

# INDIA RETAIL FORUM 2009

16<sup>th</sup> & 17<sup>th</sup> Sep 2009, The Renaissance, Mumbai, India

Conference Theme: RETAIL for INDIA Tomorrow

Proposed Agenda with speakers/ panelists invited – Updated 4th August, 3pm

## Day One, 16<sup>th</sup> Sep '09, Wednesday

**08:30 onwards** Registration & Breakfast

**09:30 – 10:00** Walk Through IRF 2009 Highlights

**Plenary** Inaugural Session - Grand Ball Room

**10:00 – 10:30** Welcome Address

**10:30– 11:30** Inaugural Address

**Vision: RETAIL for INDIA Tomorrow**

Rajan Bharti Mittal, Vice Chairman and MD, Bharti Enterprises

India's consumption potential remains as strong as ever. How modern retail can channelise this consumption towards multifaceted growth of the market delivering maximum value and profits to every stakeholder?

**No Stopping India!**

**Q&A with**

Kishore Biyani, Founder & CEO, Future Group

**11:30 – 12:30** Emerging Markets and India

**12.30 – 13.30** Retail Learning

Live learning from India's some of the most aggressive brands & retailers  
- introspect on the retail journey so far

Thomas Verghese, Chairman, CII National Committee on Retail and Chief Executive, Aditya Birla Retail

Vineet Kapila, CEO, Spencer's Retail

Hemant Bakshi, ED, Sales & Customer Development, HUL\*

**Anchor:** Raghu Pillai, President and Chief Executive, Operations & Strategy, Reliance Retail

**13.30 – 14.00** HOW TO GET SET TO RETAIL FOR INDIA TOMORROW?

(Prelude to IRF Retail Power Tracks)

Vikram Bakshi, MD, McDonald's (North & East India)

B S Nagesh, MD, Shoppers Stop

**14:00– 15:00** Lunch Workshop

**15:00– 16:30** Retail Power Tracks - 3 Concurrent Sessions

Retail Power Track 1 Ball Room A	Retail Power Track 2 Ball Room B	Retail Power Track 3 Retail Theater
<b>Fashion</b>	<b>Food &amp; Grocery</b>	<b>Health &amp; Beauty Care</b>
<b>Chair:</b> Shumone Chatterjee, MD, Levi's (India)	<b>Chair:</b> Sadashiv Nayak, President, Big Bazaar & Food Bazaar	<b>Chair:</b> Peter Baker, CEO, Health & Beauty, Future Group
<b>Panel:</b> Akhil Chaturvedi, Director, Provogue Chetan Shah, MD, Pepe (India) Atul Chand, Chief Executive, ITC (LRBD) Kanchan Pant, MD, VF Arvind Brands Sanjeev Mohanty, MD, Benetton BU, India Darshan Mehta, President, Reliance Brands Tarun Joshi, CEO, Brand House Retail	<b>Panel:</b> K. Radhakrishnan, CEO, Reliance Retail Ashutosh Chakradeo, Business Head - Food & Grocery, HyperCity Satyendra Aggarwal, CEO, Super Market Business, ABRL Ashok Bhasin, MD, Wadhawan Food Retail	<b>Panel:</b> Rakshit Hargave, Business Head, Beauty & Wellness, Unilever Sameer Prasad, COO, Planet Retail (The Body Shop) Rakesh Pandey, CEO, Kaya Clinic Somnath Das, COO, Manipal Cure & Care Dr. Sanjeev K Chaudhry, CEO, Religare Wellness Sudhir Diggikar, CEO, Apollo Health and Lifestyle <b>Invitees:</b> Ashutosh Bharadwaj, CEO, VLCC

Shailesh Chaturvedi, CEO,  
Tommy Hilfiger (India)

**International Experience: Indian Retailers with presence overseas**  
Pradeep Hirani, Chairman,  
Kimaya Fashions  
Dilip Kapur, MD, HiDesign  
Ashish Dixit, President Madura Garments  
Shreyas Joshi, President,  
Raymond Apparel



Dinesh Dayal, COO L'Oréal India  
Rohan Vaziralli, Country Manager  
Estee Lauder

**16:30– 17:00 Jayne Rafter Talk Show with Richard Faulkner, Deputy Chief Executive, Mamas & Papas, UK**

**17:00 – 18:30 Retail Power Tracks - 3 Concurrent Sessions**

**Retail Power Track 4**  
Ball Room A

**Restaurants & Food Courts**

**Chair:** Jayant Kochar, MD, Go Fish Retail Solutions

Panel:  
Ajay Kaul, CEO, Domino's  
Amit Jatia, MD, McDonald's (West & South India)  
Amit Agarwal, ED, Haldiram  
Pawan Gandhok, CEO, Litebite Foods  
Sanjay Coutinho, CEO, Barista  
Sunil Kapur, Chairman, Blue Foods  
Aloke Gupta, Director, Coffee Café Day

