



# THE MIDDLE EAST DUTY FREE CONFERENCE CAIRO 28-29 NOVEMBER 2010

## Reality & Opportunity

Mena House Oberoi Hotel

ABU DHABI AIRPORTS COMPANY (ADAC)	Daniel F.	CAPPELL	V P Non - Aeronautical Revenue & Business Devt
ABU DHABI AIRPORTS COMPANY (ADAC)	Michael	IBBITSON	Vice President Information & Communication Systems
ABU DHABI DUTY FREE	Richard	ISAAC	Retail Development Manager
ACI WORLD HEADQUARTERS	Andreas	SCHIMM	Director Economics
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	Diane	EARLEY	Consultant
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	Iain	HARRISON	Consultant
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	James	PRESCOTT	General Manager Operations
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	John	SUTCLIFFE	Managing Director
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	John	BOLAND	General Manager - Business Devt & Corp. Affairs
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	Patrick	MOLLOY	Consultant
AER RIAN TA INT'L (MIDDLE EAST) W.L.L.	Philip	ECKLES	Chief Executive Officer
AFRICAN & EASTERN (N.E.) (BVI) LTD	A. R.	SALIM	General Manager - Operations
AFRICAN & EASTERN (N.E.) (BVI) LTD	Helena	MALFAIT	Sales Manager - Duty Free Markets
AFRICAN & EASTERN (N.E.) (BVI) LTD	Sandeep	CHUGH	Key Account Manager Duty Free
AIRPORT INTERNATIONAL GROUP	Isabelle	DUBOIS	Commercial & Customer Service Director
AIRPORT INTERNATIONAL GROUP	Khaled	KHRESAT	Commercial Manager
AJMAL INTERNATIONAL TRADING CO. LLC	Abdul Rahim	KHAN	Senior Executive
AKA INTERNATIONAL DUTY FREE	Ali	KHALIL	President
AL MUSBAH TRADING GROUP	Ibrahim	AL MUSBAHI	Director Retail
AL NISR MEDIA LLC	Nicole	THOMAS	Editor
AL NISR MEDIA LLC	Sophie	HOLDING	Account Group Manager
AL NISR MEDIA LLC	Yatin	SINGH	Sales Manager



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AL SADDIK	Mohammad	KAZEHA	Chairman
AL SADDIK	Youssef	AL SAYED	Managing Director
ALDEASA	Alicia	VIGURI	Strategy & Corporate Development
ALDEASA	Cristobal	AYUSO	Strategy & Corporate Deputy Director
ALDEASA	Isabel	ZARZA	Strategy & Corporate Development Director
ALDEASA	Ivanka	ARIJA VIDOVIC	Category Manager
ALDEASA	Javier	CRISTOBAL	Marketing Deputy Director
ALDEASA	Juan Manuel	OLMOS	Intl Category Manager Perfumes & Cosmetics
ALDEASA	Paola	ALVARADO	Buyer
ALDEASA	Pedro J.	CASTRO BENITEZ	Operations Director
ALDEASA JORDAN AIRPORTS DUTY FREE SHOPS	Maher	QASSAB	Chief Executive Officer
ALDEASA JORDAN AIRPORTS DUTY FREE SHOPS	Taleb	IZMIGNA	Chairman
ALDEASA-THAT ES SALASIL (DUTY FREE)	Hassan	AL SHISHANI	General Manager
ALG DISTRIBUTORS	Hervé	DE BERNIS	Partner
AMOUAGE L.L.C.	Anuradha	DHAWAN	Sales Manager
AMOUAGE L.L.C.	Ross	DONALD	Senior Sales & Marketing Manager
APHRODITE DUTY FREE	Jad	RAPHAEL	Sales Manager
APHRODITE DUTY FREE	Karl	RAPHAEL	General Manager
AUTO GRILL	Mark	RICHES	Chief Executive Officer
BACARDI MARTINI CORPORATION LTD	Erwin	VAN OUTHEUSDEN	Regional Manager Middle East, Africa & Greece
BACARDI MARTINI CORPORATION LTD	Hauke	MARQUARDT	Regional Director
BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Adel	REDHA	Head Of Human Resources & Marketing



