



CONFERENCE AGENDA

DAY 1 - MARCH 13, 2012 (TUESDAY)

08:30 = REGISTRATION BEGINS

09:00 – 10:00 = NETWORKING

10:00 – 11:00 = PRE-INAUGURAL: The Indian Fashion Industry: Ready for Business. Emerging Trends. Growth Potential. A Unique Market.

- Amit Gugnani, Sr VP - Fashion, Textiles & Apparel, Technopak India
- Rohit Bhasin, Partner, Retail & Consumer Leader, PwC India
- Moderator: Anish Trivedi

11:00 – 12:00 = INAUGURAL SESSION – GROWING THE FASHION MARKET

- Kabir Lumba, MD, Lifestyle
- Rakesh Biyani, Joint MD, Pantaloon Retail
- Akhilesh Prasad, COO, Reliance Trends
- Gaurav Mahajan, COO, Westside
- Moderator: Jayant Kochar, Group Director & CEO, Images Group

12:00 – 12:30: NETWORKING BREAK

12:30 – 13:30 = INDIAN APPAREL AND FASHION MARKET - 2012 AND BEYOND

The organized Indian fashion market has evolved impressively, having grown in excess of 10 percent over the past 5 years, with a healthy outlook for the future. This session explores the factors driving the growth, learning's and challenges along the way and future predictions.

- Lead Presentation: Anjana Sharma, Director, Fashion, IMG Reliance
- Amir Sheikh, Country Manager - India, Woolmark Services
- Kanchan Pant, MD, VF Corporation
- Michael Pike, Founder, Brandspoke
- Nikhil Chaturvedi, MD, Provogue
- Peter Beckingham, Dy High Commissioner, British High Commission
- Rachna Aggarwal, CEO, Indus League
- Rishab Soni, MD, Sports Station
- Sanjay Bindra, MD, Seven East
- Subrata Siddhanta, Executive Director - Apparel, Spencer's Retail
- Moderator: Subhinder Singh, MD, Adidas / Reebok India

13:30 – 14:30 = LUNCH BREAK

14:30 – 15:30 = FASHION SHOW

15:30 – 16:00 = NETWORKING BREAK

16:00 – 17:15 = TOMMY HILFIGER PRESENTS: "THE FASHION OPPORTUNITY IN ACCESSORIES RETAIL"

Fashion Accessories have evolved over the years – from being a value add for special occasions, to carving a niche for itself in the fashion retail industry. With organised retail on the rise and increase in the disposable incomes, retailing for fashion accessories certainly looks a promising option. Potential opportunity for value-added products in the fashion accessories market is high;



opportunity to cater to the domestic market with a blend of traditional-cum-western fashion is the emerging new opportunity for the fashion accessories and footwear segment in India. Get insights into the opportunities and the challenges in this lucrative market segment.

- Lead Speaker: Rupi Arora, Fashion Industry expert & ex Head of Buying – Menswear at Saks, 5th Avenue, New York
- Video Presentation by Shailesh Chaturvedi
- Focus on Accessories at the Oscars plus Filmfare awards by Kavya D'Souza

Panel Discussion

- Christoph Hirschmann, CEO, WOLY
- Dilip Kapoor, President, Hidesign
- Emmanuel Eribo, Co-Founder, Butterfly Twists
- Gopal Asthana, Business Head - Accessories, Shoppers Stop
- Neeta Lulla, Fashion Designer
- Pradeep Hirani, MD, Kimaya
- Rahul Vira, CEO, Gili
- Rohan Vaziralli, MD, Estee Lauder
- Shruti Dave, Manager - Buying, Lifestyle
- Vijay Jain, MD, Orra
- Moderator: Shailesh Chaturvedi, Managing Director, Tommy Hilfiger India

17:15 – 18:30 = RETAIL SPACE OPEN HOUSE: HIGH RENTALS AND LOW FOOTFALLS

An open house debate between retailers and real estate developers to discuss and find innovative ways to tide over the much debated issues of exorbitant cost of retailing space and low shopper conversions. What can fashion retailers do to improve their trading densities and how can real estate developers contribute to higher footfalls to the stores and greater purchase conversions.

