

**28
29
MAY
2019**

Double
Tree
by Hilton
Warsaw
POLAND

12th CONGRESS OF THE FMCG MARKET

RETAIL INDUSTRY SERVICES



1200
PARTICIPANTS
OF THE 2019
EDITION

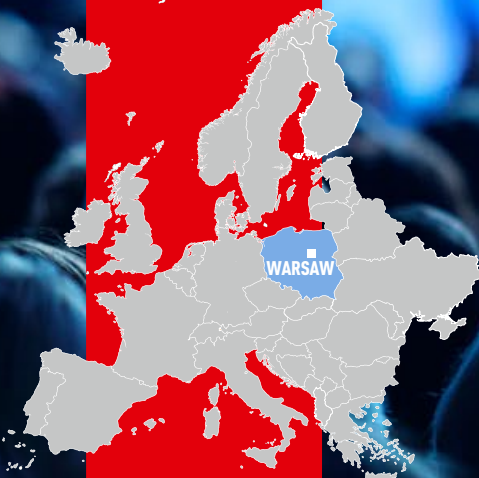
450
MANAGERS
OF THE POLISH RETAIL
CHAINS

500
REPRESENTATIVES
OF THE FMCG
SECTOR PRODUCERS

250
SERVICE
PROVIDERS

CONFERENCE
FAIRS

B2B



ORGANIZERS

WH WIADOMOŚCI
HANDLOWE

WIADOMOŚCI
KOSMETYCZNE



WHAT IS THE CONGRESS?

28-29 May 2019 / Double Tree by Hilton Warsaw

THE MOST IMPORTANT MEETING OF RETAIL CHAINS AND PRODUCERS FROM FMCG SECTOR



**WATCH
THE VIDEO**
FROM THE 11TH
CONGRESS
OF THE FMCG
MARKET



The Congress of the FMCG Market is the most important meeting dedicated to the trade, food, drugstore and pharmacy sectors in Poland and Central and Eastern Europe.

For 11 years now it has gathered **key people creating major trends on the FMCG market**, top managers of the trade and experts, scientists and analysts.

This year, the 12th edition of the Congress **will take 2 days** – it will be held on **28 and 29 May 2019** at the Hotel Double Tree by Hilton in Warsaw.

WHY YOU SHOULD JOIN US?

ERIC POIRIER

Operating Partner,
Metro Group, responsible
for Metro C&C France, Makro
C&C Spain and Portugal

I was very pleased to participate in the discussion panel on the main stage. I have had many conversations, including those in the lobby, with my colleagues from the wholesale sector and with clients. I also have seen solutions that could work in our business.



KRZYSZTOF TOKARZ

President of the Management Board, Grupa Kapitałowa Specjat

If you don't take part in such important meetings as the Congress organised by the publisher of "Wiadomości Handlowe" and "Wiadomości Kosmetyczne", you lose a possibility to communicate with the market and to learn what the development directions of the Polish trade are. Undoubtedly, you can get a lot of extremely valuable information here about the competitive environment and various factors that in the next few months and years will translate into real businesses.

ANTONIO FARINHA

Commercial Director,
Jeronimo Martins Drogerie i Farmacja (Hebe)

I rate the Congress of FMCG Market program very high. Every year comes new, interesting topics that the industry lives on. I like the formula of arranged face to face meetings with potential contractors. Throughout the day I traveled between particular thematic rooms to get the most out of it and to learn as much as possible about market trends, changing consumer needs or the importance of customer experience in the purchasing process. All of it is very interesting.



WHY YOU SHOULD JOIN US?

WOJCIECH KRUSZEWSKI

President of the Management Board

The level of the Congress of the FMCG Market is growing rapidly. As a participant, I appreciate the high level of speeches, all thematic sections, panel discussions. I have met here a lot of important people of the trade and distribution sector, but also manufacturers and service providers – this is an extremely valuable undertaking.

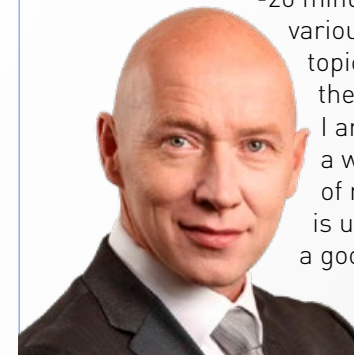


MAREK SYPEK

Managing Director, Stock Polska

The rank of the Congress of the FMCG Market means that participation in it gives the certainty of meeting in one place many present and potential partners, senior managers, who are difficult to find on a daily basis due to the enormous amount of professional duties. It allows me to save a lot of time, because I have access to several heads of leading retail chains and I can talk to each of them for 15-

-20 minutes on various business topics. During the Congress I arrange a whole range of matters - it is undoubtedly a good initiative.

