare of the communities in which we operate. This event will enable visitors to find innovative and practical solutions specifically tailored to the needs of duty free and travel retail."

Totally immersed in the TFWA Innovation Lab, Innovation in Action is a dedicated communication spot allowing the brands to communicate on their commitment to shaping the future of travel retail through innovation and engagement for a more sustainable and consumer-oriented business.

TFWA INNOVATION
LAB EXHIBITORS

airfree	Stand A05
Alibaba	Stand B12
Au Coeur Du Luxe	Stand B08
Blynk	Stand A02/B01
Breo	Stand B12
Cartier	Stand B07
Concourse DM	Stand A03
Customer Experience Group	Stand B03
DIAGEO Seedlip	Stand A08
Dr. Banner Airport	Stand A04
Global Smiling - Elyyon	Stand B06
Hilo	Stand A15
i-coupon	Stand A07
IMM - Inflight Media Digital	Stand A13
Inflyter	Stand A19
Ion8	Stand B14
JCDecaux	Stand B04
Munich Airport	Stand B10
NPD	Stand B11
Perfect Corp.	Stand A06
Perfumist	Stand B02
Romy Hylab	Stand A21
SKYdeals	Stand B05
Spafax Airline Network	Stand A17
TR Sustainability Forum	Stand A10
TravelX - Intelligent	
Travel Retail	Stand A09
UPSILON	Stand A01
Yanu	Stand A11

TFWA INNOVATION LAB AT A GLANCE

- From 09:00 on Tuesday 1 October to 12:00 on Friday 4 October
- Approximately 30 exhibitors
- Location: an exclusive tented exhibition area facing the Majestic Beach, beside the main exhibition at the Palais des Festivals
- Opening Cocktail: Port Canto, 19:30, Sunday 30 September
- Innovation in Action Workshop: Hotel Majestic, 08:00-09:00, Tuesday 1 October
- TFWA Innovation Lab Press Breakfast: 09:00-10:00, Tuesday 1 October
- Exhibitors will benefit from the TFWA ONE2ONE pre-scheduled meeting service: an opportunity for TFWA Innovation Lab exhibitors and visitors to meet face-to-face
- Open to the 12,000-plus participants (delegates, exhibitors and visitors) expected to attend TFWA World Exhibition & Conference

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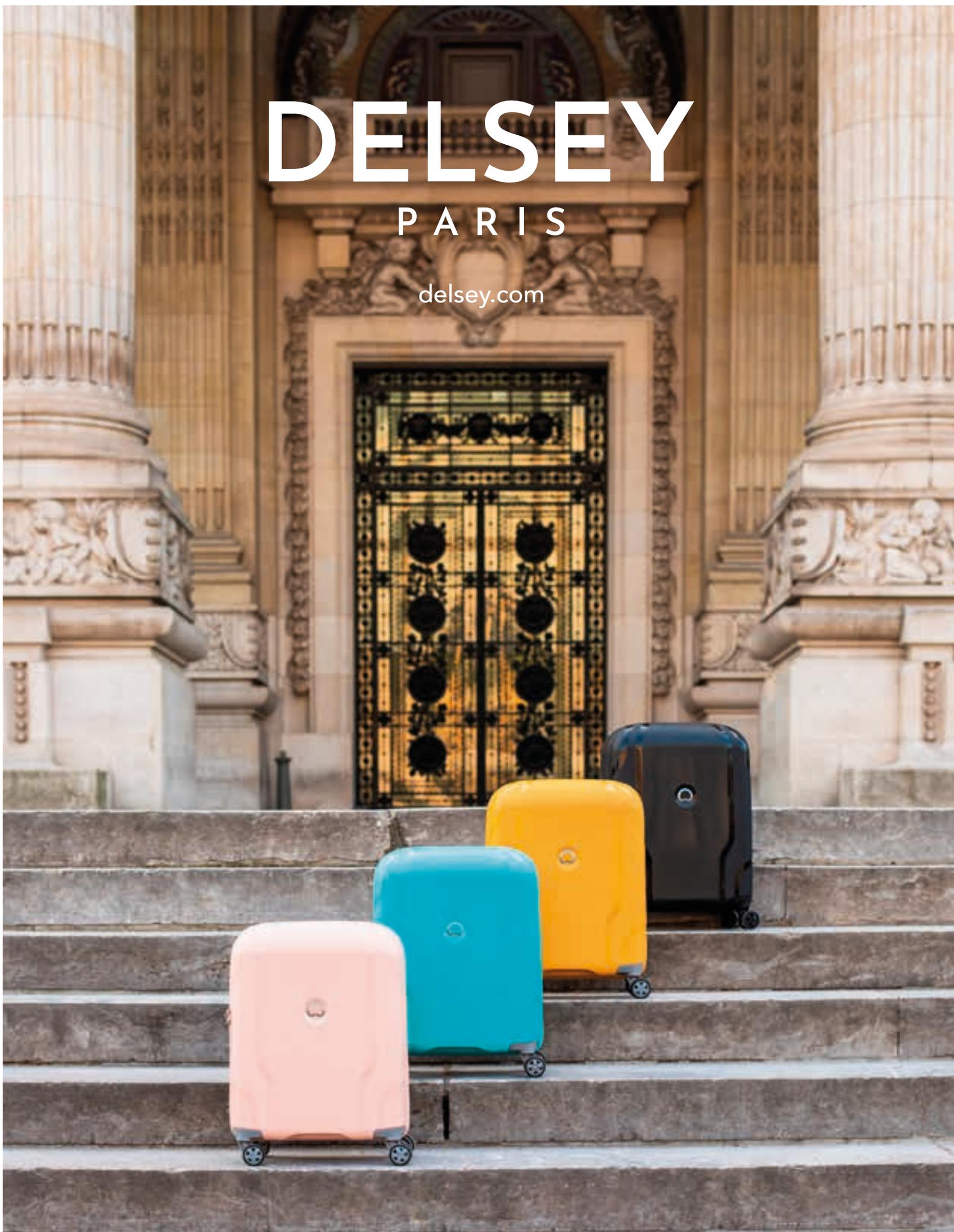
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FURLA
SINCE 1927 ITALY

Flying off the shelves

Fashion and accessories suppliers share what it takes to stay at the top of their game. By Faye Bartle

A look from the Liu Jo SS20 collection.

Fashion can be fickle, but it's a booming business for those savvy suppliers who are finding new and innovative ways to leverage the opportunities that travel retail brings.

Victorinox has been busy promoting the brand's multi-category portfolio via openings and pop-ups in its home market of Europe. "Travel retail currently accounts for around 2% of Victorinox's total business and we want to increase this to around 4-5% within the next three to five years," says Thomas Bodenmann, Head of Global Travel Retail & Fragrance Sales, Victorinox (Bay Village Bay 17B).

Travel gear accounts for the large majority of sales (60%), followed by pocket-knives and multi-tools (20%), watches (15%) and fragrances (5%).

"We are developing our footprint in key airports," says Bodenmann. "Having a multi-product portfolio helps us to diversify our distribution in travel retail and our travel gear category is opening new doors in fashion, speciality and duty free stores."

The company has particularly high expectations for its Connex luggage range, which launched in travel retail in May, featuring a multi-tool that includes a USB port, a card replacement tool, a pen and an ID tag.

"Carry-on luggage has been by far the best performing segment within our travel gear business in travel retail," elaborates Bodenmann. "For us, it is the most visible style in duty free stores and we have entire back walls dedicated to it. The main reason for this growth is that more people are travelling and a large majority of them travel for a short period of time, so they need smaller luggage. The rise in airlines charging extra for checked-in luggage has also contributed to the increased sales of carry-on luggage."

He continues: "That said, we've also noticed a shift in sales from carry-on luggage to backpacks and business backpacks. Business travellers spend hours in airports and on aeroplanes and they need a more convenient product. Our business backpacks offer the perfect combination of refined design and practicality, featuring compartments to store a laptop, travel documents, clothes and shoes."

Over the past six months, Liu Jo has been focusing on improving the performance of its current operations and implementing a new category – the soft accessories line – while developing new spaces, mainly in airports. The vision? To open its own stores or shop-in-shops at leading airports.

"Accessories are a very important category for the travel retail business and this won't change in the future," says Marco Marchi, President & Head of Style of Liu Jo (Mediterranean Village N3). "The best-selling shapes, such as backpacks, cross-body, satchels and totes, are still doing well, and I think this won't change for the next season."



COCCINELLE



ANY DI is intensifying its efforts in travel retail.

CabinZero founder and CEO Neil Varden formed the idea for the 'adventure-proof backpack' while travelling in India, after experiencing the burdens of many broken bags and cabin restrictions.



Travel retail currently accounts for around 2% of Victorinox's total business and the company aims to increase this to around 4-5% within the next three to five years.

Liu Jo is always looking for new materials and rich details, such as stitching, sails, studs, eyelets, rhinestones, star-shaped rivets, metal chains, and tasselled charms to extra value to the collection. The colour palette for the SS20 season stands out for its plain colours (shades of white, black and grey) and metallic finishes.

"These elements work well with a 70s and 80s vibe that embraces a new, colourful pop trend and graphic or geometric prints, as well as oversized graphics, oversized logos and animal prints that make all the difference," says Marchi.

Shanghai Tang is drawing upon its popularity to propel the brand to new heights. "Our Hong Kong International Airport boutique is the flagship of our travel retail business and is currently our best-performing store across the region. As part of our strategic direction, we plan to focus on and expand our presence across travel retail channels," says Maurizio De Gasperis, CEO Shanghai Tang (Riviera Village RE6). "We have recently opened a showroom in the prestigious Via Montenapoleone in Milan, which will act as the base of our business in Europe, Middle East and the Americas. We are also opening a new store in Shanghai Pudong Airport's international terminal this month, establishing a further position in the vibrant commercial hub of Shanghai, as well as at the Yangon International Airport in Myanmar."

On top of building a talented team, Shanghai Tang is repositioning tactically for the channel to cater to both personal shopping and gifting. This includes developing a variety of products and packaging exclusively for the channel.

"A key driver would be our most iconic products, including Tang jackets, cashmere silk lining cardigans, lacquer boxes, home fragrances, polo shirts and our signature silk products such as the silk knot clutch, scarves and pyjamas," says De Gasperis. "In addition, we are developing new product categories such as

sunglasses, kidswear, shoes, functional travel bags and Chinese gemstone jewellery."

Furla's (Bay Village Bay 2) travel retail presence is constantly growing, with the brand registering a 16.2% increase in 2018 over 2017 and opening a number of new stores this year in key travel retail locations including Nagoya, Singapore, Hong Kong, Grenada, Hamburg, Pasay City, and Washington.

"We also opened stores on the CCL Liberty and Costa Atlantic cruise ships," reveals CEO Alberto Camerlengo. "We are definitely seeing that the consumer preference is shifting towards 'inclusive luxury' – an idea that everyone can own something unique, stylish and expertly crafted."

Furla fulfils the brief well, with a dedication to creating high-quality items, which are accessible to a broad range of consumers.

Another brand making waves is CabinZero (Green Village H56), which has been stepping up its efforts in travel retail with key appointments, such as Denz van der List as its new Global Travel Retail Sales Director. Plus, there's new airline listings with Tigerair and Philippine Airlines for the CabinZero ADV DRY 30 litre waterproof backpack – just one of this season's bestsellers. "The product has greatly appealed to airline retailers with its multi-functional features, attractive RRP and a reassuring 10-year warranty," says CEO Neil Varden. "We also predict our new Classic Remix collection will do very well." Made in collaboration with London's Victoria and Albert Museum, the collection of six backpacks and hip bags in a variety of sizes combines innovative all-weather durability with beautifully designed, unique patterns.

"The fashion and accessories category is growing, and if the right offering is made visible to the captive audience then it is a win-win situation," says Varden. "The numbers in travel retail keep growing due to the pax numbers rising and, from what we have learned through many studies and reports, this will be the



Flip flop brand Havaianas is appearing for the first time at TFWA World Exhibition & Conference, and will showcase its new 2020 collection.

case for the next few years. We at CabinZero strongly believe that, by offering the right products at the right price points, there is an additional sale to be made for the retailers as the travellers are keen on finding new products as well as travel retail exclusives."

New and notable

Exhibiting for the first time in Cannes, Havaianas (Mediterranean Village N7) has several travel retail locations, including its European success story at London Gatwick Airport. There, at its kiosks in both the North and South terminals, the company sells thousands of pairs of Havaianas to holidaymakers. "We have seen a big interest in the past few months in our newer models such as our city sandals, our pool slide and our glitter strap products, as well as our classic TOP style with a bold logo print," says Merel Werners, Marketing Director EMEA. "Logos continue to be a trend for the coming season and our consumers always have a passion for the novelties that arrive from the brand."

The ideal holiday footwear, evidence suggests the flip-flops extend way beyond the pool and beach. "This year we have seen our brand appearing in more fashion titles, and worn by models and influencers, than at any point in the past 10 years," says Werners.

Its Europe collection is comprised of over 450

style colours, which is segmented for travel retail to ensure a good mix. "In general, we try to keep the offer deep rather than too wide," says Werners. "Our best sellers are the Brasil models (with the Brasil flag) or the Feminine Slim models – these should always be available in the assortment."

So far this year, ANY DI has been listed with a further

10 new airlines, with Etihad, Lufthansa, Swiss, EVA and China Airlines just to name a few. Known for its bestselling product, the SunCover (which has been given a new lease of life with several new designs launched each year), the company expects its next big success story to be the recently launched PhoneBag. "It is literally flying off shelves," says Juliane Fischer, Brand & Communication Manager, ANY DI (Blue Village F24). "The adjustable size, which fits every smartphone, is the ideal travelling companion."

The company aims to tap into the good mood of passengers embarking on a holiday and their propensity to buy, with surprising products that pique their interest. "One of our strongest markets is Asia, where products with quirky designs are our bestsellers," says Fischer. "For example, we have launched a SunCover in the shape of a pig as it's currently the Year of the Pig in China. People love it."