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BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Eamonn	CARTY	Head Of Retail
BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Karl	SUTCLIFFE	Head Of Purchasing & Logistics
BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Layla	SHAMS	Shopfloor Manager
BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Raymond	D'SOUZA	Head Of Inflight & Seaport
BAHRAIN DUTY FREE SHOP COMPLEX B.S.C.	Stephen	O'CONNOR	General Manager
BARDINET SA	Jérémy	BELCHER	Export
BARDINET SA	Yeshia	EL ASHI	Managing Director - Sinai Ind & Marine Supplies
BEIERSDORF AG	Ilka	SCHUETTE	Director Global Travel Retail
BEIERSDORF MIDDLE EAST FZCO	Antoine	BONVIN	Area Sales Manager Middle East / Africa
BELVEDERE SCANDINAVIA A/S	Torben Vedel	ANDERSEN	Sales Director
BELVEDERE SCANDINAVIA A/S	Wojtek	WYDRO	Managing Director
BHATIA TRADERS	Manpreet	SINGH	General Manager (Sales)
BRAUN GMBH	Heidi	HOFFMANN	Sales Manager
BRAUN GMBH	Klaus	MELLIN	Agent Duty Free Sales
BRAUN GMBH	Wolf	AYEN	Sales Director
BRITISH AMERICAN TOBACCO EGYPT	Fakhry	ABD EL MESSIH	Account Manager
BRITISH AMERICAN TOBACCO EGYPT	Zeyad	EL TAHAWY	Sales Manager North Africa
BRITISH AMERICAN TOBACCO MIDDLE EAST & CAUCASUS	Ziad	HOUDEIB	Gtr Key Account Manager Middle East
BROWN FORMAN WORLDWIDE	Tony	MCIVER	Area Director Mena & North Africa
BUTLERS CHOCOLATES LTD	Karl	MARNANE	Sales Director
BUYING THE SKY	Nadia	SKOURI	Managing Director



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CAIRO AIRPORT COMPANY	Hassan	RASHED	Chairman
CAIRO AIRPORT COMPANY	Joachim	VON WINNING	Chief Commercial Officer
CAIRO AIRPORT DUTY FREE	Amer	FATOUH	Purchasing Manager
CAIRO AIRPORT DUTY FREE	Dalia	HAZEM	Senior Purchase Planner
CAIRO AIRPORT DUTY FREE	Essam	SOLIMAN	Operation Manager
CAIRO AIRPORT DUTY FREE	Jacqueline	SABRY	Floor Manager
CAIRO AIRPORT DUTY FREE	Magdy	EL RIFAI	Chief Financial Officer
CAIRO AIRPORT DUTY FREE	Magued	MOUNIR	Operation Manager
CAIRO AIRPORT DUTY FREE	Mohamed	EL SHAASHAI	Chairman
CAIRO AIRPORT DUTY FREE	Nadia	RASHAD	Deputy Managing Director
CAIRO AIRPORT DUTY FREE	Nagwa	BADAWI	Duty Free Services Division Manager
CAIRO AIRPORT DUTY FREE	Sandy	LOTFALLAH	Marketing Manager
CAMPARI INTERNATIONAL SAM	Lionel	BOUTRY	Regional Manager
CAMPARI INTERNATIONAL SAM	Matthijs	KRAMER	Global Travel Retail Manager
CARAN D'ACHE SA	Jaroslava	MESSERLI	Accompanying
CARAN D'ACHE SA	Urs	MESSERLI	Intl Duty Free Manager / Export Manager Americas
CARTIER ME	Awn	ZUREIKAT	Regional Sales Director
CARTIER ME	Mazen	BAKI	Commercial Director
CHALHOUB GROUP	Anthony	CHALHOUB	Chief Executive Officer Chalhoub Group
CHALHOUB GROUP	Raffi	FATTAL	Chief Operating Officer
CHALHOUB INC FZE	Claudette	TERZIAN	Division Manager
CHALHOUB INC FZE	Wioleta	LISIECZKO	Department Manager
CHANEL LIMITED FZE	Julien	GOMMICHON	Managing Director
CHANEL LIMITED FZE	Mohamed	BEYDOUN	Sales Aera Manager
CHANEL LIMITED FZE	Youssef	TAWIL	Commercial Manager Near & Middle East