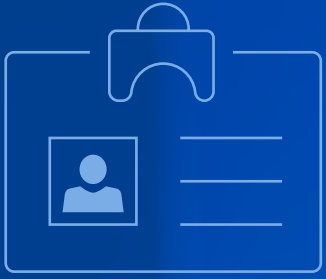


TERESA STACHNIO

Board Member, beauty stores Jasmin

I perceive the Congress of the FMCG Market as a significant event and a hit project. Every year, with the greatest pleasure I come to Warsaw, even if it involves the need to match the calendar of business meetings and other professional activities. I know that I will meet new contractors here, and with the old ones I will be able to renew or maintain relations.

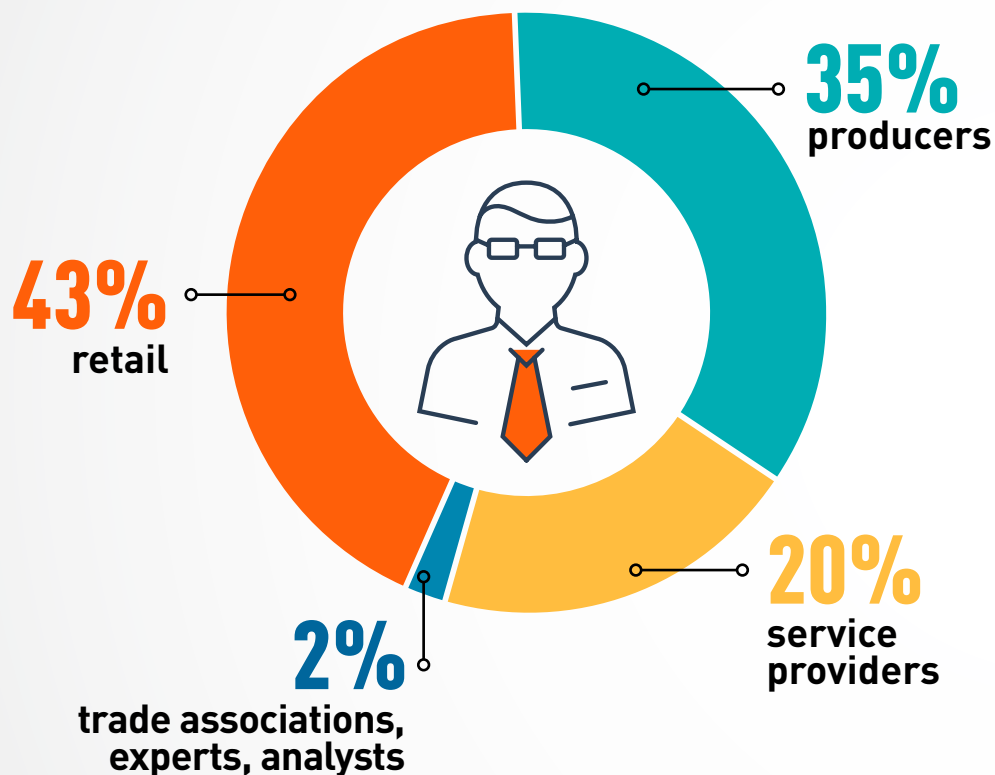




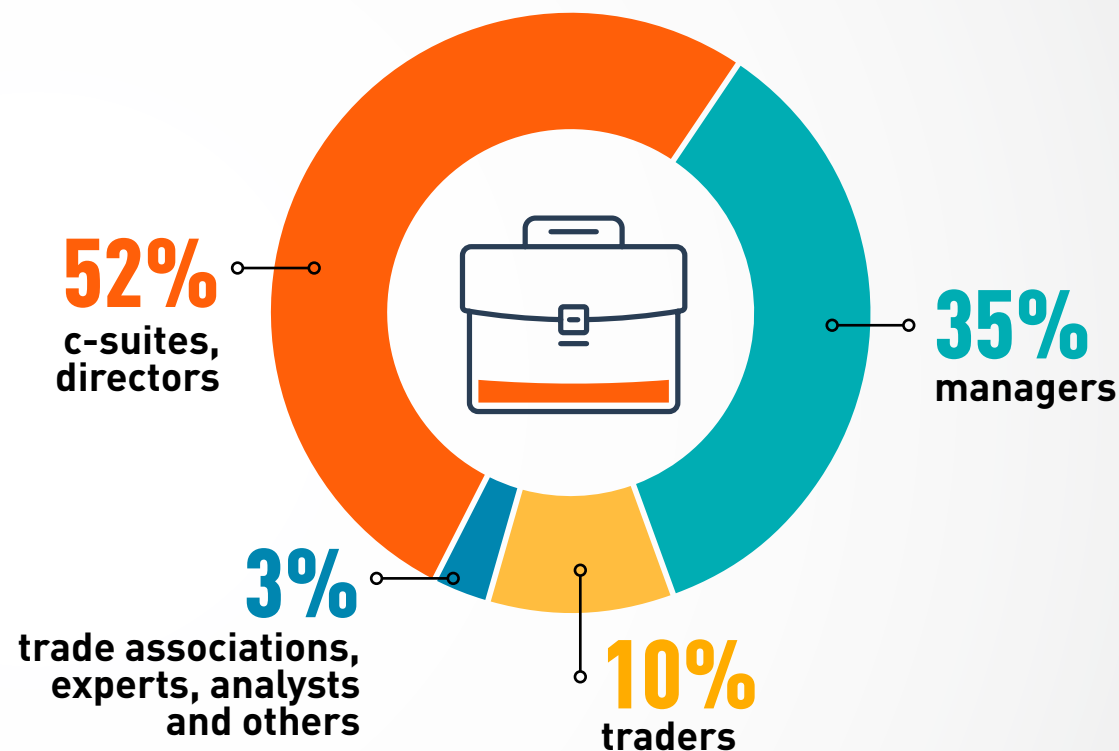
PARTICIPANTS

■ PARTICIPANTS – WHOM ARE YOU GOING TO MEET?