And while ANY DI doesn't offer discounts as a rule, free gift campaigns have proven popular in the past. "Further to that, we run every year an exclusive shopping event for loyal customers, business friends and partners in our showroom," says Fischer. "They get an exclusive insight into our new collection and are the first ones to order and buy from us. These kinds of events are hugely successful and cement our relationship with them."

For Lancaster, travel retail has been growing steadily over the past year, due to the company's increased presence in different markets – notably Asia. Boasting a large collection, bestsellers are the Adeline clutch and the coveted bucket bag Pur. "In an airport in France, an Asian customer walked by and saw our Pur bucket

In addition to its most iconic products, Shanghai Tang is developing new product categories such as sunglasses, kidswear, shoes, functional travel bags and Chinese gemstone jewellery.



Lancaster's SS20 collection offers the luxury of choice.





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bag, asked our sales representative several questions, left and then came back 15 minutes later with a group of more than 10 women all wanting to buy the bag. By the end, there were none left,” says Davide Ravizza, Commercial Director, Lancaster (Bay Village Bay 1B). “Shoppers are moving increasingly towards the ‘see now, buy now’ behaviour, and we are trying to provide this service in our stores and on our website. We usually invite all our best clients to introduce the new collections while they sip a glass of Champagne and we offer services such as free personalisation. Sometimes, we hire artists who can draw special characters or symbols on the bags.”

Turning heads

Finding avenues to complete the customer journey and provide a seamless experience takes skill and creativity.

“International travellers are digitally savvy,” says De Gasperi. “They often find out about Shanghai Tang via our digital platforms and online presence. Therefore, digital elements are an integral part of our retail experience. We incorporate digital elements in-store which link to the brand’s digital content, thus bridging our online and offline platforms, creating an omni-channel presence. One such example is the use of QR codes in-store to direct customers to our official digital channels, international and Chinese social media, newly revealed website, and marketing campaigns. We place a lot of emphasis on our digital content – all our storytelling is now digitised.”

The impact of show-rooming is still a hot topic. “For luxury items, the consumer is constantly checking prices in the hope of getting the best deal possible,” says Varden. “CabinZero products, however, are not top-luxury items but more affordable luxury and impulse purchases. A great example from what we have experienced is that after the consumer has finished their shopping at the retailer, they normally need an additional, cool, lightweight bag to carry their shopping in. CabinZero solves that problem.”

Indeed, Varden believes the main factor slowing the category down, in general, is the focus on luxury brands. “If retailers give more space to affordable as well as new brands that the majority of travelling consumers can actually afford, I think the category would sky-rocket,” he says.

“I believe the low- and mid-range fashion and accessories category has been a bit neglected over the past years,” concurs Björn Buddenbohm, Global Travel Retail Manager, Happy Socks (Mediterranean



▲
Morgan & Oates aims to continue to develop and expand its business beyond the airlines.

Village N13). “There are several reasons for it, however Lagardère shows that there is demand for a well-developed multi-brand fashion concept. Moreover, branded gifts and souvenirs (priced at less than €100) are an opportunity for airports contributing to a unique offer rather than just having the typical souvenir shops offering cups and snow globes.”

Although Happy Socks has been established since 2008 and today is sold in over 100 countries, the company’s travel retail department has only been active since April 2018 when Buddenbohm joined the company. Since then, he has developed a strategy for every channel and products are listed around the world. “I think it is increasingly important to offer destination-based products and concepts rather than just what is available in the local markets,” he says. “Therefore, we are expanding our selection of country/destination editions and channel exclusives.”

Happy Socks’ wave design is exclusive to the cruise industry.

Furthermore, the company is planning its first travel retail promotion at Munich Airport soon (from October 2019 to January 2020).

As touched upon above, Camerlengo also believes that “inclusive luxury brands” offer an opportunity for growth. “If retailers were to give more space to these, the fashion and accessories category could grow significantly,” he says.

In terms of providing extra motivation, Morgan & Oates (Mediterranean Village P19) is working with operators to design sales displays and has added ‘how to wear’ sketches to its brochures, which it believes helps with sales. Added to its ‘only available in travel retail’ allure, and it comes as no surprise that the brand’s range of cashmere and merino wraps continue to do well. “We will, as usual, offer our pure cashmere scarves for the winter – and our production lines are already full with confirmed listings,” says Jeannie Archer, Consultant. “Our venture into ground shops is developing and we look forward to increasing that going forward next year with new stands and products.”

Liu Jo is taking a personalised approach to its customers, by offering bespoke services. “We do not believe in aggressive or ‘pushy’ promotions. In my opinion, the future for retail lies in CRM, and our mission will be strengthening our customer relations,” says Marchi. “Today’s consumers are 100% aware of what they’re buying and so for us it’s always important to try to give them products that fulfil their needs, and they’re more interested in products that have real value. They’re looking for products that combine quality with fashion, with the brand’s DNA, distinctiveness and sustainability in mind.” It’s something that the Liu Jo Better Denim range, made from certified organic cotton



Take three

Three movers and shakers in the category share their latest news and views...

Heidi Klein

“We are focusing on in-store sales through DFS in Waikiki, and have just launched in Nice Airport with Dufry. Plus, we will be launching on Panorama with Dufry and Virgin Voyages with Harding Brothers this year,” says Madeleine Moore, Wholesale Manager, Heidi Klein (Yellow Village F46). “We are also delighted to be listed on British Airways with our raffia crossbody bag. We think it is a great time to launch resort wear into travel retail – customers want to buy unique pieces that they can buy to take on holiday.”

Desigual

Over the past 12 months, Desigual (Riviera Village RA4) has been busy launching its new Grab & Go concept for travel retail, offering self-service with a focus on gifting. The concept has been well received and is now being rolled out internationally. In addition, the company has started a GWP campaign in selected doors, offering passengers an exclusive Desigual perfume with the purchase of any Desigual item for €98 or more. As a result, performance has exceeded +25% in some locations.

Recife

Alain Roche of Recife (Blue Village E28) is challenging the notion that operators only list international brands as a way to boost business. “The answer is to offer something different, a new experience, and something we cannot get in the duty paid world. A brand like Recife, with its niche products, is precisely a new experience for a traveller.” The company believes a return to authenticity – brands showcasing real craftsmanship – will rule.

Mademoiselle Pia - ref. 573-87 Beetroot.



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BAY VILLAGE - STAND 1B



▲
Wolford is introducing a new versatile set dedicated to travellers – its first Travel Kit. A pair of leggings, a top and socks featuring a contemporary design, made with the smartest fabrics, are wrapped up in a free wearable bag.

and recycled polyester, answers nicely to.

Finding the perfect location within the airport is of prime importance to Havaianas. “Currently, we often are located within fashion and accessories, but we have experienced some success when displayed together with travel essentials such as watches, sunscreen and eyewear,” says Werners. “We need to discuss with the operators if there are more opportunities to sit there. A lot of destinations are opening up to travellers, not just for business, and these consumers want a shopping experience as part of their travel time. An increasing number of people travel with hand luggage only – this means people can perhaps start to pick up items in the airports for their travels, rather than packing from home. This is another growth avenue for us.”

For Victorinox, space is the issue. “The luggage category is highly competitive where we have to develop our credibility and visibility against established, big name brands,” says Bodenmann. “We believe we have the right products to compete with them; we just have to establish the right combination between the location, the assortment and the price point. It is an ongoing process and we have to be proactive and creative to connect with end-consumers in an environment where the main purpose is to travel.”

The runway of the future

In the future, brands are making it as easy and attractive as possible for consumers to buy, while securing space in a crowded environment. Wolford, which is showcasing more contemporary items to lure a younger crowd, is moving forward with two main objectives: to strengthen its presence at airports and onboard cruise ships, and to start working with new partners such as airlines. “On a product level, we are developing travel retail exclusive products to be more attractive into the market,” says Silvia Azzali, Sales Director, Wolford (Yellow Village A19). “Travellers find relevant items in our assortment. Plus, you don’t have to iron them. Today, the big challenge is getting the space needed to better display our brand categories,



“Our ‘Signs of the Zodiac’ collection, which is supported by a campaign called ‘Follow your lucky star with FRAAS’ is sure to be a best-seller this season due to its uniqueness and the personalisation aspect,” says Christian Rührschneck, Head of Global Retail, FRAAS - The Scarf Company (Red Village K29). “Whether you are a Leo or Capricorn, the collection has a scarf that is personal to your star sign. For those that wish to know more about their star sign, each scarf comes with a card that reveals the strengths, weaknesses, lucky numbers and colours of each specific zodiac.”

Niche brands like Recife can be considered a new shopping experience for travellers in their own right.



as the airport spaces are shrinking after the arrival of powerful new competitors.”

While it’s definitely on the radar among industry insiders there are various ways of managing it. “The dependence on a few global travel retailers gaining

an increasing amount of leverage on suppliers due to mergers and acquisitions is a concern,” says Buddenbohm. “Travel retail becomes a global oligopoly. For new brands it is very difficult to enter the global travel retail market due to rather rigid category concepts, risk minimisation, challenging terms and conditions and competition with brands that are willing and able to invest huge amounts of money. We address that by building long-term relationships retailers and by attending all relevant travel events and taking the opportunity to get their attention. Moreover, we adapt our concept to the requirements and demands of the retailers as best we can.”

“The costs of dealing particularly with some airlines are increasingly difficult,” adds Archer. “In the current climate, with advertising and listing fees and product returns we are being very careful and will only deal with companies when we are happy that the business will be profitable.”

There’s no doubt that the travel retail market has gone through a significant change over the past few years. “At the moment, ANY DI is selling only at airports and inflight shops, but there are so many more opportunities we haven’t touched yet but are eager to dive into. The cruise industry, for instance, is growing rapidly,” says Fischer. “Ultimately, travellers like to spend their money, they like to indulge themselves. They have saved their money for their holidays and are willing to spend more than in their everyday life. You won’t find anywhere else a customer with such a strong intention to buy than at the place where they are holidaying or about to depart for their holidays.”



Learn more about the fashion & accessories innovations being presented at TFWA World Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com). Scan this code to visit the TFWA Product Showcase

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▲
Maui Jim says the more dedicated sunglasses boutiques there are in the channel the better.

Mulberry, introduced by De Rigo, welcomes three new frames to the eyewear collection that have been designed with cosmopolitan settings and everyday, year-round wear in mind.



Tilia. In Cannes, the company is launching Oppen designer blue light readers, which studies have shown can assist with sleep and help minimise jetlag when travelling.

Another first-time exhibitor, Rodenstock (Riviera Village RE11), has enjoyed a 40% increase in the number of points of sale in travel retail over the last year. "We have a particularly strong focus in Asia, the Middle East and Europe, where we work with retailers such as Dufry, Bahrain Duty Free, PAC Beirut Duty Free, China Duty Free Group, Duty Free Partners, Freckle, Kappé, and Parklane," says Petra Eckhardt-Koestler, Director Global Retail, Eyewear for Rodenstock. "We've also recently signed up with Shilla Hong Kong and VIP Aviation. Plus, we are delighted to be expanding into the US, having recently signed a new partnership agreement with Hudson."

Today, Rodenstock is listed in about 100 airports, where it is seeing its business improve annually.

Standing alone

In terms of the preferred space for a supplier, stand-alone stores are in the spotlight – and with good reason. Luxottica brings us up to speed: "We believe that stand-alone store formats are a powerful asset for category growth," says Destro. "At Luxottica, we have stepped-up our collaboration plans with retailers and airports and are increasing the number of Sunglass Hut stores and mono-brand stand-alones."

Currently, there are over 250 Sunglass Hut airport stores globally – 65 of which are operated in partnership with travel retailers. In Asia Pacific alone, Luxottica has over 60 stores, of which 15 are under the Sunglass Hut banner. The balance is either directly operated or through local franchise partners.

"A great example of success that we have achieved through stand-alone concepts is our partnership with Duty Free Americas (DFA) where we developed a new stand-alone sunglasses boutique at Punta Cana International Airport's Terminal A in the Dominican Republic. It's the first stand-alone space for the sunglasses category operated by DFA, and already one of the Group's best-performing spaces for our category."

"Our recent partnership with Manchester United FC as their official vision partner has created wonderful brand awareness across all regions – a true first for Maui Jim," says Giles Marks, Senior Director, Global Travel Retail, Maui Jim Sunglasses (Green Village M59). "Dedicated sunglass boutiques present us with the opportunity to promote the benefits and features of the number one polarised brand in the industry. Both downtown retail and the cruise ship consumers can benefit from the environment of both these locations to better understand Maui Jim and appreciate their purchase."

Rodenstock supports the notion. "We fully support

this premium set-up of sunglass speciality stores in travel retail and we are working with retailers to develop stand-alone stores for Rodenstock and the brands we represent," says Eckhardt-Koestler. "For sure, when you compare the KPI's between multi- and mono-category (purely sunglasses) retail, mono category retail is definitely more successful."

Alongside its airport business, however, Rodenstock is developing with downtown shops in Asia, and sees attractive opportunities within the cruise sector.

De Rigo is journeying down a similar path. "The cruise ship business is on a strong growth trend currently and we believe sunglasses have masses of potential within this market," adds Piccin. "We started just recently, and our intention is to grow fast in this market. We are currently working with Starboard for Costa and with MSC onboard one ship as a test. We are waiting for the results to then expand to others."

Perfect planning

As research shows, the vast majority of sunglasses purchases are pre-planned, allowing suppliers to target consumers accordingly.

"Digital tools present us with a lot of opportunities to enhance the shopping experience for the consumer, making it more interactive, memorable and seamless," said Destro. "Social media channels and the concept of web-rooming, where shoppers view and research products online and then purchase in travel retail stores, have a lot of potential, as does customisation and home delivery. However, we are still working very closely with our retail partners to find the right processes to make this a reality."

Omni-channel is now more often than not the standard strategy for communicating with and inspiring consumers. "Leveraging powerful social networks to gain product visibility for our brands is vital," says Destro. "Already, several leading travel retailers have developed high-quality social media platforms, particularly for Chinese consumers, and

are working with brand-owners to execute targeting campaigns. For example, in our collaboration with DFS and the launch of the exclusive Prada collection in early 2019, a comprehensive campaign was carried out from January to February. The collection featured prominently on DFS' digital and social platforms, including the retailer's Instagram page, website and e-newsletter, and it was given the spotlight in festive-related campaigns."

