

TFWA

ASIA PACIFIC  
EXHIBITION &  
CONFERENCE

# THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT

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10 - 14 MAY 2020  
SINGAPORE



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01

Tax Free  
World  
Association

# Brand Champion

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A photograph of two middle-aged men in dark blue suits and ties walking outdoors. They are both looking down at a smartphone held by the man on the left. The background is blurred, showing other people and trees. The image has a professional, business-oriented feel. There are some green and yellow geometric shapes in the bottom right corner.

Bringing together over 500 leading  
brand companies, **TFWA** is the **largest trade  
association** in global duty free and travel retail.



**TFWA is at the heart of a \$79bn industry comprising brands, retailers and landlords.**

**The Association seeks to act as a positive force for that industry by promoting interaction between stakeholders and creating an environment for growth.**







2022

The Asia  
Pacific  
Market

# Growth Driver



**The only region to achieve double-digit growth in 2018, Asia Pacific drove global industry turnover to a new high according to Generation Research.**

**Sales to travellers within Asia Pacific reached a record \$39bn, giving duty free and travel retail's lead region nearly half of the worldwide market.**



# 3 key trends in Asia Pacific:

## 01

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Chinese traveller tastes are evolving towards independent exploration, away from group tours.

## 02

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Fragrances and cosmetics represent over 50% of all passenger purchases.

## 03

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Asia's leading travel retailers are expanding further beyond their home markets, gaining in influence across the region.



**Asia Pacific's momentum will drive global duty free and travel retail for the foreseeable future.**

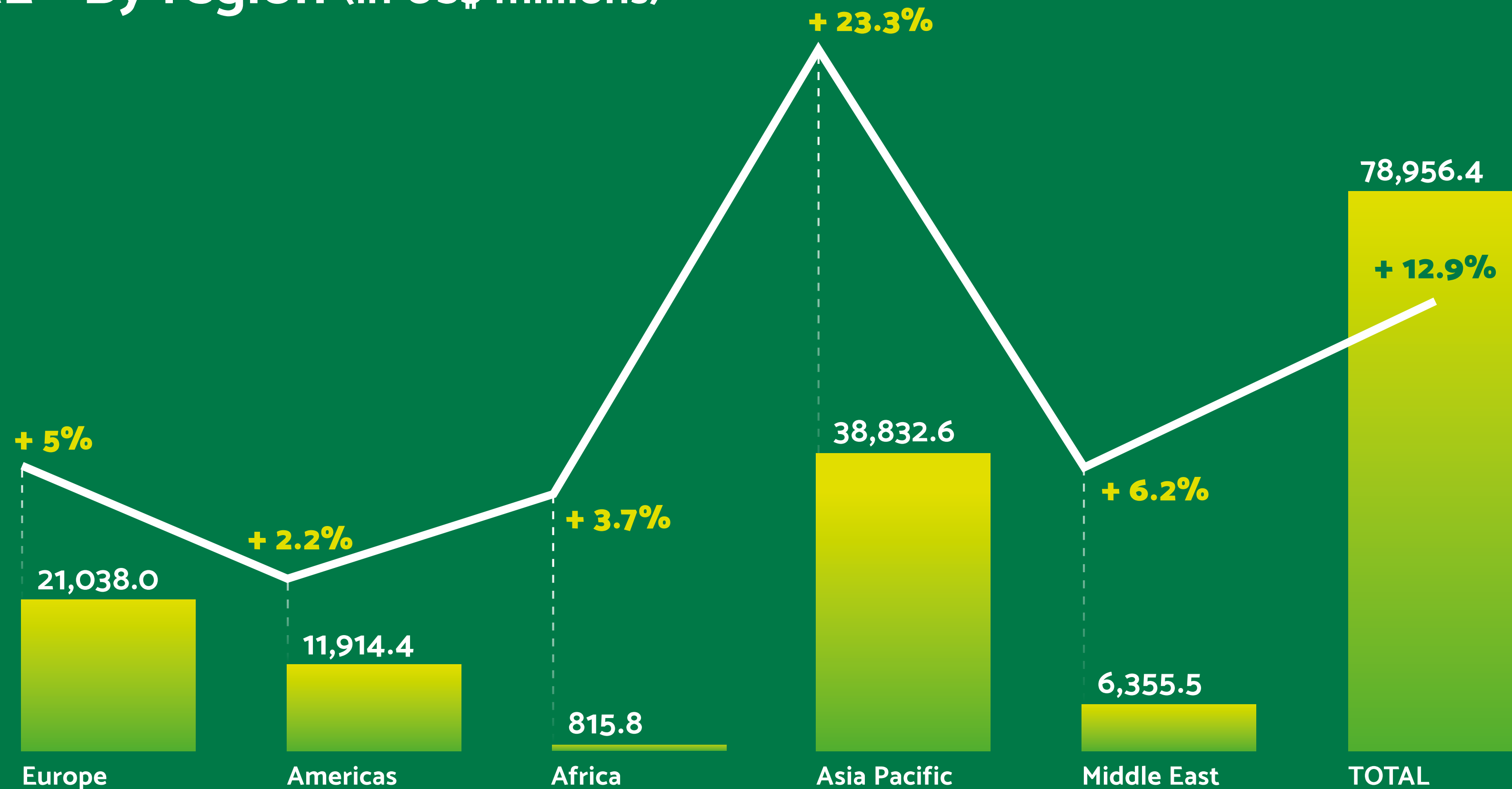
Despite slower economic growth in some key Asian markets, passenger traffic continues to grow. The region's retailers and brands are ever more adept at using technology to boost traveller spend. Worldwide, this is the market to watch.





