




Southeast Asia Retail Innovation & Technology Summit

Connecting Retailers - Sharing Innovations - Embracing Technologies



June 17th – 18th 2015
DoubleTree by Hilton Hotel, Diponegoro, Jakarta Indonesia

Southeast Asia region, with its rising incomes ensure that over the medium-to-longer-term, is among the key engines of growth for the global retail and consumer goods industries. Indonesia, Thailand, the Philippines, Malaysia, attracts increased attention from multinational firms. Indonesia's enormous and expanding population, rising per capita incomes enabled itself to continually develop its organized retail infrastructures. Leading retailers continued to expand to smaller cities across Indonesia, establishing first-mover advantages in untapped region.

Not only investing in bricks and mortar operations, organizations in the region are planning to experiment with e-commerce, working towards delivering a unified customer experience across online and offline channels.

The **Southeast Asia Retail Innovation & Technology Summit** unites senior level executives from shopping malls, traditional retailers, Online retailers, technological leaders to share insights, experiences and future thinking on topics such as investment opportunities, channel strategies, marketing innovation, product innovation, supply chain and technology innovations and how to engage with the "mobile-first generation".

Confirmed Speakers



Heru Nasution
Managing Director
Supermal Karawaci



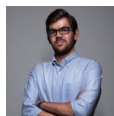
Mr. Roy N. Mandey
Chairman
APRINDO (Indonesian Retail Merchants Association)



Paul Srivorakul
Group CEO; aCommerce
Co-Founder & Chairman; Ardent Capital



Magnus Grimeland
Managing Director and Co-Founder
Zalora Group



Alessandro Duri (panel)
Regional Operations and Supply Chain Director
Zalora Southeast Asia



Jeffrey Ng
Chief Operating Officer & Executive Director
Minimal Fashion Group



Hadi Wenas (panel)
CEO
Mataharimall.com



Andrew Senduk
CEO
WhatsNew Indonesia

Herry Lo
Chief Business Development
PT Central Mega Kencana



Lily Suriani
VP Marketing & Business Development
Berrybenka



Aulia Ersyah Marinto
CEO
PT. Metraplaza (a JV Company Telkom & Ebay)



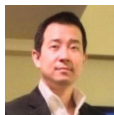
Freddy Fam
Product Marketing Manager, APAC
Honeywell Scanning & Mobility



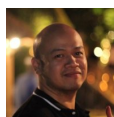
Andrew Koh
Deputy Chief, Risk Control
China Construction Bank



Christo Artiwiarta
Head of Operations
PT. COURTS Retail Indonesia



Stanley Kyung Sup Song
Director
Monitor Deloitte SEA



Ignatius Untung
VP Marketing
KASKUS - PT. Darta Media Indonesia



Teges Prita Soraya
Chief Executive Officer
Angkasa Pura Retail



Marcelo Wesseler
CEO
SingPost eCommerce



Lakshmana Gnanapragasam
Head of Analytics
Quantum India Pvt Ltd



Rhesa Yogaswara
VP - Head of Strategic Retail Insight
PT.QASA Strategic Consulting



Mr Daniel Tumiwa
VP E-Commerce Garuda Indonesia
Chairman (idEA) - Indonesian Ecommerce Association



Jozarki Terunajaya
Managing Director
STAR Department Store



Stan Singh
Founder / Principal Consultant
IronHorse Asia Sdn Bhd



Peter Goldsworthy
CEO
Bizzy



S Ravi Kumar
Chief Operating Officer; Emerging Business, IT & CRM,
PT. Mitra Adiperkasa

Attendees

Government
Retail Property Owners /developers
Retail Department Stores
Shopping Mall Operators
Retail Brands/ Retailers
Designers
E-Retailers
IT specialists
Advertising and marketing agencies
Banks
Designers and architects
...

Level of Participants

Presidents/CEOs/MDs
Chief Technology Officer
Head of Engineering
Head of IT
Head of E-Solutions
Purchasing/Procurement Directors
Operations Director
EPoS Managers
Security Directors
Consultants
Brand Managers
Finance Directors
Store Owners, Directors & General Managers
...

