

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily
WEDNESDAY 2 OCTOBER 2019



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SUPPLEMENT
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THE NEW
MASCULINE FRAGRANCE
#OWNYOURCROWN

TFWA

Nadia Skouri

Vice President Marketing



Introduction

Always improving

One of the things I always enjoy at the TFWA World Exhibition & Conference is seeing the new and exciting initiatives being showcased by duty free and travel retail companies. In a market that is constantly shifting and changing, it's incredible to see how retailers, operators and brands adapt their businesses to meet new customer demands and global challenges.

While our industry constantly evolves, one thing that remains constant is the importance of trade events in helping companies market their goods and services successfully. A recent study conducted by the Center for Exhibition Industry Research found 64% of heads of marketing considered the B2B exhibition channel an effective forum for achieving high priority marketing and sales objectives.

We've been hard at work improving our own marketing tools in order to give TFWA World Exhibition & Conference attendees the best possible experience during their visit. This includes the launch of a new TFWA brand platform, with updated guidelines and a refresh of our marketing platforms to give them a more contemporary and professional look and feel. Delegates will also notice a number of changes to The Review, which is available to view online after the show, and has been updated to make it more user-friendly and improve compatibility with our social media channels.

Staying with the subject of social media, I'm very much looking forward to seeing your thoughts and comments on the show on our Twitter, Facebook, Instagram and LinkedIn pages. Visitors can also keep up to date with all the latest TFWA World Exhibition & Conference news on the TFWA App, where you will also find exclusive services and on-site support features. As ever, our dedicated ONE2ONE meeting service will make it easy for industry professionals to keep their Cannes diaries full.

The innovation doesn't stop there, and we're currently creating new tools to make it easier for exhibitors to present at future TFWA events. We also have a number of exciting research projects coming up that will explore passenger behaviours and regional duty free and travel retail trends. We will be telling you more about these exciting initiatives over the next few months.

With much important business conducted throughout the week, there are still plenty of opportunities for delegates to unwind at one of our social events, which this year will all take place in the glamorous location of Port Canto. Our popular night-time venue, The Scene, is the perfect place to dance the night away or relax with a cocktail. Le Premium Evening on Thursday is also shaping up to be a stunning event. Guests will enjoy world-class cuisine and top entertainment from an amazing line-up of spectacular performers – spanning laid-back jazz in the early evening moving on to dance hits from the 80s, 90s and beyond, which will certainly get us all on our feet!

In a very popular departure from our usual format, everyone who attended the main show was invited to the Opening Cocktail on Sunday. It was fabulous to see so many people at this dazzling event, which is a highlight for delegates looking to meet and network with industry colleagues and customers. This year we had an impressive attendance of over 2000 delegates, so the evening can only be described as an unmitigated success.

I sincerely hope you enjoy your stay in Cannes and come away with some great new ideas for your business.

Nadia Skouri is CEO of Buying the Sky. As TFWA Vice President Marketing, she is responsible for defining strategy, preparing communications and driving TFWA exhibition attendance. Nadia also contributes to the planning of all events organised by the association and oversees the product of the association's publications.

The day ahead

- Do remember the TFWA Innovation Lab will be open again today from 09:00 to 18:00
- Our ONE2ONE meeting service is also running again today – drop by to see the team if you would like help to get some more meetings in your diary
- And don't forget to buy your tickets for Le Premium Evening before 17:00 this afternoon. For the first time this year, full-delegate badge holders will receive free admission to The Scene on Thursday night

TFWA Product Showcase

The TFWA Product Showcase is a dedicated online service that allows exhibitors to present their brand innovations in advance of TFWA World Exhibition & Conference. Learn more about the latest exciting product news from brands across all product categories. Many have already uploaded information and photos to the website, where visitors can search for products by brand, company or product sector.

Scan this code to visit the TFWA Product Showcase:



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:



TFWA's partnership with Nice Côte d'Azur Airport has several advantages for delegates attending TFWA World Exhibition & Conference. The airport will give delegates a special 10% price reduction across a selection of brands available in airport stores on presentation of their TFWA World Exhibition & Conference visitor or exhibitor badges.

Follow Nice Côte d'Azur Airport with the #AéroportNice and share your best pictures on departure from Nice on Instagram.

Scan this code to visit tfwa.com



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“Globalisation is a must”

First to take to the stage was Christina Lu, Chief Marketing Officer, Global Travel, Alibaba Group. “This is our first time at the TFWA World Exhibition & Conference and we’re here to learn, listen, share and hopefully collaborate to drive the future of the retail industry.”

Lu began by re-emphasising Alibaba’s business strategy, which aims to “make it easy to do business”.

Alibaba’s has a clear goal in mind for the coming years to 2036 and that is to serve 2 billion consumers, support 10 million enterprises and create 100 million job opportunities worldwide. “In order to achieve this goal, globalisation is not just a need – it’s a must,” Lu stressed. Indeed, globalisation has always been in the core to Alibaba’s strategy, which aims to realise its e-commerce initiatives Global Sell, Global Pay, Global Delivery and also Global Buy.

Lu continued: “We want Chinese consumers to be able to travel not only domestically, but globally. Because that opens up a lot of opportunities for consumers. We want to eventually enable global consumers to travel globally with our partners. So that is our vision for globalisation.”

Earlier this year, Alibaba introduced a new platform called Fliggy, which Lu described is not only about transaction, but also for brand building. “This is a huge opportunity for us to connect those Chinese consumers with the merchants outside of China not only during but also before the trip. So that is the platform we are creating right now for our partners to have this opportunity to engage and connect with consumers.”

Innovation for the connected consumer

Next, delegates heard from Julie Menville, Head of France, Amazon Pay. Amazon continues to chart a path to retail domination, and this year the company surpassed Walmart as the world’s largest retailer.

Menville shared the secret to Amazon’s success: “We start with the customer and we work backwards to create new products and services.” Amazon has over 300 million Amazon accounts from more than 170 countries and over 100 million Prime members globally.

The retail giant has launched a plethora of innovations in the past years, including Amazon Web Services, Amazon Prime, Amazon Solutions and Amazon Echo, to name a few.

Innovation in action workshop

Yesterday morning’s Innovation in Action Workshop, moderated by Michele Miranda, Conference Manager, TFWA, provided inspiration from Alibaba, Amazon and in-store design specialist Concourse, who shared strategies to reshaping travel retail through globalisation, customer-focused initiatives and sustainability.

Menville then focused on Amazon Pay, an online payment service which aims to make checkout fast and secure for Amazon customers. “With Amazon Pay we went another step further,” she says. “We proposed to customers to make a purchase on any other website while having the exact same experience that they would have on the Amazon website.”

Lastly, Menville focused on voice technology. “This is the era of the connected customer – that is why Amazon sees the importance to communicate with its customers through voice-technology.”

Reduce, reuse, recycle

Shifting the focus on sustainability, Chris Morriss, Director of Concourse Display Management, took to the stage next to provide an eye-opening statistic: “In the last half century, mass production has increased to the extent to which it is more cost-effective to buy new products than to reuse. This is why around the world, we are generating an excess of 1.3 billion tonnes of rubbish each year.”

As our industry continues to grow, so too does our demand for resources and infrastructure, which puts an enormous pressure on the supply of natural resources. “If we continue to consume in this way, at this rate, by the time our children are old, the consequences will be catastrophic.”

That is why, in-store design specialist Concourse Display, responsible for designing and implementing retail fixtures and furniture, has committed to reuse or recycle 40% of the furniture it makes by 2023.

“The biggest opportunity facing us as an industry when it comes to sustainability is the need to move from a linear economy in which we take from our natural resources to a circular economy, where we recover our existing assets, we reuse and we recycle these the best we can,” he concluded.

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 welcomes 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.

Chris Morriss, Director of Concourse Display Management; Christina Lu, Chief Marketing Officer, Global Travel, Alibaba Group; Julie Menville, Head of France, Amazon Pay; and Michele Miranda, Conference Manager, TFWA.



Mademoiselle Pia - ref. 573-87 Beetroot.



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BAY VILLAGE - STAND 1B



The Scene

Tonight to Thursday 3 October, 22:00-02:00

NEW VENUE: Port Canto

Duty free and travel retail's very own nightclub 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:



Le Premium Evening

Tomorrow, 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 today at Le Premium Evening Desk, Palais des Festivals (Level 1).

- 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



Drinks International Travel Retail Awards 2019 winners

Supplier Awards

MARKETING CONCEPT SINGLE LOCATION
The Ultimate Whisky Flight, The Dalmore, Whyte & Mackay

MARKETING CONCEPT MULTIPLE LOCATIONS
Say Hello to Jura, Jura Scotch Whisky, Whyte & Mackay

DRINKS INNOVATION
Baileys Strawberries and Cream, Diageo

TRAVEL RETAIL WINE EXCLUSIVE
Casillero del Diablo, The Route of Cabernet Sauvignon, Viña Concha y Toro

TRAVEL RETAIL SPIRITS EXCLUSIVE
Jack Daniel's Bottled in Bond, Brown-Forman

PACKAGING INNOVATION
Crown Packaging European Division, Champagne Nicolas Feuillate World Heritage Limited Edition

NEW PACKAGING OF A SPIRITS BRAND
Dewar's Double Double, Stranger & Stranger

NEW PACKAGING OF A WINE BRAND
Zinzula Rose, Masseria Altemura, Zonin

DRINKS LAUNCH
The Macallan Concept No.1, Edrington Global Travel Retail

DRINKS LAUNCH AT THE TWFA CANNES 2019
Smokehead Rum Riot, Ian Macleod Distillers

SUPREME CHAMPION CAMPAIGN 2019
Say Hello to Jura, Jura Scotch Whisky, Whyte and Mackay

Operator Awards

MARKETING CONCEPT BY A TRAVEL RETAIL OPERATOR
Master of Wine and Spirits, DFS Group

PARTNERSHIP INITIATIVE - RETAILER & SUPPLIER
Le Clos & The Macallan, Dubai Airport

FERRY/CRUISE LINE - DRINKS RETAILER
Carnival Cruise Line

AIRPORT BAR
Mikkeler Bar, Copenhagen Airport, Denmark

TRAVEL RETAIL DRINKS PROMOTION
DFS Whisky Festival, DFS Group

DRINKS BUYER
Timo Petry, Heinemann

AIRPORT DRINKS RETAILER SINGLE LOCATION
Duty Zero, China Duty Free and Lagardere Travel Retail, Hong Kong

AIRPORT DRINKS RETAILER
Heinemann



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▲
Fadi Soufi, Managing Director – Prestige Division, Tamer; Roger von der Weid, Director General, Lalique; Silvio Denz, Chairman & CEO, Lalique; with Ayman M. Tamer, Chairman and Managing Partner, Tamer; and his wife Cristina Tamer.