# Duty free & travel retail sales 2018 TOTAL - By region (in US\$ millions)

— % Change vs FY 2017

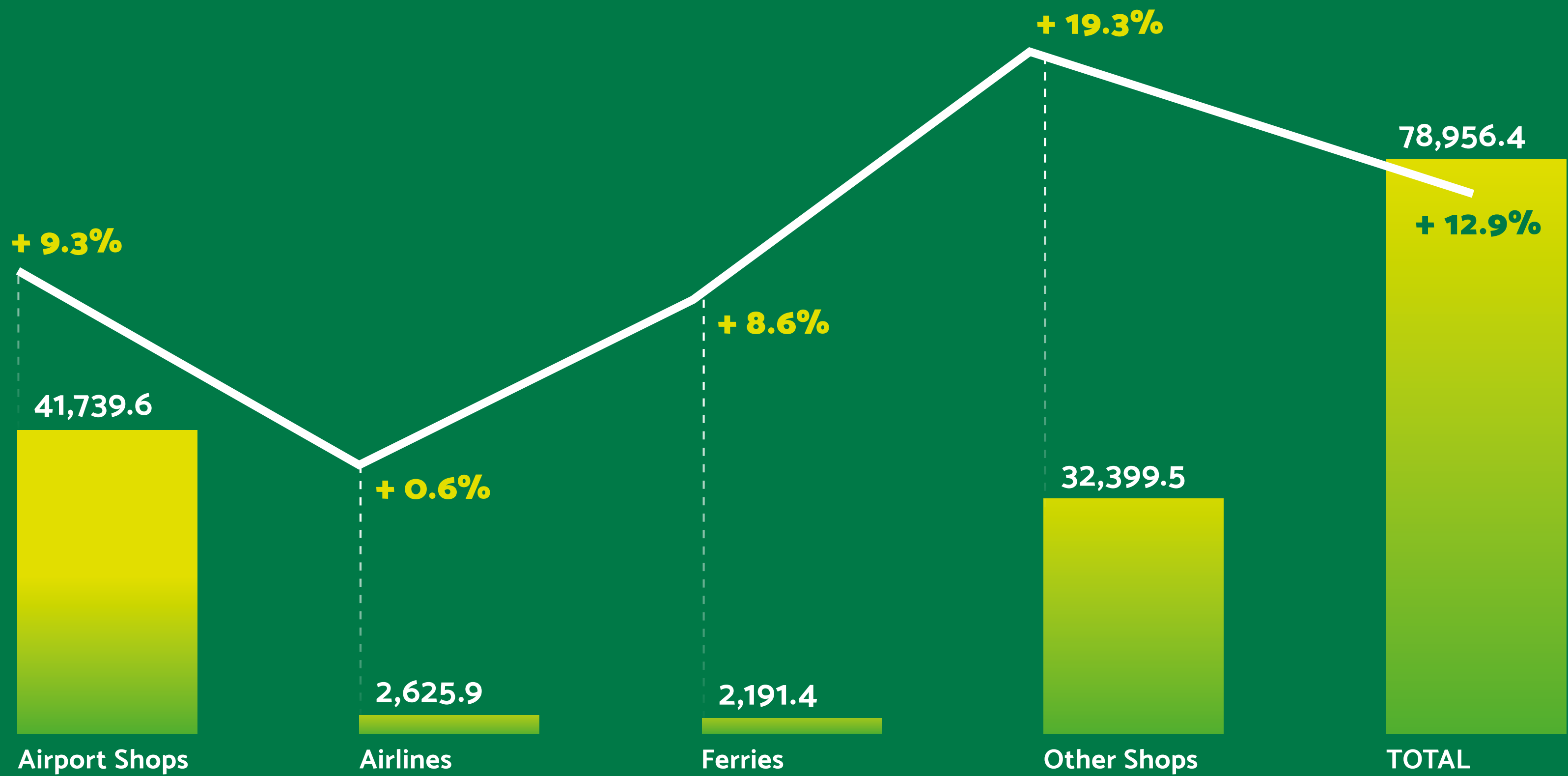




# Duty free & travel retail sales 2018

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

— % Change vs FY 2017

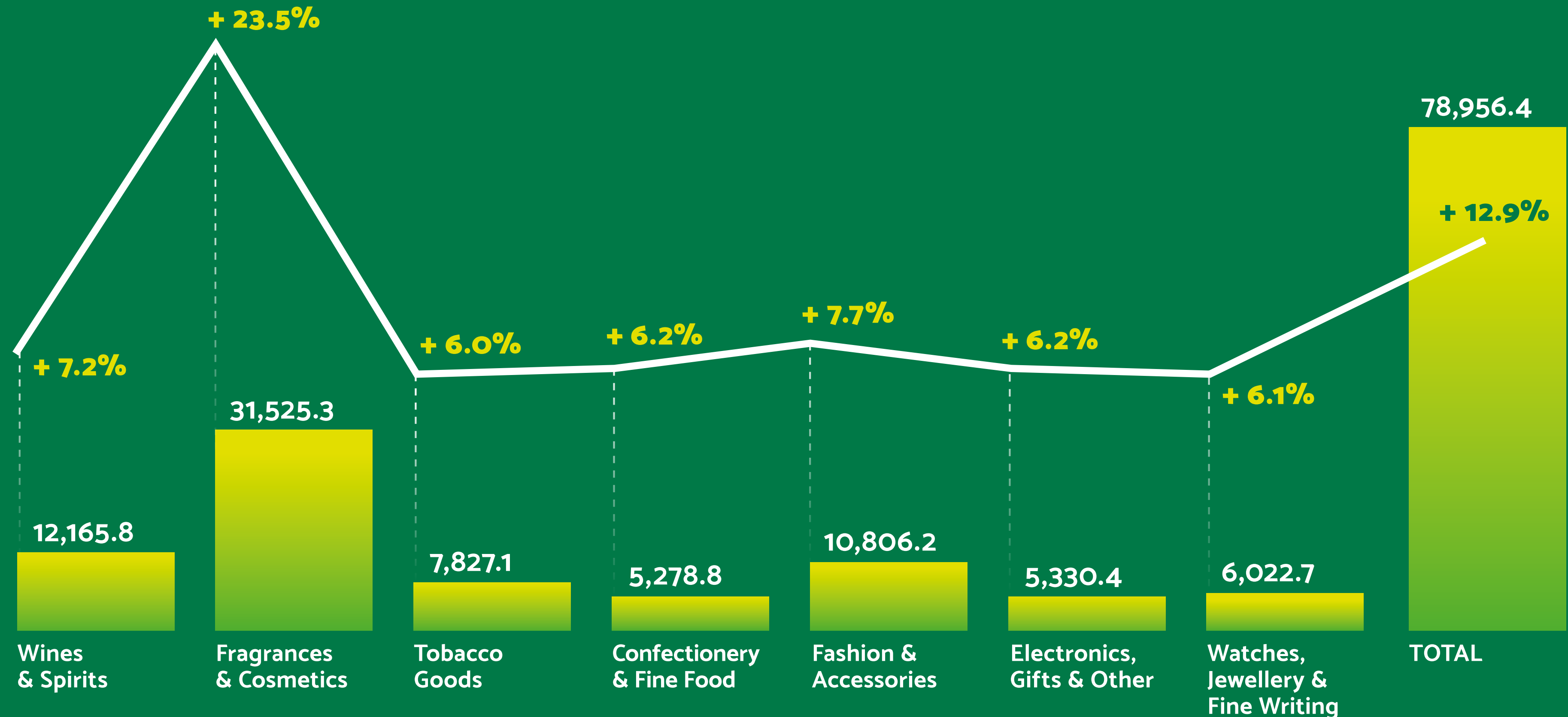




# Duty free & travel retail sales 2018

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

— % Change vs FY 2017





03

TFWA Asia Pacific  
Exhibition  
& Conference

Event

Profile

[BACK](#)





A nighttime photograph of Singapore's skyline. In the foreground, a multi-lane highway curves through the frame, with light trails from cars. To the right, the Singapore Flyer, a massive Ferris wheel, is illuminated with blue lights. The background is filled with numerous skyscrapers, including the Marina Bay Sands hotel with its distinctive three towers and a central skybridge, all brightly lit against the dark night sky.

**In 25 short years,  
one annual event has come  
to define a regional business  
of increasingly global influence.**





**TFWA Asia Pacific Exhibition & Conference is where duty free and travel retail's leading companies meet and interact in the industry's most valuable region.**



# 10-14 May 2020

will see brands, retailers, airports, airlines and cruise operators gather again at the Marina Bay Sands, a world-class business venue in Singapore.





