

# **MAPIC 2024**

**EVENT PRESENTATION** 







26 - 28 Nov. 2024 Palais des Festivals, Cannes, France



## **SUMMARY**

**1** WHAT'S MAPIC

MAPIC 2024 VISION

O3 CONFERENCE PROGRAMME & NETWORKING EVENTS

04 OFFERS





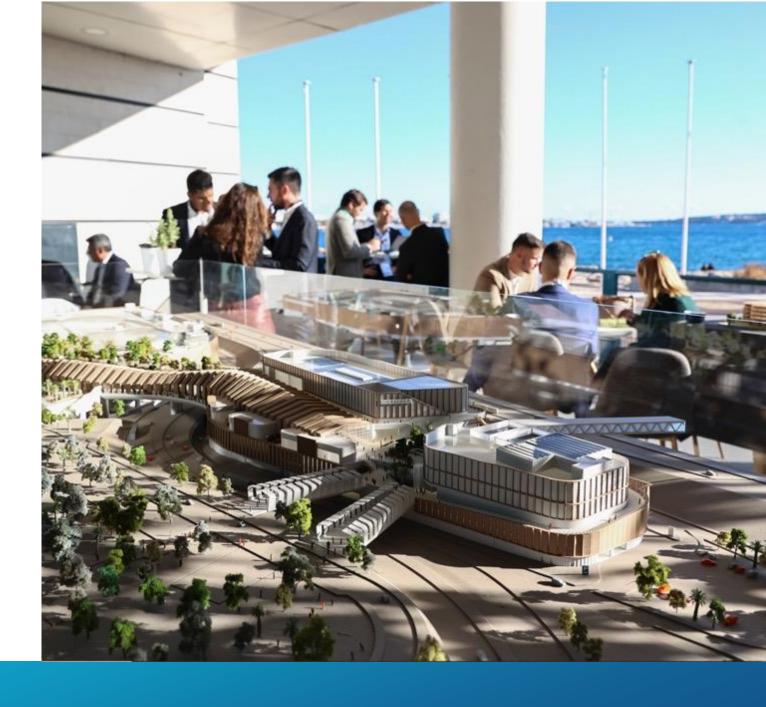
# PART 1

WHAT'S MAPIC?

# THE LEADING RETAIL PROPERTY EVENT

Since 1995, MAPIC has been welcoming the retail real estate industry to the world-famous Palais des Festivals in Cannes to meet and conduct business face-to-face.

An unrivalled business platform gathering retailers, landlords, property investors, cities, innovation players, and showcasing the largest offer of retail locations worldwide.



## WHY PARTICIPATE?



#### **MAKE CONNECTIONS**

with the whole Retail property industry from 75+ countries and the new players at the centre of the industry's transformation.



#### **FIND INSPIRATION**

in an evolving market and follow the newest retail trends during conference programme.



## MEET THE INTERNATIONAL COMMUNITY

a complete panorama of the existing points of sale across the world and the new used mixed projects that are reshaping our cities.

Let's build the ultimate lifestyle and shopping destinations! This is your chance to be part of creating the exciting new business models, that are shaping the places to live, play and shop for the future.

## THE FORMAT

#### **EXHIBITION AREAS**

225+ exhibiting companies showcasing the latest retail property projects

Thematic areas:

- ✓ The NEW Retail Zone & Gallery
- ✓ LeisurUp by MAPIC area
- ✓ MAPIC Innovation Forum area
- ✓ MAPIC Sustainability Lab
- ✓ Geographical pavilions

#### **NETWORKING EVENTS**

6 Closed-door matchmaking events gathering C-Level profil on specific topics (by invitation only)

Famous networking events:

- ✓ MAPIC Welcome Reception (Open to all)
- ✓ MAPIC Awards GalaDinner (By invitation)
- ✓ MAPIC Closing Reception (Open to all)

## CONFERENCES AND PITCHES

50+ conference sessions

250+ experts

Hear real-life case studies and

learn more during the thematic

talks.

