

CONFERENCE AGENDA

18-19 September 2024

Theme: Decoding the NEW Retail CODE: Thriving in a Fast Changing World

DAY 1 | 18<sup>th</sup> Sep

Hall 1

8:30-10:45	<b>Registration</b>
11:00-11:05	<b>Welcome Note by Ashna Gemini Sharan, Portfolio Director, MAPIC India</b>
11:05-11:15	<b>Report Launch by Deloitte: Powering Consumption Growth - India's Home &amp; Household market</b> Presentation by- Praveen Govindu, Partner, Deloitte India
11:15-12:00	<b>Opening Gala- Real Estate</b> Building Tomorrow: The Role of Real Estate in Shaping India's Economic Future <b>Moderator:</b> Manisha Natarajan, Consulting Editor, Urban Development & Real Estate, NDTV <b>Speakers:</b> <ul style="list-style-type: none"><li>• Sanjeev Jaiswal, (I.A.S) VP AND CEO, Maharashtra Housing and Area Development Authority</li><li>• Niranjan Hiranandani, Chairman, Hiranandani Group</li><li>• Boman Rustom Irani, Chairman &amp; Managing Director, Rustomjee Group</li><li>• Sandeep Runwal, Managing Director, Runwal Realty</li><li>• Nirupa Shankar, Jt. MD, Brigade Group</li></ul>
12:00-12:15	<b>Special Address and Report Launch by Dr Samantak Das, Head of Research and REIS, India, JLL</b>
12:15-13:00	<b>Opening Gala- Retail Hotspot</b> Retail Think Tank: Decoding the NEW Retail CODE: Thriving in a Fast Changing World <b>Moderator:</b> Anuj Puri, Co-Founder and Chairman, Anarock <b>Speakers:</b> <ul style="list-style-type: none"><li>• Eli Haddad, Founder &amp; Managing Director, Beverly Hills Polo Club, US</li><li>• Vineet Gautam, CEO, Bestseller India</li><li>• Anil Konidena, CEO, Founding Director, South East Asia, Landmark Group, President Director - Indonesia, Director - Malaysia</li><li>• Tushar Ved, President, Apparel Group</li><li>• Pramod Arora, CEO, PVRINOX</li></ul>
13:00-13:40	<b>International Retail Powerhouses:</b> Panel Discussion- Global Players Eyeing and Entering India's thriving marketplace <b>Moderator:</b> Sharad Nagpal, Senior Director, Head - Retail Consulting & International, Business Development, India, JLL <b>Speakers:</b> <ul style="list-style-type: none"><li>• Morten Grabowski Kjaer, Owner and CEO, Luksusbaby A/S, Denmark</li><li>• Pierre Ravan, Founder -Eternal Journey (Luxury Perfumes), France</li><li>• Andrew McVicker, Director, PRAGMA, London</li><li>• Didier Gaste, Co-Founder and CEO, Spacial, France</li><li>• Runish Gudhka, CEO, BATFAST, California</li></ul>
13:40-13:45	<b>Presentation: INDIA GROWTH STORY</b> <b>Speaker:</b> Salil Kumar, Director, CRC
13:45-14:45	<b>Networking Lunch Break</b>
14:45-15:15	<b>Chair Yoga &amp; Meditation by PIERRE RAVAN.</b> PIERRE RAVAN , a DJ, producer, certified yoga teacher, and Heartfulness meditation trainer, and Luxury brand creator will take us on a small experiential journey of Chair Yoga followed by Heartfulness meditation and bring the awareness of what LUXURY will be in the future by learning to connect through our Hearts and explore all the potential which exist within.
15:15-16:00	<b>Panel Discussion: India- The Next Luxury Destination</b> <b>Moderator:</b> Sanjeev Mehra, CEO & Executive Director, Quest Properties India Limited <b>Speaker:</b> <ul style="list-style-type: none"><li>• Pushpa Bector, Senior Executive Director and Business Head, DLF Retail</li><li>• Vijay KG, Founder, Luxepolis.com, Ex Founding Partner Nykaa</li><li>• Sagar Chhabra,Business Head, House of MASABA</li><li>• Anand Ramanathan, Partner, Consumer Products and Retail Sector Leader, Deloitte India</li><li>• Tanveer Kaur, Distribution and Real estate Lead- South Asia (India, Nepal, Sri Lanka and Bangladesh), SWAROVSKI</li></ul>
16:00-16:45	<b>Panel Discussion: Breaking Boundaries in Retail - Harnessing the Magic of Mixed-Use Spaces for India's Retail Evolution</b> <b>Moderator:</b> Sakshi Goel, Associate Executive Director,CBRE <b>Speakers:</b> <ul style="list-style-type: none"><li>• Lucio Guerra, Chief Design Officer, Design International, London</li><li>• Harsh Bansal, Co – Founder, Unity Group and Vegas Mall</li><li>• Shibu Philips, Director Malls, Lulu Shopping Malls</li><li>• Rashmi Sen, COO Retail, The Phoenix Mills</li><li>• Jayen Naik, COO, Nexus Mall</li><li>• Sumit Anand, Chief Business Officer, Airport land development, GMR</li><li>• Ignacio Sanchez Perez, Project Development Manager, Ingka Centres</li><li>• Yogeshwar Sharma, Chief of Business Development &amp; Leasing, DLF</li></ul>
16:45-17:30	<b>Panel Discussion: The next wave of retail real estate and the role of design.</b> <b>Moderator:</b> Muhammed Ali, Chief Executive Officer - Retail, Prestige Group <b>Speakers :</b> <ul style="list-style-type: none"><li>• Arunjot Singh Bhalla, Managing Director, RSP India (Singapore)</li><li>• Architect T M Thomas, Thomas Associates,(India)</li><li>• Nick Kyriacos, Principal Design Director, Bentel (South Africa)</li><li>• Karl Wadia , Senior Design Principal, Architect Hafeez Contractor [AHC], (India)</li><li>• Komal Datta, Divisional Director, Benoy (United Kingdom)</li><li>• Guido Bigolin, Partner &amp; Design Director – SOG Design (Spain)</li></ul>

