



ASIA PACIFIC
EXHIBITION &
CONFERENCE

TFWA
daily

MONDAY 8 MAY 2023



04

Welcome Cocktail

At the Flower
Dome, Gardens
by the Bay

12

Today

TFWA Asia
Pacific Conference

18

**New product
previews**

The latest launches

Sponsored by:

MOROCCANOIL.


Mercedes-Benz

LAND · SEA · AIR

A Fragrance Trilogy



FIND YOUR OWN OR GET THE THREE

Mercedes-Benz and  are the intellectual property of Mercedes-Benz Group AG. They are used by INCC under license.

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 Asia Pacific Exhibition & Conference.

Plan your event, navigate your way around onsite with the geolocation service, connect and meet with your business partners, interact with conference speakers, and be part of the TFWA community all year round.

Scan this code to download the TFWA App:



TFWA 365 is the permanent online platform open to TFWA members and business partners all year round. Visit TFWA 365 to discover world-class brands, directories of TFWA Asia Pacific Exhibition & Conference, dedicated pages on the new TFWA i.lab Asia, plus digital publications from TFWA media partners (accessed by scanning the relevant QR codes).

Free WiFi service

A complimentary WiFi service (MICE-HOTSPOTS) is offered throughout the conference venue and the exhibition halls.

Reminder of locations within the Marina Bay Sands Expo & Convention Centre:

- Two exhibition levels: Basement 2 and Level 1
- TFWA i.lab Asia: Level 1
- Registration desks: Level 1
- ONE2ONE Lounge: Level 1
- Press Centre: Basement 2
- TFWA offices: Level 3
- TFWA Asia Pacific Lounge: Level 4
- Conference: Level 5
- Asian Bar: Basement 2
- Western Bar: Basement 2
- Sushi Bar: Level 1
- Information services & travel agent: Basement 2

Send TFWA a message on



@TFWAnews

Follow us on



#TFWALive

Scan this code to visit tfwa.com



03

Monday
8 May 2023

TFWA DAILY



Erik Juul-Mortensen

President, TFWA

President's Introduction

Welcome to the 25th TFWA Asia Pacific Exhibition & Conference. And what a pleasure it is to see the event return in full scale for the first time in four years.

Bringing the world's duty free and travel retail professionals together again in Asia is crucial to drive the future of our industry. For many regions around the world, the duty free and travel retail industry is continuing to strengthen. As a result of the changes to restrictions in travel we saw at the start of this year, we are now seeing this same improvement in Asia. There is therefore no doubt that the region is beginning its return to its rightful position as a major force in the market.

The pandemic acted as a catalyst for change here as elsewhere across the world. Four years is a significant amount of time in any business and we can't expect the world to return to how it was in 2019. But we now have a chance to revitalise the industry and remind travellers in Asia what makes duty free and travel retail so very special. We need to reconnect with our customers, and this week in Singapore we have the perfect opportunity to explore new ways of working in order to appeal to an ever-changing consumer.

TFWA Asia Pacific Exhibition & Conference presents numerous opportunities to do business, network and learn. At our conference, we'll be hearing from some truly fascinating speakers from within the industry and beyond, who will address the complex issues surrounding travel in Asia Pacific as it continues its march towards recovery. And as technology and innovation continue to dominate more and more of our conversations as we plan for our future, it's particularly gratifying to see TFWA i.lab Asia making its Asian debut.

I thank you all for coming, and I wish you a fruitful, inspiring and enjoyable week in Singapore. We have so much to look forward to.



Welcome Cocktail

Last night's Welcome Cocktail took place at the spectacular Flower Dome, at the Gardens by the Bay. A highlight was the chance to enjoy exclusive night-time access to the Flower Dome's stunning display of over 32,000 plants.





01 Roman Vorobev, Trade Agent, Westwaldi International Ltd; Sebastian Radu, Trade Agent, Westwaldi International Ltd; and Helmut G Westwaldi, Managing Director, Global Consulting & Marketing Ltd (GCML).

02 Hongxun Wei, Trade Agent, China Duty Free Shop; Xiantao Zhu, Trade Agent, China Duty Free Shop; Ravi Vig, Leomhann; Zhiqun Zhan, Trade Agent, China Duty Free Shop; and Jun Liu, Trade Agent, China Duty Free Shop.

03 Jensen Farley, General Manager, Lawrenny; Martins Kronbergs, Trade Agent, Stan Central Sourcing; and Janis Dambis, Trade Agent, Stan Central Sourcing.

04 Arnaud de Volontat, Vice-President Conferences & Research, TFWA and Sam Gerber, Vice-President Corporate, TFWA.

05 Michelle Lee, Buyer, DFS Group Ltd; Vanessa Xian, Buyer, DFS Group Ltd; and Johnny Chan, Buyer, DFS Group Ltd.

06 Miyata Naoya, Sales Representative, Matsui Shuzo; Sayaka Okazaki, Sales Representative, Matsui Shuzo; and Eric Cheng, Vice President, iClick Interactive.

07 Yuki Shimizu, Director/COO, Choya; Shigehiro Kondo, CEO, Choya; and Seiji Susuki, Overseas Dept. Deputy General Manager, Choya.

08 Sarah Branquinho, Global Chief Diversity and Inclusion Officer, Dufry and Chair, WiTR+, and Erik Juul-Mortensen, President, TFWA.

09 Nadia Skouri, In-Flight Director, Valrhona; and Jean-Marcel Rouff, CEO, Inflight Sales Group.



08



06



07



09

Capturing today's Chinese travellers: "Brands need to get ready for the new landscape"

In today's TFWA Asia Pacific Conference Rocky Chi, Head of Planning, Emerging Communications, will explore the growing importance of social media and digital marketing. Ahead of the event, she spoke to Ross Falconer.

In her address to the TFWA Asia Pacific Conference, Rocky Chi, Head of Planning, Emerging Communications, will be focusing on 'Capturing today's Chinese travellers', acknowledging the major return of outbound tourists to global destinations.

"After three years of restrictions in China on global travelling, combined with the government's heavy investment in boosting Hainan duty free shopping over the last two years, Chinese travellers have changed their perceptions, behaviours and expectations," Chi explains. "Brands need to be aware of these changes and take steps to get ready for the new landscape being unveiled."

Capturing the attention of travelling consumers is crucial for



Rocky Chi, Head of Planning, Emerging Communications: "After three years of restrictions in China on global travelling, combined with the government's heavy investment in boosting Hainan duty free shopping over the last two years, Chinese travellers have changed their perceptions, behaviours and expectations. Brands need to be aware of these changes and take steps to get ready for the new landscape being unveiled."

retailers and brands, and the influence of digital touchpoints, especially social media, while travelling has become critical.

"Chinese customers have been spoiled by livestreaming and social media shopping during the pandemic and certainly expect those methods of engagement to be continued," says Chi. "However, they are also eager to explore offline experiences, from the moment they arrive at the departure gate. 'Buying experience' or 'buying because of the experience' is going to be the new major trend."

Chi adds that impulse buying could easily be triggered once the experience has been created. "Understanding Chinese outbound travellers' new behaviours is essential to help the travel retail industry better engage with them."

"Consumer expectations are changing, and we must respond to their increasingly demanding needs"

Claudio Ferreira, Global Travel Retail General Manager, Japan Tobacco International (JTI) is participating in today's TFWA Asia Pacific Conference. Ahead of the event, he shared some thoughts with Ross Falconer.

During the session on 'Capturing today's travelling consumer' in today's TFWA Asia Pacific Conference, Claudio Ferreira, Global Travel Retail General Manager, Japan Tobacco International (JTI) will focus on three key messages:

- "Firstly, the importance of innovation, which goes beyond the product. It also includes new ways of doing business and engaging our trade partners."
- "Secondly, the vital role that the tobacco category will continue playing in the future in driving growth."
- "And the importance of trade engagement to continue leveraging collaboration and value sharing to enable growth in the future."

Capturing the attention of travelling consumers is crucial for brands and retailers. "We know consumer expectations are changing, and we must respond to their increasingly demanding needs," Ferreira explains. "Consumers are hungry to travel and purchase again, with demand growing for 'phygital' experiences and sustainable products and actions. They expect that we innovate and offer products that consider the environment and have reduced-risk potential. Yes, we can meet these new needs.

And airports, airlines, retailers, and brands must continue working together in partnerships to understand better all traveller segments, enhancing the customer experience."



Claudio Ferreira, Global Travel Retail General Manager, Japan Tobacco International (JTI): "Consumers are hungry to travel and purchase again, with demand growing for 'phygital' experiences and sustainable products and actions. They expect that we innovate and offer products that consider the environment and have reduced-risk potential."