Innovation and Sustainability talks

Pitching sessions on retail, food and leisure concepts

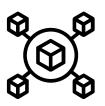
## FULL RANGE OF DIGITAL SERVICES

#### MAPIC online database

- ✓ One digital tool to help you prepare your physical event and catch up with the retail real estate community post event.
- √ Full access to participants and companies database
- ✓ Online networking through chat service

**MAPIC KEY FIGURES** 1,600 Retail, Leisure Food **Players** 5,000\* Participants from 700 75 countries **Property Investors** Rest of the world France 1,600 35% Property developers, owners & managers 225 Participants from 76 countries Exhibiting 200 companies Retail innovation players Rest of Europe 41% \*Unic participants in 2023

## **CONSOLIDATE ONE YEAR OF BUSINESS IN 3 DAYS**



MAPIC is the International gathering of the retail property industry



MAPIC is showcasing the best extension and mixed-use projects



MAPIC is taking the pulse of retail cross-border development

For 3 days in November, the retail property community, leisure and food concepts, tech & ESG players will all gather in Cannes.



REAL ESTATE DEVELOPERS

**BROKERS** 

RETAILERS, RESTAURANT CHAINS AND LEISURE OPERATORS

CITIES AND LOCAL AUTHORITIES

SERVICES TO BUSINESSES AND SUPPLIERS

**INVESTORS** 

SUSTAINABLE SERVICE PROVIDERS

INNOVATION LEADERS AND TECHNOLOGY

**LEISURE SUPPLIERS** 

### Retailers, restaurant chains and leisure operators

In 2024:

1,600 retail, leisure, food players expected

- Scout out new locations in retail destinations
- Reconnect, network and promote your concept
- Build new strategies
- Rethink your business model





















































Auchan





PRIZONERS







Download the 2023 retailers list here



### Property players (landlords, developers, brokers, cities)

- Scout out innovative retail brands and trends
- Reconnect and network
- Showcase your projects to investors
- Get inspired with last trends to create future lifestyle destinations



























































#### **Investors**

- Identify the most profitable acquisition opportunities
- Scout out the latest retail concepts to increase the value of their assets
- Get the latest insights on last market trends
- Discover new solutions to make your assets more sustainable

























### **Innovation players**



- Highlight your solutions and sell your services
- Get insights on the latest trends
- Join the TECH LAB inside the MAPIC Innovation Forum (startups)

























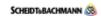
















#### **Sustainable actors**

- Showcase your sustainable solutions to property players and retailers
- Find the right partners to implement effective EGS strategies in the retail property industry
- Get insights on the latest market trends

















# PART 2

MAPIC 2024 VISION

## **MAPIC 2024 VISION**











RETAIL, FOOD, LEISURE AT CENTER STAGE



**NEW**: The "Retail Zone" and its " gallery" on retail cross border expansion





**INNOVATION & THE AI REVOLUTION** 





**SUSTAINABILITY** 





**FRENCH FOCUS NEW**: THE FRENCH SUMMIT

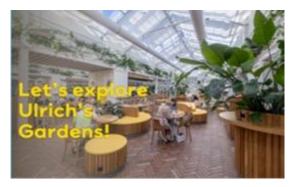


### THE RISE OF MIXED-USE

#### MAPIC is showcasing the best Extension and mixed-use projects in its exhibition area



**Battersea Power Station, (BPS) UK** 



Ulrich Gardens, INGKA centers, Poland



**Galataport Mall Istanbul** 



Canopia, Apsys, France

#### A SELECTION OF KEY EXHIBITORS:

ALTAREA, BUTHANI, CARMILA, CBRE,CENOMI,CITYNOVE,COMPAGNIE DE PHALSBOURG, CUSHMAN & WAKEFIELD, EUROCOMMERCIAL, KLEPIERRE, NEINVER,NHOOD, SAVILLS, TERRANAE...

View more on the website



#### **FOCUS 2024: FAST GROWING BRANDS ON THE MARKET**

Meet with both established brands and a selection of new rising concepts





- A New Gallery (Palais -1, Puit de Lumière)
   to maximize synergies and connections with property players
- > Established brands set for major expansion in **European markets**











➤ Hot global brands arriving **from outside Europe** 











An observatory & guide for cross border retail



Retail pitching sessions!



