



# 2025

TFWA MEMBERSHIP





# FROM THE PRESIDENT

« THE WORLD IS A BOOK, AND THOSE WHO DO NOT TRAVEL READ ONLY ONE PAGE ».

Saint Augustin

Dear Members,

It is with great pride and deep gratitude that I address you as the newly elected President of TFWA. I am truly honoured to have the opportunity to serve such a vibrant and diverse community that stands at the forefront of innovation, collaboration, and excellence within the Duty Free and Travel Retail industry. As we embark on this shared journey, let us be inspired by Saint Augustin who reminds us of the transformative power of exploration and connection, values that resonate deeply with TFWA's mission of fostering collective innovation.

Our association has always been a testament to the strength of partnerships facilitating collaboration among Brands, Retailers, Airports, and Operators. It also creates key moments in the year that bring the industry together to showcase its collective excellence. As we move forwards, my vision is to build upon this legacy, embracing both the challenges and opportunities that lie ahead.

In 2025, we will continue to deliver robust Travel Retail data, shopper insights, business forecasts, and thematic studies enabling our members to craft precise and forward-thinking strategies. We will bring the industry together in Singapore and Cannes, pushing boundaries to make our key events even more impactful for our brands. Our conferences, workshops, and webinars will provide critical insights and foster dialogue on the challenges and opportunities ahead. Additionally, the TFWA Handbook—widely regarded as the “industry guide”—will return in 2025 with our digital format, reflecting our commitment to sustainability. Lastly, we will continue to support all actions advocating for regulatory frameworks that recognize the unique nature of our industry.

As we look to the future, please know that your success is the greatest reward for our team. A team dedicated to anticipating and addressing your needs. A team committed to strengthening our industry and driving its continued growth.

I would also like to extend my deepest gratitude to Erik Juul-Mortensen, whose exceptional leadership and vision have been instrumental in shaping TFWA into the organisation it is today.

I warmly welcome you to the Tax Free World Association, the Travel Retail industry's longest established and largest professional body.

**Philippe Margueritte**  
President, TFWA



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# 1. WHAT IS TFWA?

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## MISSION

**TFWA's mission is to identify trends and opportunities, build awareness and provide a business platform for the global duty free and travel retail industry to prosper. Founded in 1984, TFWA is a global association of brands, whose mission is to promote the unique value and benefits of the duty free and travel retail industry, identify trends and opportunities, while providing a dynamic business platform that supports the industry's long-term growth and success.**

As a non-profit-making organisation - and with a membership of 490 companies including some of the world's best-known brands and suppliers of prestigious goods - TFWA supports the entire community of duty free and travel retail professionals.

TFWA is instrumental in fostering strong relationships between Brands, Retailers and Operators across all channels including airports, cruise lines, airlines, downtown duty free and border shops. We actively represent the interests of our members, offering essential business support to drive innovation and development within the community.

Through our industry-leading exhibitions, conferences, workshops, and networking forums, TFWA brings together key stakeholders to strengthen connections, inspire creativity, and foster meaningful collaboration. Promoting a culture of innovation and excellence, we are committed to creating value within the duty free and travel retail industry.

**Our team is happy to welcome you and answer all your concerns regarding your TFWA membership.**

**SABINE PARMENTIER**  
Membership and  
Administration Manager  
Email: [s.parmentier@tfwa.com](mailto:s.parmentier@tfwa.com)

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

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





## 2. WHY BECOME A TFWA MEMBER?

**TFWA Members, currently numbering more than 490, are all suppliers of prestigious brands to the Duty Free and Travel Retail industry and represent the following sectors:** Liquor (Wine & Spirits), Tobacco, Perfumes & Cosmetics, Fashion/Accessories/Leather goods, Luggage, Jewellery, Watches & Clocks, Home Decoration/Tableware, Gifts/Pens/Toys/Smokers Requisites, Electronics, Fine Food & Confectionery.

As you are aware, to become a member of TFWA, your company must be either a brand owner or a worldwide distributor/licensee.



DEVELOP YOUR BRAND'S  
INTERNATIONAL VISIBI-  
LITY IN ONE OF THE MOST  
PRESTIGIOUS DISTRIBUTION CHANNELS.







## BECOMING A MEMBER ALLOWS YOUR COMPANY TO.

1.

**BENEFIT** from exclusive access to Travel Retail specific market and consumer data through a series of TFWA commissioned studies.

2.

**RECEIVE** preferential treatment for participation in our most emblematic events, TFWA World Exhibition & Conference in Cannes and TFWA Asia Pacific Exhibition & Conference in Singapore.

3.

**TAKE** advantage of networking opportunities with key retail players in Duty Free and Travel Retail.

4.

**DEVELOP** your brand's international visibility in one of the most prestigious distribution channels.

5.

**BE** at the heart of brand and retail innovation in duty free.

6.

**CONNECT** with industry colleagues from the association and participate in its development and excellence.





# 3. UNDERSTANDING THE MARKET

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## KNOWLEDGE IS POWER

For twenty years TFWA has sought to provide its members with actionable research studies, reports, and industry trend analyses focused on gaining a better understanding of the travelling consumer and of the context against which the travel industry operates. During that time, we have built a diverse research catalogue featuring reports by nationality, theme, product category or location, all made available to TFWA members free of charge. These resources help members stay informed about market developments, new opportunities to seize and enable better strategic decision-making.

**TFWA members gain access to the full archive of the Association's research studies, available to download via [TFWA.com](https://www.tfwaworld.com) or TFWA 365.**

## TFWA MONITOR

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

The TFWA Monitor series of travel trend reports looks in detail at what travel bookings and data tell us about who is travelling where – now and in the future. We publish quarterly reports on global passenger traffic and nationality trends which include spotlights on different regions.

