

Session Themes

India's Retail Realisation – Insights for Shopping Centres

- **India Shopping Centres** - The Maturing of the Market
- **Strategies for Challenging Times** - Defying the Odds
- **Facing the Fundamentals** – Key Learnings

Learning from Global Markets

- **Learning from GCC** - Fastest Growing Shopping Centre Industry
- **Trend Prediction** - Consumption & Retail

Shopping Centre Financials

- **Economic Downturn** - Impact on Retail Real Estate Investment
- **Shopping Centre Funding** – New Sources
- **Development & Operation** - Lease-Only Shopping Centre
- **Public-Private Partnership** - Possibilities in a Cash Starved Year
- **Budget Forecasting in Turbulent Times**

Market Dynamics: Understanding the Triggers

- **Maintaining Market Shares:** Who's doing well and how?
- **The Changing Consumer Psychographics:** A Post Recession Syndrome

Talk Shows

- **Design:** How the best performing malls fare in Design?
- **Safety:** Where do we stand with our Disaster Management plans?
- **People:** Where will the talent for this industry come from?
- **CSR:** What the Stakeholders Are Demanding?

Innovation & Successes

- **Tough situations witness emergence of new benchmarks**
- **Innovative marketing for Motivating Consumers to spend**
- **Nurturing of Brilliant Retail Concepts**
- **Relevance Hypermarkets and Multiplexes as anchors**

Opportunities Still Exist – Where are the Markets?

- **Geographic Lessons**
- **Rural Retail Developments**

ISCF 'D&R Conclave

Partners in Progress: Developers & Retailers

Debate the conundrum of rentals, minimum guarantee and revenue share. Explore business planning solutions that ensure a long term sustainable viable proposition for the shopping centre owner and retailer. Solutions linked to the spirit of partnership and collaboration and interest of the sector

Burning Issues

- **Redrafting Lease Deeds**
- **CAM**
- **Defaulting Tenants**
- **Differential Rentals**

Note: Theme & Session subject to change without prior notice

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