

TFWA

WORLD
EXHIBITION &
CONFERENCE

THE
DUTY
FREE &
TRAVEL
RETAIL
GLOBAL
SUMMIT

—
28 SEP - 2 OCT
2020
CANNES



CONTENTS

**TAX FREE WORLD
ASSOCIATION**

**A POSITIVE
FORCE**


With a membership of 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 aims to be a positive force for that industry by promoting interaction between stakeholders and creating an environment for growth.

TFWA WORLD EXHIBITION & CONFERENCE SIMPLY UNMISSABLE

From modest beginnings in the mid-1980s, **TFWA World Exhibition & Conference** has **developed into duty free and travel retail's global summit**. The vibrant blend of brands, buyers and business leaders makes this an unmissable event in the industry calendar.

A man with grey hair and glasses, wearing a dark suit and tie, is smiling and looking towards the camera. He is surrounded by other people in suits, some of whom are out of focus. The background is bright and appears to be an outdoor event.

**28 SEPTEMBER
> 2 OCTOBER 2020**

Professionals from thousands of companies marketing to today's international traveller will again gather at the Palais des Festivals in Cannes.

EXPLORE & ANALYSE

The Exhibition is a vast shop window of traveller-oriented brands from 500+ companies in more than 23,000m² of floorspace.

500+
companies

Buyers and sellers meet face-to-face in one place to explore a world of opportunity.

> 23,000
m² of floorspace

SAVE THE DATE

-  Exhibition
& ONE2ONE meetings
-  Conference
& Workshop
-  Social Events

Mon.
28

Conference
09:00 - 12:00

Exhibition
12:00 - 18:00

**Opening
Cocktail**
19:00

The Scene
22:00 - 02:00

Tue.
29

Workshop
08:00 - 09:00

Exhibition
09:00 - 18:00

The Scene
22:00 - 02:00

Wed.
30

Workshop
08:00 - 09:00

Exhibition
09:00 - 18:00

The Scene
22:00 - 02:00

Thu.
01

**Exhibition
& ONE2ONE
meetings**
09:00 - 18:00

The Scene
22:00 - 02:00

Fri.
02

**Exhibition
& ONE2ONE
meetings**
09:00 - 12:00

WHY EXHIBIT?

BE SEEN

To reach and resonate with travellers worldwide, your brand must be seen by the industry's most influential buyers and decision-makers. **More than 2,400 of them came to the latest Exhibition.**



**Find the retailers and landlords
that matter at the Exhibition.**

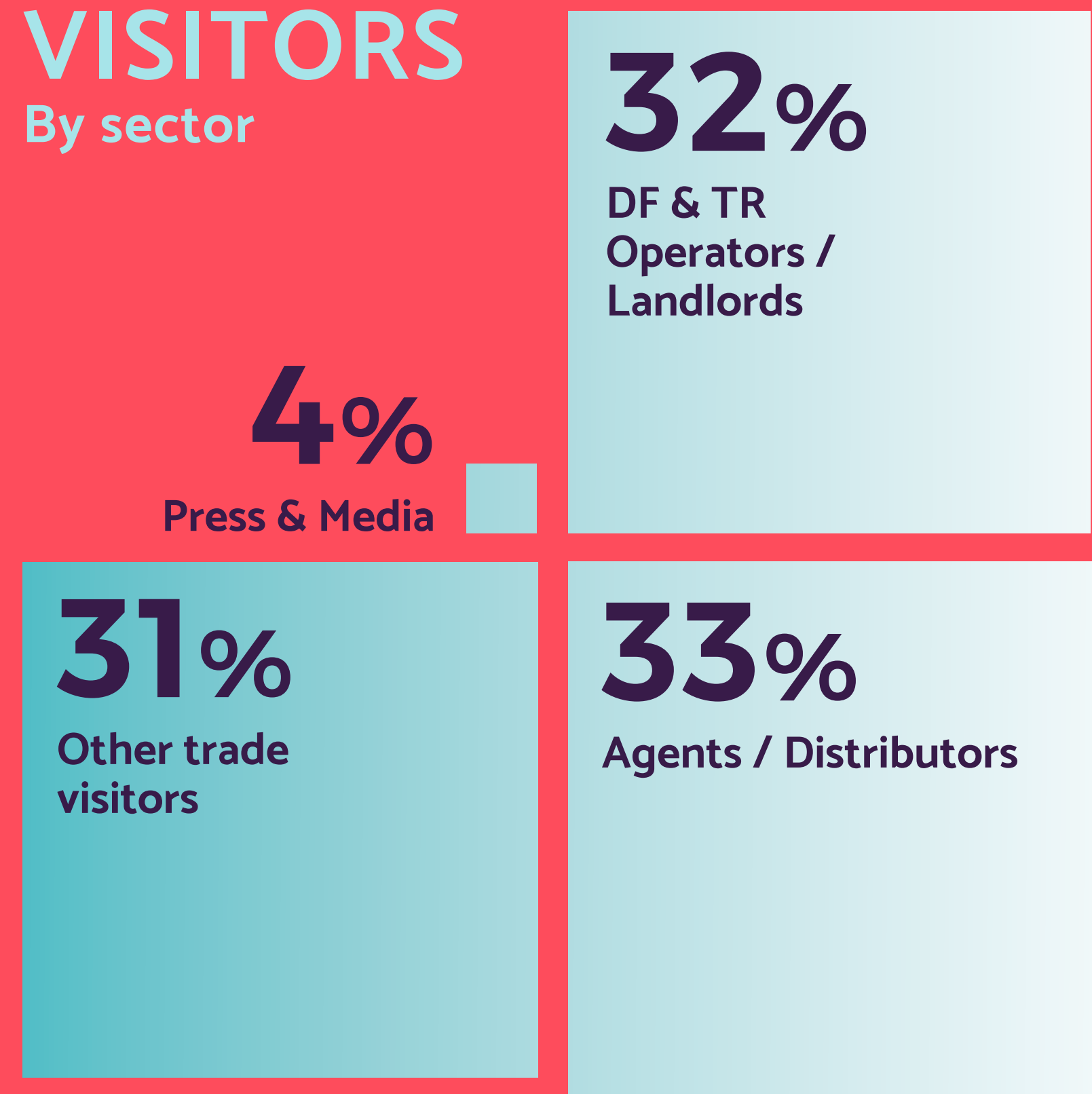
**Attended by key players at international, regional
and national levels, this event delivers unmatched
visibility for your product portfolio,
latest innovation or new campaign.**