Invitees:  
Niren Chaudhary, MD, Indian Subcontinent, Yum!  
Anjan Chatterjee, MD, Speciality Restaurants  
Poonam Bijlani, CEO, BSN Group of Hotels

**Retail Power Track 5**  
Ball Room B

**Jewelry & Watches**

**Chair:** Bijou Kurien - President & CE, Lifestyle Vertical, Reliance Retail

Panel:  
Mehul Choksi, Chairman, Gitanjali Group  
G Kannan, MD, Timex India  
Vijay Jain, CEO, Orra  
Mahesh Rao, MD, Carbon

Invitees:  
Ishimaru, MD, SEIKO Watch India  
Partha Datta Gupta, Country Head, Swatch Group India  
Sandeep Kulhalli, VP, Retail and Marketing, Tanishq  
Prabir Chatterjee, MD, Adora  
Gibson Vedamani, CEO, Kirtilal Kalidas Group  
Manishi Sanwal, GM, LVMH Watch & Jewellery India  
Y Saboo, MD, Ethos

**Retail Power Track 6**  
Retail Theater

**Shoes & Accessories**

**Chair:** Subhinder Singh, MD, Reebok India

Panel:  
Harkirat Singh, MD, Woodland  
Andreas Gellner, MD, Adidas India  
Anupam Bansal, ED, Liberty  
Rafique Malik, CMD, Metro Shoes  
G Sankar, CEO, Reliance Footprint  
Rishab Soni, MD, Sports Station  
Manoj Chandra, VP, Bata India  
Inder Dev Singh Musafir, Director, M&B Footwear  
Sahil Malik, MD, Da Milano

**18:00 – 20:00**  
Retail Theater

**Evening Talk Shows:**

**Niche Formats: Challenges and Scope**

**Panel**  
Subrata Dutta, COO, Samsonite India  
K.Venkataraman, MD, Mahindra Retail  
Arun Dey, Chief Executive, Reliance Autozone  
Sharad Dalmia, Co-CEO, Staples India\*

**Shop-in-shop: Helping Brands Sell Smart**  
Robert Stoker, VP, Development, Wal-Mart Int  
Russell Berman, CEO, Hypermarkets, Aditya Birla Retail  
Francis McAuley, Int. Director, Debenhams\*

**Cash & Carry: Helping Retailers Shop Smart**  
Martin Dlouhy, MD, Metro (India)\*

**20:00 hrs**

Ball Room Room

**The Evening of Retail Titans**  
**An Inspirational Evening Followed by Retailtainment with Cocktails & Dinner**

## DAY 2, 17<sup>th</sup> Sep '09, Thursday

**08:30 onwards** Registration & Breakfast  
**09:00 – 10:00** Walk Through IRF Highlights 2009

**10:00 – 11:00** **Emerging Opportunities - 3 Concurrent Sessions**

Private Labels – Ball Room A	Rural Retailing – Ball Room B	Workshop Retail Theater
Shiv Murthy , COO, ABRL Gunender Kapur, President & Chief Executive, Foods Business, Reliance Retail	Rajesh Gupta, President, Hariyali Kisaan Bazaar Seshu Kumar Tirumala, Business Head, I.T.C Chaupal Sagar Saurabh Chadha, CEO, Aadhaar Retailing	

