mapic LeisurUp

29 Nov - 1st Dec 2022 **Palais des Festivals Cannes, France**

2022 CONFERENCE PROGRAMME

PEOPLE, PLANET, PROFIT

Navigating retail towards a more "human" world



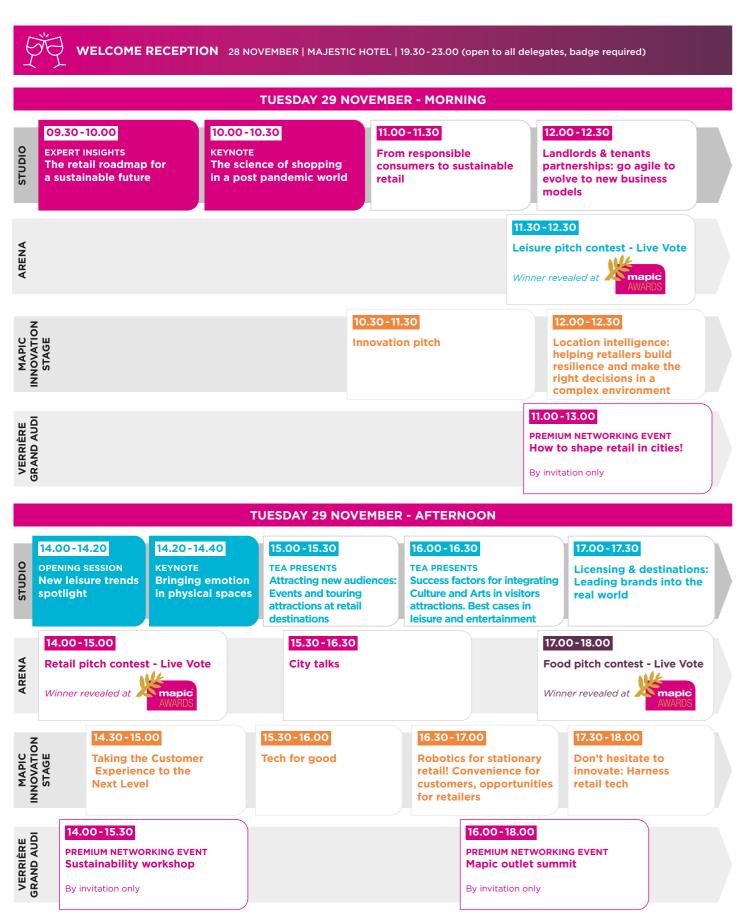
Sponsors

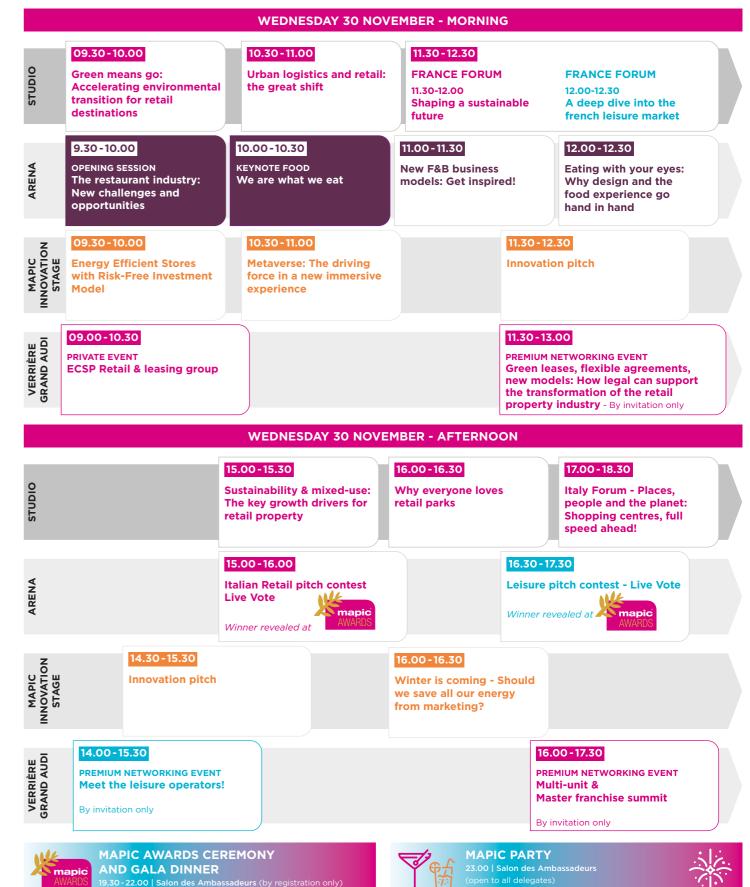


AT A GLANCE **CONFERENCE PROGRAMME**



AT A GLANCE **CONFERENCE PROGRAMME**







PREMIUM NETWORKING **EVENTS PROGRAMME**

mapic

Palais des festivals,

Verrière Grand Audi

LeisurUp HAPPETITE

6 premium networking events to connect and discuss with c-level targeted professionals. All these events are by invitation only.