- Lead Speaker & Moderator: Anuj Puri, Chairman & Country Head, JLL
- Ajay Chandra, MD, Unitech
- Ashwin Puri, CEO, Pioneer Property Zone
- Atul Ruia, MD, Phoenix Mills
- Avik Basu, Head - Retail, GMR
- Cyrus Engineer, Head - Sales & Marketing, Tata Realty
- Dharmesh Jain, Chairman & MD, Nirmal Group
- Dheeraj Dogra, Director - Retail, BNP Paribas Real Estate
- Harshvardhan Neotia, Chairman, Ambuja Realty
- J P Biswas, Head - Leasing & Marketing, L&T Realty
- Kavita Singhanian, MD, Express Infrastructure
- Kevin Chee, Country Head, CapitaMalls Asia
- Kishore Bhatija, CEO, InOrbit
- Nikhil Chaturvedi, MD, Provogue & Prozone
- Pallavi More, President, Growel Group
- Pranay Sinha, MD, Star Centres
- Rahul Saraf, MD, Forum Projects
- Raj Singh Gehlot, Chairman & MD, Ambience Mall
- Sandeep Raheja, MD, Infinity Mall
- Sandeep Runwal, Director, Runwal Group
- Sushil Mohta, MD, Merlin Group
- Vikas Oberoi, Chairman & MD, Oberoi Realty
- Akhilesh Prasad, COO, Reliance Trends
- Gautam Jain, MD & CEO, Jole Clothing



- Karthik Balagopalan, Head - BD, Projects & New Initiatives, Puma
- R A Shah, Director, Trent Retail Services
- Shabnam Singhal, Director, Sirius
- Sunil Biyani, Director, Future Group

DAY 2 - MARCH 14, 2012 (WEDNESDAY)

09:00 – 10:00 = NETWORKING

10:00 – 11:00 = ECOMMERCE AND ONLINE RETAILING

As the internet-savvy consumer gets more and more comfortable with online shopping, learn the success techniques of leading online fashion retailers which are redefining and rediscovering Indian online retail. One big challenge all online retailers struggle with is on the need to distinguish themselves on service and unique products to compete with the surge of online competitors, rather than simply trying to match them on price. Learn the strategies which could help you explore the online retailing channel, or find ways to partner with the online retailers.

- Anchal Jain, Co-Founder, 99 Labels
- Jeetendra Joshi, VP - Marketing, MartJack
- Kunal Shah, CEO, Freecharge
- Manmohan Agarwal, Founder, Yebhi
- Manoj Chandra, Founder & CEO, Allschoolstuff.com
- Mukesh Bansal, CEO, Myntra
- Rahul Narvekar, Co-Founder, Fashion and You
- S. Shriram, SBU Head - Lifestyle, Indiaplaza.com
- Samarjeet Singh, Director, Iksula
- Introductory Remarks & Moderator: Rajiv Prakash, Venture Partner – ecommerce & Consumer Businesses (formerly CEO, FutureBazaar.com)

11:00 – 12:00 = THE GLOBAL & THE DESI: WHICH WAY IS WOMENSWEAR IN INDIA GOING?

With more than 20 % of Indian women joining the workforce, the western wear category for women has grown steadily coupled with the fact that Indians are getting younger and increasingly dressing the same as other kids across the globe. In context of this, does that mean western wear is eating into the ethnic market or is that the Indian consumer is chasing both Indian and western brands to make his and her wardrobe eclectic. Find out in this interestingly crafted debate.

