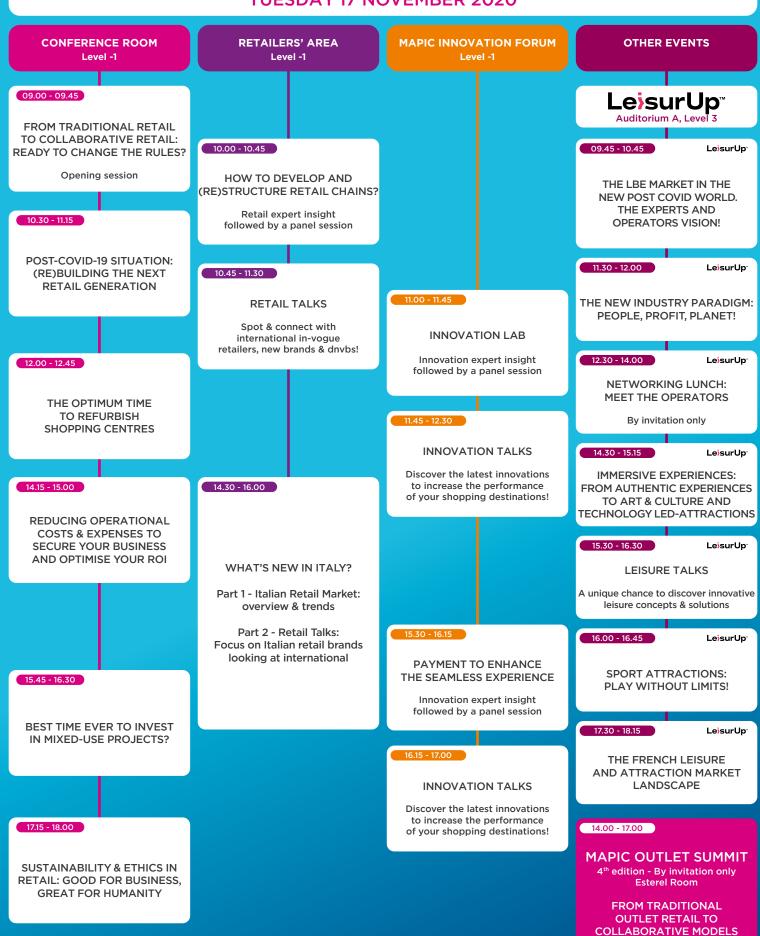


EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

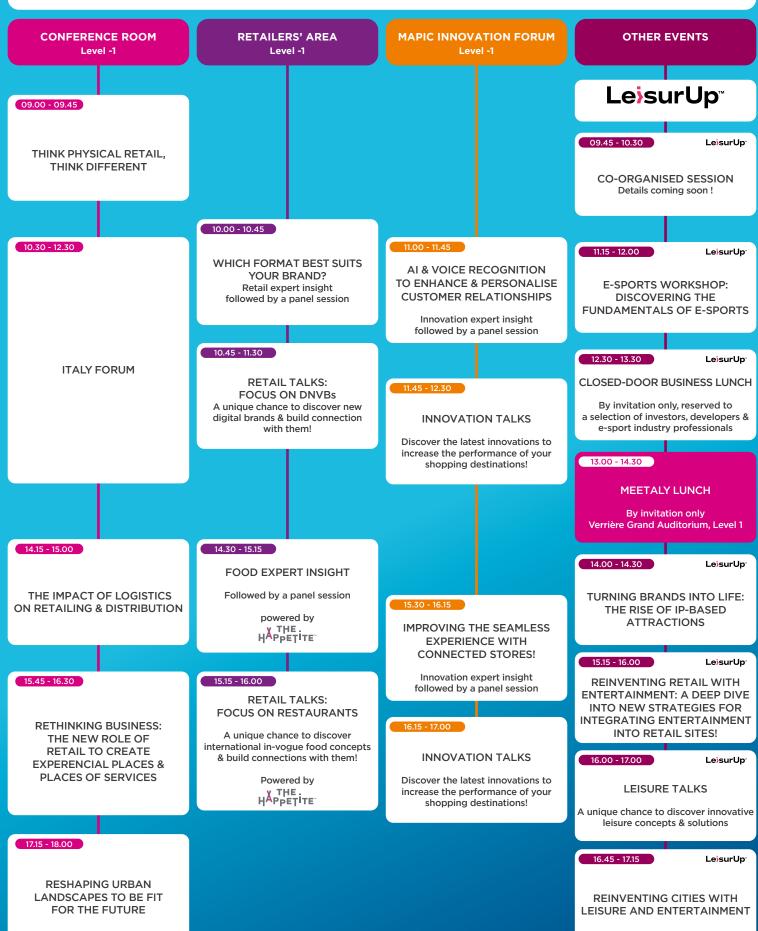
TUESDAY 17 NOVEMBER 2020





EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

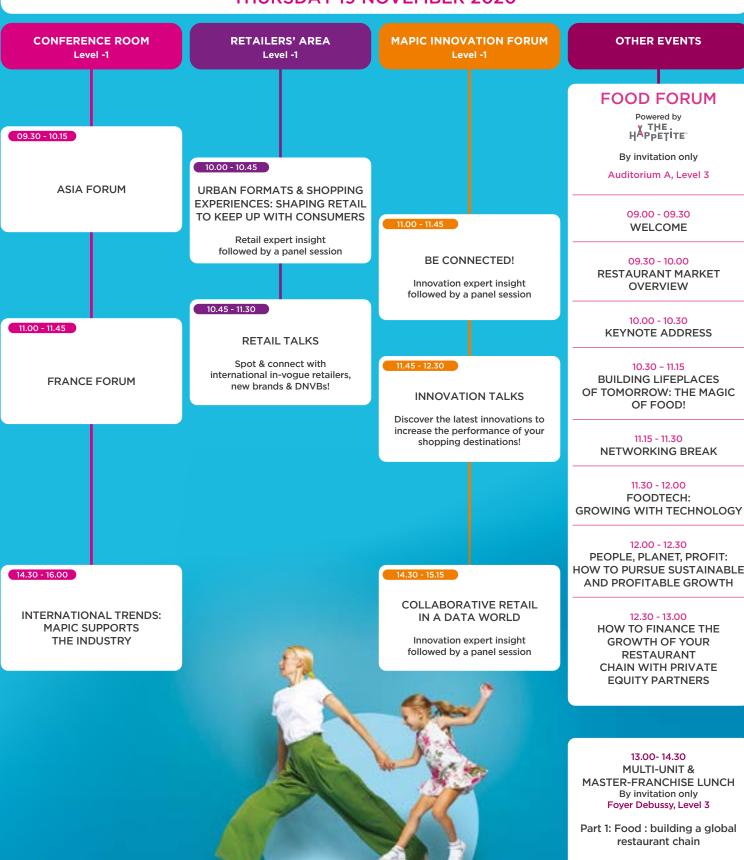
WEDNESDAY 18 NOVEMBER 2020





EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

THURSDAY 19 NOVEMBER 2020



HOW TO PURSUE SUSTAINABLE

Part 2: Fashion industry



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

TUESDAY 17 NOVEMBER 2020

CONFERENCE ROOM
Level -1

RETAILERS' AREA INNOVATION FORUM

OTHER EVENTS

09.00 - 09.45

FROM TRADITIONAL RETAIL
TO COLLABORATIVE RETAIL:
READY TO CHANGE THE RULES?
Opening session

- The evolution of retail business model after covid-19
- Future challenges and new opportunities for retailers
- Bringing new players, retailers, investors and developers together in unity and solidarity
- Fresh approaches & collaborative attitudes to creating new business models