Lalique party

Guests to the annual Lalique party celebrated in the stunning surrounds of the Majestic Barriere Hotel, playing with temporary tattoos and a selfie stage themed around celebrated new fragrance Soleil Lalique. Charcuterie, fish and dessert stations delighted the taste buds while barmen served up champagne, Sauternes and even exotic blue cocktails complete with dry ice smoke. Director General Roger von der Weid said: “This is a fun way to meet with all our partners, including on the distribution side. What’s more, we’ve done this event every year since when I started with the company in 2006: it’s tradition now!”



▲
Flanked between two snake-clad Amazonians are Nicola Meldrum, Regional Marketing Executive EMEA, William Grant & Sons; Emma Humphreys, Regional Marketing Manager EMEA, William Grant & Sons; Ed Cottrell, Managing Director Global Travel Retail, William Grant & Sons.

Sunglasses Workshop and Awards 2019

The 11th Sunglasses Workshop and Awards were held last night at TFWA World Exhibition & Conference. Created to offer an information-sharing platform supporting the growth of the Sunglasses category in travel retail, the eleventh iteration of the event was co-hosted by leading Sunglasses suppliers De Rigo, Essilor, Kering Eyewear, Luxottica, Marchon, Marcolin, Maui Jim, and Safilo and moderated by Dermot Davitt, President of The Moodie Davitt Report.



Winners

BEST DEDICATED SUNGLASSES SALES TEAM
Dufry, Zurich Airport

BEST NEW SUNGLASSES ENVIRONMENT
Gebr. Heinemann, Hamburg Airport

BEST MARKETING ACTIVITY ON-AIRPORT
Dufry

BEST MARKETING ACTIVITY OFF-AIRPORT
China Duty Free Group, Haitang Bay

BEST DIGITAL INITIATIVE FOR THE SUNGLASSES CATEGORY
Gebr. Heinemann

BEST OFF-AIRPORT SUNGLASSES RETAILER
The Shilla Duty Free

SUNGLASSES RETAILER OF THE YEAR (UNDER USD2BN)
Beirut Duty Free

SUNGLASSES RETAILER OF THE YEAR (OVER USD2BN)
The Shilla Duty Free

df diverseflavours
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anthonybudd@diverseflavours.com



Sakuramasamune

Stand L34, Red Village
TFWA World Exhibition & Conference
Cannes, Sep 29–Oct 4, 2019

New IWSR/ GDI Seminar today

A high-level international wines and spirits seminar is being held today in Cannes, with presentations from Mark Meek, CEO of IWSR and Doug Newhouse, Retail Editor of Global Drinks Intel (GDI).

The free-entry event (subject to room) takes place today at 12:00 in Room K on the third floor of the Palais des Festivals.

Meek will talk about the global duty free wines and spirits industry, while Newhouse will address some of today’s real challenges facing the GTR wines and spirits business.

Meanwhile, GDI is also hosting a sponsored live music event for TFWA guests at Morrison’s Irish Pub tonight from 21:30 to 02:00. Address: 10, Rue Tesseire, 06400 Cannes.

Marcolin Group presents Tom Ford exclusive

Marcolin Group is also highlighting another exclusive project – two Tom Ford sunglasses, one for men and one for women created in two unique colours. Both have been developed exclusively for the travel retail market.

Lightness, smart-fitting and iconic details, such as the metal 'T' logo on the front, distinguish the two metal shapes crafted in Italy.

The more feminine style offered in the collection (FT0794H) shows a rounded refined silhouette in thin metal combined with gradient lenses. Meanwhile, the masculine style (FT0795H) is characterised by a pilot-inspired frame and high-bridge adding a contemporary touch.

An in-store advertising campaign featuring both styles, as well as a couple portrait, has been created in addition to dedicated in-store materials to enhance the exclusivity of the project.

The models are available worldwide for one year from August 2019.



▲ Marcolin Group is presenting two Tom Ford sunglasses, one for men and one for women created in two unique colours. Both have been developed exclusively for the travel retail market. ▶



Marcolin Group presents worldwide travel retail exclusive projects

Marcolin Group – a worldwide leader in the eyewear industry – has introduced two key travel retail exclusive projects in 2019. The GUESS TRAVEL RETAIL EXCLUSIVE launched in June, while the TOM FORD TRAVEL RETAIL EXCLUSIVE launched in August.

The 2019 GUESS Eyewear travel retail exclusive style

Marcolin Group presents the 2019 GUESS Eyewear travel retail exclusive style, a bestselling rimless pilot reinterpreted with a new twist and available in three hue alternatives.

The feminine sunglass model is highlighted by glitters positioned on the grooved rim and is accompanied with lightweight nylon warm gradient lenses. The GUESS logo is added on the metal temples.

The sunglass style has been available worldwide since June 2019 in GUESS travel retail stores. Each pair has a special branded travel kit gift dedicated to the GUESS traveller girl.



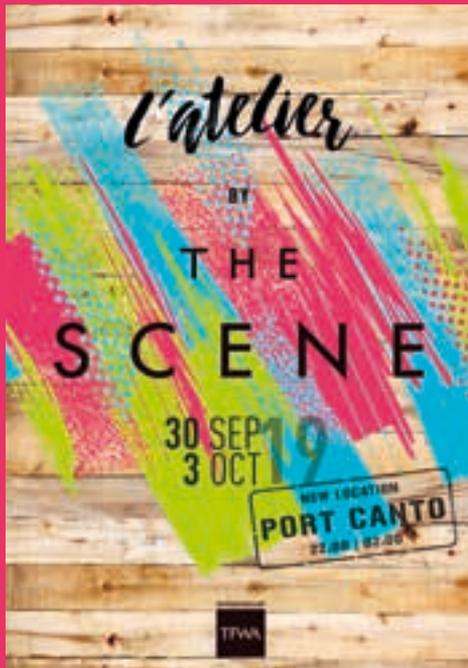
▲ Marcolin Group presents the 2019 GUESS Eyewear travel retail exclusive style, a bestselling rimless pilot reinterpreted with a new twist and available in three hue alternatives.

About Marcolin Group

Marcolin Group, among the worldwide leading companies in the eyewear industry, stands out for the pursuit of excellence, continuous innovation and a unique ability to faithfully combine design and Italian craftsmanship with the core values of each brand. The brand portfolio includes: Tom Ford, Bally, Moncler, Ermenegildo Zegna, Victoria's Secret, Victoria's Secret PINK, Roberto Cavalli, Atelier Swarovski, Tod's, Emilio Pucci, Swarovski, Dsquared2, Guess, Diesel, Just Cavalli, Covergirl, Kenneth Cole, Timberland, Gant, Harley-Davidson, Marciano, Catherine Deneuve, Skechers, Candie's, Rampage, Viva, Marcolin and Web. In 2018, the company sold about 14.6 million eyeglasses.

Marcolin Group is exhibiting at TFWA World Exhibition & Conference: Blue Village B13

www.marcolin.com



Thank you to our sponsors:



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).



Tonight and tomorrow, 22:00-02:00

NEW VENUE: Port Canto

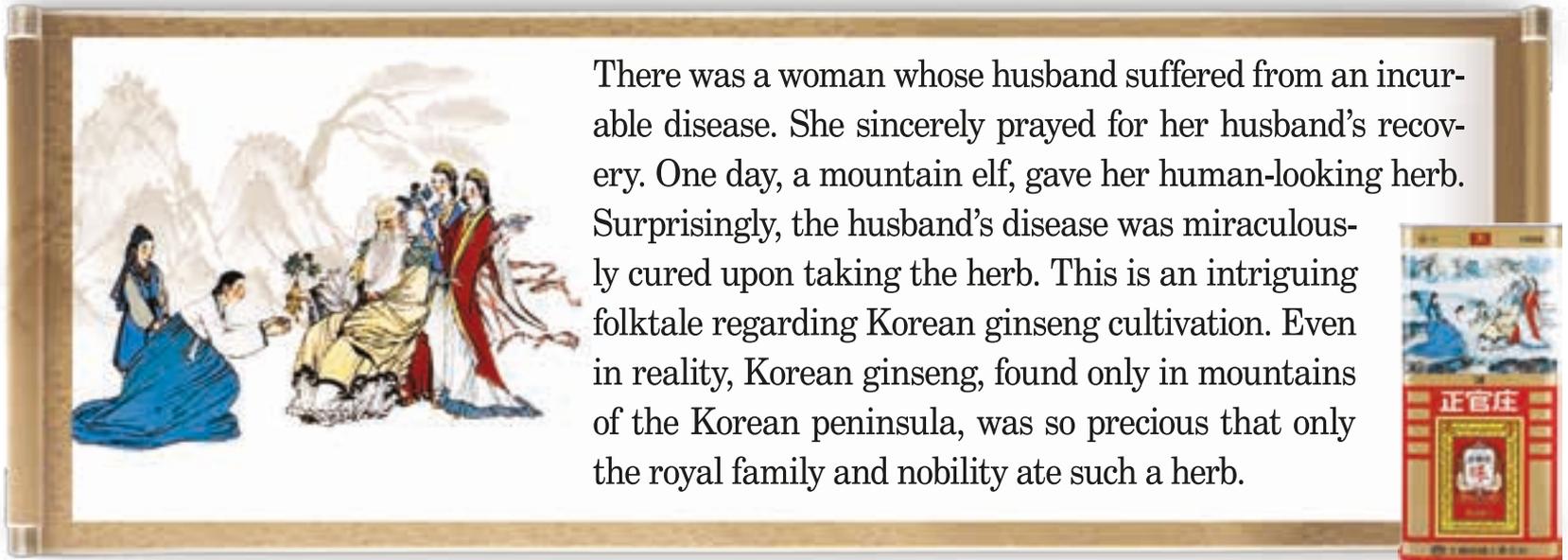
Duty free and travel retail's very own nightspot moves to a glamorous new location amidst the superyachts at Cannes' foremost marina.

- 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.



Discover new business opportunity with Heritage from Nature, World No.1 Ginseng Brand, CheongKwanJang



There was a woman whose husband suffered from an incurable disease. She sincerely prayed for her husband's recovery. One day, a mountain elf, gave her human-looking herb. Surprisingly, the husband's disease was miraculously cured upon taking the herb. This is an intriguing folktale regarding Korean ginseng cultivation. Even in reality, Korean ginseng, found only in mountains of the Korean peninsula, was so precious that only the royal family and nobility ate such a herb.