De Rigo's in-store activity this year to support the Police – Men in Black: International collaboration also goes to show how important and effective traditional activations can be. "Plus, it indicates that while some sunglasses purchases may be pre-planned, that is not true of all," elaborates Piccin. "Promotions, activations and strong branding can also drive consumers choices in terms of purchases. This year, we have taken our travel retail campaign worldwide, with Men in Black: International activations unveiled at key airports in Europe, the Middle East, Africa and Asia Pacific. This has been supported by an online activation allowing shoppers to digitally try on Police glasses before looking up where they can buy them. A promotional video directs customers to the website by asking if they have what it takes to be a Men in Black agent."

The in-store campaign, which launched in April and ran until the end of July, included branded towers in airports including Basel Mulhouse and Casablanca, as well as on-shelf branding and prominently displayed visuals depicting the film's stars at top airports across Europe, Northern Africa and the Caribbean, such as Lisbon, Naples, Cairo and Guadeloupe.

"In Asia, we unveiled a full window display at the Haitang Bay Duty Free Shopping Complex, which was supported by the creation of a wrapped cashier's stand and visual displays on the sunglasses gondola showcasing the stars wearing their Police glasses. Meanwhile, in Bangkok, King Power Rangnam Level 1 featured a video in the main entrance to the sunglasses area, as well as a miniature stand playing the film's

Luxottica has opened the first permanent stand-alone airport store for Ray-Ban in Asia Pacific at Hong Kong International Airport. ▶



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▼ Ray-Ban Travel Exclusive Aviator Classic Sunglasses.



▲
Over the past few years, Rodenstock has seen excellent growth in domestic markets globally in Asia, the Middle East and Eastern Europe and more recently has started putting a major focus on travel retail.

trailer on the gondola. The campaign also featured at 30 locations across the region, including Hong Kong and Melbourne airports, with on-shelf branding and GWPs available to entice shoppers."

Similarly, high-profile brand activations are now being planned for the Police x Lewis Hamilton collection.

"We think it's vital to attract customers in-store through eye-catching visual merchandising, great branding, promotions and other trade marketing concepts," says Eckhardt-Koestler. "In addition, competent sales staff/brand ambassadors are vital and training is very important for that reason. Where the brand allows, creating a story that enables the consumer to engage in terms of an emotional and/or historical connection is also important."

Rodenstock works closely with retailers to offer customised and exclusive editions, along with concepts that enable great visibility at the point of sale. An example is the recently released travel retail exclusive, based on its popular Porsche Design P'8531 range, with China Duty Free Group stores from September 2019. Just 500 pairs of the P'8531 CDFG Special Edition will be available in locations operated by the Chinese travel

retailer, including airport shops in Guangzhou, Haikou, Manzhouli and Cambodia. The limited edition features a new glass colour, 'mercury silver mirror', and carries a temple print of 'CDFG Exclusive'. There is also an engraved serial number, running from 001 to 500.

The figures speak for themselves, especially so for Le Specs, which has achieved double-digit growth over the past six months in travel retail, engaging customers with its fashionable imagery, displays, directional advertised models and the omni-channel experience. Eye-catching colourful promotional pop-ups also enhance the shopping environment.

For those buying on impulse, Luxottica is focusing on travel

exclusives, interactive pop-ups and high-quality service.

"Exclusivity, differentiation and collaboration will continue to present exciting opportunities," says Destro. "Travel exclusives give consumers new reasons to visit travel retail stores – they are able to generate interest and encourage impulse purchases. Also, they provide a unique offering that can't be found anywhere else."

These interactive engagements create memorable moments and brand experiences for travellers that, in turn, inspire them to buy. As Destro adds: "Our recent cross-category collaboration with Scuderia Ferrari Watches and Aer Rianta International is a good example of the purchasing opportunities that can be unlocked."



Learn more about the sunglasses innovations being presented at TFWA World Exhibition & Conference by visiting the TFWA Product Showcase (www.tfwaproductshowcase.com). Scan this code to visit the TFWA Product Showcase



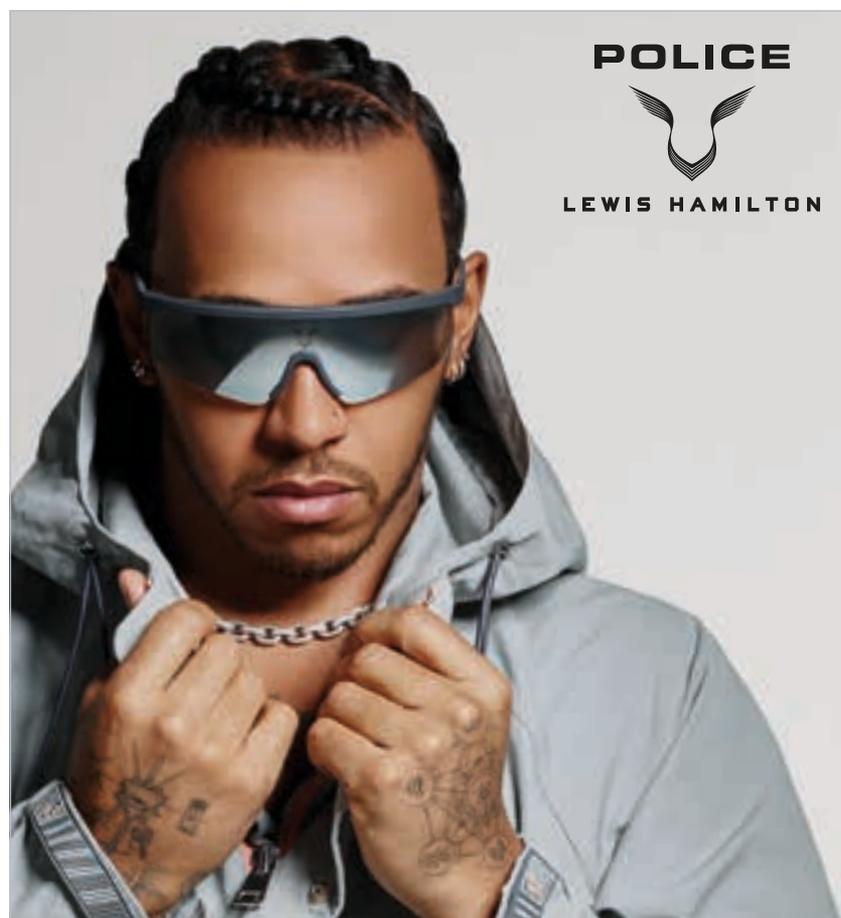
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Social scene

Regatta

Sunday 29 September,
08:45 to 14:00

 **Port Canto, Cannes**

Coach departure on the Croisette at 08:30

Four crews join professional skippers aboard their yachts for some competitive sailing in the Bay of Cannes. Take your turn at the helm, help with the sails or simply cool your toes in the water, the choice is yours. A waterborne picnic and post-race swim are integral to the enjoyment.

Kindly sponsored by:



Yoga

Sunday 29 September

 **NEW LOCATION: Radisson Blu 1835 Hotel, Cannes**

09:00 to 10:30 (Beginner session – coach departure on the Croisette at 08:45)

10:00 to 11:15 (Advanced session – coach departure on the Croisette at 09:45)

Two open-air sessions with expert practitioners on the rooftop of the Radisson Blu 1835 Hotel promise spectacular ocean views to accompany the stretching and breathing exercises. Get your fill of mental and physical well-being (and the special detox breakfast) before an intense week's work. Be sure to book early as demand is always strong.

Kindly sponsored by:



Pétanque

Sunday 29 September,
09:30 to 14:30

 **Place de l'Etang, Cannes**

Coach departure on the Croisette at 09:15

Sample some pure Provençal culture as you take in the gentle click of the boules, a glass of pastis in hand. The pace may be relaxed, but the competition is often intense in this traditional sport where cunning and strategy play their part. Plentiful prizes and an appetising lunch round off the morning's play.

Golf

Sunday 29 September,
08:30 to 16:30

 **Royal Mougins Golf Club, Mougins**

Coach departure on the Croisette at 07:30

After a successful debut last year, The Royal Mougins again plays host to the TFWA Golf Tournament. The 18-hole, par 71 course is over 6,000 metres long, with challenges for players of all abilities. A rich haul of prizes awaits the most successful (or luckiest), but it's the taking part that matters most.

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New this year: E-biking

Sunday 29 September,
09:00 to 14:30

 **Port de la Figueirette, Théoule-sur-Mer**

Coach departure on the Croisette at 08:30

Enjoy the French Riviera's beautiful coastline from a power-assisted e-bike. Groups of 10 riders, each led by an instructor, will explore some of the most stunning seaside landscapes the Côte d'Azur has to offer. We provide the e-bikes, backpacks and energy bars, plus a post-pedal picnic; you just bring a sense of adventure.

New this year: Musée International du Parfum

Sunday 29 September,
08:45 to 14:30

 **Grasse**

Coach departure on the Croisette at 08:15

The only one of its kind worldwide, the International Perfume Museum takes visitors through the social and cultural history of fragrances, as well as explaining how they're made. Your tour of the museum, complete with its multi-level terraces and nearby botanical garden, includes breakfast and lunch in an experience that no fragrance-lover can afford to miss.

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The Scene

Monday 30 September to Thursday 3 October, 22:00-02:00

NEW VENUE: Port Canto

Duty free and travel retail's very own nightspot moves to a glamorous new location amidst the superyachts at Cannes' foremost marina.

- Entry by ticket only – available for purchase at The Scene desk (Palais des Festivals, Level 1) or at the venue entrance (upon presentation of your badge).
- Special shuttle service: Majestic*, JW Marriott, Carlton & Martinez hotels – Port Canto
- Continual service from 22:00 to 02:00

*The coach departure and return point will be adjacent to the car park exit of the Palais des Festivals on the Croisette, opposite the Hotel Majestic.

Kindly sponsored by:



Opening Cocktail

Sunday 29 September, 19:30

NEW VENUE: Port Canto

The spacious new setting on the Port Canto terrace offers stunning waterside vistas and is the ideal vantage point for the firework display generously provided by the City of Cannes.

- Open to all visitor and exhibitor badge holders
- Guests will receive an e-invitation with personal barcode and name
- Once you have exited, re-entry is not permitted
- Please note: entrance is subject to capacity; arrive early to avoid disappointment!
- Spouses may attend; contact the TFWA Registration team at the Gare Maritime for details
- Dress code: Smart
- A shuttle service will operate from all major hotels

Le Premium Evening

Thursday 3 October, 20:00

Port Canto

The industry's ultimate night out combines sumptuous cuisine with strolling musicians and eye-catching performers.

Then discover an unforgettable closing party and DJ set at The Scene next door.

Kindly reserve your table before 18:00 on Wednesday 2 October at Le Premium Evening Desk, Palais des Festivals (Level 1). Please note, however, that any special dietary requirements must be advised by 16:00 on Tuesday 1 October at the latest (location as above). Beyond that date, dietary options will depend upon what is available.

- Dress code: Black tie
- Entry by invitation only – part of the full-delegate package.
- NB: Guests attending Le Premium Evening with full-delegate status will receive admission free of charge to The Scene on Thursday night.
- A shuttle service will operate from all major hotels





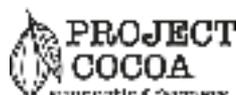
NEW Guylian's 4x25g portion packed Belgian Chocolate Bars

A range of six premium varieties of individually wrapped mini bars (4x25g) made of the finest Belgian Chocolate with 100% cocoa butter. Available in exquisite popular flavours; Creamy Milk, Premium Dark 72%, Hazelnut and Salted Caramel. The range also features two flavours with no added sugars, Milk and Intense Dark 84%, using stevia-based sweeteners. The Intense Dark 84% bar is also vegan. Your little moment of joy. Anytime. Anywhere.

Visit us at Mediterranean Village P13.



Every time you enjoy Guylian Belgian Chocolate Bars you support Project Seahorse and Project Cocoa.



State-of-the-art bags

CabinZero is heading to TFWA World Exhibition & Conference armed with a new range of bags, backed by striking new free-standing display units. The travel-inspired bag specialist has been buoyed by two recent new airline listings for its products as it seeks to make further inroads into the travel retail market with its impressive new Classic Remix Collection.

This limited-edition collection has been made in collaboration with London-based world leading museum of arts, the Victoria and Albert Museum (V&A). The collection combines innovative all-weather, durable bags with beautifully designed unique patterns. The range of six backpacks and hip bags features a variety of convenient sizes.

The collection introduces four stunning new design styles into travel retail and domestic markets, inspired by prints drawn from the V&A archives, including Azar, which is a travel retail exclusive.

Green Village H56

Taste of luxury

William Grant & Sons is exhibiting at TFWA

World Exhibition & Conference with the latest innovation from Glenfiddich distillery's prestigious collection of aged single malts. Grand Cru is an exclusive expression that's been matured for 23 years and finished in rare French cuvée oak casks, blending the finest flavours from Scotland and France, to create a true taste of luxury to celebrate with others. The offer includes two exclusive variants for global travel retail that will be supported by sensorial engagement and digital activation in-store that exemplify a new luxury direction for William Grant & Sons.

The sleek black glass bottle with its gold Grand Cru print and evocative golden closure are presented in an opulent black box featuring a sparkling golden firework design, created to emanate the spirit of celebration and the true taste of luxury contained within.



Golden Village G02



Swiss herbal sweets

Ricola, the Herbal Travel Essential, returns to Cannes this year with new products designed to appeal to the travelling consumer and buyers alike. Ricola's popular 200g tins have been complemented with the addition of new designs, combining the elements of Swiss-ness, herbs and travel with visuals of the alps, herbs and the globe. The limited-edition tins are filled with a selection of four different sugar-free herb drops – Mountain Mint, Elderflower, Cranberry, and Lemon Mint.

Andreas Reckart, Vice President Sales Middle East & Travel Retail, says: "Business has been developing very well for us this year, especially for our 75g tin range which has been gaining a lot of momentum in travel retail. From September onwards, Lagardère Travel Retail will be launching the 75g tin range in Paris and Rome airports and, in addition to this, we have just received listing confirmations from Heinemann Asia Pacific for three of the 75g tins at Hong Kong International Airport and also from The Shilla Duty Free for almost our entire range."

