



20

23

MEMBERSHIP

# FROM THE PRESIDENT

**Erik Juul-Mortensen,**  
President, TFWA



Once again it is my honour to address you, the members of Tax Free World Association, as a new year dawns. Looking ahead to 2023, there are many reasons to be positive about our industry's short-term future, but also cause for caution. The worst effects of the Covid-19 pandemic would appear to be behind us, and we can look forward to a considerable increase in the number of travellers from Asia Pacific this year. Airports, cruise & ferry operators, retailers and brands are all making significant investments in duty free & travel retail, which will help ensure our industry's return to growth.

Yet the headwinds ahead are already being felt. Major economies are entering into recession; the cost of living and doing business across the world is increasing; and there is pressure on disposable income everywhere. These factors will naturally have an impact on us over the year ahead, although I feel confident that growth in passenger traffic, combined with improvements to retail environments and to the traveller experience, will enable our industry to weather the storm.

As ever, we at TFWA are planning to play our part in the recovery. Following a very successful 2022 edition of the TFWA World Exhibition & Conference in Cannes last October, we are looking forward very much to returning to Singapore for the first TFWA Asia Pacific Exhibition & Conference since 2019. As I write these words, interest in the event is strong among exhibitors and visitors, and there is a very genuine desire among the Asian duty free & travel retail industry to gather together once again.

Beyond participation at our live events, TFWA is determined to enhance the range of services available to its members. These include the use of our online platform TFWA 365, a permanent, exclusive showcase allowing members to present their brand portfolios to the industry. The platform also offers the possibility of contacting buyers via online directories, freely available to members and updated in advance of TFWA's live events. Members can also get free access to the regular themed webinars broadcast via TFWA 365. We encourage all members to make the most of the platform and to share ways in which we can improve it.

**Whatever the challenges we collectively face, TFWA shares our members' determination to drive our industry forward.**

For some two decades now TFWA has provided customer insights and data updates to members via the TFWA Research Catalogue. We plan to add to this catalogue over the course of 2023, with new studies to help enhance members' understanding of the travelling consumer and of evolving traffic trends. TFWA members enjoy exclusive access to the TFWA Research Catalogue, available online at TFWA.com.

Also new in 2023 will be the latest edition of the TFWA Handbook, first published in 2014. This online "industry bible" is designed to give an understanding of the size and scope of our industry, and is available to TFWA members as part of your membership package.

A crucial part of TFWA's mission is to cement links with our fellow trade associations around the world. In particular we continue to work with our friends at the Middle East & Africa Duty Free Association on the staging of the MEADFA Conference, which takes place in November each year. More details of the 2023 event will be released soon.

And I am absolutely delighted to confirm that TFWA is embarking on a new and exciting partnership this year, with the Latin American duty free association ASUTIL. We will be assisting ASUTIL with the organization of its annual conference, which returns this year. The 2023 edition will be held in Buenos Aires on June 7-8, and TFWA members will benefit from a special rate to attend both this event and the MEADFA Conference.

**Whatever the challenges we collectively face, TFWA shares our members' determination to drive our industry forward. We look forward very much to accompanying you in your efforts over the year ahead.**

**Wishing you and your company a happy, healthy and prosperous 2023.**



**Wishing you  
and your company  
a happy, healthy  
and prosperous 2023.**

**Erik Juul-Mortensen,**  
President, TFWA

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m1nd-set  
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# 01



# WHAT IS TFWA?

**Created in 1984, Tax Free World Association is a not-for-profit organisation incorporated in 1988 under the French law of 1901.**

Its members, which total close to 500, are all suppliers of prestige products and brands to the duty free and travel retail industry – one of the most dynamic, sophisticated and challenging retail sectors in the world.

A large flag with the letters 'TFWA' in white on a blue background, waving against a clear blue sky.

# FOR FURTHER INFORMATION

**CONCERNING YOUR TFWA MEMBERSHIP,  
PLEASE CONTACT:**

**Sabine Parmentier**  
Membership & Administration Manager  
Email: [s.parmentier@tfwa.com](mailto:s.parmentier@tfwa.com)

**Nicole Daniells**  
Member Services Manager  
Email: [n.daniells@tfwa.com](mailto:n.daniells@tfwa.com)

**TFWA**  
23-25 rue de Berri – 75008 Paris – Tel : +33 (0)1 40 74 09 86

**TFWA's mission is to identify trends and opportunities, build awareness and provide a business platform for the global duty free and travel retail industry to prosper.**

Through its organisation of high-quality exhibitions, acclaimed conferences and actionable research studies, TFWA aims to provide a platform for its members to succeed and thrive in the fast-changing market of duty free & travel retail.

The Association plays an important role in representing the interests of its members and of the industry as a whole, helping to forge close relationships between suppliers, retailers and landlords across the world.

Membership of TFWA helps your brand fulfil its potential in duty free and travel retail. Members gain a wide range of benefits for an annual cost of €1,200.

