

TFWA

WORLD
EXHIBITION &
CONFERENCE

TFWA
daily

MONDAY 3 OCTOBER 2022



**SPECIAL
SUPPLEMENT**

Floorplans and
exhibitor index

04

Get Together
Last night at
Carlton Beach

06

Today
TFWA World
Conference

Sponsored by:

MOROCCANOIL.



مزايا
MAZAYA

*US NPD report 2021

MOROCCANOIL®



Moroccanoil.com

MOROCCANOIL TREATMENT
THE #1 HAIRCARE OIL IN THE US.* **PASS IT ON...**

*Erik Juul-Mortensen
President, TFWA*

President's Introduction

Welcome to the 37th TFWA World Exhibition & Conference and the second since the Covid-enforced break in 2020.

We are delighted to have you here, whether as a visitor or an exhibitor. The duty free & travel retail business is steadily improving in many regions, but our industry still faces significant challenges, so at TFWA we are sincerely grateful for the effort you have made in coming to Cannes.

After two years that threatened duty free & travel retail's existence, it was inevitable the pandemic would bring changes. We are seeing different expectations among travellers, a new mix of nationalities crossing borders, and alliances or mergers are reshaping our industry's structure. With passenger traffic rebounding across major parts of the globe, we must be agile to adapt to these changes and seize the opportunities they offer.

As the industry's major annual summit, TFWA World Exhibition & Conference is all about opportunity – to do business or to network, for example, at Sunday evening's Get Together or at the TFWA Lounge every night. You will find the opportunity to access the latest industry thinking at our Conference and Workshops, and to experience innovation in action at TFWA i.lab, which gains a new home inside the Palais. And where better than the Exhibition floor itself to discover new products and discuss deals on hundreds of company stands?

Thank you again for coming, and I wish you a successful, enjoyable week in Cannes.



Exhibition opening: Today 12:00



Please note that the official opening of TFWA World Exhibition will take place at 12:00 today.

TFWA 365



TFWA 365 is the permanent online platform open to TFWA members and business partners all year round. Visit the Discovery section – the showcase for travel retail – to discover world-class brands, product launches, innovations shaping the future of travel retail, and the most exciting industry initiatives and new projects.

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:*





01



02



Get Together

The stunning Carlton Beach located in front of the iconic Carlton Hotel was the venue for last night's Get Together.

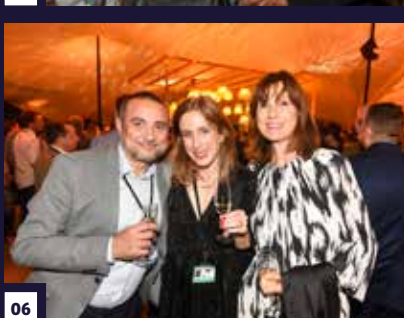


03



04





01 John Rimmer, Managing Director, TFWA; Carrie Baker, President, Canada Goose; and Paul M. Cadman, President - Asia-Pacific & Travel Retail, Canada Goose.

02 Amy Kim, KR Retail Manager, FOREO; Justin Ng, Business Development Leader, Asia, FOREO; Hyewon Cho, Senior PR & Marketing Executive, FOREO; Cherie Tsang, Senior PR and Marketing Executive, FOREO; and Gary Leong, Global Travel Retail Director, FOREO.

03 Caroline Roberts, Marketing Executive, Penderyn Distillery; Rupert Firbank, Regional Director, No1Spirits; and Simon Roffe, Business Development Director, Penderyn Distillery.

04 Ryan Neergaard, Partner, FlyWithWine; Marlene Hulten, Director, Major Account Sales, FlyWithWine; Erin Forster, Partner, FlyWithWine; and Ron Scharman, CEO FlyWithWine.

05 Priscilla Beaulieu, Regional Export Director, Halbe de Walque; Geraldine Archambault, Founder, Essential Parfums; and Olivier Marlotti, General Manager, Etat Libre d'Orange.

06 Davide Ravizza, Commercial Director, Lancaster; Axelle Paitre, Retail Consultant, RMS; and Valerie Tallepied, President, RMS.

07 Sherin Branquinho, Global Online Communications Head, DUFY; Sarah Branquinho, Chief Diversity and Inclusion Officer, DUFY; Patrick Dorais, Sales Director, Al Nassma; and Erik Juul-Mortensen, President, TFWA.

08 Madam Annie Roback and Kjell Johansson, Zebro Ambassador/ Investor Spirits & Promotions.

09 Andrea Dallapiccola, Deputy Area Manager, Loacker; Juan M. Cabrera, Business Director Duty Free & Travel Retail, Loacker; Daniel Kerschbaumer, Deputy Business Director Middle East/ Central Asia/ Indian SC, Loacker; and Andreas Ratschille, Customer Service Manager, Loacker - Wafer.

10 Franca Stella, Accounting Manager, Ferrari International Agencies; Helen Rattasepp, Category Manager - Fashion, Accessories, Gifts, Toys & Electronics, Tallink Silja Line; and Luigi Ferrari, Managing Partner, Ferrari International Agencies.



Today's TFWA World Conference

The 2022 edition of the TFWA World Conference is being held at a time of historic challenge for the world. The Covid-19 pandemic continues to cast a shadow over our daily lives, while the war in Ukraine has had a profound global impact well beyond the humanitarian tragedy unfolding in eastern Europe. The travel industry, meanwhile, is struggling to adapt to a post-pandemic world, and to satisfy the pent-up demand that is now being unleashed.

Today

09:00-11:45



Grand Auditorium,
Palais des Festivals

▶ The Conference will be opened by TFWA President Erik Juul-Mortensen, who has witnessed many changes and disruptive shifts during more than 40 years of involvement in the duty free & travel retail industry. Erik will share his thoughts on the changes that our market is undergoing, supported by the latest travel data and forecasts.

▶ David McWilliams has gained a reputation as one of the most thoughtful – and entertaining – experts on modern economics. An author, journalist, documentary-maker and broadcaster, David is Adjunct Professor of Global Economics at the School of Business Trinity College Dublin, and produces a weekly economics podcast which has repeatedly topped the Irish and UK podcast charts. In Cannes he will give his view on the pressures facing the global economy, and how they will impact business in the post-Covid world.

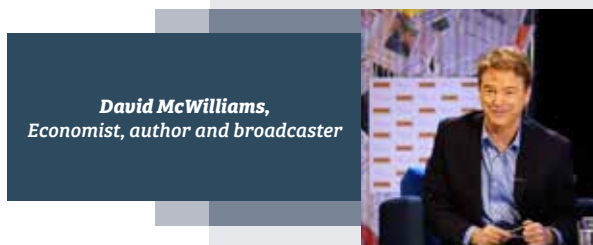
▶ As founder of wellbeing concept Rituals, Raymond Cloosterman has a unique insight into modern brand-building. In Cannes he will explore the ways in which brands can escape their “comfort zone” in order to adapt to new customer expectations, drawing on his experiences at Unilever and with Rituals.

▶ Dubbed “the Queen of Clubhouse” by Forbes, Swan Sit is a global expert on digital transformation. Previously responsible for global digital marketing at brands including Nike, Estée Lauder and Revlon, she is a creator and innovator with a flair for identifying new trends and opportunities. In Cannes she will look at life in the Metaverse, and the new avenues opening up for brands and retailers in the virtual world.

▶ The TFWA World Conference will be moderated by Juliet Mann, broadcaster, journalist and business news specialist with experience at CNBC, CNN, Sky News, TRT World and Reuters.



Erik Juul-Mortensen,
President, Tax Free World
Association



David McWilliams,
Economist, author and broadcaster



Raymond Cloosterman,
Founder and Chief Executive Officer,
Rituals Cosmetics



Swan Sit,
Operating Partner, AF Ventures; and
Leading Voice on Clubhouse



Juliet Mann,
Broadcaster, journalist and
presenter

Omè

SUPERSLIMS



KARELIA TOBACCO COMPANY INC.
Bay Village N° 6

“Businesswise, it is important to keep reinventing your company”

In this morning's TFWA World Conference Raymond Cloosterman, Founder and CEO, Rituals Cosmetics, will share his unique insight into modern brand-building. Ahead of the event, he spoke to Ross Falconer.

In his address to this morning's TFWA World Conference, Raymond Cloosterman, Founder and CEO, Rituals Cosmetics, hopes to inspire the industry to stretch beyond its comfort zone. “Travel retail can no longer rely on a high-spending audience, but has to ensure that it is catering to a broader group of an evolving middle class and a new generation of travelling consumers, with varying needs and expectations,” he explains.

Rituals, for example, has elevated its position in the channel as much more than a beauty brand by expanding into different categories underlined by wellbeing, and Cloosterman says the approach really resonates with today's travellers.

Sharing his thoughts on modern brand-building, he adds: “Businesswise, it is important to keep reinventing your company. What does this mean? Setting new priorities and investing in new technology, putting digital first and preparing for the future. Introducing new products, opening new stores, and building the brand globally as we underline our commitment to the combination of stores and a memorable digital experience.”

Above all, Cloosterman says the industry needs to collectively challenge itself to do more than the bare minimum when it comes to sustainability. “It is no doubt a difficult feat, but it is perhaps the most important one. Rituals committed to Net Zero by significantly reducing our greenhouse gas emissions. In doing so, we set concrete goals in line with the Science Based Targets initiative (SBTi) and the Paris Agreement. After becoming a Certified B Corporation earlier this year, this commitment marks another important step in Rituals' continuous journey to sustainable wellbeing.”

Indeed, Cloosterman notes that brands can escape their comfort zone and adapt to new customer expectations by becoming more sustainable and transparent. “Customers expect more from companies than they used to,” he explains. “More than 8 out of 10 consumers are more concerned about sustainability than ever before, and 71% of shoppers say they prefer to purchase brands that are transparent and proactively demonstrate social, ethical, and environmental values and practices. Especially Millennials and Gen Z say that they are loyal to companies that care about their effect on society and particularly interested in products with sustainable packaging.”