**11:00 - 13:00** **Retail Power Tracks - 3 Concurrent Sessions**

Retail Power Track 7 Ball Room A	Retail Power Track 8 Ball Room B	Retail Power Track 9 Retail Theater
<p><b>Home &amp; Interiors</b></p> <p>Dipali Goenka, Director, Welspun Retail C K Nair, Head, Home Stop Vinay Gupta, VP &amp; GMM – Home, Bharti Wal-Mart Mahesh Shah, CEO, Home Town Manish Parekh, ED, Neel Kamal, @home Surendra Jiwrajka, MD, Alok Industries Arun Mahajan, MD, Style Spa K G George, Head, Retail, TTK Prestige (Smart Kitchen) Bharat Ram, VP, Retail Himatsignka Wovens</p> <p>Invitees: I. S Wadhwa, MD, Seasons Arun Bhawsingka, Head-Domestic Business, Bombay Dyeing Nikhil Sen, Director, Rosebys Anil S. Mathur, COO, Godrej Interio</p>	<p><b>Electronics &amp; Gadgets</b></p> <p><b>Chair:</b> Ajit Joshi, CEO &amp; MD, Infiniti Retail (Croma)</p> <p><b>A) Consumer Electronics</b></p> <p>Srikant Gokhale, CEO, Impact Retail (X-cite) Saurabh Dhoot, Director, Videocon Manoj Kumar, CEO, eZone &amp; Electronic Bazaar</p> <p>Invitees: Ravinder Zutshi, Deputy MD, Samsung India B. A. Kodandaraman Setty, CMD, Viveks V Ramachandran, Director, Sales &amp; Marketing, LG India Ajay Bajjal, President and Chief Executive, Reliance Digital Nilesh Gupta, Managing Partner, Vijay Sales</p> <p><b>B) IT, Mobile &amp; Gadgets</b></p> <p>Rajiv Agarwal, CEO &amp; Director, The Mobile Store Sanjeev Mahajan, CEO, Hotspot Retail Sunil Dutt, Country Head, Samsung Telecommunications India Shankar Subramanian, Director, Retail, Nokia India Faisal Siddiqui, Head, India &amp; SW Asia, Mobile Ops, Motorola Vijay Menon, CEO and co-founder, MobileNXT</p> <p>Invitees: Sarup Chowdhary, CEO, Reliance Webstore Anil Sethi, President &amp; Region Head, Sony Ericsson</p>	<p><b>Leisure &amp; Entertainment</b></p> <p><b>A) Books, Music &amp; Gifts etc.</b></p> <p><b>Chair:</b> Himanshu Chakrawarti, CEO, Landmark (Trent)</p> <p>T S Ashwin, MD, Odyssey Vijayant Chhabra, ED, Archies Deepinder Kapany, Business Head, Reliance TimeOut</p> <p>Invitees: K Dasaratharaman, President - Speciality Retail, RPG Retail Subir Ghosh, CEO, Planet M Ajay Mago, Publisher, Om Books Shashindra Nath Mishra, COO, Apeejay Oxford Bookstores</p> <p><b>B) Multiplex, Gaming etc.</b></p> <p>Panel: Atul Goel, MD, E-City Ventures Kiran Reddy, MD, Sathyam Cinemas Prmod Arora, Group President, PVR Tushar Dhingra, COO, Big Cinemas</p> <p>Invitees: Alok Tandon, COO, INOX Manpreet Singh Chadha, Director, Wave Cinema Deven Chachra, MD Satyam Cineplexes Devang Sampat, VP, Cinemax</p>

