

# RETAIL LEADERSHIP SUMMIT (RLS) 2019

26 - 27 Feb 2019 | Renaissance Hotel, Powai, Mumbai

## Day 1: 26th Feb 2019 - Programme Agenda

Timing	Particular
08:00 - 09:00	Registration & Breakfast
09:05 - 09:10	National Anthem
09:15 - 09:20	<b>Opening Speech</b>
	Kumar Rajagopalan, CEO, Retailers Association of India
09:25 - 09:30	<b>RLS 2019 - Curtain Raiser</b>
	Dr. Hitesh Bhatt, Director - Marketing & Communication, Retailers Association of India
09:35 - 09:50	<b>Knowledge Report</b>
	Abheek Singh, Senior Partner & Managing Director Asia-Pacific Leader, Consumer and Retail Practice, BCG
09:50 - 10:10	<b>Special Address</b>
	Ashwin Khasgiwala, CFO, Reliance Retail Ltd. & Director, Reliance Brands Ltd.
10:10 - 10:55	<b>One on One Interaction</b>
	Kishore Biyani, Founder & Group CEO, Future Group <b>WITH</b> Menaka Doshi, Managing Editor, Bloomberg Quint
11:00 - 11:20	<b>Special Address</b>
	Prof. Dr. Michael Feindt, Founder, Blue Yonder GmbH, JDA
11:25 - 12:25	<b>Panel Discussion: Customer Experience- Key to Mindshare and Marketshare</b>
	Moderator: B S Nagesh, Chairman-RAI; Founder - TRRAIN
	Ashwin Khasgiwala, CFO, Reliance Retail Ltd. & Director, Reliance Brands Ltd.
	James Munson, MD, Marks & Spencer Reliance India Pvt. Ltd.
	Rajiv Suri, MD & CEO, Shoppers Stop Ltd.
	Rakesh Biyani, Joint MD, Future Retail Ltd.
	Venu Nair, Chief Commercial Officer, Trent Ltd.
12:27 - 12:29	<b>Knowledge Report Launch - Unravelling the Indian Consumers</b>
	Anil Talreja, Deloitte India
12:30 - 12:40	<b>Visual Solutions &amp; Retail Analytics</b>
	Ravishankar R. Iyer, Intel
12:45 - 12:55	<b>Presentation</b>
	Paul Dupuis, Managing Director & CEO, Randstad India
13:00 - 14:00	<b>Networking Lunch</b>

### GRAND BALLROOM - A

Timing	Particular
14:10 - 14:15	<b>Presentation</b>
	Kumar Vembu, CEO & Founder, GOFRUGAL Technologies
14:20 - 14:25	<b>Presentation</b>
	Prateek Mathur, Director Marketing, Innovation & Strategic Initiatives, SAP India
14:30 - 15:00	<b>Panel Discussion: Retail Real Estate in India: Hitting the Sweetspot</b>
	Moderator: Anuj Kejriwal, CEO, Anarock Property Consultants
	S Raghunandhan, President - Retail, Bhartiya City Developers Pvt. Ltd.
	Rajneesh Mahajan, CEO, Inorbit Malls India Pvt. Ltd.
	Shibu Phillips, Business Head, Lulu Mall
15:05 - 15:10	<b>Knowledge Report Release - Customer Experience (CX): The Epicenter of Retailing</b>
15:15 - 15:35	<b>Keynote Address</b>
	Ashishkumar Chauhan, MD & CEO, BSE (Bombay Stock Exchange)
15:40 - 15:47	<b>Boundaryless Retail: The New Omnichannel Embracing the Freedom to Succeed</b>
	Anil Patel, Founder & CEO, HotWax Commerce
15:52 - 15:57	<b>Driving Commerce through Content</b>
	Gaurav Vashishta, Associate Director, Adapty Solutions Pvt Ltd.
16:02 - 16:07	<b>Strategy to overcome the Challenge of Omnichannel Retail</b>
	Surendra Nayak, Head - Sales & Marketing, Logic ERP Solutions Pvt. Ltd.
16:12 - 17:12	<b>Panel Discussion: Delighting Customers the Phygital Way</b>
	Moderator: Govind Shrikhande, Mentor & Advisor, Former MD, Shoppers Stop Ltd.
	Lavanya Nalli, Vice Chairperson, Nalli Group
	Damodar Mall, CEO - Grocery Retail, Reliance Retail Ltd.
	K Venkataramani, MD, Health & Glow Pvt. Ltd.
	Manish Mandhana, CEO, Being Human (Mandhana Retail Ventures Ltd.)
	Mohit Dhanjal, Director - Retail, Raymond Ltd.
	Ravishankar R. Iyer, Intel
	Sagar Daryani, Co Founder & CEO, Wow! Momo Foods Pvt. Ltd.
	Subir Agrawal, President & CEO, Techtree IT
	Vijay Talreja, Co-Founder & MD, Adapty Inc.
14:00 - 16:30	<b>Final Round of Retail Startup Awards 2019 (Powai Ballroom)</b>
19:30 - 20:00	<b>Felicitation Ceremony of Retail Startup Awards 2019 (Venue - Grand Ballroom)</b>
20:00 onwards	<b>India's Retail Champions Awards 2019 followed by Cocktails &amp; Dinner (Venue - Grand Ballroom) - By Invitation Only</b>

