

SHOPTALK EUROPE

8-11 October 2017
Copenhagen

EUROPE'S
BLUEPRINT
FOR RETAIL
& ECOMMERCE
INNOVATION

2,250+
ATTENDEES

A BOLD STEP TOWARD
CREATING A GLOBAL
CONVERSATION & COMMUNITY

225+
SPEAKERS



WORKBOOK

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WIFI

Network: Shoptalk
Password: GlobalEvent2018



Scan the QR code above
to download

Available for iOS and Android

Attendee List Available in App
Job Title and Company Only

ONE
UNPRECEDENTED
AGENDA
WITH
100+
CAREFULLY CURATED
SESSIONS
ACROSS
15
INSIGHTFUL TRACKS

225+
AMAZING SPEAKERS
INCLUDING
70%
C-LEVEL EXECUTIVES
110+
CEOs

Shoptalk Europe's agenda is groundbreaking and unmatched.

We are shaping the industry's new narrative by covering all aspects of the evolution of how consumers discover, shop and buy in an age of rapid digital transformation.

The agenda includes an incredible lineup of 225+ speakers representing a broad cross-section of countries and companies. It incorporates all the important new technologies, trends and business models that are disrupting retail and ecommerce across 15 insightful tracks and 100 carefully curated sessions in a variety of engaging formats. We're thrilled to bring this unique experience to

Europe for 2017, just as Shoptalk has done in the US for the past two years. In 2017, our focus has been on developing new blueprints for the future of retail and ecommerce for both the US and Europe. Building on 2017, for 2018 we're bringing Shoptalk Europe together with Shoptalk into an unparalleled global conversation and fresh global community of innovators as part of a single event to be held on 18-21 March 2018 at the Venetian in Las Vegas. Given this integrated approach, Shoptalk will not be held separately in Europe in 2018.

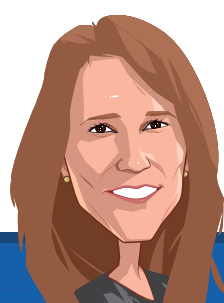
We hope you enjoy Shoptalk Europe and look forward to welcoming you to Shoptalk in just 22 weeks!

--Anil, Zia & The Shoptalk Team

Anil Aggarwal
Founder, Chairman & CEO

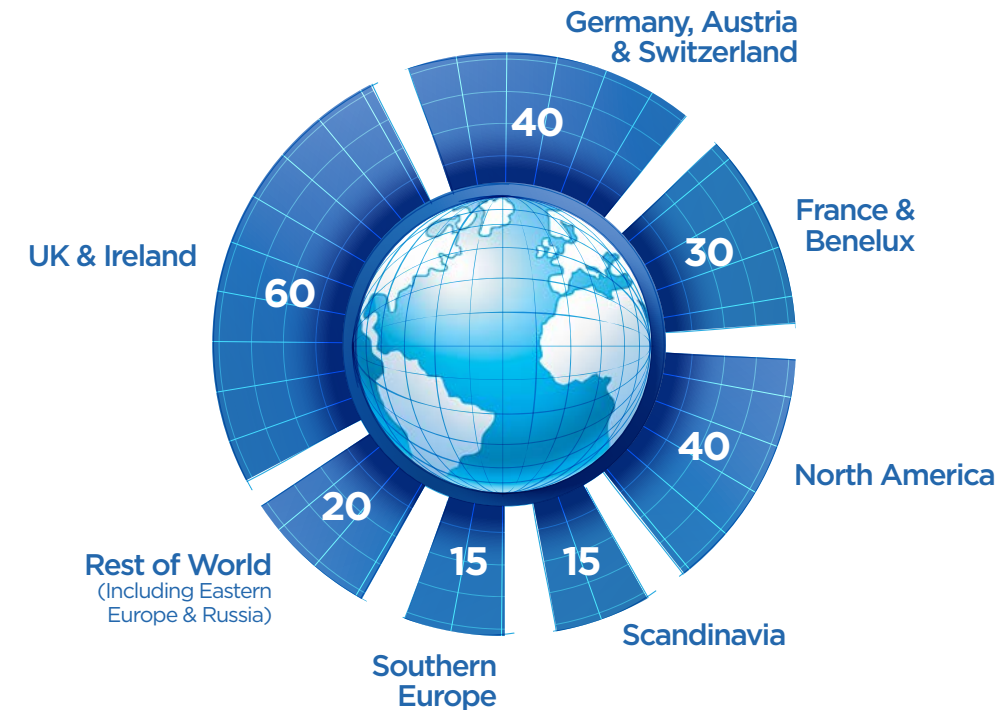


Zia Daniell Wigder
Chief Global Content Officer



A BROAD GEOGRAPHIC DISTRIBUTION OF SPEAKERS

NUMBER OF SPEAKERS FROM EACH REGION



SUBSTANTIAL VENTURE CAPITAL FUNDING RAISED BY SPEAKING COMPANIES

OVER
\$4
BILLION

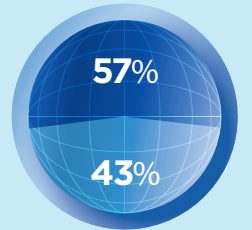
Direct-to-Consumer Startups

OVER
\$1.2
BILLION

Tech Startups

Balanced for Size & Stage of Companies:

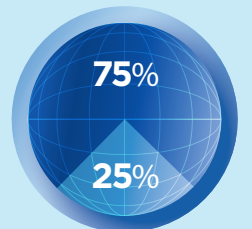
Startups



Established Companies

Incorporating Perspectives from the Front Line of Consumer Engagement & Disruptive Technology:

Brands & Retailers



Tech Companies, Venture Capital Investors, Media & Analysts and More

Senior-Level Speaker Lineup:

50%
CEOs

70%
C-LEVEL EXECUTIVES

90%
VP & ABOVE

SHOPTALK EUROPE'S 225+ SPEAKERS ARE FROM MORE THAN 25 DIFFERENT COUNTRIES

We have speakers from across Europe as well as the US, Canada, China, Israel, Australia and other markets around the globe. Our speakers' companies span categories as well as geographies, and include everything from grocery to fashion, electronics, beauty, home improvement and more.

Below are just a few of the countries, regions and companies on the agenda:

- 1. UK and Ireland.** Our lineup of speakers from the UK includes heavy hitters in luxury fashion such as C-level executives from Harrods, Farfetch, MATCHESFASHION.COM and Lyst. We'll also hear from forward-thinking British retailers including Tesco, John Lewis, Dixons Carphone, House of Fraser and Rapha as well as the CEOs of a variety of innovative startups such as LoveCrafts, Eve Sleep and Thread. From Ireland, we'll hear from the CEOs of Profitero and Everseen among others.
- 2. Germany, Switzerland and Austria.** We have several of the largest German retailers represented at Shoptalk Europe, including C-level executives from consumer electronics retailer MediaMarktSaturn, home improvement retailer OBI, as well as the Director of the Global Innovation Community at METRO. We'll also hear from leaders at some of the best-known, most innovative ecommerce companies in Germany including Zalando, OUTFITTERY, Mister Spex, Brillen.de and Home24. Additionally, speakers from Switzerland include the CEOs of IKEA Switzerland, DeinDeal and Scandit, and from Austria we'll hear from the CEO of SMARTASSISTANT.
- 3. France.** Our speakers from France will include a number of successful French startups including Vestiaire Collective, Augment, and Stuart (acquired by GeoPost). We'll also hear from speakers across a wide range of renowned organizations in France: Our agenda will feature leading venture capital firm Partech Ventures and international business school INSEAD.
- 4. Netherlands.** The Dutch speakers on our agenda represent both established and early-stage companies. Our speakers come from well-known Dutch consumer brands such as Philips and Bugaboo; additionally, we'll hear from the CEOs of well-funded, venture-backed startups such as online grocery retailer Picnic, flower delivery company Bloomon and 3D printing marketplace 3D Hubs.
- 5. Nordics.** With speakers from Denmark, Sweden, Norway, Finland and Iceland, every one of the Nordic countries will be represented on the agenda at Shoptalk Europe. Our speakers come from iconic global brands like Sweden's IKEA and H&M, as well as from traditional retailers like Coop Denmark and hypermarket Hagkaup in Iceland. We'll feature innovative Nordic startups such as Norway's Kolonial.no, Sweden's Fyndiq and Volumental and Finland's Revieve.



- 6. Southern Europe.** Shoptalk Europe includes speakers from a range of companies across Southern Europe, including Spain's international supermarket giant DIA and well-known sunglasses startup Hawkers, as well as Portugal's accelerator Bright Pixel and the VC-backed analytics startup Inovretail. We'll also hear from speakers in Italy including the Head of Amazon Prime Now for Europe and the founder of a design firm focused on sustainable architecture.
- 7. Central Europe and Beyond.** Our speakers from Central Europe and beyond span multiple countries: We'll hear about parcel lockers from the head of Poland's InPost while the CEO of Russian ecommerce leader OZON.ru will talk about the country's shift from traditional retail to ecommerce. Naspers will discuss its approach to the Romanian market through its investment in marketplace eMAG, and we'll hear insights from the CEO of one of Turkey's largest ecommerce sites, Kleiner Perkins-backed Trendyol.com.
- 8. United States and Canada.** At Shoptalk Europe, we bring to the table some of the most innovative US companies shaping the world of retail and ecommerce. We'll hear from major players in tech and ecommerce such as Amazon eBay, Facebook, Google, Microsoft and Pinterest, as well as from the heads of well-known, venture-backed startups including Dollar Shave Club (acquired by Unilever for \$1 billion) and Casper. We'll also hear from large, established retailers including the CEO of Canada's Hudson's Bay Company (owner of Saks Fifth Avenue, Lord & Taylor and Galeria Kaufhof among other brands) and from C-level executives at renowned US consumer brands such as Johnson and Johnson and TUMI.
- 9. Rest of World.** Finally, Shoptalk Europe includes an exceptional lineup of companies from outside of Europe and North America. We'll hear from the Co-CEO of Australia-based international shopping center developer Westfield, the CEO of Hong Kong-based supply chain titan Li & Fung and the Head of Europe for Chinese ecommerce giant Alibaba. We'll also hear about logistics innovation from China's JD.com. Additionally, our speaker lineup will include a number of innovative tech startups from Israel including Twiggie, Voyager Labs, kwik, feelter and Syte.ai, as well as from VTEX, an ecommerce platform provider based in Brazil.

THE SHOPTALK EUROPE AGENDA COVERS THE CRITICAL TECHNOLOGIES IMPACTING RETAIL & ECOMMERCE:

Our international speaker lineup enables us to cover the most critical technologies that are having an immediate and material impact on how consumers discover, shop and buy. Here's a breakdown of just a few key technologies and where you'll find them discussed on our agenda:

- 1. Artificial Intelligence (AI).** Our dedicated session on AI will provide three examples of how AI is being applied in different areas and will include insights from leaders at IBM Watson, Sentient Technologies and BrandAlley. You'll also hear how AI is being used to create a new era of conversational commerce with Google, eBay and Microsoft, and how it's changing the face of search with groundbreaking startups including Clarifai, Twiggie and Slyce. Our session on analytics will include a look at the impact of AI, featuring Germany's Blue Yonder and retailers Dr. Martens and zooplus. And on the Emerging Technologies Spotlight track, Israel's Voyager Labs will share how it's using AI to personalize online shopping, Ireland's Voysis will demonstrate its voice-driven AI platform, and Salesforce will share how its Einstein AI tool can help brands with marketing and commerce.
- 2. Connected Devices.** Our session on IoT and Connected Commerce will look at how well-funded startups like EVERYTHING are enabling connectivity across a growing number of products, and how technology providers like Intel

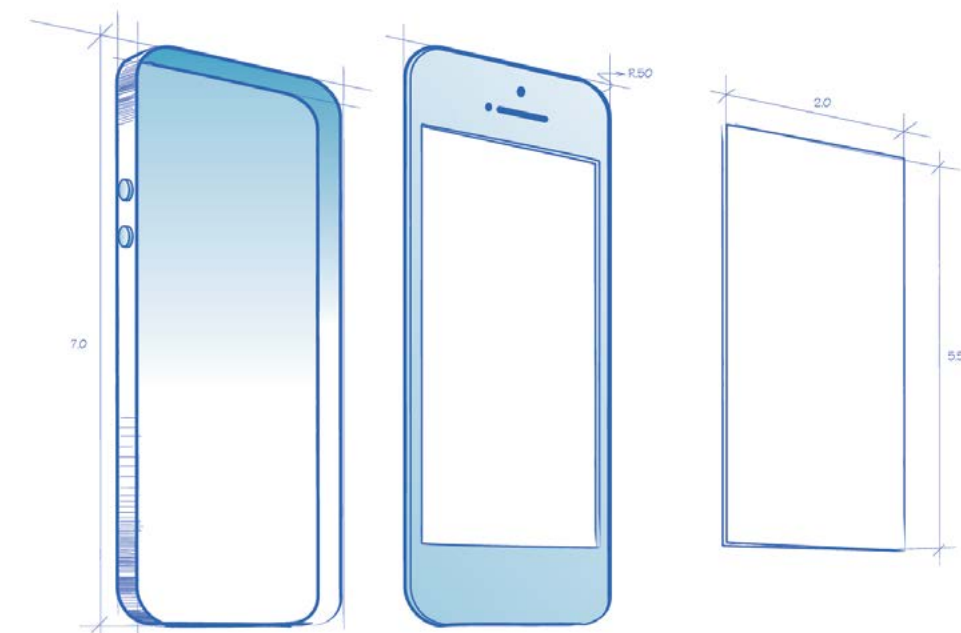
are streamlining shopping experiences through an increasing number of connected touchpoints. On our Emerging Technologies Spotlight track, we'll hear about commerce via new devices such as connected shopping buttons at kwik.

- 3. Fulfillment and Logistics.** Our two track keynotes on On-Demand, Delivery and Logistics will feature senior-level executives who will discuss the rise of faster and more convenient delivery and pickup options. Our two sessions on the evolution of the last mile will feature leaders from some of the most forward-thinking delivery companies in Europe that were founded in the past few years. The international lineup includes Poland's InPost parcel lockers, France's on-demand delivery app and platform Stuart, the UK's self-driving delivery robot company Starship Technologies, and Spain's one-hour grocery delivery service Deliberry. We'll also hear how venture-backed, early-stage retailers like Kolonial.no and Brillen.de are revolutionizing logistics and fulfillment. And on the Emerging Technologies Spotlight track, the UK's what3words will discuss how its grid-based system is speeding up last-mile delivery.

- 4. Marketing Technologies.** During our session on The Future of Marketing, marketing leaders will discuss the technologies that are helping them succeed in their jobs. Our session on Next Generation Attribution will include a deep dive on some of today's leading attribution technologies and the tactics retailers are using to understand shopper behavior across channels. Marketing Through Social Platforms will look at how leading brands are experimenting with new social channels and the technology partners that streamline these campaigns. Additionally, our Emerging Technologies Spotlight track will feature a number of companies that are helping retailers acquire and retain customers more successfully. They include Germany's Styla, which automatically designs shoppable newsletters based on real-time trends, and Sweden's LOOKLET, which allows retailers to restyle product photos to create custom images.
- 5. Measurement and Analytics.** In addition to exploring Advances in Analytics, which will take a broad look at how the field of analytics is changing, we'll look at how retailers are Measuring and Optimizing the New Store Experience with new in-store technologies from the likes of Philips Lighting and River Island. Our Ecommerce Technology Leaders Roundtable will explore which technologies retailers are investing in to better understand shopper behavior. Our

Emerging Technologies Spotlight track will also include several leading early-stage companies revolutionizing analytics including Nextail, Inovretail, Profitero, feelter and YOOBIC.

- 6. Mobile Technologies.** Our session on Mobile Commerce and Engagement will look at which technologies brands, retailers and real estate developers are embracing to create powerful new mobile experiences. Our session on Innovations in Consumer Payments will address the evolving landscape of mobile payments in Europe, and the founder of commerce technology titans Intershop and Demandware will discuss his latest company NewStore and the growing opportunities in mobile.
- 7. Store Technologies.** A track keynote from MediaMarktSaturn Retail will cover how the retailer is rethinking technologies to engage customers and help run stores more efficiently. Our track keynote from MATCHESFASHION.COM will look at how technology is just one piece of a groundbreaking shopping experience. Agency Perspectives on Design will provide an overview of how some of the most innovative retailers are thinking about technologies in the store. And our Emerging Technologies Spotlight track will feature several companies that help optimize the store experience and store associates, from Hero and Scandit to SMARTASSISTANT, Augment and Everseen.



We're excited to showcase 24 cutting-edge technology companies from around the globe on Shoptalk's Emerging Technologies Spotlight track. Fourteen countries, including 11 in Europe, will be represented in these sessions.

Each selected company's solution and value proposition helps retailers with either (1) Acquiring and Retaining New Customers, or (2) Optimizing Ecommerce and Stores.

Here's a look at these companies as an introduction to the Emerging Technologies Spotlight track:

Acquiring and Retaining Customers

Innovative technology companies are helping retailers acquire customers by creating new ways to search and discover. Israel's **Syte.ai's** visual search technology combines machine learning and artificial intelligence, providing a new way for shoppers to find and buy fashion. And Ireland's **Voysis** is bringing voice search capabilities to retailers' websites and apps through its AI-based platform.

This track will also highlight use cases of artificial intelligence beyond search. Israel's **Voyager Labs** is using AI and deep learning to extract real-time insights from unstructured data, which it then leverages to personalize the shopping experience. **Pixoneye**, also from Israel, offers a solution that uses AI and computer vision to analyze consumers' mobile phone galleries and provide tailored product recommendations. And US-based tech titan **Salesforce** is expanding the capabilities of its Einstein AI solution to help retailers improve both the commerce and marketing customer experience.

Providing top-notch customer service remains a priority for retailers. Through its live shopping and conversational commerce tool, UK-based **Hero** connects store employees with ecommerce shoppers, allowing retailers and store associates to leverage their knowledge and deliver a more engaging online experience for customers. **SMARTASSISTANT**, based in Austria, provides digital advice and guided selling solutions that engage customers and help them choose the right product. Denmark's **Zendesk** will share how its latest product is arming retailers to help them best assist customers online or enable shoppers to get assistance from its AI-powered chatbot.

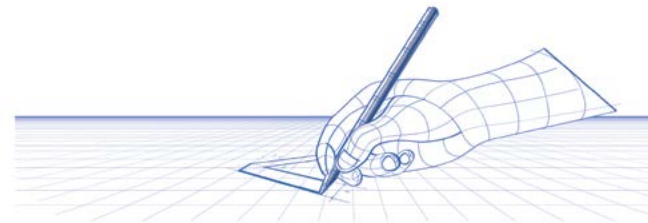
Another way to engage shoppers is through the use of engaging imagery. Sweden's **LOOKLET** will demonstrate how its technology streamlines the creation of product photos, and how its software can be used to create personalized fashion images for individual shoppers.

Smartly.io, a Finland-based software provider, will discuss how it helps brands and retailers automate and optimize their Facebook advertising, and UK-based **Ecrebo** will demonstrate how its technology--which delivers targeted marketing messages to shoppers at the point of sale--can drive repeat purchases and build brand loyalty. Ireland's **Profitero** will round out this track by showing how retailers can use its ecommerce analytics software to convert customers with the right assortment and prices.

Optimizing Ecommerce and Stores

Businesses are also looking for ways to boost their profitability and make the shopping experience more efficient. Two companies featured on this track are helping retailers achieve those goals by eliminating one of shoppers' biggest complaints: inefficient checkout processes. Ireland's **Everseen** uses video cameras and sensors to track which items shoppers are adding to their baskets, and automatically charges them as they exit the store. Israel's **kwik** promises a seamless in-home ordering solution via connected buttons that enable one-touch repeat purchases.

Retailers are also looking for ways to meet consumers' insatiable demand for fast delivery. UK-based **what3words** cuts down fulfillment times via its innovative addressing system, which gives drivers three words to describe a drop off point. And **Quiq**, also from the UK, will discuss its on-demand delivery innovation.

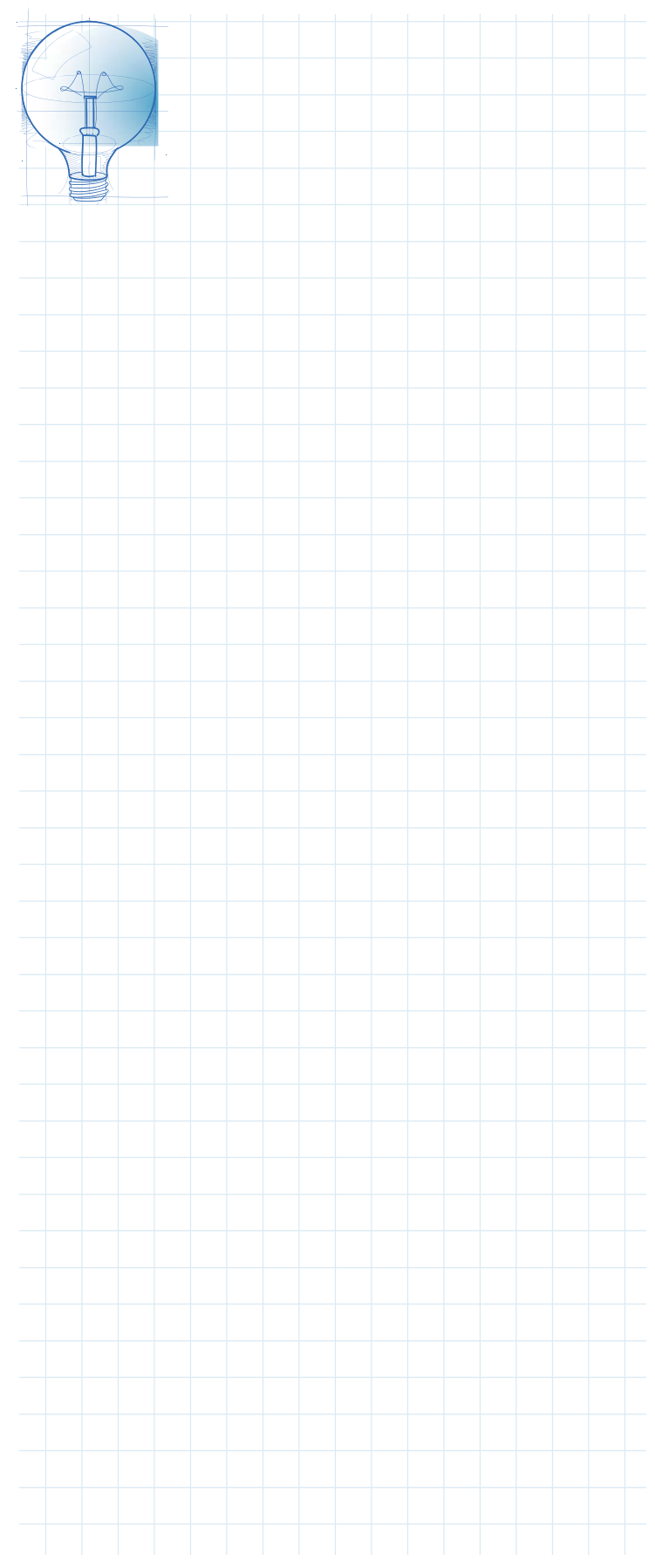


This track will also feature three companies that are helping retailers translate data into actionable insights: Spain's **Nextail**, whose software uses analytics, artificial intelligence and algorithms based on the fast-fashion industry to optimize retailers' inventory allocation; Portugal's **Inovretail**, whose predictive analytics solution helps retailers forecast metrics such as the impact of promotions on sales; and UK-based **YOOBIC**, whose mobile platform allows brands and retailers to monitor their in-store merchandising in real time to ensure that best practices are being followed.

VTEX, a Brazil-based commerce platform, will share how it helps brands and retailers operate a unified, global online business, and Germany's **Styla** will demonstrate how its software uses machine learning to automate the content and design that appears on brands and retailers' websites and marketing emails.

Switzerland's **Scandit** and France's **Augment** will show how augmented reality can help retailers streamline backend processes. Scandit's barcode scanning software turns mobile phones, tablets and wearable devices into scanning devices by using AR to superimpose product information, including images, on physical goods so that inventory in stockrooms is easily and accurately identified. Augment uses AR to help retailers and manufacturers visualize product displays, eliminating both the cost and time of traditional merchandising processes.

Finally, Israel's **feelter** will discuss how its technology aggregates and filters relevant social media content to provide shoppers with authentic product reviews directly on a retailer's website.



At Shoptalk Europe, we're featuring 15 early-stage companies with pioneering commerce technologies in our Startup Pitch on Wednesday, 11 October 2017. These companies represent a broad cross-section of countries across Europe and the rest of the world.

Featured companies are innovating in different parts of the retail value chain with solutions that address customer acquisition, the in-store experience, inventory tracking, returns and more. Below we categorize the companies in Startup Pitch into four areas (1) Effective Inventory Management (2) Personalization (3) Improved Shopping Experiences and 4) Consumer Product Innovation.

Effective Inventory Management

Retailers are under tremendous pressure to plan and manage inventory more effectively in order to reduce waste and better align supply with demand. Five companies in our Startup Pitch are taking on different inventory management challenges, from planning to returns.

daco uses deep learning algorithms to provide retailers with timely and accurate assessment of competitors' assortment and prices to improve assortment planning. **EON-ID** has created digital identification tags in the form of an RFID-based thread that enables retailers to intrinsically incorporate RFID into their products, enabling them to track products from manufacturing to stores. **Sensefinity** is combining new hardware in the form of temperature and humidity sensors with a proprietary communication protocol to track and monitor inventory as it moves through the supply chain.

WiseShelf helps retailers better manage inventory in the store by deploying light sensors to detect when products on a shelf are missing, misplaced or misshapen. **ZigZag Global** handles cross-border returns for retailers by reselling goods in local markets or consolidating returns before sending them back to their market of origin.

Personalization

The emergence of deep learning and computer vision technologies has greatly enhanced the ability to personalize experiences for shoppers. Startups are deploying these technologies in novel ways: **Revieve** uses computer vision to analyze a customer's skin to recommend skincare products while **Pasabi** uses AI to process an individual's social feed data in order to understand style preferences and provide fashion recommendations.

Enhanced personalization, however, isn't just limited to customers. **MobieTrain** is a gamified, social learning app designed to deliver personalized training to retail employees based on their individual skill level.

Improved Shopping Experiences

Our Startup Pitch also features startups that are creating innovative technology solutions to improve the shopping experience by enhancing product discoverability and making shopping more convenient.

Two startups are changing the way products are presented to shoppers online: **Hullabalook** provides interactive visualization tools that allow shoppers to browse and discover products by using size and color rather than search terms while **Cimmerse** is bringing volumetric AR/VR technology to make hyper-real and interactive 3D models of physical objects which consumers can view through a web browser.

New technologies are also being developed to improve the in-store experience. **Sensei** is helping retailers understand traffic, customer flow and product interaction to inform merchandising decisions and detect empty shelves--the solution analyzes video feeds from existing store cameras using computer vision. **Orient** has developed a new technology that leverages the enhanced capabilities of smartphones in order to read the earth's magnetic field at a given location. The company is using this data for indoor positioning.

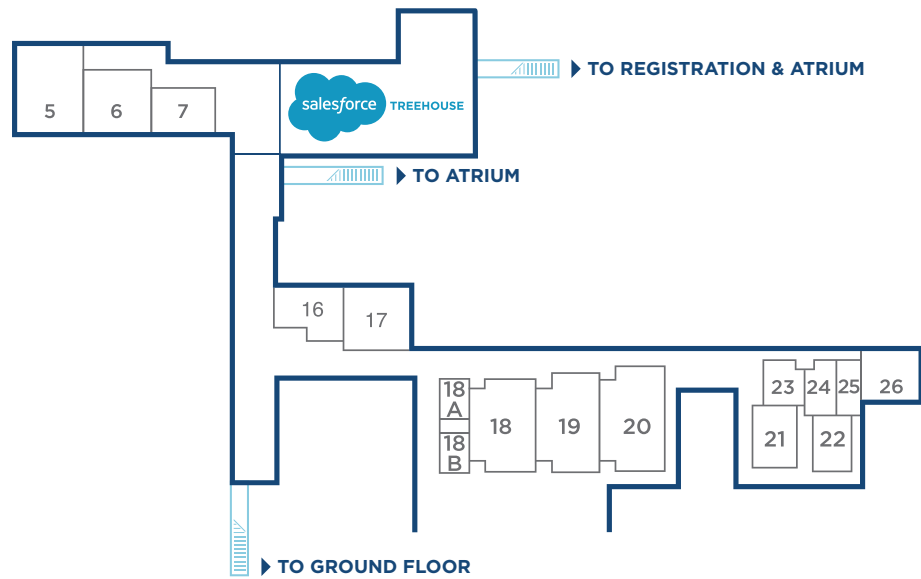
Follow Inspiration has combined robotics and computer vision to create a self-driven shopping cart called wiiGO, and **SkipQ** has created a self-checkout solution for fashion that eliminates the need for security tags. Customers use the app to scan and pay while technology embedded in security gates ensures that the items are paid for.

Consumer Product Innovation

Lastly, one of our featured startups is infusing technology into the consumer product itself. **THE UNSEEN** creates bespoke inks, compounds and coatings that react to triggers such as heat, pollution, moisture, friction, electrics, chemicals or pressure by changing color. **THE UNSEEN**'s compounds can be integrated into materials ranging from textiles and leathers to rubbers, plastics and hair.

DAY	START	END	
SUNDAY 8 OCTOBER	4:00pm	8:00pm	Registration Hours
	7:00pm	9:00pm	Shoptalk Europe Welcome Reception
MONDAY 9 OCTOBER	7:00am	6:30pm	Registration Hours
	7:30am	9:00am	Breakfast
	8:30am	7:30pm	Exhibit Hall Open
	8:45am	9:45am	Hosted Retailers & Brands Program (Prescheduled Only)
	10:00am	12:10pm	Track Sessions
	12:15pm	1:15pm	Keynotes
	1:15pm	2:30pm	Lunch
	1:15pm	2:30pm	Book Signing: Makeover: How Mobile Flipped the Shopping Cart
	2:35pm	3:35pm	Keynotes
	3:35pm	3:55pm	Networking Break
	4:00pm	6:10pm	Track Sessions
	6:00pm	7:30pm	Networking Reception in Exhibit Hall
6:00pm	7:30pm	Book Signing: The End of Online Shopping	
TUESDAY 10 OCTOBER	7:00am	3:00pm	Registration Hours
	7:00am	8:30am	Breakfast
	8:00am	7:30pm	Exhibit Hall Open
	8:30am	10:40am	Track Sessions
	10:40am	11:40am	Hosted Retailers & Brands Program (Prescheduled Only)
	10:40am	11:40am	Networking Break
	11:45am	12:55pm	Keynotes
	12:55pm	2:30pm	Lunch
	1:30pm	2:30pm	Hosted Retailers & Brands Program (Prescheduled Only)
	2:40pm	3:40pm	Keynotes
	4:00pm	6:10pm	Track Sessions
	6:00pm	7:30pm	Networking Reception in Exhibit Hall
7:30pm	9:30pm	Google Party	
WEDNESDAY 11 OCTOBER	7:00am	11:00am	Registration Hours
	7:30am	9:30am	Breakfast
	8:30am	9:30am	Hosted Retailers & Brands Program (Prescheduled Only)
	8:30am	1:30pm	Exhibit Hall Open
	9:40am	10:50am	Keynotes
	10:50am	11:10am	Networking Break
	11:15am	1:25pm	Track Sessions
1:25pm	2:40pm	Lunch	