#### **FORMAT**

- A NEW dedicated "Gallery" and observatory for cross border retail
   (Palais-1, Puit de Lumière)
- A dedicated conference & networking events programme
  - Conference sessions
  - ☐ 2 dedicated pitching sessions
  - ☐ 1 closed door event Multi unit Franchise Summit



A dedicated MAPIC Awards Category



The MAPIC Academy Competition











#### 2<sup>ND</sup> EDITION OF THE MAPIC ACADEMY



Sponsored by



A promotion of **5 selected young retail brands** will benefit from the support of **MAPIC network partners + visibility** at MAPIC 2024.

#### **CHALLENGE PHASES**

**Application Phase** June – July 31st

Mentoring & coaching day with selected experts

**Final Event**26 and 28 November 2024 during MAPIC

## REWARDS FOR THE WINNER

A money prize by MAPIC to support development

A free pop-up store inside one of the property assets of Nhood – official partner

## 2023 WINNER



'World of Pop' won the first Edition.



#### **DISCOVER THE 2024 MAPIC ACADEMY CATEGORIES**



New retail brand

Companies willing to launch and operate new retail concept in physical spaces (clothing, people services, DIY, wellness)



Online retailer

Companies with prior online retail experience, looking to expand into physical retail.



Sustainable and socially conscious new retail brand

Companies prioritizing social responsibility, sustainability and willing to open a physical store.



New leisure concept

Companies willing to launch and operate new leisure concept (entertainment, culture, sport, AR/VR, immersive)



New food and beverage concept

Companies willing to launch and operate new restaurant concept in physical spaces.



## **FOOD & BEVERAGE AT CENTER STAGE**

#### THE HAPPETITE FORUM FORMAT













The international forum hosted by MAPIC is dedicated to restaurant chains and operators to showcase their concepts, network and establish partnerships with the most important international property players, franchise partners, travel operators, investors, marketing, logistics and digital solutions providers.

- A dedicated conference & networking events programme
  - 4 conference sessions
  - 2 pitching sessions
  - 1 closed-door event Multi-Unit Franchise Summit
- A dedicated MAPIC Awards Categories



## **LEISURE AT CENTER STAGE**

#### LEISURUP FORMAT

## Le sur Up

#### 300 Leisure operators expected in 2024

A dedicated exhibition area launched in 2021

LeisurUp is the event, hosted by MAPIC, dedicated to accelerate the integration of location-based attractions into lifestyle destinations including retail sites, urban areas, transport hubs and travel destinations.

- A dedicated conference & networking events programme
  - 6 conference sessions
  - ☐ 2 dedicated pitching sessions to discover 20+ Leisure formats
  - ☐ 1 closed-door workshop
- A dedicated MAPIC Awards Category











### LEISURE AT CENTER STAGE

#### **LEISURUP PARTICIPANTS**













## 40 exhibitors, 15 startups & 300+ Innovation and Retailtech players expected in 2024

Innovation plays a key role in the transformation of consumer habits with a direct impact on the business models of the retail industry. The MAPIC Innovation Forum is the leading global gathering of innovation leaders in the retail real estate industry. It helps key industry players find solutions addressing customer experience and digital behavior through innovative products, services, and the engagement of emerging leaders.



- A dedicated conference & networking events programme
  - 3 conference sessions
  - 2 dedicated pitching sessions
- A dedicated MAPIC Awards Category







## 2<sup>ND</sup> EDITION OF THE SUSTAINABILITY LAB

A premium dedicated exhibition area at Riviera 7

With ESG experts, technology players (photovoltaic solutions, electric car charging solutions for shopping malls)...

Sustainability is MAPIC key focus: transform consumer habits, business models and retail industry by considering ethics and sustainability in everything we do.

The MAPIC Sustainability Lab is a NEW hub to pursue carbon reduction objectives, meet companies that provide sustainable solutions and find the right partners.

