

TFWA

WORLD  
EXHIBITION &  
CONFERENCE

TFWA  
**daily**

MONDAY 2 OCTOBER 2023



**04**

**Opening Cocktail**

Last night at  
Carlton Beach

**08**

**Today:**

TFWA World  
Conference

**16**

**TFWA i.lab**

Innovation in  
action

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# President's Introduction



*Erik Juul-Mortensen  
President, TFWA*

**W**elcome to the TFWA World Exhibition & Conference. Our annual visit to Cannes continues to be one of the highlights of the duty free and travel retail calendar, and it is wonderful to be able to welcome so many people to the Côte d'Azur.

Bringing duty free and travel retail professionals from all corners of the world remains integral to the continuing recovery of our industry. Opportunities for us to come together in-person are becoming increasingly valuable, and TFWA World Exhibition & Conference continues to provide the forum we need to share ideas, collaborate, and plan for the future. By taking part in our events, either as an exhibitor or visitor, trade professionals are helping the industry to grow.

As we reach the end of what has been an extremely busy summer season, it is clearer than ever that the appetite for travel has not disappeared. The hunger people have to travel and see the world has, if anything, become stronger over the past few years and this provides plenty of reason for our industry to feel confident about what the future may hold. The recovery the industry has seen in Asia over the past year provides even more cause to feel upbeat.

TFWA World Exhibition & Conference presents numerous opportunities for delegates to network, learn and conduct business. During the TFWA World Conference delegates will hear from a diverse spectrum of speakers from within the industry and beyond, including two-time Pulitzer Prize-winning journalist Bob Woodward, Dr Pippa Malmgren whose most recent book 'The Infinite Leader' won the International Press Award for the Best Book on Leadership for 2021, and Erin Meyer, professor and author at INSEAD who is recognised as one of the most influential business thinkers in the world. Their insights will provide attendees with thought-provoking perspectives on the challenges and opportunities that lie ahead.

The popular Airport Forum workshop will also be returning, along with a workshop on the theme of anti-illicit trade, which is a topic we feel very passionate about at TFWA. Additionally, with technology continuing to be at the forefront of many a mind as the industry looks to the future, delegates can also discover new and innovative ways to engage travellers at TFWA i.lab.

I sincerely thank you all for joining us this year, and I wish you a fruitful, inspiring and enjoyable week.

## TFWA App



Scan this code to download the TFWA App:




## TFWA 365



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 World Exhibition & Conference, dedicated pages on the TFWA i.lab, plus digital publications from TFWA media partners (accessed by scanning the relevant QR codes).

## Exhibition opening: today 12:00

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

## In memoriam: Christian Perret



It is with profound sadness that we report the death of Christian Perret (85), a key figure in the HEC

network. After graduating from HEC in 1960, Perret travelled the world for decades, working in the perfume industry as International Director for groups including Grès and Escada, before establishing his own consulting business.

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01



02



03



# Opening Cocktail

The stunning Carlton Beach located in front of the iconic Carlton Hotel was the venue for last night's Opening Cocktail. A superb fireworks display over the bay, courtesy of the City of Cannes, was a spectacular finale to the evening.



04



05







**06** Maura Silva Musetti, Key Account Manager Travel Retail, Nestlé International Travel Retail, and Hanno Hellwig, Regional Business Manager Middle East Africa and South Asia, Nestlé International Travel Retail.

**02** Greg Cohen, George Stasinopoulos and Matthew Brennan of Tito's Vodka's International Team.



**03** Tea Belegu and Luljete Belegu, Co-Owners and CEOs, EBC Company.

**04** Sarah Branquinho, President, Duty Free World Council, and Erik Juul-Mortensen, President, TFWA.

**05** Sean Gazitua, President and CEO, WTDC, with his wife Emely Gazitua.



**06** Asareh Mozaffari, Commercial Manager, Rashin Padra Co; Reza Habibzadeh, Chairman of the Board, Rashin Padra & Co, and Iraida Asgarova, COO, Beauty Paradise.

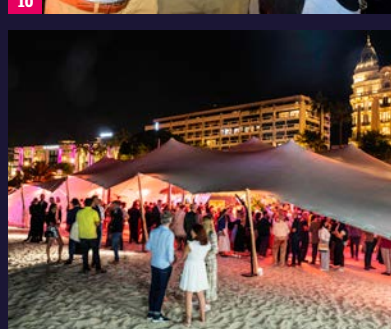
**07** Matt Yi, CEO, HK Shamgdao and Sunny Han, COO, HK Shamgdao, with Naresh Bharwani, Managing Director, Maya.



**08** Fuhui Giammartini, Marketing Director, Tiny Metropolis; Tianyi Kiy, Business Development Manager, ARGENTUM Apothecary, and Tony Shuo, General Manager, Tiny Metropolis.

**09** Kammy Ma, Director Universal Licensing PTE Ltd and Gagan Anand, President, Faces Group Inc.

**10** Morten Pankoke, Managing Director, Intelligent Track Systems; Jason Scott-Lewis, Commercial Lead, Intelligent Track Systems, and Filip Soete, Chairman, AFCOV (French Duty Free Association) and Key Opinion Leader (KOL).







# Wheelchair rugby tournament

**Y**esterday's wheelchair rugby tournament was coordinated by m1nd-set and supported by Puressentiel, the City of Cannes, TFWA and media partners TRBusiness and DFNI.

The friendly game of wheelchair rugby and blind football was organised by Stade Toulousain Handisport and m1ndset at Gymnase Capron in Cannes. All participants worked together to showcase how good communication can lead to a winning result. Teamwork and heightened physical and sensory awareness played a big part too.

The event was also supported by Cyprus Duty Free, Haribo and Lagardère Travel Retail, with TFWA making a donation of €5,000.





# TFWA Lounge

Monday 2 October to Wednesday 4  
October, Carlton Beach

18:30-21:00

**TFWA Lounge: after-work session**

22:00-01:00

**TFWA Lounge: night-time session**

The TFWA Lounge returns this year at Carlton Beach. The after-work session takes place from Monday to Wednesday between 18:30 and 21:00. Later in the evening, between 22:00 and 01:00 on Monday to Wednesday, a night-time session will be held in the TFWA Lounge, with live music for the closing night. The TFWA Lounge is free of charge to badge holders – please present your badge to gain access.

**Main partner:**



**TFWA Lounge sponsors:**



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# Today's TFWA World Conference

*The 2023 edition of the TFWA World Conference will look at the forces shaping our world and our market today, courtesy of a diverse line-up of expert speakers.*

**Today, 09:00-11:45  
Grand Auditorium,  
Palais des Festivals**

The Conference will be opened by TFWA President Erik Juul-Mortensen, who will draw on his more than 40 years of involvement in the duty free & travel retail industry to give his perspective on its immediate and long-term future, at a time of considerable change.

This year's Conference will welcome two-times Pulitzer Prize-winning journalist Bob Woodward, Associate Editor of the Washington Post, and acclaimed as one of the best and most influential journalists of all time. From his role in exposing the Watergate scandal to his recent books covering the Trump presidency, Woodward has a unique perspective on US and world politics, and will share his insights at a time of heightened tension in global relations.



*Bob Woodward, Associate Editor,  
The Washington Post*

Over the course of a diverse career, Dr Pippa Malmgren has worked in the White House as a political and trade advisor, and more recently has founded a number of start-ups in a range of fields including robotics and AI. Her most recent book *The Infinite Leader* won the International Press Award for the Best Book on Leadership for 2021, and she is a global authority on the impact and uses of technology for business.

Completing the speaker line-up is Erin Meyer, professor and author at INSEAD. Erin's book *'The Culture Map: Breaking Through the Invisible Boundaries of Global Business'* saw her nominated as one of the most influential business thinkers in the world, thanks to its groundbreaking work on decoding how cultural differences impact international business. In an industry as international as travel retail, Erin's insights will resonate and provide delegates in Cannes with fresh ways of looking at how global businesses are managed.

Delegates at the TFWA World Conference will be able to put questions to speakers via the TFWA App, available for download via the Apple Store and Google Play.



*Erik Juul-Mortensen, President, Tax Free  
World Association*



*Dr Pippa Malmgren, Author, economist and  
entrepreneur*



*Erin Meyer, Professor and author, INSEAD*



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# Tomorrow: TFWA Airport Forum Workshop

**Tuesday 3 October 2023, 08:00-09:00,  
Salon Croisette, Hotel Majestic**

This year's TFWA Airport Forum will explore the work being done to safeguard the future of non-aeronautical revenues as our industry continues its recovery. The session will focus on the findings of Airports Council International's ANARA (Airports Non-Aeronautical Revenues and Activities) working group, which has brought industry stakeholders together to exchange experience and intelligence on best practice in commercial activities at airports. Delegates will hear from members of the ANARA group on their recommendations to ensure an equitable and durable business model.

The workshop will also present a new report commissioned by TFWA and conducted by leading global consultant Kearney, on ways to ensure that the duty free & travel retail sector remains an attractive investment opportunity for brands and retailers.

Speakers at the TFWA Airport Forum will include Svetlana Simeonova, Head of Commercial, Fraport Twin Star and ANARA coordinator; Isabel Zarza, CEO Southern Europe, Dufry; Fraser Brown, Retail Director, London Heathrow Airport; and Alex Liu, Managing Partner and Chairman, Kearney.



