



SOCIAL. SCALABLE. OMNI.
DIGITAL COMMERCE'S NEW AVATAR

28-29 AUG 2024
The Westin Mumbai
Powai Lake

Reserve Your Seat



Agenda - Day 1 | Wednesday, 28th Aug. 2024

09:30 am onwards - Registration and Networking

10:00 am onwards @ BALL ROOM

10.15 - 10.20 am

D2C WARM UP

MC: Anish Trivedi, President & CEO, **Alenka Media**

10.20 - 10.30 am

WELCOME ADDRESS

Bhavesh Pitroda, Convenor, D2C & CEO, **IMAGES Group**

10.30 - 11.30 am

THE D2C #INSTAJAM

When the Future of India, Inc gets jammin'!

All Hail India's Consumer Tech revolutionaries!

A Never-before D2C Brainstorm on a scale!

Peers and Rivals, Competitors and Complementaries. All in one room

50+ of India's sharpest D2C founders on a High-speed Ride!

60-second stories from each founder

Fashion, F&B, beauty, health, home, electronics, wellness, entertainment, lifestyle and more...

Invitees:

Aarohi Surya, Founder & CEO, Dancing Cow
Abdus Samad, Founder, Sam & Marshall
Abhijeet Anand, Founder & CEO, abCoffee
Abhiram Bhalariao, Partner, V3 Ventures
Abhijeet Singh, CEO & Co-founder, Appbrew
Abhinav Mathur, Founder, Something's Brewing
Adil Qadri, Founder & CEO, Adilqadri
Aditya Ruia, Co-founder, Beco
Akash Agrawal, Co-founder, ZOOF
Akash Valia, Founder, Secret Alchemist
Akshay Mahendru, Co-founder & CEO, The Pet Point & Nootie
Akshay Shivpuri, Co-founder, Saadaa
Alok Paul, Co-founder, Berrylush
Amar Preet Singh, Co-founder & COO, Neeman's
Ankita Chaudhary, Co-founder & COO, Power Gummies
Anshuman Agarwal, Co-founder, Increff
Anuj Nevatia, Co-founder & Director, Bacca Bucci
Anurag Kedia, Co-founder & CEO, Pilgrim
Arjun Rastogi, Co-founder, Naagin
Arjun Vaidya, Co-founder, V3 Ventures
Ashutosh Kumar, Founder, Offmint
Ashwini Seth, Founder, Dennison India
Avnish Chhabria, Founder, Wellbeing Nutrition
Bhawna Bhatnagar, Co-founder, We Founder Circle
Bhuvan Dani, Founder & CEO, WickedGud
Chef Harsh Kedia, Sugarless Halwai
Chippy Mehta, Co-founder & COO, The Bombay Shirt Company
Chitresh Sinha, Founder, The Plated Project
Dr. Rahul Singh, Co-founder, EcoSoul Home
Garima Kakkar, Co-founder, Fraganote
Gaurav Zatakia, Founder & CEO, Flo Mattress
Harshil Salot, Co-founder, The Sleep Company
Harshit Singhal, Co-Founder, Hex a fun
Jasmeet Thind, Co-founder, CoutLoot

Invitees:

