

MAPIC India Conference 2026

Theme: The India Advantage: Reforms, Retail & Rising Consumption

Time (Hrs)	Day- 1 (Tuesday 29th September 2026)
8:30-10:45	Registration
10:45-11:00	Welcome Note By MAPIC India
11:00-11:45	Powerhouse Inaugural Session: Panel Discussion: "The India Advantage: From Reform to Retail Growth in a Rising Consumption Economy" Key Discussion Points: • Reform-driven retail growth • Emerging consumer segments • Evolution of retail formats • India's global retail positioning • Investor sentiment and capital flows • Demand vs supply outlook Moderator : • Rajesh Jain, MD & CEO, Lacoste India Speakers: • Kavindra Mishra, MD and CEO, Shoppers Stop • Damodar Mall, Chief Executive Officer, Grocery Retail, Reliance Retail • Fabien Stutz, Chief Growth & Development Officer-Executive Committee Member, L'Osteria, Germany • Sooraj Bhatt, CEO, Premium Ethnic Brands, Aditya Birla Fashion and Retail Ltd. • Abhijeet Dabas, CEO, Nykaa Fashion
11:45-12:05	Fire Side Chat : Who Will Own India's Next Retail Decade? Capital Consolidation and the Rise of New Consumption Cities Moderator : • Anuj Puri, Chairman, Anarock Property Consultants Limited Speakers: • Arjun Sharma, Vice Chairman, Nexus Select Trust • Siddharth Nawal, Managing Director, Blackstone
12:05-12:15	Report Launch by Deloitte - The home reset- How India is Redefining the way homes are designed, upgraded and experienced Presenter: Anand Ramanathan, Partner and Consumer Industry Leader, Deloitte South Asia

12:15–12:25	Report Launch by JLL Presenter: Saket Amrit, Head of Retail Services, India, JLL
12:25–13:15	MAPIC Global Powerhouse: India's Retail Moment – Building Destinations for the Next Era of Growth India is entering a new phase of retail growth, driven by rising consumption, evolving lifestyles and growing demand for world-class retail and mixed-use destinations. This session brings together global and Indian perspectives to explore how India's retail landscape must evolve to attract brands, engage consumers and create destinations that are relevant for the next decade. • What is making India one of the most exciting retail and real estate growth stories globally? • Building World-Class Retail Destinations • What can India learn from successful global retail, mixed-use and placemaking models and what needs to be uniquely Indian? • Where will the biggest opportunities emerge—from new cities and formats to mixed-use developments and experience-led destinations? Moderator : • Saket Amrit, Head of Retail Services, India, JLL Speakers: • Nik Pase, Director, The Oval Partnership Ltd. • Puneet Khullar, Country Leasing Manager, Ingka Centres India • Louis Coucke, Co-Founder and COO, Confluxe • Eva Diego, CEO, Hyphen Group • Mohit Pruthi, Retail Business Head & Senior Vice President, Bharti Real Estate • Apeksha Gupta, Chief Marketing & Growth Officer, Galeries Lafayette India (Aditya Birla Fashion & Retail Ltd.)
13:15–14:00	Panel Discussion: The CXO Agenda: What Will Define Retail Success in India? As India's retail landscape enters a new phase of growth, this panel will bring together industry leaders to reflect on the key forces shaping the future—rising consumer aspirations, evolving business models, and the constant balance between scale and profitability. The session will distill insights from across the conference into a clear, forward-looking view of what it truly takes to win in India's dynamic and competitive retail market. Key Discussion Points: • What will define success: Scale, profitability, brand, or customer experience? • The next growth drivers: Premiumisation, Tier 2/3 expansion, or new categories • Biggest challenges ahead: Infrastructure gaps, rising costs, and competition • One bold bet for the future: Where Leaders are placing their biggest bets for India

	Moderator : • Milin Rohinesh, Executive Director, Head of Retail – India, Cushman & Wakefield Speakers: • Harsh Bansal, Co-Founder, Unity Group • Devang Sampat, MD, Cinepolis India • C K Kumaravel, Co-Founder and CMD, Naturals Salon and Spa • Raghav Verma, Co-founder, Chaayos • Rohan Sable, CEO, Charcoal Concepts (K hospitality)
14:00–15:00	Networking Lunch Break
15:00–15:45	Retail Under Pressure: Navigating Imports, Disruptions & Global Uncertainty A candid, experience-led discussion featuring retail brands heavily dependent on imports from fashion and electronics to beauty and lifestyle sharing how global disruptions have impacted their business and how they are adapting in real time. This is not a theoretical conversation it's about what actually changed, what broke, and what worked. Key Discussion Points: • How disruptions impacted sourcing, lead times, pricing, and inventory planning • Are brands rethinking reliance on specific countries or regions? • Are these strategies working in practice or still evolving? • Are brands slowing expansion or doubling down on high-growth markets like India? • Is India becoming a sourcing base, a market, or both? • Working with local suppliers, franchise partners, and distributors Moderator : • Swati Mohindra, Senior Director – Retail, Strategic Consulting Services, India; Business Development, Retail Sales & Strategy, APAC, Cushman & Wakefield Speakers: • Akhil Jain, CEO, Madame • Sundeep Chugh, Managing Director, OVS S.p.A. • Deepak Aggarwal, MD, KAZO • Amitabh Suri, CEO, USPA and Flying Machine, Arvind Fashions Ltd • Vikas Gupta, Group CEO, Mr. DIY • Nikhil Singh, Chief Operating and Growth Officer, Beverly Hills Polo Club Lifestyle Global