WE'VE GOT THE NUMBERS

2019 saw over 7,500 industry professionals visit the Exhibition, more than ever before (and +7% on 2018).

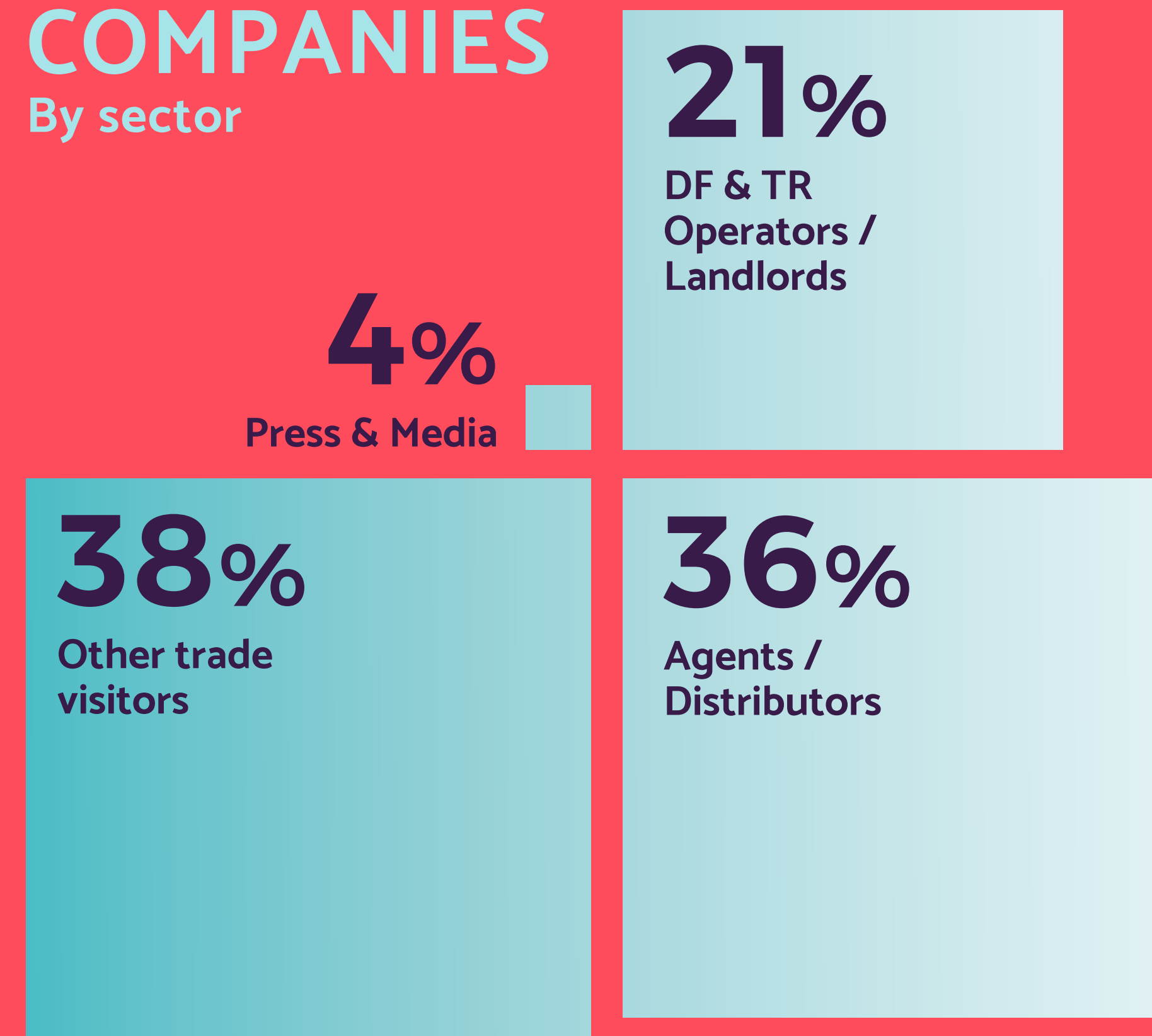
VISITORS

By sector



COMPANIES

By sector

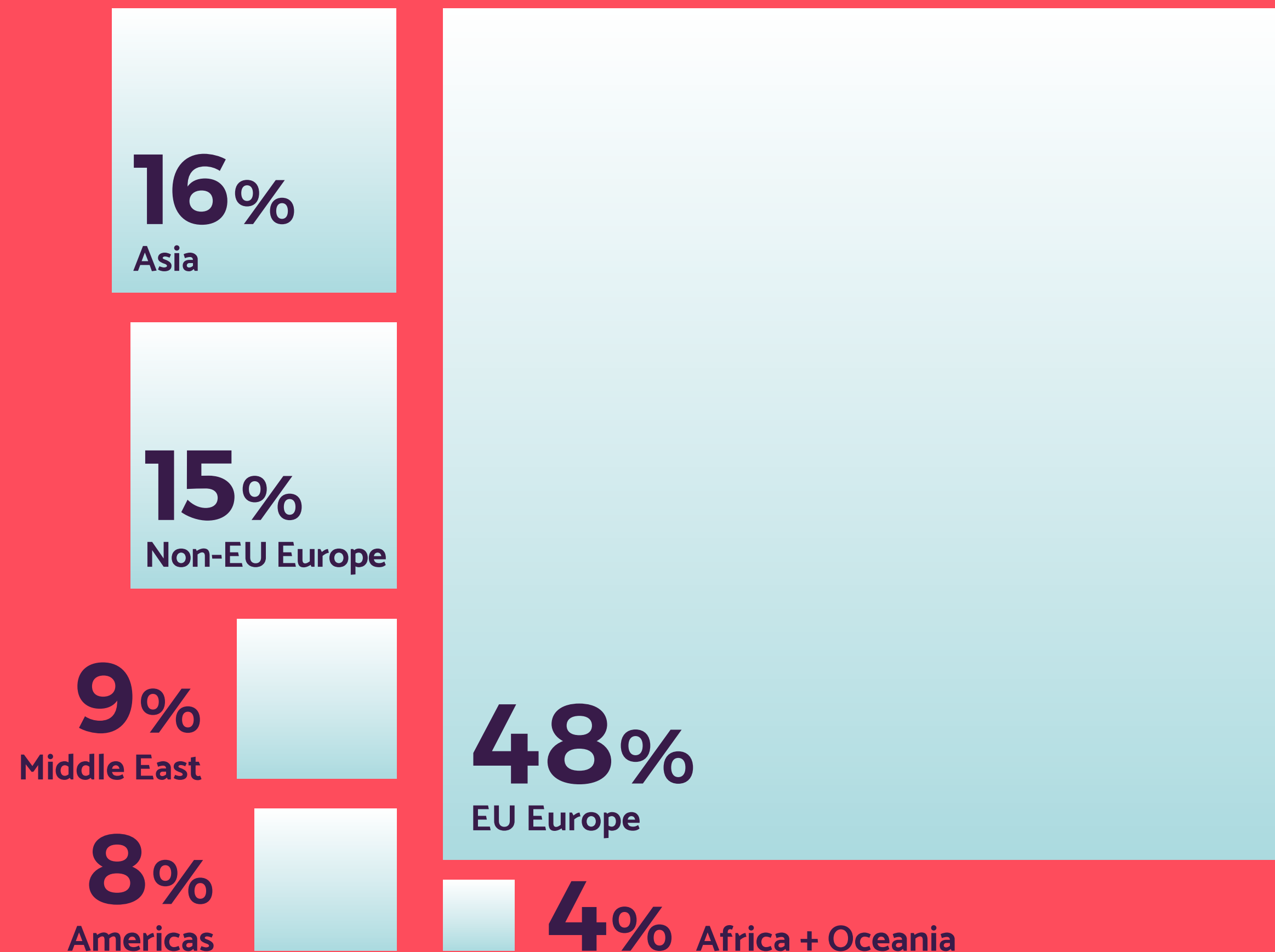


WHERE ARE YOU FROM ?

