

7<sup>th</sup>



# IEIA OPEN SEMINAR 2017 - PROGRAMME SCHEDULE

## “EXHIBITIONS – ECONOMIC GROWTH ENGINES”

### Thursday, 04 May 2017

19:00 – 22:00 hrs **Welcome Dinner at Courtyard by Marriott, Mumbai International Airport**

### Friday, 05 May 2017 – Bombay Exhibition Center

09:00 – 10:00 hrs **Registration & Networking**

10:00 – 11:00 hrs » **Inauguration**

Chief Guest: **Shri Jaykumar Rawal**, Minister for Tourism, Govt. of Maharashtra

Guest of Honor: **Mr. Kai Hattendorf**, MD & CEO, UFI, Paris

**Mr. Chander Mansharamani**, Vice Chairman, ICPB

Present: **Mr. KV Nagendra Prasad**, President, IEIA | **Mr. Ravinder Sethi**, Vice President, IEIA |

**Mr. Rajiv Malhotra**, Hon' Secretary, IEIA | **Mr. MB Naqvi**, Hon' Treasurer, IEIA |

**Mr. Sumant J Patel**, Executive Chairman, NESCO Limited

» **Signing of Reciprocity Agreements with**

1. Italian Exhibition and Trade Fair Assn. (AEFI)
2. International Association of Exhibitions in Latin America (AFIDA)
3. Brazilian Association of Promoters of Business Fairs (UBRAFE)

» **Presentation of IEIA Lifetime Achievement Award**

11:00 – 11:45 hrs **Special Address - 'India as a Trending Investment Destination'**  
by **Mr. Varun Sood**, Invest India

11:45 – 12:30 hrs **Session 1 : Building robust eco system for development of exhibition industry in India**  
**Panelists:** **Mr. Michael Duck**, Executive Vice President of UBM Asia  
**Mr. Vinay Shankar Mathur**, Dy. Secretary General, FICCI  
**Mr. Anbu V**, DG, Indian Machine Tools Mfrs. Assn. & CEO, BIEC  
**Mr. J Shankar**, GM - Trade Fair, CII  
**Moderator:** **Mr. Ravinder Sethi**, MD, RE Rogers India

12:30 – 13:00 hrs **Special Address: 'Global Exhibition Industry Trends' by**  
**Mr. Kai Hattendorf**, MD & CEO, UFI, Paris

13:00 – 14:00 hrs **Networking Lunch**

14:00 – 14:45 hrs **Session 2 : Developing Leaders for the development of the Industry**  
**Panelists:** **Mr. Praveen Kumar Mittal**, Addl. Director - Trade Fairs, FICCI  
**Mr. Sajid Desai**, CEO, NürnbergMesse India  
**Mr. Sumit Gandhi**, CMD, ABEC Exhibitions and Conferences Pvt. Ltd.  
**Mr. Ashish Kumar**, Partner, EAC International Consulting  
**Mr. Sooraj Dhawan**, Director, Falcon Exhibitions Pvt. Ltd.  
**Moderator:** **Mr. Bhupinder Singh**, CEO, Messe Muenchen India

14:45 – 15:30 hrs **Session 3 : Leveraging Technology for Greater Experience to Exhibitors & Visitors**

**Speakers:**

**Dr. Mykyta Fastovets**, Co-founder and CTO, ExpoPlatform

**Mr. Atul Todi**, Co-founder and CEO, 10Times.com

15:30 – 15:45 hrs **Networking Coffee Break**

15:45 – 16:30hrs **Session 4 : Innovative Stand Designs that made a difference - Case Studies**

**Presenters**

**Mr. Vinay Mittal**, CMD, Deepali Designs & Exhibits Pvt. Ltd,

**Mr. Tushar Agarwal**, Expro Events Pvt. Ltd.

**Mr. Balaram Babu**, Director, Violet Worlwide Pvt. Ltd.

16:30 – 17:00 hrs **CEM Graduation Ceremony**

**Presided by: Mr. Anbu V**, CEO, BIEC

**Certificates awarded by: Mr. Dennis Smith & Mr. Antonio Manuel Brito** Directors of IAEE

17:00 – 19:00 hrs

» **B2B – Match Making Session**

» **Young Professional Meet-up, by IAEE, USA**

» **Tour of Bombay Exhibition and Convention Center**

19:00 – 22:00 hrs **Gala Dinner at Bombay Exhibition Center**

## Saturday, 06 May 2017

10:00 – 10:45 hrs

**Special Address: Future of the Indian Economy**

by **Mr. Ashok Wadhwa**, Group Chief Executive Officer, Ambit Pvt. Ltd.

10:45 – 11:15 hrs

**Special Address: US Trade Fair Industry Outlook,**

by **Mr. Dennis Smith**, Director, IAEE & President, Messe Frankfurt North America

11:15 – 11:30 hrs

**Networking Coffee Break**

11:30 – 12:15 hrs

**Special Address : “The New Challenges to the Exhibition Industry in 21 Century”,**

by **Mr. Antonio Manuel Brito**, Director, IAEE & CEO, Newevents Global

12:15 – 12:45 hrs

**Special Address : “Trade fairs, a bridge to the World: The Italian Exhibition Industry and its Expectations from India”,** by **Mr. Pietro Piccinetti**, Convener of the Internationalization Commission of AEFI, CEO of Fiera di Roma and of Fiera di Pordenone

12:45 – 13:30 hrs

**Session 5 : Making Exhibitions Work – Crossing bridges with Organisers, Venues, Stand Contractors, Freight Forwarders, etc.**

**Panelists:** **Mr. Binu Nanu**, MD, Meroform India Pvt. Ltd.

**Mr. Armayesh Buhariwala**, Partner, Buhariwala Logistics

**Mr. Satyendra Mehra**, COO, Nuernberg Messe India

**Mr. Balasubramanian**, COO, Bangalore Intl. Exhibition Centre

**Mr. Dibakar Chatterjee**, CEO, Bombay Exhibition Center

**Moderator :** **Ms. Seema Srivastava**, Executive Director, India ITME Society

13:30 – 14:15 hrs

**Networking Lunch**

**14:15 – 15:00 hrs**    **Session 6 : Innovative Exhibitions – Case Studies**  
 ‘IndExpo’ by **Mr. RK Agarwal**, MD, Indore Infoline Pvt. Ltd.  
 ‘Kisan’ by **Mr. Niranjana Deshpande**, MD, Kisan Forum Pvt. Ltd.

**15:00 – 15:45 hrs**    **CEO Conclave: Key Learnings & The Way Forward**  
 Panelists:    **Mr. Udo Schuertzmann**, MD, International Trade and Exhibitions India Pvt. Ltd.  
                   **Mr. Yogesh Mudras**, MD, UBM India Ltd.  
                   **Mr. Bhupinder Singh**, CEO, Messe Muenchen India  
                   **Mr. Manish Gandhi**, COO & ED, ABEC Exhibitions and Conferences Pvt. Ltd.  
                   **Mr. Jayaraman Nair**, Chairman, Virtual Info Systems Pvt. Ltd.  
                   **Mr. Gaurav Juneja**, Director, MEX Exhibition Pvt. Ltd.

**Moderator: Mr. Ashish Gupta**, Director, Winmark Services

**15:45 – 16:00 hrs**    **Presenting “The Way Forward” by Market Insight Consultants**

**16:00 - 16:30 hrs**    **Presentation of Mementoes & Vote of Thanks**

**16:30 – 16:45 hrs**    **Networking Coffee Break**

**16:45**                    **IEIA Open Seminar 2017 Concludes**

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