- A dedicated conference & networking events programme
  - 4 Conference sessions
  - ☐ 1 Closed-door workshop
  - ☐ 1 dedicated pitching session
- A Workshop in Partnership with GreenBee to drive traffic in the lab
- A dedicated MAPIC Awards Category







## **NEW: FRENCH SUMMIT**

## A closed-door event by invitation only gathering the main French players to discuss:

- Investments trends
- Ongoing property projects
- Retail expansion in France

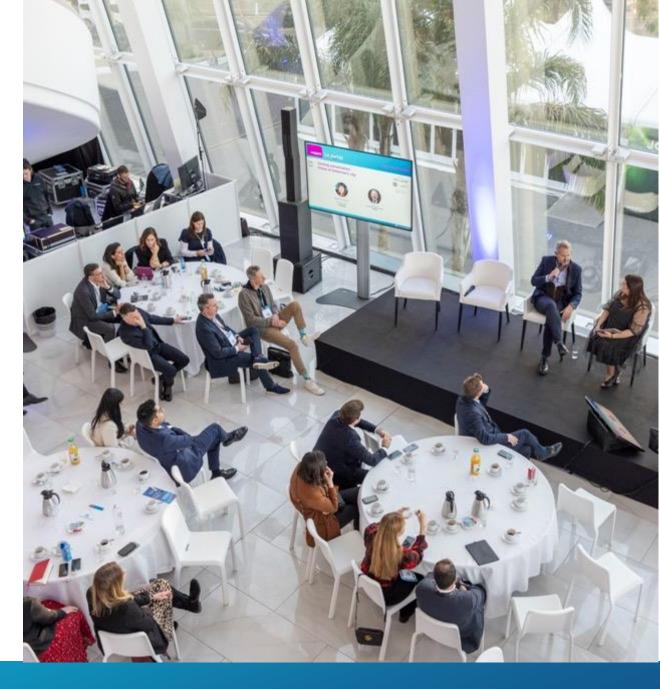


#### Who's coming?

- International retailers, restaurant chains & leisure players looking to expand in France.
- > French retail and property players

The selection of participants creates a tailored mix, making of this event an incredible booster for business.

Key French property players coming at MAPIC: Apsys, Carmila, Frey, Nhood, Klepierre...







# PART 3

Conferences Programme & Networking Events

#### MAPIC 2024 MAIN THEME

#### "THE NEW RETAIL EQUATION: GROWING IN A FAST-CHANGING WORLD



Retail, real estate, leisure and hospitality are at a crossroads, with the need for constant evolution in a rapidly changing world, learning how to fasttrack adaptation and agility as the industry's players work out 'The new retail equation'.

MAPIC 2024 will embrace these important topics to support all the market players in finding the right equation to grow.

**50+ CONFERENCE SESSIONS** 

#### **8 PITCHING SESSIONS**

OF RETAIL & FOOD CONCEPTS, CITY LOCATIONS AND TECH SOLUTIONS

#### **MAPIC 2024 TOPICS**

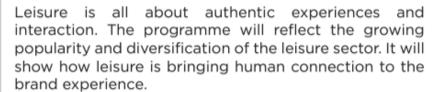


#### RETAIL PROPERTY ASSETS

The retail property sector has played a crucial role in making cities better places to live and the new wave of mixed-use projects are putting convenience, sustainability and community at their heart, while regenerating neighbourhoods and city areas.



#### **LEISURE**





#### FOOD

**NEW RETAIL** 

The rapidly expanding restaurant industry plays a key role in customer experience, creating spaces and places where people can connect and both an industry which has embraced technology yet embodies the human touch.

A new generation of retailers has emerged, clear

about their differentiation, value and values to appeal

to an increasingly ethical consumer. With the borders

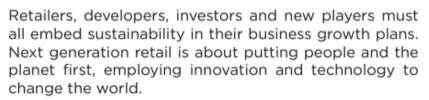
between physical and digital retail, leisure and

hospitality blurring, how will new concepts shape the

consumer experience?