### Day 1: 26th February 2019 (Venue - LOTUS)

14:30 - 15:30	<b>JDA Workshop - Using AI to Optimize Retail Operations</b>
	Presenter: Prof. Dr. Michael Feindt, Founder, Blue Yonder GmbH, JDA
15:30 - 16:30	<b>Retail Real Estate Roundtable</b>
	Moderator: Anuj Kejriwal, CEO, Anarock Property Consultants
	Mukesh Kumar, CEO, Infiniti Malls
	Nirzar Jain, Chief Leasing Officer, Nexus Malls (A Blackstone Group Company)
	Pankaj Renjhen, Chief Operating Officer, Virtuous Retail
	Rajender Kelkar, Phoenix Mall
	Rajneesh Mahajan, CEO, Inorbit Malls India Pvt. Ltd.
	S Raghunandhan, President - Retail, Bhartiya City Developers Pvt. Ltd.
	Shashie Kumar, COO - Retail, Brigade Group
	Shibu Phillips, Business Head, Lulu Mall
16:30 - 17:30	<b>Round Table - GST: Special Focus on Single Rate &amp; Anti Profiteering</b>
	Moderator: Prashant Deshpande, Deloitte India
	Arun Ganapathy, CFO, House of Anita Dongre
	Ashwin Khasgiwala, CFO, Reliance Retail Ltd. & Director, Reliance Brands Ltd.
	Bhavin Sheth, CFO, Kewal Kiran Clothing Ltd.
	Bibek Agarwala, CFO - Lifestyle Business, Raymond Group
	Dinesh Maheshwari, ED & CFO, Future Retail Ltd.
	Girdhar Chitlagia, Head Finance - Supermarkets More, Aditya Birla Retail Ltd

### Day 1: 26th February 2019 (Venue - JASMINE)

14:30 - 15:30	<b>Round Table - Survivor's Guide to Engaging the Digital Consumer: Tools to get them, keep them</b>
	Co-Moderator: Dr. Hitesh Bhatt, Director - Marketing & Communication, Retailers Association of India
	Co-Moderator: Prateek Mathur, Director Marketing, Innovation & Strategic Initiatives, SAP India
	Arvind RP, Director - Marketing & Communications, McDonalds India (West and South)
	Ashwin Khasgiwala, CFO, Reliance Retail Ltd. & Director, Reliance Brands Ltd.
	Ajit Jadhav, CMO, Wellness Forever Medicare Pvt. Ltd.
	Atul Verma, Chief Marketing & Customer Experience Officer, O2Spa
	Kewal Dhar, Head - Retail, Relaxo Footwears Ltd.
	Priyalal Purushottam, Head -Operations & Customer experience, Globus Stores Pvt. Ltd.
	Ritesh Ghosal, CMO, Infiniti Retail Ltd. Croma - A TATA enterprise
	Shantiswarup Panda, CMO, Raymond Ltd.
	Snehal Shah, Sr. VP - Operations & Marketing, V-Mart Retail Ltd.
	Srinivas Rao, VP - Marketing, Lifestyle International (P) Ltd