Jeevika Tyagi, CEO & Founder, Aastey
Jyoti Bharadwaj, Founder, TeaFit
Karan Goyal, Founder, Kreative Digitals
Kaushal Goenka, Founder & MD, Mish Designs
Kiru Maikkapillai, Founder, The Divine Foods
Malvika Jain, Founder, Sereko
Manish Patil, Founder & CEO, Pengu
Mohit Jain, Founder & CEO, Miraggio
Mohit Khatri, Founder, Perfumery India
Naresh Mehta, Founder, Clear Heaart
Niharika Talwar, Founder & CEO, Marsallime
Ninad Umargekar, Co-founder, HELLO Modern Luxury Gear
Nitin Jain, Founder & CEO, Indi Gifts
Punkaj Acharya, Founder Director, Spiritual Aromas
Parag Agrawal, Founder & CEO, Fiona Diamonds
Pradeep Krishnakumar, Co-founder & COO, Zouk
Pranav Malhotra, Founder & CEO, TruNativ
Preeti Agrawal, Co-founder, Mural India (KesarCo)
Pushkar Jain, Founder, Sawai Fragrances & Eze Perfumes
Radhesh Sirohiya, Co-founder, Shyle
Radhika Dang, CEO & Founder, The Good Karma Co.
Rahul Aggarwal, Founder, Coffeeza
Ravi Saxena, Founder & CEO, Wonderchef
Raj Bhagat, Head of Business Strategy, Heel Your Sole
Richa Jaggi, Co-founder & CMO, awshad
Riddhi Sharma, Founder, BabyOrgano
Rohit Khemmka, Founder, WildGlow
Sagar Bhalotia, Co-founder, TagZ Foods
Sahil Dharia, Founder & CEO, Soothe Healthcare
Saumya Kabra, Founder & CEO, Confetti Gifts
Shivi Singh, Founder & CEO, ClearDekho
Shridhar Marri, CEO & Founder, Flyfish
Sneha Das, Co-founder & COO, Ittisa & Himalayan Basket
Udit Toshniwal, Founder & Director, The Pant Project
Vani Chugh, Co-founder & Director, D'chica
Vidushi Vijayvergiya, Founder & CEO, ISAK Fragrances
Vikas Bagaria, Founder, Pee Safe
Vikram Narula, Founder & CEO, Ajwain Watches
Vin Sharma, Founder, Junior's Brand
Vivek Biyani, Founder, Broadway
Vrinda Singhal, Co-founder, Swizzle
Yash Kotak, Co-founder, Boheco
Yashesh Mukhi, Co-founder, Chupps

anchors:

Anish Trivedi, President & CEO, Alenka Media

Jermine Menon, Brand & Marketing Strategist, Bhartiya Urban

BALL ROOM	
 <p>11.30 - 11.40 am KEYNOTE: ACCELERATING GROWTH FOR SCALEUPS WITH SAP Sanket Deodhar, Vice President, TATA Group & Unicorn Business, SAP INDIA</p>	 <p>11.40 - 11.55 am KEYNOTE: MULTIMODAL AI SEARCH FOR E-COMMERCE Shridhar Marri, CEO & Founder, Flyfish</p>
<p>11:55 - 12:25 pm  MASTERCLASS - 1: AI IN D2C RETAIL: FOCUS, NOT FRENZY By Bhaskar Ramesh, Director - Omnichannel Businesses, Google India Successful integration of AI doesn't necessitate wholesale change. Tailored deployment holds the key. Cutting through all the noise and hoopla, this masterclass from Google explains how, when it comes to getting the most bang for the buck from AI, D2C brands should focus on three main themes: Productivity, Customer Experience and Support Modernisation. Offering deep insights with use cases from both offline and online worlds – on Indian and global brands – this powerful knowledge session illustrates how a studied deployment of AI can rapidly close gaps between ideas and execution, transform advertising performance, and convert shopping into an immersive lifestyle/ entertainment experience.</p>	
