



INDIA RETAIL FORUM 2010

CONFERENCE • EXHIBITION • AWARDS

September 28 – 29, 2010 | Mumbai | India

www.indiaretailforum.in

Industry Partners



Conference Theme: GET THE POWER

Proposed Agenda with Invited Speakers

Day One, 28th Sep '10, Tuesday

08:30 onwards Registration & Breakfast

09:30 – 10:00 Walk Through IRF 2010 Highlights

Plenary: Inaugural Session

10:00 – 10:15 **Opening Address by MOC Shivnath Thukral**, Group president, Corporate Branding and Strategic Initiatives, Essar, (Former Group Business Editor, NDTV)

10:15 – 11:00 **Welcome Address**
B S Nagesh, Chairman, IRF '09 & Vice Chairman, Shoppers Stop
Bijou Kurien, Chairman, IRF '10 & President and CEO, Reliance Lifestyle Holdings

Prelude to CEOs Conclaves & IRF Power Tracks
Vikram Bakshi, MD, McDonald's (North & East India)

IRF CEOs Conclaves by associated trade bodies will seek to involve key members of the industry, policy makers and prominent stakeholders in the respective businesses to discuss challenges and scope therein.

IRF Power Tracks will present outstanding international retailers in respective verticals/ formats on stage to discuss out-of-box ideas and critical issues identifying solutions and collaboration opportunities for growth with top 10-15 retail CEOs in each track. Before it kick starts, the PRELUDE will attempt to prepare the ground for a constructive brainstorm. Key points from these conclaves & tracks will form the basis of the **IRF Grand Finale** – The RAI Conclave where retail industry majors will together chart out the action plan for healthy growth across retail verticals.

11:00– 11:30 **Modernising Retail: Learnings for India**
Ireena Vittal, Principal, Mckinsey & Co

11:30– 13:00 **CII Conclave**
By Confederation of Indian Industry

The subject of permitting **FDI in Indian multi brand retail** is being hotly debated. The Government has invited suggestions from various industry bodies and stakeholders to formulate policy. The CII Conclave at IRF will engage the top industry leaders in a structured discussion to conclude on the way forward. This could be set in the backdrop of the imperatives of Indian retail and the requirement of significant investment to transform the retail market.

Anchor:
Thomas Varghese, Chairman, CII National Committee on Retail and Chief Executive, Aditya Birla Retail

Keynote: Anand Sharma, Hon'ble Minister, Ministry of Commerce & Industry, Govt. of India*

Panel:
Kishore Biyani, Founder & CEO, Future Group
Raj Jain, President, Wal-Mart India and MD & CEO, Bharti Wal-Mart
Cyril Shroff, Amarchand Mangaldas
R P Singh, Secretary, Department of Industrial Policy & Promotion
Ministry of Commerce & Industry, Govt. of India*