17:30-18:15	<b>"Today's Customer Unveiled": CXO Panel Wrap-Up on Engaging the Modern Consumer</b> <b>Moderator:</b> Vivette D'cruz, Partner, Deloitte India <b>Speakers:</b> <ul style="list-style-type: none"><li>• Sagar Daryani, Founder, WOW Momos</li><li>• Rajesh Jain, MD &amp; CEO, Lacoste</li><li>• Samir Srivastav, CEO, Looks Salon India</li><li>• Dhruv Bogra, Country Director, Forever New India</li><li>• Vivek Lohcheb, CEO of Pincode</li><li>• Ashish Bhutani, CEO, Bhutani Group</li></ul>
18:00-18:45	<b>Venue: Chairman's Club: Evening Session</b> Welcome Note by Mopic India DigiComm Growth Framework For Retail Malls Speaker- K. Ram Sudhirr, Head - Acquisitions & Growth, GreenHonchos <b>Fireside Chat : O2O Digital Transformation Journey for Engagement, Experience, and Growth - Forum Malls</b> <b>Moderator :</b> Anupama Bharadwaj, Business Director, GreenHonchos <b>Speaker :</b> Muhammed Ali, Chief Executive Officer – Retail, Prestige Group Fireside Chat: Consumer Obsession for a Unified Experience and Higher CLTV across the Phygital Spectrum <b>Moderator:</b> Navin Joshua, Founder & Director, GreenHonchos <b>Speakers:</b> Anupam Bansal, MD, Liberty Shoes Ltd Dhruv Bogra, Country Director, Forever New India
19:00 onwards	<b>Britto KC &amp; Music Band Performance</b>