LEVEL 1 - MEETING ROOMS



GROUND FLOOR

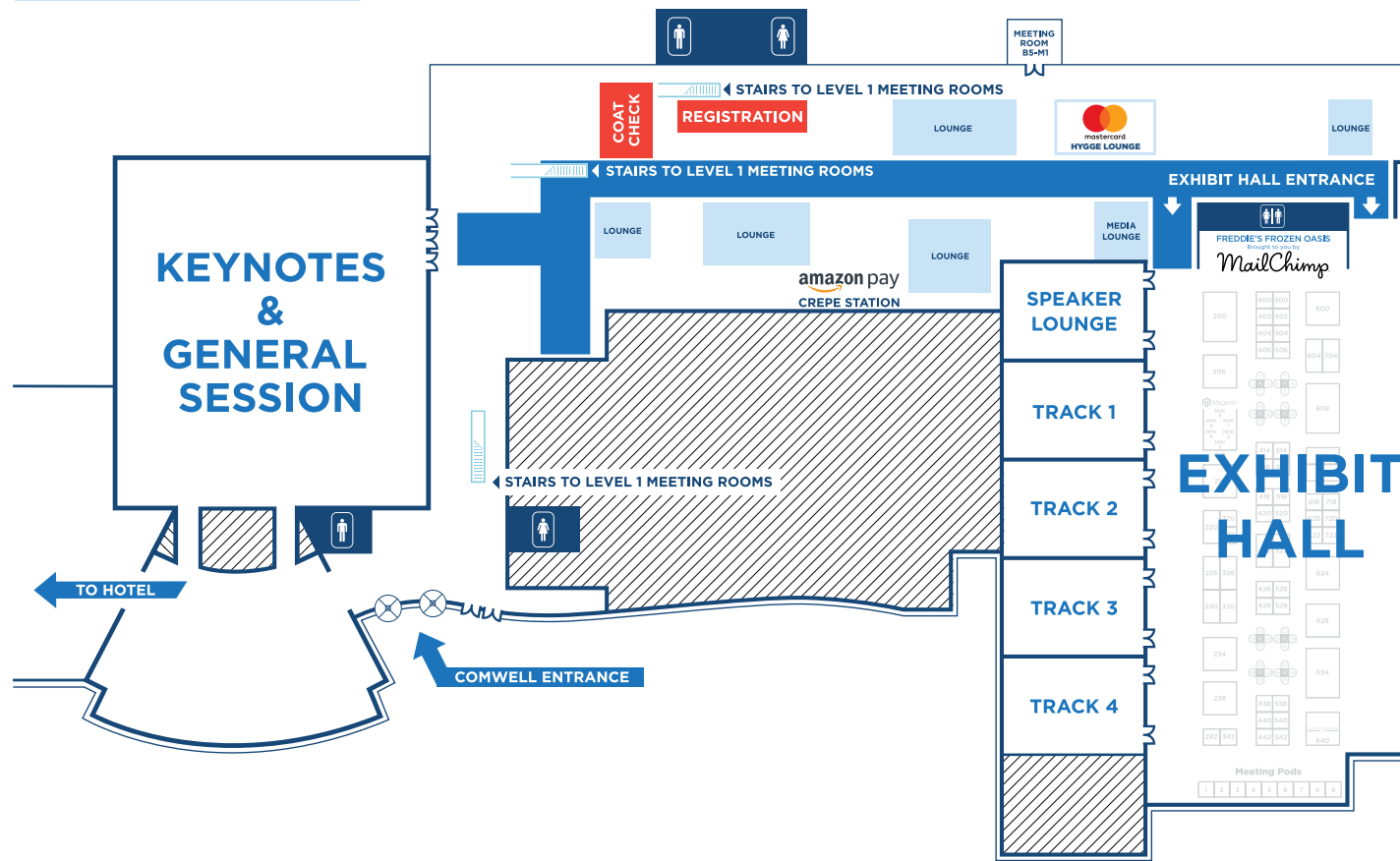
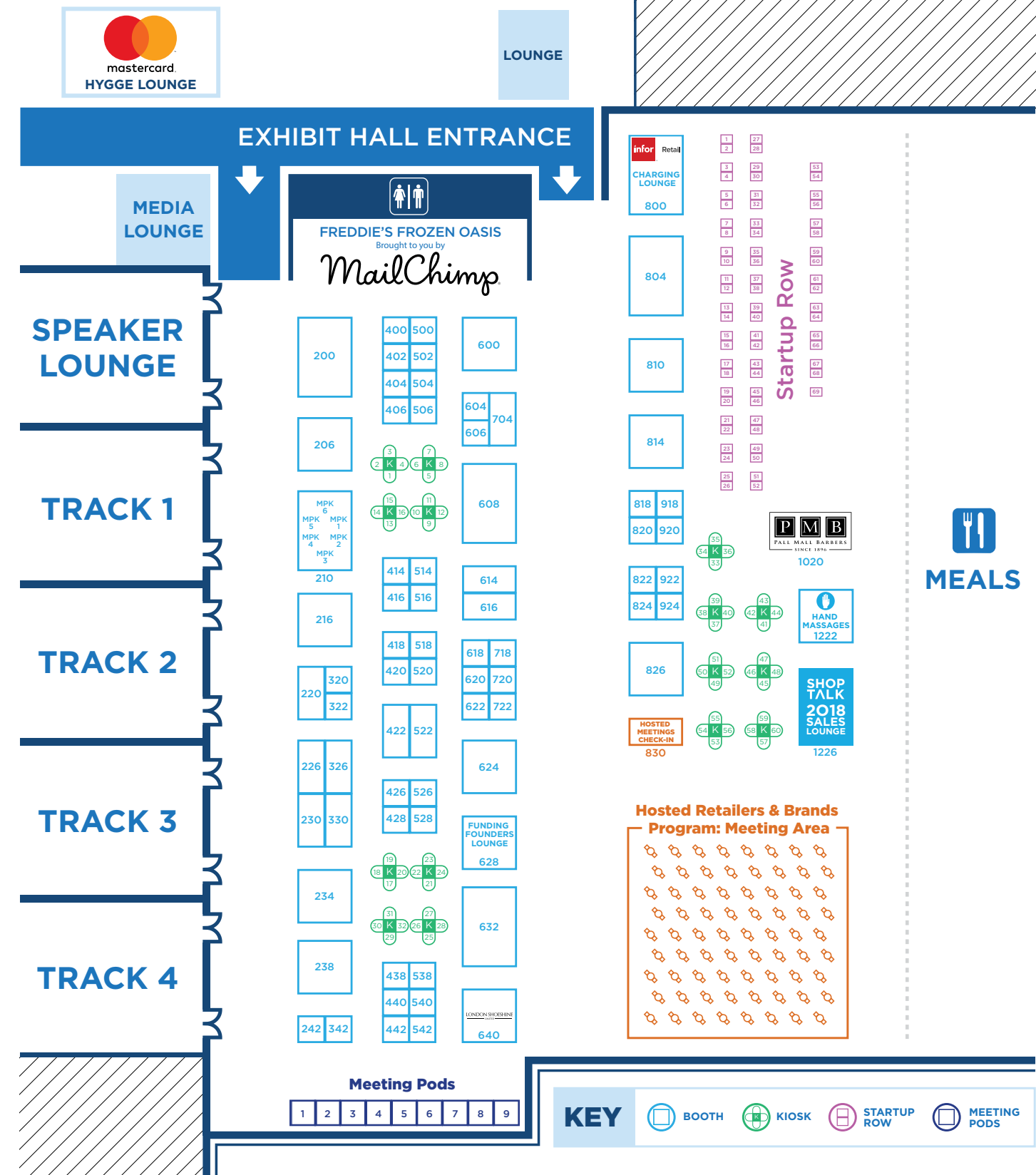


EXHIBIT HALL - ENLARGED



Key:

- Booth
- Startup Row
- Lounge
- Kiosk
- Meeting Pod
- Meeting Room

- 1WorldSync, **MP1**
- ACI Worldwide, **K35**
- Adapt Group, **MPK4**
- AdeptMind, **SR64**
- Adference, **K31**
- Adyen, **200**
- AfterPay by Arvato Financial Solutions, **234**
- AKTIOS, **K24**
- Albert, **K12**
- AltaPay, **416**
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- Amplience, **K40**
- App Annie, **614**
- Applause, **K46**
- AppsFlyer, **616**
- Apptus, **810**
- Awhy, **SR36**
- Azoya, **K18**
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- Big Data for Humans, **SR65**
- BigCommerce, **822**
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- CommerceHub, **MR17**
- commercetools, **810**
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- Connected Retail, **SR61**
- CONTENTSERV, **SR21**
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- Fashwire, **SR13**
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- Lafayette Plug & Play, **MP4**
- Localistico, **SR23**
- LOOKLET, **K43**
- Loop54, **K2**
- LoyaltyLion, **K34**
- MailChimp, Freddie's Frozen Oasis, **Smoothie Bar**
- Magento, **210, MPK1, MPK5**
- Market Beyond, **SR22**
- Mastercard, **Atrium Hygge Lounge**
- METRO Accelerator Powered by Techstars, **MP2**
- Mirakl, **K47**
- MishiPay, **SR31**
- MobieTrain, **SR62**
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- myPOS, **606**
- N7, **SR12**
- Narvar, **400**
- NearSt, **SR25**
- Nexttail, **SR5**
- Northzone, **MP5**
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- Obsess VR, **SR26**
- Ometria, **K48**
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- Oracle + Bronto, **722**
- Orient, **SR54**
- PagBrasil, **K25**
- Partech Ventures, **MP8**
- Pasabi, **SR46**
- paysafecard, **924**
- Pepperjam, **MPK2**
- Persado, **322**
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- Photospire, **SR50**
- Pierau Planung, **K5**
- Pitney Bowes, **804**
- Pixelz, **330**
- Pixoneye, **SR49**
- PowerInbox, **K15**
- Precima, **K50**

- Presence Orb, **SR48**
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- Proximity Insight, **SR63**
- Qopius, **SR28**
- Quiquip, **SR2**
- Radius8, **K3**
- Rakuten Fits Me, **518**
- Rambus, **418**
- RatePAY, **K27**
- ReceptMe, **SR32**
- RECShipping by Nektria, **SR15**
- redWEB, **516**
- Reflektion, **K51**
- RELEX Solutions, **414**
- Reviewe, **SR40**
- RILA's (R)Tech Center for Innovation, **MP9**
- Riskified, **918**
- Salesforce, **624, Treehouse**
- Scala, **824**
- Secret Sauce Partners, **K7**
- SendGrid, **K14**
- Sensefinitly, **SR56**
- Sensei, **SR9**
- Sentient Technologies, **426**
- SessionM, **K32**
- SEVEN SENDERS, **K54**
- ShipStation, **MPK3**
- Shopify Plus, **600**
- Shoppable, **SR52**
- Shoppimon, **SR20**
- Shopsys Framework, **SR10**
- Sidecar, **K21**
- Signals Analytics, **438**
- SimilarWeb, **342**
- SiteCampaign, **SR67**
- Skava, **604**
- SkipQ, **SR3**
- SMARTASSISTANT, **K4**
- Snaplytics, **SR29**
- SpinMe, **230**
- Storefront, **SR18**
- Straker Translations, **526**
- T H E U N S E E N, **SR51**
- Talon.One, **SR11**
- TCv, **MP3**
- Temando, **K19**
- TextMaster, **K29**
- TheMotion, **SR35**
- TokyWoky, **K60**
- True Fit, **220**
- TrueCommerce, **K22**
- TRYBE, **SR7**
- Tulip Retail, **920**
- TurnTo, **500**
- Twiggie, **K28**
- Verifi, **K53**
- Vibes, **K16**
- VTEX, **206**
- VVO, **922**
- Webcollage, **K11**
- Whole Surplus, **SR60**
- Wide Eyes Technologies, **K57**
- William Blair, **K42**
- WiseShelf, **SR4**
- Yotpo, **718**
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- Pixelz, **330**
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- Narvar, **400**
- Flow Commerce, **402**
- Catchoom, **404**
- Dynamicweb Software, **406**
- RELEX Solutions, **414**
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- Optimove, **420**
- InContext Solutions, **422**
- Sentient Technologies, **426**
- Global-e, **428**
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- CloudEngage, **502**
- Forter, **504**
- BookingBug, **506**
- Zendesk, **514**
- redWEB, **516**
- Rakuten Fits Me, **518**
- CoreMedia, **520**
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- Helpshift, **528**
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- Skava, **604**
- myPOS, **606**
- IBM, **608, MR B5-M1**
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- AppsFlyer, **616**
- Brand View, **618**
- Elliot, **620**
- Certona, **622**
- Salesforce, **624, Treehouse**
- dotmailer, **704**
- Nosto, **704**
- Yotpo, **718**
- mParticle, **720**
- Oracle + Bronto, **722**
- Pitney Bowes, **804**
- Apptus, **810**
- commercetools, **810**
- Amazon Pay, **814**
- Zmags, **818**
- PFS, **820**
- BigCommerce, **822**
- Scala, **824**
- FDIH, **826**
- Riskified, **918**
- Tulip Retail, **920**
- VVO, **922**
- paysafecard, **924**
- MailChimp, Freddie's Frozen Oasis, **Smoothie Bar**
- Infor Retail, **800**
- Mastercard, **Atrium Hygge Lounge**
- Blue Yonder, **K1**
- Loop54, **K2**

- Radius8, **K3**
- SMARTASSISTANT, **K4**
- Pierau Planung, **K5**
- Ecrebo, **K6**
- Secret Sauce Partners, **K7**
- Instart Logic, **K8**
- Flowbox, **K9**
- FullStory, **K10**
- Webcollage, **K11**
- Albert, **K12**
- Eversight, **K13**
- SendGrid, **K14**
- PowerInbox, **K15**
- Vibes, **K16**
- Columbus Consulting, **K17**
- Azoya, **K18**
- Temando, **K19**
- feelter, **K20**
- Sidecar, **K21**
- TrueCommerce, **K22**
- EasyAsk Technologies, **K23**
- AKTIOS, **K24**
- PagBrasil, **K25**
- Concardis, **K26**
- RatePAY, **K27**
- Twiggie, **K28**
- TextMaster, **K29**
- Curalate, **K30**
- Adference, **K31**
- SessionM, **K32**
- Jetshop, **K33**
- LoyaltyLion, **K34**
- ACI Worldwide, **K35**
- ChannelAdvisor, **K36**
- One World Wallets, **K37**
- BounceX, **K38**
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- Amplience, **K40**
- IDA Ireland, **K41**
- William Blair, **K42**
- LOOKLET, **K43**
- BIXOLON, **K44**
- Beaconinside, **K45**
- Applause, **K46**
- Mirakl, **K47**
- Ometria, **K48**
- Everseen, **K49**
- Precima, **K50**
- Reflektion, **K51**
- Clarifai, **K52**
- Verifi, **K53**
- SEVEN SENDERS, **K54**
- Omnyway, **K55**
- ModSquad, **K56**
- Wide Eyes Technologies, **K57**
- Zuora, **K58**
- Mercaux, **K59**
- TokyWoky, **K60**
- Pepperjam, **MPK2**
- ShipStation, **MPK3**
- Adapt Group, **MPK4**
- GENE Commerce, **MPK6**
- 1WorldSync, **MP1**
- METRO Accelerator Powered by Techstars, **MP2**
- TCv, **MP3**
- Lafayette Plug & Play, **MP4**
- Northzone, **MP5**
- Felix Capital, **MP6**
- Balderton Capital, **MP7**
- Partech Ventures, **MP8**
- RILA's (R)Tech Center for Innovation, **MP9**
- CommerceHub, **MR17**
- Google, **MR20**

- Flixmedia, **MR19**
- flexReceipts, **SR1**
- Quiquip, **SR2**
- SkipQ, **SR3**
- WiseShelf, **SR4**
- Nexttail, **SR5**
- Dor, **SR6**
- TRYBE, **SR7**
- Hero, **SR8**
- Sensei, **SR9**
- Shopsys Framework, **SR10**
- Talon.One, **SR11**
- N7, **SR12**
- Fashwire, **SR13**
- Cymbio, **SR14**
- RECShipping by Nektria, **SR15**
- dLocal, **SR16**
- DemoUp, **SR17**
- Storefront, **SR18**
- Cimmerse, **SR19**
- Shoppimon, **SR20**
- CONTENTSERV, **SR21**
- Market Beyond, **SR22**
- Localistico, **SR23**
- Curl, **SR24**
- NearSt, **SR25**
- Obsess VR, **SR26**
- Heuritech, **SR27**
- Qopius, **SR28**
- Snaplytics, **SR29**
- daco, **SR30**
- MishiPay, **SR31**
- ReceptMe, **SR32**
- Hexa, **SR33**
- Bllush, **SR34**
- TheMotion, **SR35**
- Awhy, **SR36**
- CLINCI!, **SR37**
- Conver.Fit, **SR38**
- Encore Logistics, **SR39**
- Reviewe, **SR40**
- Buyapowa, **SR41**
- ZigZag Global, **SR42**
- EON-ID, **SR43**
- FASHWELL, **SR44**
- Hullabalook, **SR45**
- Pasabi, **SR46**
- Hoxton Analytics, **SR47**
- Presence Orb, **SR48**
- Pixoneye, **SR49**
- Photospire, **SR50**
- T H E U N S E E N, **SR51**
- Shoppable, **SR52**
- Follow Inspiration, **SR53**
- Oriient, **SR54**
- IamBot, **SR55**
- Sensefinitly, **SR56**
- KptnCook, **SR57**
- Epinium Analytics, **SR58**
- JustSnap, **SR59**
- Whole Surplus, **SR60**
- Connected Retail, **SR61**
- MobieTrain, **SR62**
- Proximity Insight, **SR63**
- AdeptMind, **SR64**
- Big Data for Humans, **SR65**
- Dialog Solutions, **SR66**
- SiteCampaign, **SR67**
- Grow, **SR68**
- zenloop, **SR69**

Key:

- Booth
- Startup Row
- Lounge
- Kiosk
- Meeting Pod
- Meeting Room

AGENCY

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Adapt Group.....	MPK4
GENE Commerce.....	MPK6
ModSquad.....	K56
PFS.....	820
Scala.....	824
Skava.....	604
SMARTASSISTANT.....	K4
TextMaster.....	K29

Systems Integrator

AKTIOS.....	K24
GENE Commerce.....	MPK6
PFS.....	820

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Albert.....	K12
Apptus.....	810
Awby.....	SR36
Blue Yonder.....	K1
Catchoom.....	404
Certona.....	622
Clarifai.....	K52
CLINC!.....	SR37
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Epinium Analytics.....	SR58
Everseen.....	K49
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FASHWELL.....	SR44
Follow Inspiration.....	SR53
Forter.....	504
Freshworks.....	326
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Heuritech.....	SR27
Hexa.....	SR33
Hoxton Analytics.....	SR47
Hullabalook.....	SR45
IamBot.....	SR55
IDA Ireland.....	K41
Inbenta.....	320
Inovretail.....	242
Lafayette Plug & Play.....	MP4
Loop54.....	K2
Nextail.....	SR5
Ometria.....	K48
Optimove.....	420
Pasabi.....	SR46

Persado.....	322
Pixelz.....	330
Pixoneye.....	SR49
Qopius.....	SR28
Reflektion.....	K51
Revieve.....	SR40
Salesforce.....	624, Treehouse
Sensei.....	SR9
Sentient Technologies.....	426
Shopify Plus.....	600
Shoppimon.....	SR20
TextMaster.....	K29
True Fit.....	220
Twiggle.....	K28
Voyager Labs.....	
Voysis.....	
Westfield Retail Solutions.....	
Wide Eyes Technologies.....	K57
YOOBIC.....	
Zendesk.....	514
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Augment.....	
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Hexa.....	SR33
Obsess VR.....	SR26
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Cimmerse.....	SR19
GENE Commerce.....	MPK6
Hexa.....	SR33
InContext Solutions.....	422
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B2B ECOMMERCE

B2B Ecommerce

AdeptMind.....	SR64
Adyen.....	200
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Amplience.....	K40
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Augment.....	
BigCommerce.....	822
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ChannelAdvisor.....	K36
Cimmerse.....	SR19
CLINC!.....	SR37
CONTENTSERV.....	SR21
Conver.Fit.....	SR38
Cymbio.....	SR14
daco.....	SR30
Dialog Solutions.....	SR66
Dynamicweb Software.....	406
EasyAsk Technologies.....	K23
FASHWELL.....	SR44
feelter.....	K20
Flowbox.....	K9
Forter.....	504
Freshworks.....	326
GENE Commerce.....	MPK6
Google.....	MR20
Hero.....	SR8
Hexa.....	SR33
IBM.....	608, MR B5-M1
IDA Ireland.....	K41
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LOOKLET.....	K43
Magento.....	210/MPK1, MPK5
Manhattan Associates.....	
Mirakl.....	K47
Narvar.....	400
Obsess VR.....	SR26
Pasabi.....	SR46
Pierau Planung.....	K5
Pitney Bowes.....	804
Quiqup.....	SR2
Rakuten Fits Me.....	518
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redWEB.....	516
Riskified.....	918
SendGrid.....	K14
Sensefinitly.....	SR56
Shopify Plus.....	600
Shoppable.....	SR52
Shopsys Framework.....	SR10
SiteCampaign.....	SR67
Syte.ai.....	
T H E U N S E E N.....	SR51
TCV.....	MP3
TokyWoky.....	K60
TrueStart.....	
TrueCommerce.....	K22
Twiggle.....	K28
VTEX.....	206
what3words.....	
Whole Surplus.....	SR60
Wide Eyes Technologies.....	K57
Yotpo.....	718
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Content Management Systems

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Bllush.....	SR34
Catchoom.....	404
CloudEngage.....	502
CoreMedia.....	520
DemoUp.....	SR17
Dialog Solutions.....	SR66
Dynamicweb Software.....	406
Fashwire.....	SR13
Flixmedia.....	MR19
Jetshop.....	K33
LOOKLET.....	K43
MobieTrain.....	SR62
SpinMe.....	230
Styla.....	
TurnTo.....	500
Webcollage.....	K11
Wide Eyes Technologies.....	K57
Yotpo.....	718

Content Marketing

Amplience.....	K40
Bllush.....	SR34
Dialog Solutions.....	SR66
feelter.....	K20
Flixmedia.....	MR19
Flowbox.....	K9
KptnCook.....	SR57
ModSquad.....	K56
One World Wallets.....	K37
PowerInbox.....	K15
redWEB.....	516
Snaplytics.....	SR29
Styla.....	
TokyWoky.....	K60
Yotpo.....	718
Zmags.....	818

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Bllush.....	SR34
Hexa.....	SR33
Pixelz.....	330

Product Content Delivery

1WorldSync.....	MP1
Augment.....	
Certona.....	622
CONTENTSERV.....	SR21
DemoUp.....	SR17

Flixmedia.....	MR19
Instart Logic.....	K8
N7.....	SR12
Pixelz.....	330
Radius8.....	K3
TheMotion.....	SR35
Webcollage.....	K11

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Ecrebo.....	K6
Fashwire.....	SR13
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Freshworks.....	326
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LoyaltyLion.....	K34
mParticle.....	720
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Optimove.....	420
Proximity Insight.....	SR63
SessionM.....	K32
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Tulip Retail.....	920
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Ecrebo.....	K6
ForeSee.....	K39
FullStory.....	K10
Helpshift.....	528
ModSquad.....	K56
TokyWoky.....	K60
TRYBE.....	SR7
TurnTo.....	500
Yotpo.....	718
Zendesk.....	514
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Helpshift.....	528
JustSnap.....	SR59

LoyaltyLion.....	K34
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TrueStart.....	
TRYBE.....	SR7
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ChannelAdvisor.....	K36
Elliot.....	620
Encore Logistics.....	SR39
Flow Commerce.....	402
Global-e.....	428
Jetshop.....	K33
PagBrasil.....	K25
PFS.....	820
Pitney Bowes.....	804
Practicology.....	
SEVEN SENDERS.....	K54
TextMaster.....	K29
VTEX.....	206
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ZigZag Global.....	SR42
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Freshworks.....	326
Helpshift.....	528
Hero.....	SR8
IDA Ireland.....	K41
Inbenta.....	320
ModSquad.....	K56
TokyWoky.....	K60
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Helpshift.....	528
Inbenta.....	320
Revieve.....	SR40
SkipQ.....	SR3
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Helpshift.....	528

Inbenta.....	320
Revieve.....	SR40

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AppsFlyer.....	616
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Everseen.....	K49
Eversight.....	K13
Fashwire.....	SR13
feelter.....	K20
Grow.....	SR68
Hullabalook.....	SR45
IDA Ireland.....	K41
JustSnap.....	SR59
Mastercard.....	Atrium Hygge Lounge
Nextail.....	SR5
Nosto.....	704
Pixoneye.....	SR49
Price f(x).....	522
ReceetMe.....	SR32
Riskified.....	918
Secret Sauce Partners.....	K7
Shoppimon.....	SR20
Signals Analytics.....	438
TCV.....	MP3
True Fit.....	220
TRYBE.....	SR7
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Columbus Consulting.....	K17
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Dor.....	SR6
Elliot.....	620
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Hoxton Analytics.....	SR47
InContext Solutions.....	422
Inovretail.....	242
Lafayette Plug & Play.....	MP4
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Mercaux.....	K59
MobieTrain.....	SR62
Presence Orb.....	SR48
Qopius.....	SR28
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Scala.....	824
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Sensei.....	SR9
Voyager Labs.....	
Wide Eyes Technologies.....	K57
WiseShelf.....	SR4

RECShipping by Nektria.....	SR15
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Shoppable.....	SR52
Shoppimon.....	SR20
Signals Analytics.....	438
SimilarWeb.....	342
SkipQ.....	SR3
True Fit.....	220
Westfield Retail Solutions.....	

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CONTENTSERV.....	SR21
Cymbio.....	SR14
Dor.....	SR6
mParticle.....	720
SEVEN SENDERS.....	K54
SpinMe.....	230

Data Visualization

daco.....	SR30
FullStory.....	K10
Grow.....	SR68
Hullabalook.....	SR45
Presence Orb.....	SR48
Rakuten Fits Me.....	518
Scandit.....	
Signals Analytics.....	438
T H E U N S E E N.....	SR51
True Fit.....	220
VWO.....	922

In-Store Analytics

Beaconinside.....	K45
BookingBug.....	506
Curl.....	SR24
Dor.....	SR6
Elliot.....	620
EON-ID.....	SR43
flexReceipts.....	SR1
Hoxton Analytics.....	SR47
InContext Solutions.....	422
Inovretail.....	242
Lafayette Plug & Play.....	MP4
MarketBeyond.....	SR22
Mercaux.....	K59
MobieTrain.....	SR62
Presence Orb.....	SR48
Qopius.....	SR28
ReceetMe.....	SR32
Scala.....	824
Scandit.....	
Sensei.....	SR9
Voyager Labs.....	
Wide Eyes Technologies.....	K57
WiseShelf.....	SR4

YOOBIC.....K2

Marketing Analytics

Adference.....K31
App Annie.....614
AppsFlyer.....616
Big Data for Humans.....SR65
Conver.Fit.....SR38
Curalate.....K30
Dor.....SR6
EON-ID.....SR43
Grow.....SR68
Heuritech.....SR27
IBM.....608, MR B5-M1
Localistico.....SR23
LoyaltyLion.....K34
One World Wallets.....K37
Precima.....K50
Price f(x).....522
Sentient Technologies.....426
Sidecar.....K21
SimilarWeb.....342
Snaplytics.....SR29
TrueStart.....

Predictive Analytics

Apptus.....810
Blue Yonder.....K1
Certona.....622
Epinium Analytics.....SR58
Eversight.....K13
ForeSee.....K39
Heuritech.....SR27
Infor Retail.....800
Inovretail.....242
MobiTrain.....SR62
NearSt.....SR25
Nextail.....SR5
Optimove.....420
Pasabi.....SR46
Persado.....322
Radius8.....K3
RELEX Solutions.....414
Secret Sauce Partners.....K7
Sensei.....SR9
Sentient Technologies.....426
Shoppimon.....SR20
Voyager Labs.....
Whole Surplus.....SR60
Zendesk.....514
ZigZag Global.....SR42

Web Analytics

FullStory.....K10
Grow.....SR68

Loop54.....K2
N7.....SR12
Practicology.....
Sentient Technologies.....426
Shoppimon.....SR20
SimilarWeb.....342
Skava.....604
VWO.....922

DIRECT-TO-CONSUMER COMPANY

Direct-to-Consumer Company

Flow Commerce.....402
KptnCook.....SR57
kwik.....
LOOKLET.....K43
Sensefinitly.....SR56
TrueStart.....

IN-STORE SOLUTIONS

Beacons

Beaconinside.....K45
Sensefinitly.....SR56

Clienteling

BookingBug.....506
Connected Retail.....SR61
Hero.....SR8
Lafayette Plug & Play.....MP4
Manhattan Associates.....
Mercaux.....K59
Nextail.....SR63
Optimove.....420
Pasabi.....SR46
Persado.....322
Radius8.....K3
RELEX Solutions.....414
Secret Sauce Partners.....K7
Sensei.....SR9
Sentient Technologies.....426
Shoppimon.....SR20
Voyager Labs.....
Whole Surplus.....SR60
Zendesk.....514
ZigZag Global.....SR42

Digital Signage

Connected Retail.....SR61
Scala.....824

Hardware

BIXOLON.....K44
Dor.....SR6
myPOS.....606
Scala.....824
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Heatmapping

Hoxton Analytics.....SR47
Presence Orb.....SR48

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In-Store Design

InContext Solutions.....422

Interactive In-Store Technologies

Adapt Group.....MPK4
Augment.....
Catchoom.....404
Connected Retail.....SR61
Curalate.....K30
Cymbio.....SR14
Follow Inspiration.....SR53
Inovretail.....242
Mercaux.....K59
MishiPay.....SR31
Obsess VR.....SR26
Omnyway.....K55
Oriient.....SR54
Proximity Insight.....SR63
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Scandit.....
SMARTASSISTANT.....K4
WiseShelf.....SR4

NFC

AfterPay by Arvato Financial Solutions.....234
Connected Retail.....SR61
Solutions.....234
Rambus.....418
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RFID

Connected Retail.....SR61
EON-ID.....SR43
MishiPay.....SR31
SkipQ.....SR3
Whole Surplus.....SR60

Video

Hoxton Analytics.....SR47
Sensei.....SR9

Wifi

kwik.....
Presence Orb.....SR48

INVESTORS/ FINANCE/ BANKING

Investors/Finance/Banking

Balderton Capital.....MP7
Concardis.....K26

Felix Capital.....MP6
Mastercard.....Atrium Hygge Lounge
myPOS.....606
Northzone.....MP5
Partech Ventures.....MP8
RatePAY.....K27
TCV.....MP3
TrueStart.....
William Blair.....K42

IT/INFRASTRUCTURE

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MobiTrain.....SR62

Payroll/Accounting

Concardis.....K26

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dLocal.....SR16
Whole Surplus.....SR60

MARKET RESEARCH/ CONSULTING

Consulting

CoreMedia.....520
Foley Retail Consulting.....538

Digital/Ecommerce Consulting

Adapt Group.....MPK4
App Annie.....614
Brand View.....618
Buyapowa.....SR41
Flowbox.....K9
GENE Commerce.....MPK6
Jetshop.....K33
N7.....SR12
PFS.....820
Practicology.....
Profitero.....
SiteCampaign.....SR67
SpinMe.....230
VWO.....922

General Retail Consulting

TRYBE.....SR7

In-Store Consulting

Mercaux.....K59

Market Research

Applause.....K46
InContext Solutions.....422
MarketBeyond.....SR22
Rakuten Fits Me.....518
SimilarWeb.....342
TRYBE.....SR7

MARKETING

Affiliate

Fashwire.....SR13
Pepperjam.....MPK2

Cross Channel Campaign Management

Albert.....K12
AppsFlyer.....616
Azoya.....K18
BookingBug.....506
ChannelAdvisor.....K36
JustSnap.....SR59
MarketBeyond.....SR22
Ometria.....K48
Optimove.....420
Radius8.....K3
redWEB.....516
SessionM.....K32
Sidecar.....K21
Talon.One.....SR11
Vibes.....K16

Display Marketing

Smartly.io.....
Syte.ai.....

Email Marketing

BounceX.....K38
dotmailer.....704
flexReceipts.....SR1
IBM.....608, MR B5-M1
MailChimp.....Smoothie Bar
Ometria.....K48
Oracle + Bronto.....722
Persado.....322
Photospire.....SR50
PowerInbox.....K15
Reflektion.....K51

SendGrid.....K14

Lifetime Value

Big Data for Humans.....SR65
Buyapowa.....SR41
Lafayette Plug & Play.....MP4
LoyaltyLion.....K34
Optimove.....420
Practicology.....
Proximity Insight.....SR63
SessionM.....K32
Talon.One.....SR11

Loyalty/Promotions

Buyapowa.....SR41
Curl.....SR24
Ecrebo.....K6
Eversight.....K13
JustSnap.....SR59
LoyaltyLion.....K34
Omnyway.....K55
Oracle + Bronto.....722
Oriient.....SR54
PowerInbox.....K15
SiteCampaign.....SR67
Talon.One.....SR11
TurnTo.....500
Vibes.....K16
zenloop.....SR69

Marketing Attribution

AppsFlyer.....616
Beaconinside.....K45
flexReceipts.....SR1
Google.....MR20
MailChimp.....Smoothie Bar

Marketing Automation

BounceX.....K38
CLINC!.....SR37
Conver.Fit.....SR38
dotmailer.....704
Ometria.....K48
Photospire.....SR50
redWEB.....516
SEVEN SENDERS.....K54
Sidecar.....K21
Smartly.io.....
Syte.ai.....
Talon.One.....SR11

Multichannel Marketing

Big Data for Humans.....SR65
BounceX.....K38
Buyapowa.....SR41
ChannelAdvisor.....K36
CONTENTSERV.....SR21

Infor Retail.....800
KptnCook.....SR57
MailChimp.....Smoothie Bar
MishiPay.....SR31
Nosto.....704
One World Wallets.....K37
Pepperjam.....MPK2
PFS.....820
SendGrid.....K14
Sidecar.....K21
Skava.....604
Smartly.io.....
Snaplytics.....SR29
TheMotion.....SR35

Personalization

Adapt Group.....MPK4
Apptus.....810
Blush.....216
BookingBug.....506
BounceX.....K38
Certona.....622
Conver.Fit.....SR38
CoreMedia.....520
Deloitte.....
Ecrebo.....K6
FASHWELL.....SR44
flexReceipts.....SR1
IDA Ireland.....K41
LOOKLET.....K43
Loop54.....K2
MailChimp.....Smoothie Bar
Nosto.....704
Ometria.....K48
Oracle + Bronto.....722
Oriient.....SR54
Pasabi.....SR46
Persado.....322
Pixoneye.....SR49
PowerInbox.....K15
Precima.....K50
Proximity Insight.....SR63
Reflektion.....K51
Revieve.....SR40
Secret Sauce Partners.....K7
Syte.ai.....
Voysis.....

Social Media/Social Commerce

Blush.....SR34
Buyapowa.....SR41
CoreMedia.....520
Curalate.....K30
Dialog Solutions.....SR66
feelter.....K20
Flowbox.....K9
Heuritech.....SR27
IBM.....608, MR B5-M1
Localistico.....SR23
ModSquad.....K56
Nosto.....704
Oracle + Bronto.....722
Persado.....322
Vibes.....K16
Voyager Labs.....
VWO.....922

Retargeting

Beaconinside.....K45
BounceX.....K38
Criteo.....216
MailChimp.....Smoothie Bar
Nosto.....704
Oracle + Bronto.....722
Photospire.....SR50
Sidecar.....K21
TheMotion.....SR35
Voyager Labs.....

Search Engine Advertising

Adference.....K31

Search Engine Marketing

Criteo.....216
Google.....MR20
Localistico.....SR23

Search Engine Optimization

Localistico.....SR23

Site Search

AdeptMind.....SR64
EasyAsk Technologies.....K23
FASHWELL.....SR44
Hullabalook.....SR45
Loop54.....K2
Rakuten Fits Me.....518
Reflektion.....K51
Secret Sauce Partners.....K7
Syte.ai.....
Voysis.....

- Smartly.io.....622
- Snaplytics.....SR29
- Syte.ai.....
- Yotpo.....718
- Zmags.....818

Video/Rich Media

- DemoUpSR17
- Flixmedia.....MR19
- LOOKLET.....K43
- Photospire.....SR50
- Snaplytics.....SR29
- TheMotion.....SR35
- Zmags.....818

MARKETPLACES

Marketplace Management

- BigCommerce.....822
- ChannelAdvisor.....K36
- CommerceHub.....MR17
- Elliot.....620
- Mirakl.....K47
- PagBrasil.....K25
- Pitney Bowes.....804
- Shopsys Framework.....SR10

Marketplace

- Cymbio.....SR14
- Mirakl.....K47
- NearSt.....SR25
- Pasabi.....SR46
- Quiqup.....SR2
- Storefront.....SR18
- TCV.....MP3

MERCHANDISING, PRICING AND PLANNING

Competitive Pricing

- Brand View.....618
- Epinium Analytics.....SR58
- MarketBeyond.....SR22
- Price f(x).....522
- Profitero.....

Merchandising Assortment Management

- Apptus.....810
- Blue Yonder.....K1

- Certona.....622
- Columbus Consulting.....K17
- Cymbio.....SR14
- EasyAsk Technologies.....K23
- Foley Retail Consulting.....538
- Heuritech.....SR27
- InContext Solutions.....422
- Infor Retail.....800
- JDA Software.....226
- Loop54.....K2
- Mercaux.....K59
- Precima.....K50
- Profitero.....
- Radius8.....K3
- RELEX Solutions.....414
- Wide Eyes Technologies.....K57

Merchandising Analytics

- Apptus.....810
- Azoya.....K18
- Brand View.....618
- Columbus Consulting.....K17
- CommerceHub.....MR17
- EasyAsk Technologies.....K23
- EON-ID.....SR43
- Hullabalook.....SR45
- Nextail.....SR5
- Precima.....K50
- Gopius.....SR28
- YOOBIC.....

Price Optimization

- Blue Yonder.....K1
- Columbus Consulting.....K17
- Foley Retail Consulting.....538
- Precima.....K50
- Price f(x).....522
- Gopius.....SR28
- RECSHIPPING by Nektria.....SR15
- Zuora.....K5

MOBILE

In-Store Mapping

- Hoxton Analytics.....SR47
- Oriient.....SR54
- Gopius.....SR28

Location Based Marketing

- Beaconinside.....K45
- CloudEngage.....502
- Curl.....SR24
- KptnCookSR57

- Localistico.....SR23
- NearSt.....SR25
- Oriient.....SR54
- Sensefinity.....SR56

Mobile Commerce Platforms

- AKTIOS.....K24
- Azoya.....K18
- CLINC!.....SR37
- commercetools.....810
- Criteo.....216
- feelter.....K20
- Flowbox.....K9
- Hero.....SR8
- IamBot.....SR55
- kwik.....
- Magento.....210/MPK1, MPK5
- NearSt.....SR25
- Omnyway.....K55
- Quiqup.....SR2
- Scandit.....
- Shopify Plus.....600
- Shoppable.....SR52
- Voysis.....
- VTEX.....206
- Westfield Retail Solutions.....

