



Press Release – For immediate release

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Largest turnout at ETRC Annual Business Forum reflects rising optimism in Duty Free

The European Travel Retail Confederation annual Business Forum meeting, held today at the Brussels airport Sheraton hotel, brought together more than 100 leading industry representatives to focus on challenges and opportunities. The forum, titled 'Future Opportunities for Duty Free & Travel Retail', explored the key opportunities and challenges faced by the Duty Free & Travel Retail sector across Europe.

Key topics such as meeting increasing demands for providing information to consumers were discussed along with opportunities arising through Brexit and challenges in tobacco retailing. Thought provoking, innovative talks were met with informed contributions from ETRC members and guests throughout the day.

ETRC welcomed contributions from leading industry figures and Damian Collins, MP for Folkestone and Hythe, Chair of the House of Commons Select Committee for Culture, Media, and Sport as keynote speaker. Mr Collins spoke about the process in the UK towards Brexit and its relevance to the industry's aim to bring back duty and tax free sales. Mr Collins continued by engaging in a lively discussion with participants through a subsequent Q & A session, where members and guests seized the opportunity to pose questions.

A panel discussion explored the importance of duty free and travel retail to key transport infrastructure financing for airports, ports and the ferry business, and the opportunities and potential challenges for the UK and the EU duty free business arising from Brexit.

A key focus of the annual forum was meeting the demands of product communication to consumers. ETRC members were provided with live demonstrations of potential off the pack solutions using readily available technology. The demonstration provoked a lively debate and recognition of the role ETRC is playing in leading this initiative to find industry solutions.

Peter Mohn, owner and CEO of m1nd-set, presented the results of research specially conducted on behalf of the ETRC which provided a holistic overview of the latest trends and developments in travel retail in Europe. Including new consumer insights and the importance of multi-channel communication with travelers.





Following the event, ETRC President Sarah Branquinho stated: “ETRC is a membership driven organisation. We are therefore delighted that once again we have surpassed previous years in terms of attendance as well as member engagement. From Brexit, through labelling to changing consumer habits, the Duty Free & Travel Retail industry continues to face significant challenges. It is therefore more important than ever that we come together and pro-actively work on innovative solutions to meet regulatory demands and expectations. ETRC looks forward to continuing to be at the forefront of such efforts and working with our members to promote and safeguard the interests of the duty free & travel retail industry.”

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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.etrc.org