 **Mediterranean Village N9**



The perfect essence

Considered one of the most innovative cigar concepts, J Cortès' Nub is a line of short, stout and well-filled smokes blended to capture the perfect essence of a cigar. These cigars are completely made by hand with densely packed long filler, allowing each stick to burn slowly while maintaining a smoking time comparable to conventional sizes ranging from Robusto to Churchill. Especially for travel retail, the selected cigars have aged for more than one year. The cigars come in a premium metal tube and a beautifully-designed cardboard box with information about the used tobaccos for filler, binder and wrapper. The Nub travel retail exclusive contains four cigars with delicate and fine cigar wrappers: Maduro, Sun Grown, Connecticut and Cameroon.

 **Harbour Village Evidence**

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60th Anniversary



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Chilean roots

V iña Concha y Toro, one of Latin America's leading wine producers, has unveiled its first-ever travel retail exclusive range from iconic wine brand Casillero del Diablo. The 'Route of Cabernet Sauvignon' range features three distinct Cabernet Sauvignons from three wine-growing valleys in Chile, taking consumers on a tasting journey all the way to the Devil's Cellar in Pirque, where the legend of Casillero del Diablo began.

Diego Baeza, Global Travel Retail & Duty Free Director, Viña Concha y Toro, comments: "The launch of the Route of Cabernet Sauvignon marks a tremendous milestone for Concha y Toro and our flagship Casillero del Diablo brand. For the first time in our history, we have produced something exclusively for travellers – something original, storied and of exceptional quality. This is a confident step in Concha y Toro's travel retail journey, and we're very excited about our fantastic wines bringing new energy to the channel and helping to drive wine category growth."

Harbour Village Accama Delta



Dazzling scent

S ODIP was born from the vision of its founder Fares Miami in 1993. Some years ago, his daughters Selma and Sarah, joined the Managing Board to ensure the group's longevity. Over the years, the trio has continued to boost SODIP's image as a dynamic company with innovative marketing and consistent quality. Its flagship perfume brand Franck Olivier Paris, a semi-selective brand of products for men and women at affordable retail prices, has reinforced its international position through exclusive distribution in 50 countries. Because adaptation is the name of the game, in 2016, SODIP Group acquired the selective perfume brand Castelbajac Paris and its iconic creations. Castelbajac Paris perfume brand is an unparalleled invitation to a colourful, optimistic and poetic world inspired by the artist's dazzling spirit. Castelbajac Homme, launched in June, is the first men's fragrance, an original creation imagined around a central ingredient – citrus caviar.



Green Village L39

Beauty from within

I n the late 1970s, Declaré Switzerland developed the world's first cosmetics for sensitive skin with a vision that still lives on today – to fulfil the requirements for beauty, tolerability and effectiveness and therefore meet the wishes and needs of men and women. The broad care range fulfils all the needs of sensitive skin. In Cannes, Troll Cosmetics will be exhibiting two new offerings from Declaré – Beauty Inside Skin Balance and Probiotic Skin solution. Declaré Beauty Inside Skin Balance counters the daily stress-induced depletion of the skin's beauty and strengthens it specifically from within thanks to a special combination of natural micronutrients.

Probiotic Skin Solution helps to maintain and improve the skin's natural ecosystem.

As a specialist in the special requirements of sensitive skin, Declaré sets new standards with the innovative skincare series Probiotic Skin Solution, and now uses the latest findings from nutritional science to protect the natural skin flora.



Riviera Village RG14



Ultimate accessory

S unshades Eyewear comes to TFWA World Exhibition & Conference to present the latest designs in its Le Specs collection. Since 1979, Le Specs has become renowned globally for its iconic and innovative sunglass collections at an affordable price. With a reputation as the ultimate summer accessory, Le Specs developed an international cult following and has become a true trend-setter in the global fashion market, worn by some of the most recognised and influential personalities internationally, including Meghan Markle, Beyoncé, Rihanna, Gigi Hadid, Lady Gaga and Justin Bieber.

Le Specs has become renowned for its daring and exhilarating collaborations with many of the world's most acclaimed designers and artists such as Anthony Lister, Adam Selman and Craig and Karl, and 2020 will be no different with a collaboration with Christian Cowan and Alternate fit collections on the horizon, along with multiple launches for the Mainline, Luxe, Handmade, Optical and Adam Selman collections planned.

Ambassadeurs Village U10

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Loacker



Delicious shisha flavours

On a luxury yacht at the show this year, Mazaya will be exhibiting a selection of delicious shisha flavours, including lemon mint, two apples, grape with mint, gum and new mixes such as ruby crush and strawberry cream.

In addition to shisha, a stunning spread of traditional Arabic and regional food, fruit and snacks, beautifully imagined and displayed by leading food blogger, Alpha Foodie (Samira Kazan), can also be enjoyed by visitors to the yacht.

Rawan Elayyan, Global Duty Free Manager, Mazaya, says: "If you don't yet offer shisha tobacco as part of your tobacco offer, then meet with us in Cannes to find out why you're missing out on a really good opportunity for additional sales.

"The shisha trend continues to grow outside the traditional stronghold of the Middle East and retailers in Europe, Asia and the US are becoming more and more interested and receptive to the concept."

Yellow Village H53

Christmas treats

Valrhona is coming to TFWA World Exhibition & Conference to showcase its limited-edition Christmas Collection 2019. Star-shaped snowflakes, carefully chosen lights and decorations, dazzlingly colourful presents, and of course the wonderful tastes and memories of time spent with your loved ones. These are the things that make the Christmas festivities a magical period which puts a twinkle in the eyes of young and not-so-young alike. All this has inspired Valrhona's new collection, with golden settings showcasing luxury chocolates in the subtlest of flavours.

Also on display at Valrhona's stand will be the new tasting box from Villars. The packaging design has been created to represent each region in the Swiss terroirs. The characteristic taste of the milk of each region can be discovered in three exquisite milk chocolates gathered in an eco-friendly cardboard box.

Riviera Village RH16



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Football fever

Premium polarised sunglasses supplier Maui Jim will bring football fever to Cannes with the launch of a limited collection of Manchester United branded frames in global travel retail.

Maui Jim, official vision sponsor of the famous club, has created the Manchester United Club Collection by Maui Jim, consisting of four of its most popular frames with the legendary Manchester United devil logo emblazoned on the temple and 'MAN UTD' etched on the lens.

Pokowai Arch (style #439) from the Club Collection is a lightweight black Grilamid nylon frame fitted with sensational HAWAII LAVA red-gold coloured PolarizedPlus2 MauiPure mirror lenses. It is also available in three other lens and frame colour combinations.

For those who prefer a light metal frame, the Club Collection features Compass (#714), a gold metal, double-bridge aviator with SuperThin (ST) Glass Dual Mirror lenses which fade from gold to silver for a cool, sophisticated look. Also under the spotlight at the Maui Jim stand will be latest additions to the Asian Fit Collection of frames.

Green Village M59

Colourful winter

Coeur de Lion's 2019 Autumn/Winter season collection, which will be on display in Cannes, combines exceptional design ideas with exquisite materials, perfectly showcasing the colours of the season.

The new EXPRESSIVECOEUR line injects colour to the winter season through multicoloured pieces, ranging from necklaces, bracelets and earrings.

Meanwhile, the new BRILLIANTCOEUR line includes jewellery in metallic silver, rose-gold-coloured silver or yellow-gold-coloured silver, which look extremely elegant at any time of day. Further highlights in this range include necklaces with arrangements of fine spherical stainless-steel beads strung on several strands of wire and interspersed with highly polished tubular stainless-steel spacers.

Genuine stones give the GEOCUBE line its vibrancy – sage green aventurine or lilac amethyst, are in perfect contrast with marbled landscape jasper, white howlite and black onyx, finished with fine synthetic tiger's eye sparkling Swarovski crystals and rose gold stainless steel. The sage green multi-strand nappa leather bracelet perfectly complements the sophisticated bangle made from rose gold stainless steel with pale green pave crystals.

Green Village M50



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Targeting millennials

At this year's TFWA World Exhibition & Conference, Travel Blue is launching Lexingham – a new brand of mobile accessories targeting millennials.

Lexingham is a professional range of mobile accessories aimed at tech-savvy consumers. Travel Blue has recognised that millennials are spending much less than other groups of travellers, while at the same time, they are the biggest digital users.

After researching the target audience and working with professionals in the field of UX (User Experience), Lexingham has built an extensive range of solutions suited to millennials, such as power banks, cables, chargers, audio and adaptors. Millennials will spend more on good quality and value. As the new division of Travel Blue, Lexingham is offered globally by a well-known and trusted duty free supplier with proven ability to service accounts all over the world. All items come with a global 24-month warranty.

Red Village L14



Exceptional wines

French terroir winemaker AdVini has expanded its portfolio with new wine ranges from L'Avenir and Ken Forrester estates. From L'Avenir, one of South Africa's winemaking jewels, AdVini will be showcasing the Single Block Iconic Wines and Single Block Pinotage ranges. Single Block is a truly singular range in that the Pinotage is harvested from Block 2 only and the Chenin Blanc is made exclusively from a block of the second oldest Chenin vines in South Africa. The L'Avenir Single Block Pinotage is made from a selection of only the finest barrels produced from L'Avenir's famed Block 2 Pinotage vineyard. This is the estate's flagship and the pinnacle of modern Stellenbosch Pinotage. From the Ken Forrester Vineyards, AdVini will be presenting the FMC Chenin Blanc Première Selection, which has fermented naturally on the wild yeasts and left sur lie in barrel for 14 months before being gently revived and bottled.



Bay Village Bay 13

Innovative hair care

Unilever's Living Proof brand is bringing the next level in hair care and colour care to travel retail and to TFWA World Exhibition & Conference.

The brand will debut both its Colour Care and Restore Dry Scalp Treatment under the Restore range at the show, as well as offering special treatments from stylist and cutting genius Michael Shaun Corby at the Living Proof Style Bar on the Unilever stand. The Colour Care collection features a shampoo and conditioner both of which are available in 236ml and 60ml travel size versions, and a Whipped Glaze which comes in 145ml and a 49ml travel version.

Also on show will be the Restore Dry Scalp Treatment, which comes in a handy, travel-sized 100ml bottle, and delivers instant, soothing and sustained hydration for the scalp.

Unilever is also embarking on a new journey to capitalise on the success of Carte d'Or. The new, extravagant Carte d'Or products cover both single chocolates, such as dusted and flake truffles, as well as indulgent bars including Dark Chocolate with Himalayan Pink Salt.

Green Village K50



Celebrating new masculinity

At TFWA World Exhibition & Conference, Puig is presenting a new innovative and explosive masculine perfume by Carolina Herrera – Eau de Toilette Bad Boy.

A powerful and sophisticated scent for unique and irreverent men, who dare to embrace all of the facets of contemporary manhood. Eau de Toilette Bad Boy, created by perfumers Quentin Bisch and Louise Turner, is a fragrance in which opposites attract and hurl together: the luminosity of sage, black and white pepper and bergamot intertwines with the sensual darkness of tonka bean, cacao and ambar wood.

The seductive aroma of Bad Boy is collected in an extremely distinctive flacon. Shaped as a lightning bolt – symbol of heroism and strength in several cultures such as Greek, Nordic or Indian – this unique piece becomes a true object of desire. The bottle is wrapped in an elegant midnight blue colour, evoking the famous Good Girl's stiletto.

Beach Village Beach 4





Ultimate comfort

Ensuring the ultimate in travel comfort, Go Travel is set to unveil version 2.0 of its Ultimate memory pillow at TFWA World Exhibition & Conference. The new pillow is an improved version of the brand's best-selling Ultimate Pillow. The renowned shape remains the same, while inside a more advanced memory foam accurately mirrors your individual contours, pinpointing precise personal comfort. Aesthetically, the design has been enhanced by Compression Bar Technology for a naturally comfortable sleep position with fully structured support. The luxurious velour cover has an incredible soft hand feel, while the refined tension strap construction adds to its technical appeal.

"Commercially, the original Ultimate Pillow was a standout success," comments Steve Worden, Sales Director, Go Travel. "The new design's more technical edge improves the structure and support, while maximising comfort and we've managed to retain a competitive price position on a more luxurious product."

Yellow Village B24

Empowering women

Reinforcing its commitment to supporting the empowerment of women all over the world, Swarovski is unveiling its bold new Swarovski Power Collection and campaign, as well as new additions to its iconic Sparkling Dance collection.

The Swarovski Power Collection of dazzling bracelets takes the stacked bracelet trend to the next level by positioning itself as the must-have empowerment accessory for every modern woman's wardrobe. The shiny bracelets, available in three styles and multiple of-the-moment tones, send a clear message of confidence – a brilliant expression of modern-day power dressing. The iconic and ever-popular Swarovski Slake bracelet evolves for the FW19 season as the talking piece for the Swarovski Power Collection, while the Power Cord Bracelets with evil eye and swan symbols will also be on display. Meanwhile, for pre-fall 2019 the latest Sparkling Dance collection will make its debut on earrings and bracelets that lend sparkle, brilliance and eye-catching movement to everyday looks.

Blue Village C11



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Thrilling taste experience

Premium Belgian chocolatier Godiva is excited to announce the arrival of its daring new cube-shaped truffles, which will be unveiled at TFWA World Exhibition & Conference.

Godiva's divine new Cube Truffles present an indulgent, multi-layered taste experience that chocolate connoisseurs will adore. Chef Ilse Wilmots has blended the brand's heritage with her own passion and creativity in this exquisite new collection. The result is a thrilling taste experience that ignites the senses with every bite.

The luxurious new truffles boast four layers of delicious flavours and surprising textures. Each of the cube-shaped morsels is filled with a melt-in-your-mouth, dual-layered ganache or praline filling, encased in a crisp chocolate shell and finished with a dusting of cocoa powder, a sprinkle of chocolate or crunchy nut shavings. Much-loved flavours such as intense dark chocolate and smooth milk chocolate complement more contemporary flavours such as fruity cassis and earthy matcha. The Godiva Cube Truffles Chocolate Gift Box contains 12 pieces chosen from nine delicious flavours.

