



中国连锁经营协会主办
SPONSORED BY CHINA CHAIN STORE & FRANCHISE ASSOCIATION

Exploring New Sources of value In An Era of Multi-format Retailing

探寻多元零售时代 新价值源

第十二届中国连锁业会议

The 12th China Retail Industry Convention

2010中国零售领袖峰会

China Retail Leadership Summit 2010

2010年11月4-7日 南京 4th-7th Nov. 2010 Nanjing

特别鸣谢 Special thanks to the following companies for their valued support:

第十二届中国连锁业会议协办单位:



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合作伙伴



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The 12th China Retail Industry Convention Going to Unveil

Dubbed as “China Retail Davos”, the 12th China Retail Industry Convention will be held in Nanjing, Jiangsu Province on November 4th -6th this year.

Centering on the theme “Exploring New Sources of Value in an Era of Multi-Format Retailing”, the Convention will also explore topics on: diversified retail formats strategy; E-Commerce; best Practices for technology and management; distribution system construction and supply chain management; development of shopping centers; capital management; and changes of purchasing patterns, etc. A series of discussions will be conducted on the plenary session and parallel sessions.

The 2010 China Retail Leadership Summit, ahead of the 12th Convention will be an invitation-only premium event, on which the top leaders of China’s retail industry will share insights, compare notes, build up social networks and reach the common ground concerning retail policies and problems to realize the sustainable growth of the Retail industry.

In addition, the awards for 2010 CCFA Person of the year; Best Place to Work at; Retail Innovation Award of the Year and Best Store Manager will also be released on the convention.

Meanwhile, the 12th China Chain Store Expo, the Fifth Meeting of the 3rd CCFA Council, and a series of activities will also be held.

We sincerely invite you to join us at this Convention and Expo. We are convinced that your participation will contribute to the great success of the event.

Looking forward to seeing you in Nanjing!



China Retail Leadership Summit 2010

Nov. 4, 2010

Hotel Sofitel Galaxy Nanjing

Programme

09:30 – 09:40

Welcome Speech by CCFA President

09:40 – 10:45

Integrated Management of Multi-Format Retailing

Chen Yougang Partner McKinsey & Company

Sun Weimin Vice-President SUNING APPLIANCE Co., Ltd.

Chen Shuo Chief Operating Officer VAGUARD Co., Ltd.

Zhang Xiancun President Qingdao Weekly Co., Ltd.

10:50 – 11:30

Retail Chains and Capital Markets

Ke Zhenhong Audit Apartment Partner PricewaterhouseCoopers

Wang Jianguo Jiangsu Five Star Investment Holdings Group Co., Ltd. President

Dr. Wang Ping Shenzhen Cypress Capital Co., Ltd. President

11:30 – 11:45

Changing Shopper Behaviour

Simon Hall TCC Co., Ltd. Regional Business Development Director-Asia

12:00 – 13:00

Delegate Lunch

13:30 – 14:30

Construction of Human Resource Strategic Mechanism

Zhu Fang *China Business Daily* Vice-Chief Editor

Peter Huang RT-MART Limited Shanghai Co., Ltd. CEO & President

14:30 – 15:30

Customer Study and Consumer Trends Analysis

Janet Hoffman Accenture Co., Ltd. Managing Director

Ed Chan Walmart (China) Investment Co., Ltd. Global SVP, China President & CEO

Kal Patel Best Buy Shanghai Ltd. President, Asia Pacific/Global EVP



TOMIHIRO

SAEGUSA CHENGDU ITO-YOKADO CO., LTD. Chairman

(by invitation only, Simultaneous translation provided, if you would like to receive an invitation, please contact huiyi@ccfa.org.cn)

18:30 – 20:00

Networking Banquet and Award Presentation



12th China Retail Industry Convention

November 5 – 6, 2010

Nanjing International Exhibition Centre

Exploring New Sources of Value in an Era of Multi-Format Retailing

Programme

Nov. 5, 2010

Main Conference Hall

09:00 – 11:00 Plenary Session (Simultaneous translation provided)

- Opening Ceremony
- Speech by Government Officials
- Keynote Speech by the Chairman of CCFA Council

Chen Lang VAGUARD Co., Ltd. Vice-Managing President,
China Resources Enterprise Ltd. Managing President

- Panel: Retail Trends and Outlook

Chaired by:

Sun Jian Home Inn Hotel Inc. CEO

Panelists:

Zheng Wanhe Beijing Wangfujing Co.,Ltd. President

Wei Zhe Alibaba Co.,Ltd. CEO & Executive Director

Eric Legros Carrefour Co.,Ltd. President & CEO for Greater China

Douglas A. Jackson Coco Cola Co.,Ltd. President for Greater China

Nicolas Delagiroday P&G Co.,Ltd. Greater China Market Strategy & Planning Division
Director

- Field Survey Report

Xu Jianzhen Deloitte Touche Tohmatsu C.P.A. Co.,Ltd Partner

- CCFA Award Ceremony: Best Place to Work at 2010,

Nov. 5, 2010, 14:00-17:30

Nov. 6, 2010 , 08:30-10:00



Theme Forum (No translation)

Online Retailing

(On November 5 only)

This forum will focus on “the complementarity between brick-and-mortar retailing and online retailing.” The main advantages of online retailing are: stable supply channel, more complete logistics system, and strong brand; Online retailing could also provide consumers with a rich shopping experience and sound after-sales services.