**Nicole Daniells**  
Member Services Manager

**Sabine Parmentier**  
Membership & Administration Manager



**TFWA's mission is to identify trends and opportunities, build awareness and provide a business platform for the global duty free and travel retail industry to prosper.**

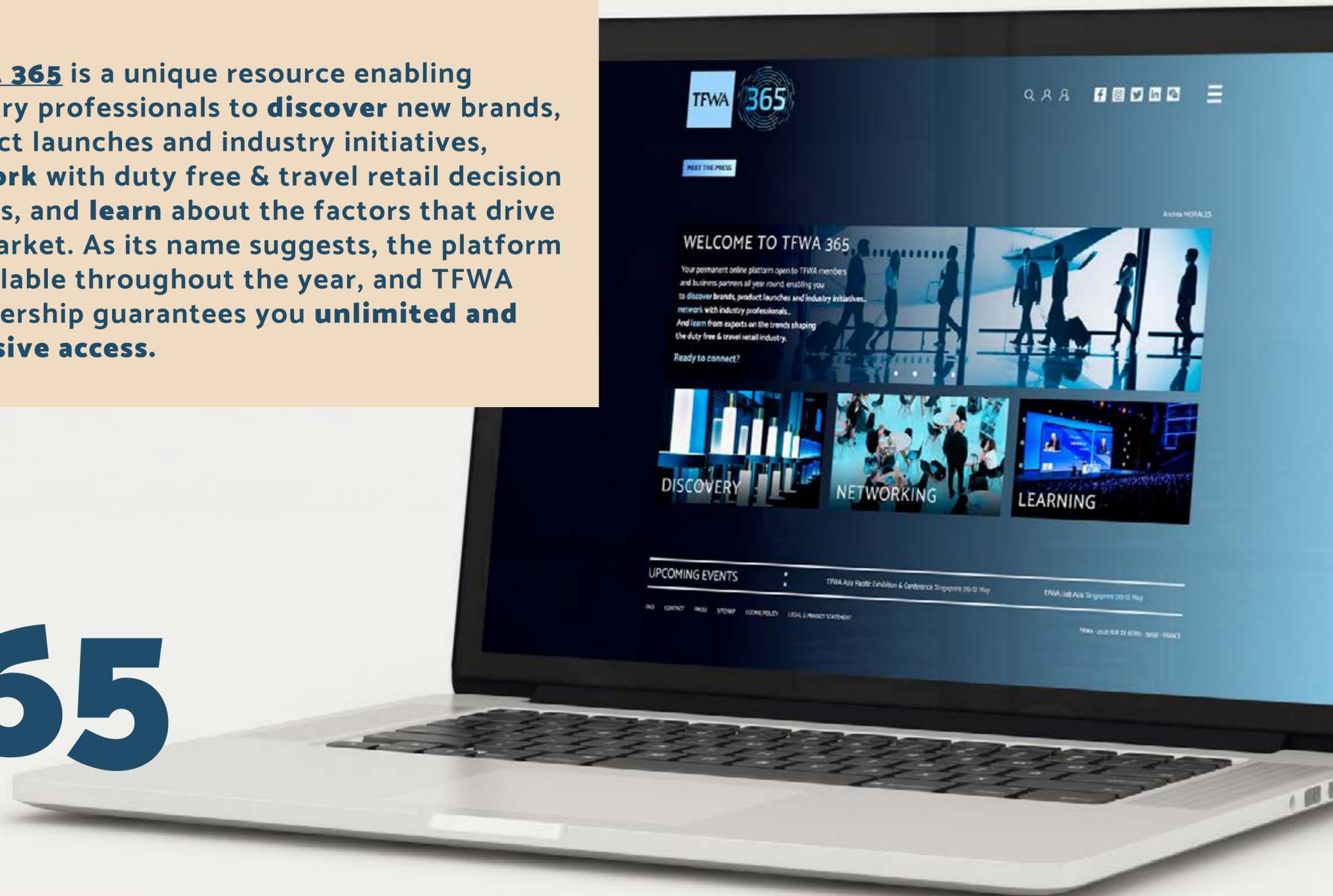


# 02

# TFWA 365

## YOUR PERMANENT ONLINE PLATFORM

**TFWA 365** is a unique resource enabling industry professionals to **discover** new brands, product launches and industry initiatives, **network** with duty free & travel retail decision makers, and **learn** about the factors that drive the market. As its name suggests, the platform is available throughout the year, and TFWA membership guarantees you **unlimited and exclusive access**.



■ TFWA 365

# DISCOVERY

THE SHOWCASE  
FOR DUTY FREE  
& TRAVEL RETAIL



**Designed as a shop window for the industry, the Discovery section reveals the best of duty free & travel retail from 3 different angles:**

■ **Discovery** provides an exclusive portal for TFWA members to present their brand portfolios to a key audience of several thousand buyers, agents and landlords. Product launches, corporate profiles and social-media content can also be featured, illustrated by photography and video. Discovery will be promoted throughout the year in TFWA communications to maximise traffic. No other medium can offer such carefully targeted, year-round exposure.