Yellow Village F33



From pool to party

Havaianas, one of the world's leading flip flop brands, is exhibiting for the first time at TFWA World Exhibition & Conference, where it will showcase its new 2020 collection. The classic Brazilian rubber flip flops have become a summer essential for all ages and the new season's collection shows more variety and appeal than ever before. Among the new items that will be on display are the You St Tropez, which is now in its third season and offers a stepped rubber heel and pretty pattern strap in eight colours, which makes it the perfect choice for going from pool to party.



The Havaianas Slide Brazil has already proved a smash hit this season. Crafted from the same comfortable rubber as the brand's flip flops, these are extra comfortable, with an ergonomically designed foot bed.

Finally, the famous Brazil logo flip flop will be on show. A fan favourite since its launch in 1998, the range is available in sizes for the whole family.

Mediterranean Village N7

Sweet journeys

Lindt & Sprüngli Travel Retail is continuing its mission to make passenger journeys more magical with the launch of its new Travel the World campaign. The activity will target millennial shoppers with unique gifts and eye-catching activations during the busy summer holiday period.



The Travel the World campaign will be headlined by the new LINDT Napolitains World Traveller Collection 360g range. The suitcase-style souvenir takes chocolate lovers on a taste journey of the finest Swiss premium chocolate in six popular flavours: Swiss Milk, Hazelnut, Dark, LINDOR Milk, CRESTA Milk-Crisp and CRESTA White-Crisp. The LINDT Napolitains World Traveller Collection is available in five unique designs representing some of the world's top holiday destinations in the UK, US, Brazil, Switzerland and Spain, making it a must-have collector's item. The bespoke-designed tin is crafted to be re-used, keeping holiday memories alive even after the last delicious LINDT Napolitain has been enjoyed.

Marine Village R7

Music is in the air

A love for music inspires the colours, forms and decoration of the Coccinelle Spring/Summer 2020 collection.

The collection vaunts soft-rock details here and there. One of these is the gilded brass guitar pick clasp. We also find small studs embellishing guitar straps, natural leather shoulder bags and black, leather handbags.

Everything is coordinated. Must-haves include the small and ultra-small bags.

The newest additions – Florence, made from croco print leather, and Marvin, in soft suede – vaunt curvy, ultra-feminine lines. The bags come with shoulder or cross-body straps. Meanwhile, iconic pieces, Arlettis, Ambrine and Zaniah, are back with a rainbow python effect.

Jute is front and centre – bright, soft to the touch and relaxed, be it in a beach version, with wide stripes, or a city version, boasting elegant borders with contrasts of leather. You can also choose from lining-less nappa leather bags or ultra-light totes with micro ring handles.

The colour palette ranges from green to yellow, pink to turquoise, and light blue to silver, sand, white and gold.

Bay Village Bay 1A





KARELIA TOBACCO COMPANY INC.
BAY VILLAGE NO. 6

Full Exhibitor Listing 2019

Stand name	Level	Stand	Sector	TFWA membership
3 LAB INC.	Blue Village	G 28	Fragrances & Cosmetics	TFWA MEMBER
3 SENSES - NEW	Green Village	K 36	Fragrances & Cosmetics	
ABTEY CHOCOLATERIE	Red Village	H 8	Confectionery & Fine Food	TFWA MEMBER
ACCA KAPPA	Riviera Village	RA 6	Fragrances & Cosmetics	
ACCOLADE WINES	Yellow Village	D 26	Wine & Spirits	TFWA MEMBER
AGATHA, CHANTAL THOMASS, KALOO, MORGAN	Ambassadeurs Village	U 5+7	Fragrances & Cosmetics	TFWA MEMBER
AGIO CIGARS	Yellow Village	H 49	Tobacco	TFWA MEMBER
AHAVA DEAD SEA LABORATORIES	Green Village	M 62	Fragrances & Cosmetics	
AIGNER	Yellow Village	H 35	Fashion / Accessories / Luggage	TFWA MEMBER
AIR-VAL INTERNATIONAL	Green Village	M 72	Fragrances & Cosmetics	TFWA MEMBER
AJMAL	Red Village	H 18	Fragrances & Cosmetics	
AL FAKHER TOBACCO - NEW	Bay Village Bay Terrace	T12	Tobacco	
AL HARAMAIN PERFUMES	Yellow Village	F 38	Fragrances & Cosmetics	
AL NASSMA CHOCOLATE	Blue Village	F 1	Confectionery & Fine Food	TFWA MEMBER
ALEXANDRE J.	Green Village	K 54	Fragrances & Cosmetics	TFWA MEMBER
AMOREPACIFIC	Riviera Village	RJ 17	Fragrances & Cosmetics	TFWA MEMBER
AMOUAGE	Golden Village	GO 15	Fragrances & Cosmetics	TFWA MEMBER
ANNAYAKE SRL	Golden Village	GO 8	Fragrances & Cosmetics	
ANGELINI BEAUTY	Bay Village Bay Terrace	T2	Fragrances & Cosmetics	TFWA MEMBER
ANGUS DUNDEE DISTILLERS PLC	Green Village	L 55	Wine & Spirits	TFWA MEMBER
ANNE KLEIN - NEW	Red Village	L 20	Jewellery / Watches	TFWA MEMBER
ANTHON BERG	Blue Village	B 7	Confectionery & Fine Food	TFWA MEMBER
ANTICA SAMBUCA	Green Village	L 73	Wine & Spirits	TFWA MEMBER
ANY DI MUNICH	Blue Village	F 24	Fashion / Accessories / Luggage	
APPLE BEAUTY	Mediterranean Village	N 4	Fragrances & Cosmetics	TFWA MEMBER
AQUOLINA / PINK SUGAR	Marine Village	R 6	Fragrances & Cosmetics	TFWA MEMBER
ARCANCIL PARIS / INSTITUT CAMÉANE	Green Village	K 40	Fragrances & Cosmetics	
ARCHE	Green Village	L 46	Fashion / Accessories / Luggage	TFWA MEMBER
ARMANI	Ambassadeurs Village	V 7	Fashion / Accessories / Luggage	TFWA MEMBER
ARTDECO COSMETIC GROUP	Riviera Village	RF 8	Fragrances & Cosmetics	TFWA MEMBER
ARTHES	Bay Village	Bay 5A	Fragrances & Cosmetics	
ATOM BRANDS	Harbour Village	MEME	Wine & Spirits	
AURORA WORLD	Green Village	K 67	Gifts / Toys	TFWA MEMBER
AYDYA - NEW	Blue Village	G 24	Fragrances & Cosmetics	
B+D BUCH+DEICHMANN	Yellow Village	A 21	Fashion / Accessories / Luggage	TFWA MEMBER
BACARDI GLOBAL TRAVEL RETAIL DIVISION	Bay Village	Bay 21	Wine & Spirits	TFWA MEMBER
BAIJA PARIS - NEW	Blue Village	H 31	Fragrances & Cosmetics	
BALLY	Riviera Village	RC 6	Fashion / Accessories / Luggage	TFWA MEMBER
BANANA MOON - LIVIA -1789 CALA - NEW	Blue Village	F 12	Fashion / Accessories / Luggage	
BARATTI & MILANO / NOVI	Blue Village	A 3	Confectionery & Fine Food	TFWA MEMBER
BARDINET	Yellow Village	G 54	Wine & Spirits	TFWA MEMBER
BARTON & GUESTIER	Red Village	L 22	Wine & Spirits	TFWA MEMBER
BATEEL INTERNATIONAL - NEW	Blue Village	C 2	Confectionery & Fine Food	TFWA MEMBER
BAYADERA GROUP	Red Village	L 23	Wine & Spirits	TFWA MEMBER
BE RELAX	Blue Village	C 8	Gifts / Toys	TFWA MEMBER
BEAM SUNTORY GTR	Harbour Village	JADE	Wine & Spirits	TFWA MEMBER
BEAUTY CONTACT, INC	Yellow Village	F 58	Fragrances & Cosmetics	TFWA MEMBER
BEAUTY SAN	Riviera Village	RH 2	Fragrances & Cosmetics	TFWA MEMBER
BELLEFONTAINE SWITZERLAND	Red Village	L 21	Fragrances & Cosmetics	TFWA MEMBER
BELUGA VODKA	Green Village	M 60	Wine & Spirits	TFWA MEMBER
BERDOUES PARFUMS & COSMETIQUES	Blue Village	G 15	Fragrances & Cosmetics	
BETER - NEW	Ambassadeurs Village	U 3	Fragrances & Cosmetics	
BEURER	Riviera Village	RE 9B	Electronics	TFWA MEMBER
BEVERLY HILLS POLO CLUB - NEW	Mediterranean Village	N 1	Fashion / Accessories / Luggage	TFWA MEMBER
BIOEFFECT	Yellow Village	C 17	Fragrances & Cosmetics	TFWA MEMBER
BLACK UP	Green Village	J 40	Fragrances & Cosmetics	
BLUE STORKS	Mediterranean Village	N 15	Gifts / Toys	TFWA MEMBER
BODEGAS WILLIAMS & HUMBERT	Yellow Village	H 63	Wine & Spirits	TFWA MEMBER
BOGGI MILANO	Bay Village	Bay 11 A	Fashion / Accessories / Luggage	TFWA MEMBER
BOLLINGER CHAMPAGNE AND DELAMAIN COGNAC	Harbour Village	SILVER FOX	Wine & Spirits	
BOMBATA	Yellow Village	G 45	Fashion / Accessories / Luggage	TFWA MEMBER
BOND NO.9 - NEW YORK	Green Village	J 46	Fragrances & Cosmetics	TFWA MEMBER
BORCO INTERNATIONAL	Green Village	M 74	Wine & Spirits	
BOTTEGA SPA	Blue Village	A 11	Wine & Spirits	TFWA MEMBER
BRAUN	Mediterranean Village	P 15	Electronics	TFWA MEMBER
BRIC'S	Riviera Village	RA 7	Fashion / Accessories / Luggage	TFWA MEMBER
BRITISH AMERICAN TOBACCO GTR	Harbour Village	INOUIS	Tobacco	TFWA MEMBER
BROCARD JEAN-MARC	Green Village	H 60	Wine & Spirits	TFWA MEMBER
BROSWAY	Blue Village	C 4	Jewellery / Watches	
BROWN-FORMAN	Beach Village	Beach 03	Wine & Spirits	TFWA MEMBER
BUCKLEY LONDON	Red Village	H 4	Jewellery / Watches	
BULBASH	Green Village	J 68	Wine & Spirits	
BULGARI	Marine Village	Foyer 2	Fragrances & Cosmetics	TFWA MEMBER
BUTLERS CHOCOLATES	Green Village	L 56	Confectionery & Fine Food	TFWA MEMBER
BUTTERFLY TWIST	Yellow Village	F 42	Fashion / Accessories / Luggage	TFWA MEMBER
BY TERRY	Red Village	L 29	Fragrances & Cosmetics	
CABEAU	Yellow Village	E 39	Gifts / Toys	TFWA MEMBER
CABINZERO	Green Village	H 56	Fashion / Accessories / Luggage	
CALVIN KLEIN - TOMMY HILFIGER	Bay Village Bay Terrace	T10	Fashion / Accessories / Luggage	TFWA MEMBER
CAMICISSIMA	Bay Village	Bay 16	Fashion / Accessories / Luggage	TFWA MEMBER
CAMPARI	Bay Village	Bay 25	Wine & Spirits	TFWA MEMBER
CAPI GLOBAL	Blue Village	G 31	Electronics	TFWA MEMBER
CAPSTONE COSMETICS	Golden Village	GO 21	Fragrances & Cosmetics	TFWA MEMBER
CARAMBAR & CO - NEW	Green Village	L 37	Confectionery & Fine Food	
CARAN D'ACHE	Riviera Village	RB 9	Gifts / Toys	TFWA MEMBER
CARPENE MALVOTI	Red Village	K 1	Wine & Spirits	TFWA MEMBER
CAVE DE TAIN	Green Village	L 71	Wine & Spirits	TFWA MEMBER
CAVENDISH & HARVEY	Blue Village	H 27	Confectionery & Fine Food	TFWA MEMBER
CERRUTI 1881	Bay Village	Bay 14	Fashion / Accessories / Luggage	TFWA MEMBER
CHABOT ARMAGNAC	Riviera Village	RB 7	Wine & Spirits	TFWA MEMBER
CHAMPAGNE GOSSET	Blue Village	AA 5	Wine & Spirits	
CHAMPAGNE LANSON - NEW	Green Village	H 46	Wine & Spirits	TFWA MEMBER
CHAMPAGNE LAURENT-PERRIER	Blue Village	F 11	Wine & Spirits	TFWA MEMBER
CHAMPAGNE NICOLAS FEUILLATTE	Red Village	J 18	Wine & Spirits	TFWA MEMBER
CHANEL	Ambassadeurs Village	V 11	Fragrances & Cosmetics	TFWA MEMBER
CHARRIER PARFUMS	Yellow Village	B 20	Fragrances & Cosmetics	TFWA MEMBER
CHASE DISTILLERY LTD	Yellow Village	E 28	Wine & Spirits	
CHOCOLAT MATHEZ	Blue Village	F 17	Confectionery & Fine Food	TFWA MEMBER
CHOCOME - NEW	Green Village	K 69	Confectionery & Fine Food	