### GRAND BALLROOM - B

Timing	Particular
14:10 - 14:15	<b>Knowledge Report on Unravelling the Indian Consumers</b>
	Anil Talreja, Deloitte India
14:20 - 15:20	<b>Panel Discussion: Brand Building Strategies to cope up with ever-changing Consumers</b>
	Moderator: Pooja Meswani, Deloitte India
	Adesh Kumar Gupta, CEO, Liberty Shoes Ltd & Liberty Lifestyle
	Abhinav Pathak, CEO & Co-Founder, Perpule
	Ganesh Subramanian, Founder & CEO, Stylumia Intelligence Technology Pvt. Ltd.
	Manjari Upadhye, CEO - Domestic Business, Welspun Global Br&S Ltd.
	Mohit Khattar, CEO, Baskin Robbins (Graviss Foods Pvt Ltd)
	Rajesh Jain, MD & CEO, Lacoste India
	Sameer Manglani, COO, Meena Bazaar
	Stephen P. Laughlin, VP & GM -Global Consumer Industry, IBM Corporation
	Vineet Gautam, Country Head, Vero Moda, Jack & Jones, ONLY (Bestseller Retail India Pvt. Ltd.)
15:25 - 15:35	<b>Market Share to Mind Share</b>
	Stephen P. Laughlin, VP & GM -Global Consumer Industry, IBM Corporation
15:35 - 15:43	<b>How to get 150 % Extra Revenue from Marketing Campaigns using Artificial Intelligence</b>
	Pranav Ahuja, CEO & Founder, Xeno
15:48 - 15:55	<b>Creating a new Future of Retail   Performance: Re-Nomics</b>
	Ganesh Subramanian, Founder & CEO, Stylumia Intelligence Technology Pvt. Ltd.
16:00 - 16:07	<b>Making Merchants Successful</b>
	Vinit Soni, SVP - Business Development, Pine Labs
16:12 - 16:17	<b>Need for Retail automation - Role of IoT</b>
	Pankaj Zanwar, Director, Smart I (Integrated Active Monitoring Pvt. Ltd)
16:22 - 16:27	<b>Material Handling in Retail Industry</b>
	Anil Lingayat, EVP & Business Head, Godrej Material Handling
16:32 - 17:30	<b>Panel Discussion: Building Powerful Brands -Success Mantras</b>
	Moderator: Sunil Khosla, EVP- Sales & Marketing & Head - Digital Business - Retail, India Transact Services Ltd. (AGS)
	Avnish Kumar, Director, Neeru's
	B A Srinivasa, Jt. MD, Vivek Pvt. Ltd.
	Madhavi Arelli, CEO, Jotter.ai
	Pulkit Baid, Director, Great Eastern Retail Pvt. Ltd.
	Rajiv Nair, CEO, Kaya Ltd.
	Rajul Jain, Co-Founder CEO, Increff (NextSCM)
	Suhail Sattar, Director, HASBRO Clothing Pvt. Ltd.
	Suraj Shantakumar, Director, Kirtilal Kalidas Jewellers Pvt. Ltd.

### Day 1: 26th February 2019 (Venue - JASMINE)

15:30 - 16:30	<b>Round Table - #2020 challenge - Demographic shift in India &amp; how they will impact the Retail experience going forward?</b>
	Moderator: Prashobh Chandralayam, ED & Partner, IBM India Pvt. Ltd.
	Pooran Jaiswal, Group CTO, TBZ (Tribhovandas Bhimji Zaveri Ltd.)
	Anil Menon, Head-IT, TATA Starbucks Pvt. Ltd.
	Nayan Satiya, CIO, Total Sports & Fitness Solution Pvt Ltd
	Prashant Bokil, Head-IT, Being Human (Mandhana Retail Ventures)
	Ranjit Satyanath, Head - Technology Ops, Infiniti Retail Ltd., Croma - A TATA Enterprise
	Sandeep Mistry, Head - IT - Aditya Birla Fashion & Retail Ltd. - Pantaloons
	Sarfaraz Miller, Head - IT, Celio*
	Sonia Nigam, Head- eCommerce, Shaze Luxury Retail Ltd
	Vikram Idnani, Sr. VP & Head - IT, Reliance Retail Ltd.