Achieving “the ultimate form of wellbeing”

Rituals wants to grow from the brand it is today, to more of a community, where it represents the whole idea of living soulfully. “This will be not only through selling products, as we are much more than a beauty brand, but through for instance yoga classes and meditation exercises, which we already offer via our app,” Cloosterman explains. “I always say: ‘We are not here to sell you beauty, we are here to make you feel good.’ Which is the foundation of our philosophy of being a wellbeing brand – it is all about slowing down and finding happiness in the smallest of things. It is our passion to help people turn everyday routines into meaningful moments and bringing balance



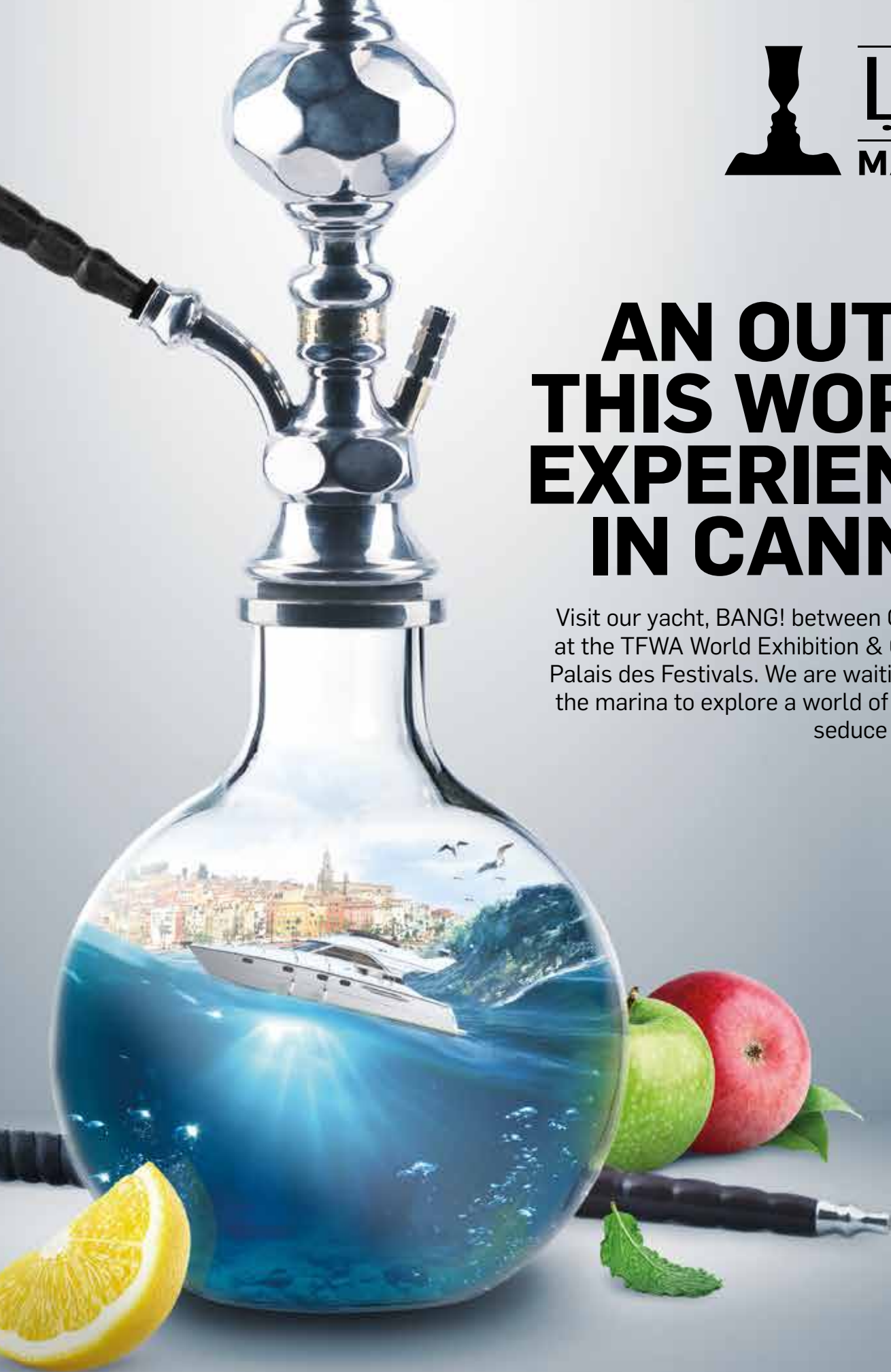
*Raymond Cloosterman, Founder and CEO, Rituals Cosmetics:
“Businesswise, it is important to keep reinventing your company. What does this mean? Setting new priorities and investing in new technology, putting digital first and preparing for the future.”*

between body, mind, and soul. With that balance and connection, we strive to achieve the ultimate form of wellbeing.”

Looking ahead to how shoppers will behave in the post-Covid world, Cloosterman adds that work-life balance is more important than ever. “We want to change a house into a home, and we want to pamper ourselves. It's all about rediscovering the magic in the everyday. Covid has strengthened the popularity of our brand and our products and the demand for luxury home care products has grown. The need to create an ambiance to change a house into a home is more relevant than ever.”

AN OUT OF THIS WORLD EXPERIENCE IN CANNES

Visit our yacht, BANG! between October 3 - 6
at the TFWA World Exhibition & Conference -
Palais des Festivals. We are waiting for you at
the marina to explore a world of flavours and
seduce your senses.



Pioneers in the production and provision of French shisha tobacco-molasses, Mazaya offers a wide variety
of natural flavours combined with high quality ingredients and manufacturing processes.

For more information please contact *Rawan Elayyan*: rawan.elayyan@mazayafze.com or visit our website: <http://mazayamolasses.com>

“Informative, insightful and network-tastic!”

Today's TFWA World Conference will be moderated by Juliet Mann, broadcaster, journalist and business news specialist with experience at CNBC, CNN, Sky News, TRT World and Reuters. Ahead of the event, she shared some thoughts with Ross Falconer.



Today's TFWA World Conference will be moderated by Juliet Mann, broadcaster, journalist and business news specialist with experience at CNBC, CNN, Sky News, TRT World and Reuters.

Juliet Mann, broadcaster, journalist and presenter, is moderating the TFWA World Conference for the first time today. “I am delighted to be part of your main event of the year, which I am hoping will be informative, insightful and network-tastic!” she says. “As a TV anchor who specialises in business news, I like to find out how things work, who is making stuff happen – and how much it all costs. So, it’s going to be particularly interesting talking to your industry insiders about how they are handling their excess baggage of the impacts of the pandemic and war in Ukraine, the fast-paced advances in airport and retail technology, plus a cost of living crisis that is squeezing the core customer base. We all know how hard the travel sector was hit by all the restrictions around Covid-19, but the world is on the move again. I’m keen to find

out how your stakeholders are adapting and reimagining their futures.”

One of the things Mann loves about her job is that there is no such thing as a typical day. In one week, she can be quizzing CEOs about their growth strategies, analysing inflation data and talking about climate change. “I even had the honour to be part of The Queen’s State Funeral coverage at Westminster Abbey,” she explains. “Delegates at TFWA World Conference can expect the same high-energy, considered and probing moderating style as I bring on camera. This is a forum where the audience will no doubt want to hear stories about real people, real leaders, real products, so I hope to tease all that out in an engaging way. Oh, and I will make sure we keep to time!”

“A pleasant shopping experience full of a variety of fun and new technologies”

Sung-Bin Im, Director, Duty Free Management Team, Incheon International Airport Corporation, is speaking in tomorrow's TFWA Airport Forum Workshop. Ahead of his participation, he spoke to Ross Falconer.

In tomorrow's TFWA Airport Forum Workshop, Sung-Bin Im, Director, Duty Free Management Team, Incheon International Airport Corporation, will focus on the future direction of Incheon International Airport's retail. “To be more specific, I’m going to talk about how to satisfy the customers’ desire to have a thrilling shopping experience and great time in our retail space,” he explains. “Also, what I want to share is the ways to mix online and offline shopping experiences effectively by using high technologies. Finally, the message I’d like to deliver is about how various airport functions work together in order to increase airport retail sales.”

Im says that, in the post-pandemic era, customer experience and digitalisation will become the important keywords. “Our airport retail needs to evolve into an advanced shopping destination where our passengers enjoy a pleasant shopping experience full of a variety of fun and new technologies.”

Commenting on new customer trends and spending patterns, he notes that, thanks to the increased duty free limit for liquor and the abolition of the purchase limit for Koreans, the number of

consumers buying more than two bottles of liquor has doubled and sales of expensive high-end products over \$5,000 are increasing. “While several major top brands of each category are taking up the significant proportion of our sales, sales from various new brands preferred by a younger generation are growing remarkably,” Im adds.

Sung-Bin Im, Director, Duty Free Management Team, Incheon International Airport Corporation:
“I’m going to talk about how to satisfy the customers’ desire to have a thrilling shopping experience and great time in our retail space.”



FOREO
SWEDEN



LUNA™ 4

PRO CLEANSE, HEALTHY GLOW, FLAWLESS PREP



TFWA Lounge: after-work session

Tonight to Wednesday, 18:30 - 21:00

VENUE: Carlton Beach

In partnership with:



Sponsored by:



TFWA Lounge: night-time session

Tonight to Wednesday, 23:00-02:00

VENUE: Carlton Beach

Qatar Duty Free main sponsor of TFWA Lounge

Qatar Duty Free is the main sponsor of the TFWA Lounge. "As a world-leading retailer, we are keen to continue supporting events that unite travel retail community members," says Thabet Musleh, Vice President, Qatar Duty Free. "We believe that TFWA successfully fulfills the purpose of bringing the industry together."

Of course, Qatar Duty Free, along with Qatar Airways Group as a whole, is preparing for a once-in-a-lifetime event. In the next few months, it will showcase its amazing shopping and dining experiences to millions of passengers as Qatar hosts the 2022 FIFA World Cup.

"Our objective is to ensure that our brand partners and colleagues have a successful conference and an enjoyable experience at the TFWA Lounge," says Musleh. "We are also very excited to welcome guests to participate in this year's Qatar Duty Free competition at the TFWA Lounge with a prize of two tickets to the opening ceremony of the long-anticipated 2022 FIFA World Cup at the Al Bayt Stadium."

The TFWA Lounge is an excellent opportunity to reunite, exchange innovative ideas, and discuss important issues in the travel retail industry. "Businesses thrive on face-to-face interactions as they allow industry colleagues to build professional and meaningful relationships with potential prospects and business partners," Musleh adds.