### **Recent reports include:**

- Global Passenger Traffic Q3 and Q4 (forecast)
- Travel Trends and Outlooks for Middle East and Africa

**We look forward to sharing further reports with you during 2025.**





## TFWA INSIGHT

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

### CATEGORY REPORTS

The Global Duty Free Shopper Study 2024 covering the following categories:

Beauty, (incl. Skincare, Fragrance & Cosmetics), Alcohol, Tobacco, Luxury and Confectionery

### FURTHER REPORTS

- The Influence of Travel Retail 2024
- Traveller Trends Reshaping Travel Retail
- The Duty Free Spend Understanding Study 2024
- Travel retail's next chapter-innovating beyond technology key to regaining market momentum

## WEBINARS

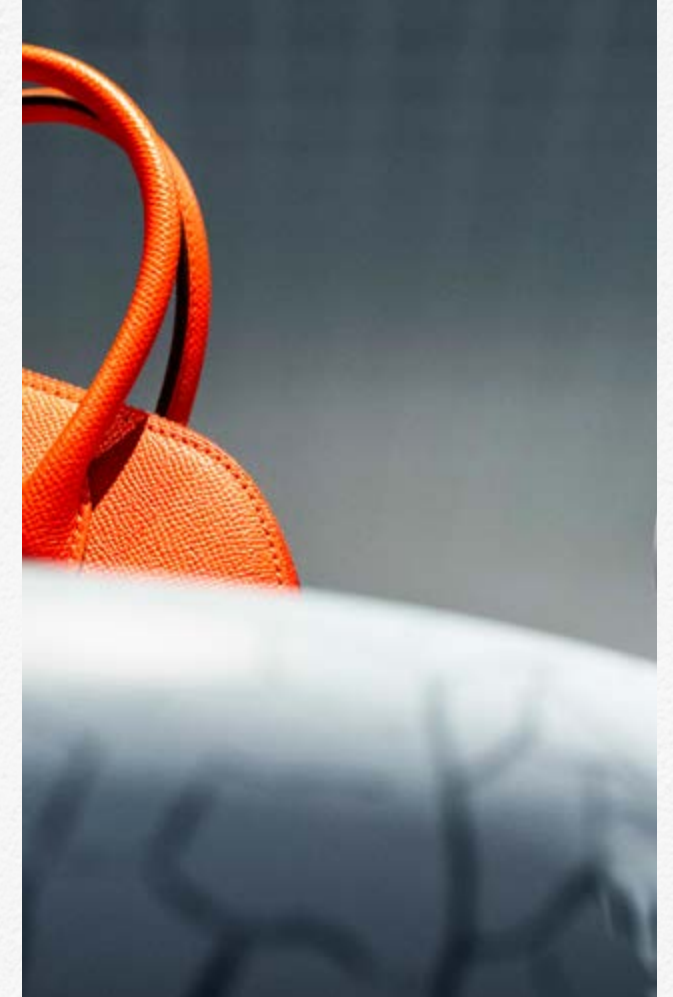
Each of the category reports was accompanied by member-only, live webinar run by the author of the study, research specialist Pi Insight. **All webinar and the replays are available to watch via the TFWA 365 platform and TFWA App (see p.11 and 15 for more details).**

## FUTURE INSIGHTS

2025 will see the publication of further reports in the research catalogue. Confirmed topics will include:

- The Global Duty Free Nationality series of studies covering 10 different nationalities
- An in-depth look at the Cruise Retail industry
- A special focus on the Wines & Spirits category

**All publications will be accompanied by live, member-only webinars offering the possibility to raise questions and discuss insights.**







## THE TFWA HANDBOOK

### DEFINING OUR INDUSTRY

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

The TFWA Handbook is published every two years, and our objective is to help members old and new gain a deeper understanding of the scope of the duty free & travel retail industry today. The sixth edition of the Handbook will be published in September 2025 and all TFWA Members will receive the link to a direct download of the report. Until that time, the 2023 edition remains exclusively available to TFWA members online on [TFWA.com](https://TFWA.com) and TFWA 365.

For more information on the TFWA Handbook, please visit [TFWA.com](https://TFWA.com) or contact Nicole Daniells (see page 4 for contact details).





# TFWA MARKET NEWS

## KEEPING TRACK OF INDUSTRY NEWS AND GLOBAL TRENDS

The range of news and intelligence sources available to today's DF&TR executives has never been wider, from the industry's own media outlets to travel and tourism bodies, the product-category press and more. The challenge is to work through the mass of information available and swiftly identify useful, pertinent data that will enhance those executives' market understanding and sharpen their strategy. TFWA Market News is a new service that enables Association members to access, quickly and simply, relevant intelligence from more than 30 media titles covering topics directly of interest to DF&TR professionals. A specialist online platform monitors and aggregates news about the travel retail market in real time based on key topics defined by TFWA, such as airports, cruise and ferry, passenger traffic and sustainability.

**Any registered contact at a TFWA member company can access the TFWA Market News platform via [tfwa365.com](https://tfwa365.com), and set up an account. If you aren't already on TFWA's database or would like help, please contact Nicole Daniells (see p.4 for more details).**

# TFWA MEMBER'S NEWSLETTER

## PROVIDING MEMBERS WITH RELEVANT DATA AND INSIGHTS

To accompany the TFWA Market News platform, a new monthly TFWA Newsletter will be sent to member companies. Featuring links to a carefully curated selection of news articles and recent reports likely to interest industry professionals, the new publication carries a short introduction to each piece, prompting the reader to click through to the platform to read more.

The TFWA Newsletter will be distributed via email in pdf format and is designed to be quick and easy to read.

**If you are not currently receiving the TFWA Member's Newsletter and would like to do so, please contact Nicole Daniells (see page 4 for contact details).**







TFWA 365 IS A UNIQUE  
RESOURCE AVAILABLE  
THROUGHOUT THE YEAR.

## 4. THE TOOLS TO SUPPORT YOU

### TFWA 365 YOUR PERMANENT ONLINE PLATFORM

**TFWA 365 is a unique resource available throughout the year, allowing all registered employees of TFWA member companies exclusive access to the following tools and functions:**

- Live Webinars
- TFWA Research Catalogue
- TFWA Handbook
- Webinar replays
- Member's brand page
- TFWA Market News







## LEARNING

### DUTY FREE & TRAVEL RETAIL'S KNOWLEDGE HUB

The Learning section of TFWA 365 is where TFWA members can connect to webinars both live and post-event, and access the full research catalogue and Handbook

- **LIVE WEBINARS** puts you in the audience at TFWA webinars and workshops. See presentations as they happen and interact with speakers from wherever you are in the world. Tap into expert insight on industry-relevant topics and enhance your understanding of the factors shaping our market.
- **REPLAYS** enables you to view previous conferences and workshops at a time to suit your schedule. If you couldn't attend the live event in person or online, replays will ensure you don't miss out on must-watch content.
- Access the full **TFWA RESEARCH CATALOGUE** and **TFWA HANDBOOK** (digital version). Keep up to date with the latest industry data and insights through our specially commissioned reports from renowned research specialists.