SECTOR DIVERSIFICATION OF PARTICIPANTS



STRUCTURE OF PARTICIPANTS JOB POSITIONS



The Congress of the FMCG Market is attended every year by **key managers and decision-makers representing retail chains**, wholesalers, companies producing food, cosmetics and household chemicals, service providers as well as market analysts, experts, scientists, politicians and public institutions officers.

This year edition of the Congress will gather **almost 1200 guests** both from Poland and **abroad**.

FOOD RETAIL CHAINS AND WHOLESALERS, FUEL STATIONS

C-SUITES OF PREVIOUS EDITIONS



KRZYSZTOF SZPENDER
Vice President
of the Management Board,
Kaufland Polska Markety



KRZYSZTOF TOKARZ
President
of the Management Board,
GK Specjal



SŁAWOMIR CHŁOŃ
President
of the Management Board,
Organic Farma Zdrowia



PIOTR GRYGORUK
Board Member,
PGS



GRZEGORZ BIELECKI
CEO,
Frisco.pl



JAROSŁAW BIELIŃSKI
General Director,
P.H.U Topaz



MACIEJ ŁUKOWSKI
Board Member, CFO,
**Jeronimo Martins
Polska**



SŁAWOMIR IGNATOWICZ
President of the Management Board,
Commercial Director,
Partnerski Serwis Detaliczny



SYLWIA OLECHNO
Board Member,
General Director,
Grupa Chorten



ZBIGNIEW PACZÓSKI
Owner of the retail chain
Topaz



KRZYSZTOF PAKUŁA
President of the Management Board,
Grupa Chorten



WIESŁAW SKORUPKA
President of the Management Board
Eden



MAREK SZEIB
former General Director
of Hypermarkets Department
Auchan Retail Polska



TADEUSZ FRĄCKOWIAK
President, Verex Holding
and CBA SK, Honorary Consul
of RP in Slovakia Verex Holding,
CBA SK



GUILLAUME DE COLONGES
Executive Director for Northern
and Eastern Europe,
Carrefour Group



JACEK OWCZAREK
Board Member, CFO,
Grupa Eurocash



TOMASZ SUCHAŃSKI
President of the Management Board,
Żabka Polska



MICHAŁ SADECKI
President of the Management Board,
Polska Grupa Supermarketów



ARTUR WÓJCİK
Convenience Offer & Format
Global Head,
BP



PEDRO MARTINHO
Board Member,
Grupa Eurocash

RETAIL CHAINS PARTICIPATING PREVIOUS EDITIONS



RETAIL CHAINS PARTICIPATING PREVIOUS EDITIONS

- 1 Minute
- Aber
- Aldi
- Api Market
- Arhelan
- Arjago (Sami Swoi)
- Auchan
- Avita
- Bać-Pol
- Bdsklep.pl
- Carrefour
- Chorten
- Delfinek
- Delikatesy Centrum
- Delikatesy Doroty
- Detal Polski
- Dino
- E.leclerc
- Eden
- Eko
- Emperia Holding (Stokrotka)
- Empik
- Euro Sklep
- Eurocash
- Fabel
- FJ
- Frac
- Fresh Market
- Frisco.pl
- Gama
- Gk Specjat
- Golden Acre
- Groszek
- Grupa MPT
- Hitpol
- Huzar
- Integrum
- Intermarché
- Jeronimo Martins Polska (Biedronka)
- Kaufland
- Kgh Społem
- Lagardère
- Ld Holding
- Lewiatan
- Lidl
- Lotos
- M&L Delikatesy
- MAKRO
- Małpka Metro Group
- Mar-Ol (Chata Polska)
- Maxima Grupe
- Mediastar
- Mila
- Mili
- Mirabelka
- Mokpol
- Mój Market
- Nasz Sklep
- Netto
- Odido
- Organic Farma Zdrowia
- Orlen
- Paleo
- Partnerski Serwis Detaliczny
- Passa
- Pgz Kupiec
- Phup Gniezno
- Piotr I Paweł
- Polomarket
- Polski Koszyk
- Prim Market
- Pss Społem
- Rabat-Detal
- Regionalna Grupa Detaliczna (Cezar, Malinka)
- Relay
- Robert Market
- Ruch
- Sano
- Selgros
- Shell
- Sieć Handlowa Sużyw
- Słoneczko
- Spar
- Sps Handel
- Super Sam
- Superunie
- Szopi.pl
- Tesco
- Top Market
- Topaz Totu Market
- Twój Market
- Żabka