CHOPIN VODKA	Red Village	K 9	Wine & Spirits	TFWA MEMBER
CHOW TAI FOOK	Green Village	K 56	Jewellery / Watches	TFWA MEMBER
CHOYA UMESHU	Marine Village	S 10	Wine & Spirits	
CHRISTIAN BRETON	Green Village	J 36	Fragrances & Cosmetics	TFWA MEMBER
CHURCHILL'S CONFECTIONERY PLC	Yellow Village	D 31	Confectionery & Fine Food	TFWA MEMBER
CINQ MONDES	Golden Village	GO 17	Fragrances & Cosmetics	TFWA MEMBER
CLARINS GROUP	Ambassadeurs Village	V 1 + V 5	Fragrances & Cosmetics	TFWA MEMBER
CLOETTA TRAVEL RETAIL - NEW	Harbour Village	MABRUK III	Confectionery & Fine Food	TFWA MEMBER
CLOGAU	Yellow Village	D 35	Jewellery / Watches	TFWA MEMBER
COACH NEW YORK	Riviera Village	RH 5	Fashion / Accessories / Luggage	TFWA MEMBER
COCCINELLE	Bay Village	Bay 1A	Fashion / Accessories / Luggage	TFWA MEMBER
COEUR DE LION	Green Village	M 50	Jewellery / Watches	TFWA MEMBER
COFINLUXE	Red Village	K 35	Fragrances & Cosmetics	TFWA MEMBER
COGNAC CAMUS	Green Village	J 35	Wine & Spirits	TFWA MEMBER
COGNAC DOBBÉ	Red Village	K 5	Wine & Spirits	TFWA MEMBER
COGNAC FRAPIN	Blue Village	AA 5	Wines & Spirits	TFWA MEMBER
COLLISTAR	Riviera Village	RF 5	Fragrances & Cosmetics	TFWA MEMBER
COMPAGNIE DE GUYENNE - COGNAC MEUKOW	Red Village	J 6	Wine & Spirits	TFWA MEMBER
CONAXESS TRADE DENMARK A/S	Yellow Village	G 59	Confectionery & Fine Food	TFWA MEMBER
CONO SUR	Marine Village	R 4	Wine & Spirits	TFWA MEMBER
COTY	Marine Village	Foyer 3/S13/S15	Fragrances & Cosmetics	TFWA MEMBER
COURREGES	Ambassadeurs Village	U 6	Fragrances & Cosmetics	TFWA MEMBER
CREED	Blue Village	D 13	Fragrances & Cosmetics	TFWA MEMBER
CRYSTAL HEAD VODKA	Yellow Village	D 37	Wine & Spirits	TFWA MEMBER
DANZKA VODKA	Green Village	H 52	Wine & Spirits	TFWA MEMBER
DAVIDOFF - NEW	Yellow Village	G 43	Jewellery / Watches	
DAVIDOFF CIGARS	Bay Village	Bay Terrace T1	Tobacco	TFWA MEMBER
DE RIGO VISION	Bay Village	Bay 3A	Fashion / Accessories / Luggage	TFWA MEMBER
DE RUY PERFUMES	Yellow Village	G 38	Fragrances & Cosmetics	
DEAU COGNAC	Yellow Village	C 34	Wine & Spirits	TFWA MEMBER
DECLARÉ / JUVENA / MARLIES MOLLER	Riviera Village	RG 14	Fragrances & Cosmetics	TFWA MEMBER
DELSEY PARIS	Blue Village	F 13	Fashion / Accessories / Luggage	TFWA MEMBER
DENIS CHARPENTIER GROUP	Blue Village	D 1	Wine & Spirits	TFWA MEMBER
DESIGN GO	Yellow Village	B 24	Gifts / Toys	TFWA MEMBER
DESIGNER PARFUMS	Red Village	L 35	Fragrances & Cosmetics	TFWA MEMBER
DESIGUAL	Riviera Village	RA 4	Fashion / Accessories / Luggage	TFWA MEMBER
DESTILERIAS CAMPENY	Green Village	L 67	Wine & Spirits	
DF SIGNATURE - NEW	Green Village	J 55	Wine & Spirits	TFWA MEMBER
DIAGEO	Red Village	M 38+33	Wine & Spirits	TFWA MEMBER
DIEGO DALLA PALMA	Riviera Village	RB 8	Fragrances & Cosmetics	TFWA MEMBER
DIESEL	Bay Village	Bay Terrace T3	Fashion / Accessories / Luggage	TFWA MEMBER
DIOR	Marine Croisette	T 2	Fragrances & Cosmetics	TFWA MEMBER
DISTELL	Green Village	M 64	Wine & Spirits	TFWA MEMBER
DISTILLERIA MARZADRO - NEW	Red Village	L 17	Wine & Spirits	
DISTILLERIES ET DOMAINES DE PROVENCE	Yellow Village	D 23	Wine & Spirits	TFWA MEMBER
DIVERSE FLAVOURS	Red Village	L 34	Wine & Spirits	TFWA MEMBER
DOMAINE TARIQUET	Yellow Village	B 28	Wine & Spirits	
DOMAINES ALBERT BICHOT	Yellow Village	H 57	Wine & Spirits	TFWA MEMBER
DORIN	Blue Village	A 4	Fragrances & Cosmetics	TFWA MEMBER
DOUGLAS LAING & CO LTD - NEW	Red Village	L 19	Wine & Spirits	
DR IRENA ERIS COSMETIC LABORATORIES	Harbour Village	SUPERTOY	Fragrances & Cosmetics	TFWA MEMBER
DR IRENA ERIS COSMETIC LABORATORIES	Yellow Village	H 45	Fragrances & Cosmetics	TFWA MEMBER
DR.JART+	Riviera Village	RE 5	Fragrances & Cosmetics	
DUTY FREE GLOBAL LTD	Blue Village	H 17	Wine & Spirits	TFWA MEMBER
EDOARDO FREDDI INTERNATIONAL	Yellow Village	G 40	Wine & Spirits	
EDRINGTON	Beach Village	Beach 10	Wine & Spirits	TFWA MEMBER
EL ALMENDRO / DELAVIUDA CONFECTIONERY GROUP	Blue Village	G 22	Confectionery & Fine Food	TFWA MEMBER
EMPIRE OF SCENTS	Yellow Village	B 15	Fragrances & Cosmetics	TFWA MEMBER
ENGLISH TEA SHOP - NEW	Red Village	L 10	Confectionery & Fine Food	TFWA MEMBER
ERMENEGILDO ZEGNA	Riviera Village	RD 15	Fashion / Accessories / Luggage	TFWA MEMBER
ESTEE LAUDER COMPANIES	Riviera Village	RE 18	Fragrances & Cosmetics	TFWA MEMBER
ESTELLA BARTLETT	Yellow Village	D 42	Jewellery / Watches	
ETAT LIBRE D'ORANGE	Yellow Village	B 16	Fragrances & Cosmetics	TFWA MEMBER
ETRO	Riviera Village	RJ 16	Fashion / Accessories / Luggage	TFWA MEMBER
EUROCOSMESI	Riviera Village	RC 9	Fragrances & Cosmetics	TFWA MEMBER
EUROITALIA	Riviera Village	RE 2	Fragrances & Cosmetics	TFWA MEMBER
FAMILLE JM CAZES	Red Village	J 2	Wine & Spirits	TFWA MEMBER
FAUCHON	Riviera Village	RD 7	Confectionery & Fine Food	TFWA MEMBER
FAZER GLOBAL TRAVEL TRADE	Red Village	K 10	Confectionery & Fine Food	TFWA MEMBER
FERRERO	Bay Village	Bay 8	Confectionery & Fine Food	TFWA MEMBER
FERVOR MONTRÉAL	Green Village	H 50	Jewellery / Watches	TFWA MEMBER
FESTINA	Yellow Village	C 25	Jewellery / Watches	
FIYTA	Yellow Village	E 38	Jewellery / Watches	TFWA MEMBER
FONBELLE	Red Village	J 4	Wine & Spirits	TFWA MEMBER
FONTANAFREDDA	Yellow Village	F 55	Wine & Spirits	TFWA MEMBER
FOOD ACCADEMIA	Red Village	K 15	Confectionery & Fine Food	TFWA MEMBER
FOREO	Yellow Village	G 37	Fragrances & Cosmetics	TFWA MEMBER
FOURNIER PERE ET FILS (DOMAINE)	Red Village	K 25	Wine & Spirits	TFWA MEMBER
FRAAS- THE SCARF COMPANY	Red Village	K 29	Fashion / Accessories / Luggage	TFWA MEMBER
FRAGONARD PARFUMEUR	Bay Village	Bay 12B	Fragrances & Cosmetics	
FRATELLI BRANCA DISTILLERIE SRL	Yellow Village	E 33	Wine & Spirits	TFWA MEMBER
FRATERNITY SPIRITS WORLD	Blue Village	G 3	Wine & Spirits	TFWA MEMBER
FREDERIQUE CONSTANT	Riviera Village	RG 13	Jewellery / Watches	TFWA MEMBER
FREY WILLE	Yellow Village	C 15	Jewellery / Watches	TFWA MEMBER
FURLA	Bay Village	Bay 2	Fashion / Accessories / Luggage	TFWA MEMBER
GEBR. HEINEMANN	Yellow Village	D 21	Fashion / Accessories / Luggage	TFWA MEMBER
GEORG JENSEN	Green Village	K 61	Jewellery / Watches	TFWA MEMBER
GERARD BERTRAND	Red Village	K 11	Wine & Spirits	TFWA MEMBER
GIORGIO JANEKE MILANO	Blue Village	C 7	Fashion / Accessories / Luggage	TFWA MEMBER
GODET FRERES COGNAC	Blue Village	A 1	Wine & Spirits	TFWA MEMBER
GODIVA CHOCOLATIER	Yellow Village	F 33	Confectionery & Fine Food	TFWA MEMBER
GOLDKENN	Riviera Village	RC 7	Confectionery & Fine Food	TFWA MEMBER
GONZALEZ BYASS	Red Village	K 21	Wine & Spirits	TFWA MEMBER
GOURMET HOUSE	Green Village	K 68	Confectionery & Fine Food	TFWA MEMBER
GRANDES DISTILLERIE PEUREUX	Blue Village	AA 9	Wine & Spirits	TFWA MEMBER
GROUPE PANTHER	Yellow Village	E 36	Fragrances & Cosmetics	TFWA MEMBER
GUESS	Blue Village	F 22	Fashion / Accessories / Luggage	TFWA MEMBER
GUYLIAN	Mediterranean Village	P 13	Confectionery & Fine Food	TFWA MEMBER
HABANOS	Bay Village	Bay 23	Tobacco	TFWA MEMBER
HALEWOOD WINES & SPIRITS	Harbour Village	CLARA ONE	Wine & Spirits	TFWA MEMBER
HALEWOOD WINES & SPIRITS	Green Village	J 66	Wines & Spirits	TFWA MEMBER
HANSE DISTRIBUTION	Red Village	K 22	Jewellery / Watches	TFWA MEMBER
HAPPY PLUGS	Yellow Village	F 45	Electronics	TFWA MEMBER
HAPPY SOCKS - NEW	Mediterranean Village	N 13	Fashion / Accessories / Luggage	
HARIBO	Bay Village	Bay 11B	Confectionery & Fine Food	TFWA MEMBER
HASBRO - NEW	Green Village	J 67	Gifts / Toys	TFWA MEMBER
HAVAIANAS - NEW	Mediterranean Village	N 7	Fashion / Accessories / Luggage	TFWA MEMBER
HEIDI KLEIN	Yellow Village	F 46	Fashion / Accessories / Luggage	TFWA MEMBER
HEILEMANN CONFISERIE	Blue Village	H 1	Confectionery & Fine Food	
HEINEKEN INTERNATIONAL	Beach Village	Beach 18	Wine & Spirits	TFWA MEMBER
HENKELL FREIXENET	Red Village	J 7	Wine & Spirits	TFWA MEMBER