Tuesday, 29 November

How to shape retail in cities!

This summit will look at how cities can reinvent themselves to remain attractive for retailers. featuring successful business cases and networking opportunities with experts. This event will bring together landlords, retailers, international cities, political leaders and investors.

Sustainability workshop

14.00 - 15.30

16.00 - 18.00

11.30 - 13.00

11.00 - 13.00

A new format to get accurate information about what makes a project sustainable, to discover projects which stand out in this matter and to network with experts and decision makers who make things happen. This event is dedicated to landlords, retailers, investors & cities.

Mapic outlet summit

Our annual focus on the dynamic and expanding designer outlet sector, will bring together outlet developers, retailers & investors.

Wednesday, 30 November

Green leases, flexible agreements, new models: How legal can support the transformation of the retail property industry

A new format to support the industry facing current challenges such as innovative use of technology and data, new forms of leasing, licensing and franchising, doing business both through ecommerce platforms and stores. This forum will bring together landlords, retailers & asset managers.

Meet the leisure operators!

An exclusive networking event to get insights on the latest trends in leisure, discover some key projects integrating leisure in lifestyle destinations and network with a targeted audience to discuss about the best model to integrate leisure into retail and urban destinations.

This event will bring together leisure operators, landlords representatives, cities representatives and retailers.

Multi-unit & Master franchise summit

An exclusive networking event bringing together international franchise partners and a selection of retail and restaurant leading brands willing to boost their business around the world.



THE NEW RETAIL LANDSCAPE

This year's MAPIC comes at a time of unprecedented opportunity. After two of perhaps the most challenging years in the history of retail, leisure and food and beverage (F&B), a picture of the new consumer landscape is emerging.

The new consumer requires consumption to have meaning, wants businesses to have purpose and to understand that their role goes beyond profit: it must have a role in community, the environment and in society. And at the same time, he also wants super-fast delivery, cheaper prices, and immediate availability from fast fashion and ecommerce giants.

To thrive, the industry must understand and reflect these new priorities. The status quo is no longer good enough. Such fundamental changes and differing influences provide a world of opportunity for a genuine retail revolution.

MAPIC 2022 will be stressing the importance of new business models and fresh ways of thinking, for a customer base motivated by different fundamentals, from ethical buying to the sharing economy, experience to socialisation.

At the heart of all these inter-connected themes, which reflect the fundamental changes happening across retail and leisure, will be sustainability. The consumer and the planet demand it. This is not an option.



14 00 - 15 30

16.00 - 17.30



People, Planet, Profit

Navigating retail towards a more "human" world

KEY MAPIC THEMES



SUSTAINABILITY

Next generation retail is about putting people and the planet first. From the huge rise in second-hand fashion and a focus on waste reduction, energy efficiency to ethical sourcing and greater community engagement, retailers, developers, investors and new comers, all have a responsibility to have a positive impact.

THE RISE OF MIXED USE AND THE EVOLUTION OF TRADITIONAL PROPERTY ASSETS

Mixed use has become the dominant development platform, with projects - new or existing - where destinations create a sense of place and community This might be with offices, co-working, leisure, F&B, health and well-being and, of course, retail. This is a very important area for cities to create more sustainable places to live, play, shop and work.



NEW RETAIL

A new generation of retailers, many of whom started life online, are redefining the retail landscape and appealing to an increasingly ethical consumer. The optimisation of social media to fresh approaches to in-store and omnichannel retailing, digital native vertical brands (DNVBs), fast-delivery specialists, marketplaces will be discussed. In this context, how are retailers planning to generate sales revenue? What are the new and more flexible business models emerging?



LEISURE

People are social and love to interact. The programme will reflect the growing popularity and diversification of the leisure sector, from VR and AR to competitive socialising, amusement parks, themed attractions, sports and wellbeing, arts and culture. It will show how leisure is adding to the brand experience with store and brand licencina.

FOOD

The huge expansion in choice of food and beverage operators, reflecting global tastes and different lifestyles, has seen the food and beverage industry boom in recent vears, MAPIC's food forum. The Happetite, will showcase the best F&B has to offer, examine new business models, the rise of dark kitchens and delivery, and highlight innovation in areas such as reducing food waste.

INNOVATION

MAPIC has increasingly reflected the introduction of digital innovation into retail and destinations with innovations that help the industry to better understand and serve customers. Digital innovation enhances the consumer experience, represents the intersection of physical and online and helps retailers and landlords capture important data on their visitors and shoppers.