 <p>12:25 - 12:40 pm KEYNOTE ADDRESS: CONTENT TO COMMERCE THROUGH EXPERIENTIAL RETAIL SPACES Vivek Biyani, Founder, Broadway</p>	 <p>12:40 - 01:00 pm FIRESIDE CHAT: OPTIMIZING LAST-MILE DELIVERY FOR D2C BRANDS Host: Ankur Singhai, VP - West & East, DHL Supply Chain India Speakers: < Anurag Kedia, Co-founder & CEO, Pilgrim Pranav Malhotra, Founder CEO, TruNativ ></p> 
01:00 - 02:00 pm LUNCH	
BALL ROOM	THINK TANK
<p>02:00 - 02:30 pm MASTERCLASS 2: HOW TO CREATE BRANDS-WITHOUT-BORDERS  By Ravi Saxena, Founder & CEO, Wonderchef <i>Nailing the O2O formula is increasingly becoming a critical intelligence need for D2C brands prepping for the next level of scalability. However, with performance metrics and shopper behaviours varying vastly across offline and online worlds, brands are required to master dualities of the omnichannel universe like never before.</i> <i>From the founder of one of India's fastest growing, new-age consumer brands comes a knowledge session designed to equip the audience with the insights, strategies, tools and innovations needed to seamlessly traverse these two worlds to create uninterrupted brand experiences.</i></p> <p>02:30 - 03:30 pm DIGITAL TRANSFORMATION IN D2C: BRIDGING THE GAP BETWEEN PHYSICAL AND DIGITAL CHANNELS <i>How digital transformation bridges the gap between physical and digital retail channels for consumer brands.</i> <i>How by integrating e-commerce platforms with in-store systems brands can create a seamless shopping experience.</i> <i>How to implement emerging technologies like AI and IoT on omnichannel commerce and assess the impact for continuous improvement.</i> <i>How to drive actionable strategies to create a cohesive and connected customer journey.</i> Moderator: Sudakshina Ghosh, Customer Advisory lead - Consumer Industries, Unicorns & Digital Natives, SAP India Panelists: Akash Agrawal, Co-founder, ZOFF Avnish Chhabria, Founder, Wellbeing Nutrition Ranjan Sharma, CIO & Head-Supply Chain, Bestseller India Santosh Kumar, CBO- Retail, FreshToHome Vinod Kapote, Head- IT, Trent</p>  <p>SESSION PARTNER</p>	<p>02:30 - 03:30 pm THE FOOL-PROOF FULFILMENT FORMULA Importance of faster & efficient order fulfilment that impacts Customer Loyalty Managing Product Returns like a champ Navigating the shift to newer ecommerce models. Panelists: Aanchal Saini, CEO, Flyrobe Aarohi Surya, Founder & CEO, Dancing Cow Akshay Mahendru, Co-Founder & CEO, The Pet Point & Nootie Garima Kakkar, Co-founder, Fraganote Jyoti Bharadwaj, Founder, TeaFit Kapil Pathare, Director, VIP Clothing Kaushal Goenka, Founder & MD, Mish Designs Mohit Jain, Founder & CEO, Miraggio Pratik Mukherjee, Head of Business - Beauty, House of Masaba Ravi Saxena, Founder & CEO, Wonderchef Richa Jaggi, Co-founder & CMO, awshad Sneha Das, Co-founder & COO, Ittisa & Himalayan Basket Vikram Narula, Founder & CEO, Ajwain Watches Vin Sharma, Founder, Junior's Brand Vrinda Singhal, Co-founder, Swizzle Session Anchor: John Paul Joseph, General Manager - Business Development - Retail, DHL Supply Chain India</p>

