



Conference Agenda

Theme : **RETAIL SPACES: GENERATION NEXT**

Anchor: Jayant Kochar, MD, Go Fish Retail Solutions

29 May 2009 - Day 1 – Friday

09:00-10:30 Registration & Breakfast

10:30-12:30 India Overview

- India Shopping Centres - The Maturing of the Market
- Strategies for Challenging Times - Defying the Odds
- Facing the Fundamentals – Key Learning's

Opening Presentation: Pranay Sinha, MD, StarCentres

Inaugural Panel:

Harshvardhan Neotia, Chairman, Ambuja Realty

Arjun Sharma, Managing Director, Select Group

Bijou Kurien, President & CE, Lifestyle Vertical, Reliance Retail

Session Leader: Anuj Puri, Chairman & Country Head, Jones Lang LaSalle Meghraj

Session Observer: Thomas Aquizerate, MD, Segece (India)

12:30-13:30 The Way Forward – A retailer's perspective

- Wish List of the retailer - Expectations from Malls
- Experience and Challenges faced so far
- Growth Strategies

Expert Panel:

Sanjeev Agrawal, CEO, Panataloons

Ajit Joshi, MD & CEO, Infiniti Retail

Tushar Dhingra, COO, BIG Cinemas

Amar Agrawal, MD, Spa Group

Alok Gupta, Director, Café Coffee Day

Session Leader: Bijou Kurien, President & CE, Lifestyle Vertical, Reliance Retail

13:30-14:30 Lunch Break

14:30-16:00 Generation NEXT: Strategy for Creating Successful Retail Spaces

- Understanding Key Performance drivers – Focussing on the core fundamentals of Place making
- Planning, Design and Leasing strategies
- Innovation Driven Success Models

Expert Panel:

Harshvardhan Neotia, Chairman, Ambuja Realty

Tony Ward, COO, Leasing & Land Acquisition, The Phoenix Mills Limited

Kelvin Ng, CEO, Synergistic Real Estate, China

Christopher Lanksbury, Main Board Director/ Partner, Chapman Taylor, UK

Shilpa Malik, Co-Founder & CEO, StarCentres

Session Leader : Pranay Sinha, MD, Starcentres

International Observer: Ed Jenkins, Principal, Laguarda.Low Architects, USA

16:00 -17:30 Shopping Centre Funding & Investments

- Economic Downturn – Impact on Real Estate Investment

- Innovative Models of Shopping Centre Funding
- Budget Forecasting in Turbulent times – Taking control of Time, Cost and Quality

Expert Panel:

Phil Mc Arthur, SVP, Ivanhoe Cambridge (India)
 Nandini Chopra, ED, KPMG (Corporate Finance Division)
 V Hari Krishna, Director, Kotak Realty Fund
 Kishore Bhatija, CEO, Inorbit
 Sanjeev Dasgupta, MD, Future Capital Real Estate
 Ramesh Shah, Advisor, Ambience Group

Session Leader: Sanjay Verma, Executive MD, South Asia & Australia, Cushman & Wakefield

17:30-18:00	Tea Break
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18:00-19:00	Mall Management during turbulent times
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- Preparedness for Terror , Security & Fire
- Managing costs
- Bringing in the customer – Events and Promotions

Expert Panel:

Abhishek Bansal, ED, Pacific Malls
 S. Raghunandan, CEO Retail, Prestige Group
 Anand Sundaram, COO - Operations, The Phoenix Mills Ltd.
 Arif Sheikh, COO Malls, Ansal API
 Mike Rodel, Head, Mall Management Operations (India), Pioneer Property Zone

Session Leader: Yogesh Samat, MD, Foresight Retail

19:00-20:00	What Retailers Want?
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- Outlook for next year - what retailers are looking at?
- What are the cities they are looking at and why?
- What rentals / rental model they are looking at?

Expert Panel:

Sanjay Kapoor, Genesis Colors
 R A Shah, Trent
 Prakash Menon, Aditya Birla Retail
 Durai Rajan, Mahindra Retail
 Nirup Malkani, Pepe
 Apurva Gupta, CBRE India
 Shashank Kulkarni, Hardcastle Restaurants (McDonald's)

Session Leader: Vivek Kumar, MD, IRIS

International Observer: Gordon Mackay, Retail Consultant, Meridian Retail Group, Canada

20:00 – 22:00	Images Shopping Centre Awards, Celebrations & Gala Dinner
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30 May 2009 - Day 2 – Saturday

10:00-11:00	Workshop: Reorientation, Process Development & Design
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How to reorient your mall?