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CONFERENCE PROGRAMME CONFERENCE PROGRAMME mapic Tuesday 29 November 11.00 - 11.30 | STUDIO From responsible consumer to sustainable retail WELCOME RECEPTION 28 NOVEMBER | MAJESTIC HOTEL | 19.30-23.00 (open to all delegates, badge required) • The ethical consumer: How retail can engage with new consumer priorities. MASTERS OF CEREMONY Speaker(s) Mark Faithfull (mod.) Michael Collins Paul Kent Chris Igwe Editor LeisurUp senior partner VP Global Business Development President MAPIC CHRIS IGWE INTERNATIONAL LEISURE DEVELOPMENT MAD SYSTEMS PARTNERS (LDP) 11.00-13.00 | VERRIÈRE GRAND AUDI | PREMIUM NETWORKING EVENT Jonathan Doughty Vincent Mourre HAPPETITE How to shape retail in cities! Director - Leasing Special Projects CEO & Co-Founder ECE MARKETPLACES WHITESPACE PARTNERS Speaker(s) Tuesday 29 November Monica Cannalire (mod.) Founder & Managing Director YOUNICORN 09.30-10.00 | STUDIO | EXPERT INSIGHTS The retail roadmap for a sustainable future Co-organised with Chris Igwe 11.30-12.30 | ARENA -• Retail property market overview : Investment volumes & sentiment Leisure pitch contest · Short term & long term trends: which impact on retail property market (inflation, sustainability, new way of living) • Impact of e-commerce and new way of managing last miles (quick commerce; using store to implement supply chain solutions, etc... Your chance to hear from new leisure concepts and formats. Live Vote - winner revealed at Speaker(s Speaker(s) Chris Igwe (mod.) Chris Gardener **Christian Luft** Mengxing Zhang Caia Bart Dohmen (mod.) EMEA Head of Retail. Managing Director, Head of Senior Analyst. President Managing Partner CHRIS IGWE INTERNATIONAL European Retail and Retail Investment Valuation Advisorys Pan-European Retail Investment TDAC Properties EMEA Capital Market JLL BNP PARIBAS REAL ESTATE CBRE Jeroen Holman Director Marketing & Sales DUTCH WHEELS 10.00-10.30 | STUDIO | KEYNOTE Mathieu Ren In partnership with ECE CEO The science of shopping in a post pandemic world SPARKX SPORTAINMENT GROUP Speaker(s) Jonathan Doughty (mod.) Paco Underhill 12.00-12.30 | STUDIO **Director - Leasing Special Projects** Strategic Advisor ECE MARKETPLACES ENVIROSELL GLOBAL · Retail reimagined: Agility and adaptability, the key to a sustainable growth Rethinking your models: Test and learn, the new mantra for successful retail. 10.30-11.30 | MAPIC INNOVATION STAGE • Constant evolution: Forget the new normal, this is the never normal. Co-organised with Speaker(s) Innovation pitch Thomas Rose (mod.) Your chance to hear from new leisure concepts and formats Co-Founder P-THREE Speaker(s) Marc-Lionel Gatto (mod.) Lilian Birocheau **Erwin Buckers** Edouard Epaud **Cesare Fogola** Managing Director France CEO & Founder Head of UK Sales Director Founder 12.00-12.30 | MAPIC INNOVATION STAGE MYGLOBALVILLAGE CHARGEGURU CHAINELS MYTRAFFIC VISIONAREA Location intelligence: helping retailers build resilience and Helena Gonzalez **Thibaut Gueant Gareth Jordan Gregory Kolesnikoff** Marielle Romeijn make the right decisions in a complex environment Co-founder, Chief Brand Officer Special Projects & Co-Founder & CEO Director Sales Director LANDQUIRE ART SOFTWARE GROUP EXPLORE GROUP ONE HUNDRED RESTROOMS digital Art Manager

MAPIC
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 THE HAPPETITE FORUM | Programme as of 25 November 2022, may be subject to change

TRISON NECSUM

Adrien Sanchez Business Development

GIFTIFY

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Cef Tovil

CLOUD 4 FEED

CEO

MAPIC
 MAPIC INNOVATION STAGE LEISURUP
 THE HAPPETITE FORUM | Programme as of 25 November 2022, may be subject to change

· Building a data-driven expansion strategy with location insights

Senior Principal Corporate Real Estate Head of Account Management

Speaker(s)

Stefan Albert

DOUGLAS

Isabelle Cornu

Leanne Catterall

- Retail & Leisure

THE CROWN ESTATE

CETI

Associate General Manager

Customer Partnership Director

Beniamin Celaudoux

SPEED PARK (GDL)