DRUGSTORES, PHARMACIES, COSMETICS & HOUSEHOLD CHEMICALS WHOLESALERS

C-SUITES OF PREVIOUS EDITIONS



WITOLD LELEŃTAL
Board Member, CFO,
Super-Pharm Poland



PIOTR BOCHENEK
President of the Management
Board,
Espiro Group



TERESA JONAS
President of the Management
Board,
DP Drogerie Polskie



BARTOSZ JONAS
Vice-President of the
Management Board,
DP Drogerie Polskie



WOJCIECH RADLIŃSKI
President of the
Management Board,
Beauty stores Jawa



ARKADIUSZ SZCZEPANIAK
CFO, Vice-President of the
Management Board
Beauty stores Natura



LESZEK SZWAJKOWSKI
Vice-President
of the Management Board,
DP Drogerie Polskie



MARZENA GRADECKA
President of the Management Board,
Beauty stores Jasmin



TERESA STACHNIO
Board Member,
Beauty stores Jasmin



RITA AMARAL
Director General,
Beauty stores Kontigo



ANTONIO FARINHA
Commercial Director,
**Jeronimo Martins
Drogerie i Farmacja**



DARIUSZ KAWECKI
President of the Management Board,
Delko



PAWEŁ DREWNOWSKI
Sales & Development Director
Beauty stores Natura



PAWEŁ WOCH
Managing Director,
Beauty stores Laboo



EWA NOWICKA
Co-owner
Beauty stores Noel



IZABELA TOMCZAK
Co-owner
Beauty stores VICA



DARIUSZ TOMCZAK
Co-owner, beauty stores VICA
Beauty stores VICA



PIOTR CIEĆKIEWICZ
Board Member,
Sonia



KRZYSZTOF SOBCZUK
Board Member,
Beauty stores Jasmin

DRUGSTORES, PHARMACIES, COSMETICS AND HOUSEHOLD CHEMICALS WHOLESALERS PARTICIPATING PREVIOUS EDITIONS



- Adrion Trade
- AMA
- AMBRA
- Anmar
- Pharmacies Gemini
- Błysk
- Cefarm APTEKA
- Cosmedica
- DAVI
- Delart

- Beauty stores Natura
- Douglas
- DOZ
- DP Drogerie Polskie
- Beauty stores Blue STOP
- Beauty stores Hebe
- Beauty stores Jasmin
- Beauty stores Jawa
- Beauty stores Koliber
- Beauty stores Kontigo

- Beauty stores Kosmyk
- Beauty stores Laboo
- Beauty stores Marysienka
- Beauty stores Sekret Urody
- Beauty stores Vica
- Beauty stores Wispol
- Espiro Group
- EURO Apteka
- Beauty stores Noel
- Grupa Delko

- Grupa PGD
- Kosmeteria Eksperci Urody
- Rossmann
- Sonia
- Super-Pharm
- WALDI
- ZIKO pharmacies

28-29 May 2019 / Double Tree by Hilton Warsaw

PRODUCERS OF COSMETICS & HOUSEHOLD CHEMICALS PARTICIPATING PREVIOUS EDITIONS



PRODUCERS AND DISTRIBUTORS OF FOOD PRODUCTS PARTICIPATING PREVIOUS EDITIONS



PROVIDERS OF GOODS AND SERVICES FOR THE SECTOR,
 RESEARCH INSTITUTES PARTICIPATING PREVIOUS EDITIONS



28-29 May 2019 / Double Tree by Hilton Warsaw

WATCH THE VIDEO

FROM THE 11TH CONGRESS OF THE FMCG MARKET





CONFERENCE

28-29 May 2019 / Double Tree by Hilton Warsaw



1200+ PARTICIPANTS + **100+** SPEAKERS + **8** THEMATIC SESSIONS + **2** DAYS OF CONFERENCE



From the left:
GUILLAUME DE COLONGES
Carrefour Group Executive Director for Northern and Eastern Europe, former President of Carrefour Polska
BORIS PLANER
Director Go-to-market, Insights at Edge by Ascential
MAREK NIECHCIAŁ
President of the Office of Competition and Consumer Protection
KRZYSZTOF PAWIŃSKI
President of the Management Board, Grupa Maspex Wadowice

SPEECHES OF EXPERTS

THE MAIN THEME of this year's Congress of the FMCG Market 2019 will be an **effective building of ecosystem in retail and wholesale trade.**

Retail and production companies and their surroundings are in the period of **extremely dynamic and fascinating digital and technological transformation** and make attempts to effectively combine the offline and online store concepts.