A large green graphic consisting of two overlapping chevron shapes, one pointing up and to the right, and the other pointing down and to the right, set against a yellow background.

# Enhance your understanding

Designed to enhance your understanding of the region and its commercial context, TFWA Asia Pacific Conference blends authoritative analysis of the geopolitical scene with informed comment on the economic and business trends affecting duty free and travel retail.





# Cost-effective, time-efficient

TFWA Asia Pacific Exhibition fills over 11,000m<sup>2</sup> of prime floorspace with travellers' favourite brands from Asia and beyond. This is where buyers and sellers find new opportunities and forge fresh partnerships during the 5 most cost-effective, time-efficient days you can spend in the region.





04

Why Exhibit?  
Why Visit?

# An Unrivalled Showcase





# Why exhibit?

**To succeed in Asia Pacific, your brand must be seen by buyers and decision-makers from the region's most influential operators. You'll find over 1,000 of them at the Exhibition.**







Visited by the retailers  
and landlords that count,  
**TFWA Asia Pacific Exhibition**  
delivers the visibility you need  
for your brand portfolio,  
product launch or latest activation.

**No other regional  
event offers such  
targeted exposure**





The 2019 Exhibition drew a record

**3,367**

visiting industry professionals  
(+5% versus 2018).

Over two-thirds were  
from Asia Pacific and

**1,109**

work for duty free and  
travel retail operators.