HERMES	Riviera Village	RH 3	Fashion / Accessories / Luggage	TFWA MEMBER
HERMES PARFUMS	Riviera Village	RH 3	Fragrances & Cosmetics	TFWA MEMBER
HINE COGNAC	Red Village	J 24	Wine & Spirits	TFWA MEMBER
HUNTER LAING - NEW	Blue Village	H 7	Wine & Spirits	TFWA MEMBER
I-CLIP	Green Village	L 58	Gifts / Toys	
IAN MACLEOD DISTILLERS LTD	Red Village	L 7	Wine & Spirits	TFWA MEMBER
ICE-WATCH - NEW	Mediterranean Village	N 11	Jewellery / Watches	
ID BEAUTY INTERNATIONAL DISTRIBUTION	Ambassadeurs Village	U 11	Fragrances & Cosmetics	TFWA MEMBER
IDUN MINERALS STOCKHOLM	Blue Village	F 6	Fragrances & Cosmetics	
ILVA SARONNO	Bay Village	Bay 19	Wine & Spirits	TFWA MEMBER
IMPERIAL BRANDS	Golden Village	GO 6	Tobacco	TFWA MEMBER
INCC GROUP	Riviera Village	RD 9	Fragrances & Cosmetics	TFWA MEMBER
INFINITY & CO	Green Village	L 62	Jewellery / Watches	
INOUITOOSH - NEW	Blue Village	H 9	Fashion / Accessories / Luggage	
INSTITUT KARITE PARIS	Blue Village	E 3	Fragrances & Cosmetics	TFWA MEMBER
INTERNATIONAL BEVERAGE	Marine Village	S 2	Wine & Spirits	TFWA MEMBER
INTERNATIONAL LUXURY GROUP	Red Village	M 32	Jewellery / Watches	TFWA MEMBER
INTERPARFUMS	Ambassadeurs Village	V 9	Fragrances & Cosmetics	TFWA MEMBER
INTERTRADE GROUP	Blue Village	F 3	Fragrances & Cosmetics	
INVICTA WATCH GROUP	Blue Village	F 18	Jewellery / Watches	TFWA MEMBER
J CORTES CIGARS	Harbour Village	EVIDENCE	Tobacco	TFWA MEMBER
JACOMO	Red Village	L 25	Fragrances & Cosmetics	TFWA MEMBER
JACQUES BOGART	Riviera Village	RC 1	Fragrances & Cosmetics	TFWA MEMBER
JOWISSA	Blue Village	C 3	Jewellery / Watches	TFWA MEMBER
JT INTERNATIONAL SA	Marine Village	T 1	Tobacco	TFWA MEMBER
JULES DESTROOPER BISCUITERIE	Marine Village	S 6	Confectionery & Fine Food	TFWA MEMBER
JURLIQUE	Yellow Village	F 49	Fragrances & Cosmetics	
JUUL - NEW	Harbour Village	SABBATICAL	Tobacco	
KARELIA	Bay Village	Bay 6	Tobacco	TFWA MEMBER
KIPLING - VF INTERNATIONAL SAGL	Riviera Village	RE 7	Fashion / Accessories / Luggage	TFWA MEMBER
KOREA GINSENG CORPORATION - NEW	Red Village	M 24	Confectionery & Fine Food	TFWA MEMBER
KORLOFF	Yellow Village	B 23	Fragrances & Cosmetics	TFWA MEMBER
KREMLIN AWARD VODKA	Green Village	K 64	Wine & Spirits	TFWA MEMBER
KT INTERNATIONAL SA	Marine Village	S 14	Tobacco	TFWA MEMBER
KURATE INTERNATIONAL	Green Village	H 44	Jewellery / Watches	
KUSMI TEA	Blue Village	AA 4	Confectionery & Fine Food	TFWA MEMBER
KWV - NEW	Blue Village	F 8	Wine & Spirits	TFWA MEMBER
L BRANDS INC	Beach Village	Beach 11	Fragrances & Cosmetics	TFWA MEMBER
L'OCCITANE EN PROVENCE	Ambassadeurs Village	V 6	Fragrances & Cosmetics	TFWA MEMBER
L'OREAL TRAVEL RETAIL	5th Floor	W 1	Fragrances & Cosmetics	TFWA MEMBER
LA COLLINE - NEW	Red Village	L 28	Fragrances & Cosmetics	TFWA MEMBER
LA MAISON DE LA VANILLE - NEW	Golden Village	GO 19	Fragrances & Cosmetics	
LA MARTINA	Green Village	H 36	Fashion / Accessories / Luggage	TFWA MEMBER
LA MARTINIQUAISE	Yellow Village	G 54	Wine & Spirits	
LA MONTRE HERMES	Riviera Village	RH 3	Jewellery / Watches	TFWA MEMBER
LA PRAIRIE	Beach Village	Beach 5	Fragrances & Cosmetics	TFWA MEMBER
LA SULTANE DE SABA	Yellow Village	D 36	Fragrances & Cosmetics	TFWA MEMBER
LA-TWEEZ	Yellow Village	F 48	Gifts / Toys	TFWA MEMBER
LABORATOIRE JOWAE	Riviera Village	R E3	Fragrances & Cosmetics	
LABORATOIRES DERMATOLOGIQUES D'URIAGE	Riviera Village	RF 15	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES FILORGA COSMETIQUES	Harbour Village	TORTOISE	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES LIERAC	Riviera Village	RE 3	Fragrances & Cosmetics	TFWA MEMBER
LABORATOIRES PHYTOSOLBA	Riviera Village	RE 1	Fragrances & Cosmetics	TFWA MEMBER
LACOSTE OPERATIONS	Riviera Village	RH 15	Fashion / Accessories / Luggage	TFWA MEMBER
LADOGA GROUP - IMPERIAL COLLECTION	Blue Village	H 3	Wine & Spirits	TFWA MEMBER
LALIQUE BEAUTY	Red Village	J 33	Fragrances & Cosmetics	TFWA MEMBER
LAMBORGHINI	Yellow Village	C 30	Fashion / Accessories / Luggage	
LAMBRETTA WATCHES	Yellow Village	F 60	Jewellery / Watches	TFWA MEMBER
LAMY - NEW	Mediterranean Village	P 14	Gifts / Toys	TFWA MEMBER
LANCASTER	Bay Village	Bay 1B	Fashion / Accessories / Luggage	TFWA MEMBER
LANCEL	Riviera Village	RE 15	Fashion / Accessories / Luggage	TFWA MEMBER
LANGNESE HONIG - NEW	Blue Village	E 13	Confectionery & Fine Food	
LAPLANDIA VODKA	Marine Village	R 2	Wine & Spirits	TFWA MEMBER
LAROCHE - OGIER - ANTOINE MOUEIX PROPRIETES	Bay Village	Bay 13	Wine & Spirits	TFWA MEMBER
LAYLA COSMETICS SRL	Green Village	L 40	Fragrances & Cosmetics	TFWA MEMBER
LE SPORTSAC	Yellow Village	G 49	Fashion / Accessories / Luggage	TFWA MEMBER
LEGO GROUP	Blue Village	C 14	Gifts / Toys	TFWA MEMBER
LEONIDAS	Blue Village	D 24	Confectionery & Fine Food	TFWA MEMBER
LEONOR GREYL	Green Village	M 42	Fragrances & Cosmetics	TFWA MEMBER
LES CHOCOLATS DE PAULINE	Blue Village	E 6	Confectionery & Fine Food	TFWA MEMBER
LES INTERCHANGEABLES	Yellow Village	B 25	Jewellery / Watches	TFWA MEMBER
LES SENTEURS GOURMANDES	Green Village	K 37	Fragrances & Cosmetics	
LIFETRONS SWITZERLAND	Blue Village	G 4	Electronics	TFWA MEMBER
LINDT & SPRUNGLI (SCHWEIZ) AG	Marine Village	R 7	Confectionery & Fine Food	TFWA MEMBER
LIUJO SPA	Mediterranean Village	N 3	Fashion / Accessories / Luggage	
LIVIKO	Blue Village	H 13	Wine & Spirits	TFWA MEMBER
LLADRO	Yellow Village	D 25	Home decoration / Tableware	TFWA MEMBER
LOACKER	Green Village	L 57	Confectionery & Fine Food	TFWA MEMBER
LOCH LOMOND GROUP	Blue Village	H 17	Wine & Spirits	TFWA MEMBER
LONGCHAMP	Bay Village	Bay Terrace T9	Fashion / Accessories / Luggage	TFWA MEMBER
LOQI	Yellow Village	G 48	Gifts / Toys	
LORIENCE PARIS	Green Village	K 39	Fragrances & Cosmetics	TFWA MEMBER
LUXOTTICA GROUP	Riviera Village	RG 6 + RG 8	Fashion / Accessories / Luggage	TFWA MEMBER
LVMH	Beach Village	Majestic Beach	Fragrances & Cosmetics	TFWA MEMBER
LVMH RETAIL DEVELOPMENT - NEW	B+4	Office 56	Fashion/Accessories/Luggage	
MACDUFF INTERNATIONAL	Green Village	L 64	Wine & Spirits	TFWA MEMBER
MAESTRANI	Mediterranean Village	P 10	Confectionery & Fine Food	TFWA MEMBER
MAEURER & WIRTZ	Bay Village	Bay Terrace T8	Fragrances & Cosmetics	TFWA MEMBER
MAISON BOINAUD	Blue Village	C 16	Wine & Spirits	TFWA MEMBER
MAISON FERRAND	Yellow Village	E 34	Wine & Spirits	
MAJANI 1796 S.P.A - NEW	Green Village	J 65	Confectionery & Fine Food	
MAJORICA	Yellow Village	F 54	Jewellery / Watches	
MAKE-UP STUDIO	Marine Village	S 8	Fragrances & Cosmetics	TFWA MEMBER
MANDARINA DUCK	Bay Village Bay	17A	Fashion / Accessories / Luggage	TFWA MEMBER
MARCEL ROBBEZ MASSON	Golden Village	GO 11	Jewellery / Watches	TFWA MEMBER
MARCHON EYEWEAR	Bay Village	Bay Terrace T5	Fashion / Accessories / Luggage	TFWA MEMBER
MARCO SERUSSI PARFUMS	Blue Village	G 19	Fragrances & Cosmetics	
MARCOLIN EYEWEAR	Blue Village	B 13	Fashion / Accessories / Luggage	TFWA MEMBER
MARNI	Yellow Village	F 40	Fashion / Accessories / Luggage	TFWA MEMBER
MARS WRIGLEY CONFECTIONARY INT'L TRAVEL RETAIL	Bay Village	Bay 9	Confectionery & Fine Food	TFWA MEMBER
MASI	Red Village	K 6	Wine & Spirits	TFWA MEMBER
MASSENEZ	Blue Village	AA 9	Wine & Spirits	
MAUI JIM	Green Village	M 59	Fashion / Accessories / Luggage	TFWA MEMBER
MAVALA	Riviera Village	RG 16	Fragrances & Cosmetics	TFWA MEMBER
MAVIVE	Red Village	M 30	Fragrances & Cosmetics	TFWA MEMBER
MAZAYA SHISHA MOLASSES	Yellow Village	H 53	Tobacco	
MCCORMICK DISTILLING INTERNATIONAL - NEW	Red Village	L 11	Wine & Spirits	
MCM	Riviera Village	RA 5	Fashion / Accessories / Luggage	TFWA MEMBER
MERCI HANDY - NEW	Blue Village	D 9	Fragrances & Cosmetics	
MERLIN DIGITAL - NEW	Yellow Village	E 32	Gifts / Toys	TFWA MEMBER
MESTREZAT GRANDS CRUS	Blue Village	E 1	Wine & Spirits	TFWA MEMBER