- Amit Jain, CEO, Shingora
- Anant Daga, CEO, TCNS Clothing Company
- Asheeta Chhabra, Head - Business Development, Chhabra 555
- Darpan Kapoor, Owner, Kapsons
- Jitendra Chauhan, Chairman & MD, Jade Blue
- Manish Saksena, COO, Tommy Hilfiger
- Rajesh Jain, CEO, Lacoste
- Salil Nair, COO, Shoppers Stop
- Samir Sahni, Director, RituWears BigLife
- Siddharath Bindra, MD, Biba Apparels
- Vikas Purohit, COO, Planet Retail
- Vineet Gautam, Country Head, Bestseller
- Moderator: Amit Bagaria, Chairman, ASIPAC

12:00 – 12:15: NETWORKING BREAK

12:15 – 13:30: FOOTWEAR AND LEATHER ACCESSORIES CONCLAVE



INDIA'S FOOTWEAR RETAIL MARKET: OPPORTUNITIES, ISSUES AND CHALLENGES.

With organized retail on the rise and increase in disposable incomes, the Indian opportunity for footwear brands is huge. However a large part of the market is still unorganized and traditionally operated. For modern retailers the key challenges are exorbitant commercial rents, lack of local knowledge, preferences, the challenge of receivables, high credit period in case of third-party retail route, lack of brand building experience and difficult to manage inventories with round the year discount offerings. This session brings together a national representation of Footwear retailers to share experiences, solicit partnerships and create an agenda for the future.

- Asif Merchant, MD, Catwalk
- Christoph Hirschmann, CEO, Woly
- Florent Bailly, Vice President, Middle East, India and Africa, Crocs
- Harkirat Singh, MD, Woodland
- Imran Virji, Director, Rocia
- Inder Dev Singh Musafir, MD, Lee Cooper
- Kumar Sambhav, Head of Marketing, Bata India
- Manmohan Agarwal, Founder, Yebhi
- Rafique Malik, Chairman & MD, Metro Shoes
- Rishab Soni, MD, Shoe Tree
- Ved Vyas Chhabra, Owner, Tourister
- Moderator: Utsav Seth, CEO and MD, Pavers England

13:30 – 14:15 = LUNCH BREAK

14:15 – 15:15 = FASHION SHOW

15:15 – 15:30 = NETWORKING BREAK

15:30 – 16:30 DRESSING UP FOR SUCCESS – RETAIL ENVIRONMENT MANAGEMENT

Brands invest heavily in creating the perfect in-store experience. Visual merchandisers are tasked with the challenge to create an in-store experience that fits the brand, perfectly displays the collection, and reinforces the emotional connect with the brand's customers. The brand experience represents a large portion of price premium and the exclusiveness of the in-store encounter is an essential part of it. Luxury, aspiration and exclusiveness is what the consumers seek in the experience. Inside the store, all senses of the customer are triggered through highly designed visual presentations, audio, and often at times, olfactory elements, creating an engaging moment that touches customers on an emotional and intuitive level, driving them to love the brand and to purchase.

- Lead Presentation: Professor Charneeta Kaur, Pearl Academy of Fashion
- Alok Dubey, COO, Denim & Sportswear Brands, Arvind Lifestyle
- Ashmit S Alag, Owner, Transform Design
- Donna Lambert, Founder, Lamb To Slaughter, UK
- Elena Maurer, MD & Partner, Liganvoa India Brand Retail
- Huzefa Merchant, Owner, Safe Enterprises & CEO, Insync RPM
- Jamie Lloyd, GM, Religion Jeans
- Manish Kapoor, COO, French Connection
- Stuart Simon, CEO, Restore Solutions
- Venkat, COO, Megamart
- Moderator: Anish Trivedi



DAY 3 - MARCH 15, 2012 (THURSDAY)

09:00 – 10:00 = NETWORKING

10:00 – 11:00 = TECHNOLOGY AS A DRIVER OF FASHION RETAIL GROWTH

- Prashant Lohia, Director, Ginni Systems
- Dharmesh Lamba, Country Manager, Checkpoint Systems
- Rohan Tejura, MD & Chief Technical Officer, RoSoft

11:00 – 12:00 = THE LOW-DOWN ON LOYALTY PROGRAMMES AND CUSTOMER ENGAGEMENT

Do Loyalty Programmes really work to retain Customers and increase spends? Organisations that are responsible for supporting Customer Loyalty and CRM initiatives discuss the realities of the subject with some of the leading retailers of the country.

