

TIMETABLE

TIMINGS	Session overview. Note: all sessions take place in the Regal Room Conference Suite on the lower ground floor of the Trident Hotel, Nariman Point	Speakers/panellists
MONDAY 7 APRIL 2025		
1430-1900	Registration opens	
1700-1800	WITR+ networking – everyone welcome	
1900-2300	Welcome Reception in partnership with Aperol Spritz, Aspri Spirits, Fino Tequila, Kumaon&l Gin, Jura Scotch whisky	
TUESDAY 8 APRIL 2025		
0730	Registration opens	
0730-0850	Networking breakfast in partnership with VoiceBack Analytics	
0850-0900	Welcome and intro	Anne Kavanagh, Executive Director, APTRA / Sunil Tuli, President, APTRA & Group CEO, King Power Group (Hong Kong)
0900-0920	The dynamics influencing India Travel Retail and opportunities to expand the revenue opportunity: APTRA President's keynote presentation	Sunil Tuli, President, APTRA & Group CEO, King Power Group (Hong Kong)
0920-0940	Dynamics Shaping the Industry: Ospree's momentous year: Fireside conversation on the company's first anniversary exploring its bold ambition to be the world's fastest growing travel retailer, highlights and strategic insights for the next phase of growth. <i>Moderated by Kapila Ireland, Editor DFNI</i>	Gaurav Singh, CEO Ospree Duty Free
0940-1030	Refreshment Break in association with Guylian	
1030-1040	Dynamics Shaping the Industry: YCP Auctus presentation on airline and aviation developments	Kadam Aggarwal, Partner, YCP Auctus
1040-1100	Dynamics Shaping the Industry: GMR's new chapter: Fireside conversation on the developments and restructure at the world's second-largest private airport operator. <i>Moderated by Kapila Ireland, Editor DFNI</i>	Rajesh Arora, CEO, JVs & Adjacencies, GMR Airports Limited
1100-1150	Dynamics Shaping the Industry: India's Travel Retail Revolution: India's pace of change demands that Travel Retail takes the inside track. The country's leading retailers share how they are keeping ahead of consumer demands in India and also vs. developments in other key markets. <i>Moderated by Kapila Ireland, Editor DFNI-</i>	George Cherian, Business Development Director India, Avolta Ashish Chopra, CEO, Delhi Duty Free Services Johannes Sammann, CEO, Heinemann Asia Pacific

TUESDAY 8 APRIL 2025

1150-1250	<p>Dynamics Shaping the Industry: Insights panel - As Indian consumers look set to travel the world, we need the data to follow them: The panel provides insides on key data impacting the travel retail industry in India and the shape of the influence of Indian travellers abroad. <i>Moderated by Shubhra Misra, Voiceback Analytics</i></p>	<p>Anna Marchesini, Head of Business Development, m1nd-set Sridhar Keppurengan, Business Head, Cross Border Payments, India & South Asia, VISA Shubhra Misra, Managing Director, Voiceback Analytics</p>
1250-1400	<p>Lunch in association with Changi Airport Group</p>	
1400-1405	<p>Prize Draw</p>	
1405-1505	<p>Dynamics Shaping the Industry: India's Booming Market Opportunity – easy to see, complex to deliver: A highly experienced panel discusses the strategies available for brands to enter the market - from pitfalls to workarounds. Topics include route to market, distributors, direct, franchise, regulation, customs, arrivals allowances. An essential 'India 101' session. <i>Moderated by Mohit Lal, former Chairman & CEO Pernod Ricard Global Travel Retail</i></p>	<p>Pooja Bommidala, Managing Director, Bommidala Enterprises Nutan Roongta, Director, USA Indian Economic Trade Organization Surabhi Batra, Commercial Director Luxe, L'Oréal India Shah Nawaz Khan, COO, Osprey Gaurav Joshi, CEO, Platinum Liquids</p>
1505-1535	<p>Refreshment break in association with Lindt</p>	
1535-1635	<p>Dynamics Shaping the Industry: Generating new experiences: Can technology and AI make Travel Retail an essential part of the journey for younger consumers? <i>Moderated by Karl Walter, Blueprint</i></p>	<p>Vijay Talwar, Chief Commercial & Digital Officer, Avolta Kreol Arakulath, Executive Director, Kreol Group Erin Lillis, Travel Retail Director Asia Pacific, Lacoste</p>
1635-1640	<p>Close day 1 and prize draw</p>	
1640-1830	<p>Networking/free time</p>	
1830-late	<p>Gala Dinner hosted by Osprey in partnership with House of Suntory, Rampur Whisky, The Glen Journeys, William Grant</p>	