*Svetlana Simeonova, Head of Commercial, Fraport Twin Star and ANARA coordinator*



*Isabel Zarza, CEO Southern Europe, Dufry*



*Fraser Brown, Retail Director, London Heathrow Airport*



*Alex Liu, Managing Partner and Chairman, Kearney*

# Wednesday: Duty Free: Trusted, Transparent, Secure

**Wednesday 4 October  
2023, 08:00-09:00, Salon  
Croisette, Hotel Majestic**

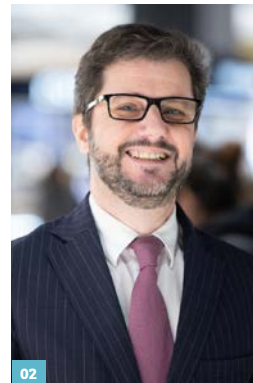
Illicit trade, counterfeiting and intellectual property theft cause substantial societal harm, and cost the global duty- and tax-free industry significant lost sales every year. These criminal activities impact legitimate businesses, including the duty free & travel retail industry which operates within one of the most tightly controlled and transparent supply chains in the world. Our industry also suffers reputational harm when illicit goods are fraudulently mislabelled as 'duty free', which is now a global problem for many of the products we sell.

This important workshop will explain the aims of the Duty Free: Trusted, Transparent, Secure campaign, which has gained the support of several of the industry's leading retailers and brands, why action is essential, and how delegates in Cannes can lend their support.

Speakers include Sarah Branquinho, President, Duty Free World Council; Nuno Amaral, Chief Operations and Business Development Officer, Aer Rianta International; Thabet Musleh, Senior Vice President, Qatar Duty Free; Lucio Rossetto, Chief Business Officer, Lagardère Travel Retail; and Michael Schmidt, Senior Vice President – Retail, Dubai Duty Free.



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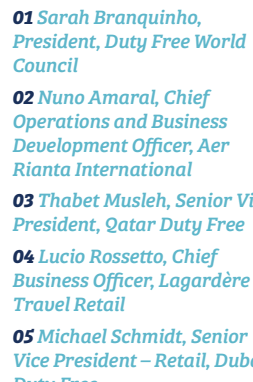
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*01 Sarah Branquinho, President, Duty Free World Council*

*02 Nuno Amaral, Chief Operations and Business Development Officer, Aer Rianta International*

*03 Thabet Musleh, Senior Vice President, Qatar Duty Free*

*04 Lucio Rossetto, Chief Business Officer, Lagardère Travel Retail*

*05 Michael Schmidt, Senior Vice President – Retail, Dubai Duty Free*



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▲ Two-times Pulitzer Prize-winning journalist Bob Woodward, Associate Editor of the Washington Post: “During my remarks we’ll look at the 50 years since Watergate and review the similarities and differences between the Nixon/Watergate era and the current world of Trump and Biden.”

## “The global economic order is potentially in peril”

**T**oday’s TFWA World Conference will welcome two-times Pulitzer Prize-winning journalist Bob Woodward, Associate Editor of the Washington Post, and acclaimed as one of the best and most influential journalists of all time. From his role in exposing the Watergate scandal to his recent books covering the Trump presidency, Woodward has a unique perspective on US and world politics, and will share his insights at a time of heightened tension in global relations.

Previewing his participation in the conference, Woodward shared with the TFWA Daily some of the key messages he will deliver:

- “During my remarks we’ll look at the 50 years since Watergate and review the similarities and differences between the Nixon/Watergate era and the current world of Trump and Biden.”
- “The ongoing Ukraine War is one of the most complex and consequential national security challenges since World War II.”
- “It is a very dangerous time and we are in the midst of a new Cold War. May it not become hot.”
- “The global economic order is potentially in peril.”
- “The value of transparency and openness is essential to peace.”

TFWA World Conference takes place this morning from 09:00 to 11:45 in the Grand Auditorium of the Palais des Festivals.

## “The world is changing incredibly fast and you need to keep up”



▲ Dr Pippa Malmgren, Author, Economist and Entrepreneur: “The world is changing incredibly fast and you need to keep up. I will talk about the many positive advancements and innovations that are set to make the world economy grow much faster and better. The rewards will go to those who bring the most imagination and creativity to this new situation.”

**T**his morning’s TFWA World Conference will hear from Dr Pippa Malmgren, Author, Economist and Entrepreneur. Over the course of a diverse career, Dr Pippa Malmgren has worked in the White House as a political and trade advisor, and more recently has founded a number of start-ups in a range of fields including robotics and AI. Her most recent book *The Infinite Leader* won the International Press Award for the Best Book on Leadership for 2021, and she is a global authority on the impact and uses of technology for business.

Ahead of today’s conference, Malmgren shared some thoughts with the TFWA Daily. “The world is changing incredibly fast and you need to keep up,” she says. “I will talk about the many positive advancements and innovations that are set to make the world economy grow much faster and better. The rewards will go to those who bring the most imagination and creativity to this new situation.”

Malmgren hopes to inspire the audience to bring more creativity to the experience and the offering. “Being tax free isn’t enough anymore. Now people want and need experiences, immersion and an ongoing relationship with suppliers. Now is the time to get more intimate with your customers.”





# LANCASTER

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## “The critical importance of innovation and adaptability”

The TFWA Airport Forum takes place tomorrow morning from 08:00 to 09:00 at the Majestic Hotel (Salon Croisette). Ahead of her participation in the workshop, Svetlana Simeonova, Head of Commercial, Fraport Twin Star Airport Management, spoke with Ross Falconer.



Svetlana Simeonova, Head of Commercial, Fraport Twin Star Airport Management and ANARA coordinator: “My key message will revolve around the critical importance of innovation and adaptability in the pursuit of safeguarding and enhancing non-aeronautical revenues in the evolving aviation industry.”

Tomorrow’s TFWA Airport Forum will include a focus on the findings of Airports Council International’s ANARA (Airports Non-Aeronautical Revenues and Activities) working group, which has brought industry stakeholders together to exchange experience and intelligence on best practice in commercial activities at airports.

Svetlana Simeonova is Head of Commercial, Fraport Twin Star Airport Management and ANARA coordinator. She will share the working group’s recommendations to ensure an equitable and durable business model. “My key

message will revolve around the critical importance of innovation and adaptability in the pursuit of safeguarding and enhancing non-aeronautical revenues in the evolving aviation industry,” Simeonova explains. “I will emphasise the need for airports and industry stakeholders to embrace new strategies and technologies to remain resilient in a rapidly-changing landscape.”

ANARA is a platform of experts and a collaborative effort among industry stakeholders that has unearthed invaluable insights. “Key findings include the significance of data-driven decision-making,

the role of technology in enhancing passenger engagement, and the need for airports to become destination hubs in their own right,” says Simeonova. “Furthermore, the subcommittee has stressed the importance of flexibility in commercial agreements and the need for sustainable practices that align with both passenger demands and environmental considerations.”

## “In a nutshell, the travel retail marketplace is at a turning point”



Alex Liu, Managing Partner and Chairman, Kearney: “In a nutshell, the travel retail marketplace is at a turning point. The pandemic has disrupted established norms and the buying force is experiencing strong shifts. Old days are gone and the whole industry needs to regenerate.”

Ahead of his participation in tomorrow morning’s TFWA Airport Forum, Alex Liu, Managing Partner and Chairman, Kearney, shared some key insights with Ross Falconer.

Tomorrow’s TFWA Airport Forum will present a new report commissioned by TFWA and conducted by leading global consultant Kearney, on ways to ensure that the duty free & travel retail sector remains an attractive investment opportunity for brands and retailers.

“In a nutshell, the travel retail marketplace is at a turning point,” explains Alex Liu, Managing Partner and Chairman, Kearney. “The pandemic has disrupted established norms and the buying force is experiencing strong shifts. Old days are gone and the whole industry needs to regenerate. The thing is, there’s a lot of untapped economic benefits throughout the entire value creation process: it just requires a full reboot of the system. With constructive improvements, adoption of new practices, and a reinforced collaboration between all parties, the future could be bright for travel retail.”

The report aimed at making a comprehensive assessment of the industry’s current state and offering a path to regenerate the marketplace. “Our team conducted a thorough analysis of the industry throughout a worldwide travellers’ survey encompassing both quantitative and qualitative questions to a representative panel of 3,500 travellers from 10 countries,” Liu shares. “We also conducted interviews with more than 40 executives, who offered us strong insights on forces, pains, and hopes they had for the industry.”

Liu adds that Kearney’s main observation from the report is that “the industry is at a crossroads”. Detailed insights and key findings will be shared in the TFWA Airport Forum from 08:00 to 09:00 tomorrow at the Majestic Hotel (Salon Croisette).





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# TFWA i.lab: *innovation in action*

## **JCDecaux:** “Unparalleled opportunities for businesses to connect with discerning and influential audiences”

**J**CDecaux (TFWA i.lab 2) stands as a global leader in out-of-home advertising solutions, reaching a daily audience of more than 850 million people in more than 80 countries through its diverse range of activities worldwide, which includes its presence in over 150 airports.

“With our extensive and widespread airport network, we offer unparalleled opportunities for businesses to connect with discerning and influential audiences,” says Jérôme Lepage, Marketing &

Business Development Director - Transport Division, JCDecaux. “Our commitment to innovation and excellence is embodied in our portfolio of drive-to-store solutions, but also in our ability to craft visually compelling experiences that resonate emotionally with audiences, leaving an indelible mark on their minds.”