Thabet Musleh, Vice President, Qatar Duty Free: "We are very excited to welcome guests to participate in this year's Qatar Duty Free competition at the TFWA Lounge with a prize of two tickets to the opening ceremony of the long-anticipated 2022 FIFA World Cup at the Al Bayt Stadium."

WiTR supports the Hope Foundation

This year at TFWA World Exhibition & Conference, Women in Travel Retail (WiTR) returns to its usual venue in the foyer of the Palais des Festivals on Tuesday 4 October (17:30-19:00) – but with a slightly different focus.

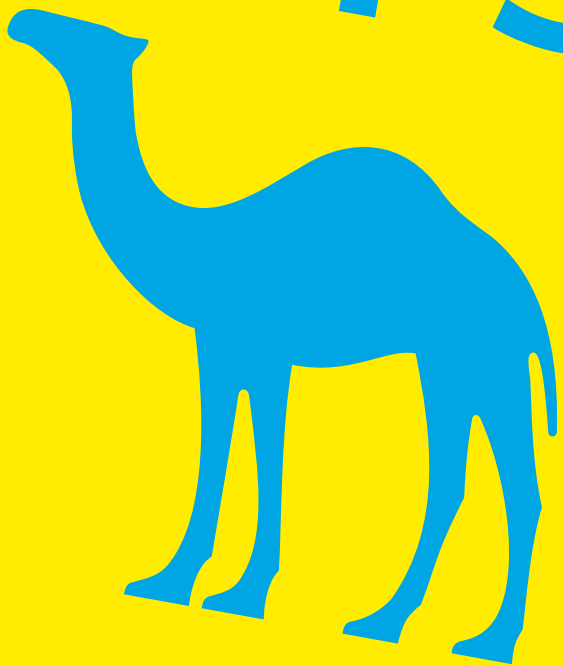
On arrival, attendees will be welcomed with a glass of delicious Chandon Garden Spritz courtesy of Moët Hennessy to start off what promises to be an enjoyable networking session while also hearing about, and raising funds for, WiTR's 2022 charity – the Hope Foundation.

The Hope Foundation is committed to ensuring the protection of children living on the streets and in the slums of Kolkata, India. WiTR is raising funds to buy a bus to safely transport women and children from HOPE's five homes in the city housing 100 children, and a Mother and Childcare unit.



Women in Travel Retail (WiTR) is raising funds for its 2022 charity – the Hope Foundation – which is committed to ensuring the protection of children living on the streets and in the slums of Kolkata, India.

LET'S



ANYTHING
BUT ORDINARY.

TOBACCO SERIOUSLY DAMAGES HEALTH

Onsite services

Shuttle service

Monday 3 October to Thursday 6 October
Hotels to Palais des Festivals, the main
pick-up points are indicated in **bold**. For
guests staying in other listed hotels, the
shuttle service is available at the main
pick-up points.



ROUTE 1

Hotel Juliana - Grand Hyatt

Martinez - JW Marriot

Pick up and drop off for:

7eme Art, Abrial, Nehô Suites, Alnea,
Amiraute, Athénée, Canberra, Cannes
Croisette, Carolina, Colette, Cristal,
Chryseis, Eden, Esterel, Festival, Five Seas,
Florian, Gray d'Albion, Ibis Cannes Centre,
La Villa Cannes Croisette, Le Verlaine,
Ligure, Little Palace, Hôtel Croisette Beach
Cannes - MGallery, Mondial, O'Carré
Croisette, Okko, Patio des Artistes, Simone,
Splendid, Résidéal, Résidence Carlton
Riviera, Riviera Eden Palace, Shtak,
Sun Riviera, Univers, Villa Garbo, Villa
d'Estelle.



ROUTE 2

**Hotel Montfleury - Best Western
Plus Cannes Riviera & Spa**

Pick up and drop off for: Golden Tulip -
Hotel de Paris, Apart Hotel Villa Annette.



ROUTE 3

**Ibis Style Le Cannet - Amarante -
Citadines**

Pick up and drop off for: Cavendish, Ibis
Budget, Le Montaigne, Néméa Résidence,
Renoir, Suite Novotel.



ROUTE 4

**Royal Casino Mandelieu - la
Verrerie - Luxhotel**

Special service

Monday 3 October



ROUTE 1

Continual service every 15 minutes
from 08:15 to 19:00



ROUTES 2,3,4

From Hotels to Palais: every 30
minutes from 08:00 to 12:00
From Palais to Hotels: every 30 minutes
from 17:30 to 19:00

Regular services

Tuesday 4 October & Wednesday 5
October



ROUTE 1

From Hotels to Palais: every 15
minutes from 08:15 to 19:00



ROUTES 2,3,4

From Hotels to Palais: every 30
minutes from 08:00 to 10:30
From Palais to Hotels: every 30 minutes
from 17:30 to 19:00

Thursday 6 October - Exhibition closes
at 17:00



ROUTE 1

From Hotels to Palais: every 15
minutes from 08:15 to 10:30
From Palais to Hotels: every 15 minutes
from 11:30 to 15:00



ROUTES 2,3,4

From Hotels to Palais: every 30
minutes from 08:00 to 10:30
From Palais to Hotels: every 30 minutes
from 11:30 to 15:00

Departure transfers to Nice

Thursday 6 October



**From the Palais des Festivals
(Pantiero)**

Every hour, from 15:00 to 20:00

Friday 7 October



**From the Palais des Festivals
(Pantiero)**

Every hour, from 07:00 to 12:00

New train service

A new rail link between Nice Airport and
Cannes runs up to three trains an hour.
The new Nice Saint-Augustin railway
station is just 10 minutes' walk from
Terminal 1. A free tram service also links
Terminals 1 & 2 to the new station, from
where the train journey to Cannes takes
as little as 22 minutes.

PCR tests

For delegates requiring a PCR test prior
to their flight home, TFWA has partnered
with the LBM Bioesterel Site Cannes
Ferrage to provide these tests. The Clinic
is located at 29, Boulevard de la Ferrage,
06400 Cannes, a 10-minute walk from the
Palais des Festivals.
Dedicated time slots are available for
TFWA delegates from Monday 3 October to
Friday 7 October (09:30-10:30 and 15:00-
16:00). Results will be sent within 24 hours.

Business Centre



LOCATION: LEVEL 1

Administrative and communication
support from specialist staff, plus meeting
room rental and vital back-office help
while in Cannes.

Special service desks



LOCATION: LEVEL 1

- Hotel accommodation
- ONE2ONE Meeting Service
- Information desk

Press centre



LOCATION: LEVEL 1

A dedicated area where journalists can
relax, conduct interviews and source
event-related information.

Mercedes-Benz

LAND · SEA · AIR

A Fragrance Trilogy



FIND YOUR OWN OR GET THE THREE



Mercedes-Benz and © are registered trademarks of Mercedes-Benz Group AG. They are used by IMC under license.

New this year in Cannes



01

FlyWithWine

 **Blue Village E1**

Who are you?

FlyWithWine, based in Napa, California, was formed in 2016 and has been dedicated to addressing the challenges and solutions for travelling with wine, spirits and other bottled items. Our mission remains focused on the continued creative development of wine and spirit lifestyle products that make the travel experience easier, safer and more enjoyable.

Who buys your products?

Our customers span from the casual wine lover, to the serious wine and spirits enthusiast, to the industry professional. Simply stated, anyone that needs a safe, trusted and reliable solution to travel with or for wine and spirits. Our network of retail partners chooses our products for the shared expectations of their customers – exceptional quality, functionality, proven performance, and innovation.

Why exhibit now?

Now that face-to-face events are back in full swing, this year's event is a prime opportunity for us to meet buyers and decision-makers in the duty free channel and introduce them to our newest collection of wine and spirits travel solutions to experience first-hand the innovation and quality of our products.

What are your objectives?

Our goals are threefold: to gain the latest education about the duty free and travel retail industry, to introduce our products that align with the goal of enhancing the traveller's experience, and to partner with airport, cruise and border shop operators to provide tailored, exciting retail programmes together.

What is your unique selling point (USP)?

- Thoughtfully engineered that ensures the safest means of travel with wine and spirits.
- Innovative designs for style and function.
- Bringing innovation to your retail assortment.



02

Bohoboco Perfume

 **Yellow Village B28**

Who are you?

Bohoboco Perfume is a brand that was created from a childhood dream of Michał Gilbert Lach. A collection of niche, unisex perfumes that seduce and intrigue with their depth.

Who buys your products?

They are perfect for both women and men as they are unisex, and our clients don't have any specific age. Bohoboco Perfume is for everyone.

Why exhibit now?

It is our first time at TFWA World Exhibition & Conference and we are very excited to meet all new companies and potential business partners. We already have a lot of meetings booked during the exhibition. We are already in more than 20 countries around the world and we are at the moment of a very rapid development of the brand, so TFWA World Exhibition & Conference is a perfect place to be.

What are your objectives?

The main objective is to meet new potential distributors and find the right partners for our brand, building the Bohoboco Perfume brand together around the world.

What is your USP?

A journey within the memories and emotions of the past. This is what one feels while wearing Bohoboco Perfume compositions. They become an unforgettable element of important moments of our lives and emphasise our personality. The fragrances created by the brand last for a very long time, as the noble essences contain as much as 30% of the fragrance.

Here, we turn the spotlight on a selection of the exciting brands making their debut in Cannes, or returning after an absence.



03

Panda Tea

 **Blue Village F7**

Who are you?

Panda Tea is a premium organic tea brand founded in 2017 by three brothers and headquartered in Paris. The company develops wellness blends focusing on health benefits and great taste – for the entire family. All innovative tea blends are developed by our founder Thibault, who is also a doctor in pharmacy, to meet specific consumer benefits and taste.

Who buys your products?

Tea and infusions are the oldest drink in the world and have a promising future in a world where everyone is looking for sustainable, healthy drinks. We created Panda Tea with the ambition to promote healthy drinks and a healthy lifestyle to as many people as we can. Our customers are 80% females aged from 15 to 65 – and we also have a product range for kids.

Why exhibit now?

TFWA World Exhibition & Conference is the leading event in the world for premium brands distribution, so it was an amazing opportunity for us to participate. After growing for a few years in Europe and particularly France, we feel it is the right timing to open new markets and distribution channels. We also feel we now have a mature product range with 40 SKUs adapted to travel retail and international distribution.

What are your objectives?