Hall 2

13:45-14:45	<b>Networking Lunch Break</b>
15:00-15:15	<b>Keynote: Digital Transformation - Omnichannel Retail: The CUSTOMER perspective</b> Navin Joshua, Founder/Director, GreenHonchos
15:15-16:00	<b>Panel Discussion: Fusion Retail : Bridging the Gap Between Digital and Physical Shopping Experience</b> <b>Moderator:</b> Jaydeep Shetty, Consulting Partner, GreenHonchos <b>Speakers:</b> <ul style="list-style-type: none"><li>• Abhishek Raj, COO, Lacoste India</li><li>• Narendra Pratap Singh, Director, Samsonite</li><li>• Shailendra Singh, Business Head, SVP Nykaa Beauty</li><li>• Sunil Menon, Chief Expansion Officer, Lenskart</li><li>• Devesh Sinha, Director - Digital Commerce, Pepe Jeans India</li><li>• Bidyut Bhanjdeo, Chief Business Officer- Brands-FMCG-Fashion- Retail -Ethnix, Raymond</li></ul>
16:00-16:45	<b>Panel Discussion: Mall Visionaries: Redefining the Future of India's Retail Hubs</b> <b>Moderator:</b> Sukanta Ganguly, Sr. Associate Director - Retail, Cushman and Wakefield <b>Speakers:</b> <ul style="list-style-type: none"><li>• Peayush Agarwal, CEO, SMARR Realty By V3S Group</li><li>• Inderjit Kaur, Founder &amp; Strategic Director, M-Pro Realtors</li><li>• Gaurav Kumawat, COO, Pioneer Property Zone Services</li></ul>

ROUNDTABLE - ROOM 208

12:00-13:00	<b>Roundtable by Deloitte</b> "Customer ONE VIEW across all touch points for personalized targeting, cross selling and upselling"
13:45-14:45	<b>Networking Lunch Break</b>
15:00-16:15	<b>Roundtable by Pincode ( Phone pe)</b> Topic: "Retail Revolution: Embracing Change for Growth" <b>Introduction of moderator and participants</b> <ul style="list-style-type: none"><li>• Top consumer behaviour changes</li><li>• How have consumer preferences evolved over the past few years?</li><li>• What trends are driving these changes (e.g., digitalization, sustainability, personalization)?</li><li>• Influence of social media on shopping habits</li></ul> <b>Growth strategies and playbooks that partners have employed</b> <ul style="list-style-type: none"><li>• Innovative Growth Tactics</li><li>• Best practices for building and maintaining customer loyalty</li><li>• Omnichannel Approaches</li></ul> <b>Future Outlook and Perceived challenges</b> <ul style="list-style-type: none"><li>• Market competition</li><li>• Ecosystem challenges - Tech, Others</li><li>• Digital transformation and barriers</li></ul> <b>Pincode intro and AV</b> <b>Key Takeaways</b>