AIRY MOISTURE

A REVOLUTIONARY COMBINATION OF TRIPLE HYALURONIC COMPLEX AND ARGAN OIL HELPS TO RETAIN MOISTURE, PROTECT HAIR, AND HYDRATE THE SCALP.



MOROCCANOIL®

A WORLD OF OIL-INFUSED BEAUTY

Moroccanoil.com

Heinemann Asia Pacific “ready to re-engage and excite customers”

Ahead of his participation in today’s TFWA Asia Pacific Conference, Marvin von Plato, CEO, Heinemann Asia Pacific, spoke to Ross Falconer.

After a year in which international travel in Asia Pacific continued to lag behind the rest of the world, signs for 2023 are much more positive. In the ‘Preparing for growth’ session of today’s TFWA Asia Pacific Conference, Marvin von Plato, CEO, Heinemann Asia Pacific, will be among the regional industry leaders sharing how they are preparing their businesses for the recovery.

“This is the first time since 2019 that TFWA Asia Pacific Exhibition & Conference has returned in full force, so this is an important opportunity to share more about the work that we have been doing for the past three years to ensure we are ready to re-engage and excite customers once they could travel again, and our key focus areas to capture future opportunities moving

forward,” von Plato explains.

Heinemann Asia Pacific completed major redevelopments of three of its airport stores in 2022, ensuring it is ready to greet travellers again with a brand-new look, optimised product categories, and more ways to engage with and inspire customers. “We have also done significant work in the background taking onboard the lessons from the crisis, and to ensure that we remain agile and resilient to weather future external shocks,” says von Plato.

As of May 2023, all of Heinemann’s retail stores in Asia Pacific will be open for the first time since March 2020, with the reopening of its confectionery stores in Hong Kong International airport. Von Plato describes this as a significant milestone in marking the emergence from the pandemic. “We are also looking forward to opening our department store concept in Sydney Airport’s domestic terminals in July, as well as a few other new stores we’ll be sharing more about in due course.”

Marvin von Plato, CEO, Heinemann Asia Pacific: “This is the first time since 2019 that TFWA Asia Pacific Exhibition & Conference has returned in full force, so this is an important opportunity to share more about the work that we have been doing for the past three years to ensure we are ready to re-engage and excite customers once they could travel again.”



Asia Pacific travel outlook: “the travel recovery trajectory remains firmly on track”

Mayur Patel, Head of Asia, OAG Aviation and Executive Board Member, Pacific Asia Travel Association (PATA) is speaking in today’s TFWA Asia Pacific Conference. Ahead of the event, he shared some thoughts with Ross Falconer.

In the ‘Asia Pacific travel outlook’ session of today’s TFWA Asia Pacific Conference, Mayur Patel, Head of Asia, OAG Aviation and Executive Board Member, Pacific Asia Travel Association (PATA) will focus on emerging destinations, the preferences of younger travellers, and the future of post-Covid travel.

“As the travel recovery trajectory remains firmly on track,

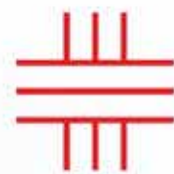


Mayur Patel, Head of Asia, OAG Aviation and Executive Board Member, Pacific Asia Travel Association (PATA): “As the travel recovery trajectory remains firmly on track, with global flight seat capacity just 3% below pre-pandemic levels, the spread for regional Asia Pacific recovery has been a story of two tales as a varying degree of market reopening in the past 12 months has resulted in supply and demand imbalance.”

with global flight seat capacity just 3% below pre-pandemic levels, the spread for regional Asia Pacific recovery has been a story of two tales as a varying degree of market reopening in the past 12 months has resulted in supply and demand imbalance,” Patel explains. “Focusing on the Southeast Asia sub-region, with its early recovery starting in April 2022, the capacity weakness is largely a function of the Northeast Asia market still being impacted by China’s recovery pattern, despite travel restrictions being eased. The importance of China to the whole Asia market cannot be underestimated. As this picks up, we will see stronger, robust growth rates over the next six months.”

Current schedules show a 93% global recovery to pre-pandemic 2019 levels, with Asia Pacific remaining slightly below the global performance. “The number of scheduled flights reflects an 87% recovery as we continue to see average capacity per movement increase,” says Patel. “We do not anticipate a full recovery in global capacity before March 2024.”

Meanwhile, for brands and retailers to serve the young traveller market will require a new level of thinking. “This segment will utilise technological innovation and AI advancement throughout their ‘experiential journey process’,” Patel adds.



DR.CI:LABO
城野医生

NEW

1.69x

RETINOL
BIOACTIVITY

PROMOTES LIFTING
& FIRMING EFFICACY

REDUCES 9 PRE-AGING
SIGNS IN 1 WEEK



日本 **NO.1**
皮肤学护肤品牌*

“The key ways in which industry stakeholders can take advantage of new and emerging shopper dynamics”

Stephen Hillam, Managing Director, Pi Insight, is speaking in today's TFWA Asia Pacific Conference in the session on 'Capturing today's travelling consumer'. He spoke to Ross Falconer.

In today's TFWA Asia Pacific Conference, delegates will hear the latest shopper trends and data from Pi Insight's Global Shopper Series courtesy of Stephen Hillam, Managing Director, Pi Insight.

“The key messages we will deliver during the session will be based around how current Asia Pacific shopper behaviour has adapted from its position back in 2019, and the key ways in which industry stakeholders can take advantage of new and emerging shopper dynamics,” Hillam explains. “We will also provide an insight into the new Chinese shopper and the key expectations upcoming Chinese travellers will have when they return to the duty free store over the coming six months.”

The Global Shopper Series is a series of category-specific reports designed to provide an in-depth insight into the current and evolving behaviours of the duty free shopper. Specific reports are available for the Alcohol, Beauty, Confectionery, Tobacco and Luxury categories, with the sample based on over 13,500 interviews among travellers, duty free browser non-buyers and duty free

buyers who travelled between May and October 2022. The Asia Pacific region is represented by the South Korean, Malaysian, Indian and Australian nationalities, with other key nationalities sampled as part of the series including American, Brazilian, Emirati, British, French, German, Spanish, Swedish, and Turkish.

“Key insights covered in the Global Shopper Series of reports include category footfall, penetration and conversion rates, shopper profiles, spend levels and the number of items purchased, purchase drivers, purchase reasons, purchase planning and key in-store influencers, with all insights benchmarked against 2019,” says Hillam. “In addition to the Global Shopper Series, Pi Insight has also conducted a bespoke study for the TFWA Asia Pacific Conference, with interviews across 500 Chinese travellers who have plans to travel internationally within the next six months and intend to visit an airport duty free store during their trip.”

Stephen Hillam, Managing Director, Pi Insight: “In addition to the Global Shopper Series, Pi Insight has also conducted a bespoke study for the TFWA Asia Pacific Conference, with interviews across 500 Chinese travellers who have plans to travel internationally within the next six months and intend to visit an airport duty free store during their trip.”



DFWC Academy offers TFWA Asia Pacific delegates chance to win free course enrolments

The Duty Free World Council Academy China will be formally launched at TFWA Asia Pacific Exhibition & Conference and in conjunction with TFWA offers delegates the opportunity to win free subscriptions to the Certificate in Duty Free and Travel Retail.

Two lucky delegates will be drawn by lottery, one of whom will be offered one free enrolment to the English course, and the other a free subscription to the new Mandarin language version. The prizes are transferrable to an industry colleague.

Delegates may enter until noon on Wednesday by visiting the DFWC Academy information booth, which will be located on Level 5 of the Marina Bay Sands Expo & Convention Centre on Monday 8 May, and outside the entrance to the exhibition on Basement 2 from Tuesday 9 to Thursday 11 May.

Additionally, all delegates will be offered a 10% discount on the course enrolment fee. For enrolment in the English version enter the code TFWA10 when enrolling. The discount for enrolments



to the Mandarin course will be automatically applied when registering.

The flagship Certificate in Duty Free and Travel Retail is designed primarily for frontline retail staff, but is also relevant for members of brands' duty free teams who are new to the industry. The course provides a holistic overview of the global industry, the specific characteristics of the channel, and deep insights into shoppers' expectations and behaviours.

For further information on the Academy and its courses visit <https://www.dfwc.academy>, and for courses in Mandarin visit <http://www.dfwca.cn/>.