The travel retail sector holds a significant position within JCDecaux Airport’s business. Its strategy in this domain is underpinned by data-driven insights and a steadfast commitment to enhancing the passenger experience. “We recognise that travellers are a unique and valuable demographic, and we aim to connect brands with them in ways that are both relevant and engaging,” says Lepage. “Our partnerships with duty free operators, exemplified by collaborations with prominent operators in this field, create synergistic experiences benefiting both passengers and brands. This includes contracts with Dubai Duty Free at Dubai International Airport, Extime Duty Free through our joint venture (JV) Extime Media at Paris Airports, as well as partnerships affiliations with World Duty Free at Heathrow Airport and with Frankfurt Airport Retail (a JV between Heinemann Duty Free and Fraport) at Frankfurt Airport through Media Frankfurt, our JV with Fraport.”

JCDecaux’s participation in the TFWA i.lab serves as a testament to its commitment to the travel retail industry. “During this prestigious event, our primary objectives revolve around showcasing JCDecaux’s media’s pivotal role inside airports, as well as on their doorstep,” Lepage adds. “Out-of-home creates meaningful touchpoints and brings a top-quality experience that supports advertisers throughout the passenger journey, from the moment they enter the airport to their engagement with duty free stores.”



*The travel retail sector holds a significant position within JCDecaux Airport’s business. Its strategy in this domain is underpinned by data-driven insights and a steadfast commitment to enhancing the passenger experience.*

## TFWA i.lab at a glance

- From **12:00 on Monday 2 October** to **17:00 on Thursday 5 October**.
- **New location:** the TFWA i.lab returns in a new location at the heart of TFWA World Exhibition & Conference, within the **Golden Village, Level 1** of the Palais des Festivals.
- TFWA i.lab pitch sessions take place at **10:30-11:30 on Tuesday 3 October** and **14:30-15:30 on Wednesday 4 October** (Golden Village, Level 1, Palais des Festivals).
- Alipay Workshops take place at **11:30-11:50 on Tuesday 3 October** and **15:30-15:50 on Wednesday 4 October** (Golden Village, Level 1, Palais des Festivals).
- TFWA i.lab press tour – **10:00, Tuesday 3 October**, Golden Village, Level 1, Palais des Festivals.



The TFWA i.lab opens today at 12:00 and will be held on the exhibition show floor within the Golden Village, Level 1 of the Palais des Festivals, with a blend of returning companies and new names active in fields such as digital traveller engagement, in-store solutions, data analytics, sustainable and social initiatives, and services for travellers.

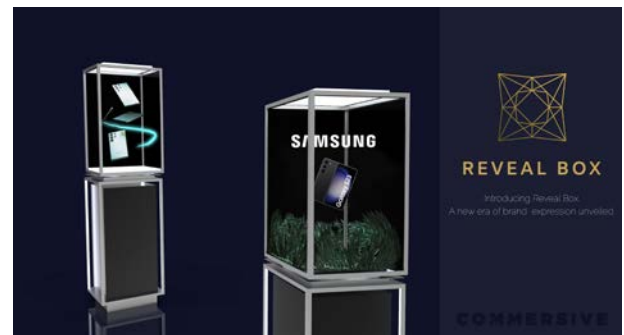


## Commersive Solutions: Immersive retail experiences integrating smart, purposeful technology

**C**ommersive Solutions (TFWA i.lab 7) specialises in creating immersive retail experiences by integrating smart, purposeful technology into seamless forms and structures. With a history rooted in traditional retail solutions, it has evolved to offer experiential innovations that not only engage consumers but also capture valuable data.

“Our focus for the travel retail channel will be on launching and promoting our Reveal Box, our latest innovative platform for brands to showcase product launches, featured products or campaigns in a unique, dynamic and memorable way,” explains Jason Elmaleh, President, Commersive Solutions. “Given the transient nature of travel retail – where capturing immediate attention is crucial – our Reveal Box is uniquely suited to engage and captivate consumers quickly. We plan to use the TFWA i.lab as the launching pad for Reveal Box, targeting retail stores situated in airports, train stations, and cruise terminals etc. Our goal is to leverage Reveal Box’s multi-sensory and interactive features to pique traveller curiosity and drive impulse purchases. We also aim to partner with brands that can utilise Reveal Box’s data capture capabilities to better tailor their offerings to the specific demographic and psychographic characteristics of the travel retail customer base.”

The launch of Reveal Box marks Commersive Solutions’ strategic entry into the travel retail channel, and the company is keen to explore partnerships and collaborations that will allow it to leverage its full capabilities in creating memorable consumer experiences.



*Jason Elmaleh, President, Commersive Solutions: “Our focus for the travel retail channel will be on launching and promoting our Reveal Box, our latest innovative platform for brands to showcase product launches, featured products or campaigns in a unique, dynamic and memorable way.”*

“Our primary objectives for attending the TFWA i.lab include networking with key decision-makers in the travel retail industry; showcasing our latest innovation, Reveal Box, through interactive demos and presentations; understanding emerging trends and consumer behaviours specific to the travel retail sector; and identifying potential partners for future collaborations,” says Elmaleh.

### TFWA i.lab participants

Alipay – NEW	TFWA i.lab 14
Billion Connect – NEW	TFWA i.lab 6
Blynk	TFWA i.lab 5
China Trading Desk – NEW	TFWA i.lab 11
Commersive Solutions – NEW	TFWA i.lab 7
Dayholi – NEW	TFWA i.lab 10
Elba Group – NEW	TFWA i.lab 3
Hylink Group – NEW	TFWA i.lab 13
iClick Interactive	TFWA i.lab 15
Inflyter	TFWA i.lab 1
Intelligent Track Systems	TFWA i.lab 8
JCDecaux	TFWA i.lab 2
MyDutyFree	TFWA i.lab 4
Perfect Corp	TFWA i.lab 9
Voiceback Analytics – NEW	TFWA i.lab 12

TFWA i.lab Main Partner:



TFWA i.lab Media Partner:



TFWA i.lab Digital Partner:





# BW Confidential to unveil first awards at Cannes show

*BW Confidential is gearing up for a busy week, which will include the launch of its first Awards, The Beauty Party event and sponsorship of the TFWA i.lab.*

**B**W Confidential, the leading trade media for the international beauty industry, has chosen the TFWA World Exhibition & Conference as the occasion to unveil its first Awards.

BW Confidential's 'Beauty Retailer of the Year Award' will be presented to A.S. Watson, while A.S. Watson CEO (Asia & Europe) Malina Ngai will be recognized for her visionary leadership and contribution to the retail group's success with the 'Executive of the Year' Award.

The BW Confidential Beauty Retailer of the Year Award and Executive of the Year Award recognize retail excellence, with a particular focus on innovation, technology, CRM and customer understanding and sustainability. A.S. Watson and Malina Ngai were selected for the Awards by BW Confidential's editorial staff and with input from key industry executives.

A.S. Watson Group is the world's largest international health and beauty retailer operating over 16,100 stores under 12 retail brands in 28 markets and reported revenue of US\$22bn for the fiscal year 2022.

Malina Ngai joined A.S. Watson from its parent company CK Hutchison in 2001. She was appointed Group COO in December 2013 and CEO in November 2019. She has been instrumental in formulating the company's customer and digital strategy, driving digital transformation, building big data analytics capabilities, as well as developing strategic partnerships with international suppliers and technology companies.

"Despite the pandemic, A.S. Watson has gone from strength to strength. The group has opened more than 1,400 new stores in Asia in the past three years, expanded to the Middle East and ushered in a number of consumer-focused beauty tech innovations. A.S. Watson's O+O strategy, which focuses on creating an offline plus online integrated experience, has proven successful and enabled the company to adapt to changing customers' needs and stay relevant," comments BW Confidential Editor in Chief Oonagh Phillips.

*BW Confidential's October-December Magazine will be distributed at the show and features special reports on the global fragrance sector, beauty in Europe's Big-5 markets, as well as a beauty in travel retail category watch with input from key retailers.*

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Interview  
A.S. Watson's  
Malina Ngai

Digital  
Social media, Roblox &  
AI for sustainability

Market watch: Europe  
The state of beauty in  
the region's Big-5 markets

Travel retail  
Beauty category watch:  
Assortment & pricing trends

**Insight: Fragrance**  
Data & views on the market, niche scents,  
young consumers, Chinese brands

www.bwconfidential.com

N°56 October-December



A.S. Watson CEO (Asia & Europe) Malina Ngai states: "Receiving the Beauty Retailer of the Year Award from BW is a tremendous honour and achievement for everyone in the A.S. Watson family. The Award is important for us because it recognizes our dedication and success in putting a smile on our customers' faces through transforming ourselves into a truly O+O retail platform."

The Awards will be presented to Ngai at BW Confidential's The Beauty Party, which will take place on the evening of October 2 at the Majestic Hotel.

## The Beauty Party

BW Confidential is pleased to host The Beauty Party once again this year. BW Confidential launched The Beauty Party in 2019 with the aim of bringing together the global beauty community – brands, retailers, distributors and fragrance players – in a festive setting at one of the most important international events in the beauty industry's calendar, the TFWA World Exhibition & Conference.

This year The Beauty Party is organized in association with key travel retailer Qatar Duty Free, a company that has set the bar high in terms of retailing cosmetics and fragrance. Qatar Duty Free will offer a complimentary photo memento to guests at the event.