Testimonials from Previous Participants

It was good chance to improve knowledge and networking, quite varies aspects discussed and presented during the summit which added to my knowledge as an architect. Thank you!

Penta Rekayasa

The summit was incredible, I could met with the very people who knows about the business and projects, good job for Escom!

Taisei Corporation

I do enjoy the effort of the organizer; they always try to introduce the participants with the sponsors so we can get good networking.

Albeta Sukses Mandiri

It was a pleasure from our side to be there and thank you so much that your team decide to invite us to be there. In my opinion that you and your team have make a great job to organize this summit. I wish you and your team a great success for tomorrow

PT. Moedjito Dwidjosiswojo

I want to say thank you again for inviting Omni Hospitals at the summit. Of course Escom and you as the conference producer has done a very good job.

Omni Hospitals

Enjoyed the summit: great venue and learned alot! amendment: just make it more fun and enjoyable.

Siloam

I joined this summit by promotion of Escom who gave me VIP passes, I am excited that I can attend this summit and met a lot of business players in healthcare sector. I hope will get another chance to get other passes in near summits.

RS.Antam Medika

Good initiative to make forum where government, business leaders, market analysis meets, inspired and enlarged over insight.

Kyoai Medical Services

It is my pleasure can be invited by Escom. I expanded my network and learnt a lot from this summit. I hope you can invite me again for your future events.

Perumahan Solo Baru

Small scale, big effort, nice approach, good support, keep going, health & luck!

Mühlbauer

The key benefits that I got from the summit: 1) Biz Opportunities; 2) Networking; 3)Insight on Govt Master Planning; 4)market demand vs Supply.

GInvestindo

Good event, I look forward to come again next year with more specific and insightful topics!

Angkasa Pura Supports

Apprecaite your efforts very much in mobiling speakers (excellent) sponsors & participants, hope even better in the next edition.

PT Angkasa Pura 2

Great event, with inspiring speakers and a nice venue.

Tourism Solutions International

Great event, great speakers, great organizer!! Thank you!

Sahid International Managemant & Consultant

Very Interesting event, so happy to attend this event, congrats. Share me for more information about future events!

RS Antam Medika

Good event please send the pictures to me and I will write a report page on blog.awalbros.com

Awal Bros

Very stimulating and innovative organizing committee, keep up with the good work!

KPJ Healthcare

The overall seminar is very interesting and I hope next time I can contribute as a speaker.

Qpro

Pleasure to come this summit, I suggest some competence speakers for next speakers like Siloam Hospital (current), Samsay Group, Pondok Indha, Eka Hospital, MMC and Medistra. they are good speakrrs to share their good experiences on their development.

Thank you!

Antammedika Hospital

Event Partners



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Silver Sponsor



Technology Insights Sponsor



Lucky Draw Sponsors



Bronze Sponsor



Exhibitor Sponsors



Attending Specialist



Supported by



Media Partners



Recent Development in SE Asia Retail Market

Indonesia's enormous and expanding population, rising per capita incomes enabled itself to continually develop its organized retail infrastructures. Leading retailers, Both Traditional ones and the Online-retail, Mobile-Retail ones, are continued to expand to smaller cities across Indonesia, establishing first-mover advantages in untapped region List below are some of the well noticed projects