#### SUSTAINABILITY





MAPIC is focused on innovations that help the industry better understand and serve customers. Key to this is the integration of AI, which is impacting every aspect of retail, from supply chains to the in-store experience.







#### **KEY INTERNATIONAL SPEAKERS**

## Industry leaders and inspiring decision makers who spoke at MAPIC 2023



Marie Cheval
CEO
Carmila



François Agache
Directeur Général
Développement et
Opérations
APSYS



Director, Business

Development - Consumer Pro

Netflix

Christine Wacker



Marc Dambremez

Vice President of Real Estate

& Franchise

Levi Strauss



Founder & CEO
Big Mamma

### **KEY INTERNATIONAL SPEAKERS**

## Industry leaders and inspiring decision makers who spoke at MAPIC 2023



Joanna Fisher

CEO

ECE Marketplaces GmbH &

Co. KG



Christopher Bird

Group Property Director

Merlin Entertainments



Cindy Andersen

Managing Director
Ingka Centres



Raymond Cloosterman

CEO & Founder

Rituals Cosmetics



CEO
Cenomi Centers

### 2024 CLOSED-DOOR EVENTS

The closed-door events are <u>exclusive and curated by invitation</u> <u>only workshops</u> gathering a selection of Mapic delegates to discuss and network about 6 specific topics. The selection of participants creates a tailored mix, making these events an incredible booster for business!

- Retail in the City closed door
- Multi-Unit & Master Franchise Summit
- Leisure Workshop: Meet the Leisure Operators
- Outlet Summit
- Innovation & IA & Legal workshop
- NEW: France Summit!

An unmissable rendez-vous for the french community to discuss investment trends, ongoing property property projects and retail expansion in France



#### **2024 PITCHING SESSIONS**

1-hour onsite talks facilitating the connection between sellers and buyers. Each company will have 5 Minutes to pitch their concept, solution or project to potential partners.

- LEISURE Pitch Contest
- FOOD Pitch Contest
- CITY Pitch

- SUSTAINABILITY Pitch
- INNOVATION Pitch
- RETAIL Pitch Contest





#### **NETWORKING EVENTS TO SHINE AMONG THE INDUSTRY**



#### Open to all participants

On 25<sup>th</sup> November, enjoy free food & beverage and animations for high-class networking at the Majestic Hotel.



By invitation Only

On 27th November attend this prestigious gala dinner with the most influential real estate professionals to reward excellence, innovation and creativity



Open to all participants

The last dance on 27th November! This is the opportunity to network in a more casual way with the whole industry in the Palais des Festivals (Auditorium). Enjoy free beverage and music (DJ..)

## **WELCOME RECEPTION 2024**

#### START NETWORKING ON THE PRE-OPENING NIGHT

With more than 2,000 key players, put yourself in the spotlight and find your future partners

Open to all participants, free food & beverage and animations for high-class networking.







# **MAPIC AWARDS 2024**

#### **14 CATEGORIES IN 2024**

A prestigious gala dinner with the most influential real estate professionals to reward excellence, innovation and creativity

- Retail Concept of the Year
- Food and Beverage Concept of the Year
- Leisure Concept of the Year
- Best new Retail Concept
- Franchise Partner of the Year
- Best Retail Omnichannel Strategy

Are you looking to attend?
You can by a table (10 attendees) or buy a seat. Contact us!

- Best Sustainable Initiative Retail Brand
- Best Sustainable Initiative Property players
- Best Refurbishment & Redevelopment Project
- Best Food Hall & Food Court Project
- Best New Development Project
- Best Urban Regeneration Project
- Best Innovation Project
- Best Design Store by French Designers
   (in partnership with Institut Français du Design)



# **CLOSING RECEPTION 2024**

#### **NETWORK IN A MORE CASUAL WAY**

With more than 2,000 key players, put yourself in the spotlight and find your future partners

This is the opportunity to network in a more casual way with the whole industry in the Palais des Festivals (Auditorium). Enjoy Free beverage and animations (DJ..)











