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# INDIA RETAIL

RETAIL IN DETAIL **SUMMIT**



Chairman:

**Mr. Nitin Kasliwal**

Vice Chairman & Managing Director  
SKumars Nationwide Limited

24th - 25th November, 2006

Taj Lands End, Mumbai

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## Day 1 November 24, 2006

- 8:30am Registration
- 10:00am - 11:00am Inauguration, Welcome Note & Keynote Address  
Opening Remarks by the Chairman: Mr. Nitin Kasliwal  
Vice Chairman & Managing Director, Skumars Nationwide Limited
- 11:00am - 11:30am TEA BREAK
- 11:30am - 1:00pm Plenary Session 1

### **Theme** Revolution : Boom & Big Boom - India Retail Scenario

Mr. Raghu Pillai, President & Chief Executive, Reliance Retail  
 Mr. Sanjiv Singh, Chief Executive Officer, Escada  
 Ms. Deepali Goenka, Director, Welspun India Limited  
 Mr. Hemchandra Javeri, President, Madura Garments  
 Mr. Niranjan Hiranandani, Managing Director, Hiranandani Developers

- 1:00pm - 2:00pm LUNCH
- 2:00pm - 3:30pm Concurrent Sessions

### **Theme** Managing Human Assets in Retail

Mr. E. Balaji, COO, Ma Foi Management Consultants Ltd.  
 Ms. Tanya Mishra, Head - Human Resource, Shoppers Stop  
 Ms. Dipali Naidu, Head - Human Resource, Crossword Bookstores Ltd.  
 Mr. Vijay Kashyap, Vice President - Human Resource, Aditya Birla Management Corp Ltd.

### **Theme** Leveraging Information Technology for mastering Business Dynamics

Mr. Bhanumurthy Ballapuram, SVP - Retail, CPG & Distribution, Wipro Technologies  
 Mr. Mohit Oberoi, Senior VP - Business Head, Polaris Software Lab Ltd.  
 Mr. Pratik Pal, Global Head of retail practice, Tata Consultancy Services

### **Theme** Retail Logistics: Changes & Challenges

Mr. Jasjit Sethi, Chief Executive Officer, TCI Supply Chain Solutions  
 Mr. Anil Syal, Vice President - Marketing, Safexpress (P) Ltd.  
 Dr. Rahul V Altekar, Sr Functional Architect, JDA Software Group Inc.

- 3:30pm - 4:00pm TEA BREAK
- 4:00pm - 5:00pm Plenary Session 2

### **Theme** Expansion through Innovative Formats SubTheme: Ambience makes a difference

Mr. Bipin Gurnani, Chief Executive Officer, Piramyd Retail Ltd.  
 Mr. Tim Eynon, Chief Executive Officer, Prozone  
 Mr. Ajay Mehra, Chief Executive Officer, Planet M  
 Mr. Andrew Levermore, Chief Executive Officer, Hypercity Retail India Ltd.

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5:00pm - 6:00pm **Plenary Session 3****Theme**
**Customer : Building Relationships & Loyalty**

Prof. Chetan Wakalkar, Group Director, Indira Group of Institutes  
 Ms. Anuradha Bose, Head – Customer Relationship & Loyalty, Shoppers Stop  
 Mr. Ajoy Krishnamurthi, Chief Executive Officer, My Dollar Store  
 Ms. Apurva Purohit, Chief Executive Officer, Radio City



7:00pm - 8:30pm


**Award Categories**

- Retail Professional of the Year
- Retail Entrepreneur of the Year
- Award for Value Retailing
- Young Retail Professional of the Year
- Innovative Retail Concept of the Year
- Best Marketing and Brand Building Strategy of the Year
- Service Provider in Retail
- Award for Service Excellence
- Retailer of the Year (Organisation)
  - Fashion
  - Catering & Food Services
  - Beauty & Health
  - Leisure & Speciality
  - Entertainment
  - Lifestyle
  - Department Store
  - Footwear
  - Consumer Durables
    - Brand
    - MultiBranding
- Life Time Achievement Award

**Day 2 November 25, 2006**
8:30am **Registration**10:00am - 11:00am **Plenary Session 1****Theme**
**Designing Retail Infrastructure**

Mr. Pranay Sinha, President & Chief Executive Officer, Select Infrastructure Pvt. Ltd.  
 Mr. Ajay Khanna, Executive Director, DLF Universal Ltd.  
 Mr. Suresh Singaravelu, President & Head of Retail Infrastructure, Reliance Industries Ltd.  
 Mr. Sandeep Raheja, Managing Director, Raheja Constructions  
 \*Mr. Nandan Piramal, Executive Vice Chairman, Piramyd Retail

11:00am - 11:30am **TEA BREAK**11:30am - 1:00pm **Concurrent Sessions****Theme**
**Building a profitable Franchise model**

Mr. Vijayant Chabra, Executive Director-Marketing, Archies  
 Mr. Anoop Sequeira, Chief Executive Officer, Global Franchise Architects  
 Mr. Sachin Marya, Chief Executive Officer & Publisher, Franchise India Holdings Ltd.

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**Theme**

**Challenges in Luxury Retailing**

Mr. Suresh Bhatia, Director, Major Brands(India) Pvt. Ltd.  
Mr. Bijou Kuriem, CE & President – Lifestyle, Reliance  
Mr. Biren Vaidya, Managing Director, Egana India Pvt. Ltd.  
Mr. Tarun Joshi, Chief Executive Officer, BrandHouse

1:00pm - 2:00pm

**LUNCH**

2:00pm - 3:30pm

**Concurrent Sessions**



**Theme**

**Travel & Tourism: Focus on Retail Customers**

Mr. Parvez Dewan, Chairman & Managing Director, India Tourism Development Corporation  
Mr. Madhavan Menon, Managing Director, Thomas Cook  
\*Mr. Manoharan Periasamy, Director, Malaysia Tourism Promotion Board

**Theme**

**Future of Retail Financial Services: Focus on Banking Sector**

Mr. Hemant Kaul, President - Retail Banking, UTI Bank Ltd.  
Mr. Ajay Kelkar, Vice President - Marketing, HDFC Bank Ltd.  
\*Mr. Robert Hennin, Vice President & Country Manager, American Express Bank Ltd.

3:30pm - 4:00pm

**TEA BREAK**

4:00pm - 6:00pm

**Plenary Session 2**

**Theme**

**Retail in Detail**

Mr. Nitin Kasliwal, Vice Chairman & Managing Director, Skumars Nationwide Ltd.  
Mr. Gulam M Zia, National Director, Research and Advisory Services, Knight Frank (India) Pvt. Ltd.  
Mr. Sujit Das Munshi, Executive Director, A C Nielsen  
Mr. R Sriram, Next Practice Retail  
Mr. Aniruddha Deshmukh, President-Retail, Raymond Ltd.  
\*Mr. Arvind Singhal, Chairman, Technopak Advisors

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Package includes Lunch for both the days,  
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Cheques / DD Should be drawn in favour of **India Retail Summit**  
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**Co-ordination office:**

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\* Confirmation on the way

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