The Beauty Party is also kindly sponsored by Asian distribution company LUXASIA, French fragrance house MANE, fragrance diffusion specialist Scentys, Swiss beauty brand Mavala and LVMH-owned cruise retailer Starboard Cruise Services. Guests at The Beauty Party will have the chance to win a cruise, courtesy of Starboard Cruise Services by taking a selfie in front of Starboard's photo corner and posting it on social media.

## Supporting innovation at TFWA i.lab

Also, once again this year, BW Confidential is proud to sponsor the TFWA i.lab, the innovation zone at the TFWA World Exhibition & Conference.

The i.lab will highlight travel-retail industry innovations from 15 companies in areas such as digital traveller engagement, in-store solutions, data analytics, sustainable and social initiatives and services for travellers. BW Confidential sponsored the first edition of TFWA i.lab in 2019 and each year since.

"The i.lab is a showcase of the latest technology, data tools and retail developments for the industry. It is a great way to find out about what is coming next in terms of new tech solutions, how tech can be applied to the travel-retail market and how it is set to change the industry. At BW Confidential, we closely monitor the latest tech, retail and data trends, so it was an obvious choice for us to support TFWA i.lab at TFWA World Exhibition & Conference. We applaud TFWA for shining a light on innovation through this special area at the show," Phillips explained.

As usual, BW Confidential's Magazine will be distributed at the Cannes show. The BW Confidential October-December issue features an interview with A.S. Watson CEO (Asia & Europe) Malina Ngai, special reports on the global fragrance sector, on beauty in Europe's Big-5 markets, as well as a beauty in travel retail category watch with input from key retailers. Pick up your complimentary copy at the press racks in the Palais des Festivals.

► *BW Confidential will unveil its first Awards at The Beauty Party, which this year is organized in association with Qatar Duty Free.*



*BW Confidential's Editor in Chief Oonagh Phillips.*





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VITAL PERFECTION  
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「小针管」<sup>#</sup>

SHISEIDO  
GINZA TOKYO

#ALIVEwithBeauty  
#让美资生

\*1Nota derivative. \*「小针管」为资生堂悦薇智感塑颜抗皱霜的昵称，国妆特进字J20200810。  
\*基于第三方检测机构《资生堂悦薇智感塑颜抗皱霜1周连用功效测试报告》33名中国女性，使用1周，额头纹-22%，眼下纹-22%，鱼尾纹-19%，  
泪沟纹-25%，眉间纹-39%，川字纹-22%，木偶纹-33%，法令纹-25%，抬头纹-26%，颈纹-25%。实际效果因人而异。





OUR MISSION is  
BEAUTY INNOVATIONS  
FOR A BETTER WORLD

◀ Shiseido Travel Retail is inspiring people to rediscover beauty in travel with its return to TFWA World Exhibition & Conference 2023.

# Rediscover beauty in travel with Shiseido Travel Retail

*Shiseido Travel Retail (Riviera Village RJ5) is inspiring people to rediscover beauty in travel with its return to TFWA World Exhibition & Conference 2023. As travel continues to rebound around the world, Japan – where Shiseido headquarters are based – welcomed its highest number of arrivals since the pandemic<sup>1</sup> in July with 2.32 million tourists<sup>2</sup>.*

With the return of travellers to Japan, Shiseido Company Limited launched 'Sightseeing Japanese Beauty' in August – a new digital platform to promote the beauty of Japan and Japanese culture to travellers. Supported by the Japan National Tourism Organization (JNTO), the WeChat mini program aims to rekindle interest in Japan as a travel destination by showcasing uniquely Japanese experiences, attractions and products.

As travel resumes, Shiseido Travel Retail recognises that authentic moments of *Kandō* (感動) – a Japanese expression that is defined as being deeply moved emotionally – are more precious than ever. To mark its return to Cannes, Shiseido Travel Retail is launching #MyKando, a social-first initiative to inspire people to celebrate the heartfelt moments of awe as they rediscover beauty in travel. From returning to beloved places, to treading new paths, and finding wonder in every travel journey, Shiseido Travel Retail invites the travel retail industry to share their moments of *Kandō* as they explore the world again.

*Share your Kandō travel moments with a picture or a video on social media with the hashtags #MyKando and #TravelWithShiseido.*

## Bringing the theme of Kaze and nature to life

Shiseido Travel Retail is set to breathe the concept of *Kaze* (風) [wind] to life in Cannes with an authentic showcase of Japanese beauty, heritage, aesthetics, and *Omotenashi*, anchored by a diverse portfolio of prestige skincare, makeup and fragrance brands.

"The return of travel brings an opportunity to reconnect with travellers in new ways as they seek more meaningful experiences," said Philippe Lesné, President & CEO, Shiseido Travel Retail. "This is a year of recalibration, as we reimagine how we engage them to see

the beauty in travel again through our brands – the life force of our business. Our presence at the TFWA World Exhibition & Conference reflects our belief in the future of travel retail. We hope to strengthen our collaboration with key partners to bring new growth to our businesses and unique value to travellers worldwide."

In Cannes, the theme of *Kaze* and nature will be brought to life at the minimalist and elegant Shiseido booth, with an emphasis on originality, storytelling, and emotional expression. The showcase will feature 11 brands from Shiseido Travel Retail's prestige portfolio, including SHISEIDO, Clé de Peau Beauté, IPSA, THE GINZA, Drunk Elephant, BAUM, NARS, ISSEY MIYAKE, narciso rodriguez, and Serge Lutens. New to this year's line-up is Paris-based Zadig & Voltaire, with a selection of fashion-forward fragrances.

## A runway to sustainable long-term growth

As Shiseido Travel Retail builds a stronger foundation for 2024 and beyond, it remains positive about the renewed prospects of travel retail. In Asia Pacific, Hainan – one of the top domestic travel destinations for Chinese travelers – will be boosted as a Free Trade Port by 2025. In Japan, the travel retail business has exceeded expectations with the return of Asian travelers, while EMEA and the Americas continue to see dynamic growth with the travel recovery in the west. The eventual return of global travelers will further spur this momentum, and it is making strategic investments to catch the tailwinds for growth.



▲ The 'Sightseeing Japanese Beauty' WeChat mini program.

<sup>1</sup> Source: The Business Times

<sup>2</sup> Source: Japan National Tourism Organization (JNTO)





## Elizabeth Arden previewing several novelties in Cannes

Elizabeth Arden's presence at the TFWA World Exhibition & Conference is bigger and better than ever in 2023, where the group is presenting its Revlon offer, while its flagship Arden portfolio will be showcased at the prestigious Villa d'Estelle, located just in front of the Palais des Festivals.

"This year we will be present in Cannes with double the space we had in 2022," noted Céline Moitié, Elizabeth Arden Marketing Director EUTR. "This underlines our commitment to – and aspirations for – the global travel retail channel."

Arden will preview several novelties during the show, including a new Retinol + HPR single-dose Ceramide Capsule; a new addition to its iconic Eight Hour skincare collection; and a new White Tea Eau Florale extension to its successful women's fragrance portfolio.

**Ambassadeurs Village U1**

## Le Coq Sportif launches first fragrances with Extend Beauty

Extend Beauty is disclosing at TFWA World Exhibition & Conference for the first time the Le Coq Sportif fragrances. The range is composed of three innovative Eaux de Parfum designed to boost your self-confidence, to relax or to energise: Bleu Optimisme, Blanc Relax and Rouge Energie. Embodying the core values of the iconic French sports brand, these new fragrances will be launched in Spring 2024 in prestige distribution.

Extend Beauty is also showcasing the sumptuous new fragrance Majestic Style – the latest addition to the Princesse Marina de Bourbon Style collection. Majestic Style opens with an irresistible and addictive floral bouquet, twisted by a tea accord and sublimated by the magnetic sensuality of patchouli and the elegance of woods.

**Riviera Village RG7**

## Dr Irena Eris: luxury care for sensitive skin



Dr Irena Eris Sensi Science is a line of selective cosmetics for sensitive skin. The proprietary technology used in the Sensi Science line reduces skin hypersensitivity and slows down the ageing process, restoring the balance of the epidermal microbiota and the skin's natural resistance to external factors.

The Dr Irena Eris Sensi Science line comprises five products: Ultra Comforting Moisture Cream, 40ml; Redness Control Anti-Aging Day Cream SPF 20, 50ml; Ceramide Recovery Anti-Aging Night Cream 50ml; Youth Revival Calming Eye Balm, 15ml; and Anti-Wrinkle & Anti-Redness Power Serum, 30ml.

The entire Sensi Science line is distinguished by its very delicate fragrance composition, which contains no potential allergens. These are cosmetics with a specialised effect, but at the same time great comfort of use. All formulas are allergologically tested, non-comedogenic and vegan.

**Riviera Village RA6**





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# COCCINELLE

RIVIERA VILLAGE RJ16 | [coccinelle.com](http://coccinelle.com)



## MAVALA showcases universal Magic Powder

**M**AVALA is highlighting its new translucent compact powder with multiple powers. A universal Magic Powder, it is suitable for all skin tones, perfecting and invisible, while also offering an anti-blue light benefit.

The Magic Powder is available in a compact format to facilitate its application. Its non-comedogenic formula, composed of 93% ingredients of natural origin, is enriched with active care ingredients and multiplies superpowers.

