

## Conference Agenda



Theme: “A Look Back And A Look Ahead: Redefining Consumer Experience Through The Evolution Of Experiential Retail”

8:30-11:00 Hrs	<b>Conference Registration</b>
11:00-11:10 Hrs	<b>Welcome Note by RX India</b>
11:00-11:20	<b>Keynote Address by MAPIC INDIA Chairperson – Pushpa Bector, Senior Executive Director and Business Head, DLF Retail</b>
11:20- 12:00	<p><b><u>Exclusive Spotlight:</u></b>  <b><u>India’ Top Real Estate Tycoons -Building New India: Transforming India’s Real Estate Landscape</u></b></p> <p><b>Meet India’s Real Estate Titans who have been transforming the Landscape, Dive into their contributions to the industry and their pursuit of excellence in property development.</b></p> <p>The Indian real estate sector has embarked on a transformative journey that reflects the nation's transition from a predominantly agrarian society to one of the world's fastest-growing economies. This remarkable evolution, marked by skyscrapers, sprawling townships and bustling commercial centres, is intrinsically tied to the infrastructure development that spans the country. The growth of these two sectors not only shapes the physical landscape of the country but also influences its economic and social fabric.</p> <ul style="list-style-type: none"> <li>• Future of Real Estate Market in India: Trends and prediction</li> <li>• The green Revolution in Real Estate Trends</li> <li>• 2024 vision: Thriving opportunities in India's real estate ...</li> <li>• What real estate sector expects from Union Budget 2024-25</li> <li>• The Rise of PropTech: Transforming India's Real Estate Landscape</li> <li>• The Interplay of Infrastructure and Real Estate – Shaping the Future of INDIA</li> </ul> <p><b>Moderator:</b>  <b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• <b>Sriram Khattar, Vice Chairman &amp; MD, DLF Rentals</b></li> <li>• <b>Navin Raheja, Chairman, Raheja Group</b></li> <li>• <b>Ashwin Puri, CEO, Lake Shore</b></li> <li>• <b>Nirupa Shankar, Joint MD , Brigade Group</b></li> <li>• <b>Jatin Goel, Executive Director, Omaxe Ltd</b></li> </ul>
12:00—12:50	<b><u>Inaugural Session:</u></b>

	<p><b><u>Exploring the Untapped \$2 Trillion Retail Potential: Pathways to Success in the Next Decade</u></b></p> <p>As the retail landscape continues to evolve rapidly, with the advent of e-commerce, shifting consumer behaviours, and technological advancements, there lies a staggering \$2 trillion opportunity for retailers in the next decade. This panel discussion aims to delve into the key strategies and innovative approaches necessary to unlock this immense potential and thrive in the dynamic retail environment of the future.</p> <ul style="list-style-type: none"> <li>• What Changes retail has seen in last 5 years?</li> <li>• Analysing shifting consumer preferences, behaviours, and expectations to anticipate future demands and tailor retail strategies accordingly.</li> <li>• How is the booming Indian Economy Impacting the Retail Sector</li> <li>• A closer Look at growing and static category in retail</li> <li>• Leading the Experience Revolution: Brands at the Forefront of Experiential Retail</li> <li>• Global Giants vs. Local Heroes: A Comparative Analysis of Regional and International Brands in Retail</li> <li>• Empowering Retail through Make in India: Unveiling the Impact on Sector Growth and Innovation</li> </ul> <p><b>Moderator: Pushpa Bector, Senior Executive Director, and Business Head, DLF Retail</b></p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• <b>Abhishek Bansal, Executive Director, Pacific Malls</b></li> <li>• <b>Sameer Manglani, Owner, Meena Bazaar</b></li> <li>• <b>Zorawar Kalra, Executive Director, Massive Restaurants</b></li> <li>• <b>Kavindra Mishra, MD, Shoppers Stop Ltd</b></li> <li>• <b>Louis Coucke, Country Controller, H&amp;M</b></li> <li>• <b>Neelendra Singh, MD, Adidas India</b></li> </ul>
<p><b>12:50-13:30</b></p>	<p><b><u>Exclusive Talk: DTC Brands and Developers</u></b></p> <p><b><u>DTC Brands: Embracing the Power of Brick and Mortar</u></b></p> <p>India's direct-to-consumer (D2C) market, which is likely to reach a size of \$100 Bn by 2025, has grown exponentially in the last few years. Direct to Consumer (DTC) brands were thought to have an incredible advantage over those sold in brick and mortar stores. They didn't have to wholesale their products to resellers at 50% (or more) off retail price. However, many DTC brands are now moving into retail stores as well because customer still love—and rely on—retail stores. And following the shutdowns of the pandemic, consumers appreciate and enjoy shopping in physical stores more than ever. Hence, adding bricks and mortar retail has become a smart move for many DTC brands.</p> <p>Entering the brick-and-mortar world requires strategic decision-making, starting with selecting the right location. Analysing market demographics, competition and foot traffic patterns helps in finding an ideal spot. However, finding suitable spaces and negotiating lease terms is challenging, especially in high-demand areas.</p> <p>The session will bring together the dialogues from both the sides ( DTC Retailers and Developers) to understand the challenges and opportunities for DTC brands navigating into physical retail.</p> <ul style="list-style-type: none"> <li>• New relationship between retail developers and DTC brands.</li> <li>• Challenges DTC brands are facing while approaching physical retail.</li> <li>• How DTC is Teaming up with Traditional Retail in New Ways</li> </ul>