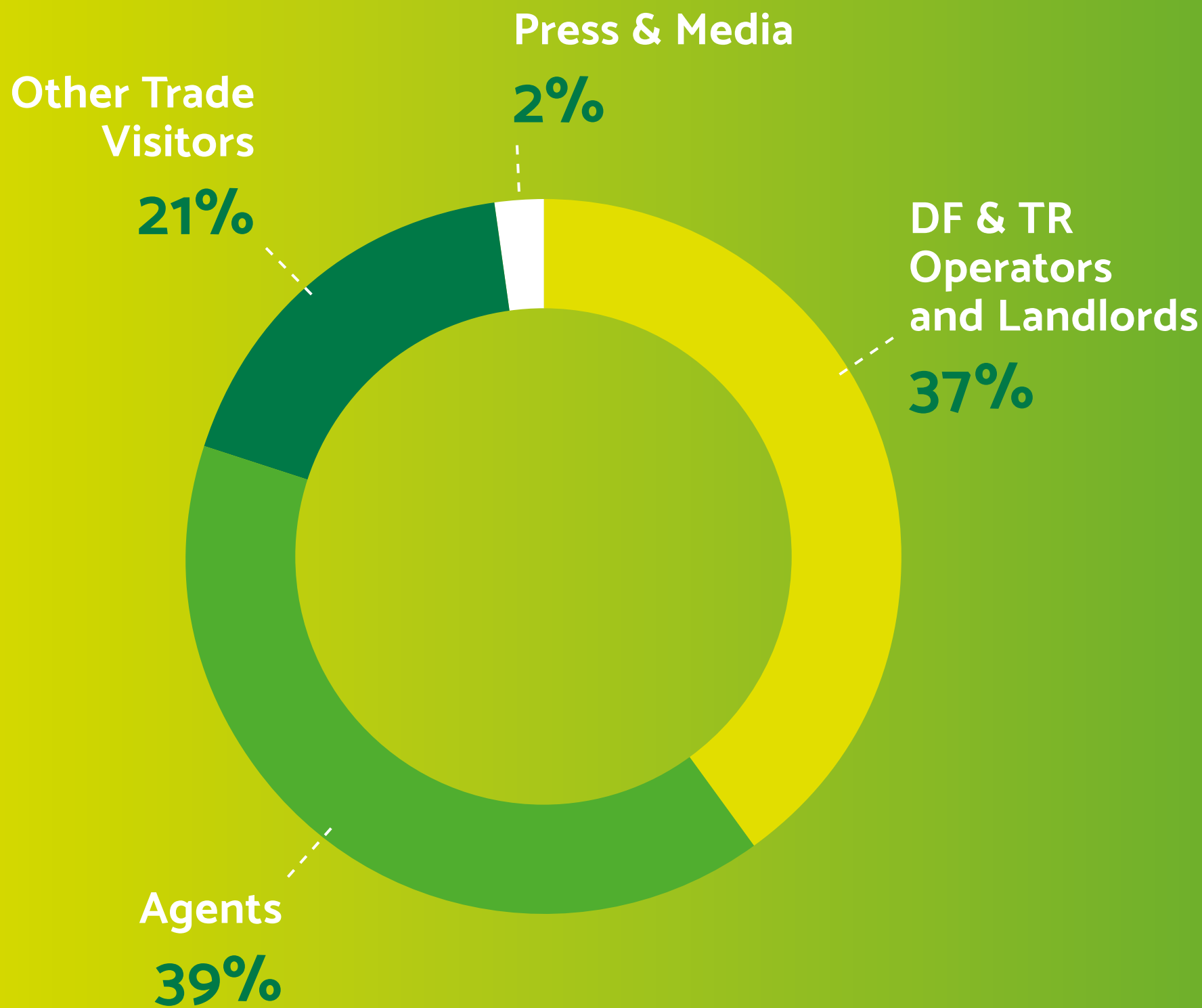
Exhibiting on the showfloor puts you  
in good company, surrounded by some  
**of the industry's most prestigious, successful brands.**





# Key visitor figures 2019

## Visitors by category



Please note: graphics show rounded-off percentages.

## Countries with the highest attendance

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

Country	Region	Number of key visitors 2019
Singapore	Asia	713
South Korea	Asia	290
Malaysia	Asia	216
Hong Kong SAR	Asia	187
Japan	Asia	125
UAE	Middle East	114
China	Asia	110
Chinese Taipei	Asia	88
India	Asia	85
Thailand	Asia	59
Indonesia	Asia	58
Australia	Oceania	56
Philippines	Asia	51
USA	Americas	32
Myanmar	Asia	26
Germany	Europe	26
Netherlands	Europe	25
France	Europe	23
UK	Europe	19
Macau	Asia	19
Ireland	Europe	17





## Why visit?

To get ahead in duty free and travel retail's most dynamic region, **you need to meet your current partners, find new ones, see the latest product innovations and keep track of market trends.**



Achieve all your objectives  
with a visit to TFWA Asia Pacific  
Exhibition & Conference.

**Over 300 premium  
brand companies**

Discover more than 300 premium  
brand companies, established  
and emerging, ready to showcase  
their portfolios over two levels  
of Exhibition floorspace.

Hear expert analysis of the region's  
political and commercial landscape  
at the Conference.







From mainstream favourites like beauty and liquor to fast-growth areas such as travel accessories or fashion, you'll find all product categories at the Exhibition.