13:00 – 14:00 **Presentations by international retailers**

14.00 – 15.00 Lunch Workshops

15.00 – 19.00 Concurrent Conclaves

	Industry Conclaves	Retail IT Conclaves
15:00 – 16:00	<p>FAI Conclave By Franchising Association of India (FAI) Theme: Franchising - the future of retailing in India</p> <p>Chair: C.Y. Pal, Chairman, FAI</p> <p>Panel: Sanjeev Mohanty, MD, Benetton India BU Virag Joshi, President & CEO, Devyani Int. Amit Jatia, Jt. Venture Partner & MD, McDonald's (West & South India) Subhinder Singh, MD, Reebok India Shailesh Chaturvedi, ED & CEO, Arvind Murjani Brands, (Tommy Hilfiger Apparel business) Sadashiv Nayak, Joint CEO, Future Value Retail</p> <p>International Observers: Sanjay Puri, President, Alliance for US India Business (AUSIB), USA Michael Pike, Pike Brand, UK Wolf Jochen Schulte-Hillen, Founder & CEO, SHSelection, Germany</p>	<p>CRM: Embedding Customer Loyalty into a Retail Business</p> <p>Anchor: Rajesh Balaraman, Partner, Diamond Consultants</p> <p>Lead Speaker:</p> <p>Richard Cuthbertson, Director, Research, Oxford Inst of Retail Management, University of Oxford, U.K.</p> <p>Panel: Vikas Prabhu, Head , IT, The Mobile Store Gaganjit Kahlon, Head, IT, Gini & Jony Pramod Arora, Group President, PVR Satendra Aggarwal, CEO, Super Market Business, ABRL Sunil Mehta, CEO, Next Retail K Venkataraman, MD, Mahindra Retail Sanjeev Mehta, CEO, Shopworks</p>
16:00 – 17:00	<p>NRAI Conclave By National Restaurant Association of India Co Chair: Samir Kuckreja, President, National Restaurant Association of India and CEO & MD, Nirula's Vikram Bakshi, MD, McDonald's (North & East India)</p> <p>Panel: Niren Chaudhary, MD, Indian Subcontinent, Yum! Ajay Kaul, CEO, Domino's Pizza India Anjan Chatterjee, CMD, Speciality Restaurants Amit Agarwal, ED, Haldiram Pawan Gandhok, CEO, Litebite Foods Alok Gupta, Director, Café Coffee Day Sundara Rajan, President, City Max Hospitality Sunil Kapur, Chairman, Blue Foods Gaurav Ahuja, COO, Red Ginger Hospitality</p>	<p>Retail Intelligence Conclave – only by invitation</p> <p>Business Analytics and Optimization How to predict and respond to opportunities and threats and optimize operations to capitalize on new sources of revenue.</p> <p>Panel: Anoop Sequeira, CEO, Brand Calculus (Booster Juice) Atul Chand, CE, Lifestyle Retailing Division, ITC CK Venkataraman, COO, Tanishq Devasish Dutta, CEO, Gitanjali Lifestyle Dinesh Malpani CEO, Jubilant Retail Gaurav Mahajan, COO, Westside Mark Ashman, CEO, Hypercity Rajeev Panjwani, CEO, Travel Food Services Sanjay Coutinho, COO, Barista Lavazza Sanjeev Agrawal, Joint CEO, Future Value Retail</p>
17:00 – 18:00	<p>Consumer Electronics Conclave</p> <p>Anchor: Ajit Joshi, CEO & MD, Infiniti Retail</p> <p>Discussion Panel Ravindra Zutshi, Deputy MD, Samsung India Saurabh Dhoot, Director, Videocon Industries Amitabh Tiwari, National Sales Head, LG Consumer Electronics Srikant Gokhale, CEO, Essar Telecom Retail Neeraj Bhalla, Director – Sales, Whirlpool India Alok Bharadwaj, Sr VP, Canon India B. A. Srinivasa, Director, Viveks Nitish Tipnis, President, eZone Ajay Bajjal, CEO, Reliance Digital</p> <p>International Panel: Mischell Moore, Director, Nokia, Singapore Kalendu Patel, President Asia - Enterprise EVP, Best Buy Co., Inc, USA</p>	<p>Customer Retailing Experience (CRE)</p> <p>Anchor: Mohit Oberoi, CEO, Polaris Retail</p> <p>Ajay Aggarwal, CEO, Kalizma Ram Iyer, COO, The Collective Swarndeeep Singh, MD, Logic ERP Solution Vishak Kumar, COO, More Hypermarkets Niraj Jaipuria, Director, Regional Sales-Asia Pacific, BIRetail Ushir Bhatt, CEO, Future Knowledge Services Arvind Nagpal, Founder & CEO, TEG Business Solutions Meheriar Patel, Head, IT, Globus</p>
18:00 – 19:00	<p>Jewellery, Watches & Eyewear Conclave</p> <p>Lead: Harish Bhat, COO, Titan</p> <p>Panel: Isamu Kawaguchi, MD, Citizen Watches India Prasad Kapre, Co-Chairman, FICCI Gems and Jewellery sector</p>	<p>SCM & Profit Protection</p> <p>Anchor: Arun Gupta, Group CIO, K Raheja Corp & Shoppers Stop</p> <p>Anand Mehta, Director, Retail Vertical, Asia Pacific Motorola, Enterprise Mobility Solutions Anshuman Singh, MD & CEO, Future Supply Chain Solutions</p>