We are open to meeting with travel retail partners. Our company is family-owned with a long-term vision and values. We look forward to building long-lasting relationships with our distribution partners.

What is your USP?

“Wellness tea for the entire family.” If you’re looking for a “good for you” premium food brand, that speaks to consumers aged from 7 to 77, with an eco-conscious focus, and a little bit of fun, please visit us at Blue Village F7.



04

Cotswold Distillery

 **Red Village H8**

Who are you?

Cotswold Distillery is an award-winning producer of super premium whisky and gin located in the beautiful landscape of the Cotswolds in the English countryside. Founded in 2014 by Daniel Szor, the distillery has gone from strength to strength as the leader of the burgeoning English whisky category. Now with a portfolio of whiskies from our Signature and Reserve expressions to our Cask Collection and limited releases we are building our presence within the global travel retail channel.

Who buys your products?

As a producer of super premium spirits our target consumers are those that look for quality food and drink with provenance, they appreciate the finer things and are prepared to pay for them.

Why exhibit now?

As part of our ambitious growth plans, we have recently completed the building of our new whisky distillery on our site in the Cotswolds, enabling us to quadruple our current whisky production to keep ahead of our forecast demand. The global travel retail channel plays a key role in our growth plans and we are excited to be showcasing our brand and sharing our compelling story with those that share an affinity with our audience.

What are your objectives?

Share our compelling brand story with the global travel retail sector and show how we will engage passengers and travellers in the channel. Showcase our delicious, full of flavour spirits that are made with love and care right here in the Cotswolds.

What is your USP?

Cotswold Distillery is widely acknowledged as being at the fore of the English whisky category. We are passionate about creating flavour-focused, delicious whisky. Cotswolds Dry Gin is a bright gin, full of flavour and when mixed with ice or tonic takes on a beautiful pearlescent cloud creating the unmistakable The Cloudy G & T.



The TFWA i.lab returns physically this year at the heart of TFWA World Exhibition & Conference. With a blend of returning companies and new names active in fields such as digital traveller engagement, in-store solutions, data analytics, sustainable and social initiatives, and services for travellers, TFWA i.lab opens today at 12:00 within the Red Village on Level -1 of the Palais des Festivals.

TFWA Innovation Lab at a glance

- From 12:00 on Monday 3 October to 17:00 on Thursday 6 October.
- New location: the TFWA i.lab returns physically this year at the heart of TFWA World Exhibition & Conference, within the Red Village on Level -1 of the Palais des Festivals.
- TFWA Lounge: after-work session: 18:30-21:00, Monday 3 October to Wednesday 5 October, Carlton Beach.
- TFWA Lounge: night-time session: 23:00-02:00, Monday 3 October to Wednesday 5 October, Carlton Beach.
- Innovation in Action Workshop: Hi5 Studio, Level 5, Palais des Festivals, 12:30-14:00, Wednesday 5 October.
- TFWA i.lab pitch sessions: Tuesday 4 October, 10:30-11:30 and 15:00-16:00. Venue: TFWA i.lab, Palais des Festivals, Red Village (Level -1), Pitch Area, stand number: M.
- Exhibitors will benefit from the TFWA ONE2ONE meeting service: an opportunity for TFWA i.lab exhibitors and visitors to meet face-to-face.

iClick Interactive: empowering brands to elevate the retail experience

i Click Interactive (i.lab M9) is an independent online marketing and enterprise data solutions provider in China. Since 2009, iClick has been committed to empowering the China market entry ambitions of many worldwide brands through its proprietary data-driven solutions offerings. Headquartered in Hong Kong, iClick currently operates in 11 locations across Asia and Europe.

"COVID-19 has accelerated the digital transformation process of all travel retail brands in China," says Frankie Ho, President, International Business, iClick Interactive Asia Group Limited. "Digitisation is a powerful and crucial tool for targeting Chinese consumers. With the preferences of Chinese consumers changing, new shopping technologies go beyond just live-streaming, but comprise new shopping apps and business models. It was important for brands to identify who the potential travellers were through the data they have. Hence, it is crucial to research the type of content and information that Chinese travellers would like to receive.

iClick understands the Chinese market landscapes and enables marketers and brand owners to better understand the potential opportunities, ranging from yacht tours to digital tourism."

As a TFWA i.lab exhibitor, iClick is dedicated to empowering brands to elevate the retail experience and engage with desired travelling consumer segments by leveraging its data-driven marketing solutions and big data capabilities. "iClick advises brands on the best practice in terms of tapping into the lucrative China market through mapping out innovative omnichannel marketing strategies, identifying the right channels and optimising brand touchpoints to create massive brand awareness and cohesive brand experiences, as well as maximise audience engagement at every stage of travel," Ho explains. "Thanks to TFWA, iClick shall take this invaluable opportunity to reconnect with industry professionals and interact with them face-to-face by leveraging the ONE2ONE meeting programme after such a long time apart."



As a TFWA i.lab exhibitor, iClick is dedicated to empowering brands to elevate the retail experience and engage with desired travelling consumer segments by leveraging its data-driven marketing solutions and big data capabilities.

BEEHIVE
• FOUNDED IN 1852 •

— 170th —

ANNIVERSARY EDITION



MEET US
AT THE
TFWA

STAND
K68
GREEN
VILLAGE

BEEYOND EXPECTATION

Duffle App: an end-to-end digital travel retail marketplace

Duffle Travel Retail Platform (i.lab M5) was founded in 2022 and is based in Berlin. The start-up has developed an online marketplace for travel retail that connects retailers, brands and consumers and increases comfort at the airport. "It is the first digital end-to-end platform including fast delivery service for travel retail," says Alexander Trieb, founder and CEO, Duffle Travel Retail Platform.

Duffle aims to simplify the shopping experience at the airport, creating added value for travellers and generating new business for retailers, restaurateurs and airports. Its idea: on one single digital platform, all duty free shops and other brand shops, as well as the food & beverage outlets in all terminals at an airport are jointly available.

"Whatever the traveller chooses, be it a perfume or a croissant, is personally delivered to their gate within minutes," Trieb explains. "Duffle also offers its delivery service to the arrival gate at the destination airport. The app makes for a simple, stress-free and frictionless digital shopping experience. In this c-commerce strategy lies the opportunity to address, excite and inspire a new extensive segment of travellers. Duffle's main focus is on the digitally-savvy young professionals who are not yet customers in the airport shops."

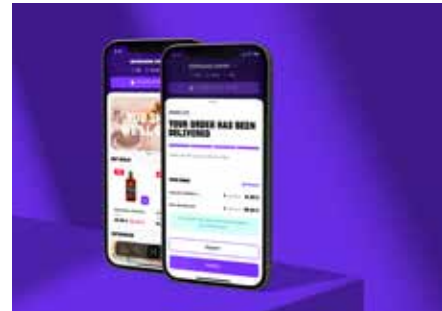
Duffle is exhibiting for the first time in the TFWA i.lab and is looking forward to meeting with industry professionals from all over the world, learning about how travel retail is changing and what is driving the change. "And, of course, we want to introduce our Duffle app and show the industry how this digital platform can contribute to the new era in travel retail," Trieb adds.

DIGILAB: personalised and exclusive communications for travel retail

DIGILAB (i.lab M12) is a digital solution with the objective to digitalise the points of sale of its clients. "We are able to develop, through a QR code, a personalised platform to the brand to provide additional information and advice to their customers," explains Méline Casado, Project Manager, DIGILAB. "The main advantage to work with DIGILAB is also that we will collect a lot of interesting data.

The space is limited in travel retail points of sale and our technology permits the brands to communicate efficiently for a lower price. The brands can make personalised and exclusive communications for travel retail."

DIGILAB's objective in the TFWA i.lab is to present its personalised and digital service, and to convince the brands of a modern communication way. "DIGILAB permits to offer two complementary services to the brands. We develop gift with purchase and packaging that can be combined with our digital solution," says Casado.



Duffle has developed an online marketplace for travel retail that connects retailers, brands and consumers and increases comfort at the airport.

TFWA i.LAB EXHIBITORS

- Bluedog Group – TFWA 365 Discovery i.lab
- Blynk – i.lab M8
- DIGILAB – i.lab M12
- Duffle App – i.lab M5
- DutyFreak Airport.Store Marketplace – i.lab M7
- iClick Interactive – i.lab M9
- Inflyter – i.lab M10
- Intelligent Trolley Service by ITS – i.lab M6
- Mydutyfree – i.lab M2
- Perfect Corp – i.lab M11
- PERFUMIST – i.lab M13
- TFWA 365 – i.lab M15
- TOKINOMO – i.lab M4
- tRetail Labs – i.lab M3
- Valtech – i.lab M1
- Visuall – i.lab M14

2022 Media Partner:



*Skincare, Cosmetics & Fragrances
section sponsored by*

SHISEIDO
TRAVEL RETAIL



万「美」资生



Shiseido

celebrates 150 years of beauty innovation

Since its founding, Shiseido has sought to create innovations that enrich people's lives with health, beauty and happiness. To commemorate its milestone 150th year, Shiseido Group is reaffirming its commitment to this mission with a renewed sense of purpose – “to expand the possibilities of beauty and realise a better future for people, society and the planet,” explains Philippe Lesné, President & CEO, Shiseido Travel Retail. “We recognise that this future can only be achieved with the support of our people, partners and consumers – so Shiseido is celebrating this landmark with various internal and external initiatives in each of the regional headquarters and local markets around the world.”

Indeed, in Cannes, the Shiseido Travel Retail booth (Riviera



Philippe Lesné, President & CEO, Shiseido Travel Retail: “Our participation in the TFWA World Exhibition is an important step towards building a stronger future with our partners and stakeholders, and we are looking forward to finally reconnecting with them in person, as well as fostering new relationships. We believe in meaningful partnership-building and our goal, as always, is to collaborate and find effective ways to grow our businesses together for the benefit of the industry.”



Key product launches and brand updates include SHISEIDO ULTIMUNE Power Infusing Eye Concentrate – a renewal of the iconic eye serum, newly infused with Heart Leaf Extract powered by The Lifeblood™ with 10X concentrated extracts of ImuGenerationRED Technology™.

Village RJ5) will feature a unique concept inspired by Japanese design and embodying Shiseido's rich heritage and DNA – a tribute to its origins as it celebrates its 150th anniversary. “Visitors can expect to be immersed in the world of Shiseido through our showcase of Japanese aesthetics, uncompromising quality and *Omotenashi* spirit,” says Lesné.