WiTR+ supports 2023 charity KOMA KARANTH FOUNDATION

At a recent meeting of the Women in Travel Retail Steering Committee, it was agreed to recognise the contribution made to WiTR by other industry colleagues and add a + to WiTR. While membership will still be specifically for women, the change signals a more inclusive approach and allows for non-member guests of other genders to join some of WiTR's meetings and events. The successful webinar programme will also be broadened to include male speakers.

"While still very much a group which assists women to network and thrive in the world of duty free and travel retail, WiTR has been and will continue now as WiTR+ to be deeply grateful for the support that our male colleagues in the industry have given, particularly in raising funds for the various charities we've supported over the years," says Sarah Branquinho, Chair, WiTR+. "In fact, we could not have done what we've done without them. We all felt it was time that we opened our doors to become more inclusive – at least two or three times a year!"

WiTR+ invites members and friends to meet on Tuesday 9 May 2023, from 17:30, in the TFWA Asia Pacific Lounge (Level 4, Marina Bay Sands Expo & Convention Centre). Celebrated actor, producer, writer, humanitarian and stand-up comedian Maitreyi Karanth will be joining for the first half-hour, before leaving for a gig the same evening. Maitreyi is founder of KOMA KARANTH FOUNDATION – the WiTR+ charity for 2023.

The mission of KOMA KARANTH FOUNDATION is to build a KOMA community in the impoverished municipality of Gloria, Oriental Mindoro (Philippines), providing homes, education, old age community centres, medical support, and support for single women as they strive for self-sufficiency. WiTR+ aims to raise at least €15,000, which will cover the cost of building three homes for the community.



KOMA KARANTH FOUNDATION is the WiTR+ charity for 2023.



At Mavala, we believe in the power of Swiss Nature

It is blessed with survivalist plants full of exceptional properties for the skin.

Discover MAVALA SWISS|SKINSOLUTION, our advanced skincare line blending Swiss Nature with Science to help women transform and preserve the quality of their skin with clean, sensorial and conscious products.

THE ALPINE POWER TO THE HEART OF THE SKIN



DERMATOLOGICALLY TESTED
Rich in Alpine botanicals and advanced
cosmetological ingredients

Swiss Botanical Science
Naturally Swiss. Scientifically proven.

Today: TFWA Asia Pacific Conference

The Conference takes place in the Grand Ballroom on Level 5 of the Marina Bay Sands Expo & Convention Centre. Simultaneous translation in Mandarin and Japanese is available by scanning the QR code. Please bring your headphones during the conference.



Monday 8 May



09:00-09:20

Welcome address by TFWA President

TFWA President Erik Juul-Mortensen shares his thoughts on the outlook for Asia Pacific travel retail as international travel recommences and the market looks to the future.

◀ Erik Juul-Mortensen, President, Tax Free World Association (TFWA)



09:20-09:30

Welcome remarks from APTRA President

Asia Pacific Travel Retail Association (APTRA) President Sunil Tuli updates Conference delegates on the work being done on their behalf across the region.

◀ Sunil Tuli, President, Asia Pacific Travel Retail Association (APTRA)



09:30-09:40

Opening address from China Duty Free Group

The world's leading travel retailer by sales, China Duty Free Group will have a pivotal role to play in the regional recovery. The company's new Executive Vice President Luke Chang adds his welcome to delegates at the start of a busy business week in Singapore.

▲ Luke Chang, Executive Vice President and Vice Party Secretary, China Duty Free Group (CDFG)



09:40-10:20

Asia Pacific at the crossroads

The opening session of the TFWA Asia Pacific Conference will explore issues including intra-regional trade, relations between the major economic powers, the role and influence of China, and the importance of travel & tourism to the region, courtesy of one of Singapore's most respected statesmen and business leaders – the country's former Foreign Minister and this year's keynote speaker George Yeo.

▲ George Yeo, Minister for Foreign Affairs (2004-2011), Singapore

10:20-11:00

Preparing for growth

This session will hear from a panel of regional industry leaders on how they are preparing their businesses for the recovery: Luke Chang, Executive Vice President, China Duty Free Group; Freda Cheung, President and CEO Asia Pacific, Dufry; Sue Kyung Lee, CEO, Global SK-II; Thabet Musleh, Vice President, Qatar Duty Free; and Marvin von Plato, CEO, Heinemann Asia Pacific.

01 Luke Chang, Executive Vice President and Vice Party Secretary, China Duty Free Group (CDFG)

02 Freda Cheung, President and CEO Asia Pacific, Dufry

03 Sue Kyung Lee, CEO, Global SK-II

04 Thabet Musleh, Vice President, Qatar Duty Free

05 Marvin von Plato, CEO, Heinemann Asia Pacific



01



02



03



04



05



Stefano Baronci, Director General, Airports Council International Asia-Pacific



Mayur Patel, Head of Asia, OAG Aviation and Executive Board Member, Pacific Asia Travel Association (PATA)

11:30-12:15

Asia Pacific travel outlook

Most regional travel associations and carriers are predicting traffic volumes to return closer to pre-pandemic levels, despite economic and geopolitical headwinds. To give a forecast of what is on the horizon, this session will hear from ACI Asia Pacific Director General Stefano Baronci, and OAG Aviation Head of Asia and PATA Executive Board Member Mayur Patel on the region's travel outlook with an eye on emerging destinations, the preferences of younger travellers, and the future of post-Covid travel.

12:15-13:15

Capturing today's travelling consumer

The final session in this year's Conference will examine new emerging destinations, shopping preferences and the influence of social media in purchasing decisions. Delegates will hear the latest shopper trends and data from Pi Insight's Global Shopper Series courtesy of Managing Director Stephen Hillam. The session will also explore the growing importance of social media and digital marketing with Emerging Communications' Head of Planning Rocky Chi.

Providing perspectives from the brand community will be Puig Global Travel Retail Executive Vice President Kaatje Noens, Mars International Travel Retail Global Sales Director Marcus Hudson and Japan Tobacco International (JTI) Global Travel Retail General Manager Claudio Ferreira.

06 Stephen Hillam, Managing Director, Pi Insight

07 Rocky Chi, Head of Planning, Emerging Communications

08 Kaatje Noens, Global Travel Retail Executive Vice President, Puig

09 Marcus Hudson, Global Sales Director, Mars International Travel Retail

10 Claudio Ferreira, Global Travel Retail General Manager, Japan Tobacco International (JTI)



06



07



08



09



10

14:30-16:00

APTRA Exchange

The APTRA Exchange seminar is free to all registered TFWA badge holders. It brings together three speakers who will present a future-forward perspective of the opportunities ahead in Asia Pacific.

To kick off the APTRA Exchange, Economist Intelligence Unit Global Chief Economist Simon Baptist will provide insights on the most pressing issues and what they mean to businesses in Asia.

In the second session of APTRA Exchange, delegates will hear from leading travel research agency ForwardKeys' Vice President of Brands, Retailers and Media Marina Giuliano on the latest travel forecasts in the region, and what's on the cards for the travel retail sector in terms of international departures and key airports in Q2.

APTRA Exchange will hear from Stephen Hillam, Managing Director, Pi Insight, who will introduce the 'APTRA Index' initiative and provide information on the methodology, scope and benefits of having an anonymised Index developed for the Asia Pacific region, following the successful launch of the ETRC Index in Europe.

11 Simon Baptist, Global Chief Economist, The Economist Intelligence Unit

12 Marina Giuliano, Vice President of Brands, Retailers and Media, ForwardKeys

13 Stephen Hillam, Managing Director, Pi Insight



11



12



13

2023 TFWA Asia Pacific Conference sponsors

Official Host:
CHANGI
airport group

Held in:
SG SINGAPORE
Passion Made Possible

Supported by:
SINGAPORE EXHIBITION & CONVENTION BUREAU

Diamond:
cdf
中免集团

Partner:
TFWA
ASIA PACIFIC TRAVEL RETAIL ASSOCIATION

Platinum:

DUFREY

Platinum:

Mondelēz
International

Welcome Coffee:

Nestlé

Morning Coffee:

Lindt
MASTER SPANGS CHOCOLATIERS
SINCE 1845

Lunch:

MARS WRIGLEY

Afternoon Networking Session:

全球精品免稅城
GLOBAL PREMIUM DUTY FREE



TFWA i.lab Asia – the ideas hub that shines a spotlight on innovative ways to engage the travelling consumer – makes its debut in Singapore. Opening at 09:00 tomorrow, it is located in a dedicated area on Level 1 of the Marina Bay Sands Expo & Convention Centre.