Matahari Putra Prima (MPP)	MPP opens 108th Hypermart outlet in Indonesia's Singkawang	Indonesia
CT Corpora	which is controlled by tycoon Chairul Tanjung – is to partner with Geox by establishing new retail facilities in Indonesia	
Uniqlo and Mitsubishi Corporation	have concluded an agreement to establish a joint venture company with the aim of developing Uniqlo's retail business in Indonesia	
UNIQLO	opens a new store which accounts for one of the biggest in SE Asia region	
Ace Hardware	opens 15 outlets and each of the new store with the investment &1.7m	
Alfa Retailindo	opened 1200 new outlets and three distribution centers recently	
Apple	opens new Apple Store in Jakarta	
Electronic City Indonesia	planned to add 20 new branches in 2015 and 2016 with the investment \$70m - 87m	
Hero Supermarket	opens a new IKEA store	
Indomarco Prismaatama	opens 1300 new outlets of minimarket - Indomart with the total investment up to \$109m	
Indoritel Makmur Internasional	Through its subsidiary Indomarco Prismaatama, plans to invest IDR1.3 trillion (USD109 million) to open 1,300 new outlets of the popular minimarket Indomaret next year	
MAP & Planet Sports	MAP has chosen Planet Sports, a sports clothing and equipment retailer, to be the pioneer e-commerce company within the group	
Lippo Group	construct the Millenium Village in Tangerang with the amount of investment \$17.4b	
Lippo Karawaci	construct the Kemang Village with the investment up to \$250m.	
Ministop Indonesia	will open 300 new stores by 2018	
Mitra Adi Perkasa	opens stores such as Galeries Lafayette, Zara Home, Starbucks, Debenhams, Cotton On and Swarovski. the Total amount of new stores is up to 250. The investment is estimated up to \$645m	
Modern Putra Indonesia	opened 200 outlets recently and is planned to open up to 2500 7-Eleven stores across the country	Regional
MPPA	opens 52 stores recently	
Ramayana Lestari Sentosa	opens 6 new stores	
AEON	opens news stores across Southeast Asia and China, particularly in Indonesia, Vietnam and Cambodia and the estimated investment will be \$3.8m.	
Zalora	The E-retailer bets big on Southeast Asia with expansion plan in Indonesia, Thailand, Vietnam, the Philippines	
Ocean Group	Plans to open between 70-80 supermarkets and shopping centers by 2015	Malaysia
Costa Coffe	addes 5-10 outlets in Singapore every year and is opening 15 new outlets in Thailand and Cambodia.	
LULU	will open 6 hypermarkets in Malaysia and plans to enter Indonesia Market	
Index Living Mall Co., & SM	eyes Malaysia and Indonesia expansion in 2016	
GCH	open 4 more Giant hypermarkerts, supermarkets 2015	Thailand
MBG Fruits Sdn Bhd	expands to 60 outlets in Malaysia by 2017 and is targeting reaching out to Indonesia soon.	
Dpulze Ventures	opens new mall in Malaysia.	
Pinggiran Setia Sdn Bhd	investing \$ 23.5m to start the new construction of Main Place	
Starbucks Thailand	30 new Starbucks stores	
Villa Market JP Co	Opening 10 new Villa Markets	Thailand
Power Buy Co	Opening 12 new PowerBuy stores nationwide	
Central Watson Co	Increase FamilyMart branches to 1,500 over the next five years. the company will spend THB2-3 billion until 2017 to expand the world's second largest convenience store brand in Thailand.	
Chic Republic	Opening three new outlets in the year 2015	

Draft Agenda Day One

08:00 – Registration and Morning Tea

08:45 – Opening Speech from the Chairman

09:00 – Southeast Asia Retail Market Overview

Future prospects and factors affecting the growth in South East Asia

Opportunities and Challenges ahead for retailer

09:30 – Indonesia Retail Landscape and Challenges

What Indonesian consumers' growing sophistication means to retailers?

Understanding new franchise regulation and how to adapt to expand your retail establishment

Investment Opportunities on both Traditional & Internet Retailing

10:00 – Malaysia's Retail Sector: Seizing the Retail Opportunity with Mobility

10:30 – Networking Tea Break

11:00 – Maximizing Thailand's Retailing Opportunities and Overcoming Strategic Challenges

Prospect and forecast performance of retailing in Thailand

Overview Thailand detailed segmentation of International and local products, demand trends and market Growth

11:30 – The ASEAN Economic Community (AEC) 2015 and its Impact on the Retail Industry in South East Asia

What we need to prepare to embrace the 2015 free trade?