- Ashok MS, COO, Accentiv India
- Rathin Lahiri, CMO & Business Head, LoyaltyOne India
- Sanjeev Agrawal, Jt CEO, Future Value Retail (Pantaloon)
- Vasanth Kumar, ED, Max Fashion
- Vinay Bhatia, VP - Marketing & Loyalty, Shoppers Stop
- Vineet Narang, CEO, MobiQuest
- Moderator: Anish Trivedi

12:00 – 12:30: NETWORKING BREAK

12:30 – 13:30 = THE INDIAN LINGERIE MARKET: THE SIZE AND SHAPE OF THE INNERWEAR BUSINESS.

The Indian inner wear market has seen a remarkable growth in the last decade and retailers are realizing the opportunity of a fashion category that offers higher profit margins. However the fact remains that for the organised players, inner wear retail has remained a tough category to crack. One of the main reasons is due to a highly fragmented market, with almost two-thirds of the business controlled by the unbranded and unorganised local players, which is more of a volume-led commoditised business. Women's lingerie segment constitutes 66 per cent share of the total market in value terms, though in Volume terms both segments are equal. The growth in women's lingerie market has also been a notch higher as lingerie has evolved from an optional part of the wardrobe to essential clothing. This session invites key Indian brands and international brands for a discussion about how this market is evolving and why it remains a challenge for any organised retail chain to crack the Indian consumer and how they are all fighting it out for a piece of action.

- Lead Speaker: Madhumita B. Sinha, Editor, Images Business of Fashion
- A S Ashraf, Chairman & Director, Aviraté
- Ajay Amalean, MD, Amanté
- Ashok Todi, Chairman, Lux
- Gautam Chakravarti, CEO, Gokaldas Exports (Enamor)
- Geeta Singh, Director, Chic Carissimo
- Kamal Kotak, Director, Major Brands (La Senza)
- Karan Behal, Founder & CEO, MTC Retail & MTC Ecom
- R Subramaniam, CEO, Tommy Hilfiger UW
- Sunil Pathare, Vice Chairman & MD, Maxwell Industries (VIP)
- Vinay Reddy, Chairman & MD, Lovable
- Vishal Jain, CEO, Neva Garments
- Moderator: Gurpreet Wasi, Director - Marketing, Images Group

13:30 – 14:30 = LUNCH



14:30 – 16:00: MULTI BRAND RETAIL – THE ROUTE TO SUCCESSFUL GROWTH IN THE INDIAN FASHION MARKET.

- Abhishek Ganguly, Director - Sales & Marketing, Puma
- Kartik Ramaswamy, Director Wholesale (MBO), Levi's
- Noaman Razack, MD, Prestige Fashions
- Prakash Lakhani, MD, Gini & Jony
- Sanjay Vakharia, MD, Spykar
- Shahnawaz Sheikh, MD, Shorty Capone Fashion
- Vinay Sharma, COO, Maya by Gitanjali Lifestyle
- Vipin Kapoor, Owner, Kapsons
- Viren Shah, MD, Roopam
- Vishnu Prasad, CEO, Central & Brand Factory (Future Group)
- Moderator: Tarun Joshi, ED, SKNL

16:00 – 17:30 = GRAND FINALE: "THE CHALLENGES I HAVE FACED IN FASHION RETAILING, AND HOW I COULD OVERCOME THEM" Learn from the experiences of the legends of the business!

- Bijou Kurien, President & CE - Lifestyle, Reliance Retail
- Rakesh Biyani, Joint MD, Pantaloon Retail
- Sanjeev Mohanty, MD, Benetton
- Kailash Bhatia, CEO, Pantaloon Retail
- Shreyas Joshi, President, Raymond
- Jaya Patel, Owner, Vama
- Tarun Puri, MD, Nike India
- Rajiv Bajaj, MD, Fila
- Puneet Nanda, MD, Genesis Colours
- Asim Dalal, MD, The Bombay Store
- Narinder Singh, MD, Numero Uno
- Moderator: Jayant Kochar, Group Director & CEO, Images Group

Note: Speakers list is subject to change, as those mentioned have been invited. Confirmations still awaited.