

# SCHEDULE

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WEDNESDAY, MAY 29, 2019

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## 10:30am - 4:00pm

Venue: Poppy Hills - Pebble Beach, CA

*Golfers meet in the lobby for departure at 10:30 am.*

## RETAILNEXT OPEN

NEW TO GOLF? Join the teaching pros at Poppy Hills for a lesson before the tournament begins (10:45 - 11:30am).

Driving range and putting green available for warm-up.

**Shotgun start:** 11:30 am.

## 11:00am - 2:30pm

Venue: A Taste of Monterey

*Guests meet in lobby for departure at 11:00 am.*

## CUSTOMER WINE TASTING

Join the members of the RetailNext team for a fun wine blending session before lunch.

**Sponsored by:** Fitch Ratings

## 6:00pm - 9:00pm

Venue: Monterey Plaza, Central Upper Plaza

## WELCOME RECEPTION

Dinner served throughout.

The Central Upper Plaza is located ocean side of the Monterey Plaza.

**Attire:** Business Cocktail

Musical Entertainment by Mark Banks

THURSDAY, MAY 30, 2019

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## 7:30am

Venue: Dolphins Ballroom

## BREAKFAST

**Sponsored by:** US Infocomm

## 8:30am - 4:45pm

Venue: Cypress Ballroom

## GENERAL SESSION

## 8:30am

Venue: Cypress Ballroom

## CEO OVERVIEW & PANEL

The lines between digital and physical, retail and experience, and old school vs. new continue to blur. Retail is evolving in exciting ways, and this panel of senior executives will explore what's working, what's not and what retailers need to do to ensure success.

**Moderator:** Alexei Agratchev, CEO & Co-Founder - RetailNext

### Panelists:

Mitchell Gold, Chair-man & Co-Founder -

Mitchell Gold + Bob Williams

Kerry W. Cooper, President & COO - Rothys

Aaron Sanandres, CEO & Co-Founder - UNTUCKit

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**9:25am**

Venue: Cypress Ballroom

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**10:00am**

Venue: Point Lobos

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**10:30am**

Venue: Cypress Ballroom

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**12:00pm**

Venue: Dolphins Ballroom

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## **INNOVATIVE FORMATS IN RETAIL**

The past year saw the birth of a multitude of new formats of retail innovation. From pop-up shops and high-end restaurants to mixed-used spaces and virtual reality experiences, nearly everyone wants to get into the innovation game. Join these mall operators and retail innovators as they discuss what they've been working on and what else is up their sleeves.

**Moderator:** Megan Berry, CEO & Founder - by REVEAL

**Panelists:**

Shawn Pauli, SVP, Leasing Operations - Westfield  
Jim Ward, VP, Innovation & New Business Ventures - CBL  
Jameson Valone, AVP, Digital Marketing - Macerich

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## **RETAILER SHOWCASE**

This extended networking break provides ample time to connect with colleagues as well as explore the Retailer Showcase. The Retailer Showcase focuses on some of our most innovative retail partners sharing what RetailNext is doing with them along with other technology innovators.

**Networking Break Sponsored by:** Kinettix

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## **MODELS FOR RETAIL REINVENTION**

### **Winning Formulas: Influencers, Data Driven Brands, Transparency**

What does it take to build a brand in today's millennial and Gen Z world? Influencers, data and product transparency all play parts, but what works best, and are there formulas that are universal?

**Moderator:** Lee Greene, VP Partnerships - GRIN

**Panelists:**

Ivka Adam, CEO & Founder - Iconery  
Allie Egan, President - Cynthia Rowley  
Sid Gupta, Founder - Last Brand

### **Today's Retail Associate**

Good in-store teams have always been key to a retailer's success, but the playing field has changed. Associates now expect more, and emerging technologies empower a different kind of success. Join this all-star team of retailers as they cover topics ranging from associates as influencers to letting teams determine their own schedules (and making it work).

**Moderator:** Sanish Mondkar, CEO - Legion

**Panelists:**

Angela Larch, Dir. of Store Ops & Training - Destination XL  
Eoin Harrington, Founder - Pearl Design

### **Keynote Presentation: The TOBE Report**

The Projection with Executive Vice President, Leslie Ghize.

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## **LUNCH**

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**1:15pm**

Venue: Cypress Ballroom

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## **BLURRING GEOGRAPHIC BOUNDARIES**

### **New Retail Evolution in China**

The retail ecosystem in China is exploding, expanding exponentially across its vast geography. Learn how Cue, RetailNext's strategic development partner in China, considers the Chinese shoppers' connected journey, approaches comprehensive retail analytics, and advances shopper understanding in global retail's new frontier.