Mobile Marketing

- App Annie614
- AppsFlyer.....616
- Catchoom.....404
- Cimmerse.....SR19
- CLINC!.....SR37
- Eversight.....K13
- Google.....MR20
- JustSnap.....SR59
- KptnCook.....SR57
- One World Wallets.....K37
- Pepperjam.....MPK2
- Pixoney.....SR49
- PowerInbox.....K15
- SimilarWeb.....342
- Smartly.io.....
- TheMotion.....SR35
- Vibes.....K16

Mobile POS

- ACI Worldwide.....K35
- commercetools.....810
- DemoUp.....SR17
- MishiPay.....SR31
- myPOS.....606
- ReceetMe.....SR32
- Salesforce.....624, Treehouse
- SkipQSR3
- SMARTASSISTANT.....K4
- Tulip Retail.....920

PAYMENTS

Cross-Border

- ACI Worldwide.....K35
- Adyen.....200
- AfterPay by Arvato Financial Solutions.....234
- AltaPay.....416
- Amazon Pay.....814
- Braintree.....238
- dLocal.....SR16
- Flow Commerce.....402
- Global-e.....428
- Mastercard.....Atrium Hygge Lounge
- myPOS.....606
- NearSt.....924
- Rambus.....418
- Salesforce.....624, Treehouse
- Shopify Plus.....600
- Tulip Retail.....920

Digital Wallet

- ACI Worldwide.....K35
- Adyen.....200
- AltaPay.....416
- Applause.....K46
- Braintree.....238
- Curl.....SR24
- Mastercard.....Atrium Hygge Lounge
- Omnyway.....K55
- paysafecard.....924
- Rambus.....418

Fraud Solutions

- ACI Worldwide.....K35
- Adyen.....200
- AfterPay by Arvato Financial Solutions.....234
- AltaPay.....416
- Amazon Pay.....814
- Braintree.....238
- Curl.....SR24
- EverseenK49
- Forter.....504

- Mastercard.....Atrium Hygge Lounge
- PagBrasil.....K25
- Riskified.....918
- Verifi.....K53
- Zuora.....K58

Gift Cards and eGift Cards

- AltaPay.....416
- paysafecard.....924
- Rambus.....418

POS

- ACI Worldwide.....K35
- Adyen.....200
- AltaPay.....416
- Amazon Pay.....814
- BIXOLON.....K44
- Concardis.....K26
- dLocal.....SR16
- EverseenK49
- MishiPay.....SR31
- myPOS.....606
- paysafecard.....924
- Rambus.....418
- Salesforce.....624, Treehouse
- Shopify Plus.....600
- Tulip Retail.....920

REAL ESTATE PLANNING

Real Estate Planning

- Foley Retail Consulting.....538

SUPPLY CHAIN

Category Management / Space Planning

- Blue Yonder.....K1
- Columbus Consulting.....K17
- RELEX Solutions.....414
- Sensei.....SR9

Cross-Border

- Azoya.....K18
- Elliot.....620
- Encore Logistics.....SR39
- Flow Commerce.....402
- Pitney Bowes.....804
- ShipStation.....MPK3
- Global-e.....428
- TrueCommerce.....K22
- ZigZag Global.....SR42

Last Mile Delivery

- Quiqup.....SR2

- RECSHIPPING by Nektria.....SR15
- ShipStation.....MPK3
- what3words.....

System

- BIXOLON.....K44
- commercetools.....810
- Magento.....210/MPK1, MPK5
- Manhattan Associates.....
- RECSHIPPING by Nektria.....SR15
- RELEX Solutions.....414
- ShipStation.....MPK3
- Temando.....K19
- TrueCommerce.....K22
- Zuora.....K58

Packaging

- Pierau Planung.....K5

Returns

- Encore Logistics.....SR39
- Narvar.....400
- Pierau Planung.....K5
- Temando.....K19
- ZigZag Global.....SR42

Robotics

- Deloitte.....
- Follow Inspiration.....SR53
- Pierau Planung.....K5
- SpinMe.....230

Shipping Providers

- SEVEN SENDERS.....K54
- Temando.....K19

Supply Chain Management Software

- CommerceHub.....MR17
- JDA Software.....226
- Manhattan Associates.....
- Nextail.....SR5
- RECSHIPPING by Nektria.....SR15
- RELEX Solutions.....414
- Sensefinity.....SR56
- SEVEN SENDERS.....K54
- ShipStation.....MPK3
- TrueCommerce.....K22
- what3words.....
- WiseShelf.....SR4
- ZigZag Global.....SR42

Third Party Logistics

- Encore Logistics.....SR39
- JDA Software.....226
- Quiqup.....SR2
- ShipStation.....MPK3
- what3words.....

Warehouse Management System

- BIXOLON.....K44
- Infor Retail.....800
- JDA Software.....226
- Manhattan Associates.....
- Pierau Planung.....K5
- TrueCommerce.....K22

WEB OPERATIONS

Ad Unblocking Technology

- Instart Logic.....K8

Content Delivery Network

- 1WorldSync.....MP1
- CloudEngage.....502
- Instart Logic.....K8
- N7.....SR12
- Skava.....604

Content Management System

- 1WorldSync.....MP1
- Amplience.....K40
- CloudEngage.....502
- CoreMedia520
- Dialog Solutions.....SR66
- Dynamicweb Software.....406
- Fashwire.....SR13
- Shopsys FrameworkSR10
- Voysis.....
- Webcollage.....K11

ECommerce Platform

- Adapt Group.....MPK4
- AdeptMind.....SR64
- AKTIOS.....
- Applause.....K46
- Azoya.....K18
- BigCommerce.....822
- Braintree.....238
- Cimmerse.....SR19
- commercetools.....810
- Curalate.....K30
- Deloitte.....
- dLocal.....SR16
- Dynamicweb Software.....406
- EasyAsk Technologies.....K23
- FASHWELL.....SR44
- Global-e.....428
- Jetshop.....K33
- kwik.....

- Magento.....210/MPK1, MPK5
- Mirakl.....K47
- NearSt.....SR25
- Rakuten Fits Me.....518
- Salesforce.....624, Treehouse
- Shopify Plus.....600
- Shoppable.....SR52
- Shopsys FrameworkSR10
- Skava.....604
- SpinMe.....230
- Temando.....K19
- TurnTo.....500
- Twigggle.....K28
- Voysis.....
- VTEX.....206
- Webcollage.....K11
- WiseShelf.....SR4
- Zmags.....818

Product Information Management

- 1WorldSync.....MP1
- AdeptMind.....SR64
- commercetools.....810
- CONTENTSERV.....SR21
- Dynamicweb Software.....406
- Epinium Analytics.....SR58
- Jetshop.....K33
- Webcollage.....K11

Video

- DemoUp.....SR17

Translation Services

- Straker Translations.....526
- TextMaster.....K29

Web Hosting

- Shopsys FrameworkSR10

Web Security

- N7.....SR12

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Workforce Management

- Deloitte.....
- Foley Retail Consulting.....538
- Infor Retail.....800
- JDA Software.....226
- MobieTrain.....SR62
- Tulip Retail.....920

Format	Description
MAIN STAGE KEYNOTE	20-minute presentations or conversations with an interviewer in front of the entire Shoptalk Europe audience that highlight key executives or initiatives at retail organizations, brands and venture-backed companies.
TRACK KEYNOTE	20-minute presentations or conversations with an interviewer that highlight key executives or initiatives at retail organizations, brands and venture-backed companies.
TALK SHOW	One-on-one hosted interviews with up to 3 individuals for 10-15 minutes each. The interviews may be followed by a short, facilitated conversation among the group.
TALK SHOW WITH PRESENTATIONS	5 to 10-minute presentations by up to 3 speakers followed by 5 to 10-minute group or one-on-one conversations with an interviewer.
PRESENTATIONS	Typically 10 to 15-minute presentations by speakers.
PANEL DISCUSSIONS	40-minute conversations with 3-4 panelists and a moderator, where the moderator facilitates a discussion among panelists.
EMERGING TECHNOLOGIES SPOTLIGHT	24 innovative technology companies present their technology and make an announcement, such as a new offering.
RESEARCH AND MARKET INSIGHTS	Typically 10 to 15-minute presentations highlighting the latest market research, data and trends across a wide variety of topics.
STARTUP PITCH	15 early stage companies with pioneering technologies, products and business models have 4 minutes to pitch and 3 minutes for Q&A with a panel of venture capital investors.



How We're Helping Construct the Future of Retail & Ecommerce

Shoptalk was founded by successful tech entrepreneurs and operates with a tech company culture: With a relentless focus on developing the **absolute best product imaginable**. We believe the best product results when you "do the right thing." For us, that means:

- 1. Helping create a modern retail and ecommerce dialogue.** The evolution of how consumers discover, shop and buy in an increasingly digital age is our uncompromised standard in shaping the narrative. There's no favoritism, pay-to-play or alternative agenda.
- 2. Helping build the definitive new ecosystem that includes all stakeholders and welcomes new entrants.** That means overcoming traditional silos and outdated cliques, and replacing them with a fresh and engaged community.
- 3. Playing fairly and transparently by putting the retail and ecommerce industry first,** and serving as a catalyst for its growth and development. We don't care about the competition, for example, because we're too busy delivering value to our numerous stakeholders.

Disruptive Startups and Pioneering Brands

- **Meeting Consumer Demands Through Product Customization**
Monday, Track 1 | Session 1: 10:00-10:40am
- **Ecommerce Companies Launching Physical Retail Locations**
Monday, Track 1 | Session 2: 10:45-11:25am
- **The Evolution of Marketplaces**
Monday, Track 1 | Session 3: 11:30am-12:10pm
- **Track Keynote: Transforming the World of Retail**
Monday, Track 1 | Session 4: 4:00-4:40pm
- **Disrupting the Retail Value Chain**
Monday, Track 1 | Session 5: 4:45-5:25pm
- **New Retail Ecommerce Models**
Monday, Track 1 | Session 6: 5:30-6:10pm

Digitization of Physical Retail Stores

- **Track Keynote: Engaging Consumers Through Interactive Technologies**
Monday, Track 2 | Session 1: 10:00-10:40am
- **Customer-Centric Supply Chain Innovation**
Monday, Track 2 | Session 2: 10:45-11:25am
- **Track Keynote: Omnichannel Customer Experiences**
Monday, Track 2 | Session 3: 11:30am-12:10pm

Designing Innovative Products and Experiences

- **Experiential Retail**
Monday, Track 2 | Session 4: 4:00-4:40pm
- **Innovative Product Design**
Monday, Track 2 | Session 5: 4:45-5:25pm
- **Agency Perspectives on Design**
Monday, Track 2 | Session 6: 5:30-6:10pm

On-Demand, Delivery and Logistics

- **Track Keynote: Innovations in Logistics**
Monday, Track 3 | Session 1: 10:00-10:40am
- **Last-Mile Fulfillment, Same Day and Pickup (Part 1)**
Monday, Track 3 | Session 2: 10:45-11:25am
- **Last-Mile Fulfillment, Same Day and Pickup (Part 2)**
Monday, Track 3 | Session 3: 11:30am-12:10pm

Culture and Leadership

- **Track Keynote: Developing Commerce Leaders**
Monday, Track 3 | Session 4: 4:00-4:40pm
- **Beyond Technology: Building a Culture That Enables Innovation**
Monday, Track 3 | Session 5: 4:45-5:25pm
- **Organizing for Innovation and Growth**
Monday, Track 3 | Session 6: 5:30-6:10pm

Marketing Evolution

- **The Next Generation of Search: AI, Visual Search and More**
Monday, Track 4 | Session 1: 10:00-10:40am
- **Marketing Through Social Platforms**
Monday, Track 4 | Session 2: 10:45-11:25am
- **Building Loyal Communities**
Monday, Track 4 | Session 3: 11:30am-12:10pm
- **Track Keynote: Marketing and Analytics**
Monday, Track 4 | Session 4: 4:00-4:40pm
- **Mobile Marketing**
Monday, Track 4 | Session 5: 4:45-5:25pm
- **The Future of Marketing**
Monday, Track 4 | Session 6: 5:30-6:10pm

Shopping Experiences of the Future

- **Track Keynote: Groundbreaking Shopping Experiences**
Tuesday, Track 1 | Session 1: 8:30-9:10am
- **The Future of Artificial Intelligence in Retail**
Tuesday, Track 1 | Session 2: 9:15-9:55am
- **Augmented and Virtual Reality**
Tuesday, Track 1 | Session 3: 10:00-10:40am
- **Retail Formats of the Future**
Tuesday, Track 1 | Session 4: 4:00-4:40pm
- **Conversational Commerce**
Tuesday, Track 1 | Session 5: 4:45-5:25pm
- **Innovations in Consumer Payments**
Tuesday, Track 1 | Session 6: 5:30-6:10pm

Shifting Ecommerce Trends

- **Meeting the Demands of Today's Cost-Conscious Consumer**
Tuesday, Track 2 | Session 1: 8:30-9:10am
- **Evolving Brand-Retailer Relationships**
Tuesday, Track 2 | Session 2: 9:15-9:55am
- **Mobile Commerce and Engagement**
Tuesday, Track 2 | Session 3: 10:00-10:40am
- **Personalized Shopping Experiences**
Tuesday, Track 2 | Session 4: 4:00-4:40pm
- **Ecommerce Technology Leaders Roundtable**
Tuesday, Track 2 | Session 5: 4:45-5:25pm
- **IoT and Connected Commerce**
Tuesday, Track 2 | Session 6: 5:30-6:10pm

Investment and Entrepreneurship

- **Emerging Direct-to-Consumer Businesses That Redefine Retail: A VC Perspective**
Tuesday, Track 3 | Session 1: 8:30-9:10am
- **Emerging Technologies That Drive Retail Innovation: A VC Perspective**
Tuesday, Track 3 | Session 2: 9:15-9:55am
- **Innovation Within Big Retail**
Tuesday, Track 3 | Session 3: 10:00-10:40am

Consumer Behavior, Expectations and Demographics

- **Adapting to Changing Consumers Across Europe**
European Grocery: Digital Winners
Tuesday, Track 3 | Session 4: 4:00-4:40pm
- **Reaching Millennials**
Tuesday, Track 3 | Session 5: 4:45-5:25pm
- **Transparency and Sustainability**
Tuesday, Track 3 | Session 6: 5:30-6:10pm

Measurement, Analytics and Insights

- **Measuring and Optimizing the New Store Experience**
Tuesday, Track 4 | Session 1: 8:30-9:10am
- **Next Generation Attribution**
Tuesday, Track 4 | Session 2: 9:15-9:55am
- **Advances in Analytics: Artificial Intelligence and Beyond**
Tuesday, Track 4 | Session 3: 10:00-10:40am

Emerging Technologies Spotlight

- **Presenting Companies: Profitero, Pixoneye, Salesforce Commerce Cloud, Hero**
Tuesday, Track 4 | Session 4: 4:00-4:40pm
- **Presenting Companies: Syte.ai, Voysis, Voyager Labs, Zendesk**
Tuesday, Track 4 | Session 5: 4:45-5:25pm
- **Presenting Companies: Ecrebo, Smartly.io, LOOKLET, SMARTASSISTANT**
Tuesday, Track 4 | Session 6: 5:30-6:10pm
- **Presenting Companies: what3words, Nextail, Scandit, VTEX**
Wednesday, Track 4 | Session 1: 11:15-11:55am
- **Presenting Companies: Augment, Everseen, kwik, Quiqup**
Wednesday, Track 4 | Session 2: 12:00-12:40pm
- **Presenting Companies: Styla, YOOBIC, feelter, Inovretail**
Wednesday, Track 4 | Session 3: 12:45-1:25pm

Global and Cross-Border Commerce

- **Track Keynote: Succeeding in International Markets**
Wednesday, Track 1 | Session 1: 11:15-11:55am
- **Selling Across Borders**
Wednesday, Track 1 | Session 2: 12:00-12:40pm
- **Understanding the China Opportunity**
Wednesday, Track 1 | Session 3: 12:45-1:25pm

Research and Market Insights

- **The Store of the Future, Insights on Europe's Top 500 Multichannel and Ecommerce Retailers, Changing Consumer Spending Patterns in an Experience-Driven Economy**
Wednesday, Track 2 | Session 1: 11:15-11:55am
- **The Future of Online Retail, Influence Not Affluence: Winning Over the Future Consumer, The Power of Consumer Emotions in the Shopping Experience**
Wednesday, Track 2 | Session 2: 12:00-12:40pm
- **Creating Value in a Digital and Experiential World: Lessons From Luxury**
Wednesday, Track 2 | Session 3: 12:45-1:25pm

Startup Pitch

- **Presenting Companies: Revieve, ZigZag Global, THE UNSEEN, WiseShelf, Hullabalook, Oriient**
Wednesday, Track 3 | Session 1: 11:15-11:55am
- **Presenting Companies: Pasabi, EON-ID, Sensei, MobieTrain, Cimmerse, Sensefinitly**
Wednesday, Track 3 | Session 2: 12:00-12:40pm
- **Presenting Companies: SkipQ, daco, Follow Inspiration**
Wednesday, Track 3 | Session 3: 12:45-1:25pm

Consumer Behavior, Expectations and Demographics: The Consumer Behavior, Expectations and Demographics track looks at shifts in demographics, behavior and preferences that affect how consumers discover, shop and buy. It addresses a wide range of topics, from different demographic shifts across Europe to consumers' desire for greater product and manufacturing transparency.

Culture and Leadership: The Culture and Leadership track looks at how traditional organizations are successfully cultivating innovation and addresses how companies are developing the next generation of leadership as the knowledge and expertise needed to compete in a rapidly evolving market change.

Designing Innovative Products and Experiences: Designing Innovative Products and Experiences provides a deep dive into issues related to design, with a focus on how branded manufacturers and retailers alike are designing new, innovative products and immersive experiences to win over changing consumers.

Digitization of Physical Retail Stores: The Digitization of Physical Retail Stores track addresses how retailers are using new technologies to enhance the in-store shopping experience. Topics covered include in-store mobile offerings, interactive technologies and omnichannel customer experiences.

Disruptive Startups and Pioneering Brands: The Disruptive Startups and Pioneering Brands track highlights venture-backed companies that are introducing disruptive products, business models and technologies to the commerce world. We'll hear from startup CEOs across different categories as they discuss how their companies are changing everything about how consumers discover, shop and buy.

Emerging Technologies Spotlight: The Emerging Technologies Spotlight track will feature 24 innovative technology companies changing how consumers discover, shop and buy. An executive from each company will present their technology and make an announcement, such as a new offering.

Global and Cross-Border Commerce: The Global and Cross-Border Commerce track addresses the challenges of international expansion, both online and offline. It addresses how leading retailers are expanding into and across Europe, as well as into new markets in North America, Asia, Latin America, the Middle East and beyond.

Investment and Entrepreneurship: In the Investment and Entrepreneurship track, leading venture capital firms discuss what they're looking for in startups while venture-backed CEOs address what it takes to build successful and differentiated businesses.

Marketing Evolution: Marketing Evolution looks at how brands and retailers are adapting their marketing strategies to take advantage of new tactics, technologies and platforms. Topics include advances in mobile marketing, new social platforms and building loyalty.

Measurement, Analytics and Insights: The Measurement, Analytics and Insights track covers advances in measuring online and offline shopping behavior. It looks at the new technologies brands and retailers are using to better understand their customers' shopping habits and highlights how companies are turning data into insights that help them better run their businesses.

On-Demand, Delivery and Logistics: In the On-Demand, Delivery and Logistics track, we explore advances in fulfillment, including developments in both at-home delivery and alternative pickup points. It covers overall last-mile strategies, same-day shipping, store fulfillment and returns.

Research and Market Insights: The Research and Market Insights track features presentations by leading academic institutions as well as by market research and technology organizations. Each one highlights a different theme or trend that can help retailers better understand their target markets or plan product roadmaps.

Shifting Ecommerce Trends: The Shifting Ecommerce Trends track covers major shifts in how products and services are sold online and addresses topics such as marketplaces, brands selling direct, new retail ecommerce models and mobile-centric business models.

Shopping Experiences of the Future: Shopping Experiences of the Future addresses some of the most critical changes in both physical store and online experiences and highlights new retailer offerings that attract and convert shoppers. Topics covered include changing store formats, shifts in digital offerings, payments evolution, AR and VR and the use of AI in retail.

Startup Pitch: Startup Pitch features 15 early-stage companies with pioneering technologies, products and business models. These companies will compete for two €25,000 prizes. Each company will have four minutes to pitch and three minutes for Q&A with a panel of venture capital investors. Two winners will be selected: one by our panel of investors and the other by audience vote.

KNOWLEDGE IS POWER:
GET YOURS AT SHOPTALK.



Join the New Global Conversation
and Global Community
— at Shoptalk —
on 18-21 March 2018 in Las Vegas

SUNDAY

4:00pm - 8:00pm REGISTRATION & BADGE PICKUP

7:00pm - 9:00pm Shoptalk Europe Welcome Reception

MONDAY

7:00am - 6:30pm REGISTRATION

7:30am - 9:00am BREAKFAST

8:30am - 7:30pm Exhibit Hall Hours

8:45am - 9:45am Hosted Retailers and Brands Program (Prescheduled Only)

SESSION 1: 10:00 - 10:40AM

TRACK 1: Disruptive Startups and Pioneering Brands	TRACK 2: Digitization of Physical Retail Stores	TRACK 3: On-Demand, Delivery and Logistics	TRACK 4: Marketing Evolution
Track Room 1	Track Room 2	Track Room 3	Track Room 4
<p>Meeting Consumer Demands Through Product Customization</p> <p>Bram de Zwart CEO 3D Hubs</p> <p>Moritz Schiebold CEO Volumental</p> <p>Dr. Christian Maass VP, Ecommerce Cimpress</p> <p>Interviewer: Christian Polge Founder & President Aurora Invest</p>	<p>Track Keynote: Engaging Consumers Through Interactive Technologies</p> <p>Martin Wild Chief Digital Officer MediaMarktSaturn Retail Group</p> <p>Emcee: Anne Marie Stephen CEO & Founder Kwolia</p>	<p>Track Keynote: Innovations in Logistics</p> <p>Amando Sánchez Falcón Chief Corporate Officer DIA</p> <p>Dr. Hui Cheng Head of JDX Silicon Valley Research Center JD.com</p> <p>Emcee: Joanna Perry Head of Marketing Practicology</p>	<p>The Next Generation of Search: AI, Visual Search and More</p> <p>Matthew Zeiler CEO & Founder Clarifai</p> <p>Ted Mann CEO Slyce</p> <p>Amir Konigsberg CEO Twiggle</p> <p>Interviewer: Edoardo Manitto Independent</p>

SESSION 2: 10:45 - 11:25AM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>Ecommerce Companies Launching Physical Retail Locations</p> <p>Savannah Sachs <i>Managing Director</i> Birchbox UK</p> <p>Max Wittrock <i>Co-Founder</i> mymuesli</p> <p>Interviewer: Baz Saidieh <i>CEO</i> TrueStart</p>	<p>Customer-Centric Supply Chain Innovation</p> <p>Roman Kirsch <i>CEO</i> Lesara</p> <p>Claus Byskov <i>Logistics and ERP Program Director</i> Coop Denmark</p> <p>Neil Ackerman <i>Senior Director, Global Supply Chain Advanced Planning</i> Johnson and Johnson</p> <p>Moderator: Fernando Pasamón <i>EMEA Retail Co-Leader</i> Deloitte</p>	<p>Last-Mile Fulfillment, Same Day and Pickup (Part 1)</p> <p>Gemma Sorigué <i>CEO & Co-Founder</i> Deliberry</p> <p>Allan Martinson <i>Chief Operating Officer</i> Starship Technologies</p> <p>Damien Bon <i>CEO</i> Stuart</p> <p>Interviewer: Phil Wahba <i>Senior Writer</i> Fortune</p>	<p>Marketing Through Social Platforms</p> <p>Sharon Tighe <i>Head of Social Media & Community Strategy</i> eumom</p> <p>Pouya Boland <i>CEO & Co-Founder</i> chiquelle.com</p> <p>Moderator: Patrick Martin <i>Founder & Director</i> Agency of Others</p>

SESSION 3: 11:30AM - 12:10PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>The Evolution of Marketplaces</p> <p>Marc Pohl <i>Founder & Managing Director</i> JUNIQE</p> <p>Cristina Berta Jones <i>Chief Operating Officer</i> Naspers B2C Ecommerce</p> <p>Carl Waldekranz <i>Co-Founder & CEO</i> Tictail</p> <p>Interviewer: Frederic Court <i>Founder & Managing Partner</i> Felix Capital</p>	<p>Track Keynote: Omnichannel Customer Experiences</p> <p>Matthias Bauer <i>Managing Director</i> OBI Digital</p> <p>Adrian Letts <i>Managing Director - Online</i> Tesco</p> <p>Emcee: Edoardo Manitto Independent</p>	<p>Last-Mile Fulfillment, Same Day and Pickup (Part 2)</p> <p>Karl Munthe-Kaas <i>CEO & Co-Founder</i> Kolonial.no</p> <p>Daniel Thung <i>Co-Founder & Member of the Board</i> Supervista AG/Brillen.de</p> <p>Rafal Brzoska <i>CEO- President of the Board</i> InPost</p> <p>Interviewer: Paul Martin <i>Head of UK Retail</i> KPMG</p>	<p>Building Loyal Communities</p> <p>Edward Griffith <i>Founder</i> LoveCrafts</p> <p>John Argento <i>Managing Director, Europe</i> Bedrock Manufacturing BV Europe (Shinola & Filson)</p> <p>Moderator: Bela Evers <i>Senior Digital Consultant - Strategy & Innovation</i> Needle Strategy</p>

12:15pm - 12:25pm
General Session Room **Copenhagen Drummers**

12:25pm - 12:35pm
General Session Room
Opening Remarks:
Anil D. Aggarwal | Founder, Chairman & CEO, **Shoptalk**
Zia Daniell Wigder | Chief Global Content Officer, **Shoptalk**

12:35pm - 12:55pm
General Session Room
Presentation:
Jerry Storch | CEO, **Hudson's Bay Company**

12:55pm - 1:15pm
General Session Room
Fireside Chat: Collaboration is the New Competitive Advantage
Steven Lowy | Co-CEO, **Westfield**
Interviewer:
Lauren Sherman | New York Editor, **The Business of Fashion**

1:15pm - 2:30pm
Exhibit Hall
Exclusive Book Signing with Stephan Schambach:
Makeover: How Mobile Flipped the Shopping Cart

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1:15pm - 2:30pm LUNCH IN THE EXHIBIT HALL

2:35pm - 2:55pm
General Session Room
Presentation: Creating Supply Chains of the Future
Spencer Fung | Group CEO, **Li & Fung**

2:55pm - 3:15pm
General Session Room
Fireside Chat: Pinterest: Visual Discovery Moving Consumers
From Inspiration to Action
Tim Kendall | President, **Pinterest**
Interviewer:
Jason Del Rey | Senior Editor, Commerce, **Recode**

3:15pm - 3:35pm
General Session Room
Fireside Chat: From Startup to Global Brand, Dollar Shave Club Enters Act 2
Michael Dubin | Founder & CEO, **Dollar Shave Club**
Interviewer:
Tim Barrett | Senior Research Analyst - Retailing, **Euromonitor International**

3:35pm - 3:55pm **Networking Break**

SESSION 4: 4:00 - 4:40PM

TRACK 1: Disruptive Startups and Pioneering Brands	TRACK 2: Designing Innovative Products and Experiences	TRACK 3: Culture and Leadership	TRACK 4: Marketing Evolution
Track Room 1	Track Room 2	Track Room 3	Track Room 4
Track Keynote: Transforming the World of Retail Stephan Schambach <i>Founder & CEO</i> NewStore Danny Perekalsky <i>CEO</i> OZON.ru Emcee: Edoardo Manitto Independent	Experiential Retail Fabian Rieden <i>Managing Director</i> Eataly Germany Adam Hockney <i>Retail Director</i> Rapha Carla Camilla Hjort <i>Director</i> SPACE10 Emcee: Patrick Martin <i>Founder & Director</i> Agency of Others	Track Keynote: Developing Commerce Leaders Simona Scarpaleggia <i>CEO</i> IKEA Switzerland Mieke Veldhuis <i>Chief Commercial Officer</i> Bugaboo International Emcee: Phil Jeudy <i>Director</i> ZTP US	Track Keynote: Marketing and Analytics Peter Boris Kreilgaard <i>Head of Marketing</i> coop.dk Martin Harbeck <i>Director of Retail</i> <i>Ecommerce & FinTech</i> Facebook Emcee: Joanna Perry <i>Head of Marketing</i> Practicology

SESSION 5: 4:45 - 5:25PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
Disrupting the Retail Value Chain Jas Bagniewski <i>Founder & CEO</i> Eve Sleep David Moreno <i>Founder & Hawkers Success Case</i> Hawkers Dirk Graber <i>Founder & Managing Director</i> Mister Spex Interviewer: Holger Klärner <i>VP, Fast Growth Tech EMEA</i> McKinsey & Company	Innovative Product Design Wilhelm Oehl <i>Partner and Chief Experience Officer</i> Eight Inc. Alexandra C. Wood <i>Chief Operating Officer</i> Wearable X Cheryl Kaplan <i>Co-Founder & President</i> M.Gemi Emcee: Martin Gill <i>Research Director, Digital Strategy & Experience</i> Forrester	Beyond Technology: Building a Culture That Enables Innovation Angela Gallenz <i>HR Manager</i> H&M Germany John Vary <i>Head of IT Innovation Team</i> John Lewis Sergio Caredda <i>Senior Director, HR Business Partner DTC EMEA</i> VF International Moderator: David Naim <i>Partner, Retail and Consumer Advisory Lead for Western Europe and Maghreb</i> EY Advisory	Mobile Marketing James Flett <i>Senior Customer Marketing Manager</i> Caffè Nero Michaël Krief <i>Group Information Systems Director</i> Hammerson Plc Interviewer: Asif Khan <i>Founder & President</i> LBMA

SESSION 6: 5:30 - 6:10PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
New Retail Ecommerce Models Patrick Hurenkamp <i>Founder & Managing Director</i> Bloomon Kieran O'Neill <i>CEO & Co-Founder</i> Thread Sébastien Fabre <i>Co-Founder & CEO</i> Vestiaire Collective Interviewer: Frederic Court <i>Founder & Managing Partner</i> Felix Capital	Agency Perspectives on Design Nicole Srock.Stanley <i>Co-Founder & CEO</i> dan pearlman Katelijjn Quartier <i>Academic Director</i> Retail Design Lab, Hasselt University Lewis Allen <i>Director of Environments</i> Portland Design Moderator: Anne Marie Stephen <i>CEO & Founder</i> Kwolia	Organizing for Innovation and Growth Christine Cross <i>Director</i> Christine Cross Ltd and Advisory Board Member Mike Logue <i>CEO</i> Dreams Ltd Moderator: Martin Newman <i>Chairman</i> Practicology	The Future of Marketing Charmaine Huet <i>Chief Marketing Officer</i> Woolworths South Africa Vladimir Stankovic <i>Digital & E-Commerce Director</i> Camper Carina Ertl <i>Chief Marketing Officer</i> Eton Moderator: Vincent Tresno <i>Digital Strategy Consultant</i> Tresno Digital

6:00pm - 7:30pm EXHIBIT HALL RECEPTION

6:00pm - 7:30pm Exclusive Book Signing with Wijnand Jongen:
The End of Online Shopping



7:00am - 3:00pm REGISTRATION

7:00am - 8:30am BREAKFAST

8:00am - 7:30pm Exhibit Hall Hours

SESSION 1: 8:30 - 9:10AM

TRACK 1: Shopping Experiences of the Future	TRACK 2: Shifting Ecommerce Trends	TRACK 3: Investment and Entrepreneurship	TRACK 4: Measurement, Analytics and Insights
Track Room 1	Track Room 2	Track Room 3	Track Room 4
Track Keynote: Groundbreaking Shopping Experiences Charlie Cole <i>Chief Digital Officer</i> TUMI Ulric Jerome <i>CEO</i> MATCHESFASHION.COM Emcee: Rachel Arthur <i>Founder & Editor</i> Fashion & Mash	Meeting the Demands of Today's Cost-Conscious Consumer Aleš Drábek <i>Chief Digital & Disruption Officer</i> Conrad Electronic SE Malte Polzin <i>CEO</i> DeinDeal AG Dinesh Nayar <i>CEO & Co-Founder</i> Fyndiq Interviewer: Phil Wahba <i>Senior Writer</i> Fortune	Emerging Direct-to-Consumer Businesses That Redefine Retail: A VC Perspective Daniel Waterhouse <i>Partner</i> Balderton Capital Bruno Crémel <i>General Partner</i> Partech Ventures Dr. Florian Heinemann <i>Founding Partner</i> Project A Moderator: Antoine Fine <i>Partner</i> Otium Consumer	Measuring and Optimizing the New Store Experience Gerben van der Lugt <i>Head of Indoor Location Services</i> Philips Lighting Doug Gardner <i>Chief Information Officer</i> River Island Interviewer: Ken Seiff <i>Managing Partner</i> Beanstalk Ventures

SESSION 2: 9:15 - 9:55AM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
The Future of Artificial Intelligence in Retail Richard Hearn <i>GM & Global Chief Revenue Officer, IBM Watson Customer Engagement</i> IBM Corporation Antoine Blondeau <i>Co-Founder & Chairman</i> Sentient Technologies Bruce MacInnes <i>Chairman</i> BrandAlley Interviewer: Janie Yu <i>Partner</i> Fung Capital	Evolving Brand-Retailer Relationships Aaron Smedley <i>Global Head of Retail</i> Hunter Boot Limited Joël Palix <i>CEO</i> Feelunique David Alves <i>Executive Board Member</i> SonaeMC Moderator: Stacey Widlitz <i>President and Chief International Store Hunter</i> SW Retail Advisors	Emerging Technologies That Drive Retail Innovation: A VC Perspective John Doran <i>General Partner</i> TCV Miguel Bagulho <i>Portfolio Development & Board Observer</i> Sonae IM Davor Hebel <i>Managing Partner, Europe</i> Ventures Eight Roads Moderator: Flore Fauconnier <i>Deputy Editor in Chief</i> LSA	Next Generation Attribution Christian Henschel <i>Co-Founder & CEO</i> Adjust David Hardy <i>Senior Director, Attribution Services</i> Rakuten Marketing John Gillan <i>Managing Director Northern Europe</i> Criteo Moderator: Asif Khan <i>Founder & President</i> LBMA