TFWA i.lab Asia at a glance

- TFWA i.lab Asia makes its debut in Singapore this year.
- Opening hours: 9-10 May, 09:00-18:00; 11 May, 09:00-17:00.
- Location: Level 1, Marina Bay Sands Expo & Convention Centre.
- TFWA Asia Pacific Lounge: Level 4, Marina Bay Sands Expo & Convention Centre; 17:00-21:00, Monday 8 May; 18:00-21:00, Tuesday 9 May and Wednesday 10 May.
- Exhibitors will benefit from the TFWA ONE2ONE meeting service: an opportunity for TFWA i.lab Asia exhibitors and visitors to meet face-to-face.

Cosmose AI: helping brands precisely target their audiences

Cosmose AI (Level 11-P11/3) understands how billions of consumers behave offline and therefore predicts their interest and buying intent, as well as their travel plans. “With the above identified, Cosmose helps brands to precisely target their audiences by digital advertisement via the Cosmose media platform, which connects with over 80 hero apps,” explains Boris Chau, Head of Partnerships, Cosmose AI.

Its strategy within the travel retail channel is to offer a solution that enables brands to very precisely target Chinese travellers – before, during and after their trip. “We have been working with most of the travel retail teams of many big names across multiple regions and industries – from beauty and fashion to wines and spirits – since 2014,” says Chau.

The company’s objective in TFWA i.lab Asia is to be connected with brands and marketers that need to drive more traffic to their offline stores.

“Our Unique Selling Point is that we reach out to Chinese travellers via online advertising based on offline behaviour with a 1.6m accuracy, which results in advertising performance that is higher than average,” Chau adds.

Boris Chau, Head of Partnerships, Cosmose AI: “Cosmose helps brands to precisely target their audiences by digital advertisement via the Cosmose media platform, which connects with over 80 hero apps.”



DR. BARBARA STURM IS A WORLD-RENOWNED AESTHETICS SKIN DOCTOR. FAMOUS FOR THE SIGNATURE STURMGLOW™, HER SKINCARE APPROACH IS INSPIRED BY HER RESEARCH INTO ANTI-INFLAMMATORY MEDICINE AND IS UNIQUELY NON-AGGRESSIVE.

Her range of Molecular Cosmetics skincare and supplements is based on innovations in ingredient science and potent natural extracts that strengthen and improve the skin, without attacking it.



DISCOVER THE COMPLETE COLLECTION AT LEVEL 1, STAND 1-N7



Woohoo SparkleHaze: “the Tesla of in-room AI assistants for hospitality”

SparkleHaze (Level 11-P11/8) is provider of WooHoo®, an award-winning, enterprise-grade in-room AI assistant for the luxury hospitality industry. “The WooHoo® X-Series is a voice AI assistant speaker (sound by JBL) that combines a phone, alarm clock, speakers, tablets and voice assistant into an all-in-one device and brings the convenience of contactless in-room ordering and automation to hotel guests using just voice commands,” explains Kirti Chandel, Chief Product Officer – WooHoo AI, SparkleHaze. “We also now have a partnership with Samsung and offer WooHoo® tablets (Samsung). In addition, we have the usual QR code format for guest mobile phone.”

SparkleHaze works with luxury hotels and resorts. After COVID, there are new priorities around enhancing in-room guest experience and addressing new challenges with a shortage of skilled staff. “We are now closely working with the Singapore tourism and hotel industry leaders to address these challenges by bringing in new automation and AI technologies that can help them with the transformation,” says Chandel. “We have recently collaborated with the Singapore Tourism Innovation Acceleration programme and have now officially launched WooHoo® X-Series in Singapore. We are seeing a tremendous demand from hoteliers to deploy these solutions to address the current challenges within the hospitality industry. We are also seeing a big demand from other regions in Asia as well and have started taking enquiries.”

SparkleHaze places a strong emphasis on innovation and being the first in the market. “At the core, being a Silicon Valley company, we have always been a trusted leader when it comes

Kirti Chandel, Chief Product Officer – WooHoo AI, SparkleHaze: “The WooHoo® X-Series is a voice AI assistant speaker (sound by JBL) that combines a phone, alarm clock, speakers, tablets and voice assistant into an all-in-one device and brings the convenience of contactless in-room ordering and automation to hotel guests using just voice commands.”



to originality and quality,” Chandel comments. “We are like the Tesla of in-room AI assistants for hospitality. There will always be copycat products, but customers always know the difference between a brand and a cheap copycat product.”

With the WooHoo X-Series (sound by JBL), SparkleHaze is focused on the luxury hospitality industry, which is a very different segment compared to budget hotels, so for them branding and reputation is very important. “The ‘wow factor’ when a guest experiences looking at a WooHoo X-Series (sound by JBL) is priceless,” says Chandel. “If you are an expensive luxury property, the last thing you want is to upset a guest with a cheap knock off product.”

Singapore Tourism Board

The Singapore Tourism Accelerator was set up to source for the world’s most innovative technology solutions to power the travel and tourism industry in Singapore. As of March 2023, the Singapore Tourism Accelerator has supported 47 start-ups to develop 56 industry solutions across 6 cohorts.

Singapore Tourism Board (STB) continues to support the Accelerator Alumni with connection and showcase opportunities, for them to grow their business in Singapore, and to create a vibrant tech-ecosystem for the tourism sector. If you are interested in how you can partner STB for the Singapore Tourism Accelerator, contact: innovation@stb.gov.sg.

About STB:

The Singapore Tourism Board (STB) is a statutory board under the Ministry of Trade and Industry of Singapore. It champions the development of Singapore’s tourism sector, one of the country’s key service sectors and economic pillars, and undertakes the marketing and promotion of Singapore as a tourism destination.

TFWA I.LAB ASIA EXHIBITORS

- **Baidu International** – Level 11-P11/9
- **Bambuser** – Level 11-P11/12
- **BeLive Technology** – Level 11-P11/14
- **Cainiao** – Level 11-P11/4
- **Cosmose AI** – Level 11-P11/3
- **DutyFreak Airport.Store Marketplace** – Level 11-P11/5
- **FirstHive** – Level 11-P11/6
- **iClick Interactive** – Level 11-P11/10
- **Intelligent Track Systems** – Level 11-P11/7
- **Paris Calling** – Level 11-P11/2
- **Qunar.com** – Level 11-P11/13
- **Singapore Tourism Board** – Level 11-P11
- **TravelX** – Level 11-P11/1
- **Ulisse** – Level 11-P11/11
- **Woohoo** – Level 11-P11/8
- **Xctuality** – Level 11-P11/15

Held in:



Sponsored by:



Supported by:





La Martiniquaise · Bardinet



MB WS MARIE BRIZARD WINE & SPIRITS



Sharing our passion since 1934

PART OF THE
TOP 10
SPIRITS COMPANIES

"An independant and family owned Wine & Spirits group founded in 1934.
Leader in France and in the TOP 10* spirits companies."

#SpiritainmentTogether



La Martiniquaise Bardinet – sales@lm.fr – www.la-martiniquaise.com

* Source: IMPACT September 2022

Dr. Barbara Sturm launches latest high-performance skincare

Dr. Barbara Sturm is showcasing its newest launches: the SUPER ANTI-AGING CLEANSING CREAM and SUPER ANTI-AGING NIGHT CREAM.

The SUPER ANTI-AGING CLEANSING CREAM has a fragrance and sulfate-free formula, offering a rich, nourishing formulation that's ideal for mature and dry skin or colder weather. The multi-tasking cleansing cream gently removes dirt, make-up and other residue from the skin, without stripping it of essential oils or leaving the skin feeling dry.

The SUPER ANTI-AGING NIGHT CREAM optimises the skin's detox processes with a special peptide. It also contains an exclusive DBS Night System, which fully supports the skin's nocturnal renewal processes and leaves cells completely hydrated, so they're able to function effectively and focus their energy on repair and rejuvenation.

Level 1/1-N7



Joyful and mischievous scent



Princess Marina de Bourbon Paris brings its new ROYAL STYLE fragrance to TFWA Asia Pacific Exhibition & Conference – a good mood, mischievous scent that joyfully propels you through life and gives pride of place to the modern Princess of today. Floral and fruity with head notes of blackcurrant fused with bergamot and pear, heart notes of rose and jasmine rounded off with bottom notes of creamy musk, cedar and sandalwood, this parfum altogether diffuses a sensation of sweet good mood.

Royal Style's jewel-like flask with its flower-like petalled cap on top comes in stylish red and pink packaging and is available in three sizes: 100ml at €87, 50ml at €67, and 30ml at €47.