These changes are a huge challenge, but also an opportunity for the dynamic development of the sector and **gaining better knowledge and understanding of customer needs.**



VILJE VOIPIO
Senior Manager, Business Development, **Intelligent Packaging Flagship, Stora Enso**

MAREK ROZKRUT
partner, main economist, **EY**



DOMINIK WÓJCICKI
Head of the Department of Electronic Economy at the **Ministry of Enterprise and Technology**



KATARZYNA PALIWODA
Head of Business Central & Eastern Europe, **Facebook**



SZYMON MORDASIEWICZ
Managing Director, **Nielsen Company**

MACIEJ ŁUKOWSKI,
Board Member, Jeronimo Martins Polska, Commercial Director of the retail chain **Biedronka**



DEBATE OF LEADERS



From the left:
PIOTR KRAŚNICKI, Board Member, Sales Director, **Modern-Expo**
SŁAWOMIR NITEK, Vice President of the Management Board for Operations, COO, **Netto Polska**
KRZYSZTOF SZPONDER, Vice President of the Management Board, **Kaufland Polska Markety**
ROBERT NOCĘŃ, Vice President of the Management Board, General Secretary, **Carrefour Polska**



From the left:
TOMASZ SUCHAŃSKI, President of the Management Board, **Żabka Polska**,
SZYMON MORDASIEWICZ, Managing Director, **Nielsen Company**,
DALIUS MISIUNAS, President of the Management Board, CEO, **Maxima Grupe**,
GERALDINE HUSE, President of the Management Board of **P&G in Central Europe**,
MARTIN BEHÁŇ, Managing Director, **Tesco Polska**

DEBATE OF LEADERS



From the left: JACEK OWCZAREK, Board Member, CFO, **Grupa Eurocash**, DARIUSZ KALINOWSKI, President of the Management Board of **Emperia Holding** and retail chain **Stokrotka**, RADOŚLAW CHMURAK, Vice President of the Management Board, **Tarczyński SA**, GRZEGORZ ŁAPTAŚ, Partner, **PwC**, TOMASZ KACZYŃSKI, Partner, law firm **Domański Zakrzewski Palinka**, MAREK SYPEK, CEO, **Stock Polska**



GUILLAUME DE COLONGES, Carrefour Group Executive Director for Northern and Eastern Europe, former president of **Carrefour Polska**



prof. GRZEGORZ KOŁODKO, a notable economist, deputy prime minister and minister of finance in 1994-1997



ERIC POIRIER, OPERATING PARTNER, METRO GROUP, RESPONSIBLE FOR **Metro C&C France**, **Makro C&C Spain** and **Portugal**, FORMER PRESIDENT OF **Makro C&C Polska S.A.**



PHD JUSTYNA SZYMANI, Head of the Quality Development and Private Label Control Department, **Jeronimo Martins Polska**

FRAMEWORK AGENDA

DAY 1 / 28 MAY

MAIN HALL:

INAUGURAL SESSION

THEMATIC ROOMS:



**STRATEGIES
IN RETAIL BUSINESS**



**THE STORE
OF THE FUTURE
- RETAIL FORUM
BY MODERN EXPO**



**FOOD
AND NON-FOOD
STRATEGIES**



**SUPPLY CHAIN
IN THE SPOTLIGHT**

**FINAL GALA OF THE COMPETITIONS FOR THE STORE OF THE YEAR AND THE DRUGSTORE OF THE YEAR 2019,
AFTER PARTY AT THE CLUB**

DAY 2 / 29 MAY

MAIN HALL:

INAUGURAL SESSION

THEMATIC ROOMS:



**CONSUMER
IN THE SPOTLIGHT**



**LOYALTY
AND MARKETING
STRATEGIES**



**FOCUS
ON TECHNOLOGY
AND E-COMMERCE**



**FOCUS
ON PRIVATE LABELS
AND PRIVATE BRANDS**

AGENDA*

DAY 1 / 28 MAY 2019 / MAIN HALL

INAUGURAL SESSION

- 9:00 – 10:50 AM
- Welcoming of guests
 - Retail of the future
 - The future belongs to small format
 - Trends and risks. Economic scenarios for retail in the CEE region
 - **DEBATE:** Opportunities and challenges. Future retail disruption

11:00 – 11:20 AM COFFEE BREAK

- 11:20 AM – 1:20 PM
- Retail heroes build power in Central Europe
 - Connected Consumer
 - Big impact! New retail, new order in the online and offline commerce sector
 - Next generation store – penetration of virtual world into the real world
 - **DEBATE:** Effective retail ecosystem – digital transformation in retail

