



Confederation of Indian Industry



“GST 2.0 – Accelerating the India Consumption Story”

15 December 2025 | Taj Santacruz; Mumbai

AGENDA

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| 0900 – 1000 Hrs. | Registration | |
| 1000 – 1010 Hrs. | Welcome Address | Mr Sudhir Sitapati Chairman, CII National Committee on FMCG & Managing Director & CEO Godrej Consumer Products |
| 1010 – 1055 Hrs. | OPENING SESSION: GST 2.0 Catalyst and Consumption Growth Ahead | |
| | <p>This session will discuss how GST 2.0 and recent fiscal measures are helping reignite India’s consumption engine. Panelists will reflect on early signs of demand recovery, implications for FMCG growth, and how companies can balance near-term execution with long-term opportunity. Discussion will also touch on how policy, affordability, and innovation are aligning to create the next wave of consumption.</p> <p><u>Speakers</u></p> <p>Mr Saugata Gupta Managing Director & CEO, Marico</p> <p>Mr Kumar Venkatasubramanian CEO and Managing Director, P&G India</p> <p>Mr Sudhanshu Vats Co-Chairman, CII National Committee on FMCG and Managing Director, Pidilite Industries</p> <p><u>Moderator</u></p> <p>Mr Ravi Swarup Partner, Consumer Products Practice Head, Bain & Company</p> | |

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| 1055 – 1100 Hrs. | Session Changeover |
| 1100 – 1110 Hrs. | Introduction to the Summit |
| | Mr Sameer Satpathy Chair - CII National FMCG Summit 2025 & Divisional Chief Executive, Personal Care, ITC Ltd |
| 1110 – 1125 Hrs. | Networking Break |
| 1125 – 1210 Hrs. | SESSION I: The Future Consumer – A Million Mutinies Now |
| | <p>India's consumers are fragmenting - across regions, city tiers, and generations. This panel will explore who the "new Indian consumer" is, what drives their choices, and how FMCG players can evolve portfolios, pricing, and communication to stay relevant. Discussion will cover premiumization, digital adoption, and the growing interplay between affordability and aspiration.</p> <p><u>Speakers</u></p> <p>Mr Santosh Desai Managing Director & CEO, Futurebrands India</p> <p>Mr Aseem Kaushik Chairman, L'Oreal India</p> <p>Mr Nikhil Sharma Managing Director, Perfetti Van Melle India</p> <p><u>Moderator</u></p> <p>Mr Joydeep Bhattacharya Senior Partner, Retail Practice Head Bain & Company</p> |
| 1210 – 1215 Hrs. | Session Changeover |

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| 1215 – 1300 Hrs. | SESSION II: The Big Why for CPG Brands in an Age of Insurgents |
| | <p>With insurgent and digital-first brands reshaping categories, this discussion will examine how both traditional and insurgent brands can rediscover their “big why” - the deeper purpose and meaning that connects them with today’s discerning consumers. The panel will explore themes of brand purpose, innovation, insight-driven R&D, and communication that builds enduring relevance.</p> <p><u>Speakers</u></p> <p>Ms Romita Mazumdar Founder & CEO, Foxtale</p> <p>Mr Raj Kanwar Singh Managing Director-India, Grupo Bimbo</p> <p>Mr Dheeraj Arora Managing Director & CEO, Hygienic Research Institute</p> <p><u>Moderator</u></p> <p>Mr Dhruv Aggarwal Partner, Consumer Products Bain & Company</p> |
| 1300 – 1400 Hrs. | Lunch Break |
| 1400 – 1445 Hrs. | SESSION III: Naya Bharat – The Changing Face of Rural India |
| | <p>Rural India is no longer a monolith. With digital connectivity, rising incomes, and aspirational youth, the rural consumer story is being rewritten. This session will delve into the structural changes reshaping demand, shifts in product and pack strategies, distribution innovation, and the growing role of technology in rural engagement and inclusion.</p> <p><u>Speakers</u></p> <p>Mr Saugata Basu Ray Executive Director, Castrol India</p> <p>Mr Anil Thontepu Co-Founder, SuperK</p> <p>Mr Sudhir Sitapati Chairman, CII National Committee on FMCG and Managing Director & CEO, Godrej Consumer Products</p> <p><u>Moderator</u></p> <p>Mr Anurag Mathur Partner, Consumer Goods & Retail Bain & Company</p> |

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| 1445 – 1450 Hrs. | Session Changeover |
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| 1450 – 1530 Hrs. | SESSION IV: Samvaad – Building Brands and Businesses from Small-town India |
| | <p>A fireside-style conversation with entrepreneurs who have built iconic regional or local FMCG brands. The session will unpack how these leaders identified opportunities in smaller markets, innovated with limited resources, and scaled sustainably while remaining rooted in consumer understanding.</p> <p><u>Speakers</u></p> <p>Mr Chandubhai Virani Founder and Managing Director, Balaji Wafers</p> <p>Mr Deepak Agarwal Managing Director, Bikaji Foods International</p> <p><u>Moderator</u></p> <p>Mr Vipul Prakash CEO & Managing Director, DFM Foods</p> |

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| 1530 – 1545 Hrs. | Networking Break |
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| 1545 – 1630 Hrs. | SESSION V: India's Media Revolution – Redefining Reach and Relevance |
| | <p>As media consumption shifts to mobile-first, multi-format, and hyper-local models, brands must rethink how they connect, communicate, and shape demand. This session will examine emerging digital formats, the rise of influencer and regional content, and how data-led storytelling can build both reach and resonance in the age of attention scarcity.</p> <p><u>Speakers</u></p> <p>Ms Geetika Mehta Managing Director, Nivea India</p> <p>Ms Deepika Bhan President, Packaged Foods (India), Tata Consumer</p> <p>Mr Gaurav Banerjee MD and CEO, Sony Pictures Networks India</p> <p><u>Moderator</u></p> <p>Mr Rohit Shankar Partner, Bain & Company</p> |

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| 1630 – 1635 Hrs. | Session Changeover |
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| 1635 – 1705 Hrs. | CLOSING SESSION – Enduring Lessons in India FMCG |
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| | <p>A reflective conversation with industry veterans on the timeless principles that have defined Indian FMCG — from developing markets and building iconic brands to nurturing talent and culture. Panelists will share what endures in an ever-changing landscape and how organizations can sustain growth through transformation.</p> <p><u>Speaker</u></p> <p>Mr Suresh Narayanan Former Chairman & Managing Director, Nestle India</p> <p><u>Moderator</u></p> <p>Mr Nikhil Prasad Ojha Senior Partner, Bain & Company</p> |