Basement 2/2-K9

Rituals Cosmetics launches newest home collection

Rituals Cosmetics has launched its newest range: Private Collection Comfort, with three unique fragrances. Suede Vanilla provides a warm and light fragrance that opens with the sweet and comforting scent of vanilla, with base notes of cardamom, rosemary, patchouli and vetiver. Smooth Violet provides a relaxing and calming fragrance that combines fruity accents with floral elements like rose and violet leaf. Sandalwood and discreet notes of patchouli, musk and amber bring warmth to the fragrance. Cotton Blossom provides a soft yet energetic and fresh fragrance, with velvety sweet mandarin, delicate florals like jasmine, tuberose and violet, and a base of sandalwood and balsamic notes.

The range includes fragrance sticks and refills, scented candles, parfum d'intérieurs, cartridges, car perfume, hand washes and refills, and a hand balm.

Level 1/1-R8



Lindt



MASTER SWISS CHOCOLATIER
SINCE 1845



WELCOME TO THE WORLD OF LINDT

Experience Lindt and discover the ultimate chocolate delight - created by the Lindt Master Chocolatiers since 1845.

www.chocolate.lindt.com/travel-retail



Blue Chip Group presents Cleansing Treatment Gel from HACCI

Blue Chip Group is presenting the new Cleansing Treatment Gel from its brand HACCI. The serum-based cleansing gel contains honey capsules with rich moisture. It is a hybrid formula that removes makeup smoothly, while caring for sensitive skin with a mellow texture.

The Cleansing Treatment Gel is formulated with skin-friendly, plant-based, quick-cleansing capsules, reducing rubbing and gently protecting sensitive skin. It features a highly-effective bounce polymer to keep its thickness, retaining an elastic and thick gel base until rinsed off. The gel acts like a cushion and gently protects delicate skin.

The HACCI Cleansing Treatment Gel is specialised for the pore problems of adult skin. After rinsing, it soothes redness and inflammation, and tightens pores and loose skin.

 **Level 1/1-S20**

Mavala showcasing Mini Bio-Color nail polish collection

Mavala is highlighting its new Mini Bio-Color nail polish collection. Described as the “little brother” of the famous Mini Color with its golden cap, the new Mini Bio-Color is recognisable with its white cap and is distinguished by its formula with a minimum of 85% ingredients of natural origin, depending on the shade.

Its natural ingredients combine raw materials of plant origin, such as sugar cane, rice, beetroot, wood pulp and corn. There is also the addition of fortifying organic silicon, which improves the quality of the nails.

This new biosourced formulation in no way compromises the hold and shine of the nail polish.

The Mini Bio-Color is available in a range of 12 timeless shades, each in a 5ml bottle.

 **Basement 2/2-K1**



A new generation of luxury skincare



VERDILAB combines 14 products divided into five Dermo Protocols, which are crafted around skin's specific needs to provide innovative solutions for each skin condition.

Among the bestsellers of VERDILAB are the Illuminating Micro Exfoliating Mask – an innovative, botanically-charged purifying professional treatment that synergistically combines physical exfoliation with the enzymatic exfoliation of gentle biological acids. With sugar esters, plant oils and seven natural Alpha-hydroxy acids, it is suitable for the most sensitive skin type.


VERDILAB's bestsellers also include the Natural Moisturiser Probiotic Cream, Radiance Power Vitamin C Cellular Serum, Acid Power Imperfections Treating Concentrate, and Extremely Nourishing Rose Radiance Cream-Mask.

 **Basement 2/2-M25**

The Original. Still Invincible.

The Ceramide Capsules that changed the skincare game



 Elizabeth Arden
NEW YORK

Find us at Level 1, R27



Est. 1978

The
Ultimate^{3.0}

in travel comfort



www.go.travel



Elizabeth Arden introduces natural anti-aging skincare collection

Elizabeth Arden is introducing its first-ever clean, natural anti-aging skincare collection – White Tea Skin Solutions. The high-performance collection is formulated with nature's potent antioxidant, EGCG, found in White Tea. This curated range of essentials infuses skin with youthful vitality and firms to restore skin's power of defence. Each formula is mindfully crafted with EGCG, bioengineered to deliver 3x the antioxidant power and to reinforce natural collagen in as little as six hours. Experience the sensorial textures, clean formulas and sustainably sourced ingredients and packaging. The collection is gentle enough for all skin types, even sensitive skin.

The product line includes: Gentle Purifying Cleanser (125ml), Moisture Infusing Bi-phase Toning Lotion (200ml), Fortifying Bi-phase Oil Serum (30ml), Replenishing Micro-Gel Cream (50ml), and Brightening Eye Gel (15ml).

Level 1/1-R27

Margaret Dabbs London launches innovative products and 'traveller' duo-packs

Margaret Dabbs London is launching its range of innovative products for feet, hands, nails, and legs. For travel retail, a portfolio of products has been selected, including specially-created 'traveller' duo-packs.

Bestsellers include Foot Hygiene Cream, 100g – an overnight treatment balm, which will transform feet during sleep. Firming Leg Serum is described as 'The Perfect Travel Essential'. It visibly improves the appearance and feel of the legs, toning, firming and tightening the skin with a 'support stocking' effect.

The Travel Fabulous Feet & Hands Duo (PURE Repairing Hand Cream & Intensive Hydrating Foot Lotion 75ml x2) and Glow Leg Duo (Firming Leg Serum and Refining Glow Leg Spray 100ml x2) have been created especially for the channel, offering travellers perfect sets for on-the-go use.

Basement 2/2-K10



Tailored Perfumes presents bright new Pepe Jeans fragrance



Among the products Tailored Perfumes is highlighting is the new feminine fragrance from Pepe Jeans London – BRIGHT. The fragrance opens with dazzling mandarin notes and a fresh sassy touch of ginger-pear duo. Free and daring, its sillage widens to reveal a powerful feminine heart of addictive white flowers. The luscious base features creamy sandalwood, sophisticated patchouli and iridescent musks. BRIGHT is described as a radiant, confident and glorious fragrance. The range includes Eau de Parfums in 80ml, 50ml and 30ml sizes.

A commitment to reducing environmental impact is demonstrated through the use of recycled and recyclable materials, and sustainably sourced ingredients. The innovative bottle recharge system also allows significant reduction of waste.

Basement 2/2-J19

MILIUM

Line

VISIT US AT TFWA ASIA PACIFIC EXHIBITION & CONFERENCE AND DISCOVER OUR EXCLUSIVE LINE FOR TRAVEL RETAIL AND DUTY FREE

Basement 2/2-M3



f Santa Margherita Wines • @ santamargheritawines

santamargherita.com



PRINCESSE
MARINA DE BOURBON
PARIS



Royal
STYLE



VERDILAB
SWITZERLAND

The first Swiss skincare that combines
SCIENCE BASED formulas with
100% NATURAL and **CLEAN** compositions.
Powered by patent-pending **ImmunatuRNA®** Technology.



The New Luxury
That Works

Visit us at TFWA ASIA PACIFIC
CENTRE BASEMENT 2, STAND No. 2-M25

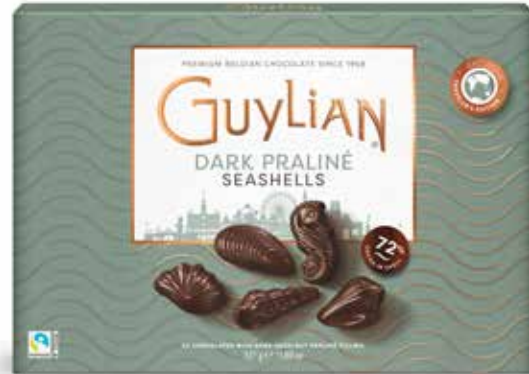


Guylian launches new travel retail exclusives

Guylian is launching Seashells Dark Praliné. The unique texture and taste of its Seashells comes in a 72% cacao dark chocolate shell and a dark praliné filling. Exclusively for the travel retail market, Guylian is introducing the innovation in a 337g box (30 chocolates) which is a size equivalent to the travel retail exclusive Seashells Original Praliné 375g.

Also new from Guylian is the Seashells Original Praliné Luxe ballotin 250g – a unique gift only available for travellers. The hard carton embossed gift box has a luxurious look and feel. Despite the premiumisation, Guylian holds to its sustainability goals – chocolate 100% sourced from Fairtrade cacao beans, no palm oil and soy free products, plastic free packaging which is 100% recyclable – offering an exceptional, sustainable product within the premium gifting range.

Basement 2/2-F18



New HARIBO GTR exclusives to unlock category growth



HARIBO is launching the GTR-exclusive Friends & Party Halal pouch, which is aimed at key markets across India, the Middle East and Africa. This includes a mix of HARIBO favourites, such as HARIBO Goldbears, HARIBO TroppiFrutti, HARIBO Happy-Cola and HARIBO Starmix.