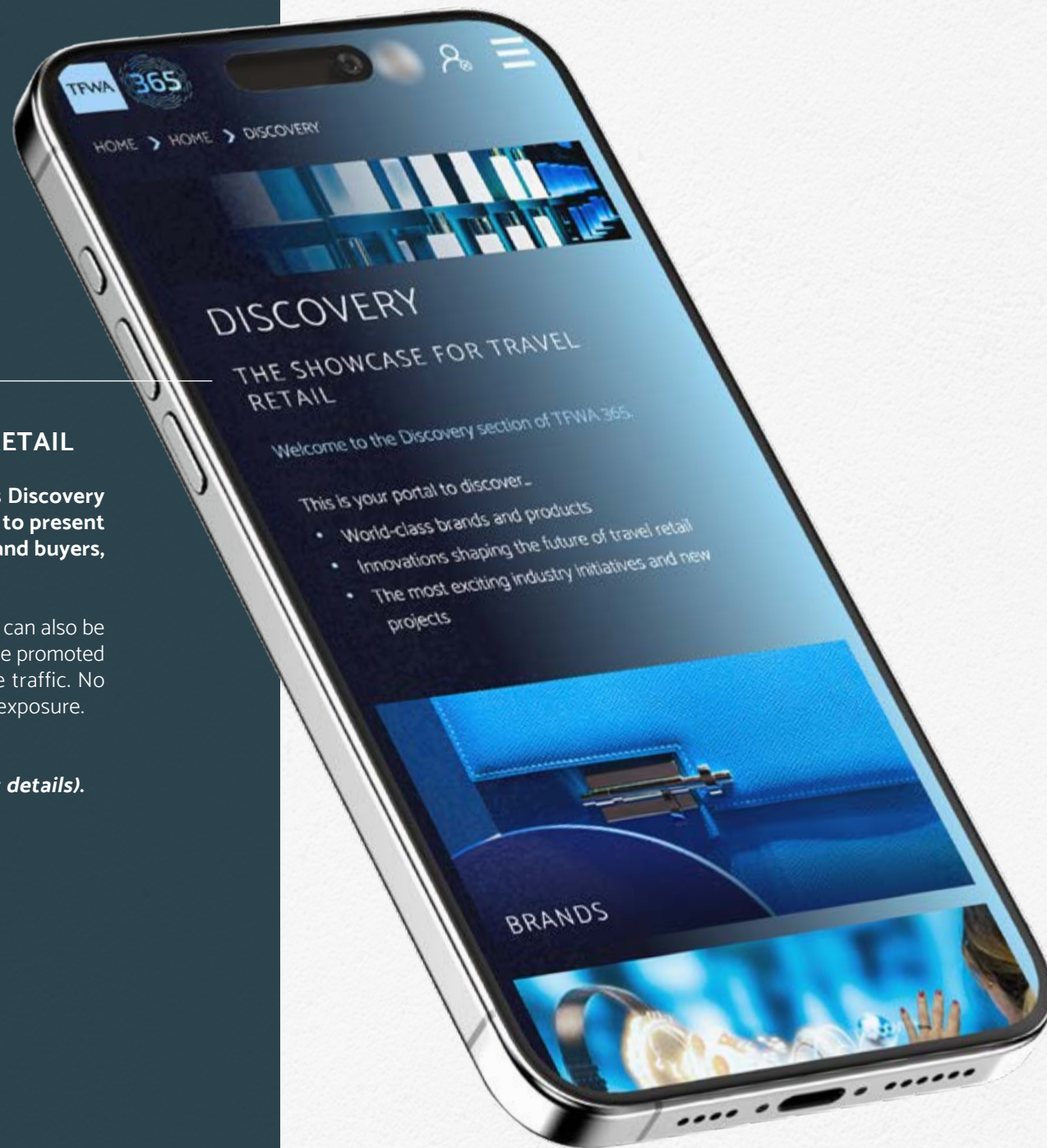
## DISCOVERY

### THE SHOWCASE FOR DUTY FREE & TRAVEL RETAIL

**Designed as a shop window for the industry, the Brands Discovery section provides an exclusive portal for TFWA members to present their brand portfolios to a key audience of several thousand buyers, agents and landlords.**

Product launches, corporate profiles and social-media content can also be featured, illustrated by photography and video. Discovery will be promoted throughout the year in TFWA communications to maximise traffic. No other medium can offer such carefully targeted, year-round exposure.