DAY 2 | 19<sup>th</sup> Sep

Hall 1

11:00-11:15	<b>Report Launch By Cushman and Wakefield:</b> <b>Presenters:</b> <ul style="list-style-type: none"><li>• Saurabh Shatdal – MD, Capital Markets and Head Retail India, Cushman and Wakefield</li><li>• Gautam Saraf - MD Mumbai and New Business, Cushman and Wakefield</li><li>• Neeraj Puri, Senior Director &amp; Head - North &amp; East – Retail, Cushman and Wakefield</li></ul>
11:15-12:00	<b>The Mega Conglomerate of India - RELIANCE Group</b> <b>Opening Session:</b> "Winning Every Game: Insights from Reliance's Playbook" Meet the Reliance Heroes: Builders of an Empire <b>Moderator:</b> Rahul Arora, Head of Retail Services and Office Leasing Advisory, India JLL <b>Speakers:</b> <ul style="list-style-type: none"><li>• Harish Mehta, CEO, JIO BP (Reliance BP Mobility Ltd)</li><li>• Damodar Mall, Reliance Retail CEO, Value Formats ( FreshPik, Smart Bazaar); Author; SupermarketWala.</li><li>• Sandeep Varaganti, CEO, Jio Mart, Reliance Retail</li><li>• Kumar Nitesh, CEO, Reliance Footwear/footprints</li></ul>
12:00-12:40	<b>Panel Discussion: Crafting Exclusivity: "Premiumization of Indian Retail Landscape"</b> <b>Moderator:</b> Hemlata Vedula, Partner, Deloitte India <b>Speakers:</b> <ul style="list-style-type: none"><li>• Abhishek Bansal, Executive Director, Pacific Malls</li><li>• C K Venkataraman, MD, Titan Company</li><li>• Dilip Kapur, Founder, Hidesign</li><li>• Sooraj Bhat, CEO - Ethnic Business, Aditya Birla Group</li><li>• Abhishek Bajpai, CEO - Apparel Group India</li><li>• Karthik Balagopalan, MD, Puma India</li></ul>
12:40-13:00	<b>Presentation: IKEA-anchored meeting places to shop, live, work, eat and play - expanding in India</b> <b>Speaker:</b> Vasco Santos, Global Sales & Leasing Director, Ingka Centres
13:00-13:15	<b>Presentation: 1 Roof to Eat. Drink. Play. Watch. Dave &amp; Buster's Debut in India</b> <b>Speakers:</b> Shreya Malpani, CMO- Malpani Arcade Pvt. Ltd. and Jai Malpani, MD, Imagicaaworld Entertainment Limited
13:15-14:00	<b>Panel Discussion: The Leisure Landscape: "India's Entertainment Tomorrow".</b> <b>Moderator:</b> Pramod Arora, CEO, PVRINOX <b>Speakers:</b> <ul style="list-style-type: none"><li>• Rajneesh Mahajan, CEO, Inorbit Malls</li><li>• Devang Sampat, CEO, Cinépolis India</li><li>• Ankur Maheshwary, Founder - Masti Zone; Promoter - Modern Group of Companies, Vice Chairman at Indian Association of Amusement Parks &amp; Industries</li><li>• Vishal Mehta, CEO, Fog Technologies</li><li>• Arpita Tandon, Head of Family Entertainment Center, JLL India</li><li>• Abbas Jabalpurwala, CEO, Timezone</li></ul>
14:00-15:00	<b>Networking Lunch Break</b>
15:00-15:45	<b>Post-Lunch Energizer: The Blindfold Game</b> Kick off the afternoon with a fun and interactive session designed to put your auditory senses to the test! <b>Followed By :</b> Panel Discussion: Marketing for a blind world : Strategies to Boost Brand Recall in a Distracted World. <b>Moderator:</b> Sunil Khanna, Founder, Songdew <b>Speakers:</b> <ul style="list-style-type: none"><li>• Prahlad Kakkar, Marketing Guru, Advertising Film Director,Genesis Film Production Pvt Ltd</li><li>• Govind Pandey, CEO, TBWA</li><li>• Raghav Verma, Co-Founder, Chaayos</li><li>• Muskaan Arora, CEO &amp; Founder, 11 Ouest</li></ul>
15:45-16:20	<b>Panel Discussion: C-Suit Synergy: Cracking the code- Tier 3 and Tier 4 Markets- The hidden Gems of Retail Expansion.</b> <b>Moderator:</b> Anand Dutta, Associate Executive Director, CBRE <b>Speakers:</b> <ul style="list-style-type: none"><li>• Anupam Bansal, MD, Liberty Shoes Ltd</li><li>• Kamal Khulani, Founder and Chairman, Mufti</li><li>• Sahil Malik, CEO, Da Milano</li><li>• Ashish Chanana, COO, Haldiram's</li><li>• Rajeev Sharma, CEO, NY Cinemas</li><li>• Sudhanshu Kejriwal, Co-Founder and Managing Director, Keydemand</li><li>• Siddharth Arora, COO, Subway</li></ul>
16:20-17:00	<b>Panel Discussion: Leasing Legends - Meet the Visionaries Revolutionizing Malls with Innovative Leasing Strategies</b> <b>Moderator:</b> Saket Amrit, Director - Advisory & Transaction Services, CBRE <b>Speakers:</b> <ul style="list-style-type: none"><li>• Stephen Jude Noah, Portfolio Leasing Head, Forum Malls, Prestige Group</li><li>• Rehan Huck, Vice President &amp; Head of Leasing, DLF Shopping Malls</li><li>• Ravinder Choudhary, Vice President, Vegas &amp; Unity One Elegante</li><li>• Rohit Goplani, SVP, Head Leasing, Marketing &amp; Corporate Communications, Inorbit Mall</li><li>• Milin Rohinesh, Executive Director and Head West – Retail, Cushman and Wakefield</li><li>• Tanu Prasad, Vice President – Leasing, Nexus Malls</li></ul>
17:00- 17:30	<b>Grand Finale: Captivating Conclusions and Future Frontiers!</b> Charting the course forward with industry associations: A LIVE Dialogue on shaping the future of Retail.