BALL ROOM	SUCCESS STORIES
<p>03:30 - 03:45 pm KEYNOTE: SIMPLIFYING DIRECT COMMERCE Ankur Sarawagi, Senior Vice President, Shiprocket</p> <hr/> <p>03:45 - 04:30 pm D2C 2.0 – WHAT WILL KEEP THE FIRE BURNING? <i>A host of 'perfect storm' elements came together almost concurrently to birth the D2C phenomenon in India. A devastating pandemic-induced lockdown, India's digital-forerunner status, rise of an entrepreneurial culture, market gaps and a mammoth digital-first consumer base. Four years on, things look more stable, but many revolutionary concepts have fallen by the wayside, and tough lessons have also been learnt. After the many highs and lows, hits and misses in the first chapter of India's D2C revolution, what may we expect for the next five years? Will entrepreneurship become more cautious? Will investors tighten wallets and pre-conditions? Will brand-stickiness become a thing of the past? Will India deliver a global D2C brand?</i></p> <p>Moderator: Pranav Malhotra, Founder & CEO, TruNativ</p> <p>Panelists: Abhijeet Anand, Founder & CEO, abCoffee Chippy Mehta, Co-founder & COO, The Bombay Shirt Company Harshil Salot, Co-founder, The Sleep Company Lavanya Pachisia, CEO, Zivame Manish Rawat, Head BD, GXO Sahil Dharia, Founder & CEO, Soothe Healthcare Sankaranarayanan Alagappan, Chief Supply Chain Officer, Plum</p> <hr/> <p>04:30 - 05:00 pm FIRESIDE CHAT: MAXIMIZING MOBILE TRAFFIC IMPACT FOR D2C BRANDS: THE PATH TO HIGH PERFORMANCE AND RETENTION</p> <div data-bbox="170 1075 430 1344">  <p>Host: Abhijeet Singh, CEO & Co-founder, Appbrew</p> </div> <div data-bbox="446 1102 868 1234"> <p>Speakers: Alok Paul, Co-founder, Berrylush > ----- Adil Qadri, Founder CEO, Adilqadri ></p> </div> <div data-bbox="505 1262 641 1396">  </div> <div data-bbox="889 1075 1015 1203">  </div> <div data-bbox="889 1220 1015 1344">  </div> <p>Nikita Agarwal, CBO, Suta ></p>	<p>03:30 pm onwards</p> <div data-bbox="1031 226 1144 338">  </div> <p>PRESENTATIONS BY FINALISTS OF INDIA D2C AWARDS TO JURY</p> <ul style="list-style-type: none"> • Excellence in Quick Commerce • Marketing & Promotion • Omni-Channel Capability • Ad Spend Optimization <p>Jurors: Abhiram Bhalariao, Partner, V3 Ventures Ameesha Prabhu, CEO, TRRAIN Amit Khanna, Partner & Leader, Front Office Transformation, PwC India Anand Dutta, Associate Executive Director, Head Retail – South & East, India, CBRE South Asia Pvt Ltd Anand Shankar, Vice President, Sharrp Ventures Ashish Dhir, Executive Vice President (Consumer and Retail), 1Lattice Banupriya Sudhakar, Director; RMS Client Service, NielsenIQ Barathi Srinivasan, Partner, Kearney Deepak Sharma, Principal, Kearney Devangshu Dutta, Founder & Chief Executive, Third Eyesight Jermina Menon, Brand & Marketing Strategist Madhumita Mohanty, -, Retail Consultant and Educator Mahadevann Iyerr, Co-Founder & CEO, Maavrus Pankaj Jaju, Founder & CEO, Metta Capital Advisors Prayag Mohanty, Principal, Fireside Ventures Shanti Mohan, Co-founder and CEO, Letventure Shardah Uniyal, Marketing Consultant – Retail, Fashion & Lifestyle Shashank Goel, Senior Principal, Kearney Shashank Randev, Founder, 100X.VC Smita Bhatia, Business Consultant, Third Eyesight Sonu Shah, Director, Customer Success Retail Vertical India, NielsenIQ Viren Razdan, MD, Brand-nomics Zoeb Ali Khan, Vice President, Sauce.vc</p>
<p>05:00 - 05:45 pm REVERSE AGEING: WHEN LEGACY BRANDS GET DIGITAL-NATIVE MAKEOVERS <i>From fashion to FMCG, offline-first businesses have been actively investing in D2C infrastructure and brand creation over the past 3-4 years. Riding on advances made in digitalisation, big data, and analytics has opened new frontiers, gotten traditional brands much closer to consumers and transformed their advertising and marketing game-plans. New products – aimed almost exclusively at digital-natives – are already accounting for promising sales numbers, and making legacy brands familiar to young Indians. However, as a business model, D2C is in many ways the opposite of conventional distribution and retail. How are traditional businesses making the transition, and can their legacy strengths in brand recall, distribution and market reach challenge pure-play D2C brands in any way?</i></p> <p>Moderator: Vivek Sandhwar, COO, Being Human Clothing</p>	<p>Panelists: Abhijeet Singh, CEO & Co-founder, Appbrew Dr. Rahul Singh, Co-founder, EcoSoul Home Nina Lekhi, MD & Chief Design Curator, Baggit Pratik Mukherjee, Head of Business - Beauty, House of Masaba Ravi Saxena, Founder & CEO, Wonderchef Rohit Khetan, Chief Marketing & Sales Officer, Ginesys Soumava Naskar, MD, Hummel India & SEA Sreekanth Chetlur, Chief E-Commerce Officer, Shoppers Stop</p>