Janne Miikkulainer

Jean-Marc Tille

Ruth McFetridge

LANDSEC

Brand Account Director

Anne-Laure Hoarau

MYTRAFFIC

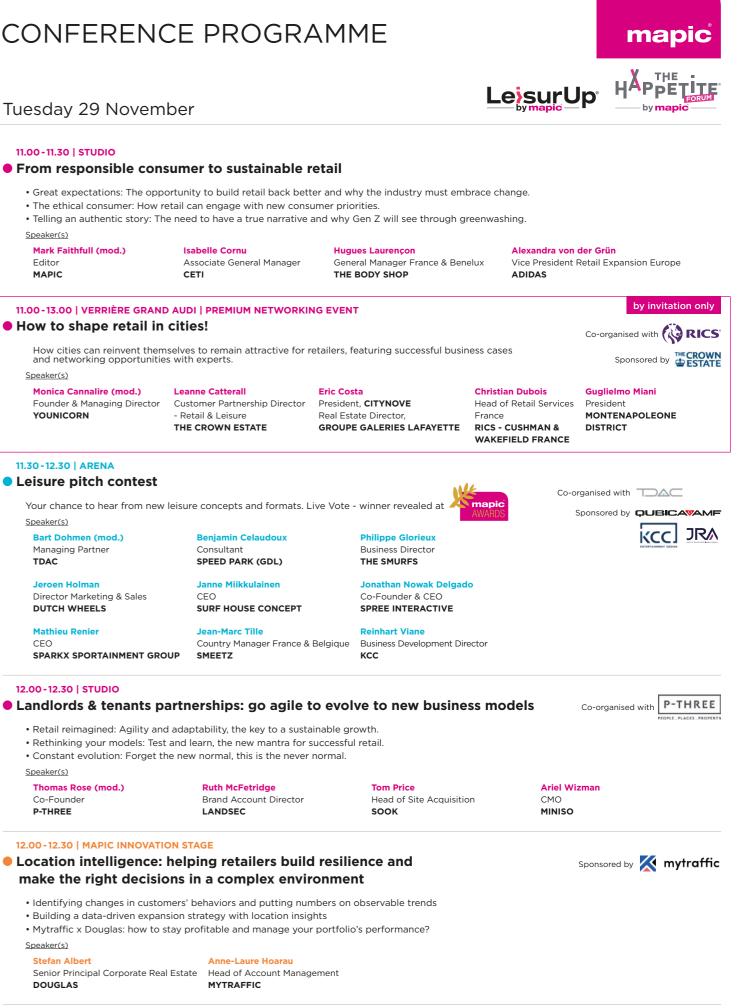
SURF HOUSE CONCEPT

Country Manager France & Belgique

Consultant

CEO

SMEETZ



ONFEREN	CE PROG	RAMM	IE		ma	pic
lesday 29 Nover	nber					
4.00-14.20 STUDIO OPEN						
New leisure trends s						C LDP
Think big, deliver small: Lei Socialisation: The concepts Leisure: How new formats <u>Speaker(s)</u> <u>Michael Collins</u> Senior Partner LEISURE DEVELOPMENT PA	sure concepts need to be capturing and leading ou can be a catalyst for great	r need for shared e	xperiences.	spaces.		
4.00-15.00 ARENA Retail pitch contest					Chris	Igwe
Hear from new names and b	rands in retail, looking to e	-	nner revealed at 🛛 💺	mapic	Co-organised with	
<u>Speaker(s)</u> Chris Igwe (mod.)	Miguel Cardona	, hul	ia Desvignes	AWARDS Linda Joha	nsen-James	
President CHRIS IGWE INTERNATION	Chief Business Develo	opment Officer Fo	under OLDAY	Brand Repr		
Brian Kelley CEO PHENIX SALON SUITES	Jessica Parrish MBA Founder & Chief Curl SHADID & PARRISH	Officer Exp	colas Pellegrini Dansion Director OPT PARFUMS FRANÇA	Patricia Siji General Dire	ector	
Sustainability worksl To get accurate informatio in this matter and network Speaker(s) Edouard Dequeker (mod.) Professor for the Chair of Urban Economics ESSEC BUSINESS SCHOOL	n about what makes a proj		things happen.			BUSINESS SCHOOL
4.20-14.40 STUDIO KEYN Bringing emotion in					Co-organised with	looloop.
 The experience economy: (True stories: Bringing the bit Even better than the real the speaker(s) Charles Read (mod.) Managing Director BLOOLOOP 	rand IP to physical location ning: How technology can Marie Marks	s and delivering col elevate the leisure President Themed Er	nerent and consistent e offer.		Sponsored by	
4.30-15.00 MAPIC INNOVA Faking the customer		next level			Sponsored by Vemo	ogroup
 What is the most importan How can data help us pred What are the key elements What is the most successful 	ict customer behavior for in creating above and bey	improved customer rond customer expe	experiences and boos eriences?			
<u>Speaker(s)</u>						
Gary Burrows (mod.) Managing Partner/Founder	Hayati Serdar Ersoy General Manager	Michael Ewald Chief Digital O	fficer CEO	Grabowski Kjaer	Annette Lund CEO	

CONFERENCE PROGRAMME

Tuesday 29 November

15.00-15.30 | STUDIO

TEA Presents - Attracting new audiences: Events and touring attractions at retail destinations

• The importance of planning good flexible spaces to diversify offering and stay relevant.

Fri Foriindam

мусотоо

- Create the right setting to attract fresh content and new audiences to your destination.
- Successful projects work in good locations.

