

Press Statement – For immediate release

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ETRC Index reveals performance in the European region for H1 2023 just 4% down on H1 2019

The ETRC Airport Retailing Index released today to ETRC members showed the European region continued to perform in the first half of the year, with sales just 4% down on the same period in 2019, the equivalent of 28% up on H1 2022.

Value sales performance continues to improve at a more accelerated rate than unit sales and passengers, with a H1 2023 unit sales deficit of 15% and PAX deficit of 8% vs. H1 2019. Interestingly, spend per PAX showed an upward trend in H1 2023, showing a total increase of 0.3% on H1 2022 and 4.1% on H1 2019. From a category perspective, several product categories have now reached their point of recovery.

Finally, looking at the quarterly performance, value sales for the second quarter of 2023 continued to show an ongoing quarter on quarter improvement, with the total value sales deficit falling to just -2% compared to Q2 2019 (an improvement of 4% vs. Q1 2022). In comparison, the PAX deficit increased and unit sales remained static vs. Q1 2023.

Julie Lassaigue, ETRC Secretary General, said: *"We are delighted to present those positive figures as our industry is gathering in Cannes next week for the annual TFWA World Exhibition and Conference. We hope they will inspire discussions between partners to keep Travel Retail as the most anticipated part of the passenger experience."*

Stephen Hillam, Managing Director Pi Insight, commented: *"Our industry in Europe has continued to show a strong performance in the first half of 2023, with several of the key trends we've been experiencing throughout the recovery continuing within the context of a marketplace which is showing increasing signs of normalisation. With H1 2023 value sales exceeding 2018 levels, Q2 value sales now just 2% behind 2019 levels, and several of our categories reaching their point of full recovery, we have a lot to be optimistic about as we move into the second half of the year."*

"ForwardKeys is proud to partner with ETRC and share our air traffic data as it's a key metric to pounce on the sales performances. We are happy to see positive shifts in the travel data reflecting a move from simple travel recovery to figures punching above 2019 pax levels. That said, the recovery is still patchy and not all nationalities are moving at the same pace," said **Jerome Goldberg from ForwardKeys**. *"We can see that Europe is still the preferred long-haul destination for APAC travellers, the only obstacle is the bottleneck based around scheduled seats,"* he added.

Developed as an exclusive service to ETRC members, the ETRC Index is compiled by Pi Insight thanks to data contributed by participating Travel Retailers of ETRC and the support of ForwardKeys for passenger data.

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NOTE TO EDITORS

Compiled with the expertise of Pi Insight, the ETRC Business Performance Index presents trends on historic aggregated sales movements (taking 2017 as reference year) covering airside airport retail in sales across four main categories – Beauty, Liquor, Confectionery & Fine Foods and Tobacco. The Index covers airports responsible for more than 90% of European traffic. PAX data is kindly powered by ForwardKeys Traveller Statistics Tool.

For information about our partners, please visit www.pi-insight.com and www.forwardkeys.com

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About the European Travel Retail Confederation

The European Travel Retail Confederation (ETRC) is an industry association for the duty free and travel retail industry in Europe, serving the industry and its members to help create the right environment to allow the industry to achieve its potential and protect it when challenges arise.

ETRC is composed of national and regional affiliated trade associations representing over 200 European companies, Tax Free World Association (TFWA) representing 500 brand companies, and direct corporate membership from individual companies working in the duty free and travel retail trade across Europe and beyond. The European Travel Retail Confederation's operations are directed by its Supervisory and Managing Boards and carried out by a full-time secretariat. For more information about the organisation, please see our website – www.etrc.org