**For details on how to set up your brand page, please contact Nicole Daniells (*see page 4 for contact details*).**





# THE TFWA MARKET NEWS

Access button is located  
on the homepage of the  
TFWA 365 platform



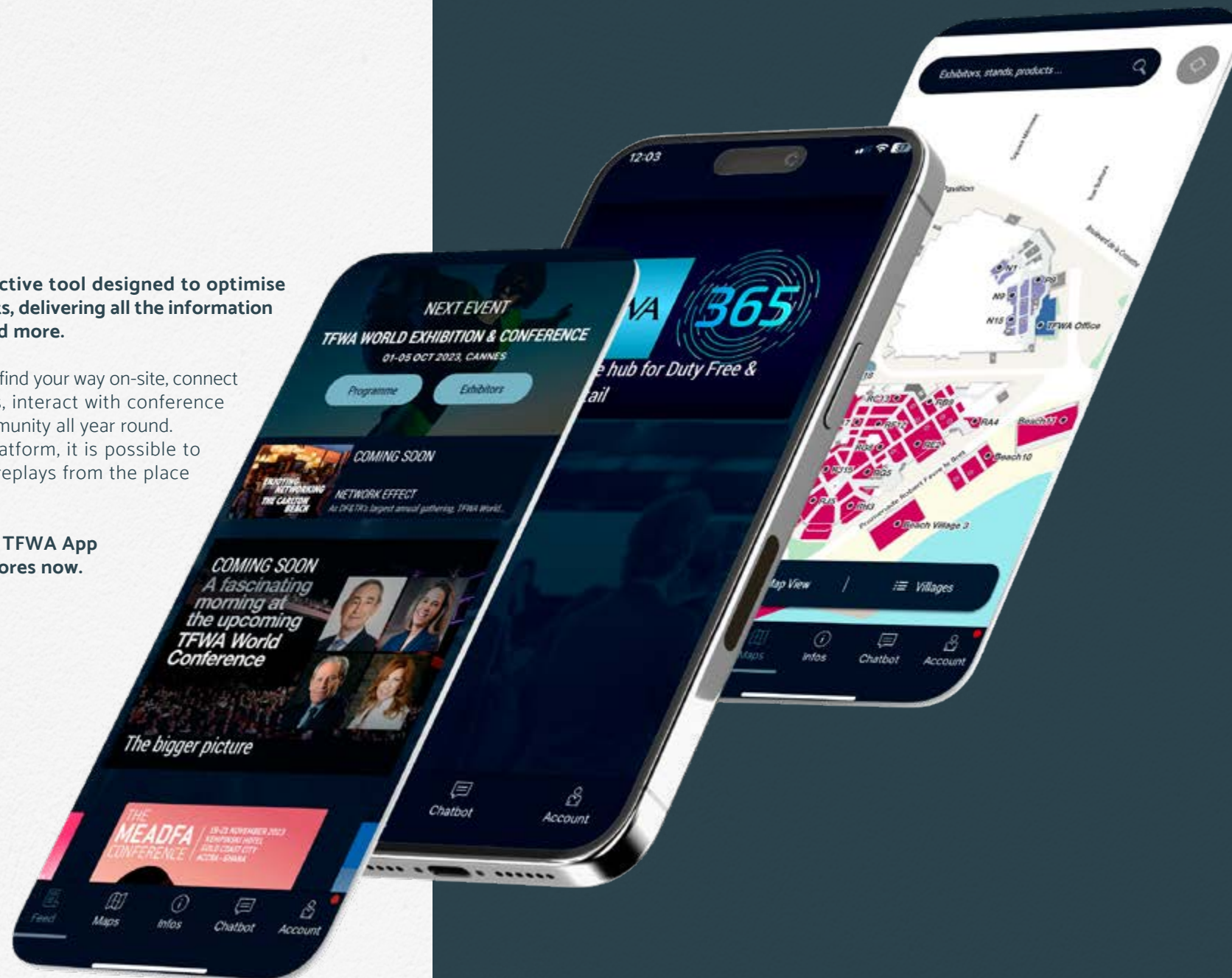


# TFWA APP

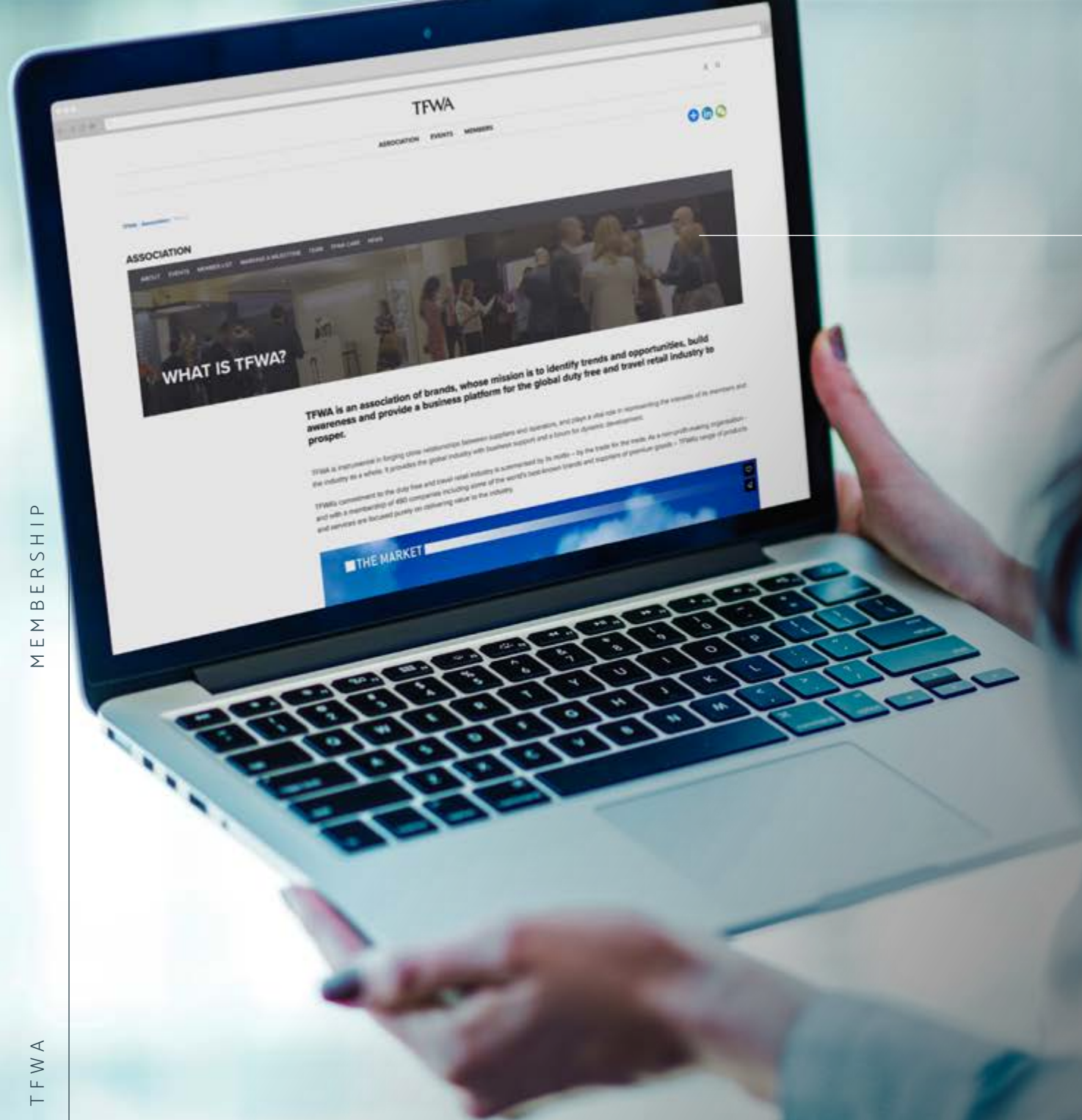
The TFWA App is a powerful, interactive tool designed to optimise Members' experience at TFWA's events, delivering all the information they need to participate, network and more.

The App enables you to plan your event, find your way on-site, connect and meet with your business partners, interact with conference speakers and be part of the TFWA community all year round. With a direct link to the TFWA 365 platform, it is possible to register and watch live webinars and replays from the place most convenient to you.

TFWA members can download the TFWA App from the Apple and Google Play stores now.







