



Business Forum 2017

Future Opportunities for Duty Free

A one day workshop – free of charge for

Corporate Members of ETRC and Members of National Associations

Brussels Airport Sheraton Hotel

Thursday, January 26th, 2017

Moderator: *Jacques Parson, Vice President Marketing & Communication – ETRC*

Agenda

09.00 – 10.00 Welcome coffee & networking

Session 1: Setting the Scene for the Duty Free & Travel Retail Market in Europe

10.00 – 10.15 Welcome & Opening Address

Sarah Branquinho, President – ETRC

Sarah will give an update on the portfolio of activity undertaken by ETRC on behalf of its members.

10.15 – 10.40 European Airports Travel Retail Business Performance 2016

Fulvio Fassone, Vice President Business Development – ETRC

In this popular session, Fulvio will share the latest market performance and trends in 2016 from ETRC's own industry sales index, compiled in co-operation with Generation, as well as airport business developments.

10.40 – 11.00 Roadmap to Brexit: Exploring The Timetable And Potential Outcomes For The Duty Free Industry

Keith Spinks, Secretary General – ETRC

In this presentation, Keith will set out the timetable, opportunities, barriers and threats that Brexit presents.

Coffee Break (11.00 – 11.30)

Session 2: Brexit: Impact and Opportunities

11.30 – 12.15 Keynote Address

Damian Collins, Member of UK Parliament for Folkstone

Followed by a Q&A

12.15 – 13.15 Opportunities For The Duty Free Industry

Panel discussion: chaired by Sarah Branquinho, President – ETRC

Philippe Hautrive, EVP - Europe & Group Special Projects Development – Lagardère Travel Retail

François Bourienne, Group Commercial Director – AGS Airports

Steve Nutt, Head of On Board Service and Sales - Operations – P&O Ferries

Followed by a Q&A

Lunch (13.15 – 14.15)

Session 3: Policy Issues in the Spotlight

14.15 – 15.00 Information to Consumers in Travel Retail

Lorcan O'Flaherty, Hume Brophy

This session will look at the current regulatory landscape for information to consumer labelling and the work that ETRC has been undertaking with regards to innovative ways of informing consumers.

Followed by a Q&A

15.00 – 15.30 Tobacco Updates From 2016

Dr. Jennifer Cords, Corporate Affairs Manager, Global Travel Retail – Imperial Brands

Keith Spinks, Secretary General – ETRC

Review of the current challenges and emerging concerns for the tobacco category.

Session 4: Research

15.30 – 16.00 Latest trends and development in TR & DF in Europe

Peter Mohn, Owner & CEO, m1nd-set

Conducted exclusively for ETRC, this research gives a holistic overview of the latest trends and development in Travel Retail in Europe. New Consumer Insights, the importance of multi-channel communication with Travelers, and exclusive air traffic data.

16.00 – 16.10 Concluding Remarks

Sarah Branquinho, President – ETRC

16.10 - 17.00 Networking

About the European Travel Retail Confederation

The European Travel Retail Confederation (ETRC) is an industry association for the duty free and travel retail industry in Europe, serving the industry and its members to help create the right environment to allow the industry to achieve its potential and protect it when challenges arise.

ETRC is composed of national and regional affiliated trade associations representing over 200 European companies, Tax Free World Association (TFWA) representing 500 brand companies, and direct corporate membership from individual companies working in the duty free and travel retail trade across Europe and beyond. The European Travel Retail Confederation's operations are directed by its Supervisory and Managing Boards and carried out by a full-time secretariat. For more information about the organisation, please see our website – www.etcrc.org