6-years-grown Premium Korean Ginseng



Fresh Ginseng

Red Ginseng

Resembling a human body, Korean ginseng plant roots were frequently used to maintain good health for more than 2000 years prior to emergence of modern pharmacy. The Korea peninsula has optimal ginseng cultivation environment and Korea as an origin of ginseng has over thousands of years accumulated ginseng cultivation and manufacturing technology. Fresh, raw ginseng, which is harvest in farmland, is composed of 75% water and can easily be spoiled. After fresh ginseng is steamed and dried, it turns reddish yellow in appearance and becomes 'red ginseng'. During this process, the healthy active components, beneficial for the human body, are increased.

CheongKwanJang reached US\$ 353 million in duty free sales in 2018 by presenting 'health' as a new breakout concept to duty free industry. With recognizing the need of potential consumers, CheongKwanJang is launching various products based on six-years-grown premium red ginseng and naturally extracted functional ingredients that provide effects for customers of different gender and age. Along with the professionalism as a one-hundred-twenty-year-old health company, CKJ provides a healthy alternative to travelers looking for new types of gift.



<Dried Red Ginseng Root>

<100% Pure Red Ginseng Extract>

<Red Ginseng Extract Capsule>

<Red Ginseng Extract with Natural Ingredient>

CheongKwanJang(正官庄), an iconic legacy of herbal supplement with 120 years of history is loved by over 40 countries world-wide and recognized as the World's No.1 Ginseng Brand based on 2009-2018 Euromonitor. CheongKwanJang only uses 6-year-grown Korean Red Ginseng as the Main ingredient, and holds the best technology and quality management control, based on its R&D center consisting of more than 150 experts and world-class manufacturing facility that qualified for GMP, ISO, HACCP, HALAL certification.

Visit us at Red Village M24



Source | Euromonitor International Limited, Vitamins and Dietary Supplement category; % retail value share, 2009 - 2018 data

On-site services

Well-Being Lounge

Golden Village, Level 1

Open to all delegates.

Take some down time and enjoy a well-deserved massage with an experienced therapist by visiting the Well-Being Lounge (offering shoulder and back massage and reflexology). Delegates can also enjoy a free skincare treatment courtesy of Ren Skincare and indulge in a complimentary wellness pop-up provided by Murad.

Kindly sponsored by:



TFWA Lounge

Level 3

- Exclusively for TFWA members and buyers with full-delegate status
- Open during Exhibition hours (from 16:00 on Monday)
- Dedicated concierge service including restaurant reservations, car and boat hire, travel agency, catering for private events, problem-solving and babysitters
- Internet access
- Private bar and lounge with complimentary drinks
- Massage service
- Charging station
- International press
- Meeting area (booking required)

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Special service desks

Level 1

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

Luggage service

Esplanade Pantiero

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

Food and drinks

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

- Red Village (Level -1)
- Green Village (Level -1)
- Puits de Lumière (Level -1)
- Mediterranean Village (Level 0)
- Bay Terrace (Level 1)
- Ambassadeurs Village (Level 4)

Pre-order on:

- www.pavillongourmet.fr/
- Facebook: fr-fr.facebook.com/lepavillongourmet/
- Twitter: twitter.com/pavillong
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Business Centre

Level 1

A dedicated team is on hand to provide secretarial support:

- Internet access
- Fax & mail service
- Photocopying & computer access
- CDs and USB keys
- Secretarial assistance
- Telephone cards, stamps & stationery
- Meeting room rental

Exhibitor photo & video service

- Promote your presence at the Exhibition, create a visual record of your stand, record interviews with VIP guests
- 20% TFWA member discount on normal photographic and video prices

Free Wi-Fi service

Free Wi-Fi service for delegates inside the Palais des Festivals

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

Interactive directional screens

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

Kindly provided by:



Recruitment service

Mediterranean Village (Level 0)

- Leading recruitment firm BeThe1 specialises in fashion, beauty, retail and travel retail
- 20 recruiters in Europe and Asia working with 200 key employers at middle- and senior-management level across all disciplines
- Access to 15,000 duty free and travel retail professionals registered with BeThe1
- Contact Francois Bouyer +33 (0)6 12 38 80 61 or contact@BeThe1.com

BeThe1

Helicopter transfers

Operated by TFWA partner Azur Hélicoptère

Special offer at €160* per person including:

- Helicopter flight between Nice and Cannes (7 min)
- Car Service to Cannes city centre
- Handling Service at Nice Airport
- 1 cabin bag (Extra luggage: +€50/bag)

* Price for a minimum of 2 persons on board.
If travelling alone: €320 TTC



Online booking:
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Customer service:
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Shuttle services

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

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Day, the new eau de toilette for men.



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Mercedes-Benz



NEW LOCATION: JOIN US AT THE RIVIERA VILLAGE – BOOTH D9 TO DISCOVER OUR NEW FRAGRANCE



New ideas. Fresh thinking.

1-4 October 2019
Cannes



The TFWA Innovation Lab opened yesterday morning. Designed to showcase new thinking and fresh ideas, the Innovation Lab welcomes 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. Kicking off the proceedings was Christina Lu, Chief Marketing Officer, Global Travel, Alibaba Group, who said: "Innovation is in the heart of customer experience. We are extremely pleased to partner with TFWA to use data and technology to transform the travel retail industry." The opening breakfast was sponsored by REN Clean Skincare and CEO Arnaud Meyselle took the opportunity to highlight the brand's environmental progress. "We are one step further to achieving zero waste by 2021."

Concourse: "creating incredible travel retail experiences"

Concourse (stand A03) provides a unique implementation service that is 100% dedicated to global travel retail, including design & development, project management, manufacture, installation, maintenance, asset management, and retail analytics.

"We also advocate a sustainable approach to the implementation of retail furniture within the travel retail industry and the migration to a circular economy," says Chris Morriss, Director, Concourse. "Ultimately, we want to create incredible travel retail experiences. The strategy for achieving this has been the continuous development and fine-tuning of systems that enable us to provide clients with effective and seamless project management."

These systems are specifically designed to meet its clients' needs in the travel retail channel, with the aim to increase both cost and time efficiency. "At the same time, our concept and design processes are highly focused on the delivery of outstanding customer experiences, firmly backed up by our insightful understanding of the unique needs of travellers worldwide," Morriss adds.

Concourse has been active in the industry for a decade and, to date, has completed 3,700+ implementations across 350+ travel retail locations globally.

"As our company has expanded to meet the needs and number of our clients across all retail categories, we continue to develop tools and systems to support and enhance the business," Morriss explains. "These include our software for project and asset management, called TRAM, and more recently VIBE – software and a suite of applications that collectively manage and provide retail analytics to measure the impact of your spend on engagement and conversion in travel retail, real-time updating, and efficient onsite maintenance and repair."

Importantly, Concourse has also been working on innovation and education when it comes to sustainable brand activation, store implementation and what happens at the end of an asset's lifecycle.

"Through research and many discussions with our clients – both brand



▲ This year saw Concourse launch ReStore, a sustainable initiative that focuses on reducing the amount of retail furniture, fixtures and merchandising that so often ends up in landfill sites, by identifying projects and charities that can benefit from travel retail's unwanted retail displays.

and retailer, industry associations and sustainable manufacturers, we have been working relentlessly on identifying alternative raw materials and how to incorporate these into asset design through building prototypes," says Morriss.

This year also saw Concourse launch ReStore, a sustainable initiative that focuses on reducing the amount of retail furniture, fixtures and merchandising that so often ends up in landfill sites, by identifying projects and charities that can benefit from travel retail's unwanted retail displays. "This initiative provides a dedicated service to collect, repurpose and recycle old materials into new and worthwhile pieces that meet other charities' needs, and we are currently busy on our first big project with Lagardère in Singapore," Morriss explains.

The objectives of Concourse in the TFWA Innovation Lab are to amplify the conversation on sustainability, discuss the services it provides, showcase its latest developments, and listen to what both existing and potential clients really need in order to achieve better success and impact in travel retailing.

"We're excited and enthused to be in the Innovation Lab, and welcome anyone to drop by our stand for a chat," Morriss adds.


CARLOS I
 WHEN YOUTH BLENDS WITH EXPERIENCE, A KING IS BORN
 Young and aged distillates combine, slowly making their way downwards, step by step from Criaderas to Solera, in an ancient dance that gives rise to the King of brandies: Carlos I.

Red Village M28


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Annette Rosendahl, KAM Europe
 Annette.Rosendahl@LEGO.com
 Mobile +45 2030 8261

Rasmus Kaiholm Skov, KAM Europe
 Rasmus.Kaiholm.Skov@LEGO.com
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ACDL: education for premium and luxury brands

Au Coeur Du Luxe (ACDL) is exhibiting in the TFWA Innovation Lab (stand B08). ACDL is a global leader in education for premium and luxury brands.

"We focus on solutions to improve frontline staff performance and deliver a memorable customer experience," explains Laurence Ouaknine, President, ACDL. "ACDL Digital partners with industry leaders to optimise digital transformation. We provide relevant digital solutions in training and staff evaluation, managing set up, administration and back-office parts for customers."

Travel retail has evolved tremendously over the past 20 years, with consumers having changed in terms of profile and expectations. "The market was focusing on 'travel', while it is now focusing on 'retail'," says Ouaknine. "Operators need to provide the right shopping experience and that requires understanding their customers and training their staff accordingly. We are expert on those matters."

ACDL has a strong presence in travel retail with more than 1,000 classroom trainings and 600+ e-learning modules delivered every year. The company specialises in four key premium and luxury segments: fashion, watches & jewellery, wine & spirits, and cosmetics.

Commenting on ACDL's objectives in the TFWA Innovation Lab, Ouaknine says: "Most of the brands and operators face the same challenge: boosting engagement and educating the sales force with scalable, while effective, solutions. In the digital era, we have solutions to this paradigm. Our products are affordable, easy to implement and individually-tailored."

Beyond technology, ACDL is an educational group, with solutions based on its expertise in training, global travellers and learning patterns. "We bring the best of the education into the digital era," Ouaknine adds. "We are able to tailor our solutions to operators and brands, and to localise our contents. We are the largest group in our domain of expertise. Our subsidiaries in Europe and Asia allow us to deploy any training programme internationally."