## TFWA.COM

**The dedicated Association website, TFWA.com, offers a number of resources available exclusively to TFWA members:**

- The full detailed Members' Database, including contact details for all TFWA members
- Logo and Member mention on TFWA World Exhibition & Conference and TFWA Asia Pacific Exhibition & Conference Exhibitor lists
- Member's news
- TFWA Research studies, dating back to 2004
- The TFWA Handbook
- TFWA Annual Report
- Statutes and Rules & Regulations of TFWA

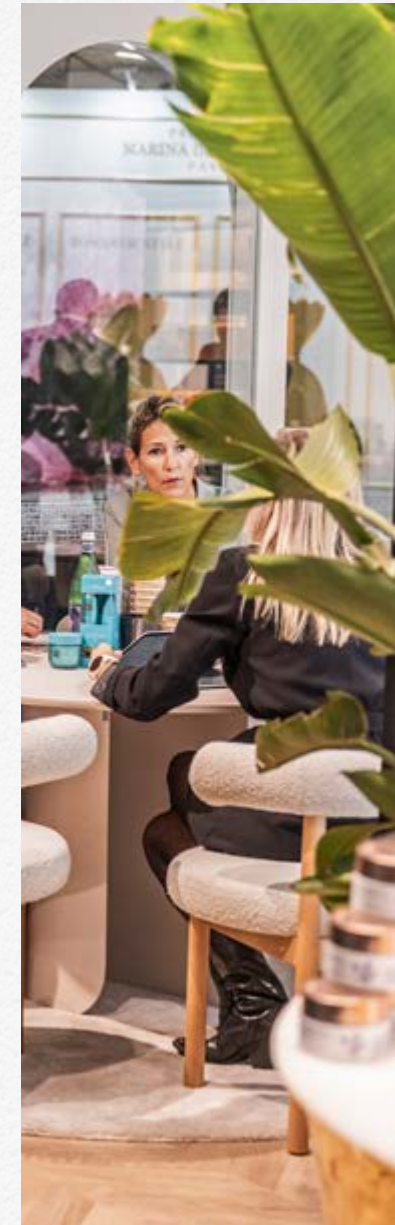




## 5. APPROVED PARTNERS

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TFWA WORKS WITH A NUMBER OF APPROVED BUSINESS PARTNERS WHO ARE PLEASED TO OFFER THEIR SERVICES TO TFWA MEMBERS AT A DISCOUNTED RATE. AS A MEMBER, YOU CAN BENEFIT FROM DISCOUNTS ON SERVICES, AND EVEN PREFERENTIAL RATES NEGOTIATED WITH KEY INDUSTRY PARTNERS.







# RECRUITMENT

## BETHE1

**Find the best candidates in the duty free & travel retail industry with BeThe1, a leading international recruitment consulting boutique specialised in fashion, beauty, retail and travel retail for 25 years.**

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

BeThe1 operates the websites [www.BeThe1.com](http://www.BeThe1.com) and [www.TravelRetailJobs.com](http://www.TravelRetailJobs.com), pooling 200,000 fully registered professionals including 20,000 in duty free & travel retail alone.

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

### **BETHE1 OFFERS:**

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

**TFWA members will be offered a 10% discount on assignments.**

| Find out more at [BeThe1.com](http://BeThe1.com)





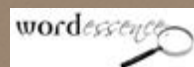
TFWA

MEMBERSHIP

2025

# COPYWRITING

## WORDESSENCE



**Clear, concise copy tailored to your needs.**

Providing targeted business writing services to help organisations get the most from their written and spoken communications, Wordessence has extensive experience in travel retail. Our clients include some of the industry's leading players. TFWA members can now enjoy a preferential rate for the first assignment.

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

### **WORDESSENCE CREATES COPY FOR A WIDE RANGE OF PURPOSES, INCLUDING:**

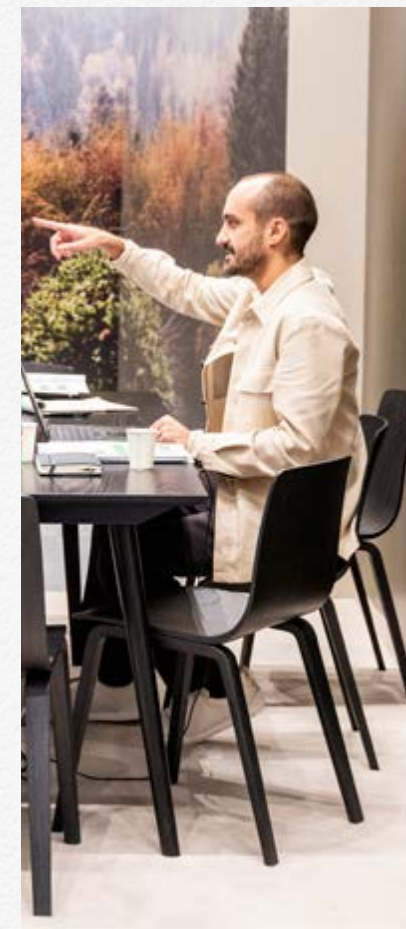
- Brochures and packaging
- Websites and social media posts
- Newsletters and presentations
- Brand guidelines
- Thought leadership papers and feature articles
- Speeches and scripts
- Concession bid documents

**TFWA members can now enjoy a 50% discount on our usual fees for the first assignment.**

For more information, please contact  
James Clarke: [info@wordessence.co.uk](mailto:info@wordessence.co.uk)  
Web : [www.wordessence.co.uk](http://www.wordessence.co.uk)



WORKING IN ENGLISH AND FRENCH, WE COVER MOST PRODUCT CATEGORIES AND WRITE FOR BOTH TRADE AND CONSUMER AUDIENCES.







# INSIGHTS

## M1ND-SET



**m1nd-set is a Swiss-based marketing intelligence agency specialized and leading in travel research, and has provided travel retail & duty free research and consulting to suppliers, retailers and industry associations on all continents for 17 years. Over 130 organizations have already worked with m1nd-set, which makes the agency the clear market leader.**

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

m1nd-set's Business Intelligence Service "B1S" provides an interactive and multi-dimensional approach to two key information sources: The first is behavioural data for all categories, based on around 250,000 interviews at over 60 airports around the world. It was launched in 2016 and allows users to analyse trends over time. The second module provides comprehensive air traffic and forecast data (the only source including direct ticket sales from nearly 500 airlines, all booking systems and global travel agencies) for 1,500 airports and all nationalities in the world. Subscribers have access to the data 24/7, allowing interactive analysis within and between the different information sources.