# Exhibitor list 2019

## Confectionery & Fine Food

Astragrace Corp.  
Butlers Chocolates  
Cacau Show  
Cavendish & Harvey  
Cheongkwanjang- Korean Ginseng  
Choko La  
El Almendro  
English Tea Shop  
Eu Yan Sang  
Ferrero Travel Market  
FNA (Singapore) Pte Ltd  
Godiva Chocolatier  
Guylian  
Haribo  
Hawaiian Host  
Himan Trading Company  
Kaimay  
Leonidas  
Les Chocolats de Pauline  
Lindt & Sprüngli (Schweiz) AG  
Loacker  
Maestrani  
Mars International Travel Retail  
Mondelez World Travel Retail  
Nadiya  
Nestlé  
Neuhaus  
Niederegger  
NIO - Needs Ice Only

Patchi  
Perfetti Van Melle Global  
Travel Retail  
Perle Di Sole  
Pod Chocolate Bali  
Ricola  
Ritter Sport  
Siam M.C. Co. Ltd  
Storck Travel Retail  
Thai Tanya Interfood  
The Belgian  
The Hershey Company  
The Silver Crane Company Ltd  
Valrhona  
Venchi  
Wonderful Pistachios

## Electronics

Beurer - Codipe  
Braun  
Capi Global  
Happy Plugs  
Lifetrons Switzerland  
Pasco  
Philips  
Quieton Sleep  
RHA  
Sennheiser  
Skross®  
Sudio

## Fashion, Accessories & Luggage

Any Di Munich  
Arche  
Begg & Co, Alex  
Beverly Hills Polo Club  
Butterfly Twists  
Cabinzero  
Calvin Klein/Tommy Hilfiger  
Cerruti 1881 - Blauer  
De Rigo  
Desigual  
Diesel  
Echolac  
Essilor International  
Fortune Concept Limited  
Fraas - The Scarf Company  
Furla  
Giorgio Armani  
Havaianas  
Il Bisonte  
Jill Stuart Eyewear  
Kering Eyewear  
Kering Italia  
Kipling Division - VF Hong Kong  
Lacoste  
Lancel  
Luxottica Group  
Marchon Eyewear  
Marcolin Spa  
Marni  
Maui Jim, Inc.

Morgan & Oates  
Paul & Shark  
Piquadro  
Pourchet Paris  
Rodenstock GmbH  
Silhouette International  
Suzhou Waytone Corporation  
Thule Group  
Tommy Hilfiger  
Versace & Versus

## Fragrances & Cosmetics

3 Senses - SAG Group  
Air Val International  
Altimetre  
Amorepacific  
Angelini Beauty  
Apple Beauty  
Banyan Tree Essentials  
Blue Chip Group  
By Terry  
Canvas Beauty  
Cartier  
Chantecaille  
Clarins Group  
Collistar  
Coty  
Creation Beaute International  
Designer Parfums

Diego Dalla Palma  
Dr.Ci:Labo  
Dr.Jart  
Elvis & Elvin  
Empire of Scents  
Estée Lauder Travel Retail  
Etat Libre D'Orange  
Eurocosmesi  
Euroitalia  
Foreo  
Hermès  
INCC Group  
Interparfums  
Jacques Bogart  
Jean-Charles Brosseau  
Kaloo, Clayeux, Kokeshi Parfums  
Kanebo Travel Retail  
Kocostar  
Kose Corporation  
L Brands  
L'Occitane en Provence  
L'Oréal Travel Retail Asia Pacific  
La Prairie  
Laboratoires Filorga  
Lorience Paris  
LVMH Perfumes and Cosmetics  
Marina de Bourbon  
Mavala Switzerland  
Mavive  
Mesauda Milano  
Moroccanoil  
Nicolai : Parfumeur-Createur  
Nuxe



# Exhibitor list 2019

Parfums De La Bastide  
Penhaligon's  
Per-Scent  
Perfumes Y Diseno  
Pierre Fabre Dermo-Cosmetique  
Pierre Précieuse Parfum  
Profumitalia SRL  
Puig  
Pupa Milano  
Rituals Cosmetics  
Salvatore Ferragamo  
Shiseido  
SK-II Group  
SLA Paris  
Spa Ceylon Luxury Ayurveda  
The Body Shop  
The First  
Timeless Truth Mask  
Unilever Int'l Travel Retail  
VAG  
Ya-Man Ltd  
Yohji Yamamoto Parfums

## Gifts & Toys

10Minds (Tenminds)  
Aurora World  
Aydy  
Be Relax  
Blue Storks  
Cabeau  
Caran D'ache  
Caseti Company Ltd  
Design Go  
Hasbro  
I-Clip  
Lamy  
Lego Group  
Merlin Digital  
Moliabal  
Morin Co. Ltd  
Moshi  
Mosquitno  
Panzerglass  
Premier Portfolio International Ltd  
Schaefer Travel Retail  
Secrid  
Steiff  
Travel Blue  
Tru Virtu

## Home Decoration & Tableware

Feiler

## Jewellery & Watches

Buckley London  
Capella - Lambretta Watches  
Chow Tai Fook Jewellery  
Emile Chouriet  
Fervor Montreal  
Fiyta  
Georg Jensen  
Guess Accessories  
Hanse Distribution  
Infinity & Co.  
Kurate International Ltd  
Les Interchangeables  
Morellato Group  
Nomination Italy  
Obaku  
Oliver Weber Collection  
Reflecta  
S&A Jewellery Design  
Scorpio Worldwide  
Sekonda  
Tateossian  
Ted Baker  
Teslar  
Timex Watches  
Toscow  
Tous  
Trollbeads