	<p>Rahul Vira, CEO, Gili T S Ashwin, MD, Odyssey Tetsuji Ishimaru, MD, Seiko India Vijay Jain, CEO, ORRA VD Wadhwa, MD & CEO, Timex Group India Sanjiv Gupta, Director, GKB Lens Partha Datta Gupta, Country Head, Swatch Group India Gibson Vedamani, ED, Kirtilal Kalidas Jewellers</p>	<p>Dharmesh Lamba, GM - Customer Management, South Asia - Checkpoint Systems India Ramesh Jayaraman, MD. ADT India (Tyco) Ravi Mathur, CEO, GS1 India Rajkiran Kanagala, Head, BD, TCI Supply Chain Solutions Bhanu Murthy, Sr VP - Retail, Consumer Goods, Transportation & Govt. SBU, Wipro Technologies</p>
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19:00– 20:30
Plenary

The Evening of Retail Titans
Retail Trends & Inspirations

2010 Eye on Retail

Bindu Sethi, Chief Strategy Planning Officer, Grey Asia Pacific

Emotional Drivers of Shopping

Simon Hathaway, Regional CEO Europe, Middle East, India and Africa, Saatchi & Saatchi X

Service is dead; Long live Differential

Brendan Dorrian, CEO, Global Retail Network, UK

20:30– 23:00

Retailtainment, Cocktails & Dinner

DAY Two, 29th Sep '10, Wednesday

08:00 – 10:00

Global Retail Network - Franchise Summit

Lead: Brendan Dorrian, CEO, Global Retail Network, UK

Panel:

Claes H. Frederiksen, Export Director, I C Companys, Denmark

Luc Poirier, EVP, Finance & Administration, La Vie En Rose, Canada

Simon Marshall, CEO, Fawaz AlHokair Group, Fashion Retail, Kingdom of Saudi Arabia

10:00 – 17:00

Concurrent Sessions

10:00 – 11:00	<p>Retail Design Conclave Retail Design, Branding & Communication</p> <p>Panelists & Participants: Ross Haxton, Group Director, SCG London, UK Lewis Allen, Director, Environments, Portland Design, UK Colin Beaton, Founder and MD, Limelight Creative Services, UAE Glyn Phillips, Regional Director (India) Dalziel and Pow, UK Chris Lanksbury, Main Board Director/ Partner, Chapman Taylor, UK Christiaan Rijkers, MD, JosdeVries, Netherlands Nick Kyriacos, MD, Bentel Associates, SA Wasim Khan, Director, Lemon Design Roshan Gurung, Divisional Director, Benoy, UK David Blair, MD, Fitch, South Asia Nicola Evoli, CIO - Strategy International Sales, Grottini Retail Environments, Italy William Griffith, Region 3 Design, HK</p>	<p>Leadership Conclave The Positive Leadership Approach</p> <p>Chair: Dr. Utho Creusen, Non-Executive Director and Chairman, M.video, Russia and Non-Executive Director, DSGinternational plc, UK</p> <p>International Panel: Prof. Dr. Bernd Hallier, MD, EHI Retail Institute & President, European Retail Academy, Germany Dan Salcido, Training and Business Development Practice leader, The Partnering Group (TPG), USA</p> <p>Indian Panel Sanjay Jog, Head HR, Future Group K A Narayan, President, HR, Raymond Ahtesham Siddiqui, VP, HR, Mahindra Retail B.V.M. Rao, HR Head, Shopper's Stop Meera Harish, Head - Learning & Dev., Titan Industries P.K. Anand, VP, Trent Harshvendra Soin, Head HR, Fortis Mukul Rastogi, VP - HR, ITC LRBD Bijay Sahoo, Chief People Officer, Reliance Retail Nihar Ranjan Ghosh, Sr. VP - HR, RPG Retail</p>
11:00 - 12:00	<p>Fashion & Lifestyle Conclave</p> <p>Chair: Renuka Jagtiani, Director, Landmark Group, UAE</p> <p>Panel: Chetan Shah, MD, Pepe India Ashish Dikshit, President, Madura Garments (Lifestyle Brands) Sanjeev Mohanty, MD, Benetton India BU Sanjay Purohit, MD, Levi's (India)</p>	<p>Food & Grocery Conclave</p> <p>Navigate to Profitability in Food & Grocery Retail Winning ways of top retailers and what this means for India</p> <p>Chair: Nick Everitt, Head of Market Intelligence, IGD, UK</p> <p>Panel: Damodar Mall, Head, integrated food strategy, Future Group Ashutosh Chakradeo, Head-Buying, Merchandising & Supply Chain, HyperCity</p>