■ **TFWA i.lab** is a forum for fresh thinking about all aspects of the traveller experience. It's the place to meet innovators and view their ideas on mobile and digital technology, data analytics, e-commerce, traveller research and ESG. Harness their creativity to help you exceed the expectations of today's passengers.

■ **Industry Projects** shines a spotlight on the latest initiatives by rising and established players in duty free & travel retail. From airport infrastructure to cruise liners, new retail formats to regulatory dialogue, this is where you can find out more about the actions and events shaping our business landscape.



■ TFWA 365

# NETWORKING

## CONNECTING OUR INDUSTRY



In a people-oriented business, connecting with other duty free & travel retail professionals is crucial. The Networking section gives you various ways of linking to colleagues and peers:

- **Directories** lets you access exhibitor and delegate lists for the latest TFWA events, plus the MEADFA Conference delegate list and TFWA's own membership directory. Searchable by product category, region and company, these databases are essential for identifying the people to reach when planning your sales strategy or preparing for a TFWA event. You can even message contacts directly.
- **ONE2ONE Meeting Service** arranges introductory encounters for eligible participants to interact with decision-makers during TFWA events. Personalised and discreet, ONE2ONE is the ideal way to bring prospective business partners together.



**In a people-oriented business, connecting with other duty free & travel retail professionals is crucial.**



The Learning section of [TFWA 365](#) is where TFWA members can connect to conferences both live and post-event:

- **Live Conferences** puts you in the audience at TFWA conferences and workshops. See presentations as they happen and interact with speakers from wherever you are in the world. Tap into expert insight on industry-relevant topics and enhance your understanding of the factors shaping our market.
- **Replays/Videos On Demand** enable you to view previous conferences, workshops and webinars at a time to suit your schedule. If you couldn't attend the live event in person or online, Replays will ensure you don't miss out on must-watch content.

- Join in the **TFWA webinars**, either live as they take place or via Videos On Demand at a time that is convenient to you.
- **TFWA Research** assembles the latest Association-commissioned studies on travelling consumers and the forces influencing the market. User-friendly and actionable, the research gives members access to findings and data without the substantial cost of customised studies.

Membership of TFWA gives your company exclusive access to all the tools and functions available on the TFWA 365 platform.