## Tobacco

Agio Cigars  
Alishan  
Arnold André / Mac Baren  
British American Tobacco GTR  
China Tobacco Guangdong  
Industrial Co. Ltd  
Drew Estate / Swisher  
Heintz Van Landewyck  
Imperial Brands  
JT International  
Karelia Tobacco Company  
KT & G Corporation  
KT International SA  
Liqun  
Nanyang Brothers Tobacco  
Oris China Tobacco  
Scandinavian Tobacco Group  
Shanghai Tobacco Group Co. Ltd  
Toscano Italian Cigars  
Von Eicken  
Yunnan Tobacco Int'l

## Wines & Spirits

Abrau-Durso  
Alfa Brands  
Asahi  
Atom Brands  
Bacardi Global Travel Retail  
Barton & Guestier-Patriarche  
Beluga Vodka  
Borco / Sierra Tequila  
Bottega  
Brown Forman  
Chabot Armagnac  
Champagne Laurent-Perrier  
Choya  
Cognac Hardy et Polignac  
Constellation Brands /  
Arterra Wines  
Crucial Drinks  
Crystal Head Vodka  
Danzka  
Destilerias Campeny  
DF Signature  
Distell  
Distilleries et Domaines  
de Provence  
Diverse Flavours  
Don Papa Rum  
Duty Free Global Limited  
Fen Jiu  
Fraternity Spirits  
Guizhou Xijiu



# Exhibitor list 2019

Heineken  
Henkell Freixenet  
Hitejinro  
Hunter Laing & Co. Ltd  
Ian Macleod Distillers Ltd  
Illva Saronno  
International Beverage  
Kavalan Single Malt Whisky  
Kinmen Kaoliang Liquor  
La Martiniquaise-Bardinet  
Laplandia Vodka  
Liviko AS  
Loch Lomond  
Lubritrade Trading Pte Ltd  
Luzhou Laojiao Int'l Development  
Macduff International  
Maison Boinaud  
Masi Agricola Spa  
Moët Hennessy  
Nemiroff Vodka Limited  
Pernod Ricard Global Travel Retail  
Peuch et Besse One Wine  
One Story  
Remy Cointreau  
Rockland Distilleries  
Silver Base International  
Spey  
Stoli Group - Cognac Prunier  
The Edrington Group  
The Tomatin Distillery  
Torres  
23<sup>rd</sup> Street Distillery  
Ulupna Winery

Van Loveren Vineyards  
Vina Concha y Toro  
Vini Tonon SRL  
VSF International Consulting  
Whyte & Mackay  
Wild Tiger Beverages - India  
William Grant & Sons  
Wuliangye Group  
Yanghe  
Zamora Company

