



MEMBERSHIP INFORMATION

ABOUT APTRA



The Asia Pacific Travel Retail Association (APTRA) is a not-for-profit membership organisation that promotes and protects businesses operating in the travel retail market across Asia Pacific. Members include airports, retailers, brands, food & beverage operators and regional trade associations and the Tax Free World Association (TFWA).

Established in 2005 and based out of Singapore, APTRA's mission is to support the positive growth and development of the travel retail sector, encouraging collaboration among industry stakeholders and addressing common regulatory challenges faced by businesses in the region.

In a region of over 45 markets, APTRA is also the eyes and ears of the industry on regulatory developments, stepping in, when necessary, as the collective voice of the business community in government relations to protect the commercial interests of members and to seek opportunities for industry growth.

APTRA is a member of the Duty Free World Council and also collaborates with related industry associations, including the EU-ASEAN Business Council, Airports Council International (ACI), the European Travel Retail Confederation, the Pacific Asia Travel Association (PATA) and the Asia Pacific Tourism Association (APTA), amongst others.

STRATEGIC PILLARS

1 Advocacy & Regulation

Across Asia Pacific there are many regulatory challenges to navigate and keep track of, covering sustainability, labelling requirements, health issues, customs limits, taxation and many more. APTRA represents the industry when faced with these challenges, protecting the commercial interests of the Travel Retail market. A key regulatory objective is to protect travel retail from domestic market policies that are inappropriate for the dynamics of our industry.

With such a vast region, very few businesses have the resource to keep on top of these issues themselves and there are also occasions when they may not want to directly engage with governments. This is where APTRA steps in to represent collective industry interests.



We update members on regulatory changes in several ways:

Immediate crisis management when a major issue arises

Dedicated category group meetings with relevant members to discuss issues and to align on APTRA's strategic action and response in government relations.

Quarterly reporting to members on regulatory topics in major markets in Asia Pacific focused on issues impacting duty-free and tax-free allowances as a result of changing governmental policies on taxation and health related controls, labelling. The reports also track regulatory agenda building on key domestic market trends.

Currently we are supporting opportunities to increase arrivals value allowances in Korea and India through government relations to make the case for allowance reviews that have the potential to significantly increase the revenue potential across many categories in these key markets.

STRATEGIC PILLARS

2 Knowledge & Research

APTRA's knowledge sharing programme for 2024 includes a major conference in India in March. Throughout the year seminars and discussion panels include the APTRA Exchange at the TFWA Asia Pacific conference in May and an update on the APAC region at the DFNI Cruise Conference in June.

The APTRA India conference is the first Travel Retail event of its kind in the country since 2016. Since then the India market has evolved dramatically, accelerating and adapting through the pandemic to emerge as a major force on the global stage. The conference will provide a detailed study of the dynamics in India and the increasing influence of the Indian traveller in other markets across the globe.



ForwardKeys provide a quarterly regional traffic report exclusively for APTRA members.



A FORTNIGHTLY SUMMARY OF AVIATION & TRAVEL NEWS IMPACTING GTR

Each fortnight, the **APTRA Watch** provides members with an update of relevant regional and sector news from the wider travel/tourism/retail industries.

In 2024 we will be stepping up our focus on **Sustainability**, sharing and encouraging best practice among members to help guide the industry towards a collective advancement in industry standards.



STRATEGIC PILLARS

3 Networking & Connection

As a globally dispersed industry, doing business in travel retail relies heavily on networking and connections.

Getting together for relevant events such as the **APTRA Exchange** and for social occasions brings added value to our members. **The APTRA India Conference** in March 2024 includes plenty of opportunity for networking across two days and evenings.

On **12 May 2024**, the **APTRA Networking Lunch** returns to the Tanglin Club in Singapore following its great success in 2023, attended by almost 200 people. It's a perfect opportunity for the industry to get together before the business of the TFWA Asia Pacific conference gets underway. We are also planning other networking events over the summer/autumn months.



APTRA BOARD 2024

Led by the APTRA Board of eminent industry executives, who offer their time and industry expertise pro bono, we also actively support members with introductions and advice in support of their business development plans.



Auckland International Airport
Lucy Thomas



Australian Duty Free Association
Steve Timms



Chanel
Hervé Ducros



Changi Airport
Chandra Mahtani



Delhi Duty Free
Nuno Amaral



Lacoste
Erin Lillis
Secretary



Lindt
Susana Hueso
Treasurer



Loch Lomond Group
Luke Maga



JTI
Har Ying Pan



King Power Group (Hong Kong)
Sunil Tuli
President



Pernod Ricard
Simon Van Moppes



TFWA
Erik Juul-Mortensen



APTRA EXECUTIVE
Anne Kavanagh
Executive Director



Sharolyn Paul
Administrative & Membership Officer

APTRA MEMBERSHIP OPTIONS

CORE MEMBERSHIP

Available exclusively to landlords (e.g. airports, land border crossings, airlines, cruiselines, ferry operators, downtown duty free owners), brands, retailers, food & beverage operators, money-changers and travel retail related associations

Fees: US\$1950 (January-December 2024)

ASSOCIATE MEMBERSHIP

Available to any business outside the core membership categories that serves, or is affiliated to, the travel retail industry

Fees: US\$5650 (January-December 2024)

JOIN US!



MEMBERSHIP APPLICATION PROCESS:

Complete the attached form and return to **Sharolyn Paul: sharolyn.paul@aptra.asia** Your application will be put to the APTRA board to ratify. This process usually takes no longer than 3 working days.

Members joining later in the year will be invoiced on a pro-rata basis. If you need further information please contact:

Anne Kavanagh Executive Director:
anne.kavanagh@aptra.asia