

Converging Channels

Exploring Blended Duty free, Food & Beverage, and Essentials Partnerships

Organised By:



Converging Channels

- Moderator:
 - Ameesha Raizada
Managing Editor, The Moodie Davitt Report
- Panelists:
 - Kate Herzig
Executive Vice President Duty Free North America, Avolta
 - Miguel Ruiz
CEO, Lagardère Travel Retail Peru
 - Andy Weddig
Executive Director, Airport Restaurant & Retail Association



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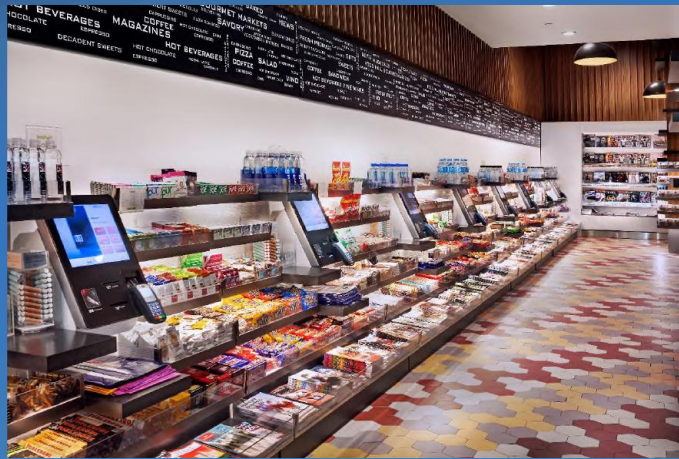
- or -

“Everything Old Is New Again”

Three Eras - 2006



Three Eras - 2016



Three Eras - 2026



Three Eras – Lagardère’s Newest Stores



Three Eras – Avolta’s Newest Stores



Converging Channels

- What's different?
- What's in it for the operator?
- What's in it for the airport?
- What's in it for the brand?
- What's in it for the passenger?

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The Connoisseur Collection + Blinded Tiger – JFK T8 International Airport



The Connoisseur Collection + Blinded Tiger – JFK T8 International Airport



Duty Free & Specialty – JFK T8 International Airport

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We develop and innovate through the creation and coordination of hybrid concepts, mixing retail, food & convenience



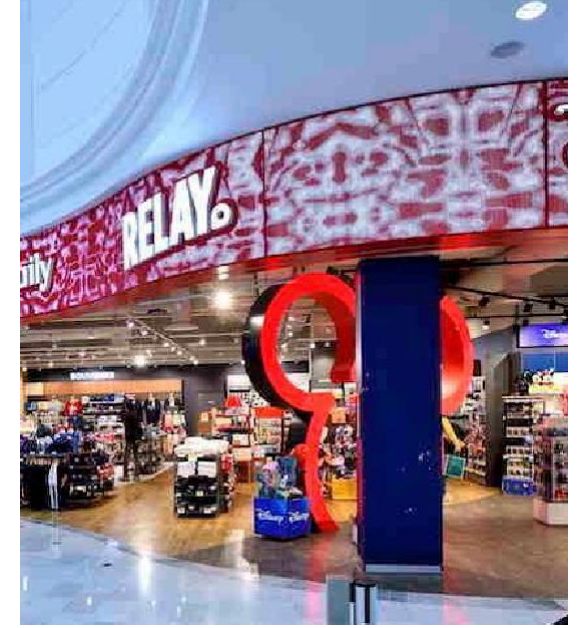
Bound
*Fashion & bar concept
Brisbane Airport*



Lego & Paper cafe
*Lego store & café concept
Dubai International Airport*



Yootoo
*Giraffe Restaurant & Comics Bookstore
Barcelona Airport*



RELAY x Disney
*RELAY & Disney store
Paris Charles de Gaulle Airport*



discover SINGAPORE

#02-73174175176177

I ♥ SG

COFFEE & TEA
咖啡与茶

MEMORY FOAM
NECK PILLOW 记忆纳枕

SINGAPORE

Lagardère
TRAVEL RETAIL



CAMEROUN

Lagardère
TRAVEL RETAIL





extime DUTY FREE PARIS



PARIS

Lagardère
TRAVEL RETAIL

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ONCE UPON A TIME
SUMMER
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ROME

Lagardère
TRAVEL RETAIL

discover BELEAST

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BORN & BRED BORN & BRED

BELFAST

Lagardère
TRAVEL RETAIL



BILBAO

Lagardère
TRAVEL RETAIL

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STARBUCKS

GOLDEN GROVE

MARKETPLACE
by Hudson



Starbucks + Golden Grove Marketplace – Sacramento International Airport



Starbucks + Golden Grove Marketplace – Sacramento International Airport



Eataly – JFK T8 International Airport

Bubbles on Fifth

HAUTE PARFUMERIE
NEW YORK



Bubbles on Fifth – JFK T8 International Airport (Opening Soon)

GOOD



BETTER



BEST



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- What's in it for the passenger?

Thank you!

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