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## Others

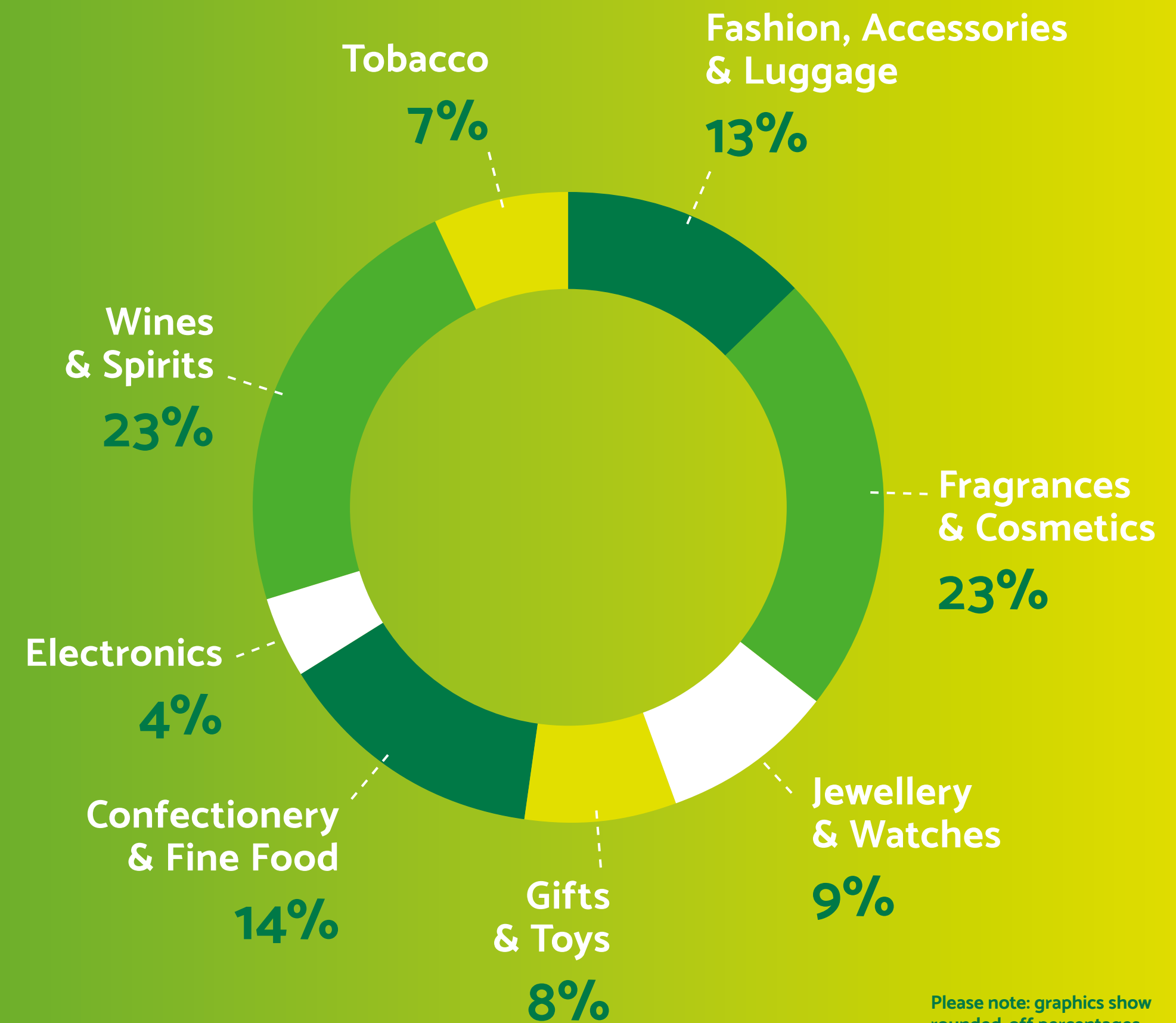
APTRA





# Key exhibitor figures 2019

## Exhibitors by category



Please note: graphics show rounded-off percentages.





05

Programme

Save  
The

Date



Sun 10	Mon 11	Tue 12	Wed 13	Thu 14	
<b>Golf Tournament</b> 7:00 - 15:00	<b>Conference</b> 9:00 - 13:00  <b>Networking lunch</b> 13:00 - 14:30	<b>Exhibition &amp; ONE2ONE meetings</b> 9:00 - 18:00	<b>Exhibition &amp; ONE2ONE meetings</b> 9:00 - 18:00	<b>Exhibition &amp; ONE2ONE meetings</b> 9:00 - 17:00	<div>Exhibition &amp; ONE2ONE meetings</div> <div>Conference</div> <div>Sporting &amp; Social Events</div> <div>TFWA i.lab networking session</div>
	<b>TFWA i.lab networking session</b> 14:30 - 17:30				
	<b>Asia Pacific Bar</b> 17:30 - 19:30	<b>Asia Pacific Bar</b> 17:30 - 19:30	<b>Asia Pacific Bar</b> 17:30 - 19:30		
<b>Welcome Cocktail</b> 19:30		<b>Chill-Out Party</b> 19:30	<b>Singapore Social Club</b> 20:00		



06

The Conference

# Expert Analysis, Cogent Comments

[BACK](#)







# Market intelligence

To help you plan, you need a clear picture of the political, economic and business factors influencing Asia Pacific duty free and travel retail.




**Time is precious, so you want concise, authoritative briefings on the region's key issues likely to affect your business.**

**TFWA Asia Pacific Conference assembles a line-up of expert commentators and industry leaders.**







In a single morning,  
**they'll identify the main opportunities**  
and threats for the coming year.



07

Meeting Service

ONE2ONE

[BACK](#)







# Introductory encounters

The simple, discreet way for retailers, exhibitors and service concessionaires to meet senior executives from Asia Pacific airport, airline, cruise or ferry companies.

Simply tell the team from ONE2ONE, TFWA's dedicated meeting service, who you want to see, and they handle the arrangements. Meetings take place in private suites or on exhibitor stands.