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CHANNELS EXHIBITIONS L.L.C.	Elysabeth	BLACHAIS-CATOIRE	Director
CHANNELS EXHIBITIONS L.L.C.	Justin	BOUTROS	Chief Executive Officer
CHANNELS EXHIBITIONS L.L.C.	Vicky	MENEZES	Project Manager
CLARINS GROUPE MIDDLE EAST	Dima	ASHOUR	Travel Retail Area Manager
CLARINS GROUPE MIDDLE EAST	Osama	RINNO	President Clarins Group Middle East Ltd.
COMPTOIR EGYPTIEN REPRESENTATIONS & CO.	Nabil	RASHAD	General Manager
CONDOR	Negmeddin	SHAHEEN	Marketing Director
CONDOR	Omar	SHAHEEN	Logistics Coordinator
COTY MIDDLE EAST FZCO	Mahmoud	YOUSSEF	Commercial Department Manager Travel Retail
COTY MIDDLE EAST FZCO	Simone	TIRANT	Senior Division Manager
CROSSING INTL FZC	Gorachand	MOHANTY	Sales Manager
CROSSING INTL FZC	Salim	MOHAMMAD	Managing Director
DELHI DUTY FREE	Nicholas	PALMER	Chief Executive Officer
DELHI DUTY FREE	Stuart	ROURKE	Head Of Purchasing
DENVER INTERNATIONAL AIRPORT	Sally	COVINGTON	Vice President Marketing & Air Service Development
DEUMER GMBH	Johan	CONZE	Chief Executive Officer
DIAGEO (ME)	Michael	HAWA	Customer Manager U. A. E.
DIAGEO PLC	Tim	RYCROFT	Corporate Relations Director
DISTILLERIA BOTTEGA SRL	Sandro	BOTTEGA	Chief Executive Officer



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DUBAI AIRPORTS	Eugene	BARRY	Vice President Commercial Retail
DUBAI AIRPORTS	Nader	GHAZZAWI	Head Commercial Contracts
DUBAI DUTY FREE	Colm	MCCLOUGHLIN	Managing Director
DUBAI DUTY FREE	George	HORAN	Deputy Managing Director
DUBAI DUTY FREE	Michael	SCHMIDT	Manager Retail Sales
DUBAI DUTY FREE	Saba	TAHIR	Manager Purchasing & Research
DUBAI DUTY FREE	Sean	STAUNTON	Manager Operations
DUC D'O CHOCOLATERIE	Filip	VAN DE VYVER	Commercial Director
DUFREY EGYPT L.L.C.	Ashraf	FATHI	Managing Director
DUFREY EURASIA FZE	Atef	KHOMASSI	Commercial Manager
DUFREY EURASIA FZE	Erik	VAN DER VEEN	Deputy Chief Operating Officer
EGYPT FREE SHOPS CO	Aly	SABA	Public Relations Manager
EGYPT FREE SHOPS CO	Ashraf	ZEIN	Duty Free Sector Director
EGYPT FREE SHOPS CO	Bahaa	SOLIMAN	Chairman
EGYPT FREE SHOPS CO	Mahmoud	GHANDAR	Commercial Managing Director
EGYPT FREE SHOPS CO	Mohamed	GEWEILY	Marketing Director
EGYPT FREE SHOPS CO	Nashaat Kosdy	SOUROUR	Product General Manager
EGYPTAIR TOURISM AND DUTY FREE SHOPS	Ahmed	ELBELTAGY	Deputy Chairman
EGYPTAIR TOURISM AND DUTY FREE SHOPS	Mahmoud	HAMED	Chairman
EGYPTAIR TOURISM AND DUTY FREE SHOPS	Mervat	ABDEL SALAM	General Manager - Purchasing
EGYPTAIR TOURISM AND DUTY FREE SHOPS	Michael	CASHIN	Consultant
EGYPTAIR TOURISM AND DUTY FREE SHOPS	Reda	METWALLY	Vice President
EGYPTIAN AIRPORT COMPANY	Mohamed	EL SIOUFI	Head Of Commercial Sector
EGYPTIAN AIRPORT COMPANY	Patrice	BASTID	