# PART 4 MAPIC 2024 Offers

#### **HOW TO PARTICIPATE**

Choose the best way to participate to MAPIC 2024 and chose from a range of visiting, exhibiting or sponsorship offer!

# **EXHIBIT**



#### **EXHIBITING AREAS**

- MAPIC core area for Retail and Property players
- LeisurUp area
- MAPIC Innovation Forum area
- Sustainable Lab area
- + New inclusive offers (stand + decoration)
- + Digital services

# **SPONSOR**



Tailor-made sponsorship and advertising offers to boost your visibility

# **VISIT**



#### **MAPIC Full Access Pass from:**

From 225€ for retailers, leisure players, restaurants and start-ups

From 1070€ for all the other players

# **CORE AREA FOR RETAIL PROPERTY PLAYERS (Riviera 7)**



✓ All stand offer include a pack of 10 MAPIC Free Pass for retailers.

This is your chance to nurture those vital relationships with the retailers in your network, and to build new links with the retailers on your radar. Invite them to the show and arrange a meeting on your stand.

✓ All exhibiting offers include access and a bronze company page on MAPIC 2024 Online Database

#### **RAW SPACE**

from € 930 - € 1104/sqm by 31st August + stand fee from 1,600€ # of registrations according to sqm

# **NEW RETAIL GALLERY (Palais-1, Puit de Lumière)**

to maximize synergies and connections with property players



- ✓ For established brands and for a selection of new rising concepts. All eyes will be on you!
- ✓ A digital Gallery with an observatory of cross border retail (brands set for major expansion in Europe or global brands arriving from outside Europe)
- ✓ All exhibiting offers include access and a bronze company page on MAPIC 2024 Online Database

RETAIL DESK (3.3 sqm)

Starting at € 2,933 by 31st August Incl. 2 registrations + 1x pitching slot

# LeisurUp Area (Palais-1, Puit de Lumière)



to maximize synergies and connections with property players





- ✓ For leisure operators looking to showcase their solutions to property players.
- ✓ 2<sup>nd</sup> edition of IP Village: for IP partners and licences
- ✓ All exhibiting offers include access and a bronze company page on MAPIC 2024 Online Database

RAW SPACE (from 25 sqm) by 31st August Starting at €11,270 incl. 7 registrations

**OPTION:** Leisure Talks from €835

TURNKEY STAND (from 9 sqm)
Starting at € 6 808 incl. 5 registrations

# LeisurUp exhibition area at a glance















# **MAPIC Innovation Forum area (Riviera 7)**









- ✓ For tech players looking to showcase their solutions to property players. A pitch area is inside this zone, to drive traffic all day long.
- ✓ Retail Tech Lab : for startups only!
- ✓ All exhibiting offers include access and a bronze company page on MAPIC 2024 Online Database

**BUSINESS CORNER/POD (9 sqm)** by 31st August Starting at €8,418 Incl. 3 registrations + 1x pitching slot

START UP DESK (3.3 sqm)

Starting at €2,933
Incl. 2 registrations + 1x pitching slot

### MAPIC Innovation area at a glance













# 2<sup>nd</sup> Edition of the Sustainability Lab (Riviera 7)

#### Located in the iconic Riviera 7, next to the MAPIC Innovation Forum







✓ For ESG players looking to showcase their solutions to the property players.

This Lab is gathering the stakeholders engaged with ESG strategy from energy management, renewable energy, low-carbon material, refurbishment and renovation, green investment, mobility, data and ESG performance, legal compliance.

