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Secretary General



Defending our industry



MEADFA Conference, Oman
26 November 2019

Safeguarding Duty Free Tobacco Sales



World Health Organization

- Illicit Trade Protocol (ITP) – Legally binding protocol to the Framework Convention of Tobacco Control (FCTC)
 - Calls for study into “the extent to which” duty free contributes to illicit trade
- Decision taken at WHO MOP1 in Geneva in October 2018 to delay the study for at least 2 years, and maybe longer
- Duty Free World Council (DFWC) campaign to kick off in January ahead of MOP2 meeting in November 2020
 - Guidance and support for engagement of regional associations and local stakeholders



MOP1

8-10 October 2018
Geneva, Switzerland

Protocol to eliminate Illicit
trade in tobacco products



FCTC

WHO FRAMEWORK CONVENTION
ON TOBACCO CONTROL

Tackling restrictions on hand baggage and confusion: Preserving the shopping experience

MESSAGE FOR **RYANAIR** PASSENGERS

You are allowed to bring airport shopping from The Loop onboard in addition to your carry-on luggage. The Loop offer a FREE "Shop & Collect" service for passengers flying within the E.U.

THE LOOP

**E.U. Flights Only.

LET YOUR SHOPPING
TAKE FLIGHT!



**Aeroporti
di Roma**

SHOPPING BY ROME
THE AIRPORT MALL

Self-regulation is not enough !

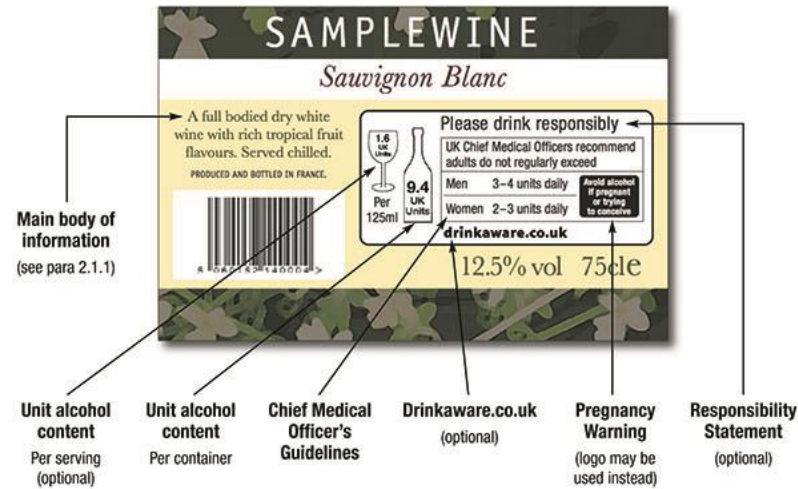


Take **Both**
Bags On-Board
Guaranteed

- ETRC lobbying to amend EU legislation to guarantee passengers can bring airport shopping onboard regardless of cabin bag allowances

Labelling requirements:

Impact on Duty Free and Travel Retail (DF&TR)



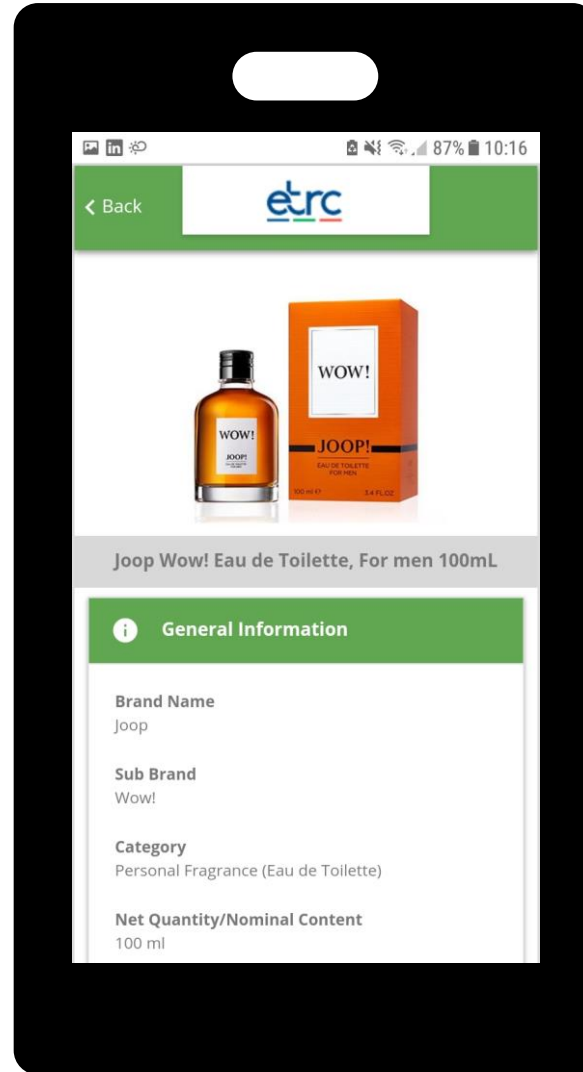
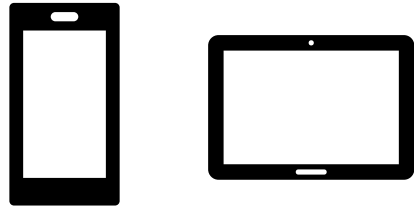
INGREDIENTS
Aqua, Cyclomethicone, Mica, Polybutene, Triisostearin, Prunus Persica Flower Extract, Betula Alba Oil, Lavandula Officinalis Oil, Paraffinum Liquidum, Propylene Carbonate, Methylparaben, Phenoxyethanol, Propylparaben, Lecithin, Alcohol Denat., BHT, Parfum, Aroma, cinnamyl Alcohol, Citronellol, [+/- CI 15580, CI 45430]

allergens / allergènes



- A growing issue affecting all categories and all regions
- Impossible to meet local language requirements on label
- Onerous supply chain requirements
- Travel Retail Exclusives at risk

Embracing digitalisation for compliance purposes



Objective: Recognition of digital labelling as a compliance tool to inform consumers in DF&TR



Addressing challenges together



asutil
Asociación Sudamericana
de Tiendas Libres



etrc

DFWCO
DUTY FREE WORLD COUNCIL
Serving duty free and travel retail worldwide



FDFA



Defending our industry is a common responsibility

- Defend the shopping basket
- Risk of domino effect

DF&TR industry must work in partnership to defend itself against challenges

- Regional level
- Local level

Convince regulators to provide adequate solutions to protect the future of Duty Free & Travel Retail

www.etrac.org



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