WEDNESDAY 9 APRIL 2025		
0730-0900	Networking breakfast in partnership with VoiceBack Analytics	
0900-0905	Welcome Day 2	
0905-1000	<p>Expanding the Revenue Opportunity: Pathways to Unlocking Retail Performance: India is one of the fastest-growing prestige+ markets on the planet. How do brands and retailers optimise this opportunity in reaching the value conscious Indian consumer? The panel will discuss the key pillars to unlock commercial performance through new approaches in retail experience.</p> <p><i>Moderated by Avishek Bambii Das</i></p>	<p>Payal Lal, Deputy Head Buying, Delhi Duty Free Services Kamakshya Singh, Head Business Development, Luxmi Tea Co Prachi Gandhi, AGM Beauty, Osprey Duty Free Lilly Choi-Lee, Executive General Manager, TravConsult Clarisse Daniels, Regional Director Travel Retail EMEA & Americas, Whyte & Mackay</p>
1000-1100	<p>Expanding the Retail Opportunity: Hybridisation of F&B with Retail: With ever-evolving consumer expectations and sophistication of experiential food offers, F&B is increasingly important to airports in enhancing footfall, dwell time and spend, creating a halo effect across other travel retail categories. The panel explores potential synergies for growth.</p> <p><i>Moderated by Kapila Ireland, Editor DFNI</i></p>	<p>Avantika Ahuja, Vice President Marketing, COCOCART Kavita Tiwari, Group Head – Business Expansion & Projects, India Retails & Hospitality Private Limited Spencer Sheen, Chief Development Officer - International, WH Smith Travel</p>
1100-1105	Mondelez International prize draw	
1105-1145	Networking break in partnership with Mondelez International	
1145-1150	Mondelez prize draw winners announced	
1150-1240	<p>Expanding the Retail Opportunity: People, Purpose, Prosperity: According to Gallup research, organizations with high levels of employee engagement are 21% more profitable than those with low levels. As consumers, investors and talent increasingly favour businesses with authentic purpose and ethics, the imperative to prioritise people is paramount to commercial success, reputation and share price. The panel shares perspectives from brands, retailers, employers and employees.</p> <p><i>Moderated by Kapila Ireland, Editor DFNI</i></p>	<p>Naresh Sharma, CEO India Retails & Hospitality Private Limited Alina Alam, Founder & CEO, Mitti Café Team members from Mitti Café Mumbai Alasdair Dickinson, General Manager GTR APAC & MEA, Suntory Global Spirits</p>
1240-1340	<p>Expanding the Revenue Opportunity: Airline Lounges Indian travelers increasingly choose to enhance their journey with add-on services, such as premium lounge access and loyalty program extras. With an increasing array of sophisticated lounge experiences at airports in India, the panel considers the integration and revenue growth opportunities for retail, luxury services and brand partnerships.</p> <p><i>Moderated by Avishek Bambiii Das</i></p>	<p>Pravat Paikray, Vice President Commercial, Bangalore International Airport Limited Sandeep Sonwane, Chief Business Officer, DreamFolks Ashish Gandham, Managing Director Travel Retail, Suntory Global Spirits Varun Kapur, Managing Director & CEO, Travel Food Services</p>

WEDNESDAY 9 APRIL 2025	
1340-1350	Prize draw and closing remarks
1350-1500	Lunch in partnership with WHSmith
1500-1700	Networking afternoon in partnership with Aperol Spritz
1700	Conference closes