The Shiseido Travel Retail booth will feature key novelties and icon products from its diverse portfolio of prestige skincare, makeup and fragrance brands, including SHISEIDO, Clé de Peau Beauté, NARS, Drunk Elephant, IPSA, THE GINZA, BAUM, ISSEY MIYAKE, narciso rodriguez, and Serge Lutens.

Lesné explains that three of these brands will make their first appearances at this year's TFWA World Exhibition:

- Drunk Elephant: “Launched in travel retail last year, this biocompatible skincare brand will be exhibited in Cannes for the first time with a dedicated brand alcove.”
- THE GINZA: “Already present in travel retail, most recently opening its first boutique in Hainan with China Duty Free Group, this uber-luxe minimalist skincare brand will be exhibited in Cannes for the first time alongside other Japanese beauty brands.”
- BAUM: “Inspired by the power of trees, this prestige skincare brand was established in 2020 with an aim to realise a sustainable society in which trees are preserved for the future. It will make its global travel retail debut in Cannes.”

Shiseido Travel Retail a growth engine for the Group

Shiseido Travel Retail's positive performance in the first half of 2022 saw double-digit growth versus the same period last year (2021) and before the pandemic (2019). Key factors include strong sales growth of SHISEIDO, Clé de Peau Beauté, IPSA, and NARS, mainly in Hainan; steady recovery in the Travel Retail Americas and Travel Retail EMEA business; continued investment in skin beauty brands; building stronger partnerships with key retail partners; and accelerating the delivery of differentiated digital experiences for travellers throughout their journeys.

“In the first half of 2022, Travel Retail reported strong double-digit growth in net sales – we are now the third-largest contributor in net sales to the Group, after China and Japan,” says Lesné. “Shiseido Travel Retail plays a key role in accelerating the growth of the Group's portfolio to travellers worldwide. In spite of the impact of travel restrictions, the travel retail channel remains the ultimate global showcase of our brands.”

Lesné adds that, with the reopening of travel, Shiseido Travel Retail is looking forward to a continued growth momentum. “For the rest of 2022, we hope to see a gradual recovery in Travel Retail Asia – which remains a key strategic market for us – and maintain the steady improvement in Travel Retail Americas and Travel Retail EMEA.”



BY APPOINTMENT TO HER MAJESTY THE QUEEN
SUPPLIER OF TOILETRIES MOLTON BROWN LONDON

MOLTON BROWN

L O N D O N

British Makers Of Fragrance
Created With Care



For TFWA Cannes 2022, you'll find us at the Riviera Village.
Contact Sophie Sponagle at Sophie.Sponagle@kao.com for more information
– we look forward to seeing you



Cruelty Free



Made In England
Since 1971



Responsible
Manufacturing



100%
Vegetarian



Refillable
Packaging



Recycled
Materials



Free From
Parabens & Phthalates

BW Confidential

gears up for busy week in Cannes

BW Confidential is proud sponsor of the TFWA i.lab, and will once again host The Beauty Party at the Majestic Hotel this week.

The team at BW Confidential, the leading media on the international beauty industry, is glad to be back at the Cannes show once again this year. "The TFWA World Exhibition & Conference is a key international event in the industry and so important for beauty executives, and the beauty industry as a whole. We are very happy to see the momentum and enthusiasm around the show and would like to thank the TFWA for putting together such a top-class event once again. We're looking forward to a very busy week," comments BW Confidential Editor in Chief Oonagh Phillips.

The media company certainly does have a busy week ahead. The BW Confidential team will be on the ground in Cannes to bring the international beauty industry the latest news and views from the show in its publications and videos. It will also report on the issues facing the market's major players nearly three years on from the beginning of the Covid pandemic.

The Beauty Party

BW Confidential is also pleased to host The Beauty Party during the TFWA World Exhibition this week. The Beauty Party will bring together the beauty community – brands, retailers, distributors and fragrance players – in a festive setting. The event, which is by invitation only and will take place on Tuesday 4 October at the Majestic Hotel in Cannes, will provide the perfect opportunity to relax, network and catch up with friends.

Guests at The Beauty Party will also have the chance to win a cruise, courtesy of Starboard Cruise Services, one of the event's sponsors. To enter the cruise giveaway, guests at The Beauty Party can take a fun selfie in front of Starboard's photo corner and post it on social media (LinkedIn, Instagram, Facebook), along with the hashtag #Starboardbwconfidential. A draw will take place among those who posted with the hashtag to determine who will take home the cruise prize. The Beauty Party is also sponsored by fragrance house MANE and beauty brand Mavala.

The event will be BW Confidential's second edition of The Beauty Party. The first Beauty Party took place in 2019 and marked BW Confidential's 10th anniversary. Following its success, and due to a strong demand from the industry, BW Confidential is proud to host the event once again this year.

TFWA i.lab partner

Also this year, BW Confidential is proud to sponsor the TFWA i.lab, the innovation zone at the TFWA World Exhibition & Conference. The i.lab, located inside the Palais des Festivals, will highlight travel-retail industry innovations from 13 companies in areas such as digital traveller engagement, in-store solutions, data analytics, sustainable and social initiatives and services



BW Confidential will host The Beauty Party once again this year, bringing together the beauty community – brands, retailers, distributors and fragrance players – in a festive setting.

for travellers. The area includes individual stands, a less formal start-up space and a lounge where participants can pitch their ideas and network with visitors.

BW Confidential sponsored the first edition of TFWA i.lab in 2019 and last year's i.lab, which took place in a digital format.

"Given BW Confidential's strong coverage of the latest retail and tech trends and our Beauty Tech Live event, which brings together the worlds of beauty and tech, it is a logical step for us to support the TFWA i.lab. We are also proud to be associated with this area showcasing new digital ideas and innovations," Phillips explained.

As usual, BW Confidential's Magazine will be distributed at the Cannes show. The BW Confidential October-December issue features an interview with L'Oréal Travel Retail President Vincent Boinay, as well as special reports on the global fragrance market, digital strategies in travel retail, the market in the Middle East, and how beauty is evolving with NFTs, gaming and crypto currency. Pick up your complimentary copy at the press racks in the Palais des Festivals.



GUESS

TRAVEL RETAIL EXCLUSIVE

Qiriness: instantly moisturised and nourished skin

Qiriness is launching the Caresse Source d'Eau Riche Comfort Moisturizing Cream.

Following the success of its all-time bestseller, Caresse Source d'Eau, Protective Moisturizing Cream, Qiriness is launching a revisited version of this skincare with a richer texture. It is adapted to the needs of dry, dehydrated skin, or skin suffering from the discomforts of a change of season.

With its fresh fragrance and rich but non-greasy texture, this comforting cream is described as a cocoon of softness for the skin. Enriched with Maracuja oil and Murumuru butter, two natural lipid-replenishing active ingredients, it nourishes the skin and strengthens its barrier to preserve its comfort and spare it from tightness and itching. It also protects the skin from blue light and pollution.



Yellow Village F36

Oh La La! MAVALA launches vibrant new lipsticks

MAVALA is presenting its Oh La La! Collection of caring lipsticks with shea butter, aloe vera and vitamin E for autumn-winter 2022-2023. MAVALA is opting for strong colours this winter, with a range of vibrant shades including a golden and luminous brown, a warm brown, an intense and invigorating pink, a deep purple, a soft pink, and a dark brown.



Also being showcased by MAVALA is the Mini Colour Tandem Collection, ready for autumn nails. There are six complementary, earthy shades, which can be combined.

Meanwhile, the MAVALA Stop-Pen is designed to discourage nail and cuticle biting. It is an applicator pen moistened with a bitter-tasting aqueous formula, enriched with a nourishing botanical extract for cuticles.

Riviera Village RG16



Dr Irena Eris' ScientiVist provides intense rejuvenation

Dr Irena Eris is highlighting the latest proprietary technology developed by scientists from its Centre for Science and Research with the new ScientiVist range.

The biotechnological complex senoSIRT, based on a combination of botanical extracts from rice and Swiss Alpine rose, triggers deep repair processes. Using the senolytic mechanism, the complex eliminates ageing cells (-64% in vitro tests of the effects of the active ingredient on ageing, damaged fibroblasts). By activating sirtuins (known as longevity peptides), cells are reprogrammed to regenerate effectively, and the skin's ageing rate is slowed down. Specially-selected, highly nutrient lipid components instantly reduce any dryness and roughness of the skin and soften the epidermis, improving the absorption of cosmetics.

Riviera Village RA6



LANCASTER
PARIS

422, rue Saint Honoré - Paris 8
www.lancaster.com

RIVIERA VILLAGE - STAND RC15

Parfums Marina de Bourbon presents new floral fruity fragrances

Parfums Marina de Bourbon is showcasing two new fragrances: Princess Style and Royal Style.

Princess Style is described as a 'floriental fruity'. The top notes feature pear, mandarin and blackcurrant. The heart notes of freesia, jasmine and orange blossom stylise the flowery bouquet. The bottom notes include the smoothness of raspberry sorbet, enveloped by a burning vanilla and the woody notes of vetiver and ambroxan.

Royal Style is a 'floral fruity' fragrance. The head notes feature blackcurrant, which fuses with bergamot and pear. The chic heart includes delicate rose enhanced by luminous jasmine and refreshing pear blossom. Finally, the bottom notes combine creamy musk with the warm and deep notes of cedar and sandalwood.

The jewel-like bottles for both fragrances have subtle folds, a cap with chiselled petals, and a shimmering and captivating colour.



 **Riviera Village** **RG7**

Diego dalla Palma: "Choose your Toy, length or volume?"

Diego dalla Palma is showcasing its MyToyBoy and MyHappyToy mascaras at TFWA World Exhibition & Conference. MyToyBoy is an intense black mascara that provides extra volume in just one application. With its 4D action, it lengthens, volumizes and promotes the natural growth of the lashes in just 30 days, and it lasts 24 hours. Its applicator is made of fibre with a 4D arrow design.

Diego dalla Palma has also launched the irreverent MyHappyToy – a 5D mascara that ensures definition and length, maximum volume and zero clumping. In addition, the formula is smudge-proof, mask proof and lasts 24 hours, promoting the natural growth of the lashes in just 30 days. The applicator is a curved elastomer comb with two reservoirs.