- ✓ A MAPIC Workshop in partnership with GreenBee (upcycling) is driving traffic for 3 days in this zone.
- ✓ All exhibiting offers include access and a bronze company page on MAPIC 2024 Online Database

**BUSINESS CORNER/ POD (9 sqm)** by 31st August Starting at €8,418 Incl. 3 registrations + 1x pitching slot

# **NEW INCLUSIVE OFFERS FOR EXHIBITORS**

4 all inclusive offers (stand + decoration) to help you optimize the overall participation cost



Easy



Smart



Superior



Premium

Good quality - price ratio

Full customization of your stand to your branding

The largest printing surface

The highest quality furniture

PRICE Upon demand

# **EXHIBITORS DIGITAL SERVICES**

#### **INCLUDED IN TOTAL STAND RATE**

#### **ADDITIONAL PAYING SERVICES**

#### **BRONZE PACK**

Access to the online database

€60 per delegate

#### **SILVER PACK**

- 1. Premium directory listing on the online database
- 2. Advanced company page
- 3. Analytics dashboard on your online database activity and lead.
- 4. Emperia App Scan allowing you to scan the badges of all participants

€400

#### **GOLD PACK**

**SILVER PACK** 



1. Additional visibility: sponsor the category of your choice on the online database!

€1,900

# **BRONZE PACK**

(for Visitor and Exhibitor Delegates: POD/Desk)



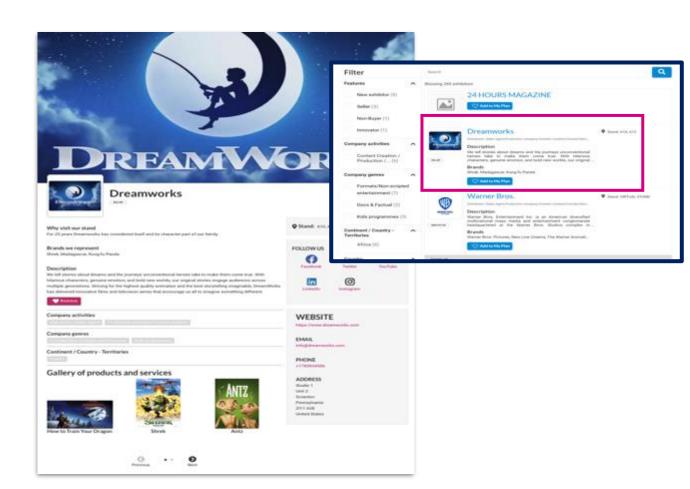
#### Basic event directory listing and access

 Listing on the Companies Directory of the event edition

#### Basic company page

 Dedicated company page within the Company Directory to present your company, with branding visual and logo description

> €60 per delegate



# **SILVER PACK**

(included for Exhibitors)



#### **Premium directory listing and access**

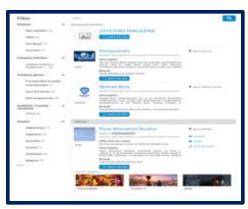
 « Premium » tag to highlight your company on the top of the directory

#### Advanced company page

- Dedicated company page with
  - Brochure/documents upload
  - "Request Callback" button
- Visibility for 3 brochure/documents highlighted directly in the company directory







# **SILVER PACK**

(included for Exhibitors)



# LEAD CAPTURE & ANALYTICS

#### Access to qualified leads

 Ability to download the list of participants having requested a callback

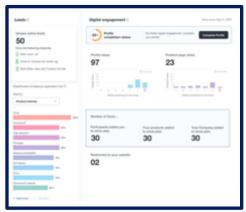
#### **Analytics dashboard**

 Dashboard and analytics on your company visibility & performance on the platform

#### **NEW: Emperia App Scan**

 Dashboard and analytics on your company visibility & performance on the platform







400€

# **GOLD PACK**

(included for Exhibitors)



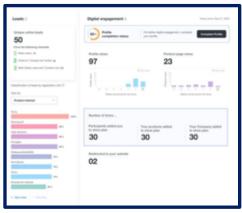
#### **Premium directory listing and access**

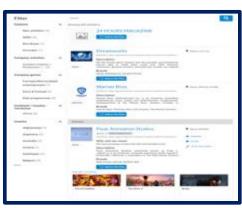
 « Premium » tag to highlight your company on the top of the directory

#### Advanced company page

- Dedicated company page with
  - Brochure/documents upload
  - "Request Callback" button
- Visibility for 3 brochure/documents highlighted directly in the company directory
- Ability to sponsor categories of the digital platform







# **GOLD PACK**

(included for Exhibitors)



