



Press Statement – For immediate release
27.01.2022

Virtual ETRC Business Forum 2022 gathers 250 participants to discuss future of Travel Retail

The 2022 edition of the Annual ETRC Business Forum which took place across two online sessions today drew participation from almost 250 attendees representing over 100 organisations coming from the full spectrum of the European Duty Free and Travel Retail channel.

Speakers covered key issues impacting the present and future of Travel Retail, including COVID-19 and Brexit with travel retailers, environmental challenges with experts from the transport and tourism sector, and air passenger forecasts with ForwardKeys. ETRC also briefed the audience on policy priorities such as Arrivals Duty Free in the EU, Brexit, threats to product categories and digital labelling while the Duty Free World Council (DFWC) presented the renewed Certificate Course of the DFWC Academy.

Notably, the ETRC Business Performance Index was relaunched at the Forum, compiled by Pi Insight thanks to data contributed by participating Travel Retailers and the support of ForwardKeys for passenger data.

The Index showed the dramatic impact that the ongoing COVID-19 crisis has had on the European airport retailing sector. Sales suffered a -72.6% decline in 2020 in Europe as a result of shops closure and international passenger declines. Whilst 2021 continued to be significantly impacted, Travel Retail sales were recovering at a quicker rate than international passenger numbers, with YTD sales growth of 8.8% vs. 2020, driven by a significant resurgence in Q3 2021 (-49% vs. Q3 2019 levels). Improvement can be seen in all product categories, while spend per passenger has increased significantly in 2021, with an increase of 14% in 2021 YTD spend per passenger levels vs. YTD 2019.

It was also announced that ETRC would endorse the “Toulouse Declaration on future sustainability and decarbonisation of aviation” at the EU Aviation Summit organised by the French Presidency of the Council on 4 February. This marks the first commitment of ETRC towards the development and adoption of a clear strategy identifying areas for action in the field of sustainability in collaboration with its members.



Nigel Keal, outgoing President of ETRC, said: “Whilst we had hoped to meet with our members in person for this Forum, we are nonetheless very pleased with the great attendance and the quality of the discussions we had today. I am confident the two sessions have delivered actionable data and content to help our members understanding the challenges our business is facing as well as grasping opportunities.”

Jennifer Cords, newly appointed President of ETRC, commented: “Despite challenging conditions, the figures showed today demonstrate the resilience of our industry when the right framework is in place. I look forward to continuing supporting our members preparing for 2022 and beyond, as ETRC commits to a new sustainability agenda with the endorsement of the ‘Toulouse Declaration’. The opportunity to join this landmark initiative reflects the vital work of ETRC in highlighting the importance of Travel Retail in the transport ecosystem.”

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NOTE TO EDITORS

Compiled with the expertise of Pi Insight, the ETRC Business Performance Index presents trends on aggregated sales movements covering airside airport retail in sales across four main categories – Beauty, Liquor, Confectionery & Fine Foods and Tobacco. The Index covers airports responsible for more than 90% of European traffic. PAX data is powered by ForwardKeys Traveller Statistics Tool.

For more information, please contact:

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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