

## EXECUTIVE CONFERENCE SESSION

### Tuesday 31 March:

#### **8:00 am**      **Welcome and Official Opening**

Rene Riedi, **IAADFS**, Chairman  
Gustavo Fagundes, **ASUTIL**, President

#### **8:30 am**      **The Future of Duty-Free and Travel Retail**

Yannick Raynaud, **L'OREAL**, TR Americas Managing Director

The managing director of the leading category will present the point of view of the parfums and cosmetic category.

#### **9:15 am**      **Panel "Today's New Consumers"**

Operator: Enrique Urioste – **DUFRY** Cluster General Manager South America  
Suppliers: John McDonnell - **TITO's HANDMADE VODKA**, Intl.Managing Director  
Yannick Raynaud - **L'OREAL**, MD Duty-Free & TR Americas  
Peter Zehnder - **LINDT**, Head of Division Global Duty-Free

Moderated by Martin Moodie, **THE MOODIE DAVITT REPORT**

Martin Moodie, founder of The Moodie Davitt Report (then called The Moodie Report) and 2017 Frontier Award Winner for Outstanding Contribution to the Industry, will conduct a prestigious panel composed of some of the main players of the duty free and travel retail industry. These highly respected representatives will discuss the composition and buying habits of today's new consumers. Moderated by Martin, they will provide a significant perspective from the fragrances & cosmetics, liquors & spirits, confections, and operators viewpoint.

## Wednesday 1 April:

**8:00 am**      **The Secrets Behind the Amazon's Success and Key Changes Affecting E-commerce**  
Scot Wingo

Scot Wingo, is a 4-time serial entrepreneur from the Research Triangle Park, North Carolina region. Scot is an industry thought leader in the e-commerce and on-demand economy realms. In addition to contributing to numerous business publications and broadcasts and speaking at hundreds of conferences, Scot is co-host of two podcasts: The Jason and Scot Show that focuses on e-commerce, payments and retail trends plus the Vehicle 2.0 that covers the four trends (changing ownership models, connectivity, electrification, autonomy) that are changing the automotive and transportation industries more in the next 10 years than the past 100.

**9:00 am**      **DFWC Update on the WHO TOBACCO PROTOCOL**  
Sarah Branquinho, **DFWC**, President

**9:15 am**      **When Online and Travel Retail Get Together:  
The Digital Journey"**  
Peter Mohn, **m1nd-set**, CEO & Co-Owner  
Anna Marchesini, **m1nd-set**, Project Manager

m1nd-set defines the role of digital touch points in the path to purchasing, and their impact on decision-making. They will provide an understanding of the dynamics, linking both online and travel retail channels with a special focus on North vs. Latin America consumers and an overview on Chinese travelers to the Americas.

**9:50 am**      **Closing comments**

José Luis Donagaray, **ASUTIL**, Secretary-General  
Michael Payne, **IAADFS**, President & CEO