

As on 02-06-2015 15:29

**PROGRAMME**

**Day Two – Saturday, 09May 2015**

06:00 - 08:00 hrs.	<b>Golf</b>
<b>Morning Session</b>	
9:30 - 11:15 hrs.	<p><b>When the Price is RIGHT: Pricing Strategies in the Trade Fair Industry – Focus Asia</b> By <i>Mr. Jochen Witt, President &amp; CEO, JWC</i></p> <p><b>Moderator:</b> <i>Mr. Ravinder Sethi, EC Mem. IEIA &amp; UFI ; B.M IELA ; and MD R.E. Rogers India</i></p> <p><b>Welcome Remarks</b> By <i>Mr. Rakesh Kumar, President IEIA &amp; Chairman IEML</i></p> <p><b>Address by Special Guests from Govt. of India: Human Resources &amp; Skill Development: Key factor to generate employment – Exhibitions growth stimulators</b></p>
11:15 - 12:00 hrs.	<p><b>Panel Discussion: Service Providers - Vendors or Partners?</b></p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> <li>▪ <i>Ms. Katharina Schlegel, COO &amp; CEO, MMI India;</i></li> <li>▪ <i>Mr. Sanjay Kapur, Owner, Studio 360;</i></li> <li>▪ <i>Ms. Monimita Sarkar, Managing Director, KW Conferences;</i></li> <li>▪ <i>Mr. S Jafar Naqvi, Chief Editor, Media Today Group;</i></li> <li>▪ <i>Mr. Shirish S Kulkarni, Managing Director, Orient Marine Lines;</i></li> <li>▪ <i>Mr. Armayesh Buhariwala, Partner, Buhariwala Logistics;</i></li> </ul> <p><b>Moderator:</b><i>Mr. M Q Syed, Managing Director, Exhicon Events Media Solutions Pvt. Ltd</i></p>
12:00- 12:15hrs.	<b>Tea / Coffee Break</b>
12:15 – 13:00 hrs.	<p><b>Panel Discussion: How do you give your visitors an outstanding customer experience from Registration to Departure?</b></p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> <li>▪ <i>Mr. Lewis Shomer, Executive Director, SISO;</i></li> <li>▪ <i>Mr. Mehul Lanvers-Shah, MD, Hannover Milano Fairs India;</i></li> <li>▪ <i>Mr. Rajan Sharma, Director, Inter Ads Exhibitions Pvt. Ltd.;</i></li> <li>▪ <i>Mr. Xavier Rebello, Director, Messe Dusseldorf India Pvt. Ltd;</i></li> <li>▪ <i>Mr. Raghav Khosla, Editor-in-chief, Exhibition Showcase;</i></li> <li>▪ <i>Mr. Joerg Uthmann, Director Mergers &amp; Acquisitions, NuernbergMesse India</i></li> </ul> <p><b>Moderator:</b><i>Mr. Jochen Witt, President &amp; CEO, JWC</i></p>
13:00– 14:00hrs.	<b>Networking Lunch</b>

**Day Two – Saturday, 09May 2015 ...contd.**

<p>14:00– 14:40 hrs.</p>	<p><b>Panel Discussion: Value of Research Reports for the global exhibition Industry Perspective of Ufi and IAEE</b></p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> <li>▪ <i>Mr. David DuBois, President &amp; CEO of IAEE;</i></li> <li>▪ <i>Mr. Mark Cochrane, Regional Manager, Asia /Pacific UFI;</i></li> </ul> <p><b>Moderator:</b> <i>Mr. K V Nagendra Prasad, COO Hitex and Vice President of IEIA</i></p>
<p>14:40 – 15:20 hrs.</p>	<p><b>Panel Discussion : Need for Synergies between Mice and Exhibitions</b></p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> <li>▪ <i>Ms. Priti Khanna, Chairperson, MCI</i></li> <li>▪ <i>Mr. Aashish Gupta, Founder StrategyPluto&amp; Consulting CEO, Federation of Associations of Indian Tourism &amp; Hospitality</i></li> <li>▪ <i>Mr. Chander Mansharamani, Managing Director, Alpcord Network Travel &amp; Conferences Management Company</i></li> <li>▪ <i>Mr Rohit Kohli; Managing Director, Creative Travel "Plan It! Meetings &amp; Conferences"</i></li> <li>▪ <i>Mr. Shyam Nagpal, Managing Director, International Conference and Exhibition Services (ICES) Pvt. Ltd.</i></li> </ul> <p><b>Moderator:</b> <i>Mr. Sanjiv Agarwal, Chairman &amp; CEO, Fairfest Media Ltd</i></p>
<p>15:20 – 16:10 hrs.</p>	<p><b>Panel Discussion: CEO's Round Table – Deliberations on the 3 big opportunities and challenges in the Indian exhibition business over the next 2 years.</b></p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> <li>▪ <i>Mr. Michael Duck, Executive Vice President, UBM Asia Ltd.;</i></li> <li>▪ <i>Goetz Doermann, Chairman of the Board of HMFI and MD of Hannover Fairs International</i></li> <li>▪ <i>Mr. Sanjiv Agarwal, Chairman &amp; CEO, Fairfest Media Ltd;</i></li> <li>▪ <i>Mr. Denis Steker, Vice President, Koelnmesse YA Trade Fair Pvt. Ltd.;</i></li> <li>▪ <i>Ms. Sonia Prashar, Managing Director, NürnbergMesse India;</i></li> <li>▪ <i>Ms. Katharina Schlegel, COO &amp; CEO, MMI India;</i></li> <li>▪ <i>Mr. Sudeep Sarcar, GM, IEML &amp; Hony. Secretary, India Convention Promotion Bureau</i></li> </ul> <p><b>Moderator:</b><i>Mr. V. Anbu, Executive Director, IMTMA</i></p>
<p>16:10 – 16:40 hrs.</p>	<p><b>Concluding Remarks and Takeaways</b></p> <p><b>Presentation of Mementos to Sponsors</b></p> <p><b>Vote of Thanks</b> By <i>M. B. Naqvi, Hon. Treasurer IEIA and CEO, Media Today Group</i></p>

**Day Three – Sunday, 10 May 2015**

Trip to Agra from 07:00 to 15:00 hrs