Not only does it enhance the skin, blur imperfections, brighten the complexion and mattify by giving the skin a velvety finish without drying it out or asphyxiating it, but it also protects against the harmful effects of urban and digital pollution and increases the hold of the makeup.

 **Riviera Village RG16**



## Margaret Dabbs London: a beacon of beauty excellence



**M**argaret Dabbs London is unveiling the Ultimate Travel Trio for Hands, Feet & Nails. This collection comprises a trio of meticulously crafted essentials that encapsulate the brand's philosophy of marrying efficacy with indulgence. The star of the ensemble is the PURE Repairing Hand Cream, a 75ml marvel featuring an intensive repairing formulation.

Alongside this is the original Intensive Hydrating Foot Lotion, a 75ml sensation that invites you to experience the feeling of 'Walking on Air'. The Travel Trio concludes with a special gift from Margaret Dabbs London – the Nourishing Nail & Cuticle Serum 15ml, a powerful formulation to hydrate, strengthen, and protect your nails and cuticles. This serum completes the trio's comprehensive travel-essentials care kit for your hands, feet and nails.

 **Green Village J45**

## SHISEIDO showcases Vital Perfection Intensive WrinkleSpot Treatment

**S**hiseido Travel Retail is showcasing a range of new products at TFWA World Exhibition & Conference, including the SHISEIDO – Vital Perfection Intensive WrinkleSpot Treatment.

SHISEIDO has announced actress Anne Hathaway as its new brand ambassador and face of the Vital Perfection franchise, led by a new campaign message for AW2023, "Potential Has No Age", highlighting the efficacy of its key ingredient.

Power your skin's potential with Pure Retinol – Vital Perfection Intensive WrinkleSpot Treatment is a 2-in-1 spot treatment cream that contains Pure Retinol, preserved by SHISEIDO's ReNeura Technology, and 4MSK to deliver high potency straight to the skin.

 **Riviera Village RJ5**



# SOBOLD

Pepe Jeans

LONDON



· TAILORED  PERFUMES ·

RED VILLAGE - L35



## INCC Group showcases Mercedes-Benz Land, Sea, Air trilogy

**I** NCC Group is highlighting Land, Sea, Air – the groundbreaking new fragrance trilogy from Mercedes-Benz. Taking as inspiration the very heart of Mercedes-Benz legend – the three-pointed star, and its iconic meaning: to be a pioneer “on land, on the sea, and in the air” – Land, Sea, Air represents a profound return to the elements.

The trilogy is a tribute to layering: each element can be worn separately, or in your own desired combination. Each of the three fragrances is built on floral, woody patchouli. However, each one has its own unique olfactory identity thanks to pronounced individual notes, carefully blended by master perfumer Anne Flipo. By layering the fragrances, the trio can be explored in myriad ways – on their own, in pairs or all together. From just three spectacular scents, you can achieve seven singular combinations, each one evoking its own universe.



**Riviera Village RD9**



## Coccinelle S/S 2024 Collection: a homage to rediscovering light

**C** occinelle is showcasing its new Spring/Summer 2024 Collection at TFWA World Exhibition & Conference. The collection is a homage to rediscovering light, a real kaleidoscope of shapes, colours, and facets.

The main star of the collection is the Coccinelle Dew line. A boxy bag structured but graceful in its round shapes. The Coccinelle Dew bags can be worn daily and can be easily transposed to more formal events. The newest addition is the Coccinelle Snuggie, a soft unstructured and unlined, light bag made with double leather material. The real innovation is the shape of the bag, inspired by the iconic plectrum, but reworked in a larger and asymmetrical style. It can be worn cross-body for a contemporary appeal.

The Coccinelle Magie is the brand's iconic piece. A bag that symbolises continuity and it is characterised by its distinctive elements such as the front twist clasp and the rings at the side that are an evolution of the plectrum.

**Riviera Village RJ16**

## Pepe Jeans SoBold: “A new statement of masculinity”

**A** ir-Val International is presenting SoBold – the new fragrance from Pepe Jeans, which is said to be “a new statement of masculinity”. SoBold is full of character, tenacious but light, powerful but subtle. It is driven by a comforting clean t-shirt accord with refreshing airy notes of bergamot and mandarin. A sensation of freedom and power is conveyed through aromatic salvia and violet leaf absolute, tempered with discreet lavender tones. A persistent hint of white leather notes and roasted tonka envelops its clean t-shirt signature with an irresistible finish.

**Red Village L35**



# NETFLIX



FRAGRANCES  
RED VILLAGE L35



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Elizabeth Arden  
NEW YORK



\*Based on a consumer study of 74 participants. †Based on a consumer study of 74 participants after 2 weeks.  
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## Time Products UK reveals new styles for Sekonda and Accurist watches

**T**ime Products (UK) is revealing broader ranges for GTR and new watch styles for its leading Sekonda and Accurist watch brands at TFWA World Exhibition & Conference.

Sekonda is focused on style, great quality and realistic pricing for its fashion watches, while Accurist leads with great British design and is known for its accessible luxury positioning in the watch market. 2024 will see both brands expand their ranges for travel retail partners.

Newness is a key element across all the Sekonda ranges moving from 2023 into 2024:

- Sekonda Smart features six key collections, including bestsellers Active and Flex alongside the new Alpine and Connect.
- Sekonda Womens collections include the TikTok infamous Monica with a new giftset option, a new colourful Maxima to capture special travel moments, a new Dive range, and new Sparkle collection for dressing up occasions.
- Sekonda Mens collections include the brand-new Armstrong Moon Phase collection, as well as bestselling Velocity and Taylor ranges.



 **Green Village K50**

## Bric's launches Positano collection in recycled polycarbonate

**B**ric's is launching a line of suitcases in recycled polycarbonate: Positano.

Once a fishing village, the town of Positano is today a dream destination and source of inspiration for the homonymous collection of suitcases. In addition to the colours, the inspirations for the development of the new trolleys were nature and the desire to protect them and keep them worth living for future generations. That's why the Positano luggage collection is made of strong recycled polycarbonate. The special surface finish is shiny and elegant, as if the sun is reflected in the turquoise water. Design and functionality, hallmarks of Bric's products, distinguish Positano spinners, which convince by their lightness, even with large volumes; the largest model with 132/139 litres weighs only 5kg.

Whether it's the genuine leather details, zippers, wheels, inner lining or leather logo, every element of the Positano collection is kept in the same colour for a powerful monochromatic impact.



 **Riviera Village RE17**

## Thélios reveals key eyewear styles from LVMH luxury Maisons

**T**hélios, LVMH Eyewear Excellence, is revealing key eyewear styles from its luxury Maisons, available for the global travel retail market. Thélios is the in-house eyewear company of LVMH. It has been ramping up its focus on travel retail over the last two years and is presenting the collections of its Maison portfolio, including Dior, Fendi and Loewe, which will see global distribution with selected travel retail partners. Key styles include Dior Signature. The line plays with facets and volumes, giving a playful and modern twist to the elegant bold acetate styles. The Christian Dior signature is inspired by the emblematic Dior Book Tote handbag and is photo-engraved and lacquered on the arms. The front is enriched with golden dots and lines in relief, transitioning to the temples for a high finish look and feel. The elegant 'Dior Signature' style, revives the emblematic cat-eye shape.



 **Riviera Village RH5**



# Dr Irena Eris

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## Ferrero to drive expansion of the biscuit category

**F**errero Travel Market returns to TFWA World Exhibition & Conference to continue its mission to build the biscuit category in travel retail and help drive sales in the Food and Confectionery sector with an exciting and inspiring new offer.

Last year in Cannes, Ferrero debuted its ground-breaking La Biscotteria concept for partners, as a way to drive innovation in the biscuit sector. Since then, La Biscotteria has enjoyed phenomenal success in the market by leveraging globally-loved brands such as Kinder and Nutella to outperform expectations by double digits across travel retail. Since its inception, La Biscotteria has been distributed globally, with its eye-catching activations permanently implemented in top airports worldwide.

This success is just a taster of the new innovations which the Ferrero Travel market team will be showcasing to partners and visitors at their stand.

 **Bay Village Bay 11**

## Tito's Handmade Vodka collector's item 'Ugly Sweater' back for 2023

**T**ito's Handmade Vodka is introducing the latest addition to the Tito's Ugly Sweater collection, which will be available on Tito's bottles in global duty free this holiday season.

The knitted sweater design is adorned with festive decor, with the iconic Tito's Handmade Vodka logo on one side, and the Tito's "Vodka for Dog People" moniker on the other. This year's sweater marks the 7th year that Tito's Handmade Vodka has introduced this special holiday collector's item.

"Every year our loyal fans look forward to the new design for the Tito's Ugly Sweater, it's truly become a coveted collector's item," said John McDonnell, Tito's Managing Director International. "This season's rendition will surely create high visibility displays in duty free stores across the globe."

 **Green Village M71**



## Underberg expands international network

**F**ollowing its internationalization strategy, Underberg is participating once again at TFWA World Exhibition & Conference.

Underberg is focusing on core brands such as Underberg, XUXU, PITÚ, Tiffin – especially for the Asian market – and Asbach. The traditional brand Underberg from Rheinberg will showcase the recently completed redesign of its international packaging. Both the 25 x cl bottle carton and the 5 x cl box now feature the design of the new Pop-Art world, which just won the prestige German Packaging Award in September. In addition, 2023 innovations such as the Barista Cream Liqueur 'Asbach Coffee + Cream' and PITÚ Passionfruit will be highlighted.