■ TFWA 365

# LEARNING

DUTY FREE &  
TRAVEL RETAIL'S  
KNOWLEDGE HUB



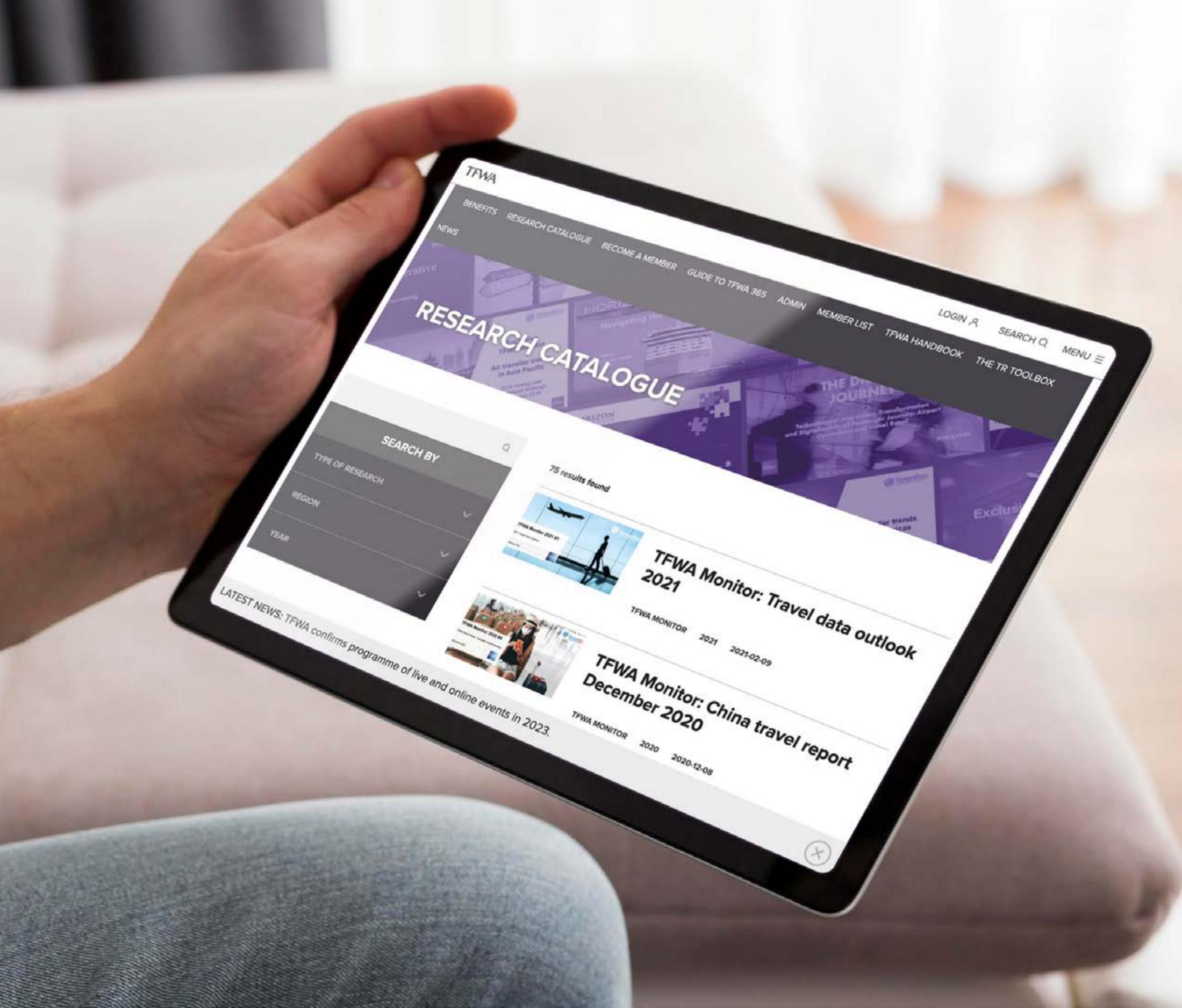
# 03

# DATA

■ **TFWA Research**

■ **TFWA Handbook**

■ **TFWA Data Digest**



■ DATA

# TFWA RESEARCH

## KNOWLEDGE IS POWER

For twenty years TFWA has sought to provide its members with actionable research studies focused on gaining a better understanding of the travelling consumer and of the context against which the travel industry operates.

During that time, we have built a diverse research catalogue featuring reports by nationality, theme, product category or location, all made available to TFWA members free of charge.

## ■ DATA

THE OUTPUT PROVIDED BY TFWA RESEARCH TO THE ASSOCIATION'S MEMBERS IS ORGANISED INTO THREE AREAS:



# 1

## TFWA DATA

The Association is seeking to help improve the quality and frequency of available data, in relation to sales and other KPIs, and to make accurate figures available to members on a regular basis.

# 2

## TFWA MONITOR

Given the volatility of the business environment and the vulnerability of our industry to sudden shocks, TFWA Monitor seeks to help members understand how changes to travel patterns affect duty free & travel retail. It also provides intelligence on the latest retail and consumer trends on domestic markets across the world.

# 3

## TFWA INSIGHT

Building on the range of studies already provided by TFWA Research, the Insight component includes consumer research reports by theme, sector and nationality, commissioned according to the needs and recommendations of TFWA members.



## ■ DATA

TFWA MEMBERS GAIN ACCESS TO THE FULL ARCHIVE OF THE ASSOCIATION'S RESEARCH STUDIES, AVAILABLE TO DOWNLOAD VIA [TFWA.COM](https://www.tfwaworld.com).

# TFWA MONITOR

The TFWA Monitor series of travel trend reports looks in detail at what travel bookings and data tell us about who is travelling where – now and in the future.

We are currently working on a new series of upcoming reports and look forward to sharing them with you during 2023.

# TFWA INSIGHT

In this series of specially commissioned reports, TFWA Insight will be bringing you reports on the following topics:

- new traveller and shopper profiles
- Chinese shopping behaviour and expectations post-pandemic
- the new Path to Purchase

Keep an eye out for further additions to the TFWA Research Catalogue during the course of the year.

■ DATA

# THE TFWA HANDBOOK

## DEFINING OUR INDUSTRY

The fifth edition of the Handbook will appear in 2023 and will be exclusively available to TFWA members online on [TFWA.com](https://www.tfwa.com).

The TFWA Handbook was conceived as a practical, readily accessible guide to today's duty free & travel retail industry for TFWA members. The publication contains definitions, market data, traffic & tourism statistics and practical information, along with comment and analysis from industry leaders around the world.

The TFWA Handbook is published every two years, and the 2014, 2016, 2018 and 2021 editions are available to download from [TFWA.com](https://www.tfwa.com).

Our objective is to help members old and new gain a deeper understanding of the scope of the duty free & travel retail industry today.



**FOR MORE INFORMATION ON THE TFWA HANDBOOK, PLEASE VISIT [TFWA.COM](https://www.tfwa.com) OR CONTACT NICOLE DANIELLS (see page 6 for contact details).**



## DATA

# TFWA DATA DIGEST

PROVIDING MEMBERS WITH RELEVANT DATA AND INSIGHTS

The TFWA Data Digest is a monthly update for members containing data and insights on topics relevant to the duty free & travel retail industry. Sent by email, the newsletter is designed to keep members informed on market trends and includes content on the following topics:

- Updates on travel trends across the world
- Product category updates from within and beyond travel retail
- Industry association news

IF YOU ARE NOT CURRENTLY RECEIVING THE TFWA DATA DIGEST AND WOULD LIKE TO DO SO, PLEASE CONTACT NICOLE DANIELLS (see page 6 for contact details).