1:30 – 2:30 PM DELIBERATIONS OF THE COMPETITIONS' JURY | BUSINESS MIXER | LUNCH

	MAIN HALL	THEMATIC ROOM 1	THEMATIC ROOM 2	THEMATIC ROOM 3
	STRATEGIES IN RETAIL BUSINESS	THE STORE OF THE FUTURE	FOOD AND NON-FOOD STRATEGIES	SUPPLY CHAIN IN THE SPOTLIGHT
2:30 – 4:15 PM	<ul style="list-style-type: none"> • The winner is ... Formats of the future • Retail of many velocities • New law, new strategies. Trade and industry after legislative earthquake • Hypermarket needs to be rediscovered! • DEBATE: Retail under pressure of the labour market and the consumer 	<ul style="list-style-type: none"> • Future is now! New technologies in the shop of the future • To look into the buyers' minds. The display based on the analysis of consumer behaviour • Biometrics. Full customer identification will improve the comfort of shopping • Benchmarking in the shopfitting market, or learnt from the best, applied at your shop • Self-service & automation in retail • Click & collect – will the machines for shopping collection revolutionise retail? 	<ul style="list-style-type: none"> • AI and machine learning in assortment strategies of retail chains • Non-food in play! Not only discount stores and hypermarkets want to make profit on industrial offer • Eco beauty. Eco-friendly cosmetics as the future of the sector • Fresh focus in retail • The clean label trend a challenge for producers of all FMCG market areas • Convenience Foodservice – scenarios for the development of foodservice offering in stores and at fuel stations 	<ul style="list-style-type: none"> • New technologies to prevent losses in the supply chain • Supply chain of the future – technologies and trends • GPS Monitoring as a way to improve effectiveness • Blockchain will redefine the relations of partners in the supply chain • Just in time. New logistics models as a response to changes in consumer behaviours • Securing Our Future. Trade as a strategic link in the circular economy – scenarios of the future

4:15 – 5:15 PM COFFEE BREAK | BUSINESS MIXER

5:15 – 6:25 PM	<ul style="list-style-type: none"> • Scenarios and forecasts • The future of convenience. Smart customer. Smart store • Retail and wholesale market AD 2025. Scenarios for key retail formats • The fuel retailing market has its time 	<ul style="list-style-type: none"> • Personalisation. Big data and knowledge of consumer habits will change shops • Customer Journey. Customer retail adventure • DEBATE: Rethink grocery retail – barriers are only in people's heads 	<ul style="list-style-type: none"> • E-commerce and IoT will change the market of beauty and personal care products • GO BIO. The beginning of consumers' obsession with health, quality and safety • DEBATE: New driver of retail! Cooperation with local suppliers and factories in the area of food, alcohol and cosmetics 	<ul style="list-style-type: none"> • Artificial intelligence and machine learning in distribution centres and wholesalers • Smart packaging as a chance for improving the effectiveness of the FMCG supply chain • DEBATE: Big Data Collaboration. Effective data sharing a challenge for the trade and suppliers
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6:20 – 7:50 PM COFFEE BREAK | BUSINESS MIXER

7:50 – 10:35 PM **FINAL GALA OF THE COMPETITIONS FOR THE STORE OF THE YEAR AND THE DRUGSTORE OF THE YEAR 2019**

*Program may change

AGENDA*

DAY 2 / 29 MAY 2019 / MAIN HALL

INAUGURAL SESSION

- 9:00 – 11:10 AM
- Welcoming of guests on the 2nd day of conference
 - Megatrends – demography and new technology change consumers and the trade
 - Consumer moods in CEE AD 2019/20
 - The consumer of the future!
 - **DEBATE:** Health for all!

11:20 – 11:40 AM COFFEE BREAK

- 11:40 AM – 1:20 PM
- Big expectations – consumer needs create retail concepts
 - Personalisation! Retail chains know more about consumers than consumers themselves
 - Cosmic shopping experience
 - **DEBATE:** Customer Experience

1:30 – 2:30 PM LUNCH | BUSINESS MIXER

MAIN HALL

CONSUMER IN THE SPOTLIGHT

THEMATIC ROOM 1

LOYALTY AND MARKETING STRATEGIES

THEMATIC ROOM 2

FOCUS ON TECHNOLOGY AND E-COMMERCE

THEMATIC ROOM 3

FOCUS ON PRIVATE LABELS AND PRIVATE BRANDS

- 2:30 – 4:35 PM
- Mobile only? The shopping habits of a mobile consumer
 - Consumer shopping missions in the digital transformation era
 - Blockchain will increase the consumer trust to producers and distributors
 - Customer engagement strategies in retail
 - **DEBATE:** Challenges for retail. Retail in big cities and small villages

- #influencers: Retail must use new channels of influence
- How to say: Thank you! to the customer. Loyalty in the era of peeping, comparing and mistrust
- The end of the price war. The battle for brand identity begins
- Touch points. Omnichannel communication in the store
- **DEBATE:** Loyalty in retail!

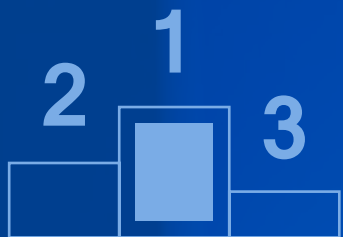
- The Holy Grail. Machine learning and personalisation in retail
- Retail Security. Statistics and trends
- Customer journey in e-grocery shopping
- Hello! Hello! Voice systems will revolutionise sales and customer service
- **DEBATE:** Prospects 2025. A perfect model for e-grocery

- Strategies for private label in the time of wide selection and fast shopping
- Best Sellers! Place of private labels and branded products in the shopping basket
- Private brands vs A brands. New strategies of retailers
- Will own production of retail chains change the FMCG market?
- **DEBATE:** Future Private Labels. From private label to private brand