ACDL Digital partners with industry leaders to optimise digital transformation. It provides relevant digital solutions in training and staff evaluation, managing set up, administration and back-office parts for customers.



i iCoupon is rapidly becoming the standard for digital vouchering, already available in 100 airports, and 750+ retail units worldwide, it provides a revolutionary way for airlines and airport retailers to issue compensations, incentives and offers.

iCoupon: automating, centralising and simplifying digital vouchering

i iCoupon (stand A07) is rapidly becoming the standard for digital vouchering, already available in 100 airports, and 750+ retail units worldwide, it provides a revolutionary way for airlines and airport retailers to issue compensations, incentives and offers. It enables any voucher to be activated on any barcode, like the airline boarding pass, instantly, without it even leaving a passenger's hand.

Richard Bye, CEO iCoupon, explains that the company's strategy within the travel retail channel is "to automate, centralise and simplify digital vouchering in the travel retail space, by providing an end-to-end solution for airlines, retailers and airports".

Requiring a single point of integration with the retailer, iCoupon enables its partners to issue and redeem vouchers, driving incremental revenue and increased footfall, as well as improving the passenger experience, eradicating paper vouchers and automating the reconciliation and billing process.

"We currently work with 30+ retailer groups, including 500+ brands, such as McDonalds, Starbucks and many others," says Bye. "iCoupon-enabled retailers have the capability to accept passengers with a voucher on their boarding pass, staff card and loyalty membership card/app, whether it's for compensation, entitlements or promotional purposes. iCoupon is live with 50+ airlines and can also help broker agreements between the retailer and airline to implement digital vouchering in the airport."

Bye adds that iCoupon requires a single point of integration, enabling duty free and travel retailers to access multiple voucher modules:

- **Flight compensation:** "iCoupon-enabled airlines issue vouchers instantly to the boarding pass barcode, passengers are directed to participating retailers, where they can redeem the vouchers against purchased goods."
- **Staff feeding:** "Integrated retailers can set rules and criteria within the iCoupon system, enabling them to track service industry staff discounts via staff and crew cards during the redemption process."
- **Cash exchange:** "iCoupon partners issue cash vouchers onto any unique identifier for exchange with integrated cash bureaus."
- **Promotions:** "Integrated retailers can drive incremental revenues through issuing promotions via iCoupon, from trackable web to 'instore' offers delivered through social media. Retailers can collaborate with airlines to access a greater proportion of airport revenues."
- **Loyalty & reward:** "Integration enables retailers to validate entitlements, discounts, rewards and offers for loyalty card schemes and airport apps."

The iCoupon network is constantly expanding with new retailers coming onboard every week. The company's objective in the TFWA Innovation Lab is to discuss implementation of iCoupon across the airport space with duty free, F&B retailers, and airports, all with the ambition to improve the passenger experience, achieve commercial goals and increase incremental revenue.

"iCoupon is the first digital vouchering company to create an integration between the issuer of any unique barcode, and the retailer POS system, providing an end-to-end digital solution to replace the issuing and handling of paper vouchers in the airport space," Bye concludes.



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Munich Airports' VR and 3D solutions

Munich Airport (Stand B10) is the Airport Partner at this year's TFWA Innovation Workshop. "It's our first time exhibiting at TFWA and for us it's important to meet new companies and understand other brands," said Markus Preiss, Business Development & Marketing, Munich Airport. "It is very important for us to keep our focus on innovation and therefore we are exhibiting here at TFWA to showcase our latest products."

In the TFWA Innovation Lab, Munich Airport is showcasing its virtual reality (VR) and 3D solutions. "Through these technologies we want to show brands the potential of our airport," says Preiss.

For instance, using virtual reality technology Munich Airport is able to show potential partners the new boarding gates which will be installed at Terminal 1 in 2022. In terms of 3D technology, the airport is able to present its showrooms for retail and advertising space at the airport, which can be used short-term for partners who want to trial the space.

"It's important for us to cater for the passengers and the visitors at our airport. We're searching for companies and brands who will be a good fit for us, as we are very focused on innovative retail," says Preiss.

TFWA INNOVATION LAB AT A GLANCE

- From 09:00 today 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
- 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

TFWA INNOVATION LAB EXHIBITORS

airfree	Stand A05
Alibaba	Stand A12
Au Coeur Du Luxe	Stand B08
Blynk	Stand A02/B01
Breo	Stand B12
Cartier	Stand B07
Concourse	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

In partnership with:



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Innovation in Action:



ONE2ONE Partner:



Press Breakfast:





Welsh gold

Clogau's booth was busy with visitors yesterday keen to understand more about the Welsh company's intriguing story: fine jewellery made with the same gold that is used to make the British Royal Family's wedding rings.

"There's a story behind Clogau that any brand would be envious of having," said Aran Turner, International Customer Service Manager. "So for us, it's about making sure the marketing is right and that customers understand the story and value of Welsh gold."

Because gold mining in Wales ceased in the 1990s, the metal is a very finite resource, driving both demand and value. One recent auction of Welsh gold saw it selling at close to 30 times the world gold value.

Exclusively for the in-flight market, Clogau offers scaled down pieces in order to be able to offer the same fine quality jewellery in solid gold and silver at price points starting below £100. For 2020, travel retail exclusives include lockets, pendants and bracelets inspired by royal palaces like Kensington and Hampton Court.

 **Yellow Village D35**

Let's play

Fancy learning to play the iconic Haribo jingle? Then head to the fun-filled confectionery company's stand to use the Learn the Jingle interactive tool, which has formed the basis of a Haribo campaigns tested in airports including Dubai, Copenhagen and Frankfurt last summer.

"Today's kids are digital," said Elisa Fontana, Head of Marketing – Global Travel Retail. "They see a screen – they want to touch it. Sales increased significantly and consistently where this tool was tested."

The interactive experience continues at the brightly-coloured stand, with the familiar pick 'n' mix wall improved to help provide education on different Haribo products, from the iconic Goldbears, to Air Parade, the first gummy shape designed exclusively for travel retail.

"This year we wanted to highlight the heritage and identity of the Haribo brand, while showcasing our new products," added Fontana.

Innovations include travel retail exclusives like the Travel Suitcase mini tin with portion-controlled packets of Haribo favourites like Goldbears, Happy Cola and Roulette.

 **Bay Village Bay 11B**



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Lather up

In the increasingly competitive travel retail channel, it's vital brands carve a niche for themselves – and that's exactly what Spongellé is trying to do with its body wash-infused sponges.

Providing travellers with an all-in-one beauty treatment while they're in the shower, the sponges release a formula that contains natural soap, exfoliates and moisturising oils.

"It's a unique proposition," explained Arnaud de Volontat, Partner, Altimetre. "Each sponge is infused with soaps and oils using a patented infusion technology."

Spongellé's products continue to release their infusions for up to 20 showers and negate the need for shower gels and skin treatments, thus saving plastic waste.

Based in LA, the brand is well established in the US market and is now looking to break into overseas markets through travel retail. "The brand is starting to expand now and Europe is very important for us," added Volontat.

Ambassadeurs Village US



Craft meets innovation

For Paolo Selva, Director of Boggi Milano, TFWA World Exhibition & Conference represents a refreshing opportunity to hear direct feedback from customers and fans. "Hearing people say they love the products does make you feel proud in a way," said Selva. "We have a huge fan base!"

That fan base extends to shoppers of Boggi Milano's 197 stores. Travel retail makes up 10% of the business, primarily through airport monobrand stores where Boggi Milano's exacting standards extend to its own extensively trained customer-facing staff.

At Cannes this year Boggi is showing off its menswear for travellers who want style married with convenience. That's expressed through no-wrinkle suit jackets and smart shirts made with stretchy elastane, all with the needs of the modern man in mind. Coming soon is a pair of trousers made from a hydro-repellant Swiss-made technical fibre.

"Serving Boggi Milano products to business travellers is like selling candy to kids!" joked Selva.

Bay Village Bay 11A

Naturally sweet

Cavendish & Harvey continues to innovate in the candy category with the release of its Caramel Moments hard sweets, which represent a new venture for the brand.

"For us this is an innovation because the recipe and cooking process are so different from our other hard candies," explained Mona Mieske, Product Manager. "We have a mix of three flavours: caramel, choco and coffee."

A German brand with British roots, Cavendish & Harvey specialises in fruit candy and its core product is Mixed Fruit Drops, which come in iconic gold tins and are found in car glove boxes the world over.

The brand identified travel retail as a vehicle for greater exposure to international markets a few years ago and has since entered the channel with gusto, having presented a series of exclusives. "It's going well for us," said Mieske.

Blue Village H27



MARINE VILLAGE | STAND S14

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Duty Free Training

First introduced during TFWA Asia Pacific Exhibition & Conference in Singapore, the Duty Free World Council Academy went live yesterday, with over 100 students from 55 companies registered, including employees from Athens, Bologna and Mauritius airports. Supported by TFWA, Dufry and Dubai Duty Free, this certificate is delivered by the Institute of International Retail and, according to Managing Director Derek Hughes, “is all about the industry coming together”. “Everybody felt there was a need for training and development within the industry,” he explains.

Here in Cannes, Hughes intends to promote the academy and discuss enrollment with delegates.

The €575 online course takes 12 weeks to complete and after successful completion of online tests and assessments leads to the deliverance of the CPD globally approved Professional Certificate in Duty Free and Travel Retail.

More diplomas and master classes are to follow in 2021.

Blue Village Blue F7



Driving innovation

INCC has once again extended its line of Mercedes-Benz fragrances. The latest scent to join the family is Intense, a new variation on the well-established Man line.

INCC comes to Cannes in bullish spirits having witnessed strong growth in 2019. “We are expecting growth of 20% this year and that is mainly being driven by the US and Asia,” explained Thibaud de Vaulchier, Vice President Sales. “The Asian market is really important for us.”

To help it gain a greater foothold in Asia, INCC has launched some exclusive Mercedes-Benz scents in the region, including Man Blue Asia. “We are taking a more regional approach,” said de Vaulchier. “It is important to fit to local requirements.”

INCC is also using TFWA World Exhibition & Conference to tease another new fragrance called Move Express Yourself, which is aimed at millennials and will be launched next year.

Riviera Village RD9

Whisky with personality

This year in Cannes, Brown Forman is focusing predominantly on its new global campaign for its Jack Daniels American whisky brand and the contemporary-style repackaging of the single malt Scotch BenRiach.

“We Are Jack’ is a global campaign that we’ve been heavily investing in to remind the consumer about the crafted spirit we have that comes from the small town of Lynchburg, Tennessee,” said Brown-Forman Global Marketing Manager Maite Zeron.