Agenda - Day 1 | Wednesday, 28th Aug. 2024 continued...

05:45 - 06:30 pm

MONEY TALKS! THE TRUTH ABOUT CREATORS AND INVESTORS

A VC-D2C alliance hinges largely on Metrics, Spreadsheets, Creative Controls and Cash Flows. While for both sides, profitability is the primary target, ideas on the route to get there differ more often than not. For funded D2C businesses, VCs sometimes look like Class Monitors; for investors, many startup founders seem like idealistic – albeit, genius – adventurers. Yet, this left brain-right brain collaboration is the mainstay of – and oxygen for – the D2C juggernaut. At their best, these partnerships deliver outstanding success stories with highly lucrative returns for all stakeholders. With investors adopting more stringent 'monitoring' practices today, are D2C dreamers and creators prepared to sacrifice some freedoms for more pragmatic brand creation? Expect some unvarnished truths in this straight-talking encounter!

Moderator: Shuchi Pandya, Principal, **Fireside Ventures**

Panelists:

Adil Qadri, Founder & CEO, **Adilqadri**
Alok Paul, Co-founder, **Berrylush**
Anuj Nevatia, Co-founder & Director, **Bacca Bucci**
Karan Goyal, Founder, **Kreative Digital**
Rajat Agarwal, Principal, **12 Flags**
Surov Kakoti, Chief Product Officer, **Plix Life**
Vikram Gupta, Founder & Managing Partner, **IvyCap Ventures**

06:30 - 07:00 pm



BALL ROOM

07:00 - 08:00 pm



STORIES THAT INSPIRE: TALES FROM GIFTED ENTREPRENEURS WHO DARED TO DREAM

5-MINUTE TALKS

Chasing Dreams | Starting from Scratch | Disrupting the Normal | Fearless Entrepreneurship | Master Strokes | Capital Gains | Merging Passion & Process | Reversing Failure

Abhijeet Anand, Founder & CEO, **abCoffee**
Adil Qadri, Founder & CEO, **Adilqadri**
Alok Paul, Co-founder, **Berrylush**
Anuj Nevatia, Co-founder & Director, **Bacca Bucci**
Dr. Rahul Singh, Co-founder, **EcoSoul Home**
Chef Harsh Kedia, **Sugarless Halwai**
Radhika Dang, CEO & Founder, **The Good Karma Co.**



Launch of India D2C Report 2024

08:00 pm onwards

D2C UNPLUGGED: TALES & TASTINGS

Cocktails, Celebrations & Dinner



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Agenda - Day 2 | Thursday, 29th Aug. 2024

09:30 am onwards - Registration and Networking

10:30 am onwards @ BALL ROOM



10:30 am - 11:00 am

MASTERCLASS 3: HOW INDIA SHOPS ONLINE

By Almona Bhatia, Chief Business Development Officer,

Tata CLiQ & Tata CLiQ Luxury

Exploring the factors driving the growth of online shopping in India and understanding the trends, product categories, and shopping habits dominating the e-commerce market

11:00 am - 11:45 am

BEYOND THE ALGORITHM: NAVIGATING THE EVOLUTION OF BRANDS, CREATORS, CONTENT & CONSUMER'S LANDSCAPE

This topic explores the dynamic interplay between brands, content creators, and consumers in today's rapidly evolving landscape. It delves into how brands are adapting to the changing expectations of consumers, who are increasingly seeking authentic and personalized content. The role of content creators as influential intermediaries is examined, along with the challenges and opportunities they face in navigating the ever-changing algorithms and platforms. Additionally, the discussion will explore how consumers are engaging with content and brands in new ways, driven by factors such as social media, influencer marketing, and the rise of D2C Brands.

Panelists:

Aaina Jain, **Content Creator**

Arjun Vaidya, Co-founder, **V3 Ventures**

Nikita Khanna, Founder, **Moxie Beauty**

Prabhu Karthikeyan V, Co-Founder, **The Good Bug**

Moderator: Vivek Biyani, Founder, **Broadway**



SESSION PARTNER

11:45 am - 12:30 pm

Reversing the Cost Burden of Reverse Logistics

The burden of returns is the price eCommerce businesses pay for selling products unseen and for providing doorstep convenience. However cost-inefficient and sub-optimal they may be to a business's P&L, they are a fact of modern digital commerce.

What makes the difference, however, is returns management. Reverse logistics – involving the process chain of intake, pick-ups and refunds – is as critical as the order-to-fulfilment process itself, in terms of impact on customer experience and retention.

While order returns are a net negative for online brands, best-in-class process management strategies can go a long way in both containing costs and amping up customer experience, as this session illustrates.

