



DAY 2
4th October 2023, Wednesday
CONFERENCE, EXHIBITION & AWARDS

10:00 – 10:05 am

SHOPPING CENTRES NEXT INTRODUCTION

Anish Trivedi, President & CEO, Alenka Media

10:05 – 10:15 am

WELCOME ADDRESS

Vineet Chadha, COO- Retail, IMAGES Group

10:15 – 11:15 am

WHAT RETAILERS WANT?

Retailers share crisp insights, experiences and suggestions for future malls in India that can play a pivotal role in shaping the retail landscape and creating successful shopping destinations. Malls respond with their strategies to convince retailers of their understanding of the future consumers and their needs.

Anchor:

Vishak Kumar, CEO, Madura Fashion and Lifestyle (ABFRL)
 Bimal Sharma Head Retail, CBRE India

Retailers Panel:

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| Abhishek Raj, COO, Lacoste India Arun Pillai, Head BD, Store Design & Construction, Metro Brands Arun Sharma, National Retail Head, Wildcraft Ashmeer Sayyed, Chief Retail Officer, DaMENSCH Indranil Banerjee, AVP- BD, Wow! Momo Mohammed Saleem, Head BD - South, Shoppers Stop Neerav Sejjal, VP - BD, Spencer's & Nature's Basket Nishant Poddar, CMO & Head Retail Experience, WROGN Nitiin Bansal, Head BD, MINISO Lifestyle Pranav Chaturvedi, VP - BD, Soch Apparels Preeti Chopra, National Head - BD- Retail, Raymond | Raghu Rajagopalan, President - Group BD, Lifestyle Int. Rakesh Ajila, Sr. Director- BD - Real Estate & Brand Expansion, cure.fit (cult.fit) Sahil Kansal, Head of Property & Franchising, Infiniti Retail – Cromia Sanket Satose, Sr. Director- BD, McDonald's West & South Shekhar Tiwari, Chief Category & Operations Officer, Modenik Lifestyle Sneha Jain, Retail BD Head, Hidesign Sumeet Lohia, Country Manager, Ecco India Sumit Ghildiyal, SVP – Head BD & NSO, MAX Fashion & Easy Buy - Landmark Group Sumit S Suneja, Chief Expansion Officer & Head - International Markets, Bestseller India Suresh T R, BD Head, YLG Salons Vishal Shah, Head - Store Development, Tim Hortons India Vivek Sandhwar, COO, Being Human Clothing Vivek Shrivastava, Director - BD, MFL- ABFRL |
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11:15 – 11:45 am

Response to 'What Retailers want'

THE NEXT BIG OPPORTUNITY

- Changing demographics 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

Panellists:

Ashish Gupta, VP - BD, Pacific Malls
 Ashwin Balasubramaniam, COO, Brookefields Mall, Coimbatore
 Gaurav Paliwal, Head Leading & Ops, City Centre Mall, Guwahati
 Charan Reddy Boya, ED, BNR Infra Projects
 Munish Khanna, CRO, Express Avenue
 Mukesh Talreja, Director, East Delhi Mall (EDM)
 Ravinder Choudhary, VP, Unity One & Vegas Malls
 Rehan Samuel Huck, VP & Head - Leasing, DLF Retail
 Stephen Jude Noah, Portfolio Leasing Head, Forum Malls
 Sunil Munshi, Business Head - Retail, Brigade Group - Orion Malls
 Surjit Singh Rajpurohit, COO, Amanora Mall, Pune

11:45 – 12:10 pm

Fireside Chat 1:

Bijou Kurien, Chairman, Retailers Association of India with Irfan Razack, CMD, Prestige Group

12:10 – 12:40 pm

SHOPPING CENTRES: 2030 AND BEYOND

Fireside Chat 2:

Nirupa Shankar, Jt. MD, Brigade Group

Pushpa Bector, Senior Executive Director, DLF Retail

Anchor: Jonathan Yach, Chief Asset Officer, TexValley

12:40 – 12:50 pm

RIGHT DESIGN - SECRET TO THE SUCCESS OF A MALL: Rajan Vernekar, Managing Director, RaveDesign

12:50 – 01:35 pm

NOIDA: THE JEWEL IN NCR'S CROWN

124. That's the number of development projects kicked off on a single day by the CM of Uttar Pradesh recently. And all in Noida and Greater Noida. So, it's not just the Jewar Airport, the Film City and the world's longest Pod Taxi. A spectacular Future City is clearly in the making, and stunning opportunities in shopping centre development and lifestyle destinations are for the taking. Join this session to discover what is on this mega plate for shopping centre developers and retailers.

Panellists:

Ashutosh Kashyap, Head - Real Estate, Noida Int. Airport Authority of India

Pramod Arora, Chief Growth & Strategy Officer, PVR

Raghu Rajagopalan, President - Group BD, Lifestyle Int.