Zeron explained that the company intends to “bring it everywhere – in global travel retail and all the key markets.”

The move to draw attention to the brand’s people is anchored in its new digital installations and interactive units with facial imagery of workers and those connected to the brand both today and in its past. “We’re having new visibility units that draw attention to the distillers, the blenders and the people who make the casks and the people who do the bottling,” said Zeron, hinting that “it’s to remind consumers about the people who make it. That’s why it’s entitled ‘We Are Jack’ not ‘He is Jack’ or ‘Be More Jack’, because Jack isn’t just Mr Jack Daniels, but the people who made the whisky in the past and the people who still make it today,” she added, noting how “each bottle in hand has been created by so many people – as a consumer it makes you part of the family.”

Beach Village Beach 03





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Repackaged Deliciousness

Loacker has revealed new packaging for its popular confectionery lines to adapt to impulse shoppers as well as those looking for giftable products.

“The product highlights include our ‘Big Bag’ which contains six of our classical products. We also made some new pouch bags with some of our products. These are exclusive to travel retail,” said Loacker Communications Manager Martina Oberkofler.

“Within our praline category we have a new selection with the two main types,” Oberkofler revealed.

“We already had other pouch bags with other products,” assured Oberkofler, noting that the company has other products within this range in pouches, and these come in boxes too, but we just thought it would also be useful to have them in this packaging format as well.”

Green Village L57



Inspiring Flavour

William Grant & Sons has added three new global travel retail exclusive single malt whiskies to its Balvenie Stories collection and a global travel retail exclusive expression of Hendricks gin named Hendricks Amazonia.

The three new Balvenie expressions, entitled: The Creation of a Classic at 43% ABV, The Week of Peat – aged 17 years and The Second Red Rose – aged 21 years, will be available in 15 markets and are a nod to the Malt Master David Stewart MBE's tales of how each came to be in existence.

The packaging for the Balvenie Stories range is set to include bespoke screen-printed illustrations from British artist Andy Lovell depicting scenes from the brewery that allude to their creation.

In addition, William Grant & Sons' launch of Hendrick's Amazonia is next instalment from Master Distiller Ms. Lesley Gracie's 'Cabinet of Curiosities' and has been inspired by Gracie's visit to the Venezuelan Amazon rainforest in 2013. Hendrick's Amazonia will be available from March 2020 as a global travel retail exclusive product. The resulting gin variant has characteristics of the tropical and exotic essences and is bottled at 43.4% ABV.

Golden Village G02



Travel retail take-off

Sunshades Eyewear's premiere appearance at TFWA World Exhibition & Conference went off with a bang yesterday, with several successful meetings that should help the brand's stratospheric rise to the upper echelons of travel retail.

The Aussie company established a specific channel for travel retail around three years ago, and since then has seen a big uplift as it filled a major gap in the market. Sunshades Eyewear's strategy is shooting for an 80% increase in its GTR business alone by 2020.

“Whether it's inflight, in airports or on cruise lines, we've been received really well. No one else is doing this – it feels like the shake up the eyewear category needed,” said Jodie Tilia, who joined the company as Global Travel Retail Manager three months ago.

The standout line on show at the stand is Le Specs eyewear which has won plaudits from celebrities and even royals (the Duchess of Sussex Meghan Markle sported a pair on her Africa tour just this week) despite coming in at much more affordable price points than most of the major players in eyewear. Consumers are clearly lapping it up, with the brand currently in the #2 spot for eyewear in overall performance in Heinemann's most recent results.

“There's been a gradual, global change; today's consumers are a lot more discerning. Many of them are fed up with the lack of choice – big names with big price tags. In contrast, discovering an independent brand in this channel is refreshing, which is why our partners are seeing such great results,” added Tilia.

Ambassadeurs Village U10



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More than 55 years ago, Nutella embarked on a journey to become the **world's favourite spread**. In 2016, the brand was relaunched in travel retail, its brand strategy rooted in Ferrero's three pillars: define the positioning for the brand; support trade partners at the point of sale; and, above all, delight Nutella lovers all around the world with great products.

Today, Nutella's outstanding performance is thanks to its **innovative gift and souvenir range**, as well as to the **new snacking specialities** such as Nutella B-ready, which is perfect for enjoying Nutella on the go.

From 2020, following the success of the **Nutella personalised gift box**, we will be introducing a restyling with increased variety of messages that will make our fans smile as they travel around the world.



Reinvigorating cosmetics

Returning to TFWA World Exhibition & Conference for the second year is Foreo, which has literally sent shockwaves through the cosmetics category with its pulsating facial brushes.

Made out of silicone, its battery-powered LUNA brushes are used in conjunction with facial serums to rejuvenate the skin and clear it of dirt and makeup.

"It's a great product to use after you have been travelling," said Adriana Pirjak, Trade Marketing Manager. "It leaves your skin feeling radiant."

Foreo is a Swedish company whose products were invented by engineer Filip Sedic. "He has 200 patents under his belt and is always reinventing things," said Pirjak.

Foreo's latest innovation is the LUNA Mini 3, a facial brush that can be linked to smartphones via an app. "There's a 'find my LUNA function' on the app, so if you can't find your LUNA you can get it to vibrate," said Ashlee Park, PR & Marketing Manager.

 **Yellow Village G37**

Retail therapy

Finding a niche between the health and beauty categories is Puresentiel, a family-run business which creates aromatherapy products from natural ingredients.

Based in France, the brand is exhibiting for only the second time at TFWA World Exhibition & Conference and believes it has a unique proposition for travel retail.

"In most airports health products are not present in duty free outside the pharmacies and we want to change that," said Rocco Pacchioni, Executive Director. "Our branding is closer to cosmetics, but we are actually selling health products."

Puresentiel comes to Cannes with travel retail exclusives including its Jet Lag Essentials kits, which contain a selection of natural products aimed at reviving weary travellers.

The brand also has a charming family story to tell as Pacchioni's mother is the one who develops the products. "We are not just selling health products," said Pacchioni. "We are selling a family story."

 **Blue Village E4**



Making time

Kurate International, which is focused on its Belle & Beau jewellery collections has introduced a watch line as well as coloured gem pieces to its travel retail range.

Kurate International Travel Retail Sales Manager Claire O'Donnell explained: "Our jewellery brand is Belle & Beau and it's an ever-changing and ever-evolving jewellery brand, but we always have key pieces that are just really commercial and will sell a lot. For the first time this year, ever, we are introducing watches to the Belle & Beau brand."

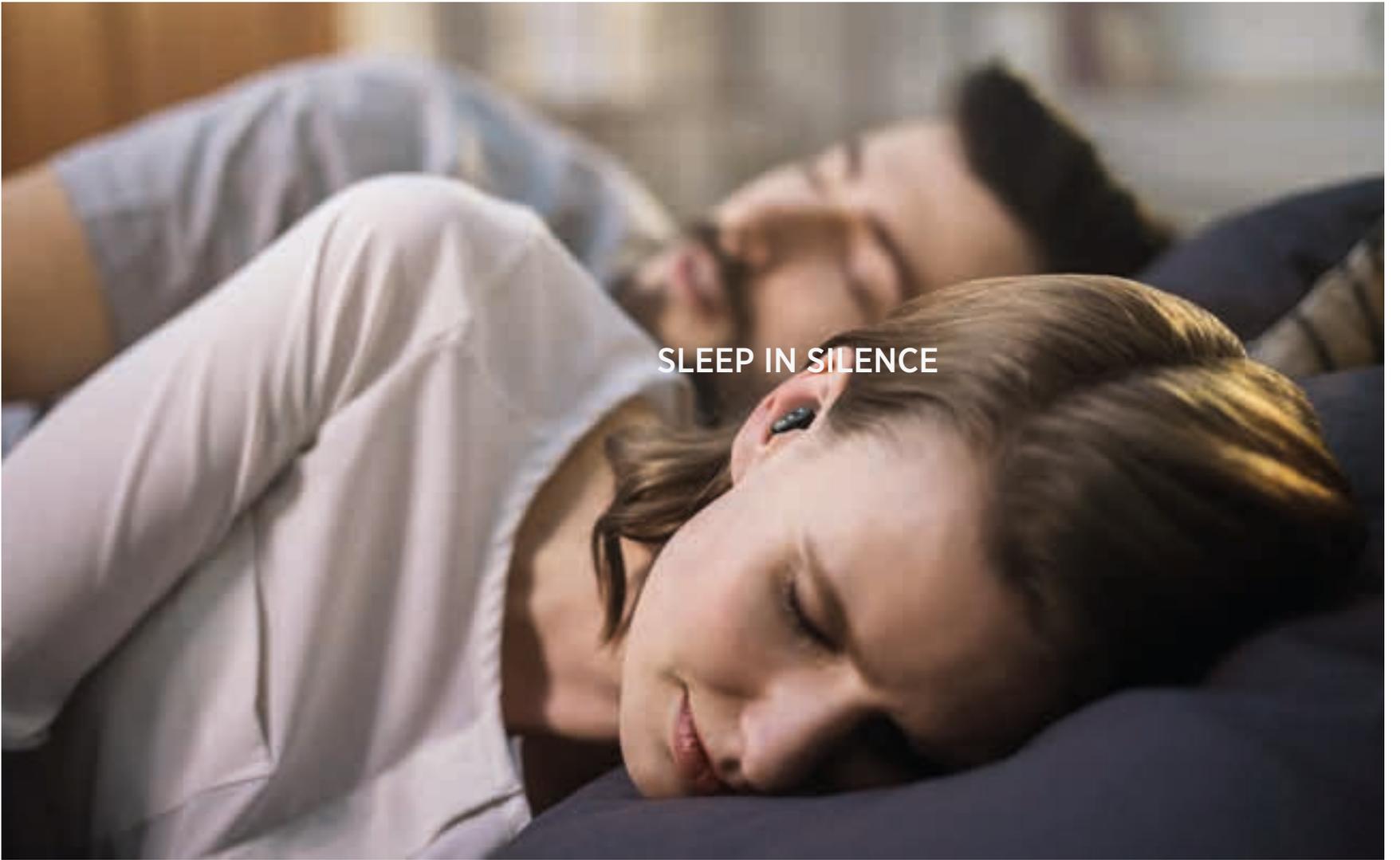
O'Donnell revealed that the move to bring watches to the brand was because it has seen success for timepieces in domestic markets. "We sell these domestically and work with the likes of House of Fraser and so we've now over 400 independent retailers across the UK and Ireland. Now we are introducing them to the travel retail industry for the first time. There will be four collections of those watches and we also have a watch brand called 'Moon' and we sell that predominantly in the inflight channel. We've added some new pieces to that too," she said.