	J Suresh, CEO, Arvind Brands & Retail Akhil Chaturvedi, Director, Provogue Kailash Bhatia, CEO, Pantaloons Martin Jones, CEO, Marks and Spencer India Prakash Lakhani, MD, Gini & Jony Arun Sirdeshmukh, CEO, Reliance Trends	Yannick Douville, Director (Fresh), Carrefour India Ashok Bhasin, MD, Wadhawan Food Retail M S Rao, President, Heritage Foods (India) Shiv Murthy, COO, ABRL (More) DV Ramkumar, VP, Food & Agri, Spencer's Retail Toby Alappat, ED, Varkeys Sunil Sanklecha, Nuts 'n' Spices BVK Raju, Partner, Q-Mart T Dhanushkaran, Chairman, Kannan
12:00- 13:00	Home & Interiors Conclave	Shoes & Accessories Conclave
	The world of DIY - Successful Do It Yourself (DIY) concepts and developments around the world Chair: John W. Herbert, General Secretary, European Home Centre Retail Association (EDRA) Panel: Nikhil Sen, Director, Rosebys Anil S. Mathur, COO, Godrej Interio Raj Kumar, President, Home Centre C K Nair, Head, Home Stop Mahesh Shah, CEO, Home Town (Future Group) Hiten Parekh, ED, @home, Nil Kamal Rajiv Handa, Director & CEO, Welspun Retail Arun Mahajan, MD, Style Spa Kanchan Pant, President, VF Arvind Brands Mandeep Singh Wadhwa, MD, Seasons Furnishings	Panel: Andreas Gellner, MD, Adidas India Tarun Puri, MD, Nike India Subhinder Singh, MD, Reebok India G Sankar, CEO, Reliance Footprint Harkirat Singh, MD, Woodland Lalit Kishore, MD, Lotto India Rafique Malik, CMD, Metro Shoes Rajiv Bajaj, CEO, Fila India Rajiv Mehta, MD, Puma India Rishab Soni, MD, Sports Station Sahil Malik, MD, Da Milano Manoj Chandra, VP, Bata India Anupam Bansal, ED, Liberty Inder Dev Singh Musafir, Director, M&B Footwear
13:00- 14:00	Leisure Conclave Books, Music & Gifts, Stationery etc	Luxury Conclave
	Panel: Himanshu Chakrawarti, CEO, Landmark (Trent) C.B. Navalkar, CEO Crossword Bookstores Vijayant Chhabra, ED, Archies T S Ashwin, MD, Odyssey Sanjay Karwa, CEO, Planet M Retail K. Dasaratharaman, President, Specialty Retail Businesses, Spencer's Deepinder Kapany, Business Head - Reliance TimeOut Shashindra Nath Mishra, COO, Oxford Bookstore Amit Manna, Head - Retail Business, Ballarpur Industries	Lead: Radha Chadha, Chadha Strategy Consulting, HK Anchor: Tarun Joshi, Director, Crew Republica Retail Panel: Rohan Vaziralli, Country Manager, Estee Lauder Dilip Kapur, Founder, Hidesign Sanjay Kapoor, MD, Genesis Luxury Prasanjit Singh, CEO, DLF Restaurants (Zest) Shabnam Singhal, Director, Sirius D&E Simon Ainslie, Global VP, Retail & Customer Marketing – Nokia

Concurrent Sessions & Workshops

14:00- 15:30 **Customer Interaction Platform – Only by Invitation**
Anchor: Sanjay Gupta, COO, V customer

15:30 – 17:00 **Private Workshops – Only by Invitation**

14:00 – 15:00 **Regional Retailers Conclave**
Anchor: Amit Bagaria, Chairman & CEO, Asipac Grp.

Panel:
Niyas KN, CIO, M K Retail
Samir Sahnii - Joint MD, Ritu Wears
V PHarris, MD, Witco
Nilesh Gupta, Managing Partner, Vijay Sales
C.Vinod Hayagriv, MD, C Krishaniah Chetty and Sons

15:00 – 16:00 **SCAI Conclave**
By Shopping Centre Association of India

Impact of FDI in multi-brand retail on shopping centres Industry. Challenges & opportunities of building sustainable & viable shopping centres.