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EGYPTIAN AIRPORT COMPANY	Yousry	GAMAL EL DIN	Chairman
EGYPTIAN MINISTER OF CIVIL AVIATION	Ahmed	SHAFIK	Egyptian Minister Of Civil Aviation
EGYPTIAN MINISTER OF TRADE AND INDUSTRY	Rachid Mohamed	RACHID	Egyptian Minister Of Trade And Industry
EGYPTIAN TOURISM AUTHORITY	Amr	EL EZABY	Chairman Of The Egyptian Tourism Authority
EGYPTIAN TOURISM AUTHORITY	Mohamed	EL NAGGAR	
EGYPTIAN TOURISM AUTHORITY	Riham	EL-SAYED RAMZY	International Tourism Sector
EHCAAN	Ehsan Ismail	SADEK	
EMIRATES AIRLINES	Irfan Ur Rahaman	KHAN	Business Planning & Supply Chain Manager, Retail S
EMIRATES AIRLINES	Jocelyn	JOHNSON	Service Standards & Training Specialist
ETIHAD AIRWAYS	Anna	BROWNELL	Inflight Duty Free Manager
EUROPEAN TRAVEL RETAIL COUNCIL (ETRC)	Keith	SPINKS	Secretary General
FARAJAM MEHR	James	GRIFFITHS	Project Director
FAZER CONFECTIONERY LTD	Peter	VUORINEN	Key Account Manager
FERRERO TRAVEL MARKET	Fabrice	DESSART	Area Sales Manager
FERRERO TRAVEL MARKET	Giannicola	LOSACCO	General Manager
FERRERO TRAVEL MARKET	Juan Miguel	CABRERA LOPEZ	Sales Area Manager
FERRERO TRAVEL MARKET	Serge	VAN WIJCK	Marketing Manager
FORALL CONFEZIONI SPA	Jérôme	BIHET	Export Sales Manager
FORALL CONFEZIONI SPA	Mohamed	SNOUSSI	Travel Retail Director



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FOURTH ELEMENT MEDIA	Douglas	NEWHOUSE	Editor
FOURTH ELEMENT MEDIA	Nigel	HARDY	International Sales & Marketing Director
FREY WILLE LONDON LTD (DUBAI BR)	Wessam	ELMONA	Worldwide Duty Free Director
GEDEON & CO SARL	Michel	JURDY	Sales Manager
GENERAL AUTHORITY OF CIVIL AVIATION (SAUDI ARABIA)	Hamad	ALSHEKH	Director
GIORGIO ARMANI SPA	Carla	GUIDUCCI	Travel Retail Manager
GLOBAL MARKETING COMPANY LTD	Hibah	NOOR	Editor
GLOBAL MARKETING COMPANY LTD	Ryan	WHITE	Concessions Editor
GLOBAL TRAVEL RETAIL SALES	David	SPILLANE	Director
GODIVA BELGIUM BVBA	Engin Bahadir	IMAN	Travel Retail Manager Turkey
GODIVA BELGIUM BVBA	Gerard	MURRAY	Sales Director
GODIVA BELGIUM BVBA	Ramon	IGLESIAS	Travel Retail Manager Semea
GOLDEN SUN DUTY FREE	Hussein	HAMMAM	Managing Director
GOLDKENN SA	Jabra	KHOURY	Middle East Sales & Marketing Manager
GOLDKENN SA	Yves	LINDER	Vice Director
GROUPE AELIA	Axel	GAUTHEY	International Development
GROUPE AELIA	Philippe	HAUTRIVE	Vice President Business Development
GUERLAIN SA	Olivier	ECHAUDEMAISON	Creative Director
GUYLIAN	Eugene	VAN HERREWEGE	Export Manager