Susil Dunganwal, Founder & CEO, Squarefeet Management

Learning from Best Performing Malls & processes needed to develop for successful malls

Case studies from across the globe: Megamalls, theme malls, tourism mall, suburban mall, young adults mall, mixed used development etc.
Kelvin Ng, CEO, Synergistic Real Estate, China

Best Performing Malls – How they fare in Design & Architecture?

Christopher Lanksbury, Main Board Director/ Partner, Chapman Taylor, UK

11:00-11:30 Tea Break

11:30-12:30 Developer – Retailer Collaboration : Learning from the GCC

- Learning from GCC – The fastest growing Shopping Centre Industry
- Innovative Models of working together (in the current scenario)
- Trend Prediction – Consumption and Retail

Session Leader: Phil Mc Arthur, Sr. VP, Ivanhoe Cambridge Investment Advisory (India)

Expert Panel:

Suresh Bhatia, CEO, Emaar Retail, UAE
Utpal A. Patel , Director of Architecture, Broadway Malayan, UAE
Marcello Larizza, Mall Manager, Khalidiyama, UAE

12:30-13:30 The Green Agenda

- Understanding the Green Development Approach
- Leading by Examples – Case Studies
- Global perspectives

Panelists & Presenters:

Lewis Allen, Director, Environments, Portland Design, UK
Dilip Kapur, President, Hidesign
Tanmay Tathagat, Principal, Environmental Design Solutions
Mukund Vasudevan, Country Head, Pentair Inc.

Session Leader: K.P.S. Ramesh, Principal HVAC Consultant, Air Treatment Engineering & Founder Member of Indian Green Building Council

13:30-14:30 Lunch Break

14:30-15:30 Where are the markets

- Growth beyond the metros
- Geographic Lessons – Sharing experiences & Analyzing performance of specific regional markets
- Rural Retail Developments

Expert Panel:

Rajan Malhotra, President, Retail Strategy, Future Group
J. Suresh, CEO, Arvind Brands
Shubhranshu Pani, MD Retail, Jones Lang LaSalle Meghraj
Kush Medhora, COO, EWDPL
Session Leader: Joanna Desouza, President, FCRE

15:30-16:00 Tea Break

ISCF 'D&R Conclave

16:00-17:30 Partners in Progress : Developers & Retailers

Burning Issues

- Redrafting Lease Deeds – Practical Application
- Common Area Management Charges - Can we have a formula?
- Landlords' Remedies - Defaulting Tenants
- Role of an Anchor – Multiplex and Hypermarkets
- Differential Rentals – Logical Acceptance

Anchors:

Anuj Puri, Chairman & Country Head, Jones Lang LaSalle Meghraj
Pranay Sinha, MD, StarCentres

Retailers:

B S Nagesh, Customer Care Associate & MD, Shoppers' Stop
Dilip Kapur, MD, Hidesign
Sailesh Chaturvedi, CEO, Tommy Hilfiger (India)
Yogesh Samat, CEO, Foresight Retail
Ashesh Amin, Head, ColorPlus
R A Shah, GM, Projects, Trent Limited

Developers:

S. Raghunandan, CEO Retail, Prestige Group
Kishore Bhatija, CEO, Inorbit
IS Narula, President & CEO, Ishanya
Ananta Raghuvanshi, CE Retail, Emaar MGF Land Limited
Yograj Arora, Director, Select CityWalk
Rohit Malhotra, CEO, Realtech
Ramesh Shah, Advisor, Ambience Group

Note: Program and speakers are subject to change without prior notice

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Conference Backgrounder:

These are extraordinarily challenging times for retailers and the retail development community across the world. The seismic effect of the economic quake in the US has touched Indian shores. Not many of us would have witnessed such turbulence in our professional and entrepreneurial lives, more so for a category such as Indian Retail which was gearing up for its flight to success. The ones who create new sources of value and opportunity NOW are bound to emerge stronger, wiser, and will make it big enough to be not only visible in India but on the global arena as well.

It's not just about doing the same things differently, but also about doing a different thing all together. From new revenue streams to innovation, this time around we decided to address the entire asset life cycle of Shopping Centres and Retail and to bring together the brightest brains to share their strategies **TO CONCEPTUALISE NEXT GEN RETAIL SPACES** - Solutions linked to the spirit of partnership and collaboration, and interest of the sector to serve the customers and markets – keeping a long term perspective. The conference theme focuses on ideas for beyond 2010 backed with firm belief that for a better tomorrow we have to start working now.