MICYS COMPANY SPA - PUPA	Riviera Village	RC 5	Fragrances & Cosmetics	TFWA MEMBER
MISAKI	Yellow Village	E 26	Jewellery / Watches	TFWA MEMBER
MOET HENNESSY	Riviera Village	RJ 3	Wine & Spirits	TFWA MEMBER
MOLIABAL	Ambassadeurs Village	U 1	Gifts / Toys	
MOLINARD PARFUMS	Blue Village	F 23	Fragrances & Cosmetics	TFWA MEMBER
MOLINARI	Green Village	J 57	Wine & Spirits	
MONDELEZ WORLD TRAVEL RETAIL	Riviera Village	RG 5	Confectionery & Fine Food	TFWA MEMBER
MONTBLANC	Marine Village	Foyer 1B	Gifts / Toys	TFWA MEMBER
MORELLATO GROUP	Blue Village	F 26	Jewellery / Watches	TFWA MEMBER
MORGAN & OATES	Mediterranean Village	P 19	Fashion / Accessories / Luggage	TFWA MEMBER
MOROCCANOIL	Yellow Village	B 19	Fragrances & Cosmetics	TFWA MEMBER
MOSHI - NEW	Red Village	M 35	Gifts / Toys	
MR STANLEY'S CONFECTIONERY	Red Village	K 7	Confectionery & Fine Food	TFWA MEMBER
MYCADO PARIS	Yellow Village	E 42	Confectionery & Fine Food	
NADIYA	Green Village	K 57	Confectionery & Fine Food	TFWA MEMBER
NAPAPLJRI	Riviera Village	RF 11	Fashion / Accessories / Luggage	
NEMIROFF VODKA LIMITED	Blue Village	G 1	Wine & Spirits	TFWA MEMBER
NESTLE INTERNATIONAL TRAVEL RETAIL	Beach Village	Beach 07	Confectionery & Fine Food	TFWA MEMBER
NEUHAUS	Yellow Village	AA 11	Confectionery & Fine Food	TFWA MEMBER
NEW DEAL	Beach Village	Beach 20	Fragrances & Cosmetics	TFWA MEMBER
NIEDEREGGER	Yellow Village	D 32	Confectionery & Fine Food	
NILAI PARIS	Blue Village	H 5	Jewellery / Watches	TFWA MEMBER
NIO	Yellow Village	G 51	Confectionery & Fine Food	TFWA MEMBER
NOUBA PROFESSIONAL MAKE UP	Green Village	H 42	Fragrances & Cosmetics	
NUXE	Green Village	J 51	Fragrances & Cosmetics	TFWA MEMBER
OLIVER WEBER COLLECTION - NEW	Green Village	J 47	Jewellery / Watches	
ORLANE	Golden Village	GO 8	Fragrances & Cosmetics	TFWA MEMBER
OSBORNE	Red Village	M 28	Wine & Spirits	TFWA MEMBER
OUZO PLOMARI	Yellow Village	H 61	Wine & Spirits	TFWA MEMBER
PALAIS DES THES	Yellow Village	AA 17	Confectionery & Fine Food	TFWA MEMBER
PANIER DES SENS	Blue Village	G 7	Fragrances & Cosmetics	TFWA MEMBER
PANOUGE	Yellow Village	C 28	Fragrances & Cosmetics	TFWA MEMBER
PANZERGLASS - NEW	Blue Village	D 12	Gifts / Toys	TFWA MEMBER
PARFUMS CORANIA	Blue Village	G 12	Fragrances & Cosmetics	TFWA MEMBER
PARFUMS DE LA BASTIDE - NEW	Blue Village	F 15	Fragrances & Cosmetics	TFWA MEMBER
PARFUMS MARINA DE BOURBON	Riviera Village	RG 7	Fragrances & Cosmetics	TFWA MEMBER
PARIS CHOCOLAT	Yellow Village	C 27	Confectionery & Fine Food	TFWA MEMBER
PARLUX FRAGRANCES	Golden Village	GO 5-7	Fragrances & Cosmetics	TFWA MEMBER
PASCO	Marine Village	R 1	Electronics	TFWA MEMBER
PATCHI - NEW	Green Village	L 61	Confectionery & Fine Food	TFWA MEMBER
PATYKA	Blue Village	H 21	Fragrances & Cosmetics	TFWA MEMBER
PAUL & SHARK	Riviera Village	RH 8	Fashion / Accessories / Luggage	TFWA MEMBER
PAUL JOHN INDIAN SINGLE MALTS - NEW	Blue Village	B 4	Wine & Spirits	
PAUL MAS	Blue Village	B 1	Wine & Spirits	
PAYOT	Beach Village	Beach 14	Fragrances & Cosmetics	TFWA MEMBER
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Mediterranean Village	P 8	Confectionery & Fine Food	TFWA MEMBER
PERFUME HOLDING	Golden Village	GO 10	Fragrances & Cosmetics	TFWA MEMBER
PERFUMER'S WORKSHOP LTD.	Yellow Village	G 42	Fragrances & Cosmetics	TFWA MEMBER
PERFUMES Y DISENO	Beach Village	Beach 02	Fragrances & Cosmetics	TFWA MEMBER
PERLE DI SOLE - NEW	Red Village	J 19	Confectionery & Fine Food	
PERNOD RICARD	Bay Village	Bay 4	Wine & Spirits	TFWA MEMBER
PERRIS GROUP	Green Village	J 54	Fragrances & Cosmetics	
PETERS CHOCOLATES	Green Village	L 63	Confectionery & Fine Food	
PETROSSIAN	Riviera Village	RG 15	Confectionery & Fine Food	TFWA MEMBER
PEUCH & BESSE	Bay Village	Bay 12A	Wine & Spirits	TFWA MEMBER
PH-CH (CHAMPAGNES PIPER-HEIDSIECK ET CHARLES HEIDSIECK)	Harbour Village	VITA DOLCE	Wine & Spirits	TFWA MEMBER
PHILIPS	Green Village	L 36	Electronics	TFWA MEMBER
PIERRE FABRE DERMO COSMETIQUE	Bay Village	Bay Terrace T6	Fragrances & Cosmetics	TFWA MEMBER
PILGRIM	Blue Village	B 8	Jewellery / Watches	
PIQUADRO	Riviera Village	RF 13	Fashion / Accessories / Luggage	TFWA MEMBER
POLAAR	Yellow Village	F 36	Fragrances & Cosmetics	
POLO RALPH LAUREN	Harbour Village	CRISTALES	Fashion / Accessories / Luggage	TFWA MEMBER
PORSCHE DESIGN	Riviera Village	RE 17	Fashion / Accessories / Luggage	TFWA MEMBER
POURCHET PARIS	Yellow Village	C 19	Fashion / Accessories / Luggage	TFWA MEMBER
PREMIER PORTFOLIO INTERNATIONAL LTD	Green Village	M 44	Gifts / Toys	TFWA MEMBER
PROFUMITALIA	Red Village	J 22	Fragrances & Cosmetics	TFWA MEMBER
PROSHYAN BRANDY FACTORY - NEW	Green Village	J 45	Wine & Spirits	
PROXIMO GTR	Harbour Village	DXB	Wine & Spirits	TFWA MEMBER
PUIG	Beach Village	Beach 4	Fragrances & Cosmetics	TFWA MEMBER
PURESSENTIEL	Blue Village	E 4	Fragrances & Cosmetics	TFWA MEMBER
QIRINESS	Green Village	J 53	Fragrances & Cosmetics	TFWA MEMBER
QUIET ON - NEW	Green Village	K 60	Electronics	TFWA MEMBER
QUINTESSENTIAL BRANDS	Green Village	M 71	Wine & Spirits	TFWA MEMBER
RANCE 1795	Yellow Village	H 51	Fragrances & Cosmetics	TFWA MEMBER
RECIFE	Blue Village	E 28	Fashion / Accessories / Luggage	
REFLECTA	Yellow Village	A 16	Jewellery / Watches	TFWA MEMBER
REMINISCENCE	Green Village	K 59	Fragrances & Cosmetics	
REMY COINTREAU GLOBAL TRAVEL RETAIL	Marine Village	Foyer 1 A	Wine & Spirits	TFWA MEMBER
REN CLEAN SKINCARE - NEW	Yellow Village	G 36	Fragrances & Cosmetics	TFWA MEMBER
REYNAUD	Red Village	K 19	Confectionery & Fine Food	TFWA MEMBER
RHA - NEW	Mediterranean Village	P 17	Electronics	
RICOLA	Mediterranean Village	N 9	Confectionery & Fine Food	TFWA MEMBER
RITTER SPORT	Green Village	L 47	Confectionery & Fine Food	TFWA MEMBER
RITUALS COSMETICS	Riviera Village	RC 4	Fragrances & Cosmetics	TFWA MEMBER
ROBERTA PIERI	Red Village	J 17	Fashion / Accessories / Luggage	
ROBIN RUTH	Blue Village	G 6	Gifts / Toys	
ROCCOBAROCO	Green Village	H 38	Fashion / Accessories / Luggage	TFWA MEMBER
RODENSTOCK - NEW	Riviera Village	RE 11	Fashion / Accessories / Luggage	TFWA MEMBER
ROMELLA INTERNATIONAL AB	Red Village	K 18	Fragrances & Cosmetics	
ROUGIE FOIES GRAS	Riviera Village	RC 8	Confectionery & Fine Food	TFWA MEMBER
RUSSIAN WINE HOUSE ABRAU-DURSO - NEW	Red Village	J 16	Wine & Spirits	
SAFILO GROUP	Bay Village	Bay 15	Fashion / Accessories / Luggage	TFWA MEMBER
SALVATORE FERRAGAMO	Riviera Village	RC 13	Fashion / Accessories / Luggage	TFWA MEMBER
SAMSONITE	Yellow Village	A 13	Fashion / Accessories / Luggage	TFWA MEMBER
SANTA MARGHERITA GRUPPO VINICOLO	Red Village	J 1	Wine & Spirits	TFWA MEMBER
SCANDINAVIAN TOBACCO GROUP	Blue Village	D 10	Tobacco	TFWA MEMBER
SCHÄFER TRAVEL RETAIL	Mediterranean Village	P 12	Gifts / Toys	TFWA MEMBER
SCHRODER & SCHYLER	Green Village	L 71	Wine & Spirits	
SECRID	Riviera Village	RA 8	Gifts / Toys	TFWA MEMBER
SEKONDA	Red Village	M 21	Jewellery / Watches	TFWA MEMBER
SERGE LOUIS ALVAREZ - SLA PARIS	Riviera Village	RE 13	Fragrances & Cosmetics	TFWA MEMBER
SEVA GROUP - NEW	Golden Village	GO 1	Wine & Spirits	
SHANGHAI TANG - NEW	Riviera Village	RE 6	Fashion / Accessories / Luggage	TFWA MEMBER
SHANGHAI TOBACCO GROUP	Green Village	M 58	Tobacco	
SHISEIDO TRAVEL RETAIL	Riviera Village	RJ 5	Fragrances & Cosmetics	TFWA MEMBER
SHISEIDO-DOLCE&GABBANA	Riviera Village	RJ 5	Fragrances & Cosmetics	
SHORTBREAD HOUSE OF EDINBURGH - NEW	Red Village	J 10	Confectionery & Fine Food	
SILHOUETTE INTERNATIONAL	Riviera Village	RE 9A	Fashion / Accessories / Luggage	TFWA MEMBER
SILVER BASE INTERNATIONAL DEVELOPMENT CO LTD	Red Village	K 12	Wine & Spirits	TFWA MEMBER
SILVER CRANE	Red Village	J 3	Confectionery & Fine Food	TFWA MEMBER
SIMPLY CHOCOLATE - NEW	Yellow Village	D 40	Confectionery & Fine Food	

SISLEY	Harbour Village	E-MOTION	Fragrances & Cosmetics	TFWA MEMBER
SK-II GROUP	Ambassadeurs Village	V 13	Fragrances & Cosmetics	TFWA MEMBER
SKROSS	Green Village	L 60	Electronics	TFWA MEMBER
SO.DI.CO. SRL	Green Village	K 62	Fragrances & Cosmetics	TFWA MEMBER
SOCATEC	Blue Village	H 15	Gifts / Toys	TFWA MEMBER
SODIP	Green Village	L 39	Fragrances & Cosmetics	TFWA MEMBER
SOGRAPE VINHOS – NEW	Bay Village	BAY 3B	Wine & Spirits	TFWA MEMBER
SOKOLOV	Yellow Village	E 30	Jewellery / Watches	
SPIRIT FRANCE	Yellow Village	D 30	Wine & Spirits	
SPONGELLE	Ambassadeurs Village	U 8	Fragrances & Cosmetics	TFWA MEMBER
STARBROOK AIRLINES	Mediterranean Village	N 19	Confectionery & Fine Food	
STOCK SPIRITS GROUP	Green Village	M 48	Wine & Spirits	TFWA MEMBER
STOLI GROUP	Beach Village	Beach 06	Wine & Spirits	TFWA MEMBER
STORCK	Mediterranean Village	P 9	Confectionery & Fine Food	TFWA MEMBER
SUDIO HEADPHONES – NEW	Ambassadeurs Village	U 2	Electronics	TFWA MEMBER
SUNSHADES EYEWEAR – NEW	Ambassadeurs Village	U 10	Fashion / Accessories / Luggage	
SVENSKA KRÄMFABRIKEN – NEW	Golden Village	GO 14	Fragrances & Cosmetics	
SWAROVSKI	Blue Village	C 11	Jewellery / Watches	TFWA MEMBER
SYMINGTON FAMILY ESTATES VINHOS	Blue Village	D 14	Wine & Spirits	TFWA MEMBER
TARTUFLANGHE	Yellow Village	G 46	Confectionery & Fine Food	TFWA MEMBER
TALIKA	Riviera Village	RG 7	Fragrances & Cosmetics	TFWA MEMBER
TATEOSSIAN	Riviera Village	RF 10	Jewellery / Watches	TFWA MEMBER
TEA FORTE	Blue Village	F 14	Confectionery & Fine Food	TFWA MEMBER
TEAOLGY – NEW	Yellow Village	E 41	Fragrances & Cosmetics	
TENUTE PICCINI	Red Village	L 15	Wine & Spirits	
TERROIRS DISTILLERS	Red Village	K 16	Wine & Spirits	TFWA MEMBER
THE BODY SHOP	Blue Village	A 6	Fragrances & Cosmetics	
THE ETERNITY SCOTCH WHISKY CO LTD	Blue Village	D 1	Wine & Spirits	
THE FIRST	Yellow Village	F 47	Fragrances & Cosmetics	
THE HERSHEY COMPANY	Green Village	M 53	Confectionery & Fine Food	TFWA MEMBER
THE THREE STILL COMPANY LTD	Red Village	K 17	Wine & Spirits	TFWA MEMBER
TIMELESS TRUTH MASK	Bay Village	Bay Terrace T4	Fragrances & Cosmetics	TFWA MEMBER
TIMESOURCE LTD – NEW	Yellow Village	F 50	Jewellery / Watches	
TINTAMAR	Blue Village	H 29	Fashion / Accessories / Luggage	
TORRES	Blue Village	D 3	Wine & Spirits	TFWA MEMBER
TOUS	Bay Village	Bay 5B	Jewellery / Watches	
TRAVALO	Riviera Village	RJ 20	Gifts / Toys	TFWA MEMBER
TRAVEL BLUE	Red Village	L 14	Gifts / Toys	TFWA MEMBER
TRAVEL RETAIL DISTRIBUTION GROUP	Yellow Village	F 57	Electronics	TFWA MEMBER
TRAVEL RETAIL EXPERTS	Red Village	M 27	Gifts / Toys	TFWA MEMBER
TRAVEL RETAIL INNOVATIONS	Yellow Village	B 27	Electronics	TFWA MEMBER
TRAVEL RETAIL SOLUTIONS LTD	Red Village	H 6	Gifts / Toys	
TREASURY WINE ESTATES	Bay Village	Bay 18	Wine & Spirits	TFWA MEMBER
TROIKA	Red Village	M 27	Gifts / Toys	TFWA MEMBER
TROLLBEADS A/S – NEW	Green Village	J 43	Jewellery / Watches	TFWA MEMBER
TRU VIRTU	Red Village	J 21	Gifts / Toys	TFWA MEMBER
TYKO TRAVEL RETAIL	Green Village	K 38	Jewellery / Watches	
ULRIC DE VARENS - CRÉATEUR DE PARFUMS	Blue Village	G 16	Fragrances & Cosmetics	
UMBERTO CESARI – NEW	Yellow Village	E 35	Wine & Spirits	
UNDERBERG	Green Village	M 70	Wine & Spirits	TFWA MEMBER
UNILEVER INTERNATIONAL TRAVEL RETAIL	Green Village	K 50	Fragrances & Cosmetics	TFWA MEMBER
VAG	Blue Village	C 18	Fragrances & Cosmetics	TFWA MEMBER
VALRHONA	Riviera Village	RH 16	Confectionery & Fine Food	TFWA MEMBER
VECCHIO AMARO DEL CAPO – NEW	Blue Village	B 2	Wine & Spirits	
VICTORINOX / WENGER	Bay Village	Bay 17B	Fashion / Accessories / Luggage	TFWA MEMBER
VILLA SANDI	Yellow Village	F 51	Wine & Spirits	
VINA CONCHA Y TORO – NEW	Harbour Village	ACCAMA DELTA	Wine & Spirits	TFWA MEMBER
VRANKEN POMMERY MONOPOLE	Red Village	H 22	Wine & Spirits	TFWA MEMBER
VSF INTERNATIONAL CONSULTING & TRADING UAB	Yellow Village	G 58	Wine & Spirits	
VSPT WINE GROUP – NEW	Green Village	H 58	Wine & Spirits	
WHYTE & MACKAY LTD	Green Village	M 52	Wine & Spirits	TFWA MEMBER
WILLIAM GRANT & SONS	Golden Village	GO 2	Wine & Spirits	TFWA MEMBER
WOLFORD	Yellow Village	A 19	Fashion / Accessories / Luggage	TFWA MEMBER
WONDERFUL PISTACHIOS	Blue Village	G 9	Confectionery & Fine Food	TFWA MEMBER
WORLD OF PATRIA INTERNATIONAL	Blue Village	G 13	Wine & Spirits	TFWA MEMBER
WULIANGYE GROUP	Blue Village	F 4	Wine & Spirits	TFWA MEMBER
WWF PLUSH COLLECTION	Blue Village	F 25	Gifts / Toys	TFWA MEMBER
YUNNAN TOBACCO INTERNATIONAL CO., LTD	Green Village	M 63	Tobacco	TFWA MEMBER
YVES ROCHER	Green Village	M 49	Fragrances & Cosmetics	TFWA MEMBER
ZAMORA COMPANY	Green Village	M 67	Wine & Spirits	TFWA MEMBER
ZEADES	Blue Village	F 27	Jewellery / Watches	
ZERO HALLIBURTON	Blue Village	D 18	Fashion / Accessories / Luggage	TFWA MEMBER
ZIKKO (HK) DIGITAL TECHNOLOGY CO., LTD – NEW	Red Village	J 12	Gifts / Toys	
ZONIN 1821	Blue Village	C 5	Wine & Spirits	TFWA MEMBER
ZYLANGIA	Riviera Village	RG 7	Fragrances & Cosmetics	TFWA MEMBER

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