Speaker(s)

Paul Kent (mod.) VP Global Business Development MAD SYSTEMS

Chief Development Officer CEO & Founder

15.30-16.30 | ARENA

City talks (session in French)

• Discover new locations for investment, retail, leisure and F&B outlets. Speaker(s)

Christophe Baraston (mod.) Executive Officer / Délégué général CMCV (Club des Managers de Ville et Territoire)

Pascale Lacour Adjointe au Maire déléguée au Commerce et à l'Artisanat VILLE DE SAINT-ETIENNE

Franck Martin Adjoint au maire, délégué au Territoire Hauts de Nice, aux Commerces, aux Marchés, à l'Artisanat VILLE DE NICE

Myriam Trabelsi Directrice du Développement économique, VILLE DE MONTFERMEIL

Alderman of Economic Affairs

Patrick Bouzat

Fabien Maingain

CITY OF BRUSSELS

15.30-16.00 | MAPIC INNOVATION STAGE

Tech for good

- Digital delivery: Using technology to improve sustainability and services.
- Engagement: How innovation can create commercial and community connections. • Thinking inside the box: Can technology create new services for visitors?
- Speaker(s)

Thomas Vial (mod.)

BUSINESS FRANCE

Project Director

- Lilian Birocheau Managing Director France CHARGEGURU
- Lancelot Boiteux Sales manager occupiers DEEPKI

16.00-16.30 | STUDIO

- TEA Presents Success factors for integrating Culture and Arts in visitors attractions. Best cases in leisure and entertainment
 - How culture and arts can load experiences for diverse audiences
- Best cases of arts and culture integrated into visitor experiences
- Aspects of theme park design that can be applied including placemaking and experiential design Speaker(s)

errezen (mod.)	Travis Kline	Sha
g Partner	Regional Director of Operations	Exe
MORE / ELECTROSONIC	WHITEWATER	JRA

- anag∈ **TO**
- LUKSUSBABY

PROMENADEN MANAGEMENT

Managing Partner/Founder	General N
ACR-PARTNERS	DEFACTO

- LAKRIDS BY BÜLOW

- - Jeroen Ve Managing LEISUREM



KCC JRA



Co-organised with

Sponsored by

Nicole Srock.Stanley

DAN PEARLMAN GROUP

Co-organised with



Chef du service commerce GRAND BESANÇON MÉTROPOLE

Frédéric Marquet Manager du Commerce VILLE DE MULHOUSE

Yves Hanania

Conseil au Maire

NEUILLY-SUR-SEINE

Communauté d'agglomération Grand Paris Grand Est

Co-organised with

Co-organised with JTEA

Sponsored by

OUBICA



Ricardo Rosa Head of innovation SONAE SIERRA

awn McCoy

ecutive Vice President A- PART OF RWS ENTERTAINMENT GROUP

CONFERENCE PROGRAMME



CONFERENCE PROGRAMME

LeisurUp

by invitation only 16.00-18.00 | VERRIÈRE GRAND AUDI | PREMIUM NETWORKING EVENT Mapic outlet summit Co-organised with Chris Igwe Our annual focus on the dynamic and expanding designer outlet sector. Sponsored by Rioja TORG Speaker(s) Chris Igwe (mod.) Ken Gunn **Giles Membrey** President Managing Director Managing Director CHRIS IGWE INTERNATIONAL KEN GUNN CONSULTING **RIOJA ESTATES LTD Brendon O'Reilly** Lisa Wagner Luca Nasi General Manager Founder, Equity Partner & Principal ARCUS REAL ESTATE Managing Director TORG FASHION HOUSE GROUP 16.30-17.00 | MAPIC INNOVATION STAGE

Robotics for stationary retail!

Tuesday 29 November

Convenience for customers, opportunities for retailers

• The stationary retail sector is undergoing radical change: Customers demand convenience and omnichannel

- Quick commerce, labor shortage and urban development are challenging traditional business models
- Automation and robotics enable customer convenience and business competitiveness

Speaker(s)

Matthias Erwin Kurz

Business Development Manager KNAPP SMART SOLUTIONS

17.00-17.30 | STUDIO

Licensing & destinations: Leading brands into the real world

- On location: How to take concepts from the screen to physical places.
- Culture club: Understanding what works in different countries and cultures.
- Flexing the format: Delivering the experience in different spaces and places.

Speaker(s)

Laurent Taïeb (mod.) Co-President of the Board

Carmen Costa

Head of the Entertainment LICENSING INTERNATIONAL FRANCE Development Department AARDMAN ANIMATIONS MADHOUSE BRANDS & MALLS

Robert Goodchild Commercial Director

Sponsored by KNAPP

Co-organised with

KCC JRA

Tuesday 29 November

17.00-18.00 | ARENA Food pitch contest

The food & beverage sector continues to constantly innovate and you can hear from some of the hottest new brands

Live Vote - winner revealed	d at AWARDS	
Sameer Sethi (mod.)	Omar Ilyas	Antoine Ingrassia
Director and Principal	Strategic Partnership Manager	Fondateur PDG
INSITE FOOD	CREAMS CAFÉ	TOASUSHI
Emilio Re Rebaudengo	Fred Vibert	Judd Williams
Founder	CEO	Head of Franchising
ROBERTO RINALDINI	SLIMFREDDY'S	MARUGAME UDON