SESSION 3: 10:00 - 10:40AM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
Augmented and Virtual Reality Beck Besecker <i>Co-Founder & CEO</i> Marxent Greg Jones <i>Director VR & AR</i> Google, Inc. Emcee: Anne Marie Stephen <i>CEO & Founder</i> Kwolia	Mobile Commerce and Engagement Maria Raga <i>CEO</i> Depop Ville Kangasmuukko <i>CEO</i> Bubbleroom Demet Mutlu <i>Founder & CEO</i> Trendyol.com Moderator: Ken Seiff <i>Managing Partner</i> Beanstalk Ventures	Innovation Within Big Retail Celso Martinho <i>CEO & Founder</i> Bright Pixel Marc Lamik <i>Head of Innovation & Partnerships</i> Zalando Andreas Wuerfel <i>Director, Global Innovation Community</i> METRO Accelerator powered by Techstars Moderator: Holger Klärner <i>VP, Fast Growth Tech EMEA</i> McKinsey & Company	Advances in Analytics: Artificial Intelligence and Beyond Prof. Dr. Michael Feindt <i>Founder & Chief Scientific Officer</i> Blue Yonder Kyle Duford <i>Global VP, Digital & Ecommerce</i> Dr. Martens Lars Kietzer <i>Head of Product Center Shop</i> zooplus AG Moderator: Peter Burggraaff <i>Associate Director</i> The Boston Consulting Group

10:40am - 11:40am Hosted Retailers & Brands Program (Prescheduled Only)

10:40am - 11:40am NETWORKING BREAK IN THE EXHIBIT HALL

11:45am - 11:55am **Copenhagen Drummers**
General Session Room

11:55am - 12:15pm **Presentation:** The Speed of Innovation at Amazon Prime Now: Developing Magic in 111 Days
General Session Room
Mariangela Marseglia | Director, Amazon Prime Now, **Amazon**

12:15pm - 12:35pm **Presentation:** Artificial Intelligence: Powering the Future of Commerce at eBay
General Session Room
RJ Pittman | Chief Product Officer, **eBay**

12:35pm - 12:55pm **Presentation:**
General Session Room
Terry von Bibra | General Manager Europe, **Alibaba Group**

12:55pm - 2:30pm LUNCH IN THE EXHIBIT HALL



1:30pm - 2:30pm Hosted Retailers and Brands Program (Prescheduled Only)

2:40pm - 3:00pm
General Session Room

Fireside Chat: The Growth of Dixons Carphone and How They Captured a Dynamic Market
Seb James | Group CEO, **Dixons Carphone plc.**
Interviewer:
Gilbert Harrison | Chairman, **Financo**

3:00pm - 3:20pm
General Session Room

Presentation: The Founding Story of Picnic: From Zero to \$100 Million in 1.5 Years
Joris Beckers | Founder, **Picnic**

3:20pm - 3:40pm
General Session Room

Presentation: How to Become the Everywhere Store
Ronan Harris | Managing Director Google UK, **Google**

SESSION 4: 4:00 - 4:40PM

TRACK 1: Shopping Experiences of the Future Track Room 1	TRACK 2: Shifting Ecommerce Trends Track Room 2	TRACK 3: Consumer Behavior, Expectations and Demographics Track Room 3	TRACK 4: Emerging Technologies Spotlight Track Room 4
<p>Retail Formats of the Future</p> <p>Ross Bailey Founder & CEO Appear Here</p> <p>Jen Rubio Co-Founder & Creative Director Away</p> <p>Gunnar Ingi Sigurdsson Managing Director Hagkaup</p> <p>David Martin Joint Managing Director M Worldwide</p> <p>Interviewer: Phil Jeudy Director ZTP US</p>	<p>Personalized Shopping Experiences</p> <p>Chris Morton CEO & Co-Founder Lyst</p> <p>Claudia Roggenkamp VP eCommerce Europe Levi Strauss & Co.</p> <p>Interviewer: Wijnand Jongen CEO Thuiswinkel.org</p>	<p>Adapting to Changing Consumers Across Europe</p> <p>Tim Barrett Senior Research Analyst - Retailing Euromonitor International</p> <p>European Grocery: Digital Winners</p> <p>Simon Birkenhead Managing Director, Europe L2</p> <p>Emcee: Ken Seiff Managing Partner Beanstalk Ventures</p>	<p>Acquiring and Retaining Customers</p> <p>Profitero Demonstrates Digital Shelf Analytics Solution</p> <p>Vol Pigrukh CEO & Co-Founder Profitero</p> <p>Pixoneye Applies AI, Computer Vision to Shoppers' Photo Galleries to Gauge Their Intent</p> <p>Ofri Ben-Porat CEO & Co-Founder Pixoneye</p> <p>With Einstein AI, Salesforce Helps Retailers Personalize the Customer Experience</p> <p>Rob Garf VP of Industry Strategy & Insights Salesforce Commerce Cloud</p> <p>Hero Announces the Results of its 'Live Shopping' Partnership with Harvey Nichols</p> <p>Adam Levene Founder & CEO Hero</p>

SESSION 5: 4:45 - 5:25PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>Conversational Commerce</p> <p>Japjit Tulse VP, Engineering eBay</p> <p>Tor Thompson EMEA Regional Director Bing Ads (Microsoft)</p> <p>Michael Haswell Director, Shopping Business Development Google</p> <p>Interviewer: Anne Marie Stephen CEO & Founder Kwolia</p>	<p>Ecommerce Technology Leaders Roundtable</p> <p>Dirk Hörig CEO commercetools</p> <p>Julian Burnett Chief Information Officer House of Fraser</p> <p>Volker Pilz Head of Engineering Zalando</p> <p>Moderator: Martin Gill Research Director, Digital Strategy & Experience Forrester</p>	<p>Reaching Millennials</p> <p>Stephanie Phair Chief Strategy Officer Farfetch</p> <p>Konstantin Urban Co-CEO windeln.de</p> <p>Jessica Alsing Vice President, Asia & Europe eCommerce Crocs Inc.</p> <p>Moderator: Steph Wissink Managing Director Jefferies</p>	<p>Acquiring and Retaining Customers</p> <p>Syte.ai Enhances Product Discovery Through Visual Search</p> <p>Lihí Pinto Fryman Co-Founder & Chief Marketing Officer Syte.ai</p> <p>Voysis's Voice AI Platform Helps Retailers Boost Mobile Conversion</p> <p>Peter Cahill Founder & CEO Voysis</p> <p>Voyager Labs's AI Solution Transforms Unstructured Data Into Insights on Individual Shoppers</p> <p>Jay Klein Chief Technology Officer Voyager Labs</p> <p>Using AI, Zendesk's New Solution Automatically Answers Customers' Questions</p> <p>Benjamin Keyser Head of Product - Guide Zendesk</p>



SESSION 6: 5:30 - 6:10PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>Innovations in Consumer Payments</p> <p>Roelant Prins <i>Chief Commerce Officer</i> Adyen</p> <p>Patrick Gauthier <i>VP</i> Amazon Pay</p> <p>Nathalie Oestmann <i>Director, Head of Samsung Pay, Europe</i> Samsung Electronics</p> <p>Moderator: Mike Blandina <i>EVP Product & Technology, Chief Technology Officer</i> Westfield</p>	<p>IoT and Connected Commerce</p> <p>Niall Murphy <i>Co-Founder & CEO</i> EVERYTHNG</p> <p>Joe Jensen <i>VP, Internet of Things Group & GM, Retail Solutions Division</i> Intel Corporation</p> <p>Tamir Melamud <i>Israel Country Manager</i> SodaStream</p> <p>Emcee: Phil Jeudy <i>Director</i> ZTP US</p>	<p>Transparency and Sustainability</p> <p>Isabella Goldmann <i>Managing Partner</i> Goldmann & Partners</p> <p>Nina Shariati <i>Transparency Responsible</i> H&M</p> <p>Julie Mathers <i>CEO & Founder</i> Flora & Fauna</p> <p>Interviewer: Rachel Arthur <i>Founder & Editor</i> Fashion & Mash</p>	<p>Acquiring and Retaining Customers</p> <p>Ecrebo Presents New Loyalty Platform David Vernon <i>Co-Founder</i> Ecrebo</p> <p>Smartly.io Brings Creative Automation to Retail Ads Kristo Ovaska <i>CEO & Founder</i> Smartly.io</p> <p>LOOKLET Launching New Category to Expand Scalable Image Capabilities Jannis Koehn <i>CEO</i> LOOKLET</p> <p>SMARTASSISTANT Unveils New Solutions for its Digital Advice Suite, Announces Series A Funding Markus Linder <i>Co-Founder & CEO</i> SMARTASSISTANT</p>

6:00pm - 7:30pm EXHIBIT HALL RECEPTION

7:30pm - 9:30pm GOOGLE PARTY

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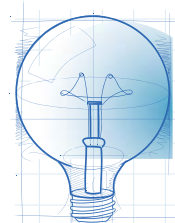
7:00am - 11:00am	REGISTRATION
7:30am - 9:30am	BREAKFAST
8:30am - 9:30am	Hosted Retailers & Brands Program (Prescheduled Only)
8:30am - 1:30pm	Exhibit Hall Hours
9:40am - 9:50am	<p>Final Day Remarks Zia Daniell Wigder Chief Global Content Officer, Shoptalk Carl Hazeley Head of Content, Europe, Shoptalk</p>
9:50am - 10:10am	<p>Fireside Chat: Luxury is Alive and Well in London Michael Ward Managing Director, Harrods Interviewer: Phil Wahba Senior Writer, Fortune</p>
10:10am - 10:30am	<p>Fireside Chat: Reinventing Traditional Business Models for Global Consumers Philip Krim Co-Founder & CEO, Casper Interviewer: Phil Wahba Senior Writer, Fortune</p>
10:30am - 10:50am	<p>Presentation: Julia Bösch Founder & Managing Director, OUTFITTERY</p>
10:50am - 11:10am	NETWORKING BREAK IN THE EXHIBIT HALL



Grid area for notes or additional information.

SESSION 1: 11:15 - 11:55AM

TRACK 1: Global and Cross-Border Commerce Track Room 1	TRACK 2: Research and Market Insights Track Room 2	TRACK 3: Startup Pitch Track Room 3	TRACK 4: Emerging Technologies Spotlight Track Room 4
<p>Track Keynote: Succeeding in International Markets</p> <p>Michael Truluck <i>CEO La Redoute International</i> La Redoute</p> <p>Dr. Philipp Kreibohm <i>Founder & Co-CEO</i> Home24</p> <p>Emcee: Martin Gill <i>Research Director, Digital Strategy & Experience</i> Forrester</p> <p>Interviewer: Michael Poynor <i>Founder</i> Retail Expertise</p>	<p>Key Trends in European Retail and Ecommerce</p> <p>The Store of the Future Natalie Berg <i>Director, Retail Insights</i> Planet Retail RNG</p> <p>Insights on Europe's Top 500 Multichannel and Ecommerce Retailers Ian Jindal <i>CEO RetailX and Co-Founder InternetRetailing</i> RetailX and InternetRetailing</p> <p>Changing Consumer Spending Patterns in an Experience-Driven Economy Sarah Quinlan <i>Senior Vice President, Market Insights</i> Mastercard</p>	<p>Emcee: Deborah Weinswig Managing Director Fung Global Retail & Technology</p> <p>Judges: Rebecca Hunt Principal Octopus Ventures</p> <p>Dan Rosen Founder Commerce Ventures</p> <p>Jessica Schultz Partner Northzone</p> <p>Presenting Companies</p> <p>Revieve Digital Skincare Advisor</p> <p>ZigZag Global Cross-Border Returns</p> <p>THE UNSEEN Color-Change Technology</p> <p>WiseShelf Light-Based Smart Shelf Technology</p> <p>Hullabalook Visual Search Tool</p> <p>Oriient Indoor Positioning Service</p>	<p>Optimizing Ecommerce and Stores</p> <p>what3words's Address System Brings Precision to Last-Mile Delivery Chris Sheldrick <i>CEO & Co-Founder</i> what3words</p> <p>Nextail's Stock Optimization Solution Brings the Agility of Fast Fashion to the Retail Industry Joaquin Villalba <i>CEO & Co-Founder</i> Nextail</p> <p>Scandit Incorporates Augmented Reality Into its Barcode Scanning Samuel Mueller <i>CEO & Co-Founder</i> Scandit</p> <p>VTEX Helps Brands and Retailers Develop Global Ecommerce Strategies Mariano Gomide de Faria <i>Co-CEO & Founder</i> VTEX</p>



SESSION 2: 12:00 - 12:40PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>Selling Across Borders</p> <p>Philip Rooke <i>CEO</i> Spreadshirt</p> <p>Kijo Oudshoorn <i>Chief Commercial Officer</i> vidaxL</p> <p>Interviewer: Michael Poynor <i>Founder</i> Retail Expertise</p>	<p>Key Trends in European Retail and Ecommerce</p> <p>The Future of Online Retail Andrea Ferraz, CFA <i>Head of European Internet Research</i> Morgan Stanley</p> <p>Influence Not Affluence: Winning Over the Future Consumer Mirko Warschun <i>Head of Consumer Industries & Retail Practice EMEA</i> A.T. Kearney</p> <p>The Power of Consumer Emotions in the Shopping Experience Nick Bonney <i>Managing Director</i> ABA Research</p>	<p>Presenting Companies</p> <p>Pasabi AI-Based Personal Recommendations</p> <p>EON-ID RFID Thread</p> <p>Sensei In-Store Video Recognition</p> <p>MobieTrain Employee Training App</p> <p>Cimmerse 3D Product Visualization</p> <p>Sensefinitly Inventory Monitoring</p>	<p>Optimizing Ecommerce and Stores</p> <p>Augment Announces New Lineup of AR Products Jean-François Chianetta <i>Founder & CEO</i> Augment</p> <p>Everseen Announces New Retail Technology Alan O'Herlihy <i>Founder & CEO</i> Everseen</p> <p>kwik Announces IoT Solution That Automatically Reorders Household Essentials Ofer Klein <i>CEO & Founder</i> kwik</p> <p>Quiqup Launches New In-Store Picking Solution Michel Kaloustian <i>Co-Founder & Vice President</i> Quiqup</p>

SESSION 3: 12:45 - 1:25PM

TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:
<p>Understanding the China Opportunity</p> <p>Mei Chen <i>International Business</i> Alibaba Group</p> <p>Sylvie Freund Pickavance <i>Group Strategy & Business Development Director</i> Value Retail PLC</p> <p>Interviewer: Joanna Perry <i>Head of Marketing</i> Practicology</p>	<p>Creating Value in a Digital and Experiential World: Lessons From Luxury</p> <p>David Dubois <i>Professor of Marketing</i> INSEAD</p>	<p>Presenting Companies</p> <p>SkipQ Self-Checkout for Fashion</p> <p>daco AI-Based Competitive Intelligence</p> <p>Follow Inspiration Self-Driven Shopping Cart</p>	<p>Optimizing Ecommerce and Stores</p> <p>Styla Presents a New Version of its CMS Franz Riedl <i>Founder & Chief Operating Officer</i> Styla</p> <p>YOOBIC, Whose Mobile Solution Improves In-Store Execution, Introduces New Product Fabrice Haiat <i>Founder & CEO</i> YOOBIC</p> <p>feelter's Solution Presents Shoppers With Authentic Product Reviews Smadar Landau <i>CEO & Founder</i> feelter</p> <p>Inovretail Presents its Predictive Analytics, Fitting Room Management Solutions André Sousa <i>Co-Founder & Joint CEO</i> Inovretail</p>

1:25pm - 2:40pm

LUNCH

TRACK 1: Disruptive Startups and Pioneering Brands

The Disruptive Startups and Pioneering Brands track highlights venture-backed companies that are introducing disruptive products, business models and technologies to the commerce world. We'll hear from startup CEOs across different categories as they discuss how their companies are changing everything about how consumers discover, shop and buy.

1. Meeting Consumer Demands Through Product Customization 10:00-10:40am | Talk Show with Presentations

Customized products are challenging the idea that one size fits all. A growing number of companies are offering products that specifically meet individual consumers' needs, from products created through 3D printing to customized products designed by the shopper. Join us as we hear from leaders creating the next generation of products created specifically for their customers.

Bram de Zwart | CEO, **3D Hubs**

Moritz Schiebold | CEO, **Volumental**

Dr. Christian Maass | VP, Ecommerce, **Cimpress**

Interviewer: Christian Polge | Founder & President, **Aurora Invest**

2. Ecommerce Companies Launching Physical Retail Locations 10:45-11:25am | Talk Show with Presentations

Ecommerce businesses of all sizes are moving away from an online-only approach and embracing physical stores, pop-up locations and showrooms to enable consumers to engage with their products in person. In this session, we'll hear from leaders of companies that complement their ecommerce operations with a physical presence, and what they've learned about using these new locations to drive sales.

Savannah Sachs | Managing Director, **Birchbox UK**

Max Wittrock | Co-Founder, **mymuesli**

Interviewer: Baz Saidieh | CEO, **TrueStart**

3. The Evolution of Marketplaces 11:30am-12:10pm | Talk Show with Presentations

Online marketplaces have evolved well beyond their early days of auctions and pre-owned products. In this session, we'll hear from three companies at the forefront of marketplace innovation. Join us as we discuss a vertical vs. horizontal approach to marketplaces, as well as how new marketplaces are expanding their reach among both buyers and sellers and what consumers will expect from marketplaces in the future.

Marc Pohl | Founder & Managing Director, **JUNIQE**

Cristina Berta Jones | Chief Operating Officer, **Naspers B2C Ecommerce**

Carl Waldekranz | Co-Founder & CEO, **Tictail**

Interviewer: Frederic Court | Founder & Managing Partner, **Felix Capital**

4. Track Keynote: Transforming the World of Retail 4:00-4:40pm | Presentations

Stephan Schambach | Founder & CEO, **NewStore**

Danny Perekalsky | CEO, **OZON.ru**

Emcee: Edoardo Manitto | Independent

5. Disrupting the Retail Value Chain 4:45-5:25pm | Talk Show with Presentations

A new category of venture-backed brands is disrupting the retail value chain. These brands are focused on a single product category and deliver new consumer value propositions by controlling everything from manufacturing to sales and distribution themselves. They enable consumers to buy high-quality products at better prices, often in sectors served by a limited number of large-scale organizations. In this session, we'll hear from leading startups creating new direct-to-consumer brands that avoid some of the traditional retail inefficiencies.

Jas Bagniewski | Founder & CEO, **Eve Sleep**

David Moreno | Founder & Hawkers Success Case, **Hawkers**

Dirk Graber | Founder & Managing Director, **Mister Spex**

Interviewer: Holger Klärner | VP, Fast Growth Tech EMEA, **McKinsey & Company**

6. New Retail Ecommerce Models 5:30-6:10pm | Talk Show with Presentations

Today ecommerce companies are taking a variety of new approaches to attract and retain customers: Rentals, subscriptions and ecommerce are just a few of the business models that have resonated with shoppers and translated into substantial sales. Hear leading startups discuss how they've redefined ecommerce to build and grow their businesses.

Patrick Hurenkamp | Founder & Managing Director, **Bloomon**

Kieran O'Neill | CEO & Co-Founder, **Thread**

Sébastien Fabre | Co-Founder & CEO, **Vestiaire Collective**

Interviewer: Frederic Court | Founder & Managing Partner, **Felix Capital**

TRACK 2: Digitization of Physical Retail Stores

The Digitization of Physical Retail Stores track addresses how retailers are using new technologies to enhance the in-store shopping experience. Topics covered include in-store mobile offerings, interactive technologies and omnichannel customer experiences.



1. Track Keynote: Engaging Consumers Through Interactive Technologies 10:00-10:40am | Presentations

Martin Wild | Chief Digital Officer, **MediaMarktSaturn Retail Group**

Emcee: Anne Marie Stephen | CEO & Founder, **Kwolia**

2. Customer-Centric Supply Chain Innovation 10:45-11:25am | Panel

Technology has allowed brands and retailers to develop more flexible, dynamic and customer-centric supply chains. Companies that design, manufacture and distribute products with shorter lead times are better positioned to meet fast-changing consumer needs, while accurate inventory management enables shoppers to access the products they desire. In this session, speakers from both established and early-stage companies will discuss how they create a customer-centric supply chain.

Roman Kirsch | CEO, **Lesara**

Claus Byskov | Logistics and ERP Program Director, **Coop Denmark**

Neil Ackerman | Senior Director, Global Supply Chain Advanced Planning, **Johnson and Johnson**

Moderator: Fernando Pasamón | EMEA Retail Co-Leader, **Deloitte**

3. Track Keynote: Omnichannel Customer Experiences 11:30am-12:10pm | Presentations

Matthias Bauer | Managing Director, **OBI Digital**

Adrian Letts | Managing Director - Online, **Tesco**

Emcee: Edoardo Manitto | Independent

TRACK 2:
Designing Innovative Products and Experiences

Designing Innovative Products and Experiences provides a deep dive into issues related to design, with a focus on how branded manufacturers and retailers alike are designing new, innovative products and immersive experiences to win over changing consumers.

4. Experiential Retail
4:00-4:40pm | Presentations

Innovative retailers are creating new physical environments that enable consumers to experience their products in a more immersive and useful way. Some are creating experiences where customers can interact with their products in settings that mimic real life before buying them. In this session, leading retailers will discuss how they are creating engaging physical experiences to increase sales, decrease returns and gain a better understanding of how customers engage with their products.

Fabian Rieden | Managing Director, **Eataly Germany**
 Adam Hockney | Retail Director, **Rapha**
 Carla Cammilla Hjort | Director, **SPACE10**
Emcee: Patrick Martin | Founder & Director, **Agency of Others**

5. Innovative Product Design
4:45-5:25pm | Presentations

Beautifully designed products are a differentiator in every category, from apparel to automotive and electronics. Some companies have excelled at creating exceptional products that both serve a core purpose and also entice shoppers with a unique or elegant design. In this session, companies at the forefront of product design will share how they differentiate and excel in product development.

Wilhelm Oehl | Partner and Chief Experience Officer, **Eight Inc.**
 Alexandra C. Wood | Chief Operating Officer, **Wearable X**
 Cheryl Kaplan | Co-Founder & President, **M.Gemi**
Emcee: Martin Gill | Research Director, Digital Strategy & Experience, **Forrester**

6. Agency Perspectives on Design
5:30-6:10pm | Panel with Presentations

The retail experience hasn't changed fundamentally in decades, but today retailers are aiming to differentiate themselves through groundbreaking new products, layouts and store formats. In this session, we'll examine what the retail experience would look like if designed without any traditional boundaries or restrictions and how products are being reimaged to meet new, emerging consumer demands. This session will feature presentations by agencies leading product and experience design.

Nicole Srock.Stanley | Co-Founder & CEO, **dan pearlman**
 Katelijn Quartier | Academic Director, **Retail Design Lab, Hasselt University**
 Lewis Allen | Director of Environments, **Portland Design**
Moderator: Anne Marie Stephen | CEO & Founder, **Kwolia**



TRACK 3:
On-Demand, Delivery and Logistics

In the On-Demand, Delivery and Logistics track, we explore advances in fulfillment, including developments in both at-home delivery and alternative pickup points. It covers overall last-mile strategies, same-day shipping, store fulfillment and returns.

1. Track Keynote: Innovations in Logistics
10:00-10:40am | Presentations

Amando Sánchez Falcón | Chief Corporate Officer, **DIA**
 Dr. Hui Cheng | Head of JDX Silicon Valley Research Center, **JD.com**
Emcee: Joanna Perry | Head of Marketing, **Practicology**



2. Last-Mile Fulfillment, Same Day and Pickup (Part 1)
10:45-11:25am | Talk Show with Presentations

As today's consumers expect a greater degree of convenience and a range of delivery and pickup options, last-mile fulfillment continues to be one of the most rapidly evolving aspects of the retail supply chain. In this session, leading retailers and startups will discuss their ongoing investments in technology, people and partnerships to improve the last-mile infrastructure.

Gemma Sorigué | CEO & Co-Founder, **Deliberry**
 Allan Martinson | Chief Operating Officer, **Starship Technologies**
 Damien Bon | CEO, **Stuart**
Interviewer: Phil Wahba | Senior Writer, **Fortune**

3. Last-Mile Fulfillment, Same Day and Pickup (Part 2)
11:30am-12:10pm | Talk Show with Presentations

As today's consumers expect a greater degree of convenience and a range of delivery and pickup options, last-mile fulfillment continues to be one of most rapidly evolving aspects of the retail supply chain. In this session, leading retailers and startups will discuss their ongoing investments in technology, people and partnerships to improve the last-mile infrastructure.

Karl Munthe-Kaas | CEO & Co-Founder, **Kolonial.no**
 Daniel Thung | Co-Founder & Member of the Board, **Supervista AG/Brillen.de**
 Rafal Brzoska | CEO- President of the Board, **InPost**
Interviewer: Paul Martin | Head of UK Retail, **KPMG**

TRACK 3:
Culture and Leadership

The Culture and Leadership Track looks at how traditional organizations are successfully cultivating innovation and addresses how companies are developing the next generation of leadership as the knowledge and expertise needed to compete in a rapidly evolving market change.

4. Track Keynote: Developing Commerce Leaders
4:00-4:40pm | Presentations

Simona Scarpaleggia | CEO, **IKEA Switzerland**
Mieke Veldhuis | Chief Commercial Officer, **Bugaboo International**
Emcee: Phil Jeudy | Director, **ZTP US**

5. Beyond Technology: Building a Culture That Enables Innovation
4:45-5:25pm | Panel

Every organization struggles with creating a culture that encourages innovation. At startups, every hire can have an impact on whether the company is able to commercialize its innovative products and services; at larger organizations, the right processes and organizational structures can drive or inhibit innovation. Hear how executives who have run large organizations and startups have dealt with these challenges, and how their leadership style has evolved as they've learned what their companies need to remain competitive in rapidly evolving markets.

Angela Gallenz | HR Manager, **H&M Germany**
John Vary | Head of IT Innovation Team, **John Lewis**
Sergio Caredda | Senior Director, HR Business Partner DTC EMEA, **VF International**
Moderator: David Naim | Partner, Retail and Consumer Advisory Lead for Western Europe and Maghreb, **EY Advisory**



6. Organizing for Innovation and Growth
5:30-6:10pm | Panel

Retailers and brands continue to restructure their organizations and teams with the goal of fostering innovation that creates more customer-centric offerings. This includes everything from breaking down internal silos and becoming more efficient to shifting away from long-established cultures. No single model has proven to work for every company, however, leaving it to leaders and managers to try various approaches to determine which ones work best to implement new technologies, roll out new initiatives and experiment with new business models. Join us to hear how leading businesses are managing organizational changes that lead to great results.

Christine Cross | Director, **Christine Cross Ltd & Advisory Board Member**
Mike Logue | CEO, **Dreams Ltd**
Moderator: Martin Newman | Chairman, **Practicology**

TRACK 4:
Marketing Evolution

Marketing Evolution looks at how brands and retailers are adapting their marketing strategies to take advantage of new tactics, technologies and platforms. Topics include advances in mobile marketing, new social platforms and building loyalty.

1. The Next Generation of Search: AI, Visual Search and More
10:00-10:40am | Talk Show with Presentations

Consumers are searching for and discovering products in new ways and through new channels, turning to their mobile devices, for example, to find products online and offline. New technologies like visual and voice-based search as well as AI are set to change the way consumers locate products they want to buy. In this session, we'll hear from leaders in search who will discuss how brands and retailers can take advantage of these technology shifts and how they need to adapt to changing consumer search behavior.

Matthew Zeiler | CEO & Founder, **Clarifai**
Amir Konigsberg | CEO, **Twiggle**
Ted Mann | CEO, **Slyce**
Interviewer: Edoardo Manitto | Independent

2. Marketing Through Social Platforms
10:45-11:25am | Panel with Presentations

Brands and retailers are looking for new ways to promote their products and services using social platforms, and today's brands are using these platforms to drive both online and offline sales. In this session, we'll hear from leading retailers and branded manufacturers as they discuss how they use platforms like Facebook, Instagram, Snapchat, Pinterest, Twitter and more to raise awareness of their offerings and convert shoppers to buyers.

Sharon Tighe | Head of Social Media & Community Strategy, **eumom**
Pouya Boland | CEO & Co-Founder, **chiquelle.com**
Moderator: Patrick Martin | Founder & Director, **Agency of Others**

3. Building Loyal Communities
11:30am-12:10pm | Panel with Presentations

Creating and sustaining a deep emotional connection between a brand and a consumer isn't easy, but those brands that do build their own community gain tremendously from the relationship. In this session, we'll hear from brands that have successfully built a loyal following by (1) identifying the shared values among a core group of customers, (2) relentlessly pursuing community as a core business strategy, and (3) fostering exclusivity among members and rewarding engagement in novel ways.

Edward Griffith | Founder, **LoveCrafts**
John Argento | Managing Director, Europe, **Bedrock Manufacturing BV Europe (Shinola & Filson)**
Moderator: Bela Evers | Senior Digital Consultant, Strategy & Innovation, **Needle Strategy**



TRACK 4:
Marketing Evolution

Marketing Evolution looks at how brands and retailers are adapting their marketing strategies to take advantage of new tactics, technologies and platforms. Topics include advances in mobile marketing, new social platforms and building loyalty.

4. Track Keynote: Marketing and Analytics
4:00-4:40pm | Presentations

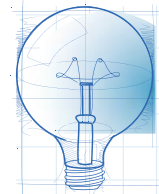
Peter Boris Kreilgaard | Head of Marketing, **coop.dk**
Martin Harbech | Director of Retail, Ecommerce & FinTech, **Facebook**
Emcee: Joanna Perry | Head of Marketing, **Practicology**

5. Mobile Marketing

4:45-5:25pm | Talk Show with Presentations

Marketers today are creating mobile campaigns to engage consumers across the purchase funnel, from building brand awareness to driving store traffic and conversions. These campaigns are becoming increasingly sophisticated as new generations of phones include more advanced features and capabilities. In this session, we'll hear from brands and retailers that have figured out how to win over consumers on their mobile devices, both in-store and on-the-go.

Michaël Krief | Group Information Systems Director, **Hammerson Plc**
James Flett | Senior Customer Marketing Manager, **Caffè Nero**
Interviewer: Asif Khan | Founder & President, **LBMA**



6. The Future of Marketing
5:30-6:10pm | Panel

Digital and marketing executive roles are more complex than ever. While they have a huge amount of consumer data at their disposal and the technology to target the right customers in real time, they are also dealing with a high degree of media fragmentation and intense competition for customers' attention. In this session, executives from both established and startup brands discuss how they are creating meaningful emotional connections with their customers.

Vladimir Stankovic | Digital & E-Commerce Director, **Camper**
Carina Ertl | Chief Marketing Officer, **Eton**
Charmaine Huet | Chief Marketing Officer, **Woolworths South Africa**
Moderator: Vincent Tresno | Digital Strategy Consultant, **Tresno Digital**

TRACK 1:
Shopping Experiences
of the Future

Shopping Experiences of the Future addresses some of the most critical changes in both physical store and online experiences and highlights new retailer offerings that attract and convert shoppers. Topics covered include changing store formats, shifts in digital offerings, payments evolution, AR and VR and the use of AI in retail.

1. Track Keynote: Groundbreaking Shopping Experiences
8:30-9:10am | Presentations

Charlie Cole | Chief Digital Officer, **TUMI**
Ulric Jerome | CEO, **MATCHESFASHION.COM**
Emcee: Rachel Arthur | Founder & Editor, **Fashion & Mash**



2. The Future of Artificial Intelligence in Retail
9:15-9:55am | Talk Show with Presentations

It is early days when it comes to the use of Artificial Intelligence (AI) in retail--however, the opportunities for AI to help drive awareness and sales are potentially far and wide. In this session, technology leaders will talk about the current utility and future use cases of AI. Our speakers are leaders at some of the most innovative companies using AI to disrupt retail--they will highlight examples of how AI is transforming the industry, from better understanding consumer sentiment to improving search results.

Richard Hearn | GM & Global Chief Revenue Officer, IBM Watson Customer Engagement, **IBM Corporation**
Antoine Blondeau | Co-Founder & Chairman, **Sentient Technologies**
Bruce MacInnes | Chairman, **BrandAlley**
Interviewer: Janie Yu | Partner, **Fung Capital**

3. Augmented and Virtual Reality
10:00-10:40am | Presentations

Augmented reality (AR) has moved into the mainstream. Meanwhile, there have been a spate of technical developments recently in the form of new platforms and hardware, including dual-camera phones, that are enabling better AR and virtual reality (VR) experiences. As a result, AR use cases in retail are proliferating and VR use cases are quickly emerging. In this session, companies at the forefront of this phenomenon will share their experience so far, as well as their vision for the potential of this technology to transform shopping.

Beck Besecker | Co-Founder & CEO, **Marxent**
Greg Jones | Director VR & AR, **Google, Inc.**
Emcee: Anne Marie Stephen | CEO & Founder, **Kwolia**

TRACK 1: Shopping Experiences of the Future

Shopping Experiences of the Future addresses some of the most critical changes in both physical store and online experiences and highlights new retailer offerings that attract and convert shoppers. Topics covered include changing store formats, shifts in digital offerings, payments evolution, AR and VR and the use of AI in retail.

4. Retail Formats of the Future

4:00-4:40pm | Talk Show with Presentations

Retailers today are experimenting with a variety of new store formats ranging from smaller footprints to pop-up stores as well as reducing the total number of stores. At the same time, trends like ecommerce pureplays opening physical retail locations and a new wave of experiential retailing are gaining momentum. In this session, innovative retailers will discuss how they're broadening store experiences to engage shoppers.

Ross Bailey | Founder & CEO, **Appeal Here**

Jen Rubio | Co-Founder & Creative Director, **Awary**

Gunnar Ingi Sigurdsson | Managing Director, **Hagkaup**

David Martin | Joint Managing Director, **M Worldwide**

Interviewer: Phil Jeudy | Director, **ZTP US**

5. Conversational Commerce

4:45-5:25pm | Talk Show with Presentations

Within the last year, chatbots and virtual assistants have gained momentum. Established and emerging brands alike are trying to figure out their strategy amidst a growing number of options in platforms, partners and formats. Speakers will lay out the near-term value proposition of conversational commerce and help make sense of the activity in this space.

Japjit Tulsi | VP, Engineering, **eBay**

Tor Thompson | EMEA Regional Director, **Bing Ads (Microsoft)**

Michael Haswell | Director, Shopping Business Development, **Google**

Interviewer: Anne Marie Stephen | CEO & Founder, **Kwolia**

6. Innovations in Consumer Payments

5:30-6:10pm | Panel

Mobile devices and connected commerce will drive substantial changes in how consumers pay in every context. This session will cover key aspects of the evolution of payments, including the digitization of physical wallets and plastic payment credentials, growth of frictionless in-app purchasing and evolution of in-store point of sale payment terminals. The discussion will include emerging initiatives, entry of new stakeholders in the payments value chain and payments as a platform for enhanced retailer and consumer offerings.

Roelant Prins | Chief Commerce Officer, **Adyen**

Patrick Gauthier | VP, **Amazon Pay**

Nathalie Oestmann | Director, Head of Samsung Pay, Europe, **Samsung Electronics**

Moderator: Mike Blandina | EVP Product & Technology, Chief Technology Officer, **Westfield**



TRACK 2: Shifting Ecommerce Trends

The Shifting Ecommerce Trends track covers major shifts in how products and services are sold online and addresses topics such as marketplaces, brands selling direct, new retail ecommerce models and mobile-centric business models.