**TFWA members benefit from a 10% discount on subscriptions to m1nd-set's B1S service.**

**To find out more, please contact m1nd-set on:**

**Tel: +41 21 925 50 25**

**Email: [info@m1nd-set.com](mailto:info@m1nd-set.com)**

**Web: [www.m1nd-set.com](http://www.m1nd-set.com)**





## FORWARDKEYS



### PREDICTING TRAVELLERS' IMPACT ON RETAIL

ForwardKeys is trusted by businesses worldwide to deliver actionable insights through unmatched travel data and innovative solutions. As a global leader in travel intelligence, ForwardKeys delivers real-time and predictive analysis of 4,750 airports, 900 airlines and 4.5 billion annual passengers, helping brands and retailers better understand and anticipate traveller behaviour.

ForwardKeys' proprietary algorithms, powered by advanced AI and machine learning, process millions of data points daily, offering unmatched granularity to inform strategic decisions in marketing, operations, and growth. Brands and retailers can gain hyper-targeted information about geographic areas, enabling more effective marketing, store placements, and strategic planning.

By leveraging detailed travel behaviour data across nationalities, routes, regions, and seasonality, ForwardKeys helps businesses focus their strategies, giving them a competitive edge and maximising growth opportunities.

**Brand & retailers can access and interact with this data via market-leading solutions including ForwardKeys Connect and Traveller Statistics as well as Consultancy Services.**

- **TRAVELLER STATISTICS IS FORWARDKEYS'** intuitive dashboard solution for brands, retailers and media to deliver actionable insights through key traffic metrics across all airports and nationalities.
- **DATASMARTS VIA FORWARDKEYS CONNECT** provides no-code access to an extensive library of prebuilt Data Smarts with seamless integration into your own dashboards allowing you to generate custom insights.
- **CONSULTANCY SERVICES** with personalised support to interpret and contextualise data with privileged access to the experts behind the data.

**TFWA members can access a 10% discount on new subscriptions to Traveller Statistics.**



**For more information:**  
**Web :** [www.forwardkeys.com](http://www.forwardkeys.com)  
**Call:** +34 962 063 973  
+33 6 61 66 24 71  
**Email:** [info@forwardkeys.com](mailto:info@forwardkeys.com)  
**LinkedIn:** [Forwardkeys](https://www.linkedin.com/company/forwardkeys)





## PI INSIGHT



Pi Insight is Travel Retail's leading category development, research, data & insight specialist. Working with global brands, retailers and industry associations, Pi Insight transforms data into actionable insight that gives clients clear strategic direction across a wide range of industry themes.

**With expertise across all Travel Retail channels and product categories, Pi Insight creates user friendly assets that inform decision making through three core pillars:**

### SHELFTRAK & CATEGORY MANAGEMENT

ShelfTrak is a unique on-line tool that allows clients to benchmark at-shelf prices, promotions and analyse the metrics of physical retail execution across key categories in the world's biggest airports and duty free stores. The ShelfTrak platform also provides the foundations for Pi Insight's Category Management services. Pi work with brands and retailers to optimise the store environment through assortment management, category layout and price and promotion strategy. Resulting in the Perfect Store development, Pi's Category Management service aims to transform and improve the shopper interface.

### DATA MANAGEMENT

Pi Insight provide data warehousing, processing, and management of complex Travel Retail sales data. Through a full service approach, Pi Insight take raw data files and develop these into consolidated, user friendly and accessible data assets.

### RESEARCH

Pi Insight have expertise across a range of research methodologies including in-location & online interviewing and advanced analytics to provide client-specific solutions including shopper behaviour studies, price elasticity, packaging concept testing, segmentation studies and brand tracking studies among many others. Pi insight also provide syndicated reports using the annually updated, Global Shopper Database.

**TFWA members benefit from a 10% discount on all Pi Insight's bespoke research services.**

**To find out more,  
please contact pi insight on:**  
**Tel: +44 7812 811 220**  
**Email: [info@pi-insight.com](mailto:info@pi-insight.com)**  
**Web: [www.pi-insight.com](http://www.pi-insight.com)**





# PRESS

## TEMPLEMERE



**Award-winning PR consultancy Templemere PR manages media relations for TFWA and its events, as well as duty free and travel retail brands. We have helped companies communicate effectively with their potential and existing clients for over 20 years, and combine imaginative ideas with genuine understanding of what does and doesn't work in PR.**

Based in London, we work with clients from across the globe. Whether the brief is to promote the launch of a new product, build a contract-winning thought leadership profile, raise brand awareness, or simply to secure great coverage around key trade shows, those who choose to partner with us get sensible advice from people who know what they're talking about.

**TFWA members will be offered a 10% discount on their PR programme.**

**To find out more about how the Templemere PR team can help you and your brand, please contact Daisy Rachlin:**  
**Tel:** +44 (0) 20 3948 1430  
**Email:** [daisy@templemerepr.co.uk](mailto:daisy@templemerepr.co.uk)  
**Web:** <https://www.templemerepr.co.uk/>







TFWA MEMBERS GAIN ACCESS TO THE FULL ARCHIVE OF THE ASSOCIATION'S RESEARCH STUDIES, AVAILABLE TO DOWNLOAD VIA TFWA.COM.



## 6. OTHER SERVICES

### ON-SITE BENEFITS AT TFWA EVENTS

Members are encouraged to attend the Annual General Meeting during TFWA World Exhibition & Conference, where they have the right to vote on various issues relating to the management of the Association. Access to the exhibition on Thursday is complimentary for members wishing to attend the AGM.

#### **Special “Member” mention in official event publications**

Keep an eye out for news of further on-site benefits as plans for TFWA's events in 2025 take shape.





## TRADE PRESS DISCOUNTS

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

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

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

## TFWA'S PARIS OFFICE AT YOUR DISPOSAL

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

**Please contact Sabine or Nicole 48 hours in advance of your visit to check office space availability and we will send confirmation by email.**





# 7. HOW TO APPLY FOR MEMBERSHIP

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TFWA MEMBERSHIP IS ON A CORPORATE BASIS. COMPANIES SEEKING TO JOIN TFWA NEED TO MEET CERTAIN CRITERIA, AND APPLICATIONS ARE REVIEWED AT REGULAR INTERVALS DURING THE YEAR. THIS SECTION SETS OUT THE REQUIREMENTS AND PROCEDURE FOR JOINING.







## MEMBERSHIP CRITERIA

The applicant must be a brand-owner, worldwide distributor or licensee. Distributors and licensees should provide written proof from the brand-owner of their distribution rights to the brand(s) they wish to represent. If the distribution or licensing rights change, TFWA may review the company's membership.