5 of the top 10 visitor nationalities were from outside Europe, with Asian participation particularly strong.

VISITORS

By region



VISITORS

By country

COUNTRY	VISITORS
FRANCE	347
UK	293
GERMANY	255
KOREA	255
UAE	232
NETHERLANDS	150
RUSSIA	142
USA	142
CHINA	121
JAPAN	110
ITALY	109
SWITZERLAND	98
HONG KONG SAR	94
SPAIN	93
DENMARK	89
TURKEY	83
SINGAPORE	76
ISRAEL	69
INDIA	64
SWEDEN	62

A large digital display in a dimly lit room shows a close-up of a woman's face with blonde hair and round glasses. The display is composed of several panels. In the foreground, several people are seated at tables, looking towards the display. The room has a modern, sophisticated feel with dark walls and a large window on the left showing a bright outdoor scene. The text is overlaid on the bottom left of the image.

**Exhibit on the showfloor and
position yourself among some of
duty free and travel retail's most
celebrated, successful brands.**

WHY VISIT?

SEIZE THE INITIATIVE

To grow your business in duty free and travel retail,
**you need to manage relationships with existing partners,
make new contacts and spot emerging trends in the market.**

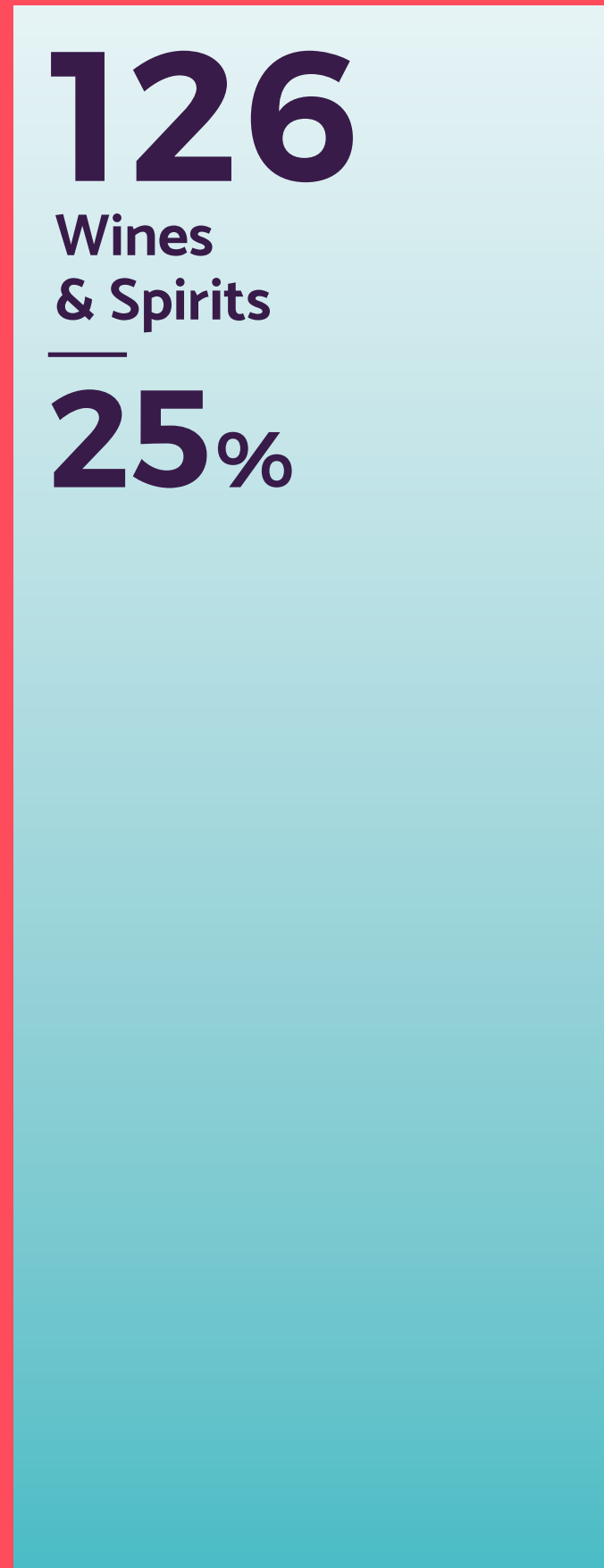
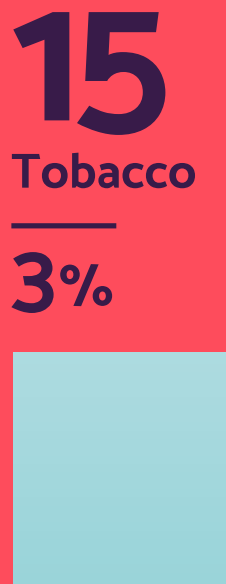
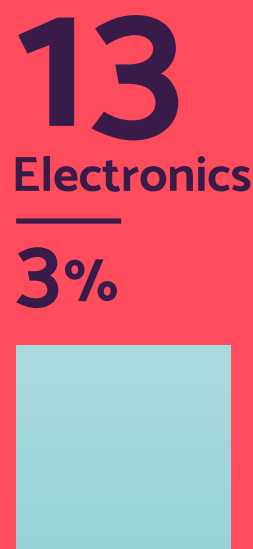