1. Meeting the Demands of Today's Cost-Conscious Consumer

8:30-9:10am | Talk Show

Shoppers today want to get a fair price on everything they buy, whether basic items or products they choose to splurge on. Flash sales and other business models provide consumers with access to deals while rising price transparency online means consumers are accessing a variety of sites to compare, contrast and ultimately buy products. In this session, hear from companies whose premise is to give consumers a good deal as they discuss their pricing strategies and how they build customer relationships.

Dinesh Nayar | CEO & Co-Founder, **Fyndiq**

Aleš Drábek | Chief Digital & Disruption Officer, **Conrad Electronic SE**

Malte Polzin | CEO, **DeinDeal AG**

Interviewer: Phil Wahba | Senior Writer, **Fortune**

2. Evolving Brand-Retailer Relationships

9:15-9:55am | Panel

While the relationship between consumer brands and retailers remains essential, brands are also investing in their own digital offerings by expanding their site content and building ecommerce capabilities to sell directly to shoppers. Join us to hear: (1) how retailers are improving the experience brands have on their platforms, and (2) how brands are balancing their retail relationships with their desire to better understand customer behavior and realize a greater margin on sales.

Aaron Smedley | Global Head of Retail, **Hunter Boot Limited**

Joël Palix | CEO, **Feelunique**

David Alves | Executive Board Member, **SonaeMC**

Moderator: Stacey Widlitz | President and Chief International Store Hunter, **SW Retail Advisors**



3. Mobile Commerce and Engagement

10:00-10:40am | Talk Show with Presentations

Retailers are embracing mobile in a variety of ways, from launching mobile apps and exploring deep linking to streamlining checkout and more. In addition, retailers are targeting shoppers on their mobile devices and using technologies like geofencing to reach consumers who are near their stores. In this session, retail leaders will discuss innovative strategies that drive consumers to engage and buy on mobile.

Maria Raga | CEO, **Depop**

Ville Kangasmuukko | CEO, **Bubbleroom**

Demet Mutlu | Founder & CEO, **Trendyol.com**

Moderator: Ken Seiff | Managing Partner, **Beanstalk Ventures**

4. Personalized Shopping Experiences

4:00-4:40pm | Talk Show with Presentations

Today's online shopping experiences are more personalized than ever, and shoppers now expect retailers to understand their preferences and buying habits. In this session we'll hear from companies providing different personalized experiences and understand the technologies necessary to create individualized offerings online--as well as increasingly in stores.

Chris Morton | CEO & Co-Founder, **Lyst**

Claudia Roggenkamp | VP eCommerce Europe, **Levi Strauss & Co.**

Interviewer: Wijnand Jongen | CEO, **Thuiswinkel.org**

TRACK 2: Shifting Ecommerce Trends

The Shifting Ecommerce Trends track covers major shifts in how products and services are sold online and addresses topics such as marketplaces, brands selling direct, new retail ecommerce models and mobile-centric business models.



5. Ecommerce Technology Leaders Roundtable

4:45-5:25pm | Panel

The technologies that power ecommerce are constantly evolving, with new solutions emerging almost daily that promise to better attract and convert shoppers. Technology leaders at brands and retailers face a daunting task in sorting through the growing number of ecommerce solutions and identifying the ones that will have the biggest impact on their businesses. In this session, we'll hear from leaders at some of the top ecommerce brands across Europe as they discuss how they build technology-forward organizations and which emerging technologies excite them most.

Dirk Hörig | CEO, **commercetools**

Julian Burnett | Chief Information Officer, **House of Fraser**

Volker Pilz | Head of Engineering, **Zalando**

Moderator: Martin Gill | Research Director, Digital Strategy & Experience, **Forrester**

6. IoT and Connected Commerce

5:30-6:10pm | Presentations

From home voice assistants to smart watches and refrigerators, many connected devices are now becoming commerce devices. At the same time, new digital technologies are streamlining store operations and enabling retail locations to become smarter and more efficient. Though still at an early stage, new digital touchpoints hold the potential to transform shopping by creating a more intelligent, frictionless experience. In this session, companies will discuss the evolving landscape of connected commerce and the imperative for retailers and brands alike to develop a connected commerce strategy.

Niall Murphy | Co-Founder & CEO, **EVERYTHNG**

Joe Jensen | VP, Internet of Things Group & GM, Retail Solutions Division, **Intel Corporation**

Tamir Melamud | Israel County Manager, **SodaStream**

Emcee: Phil Jeudy | Director, **ZTP US**

TRACK 3: Investment and Entrepreneurship

In the Investment and Entrepreneurship track, leading venture capital firms discuss what they're looking for in startups while venture-backed CEOs address what it takes to build successful and differentiated businesses.

1. Emerging Direct-to-Consumer Businesses That Redefine Retail: A VC Perspective

8:30-9:10am | Panel

Join us to hear from some of today's leading venture capital firms as they highlight which direct-to-consumer business models are resonating in the market. Our panelists will address the changes they anticipate in how consumers discover, shop and buy and discuss how they identify the businesses that will define the next generation of commerce.

Daniel Waterhouse | Partner, **Balderton Capital**

Bruno Crémel | General Partner, **Partech Ventures**

Dr. Florian Heinemann | Founding Partner, **Project A**

Moderator: Antoine Fine | Partner, **Otium Consumer**

2. Emerging Technologies That Drive Retail Innovation: A VC Perspective

9:15-9:55am | Panel

In this session we'll hear venture capitalists discuss which technologies are poised to transform the shopping experience. From technologies that provide critical improvements to today's offerings to others that promise to altogether change the world of commerce, hear which types of technology companies are gaining the most traction with brands and retailers.

John Doran | General Partner, **TCV**

Miguel Bagulho | Portfolio Development & Board Observer, **Sonae IM**

Davor Hebel | Managing Partner, Europe Ventures, **Eight Roads**

Moderator: Flore Fauconnier | Deputy Editor in Chief, **LSA**

3. Innovation Within Big Retail

10:00-10:40am | Panel

As large retail businesses evaluate their growth strategies and how to remain competitive, they must constantly evaluate whether to (1) focus on internal initiatives and organic growth, (2) create their own accelerators to explore cutting edge technologies, or (3) partner with or buy companies to access technologies and expertise. This session will look at how retailers are investing to ensure they continue to innovate.

Celso Martinho | CEO & Founder, **Bright Pixel**

Andreas Wuerfel | Director, Global Innovation

Community, **METRO Accelerator powered by Techstars**

Marc Lamik | Head of Innovation & Partnerships, **Zalando**

Moderator: Holger Klärner | VP, Fast Growth Tech EMEA, **McKinsey & Company**



TRACK 3: Consumer Behavior, Expectations and Demographics

The Consumer Behavior, Expectations and Demographics track looks at shifts in demographics, behavior and preferences that affect how consumers discover, shop and buy. It addresses a wide range of topics, from different demographic shifts across Europe to consumers' desire for greater product and manufacturing transparency.

4. Adapting to Changing Consumers Across Europe

European Grocery: Digital Winners

4:00-4:40pm | Research Presentations

In this set of research presentations, hear experts discuss how the demographics and behavior of European consumers are changing.

Tim Barrett | Senior Research Analyst - Retailing, **Euromonitor International**

Simon Birkenhead | Managing Director, Europe, **L2**

Emcee: Ken Seiff | Managing Partner, **Beanstalk Ventures**

5. Reaching Millennials

4:45-5:25pm | Panel

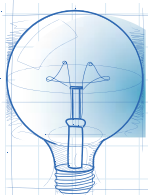
With consumers aged 20-35 representing almost a quarter of the adult population in Europe, Millennials remain one of the most sought-after target markets for brands. As Millennials mature and their buying power increases, retailers and brands have to update their product and marketing strategies to cater to their evolving needs. This panel features venture-backed startups and established retailers that are successfully targeting Millennials with innovative product offerings, frictionless shopping experiences and relatable messaging.

Stephanie Phair | Chief Strategy Officer, **Farfetch**

Konstantin Urban | Co-CEO, **windeln.de**

Jessica Alsing | Vice President, Asia & Europe eCommerce, **Crocs Inc.**

Moderator: Steph Wissink | Managing Director, **Jefferies**



TRACK 4: Measurement, Analytics and Insights

The Measurement, Analytics and Insights track covers advances in measuring online and offline shopping behavior. It looks at the new technologies brands and retailers are using to better understand their customers' shopping habits and highlights how companies are turning data into insights that help them better run their businesses.

1. Measuring and Optimizing the New Store Experience

8:30-9:10am | Talk Show with Presentations

A wide variety of groundbreaking technologies are providing retailers with insights into all aspects of store operations as well as consumer browsing and buying in physical stores. Retailers now have access to consumer shopping data from many sources, ranging from beacons to video monitors and satellites. In this session, we'll hear from companies at the forefront of store analytics, insights and innovation as they discuss how they're using data to shape the next generation of retail stores.

Gerben van der Lugt | Head of Indoor Location Services, **Philips Lighting**

Doug Gardner | Chief Information Officer, **River Island**

Interviewer: Ken Seiff | Managing Partner, **Beanstalk Ventures**

2. Next Generation Attribution

9:15-9:55am | Panel

Attribution remains one of the biggest challenges for marketers given the growing number of touchpoints shoppers have on their path to purchase. Brands and retailers alike are investing in cross-device and cross-channel attribution in order to truly understand customer behavior as well as allocate spending effectively. In this session, hear how the most forward-thinking marketers understand which campaigns, channels and devices are influencing consumers' decisions to buy.

Christian Henschel | Co-Founder & CEO, **Adjust**

John Gillan | Managing Director Northern Europe, **Criteo**

David Hardy | Senior Director, Attribution Services, **Rakuten Marketing**

Moderator: Asif Khan | Founder & President, **LBMA**

3. Advances in Analytics: Artificial Intelligence and Beyond

10:00-10:40am | Talk Show with Presentations

Entire businesses--from product assortments to consumer-facing websites--are being optimized as the amount of data available and the sophistication of tools increases dramatically. Commerce businesses are not only personalizing the customer experience at an individual level and ensuring their content drives conversion, but also optimizing inventory and assortment by location to meet the demands of today's anywhere, anytime customers. In this session, leading retailers and solution providers will discuss how businesses are testing, analyzing and optimizing the shopping experience.

Prof. Dr. Michael Feindt | Founder & Chief Scientific Officer, **Blue Yonder**

Kyle Duford | Global VP, Digital & Ecommerce, **Dr. Martens**

Lars Kietzer | Head of Product Center Shop, **zooplus AG**

Moderator: Peter Burggraaff | Associate Director, **The Boston Consulting Group**



TRACK 4: Emerging Technologies Spotlight

The Emerging Technologies Spotlight track will feature 24 innovative technology companies changing how consumers discover, shop and buy. An executive from each company will present their technology and make an announcement, such as a new offering.

4. Acquiring and Retaining Customers 4:00-4:40pm | Presentations

Profitero Demonstrates Digital Shelf Analytics Solution

Profitero's digital shelf analytics help leading brands double their online sales by pinpointing performance issues with search, content, pricing and other purchase drivers on Amazon and other retail websites. Profitero will demonstrate its analytics solution and unveil new capabilities that will make accessing it even easier.

Vol Pigrukh | CEO & Co-Founder, **Profitero**

Pixoneye Applies AI, Computer Vision to Shoppers' Photo Galleries to Gauge Their Intent

Pixoneye uses artificial intelligence and computer vision to analyze shoppers' mobile photo galleries. The technology allows retailers to gather insights about their customers' lifestyle and purchase intent, helping them deliver more relevant product recommendations and marketing messages.

Ofri Ben-Porat | CEO & Co-Founder, **Pixoneye**

With Einstein AI, Salesforce Helps Retailers Personalize the Customer Experience

Salesforce will demonstrate how its Einstein AI platform helps retailers create a personalized shopping experience across commerce and marketing. Specifically, Salesforce will show how its AI tools help retailers surface the most relevant product recommendations, as well as deliver the right marketing messages at the right time.

Rob Garf | VP of Industry Strategy & Insights, **Salesforce Commerce Cloud**

Hero Announces the Results of its 'Live Shopping' Partnership with Harvey Nichols

Hero will demonstrate how store associates are providing highly personal shopping experiences to online customers through messaging and live video. In this presentation, Hero will announce the results from its partnership with Harvey Nichols.

Adam Levene | Founder & CEO, **Hero**

5. Acquiring and Retaining Customers 4:45-5:25pm | Presentations

Syte.ai Enhances Product Discovery Through Visual Search

Syte.ai brings accuracy and speed to visual search using object recognition and artificial intelligence, as well as advanced machine learning. The company helps brands and publishers improve monetization and brand loyalty while providing a meaningful user experience. The technology allows brands to expand their reach, making any visual asset instantly clickable and shoppable.

Lihi Pinto Fryman | Co-Founder & Chief Marketing Officer, **Syte.ai**

Voysis's Voice AI Platform Helps Retailers Boost Mobile Conversion

Voysis will demonstrate how its voice AI platform removes the constraints of shopping on a mobile device, helping users find what they're looking for faster and more accurately. The company will discuss how voice can dramatically improve the user experience and help retailers increase their conversion.

Peter Cahill | Founder & CEO, **Voysis**

Voyager Labs's AI Solution Transforms Unstructured Data Into Insights on Individual Shoppers

Voyager Labs will show how it's using artificial intelligence and deep learning to extract real-time insights from unstructured data. It will then outline how retailers can leverage those insights to personalize their marketing messages and websites in real time.

Jay Klein | Chief Technology Officer, **Voyager Labs**

Using AI, Zendesk's New Solution Automatically Answers Customers' Questions

Customer service software provider Zendesk will demonstrate its latest solution, which makes it easy for retailers to create and customize a knowledge base using insights from their top agents. One of the solution's features leverages artificial intelligence to automatically respond to emails with relevant help center articles, solving customer requests while they wait for an agent.

Benjamin Keyser | Head of Product - Guide, **Zendesk**

TRACK 4: Emerging Technologies Spotlight

The Emerging Technologies Spotlight track will feature 24 innovative technology companies changing how consumers discover, shop and buy. An executive from each company will present their technology and make an announcement, such as a new offering.

6. Acquiring and Retaining Customers 5:30-6:10pm | Presentations

Ecrebo Presents New Loyalty Platform

Ecrebo helps retailers generate repeat purchases by sending targeted marketing messages to shoppers at the point of sale. During this presentation, the company will present its new loyalty platform, which helps retailers understand more about their customers and how they shop. This information allows them to make better decisions to ensure the next sale starts with the end of the last.

David Vernon | Co-Founder, **Ecrebo**

Smartly.io Brings Creative Automation to Retail Ads

Just as programmatic ad buying transformed the way marketers reach consumers, programmatic creatives are changing how marketers engage customers. Smartly.io will discuss how it's automating ad creatives, helping retailers better scale and personalize their advertising efforts through formats such as Facebook Canvas and Carousel ads.

Kristo Ovaska | Founder & CEO, **Smartly.io**

LOOKLET Launching New Category to Expand Scalable Image Capabilities

LOOKLET's photo solution enables retailers to create personalized fashion images at scale--and at a lower cost. After recently rolling out its solution to the kids' market, LOOKLET in December will expand its offering to the fast-growing plus-size category.

Jannis Koehn | CEO, **LOOKLET**

SMARTASSISTANT Unveils New Solutions for its Digital Advice Suite, Announces Series A Funding

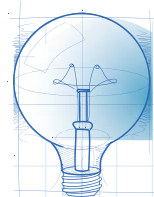
SMARTASSISTANT will demonstrate how its digital advisors can help brands and retailers provide customers with a more personalized shopping experience. The company will present new solutions that enable retailers and brands to engage with and advise shoppers across channels and touchpoints, and will also announce a recently closed round of Series A funding.

Markus Linder | Co-Founder & CEO, **SMARTASSISTANT**



TRACK 1: Global and Cross-Border Commerce

The Global and Cross-Border Commerce track addresses the challenges of international expansion, both online and offline. It addresses how leading retailers are expanding into and across Europe, as well as into new markets in North America, Asia, Latin America, the Middle East and beyond.



1. Track Keynote: Succeeding in International Markets

11:15-11:55am | Fireside Chat and Presentations

Michael Truluck | CEO La Redoute International, **La Redoute**

Interviewer: Michael Poynor | Founder, **Retail Expertise**

Dr. Philipp Kreibohm | Founder & Co-CEO, **Home24**

Emcee: Martin Gill | Research Director, Digital Strategy & Experience, **Forrester**

2. Selling Across Borders

12:00-12:40pm | Talk Show with Presentations

With no one country in Europe representing more than 16% of the continent's population--and with markets like China continuing to play an outsized role in ecommerce--cross-border expansion remains a top priority for many online retailers to grow and scale their businesses. Selling internationally is not easy, however, given the differences in language, regulations, payment types and more. In this session, we'll hear from companies with an international footprint as they discuss how they manage businesses with shoppers across Europe, North America, Asia and more.

Philip Rooke | CEO, **Spreadshirt**

Kijo Oudshoorn | Chief Commercial Officer, **vidaXL**

Interviewer: Michael Poynor | Founder, **Retail Expertise**

3. Understanding the China Opportunity

12:45-1:25pm | Talk Show with Presentations

China's middle class will reach 550 million people in the next 5 years and the country remains a key opportunity for European brands and retailers. Large ecommerce marketplaces such as Tmall, JD.com and others are enabling and encouraging cross-border selling to Chinese consumers. In this session, we'll hear from a leading ecommerce marketplace courting European brands to sell into China, and a leading shopping center developer in the region.

Mei Chen | International Business, **Alibaba Group**

Sylvie Freund Pickavance | Group Strategy & Business Development Director, **Value Retail PLC**

Interviewer: Joanna Perry | Head of Marketing, **Practicology**

TRACK 2: Research and Market Insights

The Research and Market Insights track features presentations by leading academic institutions as well as by market research and technology organizations. Each one highlights a different theme or trend that can help retailers better understand their target markets or plan product roadmaps.

1. Key Trends in European Retail and Ecommerce

11:15-11:55am | Research Presentations

The Store of the Future

The role of the store is undergoing seismic changes. New technologies and the growth of online retail mean that shopping motivations are rapidly diverging between functional and fun. In this session, we explore how the rise in voice technology and auto-replenishment will impact the physical store layout, trip drivers and overall purpose, as well as how stores can become more experiential and personalized.

Natalie Berg | Director, Retail Insights, **Planet Retail RNG**

Insights on Europe's Top 500 Multichannel and Ecommerce Retailers

This presentation will dive into the six characteristics of successful multichannel retailers in Europe, as well as six threats that challenge their future. The findings are based on research from InternetRetailing's Europe Top500, which ranks the region's most influential retailers across merchandising, innovation and other performance metrics.

Ian Jindal | CEO **RetailX** and Co-Founder **InternetRetailing**

Changing Consumer Spending Patterns in an Experience-Driven Economy

Consumer behavior and expectations have evolved, driven by the changing digital and mobile environment. In particular, shoppers are shifting their spending from goods toward experiences, posing a challenge for traditional retailers. In this presentation, Mastercard will share the latest consumer retail and ecommerce spending trends drawn from the billions of transactions that it sees each year. Additionally, Mastercard will address how to make these insights actionable, and how retailers can get ahead of these trends to add to revenue and profitable growth.

Sarah Quinlan | Senior Vice President, Market Insights, **Mastercard**

2. Key Themes in European Retail and Ecommerce

12:00-12:40pm | Research Presentations

The Future of Online Retail

Customers continue to shift their budgets online leading to a changing retail landscape. Who will be the ultimate winners? Will it lead to quasi monopolies like in other internet verticals? What are the most disruptive emerging technologies? In this presentation, Morgan Stanley will explore these questions and look ahead to the future of retail.

Andrea Ferraz, CFA | Head of European Internet Research, **Morgan Stanley**

Influence Not Affluence: Winning Over the Future Consumer

Millenials and Gen Z are fast becoming the largest consumer groups, distinguishing themselves from Baby Boomers and Gen Xers by making influence, not money, the new currency. This session will highlight yet-to-be-released findings from A.T. Kearney's recent study, "The Consumer of the Future: From Affluence to Influence," which surveyed almost 10,000 consumers in seven countries.

Mirko Warschun | Head of Consumer Industries & Retail Practice, EMEA, **A.T. Kearney**

The Power of Consumer Emotions in the Shopping Experience

Consumers are not rational beings--spontaneous emotional responses are central to all the decisions they make along the shopping journey. This session will use ABA's proprietary research to demonstrate how retailers can tap into the power of consumer emotions to build affection for their brand--and deliver a more compelling experience.

Nick Bonney | Managing Director, **ABA Research**

3. Creating Value in a Digital and Experiential World: Lessons From Luxury

12:45-1:25pm | Presentation

Luxury brands are undergoing two major disruptions that are reshaping both customer expectations and the competitive landscape. First, digital technologies are shifting the balance of power between brands and consumers by offering innovative communication channels--generating an unprecedented number of customer insights. Second, consumers are turning away from material luxury and demonstrating an ever-increasing appetite for high-end experiences. This session will build on case studies and cutting-edge research to discuss how leading brands can address the needs of the future high-end consumer and create sustainable value in a digital and experiential world.

David Dubois | Professor of Marketing, **INSEAD**

TRACK 3: Startup Pitch

Shoptalk Europe Startup Pitch features 15 early stage companies with pioneering technologies, products and business models. These companies will compete for two €25,000 prizes. Each company will have four minutes to pitch and three minutes for Q&A with a panel of venture capital investors. Two winners will be selected: one by our panel of investors and the other by audience vote.

Emcee

Deborah Weinswig | Managing Director,
Fung Global Retail & Technology

Judges

Rebecca Hunt | Principal, **Octopus Ventures**
Dan Rosen | Founder, **Commerce Ventures**
Jessica Schultz | Partner, **Northzone**

Startup Pitches

11:15am-1:10pm

Judges Deliberate

1:10-1:20pm

Winners Announced and Prizes Awarded

1:20-1:25pm

Presenting Companies

11:15-11:55am

Revieve | Digital Skincare Advisor

Revieve uses computer vision and artificial intelligence to analyze customers' selfies and then provides personalized product recommendations to each shopper. The technology assesses consumers' skin conditions and combines that analysis with information on environmental factors that affect each shopper's skin. Revieve also incorporates intelligence gathered across sites into its product recommendations.

Sampo Parkkinen | Founder & CEO, **Revieve**

ZigZag Global | Cross-Border Returns

ZigZag Global is a platform that connects retailers to a global network of warehouses, couriers and marketplaces in over 130 countries to manage cross-border returns. ZigZag's platform uses predictive analytics to calculate if a retailer should hold and resell returned products in local markets or consolidate them and return them to their market of origin. ZigZag also facilitates resale of goods in local markets.

Al Gerrie | Founder & CEO, **ZigZag Global**

THE UNSEEN | Color-Change Technology

THE UNSEEN uses design, material science and data to create bespoke inks, compounds and coatings. The inks react to triggers such as heat, pollution, moisture, friction, electrics, chemicals or pressure by changing color. THE UNSEEN's compounds can be integrated into materials ranging from textiles and leathers to rubbers, plastics and hair.

Lauren Bowker | Material Alchemist & Founder,
THE UNSEEN

WiseShelf | Light-Based Smart Shelf Technology

WiseShelf has a unique multi-sensor appliance that detects the number of products on a shelf and sends real-time alerts to retailers when products are missing, misplaced or misshapen. The technology helps retailers improve on-shelf availability as well as increase the efficiency of the click and collect picking process.

Shalom Nakdimon | CEO, **WiseShelf**

Hullabalook | Visual Search Tool

Hullabalook provides interactive visualization tools that allow shoppers to browse and discover products by using size and color rather than search terms. Hullabalook's NLP and AI-based technology analyzes unstructured product data to create easy-to-use filters and facets.

Bryony Elliot | Co-Founder, **Hullabalook**

Oriient | Indoor Positioning Service

Oriient uses the earth's magnetic field to determine the position of a smart phone within one meter of accuracy inside a building. Their GPS-like indoor positioning experience does not require installation and is offered in a SaaS model.

Mickey Balter | CEO, Co-Founder, **Oriient**

12:00-12:40pm

Pasabi | AI-Based Personal Recommendations

Pasabi applies AI to social media feeds in order to understand an individual's style and shopping preferences. Consumers who use Pasabi get personalized fashion recommendations while retailers gain insights into customers' purchase intent in order to promote the right product at the right time.

Chris Downie | Co-Founder, **Pasabi**

TRACK 3: Startup Pitch

Shoptalk Europe Startup Pitch features 15 early stage companies with pioneering technologies, products and business models. These companies will compete for two €25,000 prizes. Each company will have four minutes to pitch and three minutes for Q&A with a panel of venture capital investors. Two winners will be selected: one by our panel of investors and the other by audience vote.

EON-ID | RFID Thread

EON-ID has created digital identification tags in the form of an RFID-based thread. The EON-ID RFID thread enables retailers to intrinsically incorporate RFID into their products, connecting them to the Internet of Things. The solution streamlines tracking of product through production, warehousing, distribution, retail, reuse and recycling.

Natasha Franck | CEO, **EON-ID**

Sensei | In-Store Video Recognition

Sensei is an AI-powered, real-time video recognition solution that helps retailers understand in-store activity. Sensei leverages streams from existing store cameras to provide analysis on traffic, customer flow, and product interaction as well as to detect empty shelves.

Vasco Portugal | CEO, **Sensei**

MobieTrain | Employee Training App

MobieTrain is a social learning app designed to deliver personalized training to retail employees based on their competence level. MobieTrain makes learning fun and engaging through gamification.

Guy Van Neck | CEO & Founder, **MobieTrain**

Cimmerse | 3D Product Visualization

Cimmerse uses volumetric VR/AR technology to make hyper-real interactive 3D models of physical objects which can be viewed through a web browser without downloading an app, enabling consumers to better visualize products they're evaluating. Cimmerse solution includes scanning and hosting ecommerce product catalogues and integration into customers' existing websites.

Eric Prince | Co-Founder & CEO, **Cimmerse**

Sensefinity | Inventory Monitoring

Sensefinity offers an IoT-based end-to-end solution for tracking and monitoring assets used in logistics and fulfillment such as pallets and containers. Sensefinity uses sensors to track the location of products in the supply chain as well as monitor environmental factors such as temperature and humidity levels.

Orlando Remédios | CEO, **Sensefinity**

12:45-1:25pm

SkipQ | Self Checkout for Fashion

SkipQ self-checkout solution uses smart gates to determine which items have been paid for, thereby eliminating the need for security tags. Customers use the app to scan the QR code or NFC tag and pay using a stored credit card.

Maciej Trybilo | CTO, **SkipQ**

daco | AI-Based Competitive Intelligence

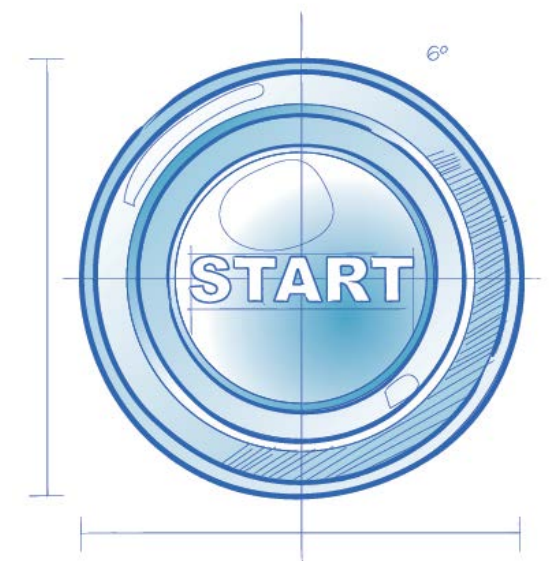
daco provides retailers with strategic dashboards that monitor their competitors' current and past assortment, pricing strategy, discount allocation, store network, and distribution presence. daco uses deep learning algorithms to recognize comparable products across retailers.

Paul Mouginitot | Co-Founder, **daco**

Follow Inspiration | Self-Driven Shopping Cart

Follow Inspiration's wiiGO is an autonomous and self-driven physical shopping cart designed to follow people in commercial environments. Its patented technology uses image recognition to identify its user in less than two seconds, and its distance sensors allow wiiGO to identify and avoid any obstacle along the way.

Luis de Matos | CEO, **Follow Inspiration**
Ricardo Silva | CMO, **Follow Inspiration**



TRACK 4: Emerging Technologies Spotlight

The Emerging Technologies Spotlight track will feature 24 innovative technology companies changing how consumers discover, shop and buy. An executive from each company will present their technology and make an announcement, such as a new offering.

1. Optimizing Ecommerce and Stores 11:15-11:55am | Presentations

what3words's Address System Brings Precision to Last Mile Delivery

what3words has divided the world into a grid of 3 meter x 3 meter squares, each with its own unique three-word address. In this presentation, the company will explain how its innovative addressing system helps retailers cut down their fulfillment times by more accurately describing dropoff points than the conventional addressing model.

Chris Sheldrick | Co-Founder & CEO, **what3words**

Nextail's Stock Optimization Solution Brings the Agility of Fast Fashion to the Retail Industry

Nextail will present its stock optimization solution, which applies prescriptive analytics and AI to make all retailers as nimble as fast-fashion players. Nextail will also announce a new product that will help retailers optimize their buying quantities.

Joaquin Villalba | CEO and Co-Founder, **Nextail**

Scandit Incorporates Augmented Reality Into its Barcode Scanning

Scandit's barcode scanning software turns mobile phones, tablets and wearable devices into efficient scanning devices. Its latest innovations include the use of augmented reality to superimpose product information, including images, on physical goods, as well as a batch scanning feature that allows multiple images to be scanned at once.

Samuel Mueller | CEO & Co-Founder, **Scandit**

VTEX Helps Brands and Retailers Develop Global Ecommerce Strategies

VTEX will demonstrate how it is helping global retailers and direct-to-consumer brands create a complete digital commerce strategy around the world.

Mariano Gomide de Faria | Co-CEO & Founder, **VTEX**

2. Optimizing Ecommerce and Stores 12:00-12:40pm | Presentations

Augment Announces New Lineup of AR Products

Augment provides an augmented reality platform that retailers and brands can leverage to display their products at scale. The technology not only helps retailers engage with shoppers, but also allows them to optimize the merchandising of their stores. During this presentation, Augment will announce its new line-up of products specifically created for retailers and manufacturers.

Jean-François Chianetta | Founder & CEO, **Augment**

Everseen Announces New Retail Technology

Everseen's software combines artificial intelligence, computer vision systems and big data to detect irregular scanning activities at the checkout. During this presentation, Everseen will announce its newest retail technology.

Alan O'Herlihy | Founder & CEO, **Everseen**

kwik Announces IoT Solution That Automatically Reorders Household Essentials

kwik will demonstrate how it's using sensors and machine learning to automate shoppers' replenishment purchases at any brand or retailer. Consumers can also reorder their favorite products at the push of a button, increasing loyalty and customer engagement.

Ofer Klein | Founder & CEO, **kwik**

Quiqup Launches New In-Store Picking Solution

Quiqup, an on-demand delivery company, will demonstrate its in-store picking and paying solution. The new app will streamline in-store operations, optimizing the fulfillment process for retailers and enabling a seamless last-mile proposition. Quiqup is launching this new product alongside Whole Foods Market.

Michel Kaloustian | Co-Founder & Vice President, **Quiqup**

TRACK 4: Emerging Technologies Spotlight

The Emerging Technologies Spotlight track will feature 24 innovative technology companies changing how consumers discover, shop and buy. An executive from each company will present their technology and make an announcement, such as a new offering.

3. Optimizing Ecommerce and Stores 12:45-1:25pm | Presentations

Styla Presents a New Version of its CMS

Styla will present the latest version of its CMS. Specifically, Styla will demonstrate how the product's algorithmic layout calculation, personalization and seamless shopping experience help brands and retailers convert more visitors into buyers.

Franz Riedl | Founder & Chief Operating Officer, **Styla**

YOOBIC, Whose Mobile Solution Improves In-Store Execution, Introduces New Product

YOOBIC's app helps retailers gain full visibility of stores' compliance, improve execution of in-store operations and carry out tasks efficiently. In this presentation, the company will present its new product.

Fabrice Haiat | Founder & CEO, **YOOBIC**

feelter's Solution Presents Shoppers With Authentic Product Reviews

feelter will demonstrate how its technology helps brands and retailers engage with shoppers and boost customer loyalty. It does so by filtering through the most relevant social media content to provide consumers with authentic product reviews directly on a retailer's website.


Smadar Landau | CEO & Founder, **feelter**

Inovretail Presents its Predictive Analytics, Fitting Room Management Solutions

Inovretail will demonstrate how its predictive analytics software is helping retailers understand the impact of promotions, weather and other external variables on their businesses. The company will also present its fitting room management system which allow customers to see which fitting rooms are available, and provides retailers with data on how customers are behaving in their stores.

André Sousa | Co-Founder & Joint CEO, **Inovretail**







Neil Ackerman
Senior Director, Global Supply Chain Advanced Planning
Johnson and Johnson

Primary Location(s): US
Type: Retailer



Neil is the senior director, global supply chain advanced planning for Johnson and Johnson. In his role, he is responsible for accelerating supply chain innovation and enabling advanced planning processes and technologies worldwide.

Anil D. Aggarwal
Founder, Chairman & CEO
Shoptalk

Primary Location(s): US
Type: Other


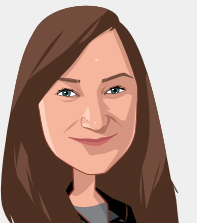
Anil is the founder, chairman and CEO of Shoptalk, where he is relentlessly focused on creating the world's leading events for retail and ecommerce innovation. He also founded Money20/20 and was previously a venture-backed tech founder and CEO with exits to Google and TSYS.

Lewis Allen
Director of Environments
Portland Design

Primary Location(s): UK
Type: Other



Lewis is the director of environments at Portland Design, a London-based firm that creates innovative store concepts.

Jessica Alsing
Vice President, Asia & Europe Ecommerce
Crocs Inc

Primary Location(s): Netherlands
Type: Retailer


Jessica is the vice president, Asia and Europe ecommerce for Crocs Inc. Her role focuses on leading ecommerce growth for the brand across multiple regions and countries.

David Alves
Executive Board Member
SonaeMC

Primary Location(s): Portugal
Type: Retailer


David is an executive board member for SonaeMC. In his role he oversees ecommerce and mobile as well as the non-food commercial teams.




John Argento
Managing Director, Europe
Bedrock Manufacturing BV Europe (Shinola & Filson)

Primary Location(s): Netherlands
Type: Retailer



John is the managing director for Europe at Shinola, a US-based direct-to-consumer producer of handcrafted watches, leather goods and journals.

Jas Bagniewski
Founder & CEO
Eve Sleep

Primary Location(s): UK
Type: Startup - D2C
Raised: \$23,000,000



Jas is the founder and CEO of Eve Sleep, a UK-based direct-to-consumer online mattress retailer. Eve Sleep went public in March 2017.

Ross Bailey
Founder & CEO
Appear Here

Primary Location(s): UK
Type: Startup - D2C
Raised: \$21,000,000



Ross is the founder and CEO of Appear Here, a UK-based marketplace to rent short-term space. Appear Here has raised \$21 million in funding.