10.30 - 11.15

POST-COVID-19 SITUATION: (RE)BUILDING THE NEXT RETAIL GENERATION

Sponsored by



- A future destined for disruption and acceleration
- Empowering consumers & supporting locally-made products
- What are the best levers for a sustainable future?
- The impact on retailing & commerce

12.00 - 12.45

THE OPTIMUM TIME TO REFURBISH SHOPPING CENTRES

Co-organised with



- \bullet A time for extension, refurbishment and densification
- Transforming existing shopping centres into lifestyle destinations
- · Leisure, hospitality, services and mixed-use projects
- Shopping as a service, part of the new mixed-use schemes

14.15 - 15.00

REDUCING OPERATIONAL COSTS & EXPENSES TO SECURE YOUR BUSINESS AND OPTIMISE YOUR ROI

- (Re)developing and (re)structuring retail chains
- (Re)defining stores functions to recover its costs
- Staff, opening schedules, marketing... time to reduce operational costs
- Digitalisation to optimise your roi and better serve customers

15.45 - 16.30

BEST TIME EVER TO INVEST IN MIXED-USE PROJECTS?

Co-organised with



- Outlook, key data and trends for investors
- Which areas in retail will outperform? Food Retail? Community-led retail? Leisure?
- The importance of financial partners to re-build the industry
- How to effectively create, deliver and manage new mixed-use spaces
- What are the key components driving your investment choices?
- Where are the best opportunities to invest in retail real estate?

17.15 - 18.00

SUSTAINABILITY & ETHICS IN RETAIL: GOOD FOR BUSINESS, GREAT FOR HUMANITY

- Ethical purchasing: do consumers and companies really care?
- How is ethical sourcing shaping the way products are produced and sold today?
- How to become more sustainable and engage in ethical sourcing practices
- Environmental and social impacts to take into consideration



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

TUESDAY 17 NOVEMBER 2020

RETAILERS' AREA CONFERENCE INNOVATION **OTHER ROOM FORUM EVENTS** Level -1 10.00 - 10.45 • (Re)structuring retail chains to improve efficiency and increase your revenues • Developing, remodeling and upgrading spaces to (re)position your brand **HOW TO DEVELOP AND** • Working with franchise partners to (re)develop profitable networks (RE)STRUCTURE RETAIL CHAINS? & embrace local environments Retail expert insight • Landlords & tenants cooperation: gaining agility with a profit-sharing partnership followed by a panel session 10.45 - 11.30 Spot & connect with international in-vogue retailers, new brands & DNVBs! **RETAIL TALKS** 14.30 - 16.00 WHAT'S NEW IN ITALY Part 1 - Italian Retail Market: overview & trends Co-organised with Part 2 - Retail Talks: Focus on Italian retail brands looking at international Meet some of the best players! CONFIMPRESE



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

TUESDAY 17 NOVEMBER 2020

CONFERENCE ROOM

RETAILERS' AREA MAPIC INNOVATION FORUM Level -1

OTHER EVENTS

11.00 - 11.45

INNOVATION LAB Innovation expert insight followed by a panel session

- Innovation as a key to rebooting the retail industry
- The next generation's role in rethinking the retail property industry for the next decade
- New uses and innovative tools to transform existing models
- Inspiring jobs for tomorrow in the retail real estate industry

11.45 - 12.30

INNOVATION TALKS

Discover the latest innovations to increase the performance of your shopping destinations!

15.30 - 16.15

PAYMENT TO ENHANCE THE SEAMLESS EXPERIENCE Innovation expert insight followed by a panel session

- Focus on the latest innovative payment solutions
- Is payment part of the seamless experience?
- Contactless payment, mobile application, facial recognition... what else?
- Payment to enhance the customer journey

16.15 - 17.00

INNOVATION TALKS

Discover the latest innovations to increase the performance of your shopping destinations!



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

TUESDAY 17 NOVEMBER 2020

CONFERENCE ROOM

RETAILERS'

INNOVATION FORUM

OTHER EVENTS

LeisurUp

Auditorium A, Level 3

09.45 - 10.45

THE LBE MARKET IN THE NEW POST COVID WORLD.
THE EXPERTS AND OPERATORS VISION!

