



TFWA was founded in 1984 with a mission to identify the trends & opportunities, build awareness and provide a business platform for the global duty free and travel retail industry. Glad to be part of the 36th TFWA World Exhibition & Conference in Cannes, France. It is integral from many perspectives and specially one of the important business togetherness, when the world is fighting against the Covid19. The participation is comparatively low with only 260 brands being showcased but it is definitely encouraging looking at what we experienced in the last 18 months. Amazingly the organisers did their best and special mention of the Managing Director JOHN RIMMER and the President JAYA SINGH.



From the Editor's Desk  
Cheers - Malay Kumar

## TFWA Tax Free World Association, Cannes

THE DUTY FREE AND TRAVEL RETAIL GLOBAL SUMMIT.



Jaya Singh, the president since 11th of Dec 2020 of the TFWA association, is generous enough to share his thoughts with the principal companies and brand owners. He urged the **travel-retail and duty-free industry** to develop stronger business relationships by working in **"closer collaboration, talking to each other and harnessing our collective efforts"**, to **"remake the business for the post-pandemic era"**. He also highlighted his three invaluable lessons of the recent past, effective sharing of data among organisations, rationalisation of

product ranges and lastly more pragmatic, disciplined approach towards business to perform better. He stressed on the point that no single person or company has all the answers, but by collaboration, talking to each other and with collective efforts the remake of business is possible in the post-pandemic era.

In this TFWA, delegates participated both in person and virtual. The TFWA Lounge in participation with Qatar Duty Free has had a specific theme each evening at Carlton Beach. The evening event was also supported and sponsored by **Interparfums, Quintessential Brands, Duty Free Global, Perfetti Van Melle, Heineken, Pernod Ricard, Bonne Maman, Valrhona, and Mionetto**. On the second day **WiTR - Women in Travel Retail** raised around **17,000 Euro for ImpactHK**, the charity helps women experiencing homelessness to settle in a safe place, restore their mental and physical well-being. Last night it was time for **Frontier Awards 2021**, which celebrate the very best of **innovation, creativity and excellence** within the travel retail sector.



**Alex Verdutti**  
Executive Director Buss. Dev International  
Tokuoka Holdings - Japan



**Chiara Pinamonte**  
Chiara Pinamonte - Pasqua - Italy



**Dario Camilotto**  
Export Manager - Bottega SpA  
- Italy



**Ellen Torvi**  
Ellen Torvi - Marketing Director  
Gold Bar - San Francisco



**Mauro Piliu**  
Export Director - Stock International  
Italy



**Flavio Geretto**  
Flavio Geretto - Global Export Director  
Villa Sandi Spa - Italy



**Laurent Savin**  
International Business Development Manager  
Waldemar Behn - Germany



**Loreto Guedelhoefer**  
Export Manager Global Travel Retail  
VSPT - Chile



**Rajiv Bhatia**  
Advisor P&B wines & Macduff International  
London



**Roman Vashkolup**  
Roman Vashkolup - Global DF & Travel  
Retail Director - Bayadera Group - Ukraine



**Ruslan Grigoryev**  
Ruslan Grigoryev - Development Director  
Ladoga Group - Russia



**Shigehiro Kondo**  
CEO - Choya, Japan



**Simon Roffe**  
Business Development Director  
Penderyn Distillery - UK

During those three days we met many professionals across the globe, sharing thoughts about personal and professional life. Lots of learnings and this TFWA will always remain in memory as an ice breaker from the pandemic and mentally putting us back in business from a global perspective.