17.30-18.00 | MAPIC INNOVATION STAGE

GELATO / MACARON

Don't hesitate to innovate: Harness retail tech

- Prop-tech trends from both sides of the Atlantic
- A global perspective on how malls are diversifying
- How malls are serving the omnichannel customer

Speaker(s)

	JLL
CONIQ	Digital Solutions
CEO	Senior Vice Pres
Ben Chesser	Lee Jackson

esident. ns Advisorv

Sponsored by **QUBICA®AME**







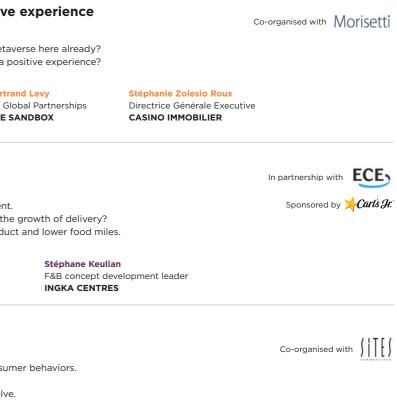


Marta Marrucco Project Manager SOONEAT

Sponsored by **O coniq**

Tim Mayer Head of Asset Management Retail CBRE GERMANY AND AUSTRIA

CONFERE	NCE PROGF	RAMME		mapic	100	NFEREN	ICE PRO	GRAMM	IE
Wednesday 30 N	November				Wedr	iesday 30 N	ovember		
09.00-10.30 VERRIÈRE G ECSP Retail & leasi Speaker(s) Klaus Striebich (mod.) MD RARE ADVISE 09.30-10.00 STUDIO	GRAND AUDI PRIVATE EVENT		Co-orga	anised with ECSP Interestional	 Meta The Sec Imn Speak Lesi Dire 	metaverse: A guide to ond life: Digital and re hersion theory: Beyon	ATION STAGE ing force in a new o what it is and why it meality are already blendin d the hype, can the meta Giorgio d'Aprile Vice President Marke Timberland EMEA VF CORPORATION	atters. g, so is the metaverse averse deliver a positive Bertrand Le	here already? e experience? wy artnerships
People, planet, profit: HoThe sustainability agend	ow to ensure that all three needs da: Understanding the opportuniti elivering improvements now, plane) Antoine	-		o-organised with McKinsey & Company	• New • F&E • Eat • Loc <u>Speak</u>	8 formats: How the inc in, eat out: How will F al produce, global flav	nodels: Get inspi dustry continues to innov &B balance the needs of yours: The growing desir Martin Barry	rate and reinvent. in-store with the grow	-
O9.30-10.00 ARENA OP The restaurant indu Speaker(s) Vincent Mourre CEO & Co-founder WHITESPACE PARTNERS	ustry: New challenges a	and opportunities	Co-org,	anised with WHITE SPACE	ECE 11.30-1 • Shap • Free • Ret.	ail in the city: new visi	MANIFESTO I NCE FORUM Die future ting shopping destinatio	ns to new consumer be	INGKA CENTR
 Increasing energy efficie Reducing carbon footpr 	ores with Risk-Free Inv ency in stores to drive sustainable rint with IoT and state of art autor alue with financing energy efficien Bulut Batum	e change.	ds.	Sponsored by 🛟 florawise	Speak Alai Dire LA (11.30 - 1	<u>er(s)</u> n Boutigny (mod.) acteur de publication	Marie Ch Chair & C E L'ENSEIGNE CARMILA	eval hief Executive Officer	Emma Gener PROC
CEO FLORAWISE 10.00-10.30 ARENA KEY • We are what we ea				In partnership with	An og <u>Speak</u> Mar Fou	oportunity to hear from	m a mixture of retail and Maxime Boutot Sales Manager Europe CROSSCAN	real estate innovation Ben Chesser CEO CONIQ	companies. David Do Developn SMEG
<u>Speaker(s)</u> Jonathan Doughty (mod. Director - Leasing Special ECE MARKETPLACES	Projects Strategic			Sponsored by 🄀 Carl's Gr.	Dire NU	jamin Gardner ector, EMEA /OLO	Didier Gasté CEO SPAYCIAL	Charlotte Journo CEO WISHIBAM	Lola Mille VP Sales Developn NEAR
 From traditional distribution with the scarcity of city Innovative strategies to 	centre space for last mile delivery	last-mile delivery with a liveable urb	cope	Co-organised with 🔘 JLL	CTC HYE	n Nixon) & Product Architect DRA PUP CONSULTANTS)	Bart Schmitz CEO PFM-INTELLIGENCE	Francesco Veleno Sales Manager FEEDBACKNOW	Diane We Marketing SPRINGE



LessurUp

Emmanuel Le Roch General Manager PROCOS



mapic

David Douay Development Director SMEG

Lola Millet-Bourgogne VP Sales & Business Development NEAR

Diane Wehrle Marketing and Insights Director SPRINGBOARD

• MAPIC • MAPIC INNOVATION STAGE • LEISURUP • THE HAPPETITE FORUM | Programme as of 25 November 2022, may be subject to change 13