- How to create value in physical places in the "new normal" scenario
- Magnify the experience of guests dealing with safety and health requirements
- How operators will build a profitable growth?

11.30 - 12.00

THE NEW INDUSTRY PARADIGM: PEOPLE, PROFIT, PLANET!

- What must the industry learn from the coronavirus crisis?
- Imagining a new environmentally and socially inclusive LBE industry
- New industry perspectives post health crisis, how leading players will rethink industry fundamentals?

12.30 - 14.00

NETWORKING LUNCH: MEET THE OPERATORS BY INVITATION ONLY By invitation only, reserved to a selection of operators

14.30 - 15.15

IMMERSIVE EXPERIENCES: FROM AUTHENTIC EXPERIENCES TO ART & CULTURE AND TECHNOLOGY LED-ATTRACTIONS • How to create compelling experiences and attract visitors in physical places

- How Technology (VR/AR) is enhancing experiences in location-based attractions?
- Creating unique places and compelling experiences in art, culture and lifestyle destinations
- Discovering what's behind the curtains: business models, economics, operations

15.30 - 16.30

LEISURE TALKS

A unique chance to discover innovative leisure concepts & solutions.
Come and build business connections with them!

16.00 - 16.45

INDOOR SPORT ATTRACTIONS: DON'T WORRY ABOUT THE WEATHER... PLAY WITHOUT LIMITS!

- Climbing walls, trampoline parks, indoor surfing...: living active sports experiences in a protected and pleasant environment!
- Indoor sport attractions: the new magic potion for retail and urban sites?
- Business models and efficient strategic partnerships between operators and landlords

17.30 - 18.15

Le<mark>i</mark>surUp⁻

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LeisurUp

LeisurUp⁻

LeisurUp

LeisurUp

THE FRENCH LEISURE AND ATTRACTION MARKET LANDSCAPE

Focus on one of the most dynamic markets in Europe

14.00 - 17.00

MAPIC OUTLET SUMMIT

Esterel Room

By invitation only

The international leading event gathering the outlet community. 2020 theme: from traditional outlet retail to collaborative models!







EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

WEDNESDAY 18 NOVEMBER 2020

CONFERENCE ROOM Level -1

RETAILERS' AREA INNOVATION FORUM

OTHER EVENTS

09.00 - 09.45

THINK PHYSICAL RETAIL, THINK DIFFERENT

- •The emergence of pure players in the physical world is creating new dynamics and new formats
- Physical stores: a booster for pure players, marketplace enlargement while e-commerce platforms contribute to increase in-store traffic
- •Physical expansion: added-value to create new customer experiences and services
- From (e)-shopping places to lifestyle destinations
- Experience, service, physical point of contact, new media... why dnbv want to invest in traditional physical retail

10.30 - 12.30

ITALY FORUM

Co-organised with



Attend a first-class forum featuring the most influential decision-makers in the Italian market!

14.15 - 15.00

THE IMPACT OF LOGISTICS ON RETAILING & DISTRIBUTION

- New dynamics & new formats to meet new customer expectations
- Last-mile retail and delivery: challenges for retailers & brands to serve customers
- Warehouses, platforms, hubs, stores... what is the best format?
- What are the best city logistics centers for sustainability?