**Take the initiative by visiting
TFWA World Exhibition & Conference.
Meet over 500 premium brand-owners
in the industry's biggest showcase.
Cultivate current connections
and forge new alliances.**

WHO'S EXHIBITING?

EXHIBITING COMPANIES

By product category
in 2019



Percentages may not add up due to rounding. Total number of exhibiting companies excluding double stands and including companies sharing stand of registered exhibitor.



Cover all product categories during your visit, from core sectors like beauty and liquor to rising stars such as technology and fashion.

EXHIBITOR LIST 2019

CONFECTIONERY & FINE FOOD

Abtey Chocolaterie
Al Nassma Chocolate
Anthon Berg
Baratti & Milano/Novi
Bateel International
Butlers Chocolates
Carambar & Co
Cavendish & Harvey
Chocolat Mathez
chocoMe
Churchill's Confectionery PLC
Cloetta Travel Retail
Conaxess Trade Denmark A/S
El Almendro / Delaviuda
Confectionery Group
English Tea Shop
Fauchon
Fazer Global Travel Trade
Ferrero

Food Accademia
Godiva Chocolatier
Goldkenn
Gourmet House
Guylian
Haribo
Heilemann Confiserie
Jules Destrooper Biscuiterie
Korea Ginseng Corporation
Kusmi Tea
Langnese Honig
Leonidas
Les Chocolats De Pauline
Lindt & Sprüngli (Schweiz) AG
Loacker
Maestrani
Majani 1796 S.P.A
Mars Wrigley Confectionary
Int'l Travel Retail
Mondelez World Travel Retail
Mr Stanley's Confectionery
Mycado Paris

Nadiya
Nestlé International Travel Retail
Neuhaus
Nideregger
NIO
Palais des Thés
Paris Chocolat
Patchi
Perfetti Van Melle Global
Travel Retail
Perle Di Sole
Peters Chocolates
Petrossian
Reynaud
Ricola
Ritter Sport
Rougié Foies Gras
Shortbread House of Edinburgh
Silver Crane
Simply Chocolate
Starbrook Airlines
Storck

Tartuflanghe
Tea Forté
The Hershey Company
Valrhona
Wonderful Pistachios

ELECTRONICS

Beurer
Braun
Capi Global
Happy Plugs
Lifetrans Switzerland
Pasco
Philips
QuietOn
RHA
Skross
Sudio Headphones
Travel Retail Distribution Group
Travel Retail Innovations

FASHION, ACCESSORIES & LUGGAGE

Aigner
Any Di Munich
Arche
Armani
B+D Buch+Deichmann
Bally
Banana Moon - Livia - 1789 Cala
Beverly Hills Polo Club
Boggi Milano
Bombata
Bric's
Butterfly Twist
CabinZero
Calvin Klein - Tommy Hilfiger
Camicissima
Cerruti 1881
Coach New York
Coccinelle
De Rigo Vision
Delsey Paris

Desigual
Diesel
Ermenegildo Zegna
Etro
Fraas - The Scarf Company
Furla
Gebr. Heinemann
Giorgio Jäneke Milano
Guess
Happy Socks
Havaianas
Heidi Klein
Hermès
Inouitoosh
Kipling - VF International SAGL
La Martina
Lacoste Operations
Lamborghini
Lancaster
Lancel
LeSportsac
Liu Jo Spa
Longchamp
Luxottica Group

LVMH
Mandarina Duck
Marchon Eyewear
Marcolin Eyewear
Marni
Maui Jim
MCM
Morgan & Oates
Napapijri
Paul & Shark
Piquadro
Polo Ralph Lauren
Porsche Design
Pourchet Paris
Récife
Roberta Pieri
Roccobarocco
Rodenstock
Safilo Group
Salvatore Ferragamo
Samsonite
Shanghai Tang
Silhouette International
Sunshades Eyewear