Mickey Balter
CEO, Co-Founder
Orient

Primary Location(s): Israel
Type: Startup - Tech



Mickey is the co-founder and CEO of Orient, an Israel-based indoor location tracking and awareness technology company.

Tim Barrett
Senior Research Analyst - Retailing
Euromonitor International

Primary Location(s): US
Type: Other



Tim is the senior research analyst for retailing at Euromonitor International. His research focuses on the evolving grocery landscape and the growth of online marketplaces.

Matthias Bauer
Managing Director
OBI Digital

Primary Location(s): Germany
Type: Retailer



Matthias is the managing director of OBI Digital. OBI is Germany's largest home improvement retailer and has more than 500 stores across Europe.

Joris Beckers
Founder
Picnic

Primary Location(s): Netherlands
Type: Startup - D2C
Raised: \$109,000,000



Joris is the founder of Picnic, a Netherlands-based online grocery retailer. Picnic has raised \$109 million in funding.

Ofri Ben-Porat
CEO & Co-Founder
Pixoneye

Primary Location(s): Israel
Type: Startup - Tech



Ofri is the CEO of Pixoneye. The Israel-based company uses AI and computer vision to analyze consumers' mobile phone galleries to provide tailored product recommendations.

Natalie Berg
Director, Retail Insights
Planet Retail RNG

Primary Location(s): UK
Type: Other



Natalie is the global research director at Planet Retail, a London-based intelligence firm. She jointly heads the company's research team and specializes in the food sector.

Cristina Berta Jones
Chief Operating Officer
Naspers B2C Ecommerce

Primary Location(s): Netherlands
Type: VC



Cristina is the chief operating officer for Naspers' B2C Ecommerce division, where she leads M&A, portfolio management and strategy. She also serves on the board of Romania's eMAG online marketplace.

Beck Besecker
Co-Founder & CEO
Marxent

Primary Location(s): US
Type: Startup - Tech
Raised: \$13,700,000


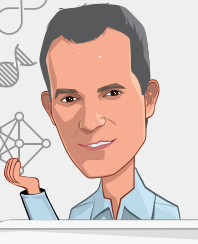
Beck is the co-founder and CEO of Marxent, a US-based content management system for virtual and augmented reality product visualization. Marxent has raised \$14 million in funding.

Simon Birkenhead
Managing Director, Europe
L2

Primary Location(s): UK
Type: Other


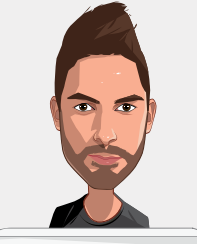
Simon is the European managing director at L2, the global authority amongst the world's top brands on benchmarking digital performance, which was acquired by Gartner in April 2017.

Antoine Blondeau
Co-Founder & Chairman
Sentient Technologies

Primary Location(s): US
Type: Tech
Raised: \$144,000,000



Antoine is the co-founder and chairman of Sentient Technologies, an AI company whose software provides shoppers with more personal product recommendations. Prior to Sentient, Antoine worked on the natural language technology that became Apple's Siri. Sentient has raised \$144 million in funding.

Pouya Boland
CEO & Co-Founder
chiquelle.com

Primary Location(s): Sweden
Type: Retailer


Pouya is the co-founder and CEO of Chiquelle, a Sweden-based online retailer of womens fast fashion products across Europe and beyond.

Damien Bon Stuart

Primary Location(s): France
Type: Startup - Tech
Raised: \$25,000,000

Damien is the CEO of Stuart, a France-based last-mile delivery app and platform. Stuart raised \$25 million in funding and was acquired by GeoPost in March 2017.

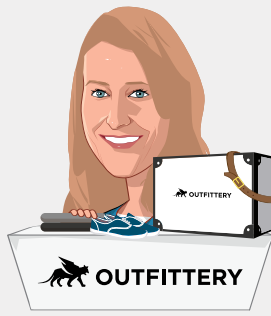




Nick Bonney
Managing Director
ABA Research

Primary Location(s): UK
Type: Other

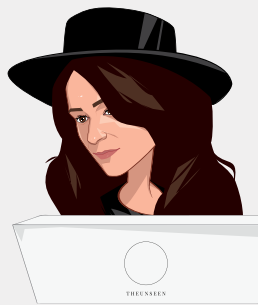
Nick is the managing director at ABA Research, a UK-based market research firm that specializes in customer insights.



Julia Bösch
Founder & Managing Director
OUTFITTERY

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$60,000,000

Julia is the founder and managing director of OUTFITTERY, a Germany-based men's online personal shopping service for fashion. OUTFITTERY has raised \$60 million in funding.



Lauren Bowker
Material Alchemist & Founder
THE UNSEEN

Primary Location(s): UK
Type: Startup - Tech

Lauren is the founder and materials alchemist of THE UNSEEN, a UK-based manufacturer of apparel and accessories using intelligent material that change color in response to the wearer's environment.



Rafal Brzoska
CEO - President of the Board
InPost

Primary Location(s): Poland
Type: Other

Rafal is the CEO of InPost, part of Integer.pl Capital Group, the second largest postal group in Poland. It has been listed on the Warsaw Stock Exchange since 2007.



Julian Burnett
Chief Information Officer
House of Fraser

Primary Location(s): UK
Type: Retailer

Julian is the chief information officer at House of Fraser, a UK-based department store chain with more than 60 locations across the UK and Ireland. Julian is responsible for the company's overall technology strategy, integrating business needs for that strategy, and developing the company's multichannel offerings.



Claus Byskov
Logistics and ERP Program Director
Coop Denmark

Primary Location(s): Denmark
Type: Retailer

Claus is the logistics and ERP program director of Coop Denmark. In his role, Claus is responsible for selecting and implementing new core ERP processes and systems across the brand.



Peter Cahill
Founder & CEO
Voysis

Primary Location(s): Ireland
Type: Startup - Tech
Raised: \$8,000,000

Peter is the founder and CEO of Voysis, an Ireland-based technology company whose artificial intelligence platform enables voice-driven natural language instruction, search and discovery.



Sergio Caredda
Senior Director, HR Business Partner DTC EMEA
VF International

Primary Location(s): Switzerland
Type: Retailer

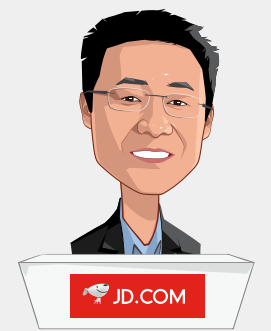
Sergio is a senior director of human resources at VF International. In this role, he leads VF's human resources partnering efforts across all brands in Europe, the Middle East and Africa in the direct-to-consumer domains.



Mei Chen
International Business
Alibaba Group

Primary Location(s): China
Type: Retailer

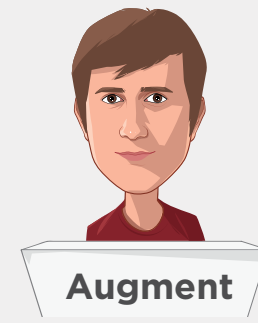
Mei is the international business head for Alibaba Group. Her focus is on helping European companies expand to Asia and develop new revenue streams.



Dr. Hui Cheng
Head of JDX Silicon Valley Research Center
JD.com

Primary Location(s): China
Type: Retailer

Hui is the senior director, head of JDX research and development center for China-based JD.com. In his role, he leads JD.com's logistics innovation focusing on unmanned technology.



Jean-François Chianetta
Founder & CEO
Augment

Primary Location(s): France
Type: Startup - Tech
Raised: \$4,800,000

Jean-François is the founder and CEO of Augment, a France-based 3D real-time augmented reality platform. Augment has raised nearly \$5 million in funding.



Charlie Cole
Chief Digital Officer
TUMI

Primary Location(s): US
Type: Retailer

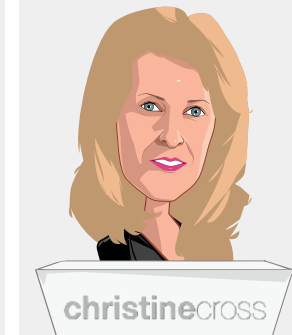
Charlie is the chief digital officer of TUMI. He is responsible for overseeing and developing TUMI's national and international ecommerce and digital platforms.



Bruno Crémel
General Partner
Partech Ventures

Primary Location(s): France
Type: VC

Bruno is a general partner at Partech, a venture capital firm with more than 1 billion euros under management. Working out of the Paris office, Bruno is responsible for the firm's growth fund.



Christine Cross
Director
Christine Cross Ltd and Advisory Board Member

Primary Location(s): UK
Type: Other

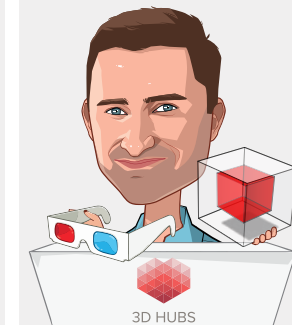
Christine is the director of Christine Cross Ltd. In addition to holding a number of non-executive directorships, she is on the advisory board for Monsoon Accessorize and River Island.



Luis de Matos
CEO
Follow Inspiration

Primary Location(s): Portugal
Type: Startup - Tech

Luis is the CEO of Follow Inspiration, a Portugal-based robotics and software developer for retail use cases.



Bram de Zwart
CEO
3D Hubs

Primary Location(s): Netherlands
Type: Startup - Tech
Raised: \$12,000,000

Bram is the co-founder and CEO of 3D Hubs, a Netherlands-based online marketplace for 3D printing services. 3D Hubs has raised \$12 million in funding.



John Doran
General Partner
TCV

Primary Location(s): UK
Type: VC

John is a general partner at TCV, Technology Crossover Ventures. He focuses on investments in the software, internet and fintech sectors.



Chris Downie
Co-Founder
Pasabi

Primary Location(s): UK
Type: Startup - Tech

Chris is the co-founder of Pasabi, a UK-based platform that offers fashion advice based on users' social media profiles.



Aleš Drábek
Chief Digital & Disruption Officer
Conrad Electronic SE

Primary Location(s): Germany
Type: Retailer

Aleš is the chief digital and disruption officer for Conrad Electronics. In his role, he is responsible for IT organization with the goal of increasing digitization and innovation within the group.



Michael Dubin
Founder & CEO
Dollar Shave Club

Primary Location(s): US
Type: Startup - D2C
Raised: \$166,000,000

Michael is the founder and CEO of Dollar Shave Club, a subscription razor company that delivers new blades to its members each month. Dollar Shave Club was acquired by Unilever, the European consumer goods conglomerate, for a reported price of \$1 billion last year.



David Dubois
Professor of Marketing
INSEAD

Primary Location(s): France
Type: Other

David is a professor of marketing at INSEAD, where he focuses on leveraging and integrating digital and social media channels to create and capture value. He also studies how brands can build iconic products and services by leveraging status and style dynamics.



Kyle Duford
Global VP, Digital & Ecommerce
Dr. Martens

Primary Location(s): US
Type: Retailer

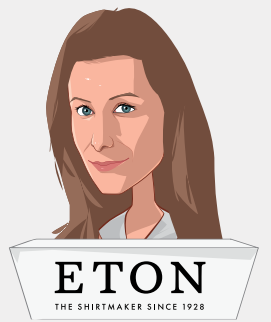
Kyle is the global vice president of digital and ecommerce for Dr. Martens, a British footwear and clothing brand. Kyle oversees Dr. Martens online efforts in three regions across the globe, and is focused on growing the brand's digital presence in emerging markets.



Bryony Elliot
Co-Founder
Hullabalook

Primary Location(s): UK
Type: Startup - Tech

Bryony is the co-founder of Hullabalook, a UK-based software company that uses AI to build visual search and product discovery tools.



Carina Ertl
Chief Marketing Officer
Eton

Primary Location(s): Sweden
Type: Retailer

Carina is the chief marketing officer at Eton, a men's dress shirt retailer. In her role she oversees the company's customer branding and marketing activities.



Sébastien Fabre
Co-Founder & CEO
Vestiaire Collective

Primary Location(s): France
Type: Startup - D2C
Raised: \$131,000,000

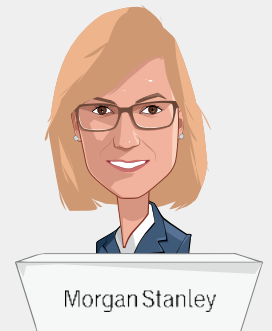
Sébastien is the CEO and co-founder of Vestiaire Collective. With more than \$130 million in funding, Vestiaire Collective is a global marketplace enabling people to buy and sell luxury, pre-owned fashion products.



Prof. Dr. Michael Feindt
Founder & Chief Scientific Officer
Blue Yonder

Primary Location(s): Germany
Type: Tech
Raised: \$75,000,000

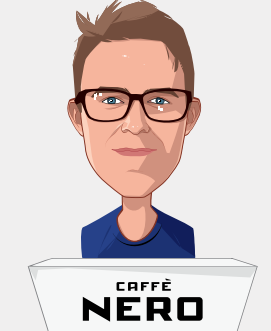
Michael is the founder of Blue Yonder, a data science and machine learning company in Germany. Blue Yonder uses an algorithm that Michael developed to optimize product replenishment and prices for retailers. It has raised \$75 million in funding.



Andrea Ferraz, CFA
Head of European Internet Research
Morgan Stanley

Primary Location(s): UK
Type: Other

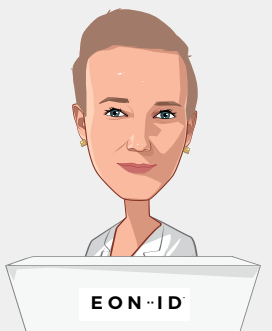
Andrea is an executive director at Morgan Stanley, where she leads equity research of European internet companies.



James Flett
Senior Customer Marketing Manager
Caffè Nero

Primary Location(s): UK
Type: Retailer

James is the senior customer marketing manager at Caffè Nero, a European-style coffee chain based in the UK. In his role, James is responsible for customer acquisition and retention strategy, as well as strategic partnership marketing and commercial activity.



Natasha Franck
CEO
EON-ID

Primary Location(s): UK
Type: Startup - Tech

Natasha is the CEO of EON-ID, a UK-based maker of digital identification tags in the form of an RFID-based thread.



Sylvie Freund Pickavance
Group Strategy & Business Development Director
Value Retail PLC

Primary Location(s): UK
Type: Other

Sylvie is a director at Value Retail. In her role, she oversees group strategy and business development.



Spencer Fung
Group CEO
Li & Fung

Primary Location(s): Hong Kong
Type: Tech

Spencer is group CEO of Li & Fung. The multinational corporation offers brands and retailers end-to-end supply chain solutions, from product development to global freight management.



Angela Gallenz
HR Manager
H&M Germany

Primary Location(s): Germany
Type: Retailer

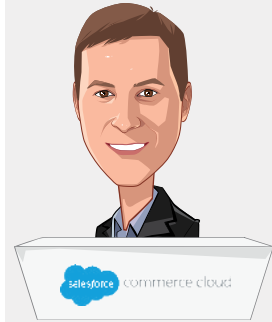
Angela is the human resources manager for H&M in Germany. She encourages employees to have an entrepreneurial spirit so that the Swedish retail chain can constantly reinvent itself.



Doug Gardner
Chief Information Officer
River Island

Primary Location(s): UK
Type: Retailer

Doug is the chief information officer at River Island. In his role, he oversees the company's information technology and digital strategy.



Rob Garf
VP of Industry Strategy & Insights
Salesforce Commerce Cloud

Primary Location(s): US
Type: Tech

Rob is the vice president of industry, strategy and insights for Salesforce Commerce Cloud, formerly Demandware. Based in the US, Rob also serves as chair of the Client Advisory Board at Salesforce Commerce.



Patrick Gauthier
VP
Amazon Pay

Primary Location(s): US
Type: Tech

Patrick is the vice president of external payment services at Amazon. In this role, he leads Amazon's payment services for third-party merchants globally.



AI Gerrie
Founder & CEO
ZigZag Global

Primary Location(s): UK
Type: Startup - Tech

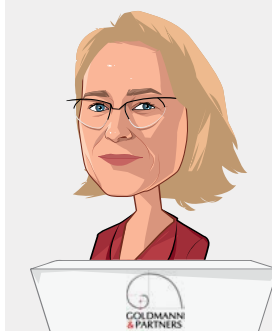
AI is the founder & CEO of ZigZag Global, a UK-based company that helps retailers manage their global returns.



John Gillan
Managing Director Northern Europe
Criteo

Primary Location(s): France
Type: Tech

John is the managing director, Northern Europe at Criteo. His role is focused on driving demand for Criteo's portfolio of performance marketing offerings in the UK and Northern Europe.



Isabella Goldmann
Managing Partner
Goldmann & Partners

Primary Location(s): Italy
Type: Other

Isabella is the founder and managing partner of Goldmann & Partners, an Italy-based design, construction management, and consulting firm specializing in sustainable architecture.



Mariano Gomide de Faria
Co-CEO & Founder
VTEX

Primary Location(s): Brazil
Type: Startup - Tech


Mariano is the founder and co-CEO of VTEX, a Brazil-based digital commerce platform for brands and retailers across the world. VTEX processes more than \$2 billion of GMV for its clients.



Dirk Graber
Founder & Managing Director
Mister Spex

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$70,000,000



Dirk is the founder of Mister Spex, a Germany-based online glasses retailer. Mister Spex has raised \$70 million in funding.



Edward Griffith
Founder
LoveCrafts

Primary Location(s): UK
Type: Startup - D2C
Raised: \$60,000,000


Edward is the founder of LoveCrafts, a UK-based social marketplace that features craft products. LoveCrafts has raised close to \$60 million in funding.

Fabrice Haiat
Founder & CEO
YOOBIC

Primary Location(s): UK
Type: Startup - Tech
Raised: \$5,300,000



Fabrice is the founder and CEO of YOOBIC, a mobile platform that allows brands and retailers to monitor their in-store merchandising in real-time. YOOBIC has raised \$5 million in funding.

Martin Harbeck
Director of Retail, Ecommerce & FinTech
Facebook

Primary Location(s): UK
Type: Tech

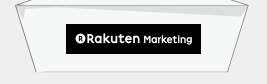

Martin is the head of retail, ecommerce and fintech at Facebook. Based in the UK, Martin's role includes raising Facebook's profile as a shopping platform.

David Hardy
Senior Director, Attribution Services
Rakuten Marketing

Primary Location(s): US
Type: Tech



David is the senior director for attribution services at Rakuten Marketing. The group's technology and consulting services help retailers evaluate the true performance of their marketing across all channels and devices.

Ronan Harris
Managing Director Google UK
Google

Primary Location(s): UK
Type: Tech


Ronan is the managing director UK for Google. He leads the team in driving regional strategy including growing advertising sales channel and rolling out product launches.

Michael Haswell
Director, Shopping Business Development
Google

Primary Location(s): US
Type: Tech


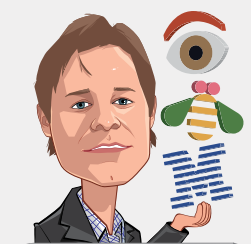
Michael is the director of shopping business development at Google, where he focuses on product strategy, early-stage business development and strategic partnerships across the company's suite of commerce products.




Carl Hazeley
Head of Content, Europe
Shoptalk

Primary Location(s): UK
Type: Other



Carl is the head of content of Shoptalk Europe. He leads Shoptalk Europe's retail and ecommerce industry narrative, including agenda development and speaker selection.

Richard Hearn
GM & Global Chief Revenue Officer, IBM Watson Customer Engagement
IBM Corporation

Primary Location(s): US
Type: Tech



Richard is the general manager and global chief revenue officer for Watson's Customer Engagement division. That division uses Watson's cognitive technology to drive retailers' marketing, commerce and supply chain strategies.

Davor Hebel
Managing Partner, Europe Ventures
Eight Roads

Primary Location(s): UK
Type: VC

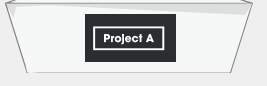
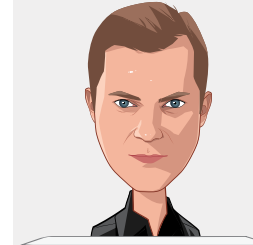
Davor leads the Ventures team in Europe and joined Fidelity Growth Partners (now Eight Roads Ventures) in 2005. He is on the board of Made.com, Notonthehighstreet.com, Packlink and More2.

Dr. Florian Heinemann
Founding Partner
Project A

Primary Location(s): Germany
Type: VC

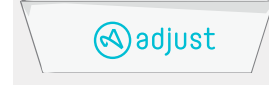
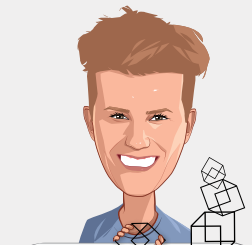
Florian is the founding partner of Project A Ventures, a Germany-based operational venture capital firm focused on investing at the seed and series A levels.

Christian Henschel
Co-Founder & CEO
Adjust

Primary Location(s): Germany
Type: Startup - Tech
Raised: \$29,000,000


Christian is the co-founder and CEO of Adjust, a Germany-based mobile measurement and analytics company. Adjust has raised \$29 million in funding.

Carla Cammilla Hjort
Director
SPACE10

Primary Location(s): Denmark
Type: Other


Carla Cammilla is the founder and director of Space10, a Denmark-based lab and exhibition space focused on the future of urban living.




Adam Hockney
Retail Director
Rapha

Primary Location(s): UK
Type: Retailer

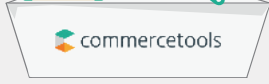

Adam is the retail director for Rapha, a London-based producer of cycling clothing and accessories. The brand also operates physical retail locations, called Rapha Clubhouses, where cyclists can shop, sip coffee and meet with other members of the club for group rides.

Dirk Hörig
CEO
commercetools

Primary Location(s): Germany
Type: Startup - Tech



Dirk is the CEO of commercetools, based in Germany, which offers cloud-based ecommerce software to support omnichannel customer experiences. commercetools was acquired by REWE Group in September 2014.

Charmaine Huet
Chief Marketing Officer
Woolworths South Africa

Primary Location(s): South Africa
Type: Retailer

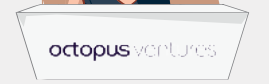

Charmaine is the chief marketing officer of Woolworths South Africa, a premium lifestyle retailer. The company operates through 526 stores across Africa and online, and within the WHL Group.

Rebecca Hunt
Principal
Octopus Ventures

Primary Location(s): UK
Type: VC

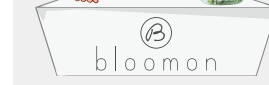

Rebecca is a seed and early stage investor at Octopus Ventures in London where she's invested in a variety of consumer-facing and technology businesses across Europe.

Patrick Hurenkamp
Founder & Managing Director
Bloomon

Primary Location(s): Netherlands
Type: Startup - D2C
Raised: \$26,900,000


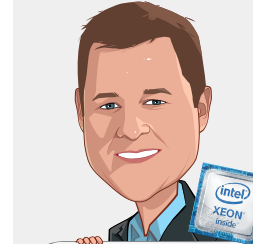
Patrick is the founder and managing director of Bloomon, a subscription-based flower delivery company. Based in the Netherlands, Bloomon's bouquets use flowers that come straight from the grower to ensure their freshness.

Seb James
Group CEO
Dixons Carphone plc.

Primary Location(s): UK
Type: Retailer



Seb is the CEO of Dixons Carphone. He oversees the group's electrical and telecommunications retail operations and services business.

Joe Jensen
VP, Internet of Things Group & GM, Retail Solutions Division
Intel Corporation

Primary Location(s): US
Type: Tech


Joe is the vice president of Intel's internet of things group, and the general manager of retail solutions. He leads the team responsible for helping third-party brands and retailers use Intel's technology to better serve customers.





Ulric Jerome
CEO
MATCHESFASHION.COM

Primary Location(s): UK
Type: Retailer

Ulric is the CEO of MATCHESFASHION.com, a UK-based multichannel and multibrand fashion retailer. The company has raised \$51 million in funding. Apax Partners recently acquired a majority stake in MATCHESFASHION.COM, reportedly valuing the company at roughly \$1 billion.







Ian Jindal
CEO, RetailX
Co-Founder, InternetRetailing

Primary Location(s): UK
Type: Other



Ian is the editor in chief and co-founder of InternetRetailing, a UK-based trade publication for Europe's multichannel and ecommerce professionals.

Greg Jones
Director VR & AR
Google

Primary Location(s): US
Type: Tech



Greg is the director VR/AR for Google. In his role, he is primarily focused on augmented reality growth strategy and scaling AR business and operations.

Michel Kaloustian
Co-Founder & Vice President
Quiqup

Primary Location(s): UK
Type: Startup - Tech
Raised: \$26,000,000



Michel is a co-founder of Quiqup, an on-demand logistics company in the UK. Quiqup has raised more than \$26 million in funding.

Ville Kangasmuikko
CEO
Bubbleroom

Primary Location(s): Sweden
Type: Startup - D2C



Ville is the CEO of Bubbleroom, a Sweden-based online retailer of fashion products. Bubbleroom ships to the Nordics and across the EU.

Cheryl Kaplan
Co-Founder & President
M.Gemi

Primary Location(s): US
Type: Startup - D2C
Raised: \$48,000,000



Cheryl is the president of M.Gemi, a US-based direct-to-consumer retailer of handcrafted luxury Italian shoes. M.Gemi has raised \$48 million in funding.

Tim Kendall
President
Pinterest

Primary Location(s): US
Type: Tech
Raised: \$1,470,000,000



Tim is the president of Pinterest, a social network that allows users to visually share and discover new interests by posting images or videos and browsing what other users have pinned. Pinterest has more than 200 million active monthly users.

Benjamin Keyser
Head of Product - Guide
Zendesk

Primary Location(s): Denmark
Type: Tech



Benjamin is the director of knowledge, product management at Zendesk. Founded in Denmark, Zendesk is a global customer service software company with headquarters in San Francisco. Benjamin is based in Copenhagen.

Lars Kietzer
Head of Product Center Shop
zooplus AG

Primary Location(s): Germany
Type: Retailer



Lars is the head of product center shop at zooplus AG, a Germany-based, pan-European online retailer of pet products. Lars leads teams focused on optimizing the zooplus user experience.

Roman Kirsch
CEO
Lesara

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$65,000,000


Roman is the founder and CEO of Lesara, a Germany-based online fashion and lifestyle retailer. Lesara has raised \$65 million in funding.

Jay Klein
Chief Technology Officer
Voyager Labs

Primary Location(s): Israel
Type: Startup - Tech
Raised: \$100,000,000


Jay is the chief technology officer at Voyager Labs, an Israel-based technology firm that uses artificial intelligence and deep learning to analyze unstructured data. Voyager has raised \$100 million.




Ofer Klein
Founder & CEO
kwik

Primary Location(s): Israel
Type: Startup - Tech
Raised: \$3,200,000


Ofer is the founder and CEO of kwik, an Israel-based platform that enables one-touch repeat purchases, allowing brands, retailers and service providers to sell direct to consumers. kwik has raised more than \$3 million in funding.

Jannis Koehn
CEO
LOOKLET

Primary Location(s): Sweden
Type: Startup - Tech
Raised: \$1,500,000


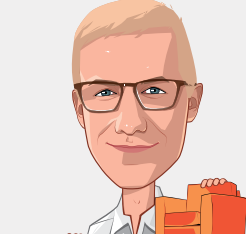
Jannis is the CEO of LOOKLET, a technology company based in Sweden that lessens the time and complexity of product photo shoots. LOOKLET's latest solutions are focused on bringing personalization to retail images.




Amir Konigsberg
CEO
Twiggle

Primary Location(s): Israel
Type: Startup - Tech
Raised: \$35,000,000



Amir is the co-founder and CEO of Twiggle. Twiggle uses artificial intelligence and natural language processing to bring the power of human understanding to ecommerce search. Twiggle has raised \$35 million in funding.

Dr. Philipp Kreibohm
Founder & Co-CEO
Home24

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$172,880,000



Philipp is the founder of Home24, a Germany-based online retailer for home and living products. Home24 has raised \$173 million in funding.

Michaël Krief
Group Information Systems Director
Hammerson Plc

Primary Location(s): France
Type: Other



Michaël is the group IT director for Hammerson, a UK-based real estate developer. In his role, he is responsible for overseeing information systems for the UK and France.

Philip Krim
Co-Founder & CEO
Casper

Primary Location(s): US
Type: Startup - D2C
Raised: \$240,000,000



Philip is the co-founder and CEO of Casper, a vertically integrated consumer brand changing the way people buy mattresses and sleep-related products. Casper has raised \$240 million in funding.

Marc Lamik
Head of Innovation & Partnerships
Zalando

Primary Location(s): Germany
Type: Retailer


Marc is the head of innovation and partnerships for Zalando, a Germany-based online fashion retailer. In his role, Marc leads Zalando's innovation efforts through the company's intrapreneurship program.

Smadar Landau
CEO & Founder
feelter

Primary Location(s): Israel
Type: Startup - Tech
Raised: \$4,100,000


Smadar is the founder and CEO of feelter, an Israel-based real-time aggregator of user-generated content related to ecommerce products and services. feelter has raised \$4 million in funding.




Adrian Letts
Managing Director - Online
Tesco

Primary Location(s): UK
Type: Retailer


Adrian is the managing director of online at Tesco. In his role, he looks after the group's online initiatives, from mobile to delivery and click-and-collect.





Adam Levene
Founder & CEO
Hero

Primary Location(s): UK
Type: Startup - Tech

Adam is the founder and CEO of Hero, a UK-based live shopping and conversational commerce tool.






Markus Linder
Co-Founder & CEO
SMARTASSISTANT

Primary Location(s): Austria
Type: Startup - Tech
Raised: \$9,000,000

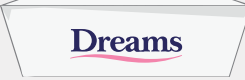

Markus is the co-founder and CEO of SMARTASSISTANT, an Austria-based provider of omnichannel digital advice and guided selling solutions. SMARTASSISTANT has raised \$9 million in funding.




Mike Logue
CEO
Dreams Ltd

Primary Location(s): UK
Type: Retailer



Mike is the CEO of Dreams, a specialty retailer of beds, bedding and mattresses based in the UK. Dreams has nearly 200 stores.

Steven Lowy
Co-CEO
Westfield

Primary Location(s): Australia
Type: Other

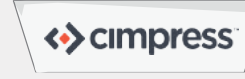

Steven is co-CEO of Westfield, an Australian shopping center group with properties in Europe, the UK and the US. With a focus on flagship space in top markets, Westfield's 35 properties are valued at \$31 billion.

Dr. Christian Maass
VP, Ecommerce
Cimpress

Primary Location(s): France
Type: Retailer



Christian is the vice president, ecommerce for Cimpress, overseeing the company's online retail activities. Cimpress has been listed on the NASDAQ since September 2005.

Bruce MacInnes
Chairman
BrandAlley

Primary Location(s): UK
Type: Startup - D2C



Bruce is the chairman of BrandAlley, a UK-based online flash sale retailer of designer luxury and fashion brands.

Ted Mann
CEO
Slyce

Primary Location(s): US
Type: Startup - Tech


Ted is CEO of Slyce, a visual search and image recognition technology provider for retailers and brands. Slyce went public in 2014.

Mariangela Marseglia
Director, Amazon Prime Now
Amazon

Primary Location(s): Italy
Type: Retailer



Mariangela is the managing director for Amazon Prime Now in Europe. The service offers 1-hour delivery for Amazon Prime members.

David Martin
Joint Managing Director
M Worldwide

Primary Location(s): UK
Type: Other

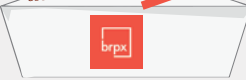

David is the joint managing director of M Worldwide, a retail strategy and design consultancy based in London.

Celso Martinho
CEO & Founder
Bright Pixel

Primary Location(s): Portugal
Type: Startup - Tech



Celso is the CEO and founder of Bright Pixel. The Portugal-based firm helps retailers experiment with different ways technology can solve critical challenges in their businesses.

Allan Martinson
Chief Operating Officer
Starship Technologies

Primary Location(s): UK
Type: Startup - Tech
Raised: \$17,000,000

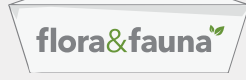

Allan is the chief operating officer at Starship Technologies, a UK company developing small self-driving robotic delivery vehicles. Starship has raised \$17 million in funding.

Julie Mathers
CEO & Founder
Flora & Fauna

Primary Location(s): Australia
Type: Startup - D2C

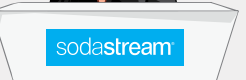

Julie is the founder and CEO of Flora & Fauna, an Australia-based online retailer of beauty products that are vegan, ethically sourced and recyclable.

Tamir Melamud
Israel Country Manager
SodaStream

Primary Location(s): Israel
Type: Retailer


Tamir is the Israel country manager for SodaStream. He oversees the company's growth and strategy in the region, including the implementation of connected devices.

David Moreno
Founder & Hawkers Success Case
Hawkers

Primary Location(s): Spain
Type: Startup - D2C
Raised: \$56,100,000


David is a founder and creative director of Hawkerc, a startup that designs and sells sunglasses online. Based in Spain, Hawkerc has raised \$56 million in funding.




Chris Morton
CEO & Co-Founder
Lyst

Primary Location(s): UK
Type: Startup - D2C
Raised: \$60,520,000



Chris is the CEO and co-founder of Lyst. Lyst is a personalized fashion marketplace where users can create a customized shopping feed of products. Lyst has raised \$61 million in funding.

Paul Mougnot
Co-Founder
daco

Primary Location(s): France
Type: Startup - Tech

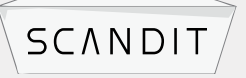

Paul is co-founder of daco, a French startup providing AI-powered retail benchmarking solutions for retail brands and distributors.

Samuel Mueller
CEO & Co-Founder
Scandit

Primary Location(s): Switzerland
Type: Startup - Tech
Raised: \$13,000,000


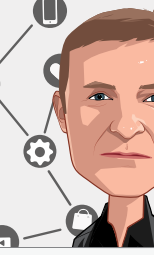
Samuel is the co-founder and CEO of Scandit, a Switzerland-based company providing mobile barcode scanning solutions for smartphones, tablets and wearable devices. Scandit has raised \$13 million in funding.

Karl Munthe-Kaas
CEO & Co-Founder
Kolonial.no

Primary Location(s): Norway
Type: Startup - D2C
Raised: \$18,000,000



Karl is the co-founder and CEO of Kolonial.no, a Norway-based online grocery retailer. Kolonial.no has raised \$18 million in funding.

Niall Murphy
Co-Founder & CEO
EVERYTHING

Primary Location(s): UK/US
Type: Tech
Raised: \$34,800,000

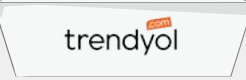

Niall is the CEO and co-founder of EVERYTHING, an IoT platform that connects consumer products to the web and manages real-time data in the cloud. EVERYTHING has raised nearly \$35 million in funding.

Demet Mutlu
Founder & CEO
Trendyol.com

Primary Location(s): Turkey
Type: Startup - D2C
Raised: \$37,000,000


Demet is the founder and CEO of Trendyol, a Turkey-based multibrand online fashion retailer. Trendyol has raised \$37 million in funding.





Shalom Nakdimon
CEO
WiseShelf

Primary Location(s): Israel
Type: Startup - Tech

Shalom is the CEO of WiseShelf, an Israel-based technology company focused on building connected shelves in stores.