4:35 – 5:05 PM COFFEE BREAK AND THE END OF THE CONGRESS



*Program may change



COMPETITIONS

WIADOMOŚCI
HANDLOWE



STORE OF THE
YEAR

WIADOMOŚCI
KOSMETYCZNE



DRUGSTORE OF THE
YEAR

28-29 May 2019 / Double Tree by Hilton Warsaw

COMPETITIONS THE STORE OF THE YEAR AND THE DRUGSTORE OF THE YEAR



60+

16

6

JURORS

presidents, members of the management boards, commercial directors and marketing directors of the FMCG sector

CATEGORIES

for grocery & cosmetics retail chains

CATEGORIES

individual stores & drugstores

The Store of the Year and The Drugstore of the Year are prestigious competitions awarding the best grocery stores and drugstores in Poland. **Every year, individual stores and retail chains – grocery store and drugstore – compete in a dozen categories.** The winners are selected by the Jury deliberating on the day of the Congress – a group of top managers of the food and cosmetics sectors' companies, representatives of research institutes and sector organisations.



JURY KONKURSU MARKET ROKU



JAROSŁAW BACZYŃSKI
Dyrektor Marketingu
Prymat



KRZYSZTOF BADOWSKI
Head of Consumer Goods & Retail
CEE/CIS, Advisory
PwC Polska



EDWARD BAJKO
Prezes Zarządu
SM Spomlek



TOMASZ BESZTERDA
Członek Zarządu
Diageo



MARCIN BOJANOWICZ
Dyrektor Marketingu
Zbyszko Company



TADEUSZ CZARNIECKI
Dyrektor Marketingu
Wawel



KRZYSZTOF CZYŻEWSKI
Wiceprezes Zarządu ds. Handlu
Bakoma



MICHAŁ DWORAK
Dyrektor Operacyjny
ds. Sprzedaży i Dystrybucji
Grupa INCO



PAWEŁ GŁÓWNIAK
dyrektor handlowy
Herbapol-Lublin



PROF. URSZULA KŁOSIEWICZ-GÓRCKA
Starszy analityk w Zespole Foresightu
Gospodarczego
Polski Instytut Ekonomiczny



MACIEJ HERMAN
Dyrektor Zarządzający
LOTTE Wedel



RENATA JUSZKIEWICZ
Prezes Zarządu
**Polska Organizacja Handlu
i Dystrybucji**



PIOTR KAZNOWSKI
Portfolio Acceleration & Customer
Marketing Director
Mars Polska



JAN KOLAŃSKI
Prezes Zarządu
Colian





WOJCIECH KOSMALEWSKI
Dyrektor Sprzedaży
Red Bull



ARTUR KOWALCZYK
Dyrektor Handlowy
Tago



MICHAŁ KRUK
Dyrektor Sprzedaży
Dan Cake Polonia



DOROTA LISZKA
Manager ds. Komunikacji
Korporacyjnej
Grupa Maspex



BOGDAN ŁUKASIK
Przewodniczący Rady Nadzorczej
Modern-Expo



MAREK MOCZULSKI
Prezes Zarządu
Bakalland



ADAM MOKRYSZ
Prezes Zarządu
Mokate



WALDEMAR NOWAKOWSKI
Prezes Zarządu
Polska Izba Handlu



ANDRZEJ ODZIOPA
Prezes Zarządu
Wosana



MAREK ROGOŻA
Dyrektor Marketingu
Grupa Kapitałowa Iglotex



DARIUSZ SAPIŃSKI
Prezes Zarządu
Grupa Kapitałowa Mlekovita



MAREK SYPEK
Dyrektor Zarządzający
Stock Polska



ANDRZEJ SZUMOWSKI
Wiceprezes Zarządu
Wyborowa Pernod Ricard



TOMASZ TARCZYŃSKI
Dyrektor Marketingu
Tarczyński



ANNA TELAKOWICZ
Dyrektor Marketingu
Bonduelle Polska



MACIEJ TOMASZEWSKI
Prezes Zarządu
**The Lorenz Bahlsen
Snack-World**



DR INŻ. MIECZYŚLAW
WALKOWIAK
Wiceprezes Zarządu
ds. Handlu i Marketingu
Sokołów



MAREK WOJTYŁA
Prezes Zarządu
Danone



JACEK WYRZYKIEWICZ
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ARTUR NARODOWSKI
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EDYTA PIETRZAK
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Elfa Pharm



ROBERT ZESZUTEK
Dyrektor Sprzedaży,
Pierre René

28-29 May 2019 / Double Tree by Hilton Warsaw

FINAL GALA OF THE COMPETITIONS FOR THE STORE OF THE YEAR & THE DRUGSTORE OF THE YEAR 2019



The presidents of the winning chains will receive the awards during the gala concluding the Congress. 400 guests – winners and management boards of their chains, jurors and the most important representatives of the FMCG sector will take part in the celebration!