Meanwhile, the eye-catching 17cm-long maxi-pack in a fiery red and fluo pink silicone with embossed texture is said to make them the largest mascaras on the market.



 **Riviera Village** **RBS**



 **Riviera Village** **RC13**

Mavive presents unique Furla fragrance

Mavive is presenting a new fragrance from Furla – Unica Eau De Parfum. The fragrance stands out for its uniqueness. The bottle, inspired by some of the most iconic Furla purses, seals a bond between the fashion and perfumery worlds.

The Eau de Parfum line, available in 100ml, 50ml and 30ml sizes, is dedicated to a feminine, sophisticated, contemporary woman, seeking a unique fragrance.

Unica Eau De Parfum is characterised by a surprising accord of pistachio and grains of salt, wrapped in an elegant floral heart. The perfumer has chosen vibrant touches of black pepper to emphasise the citrus notes of Italian mandarin, while grains of salt accents create a bright and modern contrast. The notes of pistachio combine with sweet tones of heliotrope and elegant jasmine for a sophisticated and enveloping heart. In the dry down, a luminous accord of white woods is enveloped by the warm sensuality of Vanilla Tahitensis, while deep notes of Ambrox underline the refined character of the perfume.

DELSEY



Blackhead — Nouvelle Zélande
45.9161° S / 170.4512° E

PARIS

1946

Stand A6 in Blue village

Shiseido showcasing key novelties and icon products

Shiseido Travel Retail is showcasing key novelties and icon products from its diverse portfolio of prestige skincare, makeup and fragrance brands, including SHISEIDO, Clé de Peau Beauté, NARS, Drunk Elephant, IPSA, THE GINZA, BAUM, ISSEY MIYAKE, narciso rodriguez, and Serge Lutens.

Key product launches and brand updates being featured include:

- SHISEIDO Ultimune Eye 3.0, Eudermine
- Clé de Peau Beauté bestsellers (The Cream, Key Radiance Care, Supreme Series) and new Radiance 22 counter concept (model representation)
- Drunk Elephant The Littles 6.0
- THE GINZA Essence Empowering P
- IPSA Serum 0 e
- Serge Lutens La fille de Berlin



Three of Shiseido's brands are making their first appearances at this year's TFWA World Exhibition & Conference: Drunk Elephant, THE GINZA, and BAUM.

Drunk Elephant The Littles 6.0 is a set of six travel-friendly morning and night essentials to cleanse, exfoliate, hydrate, brighten, and replenish the skin.

THE GINZA Essence Empowering P is a pair of powerful essences offering intensive high-functioning treatment for day and night, regenerating and purifying skin with an infinite glow.



**EFF
EF
F**
Dominio Fournier
Desde 1960

A love for detail

TFWA CANNES
Blue Village, Stand F3
www.dominiofournier.com



Beaute Luxe Foundation: for the well-being of African women

The Beaute Luxe Foundation based in Kigali, Rwanda aims to provide African women in vulnerable situations with access to the hygiene that every person has the right to expect.

It believes that well-being, whether through hygiene or beauty, can improve self-esteem and contribute to reintegration into society. To do this, Beaute Luxe Foundation provides, through its distribution programmes in Africa, bags containing basic hygiene products such as soap, shampoo, shower gel, body cream, toothpaste, hairbrush, and manicure set.

With its teams of volunteers, Beaute Luxe Foundation organises monthly distributions in the main towns and villages of Rwanda with the support of the French Embassy in Kigali. It also hopes to do so in many other African countries.

Beaute Luxe Foundation also supports the reintegration of African women by offering them training and employment within its companies in Africa. The vision of Beaute Luxe Foundation is that all African women have daily access to hygiene and beauty through quality products, to bring them dignity, equality, and respect for women's rights. Beaute Luxe Foundation is audited every year by the independent control office in Rwanda, the PKF Firm, in order to prove the redistribution of all donations to African women.

"For several years my companies have been distributing a large number of international brands of perfume, cosmetics, and skincare products on the African continent," says David Dayan, Founder. "Unfortunately, I have noticed that many African women have no access to basic hygiene products due to a lack of means. That's why I decided to create this year the Beaute Luxe Foundation based in Rwanda. Together we can allow them to have access to this hygiene which is so lacking. I am sure, that like me, this situation will not leave you insensitive... so little for us... but essential for them."



BEAUTE LUXE
FOUNDATION
AFRICAN
WOMEN WELLNESS



Get In Touch: the new eyewear collection from GUESS and Marcolin

For the seventh consecutive year, GUESS and Marcolin celebrate their support for the Get In Touch Foundation, an American non-profit association that promotes breast health awareness for cancer prevention.

This year's capsule collection features a sunglasses style and optical frame decorated with the emblematic pink ribbon. Pink is also the colour that distinguishes the front of the two frames and their exclusive case.

Marcolin is also highlighting the GUESS x J Balvin Eyewear Capsule Collection. The stylish design of these new sunglasses reflects a contemporary attitude towards people and life narrated by the extraordinary personality of the Latin ambassador of global style. There are two unique styles with one special colour each: bright black and bone white enriched by a red heart-shaped GUESS logo on both temple sides.



 **Yellow Village A19**

Paul & Shark's contemporary circularity

Paul & Shark's SS 2023 collection is evolving towards circularity, in the everyday use of garments that become more beautiful the more they are worn.

The SAIL THE CITY Typhoon jacket represents the mood of the SS 2023 collection and the Paul & Shark DNA. It is a one-of-a-kind jacket that integrates technology, outdoor inspiration, and contemporary urban style. Made of Typhoon Save the Sea fabric, it is water-resistant and windproof. Disused sails are recovered and transformed into unique objects of style and design for a great tribute to circularity and upcycling.

Meanwhile, the Dynamic Stretch fabric is performance-oriented and represents a new concept of contemporary style. There is a zipped jacket with hood and formal cut trousers with active elements.

Pull 1983 is an 'Eighties Archive' garment that retains its coolness and finds new stylistic relevance 40 years on. It features contemporary graphics and pop colours.



 **Riviera Village RHS**

Liu Jo's one-of-a-kind selection of bags



For Spring/Summer 23, the Liu Jo Accessories collection covers multiple themes and inspirations, bringing out a one-of-a-kind selection of bags. Colour palettes that range from nude, sandy shades to lively, vibrant colours, where skilfully researched textures and shapes are mixed and matched into mini and maxi bags that can adapt to the occasion.

There's the usual footwear collection, updating the most fashionable styles in feminine shapes without compromising on comfort. Styles are further enhanced by multifaceted colour harmonies, bejewelled details and interesting combinations of materials.

Liu Jo's feminine sophistication is completed by watches and jewellery. The Jewels Collection is the natural completion of every fashion range, with jewels adding a touch of shine to any outfit.

The eyewear collection – designed in partnership with Marchon Eyewear – unleashes the seductive power of the female look, with sophisticated patterns and textures, mini studs, shiny monograms and metal details.

 **Riviera Village RH2**

Loacker

VISIT US AT
**TFWA WORLD
EXHIBITION &
CONFERENCE**
IN CANNES

**STAND
AA11**
AT YELLOW
VILLAGE



Creamy pleasure in a pouch bag made of paper

Pure goodness!
Che bontà!

Coccinelle showcases S/S 2023 collection



The America of the 1950s is the beating heart of the Coccinelle S/S 23 collection. New cross-body bags include Coccinelle Nico, in mini or large versions, and the iconic Beat, a compact micro or maxi model with an external pocket. Both feature the plectrum clasp: exploded into an extra-large triangle or kept minimal, in mirror-finish metal.

Homage is paid to the pink and cream Dodge known as La Femme in the rounded forms of the Coccinelle Bundie tote. Equally impressive is the Coccinelle Chariot shoulder bag, with its short, artfully-plaited handle.

Hyperfeminine – but feminist too with their instinctive comfort, and multiple pockets to leave the hands free – are the Coccinelle Magie saddle bag with its large golden buckles, the Coccinelle Priscilla half-moon gusset bag with a zip closure, and the Coccinelle Sole messenger bag in leather or suede with a rounded flap.

 **Bay Village Bay 1A**

Tito's Handmade Vodka launches latest Ugly Sweater

Tito's Handmade Vodka is introducing the latest addition to the Tito's Ugly Sweater collection, which will be available on Tito's bottles in global duty free this holiday season.

The knitted sweater design is adorned with festive snowflakes and martini glasses and incorporates images of the iconic Tito's bottle. This year's sweater marks the sixth year that Tito's Handmade Vodka has introduced this special holiday collector's item.

"We've had huge success with Tito's Ugly Sweaters over the years, it's become quite a collector's item," says John McDonnell, Managing Director International, Tito's Handmade Vodka. "This season's distinctive design will not only create great displays in store, but also be in high demand for holiday party gifting around the world."

Tito's Handmade Vodka has an ABV of 40%. It is made from corn, which makes it naturally gluten free and gives it a unique, smooth and rounder finish.



 **Red Village H2**

FALKE expands product portfolio



FALKE is expanding its product portfolio to include daily underwear, with two new ranges. FALKE Daily Comfort hugs the body like a second skin. High-quality Egyptian cotton ensures ultimate comfort and a feeling of luxury. For ladies, a slip and a hipster are offered, as well as a tank top and a crew-neck shirt. All are available in white, black and nude. Brief, boxer, singlet and a V-neck shirt for men are available in grey mottled in addition to black and white.

FALKE Daily Climate Control offers active regulation of body temperature. Innovative climate-regulating materials made of cotton and viscose ensure an optimal skin climate and prevent excessive sweating. For women, there are also a slip and a hipsters in this series, as well as a shirt with a V-neck. For men, a V-neck shirt is also offered in addition to a brief and a boxer. All styles are available in white, black and nude.

 **Bay Village Bay 15**

AMERICA'S NO.1*
**NOW EXTRA
STRONG**



NEW 9MG

NOW YOU CAN
TOBACCO-FREE NICOTINE POUCHES

*Source: Nielsen. Unit Share, Nicotine Pouch Category, Total US. Jan-Aug 2021. Produced by Swedish Match.

This product contains nicotine which is a highly addictive substance.