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H2A AMENITIES TRADING FZCO	Fadi	AL HADDAD	Managing Director
HABCHI & CHALHOUB W.L.L.	Maged	WASSEF	Special Affairs Manager
HASSINE HELLALI	Hassine	HELLALI	Managing Director
HEINEKEN DUTY FREE & TRAVEL RETAIL	Olivier	BLOM	Global Account Manager
HERMES PARFUMS	Elodie	CARRERE	Area Manager
HUGO BOSS AG	Stefanie	PITZINGER	Key Account Manager
HUME BROPHY COMMUNICATIONS	John	HUME	Director
IDFS TRADINGS PVT LTD	Deepak	TALWAR	Director
IDFS TRADINGS PVT LTD	Yasmin	KAPOOR	Partner
IMAGE DUTY FREE SERVICES INC.	Jan	BALJET	Vice President
IMPERIAL TOBACCO (ASIA) PTE LTD	Ann Sin	KANG	Trade Marketing Manager
IMPERIAL TOBACCO (ASIA) PTE LTD	Sebastian	CLAUSEN	Regional Director Asia Pacific Middle East Africa
IMPERIAL TOBACCO (GREECE)	Evangelos	NIKOLOPOULOS	Duty Free Regional Manager
IMPERIAL TOBACCO (GREECE)	Loakeim	GAVALAS	Duty Free Area Manager
INTER PARFUMS	Frédéric	GARCIA-PELAYO	Vice President Fashion & Luxury Division
INTERNATIONAL DUTY FREE SHOPS (IDFS)	Revic	TANTOCO	Director Marketing & Merchandising
INTERNATIONAL DUTY FREE SHOPS (IDFS)	Maria Cleofas	TANTOCO	Brand Manager
INTERNATIONAL DUTY FREE SHOPS (IDFS)	Ronald	GONZALVO	Store Operations Manager



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INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Dalia	TOULAN	Purchasing Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Ihab Fouad	SOUS	Category Sales Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Kamal	TOULAN	Chairman
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Karim	NAWAR	Sales Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Nermine	NASSAR	Marketing Executive
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Nevin	SABA	Import Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Nour El Hoda	SAYED AHMED	Sales Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Shahira	EL MALLAKH	Duty Free Manager
INT'L DUTY FREE TRADING & AGENCIES S.A.E (IDF)	Sherif	TOULAN	Business Development Manager
J.P. MORGAN	Soma	RAO	Managing Director
JCDECAUX MIDDLE EAST FZ-LLC	Alexandre	ROUBAUD	Managing Director
JCDECAUX MIDDLE EAST FZ-LLC	Yoann	EL JAOUHARI	Sales And Marketing Director
JEMELLA GROUP LTD	George	LESNIAK	Head Of Global Travel Retail
JOH. WILH. VON EICKEN GMBH	Britta	GHABOUR	Assistant Director
JOH. WILH. VON EICKEN GMBH	Reymond	GHABOUR	Managing Director
JONATHAN HOLLAND & ASSOCIATES	Ashish	VYAS	Area Manager
JONATHAN HOLLAND & ASSOCIATES	Jonathan	HOLLAND	Managing Director
JORDANIAN DUTY FREE SHOPS	Ayman	AL-BAKRI	Marketing Officer
JORDANIAN DUTY FREE SHOPS	Haitham	AL-MAJALI	Chief Executive Officer
JORDANIAN DUTY FREE SHOPS	Hashem	AL-DAOUD	Purchasing Department
JT INTERNATIONAL SA	Mazen	FREIGE	Trade Marketing Manager
JT INTERNATIONAL SA	Santiago	LLAIRO	Director Corporate Affairs
JT INTERNATIONAL SA	Simon	WARBURTON	World Wide Duty Free Director