CONFERENCE PROGRAMME mapic LessurUp Wednesday 30 November by invitation only 14.00 11.30-13.00 | VERRIÈRE GRAND AUDI | PREMIUM NETWORKING EVENT Me Co-organised with SECSP Green leases, flexible agreements, new models: How legal can support the transformation of the retail property industry A new format to support the industry facing current challenges such as innovative use of technology and data, new forms of leasing, licensing and franchising, doing business both through ecommerce platforms and stores. <u>Sp</u> Speaker(s) Joaquim Pereira Mendes (mod.) Dominique Cohen-Trumer Claudio Cocuzza Chief Legal, Tax & Compliance Officer, SONAE SIERRA Senior Partner Avocat Chairman, ECSP'S LEGAL WORKING GROUP CABINET COHEN-TRUMER COCUZZA & ASSOCIATI, MILAN **Bertrand Courtois-Suffit Dawn Hilton Cristina Mihaila** Partner and Head Head of Legal, property Management Founder / Managing partner ECSP LEGAL GROUP / MALL & PARTNERS of Corporate Real Estate SONAE SIERRA EVERSHEDS SUTHERLAND Marek Noetzel **Lieven Peeters** Peter Vocke Chief Operating Officer Partne Lawyer/Partner HEUKING KÜHN LÜER WOJTEK NEPI ROCKCASTLE BV ALTIUS 12.00-12.30 | STUDIO | FRANCE FORUM Speaker(s) A deep dive into the french leisure market Co-organised with • Family first: The rise of leisure concepts aimed at the whole family. Founder Sponsored by QUBICA MAR • IP on the up. Translating entertainment and brands into exciting destinations • Urban versus destination: Is the future about proximity or all-day destination attractions? KCC JRA Speaker(s) Raphaël Campos Philippe Sauze Vincent Philippe (mod.) Fabrice Devgas FARADAI Founder Head of Retail and Valuation Founding Partner Head LA TÊTE DANS LES NUAGES FUNFAIRCITY France / Belgium **GROUPE ALTIPLANO** SOCIETE DES CENTRES Markus Porvari COMMERCIAUX (SCC) President and CEO HYPERIN 12.00-12.30 ARENA In partnership with ECE • Eating with your eyes: Why design and the food experience go hand in hand Sponsored by Karl's Jr. • Great environments: What will restaurants and food chains look like in the future? • The role of design in differentiation: Standing out in a crowded marketplace. • Rules of engagement: As society becomes less formal, what makes a great space? Speaker(s)

CONFERENCE PROGRAMME

Wednesday 30 November

00-15.30 VERRIÈRE GRA eet the leisure ope	ND AUDI PREMIUM NETW rators!	ORKING EVENT
in lifestyle destinations an	trends in leisure, discover son d network with a targeted au into retail and urban destinat	dience to discuss a
<u>peaker(s)</u>		
Michael Collins (mod.) senior partner LEISURE DEVELOPMENT PARTNERS (LDP)	Bart Dohmen (mod.) Managing Partner TDAC	Guillaume Chêne Country Manage QUBICAAMF
Vincent Garcin President SEVEN SQUARES	Shawn McCoy Executive Vice President JRA - PART OF RWS ENTERTAINMENT GROUP	Reinhart Viane Business Develop KCC

14.30-15.30 | MAPIC INNOVATION STAGE

Innovation pitch

An opportunity to hear from a mixture of retail and real estate innovation companies

Marc-Lionel Gatto (mod.) MYGLOBALVILLAGE

Jacob Burrows Account Manager VEMCO GROUP

Rorv Duffield Head of Business Development EMEA MALLCOMM - TOOLBOX GROUP

Sebastian Krause

Hervé Vervoort

Country Leader, Retail,

North West Europe

TARGOMO

Edward Hubbard Global Sales Director

Business Development Manager MICROLOG

Claudia ladarola

Simon Staack Co-founder and Managing Director EMPLATE

15.00-15.30 | STUDIO

Sustainability & mixed-use: The key growth drivers for retail property

- Creating vibrant destinations with a sense of place, community & sustainability. · Living, working, shopping: transforming places in multi-purpose locations for people
- Finding the right experiential offering and the optimal mix between retail, food and leisure.

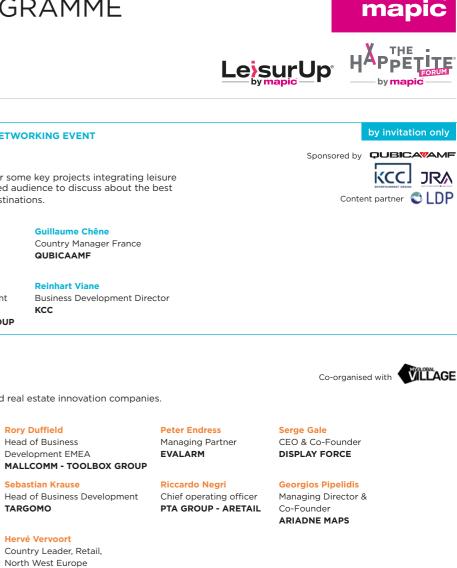
Speaker(s)