Chair: S. Raghunandan, CEO, Prestige Retail Grp & Chairman Shopping Centre Association of India (SCAI)
SCAI Briefing: Manoj Motta, COO, SCAI

Anchors:
Dharmesh Jain, CMD, Nirmal Grp
Nikhil Chaturvedi, MD, Prozone & Provogue

Panel:

Anuj Puri, Chairman & Country Head, Jones Lang LaSalle
Pranay Sinha, MD, Star Centres
Kishore Bhatija, MD, Inorbit
Phil McArthur, SVP-India, Ivanhoe Cambridge Investment Advisory
Raj Singh Gehlot, Chairman, Ambience Grp
Manish Kalani, MD, EWDL Grp
Vikas Oberoi, MD, Oberoi Constructions
Arif Sheikh, President Retail, Advance India Projects
Susil S. Dungarwal, Founder, Beyond Squarefeet Advisory
Ashwin Puri, CEO of Priority Property Zone

International Observers:

Killian O'Higgins, CEO Asia Pacific, DTZ International Property Advisers
Ian F. Thomas, Chairman, Thomas Consultants Inc., Canada
Mark Burlton, Partner, Cross Border Retail, MRICS

16:00 – 17:00

Cash & Carry Conclave

Raj Jain, President, Wal-Mart India and MD & CEO, Bharti Wal-Mart
S Sivakumar, Chief Executive, Agri Business, ITC
Jean Noel Bironneau, MD, Carrefour Group India

18:00 – 19:00

An Investor's View of Indian Retail Sector – Journey so far and the path ahead

A session with top private equity companies
Anchor: Harminder Sahni, MD, Wazir

Panel:

Sumir Chadha, MD, Sequoia Capital
Jacob Kurian, Partner, New Silk Route Advisors
Gopal Jain is a Founder & MD, Gaja Capital Partners
Devinjit Singh, MD, The Carlyle Group
Kanwal Singh, Managing Partner, Helion Venture Partners

19:00 - 20:00

RAI Conclave - Defining the Future - A Session with India's top Retail Majors

Anchors:

B S Nagesh, Chairman, Retailers Association of India and Vice Chairman, Shoppers Stop Ltd.
Raghu Pillai, President and CEO (operations, strategy and business development), Reliance Retail

Panel:

Amit Burman, Vice Chairman, Dabur
Govind Shrikhande, President & CEO, Shoppers Stop
Rakesh Biyani, CEO, Future Retail
Pranab Barua, CEO, (textiles and apparel), Adita Birla Nuvo
Kabir Lumba, MD, Lifestyle International
Vineet Kapila, CEO, Spencer's Retail
Gwyn Sundhagul, CEO, Value Format Reliance Retail
Vinay Nadkarni, CEO, Globus
Mehul Choksi, CMD, Gitanjali Group
T S Ashwin, MD, Odyssey
Milan Saini, MD, Cinepolis India

Kay Takes: Kumar Rajagopalan, CEO, Retailers Association of India

20:00 – 23:00

**The Images Retail Awards
Followed by Celebrations: Cocktails & Dinner**

Sessions, Speakers & Timings are subject to change
Participation of Ministers & Bureaucrats of Govt. of India is subject to their availability on the day of their session
Lunch will be served between 12.30 hrs till 15.30 hrs
Beverages, Cocktails & More! - through out the day
For Conference Queries Please Contact: Mohua Roy +91 9811513711, mohua@imagesmultimedia.in

Venue:

Renaissance Mumbai Hotel & Convention Centre

#2 & 3B, Near Chinmayanand Ashram, Powai
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For location please visit http://maps.google.co.in/maps?rls=com.microsoft:en-us:IE-SearchBox&oe=&redir_esc=&um=1&ie=UTF-8&q=renaissance+convention+centre+powai&fb=1&gl=in&hq=renaissance+convention+centre&hnear=Powai,+Maharashtra&cid=0,0,6359180358711563271&ei=4F9yTKqWGZLWtQPFndDcCA&sa=X&oi=local_result&ct=image&resnum=1&ved=0CBYQnwlwAA