"With our watches this is the first time we have ever done a square-faced watch – it's called 'In the Frame'," said O'Donnell.

Cleona Henderson, Purchasing Executive, Kurate International added: "For the jewellery collections, we've brought a lot more colour into it this year. We have a collection called the Rainbow collection where we have introduced that. We also have another collection called the Serenity collection that's colour-based."

"We have seen a shift towards coloured gems in pieces and that hasn't happened for quite a while," added Chris Campbell, Managing Director, Kurate International.

 **Green Village H44**



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Silence is golden

Exhibiting for the first time at the show is QuietOn, which has a unique proposition for travel retail: a product that “will save your marriage”.

The item in question is a set of noise-cancelling ear buds, which fit snugly into the ear and are ideal for the poor souls who share a bed with snorers.

They are also handy for travellers as they cancel out the endless drone of plane engines and allow people to sleep in noisy hotels.

“They are so small that you can sleep with them in your ear,” explained Janne Kyllönen, founder of QuietOn. “We think it’s a game-changer.”

Kyllönen claims the ear buds are already the top selling item listed on Singapore Airlines. “It’s perfect because travellers can buy them on the plane and start using them straight away,” he said. The price-per-weight economics of the product certainly stack up for carriers. “They retail for around €200, but they weigh just 70g,” added Kyllönen.

📍 **Green Village K60**



Striking spirits collection

French independent spirits business La Martiniquaise-Bardinet has big plans for Cutty Sark, the esteemed Scotch whisky brand the business last year purchased from Edrington.

“We want to build visibility around the quality of the brand,” said La Martiniquaise-Bardinet’s global corporate communication manager William Ploquin-Maurell, adding the brand’s focus will be on five key countries: Spain, Greece, US, Japan and Portugal and that new products were in development.

Meanwhile, it has created a new ‘street art’ label for its Label 5 whisky brand. To create the striking new label, it tasked five artists from around the world to come up with a design, then held a Facebook competition to determine which would roll out on bottles.

Last but not least, La Martiniquaise-Bardinet is hoping to grow its Glen Moray brand in travel retail with the continued success of the three strong ‘Elgin Signature’ whiskies it launched last year.

Ploquin-Maurell also hinted at new travel retail launches for its much-loved Saint James brand in 2020.

📍 **Yellow Village G54**



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Posh chocolate perfection

Luxury chocolatier Leonidas has launched a trio of new products. They are: the delectable 'Delight' collection, designed especially to tie-in with Valentine's day, a new 'Caramel' collection, designed to cater to shoppers looking for a more comforting chocolate experience, and a new extension of its 'For You' range, which contains two new exclusive chocolates, one with dulce de leche and the other with dark ganache. The 'For You' range is born out of a desire to stimulate more impulse purchases.

"We want to increase the distribution of our brand," said Leonidas' International Marketing Manager Geraldine Bauvin, adding Leonidas was keen to expand its footprint in Asia.

Its products are all made with natural, premium ingredients and, importantly, no palm oil.

Leonidas is not short of ambition: "Our brand is growing, and we need to create more brand awareness," says Bauvin.

 **Blue village D24**

Power of four

ArtDeco Cosmetic Group is showcasing four beauty ranges to broaden its reach to markets that may not be familiar with the brands.

"We have ArtDeco Cosmetics, and the other brands we are representing include: The Make-up Factory, Misslyn and Anny. We are meeting our clients here as well as finding opportunities to get each of the products represented in different markets," said Denise Schmück, Deputy Int. Sales-Marketing Director, ArtDeco Cosmetics.

"This year we will be showing ranges of skincare, body and beauty products. We have some new collections and for ArtDeco in our Glamour and Fashion Colourful Winter Collection as well as all of the extra novelties we launched throughout the year already," said Schmück.

"We also have new mascaras we are presenting to our clients as well as new bases and primers," she added, hinting: "We are showing the whole assortment, really."

 **Riviera Village RFS**



Care meets colour

Moroccan Oil has released its latest innovation, temporary hair colour that nourishes and locks in shine thanks to its patented oil product.

“Our new launch for travel retail is our colour depositing masks – it’s care meets colour,” said Moroccan Oil Director of Global Marketing – Retail & Travel Retail, Yeolan Delapenha.

“Essentially, it’s a temporary hair colour with a conditioning mask, so you get all the benefits of our Argon ID – our new technology which is Argon oil that’s concentrated to really get into the vortex of the hair so that it can offer benefits like hydration and shine and lustre,” said Delapenha.

“The temporary colour is a range of seven shades from more playful shades like Aquamarine and Hibiscus to our enhanced ones like Champagne or Rose Gold,” she added.

 **Yellow Village B19**



Collectable & nautical

Proximo has ramped up its focus on the Kraken brand this year in Cannes.

“We have had a coordinated approach to global travel retail since 2014,” said David Phelan, Director Proximo Global Travel Retail, adding: “We have been growing ever since.”

“The Kraken is an extremely exciting brand at the moment. The Kraken fits perfectly into the nautical theme, so we decided to move things outside,” said Phelan.

“We bring in new items all the time, but the core Kraken brand is hugely successful and now we have also brought in limited edition ceramic bottles. This is the fifth edition we have now and they are all limited edition and they have been available in select markets and travel retail,” he added.

 **Harbour Village DXB**

Beauty on the move

Sophisticated British jewellery brand Buckley London is showcasing its upcoming collection with a grand total of 22 new pieces. The ‘Cleo’ and ‘Mayan’ collections contain more trend-led pieces aimed at younger shoppers, while other collections feature more traditional styles such as silver and rose gold.

Elsewhere the brand’s ‘Royal Collection’ – which consists of replica engagement rings from royal family weddings – is selling strong. Interestingly enough, said Jennifer Hawley, Buckley London’s Senior Marketing Executive, it is Princess Eugenie’s and Camilla, The Duchess of Cornwall’s replicas which are attracting the most interest, rather than the recently wedded Meghan, Duchess of Sussex, or even the Queen herself.

Buckley has also extended its popular gifting range, which is designed to play into life’s special occasions.

This year’s TFWA Cannes had been “probably the best so far”, she added. “We’ve been so busy and had so many meetings. We’ve made so many new connections.”

 **Red Village H4**





Snapshots and vapes

Imperial Brands has recently completed the move from Bristol to Madrid of its duty free branch, which employs 45 people. "It's great to be here at TFWA, to be able to connect and try to make stakeholders and regulators understand our industry better," explains Tobias Baude, Head of Corporate and Legal Affairs.

Here in Cannes, Imperial brands is launching its Davidoff Snapshot Edition, a photography themed limited-edition carton customised for all the cities in which it will be distributed and that will be available for up to three months. It was launched four weeks ago in Hong Kong and is now being presented to other potential duty free customers.

Imperial Brands is also rolling out the Myblue e-cigarette on the travel retail market. It was first released eight weeks ago in Beirut Airport and is expected to be available in more than 100 airports within the next 12 months.

Golden Village G06

Mavala nails it

A founding member of TFWA, Mavala is a family owned care and beauty products business based in Switzerland. Starting with nail care 60 years ago, Mavala has steadily expanded its range over the years and now includes hand care, foot care and skin care. While none of Mavala products are travel retail exclusive, custom sets are available on demand and have already been designed in the past for interested clients.

Here in Cannes, they are introducing their new Nutri Elixir anti-aging skin care line which includes a serum, a night balm and a day cream.

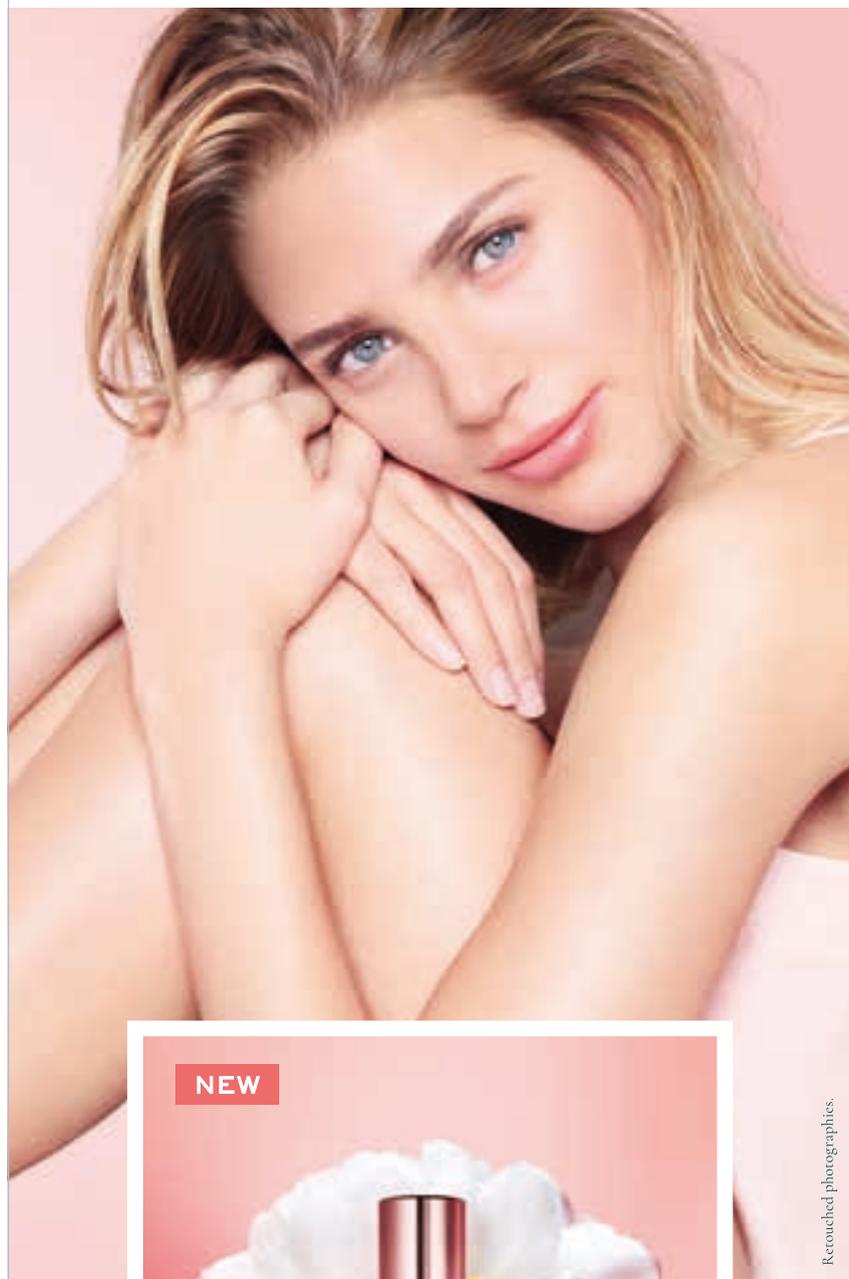
Mavala is distributed in the domestic market of 100+ countries. On the travel retail side, it is listed in airports in Geneva and Moscow, on ferries in the Baltic sea between Uruguay and Brazil, and in a border shop in Argentina. "Now, we want to go to Asia" says Owner and Managing Director Doris Maute Bobillier. "Negociations are underway for listings in duty free shops in South Korea and China," she confidently announces.