15:45– 16:30
Athleisure Reset: What Will Define the Winners in India?

As India's athleisure market moves beyond its initial boom phase, the category is entering a period of correction and consolidation. With rising competition, evolving consumer preferences, and increasing pressure on profitability, brands are being forced to rethink their strategies. This panel will explore what it takes to succeed in this next phase whether through sharper positioning, stronger brand differentiation, omnichannel expansion, or building deeper consumer connect. The discussion will decode how brands can move from hype to sustainable growth in one of India's most dynamic fashion segments.

Key Discussion Points

- Brand differentiation and positioning
- D2C vs global brands
- Omnichannel growth strategies
- Profitability pressures: CAC, discounting & margins
- Future growth opportunities
- building
- Tier 2/3 expansion: real opportunity or overestimation?
- What will define the next winners: brand, product, or distribution?

Moderator :

- Sakshi Goel, Executive Director – Retail, Leasing Services CBRE India

Speakers:

- Manoj Juneja, Chief Business Officer, Sports Division, Metro Brands Limited
- Utkarsh Gupta, Co-Founder, Comet
- Sumeet K Lohia, CEO, Country Manager, ECCO India
- Puspen Maity, CEO, Technosports
- Harshita Motaparathi Co-Founder & CEO, The Mile Collective
- Amarpreet Singh, Co-founder, Neeman's
- Surbhi Chawla, Founder and CEO, Fitkin
- Kriteesha Jain, Co-founder, Spirit Animal

16:30–16:45

Presentation on Rise Above the Rush
By Anuj Sawhney, MD, Swiss Military Consumer Goods

16:45–17:30
Panel Discussion: Beauty Boom: India's Fastest-Growing Lifestyle Opportunity

India's beauty and personal care market is witnessing unprecedented growth, driven by rising disposable incomes, digital influence, premiumisation, and a young, experimentation-led consumer base. From global luxury beauty brands entering India to homegrown D2C disruptors scaling rapidly, the category is evolving across price points, channels, and formats.

This session will explore where the real growth lies, how brands are scaling across online and offline retail, and what it takes to win in India's highly competitive and fast-changing beauty landscape.

	Key Talking Points: • Is India still a mass beauty market or rapidly preimmunising? • Rise of homegrown D2C brands vs global beauty giants • Role of influencers, content, and social commerce in driving discovery • Omnichannel strategy: online-first to offline expansion (malls, stores) • Tier 2/3 markets: next growth frontier for beauty • Localization vs global brand positioning Moderator : • Sona Aggarwal, Managing Director , Head Retail Sales & Strategy, APAC, Cushman & Wakefield Speakers: • Siddha Jain, Co-founder & Chief Business Officer, Bombae by Bombay Shaving Company • Aman Mohunta, Co Founder, Aminu • Kanikka Dewanii, Founder of Mintree • Shriti Malhotra, Executive Chairman, Quest Retail • Mriga Kothare Pushkar, Creative Director & Brand Experience, Landor • Nirzar Jain, President Leasing, Nexus Select Malls • Nitika Garg, Founder, Sonrisa
17:30	End of Day 1 Conference
19:00	MAPIC India Cocktail followed by Gala Dinner powered by Inorbit Malls