Tintamar
Victorinox / Wenger
Wolford
Zero Halliburton

FRAGRANCES & COSMETICS

3LAB INC
3 Senses
Acca Kappa
Agatha, Chantal Thomass,
Kaloo, Morgan
Ahava Dead Sea Laboratories
Air-Val International
Ajmal
Al Haramain Perfumes
Alexandre J
Amorepacific
Amouage
Angelini Beauty
Apple Beauty
Aquolina / Pink Sugar
Arcancil Paris/Institut Caméane
Artdeco Cosmetic Group

Arthes	Declaré/Juvena/Marlies Möller	Jurlique	Mavala
Aydia	Designer Parfums	Korloff	Mavive
Baija Paris	Diego dalla Palma	L. Brands Inc	Merci Handy
Beauty San	Dior	L'Occitane en Provence	Micys Company Spa - Pupa
Bellefontaine Switzerland	Dorin	L'Oréal Travel Retail	Molinard Parfums
Berdoues Parfums & Cosmétiques	Dr Irena Eris Cosmetic Laboratories	La Colline	Moroccanoil
Beter	Dr.Jart+	La Maison de la Vanille	New Deal
Bioeffect	Empire of Scents	La Prairie	Nouba Professional Make Up
Black Up	Estée Lauder Companies	La Sultane de Saba	Nuxe
Bond No.9 - New York	Etat Libre d'Orange	Laboratoire Jowae	Orlane
Bulgari	Eurocosmesi	Laboratoires Dermatologiques d'Uriage	Panier des Sens
By Terry	Euroitalia	Laboratoires Filorga Cosmétiques	Panouge
Capstone Cosmetics	Foreo	Laboratoires Liérac	Parfums Corania
Chanel	Fragonard Parfumeur	Laboratoires Phytosolba	Parfums de la Bastide
Charrier Parfums	Groupe Panther	Lalique Beauty	Parfums Marina de Bourbon
Christian Breton	Hermès Sellier	Layla Cosmetics SRL	Parlux Fragrances
Cinq Mondes	ID Beauty International Distribution	Leonor Greyl	Patyka
Clarins Group	IDUN Minerals Stockholm	Les Senteurs Gourmandes	Payot
Cofinluxe	INCC Group	Lorience Paris	Perfume Holding
Collistar	Institut Karité Paris	LVMH Retail Development	Perfumer's Workshop LTD
Coty	Interparfums	Maeurer & Wirtz	Perfumes y Diseño
Courrèges	Intertrade Group	Make-up Studio	Perris Group
Creed	Jacomo	Marco Serussi Parfums	Pierre Fabre Dermo Cosmétiques
De Ruy Perfumes	Jacques Bogart		Polaar

Profumitalia
Puig
Puressentiel
Qiriness
Rancé 1795
Reminiscence
REN Clean Skincare
Rituals Cosmetics
Romella International AB
Serge Louis Alvarez - SLA Paris
Shiseido Travel Retail
Shiseido - Dolce & Gabbana
Sisley
SK-II Group
SO.DI.CO. SRL
SODIP
Spongelle
Svenska Krämfabriken
Teaology
The Body Shop
The First
Timeless Truth Mask

Ulric De Varens -
Créateur de Parfums
Unilever International Travel Retail
VAG
Yves Rocher
Zylangia

GIFTS, TOYS, HOME DECORATION & TABLEWARE

Aurora World
Be Relax
Blue Storks
Cabeau
Caran D'Ache
Design Go
Hasbro
I-Clip
La-Tweez
Lamy
Lego Group

Lladró
LOQI
Merlin Digital
Moliabal
Montblanc
Moshi
Panzerglass
Premier Portfolio International LTD
Robin Ruth
Schäfer Travel Retail
Secrid
Socatec
Travalo
Travel Blue
Travel Retail Experts
Travel Retail Solutions LTD
Troika
Tru Virtu
WWF Plush Collection
Zikko (HK)
Digital Technology Co., LTD

JEWELLERY & WATCHES

Anne Klein
Brosway
Buckley London
Chow Tai Fook
Clogau
Coeur de Lion
Davidoff
Estella Bartlett
Fervor Montréal
Festina
Fiyta
Frederique Constant
Frey Wille
Georg Jensen
Hanse Distribution
Hermès Sellier
Ice-Watch
Infinity & Co
International Luxury Group

Invicta Watch Group
Jowissa
Kurate International
Lambretta Watches
Les Interchangeables
Majorica
Marcel Robbez Masson
Misaki
Morellato Group
Nilai Paris
Oliver Weber Collection
Pilgrim
Reflecta
Sekonda
Sokolov
Swarovski
Tateossian
Timesource LTD
Tous
Trollbeads A/S
Tyko Travel Retail
Zeades