**The applicant should demonstrate a commitment to the duty free and travel retail industry. The brand(s) distributed by the applicant should come from one of the following product sectors:**

- Wine / Spirits / Beers / Non alcoholic beverages
- Tobacco / Smokers' accessories
- Perfumes / Cosmetics
- Fashion / Accessories / Sunglasses / Luggage
- Jewellery / Watches / Writing instruments
- Gifts / Toys / Souvenirs / Home decorations
- Confectionery / Fine food / Food supplements
- Electronics / Travel accessories





# APPLICATION REVIEW

**TFWA's Management Committee is responsible for reviewing membership applications and does so four times a year.**

Successful applicants can choose to join immediately, gaining instantaneous access to membership benefits. In this case, a fee of €1200 excluding VAT applies to companies.

**If you would like to complete the on-line application form, please ask:**

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

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





## 8. MEET THE TEAM

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## TFWA BOARD



PRESIDENT  
**Philippe Margueritte**



VICE-PRESIDENT  
FINANCE  
**Jean-Pierre Bombet**  
Spa Développement / Be Relax



VICE-PRESIDENT  
COMMERCIAL  
**Erin Lillis**  
Lacoste



VICE-PRESIDENT  
CORPORATE  
**Sam Gerber**  
Worldconnect



VICE-PRESIDENT  
CONFERENCES  
& RESEARCH  
**Loukia Alepochoriti**  
Imperial Brands PLC