# LEAD CAPTURE & ANALYTICS

#### Access to qualified leads

 Ability to download the list of participants having requested a callback

#### **Analytics dashboard**

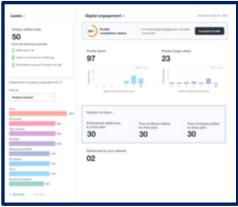
 Dashboard and analytics on your company visibility & performance on the platform

#### **NEW: Emperia App Scan**

 Allowing you to scan the badges of all participants (only for Exhibitors)

€1,900 For Exhibitors only







# **EXHIBITORS DIGITAL SERVICES**

### **YOUR TOOLS Directory Listing Emperia** Exhibitor Bronze / Silver / Gold Dashboard App Promote Lead Measures Performance the company capture participation at Show and products

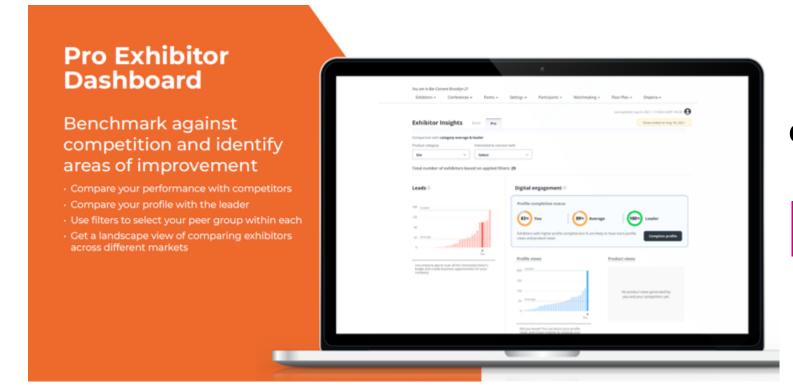
EMPERIA is a Mobile App enabling you to scan your contacts and collect sales leads during the show.

- Can be pre-populated with questions you want to ask in order to ease your leads management post-event
- Get the results in your dashboard and monitor easily your physical / digital leads.

\*Emperia for SILVER/GOLD Booths only and additional for Pods and desks

# **OPTION**

# NEW FOR BRONZE, SILVER, GOLD PACK: Get the dashboard pro



Compare your performance with competitors!

+ €375

# **SPONSOR OPPORTUNITIES**

360° visibility with our customised sponsoring options





Sponsoring Offers	Price
GLOBAL event sponsorship	20,600 €
One TRACK sponsorship (available tracks: leisure, food, innovation, sustainability, property, retail)	11,100€
One CLOSED DOOR sponsorship (among 6 categories)	8,300 €
One SESSION sponsorship	5,700 €
SELF organized session	5, 000 €
Welcome cocktail sponsorship	On Demand
Awards ceremony sponsorship	On Demand

\*Get in touch with our team for more information and a tailor-made proposal

# **VISIT MAPIC 2024**

#### **VISITOR PASS**

- Access to all exhibition areas in Palais -1 and Riviera 7
- Access to the full conference programme (excepted events by invitation only)



#### Price for retailers, leisure & food players

EB-1 (until July 11 <sup>th</sup> )	€225
	CZZJ

EB-2 (July 12<sup>th</sup> – September 12<sup>th</sup>) **€330** 

EB-3 (September 13<sup>th</sup> − November 21<sup>th</sup>)€435

Onsite (Pre-opening November 25<sup>th</sup>) €540

#### + DIGITAL SERVICES

- Access to the online database
- Basic company page included

#### **Price for retail property players**

EB-1 (until July 11 <sup>th</sup> )	€1070
EB-2 (July 12 <sup>th</sup> - September 12 <sup>th</sup> )	€1430
EB-3 (September 13 <sup>th</sup> – November 21 <sup>th</sup> )	€1840
Onsite (Pre-opening November 25 <sup>th</sup> )	€2120

#### **Price for startups**

Startups Pass €340



# Thank you!







26 - 28 Nov. 2024 Palais des Festivals, Cannes, France