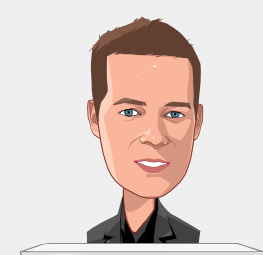




Dinesh Nayar
CEO & Co-Founder
Fyndiq

Primary Location(s): Sweden
Type: Startup - D2C
Raised: \$32,000,000


Dinesh is the co-founder and CEO of Fyndiq, a Sweden-based general merchandise discount marketplace. Fyndiq has raised \$32 million in funding.



Alan O'Herlihy
Founder & CEO
Everseen

Primary Location(s): Ireland
Type: Startup - Tech
Raised: \$12,000,000

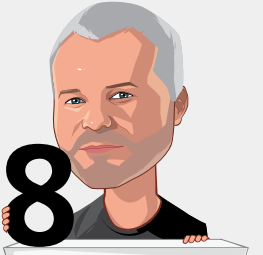
Alan is the founder and CEO of Everseen, an Ireland-based video platform that assists retailers in understanding and assessing store performance. Everseen has raised \$12 million in funding.



Kieran O'Neill
CEO & Co-Founder
Thread

Primary Location(s): UK
Type: Startup - D2C
Raised: \$16,000,000


Kieran is the co-founder and CEO of Thread, a UK-based online personal shopping service for fashion. Thread has raised \$16 million in funding.



Wilhelm Oehl
Partner & Chief Experience Officer
Eight Inc.

Primary Location(s): US
Type: Other


Wilhelm is a partner and principal at Eight Inc., a US firm that designs innovative retail spaces. Eight Inc. was the design force behind the original concept for the Apple store.



Nathalie Oestmann
Director, Head of Samsung Pay, Europe
Samsung Electronics

Primary Location(s): UK
Type: Tech

Nathalie is the director of Samsung Pay Europe. In her role, she is responsible for defining strategy, building teams, and developing product and partnerships to launch Samsung Pay across Europe.



Kijo Oudshoorn
Chief Commercial Officer
vidaXL

Primary Location(s): Netherlands
Type: Retailer


Kijo is the chief commercial officer of vidaXL, a Netherlands-based online retailer and marketplace with a broad product range and a focus on low prices. vidaXL serves 2.5 million customers annually across its 29 local webshops spanning Europe, the US and Australia.



Kristo Ovaska
Founder & CEO
Smartly.io

Primary Location(s): Finland
Type: Startup - Tech
Raised: \$23,000,000


Kristo is the founder and CEO of Smartly.io, a Finland-based software provider that helps brands and retailers automate and optimize their Facebook advertising.



Joël Palix
CEO
Feelunique

Primary Location(s): UK
Type: Startup - D2C
Raised: \$28,480,000


Joel is the CEO of Feelunique, a UK-based online retailer of multibrand beauty products alongside related advice. Feelunique has raised \$28 million in funding.



Sampo Parkkinen
Founder & CEO
Revieve

Primary Location(s): Finland
Type: Startup - Tech
Raised: \$621,000

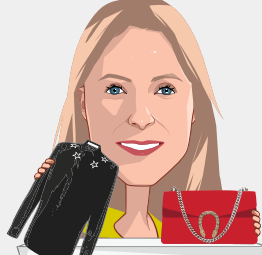
Sampo is the founder and CEO of Revieve, a Finland-based startup whose technology analyzes shoppers' skin when they upload a selfie. Revieve uses that image to recommend relevant skincare products from a brand or retailer.



Danny Perekalsky
CEO
OZON.ru

Primary Location(s): Russia
Type: Startup - D2C
Raised: \$271,000,000


Danny is the CEO of OZON.ru, one of Russia's leading ecommerce retailers. The company, which sells books, electronics and similar items, plans to go public within the next few years.



Stephanie Phair
Chief Strategy Officer
Farfetch

Primary Location(s): UK
Type: Startup - D2C
Raised: \$702,000,000


Stephanie is the chief strategy officer at Farfetch, a London-based online platform that sells fashion from luxury boutiques. Farfetch has raised \$702 million in funding.



Vol Pigrukh
CEO & Co-Founder
Profitero

Primary Location(s): Ireland
Type: Startup - Tech
Raised: \$9,000,000

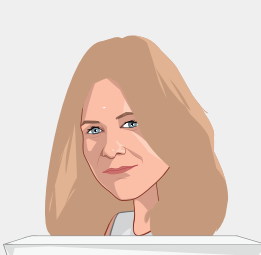
Vol is the co-founder and CEO of Profitero, an Ireland-based pricing intelligence service for retailers and manufacturers. Profitero has raised \$9 million in funding.



Volker Pilz
Head of Engineering
Zalando

Primary Location(s): Germany
Type: Retailer


Volker is the head of engineering for Zalando, an online fashion retailer based in Germany. His current focus is on improving search, product recommendations and personalization.



Lihl Pinto Fryman
Co-Founder & Chief Marketing Officer
Syte.ai

Primary Location(s): Israel
Type: Startup - Tech
Raised: \$10,100,000


Lihl is the co-founder and chief marketing officer for Syte.ai, an Israel-based company whose visual search technology combines machine learning and artificial intelligence.



RJ Pittman
Chief Product Officer
eBay

Primary Location(s): US
Type: Retailer


RJ is the chief product officer at eBay, where he oversees design, product and engineering for the company's worldwide commerce experience.



Marc Pohl
Founder & Managing Director
JUNIQE

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$24,000,000


Marc is the founder and managing director of JUNIQE, a Germany-based online marketplace that features artwork by independent artists. JUNIQE has raised \$24 million in funding.



Malte Polzin
CEO
DeinDeal AG

Primary Location(s): Switzerland
Type: Startup - D2C


Malte is the CEO of DeinDeal, a Switzerland-based online off-price retailer of products ranging from fashion and home & living to food & wine and travel.



Vasco Portugal
CEO
Sensei

Primary Location(s): Portugal
Type: Startup - Tech


Vasco is the CEO of Sensei, a Portugal-based company that uses computer vision to track customers' realtime movement and behavior in-store.



Eric Prince
Co-Founder & CEO
Cimmerce

Primary Location(s): Denmark
Type: Startup - Tech

Eric is the co-founder and CEO of Cimmerce, a Denmark-based technology company providing 3D VR and AR visualization tools for ecommerce.



Roelant Prins
Chief Commerce Officer
Adyen

Primary Location(s): Netherlands
Type: Startup - Tech
Raised: \$266,000,000

Roelant is the chief commerce officer for Adyen, a Netherlands-based multichannel payment company. Adyen has raised \$266 million in funding.



Katelijn Quartier
Academic Director
Retail Design Lab, Hasselt University

Primary Location(s): Belgium
Type: Other

Katelijn is the academic director of Hasselt University's Retail Design Lab, in Belgium. She and the lab are researching what the store of tomorrow should look like.



Sarah Quinlan
Senior Vice President, Market Insights
Mastercard

Primary Location(s): US
Type: Tech

Sarah is the senior vice president and group head for market insights at Mastercard Advisors. In her role, she leads a team analyzing and predicting spending patterns to help advise clients' business decisions.



Maria Raga
CEO
Depop

Primary Location(s): UK
Type: Startup - D2C
Raised: \$26,000,000

Maria is the CEO of Depop, a UK-based mobile marketplace that allows individuals to buy and sell their items. Depop has raised \$26 million in funding.



Orlando Remédios
CEO
Sensefinity

Primary Location(s): Portugal
Type: Startup - Tech

Orlando is the CEO of Sensefinity, a Portugal-based technology company connecting physical assets to back-end IT systems.



Fabian Rieden
Managing Director
Eataly Germany

Primary Location(s): Germany
Type: Retailer

Fabian is the managing director of Eataly Germany, where he leads the development of new concepts and strategic partnerships. With nearly 30 locations around the world, Eataly's Italian marketplaces bring together grocery shopping with cooking and dining.



Franz Riedl
Founder & Chief Operating Officer
Styla

Primary Location(s): Germany
Type: Startup - Tech
Raised: \$2,730,000

Franz is the founder and chief operating officer of Styla, a Germany-based commerce suite that makes images from content shoppable. Styla has raised \$3 million in funding.



Claudia Roggenkamp
VP eCommerce Europe
Levi Strauss & Co.

Primary Location(s): Belgium
Type: Retailer

Claudia is the vice president eCommerce Europe for Levi Strauss & Co. Claudia and her team manage the company's online stores levi.com and dockers.com across 16 European countries and 10 languages.



Philip Rooke
CEO
Spreadshirt

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$12,740,000

Philip is the CEO of Spreadshirt, a Germany-based online retailer that allows shoppers to design custom apparel, sell it on the company's marketplace, and buy other users' designs.



Dan Rosen
Partner
Commerce Ventures

Primary Location(s): US
Type: VC

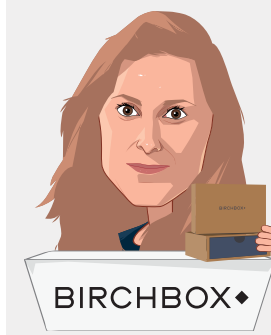
Dan is a partner at Commerce Ventures, a US-based venture capital firm focusing on investments in the ecommerce, retail, fintech and insurance sectors.



Jen Rubio
Co-Founder & Creative Director
Away

Primary Location(s): US
Type: Startup - D2C
Raised: \$31,000,000

Jen is the co-founder and creative director of Away, a premium travel brand that designs and sells high-quality, functional luggage at a moderate price.



Savannah Sachs
Managing Director
Birchbox UK

Primary Location(s): UK
Type: Startup - D2C
Raised: \$86,900,000

Savannah is the managing director of Birchbox UK, where she is responsible for business strategy and operations. Birchbox delivers personalized beauty samples to subscribers each month. It operates in 6 countries and has raised \$87 million in funding.



Amando Sánchez Falcón
Chief Corporate Officer
DIA

Primary Location(s): Spain
Type: Retailer

Amando is the chief corporate officer at DIA, a Spain-based supermarket chain with nearly 8,000 stores. He is actively involved in the digital transformation of DIA's business, and has taken a leading role in the implementation of national and international agreements with peers and digital players such as Amazon.



Simona Scarpa
CEO
IKEA Switzerland

Primary Location(s): Switzerland
Type: Retailer

Simona is the CEO of IKEA Switzerland. Simona's role involves overseeing 9 stores, an ecommerce offering and 2,700 employees.



Stephan Schambach
Founder & CEO
NewStore

Primary Location(s): US
Type: Startup - Tech
Raised: \$90,400,000

Stephan is the founder and CEO of NewStore, which provides brands with a mobile-first platform. He previously founded commerce platforms Intershop and Demandware. In 2016, Salesforce bought Demandware for \$2.8 billion.



Moritz Schiebold
CEO
Volumental

Primary Location(s): Sweden
Type: Startup - Tech
Raised: \$3,140,000

Moritz is the CEO of Volumental. The company's platform enables everyone to create an accurate 3D body model to customize products and services.



Jessica Schultz
Partner
Northzone

Primary Location(s): Sweden
Type: VC

Jessica is a partner at venture capital firm Northzone, which has invested in more than 100 technology companies. Jessica focuses on the consumer sector, with a special passion for ecommerce and marketplaces.



Nina Shariati
Transparency Responsible
H&M

Primary Location(s): Sweden
Type: Retailer

Nina is the transparency responsible at H&M's sustainability department. She drives the Swedish retailer's overall collaboration with the Sustainable Apparel Coalition, as well as other projects related to transparency.



Chris Sheldrick
Co-Founder & CEO
what3words

Primary Location(s): UK
Type: Startup - Tech

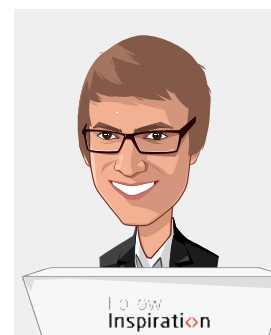
Chris is the CEO of what3words, a UK-based company whose platform speeds up delivery times by dividing the world into a grid, and giving drivers three words to describe the dropoff point.



Gunnar Ingi Sigurdsson
Managing Director
Hagkaup

Primary Location(s): Iceland
Type: Retailer

Gunnar Ingi is the managing director at Hagkaup, a hypermarket chain based in Iceland that is owned by the Hagar retail company.



Ricardo Silva
Chief Marketing Officer
Follow Inspiration

Primary Location(s): Portugal
Type: Startup - Tech

Ricardo is the chief marketing officer of Follow Inspiration, a Portugal-based robotics and software developer for retail use cases.



Aaron Smedley
Global Head of Retail
Hunter Boot Limited

Primary Location(s): UK
Type: Retailer

Aaron is the head of retail for Hunter Boot Limited, a UK-based brand known for its iconic rain boots.



Gemma Sorigué
CEO & Co-Founder
Deliberry

Primary Location(s): Spain
Type: Startup - D2C
Raised: \$3,300,000

Gemma is the co-founder and CEO of Deliberry, which delivers shoppers' groceries within an hour. Based in Spain, Deliberry uses a group of "mamashoppers" to select the best produce at the best price.



André Sousa
Co-Founder & Joint CEO
Inovretail

Primary Location(s): Portugal
Type: Startup - Tech

André is the co-founder and joint CEO of Inovretail, a Portugal-based predictive analytics company focused on retail.



Nicole Srock.Stanley
Co-Founder & CEO
dan pearlman

Primary Location(s): Germany
Type: Other

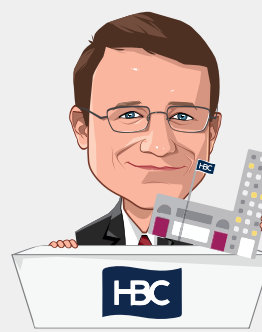
Nicole is the co-founder and CEO of dan pearlman, a Germany-based strategic creative agency. Nicole's focus is on branding, retail and leisure.



Vladimir Stankovic
Digital & E-Commerce Director
Camper

Primary Location(s): Spain
Type: Retailer

Vladimir is the digital and ecommerce director for Camper. In his role, he drives the digital and ecommerce evolution of the Camper brand and organization.



Jerry Storch
CEO
Hudson's Bay Company

Primary Location(s): US
Type: Retailer

Jerry is the CEO of Hudson's Bay Company, which owns and operates retail stores throughout Canada, Belgium, Germany and the United States. Its banners include Galeria Kaufhof, Gilt, Hudson's Bay, Home Outfitters, Lord & Taylor, Saks Fifth Avenue, and Saks Fifth Avenue OFF 5TH.



Tor Thompson
EMEA Regional Director, Search Business Group
Bing Ads (Microsoft)

Primary Location(s): UK
Type: Tech

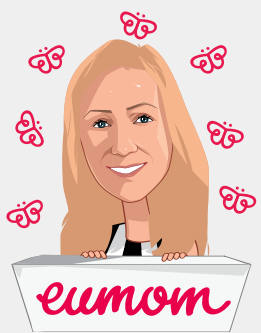
Tor is the EMEA regional director, search business group at Microsoft. In her role she oversees Bing search and areas related to conversational commerce and chatbots.



Daniel Thung
Co-Founder & Member of the Board
Supervista AG/Brillen.de

Primary Location(s): Germany
Type: Startup - D2C
Raised: \$50,000,000

Daniel is the co-founder and a member of the management board at Brillen, a Germany-based online marketplace for local opticians to sell optical glasses. Brillen has raised \$50 million in funding.



Sharon Tighe
Head of Social Media & Community Strategy
eumom

Primary Location(s): Ireland
Type: Startup - D2C

Sharon is the head of social media and community strategy at eumom, Ireland's largest parenting community. In this role, she analyzes the online and offline shopping behaviors of moms, and is instrumental in major brands' campaign planning on the eumom site.



Michael Truluck
CEO La Redoute International
La Redoute

Primary Location(s): UK
Type: Retailer

Michael is the CEO of La Redoute International. In his role he oversees the company's operations across multiple countries and several different business models.



Maciej Trybilo
Chief Technology Officer
SkipQ

Primary Location(s): UK
Type: Startup - Tech

Maciej is the chief technology officer of SkipQ, a UK-based mobile checkout solution for fast fashion brands.



Japjit Tuli
VP, Engineering
eBay

Primary Location(s): US
Type: Retailer

Japjit is the vice president of engineering at eBay. He leads engineering for new product technology and development, including eBay's new AI-powered shopping assistant, ShopBot.



Konstantin Urban
Co-CEO
windeln.de

Primary Location(s): Germany
Type: Startup - D2C

Konstantin is the co-founder and co-CEO of Windeln.de, a Germany-based, pan-European online retailer of baby and toddler products. Konstantin's role focuses on marketing, product and category management, and the business segment windeln.de.



Gerben van der Lugt
Head of Indoor Location Services
Philips Lighting

Primary Location(s): Netherlands
Type: Tech

Gerben is the head of indoor location services at Philips Lighting. Based in the Netherlands, he manages the rollout of the company's suite of location services, which provides retailers with data analytics to measure and assess store operations and performance.



Guy Van Neck
CEO & Founder
MobieTrain

Primary Location(s): Belgium
Type: Startup - Tech

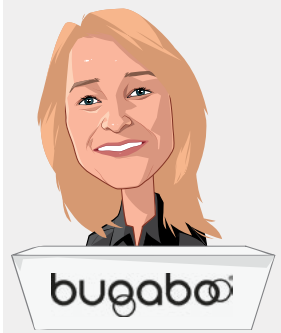
Guy is the CEO and founder of MobieTrain, a Belgium-based social learning app for workforce training and development.



John Vary
Head of IT Innovation Team
John Lewis

Primary Location(s): UK
Type: Retailer

John is the head of John Lewis's IT innovation team, through which he oversees special projects centered around multisensory experiences. John is also responsible for the design and development of JLAB, the UK department store chain's technology accelerator.



Mieke Veldhuis
Chief Commercial Officer
Bugaboo International

Primary Location(s): Netherlands
Type: Retailer

Mieke is the chief commercial officer at Bugaboo International, a Netherlands-based brand that designs strollers and luggage.



David Vernon
Co-Founder
Ecrebo

Primary Location(s): UK
Type: Startup - Tech
Raised: \$23,000,000

David is a co-founder of Ecrebo, a UK-based company whose technology powers point-of-sale marketing for brands and retailers.



Joaquin Villalba
CEO & Co-Founder
Nextail

Primary Location(s): Spain
Type: Startup - Tech
Raised: \$2,000,000


Joaquin is the co-founder and CEO of Nextail, a Spain-based firm whose software uses analytics, artificial intelligence and algorithms based on fast-fashion paradigms to optimize inventory allocation.



Terry von Bibra
General Manager Europe
Alibaba Group

Primary Location(s): Germany
Type: Retailer


Terry is the general manager, Europe, and managing director, Germany, for Alibaba. He is responsible for helping businesses and consumers across key European markets access the Alibaba ecosystem.



Carl Waldekrantz
Co-Founder & CEO
Tictail

Primary Location(s): Sweden/US
Type: Startup - Tech
Raised: \$33,000,000

Carl is the co-founder and CEO of Tictail, a US-based marketplace that features independent fashion and lifestyle brands. Tictail has raised \$33 million in funding.



Michael Ward
Managing Director
Harrods

Primary Location(s): UK
Type: Retailer


Michael is the managing director for Harrods. He is responsible for overseeing business development as well as recent acquisitions.



Mirko Warschun
Head of Consumer Industries & Retail Practice EMEA
A.T. Kearney

Primary Location(s): Germany
Type: Other


Mirko is the partner and head of consumer industries and retail for EMEA at A.T. Kearney. In addition to this, he is head of the group's Munich office and a member of the management consulting group's leadership team in Africa.



Daniel Waterhouse
Partner
Balderton Capital

Primary Location(s): UK
Type: VC

Daniel is a partner at Balderton Capital, a UK-based venture capital firm that focuses its investments on early-stage technology businesses.



Deborah Weinswig
Managing Director
Fung Global Retail & Technology

Primary Location(s): US
Type: Other


Deborah is the managing director of Fung Global Retail & Technology. She is a renowned industry analyst and provides research and insights into the disruptive technologies reshaping today's global retail landscape.



Zia Daniell Wigder
Chief Global Content Officer
Shoptalk

Primary Location(s): US
Type: Other


Zia is the chief global content officer of Shoptalk. She oversees Shoptalk's retail and ecommerce industry narrative, including agenda development and speaker selection for Shoptalk's US and European events.



Martin Wild
Chief Digital Officer
MediaMarktSaturn Retail Group

Primary Location(s): Germany
Type: Retailer


Martin is the chief digital officer of MediaMarktSaturn Retail Group. He oversees the digital strategy and transformation for both the MediaMarkt and Saturn consumer electronics chains, which are subsidiaries of Germany's Metro Group.



Max Wittrock
Co-Founder
mymuesli

Primary Location(s): Germany
Type: Startup - D2C


Max is the co-founder of mymuesli, a Germany-based online retailer of customized muesli. The company was founded in 2007.



Alexandra C. Wood
Chief Operating Officer
Wearable X

Primary Location(s): US
Type: Startup - D2C


Alexandra is chief operating officer of Wearable X, a US-based socially driven wearable tech company creating smart activewear.



Andreas Wuerfel
Director, Global Innovation Community
METRO Accelerator powered by Techstars

Primary Location(s): Germany
Type: Retailer

Andreas is the director of global innovation community for HoReCa digital, a subsidiary of Germany's METRO GROUP. The group's accelerator program, powered by Techstars, focuses on large-scale digital transformation for the hospitality industry.



Matthew Zeiler
CEO & Founder
Clarifai

Primary Location(s): US
Type: Startup - Tech
Raised: \$40,000,000

Matthew is the founder and CEO of Clarifai, an artificial intelligence startup that uses sophisticated machine learning to classify images and videos.



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 FASHION & MASH	<p>Rachel Arthur Founder & Editor Fashion & Mash</p> <p>Primary Location(s): UK Type: Other</p> <p>Rachel is the founder and editor of Fashion & Mash, a UK-based fashion, ecommerce and technology focused news site.</p>	 WESTFIELD	<p>Mike Blandina EVP Product & Technology, Chief Technology Officer Westfield</p> <p>Primary Location(s): US Type: Other</p> <p>Mike is the executive vice president of product and engineering, and chief technology officer of Westfield, an Australian shopping center group with properties in Europe, the UK and the US. Westfield's 35 properties are valued at \$31 billion.</p>
 BCG THE BOSTON CONSULTING GROUP	<p>Peter Burggraaff Associate Director The Boston Consulting Group</p> <p>Primary Location(s): Netherlands Type: Other</p> <p>Peter is an associate director at The Boston Consulting Group. Based in Amsterdam, he advises global retail clients on strategic technology, digital and advanced analytics.</p>	 felix	<p>Frederic Court Founder & Managing Partner Felix Capital</p> <p>Primary Location(s): UK Type: VC</p> <p>Frederic is the founder and managing partner at Felix Capital, a London-based venture capital firm. The firm's investments focus on digital lifestyle brands and related technologies in Europe and the US.</p>
 recode	<p>Jason Del Rey Senior Editor, Commerce Recode</p> <p>Primary Location(s): US Type: Other</p> <p>Jason is a senior editor at Recode, a technology news website. He covers the ecommerce and payments industries as well as how technology is transforming brick-and-mortar retail stores.</p>	 needle	<p>Bela Evers Senior Digital Consultant - Strategy & Innovation Needle Strategy</p> <p>Primary Location(s): Netherlands Type: Other</p> <p>Bela is the senior digital consultant for strategy and innovation at Needle Strategy, a Netherlands-based firm. She specializes in bridging the gap between technology, innovation, business models and customer experiences.</p>
 LSA	<p>Flore Fauconnier Deputy Editor in Chief LSA</p> <p>Primary Location(s): France Type: Other</p> <p>Flore is the deputy editor in chief of LSA, a French publication focused on the consumer and retail sectors. In her role, she leads ecommerce and the LSA website.</p>	 otium consumer	<p>Antoine Fine Partner Otium Consumer</p> <p>Primary Location(s): France Type: VC</p> <p>Antoine is a partner at Otium, the France-based early stage venture capital firm. Antoine leads the firm's investments in the consumer sector.</p>
 FORRESTER	<p>Martin Gill Research Director, Digital Strategy & Experience Forrester</p> <p>Primary Location(s): UK Type: Other</p> <p>Martin is a vice president and research director at Forrester, a market research firm. Based in the UK, he specializes in digital strategy and experience.</p>	 FINANCO	<p>Gilbert Harrison Chairman Financo</p> <p>Primary Location(s): US Type: Other</p> <p>Gilbert is the founder and chairman of Financo, a global M&A advisory firm focused on the retail and consumer sectors.</p>

Moderators & Interviewers



Richard Jaffe
Managing Director
Avalon Net Worth

Primary Location(s): US
Type: Other

Richard is a managing director at Avalon Net Worth, an independent investment banking boutique that advises its clients on a wide range of business strategies, including raising capital, mergers and acquisitions and other corporate finance transactions.



Phil Jeudy
Director
ZTP US

Primary Location(s): US
Type: Other

Phil is a director of ZTP US, an innovation partner to Association Familiale Mulliez, which owns a number of large, global retail companies including Auchan.



Wijnand Jongen
CEO
Thuiswinkel.org

Primary Location(s): Netherlands
Type: Other

Wijnand is the director at Thuiswinkel.org, the Dutch national ecommerce association with more than 2,000 members.



Asif Khan
Founder & President
LBMA

Primary Location(s): Canada
Type: Other

Asif is the founder and president of the Location Based Marketing Association, a group that conducts research and advises members on the best practices for location-based marketing. Its more than 700 international members include retailers, restaurant chains and advertisers.



Holger Klärner
VP, Fast Growth Tech EMEA
McKinsey & Company

Primary Location(s): Germany
Type: Other

Holger is a vice president in McKinsey's Berlin office. His work involves growth strategy, new market entry, go-to-market, pricing, operations efficiency and organization.



Edoardo Manitto
Independent

Primary Location(s): France
Type: Retailer

Edoardo has experience as an entrepreneur, brand and retail expert through building businesses and managing an investment portfolio of seed stage companies in retail.



Patrick Martin
Founder & Director
Agency of Others

Primary Location(s): UK
Type: Other

Patrick is the founder and director for Agency of Others, a consultancy focused on delivering strategies and technologies to enhance customer experience and sell-through for retailers.



Paul Martin
Head of UK Retail
KPMG

Primary Location(s): UK
Type: Other

Paul is the UK head of retail for KPMG's consultancy. His main areas of focus are internationalization and digital transformation programs.



David Naim
Partner - Retail & Consumer Goods Lead for Western Europe and Maghreb
EY Advisory

Primary Location(s): France
Type: Other

David is a partner at EY. He leads the group's retail and consumer goods practices in Western Europe and Maghreb.

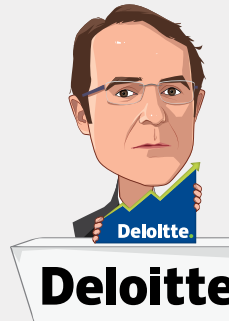


Martin Newman
Chairman
Practicology

Primary Location(s): UK
Type: Other

Martin is the founder and chairman of Practicology, a London-based consulting firm that specializes in global ecommerce and multichannel retail.

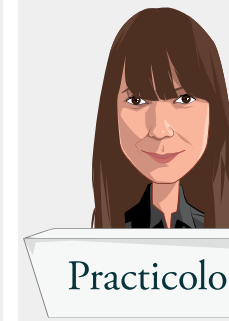
Moderators & Interviewers



Fernando Pasamón
EMEA Retail Co-Leader
Deloitte

Primary Location(s): Spain
Type: Other

Fernando co-leads Deloitte's retail practice for Europe, the Middle East and Africa. He is also the partner responsible for the consulting firm's retail practice in Spain. Fernando is focused on the definition of corporate and portfolio strategies, as well as on market entry strategies.



Joanna Perry
Head of Marketing
Practicology

Primary Location(s): UK
Type: Other

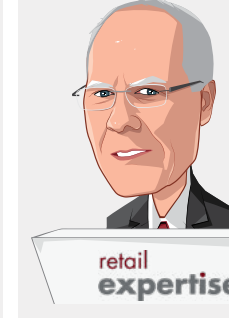
Joanna is the head of marketing at Practicology. In her role, she focuses on engaging C-level audiences through thought leadership, original research and content.



Christian Polge
Founder & President
Aurora Invest

Primary Location(s): France
Type: Other

Christian is a senior advisor and investor focused on emerging brands, internationalization, and transformation. He is the former CEO of Coca-Cola Canada and previously of Coca-Cola France.



Michael Poynor
Founder
Retail Expertise

Primary Location(s): UK
Type: Other

Michael is the founder of Retail Expertise, a global retail advisory firm offering strategic and operational expertise to companies, investors and advisors.



Baz Saidieh
CEO
TrueStart

Primary Location(s): UK
Type: VC

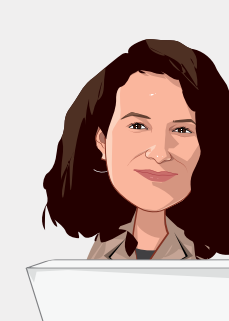
Baz is the CEO of TrueStart, a UK-based investment fund and accelerator. TrueStart's investments range from deep tech to ecommerce to consumable products.



Ken Seiff
Managing Partner
Beanstalk Ventures

Primary Location(s): US
Type: VC

Ken is the managing partner of Beanstalk Ventures, a New York-based early-stage fund focused on investments in innovative retail technology companies. Ken is a long-time ecommerce pioneer and retail executive. He previously founded Bluefly and served in a management role at Brooks Brothers.



Lauren Sherman
New York Editor
The Business of Fashion

Primary Location(s): US
Type: Other

Lauren is the New York editor at The Business of Fashion, an online publication that provides news and analysis on emerging designers, disruptive technologies and global brands.



Anne Marie Stephen
CEO & Founder
Kwolia

Primary Location(s): US
Type: Other

Anne Marie is the founder of Kwolia, a US-based innovation advisory firm focused on the intersection between consumers and technology.



Vincent Tresno
Digital Strategy Consultant
Tresno Digital

Primary Location(s): Switzerland
Type: Other


Vincent is an independent digital strategy consultant. He has held a number of chief marketing officer roles including at Jumia and Rocket Internet.



Phil Wahba
Senior Writer
Fortune

Primary Location(s): US
Type: Other



Phil is a senior writer at Fortune Magazine and fortune.com covering the retail and consumer sectors.



Stacey Widlitz
President & Chief International Store Hunter
SW Retail Advisors

Primary Location(s): US
Type: Other



Stacey is the president of SW Retail Advisors, a global market intelligence firm focused on the retail sector.

Steph Wissink
Managing Director
Jefferies

Primary Location(s): US
Type: Other


Steph is a managing director at Jefferies. She is an expert on consumer goods companies and has authored reports on demographics, distribution and brand portfolio diversification.

Janie Yu
Partner
Fung Capital

Primary Location(s): US
Type: VC

Janie is a partner at Fung Capital. The venture capital firm invests in early- and growth-stage technology companies in the fields of ecommerce, retail, supply chain and related categories.




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Partner - Retail & Consumer Goods Lead for Western Europe and Maghreb

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 VTEX is the only True Cloud Commerce platform in the digital commerce market with an auto-scaling elastic cloud infrastructure that leads to higher conversion rates, stronger customer loyalty and lower TCO.

 <p>AltaPay Altapay.com AltaPay provides a single connection for payments across online, in-store, mobile and MOTO sales channels to global businesses. One solution, however they pay.</p>	 <p>App Annie Appannie.com Building a better business through apps</p>	 <p>AppsFlyer Appsflyer.com</p>	 <p>BounceX BounceX.com Personalization, simplified.</p>	 <p>CloudEngage CloudEngage.com Trustworthy Content, Anytime, Anywhere</p>
 <p>Elliot Helloiamelliot.com Omnichannel Made Simple.</p>	 <p>Flixmedia Flixmedia.eu Helping global brands and retailers sell more online and in-store through rich, automated content syndication and optimisation services.</p>	 <p>Forter Forter.com Forter provides fully automated and highly accurate real-time fraud decisions, eliminating rules, scores and manual reviews.</p>	 <p>Global-e Global-e.com Global-e enables retailers and brands to simply transact locally with cross-border shoppers in more than 200 destinations worldwide</p>	 <p>Helpshift Helpshift.com Helpshift's customer support platform provides instant answers and messaging right where consumers base their lives - on their mobile phones.</p>
 <p>Inbenta Inbenta.com The conversational AI-platform that delivers real results.</p>	 <p>InContext Solutions Incontextolutions.com InContext Solutions is the global leader in enterprise virtual reality retail solutions, powered by our cloud-based VR platform, ShopperMX™</p>	 <p>mParticle MParticle.com mParticle's Growth API allows marketers to connect their customer data to 100+ marketing and analytics tools without custom development.</p>	 <p>myPOS Mypos.eu Helps my business grow</p>	 <p>paysafecard Paysafecard.com/business Online Prepaid pays off.</p>
 <p>PFS Pfsweb.com Commerce Without Compromise</p>	 <p>Price f(x) Pricefx.eu Welcome to the Future of Pricing</p>	 <p>Rambus Rambus.com Rambus creates a frictionless shopping experience for consumers by providing a secure mobile payment solution to banks and retailers.</p>	 <p>redWEB Redweb.dk Your digital partner in business technology and web development. We help you step into the next generation of context marketing.</p>	 <p>Scala Scala.com Scala has a passion for creating intelligent digital signage solutions that move consumers, employees and products</p>
 <p>Signals Analytics Signals-analytics.com</p>	 <p>SimilarWeb Similarweb.com Reveal The Secrets of Your Competitors' Success</p>	 <p>Skava Skava.com Building Blocks for your Digital Future.</p>	 <p>SpinMe Spinme.co.uk The pioneer and world leader in studio workflow automation, SpinMe's software has revolutionised the efficiency of imaging workflow processes.</p>	 <p>Straker Translations Strakertranslations.com The Future of Your Translation Management. Made Simple.</p>

 <p>1WorldSync 1worldsync.com Trustworthy Content, Anytime, Anywhere</p>	 <p>ACI Worldwide Aciworldwide.com Control online payments with one solution: ACI's UP eCommerce Payments combines the PAY.ON Payments Gateway and ReD Shield Fraud Management</p>	 <p>Adapt Group Adapt.eu Being dedicated is not enough. You have to create results - and we do just that.</p>	 <p>AdeptMind AdeptMind.ai AdeptMind's human/machine hybrid system is more intuitive than any technology in the market, guaranteeing 100% search accuracy on your site.</p>	 <p>Adference Adference.com Adference develops top-performing SEA bid management technology for Google AdWords based on the latest decision models in modern statistics.</p>	 <p>AKTIOS Aktiosdigitalservices.com Specialized in e-commerce solutions for Grocery Retailers. Our solution is technologically advanced and allows a very short time-to-market.</p>
 <p>Albert Albert.ai Albert is the first-ever artificial intelligence marketing platform, driving fully autonomous digital marketing campaigns across channels.</p>	 <p>Amplience Amplience.com Amplience - The Platform for Retail Engagement</p>	 <p>Applause Applause.com Applause Software Testing, User Feedback & Market Insights</p>	 <p>Awhy Awhy.it Awhy: the intelligent chat for your business. Let it answer to your clients and enhance your customer satisfaction. Enter in the new era of customer service!</p>	 <p>Azoya Goo.gl/dZQ2ZP Azoya International is a leading turnkey solutions provider in cross-border E-commerce to China.</p>	 <p>Balderton Capital Balderton.com</p>
 <p>Beaconinside Beaconinside.com Bridging the gap between online and offline shopping</p>	 <p>Big Data For Humans Bigdataforhumans.com The world's first automated customer insights engine which empowers businesses to use data science to grow revenues. Fast.</p>	 <p>BigCommerce Bigcommerce.com BigCommerce is the world's leading cloud ecommerce platform for established and rapidly-growing businesses.</p>	 <p>BIXOLON BIXOLONEU.com A leading global manufacturer of innovative POS, Label & Mobile printing technologies for a range of environments</p>	 <p>bllush bllush.com Enabling online retailers to enrich their product offerings by generating authentic content such as articles, discovery pages and videos.</p>	 <p>Blue Yonder Blue-yonder.com Blue Yonder is the leading provider of cloud-based predictive applications for retail.</p>
 <p>BookingBug Bookingbug.com Powerful scheduling experiences that create profitable customer relationships.</p>	 <p>Brand View Brandview.com The leading global provider of price, promotion, product content and online product positioning analytics</p>	 <p>Buyapowa Buyapowa.com Buyapowa: Leveraging the power of digital word of mouth to drive referred sales for the world's leading brands and retailers</p>	 <p>Catchoom Catchoom.com Catchoom helps retailers & agencies create better shopping & product experiences with Visual Shopping solutions using AR & AI</p>	 <p>Certona Certona.com Powering AI Experiences Since 2014</p>	 <p>ChannelAdvisor Channeladvisor.co.uk Connecting and optimising the world's commerce</p>
 <p>Cimmerse Cimmerse.com The Cimmerse web-based 3D/VR visualization platform lets you increase conversion, decrease returns and sell higher priced products online.</p>	 <p>Clarifai Clarifai.com Clarifai is an artificial intelligence company that empowers retailers & brands to solve real-world problems using visual recognition.</p>	 <p>CLINC! Clincshop.com Be where your customers are. Sell anything, anywhere. Mobilize your Store, with CLINC!</p>	 <p>Columbus Consulting Columbusconsulting.com We deliver successful change! Trusted partners to retail's greatest brands. Hands-on every step of the way to transform your company.</p>	 <p>Concardis Concardis.com your payment expert</p>	 <p>Connected Retail Connected-retail.com Connected Retail make enterprise software to enable next generation consumer experiences in retail stores around the world.</p>



CONTENTSERV
Marketing Power. Fast'n Easy.
ContentServ
ContentServ's PIM and MDM systems enable brand owners and retailers to manage their content for an emotional product experience.