Day 2: 27th Feb 2019 - Programme Agenda

GRAND BALLROOM - A	
Timing	Particular
09:30 - 09:35	<b>RLS 2019 - Setting the tone</b>
	Dr. Hitesh Bhatt, Director - Marketing & Communication, RAI
09:35 - 09:55	<b>Special Address</b>
	Chris Biggs, Partner and Managing Director Global Leader -Retail Sector, BCG
09:55 - 10:40	<b>Panel Discussion: Raising a Billion Dollars - Investors Perspective on What's Coming Next in Indian Retail</b>
	Moderator: Rachit Mathur, Partner & MD, BCG
	Pankaj Jaju, Founder & CEO, Metta Capital Advisors LLP
	Gautam Narayan, Principal, Apax partners
	Sahil Dalal, Director, Advent International
	Shantanu Rastogi, MD, General Atlantic
	Sumeet Narang, Founder & MD, Samara Capital
10:45 - 11:15	<b>One-on-One Interaction</b>
	B S Nagesh, Chairman-RAI; Founder - TRRAIN; Chairman - Shoppers Stop Ltd. <b>WITH</b> Rahul Mehta, MD, 109F   Fusion Beats   Oxygen, (Creative Garments Pvt. Ltd.); President, CMAI (Clothing Manufacturers Association of India)
11:15 - 11:25	<b>Presentation</b>
	S Raghunandhan, President - Retail, Bhartiya City Developers Pvt. Ltd.
11:25 - 12:25	<b>Panel Discussion: Shape of Things to Come: What will Drive Retail in the Coming Years</b>
	Moderator: Shipra Biswas, Senior Principal, A.T. Kearney
	Jamshed S. Daboo, MD, Trent Hypermarket Pvt. Ltd. (Star Bazaar)
	Lalit Agarwal, CMD, V-Mart Retail Ltd.
	Manohar D Chatlani, MD & CEO, Soch (MD Retail India Pvt. Ltd.)
	Mohit Kampani, CEO - MORE, Aditya Birla Retail Ltd.
	Rafique Malik, Chairman, Metro Shoes Ltd.
	Rahul Vira, CEO, Skechers South Asia Pvt. Ltd.
	Shailesh Chaturvedi, CEO & MD, Tommy Hilfiger Apparels, Calvin Klein
	Swarndeeep Singh, MD, Logic ERP Solutions Pvt. Ltd.
12:25 - 12:30	<b>Evolving Refrigeration Demands from the Retail Industry</b>
	Srikant Subramanian, GM - Marketing, Blue Star Ltd.
12:30 - 12:35	<b>Presentation</b>
	Perpule
12:35 - 12:50	<b>Special Address on "How Sustainability can sustain your business"</b>
	Christian Ewert, President, Amfori
13:00 - 14:00	<b>Networking Lunch</b>
14:00 - 14:10	<b>Knowledge Report Presentation - Indian Retail: It's Time to Create Stores With Stories</b>
	AT Kearney
14:10 - 14:30	<b>Special Address</b>
	Pei Liang, President, CCFA (China Chain Store & Franchise Association)
14:35 - 14:55	<b>Special Address on "Enhancing the Customer Experience at Department Stores"</b>
	Véronique Morelle Lunven, Deputy Executive Director, IGDS, Switzerland (Intercontinental Group of Department Stores)
15:00 - 15:15	<b>Special Address</b>
	David French, SVP, Government Relations and Executive Director, NCCR (NRF)
15:20 - 15:50	<b>One-on-One Interaction</b>
	Hari Menon, Co - Founder & CEO, BigBasket.com <b>WITH</b> Kumar Rajagopalan, CEO, Retailers Association of India
15:50 - 15:55	<b>Vote of Thanks</b>
	Dr. Hitesh Bhatt, Director - Marketing & Communication, RAI

GRAND BALLROOM - B	
Timing	Particular
10:30 - 11:45	<b>Stability on the Frontline - Addressing the Attraction, Engagement &amp; High Turnover Challenge</b>
	Moderator: Rajesh Padmanabhan, Director & Group CHRO, Welspun Group
	Abbas Jabalpurwala, CEO, Timezone Entertainment
	Adhir Mane, CHRO, Lifestyle business, Raymond Ltd.
	Anil Kaushal, Head - OTC, Lupin
	Anuj Goyal, Director - Business Development, Brijwasi Sweets (India) Pvt. Ltd.
	Devarshi Das, Director Sales & Marketing, Gala
	Dhimant Bakshi, Jt CEO, Adlabs Entertainment Ltd.
	Dr. Sanjeev Chauhan, Head - HR, Kewall Kiran Clothing Ltd
	Harvinder Singh, Director - OTC, Sanofi
	Jacqueline Mundkur, Group Head Customer Service, Future group
	Karan Rai, VP - Organized Trade, Vodafone
	Manoj Uprit, National Business Head - General & Organized Retail, Eureka Forbes
	N P Singh, Director, Samsonite
	Nikhil Ranjan, Founder & MD, William Penn
	Nirav Jagad, Chief People Officer, Nykaa.com
	Nitin Jajodia, CFO, Cipla
	Paul Dupuis, MD & CEO, Randstad India
	Rajesh Kadam, COO, INC.5 Shoes
	Sankalp Potbhar, Country Head, Kraft Heinz
	Shalini Vohra, CHRO, Infiniti Retail Ltd., Croma - A TATA Enterprise
	Susana Toribio, Country Head, Deoleo
	Venkataramana B, Group President - HR, Landmark Group India
	Vinay Shrivastava, Head of New Business & Digital Strategy, Marico Ltd.
	Vinod Rao, Director Sales & Marketing, Hersheys
	Vivek Mendonsa, Marketing Director - Lawrence & Mayo Opticals
	Yeshab Giri, Vice-President, Randstad Technologies & Specialities
14:30 - 15:30	<b>Driving Profitability for Retail Owners</b>
	Moderator: Basesh Gala, Founder, 39 solutions
	Amit Sarma, MD, Soulflower
	Anil Kankariya, Managing Partner, Navjeevan Super Shop
	Chetan Sangoi, MD, Sarvodaya Supermarket & Independent Director, Osia Hypermart Retail Ltd.
	Vivek Mendonsa, Marketing Director - Lawrence & Mayo Opticals
15:30 onwards	<b>Great Place to Work Awards 2019</b>
	Great Place to Work Knowledge Report Presentation - Building a High Trust Culture: A Competitive Advantage. - Learnings from Best Workplaces in the Retail Industry