Riviera Village RG16




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Sweet and sustainable

Lindt & Sprüngli is demonstrating its response to the shifting travel retail environment, speaking to current trends around sustainability, personalisation and memory gifting.

“We heard in this year’s conference about people’s concerns over sustainability and provenance,” said Miriam Richter, Head of Marketing Travel Retail. “Since we focus solely on chocolate, ingredients are so important to us too. By the end of 2020 we will have a 100% traceable cocoa supply chain, from bean to bar.”

Reflecting on other travel retail trends in the confectionery category, Richter said: “For millennial travellers there is a big need to have a tailor-made, personalised offer. Memory gifting is also a major trend that we have tapped into with the new World Traveller Collection.”

A range of collectable suitcase-style souvenir tins containing 360g of Lindt Napolitains fits the bill – but Lindt isn’t stopping there. Stand visitors can also experience the ‘Choose your Charm’ gifting station concept, which rolls out from the end of this year, and the ‘Magical Selfie Mirror’ that allows travellers to take a fun souvenir selfie.

“Our mission should be to make travelling magical,” said Richter.

 **Marine Village R7**



Help yourself

There is a buzz around the Fauchon stand this week, and Travel Retail & Key Account Director Alexandre Antuszewicz has been busy showing off Fauchon’s new self-service concept: a product display unit specially designed to show off fresh gourmet creations in a chiller, with added shelf space to show off popular items with a longer life, such as biscuits and gifting tins. The entire unit takes up just 0.5sqm of floor space.

“It has been a year of work to deliver this concept,” said Antuszewicz. “We have heard so many retailers tell us they absolutely love our macarons concept and would love to stock it, but don’t know how. This is designed to make it easy for them.”

Fresh macarons, chocolates and other delights will be on offer in the new unit at Eurostar Duty Free by the end of the year, and Fauchon’s vision is of further locations at high-footfall airports creating cross-sales between categories and driving impulse purchases.

 **Riviera Village RD7**

Sustainability in sight

Sustainability is top of the agenda for esteemed chocolatier Guylian, which has for the last 20 years been a patron of maritime conservation group Project Seahorse.

The brand has created new packs proudly displaying its allegiance to the underwater critters, which will roll out exclusively into travel retail.

Philip Bogaert, Guylian’s Export Manager, said the brand is keen to play up the partnership “in a more visible way”. “We are one of the oldest companies active in this way.”

It has also unveiled a six strong range of portion-controlled packs, which each contain individually wrapped mini bars rather than one big bar, with an eye to helping consumers crack down on portion size and embrace the premium trend by eating less, but better. Two of the new bars – Milk and Intense Dark – even contain no added sugar thanks to the addition of Stevia.

 **Mediterranean Village P13**





Sarah Branquinho elected DFWC President

The Duty Free World Council (DFWC), following its AGM, has announced the election of Ms. Sarah Branquinho, in a unanimous decision, to the role of President of the Council for a two year term.

Branquinho, External Affairs Advisor at Dufry International AG, had previously served on the board of the DFWC in her former role as President of ETRC. She is well known within the industry as a figure with long duty free & travel retail experience and a history of active contribution to various industry bodies in addition to her corporate responsibilities.

Branquinho commented: "I am honoured to have been entrusted with taking the Duty Free World Council forward over the next two years. Under Frank O'Connell's superb leadership, the DFWC has become a vocal and effective advocate for our industry in the face of many challenges to the way we operate.

I look forward to working with the regional associations and TFWA to protect and promote the duty free and travel retail channel and the contribution it makes to the travel and tourism ecosystem."

The board of the Duty Free World Council (DFWC) has welcomed Branquinho to the role and expressed their satisfaction at having such a capable individual take over the leadership of the Council in the important role it plays in promoting the interests of the industry. The board recorded their appreciation of outgoing DFWC President Frank O'Connell, who has served since its founding six years ago and enabled it to interact with relevant global organisations, protecting and supporting the interests of all industry stakeholders.

O'Connell added: "I am very pleased to hand on the responsibility for the future development of the Council to Sarah, who I have worked closely with for many years and who I know will lead the Council to the next level".

The new DFWC Board is Sarah Branquinho, President; Grant Fleming, President APTRA; Gustavo Fagundes, President ASUTIL; Nigel Keal, President ETRC; Abe Taqtaq, President FDFA; René Riedi, President IAADFS; Haitham Al-Majali, President, MEADFA; and Alain Maingraud, President TFWA.

▲
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Women for women

The annual Women in Travel Retail (WiTR) fundraiser was packed yesterday, as long-standing members were joined by many new faces in enjoying a blind auction and raffle all for a good cause.

Even before the bidding got underway in earnest, WiTR Chair Sarah Branquino said that close to €8000 had been raised in generous donations. At the WiTR meeting itself, a cheque for €2000 was presented by Gebr Heinemann, bringing the total up to almost €10,000.

As of this year, WiTR members nominate and vote on the cause they want to support with fundraising. Speaking to the assembled crowd, Colleen Morgan, Associate Editor of the Moodie Davitt Report, explained why she put forward this year's charity, Friends-International: "I nominated this because we're women, and this programme is for women. Many of them have been living on the streets, working in prostitution or from marginalised families. They literally had no future.

"I've been thinking about these young women, and how it could be any of our daughters in other circumstances. This is giving these young women the opportunity to have a life, to support their families and their dreams of a better life.

The final fundraising total, after the auction of donated luxury goods including Tag Heuer watches, a Gucci bag and Bulgari scarf, will be published in tomorrow's edition of TFWA Daily.

▼
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Spirit of Dublin

Irish whiskey has never been more popular and people will likely look back on this epoch as a golden age for the country's distillers.

"Until recently we only had a few distilleries in Ireland and now there are 27," said Oliver Storrie, Global Travel Retail Manager, Quintessential Brands Group. "Irish whiskey is the fastest growing category in travel retail."

One of the country's newest distilleries is Liberties, a state-of-the-art facility that recently opened in a 400-year-old building on the edge of Dublin.

The Quintessential Brands Group has brought four expressions from the Dublin distillery into travel retail and is currently showcasing them here at TFWA World Exhibition & Conference.

"We have got a great price ladder starting from €45 a bottle all the way up to €340," said Storrie. "Every price point is catered for."

📍 **Green Village M71**

Scents from the Middle East

The Dubai based perfume company Ajmal is launching here in Cannes its travel exclusive Gold collection, a range of four unisex fragrances named “I” to “IV”. Created in 1951, Ajmal is well implanted in the domestic markets of 30 countries, with 165 own stores mostly in the Middle East, but also in Europe, Africa and Asia. It has entered the travel retail market 19 years ago and it is now being listed in 21 airlines such as KLM, Etihad, Oman Air, Gulf Air, South African Airlines, Ethiopian Airlines and Aeroflot.

“Starting from today, fragrances ‘I’ and ‘II’ of the travel exclusive Gold collection will be available on all Etihad flights,” Head of Travel Retail Oscar Menezes announced yesterday.

Thanks to its collaboration with the duty free operator Tourvest, the distribution of Ajmal’s perfumes is also about to start in Nigeria and talks are ongoing about Kenya.

Emboldened by a 30% growth in duty free sales last year in Romania, the company is now focused on increasing its presences in airports in Central Europe.

 **Red Village H18**



el Love is in the air

The Spanish garment and accessories brand Desigual is here in Cannes to present its Spring-Summer 2020 “el Love” collection. “We are including a special travel retail range selected from the collection as well as a travel retail exclusive collection of prepacked handbags, hand clutches, wallets and foulards,” explains Head of Travel Retail Jordi Valls.

Desigual is currently particularly strong in the travel retail markets in Western Europe and North America and is now intent on expanding towards Asia. As it is already present in the domestic markets of Japan, Singapore and Hong Kong, upcoming travel retails listings there are most likely to happen in the future, Valls hints.

“We’ve had a lot of appointments with a lot of good contacts,” concludes Valls.

 **Riviera Village RA4**

South African momentum

Diverse Flavours is originally a distributor of South African wines which benefits from a strong presence in duty free shops in Asia and in the Middle East through the likes of DFS or Dufry. Its products will be listed on Singapore Airline’s flights starting from December and can already be found on board Emirates, ANA, Cathay Pacific, Etihad and Dragon Air. “We’re enjoying a good success with airlines in Business Class and First Class,” Managing Director Anthony Budd says. “South African wines such as our Delaire Graff or Avondale is a growing category appealing to the customers,” he explains.

Diverse Flavours is also launching here in Cannes its premium Kinshi Masamune sake, which will hit the duty free retail shelves by the end of year. “With the Rugby World Cup this year and the upcoming Olympics, Japanese are already starting to garner a lot of momentum,” he says.

 **Red Village L34**



Whisky in the house

Edrington has unveiled The Macallan Concept Number 2 – a captivating expression that is inspired by the similarities in the creative approaches of crafting whisky and creating music.

This is the second release in the Concept Series – a collection that fuses the passion behind The Macallan’s whisky making with innovative art, music and culture. The new variant has been created exclusively for global travel retail and brings together music and whisky - two of the passions of The Macallan whisky maker, Steven Bremner who is also an avid house DJ.

The Macallan Concept Number 2 calls on exceptional casks to produce a rich and rewarding multi-sensory experience.

In an event hosted by the Edrington Group, the company encouraged trial of the whisky while music played, showing the complementary nature of the blend.



Beach Village Beach 10



Sustained Growth

Heineken Global Duty Free revealed it has enjoyed double-digit sales volume increase in its overall duty free business comprising cruise, ferries and inflight (2019 v 2018). The growth is driven by increased distribution for its portfolio of over 250 brands.