VICE-PRESIDENT  
MARKETING  
**Hervé Ducros**  
Chanel







# TFWA MANAGEMENT COMMITTEE PERFUMES COSMETICS



**Frédéric Garcia-Pelayo**  
Interparfums  
COMMERCIAL  
SUB-COMMITTEE



**Hervé Ducros**  
Chanel  
TFWA VICE-PRESIDENT  
MARKETING



**Arnaud de Volontat**  
Altimetre  
FINANCE  
SUB-COMMITTEE



**Priscilla Haibe de Walque**  
Payot  
CORPORATE  
SUB-COMMITTEE



**Guido Tappeser**  
L'Oréal Travel Retail  
FINANCE  
SUB-COMMITTEE







# TFWA MANAGEMENT COMMITTEE PERFUMES COSMETICS



**Elodie Planchon**  
Parfums Christian Dior  
CONFERENCE  
& RESEARCH  
SUB-COMMITTEE



**Lotte Rozemuller**  
Rituals Cosmetics  
MARKETING  
SUB-COMMITTEE



**Benoît Davaillon**  
Caudalie  
COMMERCIAL  
SUB-COMMITTEE







# TFWA MANAGEMENT COMMITTEE PERFUMES COSMETICS



**Kaatje Noens**  
Puig  
MARKETING  
SUB-COMMITTEE



**Simona Sangalli**  
Collistar S.p.A.  
CONFERENCE & RESEARCH  
SUB-COMMITTEE



**Valérie Hospital**  
Coty  
COMMERCIAL  
SUB-COMMITTEE



**Olivier Mariotti**  
Éditions des sens  
CORPORATE  
SUB-COMMITTEE





# TFWA MANAGEMENT COMMITTEE

## WINE/SPIRITS/BEERS/ NON ALCOHOLIC BEVERAGES



**Donatienne de Fontaines-Guillaume**  
Moët Hennessy  
MARKETING  
SUB-COMMITTEE



**Pier Giuseppe Torresani**  
Masi Agricola  
CONFERENCE &  
RESEARCH SUB-  
COMMITTEE



**Philippe de Marcilly**  
Albert Bichot  
MARKETING  
SUB-COMMITTEE



**Oliver Storrie**  
Quintessential  
Brands Group  
FINANCE



**Nathalie Roelands**  
Duty Free Global  
COMMERCIAL  
SUB-COMMITTEE



**Giacomo Marzotto**  
Herita Marzotto Wine Estates  
CORPORATE  
SUB-COMMITTEE



**Violaine Creuzé**  
Gonzalez Byass  
COMMERCIAL  
SUB-COMMITTEE



**Anton Skobelev**  
Brown-Forman  
MARKETING  
SUB-COMMITTEE







# TFWA MANAGEMENT COMMITTEE TOBACCO/SMOKERS' ACCESSORIES



**Antonio Michel**  
JT International  
FINANCE  
SUB-COMMITTEE



**Loukia Alepochoriti**  
Imperial Brands  
CONFERENCE & RESEARCH  
TFWA VICE-PRESIDENT



**Jean-Christophe Hollay**  
Oettinger Davidoff  
CORPORATE  
SUB-COMMITTEE



**Banu Eksi**  
Philip Morris World Trade  
COMMERCIAL  
SUB-COMMITTEE





# TFWA MANAGEMENT COMMITTEE

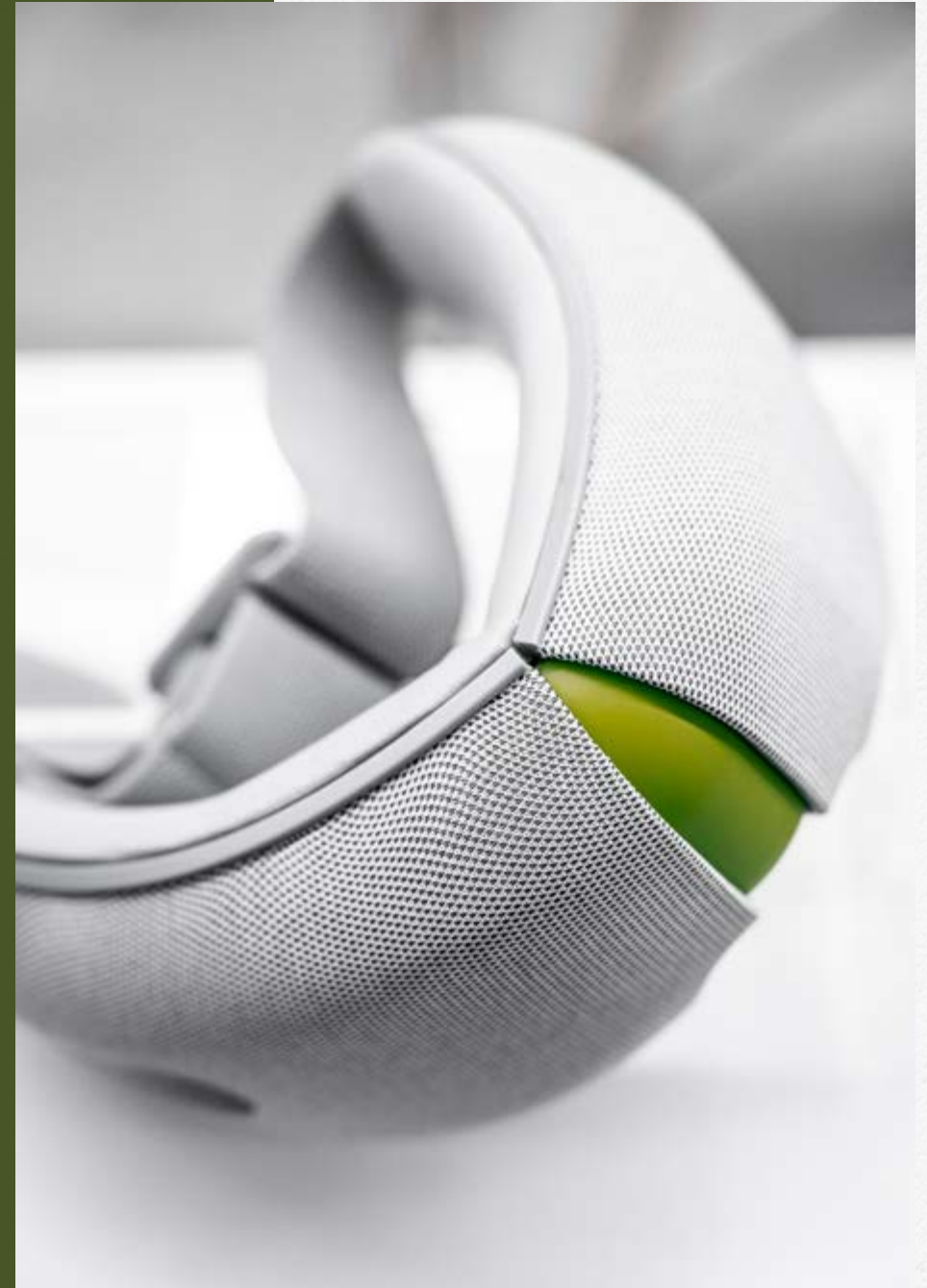
## ELECTRONICS/TRAVEL ACCESSORIES



**Sam Gerber**  
WorldConnect  
TFWA VICE-PRESIDENT  
CORPORATE



**Jean-Pierre Bombet**  
Spa Developpement /  
Be Relax  
TFWA VICE-PRESIDENT  
FINANCE







# TFWA MANAGEMENT COMMITTEE

## CONFECTIONERY/FINE FOOD/ FOOD SUPPLEMENTS



**Fabrizio Canal**  
Food Accademia  
COMMERCIAL  
SUB-COMMITTEE



**Carlos Granados**  
Mondelez World Travel Retail  
CONFERENCE  
& RESEARCH SUB-COMMITTEE



**Aisling Walsh**  
Butlers chocolates UC  
CONFERENCE & RESEARCH  
SUB-COMMITTEE



**Peter Zehnder**  
Lindt & Sprüngli  
CORPORATE  
SUB-COMMITTEE





# TFWA MANAGEMENT COMMITTEE

## GIFTS/TOYS/SOUVENIRS/ HOMEWARE



**Sebastian Alt**  
Lego GMBH  
CONFERENCE  
& RESEARCH  
SUB-COMMITTEE







# TFWA MANAGEMENT COMMITTEE

## FASHION, ACCESSORIES SUNGLASSES, LUGGAGE



**Alessio Crivelli**  
EssilorLuxottica  
COMMERCIAL  
SUB-COMMITTEE



**Francis Gros**  
Ermenegildo Zegna  
CONFERENCE & RESEARCH  
SUB-COMMITTEE



**Giada Cappelletti**  
Coccinelle  
CORPORATE  
SUB-COMMITTEE



**Simone Scodellaro**  
Bally  
MARKETING  
SUB-COMMITTEE



**Erin Lillis**  
Lacoste  
TFWA VICE-PRESIDENT  
COMMERCIAL



**Gloria Dix**  
Victorinox AG  
FINANCE  
SUB-COMMITTEE





# TFWA MANAGEMENT COMMITTEE

## JEWELLERY/WATCHES/ WRITING INSTRUMENTS



**Nikolas Hogrefe**  
Hanse Travel Retail  
CORPORATE  
SUB-COMMITTEE



**Nadia Skouri**  
Buying The Sky  
MARKETING  
SUB-COMMITTEE



**Alessandra Visconti**  
Reflecta  
MARKETING  
SUB-COMMITTEE





# TFWA STAFF

## EXECUTIVE OFFICE



**Franck Waechter**  
MANAGING DIRECTOR



**Emilie Vin**  
PA TO PRESIDENT  
& MANAGING DIRECTOR

## EXHIBITIONS DEPARTMENT



**Myriem Chalabi**  
EXHIBITIONS DIRECTOR



**Isabelle Régnier**  
ADVERTISING  
& SPONSORSHIP  
MANAGER/TFWA I.LAB  
SALES MANAGER



**Mona Lebrasseur**  
EXHIBITIONS  
SALES MANAGER



**Séverine Robbes**  
OPERATIONS  
MANAGER



**Nan Metais**  
SALES  
ADMINISTRATION  
MANAGER





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**Cécile Lamotte**  
MARKETING DIRECTOR



**Maud Bruneau**  
COMMUNICATION MANAGER

## CONFERENCE, RESEARCH & CORPORATE DEPARTMENT



**Michele Miranda**  
CONFERENCE DIRECTOR



**Lucia Ranz**  
CONFERENCE PROJECT  
MANAGER



**Sabine Parmentier**  
MEMBERSHIP  
& ADMINISTRATION  
MANAGER



**Nicole Daniells**  
MEMBER SERVICES  
MANAGER





# TFWA STAFF

## IT DEPARTMENT



**Ana Homawoo**  
IT & TECHNICAL  
DIRECTOR



**Shakil Sobhun**  
IT PROJECT MANAGER



**Christian Huynh**  
IT SYSTEMS  
CO-ORDINATOR



**Axel Trilland**  
IT SYSTEMS  
CO-ORDINATOR



**Nelly Seenarain**  
HELPDESK ASSISTANT

## FINANCE & HUMAN RESOURCES DEPARTMENT



**Lorena Casal**  
FINANCE & HR DIRECTOR



**Carole Berrebi**  
ACCOUNTING  
MANAGER



**Dimitri Salamite**  
ACCOUNTANT