**TFWA DATA  
DIGEST:**  
providing members  
with relevant  
data & insights.

# 04 APPROVED PARTNERS

■ **BeThe1**

■ **Wordessence**

■ **M1nd-set**

■ **ForwardKeys**





**TFWA works with a number of approved business partners who are pleased to offer their services to TFWA members at a discounted rate.**

■ **APPROVED PARTNERS**

# BeThe1

**Find the best candidates in the duty free & travel retail industry with BeThe1, a leading international recruitment consulting boutique specialised in fashion, beauty, retail and travel retail for 23 years.**

With a team of 2 senior experts based in Paris, BeThe1 provides high quality recruitment services to 300 key employers mainly in Europe and most international travel retail hubs.

BeThe1 operates the websites [www.BeThe1.com](http://www.BeThe1.com) and [www.TravelRetailJobs.com](http://www.TravelRetailJobs.com), pooling 190,000 fully registered professionals including 19,000 in duty free & travel retail alone.

The service covers all middle manager and senior executive positions within supplier and retailer organisations, in departments including retail, account management, sales, sales support, marketing, merchandising, procurement and back-office.

**BeThe1 offers:**

- A new generation international recruitment service specialising in duty free & travel retail
- High quality recruitment offering efficient and competitive service, a high success rate and industry-leading retention rate of placed candidates

**FIND OUT MORE AT [BETHE1.COM](http://BETHE1.COM)**

## ■ APPROVED PARTNERS

# WORDESSENCE

CLEAR, CONCISE  
COPY TAILORED  
TO YOUR NEEDS



Providing targeted business writing services to help organisations get the most from their written and spoken communications, Wordessence has extensive experience in travel retail.

Our clients include some of the industry's leading players. TFWA members can now enjoy a preferential rate for the first assignment.

The fragmentation of traditional media and the growth of online and mobile channels have transformed the way people communicate. To cut through, messages must be clear, concise and compelling.

Wordessence creates copy for a wide range of purposes, including:

- Brochures and packaging
- Websites and social media posts
- Newsletters and presentations
- Brand guidelines
- Thought leadership papers and feature articles
- Speeches and scripts
- Concession bid documents

Working in English and French,  
we cover most product  
categories and write for both  
trade and consumer audiences.

FOR MORE INFORMATION,  
PLEASE CONTACT JAMES CLARKE:  
[INFO@WORDESSENCE.CO.UK](mailto:INFO@WORDESSENCE.CO.UK)  
[WWW.WORDESSENCE.CO.UK](http://WWW.WORDESSENCE.CO.UK)



## ■ APPROVED PARTNERS

# M1ND-SET

m1nd-set is a Swiss-based marketing intelligence agency specialized and leading in travel research, and has provided travel retail & duty free research and consulting to suppliers, retailers and industry associations on all continents for 15 years. Over 80 brands in the Travel Retail channel work with m1nd-set, which makes the agency the clear market leader.

Its main areas of research are Consumer Insights, Touch Points Analysis, Shopper Segmentations, Attitudes & Behaviour, Price & Conjoint Research and more, at airports, cruises & ferries, downtown duty free and border shops around the world.

m1nd-set's Business Intelligence Service "BIS" provides an interactive and multi-dimensional approach to two key information sources: The first is behavioral data for all categories, based on around 200,000 interviews at over 60 airports around the world. It was launched in 2016 and allows users to analyze trends over time.

The second module provides comprehensive air traffic and forecast data (the only source including direct ticket sales from nearly 500 airlines and also airline data) for 1,500 airports and all nationalities in the world. Subscribers have access to the data 24/7, allowing interactive analysis within and between the different information sources.

**TFWA members benefit from a 10% discount on subscriptions to m1nd-set's BIS service.**

**TO FIND OUT MORE,  
PLEASE CONTACT M1ND-SET ON:  
TEL: +41 21 925 50 25  
EMAIL: [INFO@M1ND-SET.COM](mailto:INFO@M1ND-SET.COM)  
WEB: [WWW.M1ND-SET.COM](http://WWW.M1ND-SET.COM)**

## ■ APPROVED PARTNERS

# FORWARDKEYS

## HOW TRAVEL RETAIL COMPANIES CAN PLAN FOR TOMORROW'S TRAVELLER

ForwardKeys provides reliable, real-time data on the global flow of passengers by nationality, origin airport, destination, and more, allowing travel retail companies to ascertain which kinds of travellers will be passing through their stores at a given time – and in what numbers.

As a result, brands and duty-free operators can identify potential shoppers, optimise staffing and product/sample selection accordingly, and determine where to open new stores based on the distribution of airport traffic.