At an event hosted by the drinks giant, Kateryna Vasylychenko, Trade & Category Manager Global Duty Free, Heineken said: “The growing consumer trend to drink better continues to open up increased revenue opportunities driven by the demand for premium brands” adding that “there is also notable growth in the demand for lo/no alcohol options and this has delivered 73% sales volume growth for Heineken0.0.”

The inflight total beer category has also begun benefiting from passenger growth across the world, according to the company. The brands within the portfolio have also been eyeing cruise ships and ferries as avenues for further expansion.

Vasylychenko explained: “With the continued growth in world tourism, the development of new retail space and the on-going trend for premiumisation on-board cruise and ferry ships, there is a positive outlook for the future of our cruise and ferry business.”

Beach Village Beach 18

Eastern Roots

Korea Ginseng Corporation has introduced its products to Cannes for the first time this year.

The brand, CheongKwanJang, which “has over 100 years of history and was established in 1899 was one of the government organisations and became privatised in 1999 and then, business was based on a franchised model,” said Korea Ginseng Corporation, New Business Leading Team Assistant Manager, Seri Park.

“According to Euromonitor, we are the world’s number 1 ginseng brand. We have strict quality control and do over 300 tests on the product,” said Park.

Park explained that “half of the total ginseng market is Korean and Chinese, plus the customer is 56% Korean and 30% Chinese, but the duty free business’s CAGR is 18%.”



Red Village M24

Raw beauty

For Ahava, it's all about showcasing the raw ingredients that make their skincare products so effective: dead sea mud, water and salt. "We are lucky to be based in the most important place in the world for skincare," said Natalie Ohayon, International Key Account Manager. "So, we wanted to bring a little piece of the dead sea to Cannes." Since last year, Ahava has updated its visual identity, with the concept: 'deeper than beauty'. It's about sharing our values, of being the best you," said Ohayon. "This has always been what we're about – now the trends are catching up to us!" Present in three duty free shopping locations so far, Ahava is keen to deepen its brand awareness in domestic markets, especially in Asia where it has seen a huge consumer appetite for its products like anti-ageing serums and sheet masks. "We've found these products really speak to the Chinese market," added Ohayon. "We sold out our entire stock of 14,000 dead sea mud masks within the first minute of our live-stream collaboration with Tmall (an Alibaba-owned ecommerce site) earlier this year."

 **Green Village M62**



Prized timepieces

Capella will cap off efforts to elevate its Lambretta watches brand tonight at the Frontier Awards. A limited edition of 10 timepieces will be the prize for five men and five women who come out on top of the casino-themed evening entertainment.

"It was an idea that first came to me last year at Cannes," explained Marketing Director Christian Hoffman. "We wanted to do something special for the awards, beyond being one of many brands in a goody bag. It also is a good way to showcase the Lambretta 2.0 brand refresh."

The Lambretta update sees the total number of models pruned down, with a visual profile rooted in the stylish look and feel of the 1950s heyday of its Italian scooter namesake.

"We are going for a bit more of a premium feel, with a slimmer collection that celebrates the brand's heritage, while staying quite affordably-priced," added Hoffman.

Features include men's watches with classic domed faces and straps made from recycled tyres, and ladies' designs with changeable straps and premium details like quilted leather.

 **Yellow Village F60**

Diverse portfolio

Underberg is taking the opportunity afforded by TFWA World Exhibition and Conference to reconnect with important partners and showcase product updates.

"We are one of the original companies at this show," said Jürgen Scholz, Export Director, "and once again we are having a good experience."

Among the new offerings on display are the Underberg Duty Free & Travel Value Pack – a carry-home box with 25 bottles (0.5l) of the distinctive herbal digestive, which is made with herbs, alcohol, water – and nothing else.

There's also the opportunity to explore other names under the Underberg umbrella, including: Brasilberg, Asbach brandy, and new Asbach Aperitif Rosé – a fruity blend of aromatic German rosé wines and traditional Asbach brandy, with added herbal extracts.

But that's not all – other brands on offer at the stand include Pitu sugar cane spirit, Grasovka vodka (delicious with ginger ale or apple juice) and the XUXU strawberry liqueur that is very popular in Russia.

 **Green Village M70**



David Dayan sets up specialist African business Beauté Luxe Duty Free

Experienced and much-respected travel retail developer David Dayan has created a new company to distribute luxury perfume and cosmetics brands in Africa. Beauté Luxe Duty Free is based in Dubai's Jebel Ali Free Zone and covers all sectors of the African travel retail market, including airports, ports, border shops, downtown duty free and diplomatic stores.

Duty Free Development Consulting and Beauté Luxe Duty Free CEO Dayan said he has reorganised his business in view of results from the brands he has represented in travel retail over the past four years.

"With the relationships we have built over the years with duty free operators in Africa and our area managers based in Africa, as well as our beauty advisors, we ensure that the brands we implement are of high quality in the points of sale, whether in training, animation or merchandising. "To develop this continent that already knows us very well, we have recruited a large number of employees specialised in travel retail," Dayan said.

Beauté Luxe Duty Free has appointed Jerome Blanchard as Vice President of Sales and Corrine Berger as Marketing Director. Blanchard will spearhead the development of the company's brand portfolio. Blanchard was appointed Sales Director Latin America & Caribbean Domestic & Travel Retail at Gucci Time Pieces and Jewellery in New York in 2015. Prior to that, he was Director of Buying and Merchandising – Accessories and Luxury Products for Duty Free Americas.

"Jerome Blanchard is a great professional in brand development in travel retail," Dayan said. "We needed an expert in this field to carry out our project, and because of his experience and great qualities as a manager, Jerome was the right man for us."

Berger joins the company from Lacoste where she was International Marketing Director. Previously she worked with the Aéroports de Paris group as Head of Communications & Marketing. Duty Free Development Consulting



▲ Experienced and much-respected travel retail developer David Dayan has created a new company to distribute luxury perfume and cosmetics brands in Africa.

and Immediate Boarding Consulting boasts over 30 years of experience in travel retail, and has represented a wide range of brands including Lacoste, Rituals and Nuxe. David Dayan featured earlier this year in The Moodie Davitt Report's Ten Easy Pieces series.



Camel milk goes mainstream

Al Nassma Chocolate is launching an exciting new brand at Cannes this year for TFWA delegates to get an exclusive look.

Called Samha, the new brand offers camel milk chocolate-coated dates with pistachios in the middle, and is billed as being able to be sold at a more affordable – yet still luxury – price point.

Al Nassma Director of Sales, Patrick Dorais, said the launch has been greeted enthusiastically at the show. "I have had people who don't like dates try them and then say 'that's amazing'."

He extolled the quality of the ingredients in Samha: the treats are made with only the finest natural products and contain no palm oil. They will roll out in 150g packs containing individually packaged bites. They will be priced at approximately \$7.

Blue Village F1

Scrumptious sweets

Perfetti Van Melle has unveiled a swathe of new products for travel retail and is focused on building its presence in cash tills.

New products for this year include two new character backpacks – tiger and panda, which have been released with Asian customers in mind, and in the business' popular marker range, Snoopy markers have replaced the Smurfs. For shoppers who don't want to splurge on a full character backpack, Perfetti is offering smaller 'Funny Friends' packs as a more affordable accompaniment, which are cute and reusable.

In gum, it has launched new watermelon flavour for Mentos, as well as a new Mentos 'Clean Breath' variant which guarantees fresh breath for two hours.

"We're focusing a lot on cash till as we see a lot of opportunities there," said the business' Marketing Manager for Travel Retail, Femke Van Veen. "Retailers are really trying to find out what the right format is for the cash till now and I think we've got a really great assortment."

Mediterranean Village PS





Refreshing Trends

González Byass is showcasing three new products in travel retail this year as line extensions of their brands within the wine and gin categories. The Vilarnau cava brand sees the launch of Vilarnau Ice which is “a sparkling drink that is often served mixed or over ice and is a trend at beach bars,” said Violaine Creuzé, Global Duty Free & Travel Retail Director at González Byass, adding: “It also only has 23 grams of residual sugar.”

“We also have a sherry cask aged extension of London Gin No 1 and the idea was to use our Tio Pepe sherry casks, because whisky producers are using sherry casks to age things and we already have our own sherry, so we are putting our gin into those,” said Creuzé.

González Byass has also launched Mom Love – a line extension of Mom Gin with an infusion of strawberries.

“There is a trend for pink gins. It’s 39% ABV, so lower in alcohol and there are lots of red fruit flavours included,” she explained.

Red Village K21



Sweet tooth for growth

Nestlé International Travel Retail (NITR) unveiled yesterday ambitious sustainable growth goals as well as its 2020 innovations during a friendly press event in the presence of General Manager Stewart Dryburgh and Marketing Manager Tamara Spada. NITR’s ambitions are to double the size of the confectionery and fine foods category to \$10bn in the next 10 years, while addressing the issue of sustainability by committing to remove all single use plastic from its confectionery range by 2025. The Smarties range is to reach that goal by the end of 2020.

The travel retail exclusive KitKat Gold Traveler’s Limited Edition – bars with a caramelised flavour in a special snack and sharing format – will be available in April 2020. Following customer research, the Nestlé Swiss Indulgent tablet range shrinks from 195g to 170g, with the new Swiss Dark Blue Berry hitting the shelves on March 2020. Another favourite, After Eight, will come up as a 400g travel retail pack starting from January 2020.

Beach Village Beach 07

TFWA

Tax Free World Association

23-25, rue de Berri
75008 Paris France

Tel : +33 1 40 74 09 86
Fax : +33 1 40 74 09 85

John Rimmer

Managing Director
j.rimmer@tfwa.com

Cécile Lamotte

Marketing Director
c.lamotte@tfwa.com

Produced by:



Ian Hill

Publisher
ian@pps-publications.com

Paul Hogan

Managing Director
paul@pps-publications.com

Ross Falconer

Managing Editor
ross@pps-publications.com

Marta Dimitrova

Editor
marta@pps-publications.com

Assistant Editors

Gregory Dzedzic
Gavin Haines
Jessica Mason
Daniel Woolfson
Lucy Taylor

Richard Jende

Head Designer
richard@pps-publications.com

Magdalena Matejewska

Designer
magdalena@pps-publications.com

Grant Pritchard

Photographer
photography@grantpritchard.co.uk

PPS Publications Ltd

3a Gatwick Metro Centre
Balcombe Road, Horley, Surrey
RH6 9GA, United Kingdom

Tel: +44 1293 783 851

Fax: +44 1293 782 959

post@pps-publications.com

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