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KALOO, CLAYEUX & COROLLE BY THE M.E.C	Priscilla	BEAULIEU	Vice President International Sales Director
KARA CHANGE MANAGEMENT	Alan	O'NEILL	Managing Director
KIARA JEWELS DMCC	Keyur	VARMA	Managing Director
KIARA JEWELS DMCC	Vidhi	SHAH	Brand Manager
KING'S TOBACCO	Pavlos	PAPATHANASIOU	Export Area Manager
KING'S TOBACCO	Todor	DZHANKOV	Export Manager
KIPLING - VF EUROPE BVBA	Ralph	BOU NADER	Travel Retail Manager
KRAFT FOODS INTERNATIONAL	Jaya	SINGH	Region Director
KRAFT FOODS MIDDLE EAST & AFRICA FZE	Sanjay	KARADI	Regional Business Development
KRAFT FOODS WORLD TRAVEL RETAIL LLC	Andreas	FEHR	Managing Director
LACOSTE S.A.	Catherine	BONELLI	International Travel Retail Director
LINDT & SPRUNGLI (SCHWEIZ) AG	Mohammed	ALDAHABI	Sales Manager Duty Free
LINDT & SPRUNGLI (SCHWEIZ) AG	Nicolas	THOENEN	Sales & Mktg Manager Duty Free Middle East Africa
LOFT SAM	Abdulaziz	SOROUR	Regional Manager Middle East
L'OREAL DPGP TRAVEL RETAIL	Dalia	ABDEL MOHAMAD ZAGHLOUL	Supervisor
L'OREAL DPGP TRAVEL RETAIL	Elena	MADANAT	Area Supervisor
L'OREAL DPGP TRAVEL RETAIL	Gilles	NAOUR	Area Manager
L'OREAL DPGP TRAVEL RETAIL	Nancy	AYAD	Area Supervisor
L'OREAL DPGP TRAVEL RETAIL	Pascal	BLOT	General Manager Europe, Middle East & Africa



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L'OREAL PRODUITS DE LUXE INTERNATIONAL	Anne	VALENTIN-LANIECE	General Manager
L'OREAL PRODUITS DE LUXE INTERNATIONAL	Nathalie	FOUQUET	Area Manager
L'OREAL PRODUITS DE LUXE INTERNATIONAL	Olivier	TESSLER	Area Manager
L'OREAL PRODUITS DE LUXE INTERNATIONAL	Tanguy	LE BAUD	Area Manager
L'OREAL PRODUITS DE LUXE INTERNATIONAL	Vadim	BOGDAN	Area Manager
L'OREAL PRODUITS DE LUXE INTERNATIONAL	Xavier	DUBRUIL	Division Manager
LOUIS ROYER SAS	Julius	BARROWS	Managing Director
LOUIS ROYER SAS	Ray	MARTINS	Area Representative
LUFTHANSA WORLDSHOP GMBH	Peter	PULLEM	President
M1ND-SET	Peter E.	MOHN	Partner
MARITIME & MERCANTILE INTERNATIONAL LLC	Gilles	PINGLO	Sales Manager - Travel Retail & Africa
MARITIME & MERCANTILE INTERNATIONAL LLC	Paul	MURRAY	Sales Manager Travel Retail
MAUI JIM INC USA	Giles	MARKS	Director Duty Free Sales
MAUI JIM UK LIMITED	Martine	LARROQUE	Sales Manager
MEDFA - MIDDLE EAST DUTY FREE ASSOCIATION	Micheline	ENKIRI	Administration & Support Manager
METROPOLIS BUSINESS MEDIA	Amanda	FELIX	Publisher
METROPOLIS BUSINESS MEDIA	Ben	WEBB	International Accounts Executive
METROPOLIS BUSINESS MEDIA	Bill	LUMLEY	Editor
METROPOLIS BUSINESS MEDIA	Marek	KOLASINSKI	Managing Editor
MISR FOREIGN TRADE CO.	Ashraf	DARWISH	Head Of Import Sector & Director
MISR FOREIGN TRADE CO.	Essam	SALEM	Chairman & Managing Director
MISR FOREIGN TRADE CO.	Farid	ABO ELALA	Head Of Duty Free Shops