The services provided by ForwardKeys include a subscription to Traveller Statistics and purchasing Licensed Datasets.

Traveller Statistics is ForwardKeys' BI solution for travel retail (TR), providing in-depth flight data for brands down to the airport terminal level of all international airports.

By establishing trends based on historical data, our TR clients can plan for tomorrow's traveller.

Licensed Datasets are geared towards the data-analysis departments of companies. They provide direct access to ForwardKeys datasets via our cloud servers, allowing organisations to use the data as they see fit, and gain a unique insight into the markets of their interest to empower their business decisions.

**ForwardKeys is pleased to offer TFWA members a 10% discount on Traveller Statistics.**

**FOR MORE INFORMATION,  
PLEASE CONTACT FORWARDKEYS BY VISITING  
THE WEBSITE: [WWW.FORWARDKEYS.COM](http://WWW.FORWARDKEYS.COM).  
ALTERNATIVELY, YOU CAN CALL +34 962 063 973  
OR +33 6 61 66 24 71  
OR EMAIL [INFO@FORWARDKEYS.COM](mailto:INFO@FORWARDKEYS.COM)**

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**Our approved partners will support you and help your business develop within the DF&TR industry.**

# 05

# OTHER SERVICES

- On-site services at TFWA events
- TFWA App
- TFWA.com
- Trade press discounts
- TFWA's Paris office at your disposal





## ■ OTHER SERVICES

# ON-SITE BENEFITS AT TFWA EVENTS

- Members are encouraged to attend the Annual General Meeting during TFWA World Exhibition & Conference, where they have the right to vote on various issues relating to the management of the Association. Access to the exhibition on Thursday is complimentary for members wishing to attend the AGM.
- Special “Member” mention in official event publications

**KEEP AN EYE OUT FOR NEWS OF FURTHER ON-SITE BENEFITS AS PLANS FOR TFWA'S EVENTS IN 2023 TAKE SHAPE.**



## ■ OTHER SERVICES

# TFWA APP

The TFWA App is a powerful, interactive tool designed to optimise delegates' experience at TFWA's events, delivering all the information you need to participate, network and more.

The App enables you to plan your event, find your way on-site, connect and meet with your business partners, interact with conference speakers and be part of the TFWA community all year round.

**TFWA MEMBERS AND THEIR BUSINESS PARTNERS CAN DOWNLOAD THE TFWA APP FROM THE [APPLE](#) AND [GOOGLE PLAY](#) STORES NOW.**

## ■ OTHER SERVICES

# TFWA.COM

The dedicated Association website, [TFWA.com](https://www.tfwaworld.com), offers a number of resources available exclusively to TFWA members:

- Members news
- TFWA Research studies, dating back to 2004
- The full detailed Members' Database, including contact details for all TFWA members
- The TFWA Handbook
- TFWA Annual Report
- Statutes and Rules & Regulations of TFWA





## ■ OTHER SERVICES

# TRADE PRESS DISCOUNTS

Membership of TFWA brings you a discount of up to 15% on subscription fees for the following publications:

- Duty Free News International /Frontier
- Global Travel Retail Magazine
- Drinks International
- The Spirits Business\*
- The Drinks Business\*
- BW Confidential

*\*Discount of up to 30% for TFWA Members*

**TFWA**

■ OTHER SERVICES

# TFWA'S PARIS OFFICE AT YOUR DISPOSAL

If you are a member of TFWA and are travelling through Paris, TFWA will be delighted to welcome you to our headquarters if you are looking for a quiet place to work with free wifi.

**PLEASE CONTACT SABINE OR NICOLE  
48 HOURS IN ADVANCE OF YOUR VISIT  
TO CHECK OFFICE SPACE AVAILABILITY  
AND WE WILL SEND CONFIRMATION BY EMAIL  
(see page 6 for contact details).**