TOBACCO

Agio Cigars
Al Fakher Tobacco
British American Tobacco GTR
Davidoff Cigars
Habanos
Imperial Brands
J. Cortès Cigars
JT International SA
Juul
Karelia
Kt International SA
Mazaya Shisha Molasses
Scandinavian Tobacco Group
Shanghai Tobacco Group
Yunnan Tobacco International Co., LTD

WINES & SPIRITS

Accolade Wines
Angus Dundee Distillers PLC
Antica Sambuca
Atom Brands
Bacardi Global Travel Retail Division
Barton & Guestier
Bayadera Group
Beam Suntory GTR
Beluga Vodka
Bodegas Williams & Humbert
Bollinger Champagne
and Delamain Cognac
Borco International
Bottega Spa
Brocard Jean-Marc
Brown-Forman
Bulbash
Campari
Carpenè Malvoti
Cave de Tain
Chabot Armagnac

Champagne Lanson
Champagne Laurent-Perrier
Champagne Nicolas Feuillatte
Chase Distillery LTD
Chopin Vodka
Choya Umesu
Cognac Camus
Cognac Dobbé
Cognac Frapin
Compagnie de Guyenne -
Cognac Meukow
Cono Sur
Crystal Head Vodka
Danzka Vodka
Deau Cognac
Denis Charpentier
Denis Charpentier Group
Destilerias Campeny
DF Signature
Diageo
Distell
Distilleria Marzadro

Distilleries et Domaines de Provence	Ian Macleod Distillers LTD	Paul John Indian Single Malts	The Three Stills Company LTD
Diverse Flavours	Illva Saronno	Paul Mas	Torres
Domaine Tariquet	International Beverage	Pernod Ricard	Treasury Wine Estates
Domaines Albert Bichot	Kremlin Award Vodka	Peuch & Besse	Umberto Cesari
Douglas Laing & Co Ltd	KWV	Ph-Ch (Champagnes Piper-Heidsieck et Charles Heidsieck)	Underberg
Duty Free Global Limited	La Martiniquaise-Bardinet	Proshyan Brandy Factory	Vecchio Amaro del Capo
Duty Free Global Ltd	Ladoga Group - Imperial Collection	Proximo GTR	Villa Sandi
Edoardo Freddi International	Laplandia Vodka	Quintessential Brands	Viña Concha y Toro
Edrington	Laroche - Ogier - Antoine Moueix Propriétés	Rémy Cointreau Global Travel Retail	Vranken-Pommery Monopole
Famille JM Cazes	Liviko	Russian Wine House Abrau-Durso	VSF International Consulting & Trading UAB
Fonbelle	MacDuff International	Santa Margherita Gruppo Vinicolo	VSPT Wine Group
Fontanafredda	Maison Boinaud	Schröder & Schöler	Whyte & Mackay LTD
Fournier Pere et Fils (Domaine)	Maison Ferrand	Seva Group	William Grant & Sons
Fratelli Branca Distillerie SRL	Masi	Silver Base International Development Co LTD	World of Patria International
Fraternity Spirits World	Massenez	Sogrape Vinhos	Wuliangye Group
Gérard Bertrand	McCormick Distilling International	Spirit France	Zamora Company
Godet Frères Cognac	Mestrezat Grands Crus	Stock Spirits Group	Zonin 1821
González Byass	Moët Hennessy	Stoli Group	
Halewood Wines & Spirits	Molinari	Symington Family Estates Vinhos	
Heineken International	Nemiroff Vodka Limited	Tenute Piccini	
Henkell Freixenet	Osborne	Terroirs Distillers	
Hine Cognac	Ouzo Plomari		
Hunter Laing			

TFWA i.lab

THE FUTURE, NOW

Get a glimpse of things to come from companies offering smarter ways of working in duty free and travel retail. Under one roof, TFWA i.lab brings together a compelling mix of creativity and practicality in the shape of ready-to-implement solutions.



**Exhibitors at TFWA
i.lab are active in**

- Digital customer engagement solutions**
- In-store customer engagement solutions**
- Sustainability & CSR**
- Data**
- Services to travellers**

For further details and sponsorship opportunities,
please contact Ms Isabelle Régnier, TFWA i.lab Sales
Manager, on +33 (0)1 40 74 09 86

THE CONFERENCE & WORKSHOPS INSIDER INSIGHT

To plan your strategy, you need a clearer view of the geopolitical and commercial currents affecting duty free and travel retail.

A wide-angle photograph of a large conference hall. The audience, consisting of many people in business attire, is seated in tiered rows, facing a stage. The stage is illuminated with blue and yellow lights. On the stage, there are three large vertical screens. The left screen displays 'THANK YOU' and 'ALAN MANGRAUD, PRESIDENT, ITWA'. The middle screen shows a stylized graphic of a woman walking with shopping bags, with the word 'WORLD' in large letters. The right screen shows a portrait of a man in a suit. A speaker is standing at a podium on the stage. The overall atmosphere is professional and high-tech.