15.45 - 16.30

RETHINKING BUSINESS: THE NEW ROLE OF RETAIL TO CREATE EXPERIENCIAL PLACES & PLACES OF SERVICES

Co-organised with



- How are cultural & social changes reshaping shopping destinations?
- What is the role of retail in the new mix?
- \bullet Brick & mortar shopping and e-commerce: the new deal post-Covid-19
- Assistance, shipping, shopping, picking and more... shopping places and retailers now offer a full range of services to energise visitors & customers

17.15 - 18.00

RESHAPING URBAN LANDSCAPES TO BE FIT FOR THE FUTURE

Co-organised with



- Sustainability changed the rules
- Integrating & maintaining commerce in urban lasndscapes to reinforce the role of the city
- Diversified territories, from spaces to places: residential areas, shopping destinations orplaces of consumption?
- The new foundations of city peripheries



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

WEDNESDAY 18 NOVEMBER 2020

RETAILERS' AREA CONFERENCE INNOVATION **OTHER ROOM FORUM EVENTS** Level -1 10.00 - 10.45 WHICH FORMAT BEST SUITS · Using data to define the right format YOUR BRAND? • Flagship stores to boost your brand awareness & serve your o2o strategy Retail expert insight • Experiential stores: using technology to better interact with your consumers followed by a panel session and enhance the personalised customer journey Co-organised with • Is flexible retail the best post-covid answer? The opportunities of pop-up retail digitalnative 10.45 - 11.30 **RETAIL TALKS: FOCUS ON DNVBs** A unique chance to discover new digital brands & build connection with them! Co-organised with digital native 14.30 - 15.15 **FOOD EXPERT INSIGHT** Followed by a panel session More information soon, stay tuned! powered by HAPPETITE 15.15 - 16.00 **RETAIL TALKS: FOCUS ON RESTAURANTS** A unique chance to discover international in-vogue food concepts & build connections with them! powered by HAPPETITE



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

WEDNESDAY 18 NOVEMBER 2020

CONFERENCE ROOM

RETAILERS' AREA MAPIC INNOVATION FORUM Level -1

OTHER EVENTS

11.00 - 11.45

AI & VOICE RECOGNITION TO ENHANCE & PERSONALISE CUSTOMER RELATIONSHIPS Innovation expert insight followed by a panel session

- Al & voice recognition to personalise the customer journey
- Data : the importance of robust cloud architecture in smart retail
- How RFID solutions can improve store operations and serve customer experiences
- When articifial intelligence becomes intelligence

11.45 - 12.30

INNOVATION TALKS

Discover the latest innovations to increase the performance of your shopping destinations!

15.30 - 16.15

IMPROVING THE SEAMLESS
EXPERIENCE WITH
CONNECTED STORES!
Innovation expert insight

followed by a panel session

- \bullet Focus on connected stores, overcoming the challenges in implementation
- Digitalisation to boost physical retail : a new platform of services to add value to your clients
- Automatisation : Al & voice recognition to personalise the customer journey
- Payment to enhance the seamless experience
- When digital platforms need physical!

16.15 - 17.00

INNOVATION TALKS

Discover the latest innovations to increase the performance of your shopping destinations!



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

WEDNESDAY 18 NOVEMBER 2020

CONFERENCE ROOM RETAILERS'

INNOVATION FORUM

OTHER EVENTS

LeisurUp[™]

Auditorium A, Level 3

09.45 - 10.30

CO-ORGANISED SESSION

Details coming soon!

LeisurUp

LeisurUp

LeisurUp

LeisurUp

11.15 - 12.00

E-SPORTS WORKSHOP: DISCOVERING THE FUNDAMENTALS OF E-SPORTS

- E-sports challenges: explore the main trends of this fastest-growing industry
- New opportunities for brands, sponsors, investors and media to increase traffic and revenues
- The best business models to integrate e-sport experiences into physical places

12.30 - 13.30

CLOSED-DOOR
BUSINESS LUNCH

By invitation only, reserved to a selection of investors, developers & e-sport industry professionals

13.00 - 14.30

MEETALY LUNCH
By invitation only
Verrière Grand Auditorium, Level 1

Co-organised with



MEETALY will be the unique occasion for Italian and International Investors & Retailersto get in touch with the Italian property Key players and discover the best opportunities in Italy.

14.00 - 14.30

TURNING BRANDS INTO LIFE: THE RISE OF IP-BASED ATTRACTIONS

Silver sponsor



• What is the right approach for a win-win model between IP owners, operators and landlords?