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MOODIE INTERNATIONAL LIMITED	Dermot	DAVITT	Deputy Publisher & Editor Print Division
MORGAN & OATES LTD	Kevin	GALBRAITH	Sales Director
MUSCAT DUTY FREE	Avi	AWAN	Operation Manager
MUSCAT DUTY FREE	Jude	KUMAR	Purchasing Manager
NAA CO. W.L.L.	Nadeem	ASGHAR ALI	Director
NAA CO. W.L.L.	Nasir	ABBAS AWAN	Director
NATIONAL TRADING & DEVELOPING EST.	Ebad	AHMADI	Director - Non Food Operations
NATIONAL TRADING & DEVELOPING EST.	Khemo	NAGDEV	Duty Free Manager
NATIONAL TRADING & DEVELOPING EST.	Sherene	CARROLL	Duty Free Manager
NESTLE INTERNATIONAL TRAVEL RETAIL SA	Roland	STIEGER	Head Of Sales
NESTLE MIDDLE EAST FZE	Fady	ABOUNAOUN	Regional Business Manager
NEUHAUS NV	William	LEGALLAIS	Travel Retail Manager Europe & Middle East
NYRAS CONSULTING	David	HUTTNER	Aviation Analyst
PARFUMS CHRISTIAN DIOR	Sylvie	LAVAGNO	International Director, TR Worldwide
PARFUMS CHRISTIAN DIOR	Alireza	DANAI	Area Manager
PARFUMS CHRISTIAN DIOR	Joffrey	CHARTIER	Regional Director Travel Retail
PATON'S MACADAMIA PLANTATIONS PTY LTD	James	KFOURI	Chief Operating Officer
PATRON SPIRITS INTERNATIONAL AG	Gordon	RATCLIFFE	Area Manager
PATRON SPIRITS INTERNATIONAL AG	Mike	HILL	Vice President
PAUL SAPIN SA	Barry	GEOGHEGAN	Travel Retail Director



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PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Mark	LAROS	Director Global Travel Retail
PERFETTI VAN MELLE GLOBAL TRAVEL RETAIL	Wouter	HEIJMANN	Area Manager Travel Retail
PERFUMES LOEWE SA	Miguel	VARGAS	Area Manager Middle East
PERNOD RICARD GULF	Catriona	RYAN	Brand Manager
PERNOD RICARD GULF	David	FREEBORN	General Manager
PERNOD RICARD GULF	Ryan	HARDING	Area Manager Duty Free
PHILIP MORRIS MANAGEMENT SERVICES ME LTD	Christian	HESS	Manager Duty Free
PHILIP MORRIS MANAGEMENT SERVICES ME LTD	Mohammed	HEGAB	Manager Duty Free
PHILIP MORRIS MANAGEMENT SERVICES ME LTD	Nikos	PATRIKALOS	Manager Duty Free
PPS PUBLICATIONS LTD	Ian	HILL	Publisher
PROCTER & GAMBLE GULF FZE	Christopher	ERICKSON	Middle East & Indian Subcontinent Team Leader
PROCTER & GAMBLE GULF FZE	Stefan	SCHÄFER	Area Manager
PRODUCTOS J. JIMENEZ SL (DONA JIMENA)	Enrique	JIMENEZ	Managing Director
PROTEGE INTERNATIONAL LTD	Andre	LEVY	Chairman
PUIG SA	Lyndea	DEW	Marketing & Customer Development Director
PUIG MIDDLE EAST FZCO	Barbara	BRUNEAU	Senior Commercial
PUIG MIDDLE EAST FZCO	Gillian	HAWKSBY	Travel Retail Manager
PUIG MIDDLE EAST FZCO	Ignacio	VALENTI	General Manager
QATAR DUTY FREE CO	Bill	MAXWELL	Senior Advisor / Consultant
QATAR DUTY FREE CO	Devesh	KUWADEKAR	Marketing Manager
QATAR DUTY FREE CO	Keith	HUNTER	Senior Vice President



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RASHIDEEN INTERNATIONAL TRADING EGYPT	Tarek	EL-GREISSY	General Manager
REEMTSMA CIGARETTENFABRIKEN GMBH	Oliver	SCHRAMM	Global Marketing Manager
REFLECTA SAS	Alessandra	VISCONTI	Managing Director
RETAIL CONCEPTS LLC	Nigel	CADDICK	Managing Director
REVLON MANUFACTURING LTD	Art	MILLER	Managing Director Global Travel Retail
ROTARY WATCHES LTD	Fouad A.	JABBOUR	Regional Manager
SAFILO FAR EAST LTD	Vanni	MARTIGNAGO	Duty Free Manager
SAS INTERNATIONAL	Deepti	KUMAR	Vice President Marketing
SAS INTERNATIONAL	Siddhartha	KUMAR	Director
SCENT STORY FZE	Gabriel	CHAMI	General Manager
SCHRODER & SCHYLER	Françoise	HARRIS	Middle East Representative
SCORPIO DISTRIBUTORS LTD	Garry	STONER	Sales Manager Middle East
SCORPIO DISTRIBUTORS LTD	Richard	KENNEDY	Group Sales Director
SCORPIO DISTRIBUTORS LTD	Stuart	MCGUIRE	Group Managing Director
SEA & SKY SUPPLY BV	Rianne	VAN DE KERKHOF	Business Unit Manager
SH&E, INC.	Christina	CASSOTIS	Vice President, Leader Airport Services
SPI SPIRITS (CYPRUS) LIMITED	Jean Philippe	AUCHER	Global Duty Free & Travel Retail Director