HARIBO also sees untapped potential with sour-flavoured sugar confectionery among Gen Z and Millennial travellers, who are the top consumers of sour. It is showcasing a new GTR-exclusive Duo Pack, combining HARIBO with MAOAM, the company's popular chewy fruit-flavoured candy, for the first time. The pack contains popular sour favourites, such as HARIBO Roulette Fizz, HARIBO Goldbears sour, MAOAM Bloxx Sour and MAOAM Stripes Sour.

Basement 2/2-L31

Perfetti Van Melle showcasing Mentos Jumborolls and Mentos Mints

Perfetti Van Melle (PVM) is revealing a number of new product developments for its Mentos Jumborolls and Mentos Mints brands. "With the changing needs of travellers, we have focused on an updated design for our iconic Mentos Jumborolls," said Femke van Veen, Brand Manager, GTR, PVM. "The new look Jumborolls are available in Fruit, Mint, Cola, Berry, Strawberry and Licorice flavours."

New for Chupa Chups is the sugar free box. It can be placed at the cash till or in dedicated sustainability areas. It contains six sugar free assorted lollipops (in Strawberry, Cherry and Cola flavours).

PVM offers its new Mentos Mints in Peppermint and Strawberry flavours. The Mentos Mints easily fit your bag and the flip-top feature makes it easy to open and stay fresh. The metal tin denotes a premium feeling.

Basement 2/2-K27





Toacker



VISIT US AT THE
TFWA ASIA PACIFIC
EXHIBITION &
CONFERENCE
SINGAPORE



STAND BASEMENT 2-G18

PAPER BAG outside.
GOODNESS INSIDE.

Pure goodness!
Che bontà!



Traveller's Trove presents new Rosalie's sharing pouches

Traveller's Trove is showcasing the expanded offer from Rosalie's, with the launch of snacking bars and sharing pouches. The travel retail exclusive brand continues to successfully grow distribution globally and the extensions address snacking and sharing purchase occasions to complement its premium gifting positioning.

The Singles range comprises three products, each with 12 individually-wrapped chocolates in attractive 105g net weight formats: Pecan pieces in delicious milk chocolate, Pineapple pieces in rich dark chocolate, and a mixed bag of both flavours complete the range.

Two new bars, Pecan and Orange pieces in Dark Chocolate and Pineapple and Almond pieces in Milk chocolate 35g net weight, are the new snacking additions to the range.

 **Basement 2/2-M02**



Mars Wrigley ITR ready to unlock Asia Pacific travel retail market

Mars Wrigley ITR believes the Asia Pacific travel retail markets hold significant growth potential for the confectionery category. At TFWA Asia Pacific Exhibition & Conference, it will share more on the evolution of its portfolio in line with its view on the category. This includes the new gifting innovation: Maltesers Truffles.

Available to travel retail in a 200g and 336g box, both presented in a gift-worthy carton that's perfect for sharing, Maltesers Truffles offer the best of both worlds, combining a crunchy malt filling with honeycomb pieces and a creamy milk chocolate coating.

The Maltesers Truffles offer fulfils the gifting 'moment' within Mars Wrigley ITR's updated category vision and strategy. The strategy highlights 'moments' as the key enabler to unlock further category growth.

 **Basement 2/2-H22**



Iconic and smooth

For Chinese New Year 2024, Lindt is offering shoppers the chance to purchase LINDOR Milk and Assorted 400g together in a gift pack, along with the Assorted Napolitains 500g dressed in a festive sleeve. The auspicious red and gold packaging draws inspiration from the 2024 zodiac animal, the dragon, and will be available in key travel retail destinations for Chinese shoppers, including Hainan.

Lindt is also showcasing the iconic and irresistibly smooth LINDOR range, strengthened with the launch of a new premium LINDOR Gift Box 287g, combining a premium travel retail exclusive look with a number of other design cues.

Meanwhile, Lindt NAPOLITAINS is being expanded with a travel retail exclusive format for on-the-go snacking and sharing. Lindt NAPOLITAINS Assorted Bag 85g will expand the brand's presence at cash tills and other impulse locations.

 **Basement 2/2-H2**

HARIBO

MAOAM



COME DISCOVER
OUR NOVELTY AT THE
TFWA ASIA PACIFIC EXHIBITION!

BASEMENT 2 BOOTH L31

nordesgin.com

Pure Magic

Because no matter when, where or why.
Magic happens.



Drink responsibly, 40°

[f Nordesgin](#) [@nordesgin](#)

Visit us at our stand B2-N14

Gin GOLD_{999.9}

A FRESH, CITRIC, AND LUMINOUS GIN
MADE WITH THE FINEST TANGERINES
AND EXOTIC BOTANICALS.



DARE TO SHINE

Visit us at our stand B2-N14

[@gingold_999.9](#)

GOLDKENN introduces Jack Daniel's Tennessee Fire chocolate bar

GOLDKENN is launching the exclusive new Jack Daniel's Tennessee Fire chocolate bar. Building on the success of its 100g Jack Daniel's Tennessee Whiskey Liquor Bar and Jack Daniel's Tennessee Honey, GOLDKENN is presenting the Jack Daniel's Tennessee Fire Liquor Bar – a sweet blend of Swiss milk chocolate and Jack Daniel's Tennessee Fire, a whiskey tinged with a warm note of cinnamon liquor.

The new Liquor Bar is available either individually or in an elegant gift pack, which comprises three Swiss chocolate Liquor Bars. It is the latest addition to the liqueur range of the Swiss chocolatier GOLDKENN, which already collaborates with prestigious spirits brands such as Jack Daniel's Tennessee Whiskey, Rémy Martin, Cointreau, Captain Morgan, and The Botanist, among others.

 **Basement 2/2-J28**



Nestlé driving its Food #1 category ambition

Nestlé International Travel Retail is showcasing its latest new product launches from key brands KitKat, Smarties, Nestlé Swiss and Nescafé. These include the KitKat Roasted Almond Senses Tablet, KitKat Peanut Butter Gift pack, and KitKat two flavour Mix Sharing bag (including new white variety).

From Smarties comes the new Cool Creatures set, designed to inspire imagination and sea exploration through learning and augmented reality. The kit includes four sea-creature construction sheets, one playmat, eight pencils and sticker sheets. It also includes four mini tubes of Smarties.

A Milk chocolate and Hazelnut addition joins the Nestlé Swiss 170g tablet range.

Nestlé is also highlighting the Nescafé Roastery Collection and new Nescafé Azera Americano – a barista-style coffee collection in original, decaff and intense options.

 **Basement 2/2-L32**



Ricola reveals new display concept and packaging designs

Swiss herb specialist Ricola is presenting its new display concept and product range. The display concept includes new designs for checkouts, self-standing units and promotional spaces, which Ricola hopes to see in airports all across Asia soon. Product-wise, Ricola is showcasing its regular assortment which has undergone significant packaging changes and new-look designs.

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.

Currently, Ricola's best-selling products in Asia are the Original Swiss Herb drops and the sugar free Lemon Mint drops, with several minty variations also very well received.

 **Basement 2/2-H6**



ENJOY YOUR FAVOURITE CANDY
& STAY FRESH



PERFETTI
van Melle

Visit us at TFWA Asia Pacific exhibition Singapore 2-K27

Please visit PVM-GTR.COM for more information.

Let your creativity flourish

New from LEGO Travel Retail is the colourful LEGO Icons Wildflower Bouquet. Featuring eight species of wildflowers, the vibrant bouquet is cleverly crafted entirely from LEGO pieces. The flowers have adjustable stems, so let your creativity bloom and build a custom bouquet that will become an eye-catching piece of home decor.

The set offers an immersive building experience for nature lovers and budding flower growers, and will decorate every home. Combine it with LEGO Flower bouquet 10280 to create a truly unique display model. This set is available through LEGO branded channels, including LEGO airport stores and through your LEGO retailer.

Visit the LEGO stand and participate in a lucky draw to win the LEGO Icons Wildflower Bouquet, with three chances to win at the end of each day.

 **Basement 2/2-H19**



Bottega grows portfolio with new products

Bottega is presenting a selection of new products, including Limoncello di Sorrento Bottega. The aromatic liqueur 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.

Also new is Lemon Spritz – a ready-to-drink, low-alcohol cocktail with a pleasantly refreshing taste that makes it an original and interesting version of the classic Spritz. It is available in a 25cl can and a 20cl bottle.

Meanwhile, Bottega Star is an extra dry sparkling wine of great personality that originates from a special cuveé obtained from Pinot Noir, Chardonnay and Glera grapes.