Pros and Cons and how to thrive with AEC 2015

12:00 – Lunch Break

13:20 – Retail Property - the Changing Role of High Streets and the Evolution of the Shopping Centre Experience Impact on the Retail Industry

13:50 – Innovative Building Technologies and Smart Solutions to Attract Cyber Gen Back to Malls

What are the Criteria of Shoppers-Friendly Malls / Shops

Low carbon Operation and Green Supply Chain

Technological Advancement for Better Shopping Experiences

14:20 – Thriving South East Asia: Seizing the Retail Opportunity with Mobility

Strategies of foreign retail players in SEA region

Exploring the future of e-tail online and mobile - the next five years

14:50 – Networking Tea Break

15:30 – Panel Session: Omni-Channel Retailing

Linking CRM to your Omni Channel Strategy

Digitalizing In-Store Customer Experience

16:10 – Panel Session: Embracing the Change: Commerce Models to Next-Gen Retailing

What is the impact of mobile and social media on the shopping experience?

Online-Commerce VS Mobile Commerce: Establishing Goals and Determining Where the Best to Invest

16:50 – Closing Remarks at the End of Day One

Draft Agenda Day Two

08:00 – Registration and Morning Tea

09:00 – Opening Speech from the Chairman

09:10 – Capturing New Growth Opportunities through Continuous Innovation

Keys to understand the new market – dealing with locations, different group target, trends

Improving operational efficiency in retail venues

09:40 – Modern Design Concepts in South East Asia

How to integrate and develop a brand strategy into retail design?

How design can increase traffic in your store

10:00 – Developing New Stores & Refurbishing Existing Stores: Dos & Don'ts

10:30 – Networking Tea Break

11:00 – Leveraging Big Data to Drive Change in Retailing

Gaining the competitive advantage through effective capture, management and analysis big data

Power of the cloud: driving business insight and innovation in the mobile era

11:30 – Establishing a Connected Warehouse

Utilizing network connectivity to ensure just in time product replenishment

Seeing at a glance how much product is left and knowing when to restock

12:00 – Delivering the winning Customer Experience & Enhancing Customers Loyalty

Key success factors for shopping centers from design and management perspectives

Assessing the needs of luxury vs. mass market retailers and their consumers

12:20 – Lunch Break

13:30 – Creating an Intelligent Store

Analyzing cloud-based POS systems

Utilizing new technology to enhance in-store customer interaction

14:00 – Retail Management Intelligence System Helps to Bring out Full-Service Shopping Experience

14:30 – Rethinking Supply Chains and Operations Supporting Real-Time Retail Operations

How Retail Logistics Would Evolve

The Implementation of Advanced Data Processing Methods in Supply Chain and Logistic Sector

15:00 – Networking Tea Break

15:40 – Discussion Panel Session: Mobile innovation - to What Extent can Smart phones Replace Wallets and Cards?

16:20 – Technology Review: Perspectives on Current and Future Technologies in Retail

What are the global trends in technical consumer goods retailing?

Implementing Design, incorporating with new technology for retails

17:00 – Closing Remarks at the End of Day One

Featured Services

Keynote Speaking



Limited Exhibition



Closed Door Workshop



Exclusive Networking



One to One Partnering



Open Panel Discussion



Top 8 Reasons for Sponsorship

1 Decision Makers Under One Roof
Malls, Department Stores, Brand Owners, E-Retailers; IT Experts; Consultants; Designers...