Moderator: Amit Dawar, Vice President – South, **DHL Supply Chain India**

Panelists:

Aditya Ruia, Co-founder, **Beco**

Akshay Shivpuri, Co-founder, **SAADAA**

Ankita Chaudhary, Co-founder & COO, **Power Gummies**

Arjun Rastogi, Co-founder, **Naagin**

Ashwini Seth, Founder, **Dennison India**

Puneet Tyagi, Vice President, **EGOSS**

Raj Bhagat, Head of Business Strategy, **Heel Your Sole**

Rohit Khemmka, Founder, **WildGlow**

12:30 - 01:00 pm FIRESIDE CHAT:

01:00 - 02:00 pm LUNCH

BALL ROOM	THINK TANK
<p>02:00 - 02:45 pm CHANNEL SURFING: CONFIGURING THE BEST PLATFORM MIX <i>In addition to their own webstores, many D2C brands seem to be favouring category-focussed marketplaces – Nykaa for beauty, FirstCry for mom and baby products, Myntra for fashion, among others – instead of all-encompassing eCommerce platforms. Are vertical marketplaces and own web stores effective brand discovery and customer acquisition platforms? On the other side, leading marketplaces do have economies-of-scale advantages – in services, such as fulfillment, delivery, tech prowess. With each platform offering unique pluses, what goes into configuring the optimal channel mix for a D2C brand?</i></p> <p>Moderator: Sandip Hazra, Director- E-commerce, PwC India</p> <p>Panelists: Arjun Rastogi, Co-founder, Naagin Jasmeet Thind, Co-founder, CoutLoot Khalid Kamal Rumi, CMO, The Indus Valley Ninad Umargekar, Co-founder, HELLO Modern Luxury Gear Tanvi Yadav, E-commerce Head, XYXX Vaibhav Baweja, Head E-commerce, Bestseller India</p>	<p>02:30 - 03:30 pm DELIVERING A STATE-OF-THE-ART ORDER FULFILMENT SOLUTION <i>This session brings brands that are facing challenges and seeking solutions and ways to implement advanced last-mile distribution and warehouse strategies to keep pace with fast-paced shipping.</i></p> <p>Panelists: Abdus Samad, Founder, Sam & Marshall Akshay Shivpuri, Co-founder, SAADAA Ashwini Seth, Founder, Dennison India Kammal V KKalra, Director of Operations, VegNonVeg Manish Patil, Founder & CEO, Pengu Nitin Jain, Founder & CEO, Indi Gifts Pallavi Barman, CMO, HRX Pooja Merani, COO, Wacoal India Pradeep Krishnakumar, Co-founder & COO, Zouk Preety Agrawal, Co-founder, Mural India (KesarCo) Puneet Tyagi, Vice President, EGOSS Pushkar Jain, Founder, Sawai Fragrances & Eze Perfumes Radhesh Sirohiya, Co-founder, Shyle Riddhi Sharma, Founder, BabyOrgano</p> <p>Moderator: John Paul Joseph, General Manager – Business Development – Retail, DHL Supply Chain India</p>
<p>02:45 - 03:30 pm DRIVING D2C SUCCESS: THE STRATEGIC IMPORTANCE OF MASTERING INVENTORY OPTIMIZATION</p> <ul style="list-style-type: none"> Leveraging Technology for Inventory Management Strategic Impact of Inventory Optimization Navigating Market Fluctuations: Flexibility and Agility in Inventory Management <p>Panelists: Amar Preet Singh, Co-founder & COO, Neeman's Ashutosh Kumar, Founder, Offmint Jeevika Tyagi, CEO & Founder, Aastey Sandip Kanti Baksi, COO, AstorMueller India Vani Chugh, Co-founder & Director, D'chica</p> <p>Moderator: Vaibhav Shukla, VP & Global Head, Merchandising & Planning solution, Increff</p> <div data-bbox="771 1291 954 1480">  <p>SESSION PARTNER</p> </div>	<div data-bbox="1263 1270 1507 1369">  <p>ROUNDTABLE PARTNER</p> </div>
<p>03:30 - 04:15 pm CUSTOMER RETENTION: HOW TO MAGNETIZE BRAND APPEAL <i>Customers like brands that want them to stick around, understand them, and solve unique needs or problems. On the other side, for a business, research from Harvard Business School shows that increasing customer retention rates by a mere 5% can boost profits by 25-95%. Clearly, customer retention is a win-win. But what happens in a crowded marketplace with numerous me-too brands?</i></p> <p><i>While offering an outstanding and differentiated product is a no-brainer and a great loyalty magnet, many D2C brands appear to be performing better on customer acquisition than retention. Are customers typically fickle, no matter what a brand does? Is the current 'Choice Overload' environment – along with inconsistent brand experiences – influencing brand loyalty negatively?</i></p>	<p>Panelists: Joseph Paul George, Director, Vismay Kanchan Shah, Head Marketing, Brand Concepts Mihir Wakhrekar, Business Head- Online D2C, EatSure Niharika Talwar, Founder & CEO, Marsallime Sagar Bhalotia, Co-founder, TagZ Foods Samir Srivastav, CEO, Looks Salon</p> <p>Moderator: Bhavesh Pitroda, Convenor, India D2C Summit & CEO, IMAGES Group</p>