# THE MIDDLE EAST DUTY FREE CONFERENCE CAIRO 28-29 NOVEMBER 2010

**Reality  
& Opportunity**  
Mena House Oberoi Hotel

STE HAMILA POUR LE COMMERCE ET L'INDUSTRIE	Ghofrane	ZITOUNI	Sales Manager
STE HAMILA POUR LE COMMERCE ET L'INDUSTRIE	Karim	MAHJOUB	General Manager
STE HAMILA POUR LE COMMERCE ET L'INDUSTRIE	Mariem	BEN CHEIKH	Managing Director
SWAROVSKI MIDDLE EAST CGB	Rasmus	OLSSON	Manager Consumer Goods Business Middle East
TAITTINGER CCVC	Ambroise	BOBTCHEFF	Export Director
TAZWEED TRADING	Chadi	NASREDDINE	Senior Manager
TFWA	Erik	JUUL-MORTENSEN	President
TFWA	Kate	TEAGLE	TFWA Press Office
TFWA	Alain	MAINGREAUD	Managing Director
TFWA	Jane	GRANT	Advertising & Sponsoring Sales Manager
TFWA	Jean Marc	CAUBET	Marketing & Conference
TFWA	Mathieu	VANHALST	Sales Manager - Europe Americas
TFWA	Michael	BARRETT	Conference & Research Manager
TFWA	Myriem	CHALABI	Customers Relationship Manager
THE BRAND DISTILLERY LTD	Mark	HOLMES	Managing Director
THE HERSHEY COMPANY	John Philip I.	SAN MIGUEL	Marketing Manager
THE HERSHEY COMPANY	Stanley	HOWE	Customer Director S. E. Asia & Airlines Business
THE INSPIRED LEADERS NETWORK	René	CARAYOL	Chief Executive Officer
THE WANDERING MONKEY CO LTD	Jonathan	CORBETT	Director
TINTAMAR	Edith	PETIT	President, Founder & Chief Executive Officer
TINTAMAR	Marie	FERNANDEZ	Travel Retail Sales Manager



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TOMS CONFECTIONERY GROUP	Alex	SOERENSEN	International Business Manager
TOURVEST DUTY FREE INFLIGHT SALES	Maurice	HARTSHORNE	Development Consultant
TOURVEST DUTY FREE INFLIGHT SALES	Max	WILLIAMS	Business Development
TOURVEST DUTY FREE INFLIGHT SALES	Selwyn	GRIMSLEY	Chief Executive Officer
TOURVEST DUTY FREE INFLIGHT SALES	Zaky	SAFAR	Consultant
TRAVELLER LTD (UAE)	Rami	MADI	General Manager
TRUEBELL MARKETING & TRADING L.L.C.	Mohandas	PUTHIYAPURAYIL	Managing Director
UNITRADE-UNIVEST GROUP	Aboud	SOLIMAN	President & Chief Executive Officer
UNITRADE-UNIVEST GROUP	Magda	YACOUB	Vice President Marketing & Sales
VILLIGER SONS LTD	Chris B.	PFISTER	Director Export Sales
VILLIGER SONS LTD	Ralf	ZEPTER	Director Export Sales
WHYTE & MACKAY LTD	Ashish	MONGA	Business Development Manager
WILLIAM GRANT & SONS INT'L LTD	Rajiv	BHATIA	Regional Manager - Middle East, Gulf & Indian Subc
WORLD DUTY FREE	Sarah	BRANQUINHO	Business Relations & External Affairs Director
ZUMOT DISTILLERIES	Ines	CHABBI	Vice President Sales & Marketing