 **Basement 2/2-M9**

Go Travel looks to Asia region for travel pillows growth



Go Travel will roll out its new three-tier travel pillows strategy across the Asia region as the company returns to TFWA Asia Pacific Exhibition & Conference. The strategy comprises:

- Memory ZZz – affordable, entry-level product focused on value for money.
- Memory Dreamer – mid-level, contemporary design, comfort product.
- Ultimate 3.0 – premium product, luxurious feel, high-end design details, ultra-comfortable.

Go Travel will reveal an updated trade show stand in Singapore, where the new product design developments are on display. Plus, the latest branding-led ad campaign will feature on all the walls. Meanwhile, the dynamic new Ultimate 3.0 video campaign will play on a large back wall screen to showcase the brand's luxury offer.

 **Level 1/1-P8**



Tito's
HANDMADE  VODKA

AMERICA'S
ORIGINAL
CRAFT VODKA®

DREAMED UP, DISTILLED & BOTTLED IN AUSTIN, TEXAS

• TitosVodka.com • Crafted to be savored responsibly. DISTILLED & BOTTLED BY FIFTH GENERATION INC, AUSTIN, TEXAS 40% ALC/VOL. © 2023 TITO'S HANDMADE VODKA.

ESCALATE FASHION!

CORSET

PARIS MILAN DUBAI

TFWA ASIA PACIFIC EXHIBITION & CONFERENCE
 THE DUTY FREE & TRAVEL RETAIL ASIA PACIFIC SUMMIT
 07 - 11 MAY 2023 SINGAPORE
STAND 2-E37 | BASEMENT 2



www.ktinternational.eu

Smoking seriously harms you and the others around

New this year in Singapore



01

Elizabeth Arden / Revlon

📍 **Level 1/1-R27**

Who are you?

Elizabeth Arden – a heritage brand spanning more than 100 years in beauty. First created in 1910 by its legendary leader Ms Elizabeth Arden, the luxury beauty brand has created numerous iconic products loved by men and women all around the world.

Revlon – founded in 1932, Revlon has developed a long-standing reputation as a colour authority and beauty trendsetter in the world of colour cosmetics.

Who buys your products?

We manufacture and market a wide variety of iconic brands and products, including cosmetics, skincare, fragrances, hair colour and beauty care, catering to the different needs of men and women, across all ages.

Why exhibit now?

It's the year to celebrate the recovery from the pandemic and the comeback of travel retail. We want to greet and meet all our industry friends and partners, to embrace and march forward together – towards our new stronger future.

What are your objectives?

TFWA Asia Pacific Exhibition & Conference presents the perfect opportunity for an industry get-together. We believe in the common objective to make travel retail strong and impactful. Together, we demonstrated resilience. Together, we emerge powerful.

What is your unique selling point (USP)?

Elizabeth Arden – our USP lies with each and every product we own, each with its own story, efficacy, and benefits. Revlon – known as 'Affordable Beauty', Revlon provides glamour, excitement and innovation through quality products at affordable prices.



02

Black Malu

📍 **Basement 2/2-K30**

Who are you?

BAL is a new brand under the well-known Taiwanese food company Blackball. Blackball is a leader in high-quality desserts and bubble milk tea in Taiwan, having evolved from a street-side store 20 years ago to a modern central factory that supplies high-quality products to over 13,000 supermarkets and retail stores throughout Taiwan.

Who buys your products?

For BAL, we want to cooperate with brands in spirits, beer, and cocktails to present the drink in a new way. Our customers count as both business partners and individual consumers. We can do wholesale to retail stores, bars, and restaurants; we can make OEM products for brand-owners; and we can distribute directly to end-users via both online and offline platforms.

Why exhibit now?

In 2023 we believe the global tourism market will resume rapidly. We have made strict R&D work for this new product line during the past two years and finally succeeded. We want to take this opportunity to launch the new product, share our creativity, and promote Taiwan's culture in the travel retail channel.

What are your objectives?

- New product launch
- Meet new friends (partners)

What is your USP?

BAL's boba has three lines: fruit, liquor and cocktail. BAL is pioneering a simple and easy consumption method, as well as a more diverse taste experience in the blended beverage market.

Here, we highlight a selection of the leading brands that are either debuting at TFWA Asia Pacific Exhibition & Conference this year or returning after an absence.



03

Biosota Organics

Basement 2/2-F02

Who are you?

Biosota is a family-owned business based on Gold Coast, QLD, Australia that specialises in producing premium and innovative high-grade quality Manuka honey. Each batch of our pure Australian Manuka is tested at independent laboratories before packaging to guarantee it contains high levels of NPA/MGO activity and prove its genuine authenticity. The rich fullness of Biosota Manuka is created through the careful cold extraction of our honey from the hive.

Who buys your products?

We specialise in high-grade medicinal Manuka honey. Our audience comprises both men and women (50/50), age 24 years and older. Our primary market focus is Australia, USA, Vietnam, Japan, South Korea, India, UAE and Saudi Arabia. Our luxury Manuka gift collection does well in premium duty free stores.

Why exhibit now?

A vast majority of our business is export, duty free and gift stores. Travel retail is recovering from COVID-19 and we see great potential to reinstall existing relationships with our B2B customers and enter new markets as well. We have launched a new product range with gift packaging especially for travel retail and see good interest.

What are your objectives?

Find new strategic partners in travel retail worldwide, brand awareness, and Australian Manuka education.

What is your USP?

What sets us apart is our honey. Biosota Organics produces the rarest and highest-rated Australian certified organic Manuka honey in the world!

04

Gisada

Basement 2/2-G15

Who are you?

Gisada Switzerland was founded in Zurich in 2013. Representing modern elegance combined with Swiss quality, the current portfolio of luxury fragrances features distinctive, in-demand scents for both women and men, composed by expert perfumers, using ingredients of the highest quality.

Who buys your products?

Our fragrances appeal to a wide selection of consumers. Our target demographic encompasses different nationalities and ages, but includes anyone who enjoys prestige fragrances, crafted with care, flair and precision. This is reflected in our sales results. For example, at Douglas perfumeries, in Germany and Switzerland, Gisada is the best-selling fragrance brand.

Why exhibit now?

Travel retail remains a gateway to the world, and a channel we have earmarked to play a key role in terms of expanding our distribution, and enhancing our reputation and brand awareness, as we take steps to grow our international footprint around the globe. Within Asia Pacific specifically, as travel in the region rebounds, we see huge growth potential for markets we have yet to fully explore, notably Turkey, Arabian Peninsula, China, Japan, Indonesia and Malaysia, given the increase in travel in the region.

What are your objectives?

We want to present our extensive fragrance portfolio to customers and highlight not just the best-sellers from our Prestige collection, but also showcase our super-premium Luxury collection.

What is your USP?

All of our fragrances, which are manufactured in Switzerland, embody traditional Swiss values of quality, craftsmanship and precision, complemented by the passion and perfectionism of our perfumers.

William Grant & Sons highlights Glenfiddich Perpetual Collection

William Grant & Sons' focus at TFWA Asia Pacific Exhibition & Conference is on the Glenfiddich Perpetual Collection – the brand's biggest launch in global travel retail in the last decade. Featuring four single malt whiskies, each matured within vats that have never been emptied, adding continuous layers to flavours, the Glenfiddich Perpetual Collection began its global travel retail launch in August 2022.

The collection comprises: Vat 01 (ABV 40%) – elegant and smooth; Vat 02 (ABV 43%) – mellow yet complex; Vat 03 (ABV 50.2% – non-chill filtered) – satisfyingly rich and sweet; and Vat 04 (ABV 47.8% – non-chill filtered) – warming and refined.

The Glenfiddich Perpetual Collection has featured extensively since its launch in key regional airports, including Haikou Meilan, Singapore Changi and Taiwan Taoyuan airports.



Basement 2/2-N19

Santa Margherita's new MILIUM line a tribute to Marco Polo

Santa Margherita has completed its exclusive range dedicated to travel retail with the launch of the new MILIUM line – a tribute to 'Il Milione' (Book of the Marvels of the World) by the Venetian Marco Polo.

The packaging, featuring iconic modern and ancient landmarks of the Silk Road, conceals a white Venezia D.O.C. – a blend of Chardonnay and Pinot Bianco – and a red Veneto I.G.T. based on Merlot and Cabernet. The labels and gift packs use FSC paper with attention to sustainability, and a unique design that sets these wines apart as products in the super premium category.

Just as Marco Polo, in his travels, was driven by a sense of curiosity and a thirst for knowledge, so Santa Margherita has – as a pioneer and innovator – always explored new frontiers of taste.