Time (Hrs)	Day- 2 (Wednesday 30th September 2026)
11:00–11:45	Opening Session : The \$30 Trillion Opportunity: What Will It Take for India to Become the Next Global Luxury Retail Destination? - India aspires to become a \$30 trillion economy by 2047 under the broader Viksit Bharat vision. - Economic growth alone will not be sufficient — India will require a parallel transformation in infrastructure, cities, skills, tourism, hospitality and consumer experience. - India already has a large and growing affluent consumer base. The next opportunity is to evolve from being a large luxury consumption market to becoming a global luxury shopping destination. - The larger question: What can India learn from destinations such as Dubai, Singapore and Thailand while creating its own distinctive luxury ecosystem? Moderator : - Sanjeev Mehra, CEO & ED, Quest Properties India Ltd Speakers: - Mukesh Kumar, CEO Malls & Business Head- New Businesses, K Raheja Realty - Tanu Prasad, CEO- Malls, Oberoi Realty - Lucio Guerra, Chief Design Officer and Partner, Design International - Sahil Malik, Director, Da Milano - Bhavin Bhanushali, Director and Head of Leasing, Outlet Mall of India
11:45–12:30	Panel: “Cost vs Consumption: Rethinking Mall ROI in India’s New Reality” India’s retail real estate story is evolving. While consumption continues to grow, it is not always keeping pace with escalating land acquisition and construction costs, putting pressure on project viability and returns. This panel will unpack how developers are reworking their business models, tenant strategies, and asset design to protect and grow ROI. From mixed-use developments and experience-led formats to smarter leasing and capital structures, the discussion will focus on what it takes to build financially resilient retail assets in today’s environment. Key Talking Points: - ROI reality check: Are mall returns still attractive vs other asset classes? - Cost pressures: How developers are managing rising land, construction, and financing costs - Leasing strategy shift: Revenue share vs fixed rentals—what’s working now? - Tenant mix for returns: F&B, entertainment, and experiences vs traditional retail - Mixed-use advantage: Retail + office + hospitality as a risk diversification model - Phased development & asset-light models: Smarter ways to build and scale - Consumption gap: Are we overbuilding in some cities while under-serving others?

	Moderator : • Subheesh Babu, Senior Director, Retail Services, India, JLL Speakers: • Abhishek Bansal, Managing Director, Pacific Group • Shibu Philips, Director – Shopping Malls, Lulu Group • Rajneesh Mahajan, CEO, Inorbit Malls • Nick Kyriacos, Design Director, Bentel Associates International Pvt Ltd, South Africa • Pooja Grover, Head of Expansion IKEA India
12:30– 12:45	Keynote Address on The Future of Real Estate: Building India’s Next-Gen Mixed-Use Destinations by Amit Grover, CEO, Adani Airport City
12:45–13:30	Panel Discussion: The New Tenant Mix: How Experience, Fitness, Entertainment & Lifestyle Are Redefining Malls As India’s mall ecosystem evolves, leasing is moving beyond the traditional mix of fashion, retail and F&B. Developers and mall operators are increasingly bringing in fitness, wellness, entertainment, FECs, experiential concepts and lifestyle offerings to drive footfall, increase dwell time and create stronger destination-led experiences. This panel will bring together diverse perspectives from mall leasing heads, fitness operators, FEC/entertainment brands and experience-led businesses to explore how the new tenant mix is changing the way malls are planned, leased and experienced. Key Discussion Points: • Beyond traditional leasing: How are mall leasing strategies evolving, and which new categories are becoming important anchors? • Experience as a footfall driver: What role are FECs, entertainment, fitness, wellness and lifestyle concepts playing in increasing dwell time and repeat visits? • The developer vs. operator perspective: What do mall owners look for when bringing non-traditional tenants into their properties, and what do operators need from developers? • The mall of the future: How will the changing tenant mix influence mall design, space allocation, revenue models and the overall consumer experience?

	Moderator : • Arpita Tandon, National Head – FEC & Vanilla Retail JLL India Speakers: • Nikhil Kakkar, Co-Founder, Crunch Fitness • Yogeshwar Sharma, Chief of Business Development & Leasing, DLF • Abbas Jabalpurwala, Chief Executive Officer, Timezone Entertainment • Ravinder Choudhary, Vice President – Vegas & Unity One Elegante, Unity Group • Rohit Gopalani, Chief Business Officer, Inorbit Malls (India) Pvt. Ltd. ,K Raheja Corp Group Company • Preeti Khera, Sr. Vice President – Strategy and Leasing, M3M India Private Limited • Sunil Munshi, COO- Retail, Brigade Group
13:30– 14:30	Networking Lunch Break
14:30–15:15	Panel Discussion: Beyond Occasion: How the New Indian Consumer Is Rewriting the Jewellery Playbook India's jewellery market is evolving as younger consumers increasingly see jewellery as a form of self-expression, fashion and identity. This panel explores how brands can stay relevant through contemporary design, affordability, digital influence and innovative retail experiences while balancing heritage and trust. Discussion Points: • How are Gen Z and Millennials changing jewellery from an occasion-led purchase to an everyday expression of personal style and identity? • What matters today—design, affordability, customisation, diamonds, brand story, sustainability or the overall experience? • How are established jewellery brands reinventing designs, collections and retail experiences to stay relevant to younger consumers? • How can brands leverage D2C, social commerce, omnichannel retail and expansion into Tier II/III cities to unlock the next wave of growth? Moderator : • Anand Dutta, Associate Executive Director, CBRE Speakers: • Ricky Vasandani, CEO, Solitario Diamonds • Kiran Shinde, CEO, PMJ Gems & Jewelers Pvt Ltd • Mallikarjuna Reddy Yarabolu, Managing Director, Forevermark Diamond Jewellery & De Beers India Pvt. Ltd. • Dhyey Sojitra, Founder & CEO, Evora Diamond Jewellery • Parag Shah, CEO, Kisna Diamond & Gold Jewellery • Neil Sonawala, Managing Director, Zen Diamond • Praveen Govindu, Partner, Deloitte India
15:15–15:30	Presentation – Make Room for Wonder: Why wonder is the smartest investment a space can make By Nehmat Mongia, Founder, Space Story 360