Rakesh Ajila, Sr. Director- BD - Real Estate & Brand Expansion, cure.fit (cult.fit)

Salil Kumar, Director, Marketing & Business Management, CRC Group

Moderator: Sakshi Goel, Associate Executive Director and Head Retail, CBRE

Session Partner: CRC

01:35 pm – 02:05 pm: Lunch & Networking

01:00 - 02:00 pm Parallel Session @ Junior Ballroom

Presentation By Upcoming Malls

JURY: Retail leaders mentioned in the SCN Opening session will be jurors

+ Alok Dubey

Bimal Sharma, Head – Retail, CBRE South Asia

Christian Westphal, Creative Advisor, Ace Turtle

Kanika Vohra & Anuradha Chandrashekar, Co-Founders, ICH Creative Consulting and ICH NEXT™

Karunesh Vohra, Catalyst, Business of Design

Manoj K Agarwal, Consultant

Katja Larsen, Founder, Silver Spoon Consultancy

Banupriya Sudhakar, Executive Director, NielsenIQ

- Aparna NEO Mall, Hyderabad
- BHUMI World Factory Outlet Mall, Bhiwandi
- Mall of Dehradun by Pacific
- The Medallion 68, Mohali
- Unity One NSP, New Delhi

02:20 – 04:20 pm MULTIPLEX CONCLAVE
Mega Session with Shopping Centres and Multiplex Operators

02:20 – 03:30 pm
MULTIPLEX CINEMAS & SHOPPING CENTRES - BOON OR BANE

- Future of cinemas and their relevance to malls
- Trading density, performance and margins vis-a-vis retail and other entertainment avenues
- Dwindling numbers and expensive pricing
- Size and Screens in relation to size of shopping centres
- Sales Revenues - Offline and Online sales from advertisement & brand launch events
- Contribution as a % of gross revenue
- Capitalisation of cinemas - division amongst movable and non-movable assets and financial management

Panellists:

Ambikapathy Pattusamy, Promoter, Sri Balasubramaniam Cinemas
Bhuvnesh Mendiratta, COO, Miraj Entertainment
Deepak Kumar, CMD, Elpro International
Devang Sampat, CEO, Cinapolis
Jayen Naik, COO, Nexus Malls
Kunal Sawhney, COO & BD Head, Cinline India
Rajeev Sharma, CEO, NY Cinemas
Tushar Dhingra, Co-founder & CEO, Dhishoom Cinemas

Moderator: Pramod Arora, Chief Growth & Strategy Officer, PVR

03:30 – 04:15 pm
BOOSTING OFFLINE ENCHANTMENT FOR AN AGE OF DIGITAL ENTERTAINMENT

How mall developers can help the cause

Panellists:

Siddhartha Natu, Vice President, DLF Retail
Shantanu Chakraborty, EVP, Brookfield Properties
Surjit Singh Rajpurohit, COO, Amanora Mall, Pune
Sunil Munshi, Business Head - Retail, Brigade Group - Orion Malls

Moderator: Anand Dutta, Associate Executive Director- CBRE

4:15 - 05:00 pm
CHARTING THE PATH FORWARD: THE FUTURE OF HIGH STREET MALLS IN A CHANGING RETAIL LANDSCAPE

Panellists:

Arun Pillai, Head BD, Store Design & Construction, Metro Brands
Indranil Banerjee, AVP- BD, Wow! Momo
Rakesh Ajila, Sr. Director- BD - Real Estate & Brand Expansion, cure.fit (cult.fit)
Sahil Kansal, Head of Property & Franchising, Infiniti Retail - Croma
Sumit S Suneja, Chief Expansion Officer & Head - International Markets, Bestseller India
Satish Puranam, VP - BD & NSO, Lifestyle & Home Centre - Landmark Group
Tarandeep Singh, CBO, BOUNCE inc India

Moderator: Vivek Srivastava, MD & CEO, Wisemen Retail

Session Partner: Medallion 68

05:00- 05:45 pm
SMALL MIRACLES: THE PROMISING MERGER OF SHOPPING CENTRES AND SMALL-TOWN INDIA

Having successfully opened retail and leisure centres in Metro, Tier 1 & Tier 2 cities, developers have started heading for smaller cities and towns across India.

This session will bring developers and retailers to share how successful they have been in aligning their formats with the local needs and preferences, focusing on value and affordability, and creating a sense of community engagement. How malls in Tier 3 cities are becoming integrated lifestyle hubs that resonate with the local population and drive sustainable growth.

What are the opportunities for brands and retailers and what formats and categories are doing well.

Panellists:

Jayen Naik, COO, Nexus Malls
Madhur Laddha, ED, Tapadia City Centre, Amravati
Rohan Anand, Director, Virtuous Retail - S Asia (The Xander Group)
Sanjeev Rao, CEO, Being Human
Shubhojit Pakrasi, SVP - Leasing & Mall, Urban Square
Vivek Bali, CEO, Enrich
Vivek Shrivastava, Director - BD, MFL- ABFRL

Moderator: Jonathan Yach, Chief Asset Officer, TexValley

05:45- 06:30 pm

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

Panellists:

Akash Nagpal, VP- Leasing & Business Development, Trehan IRIS

Ashish Bhandari, Head Malls, R City Group

Atul Talwar, Director - Business Development, Pacific Malls

Bharath Gaikwad, Director of BD, Parko Urban Mobility Solutions

Rajeev Kanachanda, Mentor, Naturals Salon and Spa

Manohar D Chatlani, MD, Soch Apparels

Manoj Singh, Vice President Ops, Forum Mall

Prakesh Patel, MD, Bhoomi World

Prasad Rane, CMO, Pioneer Property Zone Services (ICS Realty Group)

Moderator: Rohit Gopalani, Head Leasing, Inorbit Malls

06:40 – 07:30 pm: Networking Cocktails

07:30 pm onwards



IMAGES SHOPPING CENTRE AWARDS 2023 GALA (ISCA)
Followed by Live Entertainment, Celebrations and Dinner

Note: Agenda Session Titles, brief, speakers, dates and timings are subject to change