



MEMBERSHIP INFORMATION

2026



ASIA PACIFIC
TRAVEL RETAIL
ASSOCIATION

aptra.asia/membership

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, distributors, specialist researchers and consultants, 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 as the collective voice of the business community in government relations when necessary 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 customs allowances, retail display requirements, sustainability, labelling requirements, track & trace, taxation amongst others. 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 Travel Retail.

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.



STRATEGIC PILLARS

2 Knowledge & Research

APTRA's knowledge sharing programme includes specialist conferences to assess the opportunities and challenges in key markets.



INDIA
APTRA India Conference, 25-27 March 2026, Bangalore
The India market continues its dramatic evolution as the fastest growing travel retail market. Our annual conference, now in its 3rd year, provides a deep dive into the dynamics shaping this opportunity in addition to helping the industry navigate its complexities. We are delighted to partner with Bangalore International Airport Limited as

Platinum Host Partner for the 2026 conference. The programme includes detailed sharing on the dynamics impacting the broader aviation ecosystem, updates on airport developments at Noida, Navi Mumbai and Bangalore, latest consumer insights and research, the opportunity for luxury in travel retail and the growing influence of the Indian consumer in global travel retail markets.



STRATEGIC PILLARS

2 Knowledge & Research

RESEARCH

To provide members with commercially valuable updates on consumer trends, traffic data, category insights and market insights, we partner with several specialist research organisations including China Trading Desk, ForwardKeys, iwsr, m1nd-set and YCP Auctus.

CHINA
TRADING
DESK



IWSR

m1nd-set
RESEARCH BEYOND BORDERS

YCP Auctus



SUSTAINABILITY

Our focus on Sustainability is to share and encourage best practice among members to guide the industry towards a collective advancement in industry standards.



WATCH

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.



SPOTLIGHT

APTRA Spotlight is a series of opinion pieces from our members, to enhance knowledge sharing and connection across the APTRA community.

STRATEGIC PILLARS

3 Networking & Connection

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

We host opportunities for our members to get together for relevant events such as during APTRA conferences and the annual Networking Lunch in Singapore.



APTRA BOARD 2025-2027

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



Avolta
Freda Cheung



Chanel
Hervé Ducros



Changi Airport
Chandra Mahtani



GMR Airports
Limited
Ashish Chopra



Heinemann
Rajshree Dugar



**APTRA
EXECUTIVE**
Anne Kavanagh
Executive Director



King Power Group
(Hong Kong)
Sunil Tuli
President



Lacoste
Erin Lillis
Secretary



Lindt
Susana Hueso
Treasurer



Loch Lomond Group
Nick Mogford



Pernod Ricard
Antonio Duva



TFWA
**tbc February
2026**



Rajiv Malhotra,
*General Manager
events &
Membership*

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 \$2050 (January-December)

ASSOCIATE MEMBERSHIP

Available to businesses outside the core membership categories that serve, or are affiliated to, the travel retail industry

Fees: US \$2650 (January-December)

**JOIN
US!**



MEMBERSHIP APPLICATION PROCESS:

Complete the attached form and return to **Rajiv Malhotra: rajiv.malhotra@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 don't hesitate to contact:

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