**13:00 14:00** **Business Intelligence: Lunch Workshop at the Retail Theater**

14:00 – 14:30	<b>How attractive is India as a Retail Destination?</b>			
	Which retailers are considering India foray and what are their requirements? What could be the possible partnership options?			
	Darshan Mehta, President, Reliance Brands Wolf Jochen Schulte-Hillen, Chairman, SH Selection GmbH			
14.30– 15.30	<b>CII Conclave – Funding in Retail – A Session with experts in funding &amp; FDI</b>			
	<b>Chair:</b> Cyril Shroff, Managing Partner, Amarchand Mangaldas			
	<b>Panel Invited:</b> Zia Mody, Managing Partner, AZB & Partners P Mukherjee, President-credit, Axis Bank R N Pradeep, ED, Central Bank of India Jitender Balakrishnan, Deputy MD, IDBI Bank Raul Rai, MD, General Atlantic			
15:30 – 16:00	<b>Jayne Rafter Talk Show</b>			
16:00– 17:00	<b>SCAI Conclave -- A Session with India's top Shopping Centre Developers &amp; IPCs</b>			
	<b>Anchors:</b> Anuj Puri, Chairman & Country Head, Jones Lang LaSalle Meghraj Pranay Sinha, MD, Star Centres			
	<table border="1"> <tr> <td data-bbox="360 823 727 1194">Arjun Sharma, Director, Select CityWalk Harshvardhan Neotia, MD, Ambuja Realty Nikhil Chaturvedi, MD, Prozone S. Raghunandan, CEO, Prestige Retail Grp Shishir Bajjal, MD &amp; CEO, Kshitij Advisory Properties Kishore Bhatija, MD, Inorbit Sanjay Verma, Executive MD, South Asia, Cushman &amp; Wakefield</td> <td data-bbox="748 823 1115 1203">Anshuman Magazine, MD, C B Richard Ellis Abhishek Bansal, ED, Pacific Malls Manish Kalani, MD, EWDPL Grp Invitees: Ajay Chandra, Director, Unitech Atul Ruia, MD, Phoenix Mills Dharmesh Jain, Chairman &amp; MD, Nirmal Group Neel Raheja, Director, K Raheja Corp Pradeep Jain, Chairman, Parsvnath</td> <td data-bbox="1136 823 1528 1150">Pua Seck Guan, CEO, DLF Int. Rahul Saraf, MD, Forum Projects Raj Singh Gehlot, Chairman, Ambience Grp Rohtas Goel, CMD, Omaxe Sandeep Runwal, Director, Runwal Group Shravan Gupta, Executive Vice Chairman &amp; MD, Emaar MGF Vikas Oberoi, MD, Oberoi Constructions Jateen Gupta, MD, ISCON Grp</td> </tr> </table>	Arjun Sharma, Director, Select CityWalk Harshvardhan Neotia, MD, Ambuja Realty Nikhil Chaturvedi, MD, Prozone S. Raghunandan, CEO, Prestige Retail Grp Shishir Bajjal, MD & CEO, Kshitij Advisory Properties Kishore Bhatija, MD, Inorbit Sanjay Verma, Executive MD, South Asia, Cushman & Wakefield	Anshuman Magazine, MD, C B Richard Ellis Abhishek Bansal, ED, Pacific Malls Manish Kalani, MD, EWDPL Grp Invitees: Ajay Chandra, Director, Unitech Atul Ruia, MD, Phoenix Mills Dharmesh Jain, Chairman & MD, Nirmal Group Neel Raheja, Director, K Raheja Corp Pradeep Jain, Chairman, Parsvnath	Pua Seck Guan, CEO, DLF Int. Rahul Saraf, MD, Forum Projects Raj Singh Gehlot, Chairman, Ambience Grp Rohtas Goel, CMD, Omaxe Sandeep Runwal, Director, Runwal Group Shravan Gupta, Executive Vice Chairman & MD, Emaar MGF Vikas Oberoi, MD, Oberoi Constructions Jateen Gupta, MD, ISCON Grp
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17:00 – 18:30	<b>Defining the Future - A Session with India's top Retail Majors</b>			
	<b>Anchors:</b> Vikram Bakshi, MD, McDonald's (North & East India) B S Nagesh, MD, Shoppers Stop			
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18:30 - 20:00	<b>Launch of India Shopping Festival</b>			
20:00 onwards	<b>The Images Retail Awards Followed by Celebrations: Cocktails &amp; Dinner</b>			

**Invitee Speakers/ Panelists may confirm along with 80 words profile and latest picture.**

Retail CEOs interested in joining any of the Power Tracks 'ON STAGE' may contact: (Ms.) Mohua Roy +91 9811513711, [mohua@imagesmultimedia.in](mailto:mohua@imagesmultimedia.in)

- # Sessions, Speakers & Timings are subject to change
- # Lunch - will be served between 12.30 hrs till 15.30 hrs
- # Beverages, Cocktails & More! - through out the day.

## **IRF RETAIL POWER TRACKS**

Tough times teach us to be more efficient – save costs and deliver more. Haven't we been doing exactly that over the past several months? So what has been the outcome? How have we performed across various verticals of retail and how efficiently we have spent our money to get the best out of available resources? And, together with our industry & support partners, how do we plan an efficient retail for tomorrow?

The IRF **RETAIL POWER TRACKS** - covering the **Nine Key Retail Verticals Where Consumers Spend Money** - will facilitate extensive interactions and **Strategise Growth** for each.

**The Tracks are: # Fashion # Food & Grocery # Pharmacy, Health & Beauty Care # Restaurants & Food Courts # Jewelry, Watches & Eyewear # Shoes & Sportswear # Home & Interiors # Consumer Electronics & Gadgets # Books, Music, Gifts, Luggage & More.**

Each of the tracks will see chiefs of top retail companies with their functional heads, vendors and industry experts joining in to assess the efficiencies of their investments and expenditures on key functions and operations.

**How To Maximise Returns - Where retailers spend money?**

**Retail Real Estate, Shopfit & Design, IT Supply Chain & Logistics**

The power tracks will help the entire retail support fraternity to better understand the changing/ future needs of retailers and identify possible solutions through collaborative efforts.

Before you kick start on the Power Tracks, the PRELUDE prepares you for a constructive brainstorm. Key points from the 9 tracks will form the basis of the **IRF Grand Finale** where retail industry majors will together chart out the action plan for healthy growth across retail verticals.