Basement 2/2-M3

Lacoste partners with Netflix for must-wear collaboration

Lacoste and Netflix have come together creatively to release a new collection celebrating the universes of popular shows including Stranger Things, Bridgerton, Lupin, Money Heist, The Witcher, Sex Education, Shadow & Bone and Elite.

From 12 April, the iconic Lacoste clothing – polos, sweatshirts, tracksuits and more – has been reimagined from the Upside Down to Las Encinas high school, with the Lacoste crocodile adorning the costumes from these fan-favourite Netflix shows.

The iconic, genderless clothing of Lacoste has been revisited according to the universe of the eight shows. Polos, caps, sweatshirts and tracksuits are part of this new wardrobe, halfway between sports and fashion. The crocodile has donned the costumes of the Netflix characters and is embroidered or flocked on all the pieces in the range.

Basement 2/2-K23



Whyte & Mackay launches second limited-edition in Jura Islanders' Expressions series

Whyte & Mackay is launching the second release from its limited-edition Jura Islanders' Expressions series. Jura Islanders' Expressions, No.2 – Pale Ale Finish is available exclusively for shoppers in global travel retail.

It has been created in collaboration with Jura resident Giles Perring, a respected experimental musician and composer. Just like Jura whisky, Giles is inspired and influenced by the island that he calls home. He captures natural sounds using a World Organ that he hand-built, creating immersive music that tells sonic stories of Jura, its elements, wildlife and atmosphere.

To reflect that, Jura Islanders' Expressions, No.2 offers tastes of tropical fruit, and plenty of sweet citrus and toffee richness. Layers of bright flavour enhance Jura's signature spirit, thanks to a Pale Ale cask finish, achieved by partnering with Jura's most local craft brewery, based in Argyll, 90 miles away.

Giles' inspiration has further been brought to life with the packaging design, which features a soundwave created by his compositions on the outer carton and nods to the sources of the sounds he is inspired by on the island.

Jura Islanders' Expression, No.2 – Pale Ale Finish is available in one-litre format, exclusively in travel retail from April in the UK and Europe, followed by Asia and the Middle East from July.

 **Basement 2/2-N2**



Fragrances with an 'Italian touch'

The First is showcasing a selection of fragrances from Acquadi, inspired by the most requested and appreciated notes in the market, revisited with a new and exclusive 'Italian touch'.

Acquadi Shine is a fresh fragrance, featuring fruity notes, white flowers and precious woods. Acquadi Dream has a bouquet of floral and spicy notes, sealed with mosses and precious woods. Acquadi Intense is a fragrance of intense and unexpected freshness, which conquers with its rich fruity, spicy and woody notes.

 **Level 1/1-Q13**



DEVELOPING SUSTAINABLE SOLUTIONS.

Learn more about our sustainability agenda and how we develop sustainable business solutions in Travel Retail on [LEGO.com](https://www.lego.com)



VISIT OUR STAND ON TFWA ASIA PACIFIC EXHIBITION & CONFERENCE, SINGAPORE 2023

LEGO and the LEGO logo are trademarks of the LEGO Group. ©2023 The LEGO Group.



Dr. Ci:Labo puts pre-aging products in the spotlight

Tapping into the growing popularity of pre-aging products, Dr. Ci:Labo is previewing its next major launch at TFWA Asia Pacific Exhibition & Conference – the Retin 169 Pre-Aging line. Pre-aging products are increasingly in the spotlight as consumers look to take a more proactive approach to skincare, tackling the early signs of premature aging before they develop.

Retin 169 technology mimics Thermage treatment by stimulating the skin fibroblasts directly to boost collagen and elastin production for plump, smooth skin. The formula boosts retinol efficacy by x1.69 and enhances collagen production to reduce nine pre-aging signs after just one week of use. The exclusive retinol patented technology, paired with a combination of peptides, enhances skin elasticity and collagen production to promote lifting and firming.

For Dr. Ci:Labo this is an important launch as it looks to engage the hugely influential Gen Z and young millennial consumers. The range includes a Face Serum (45ml), Eye Serum (15ml) and Face Cream (50g), all of which will launch in travel retail in Asia from September this year.

 **Level 1/1-S8**

Dare to shine with Osborne's Gin Gold



Osborne is showcasing a range of products at TFWA Asia Pacific Exhibition & Conference, including Gin Gold. Gold 999.9 is a unique gin that “shines on its own”. It is pure and luminous thanks to its five distillations, floral and exotic due to its exquisite selection of botanicals, and intensely fresh and citric from the maceration of the finest tangerines.

A meticulous process means not only the liquid shines, but also the bottle that contains it. It is a daring golden bottle created “to shine and make the bearer shine”. With Gold 999.9, Osborne aims to inspire people to be just as daring, and just as shining, as its gin.

 **Basement 2/2-N14**

A celebration of love

Interparfums is introducing Coach Love, a new fragrance inspired by the vibrant and universal feeling of love. The floral, fruity eau de parfum opens with an invigorating top note of wild strawberry, accentuated by a rich and velvety heart note of red velvet rose, before drying down to warm cedarwood.

Combining the playfulness of wild strawberry and juicy mandarin, the richness of velvet rose and jasmin sambac, and the warmth of cedarwood and amber, Coach Love is designed to encourage us to embrace opportunities to express our love languages in our own way.

 **Basement 2/2-M20**



FOREO
SWEDEN

BEAR™ SWEDISH LIFT

A powerful, non-invasive
lift - natural beauty
at its best



FAO™

AN ENTIRELY
NEW GENERATION
OF LED MASK

FAO™ 200



L'OCCITANE Group showcasing travel retail brand portfolio



L'OCCITANE Group is showcasing six of its brands with travel retail presence at TFWA Asia Pacific Exhibition & Conference. The portfolio includes L'OCCITANE en Provence, Melvita, ELEMIS, Grown Alchemist, Erborian and Sol de Janeiro.

A selection of best-selling lines, particularly those from newly-integrated brands, are being highlighted. These include Pro-collagen Cleansing Balm by ELEMIS, Instant Smoothing Serum & Skin Renewal Serum by Grown Alchemist, Brazilian Bum Bum Cream by Sol de Janeiro, Super BB Doré by Erborian, and Argan Oil & Rose Hip Oil by Melvita.

The L'OCCITANE Group stand, with its nature-themed 'greenhouse for biodiversity' façade, displays an abundance of verdant foliage and has a plant flanked interior which features a central tree. The natural décor is restful and understated.

 **Level 1/1-S22**

Infuse skin with an extraordinary light

In their pursuit of extraordinary skin luminosity, La Prairie's scientists re-examined the House's signature Science of Light, the foundation of the White Caviar Collection.

Now, La Prairie is unveiling a unique luminosity with White Caviar Pearl Infusion. Newly powered by encapsulated Lumidose, La Prairie's proprietary illuminating molecule, and enriched with Swiss Golden Caviar ingredients, this re-imagined potent serum addresses skin's ability to reflect light and improves its firmness. With White Caviar Pearl Infusion, skin is infused with an extraordinary light.

La Prairie's re-innovated White Caviar Pearl Infusion focuses on reducing the appearance of the four major pigmentation disturbances – brown spots, redness, sallowness and greyness – and increasing the density of collagen fibres in the dermis.

White Caviar Pearl Infusion enhances skin luminosity with the use of cutting-edge technologies and unique active ingredients.



 **Basement 2/2-K24**

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

Assistant Editor

Joel Mitchell

Head Designer

Grant Pritchard

Photographer

photography@grantpritchard.co.uk

PPS Media & Events Ltd

© PPS Media & Events Ltd 2023

TRAVEL RETAIL
EXCLUSIVE
Visit us at TFWA Singapore 2023
in Basement 2, F-22



Munz+



AVELINES

PREMIUM SWISS CHOCOLATE





BRIDGING BRANDS

Specialists in worldwide travel retail distribution for emerging brands, Blue Chip Group has successfully launched emerging Korean and Asian brands into over 30 duty free stores with leading travel retail operators across the globe:

As a retailer if you require exciting, new niche brands we offer a solution by sourcing a wide variety of high quality Global brands and products, including:

As a brand we can assist you to expand and develop your distribution in travel retail and access the international market.

AHC

HACCI

A X Z I A

melixir
vegan skincare

MEDIHEAL

LEADERS



EVIDENS
DE BEAUTÉ

美しさまで、守り抜ける

ALLIE

About Me

AMOS
PROFESSIONAL

AYUNCHE

 BLUE CHIP GROUP

Blue Chip Group: Bridging brands with travel retail channels around the world.

Discover more on what we do at
www.BlueChipGroup.com.hk