Agenda - Day 2 | Thursday, 29th Aug. 2024 continued...

BALL ROOM

04:15 - 05:00 pm

HOW CAN OMNICHANNEL UNIFIED RETAIL TRANSFORM CUSTOMER JOURNEYS?

Moving beyond the buzzwords to uncover practical strategies for delivering scalable, profitable, and engaging customer journeys, panellists in this session will discuss how integration of technology and channels have created seamless retail experiences - fostering customer loyalty and driving growth. Also insights will be shared on the strategic moves of D2C brands as they adopt an all-channel approach to expand their reach, enhance operational efficiency, and deepen their geographic presence.

Moderator:

Ranjan Sharma, CIO & Head-Supply Chain, **Bestseller India**

Panelists:

Abhinav Mathur, Founder, **Something's Brewing**
Bhuman Dani, Founder & CEO, **WickedGud**
Chitresh Sinha, Founder, **The Plated Project**
Mihir Jain, Sales & Marketing Director, **Insight Cosmetics**
Pradeep Krishnakumar, Co-founder & COO, **Zouk**
Shammi Agarwal, Director, **Pansari Group**
Shivi Singh, Founder & CEO, **ClearDekho**

05:00 - 06:00 pm

GRAND FINALE SESSION:

MONITORS AND CREATORS: WHOSE GAME IS IT ANYWAY?

In a startup world, investors see themselves as the monitors, while founders are typically creators first. Therefore, conflicts between the two are almost a default feature of a relationship that in effect funds a dream. From 'off' chemistry to differences of opinion to what some founders see as shackles on entrepreneurial freedom, the reasons could be any or a mix of all. Here it is, out in the open. D2C Founders and Investment Honchos address pain points on Cash, Control, Creativity, Chemistry and Culture in a supercharged encounter.

Moderator:

Devangshu Dutta, Founder, **Third Eyesight & PVC Partners**

Panelists:

Akshay Mahendru, Co-Founder & CEO, **The Pet Point & Nootie**
Ankita Balotia, VP, **Fireside Ventures**
Aashish Vanigota Principal - Investments, **IvyCap Ventures**
Bhawna Bhatnagar, Co-founder, **We Founder Circle**
Harmanpreet Singh, Founder & Managing Partner, **Prath Ventures**
Kiru Maikkapillai, Founder, **The Divine Foods**
Kumar Saurabh, CEO, **Accessorize London**
Malvika Jain, Founder, **Sereko**
Mohit Khatri, Founder, **Perfumery India**
Nitya Agarwal, VP, Investments, **3one4 Capital**
Pooja Merani, COO, **Wacoal India**
Radhika Dang, CEO & Founder, **The Good Karma Co.**
Rahul Aggarwal, Founder, **Coffeeza**
Udit Toshniwal, Founder & Director, **The Pant Project**
Vamshi Krishna Reddy, Partner, **Kalaari Capital**
Vani Chugh, Co-founder & Director, **D'chica**
Yash Kotak, Co-founder, **Boheco**
Yashesh Mukhi, Co-founder, **Chupps**
Zoe Ali Khan, Vice President, **Sauce.vc**

06:00 - 07:00 pm



07:00 pm onwards

India D2C Awards 2024 powered by Broadway



Followed by Felicitations, Cocktails, Celebrations & Dinner

Note: Session dates, timings, titles, briefs, anchors/ moderators/ speakers/ panelists, presenters are subject to change