سامحا
SAMHA

CAMEL MILK CHOCOLATE
FILLED & COATED DATES



COME TASTE THE DIFFERENCE IN

BLUE VILLAGE F 1

samhachocolate.ae



@samhachocolate

MACANUDO

Inspirado



**FIND YOUR
FAVOURITE CIGAR**

COME AND VISIT US
IN GOLDEN VILLAGE, G08



SCANDINAVIAN TOBACCO GROUP

Ian Macleod Distillers innovates across three spirits categories



Ian Macleod Distillers aims to bring excitement to TFWA World Exhibition & Conference with innovation across three spirits categories – gin, malt whisky and blended whisky – and is unveiling a range of new products within its premium spirits portfolio.

Edinburgh Gin is a star attraction on the Ian Macleod Distillers stand and a new flavour, Orange & Basil, is being introduced, showcased alongside the other full-strength gins and gin liqueurs.

The company is launching Shieldaig American Oak Reserve, a new triple cask matured expression. This accessible and affordable Highland Single Malt is presented in striking new packaging.

Ian Macleod Distillers will also display its full range of single malts, including Glengoyne Highland Single Malt, Tamdhu Speyside Single Malt, Smokehead Islay Single Malt and Rosebank Lowland Single Malt.

Centre-stage within the Blended Scotch Whisky portfolio will be the repackaged King Robert II.

 **Red Village K22**

Champagne Lanson introduces Le Vintage 2012

Champagne Lanson is launching its Le Vintage 2012 in celebration of the variant's 10th anniversary. Le Vintage 2012 is characterised by its aromatic intensity and complexity. It is generous and intense on the nose, with notes of candied fruit, dried apricots and almond, and punctuated by aromas of acacia honey and sweet spices.

The identity of the Le Vintage 2012 is revealed on the palate. Density, texture and freshness come together in wonderful harmony. The texture feels generous, offering notes of honey, brioche and dried fruits. The freshness extends and blends delicately into a long and refined finish.

"We are very excited to be bringing this exceptional Vintage 2012 to Cannes and look forward to hearing the retailers' response," says Edouard De Boissieu, Head of Travel Retail, Champagne Lanson.



 **Blue Village CS**

Loacker Gardena Mini Mix Pouch: a celebration of good company



Loacker is showcasing its Gardena Mini Mix Pouch 221g, which contains 26 Gardena Minis in three flavours: Hazelnut, with cream filling of Italian hazelnuts, covered in milk chocolate; Chocolate, with cream filling of cocoa, covered in milk chocolate; and Coconut, with coconut cream filling, covered in milk chocolate.

Loacker Gardena is a snack rich in cream filling between five crisp wafers, all covered in chocolate.

The Loacker Gardena Mini Mix Pouch 221g is wrapped in innovative packaging made of paper: a 'good' bag, in line with a strict policy adopted by Loacker, which always pays close attention to sustainability – a value that underpins everything the company does.

Keep the individually-wrapped Gardena Minis with you all day long – just pop them in your gym bag, briefcase or purse.

 **Yellow Village AA11**

nutella® & kinder®

La Biscotteria

The ingredients of your journey



**Available now
in duty free stores.**

González Byass showcases award-winning wines



González Byass is showcasing a range of wines and sherries. The portfolio stretches from the top wine producing regions in Spain to Chile and Mexico.

From Ribera del Duero are Dominio Fournier's crianza and reserva wines – both gold medal winners at the IWSC and Mundus Vini Awards this year.

The Finca Moncloa Tradicional is carefully made from hand-harvested Tintilla de Rota grapes, selecting only the best berries and bunches for the wine, which is then aged for 12 months in new American oak.

Fino Sherry Tio Pepe will also be available to taste. It comes in a new distinctive, travel retail exclusive pack.

Meanwhile, born in Scotland and aged in Jerez, Nomad Outland Whisky Reserve 10 is a blend of more than 30 malt whiskies that have been aged for six years in Scotland and a further two years in Jerez in casks previously used to age fine Pedro Ximénez sherries, and two additional years in Oloroso casks.

Blue Village F3

Bottega launching four new products in Cannes

Bottega is launching its Limoncello Sorrento, Gianduia Fondente liqueur, Cappuccino liqueur and Bottega Stella Rosa at TFWA World Exhibition & Conference.

Limoncello Sorrento is produced from lemons grown on the Sorrento peninsula and the island of Capri, where they ripen in a mild, typically Mediterranean breeze. This Limoncello captures all the aroma of Sorrento lemons in a fresh liqueur with an elegant and appealing packaging.

Gianduia Fondente is a creamy liqueur characterised by a low alcohol content and pronounced dark chocolate flavour. The strong hints of hazelnut increase the aromatic intensity of this 'dark' version of the traditional Gianduia.

Cappuccino Bottega is produced with milk from the Alps, left to cook for a long time with coffee selections. These are fine Arabica varieties of Ethiopian origin. The addition of sugar gives a touch of balanced sweetness to the Cappuccino, giving the liqueur a pleasant creaminess.

Bottega Stella Rosa is a rosé Millesimato spumante (Italian sparkling wine) with a strong aroma, which originates from a blend of Glera and Raboso.



Blue Village A11

Butlers celebrates 90th birthday with delicious new chocolates

Butlers Chocolates is unveiling another collaboration with Drumshanbo Gunpowder Irish Gin at TFWA World Exhibition & Conference. Imbued with more than 12 oriental botanicals, gunpowder tea, and a hint of Sardinian citrus, the combination with Butlers milk and white chocolate creates a beautiful depth of flavour. The premium range features an 8-piece milk chocolate truffle gift box, a 40% milk chocolate bar, and a 75g bar with a lemon truffle centre.

Butlers is also extending its Tasty Pieces range with classic 70% dark chocolate mint truffle discs, milk chocolate Almond & Coconut pieces, chewy caramels in creamy milk chocolate and salted dark chocolate.

The new Butlers Protein+ Chocolate collection is described as a perfectly-indulgent dark chocolate protein enriched treat. The varieties are Dark Chocolate Truffle, Coconut Truffle, Raspberry, Orange and Salt Caramels.



Green Village H50

THANK YOU FOR



25
YEARS OF
Tito's
HANDMADE VODKA

• TitosVodka.com • Crafted to be savored responsibly. DISTILLED & BOTTLED BY FIFTH GENERATION INC. AUSTIN, TEXAS 40% ALC/VOL. © 2022 TITO'S HANDMADE VODKA.



**VENTURE
BEYOND**

DISCOVER OUR LIMITED
RELEASE GIFT PACK

Penfolds

BIN 389
CABERNET SHIRAZ

Enjoy Responsibly

Go Travel launches Ultimate 3.0 travel pillow



Go Travel returns to TFWA World Exhibition & Conference with a focus on premiumisation and innovation via its new travel pillow, the Ultimate 3.0. It will also reveal its widest offer of travel retail pillows, travel accessories and adapters.

The new Ultimate 3.0 travel pillow will be available for market delivery in January 2023 and is the result of 12 months of product redesign and consumer research. It is made from soft luxurious fabric, with multi-close setting, features hypoallergenic properties and a non-slip rear panel designed for comfort.

Go Travel is presenting its full range of travel pillows with a deeper offer of 'Dreamer Colours', now with matching eye-masks. The Dreamer range extension is a pre-cursor to rolling out a premium offer of pillows, eye-masks, blankets and carry cases over the next year, as dedicated ranges for travel retail partners.

The redesigned Memory ZZs 485 travel pillow offers new colours and targets younger Gen Z and Millennial customers with a more contemporary and functional design.

 **Yellow Village B24**

The world's first spirit in a 'paperboard' bottle

A number of new products are being showcased on the Duty Free Global stand at TFWA World Exhibition & Conference. These include Green Man Wild Wood Gin and a new vodka from Silent Pool Distillery – the world's first spirit in a 'paperboard' bottle. Made from 94% recycled paper, it uses 77% less plastic, is five times lighter, and has a carbon footprint six times lower than a glass bottle.

Green Man Wild Wood Gin is handcrafted deep in the ancient forests of the Surrey Hills. The deliciously herbaceous concoction is imbued with shades of hyssop, rosehip, hawthorn, birch and other sylvan botanicals. Meanwhile, Green Man Wild Wood Vodka, similarly handcrafted among the bountiful forests of the Surrey Hills, is a unique and distinctive botanical vodka filtered through charcoal which is sourced from hornbeam hardwood felled from sustainably managed local forests.

 **Green Village J35**



Antica Sambuca's multisensory experience



Antica Sambuca - Rossi d'Asiago is presenting a new stand this year at TFWA World Exhibition & Conference, which is inspired by one of its most recent projects – the AkademyLab 20/20, a multisensory experience developed in the heart of Asiago in the Italian Pre-Alps.

Among the products being showcased is Antica Sambuca classic – a sweet and natural Italian liqueur obtained by the distillation of an infusion of anise stars and 17 selected herbs and spices.

Also on display is Kranebet Botanic Juniper Liqueur – a rich, elegant, aromatic liqueur with a predominant juniper taste.

Limoncello Rossi d'Asiago is an authentic Italian lemon liqueur produced with the finest Sicilian lemon peels 'Limone di Siracusa PGI'.

Finally, there is Grappa Culto di Amarone – an aged grappa bottled in a unique presentation that exudes elegance, passion and a perfect Italian experience.