• Unique attractions vs scalable concepts, indoors parks vs pop-up live animations: a deeper look into the economics of IP-based leisure concepts

15.15 - 16.00

REINVENTING RETAIL WITH ENTERTAINMENT: A DEEP DIVE INTO NEW STRATEGIES FOR INTEGRATING ENTERTAINMENT INTO RETAIL SITES!

- The quick win between operators and landlords to integrate leisure with lifestyle destinations
- New rules and innovative sustainable models to develop leisure within retail spaces
- Financial impact for assets
- $\bullet \ \, \text{Choosing a concept, economic viability, integration strategy...: the right approach to succeed!}$

16.00 - 17.00

LeisurUp

LeisurUp

LEISURE TALKS

A unique chance to discover innovative leisure concepts & solutions. Come and build business connections with them!

16.45 - 17.15

REINVENTING CITIES WITH LEISURE AND ENTERTAINMENT

Silver sponsor

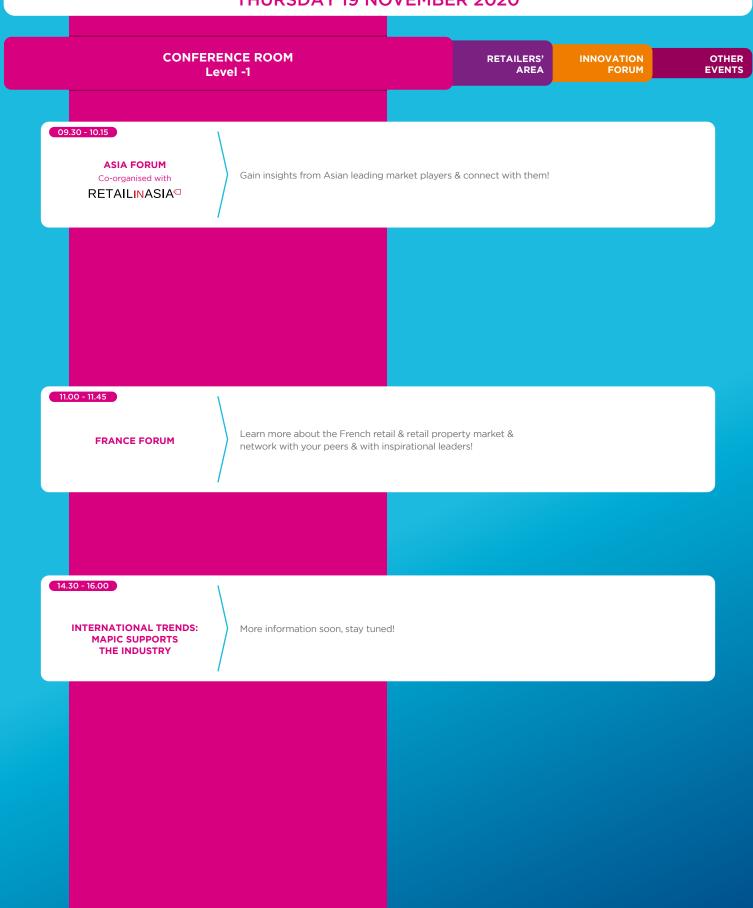


- How Leisure and Entertainment are catalysts to transform cities and urban areas into lifestyle destinations?
- The best models to follow to regenerate urban areas with leisure
- Efficient strategic partnerships between private and public players to transform cities



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

THURSDAY 19 NOVEMBER 2020





EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

THURSDAY 19 NOVEMBER 2020

RETAILERS' AREA CONFERENCE INNOVATION **OTHER ROOM FORUM EVENTS** Level -1 10.00 - 10.45 • Convenience retail: locating closer to your customers **URBAN FORMATS & SHOPPING** • Spotting the best urban locations & best formats **EXPERIENCES: SHAPING RETAIL** • Innovation as a key driver for urban formats TO KEEP UP WITH CONSUMERS • Sustainability & social responsibility: using local suppliers to meet the local demand Retail expert insight followed by a panel session 10.45 - 11.30 Spot & connect with international in-vogue retailers, new brands & DNVBs! **RETAIL TALKS**