**For any further information regarding TFWA, our events or services, please don't hesitate to contact the TFWA team.**

# 06

## THE TEAM



■ **TFWA Board**

■ **TFWA Management  
Committee**

■ **TFWA Staff**

■ THE TEAM

# TFWA BOARD



**Erik JUUL-MORTENSEN**  
President TFWA



**Frédéric GARCIA-PELAYO**  
TFWA Vice-President Finance



**Donatienne  
DE FONTAINES-GUILLAUME**  
TFWA Vice-President Commercial



**Arnaud DE VOLONTAT**  
TFWA Vice-President  
Conferences & Research



**Sam GERBER**  
TFWA Vice-President Corporate



**Melvin BROEKAART**  
TFWA Vice-President Marketing

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

PERFUMES  
COSMETICS



**Frédéric GARCIA-PELAYO**  
INTERPARFUMS  
TFWA Vice-President Finance



**Hervé DUCROS**  
CHANEL  
Finance sub-committee



**Arnaud DE VOLONTAT**  
ALTIMETRE  
TFWA Vice-President  
Conferences & Research



**Nicolas RIMEAU**  
LABORATOIRES FILORGA  
COSMETIQUES  
Commercial sub-committee



**Priscilla HAIBE DE WALQUE**  
PAYOT  
Corporate sub-committee



**Sophie NEYERTZ-EHRSAM**  
L'ORÉAL TRAVEL RETAIL  
Finance sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

PERFUMES  
COSMETICS



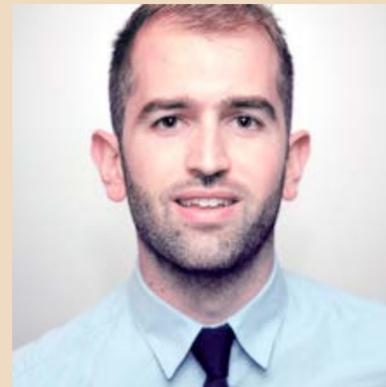
**Floriane PAMPIGLIONE**  
PARFUMS CHRISTIAN DIOR  
Corporate sub-committee



**Melvin BROEKAART**  
RITUALS COSMETICS  
TFWA Vice-President Marketing



**Irene GIATRA**  
ESTÉE LAUDER COMPANIES  
Finance sub-committee



**Benoît DAVAILLON**  
CAUDALIE  
Marketing sub-committee



**Flaka HAMITI**  
CLARINS  
Commercial sub-committee



**Kaatje NOENS**  
PUIG  
Marketing sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

WINE/SPIRITS/BEERS/  
NON ALCOHOLIC BEVERAGES



**Donatienne  
DE FONTAINES-GUILLAUME**  
MOËT HENNESSY  
TFWA Vice-President Commercial



**Pier Giuseppe TORRESANI**  
MASI AGRICOLA  
Conference & Research sub-committee



**Philippe DE MARCILLY**  
ALBERT BICHOT  
Commercial sub-committee



**Oliver STORRIE**  
QUINTESSENTIAL BRANDS GROUP  
Commercial sub-committee



**Barry GEOGHEGAN**  
DUTY FREE GLOBAL  
Commercial sub-committee



**Giacomo MARZOTTO**  
SANTA MARGHERITA  
Corporate sub-committee



**David RODIEK**  
BROWN-FORMAN  
Marketing sub-committee



**Violaine CREUZÉ**  
GONZALEZ BYASS  
Commercial sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

TOBACCO/  
SMOKERS' ACCESSORIES



**Antonio VENCESLA**  
JT INTERNATIONAL  
Conference & Research sub-committee



**Tobias BAUDE**  
IMPERIAL BRANDS  
Conference & Research sub-committee



**Luc HYVERNAT**  
OETTINGER DAVIDOFF  
Corporate sub-committee



**Abia BENSLIMANE**  
PHILIP MORRIS WORLD TRADE  
Conference & Research sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