 **Green Village L46**



# A window to Greece

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Blue Village - G19

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# DECORTÉ

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Advertising feature

# KOSÉ TRAVEL RETAIL: *promoting the globalisation of the company*

**F**ounded in 1946, KOSÉ Corporation is committed to making quality products that truly exceed the expectations of each customer. KOSÉ TRAVEL RETAIL was established in 2020, to cater to customers in the global duty free channel.

KOSÉ CORPORATION has been exhibiting at TFWA in Asia for the past 10 years. In the 2022 TFWA Cannes Exhibition, KOSÉ TRAVEL RETAIL made its debut, where it seized the opportunity to interact with various duty free retailers and business partners. In tandem with KOSÉ CORPORATION'S VISION 2026, KOSÉ TRAVEL RETAIL is committed to develop and expand our brand in the sector in order to strongly promote the globalisation of the company. "The travel retail sector is also an opportunity to showcase for companies and brands, and we believe that success in this channel will enable us to communicate well with customers around the world," said Hiroto Kitaki, Director, Marketing Division, KOSÉ TRAVEL RETAIL.

With the goal of making long term partnerships, KOSÉ CORPORATION and KOSÉ TRAVEL RETAIL is focusing on increasing its brand presence. Its key brands DECORTE, SEKKISEI, ADDICTION, and JILLSTUART, are all success stories with a total of 180+ counters across the Asia Pacific and Oceania region. KOSÉ TRAVEL RETAIL is also celebrating the renewal of the AQ Line, a prestige line from the DECORTE Brand. DECORTE is one of the most popular brands in Asia, ranked at the top of the travel retail market, making this new renewal extra special.

Having made China and Asia the centre of its business, KOSÉ TRAVEL RETAIL is looking to expand into Europe, North America, and the Middle East in the near future. KOSÉ TRAVEL RETAIL is also active in the in-flight sales channel, with its brands being sold on air, across borders. "Our next big project is the launch of our DECORTE travel retail counter in Europe soon. It is not only our first travel retail counter outside Asia and Oceania, but is also a gateway to new opportunities in new territory," said Kitaki.



▲ The spacious and luxurious booth KOSÉ TRAVEL RETAIL at this year's exhibition (RA/RC4 and RJ20).



▶ DECORTE Travel Retail Counter at CDF Haikou International Complex, complete with a VIP and Treatment Room inside.



# Onsite services

## Shuttle service

From Monday 2 October to Thursday 5 October: Hotels to Palais des Festivals

The main pick-up points are indicated in bold. For those guests staying in other listed hotels, the shuttle service is available at the main pick-up points.

### Hotel Juliana, Grand Hyatt Martinez, Carlton - JW Marriot

#### Route 1

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

### Hotel Montfleury, Best Western Plus Cannes Riviera & Spa

#### Route 2

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

### Ibis Style Le Cannet, Amarante, Citadines

#### Route 3

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

### Royal Casino Mandelieu, Luxotel, Canopy by Hilton Cannes

#### Route 4

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

## Special Services

### Monday 2 October

#### Route 1:

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

#### Routes 2 & 3:

From Hotels to Palais: every 30 mins from 08:00 to 12:00

From Palais to Hotels: every 30 mins from 17:30 to 19:00

#### Route 4:

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

Luxotel + 10 minutes delay on regular timing for each hotel departure

Canopy by Hilton Cannes + 15 minutes

delay on regular timing for each hotel departure. Pick-up point at the Quai Laubeuf car park opposite the hotel.

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

## Regular Services

### Tuesday 3 October to Wednesday 4 October

#### Route 1:

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

#### Routes 2 & 3:

From Hotels to Palais: every 30 mins from 08:00 to 10:30

From Palais to Hotels: every 30 mins from 17:30 to 19:00

#### Route 4:

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

Luxotel + 10 minutes delay on regular timing for each hotel departure

Canopy by Hilton Cannes + 15 minutes delay on regular timing for each hotel departure

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

### Thursday 5 October – Exhibition closes at 17:00

#### Route 1:

From Hotels to Palais: every 15 mins from 08:15 to 10:30

From Palais to Hotels: every 15 mins from 11:30 to 15:00

#### Routes 2 & 3:

From Hotels to Palais: every 30 mins from 08:00 to 10:30

From Palais to Hotels: every 30 mins from 11:30 to 15:00

#### Route 4:

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

Luxotel + 10 minutes delay on regular timing for each hotel departure

Canopy by Hilton Cannes + 15 minutes delay on regular timing for each hotel departure. Pick-up point at the Quai Laubeuf car park opposite the hotel.

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

## Departure Transfers to Nice Airport

### Thursday 5 October

From the Palais des Festivals (Pantiero), every hour from 15:00 to 20:00

### Friday 6 October

From the Palais des Festivals (Pantiero): every hour, from 07:00 to 12:00.

## Bars

Choose from 4 different bars offering hot and cold drinks along with light meals to enjoy on the spot or take away. Conveniently located in exhibition areas:

- Puits de Lumière (Level -1)
- Red Village (Level -1)
- Green Village (Level -1)
- Mediterranean Village (Level 0)

## Business Centre

### Location: Level 1

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

## Interactive directional screens

TFWA is providing interactive directional screens to help you find your way around the extensive halls.

## Luggage service

2 locations this year: Pantiero and in front of the Majestic Beach. The service offers a secure place to store your luggage for the day.

## Press centre

### Location: Level 1

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

## Recruitment service

Leading recruitment firm BeThe1 specialises in fashion, beauty, retail and travel retail, with recruiters in Europe and Asia and access to thousands of registered DF&TR professionals. Contact Françoise Bouyer on +33 (0)6 12 38 80 61 or contact@BeThe1.com

# BeThe1

## Special service desks

### Location: Level 1

- Hotel accommodation
- ONEZONE Meeting Service
- Information desk

## Wi-Fi

TFWA is delighted to offer a free Wi-Fi service inside the Palais des Festivals. To connect, please use the network 'PalaisDesFestivals WiFi', then input the code on your delegate badge. Technical support is available at a dedicated desk (Viapass) during exhibition hours on Level -1, Red Village.



# BARDINET

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## Spreading joy and goodness: Ritter Sport reveals three new products

German chocolate company Ritter Sport is launching three new products – Tasty Vibes, Fruity Yogurt Mix Pouch and a refreshed travel retail-exclusive Vegan Tower – at TFWA World Exhibition & Conference. According to Ritter Sport, the new products are in line with the company's focus on development and its assortment strategy.

The company expects the products to strengthen its perception towards 'Chocolate full of Joy and Goodness' and underline a focus on innovation in the confectionery category. Ritter Sport believes the portfolio newcomers will achieve incremental distribution and volume and increase the brand's overall on-shelf brand visibility.

All three lines contain 100% certified sustainable cocoa and underline Ritter Sport's status as a carbon neutral company. Product launches will be backed by promotional activities and updated POS and consumer touchpoints.

"We are looking forward to welcoming guests to our stand," said Nicole Miltenberger, Marketing Manager Global Travel Retail, Ritter Sport. "We believe these new products are stand-out winners for travel retailers. They not only showcase the brand's determination to innovate and stay one step ahead of trends, but they also meet the current demands of travelling consumers. The new tastes are on-trend, and our packaging is colourful and contemporary and show, once again, Ritter Sport's determination to maintain a high profile in the travel retail sector."

 **Mediterranean Village N18**



# ZYNN



This product contains nicotine which is a highly addictive substance.



## Molton Brown showcasing power of fragrance expertise

**M**olton Brown returns to TFWA World Exhibition & Conference to share its fragrance-first focus with partners and highlight the power of the fragrance category as a driver of growth and omnichannel engagement across the business.

Molton Brown is showcasing its scent portfolio, crafted to highlight the ideals of quality and individuality. Visitors will be able to explore icons such as Orange & Bergamot, Re-Charge Black Pepper or Coastal Cypress & Sea Fennel. Delegates will also get a chance to discover the newest fragrance collection from Molton Brown, Wild Mint & Lavandin, which is now available with selected Molton Brown travel retail partners.

This year, for the first time, Molton Brown is also putting partnership front and centre by sharing its stand with luxury skincare brand Sensai. The two Kao-owned brands are working together to build on their existing partnerships and opportunities in the market to create a stronger business for each company, and enhance the fragrance and skincare offer across travel retail.

 **Riviera Village RF15**

## Ricola returns to Cannes with new ideas and innovations

**R**icola returns to TFWA World Exhibition & Conference, where it is exploring new travel retail opportunities and building upon its current success. The Swiss Herb specialist has declared that 2022 and 2023 have been its best years in travel retail to date – after building a very successful range of travel retail exclusives for the airport channel over the last few years, it is now looking at products tailored to other channels such as border shops and ferries and will be showing these new innovations to potential partners in Cannes.

Visitors to Ricola's stand will be able to see its best-selling products including the brand's 75g tins (Original Herb, Lemon Mint and Cranberry), 4 x 40g Box Multipack, and the 250g Original Herb Tin.

 **Mediterranean Village N9**



## Sodip presents new Franck Olivier La Collection Privée

**A** family-owned company active in the perfume industry since 1993, Sodip has continued to boost its image with constant quality and affordable prices. Since the beginning, for 'Franck Olivier Paris', the journey has always been an important source of inspiration. It's a new era for Franck Olivier Paris, which is branching out to the 'niche' universe with a premium addictive collection of six fragrances.