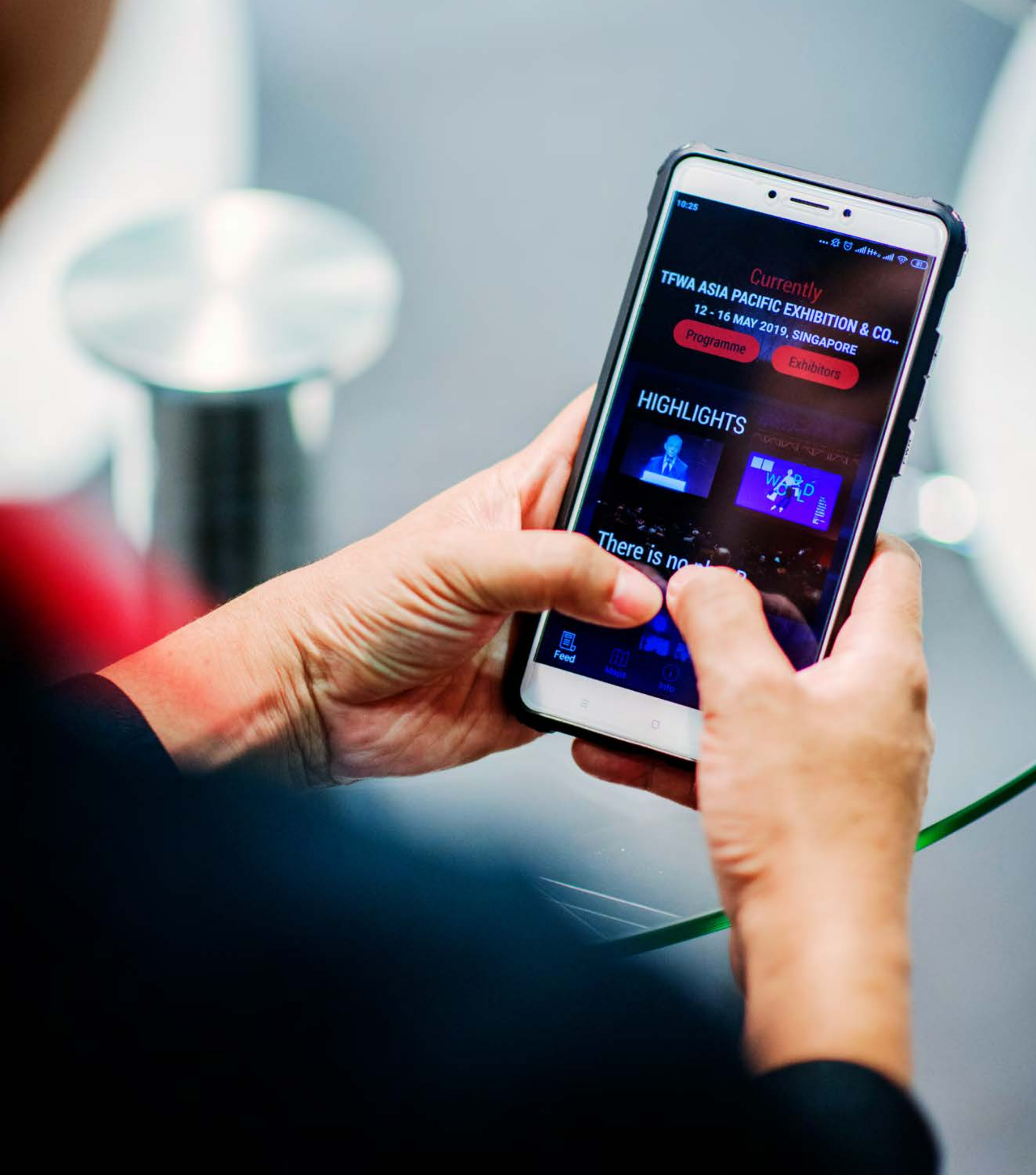
08

Key  
Tools

# Raise Your Game







# Business leverage

Leverage your presence in Singapore with a set of TFWA-commissioned business tools.



# 01

## The TFWA App

This permanent, portable link with the Association helps you plan for TFWA events, find your way on-site, contact business partners, access local support, interact with Conference speakers and network.

**Download the app here:**







# 02

## The Official Diary

Available online, as a downloadable pdf or in print, the Diary contains the full event programme, exhibitor index, venue maps and useful local information.

Download the PDF [here](#).



# 03

## The Exhibition Directory

Prepare your meeting schedule using this searchable online database of exhibiting companies and pre-registered visitors.

Data can be printed for offline use.  
Accessible after registration.





# The Duty Free & Travel Retail Asia Pacific Summit

Diamond Sponsor



Platinum Sponsor



## 04

### Sponsorship Opportunities

Raise your profile in Singapore by becoming a sponsor. Packages are available for the Exhibition, Conference and networking programme.

**For details, please contact  
Isabelle Regnier, Advertising  
& Sponsorship Manager  
on +33 (0)1 40 74 09 86  
or [i.regnier@tfwa.com](mailto:i.regnier@tfwa.com)**



# 05

## **TFWA Daily Media Pack**

Delegates' preferred reading at the show, the TFWA Daily is printed locally overnight and distributed before breakfast each morning for maximum impact.

[Download the media pack for readership data and advertising information.](#)







# 06

## Duty Free & Travel Retail Press List

**A handy summary of the trade titles  
that attend and report on the week  
in Singapore.**

**View the press list at [tfwa.com](http://tfwa.com)**





09

Networking

# Party Productively



# Golf tournament

Raise your game for the week ahead with a round on one of Singapore's finest courses.

Plenty of prizes await (Nearest the Water, Longest Drive and more), but this morning is as much about making friends as making birdies.







# Mixing business and pleasure

As curtain-raiser for the Singapore show, the **Welcome Cocktail** lets you catch up with colleagues and make new contacts over drinks and an exquisite buffet. The historic Fort Canning forms a stunning backdrop.





When the day's work is done, relax poolside at the midweek **Chill-Out Party**. Enjoy a soothing massage, chat with friends and let the laid-back vibe wash over you.

The **Singapore Social Club** heads to Universal Studios for the week's social finale. Thrilling rides, sumptuous food and dancing in the street ensure your visit ends on a high.





**10** Contacts

**Talk to Us**





# Any questions?

If you have a query,  
please get in touch.

**For visitor or registration queries:**  
[registration@tfwa.com](mailto:registration@tfwa.com)

**For queries about exhibiting for the first time:**  
Maha Abdennbi at [m.abdennbi@tfwa.com](mailto:m.abdennbi@tfwa.com)

**For queries from current exhibitors:**  
[commercial@tfwa.com](mailto:commercial@tfwa.com)

**For press or media queries:**  
[tfwapress@tfwa.com](mailto:tfwapress@tfwa.com)

**For all other queries:**  
[contact@tfwa.com](mailto:contact@tfwa.com)



# Keep in touch



Download the app here:



You can access updates and information via the **TFWA App** and our **social media accounts**.

If you're looking for online resources including event profiles, video highlights or reviews of our Exhibitions and Conferences, visit **[tfwa.com](https://tfwa.com)**



**TFWA**

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FOR THE TRADE**

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