ELECTRONICS/  
TRAVEL ACCESSORIES



**Sam GERBER**  
WORLDCONNECT  
TFWA Vice-President Corporate



**Jean-Pierre BOMBET**  
SPA DEVELOPPEMENT / BE RELAX  
Finance sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

CONFECTIONERY/FINE FOOD/  
FOOD SUPPLEMENTS



**Fabrizio CANAL**  
FOOD ACCADEMIA  
Commercial sub-committee



**William LEGALLAIS**  
LEONIDAS  
Corporate sub-committee

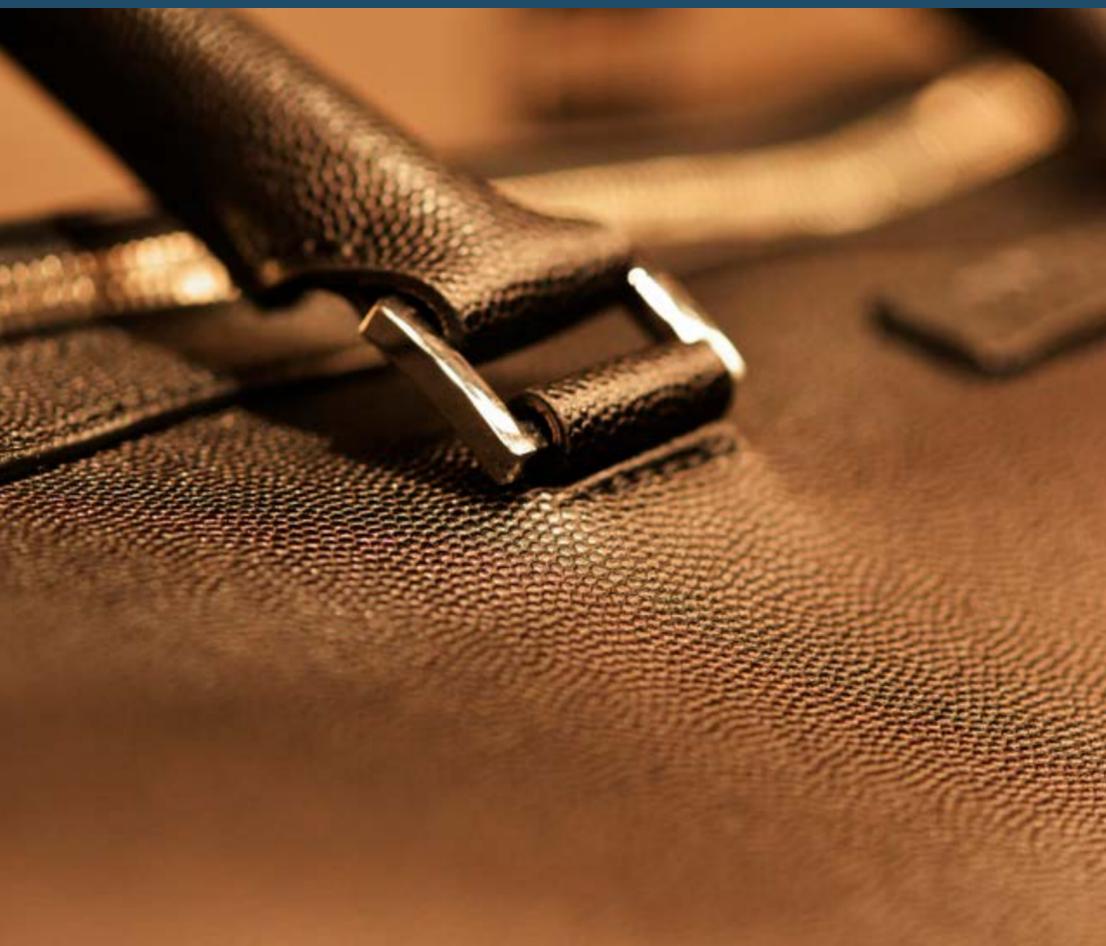


**Carlos GRANADOS**  
MONDELEZ WORLD TRAVEL RETAIL  
Conference & Research sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

FASHION, ACCESSORIES  
SUNGLASSES, LUGGAGE



**Alessio CRIVELLI**  
ESSILORLUXOTTICA  
Commercial sub-committee



**Francis GROS**  
ERMENEGILDO ZEGNA  
Conference & Research sub-committee



**Giada CAPPELLETTI**  
COCCINELLE  
Corporate sub-committee



**Tommaso BERETTA**  
BALLY  
Marketing sub-committee



**Erin LILLIS**  
LACOSTE  
Marketing sub-committee

■ THE TEAM

# TFWA MANAGEMENT COMMITTEE

JEWELLERY/WATCHES/  
WRITING INSTRUMENTS



**Nikolas HOGREFE**  
HANSE DISTRIBUTION  
Corporate sub-committee



**Nadia SKOURI**  
BUYING THE SKY  
Marketing sub-committee



**Alessandra VISCONTI**  
REFLECTA  
Marketing sub-committee

■ THE TEAM

# TFWA STAFF



## EXECUTIVE OFFICE



**John RIMMER**  
Managing Director



**Emilie VIN**  
PA to President & Managing Director

## EXHIBITIONS DEPARTMENT



**Myriem CHALABI**  
Exhibitions Director



**Isabelle RÉGNIER**  
Advertising & Sponsorship Manager/  
TFWA i.lab Sales Manager



**Mona LEBRASSEUR**  
Exhibitions Sales Manager



**Séverine ROBBES**  
Operations Manager



**Annette ROBINSON**  
Commercial Assistant

# TFWA STAFF



## MARKETING DEPARTMENT



**Cécile LAMOTTE**  
Marketing Director



**Maud BRUNEAU**  
Communication Manager

## CONFERENCE, RESEARCH & CORPORATE DEPARTMENT



**Michele MIRANDA**  
Conference Manager



**Sabine PARMENTIER**  
Membership & Administration Manager



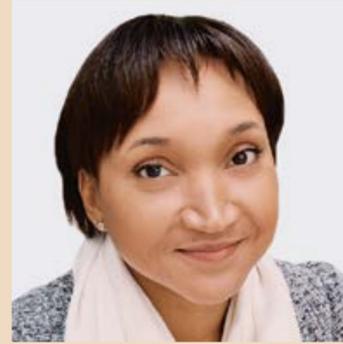
**Nicole DANIELLS**  
Member Services Manager

■ THE TEAM

# TFWA STAFF



## IT DEPARTMENT



**Ana HOMAWOO**  
IT & Technical Director



**Shakil SOBHUN**  
IT Project Manager



**Christian HUYNH**  
IT Systems Co-ordinator



**Axel TRILLAND**  
IT Systems Co-ordinator



**Nelly SEENARAIN**  
Helpdesk assistant

## FINANCE & HUMAN RESOURCES DEPARTMENT



**Carole BERREBI**  
Accountant



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