

21<sup>st</sup> March 2012  
The Grand Hyatt, Mumbai

#### RAI's FINANCE COMMITTEE

Amar Korde  
Chief Financial Officer  
Mahindra Retail Pvt. Ltd

Anoop Campbell  
Chief Financial Officer  
Guardian Lifecare Pvt. Ltd.

Atul Daga  
Chief Financial Officer  
Aditya Birla Retail Limited

C. P. Toshniwal  
Chief Financial Officer  
Pantaloon Retail (I) Ltd

C.B. Navalkar  
Group CFO  
Shoppers' Stop Ltd

Ganeshan Madhavan  
Chief Financial Officer  
Reliance Retail Ltd

Jayesh Patel  
Chief Financial Officer  
Globus Stores

Naveen Golchha  
Chief Financial Officer  
Major Brands (I) Pvt Ltd

P Venkatesalu  
Chief Financial Officer  
Trent Ltd

Pankaj Madan  
Chief Financial Officer  
Bharti Walmart

Prashant Shah  
Financial Controller  
Metro Shoes Ltd

Sundaraman.N  
President- Finance  
Lifestyle International

A Gurudutt  
Director - Finance  
Levis Strauss

Bupesh Grover  
Chief Financial Officer  
Planet M Retail Ltd

## The Retail dilemma – Balancing growth and profitability



"It is a known fact that India is the second fastest growing significant nation in the world. With a population of more than 1.2 billion and the per-capita income of more than a 1000 dollars, consumers are able and willing to consumer. Most business houses are betting big on retail thanks to the inherent potential. However this growth has had its hurdles since it is not easy to make money in the retail business. India's real estate prices and inherent diversity of consumers has created a challenge for retailers. While growth has become mandatory to achieve scale, Profitability is the potion that can clearly accelerate growth. The seminar would have an interesting set of presentations and panels to demystify ' how to create growth without losing sight of bottomline."

Kumar Rajagopalan  
CEO, Retailers Association of India

Attendee Profile: MDs, CEOs, CFOs, Group CFO, Group Finance Director, Director Finance, Head of Finance, Group Finance Manager and Independent Store Owners.

#### Key Sessions:

- Keynote Address - Contribution of Retail to India's GDP Growth & Economy
- Real Estate Pricing & its impact on Profitability going forward
- Venture Capital Funding for Retail
- Governance Models & Legal issues in the retail industry
- Consumer Finance Strategies to boost revenues
- Process Control / Financial tools on inventory to ensure Pilferage

#### Why attend:

- Interactive panel discussions featuring leading CFOs from Retail and other industries
- Engaging keynote presentations by renowned industry thought leaders
- Interactive Sessions with engaging Q&A
- CFO brainstorming and interactive problem-solving sessions

#### Delegate Fee:

RAI Members and Academic Institutions: Rs 2,500/- plus tax  
Non Members: Rs. 4,000 plus tax

#### **For Delegate Registration Contact:**

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