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

THURSDAY 19 NOVEMBER 2020

CONFERENCE ROOM

RETAILERS' AREA MAPIC INNOVATION FORUM Level -1

OTHER EVENTS

11 15 - 11 45

BE CONNECTED! Innovation expert insight followed by a panel session

- Selecting the best technologies & overcoming the challenges in implementation
- Digital signage, augmented reality & retail innovations to create the best experiences
- Physical emotions in a digital world
- New tech and digital solutions to enhance the customer journey

11.45 - 12.30

INNOVATION TALKS

Discover the latest innovations to increase the performance of your shopping destinations!

14.45 - 15.30

COLLABORATIVE RETAIL IN A DATA WORLD Innovation expert insight followed by a panel session

- The customer journey is a priority and it takes experiential data to improve it
- How to collect data, what to collect, how to use it, who to share it with
- The importance of robust cloud architecture in smart retail
- How RFID solutions can improve store operations and serve customer experiences
- How to proceed to develop the right partnership to share data between landlords and retailers



EMBRACING COLLABORATIVE RETAIL: READY TO CHANGE THE RULES?

THURSDAY 19 NOVEMBER 2020

CONFERENCE **OTHER EVENTS RETAILERS' INNOVATION** ROOM AREA FORUM Supporting partner Content partners Powered by HAPPETITE **FOOD FORUM** WHITESPACE ECE₂ By invitation only Auditorium A, Level 3 09.00 - 09.30 **WELCOME** 09.30 - 10.00 • Reassess global restaurant market post-Covid outbreak • What will be the key trends to come in the restaurant industry? **RESTAURANT MARKET** • How major local market will recover? **OVERVIEW** INTERNATIONAL TRENDS AND FIGURES 10.00 - 10.30 A talk with a leading CEO of the food industry! **KEYNOTE ADDRESS** 10.30 - 11.15 · How food will magnify customer experience in new lifestyle destinations? **BUILDING LIFEPLACES** • New formats, new destinations: how food will revitalize new urban landscape? OF TOMORROW: • Focus on innovative urban and iconic projects to create vibrant experiences for customers THE MAGIC OF FOOD! 11.15 - 11.30 FOOD FORUM NETWORKING BREAK 11.30 - 12.00 FOOD FORUM Foodtech and innovation as a key driver post-Covid • Enhancing consumer experiences: the new tech solutions FOODTECH: · How to increase profitability without losing the soul of the brand? **GROWING WITH TECHNOLOGY** • Showcase of some cutting edge technology and solutions that will reshape the restaurant business 12.00 - 12.30 FOOD FORUM Could sustainability become a real growth driver for hospitality industry players? • Producing, culturing, farming, shipping, cooking, delivering, reducing waste...: PEOPLE, PLANET, PROFIT: how sustainability creates new growth perspectives? HOW TO PURSUE SUSTAINABLE Initiatives showcasing to improve responsible consumption AND PROFITABLE GROWTH 12.30 - 13.00 FOOD FORUM · Understand & define the best approach to develop your concept with a private equity partner HOW TO FINANCE THE GROWTH • Focus on the latest acquisitions and strategic partnerships in foodservice sector

HOW TO FINANCE THE GROWTH OF YOUR RESTAURANT CHAIN WITH PRIVATE EQUITY PARTNERS

- Selecting the right partner matching the size of your business
- International business cases

EQUITY PARTNERS

13.00 - 14.30

MULTI-UNIT &
MASTER-FRANCHISE LUNCH
By invitation only
Foyer Debussy, Level 3

Develop and expand your business with the right partner! Part 1: Food : building a global restaurant chain Part 2: Fashion industry Sponsored by