**Presented by:** Victor Shao, CEO - CUE China

### **Case Study in Analytics - Hankyu & Snow Peak**

Learn how one of the largest department stores and one of the most innovative specialty retailers in Japan leverage analytics to better understand their shoppers, driving performance through data insights and long-term strategic thinking.

**Hosted by:** Miyuki Kaneko, REM - RetailNext

### **Case Studies Presented by:**

Mitsuo Okamoto, Dir. of Fashion Sales - Hankyu  
Noah Reis, Director, Chief Supply Chain Officer - Snow Peak

### **Erasing of Boundaries**

How does a retailer successfully establish and build upon its brand beyond the borders of its home country? Join this group of global retail leaders as they discuss how they think about their businesses around the world.

**Moderator:** Greg Porlier, Head of International Sales - RetailNext

### **Panelists:**

Ashley Micklewright, President & CEO - Bluebell Group  
Noah Reis, Director Chief Supply Chain Officer - SnowPeak

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**2:40pm**

Venue: Point Lobos

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**3:10pm**

Venue: Cypress Ballroom

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## **RETAILERS AS TECHNOLOGISTS**

### **AREA 15: Radically Re-imagining Retail**

There continues to be a lot of conversation around the reinvention of the shopping mall, but perhaps no mall has been more highly anticipated than Las Vegas' innovative Area 15. This presentation focuses on Area 15's radically re-imagined retail, art and entertainment complex, scheduled to open in late 2019.

**Presented by:** Michael Beneville, CCO - AREA 15

### Valuing the Creators

Technology investments are driving valuations for retailers across the board - from legacy companies all the way down to digital startups. The big question is “Where does the valuation come from? Is it the retail idea, the operational excellence, the consumer connection or the tech itself”? This panel of financial experts will discuss how retailers should be thinking about technology investments and how these investments drive valuation.

**Moderator:** Kindra Tatarsky, Venture Partner - Touchdown Ventures

#### Panelists:

Jennifer Davis, Managing Director - Goldman Sachs  
Oliver Chen, Managing Director - Cowen and Company  
Monica Aggarwal, Head of Retail and Consumer - Fitch Ratings  
Eric Roth, Managing Director - MidOcean Partners

### Making the Smart Bets

The blending of retail and technology is upon us, blurring the lines like never before. However, where should a retailer place its bets in order to better its shopper experience and business results? These experts will discuss what's real, what's emerging and what's more hype than substance.

#### Moderator:

Amra Tareen, Head of Innovation - Bed Bath & Beyond

#### Panelists:

Arun Nair, CTO & Co-Founder - RetailNext  
Stacy Shulman, CIO: IOTG/Retail - Intel  
Lockie Andrews, Chief Digital Officer - UNTUCKit

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**7:00pm - 10:00pm**

Venue: Monterey Bay Aquarium

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### THE 9TH ANNUAL GALA DINNER

Guests meet in lobby for departure at 6:30pm.

**Attire:** Business Casual

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## FRIDAY, MAY 31, 2019

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**8:00am**

Venue: Dolphins Ballroom

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### RETAILER 1:1 BREAKFAST

Connect with former colleagues or new connections made at the RetailNext Executive Forum. This time is set aside for a casual exchange of ideas, networking or just reading the paper on your own!

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**9:30am & 10:30am**

Venue: Big Sur & Robert Louis Stevenson

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## RETAIL ROUNDTABLES

**Full Path Analytics:** Join RetailNext's Head of Retail Consulting, Lauren Bitar, for an in-depth conversation on analytics including applications, best practices and case studies.

**Driving Adoption Through More Effective Training, Communication and Collaboration Across The Enterprise:** Join CEO of Legion, Sanish Mondkar, and RetailNext's Training Manager, Rachele Benson, to discuss workforce management and learn more about RetailNext training tools to drive adoption across your enterprise.

**Product/Technical Q&A:** Join RetailNext's Director of Product Management, Vedrana Novosel, for a round of Technical Q&A, a roadmap overview and an open conversation on the latest and greatest RetailNext innovations.

**Connected Journey:** Join RetailNext's CMO, Bridget Johns, to uncover the Connected Journey. This discussion will center on connecting digital footprint data to the in-store experience. RetailNext's groundbreaking partnerships with LiveRamp and Facebook will be explored to help understand how you can connect your shoppers' physical and digital footprints to unlock missed opportunity and drive sales and conversion in your stores.

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**11:30am**

Venue: Dolphins Ballroom

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## LUNCH

Seated and "to-go" options available.

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**12:30pm**

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## DEPARTURE

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