 **Green Village H60**

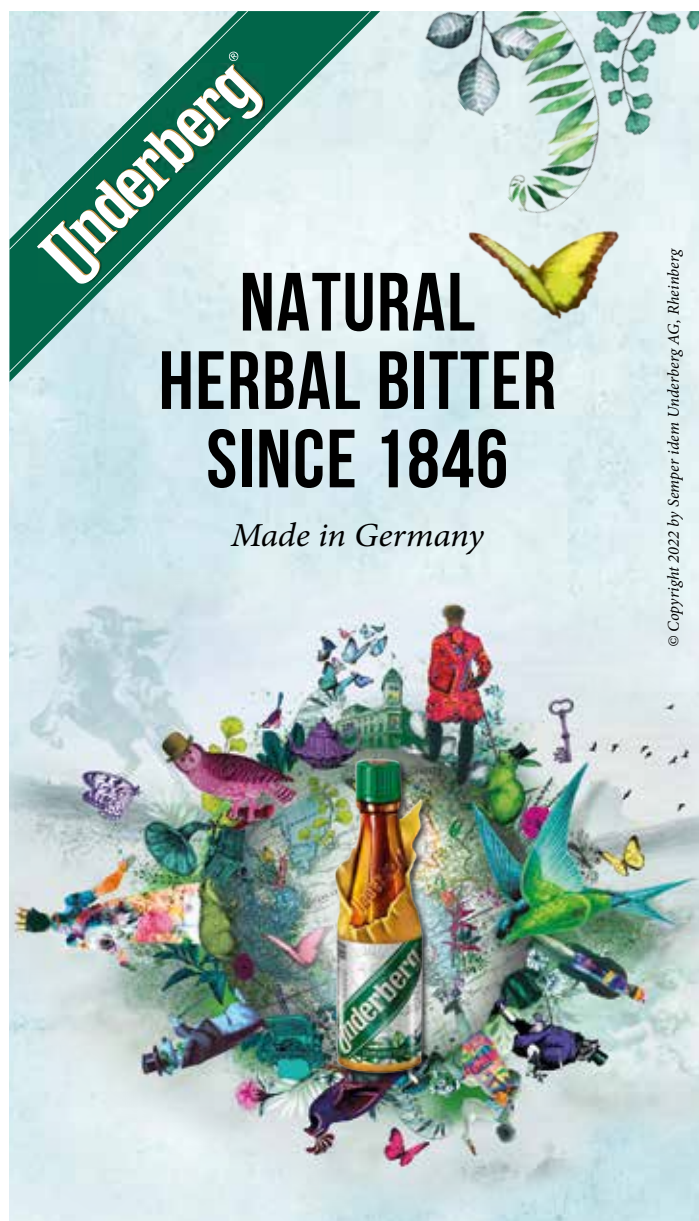
野伏 **NOBUSHI**
JAPANESE WHISKY

THE SPIRIT
OF HONOR



@FRATERNITY_SPIRITS

WWW.FRATERNITYSPIRITS.COM



© Copyright 2022 by Semper idem Underberg AG, Rheimberg

**VISIT US AT
TFWA CANNES**

**Semper idem Underberg AG
Blue Village, Stand D10**

www.underberg.com

Drink responsibly



Ricola presents new packaging design

Swiss herbal confectionery specialist Ricola is presenting the latest brand design upgrade for the packaging of its products at TFWA World Exhibition & Conference. With the brand's products already well-known in the travel retail channel for their stand out shelf appeal and popularity as an impulse purchase, the updated look is set to further cement that reputation.

The new brand design by renowned London design agency Lewis Moberly reflects a new positioning with a more confident contemporary stance, now clearly setting out the unique claim 'made with Swiss Alpine Herbs', alongside a modernised logo.

The new look has already been rolled out in all domestic markets and will now also be available in travel retail from Q4 2022.



 **Mediterranean Village N9**



Diverse Flavours launches premium hand-crafted gin

Diverse Flavours is launching a new premium hand-crafted, limited-batch gin from the Cape Floral Kingdom – 'Cape Diversity Gin'. Distilled from classic gin and indigenous botanicals, it is a spirit evoking the boundless beauty and diversity of the Cape Floral Kingdom, an endemic plant region found only in South Africa.

During TFWA World Exhibition & Conference, Diverse Flavours will also be highlighting the uniqueness of its premium Sake portfolio, including Sakuramasamune – one of the oldest sake breweries from Kobe, the famous Kinshimasamune from Kyoto, and Koshitsukano from Niigata.

Meanwhile, the Diverse Flavours range of South African wines offers a variation of regionalism, diversity, history, and taste profiles. It has almost 50 different wines to taste and discover from some of South Africa's top wineries.

 **Green Village K55**

Glenfiddich celebrates new Perpetual Collection

William Grant & Sons is highlighting the launch of Glenfiddich's new Perpetual Collection, which is exclusive to global travel retail.

The Perpetual Collection is a range of four whiskies in perpetual motion, within vats that have never been emptied. Using Glenfiddich's pioneering Solera Vat process, each successive vat fill is like a new generation of whisky building on the past, ever-increasing in character, dimension and complexity.

Each expression has a unique flavour pattern. Vat 01 (ABV 40%) uniquely layers sweet and spicy notes, with hints of creamy vanilla and subtle oak. Vat 02 (ABV 43%) is mellow yet complex, with hints of rich fruit and subtle spice. Vat 03 (ABV 50.2% – non-chill filtered) is full-bodied with warm notes of spice with hints of nutty marzipan and dark sherry oak. Vat 04 (ABV 47.8% – non-chill filtered) delivers a deep, rich aroma of robust oak, ripe orchard fruit and baked apple.

To celebrate the launch, Glenfiddich is launching its first in-person experience at major airports around the world. Global travellers are invited to step inside Glenfiddich's Perpetual Collection immersive pop-up and dive into an enriching experience, while exploring the four-piece collection.



 **Golden Village G02**



Dr Irena Eris

VISIT US:

RIVIERA VILLAGE, STAND RA 6
AND YACHT HARBOUR VILLAGE



SCIENTIVIST

INTENSE REJUVENATION
AND IMPROVEMENT IN THE CONDITION
OF MATURE SKIN

THE KING

Follow YOUR vibes

KT
International

Bay 19, Bay Village

www.ktinternational.eu

CORSET
PARIS MILAN DUBAI

ESCALATE FASHION!

Smoking seriously harms you and the others around

Happy Bearsday! HARIBO Goldbears turns 100

HARIBO is highlighting the Goldbears Doypack 250g – 100 years. HARIBO's number one in the sweet aisle is turning 100. For generations we have grown up with them and HARIBO Goldbears has been a successful product with its unmistakable fruit flavours of strawberry, raspberry, apple, lemon, orange and pineapple.

Also being showcased is the Giant Roulette 200g. The colourful HARIBO Giant Roulette takes Roulette lovers to the next level. Light up your day with the colourful Giant Roulette, which is also perfect for sharing. Inside this XXL tube you will find eight iconic and beloved Roulette rolls. The fruity Roulette will have you spinning with delight. With seven fruity flavours in a single roll, HARIBO Roulette has something for everyone – and each piece fits neatly in any trouser pocket. Perfect for unconcerned moments of happiness.

 **Bay Village Bay 11B**



Power of the pack: Accolade Wines launches Wise Wolf

Accolade Wines is launching Wise Wolf under its Banrock Station brand – a new wine range that comes in bottles made using 100% post-consumer recycled glass cullets. The labels are made from 100% post-consumer recycled paper, the closures are made from 100% recycled plastic, and even the outer cases are made from 100% recycled paper pulp.

The French range of wines consists of a Pays D'OC Chardonnay, Rosé and Cabernet Sauvignon.

"As the wolf is the catalyst for positive change in the wild, so too is Wise Wolf the catalyst for positive change in the wine industry; with its innovation reimagining the future of wine and rewriting the rules around traditional wine packaging," says Tom Smith, Marketing Director – Europe, Accolade Wines. "With the Wise Wolf range of premium wines, we are aiming to make old world wine more accessible for consumers with desirable packaging and familiar grape varieties."

 **Yellow Village D26**

Swedish Match showcases tobacco innovation

Swedish Match is showcasing newness and innovation for the tobacco category at TFWA World Exhibition & Conference. The company is highlighting the latest innovations from its ZYN smokeless brand, which has made waves since debuting in the global travel retail market earlier this year.

Swedish Match believes in a world without cigarettes and the ZYN brand is at the heart of this belief. These nicotine pouches represent an exciting opportunity for the travel retail tobacco sector. The brand entered travel retail late last year, following a successful performance in the domestic sector which saw it become a category leader in the US while retaining a strong position in the Nordics.

Since beginning its travel retail expansion with ZYN, Swedish Match has continued to innovate with the recent release of ZYN Gold and a new size release of the ZYN Cool Mint 9mg, which speak to the shifting requirements of travellers in the market today.

 **Harbour Village HERO**



DOUBLE FRUIT. DOUBLE SUCCESS.



NEW

- Fruity refreshment Drops with unexpected flavour pairings
- Trend: filled sweets +54% growth*
- Revitalization of the hard candy category through innovation

*Source: internal sales data



2 in 1



Confectionery
for Connoisseurs.

Cavendish & Harvey®
CH



OLIVA

Serie V
Liga Especial

3 - Pack

You can find us @ Harbour Village, boat Spice of Life

Feel the rhythm with LEGO Ideas Jazz Quartet

L EGO Group is highlighting the latest fan-designed set, LEGO Ideas Jazz Quartet – a striking depiction of a musical ensemble in brick form, designed to be co-built by up to four friends. It was designed by Taiwan-based LEGO fan Hsinwei Chi through the LEGO Ideas platform, which offers fans the opportunity to submit their own brick creations with the chance to have their concept brought to life with the help of LEGO master designers and a share of the profits.

This latest set consists of a group of four musicians on a stage, with a grand piano, trumpet, double bass, and jazz drum, representing a quartet as they perform.

Blue Village D13



E. Gluck showcasing Steve Madden watches



E. Gluck Corporation, maker of fashion watch brands such as Anne Klein, Armitron and Torgoen, is now offering fashion watches and wearable tech accessories from Steve Madden.

Inspired by rock and roll and his New York roots, Steve Madden has spent over three decades providing on-trend individuals with an outlet to express their individuality. Innovative, daring, and inspiring are just a few words that come to mind when thinking of the brand's mark on fashion and modern street style.

E. Gluck Corporation has received an overwhelmingly positive response to its Steve Madden collections and has already shipped to 10 countries worldwide. Wearables retail for US\$35-70, and the watch collection ranges from US\$55 to US\$150.

Blue Village F15

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

Jessica Mason

Assistant Editor

Grégory Dziedzic

Head Designer
gregory.dziedzic@gmail.com

Grant Pritchard

Photographer
photography@grantpritchard.co.uk

PPS Media & Events Ltd

© PPS Media & Events Ltd 2022

TFWA Daily is distributed by: **AirVendi**

THE MEADFA CONFERENCE

27-29 NOV. 2022
THE ART HOTEL & RESORT
BAHRAIN



MANAGED BY

TFWA

Dubai Duty Free

CLICK ON YOUR FAVOURITE
PRODUCTS. COLLECT THEM
WHEN YOU FLY.

Save time when you fly with the Dubai Duty Free Click & Collect service.

Shop from a wide range of products and brands at least 12 hours before your flight, pay online and collect your shopping from the dedicated counters. It's that easy!



*Terms and conditions apply.



Full of surprises.