CEO

Andy Watson (mod.) Partner & Fund Manager, EUROPA CAPITAL Co-Chair Product Council, ULI EUROPE RETAIL & ENTERTAINMENT

Etienne Dupuy Sara Lucas **Guy Thomas** CEO Head of Place Assets CEETRUS PROPERTIES GROSVENOR PROPERTY EUROPE LENDLEASE

Jonathan Doughty (mod.) Lorraine Dieulot Holly Hallam Nicole Srock.Stanley Lifestyle Business unit director Managing Director Co-founder and CEO - Real estate, Retail, Hospitality DESIGNLSM DAN PEARLMAN GROUP SAGUEZ & PARTNERS



SENSORMATIC SOLUTIONS

Co-organised with

CONFERENCE PROGRAMME

Wednesday 30 November

15.00-16.00 ARENA

Italian Retail pitch contest

Hear from new names and brands in retail, looking to expand their offer to new locations. Live Vote - winner revealed at

Speaker(s)

Francesco Montuolo (mod.) Vice President CONFIMPRESE

Nicola Conti Real Estate Director ORIGINAL MARINES

Jukka Rovamaa International Development Manager KASANOVA

Salvatore Grizzanti DOPPIO MALTO

Monica Salvestrin Brog Co-Founder NAU!

Diego Babbo

NATUZZI

Global Retail Development Director LOWENGRUBE

Head of Business Development & Innovation

Massimo Barbier Business Development Consultant

Co-organised with Saville

Sponsored by hyper[in]

Sponsored by **MITISKA**

Giovanni Roberto

Deputy-CEO & Founder WINELIVERY

16.00-16.30 | STUDIO Why everyone loves retail parks

- In from the cold: How retails parks have reclaimed their mantle in the new retail world.
- Feeling the flex: Learn why retail parks are becoming adaptive spaces for retail. F&B, leisure and logistics. • What next: Can retail parks build on their appeal to investors and operators?

Speaker(s)

Bram Thomas

MITISKA REIM

Christian Nehme (mod.)

Head of Retail Services France Capital Markets & Lettings SAVILLS FRANCE

Angus Booth Real Estate Director ACTION

Philippe Journo President & Founder COMPAGNIE DE PHALSBOURG

16.00-16.30 | MAPIC INNOVATION STAGE

Managing Director BE, NL& FR

Winter is coming - Should we save all our energy from marketing?

CBRE GERMANY AND AUSTRIA

• How to plan consumer journey?

Tim Mayer

- How to activate shoppers?
- How sustainability sells?

Klaus Striebich (mod.)

Speaker(s)

RARE ADVISE

MD

16

Markus Porvari Head of Asset Management Retail CEO & President

Sanna Yliniemi Vice President Center Management CITYCON



HYPERIN

CONFERENCE PROGRAMME

Wednesday 30 November

16.30-17.30 | ARENA

Leisure pitch contest

Your chance to hear from new leisure concepts and formats. Live Vote - winner revealed at

Speaker(s) Thomas Rose (mod.) Co-Founder P-THREE

Carmen Costa Head of the Entertainment Development Department MADHOUSE BRANDS & MALLS

Catherine Karam

ROUGE COBALT

Petar Kalinov Business Development Manager WALLTOPIA

CEO

17.00-18.30 | STUDIO

• Italy Forum - Places, People and the Planet: Shopping centres, full speed ahead!

• All-round E.S.G.

• Market: challenges and future perspectives of Retail Real Estate. • Investment: Can Italy attract more international investors through innovation and new formats?

CEO

Speaker(s)

Guglielmo Pelliccioli (mod.) Founder ilQI IL QUOTIDIANO IMMOBILIARE Antonello Delle Noci Head of Asset Services Retail Italy

Executive Vice President

CUSHMAN & WAKEFIELD

Luca Lucaroni

Paola Paolocci

CNCC ITALY

Renato Isetti General Manager GALLERIE COMMERCIALI BENNET

Maddalena Panu Head of Retail & Special Projects SAVILLS ITALIA

Francesco Pupillo MAPIC Director RX FRANCE

ITALIAN TRADE AGENCY Francesco Soldi Head of Marketing and CSR IGD SIIQ

Attraction Department

Director Foreign Investment



MAPIC AWARDS CEREMONY AND GALA DINNER 19.30-22.00 | BY REGISTRATION ONLY Salon des Ambassadeurs





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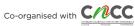
Gastón Gaitan Founder THELEISUREWAY

Gregory Mota

MY DREAMLAND

Jack Tunstall

Project Sales Engineer SEVERN LAMB



Silvia Gandellini Executive Director - Head of Capital Markets & A&T High Street Italy CBRE Massimo Maria Lucidi Journalist - Editorial Director MEDIA TRADE COMPANY - THE MAP REPORT Fabio Porreca Chairman SVICOM

> **Roberto Zoia** Chairman CNCC ITALY