400
GUESTS of the gala



B2B FAIRS

28-29 May 2019 / Double Tree by Hilton Warsaw

PRESENT YOUR PRODUCTS TO DECISION-MAKERS

2 days of FAIRS



1200 PARTICIPANTS

28-29 May 2019 / Double Tree by Hilton Warsaw

2000 sqm of EXHIBITION AREA



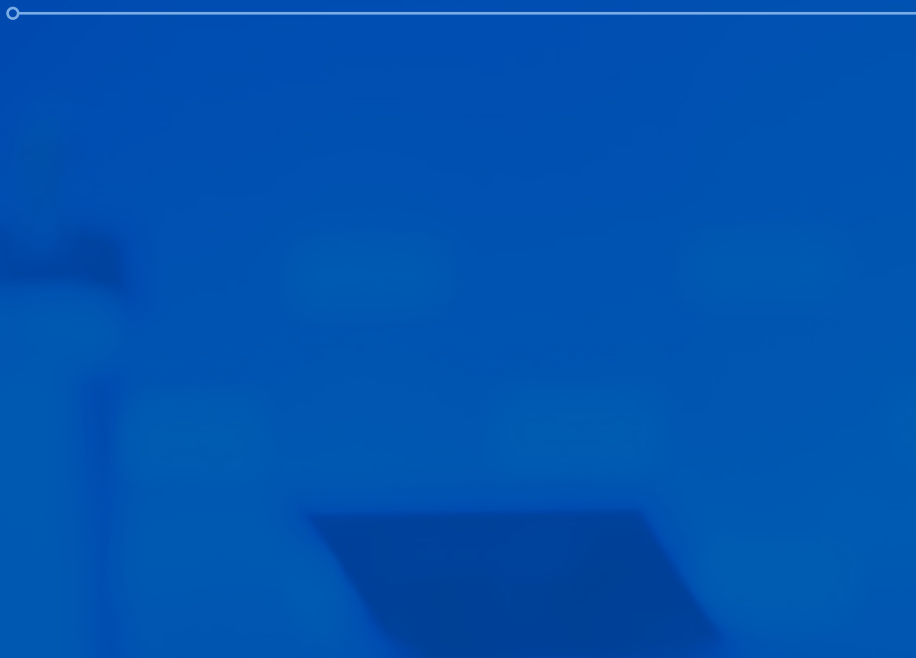
■ During the B2B fairs open to all Congress participants, **almost 100 Polish and foreign producers of food, cosmetics and household chemicals** will present their products and innovative solutions for the sector. These will be both companies with a well-established position on the market and smaller entrepreneurs whose time is just coming!

100 STANDS

28-29 May 2019 / Double Tree by Hilton Warsaw

12th CONGRESS
OF THE FMCG MARKET
RETAIL INDUSTRY SERVICES



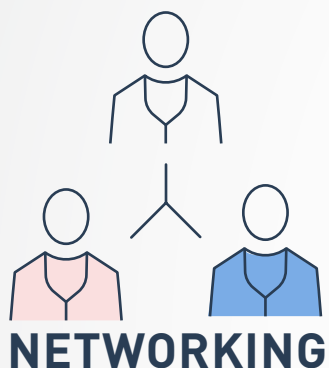


MATCHMAKING MEETINGS / BUSINESS MIXER

28-29 May 2019 / Double Tree by Hilton Warsaw

MATCHMAKING MEETINGS / BUSINESS MIXER

MAKE BUSINESS CONTACTS AND TIGHTEN YOUR RELATIONSHIPS!



The Congress participants have a unique opportunity to meet all **major business partners in one place.**



4 SESSIONS

300 minutes of **NETWORKING**



MATCHMAKING MEETINGS/ BUSINESS MIXER

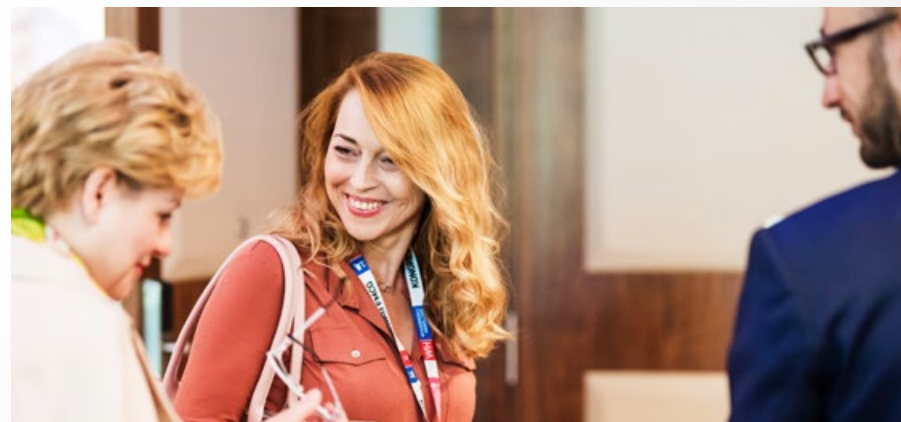
Especially for our partners we have prepared a **unique system of individual business meetings with the Congress participants indicated by the partner**. This is an exceptional opportunity to talk in convenient rooms with decision-makers with whom everyday contact is difficult.



14
MEETING
rooms



200 nearly arranged MEETINGS



SEE WHO IS GOING TO ATTEND



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**DO YOU HAVE
ANY QUESTIONS?
CONTACT US**