17:30-18:30	<b>Venue: Chairman's Club: Evening Session</b> Welcome Note by Mopic India DigiComm Growth Framework For Retail Malls <b>Speaker :</b> Aamir Shafiq, VP - MarComm, GreenHonchos Fireside Chat: India's First Hyperlocal eCommerce Mall - Inorbit Malls <b>Moderator :</b> Navin Joshua, Founder & Director, GreenHonchos <b>Speaker :</b> Rajneesh Mahajan, Chief Executive Officer, Inorbit Mall
19:00-19:30	<b>Networking Pre Award Cocktail</b>
19:30 onwards	<b>Mapic India Retail Awards</b>

Hall 2

11:30-12:15	<b>Panel Discussion: Mall Synergy: Uniting Developers and Management for Ultimate Success</b> <b>Moderator:</b> Sunil Munshi, VP Retail, Brigade Group <b>Speakers:</b> <ul style="list-style-type: none"><li>• Arvind Mayer, CEO, Secure Parking Solutions (P) Ltd</li><li>• Ankit Chhabra, Retail Head, SPR India</li><li>• Chandershekar Kaul, MD, Beyond Squarefeet™ Advisory Pvt, Ltd</li><li>• Vinod Sharma, Managing Director, Deki Electronics Limited &amp; Chairman, CII National ICTE Committee</li><li>• Jermina Menon, Brand and Marketing Strategist, Bhartiya City Developers</li></ul>
12:15-13:00	<b>Panel Discussion: " The Experience Economy": How real estate leaders are designing the malls of tomorrow.</b> <b>Moderator:</b> Rajendra Kalkar, Business Head Retail & Hospitality, Adani Realty <b>Speakers:</b> <ul style="list-style-type: none"><li>• Prakash Patel, MD, Bhumi world</li><li>• Abhishek Trehan, Executive Director, Trehan IRIS</li><li>• Uddhav Poddar, CMD, Bhumika Group</li><li>• Kunal Bhalla, Founder &amp; CEO,CRC Group</li></ul>
13:00-13:45	<b>Panel Discussion: "Flavor Innovators": Emerging F&amp;B Brands Transforming India's Palate</b> <b>Moderator:</b> Siju Narayan, CEO, RexEmptor Consult LLP <b>Speakers:</b> <ul style="list-style-type: none"><li>• Abhijit Anand, Founder and CEO, Abcoffee</li><li>• Naga Chandra Prabhu, Co founder, Chai Bliss Ventures Pvt Ltd</li><li>• Vibhanshu Mishra, Founder, Chalu Chinese</li><li>• Sameer Bhatia, Founder, House of Candy</li><li>• Amit Bagga, Co-Founder and CEO, Daryaganj</li><li>• Sid Marchant, Co-Founder, Good Flippin Foods Pvt Ltd</li><li>• Kunal R. Bharadwaj, Founder, Sociometrik</li></ul>
14:00- 15:00	<b>Networking Lunch Break</b>

