



AMPLIFYING INNOVATION IN LIFESTYLE & SOCIAL DESTINATIONS FOR A CUSTOMER-FIRST AGE

DAY 1

11th May, Wednesday: Connections over Cocktails

HOSTED BY

19:00 hrs Onwards
Networking Cocktails & Dinner



DAY 2

12th May, Thursday: CONFERENCE, EXHIBITION & AWARDS

10:25 – 10:30 hrs
SHOPPING CENTRES NEXT INTRODUCTION
Anish Trivedi, President & CEO, Alenka Media

10:30 – 10:40 hrs
SHOPPING CENTRES ASSOCIATION OF INDIA (SCAI) OVERVIEW
Rajneesh Mahajan, CEO, Inorbit Malls



10:40 – 10:55 hrs
AN OVERVIEW OF SHOPPING CENTRES INDUSTRY IN INDIA: ITS GROWTH, TRENDS, CHALLENGES AND OPPORTUNITIES

10:55 – 11:45 hrs
PRESENTATIONS BY UPCOMING SHOPPING CENTRES
The nominees for the Upcoming Shopping Centres category will present their differential positioning, location, zoning, design/ architecture, customer experience features and their other unique propositions for prospective tenants.

Presentations by:
ELAN Miracle, Gurgaon
LuLu Mall, Lucknow

Shalimar Gateway, Lucknow
Urban Square, Udaipur

11:45 – 12:15 hrs

SOLOx

Stories, Opinions, Learnings, Outcomes

Engaging and uplifting narrations of personal and professional journeys



Deepak Yadav, Chief Development Officer & Real Estate Head, Shoppers Stop

Benu Sehgal, CEO, Freeport India

Rajneesh Mahajan, CEO, Inorbit Malls

Sanjeev Rao, CEO, Being Human Clothing

Shrirang Sarda, CEO & Managing Partner, Sarda Group

12:15 – 12:25 hrs

UNVEILING NEXUS 2.0

Introducing Indian retail to a magical era of transformation, evolution and experiences.

A unique experience that is standard across the entire Nexus Malls portfolio.



Jayen Naik, Senior VP – Operations & Projects, Nexus Malls

12:25 – 13:25 hrs

INNOVATING LIFESTYLE AND SOCIAL DESTINATIONS FOR A CUSTOMER-FIRST AGE

- Reimagining shopping centres as lifestyle destinations
- Revenue matrix for an experience-led centre
- The new definition of 'anchor tenant' (cinemas/apparel/food an anchor) and why this concept needs a rethink for a mall to become a social/ lifestyle destination
- Revised business needs, experience drivers and profitability models for a social destination

Gather outstanding insights on the new consumer behaviour, mall innovation, collaboration models, challenges and new learnings of the past two years

Pramod Arora, Chief Growth & Strategy Officer, PVR Ltd.

Ritesh Mishra, MD & CEO, Marks & Spencer India

Sanjeev Rao, CEO, Being Human Clothing

Sharad Batra, Director, Cafe Delhi Heights

Vishal Gupta, Executive Director – Retail, PUMA India

Bipin Gurnani, President & CEO, Prozone Intu Properties Limited

Jayen Naik, Senior VP – Operations & Projects, Nexus Malls

Rajendra Kalkar, President Malls, The Phoenix Mills

Rajneesh Mahajan, CEO, Inorbit Malls

Shibu Philips, Business Head, LuLu Shopping Mall*

SESSION MODERATOR: Anuj Kejriwal, CEO & MD, ANAROCK Retail

13:25 – 14:10 hrs

BHARAT: THE NEXT BIG OPPORTUNITY

- Changing demographics (aging population & Millennials) and increased urbanization
- Sustainable real estate has gained momentum, would the approach of restoring old real estate concept help in developing stride for new malls
- Inflation protection strategies that can protect low risk players
- Transformation of the shopping centre infrastructure in India
- Digital commerce is never going to outmaneuver its physical counterparts. Ideas and innovations, we can witness with respect to the experiential retail in coming months/years

Kabir Jeet Singh, CEO & Founder, Burger Singh

Prashant Issar, CEO & Founder, Stratix Hospitality Private Limited & COO & Director, Bellona Hospitality Private Limited

Rajesh Jain, MD & CEO, Lacoste India - Sports and Leisure Apparel Limited

Raghav Verma, Co-Founder, Chaayos

Abhishek Trehan, Executive Director, Trehan IRIS

Anoop Bartaria, CMD, World Trade Park, Jaipur

Shrirang Sarada, CEO & Managing Partner, Sarada Group

SESSION MODERATOR: Anand Dutta, Senior Director, CBRE

14:10 – 14:50 hrs

LUNCH

15:00 -15:10 hrs

BRINGING THE MALL EXPERIENCE ONLINE

Raju Dedhia, Presales Head, Vinculum Group



15:10 – 16:00 hrs

CREATING SMART-TECH SHOPPING CENTRES FOR CONNECTED CONSUMERS

- How has technology changed the shopping behavior of the consumers?
- Using technology for an end to end customer experience
- How to transform the mall experience by leveraging technology & multichannel strategies
- Challenges in adapting new technologies and how to use technology to solve those challenges
- Organised & hi-tech parking: New features, aspects and experience
- How can technology help in enabling superior customer experience in malls?
- How the use of Augmented Reality (AR), Virtual Reality (VR) and Artificial Intelligence (AI) in physical stores, can enhance the shopping experience?

Arvind Kothari, CEO & Founder, WovVTech

Atul Talwar, Director – Business Development, Pacific Malls

Azhaan Merchant, SVP Strategy & Business Development, Deep North India Pvt. Ltd.