THE CONFERENCE

Hear from business leaders and industry insiders at the Conference. They'll brief you on the forces shaping trade and travel over the coming months.




WORKSHOPS

Keep abreast of the latest
thinking on core industry topics
at focused breakfast workshops.

ONE2ONE

MEETING SERVICE

Explore what's possible with companies of interest.
Just tell the team at ONE2ONE, TFWA's specialist meeting service, who you want to sit down with and let them organise the introduction.

A man in a dark suit and blue tie is seated at a round wooden table, facing two women. The woman on the left is seen from the back, wearing a light-colored sleeveless top. The woman on the right is seen in profile, wearing a blue short-sleeved top. They are in a bright, modern office or lounge area with large windows in the background. A tall, thin wooden shelving unit with various decorative items is visible behind the man. In the far background, another person is seated at a desk. The overall atmosphere is professional and collaborative.

Designed to facilitate exploratory encounters between brand-owners, buyers, landlords, agents and concessionaires, ONE2ONE maximises your productivity by arranging meetings to fit your schedule.

KEY TOOLS

PERFORMANCE ENHANCEMENT

Optimise your productivity in Cannes with these
purpose-built TFWA business tools.

The TFWA App

Keeping you in touch with the Association, the app helps you plan for TFWA events, navigate on-site, contact business partners, find local services, connect with Conference speakers and network.



Flash me

Download the app here.



A man in a dark blue suit is seen from the back, sitting at a desk and working on a laptop. He is positioned in front of a large window that offers a view of a city street. A yellow car is visible on the left side of the window. The scene is brightly lit, suggesting daytime.

THE EXHIBITION DIRECTORY

Organise your daily schedule using this searchable online database of exhibitors and pre-registered visitors. Request appointments via the contact details provided. Print the data you need for offline use, too. Accessible after registration.



THE OFFICIAL DIARY

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

TFWA DAILY MEDIA PACK

Shiseido Travel Retail: 'Beauty Innovations for a Better World'

Vision 2020 is Shiseido Group's six-year medium-to-long-term strategy, aiming to ensure Shiseido and ensure its sustainability through the next century. Philippe Leveque, CEO, Shiseido Travel Retail, updates Ross Falconer on the road to Vision 2020.

S Shiseido Travel Retail is a growth engine for the group, with a turnover of over \$1 billion in 2019. It is a business that is growing rapidly, and it is a business that is growing rapidly. Shiseido Travel Retail is a growth engine for the group, with a turnover of over \$1 billion in 2019. It is a business that is growing rapidly, and it is a business that is growing rapidly.

Essential 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.

A photograph of two women at a trade show booth. The woman on the left, with short brown hair and glasses, is wearing a beige top and a brown bag, looking at a magazine. The woman on the right, with dark hair, is wearing a black top and a blue wristband, looking at a magazine titled 'travel 20'. The booth features a grey rack filled with various trade publications, including 'Dubai Duty Free', 'DM', 'CANNES SHOWCASE', and 'IMPACT'. The background is a solid blue wall.


DUTY FREE & TRAVEL RETAIL PRESS LIST

A helpful overview
of the trade publications
that visit Cannes and cover
the week's events.

The background is a solid dark purple. Overlaid on this are several geometric shapes: a large, light purple chevron-like shape pointing downwards, and two smaller, darker purple rectangular blocks, one in the top-left and one in the bottom-right, both tilted at an angle.

SOCIAL EVENTS

MAKING CONNECTIONS

A bartender in a white shirt and glasses is pouring champagne from a bottle into a glass. The bottle has a label that reads "LA COUPE CHAMPAGNE Laurent-Perrin". In the background, there are blurred lights and people, creating a bokeh effect. A man in a dark jacket is visible on the left, holding a tray with canapés. The overall atmosphere is festive and elegant.

OPENING COCKTAIL

Start the week in style at the Opening Cocktail. Enjoy the drinks and canapés as you reconnect with colleagues and grow your network.



THE SCENE

Where delegates relax after a hard day's work, The Scene has Cannes' hottest dancefloor and coolest DJs. Move your feet or chat with friends over a drink at the bar.

CONTACTS

**HOW CAN
WE HELP?**

IF YOU HAVE A QUERY, PLEASE GET IN TOUCH

For exhibitor or
visitor registration
queries

—
exhibitors@tfwa.com
visitors@tfwa.com

For queries
about exhibiting
for the first time

—
Maha Abdennbi via
m.abdennbi@tfwa.com

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STAY IN CONTACT

You can access updates and interact with us
via the TFWA app and our social media accounts.

If you're looking for online resources including event
information, video highlights or reviews of our Exhibitions,
Conferences and workshops, visit tfwa.com



TFWA

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