	<ul style="list-style-type: none"> <li>Why DTC brands expanding in an omnichannel world.</li> </ul> <p>Moderator: Bimal Sharma, Head Retail , CBRE</p> <p>Speakers:</p> <ul style="list-style-type: none"> <li>Abhijeet Anand, Founder &amp; CEO, AbCoffee</li> <li>Siddharth Dungarwal, Founder, Snitch.co.in</li> <li>Suraj Madhnani, Founder, Amintiri</li> <li>Harshil Salot, Founder, The Sleep Company</li> <li>Sujata Biswas, Co-Founder, SUTA</li> <li>Ayushi Gudwani, Founder &amp; CEO, FS Life (prev. FableStreet)</li> </ul>
13:30-14:30	<b>Networking Lunch</b>
14:30-15:00	<p>Exclusive Talk Show :</p> <p>Benchmarking Safety Performance: Metrics and Indicators for Retail Establishments</p> <p>Moderator: Rajat Wahi, Former Partner, Deloitte India</p> <p>Speakers:</p> <ul style="list-style-type: none"> <li>Atul Garg, Director, Department of Delhi Fire Services Government of National Capital Territory of Delhi</li> <li>Rajendra Kalkar, Business Head Retail &amp; Hospitality, Adani Realty</li> <li>Suresh Tanwar, Head of Audit and Consultancy, British Safety Council India</li> <li>Chandershekhar Kaul, Mall Mechanic and MD, Beyond Squarefeet</li> </ul>
15:00 onwards	<b>Live Voting opens for – Mapic India Retailer’s Choice Award – “MALL OF THE YEAR”</b>
15:00-15:15	Presentation by NEXUS Mall
15:15- 16:00	<p><b><u>Unlocking the Future: Experiential Retail and Mixed-Use Developments</u></b></p> <ul style="list-style-type: none"> <li>Analysing the latest trends in mixed-use developments and retail spaces in India.</li> <li>Urbanization and Consumer Behaviour</li> <li>Exploring innovative retail concepts and strategies for mixed-use developments to stay relevant in the evolving market.</li> <li>Sustainability and Experience</li> <li>Delving into the integration of technology, including e-commerce and digital platforms, in mixed-use developments and its impact on retail.</li> <li>Assessing the investment potential and risks associated with mixed-use developments and retail in India's real estate market.</li> </ul> <p>Moderator: Sharad Nagpal, Senior Director, Head - Retail Consulting &amp; International Business Development, India JLL</p> <p>Speakers:</p> <ul style="list-style-type: none"> <li>Harsh Bansal, Co – Founder, Unity Group and Vegas Mall</li> <li>Rohan Anand , Director, VR South Asia (The Xander Group)</li> <li>Arvind Mayar, CEO, Secure Parking Solutions (P) Ltd</li> <li>Shibu Philips, Director, Shopping Malls, Lulu Group</li> <li>Sameer Batra, President and CBO Dominos India, Jubilant Foods</li> <li>Haresh M Mirpuri, Co-founder &amp; MD, Essensai067</li> <li>Rajeev Ranjan, Managing Director, McDonald's India North and East</li> </ul>

<p>16:00 -16:45</p>	<p><u>Retail Rendezvous: Navigating a futuristic roadmap to the dynamic landscape of Retail.</u></p> <ul style="list-style-type: none"> <li>• A vision for tomorrow: Changing retail trends in India.</li> <li>• Forecasting the future of stores</li> <li>• Building Stronger Retailer Customer Relationship</li> <li>• Strategies for adapting to Crisis and uncertainty.</li> <li>• Penetration of Retail in Bharat (Tier I / II / III/ IV and V) how is It different everywhere.</li> </ul> <p><u>Moderator:</u> Swati Mohindra, Senior Director, Strategic Consulting, Cushman and Wakefield</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> <li>• Amitabh Suri, CEO, USPA, Arvind Fashions Limited</li> <li>• Merrill Pereyra, MD, Pizza Hut at Yum! Brands India Subcontinent</li> <li>• Vineet Gautam, CEO, Bestseller India</li> <li>• Rajesh Jain, CEO and MD, Lacoste India</li> <li>• Kumar Nitesh, CEO, AJIO Business / Reliance footprint/Trend Footwear/ Payless/ Lee Cooper / Catwal</li> </ul>
<p>16:45 -17:15</p>	<p><u>Closed room presentation by Malls to Jury for Shopping Centre Awards (Marketing &amp; Promotion Category)</u></p>
<p>17:15-18:30</p>	<p><u>Closed Door Advisory Committee Meet ( Think Tank of MAPIC INDIA 2024)</u></p>
<p>19:00 pm onwards</p>	<p><u>MAPIC India Shopping Centre Awards 2024</u></p>