Bharati Balakrishnan, Country Head and Director, Shopify India

Joern Feldmann, MD, Designa India

Mahesh M, CEO, Creativity Mall

Muckth Dograa, Head - DLF Avenue Saket

Vaibhav Singhal, CEO & Co-Founder, DroptheQ

SESSION MODERATOR: Rachna Prasad, Chief of Marketing, Inside Sales & Alliances, Vinculum Group

16:00 – 16:40 hrs

ALIGNING MALL MARKETING AND TENANT PROMOTIONS WITH CUSTOMER EXPECTATIONS

- New tools/trends/dimensions of marketing in shopping malls
- Mall Activities 2.0: The new edition of marketing, discussing new aspect of events amidst Covid guidelines/protocols
- Freebies or Experience: Which of these plays the decisive role?
- Brand value and brand marketing: Role and impact on mall marketing
- Omnichannel Malls: Expectation vs Ground reality

Akhil Jain, Executive Director, Jain Amar (Madame)

Dheeraj Dogra, Mentor, Nexus (US Embassy & US Dept of State)

Dr. Vishesh Rawat, VP & Head of Marketing, Sales, Leasing & CRM, M2K Group

Kapila Sethi, Head Of Marketing, DLF Limited

Nihit kumar, CMO, ILC Propel Estate Development LLP

Nitin Gulati, Associate Vice President & Head Leasing, CP67

Rohini Haldea, Assistant Vice President – Marketing, Lifestyle International

Vineet Jain, COO, V Mart Retail Ltd.

SESSION MODERATOR: Prasad Rane, CMO, Pioneer Property Zone Services

16:40 – 17:20 hrs

SMART OCCUPANCIES: CATEGORIES ESSENTIAL FOR SMART MALLS

- Is there a need to re-think or re-strategize the space allotted to different categories in the pandemic era
- Need of new categories and placement in the mall
- Categories with brave comeback
- Co-working space and other leasing opportunities
- Zoning & Mall Management

Ashish Gupta, AVP- Leasing, Elan Group

Manish Mehrotra, Vice President, DLF Limited

Manoj K Agarwal, Founder & Managing Director, Manoj K Agarwal Consultant Partner

Ravinder Choudhary, AVP- Leasing & Marketing, Vegas Mall

Rehan Huck, Co-Founder & COO, Propel (A Venture of ILC Group of Companies)

Rohit Gopalani, National Head – Leasing, Inorbit Malls

Shriram PM Monga, Director, ARKLAN

SESSION MODERATOR: Diwanshu Mittal, Senior VP Retail Services, ANAROCK Retail

17:20 – 18:50 hrs

THE SWAYAMVAR: IDENTIFYING AND CO-BUILDING THE PERFECT PARTNERSHIP

India's top retailers are on the hunt for their dream shopping centre partners. Shopping centre heads, on the other side, are on the lookout for the best-fit retail tenants. Will the twain meet?

Behold The Swayamvar, featuring Retailers outlining their wishlists for the perfect destination partner, and Shopping Centre heads vying to match their expectations in an extremely engaging Q&A. An unmissable match-making conclave.

RETAILERS:

Abhishek Raj, COO, Lacoste India - Sports and Leisure Apparel Limited
Sanjeev Rao, CEO, Being Human Clothing
Vivek Bali, CEO, Enrich
Akash Srivastava, AVP-Business Development, Jubilant Foodworks
Akshat Agarwal, Head of Business Development McDonald's (North & East India), Connaught Plaza Restaurants Pvt. Ltd.
Alok S Pandey, VP & Business Head, Village Food Courts
Arif Raza, AVP, Retail Business Development, Vedant Fashions
Deepak Gupta, Head-Business Development, PUMA India
Deepak Yadav, Chief Business Development Officer, Shoppers Stop
Dhaval Raja, Chief General Manager, SENCO Gold
Indranil Banerjee, National BD Head, Wow! Momo
Kanika Malkotia, Assistant Vice President - Business Development, PVR Ltd.
Lavish Soni, Business Head- Retail & Trade (EBO, MBO, Franchise, BD, Store design, Projects, Distribution), Rare Rabbit
Mehboob Memon, Business Development Management Specialist, Marks & Spencer
Narendra Pratap Singh, Director – BD, Samsonite South Asia
Nitin Bansal, Head Business Development, MINISO Life Style Pvt. Ltd
Sahil Kansal, Head Property, Infiniti Retail (Croma)
Vivek Shrivastava, Head of Retail Business Development, ABFRL

SHOPPING CENTRES:

Abhishek Trehan, Executive Director, Trehan IRIS
Anoop Bartaria, CMD, World Trade Park, Jaipur
Bipin Gurnani, President & CEO, Prozone Intu Properties Limited
Harsh Bansal, Director, Vegas Mall & Unity Group
Jayen Naik, Senior VP – Operations & Projects, Nexus Malls
Rajendra Kalkar, President Malls, The Phoenix Mills Ltd.
Shibu Philips, Business Head, LuLu Shopping Mall
Shrirang Sarda, CEO & Managing Partner, Sarda Group

CO-MODERATORS:

Rajneesh Mahajan, CEO, Inorbit Malls
Sanjeev Rao, CEO, Being Human Clothing

19:00 – 19:05 hrs

RAISING A TOAST WITH NEXUS

19:05 – 19:20 hrs

IRF TRUSTED MARK CERTIFICATE FELICITATION CEREMONY

19:20 hrs Onwards
IMAGES SHOPPING CENTRE AWARDS (ISCA) 2022

Cocktails & Dinner

POWERED BY