For its 30th anniversary Franck Olivier wanted to pay tribute to the mythical ingredients of perfumery through a prestigious collection: La Collection Privée. During his travels, he draws his greatest inspiration from the East, working with some of the finest essences: rose, spices, vanilla, amber and precious woods. His creations give pride of place to oriental notes with warm and voluptuous shades.

 **Red Village J33**





## KT International continuing to evolve its product offerings

Consumer driven, KT International is continuing to evolve its product offerings in a rapidly changing market. The Modern Oral Segment entry is a crucial part of its NGP strategy to provide adult consumers with an extensive range of quality products to choose from.

LIV nicotine pouches offer a modern experience beyond smoke or vapour. Combining innovation and expertise KT International has developed this smart and accessible format, which consumers can enjoy anytime, anywhere. LIV is a new smoke and smell free alternative with no device required.

Consumers can choose from an extensive range of flavours and low to full-strength nicotine options, all 100% tobacco-free.

LIV is produced in the EU in a state-of-the-art production facility and a strictly controlled environment ensuring international quality standards. KT International sources only the finest ingredients worldwide from certified and sustainable suppliers.



**Bay Village Bay 19**



## Ouzo Plomari launches Limited Edition bottle 2023

Plomari Ouzo Distillery Isidoros Arvanitis S.A. is a leading Greek family-owned spirits company since 1894. Ouzo of Plomari is Greece's No.1 Ouzo and is also exported to more than 50 countries worldwide.

Ouzo of Plomari invites you to experience Greece at its exhibition booth, rekindling memories of Greek summers that are associated with the sun, sea, the feeling of pure joy and the ritual of Ouzo.

The central theme of the Ouzo of Plomari stand revolves around the Ouzo Plomari Limited Edition bottle 2023, a tribute to Greek tradition and its maritime heritage. By creating a limited-edition bottle dedicated to Morse code, Ouzo of Plomari pays tribute to a language that has long been associated with the sea, maritime stories, and the maritime culture of Greece.

Visit the company's stand and enter for a chance to win a 2023 Limited Edition Ouzo of Plomari bottle.

**Bay Village Bay 32**

## Embark on a supersonic journey with the LEGO® Icons Concorde

Let creativity take flight and switch on aeroplane mode and prepare for a relaxing journey with the LEGO® Icons Concorde building set for adults. Embark on a supersonic journey with the LEGO® Icons Concorde (10318) model. Take time out for a mindful building experience as you craft a detailed replica model of the world's most famous supersonic commercial passenger aeroplane.

This detailed replica model has a tiltable droop nose, functioning landing gear, a retractable tail bumper wheel, delta wings with movable elevons and hinged upper and lower rudders. It also features an accessible seating area and comes with a stand for display in flight, takeoff or landing modes. This set is available through LEGO branded channels including LEGO Airport Stores from 4 September 2023.

**Blue Village D13**





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# Family Treasure



## Nestlé launches key initiatives and new sustainable brand

**N**estlé International Travel Retail is revealing key initiatives to further drive its ambition to make Food the #1 most purchased category in travel retail at this year's TFWA World Exhibition & Conference.

The company is launching significant brand and category initiatives within its VERSE model, including eight new travel retail exclusive products, as it strives to accelerate industry growth by tapping into unmet consumer needs within the vast opportunity offered by the wider Food category.

These include a completely new travel exclusive brand – NESTLÉ® Sustainably Sourced Cocoa – that combines Nestlé's Swiss chocolate expertise with sustainability, which is key to the company's 'raison d'être'. Launching in Cannes this is a direct result of Nestlé's work with the Rainforest Alliance to support cocoa farmers and their communities.

While confectionery continues to be the beating heart of Food, it is the non-confectionery sector – including vitamins/minerals and health supplements – that reports the fastest growth across all travel retail subsectors. With a higher conversion rate than any other for the fast-growing Gen Z traveller, the future for Food looks bright.

To ensure that growth continues, Nestlé ITR will continue to leverage its VERSE (Value, Engagement, Regeneration, Sense of place, Execution) model to drive sales.

 **Beach Village 1 Beach 15**



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\*Source: internal sales data, 2022

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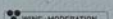
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## Made in Belgium: new travel retail exclusive range crafted by expert chocolatiers

**I**n response to the growth of travel retail channels, The Belgian Chocolate Group is introducing its new travel retail exclusive range. This range not only underscores its commitment to this expanding market, but also signifies its readiness to serve the evolving needs of travellers.

"In the Asia-Pacific region The Belgian has already excelled in the travel retail segment. Now we are expanding this success at airports worldwide with our travel retail exclusive range," says Brechje Houben, Travel Retail Sales Manager, The Belgian Chocolate Group.

Discover The Belgian's travel retail exclusive range at TFWA World Exhibition & Conference:

- Tin The Belgian House filled with Cocoa Dusted Truffles 400g
- Sharing bag with Filled Chocolate Squares 400g
- Gift Box with Premium Belgian Pralines 170g
- Chocolate Bar with World Map design 400g in five different flavours
- Giftbox Chocolate Hearts 400g
- Giftbox Chocolate Seashells 250g

**Mediterranean Village N19**

## Davidoff Cigars launches innovative Zino pre-cut long-filler cigar

**D**avidoff Cigars is presenting the latest addition to its Zino Nicaragua line: the Zino Nicaragua Half Corona with an innovative pre-cut. With this, Zino, the cigar brand for dynamic, adventurous and always-on-the-go cigar lovers, responds to its aficionados' needs and lifestyle. The new pre-cut format can be enjoyed spontaneously – anywhere, anytime.

To support the Half Corona's purpose of flexibility in enjoyment, the cigars come in a handy tin of five, which enables aficionados to carry them safely when they are on the go.

The balanced Half Corona offers the whole A to Z of flavours of the Zino Nicaragua blend in a brief enjoyment time of 20 minutes. The blend of tobaccos from Nicaragua, Ecuador, Honduras and the Dominican Republic creates a unique taste profile many aficionados have grown to love.

**Bay Village Bay Terrace T1**

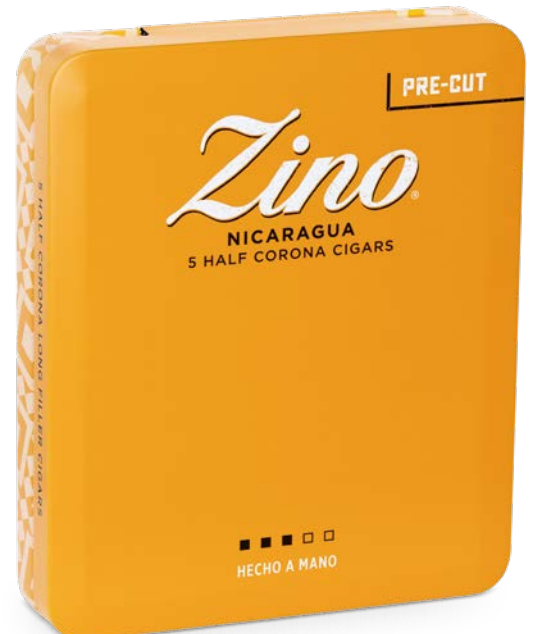
## Champagne Lanson redefines Le Black Label with Le Black Création

**C**ombining a sense of heritage with expertise, the Champagne Lanson winemakers have perpetuated for over 260 years a characterful, fresh and elegant style, with the multi-vintage brut as its signature.

Hervé Dantan redefines Le Black Label with Le Black Création. Each Création comes with a number in reference to the number of harvests that have taken place since the House was founded in 1760.

Lanson is unveiling the 257th blend of its multi-vintage brut based on the 2017 harvest. The Le Black Création 257 blend is dominated by Pinot Noir (51%), Chardonnay (36%) and Meunier (13%). In addition to this year's wines, Hervé Dantan has drawn a precise selection of reserve wines from the collection, making up 45% of the final blend, to provide the breadth and aromatic depth so essential to each new Création. This Création is aged for more than four years in the cellars before being revealed.

**Blue Village CS**





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## Sustainable brand Bitmore returns with upgraded product range

Recently-certified B Corporation Bitmore is returning to TFWA World Exhibition & Conference with an upgraded suite of consumer electronics products, all with the brand's now well-known sustainability credentials.

The product range – which will be sold from the coming winter season – covers categories including powerbanks, charging, audio (including headphones, earbuds and speakers), plus accessories such as sustainable travel pillows.

There are more than 35 SKUs using environmentally-friendly materials such as recycled plastic and wheat straw.

The powerbanks and charging devices have been boosted by a new high-performance technology known as Power Delivery (PD), which allows various devices to take on more power in a shorter amount of time, offering superfast charging. Many of the most popular mobile devices, including iPhones and Samsung Galaxy, are PD-enabled.



**Blue Village F23**

## Perfetti Van Melle focuses on kids gifting for Chupa Chups

Perfetti Van Melle (PVM), one of the top companies in the travel retail sugar confectionery segment, is launching new kids gifting products for Chupa Chups at TFWA World Exhibition & Conference.

Chupa Chups returns to Cannes with two new products focused on kids gifting and engagement. The new Chupa Chups kids offer includes a 'mini suitcase' carrying games and lollipops. The handy lunchbox-sized (126 x 91 x 67mm) case includes eight lollipops in Strawberry flavour, as well as Tic Tac Toe and Find the Match memory card games.