Conver.Fit
Conver.fit
Conver.Fit personalizes the experiences of use and purchase of the visitors to the digital assets. We improved conversion rates by 25%.



CoreMedia
Coremedia.com
CoreMedia can help you elevate the customer experience with more dynamic storefronts, shoppable brand sites, and cutting-edge targeting.



Curalate
Curl.it/2rlhJQ2
Discovery-Driven Commerce



Curl
Paywithcurl.com
New payment method designed to serve retailers and consumers, not banks. Works via @usernames and instant bank transfers.



Cymbio
Cym.bio
Enabling brands to increase visibility & sales by enhancing retailers' product offering in real-time, turning available inventory to sales



daco
Daco.io
daco provides retailers with a refined understanding of their competitive environment, combining AI/Image recognition and fashion expertise



DemoUp
Demoup.com
Helping etail leaders like Media Markt, Fnac and Target to promote customer engagement and increase revenue through video.



Dialog Solutions
Dialogfeed.com
Our social media wall is the bridge between social networks and ON/OFF line communication of the brand and its events. The killer app to get viral reviews from your customers and fans.



dLocal
DLocal.com
360 payments technology platform for emerging markets.



Dor
Getdor.com
Dor is the only retail traffic counting solution that is accurate, affordable, and easy to install in any location.



dotmailer
Dotmailer.com
The email marketing automation platform that empowers online marketers and merchants.



Dynamicweb Software
Dynamicweb.com
Dynamicweb gives you Content Management, eCommerce, Online Marketing and Integration in just one platform. You benefit from having all your data in one place ready to deliver personalized messages across all channels.



EasyAsk Technologies
Easyask.com
eCommerce Search benchmarked to drive 20-90% more revenue



Ecrebo
Ecrebo.com
Ecrebo enables retailers to deliver targeted messages and offers to their customers at the till, alongside their paper or digital receipts.



Encore Logistics
EncoreLogistics.com
Global product returns in your app with just a few lines of code. Encore receives, inspects and fulfills for retailers in EU, China and US.



EON-ID
Eonid.co/
NOW CONNECTED



Epinium Analytics
epinium.com
Epinium Analytics uses customer reviews, competitor information and market trends with AI to give brands actionable insights in real time.



Everseen
Everseen.com
Everseen: AI that makes stupid technology smart in retail, logistics and security. Next stop: Eliminating the checkout process for retailers worldwide



Eversight
Eversightlabs.com
Cognitive offer design and advanced digital testing to identify and deploy promotions that out-perform the status quo by 10-25%



FASHWELL
Tech.fashwell.com
Fashwell is the visual search and image recognition provider for the fashion industry.



Fashwire
Fashwire.com
Interactive link between fashion designers and consumers powering actionable insights with data for the fashion industry.



feelter
Feelter.com
The revolutionary tool that keeps your customers right where they should be - your website



Felix Capital
Felixcap.com



flexReceipts
Flexreceipts.com
flexReceipts is the leading provider of smart email receipts for enterprise retailers.



Flow Commerce
Flow.io
Flow, the world's most advanced platform for cross-border ecommerce. Simply tap into your global potential and let it Flow.



Flowbox
Getflowbox.com
Making Social Sell



Foley Retail Consulting
Foleyretailconsulting.com
Foley Retail Consulting provides strategic advice and project management to retailers, FMCG manufacturers and investors across the globe



Follow Inspiration
Followinspiration.pt
The wiiGO, by Follow Inspiration, is an autonomous and self-driven shopping cart that carries your purchases in the supermarket!



ForeSee
Foresee.com
Customer Experience with Certainty. Know where your CX improvements will have the biggest impact - before you make them. That's ForeSee.



FullStory
Fullstory.com
Meet FullStory, the app that captures all your customer experience data in one powerful, easy-to-use platform.



GENE Commerce
Gene.co.uk
The ecommerce agency specialising in Magento 2 Commerce sites, with clients including The Gro Company, Hornby Hobbies & Temple Spa.



Grow
Grow.com
Your Business Command Centre



Hero
Hero.cx
Connect online shoppers live with associates in-store



Heuritech
www2.heuritech.com/
Using proprietary AI software to capture social media images, Heuritech provides fashion brands with dynamic product performance metrics.



Hexa
hexa3d.io
Hexa is changing the online shopping experience by providing retailers and developers with an easy way to create, scale and embed 3D content



Hoxton Analytics
Hoxtonanalytics.com
Know your visitor footprint with uniquely rich retail intelligence. Non-invasive customer counting and profiling.



Hullabalook
Hullabalook.com
Putting the *disco* into product discovery



IamBot
iambot.io
We help brands sell directly to customers by a click of a photo.



IDA Ireland
IDAireland.com
Ireland's Investment Promotion & Development Agency partners with International companies helping them to set up/expand in Ireland



Inovretail
Inovretail.com
The Retail Intelligence Company



Instart Logic
Instartlogic.com
Instart Logic is the world's first endpoint-aware application delivery solution making.



Jetshop
Jetshop.co.uk
One step ahead



JustSnap
justsnap.co
Promotions that work.



KptnCook
KptnCook.com
We influence our users shopping & cooking behavior by offering daily curated recipes including a product based shopping list linked to retail.



Localistco
Localistco.com
The local marketing platform that drives more footfall to your stores



LOOKLET
Looklet.com
Looklet revolutionizes photo production by enabling clients to shoot garments separately and allowing them to style individual looks on real models virtually.



Loop54
Loop54.com
Personalized on-site product search. Powered by Machine Learning and built exclusively for eCommerce.



LoyaltyLion
Loyaltylion.com
LoyaltyLion is a leading customer loyalty platform specifically designed for mid-level and enterprise ecommerce stores.



Market Beyond
Themarketbeyond.com
Market Beyond provides real-time, actionable, product-level insights for online retailers and brands to grow e-commerce market share



Mercaux
Mercaux.com
The Fastest Mobile Retail Platform Enabling the Digital In-Store Experience



Mirakl
Mirakl.com
The Marketplace Company.



MishiPay
Mishipay.com
MishiPay allows in-store shoppers to simply scan, pay and leave with their items - that's it and it's theft-proof! #SmartShoppingNoQueueing



MobieTrain
Mobietrain.com
MobieTrain is a social mobile learning platform that boosts engagement and empowers retail employees with the knowledge to drive sales.



ModSquad
Modsquad.com
ModSquad delivers outsourcing MODernized! The world's best brands engage & support their customers with our 10k+ Mods globally, 24/7/365.



N7
N7.io
Accelerating Digital Experience



Narvar
Narvar.com
Narvar is an enterprise SaaS (software-as-a-service) platform that helps retailers build lifelong customer relationships beyond the buy button.



NearSt
Near.st
NearSt connects products in high street shops to people nearby with their hyperlocal search and shopping platform. Local shopping, online.



Nextail
Nextail.co



Northzone
Northzone.com



Nosto
Nosto.com
Powerful personalization. Made easy.



Obsess VR
obsessvr.com
Virtual Reality platform for Experiential Shopping



Ometria
Ometria.com
Customer insight and cross-channel marketing for retailers



Omnyway
Omnyway.net
Contextual Commerce Platform - Digitizing the In Store Experience with Rich Checkout, Scan & Go, Instant Buy, Virtual Aisle.



One World Wallets
Oneworldwallets.com
Power up your customer's loyalty



Oracle + Bronto
Bronto.com
The Bronto Marketing Platform powers personalised multichannel content that generates the higher engagement needed for retail success.



Orient
Orient.me
The Indoor GPS Company. The power of Indoor Positioning anywhere, anytime - no installation required!



PagBrasil
Pagbrasil.com
The premier payment processing service for e-commerce businesses around the globe selling into Brazil.



Partech Ventures
Partechventures.com



pasabi
Pasabi.com
Fashion. Inspired by you.



Pepperjam
Pepperjam.com
Led by people. Powered by technology. We drive commerce, cut complexity and deliver results.



Photospire
Inspire.photos
Contextual Video: Personalised, Relevant & In-The-Moment for social and CRM marketing



Pierau Planung
Pierau-planung.de
Specialists for logistics planning & consulting for e-commerce, retail, industry - supply chain & warehouse management, logistic IT and more



Pixelz
Pixelz.com
On-Demand Retouching for E-Commerce. Effortlessly retouch product images, scale post-production, and optimize your photo studio workflow.



Pixoneye
Pixoneye.com
Predictive Personalisation through image understanding



PowerInbox
Powerinbox.com
Create relevant, engaging emails personalized for every customer with real-time dynamic content.



Precima
Precima.com
Analyze. Optimize. Personalize.



Presence Orb
Presenceorb.com
Presence Orb utilizes in store WiFi to detect, connect & engage with your customers. Understand and analyse customer engagement in store by sweating existing infrastructure.



Proximity Insight
Proximityinsight.com
We develop industry leading CX software for retailers, producing 10-15x more return visits than automated marketing.



Qopius
Qopius.com
Digitizing shelves using AI-powered computer vision



Quiqup
Quiqup.com
From store to door, at your customer's convenience



Radius8
Radius8.com
Local Context Powering In-Store and Online Conversion



Rakuten Fits Me
Fits.me/
The perfect fit recommendation



RatePAY
Ratepay.com/en
RatePAY is specialized for easy and secure payments online. We are experts in individual payment solutions for all types of online shop.



ReceetMe
ReceetMe.com
e-Receipt mobile app.



RECShipping by Nektria
Recshipping.com
The SaaS (Software as a Service) allowing shoppers to choose delivery slots at a variable price while optimizing delivery routes



Reflektion
Reflektion.com
Understand And Influence The Intent Of Each Customer



RELEX Solutions
Relexsolutions.com
RELEX Solutions' integrated retail and supply chain planning system delivers impressive results for customers around the world.



Revieve
Revieve.com
The Revieve Digital Skincare Advisor brings the in-store beauty consultant online using selfies and helps to convert skincare customers.



Riskified
Riskified.com
Riskified's eCommerce fraud solution is guaranteed to boost sales revenue and prevent chargebacks, while keeping your customers happy.



Secret Sauce Partners
Secretsaucepartners.com
Data Driven Merchandising. Transforming apparel & footwear shopping through data.



SendGrid
Sendgrid.com
Send with Confidence.



Sensefinitly
Sensefinitly.com
Sensefinitly is the unique IOT transformation solution, using patented plug and play sensor technology, giving Retailers and logistic companies full control of their processes and services in real time, guaranteeing peace of mind.



Sensei
Sensei.tech
Sensei is an AI-powered real-time video recognition solution for retail providing accurate in-store analytics and insights.



Sentient Technologies
Sentient.ai
Sentient Technologies: We put the A.I. in Retail



SessionM
Sessionm.com
Making your data actionable so you can make your customers more loyal and profitable.



SEVEN SENDERS
Sevensenders.com
SEVEN SENDERS. YOU SELL. WE DELIVER. Cross-border E-commerce deliveries have never been simpler, more transparent and at lower costs.



ShipStation
Ships.tn/2fEe3Nm
#1 Choice of Online Sellers



Shoppable
Shoppable.com
Shoppable® is a technology that enables businesses to bring the checkout experience to anywhere consumers discover or engage with products.



Shoppimon
Shoppimon.com
Because we've all got issues.



Shopsys Framework
Shopsys-framework.com
A customizable, scalable open source e-commerce framework for teams that build leading or fast-growing e-commerce sites.



SIDECAR
Getsidecar.com
Advanced machine learning technology to help retailers get the most out of cross-channel e-commerce shopping campaigns



SiteCampaign
Sitecampaign.com
Improve your conversion rates through visitor segmentation and personalized on-site marketing messages



SkipQ
Skipq.io
Love shopping, hate queueing



SMARTASSISTANT
Smartassistant.com
SMARTASSISTANT: Digital Advice with a Human Touch



Snaplytics
Snaplytics.io
Snaplytics: The Marketing Platform for New Social enabling brands to Engage in the dialog



Storefront
Thestorefront.com
Storefront is the world's leading online marketplace for renting short-term retail space: a tech platform making retail accessible to anyone.



THE UNSEEN
Seetheunseen.co.uk/
We change the way the world use colour - giving data a voice to improve lives.



Talon.One
Talon.one
The world's most flexible Promotion Engine. Create, manage, and track coupons, discount campaigns, loyalty and referral programs.



TCV
Tcv.com



Temando
Temando.co.uk
Temando is a shipping platform that streamlines the entire multi-carrier fulfillment process from the shopping cart to the customer's door.



TextMaster
Textmaster.com
The Global Translation Management Solution



TheMotion
Themotion.com
A solution that automatically takes product feeds and creates high-quality Dynamic Video Ads to be used in Facebook Dynamic Ad campaigns.



TokyWoky
Tokywoky.com
TokyWoky, the "community chat" that creates communities of ambassadors by letting visitors of a website advise each other in real time



True Fit
Truefit.com
True Fit is transforming fashion retail with connected rich data, deep learning / AI, and personal experiences.



TrueCommerce
Truecommerce.com/dk-da
TrueCommerce helps you connect with key trading partners, achieving new levels of connectivity, performance and customer satisfaction.



TRYBE
Tryberesearch.com
Trybe - Making high quality research accessible to every brand around the world.















Tulip Retail
Tulip.io
Tulip Retail is an iOS mobile platform built exclusively for next generation store associates to offer a world-class omnichannel experience.



Twiggle
Twiggle.com
If you want to know if it's raining in San Francisco, Google it. If you want to buy a raincoat, Twiggle it.



Verifi
Verifi.com
Protect Your Payments, Boost Your Profits...across the entire transaction lifecycle

 <p>VWO Vwo.com A/B Testing and Conversion Optimization Platform.</p>	 <p>Webcollage Webcollage.com Webcollage is the leading content management platform for publishing rich product information and syndication across global retailers.</p>	 <p>Whole Surplus Wholesurplus.com Whole Surplus helps businesses recover value out of surplus by providing one-stop waste management platform to donate, resell and recycle.</p>	 <p>Wide Eyes Technologies Wide-eyes.it AI Technology based on deep learning and image recognition for a fashion industry</p>	 <p>William Blair Williamblair.com Focused on your success. Invested in your vision.</p>	 <p>WiseShelf Wiseshelf.com IoT Shelf that improves on shelf availability and makes replenishment more efficient</p>
 <p>Yotpo Yotpo.com Yotpo is a user-generated content platform for online businesses. We help businesses collect and amplify UGC to increase traffic and sales.</p>	 <p>Zendesk Zendesk.com Zendesk builds software for better customer relationships</p>	 <p>zenloop Zenloop.com/en Improving relationships with feedback management and Net-Promoter-Score™. Collect and analyze feedback. Close the loop and act on insights.</p>	 <p>ZigZag Global Zigzag.global ZigZag helps retailers manage their returns globally</p>	 <p>Zmags Zmags.com Create any shoppable experience you can imagine... without coding. NY&Co, Tibi, Godiva, VF Corp, etc see lifts in conversions, AOV + engagement</p>	 <p>Zuora Zuora.com Zuora is a SaaS company evangelizing the Subscription Economy™. Its enterprise platform automates all subscription order-to-cash operations.</p>



Join Us for the
World's Largest Conference
 for
Retail & Ecommerce Innovation
 on 18-21 March 2018 in Las Vegas

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Shoptalk Europe welcomes CNBC as an Official Media Partner



Join the Smart Kids
at SHOPTALK
for
**GLOBAL LEARNINGS
ON RETAIL &
ECOMMERCE
INNOVATION**

7,500+ Attendees • 400+ Speakers • 75+ Countries



Join Shoptalk on 18-21 March 2018 in Las Vegas for the World's Largest Conference for Retail and Ecommerce Innovation

For over two years, Shoptalk has led the development of a new, modern retail and ecommerce industry narrative as well as a fresh and engaged community of industry innovators. We started with the US in 2016 and included Europe in 2017.

The success and scope of both our US and European events--and the enormous interest they have generated from around the world--demonstrates a worldwide need for one global event that moves the dialogue and community beyond a single country, continent or ecosystem. Retail and ecommerce are changing everywhere and no one geographic region dominates in terms of innovation. To fully understand how retail and ecommerce are evolving, a global lens is now essential.

For 2018, Shoptalk's Europe and US events will therefore be combined to create the world's first truly global event for retail and ecommerce innovation. The combined event--referred to simply as Shoptalk--will be held on 18-21 March 2018 at the Venetian in Las Vegas. It will facilitate a comprehensive global conversation and bring together a diverse and currently fragmented worldwide community of innovators, featuring the leading technologies, trends and business models from all major global hubs. We expect more than 7,500 attendees from over 3,000 companies and 75 countries to attend, including over 700 CEOs.

Shoptalk 2018's agenda will feature American and European speakers as well as showcase innovation from Asia-Pacific and other parts of the world. You'll hear from more than 400 international speakers on the main stage, on our regular track sessions as well as on sessions dedicated to specific countries, regions and global trends.

We hope you'll join us for an unprecedented opportunity to learn and become part of a new group of innovators. It's sure to be an amazing experience!

RETAILERS & BRANDS CAN APPLY *for* FREE TICKETS AND TRAVEL TO SHOPTALK 2018 WITH OUR HOSTED MEETINGS PROGRAM

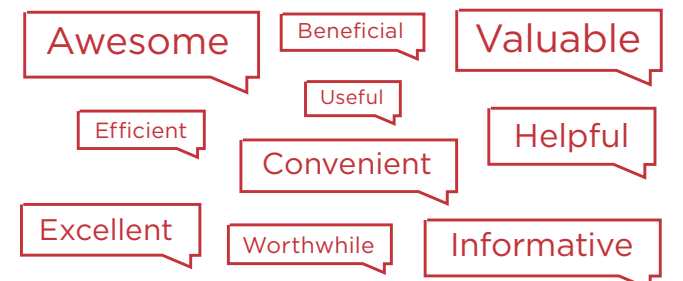
Individuals from retailers and brands can attend Shoptalk by either:

- **Buying a ticket**
- **Participating in our Hosted Meetings Program**

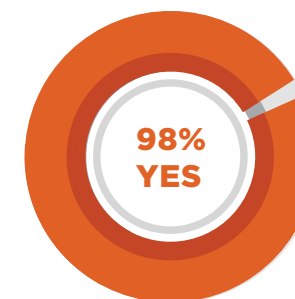
Shoptalk's Hosted Meetings Program provides complimentary Shoptalk tickets and a travel/hotel allowance of up to \$750 (approx. €650) for qualifying individuals from retailers and brands. To qualify, individuals must be responsible for buying or evaluating retail or ecommerce technology or other solutions for their companies and take up to eight 15-minute onsite meetings (that's a total of up to just two hours) with our exhibitors and sponsors.

WE EXPECT OVER 1,000 INDIVIDUALS FROM ACROSS THE U.S., EUROPE, ASIA AND OTHER GEOGRAPHIC REGIONS
to join
THE 2018 HOSTED MEETINGS PROGRAM IN LAS VEGAS

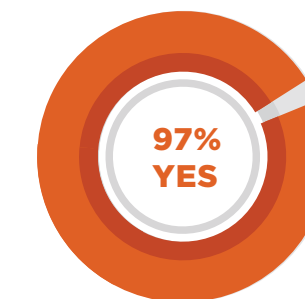
HERE ARE THE 10 MOST COMMON WORDS 2017's PROGRAM PARTICIPANTS USED TO DESCRIBE THE PROGRAM IN A POST-EVENT SURVEY



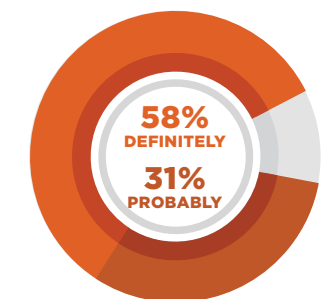
HERE'S THE KEY FEEDBACK FROM 2017's PARTICIPANTS



Were your meetings worthwhile?



Has there been any follow up or do you plan to follow up on any meetings?



How likely are you to apply for the 2018 Shoptalk Hosted Retailers & Brands Program?

APPLY NOW AT WWW.SHOPTALK.COM. SPACE IS LIMITED!

Anil Aggarwal
 Founder, Chairman & CEO



Zia Daniell Wigder
 Chief Global Content Officer



Caroline Farley
 Head of Growth



SECURE YOUR SHOPTALK 2018

SPONSORSHIPS • EXHIBIT SPACES • MEETING ROOMS • HOSTED MEETINGS

TO REACH

THE GLOBAL RETAIL & ECOMMERCE ECOSYSTEM

Shoptalk will be 2018's largest conference for retail and ecommerce innovation--worldwide--and combines our US and European events into a single global show. Shoptalk 2018 sponsorship, exhibit space and meeting room options provide technology companies and solution providers the opportunity to reach and engage with more than 7,500 attendees, including 700+ CEOs, from over 3,000 companies and 75+ countries. Shoptalk's audience includes a wide range of senior decision makers and influencers.

As a Shoptalk sponsor, you can also participate in our Hosted Meetings Program, where we set up meetings for you with pre-qualified retailers and brands. In 2018, we will set up approx. 8,000 curated onsite meetings with more than 1,000 pre-qualified participating retailers and brands (fees apply).

HERE'S HOW TO
BECOME ONE OF OUR
400+
SPONSORS AND
EXHIBITORS:

Stop by our Sales Lounge at Shoptalk Europe
(located in the Exhibit Hall)

Email us at sales@shoptalk.com

THE SHOPTALK SALES TEAM

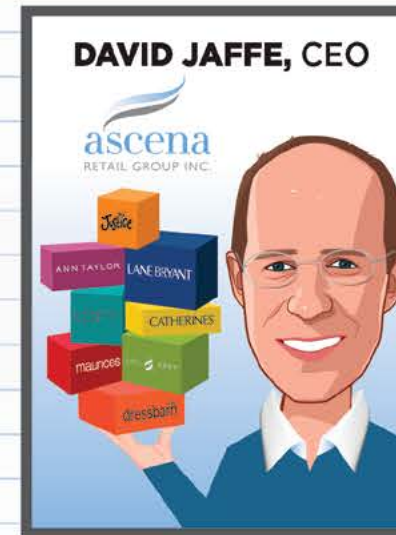
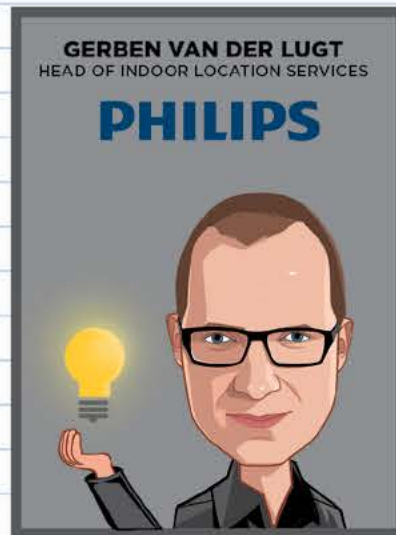
Caroline Farley
Head of Growth

Kim Mancuso
VP, Sales & Client Success,
Networking Programs



Shoptalk is primetime and Shoptalk's 400+ speakers are industry leaders and innovators from a broad cross-section of countries and companies. Ranging from established retailers and brands to innovative new startups and prolific investors, over 50% of Shoptalk speakers are CEOs or founders and 25% are from outside the US

Here are just some of the 100+ speakers already confirmed for Shoptalk on 18-21 March 2018 in Las Vegas:



LEVEL 5



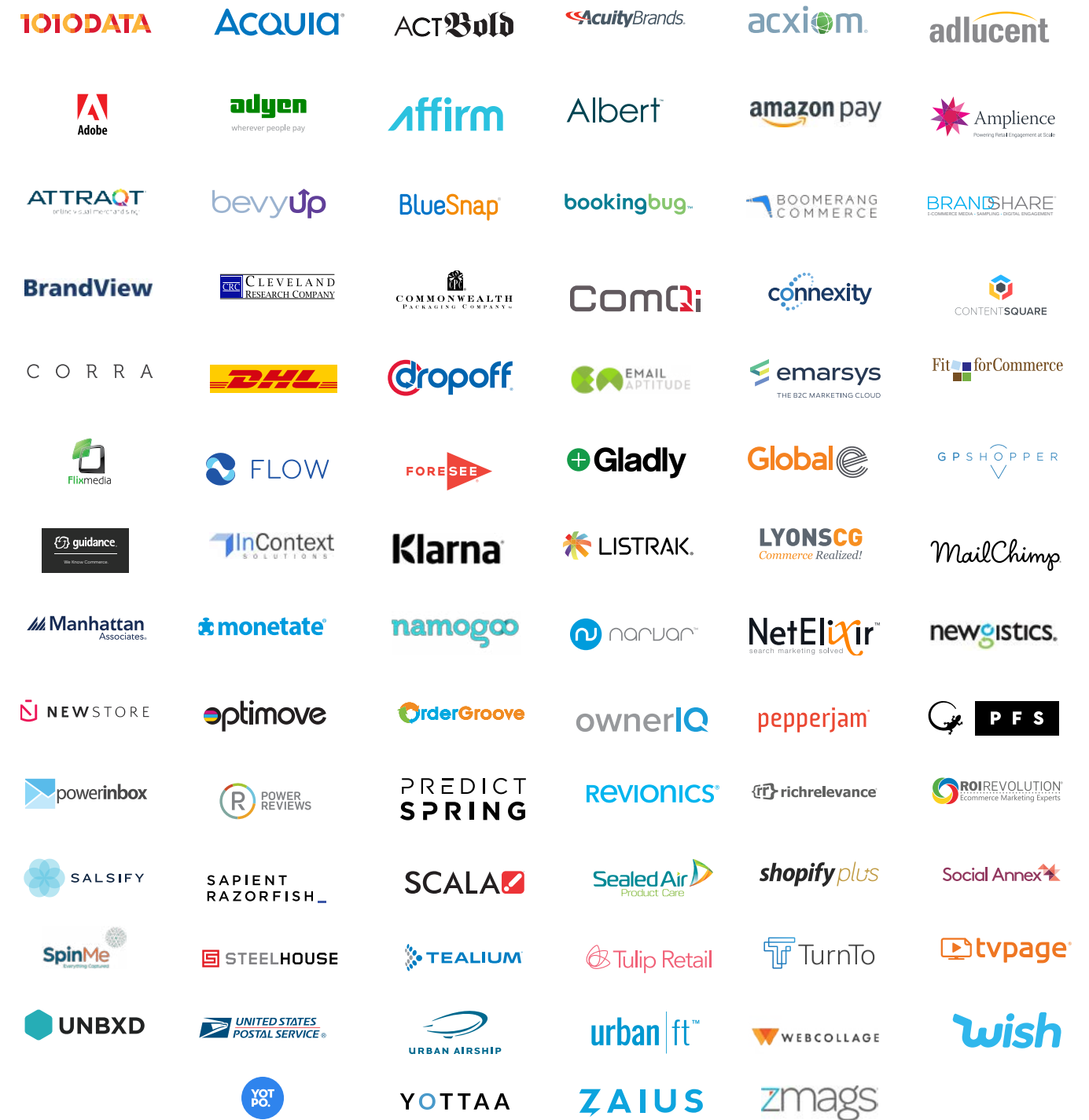
LEVEL 4



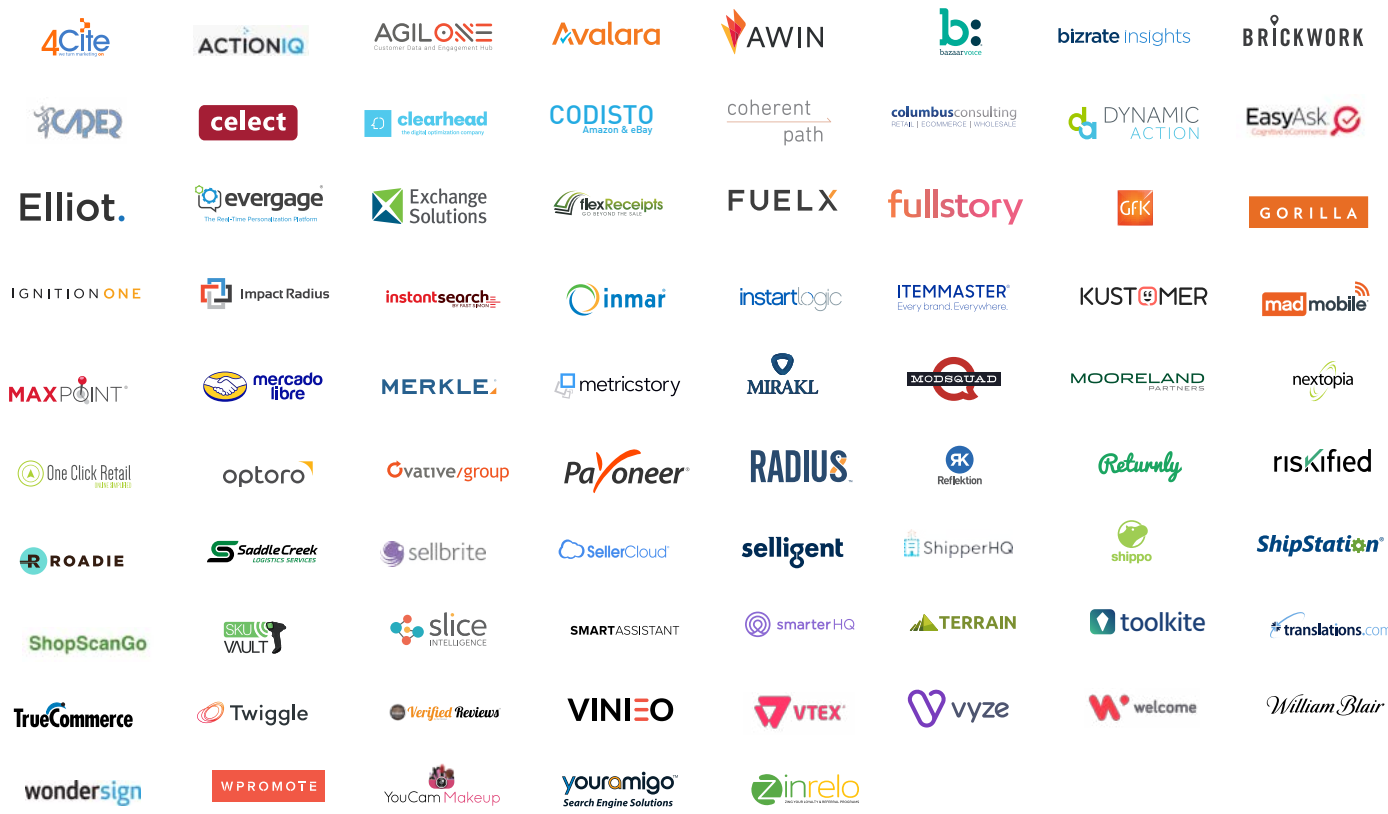
LEVEL 3



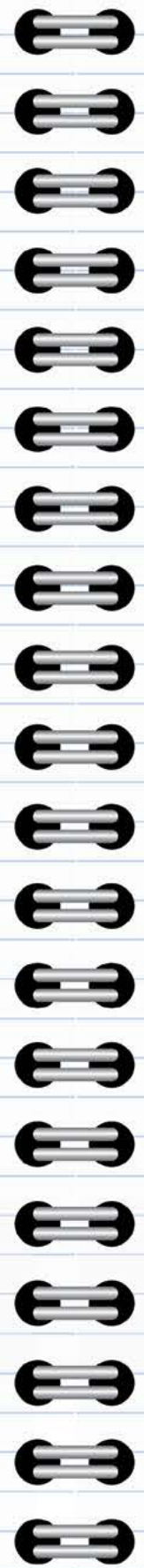
LEVEL 2

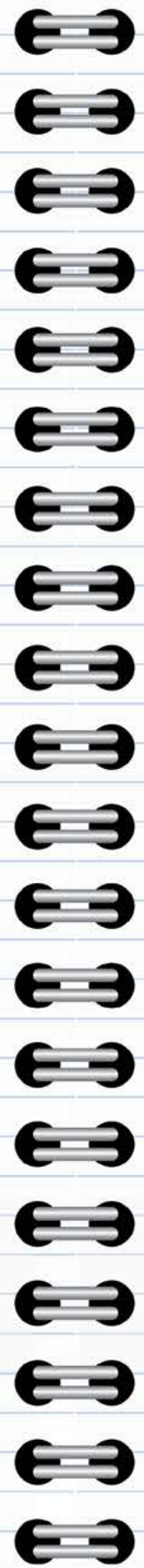


LEVEL 1



A series of 20 horizontal lines for taking notes, each preceded by a small black icon of a pen nib pointing to the right. A vertical red line is positioned to the left of the first line.







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