15:30–16:15	Panel Discussion: The New Face of Indian Fashion: Building Brands Beyond the Product India's fashion and lifestyle landscape is being reshaped by a new generation of brands that are combining strong design, digital-first storytelling, distinctive brand identities and ambitious retail expansion. From ethnic wear and handbags to eyewear, consumers are increasingly choosing brands that reflect their individuality and lifestyle. This panel brings together emerging Indian fashion and lifestyle leaders to discuss how new-age brands are building relevance, scaling across channels and competing for the attention of a younger, more discerning consumer. Key Discussion Points: • From D2C to Destination: How India's New-Age Fashion Brands Are Building the Next Big Labels • How are new-age brands creating distinctive identities that go beyond the product and become part of the consumer's lifestyle? • Winning the Gen Z & Millennial Consumer • D2C to Stores: The New Growth Playbook • What does it take to move from a successful home-grown brand to a national lifestyle brand and where are the biggest opportunities for expansion? Moderator : • Manik Dhodi, Founder & Principal Consultant, MD Creative Catalyst Private Limited (MCCPL) Speakers: • Priyanka Gupta, Director, GKB Opticals • Gaurav Mehta, Founder, Jaipur Watch Company • Arjun Vaidya, Co-founder, V3 Ventures • Florian Hurel, Founder, FHair & FHHCS • Pravin Prabhakar, CEO, Provogue
16:15–16:30	Presentation – Retail Malls: From Floor Plans to Live 3D Reports for Leasing, Renewals and Tenant Mix By Wanlyn Tiberghien, Cofounder & CEO at SmplrSpace
16:30– 17:15	Panel Discussion: Retail in Transit: Turning Airports, Metro Stations & Highways into Consumption Hubs Transit spaces are no longer just about movement—they are becoming high-footfall retail destinations driven by convenience, experience, and captive consumers. From airports and metro stations to highways and railway hubs, brands are increasingly viewing transit retail as a strategic growth channel. Key Discussion Points: • How transit hubs are evolving into premium retail and lifestyle destinations • What consumers want from on-the-go shopping and food experiences • Airports vs metro vs highway retail: where is the biggest opportunity? • The future of transit retail in India: technology, experiential formats, and non-aero revenue growth

	Moderator: • Bimal Sharma, Head – Retail, Leasing Services, CBRE Speakers: • Sharad Sachdeva, Co-founder and CEO, Highway Hub • Siddharth Arora, COO, Subway India • Rahul Sahni, Head, Retail Leasing, Adani Airport City • Chaman Raj, Co-Founder, Dohful • Sid Marchant, Co-Founder – Good Flippin’ Burgers & FLYP Coffee • Hemant Sood, Founder and Managing Director, Findoc Investmart Private Limited
17:15–18:00	Final Thought: India’s Next Retail Frontier: Building for the New India India’s next retail opportunity is moving beyond the metros, with Tier II and III cities emerging as powerful consumption and experience markets. This closing conversation brings together developers, retailers and entertainment leaders to explore where the next wave of growth will come from and what it will take to build destinations that New India consumers actually want. Key Discussion points: • Where is New India Emerging : Which Tier II/III cities and consumption corridors are poised for the next retail boom? • How can retail, F&B, entertainment and experiences come together to create compelling destinations? • Are Brands & Developers Ready? What needs to change in formats, investments, partnerships and expansion strategies? • The Next 5–10 Years, Where should the industry place its bets today to capture India’s next consumption wave? Moderator: • Tiyasa Khanra, Partner, Deloitte India Speakers: • Himanshu Kwatra, MD, Western Living • Sanjay Barjatya, CEO, Roongta Cinemas • Ankur Maheshwary, Founder, Masti Zone • Krsnaa Mehta, Executive Director, India Circus, Godrej • Harish Mehta, President–Business Development, Reliance Industries Ltd • Kunal Sawhney, Chief Operating Officer, CineLine India Ltd. (MovieMax) • Abhishek Bajpai, CEO – Apparel Group India
18:00	End of Conference
18:00–19:00	Networking Pre Award Cocktail in Exhibition Area
19:00 onwards	MAPIC India Retail Awards
19:00 onwards	Fashion Show by Sabhyata
20:30 onwards	Fashion Show by R&B – Apparel Group