In addition, Chupa Chups has another great gift for kids that will keep them entertained while travelling. Having partnered with Hello Kitty and The Smurfs, Chupa Chups has launched two new themed colouring kits – each containing four markers, four lollipops and a themed colouring book.



**Mediterranean Village P8**

## Accolade Wines highlights travel retail growth brands

Accolade Wines returns to TFWA World Exhibition & Conference with a vibrant new look and strong sustainability credentials for its stand. Four key brands – Hardys, Jam Shed, B.Ink by Grant Burge and Wise Wolf – are being highlighted, accompanied by strong visuals.

There is a shift in focus from predominantly premium wines this year to the core portfolio, which has been very successful for Accolade in the airlines, ferries and cruise channels.

A prime example of this is B.Ink by Grant Burge, which retails for under £10 in travel retail. It features on the stand alongside a colourful brand slogan 'Make your mark'. Ink by Grant Burge is now one of Accolade's key innovation brands with its eye-catching label and comes in three types: Red Blend, Chardonnay and Rosé.

Also attractively priced for global travel retail and with strong visuals on the Cannes stand is Jam Shed, with five expressions highlighted: Tempranillo, Shiraz, Malbec, Rose, Chardonnay and Sparkling Rosé.

**Yellow Village D26**





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## Bottega introduces new products in Cannes

**I**talian winery and distillery Bottega is showcasing its new products at TFWA World Exhibition & Conference. It is launching in the travel retail channel Lemon Spritz and Green Gin The Wild Bottega.

Lemon Spritz (available in 20cl bottle and 25cl can) is a ready-to-drink cocktail with a low alcohol content thanks to the use of only lemon infusion instead of Limoncino. Its pleasantly refreshing taste makes it a new and interesting version of the traditional Spritz.

Green Gin The Wild Bottega (70cl bottle) is a new version of the Bottega distillery, characterised by herbaceous notes and a complex bouquet given by the numerous botanicals used, including, in addition to juniper, lemon and mandarin, hemp seeds, wild fennel and basil. It is a Distilled Dry Gin produced using water from the Alps and botanicals from different regions of the Italian peninsula.

 **Blue Village A11**



## Go Travel launches updated electricals and chargers offer

**G**o Travel is revealing its newly updated range of electrical adapters and chargers alongside its three-tier travel pillows range at TFWA World Exhibition & Conference.

The electrical product offer overhaul comes off the back of an entire packaging range review in 2023, which has seen Go Travel commit to updating all its packaging by 2025.

Go Travel started to roll out its newly updated, FSC-certified packaging in summer 2023. The company wants to ensure its packaging and products are more environmentally sustainable and it is promoting eco-friendly manufacturing practices.

"All our packaging has been or is being updated by 2025, following Go Travel's commitment to improve its manufacturing processes and be better environmentally sustainable," said Denz van der List, VP of Sales, Go Travel.

 **Yellow Village B24**



## E. Gluck Corporation showcases new Anne Klein Gemstone Collection

**W**atch manufacturer E. Gluck Corporation is launching the exclusive Anne Klein Gemstone Watch Collection at TFWA World Exhibition & Conference.

Anne Klein, a brand synonymous with elegance and sophistication, has elevated watchmaking to an art form with the introduction of this latest collection, which introduces a captivating array of gemstones, including ravishing rose quartz, tempting turquoise and alluring amethyst. These unique and dazzling stones have been expertly integrated into the watch designs, blending form and function together seamlessly. The Anne Klein Gemstone Watch Collection is not only a testament to the brand's commitment to excellence, but also an embodiment of the wearer's individuality and inner energy.

 **Blue Village F15**

# Introducing a new perspective on vodka with **LEX by Nemiroff**

**N**emiroff is unveiling its latest breakthrough in the vodka category – LEX by Nemiroff. This ultra-premium vodka is a testament to innovation, craftsmanship, and a commitment to excellence. LEX by Nemiroff makes its official debut at TFWA World Exhibition & Conference.

The distinctive LEX by Nemiroff bottle is crafted from perfume glass produced in France by Saverglass, renowned for its excellence in bottle manufacturing. This meticulous bottle design, an endeavour spanning over a year, epitomises the desired aesthetic for this ultra-premium vodka. Additional elements of the bottle and packaging are proudly produced in Ukraine, reflecting Nemiroff’s support for domestic producers and the brand’s commitment to showcasing Ukrainian craftsmanship.

The vodka’s terroir, featuring wheat from the Podilia region and water from local artesian springs, enhances its distinct flavour profile. Honey from local apiaries and linden flowers further contribute to the vodka’s exceptional character.

The production process for LEX by Nemiroff involves 13 filtration stages, including silver, platinum, shungite, and amber filtrations. The amber filtration process is particularly noteworthy, imparting enhanced smoothness, improved clarity, flavour enhancement, and a captivating golden or amber hue to the vodka.


 **Yellow Village E30**



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**ROUGE ENERGIE**  
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**ÉLODIE CLOUVEL**  
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**EXTEND BEAUTY BOOTH RG7 RIVIERA VILLAGE**







## L'azurde showcases exclusive 18ct gold and diamond jewellery collections

**L'**azurde, the most prominent brand in designing, manufacturing, and distributing jewellery in Saudi Arabia and the Middle East, has earmarked the global travel retail sector for growth in 2023/24. The company is showcasing its gold jewellery collections in Cannes.

Known for its 40-year heritage and expertise in gold and diamond jewellery collections, L'azurde aims to build on its impressive reputation for excellence and jewellery design innovation by working with more travel retail partners to tailor-make exclusive collections.

L'azurde offers a wide range of elegant, contemporary and exclusive jewellery collections. Known for its expertise in multiple gold carat offerings, the high-design crafted brand signature appeals to customers across the Middle East. Plus, L'azurde is finding new audiences in Asia and Europe, where the varied designs meet different tastes and jewellery for all occasions.

 **Green Village L37**

## Diverse Flavours highlights new Cape Diversity Gin

**D**iverse Flavours is showcasing the new premium handcrafted, limited batch gin from the Cape Floral Kingdom – Cape Diversity Gin. The first listing has been with Lotte Duty Free at Changi Airport. Cape Diversity Gin is inspired by the Cape Floral Kingdom, located in the Western and Eastern Cape provinces of South Africa.

Distilled from classic gin and indigenous botanicals, it is a spirit evoking the boundless beauty and diversity of the Cape Floral Kingdom. An endemic plant region found only in South Africa, Diverse Flavours has crafted a gin that is exotic and unique. Batch-distilled in copper stills with natural spring water, expect a vibrant wild flower spirit that creates a strong harmony between the juniper, citrus, spices and herbaceous botanicals for an unforgettable handcrafted, limited batch gin experience.

Cape Diversity Gin is produced in limited 2,400 bottle batches. Each 750ml bottle will be individually numbered.

 **Green Village K55**



## Ian Macleod Distillers brings three new exclusive single malt Scotch whiskies to Cannes

**I**an Macleod Distillers (IMD) is showcasing three new and exclusive Single Malt Scotch whiskies, including two ultra-premium luxury expressions – one from Tamdhu Speyside Single Malt Distillery and one from Rosebank Lowland Single Malt Distillery.

Furthermore, Edinburgh Gin is unveiling stunning new packaging, to be launched in the channel in early 2024.

IMD is launching the Remarkable Casks Collection, the first in a limited-edition series for Rosebank and Tamdhu 46 Years Old, an ultra-premium single cask bottling, introducing Tamdhu's New Dedication Collection; both have been created exclusively for global travel retail.

Another star on IMD's stand will be Edinburgh Gin, the pioneer of naturally flavoured gin. The new packaging and branding will include a new bottle design. The central product focus will be a new flavour – Strawberry & Pink Peppercorn.

 **Red Village K22**





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## Dare to shine: Osborne presents Gin Gold 999.9

Osborne is highlighting Gin Gold 999.9 – a fresh, pure, and golden super-premium gin that is bottled in an outstanding packaging. Crafted following the most traditional methods of distillation and maceration, Gold 999.9 is a super premium gin of exceptional purity, thanks to the five distillations of its grain alcohol of French origin, and intense fresh citric flavour coming from the maceration of the finest Spanish tangerines. Spanish tangerines provide the signature flavour profile of Gold 999.9, a soft fresh citrus sweetness. Carefully chosen botanicals include coriander, Angelica root, and Java pepper to add notable exotic nuances to the unmistakable aroma of juniper. A 1L format will be available in November 2023.

Osborne is also showcasing Caviar Riofrio, which is described as the world's finest organic caviar, as well as Nordés Gin Limited Edition 2023. Nordés Gin Limited Edition 1L format will be available in November 2023.

 **Blue Village D3**



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## Butlers raising the (mini) bar in Cannes

Butlers Chocolates is unveiling a delicious new collection of luxury assorted Mini Chocolate bars at TFWA World Exhibition & Conference. The contemporary travel retail exclusive collection features Butlers most celebrated chocolate bar varieties in a charming mini bar format. The six delectable flavours inside include White Coconut & Almond, Salted Caramel and 40% Milk Chocolate.

Each individually wrapped mini bar is crafted using sustainably sourced cocoa, no palm oil and only natural ingredients and flavourings.

Presented in convenient, resealable, recyclable pouches, each features a curated collection of 50 and 35 Butlers favourite mini bars. There is also a dark chocolate edition with Butlers intensely dark higher cocoa content mini bars.

 **Green Village H50**

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