

## PRESENTATION TOPICS

### **PRE-EVENT PREPARATION WEBINAR, Tuesday 9 April, 2024**

Why should Australian brands be interested in airports as retail locations?

What type of consumers are in airports

What is the size of the airport retail market in AU/NZ?

### **IN-PERSON BOOTCAMP, Tuesday 30 April, 2024**

So how does travel retail work?

Upcoming retail developments at Tasmanian Airports - Hobart

Who's Who in travel retail

The role of local and international trade shows

What do duty free and specialty retail buyers look for from local brands

What do F&B buyers look for from local brands

How do big international brands think about travel retail?

The role of promotions in airport retail

Sealed Bags, Off-airport duty free and the Tourist Refund Scheme

Financials - retailer P&Ls in travel retail

Financials - margin, packaging & other expectations

**Plus networking opportunities**