- Traditional retailer expanding to E-Commerce

Zhang Guoheng Meiyijia Convenience Shop General Manager

- Outlook for Multi-channel Retail

Yang Dehong eFuture Information Technology Inc. President

- Outlook for on-line Retail

Xu Jing Red baby Company Vice-President & CIO

Retail Innovation

“retail innovation award” winners will share cases in this forum. Innovation is the driving force for the sustainable development of a company.

- Format innovation
- Technology innovation
- Management innovation

Shop Design Creates Value for Retailers

RKurt Durrant Group rkd retail/iQ President & Idea man

Retail Distribution

Current status of retail Distribution

Li Tao Director of CCFA Logistics Committee & Beijing Times Commercial Union Co., Ltd. President

Efficient supply chain provides fine service

Michael Sault TESCO Distribution Planning Manager

Distribution system for convenience store: low-cost, speedy and accurate

Cai Guangwen Uni-champion logistics Co., Ltd. General Manager



Case Study: Construction of Cold Storage for Retailers

Ji Zhijian Dalian Sanyo Cold-Chain Co., Ltd. General Manager

Keys for Successful Retail DC

Jonathan Kwok Manhattan Associate Greater China General Manager

Panel 1:

Process optimization and logistics information system construction

Chaired by:

Niu Donglai Expert of CCFA Logistics Committee, Beijing eService information technology Co., Ltd. President

Panelists:

Jiang Zongming Anhui Commercial Capital Co., Ltd. Vice-General Manager

Zhang Qi Red Prairie -Greater China Sales Manager

Modern logistics technology and promotion of distribution efficiency

Yan Menwei Hangzhou LIANHUA HUASHANG GROUP CO.,LTD. Deputy General Manager

New era of retailing and logistics innovation

Liu Bo BEST logistics technology Co.,Ltd. E-commerce Division General Manager

Panel 2:

Technology leads the future of logistics

Chaired by:

Chien Jung Liao Expert of CCFA Logistics Committee & TAIWAN Soochow university department and institute of business administration Professor

Panelists:

Zhang Dasheng Motorola Co.,Ltd. President of enterprise solutions

Frank Tonna CHEP(China) Company Limited Sales Director

David Ho Tigertech Logistics Technology Co.,Ltd. Vice-General Manager

Zhu Li DAIFUKU(Shanghai) Ltd. Technical Director

November 6, 2010



Main Conference Hall

10:30 – 12:00 Plenary Session

- Panel: To attain greater values supported by IT

Chaired by:

Di Tongwei Liqun Group Co.,Ltd. Vice-President

panelists:

Wu Jianzhong Wu Mart STORES, INC. President

Xu Naijie Wincor Nixdorf AG Retail Division General Manager

Wong Chengwei HP (China) Information Group Desktop Solutions Director

- Speech by CCFA President
- 2010 CCFA Persons of the Year Award
- CCFA Council Chairman Handover Ceremony

14:00-17:30 Thematic Sessions (No translation)

Forum One:

Store Operation Symposium & Annual Exchange Meeting of Best Store Managers

The conference will offer an opportunity for the senior managers to discuss the operation and management of chain stores. This session will invite well-known retail specialists and 2010 CCFA Top 10 Store Manager Winners to share management experience and best practices

Forum Two:

Retailers Participate in the Development and Operation of Shopping Centres

- Current status of the shopping center development by Retailers

Wu Ruiling Vice Secretary-General, CCFA

- Panel 1: Models, opportunities and risks in the development of community shopping centers

Chaird by:

Lucy Cheng Beijing Abunch Consultancy Managing Director

Panelists:

Cai Yuxiang CENTURY 21 Real Estate Agents General Manager

Jiang Limin Liaoning Xinglong Happy family commercial group Mall Director

Sun Tao CHINA RESOURCES VANGUARD Co.,Ltd. Shopping Center Business Division General Manager

- Insight Share: Cases from Japan



Zhu Jing AEON Co., Ltd. Strategic Development of China General Manager

- Insight Share: Cases from Western Countries

Dick Groves RDC • Retail Development Consultants

- Panel 2: Models, opportunities and risks in the development of urban commercial complex

Chaired by:

Lu Bingquan Beijing Bozhihang Commercial Real Estate Research Institution President

Panelists:

Liu Cong Wuhan Wushang Group Co.,Ltd. President

Qu Dejun Wanda Commercial Management Co.,Ltd. General Manager

Fan Xinpei Guangdong Yihua Department Store Co.,Ltd. President

Yu Zhiliang Changchun Ouya Group Co.,Ltd. Vice-General Manager

Briefing:

Fan Xiaochong Sunshine100 Real Estate Group Standing Vice President

Forum Three

Changes in Retail Purchasing Patterns

- Adjusting Merchandise and Pricing structure of Community Supermarkets

Lu Daisheng Tianjin Jingong Store Co.,Ltd. President & General Manager

- Exploration and Practices: Cold Chain Fresh Produce Operation

Yang Chun Wuhan Wushang Discount Chain Co.,Ltd. Purchasing Vice-General Manager

- Case Share from Metro: Direct Farming

Ren Bing METRO Jinjiang Cash & Carry Co.,Ltd. Commodity Management Division
Senior Manager

- Finding the blue ocean by differentiation operation

Xie Shangdong AnHui HuiShangHomeful Co.,Ltd. Store Image Director

For more information, please visit www.chinaretailexpo.com/ www.chinaretail.org

contact us:huiyi@ccfa.org.cn