Day 2: 27th February 2019 (Venue - LOTUS)	
10:30 - 11:30	<b>Women in Retail Round Table - Women &amp; Leadership : How Women Navigate Power Structures</b>
	Manisha Sangani, Owner, Aspen Watches & Just Retail
	Prajakta Talvelkar, Capgemini
	Rima Pradhan, VP - Marketing, Sheth Developers & Realtors (India) Ltd.
	Deepika Choudhary, Co-Founder, SkinYoga
	Jagruti Pandit, Owner, DJ Appliance Pvt. Ltd.
	Natasha Tuli, CEO, P T Invent India Pvt Ltd
	Yuktie Jhangiani, Founder, Kosha
	Priyadarshini Rao, Mineral Fashions*
	Bela Gupta, Founder & CEO, Herbivore
	Urmi Dantwala, My Milestones Fashion Essentials*
14:00 - 16:00	<b>Round Table Conference For Retail Experience Design - Fitting-Out For The Experience Economy</b>
	Moderator: Surender Gnanaolivu, Sr Consultant Retail Experience
	Bipin Barma, Head Project Development & Design, Madura Fashion & Lifestyle (Aditya Birla Fashion & Retail Ltd.)
	Mangesh Vyawahare, VP & Head Projects & Store Design, Aditya Birla Retail Ltd
	Nagaraja R, Founder & Diector Design, 4dimensions
	Rohit Patra, Vice President - Design & Construction, PizzaExpress   The Project   Typhoon Shelter   Ministry Of Crab (Gourmet Investments Pvt. Ltd.)
	Santhosh Kumar, Head - Retail Projects, House of Anita Dongre
	Sasikumar Ramaswami, President- Store Design & Projects, Landmark Group
	Satish Sharma, CCA & Head Store Planning, Shoppers Stop Ltd.
	Shyam Sunder K, Founder & MD, 4dimensions
	Sudhir Soundalgekar, Director Projects, Raymond Ltd.
	Seth Amit, Founder & Director, Plus Lighting
	Samson Budden, Head - Retail Design & Execution, Skechers India
	Vishal Kapoor, Chief Design Officer, Future Group

Day 2: 27th February 2019 (Venue - JASMINE)	
12:00 - 13:00	<b>Beauty &amp; Wellness Roundtable - The Business of Beauty &amp; Wellness: Enhancing the Glow</b>
	Moderator: Pinaki Ranjan Mishra, Partner, Ernst & Young Pvt.Ltd.
	Ajay George Varghese, CEO, Bipha Ayurveda
	Amit Sarma, MD, Soulflower
	Bhupesh Dinger, Director & CEO, Enrich Hair & Skin Solution Pvt. Ltd
	Blessing A Manikandan, CEO, TONI&GUY
	CK Kumaravel, Co-Founder, Naturals
	Gulshan Bhakthiani, Director, Wellness Forever Medicare Pvt Ltd
	K Venkataramani, MD, Health & Glow Pvt Ltd
	Rajiv Nair, CEO, Kaya Ltd.

RAI ANNUAL PLATFORMS



FEBRUARY 2020



JUNE 2019



AUGUST 2019



September, 2019



September, 2019



October, 2019



July, 2019



July, 2019



August, 2019



September, 2019



\*proposed months