

The India Advantage: Reforms, Retail & Rising Consumption

Theme:

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The India Advantage: Reforms, Retail & Rising Consumption underscores why India is fast becoming one of the world's most compelling markets for retail and shopping centre growth. Supportive policy reforms such as GST and digitization have created a more transparent, efficient, and investment-friendly environment (retailers reported an 11% rise in sales during the 2025 festive period, driven in part by GST changes that eased consumption costs – Source: IBEF), while a rapidly modernizing retail landscape marked by organized retail, omnichannel formats, and strong expansion in Tier II and III cities is redefining how and where India shops. (Organised retail projected to reach USD 230 billion by 2030 and growing at around 10% CAGR – Times of India.) With omnichannel formats gaining traction across India, a large, young, and aspirational consumer base is driving sustained footfalls, higher spending, and demand for experience-led malls and lifestyle destinations. This powerful synergy between reforms, retail expansion, and rising consumption is attracting strong global confidence, with over USD 3.5 billion expected to flow into Indian retail real estate in the next three years (ETRealty.com), positioning India as a compelling long-term investment destination. Together, these forces are making India a global consumption and investment leader, attracting billions in capital and nearly doubling the scale of its retail economy by 2030—making now the moment to invest, expand, and lead in India's retail-led growth story.

8:30-10:45 Hrs	Conference Registration
11:00-11:10 Hrs	Welcome Note by MAPIC INDIA
11:10 -11:40	Keynote Address by Government (DPIIT) followed by Q&A from Retailers and Developers
11:40-12:00	Report Launch
12:00 - 12:45	<p>MAPIC Premier: The 5 million Sq. Ft Moment: Meet the Icons Building India's Next Big Malls</p> <p>India's Tier 2 and Tier 3 cities are witnessing a defining shift as organized retail bets big on scale. This panel brings together five of India's leading mall developers, each delivering ~1 million sq. ft destination shopping centres, collectively shaping a 5 million sq. ft retail growth story beyond metros. Many big players are creating city-defining malls, transforming consumption, attracting global brands, and institutionalizing retail across emerging India. Join the icons building the future big malls that will anchor the next decade of retail growth.</p> <p>Discussion Points:</p> <ul style="list-style-type: none"> • Why 1 million sq. ft malls make sense in Tier 2–3 today • How infrastructure, demographics, and spending power are aligning • What organized retail means for brands, cities, and investors • The next cities and formats to watch over the next 5 years • Mall design & experiential elements tailored to local demand. • Institutional capital's role in structured expansion. • Brand mix strategies for non-metro cities.
12:45—13:15	Fireside Chat MAPIC India Special - Inside the Q-commerce Disruption 15 minutes or Footfalls? Who owns the Consumer Today?

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	<p>This fireside chat unpacks how q-commerce is reshaping consumer behaviour and redefining retail strategies at unprecedented speed. As the 10-minute mindset rewires expectations around convenience, availability and immediacy, the discussion will explore where physical stores fit in an instant-delivery world and how retailers, platforms and places can collaborate to build the emerging instant economy. The session will also critically examine the sustainability of q-commerce separating long-term opportunity from short-term hype and ask the bigger question: is q-commerce a lasting shift or a bubble waiting to burst?</p> <ul style="list-style-type: none"> • The 10 minutes Mindset: How speed is rewiring consumer Expectation • Where does the store fit in a 10-minute world • Building the instant economy: Retailers, Platform and Places • Is Q-Commerce a bubble waiting to burst?
13:15 -14:00	<p>Panel Discussion: Destination Economics: Retail Meets Hospitality</p> <p>Retail and hospitality are converging like never before, with hospitality today at a stage similar to where organised retail once stood rapid expansion, evolving formats and deeper integration into mixed-use developments. From metros to Tier 2 and Tier 3 cities, hotels, F&B-led destinations, airport retail and highway retail are becoming powerful footfall and experience drivers. This panel will explore how hospitality-anchored retail is shaping new destinations from Udaipur's vibrant café culture to large mixed-use projects integrating hotels, malls and entertainment. Industry leaders will share insights on where hospitality is headed, how it is influencing retail design and leasing, and why the future belongs to destination-led developments rather than standalone assets.</p> <ul style="list-style-type: none"> • The Retail–Hospitality Convergence • Metro vs Tier 2 & 3 Opportunity • Hospitality as the New Anchor • Airport & Highway Retail • How hospitality thinking is influencing retail layouts, tenant mix and placemaking from cafés and courtyards to walkable, social spaces. • Case Studies from India • What's Next for Developers & Brands
14:00-15:00	Networking Lunch
15:00-15:45	<p>Panel Discussion: Retail By the Numbers- The CFO View</p> <p>As India's consumption story strengthens, CFOs are playing a critical role in steering retail businesses through regulatory change, margin pressures and evolving consumer demand. This session brings together leading retail CFOs to decode how GST reforms have reshaped operating models, improved transparency and lifted sentiment across categories such as fashion, apparel and entertainment. From cost structures and compliance to capital allocation and growth strategies, the panel will offer a data-driven perspective on what is truly changing beneath the surface of India's retail resurgence.</p> <p>Key Highlights:</p> <ul style="list-style-type: none"> • Has GST Really Helped Retail? • What CFOs are seeing in numbers across fashion, apparel, entertainment and

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	<p>lifestyle categories.</p> <ul style="list-style-type: none"> Managing rentals, manpower, logistics and input costs while protecting margins How CFOs are evaluating new stores, malls, formats and partnerships. Retailer–Developer Financial Alignment What Keeps CFOs Up at Night: Compliance, cash flows, volatility—and where the next risks and opportunities lie
15:45-16:30	<p>Panel Discussion: The Designers Shaping India's Retail Future</p> <p>As India's fashion landscape accelerates, designers are playing a central role in transforming both creative expression and commercial retail dynamics. With the Indian fashion retail market projected to more than double in value by 2030, driven by rising incomes, young consumers, and omni-channel growth, fashion designers are not just cultural icons but strategic contributors to economic expansion. This panel brings together leading Indian designers to explore how creativity intersects with commerce — from heritage textiles and global collaborations to mass-market trends and digital-first design strategies and what this means for the future of fashion retail in India and beyond</p>
16:30-17:15	<p>Exclusive: LIVE competition, learning, and celebration</p> <p><u>Most Admired Shopping Centre of the Year - Best Footfall Growth Initiative (Live Presentation)</u></p> <p>(Six leading mall developers will present top proven footfall growth initiatives each in 5 minutes followed by Q&A, focusing on impact, execution and results. The presentations will be judged live by top retailers, with the top three campaigns honoured at the Shopping Centre Awards in the evening making this a true MAPIC India exclusive.)</p> <p><u>Eligibility/Criteria</u> - This award recognises a shopping centre that has demonstrated outstanding growth in footfall through innovative strategies, impactful marketing, and strong customer engagement. It celebrates initiatives that have successfully attracted new visitors, increased repeat visits, and transformed the mall into a high-energy retail destination.</p> <p>Shortlisted nominees under this category will be required to make a live presentation before the jury. The presentation should clearly outline the strategy, execution, and measurable impact of the footfall growth initiative.</p>
17:30-18:30	Closed Door Advisory Committee Meet (Think Tank of MAPIC INDIA 2026)
17:30-19:00	Leaders Exclusive Meet by Invite only
19:00 pm onwards	MAPIC India Shopping Centre Awards 2026