Brand Recognition
Create Brand Awareness & Visibility among your Potential Buyers

2

3 Drive Sales
Tailored Sales Facilitation Packages meeting your Needs and Budgets

Relationships-Building
Networking, Collecting Intelligence and Forging Partnerships

4

5 Identify Opportunities
Investment Landscape and the latest Development Projects Revealed

Quality Leads
Receive our Post-Event Report and Updates which includes the Delegate Contacts

6

7 Stay Inspired
Being around Like-Minded People is Inspirational and Refreshing

A lot of FUN!
New & Innovative Programming & High Energy Networking

8

Diamond Sponsor

Pre-Event Brandings

- Company is branded as the Official Diamond Sponsor in all advertisements and newsletter materials before the event
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns

Exclusivity

- Opportunity to provide a wish list of delegates you would like to meet at the event
- Opportunity to provide a wish list of competitors you would like to exclude from the event

Onsite Services

- Advance notice of attending delegates, including names, job titles and company names
- 30-minute speaking presentation
- 10 one-to-one business meetings
- 3mx2m exhibiting space
- One company brochure pre-inserted into the event pack
- Company name, logo, profile, and contact printed on the sponsorship acknowledgement page in the event book
- 3 attendee passes
- Logo on all branding at the event as an Official Diamond Sponsor

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 21,900

SOLD OUT

Gold Sponsor

Pre-Event Brandings

- Company is branded as the Official Gold Sponsor in all advertisements and newsletter materials •
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Opportunity to provide a wish list of delegates you would like to meet at the event
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- 30 minutes speaking slot
- 3*2m exhibiting booth
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 2 attendee passes
- Logo on all branding at the event as an Official Gold Sponsor

SOLD OUT

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 10,900

Silver Sponsor

Pre-Event Brandings

- Company is branded as the Official Silver Sponsor in all advertisements and newsletter materials
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Opportunity to provide a wish list of delegates you would like to meet at the event
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- 30 minutes speaking slot
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 2 attendee passes
- Logo on all branding at the event as an Official Silver Sponsor

SOLD OUT

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 8,900

Workshop Sponsor

Pre-Event Brandings

- Company is branded as the Official Workshop Sponsor in all advertisements and newsletter
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Opportunity to provide a wish list of delegates you would like to meet at the event
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- 60 minutes workshop presentation in a separate room
- 10 + Delegates based on your selection
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 2 attendee passes
- Logo on all branding at the event as an Official Workshop Sponsor

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 14,900

SOLD OUT

Dinner Sponsor

Pre-Event Brandings

- Company is branded as the Official Dinner Sponsor in all advertisements and newsletters
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Opportunity to provide a wish list of delegates you would like to meet at the event
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- An exclusive dinner session in a private banquet room for you host your clients (Food & Drinks provided by Escom)
- 10 minutes welcoming speech before Dinner
- 15+ delegates based on your selection to join the dinner session
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 3 attendee passes
- Logo on all branding at the event as an Official Lunch Sponsor

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 12,900

SOLD OUT

Bronze Sponsor

Pre-Event Brandings

- Company is branded as the Official Bronze Sponsor in all advertisements and newsletter materials
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Opportunity to provide a wish list of delegates you would like to meet at the event
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- 6 one to one meetings
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 1 attendee pass
- Logo on all branding at the event as an Official Bronze Sponsor

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 6,900

SOLD OUT

Exhibitor Sponsor

Pre-Event Brandings

- Company is branded as the Official Exhibitor Sponsor in all ADs and newsletter materials
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- 3*2m exhibiting booth in the foyer of the hotel ballroom
- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 1 attendee pass
- Logo on all branding at the event as an Official Exhibitor Sponsor

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 6,900

Attending Specialist

Pre-Event Brandings

- Company is branded as the Official Attending Specialist in all ADs and newsletter materials
- Logo included in all event literature
- Logo profile and hyperlink on the event website
- Your details will be included in all executive e-mail campaigns
- Advance notice of attending delegates, including names, job titles and company names

Onsite Services

- One company brochure pre-inserted into the event pack
- Name, logo, profile, contact etc., on the sponsor acknowledgement page in the event book
- 1 attendee pass
- Logo on all branding at the event as an Attending Specialist

Post Event Updates

- Updates of confidential delegate contact list (company name, delegate name, delegate job title, telephone number, fax number, email address and website) one week after the event

Your Investment: USD 3,900

Related Events

2nd Annual Southeast Asia Hospital Development & Technology Summit



2nd Annual Hotel & Resort Development Summit

