

The Networking Event for the Home Improvement Industry

7th Global DIY-Summit 2019

DIY EVOLUTION -
Designing the
Future Together

5-7 June 2019

The Convention Centre Dublin, Ireland



Speakers:



John Vanhuizen
President &
CEO Ace Hardware



Sergio Giroldi
President EDRA/ghin,
CEO OBI



Osamu Watanabe
President & CEO
LIXIL VIVA
CORPORATION



Andreas Kerschner
Category Group
Leader Alibaba Group



Erwin Van Osta
CEO Hubo



Igor Kolynin
Marketing Director
CTC Petrovich



Vanessa Hartley
Large Client Sales
Director, Google



Hartmut Jenner
CEO Alfred Kärcher



Vincent Legros
Chairman &
CEO Bostik



Nancy Rademaker
Partner at nexworks



Barbara Kahn
Prof of Marketing at
The Wharton School, Uni-
versity of Pennsylvania



Stephan J. Wirtz
Adjunct Professor
EM Lyon Shanghai
Campus



Steve Collinge
Managing Director
Insight Retail Group



Pascal Jacobs
Head of Business
Line Home & Garden
Katoen Natie



Stéphane Mallard
Entrepreneur, Author
& Keynote Speaker



Greg Hicks
CEO of Foster,
Hicks & Associates



Foto: Lukas / Fotolia

+ Store Tour on 5 June 2019

+ Workshops on 5 June 2019

+ Get-Together at Guinness Storehouse on 5 June 2019

+ International Congress Exhibition 6-7 June 2019

+ Gala Evening on 6 June 2019

+ Build Forum 4-5 June 2019

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Special guests:



For more information and online registration visit us on <http://diysummit.org>

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5 June 2019

19:30 - 23:30

Get-Together

at Guinness Storehouse



On the eve of the conference participants may join an informal meeting in Ireland's number 1 visitor attraction; the outstanding Guinness Storehouse. The seven-storey visitor experience tells the story of Ireland's iconic drink and brings to life the heritage of the world renowned beer. Enjoy an unforgettable evening and use this opportunity to intensify existing trade contacts and to extend your business network.

6 June 2019

07:30

Opening of Registration Desk

08:30

Opening of the International Congress Exhibition

09:00 - 09:10

Welcome and Introduction

by the Summit Moderators

John W. Herbert, General Secretary EDRA/ghin

Ralf Rahmede, General Manager fediyra



09:10 - 09:20

Presidents' Welcome

Sergio Giroldi, President EDRA/ghin



Reinhard Wolff, President fediyra



09:20 - 09:30

Opening Address: Welcome to Ireland

09:30 - 10:00

Global Economic and Political Overview

Dr. Alexander Börsch, Chief Economist & Head of Research Deloitte, Germany



Keynote Speech

10:00 - 10:30

John Venhuizen, President & CEO Ace Hardware Corporation, USA



10:30 - 11:30 **Networking Break**

Innovate or Die - Why Innovation Matters

11:30 - 12:15

The Shopping Revolution: How Successful Retailers Win Customers in an Era of Endless Disruption

Dr. Barbara Kahn, Professor of Marketing at The Wharton School, University of Pennsylvania, Philadelphia, USA



12:15 - 13:00

Panel Discussion: Innovate or Die - Why Innovation Matters

Sergio Giroldi, CEO OBI, Germany

Hartmut Jenner, CEO Alfred Kärcher SE & Co. KG, Germany

Erwin Van Osta, President of BricoAlliance, CEO Hubo, Belgium

Vincent Legros, Chairman & CEO Bostik, The Netherlands



Moderator:

Steve Collinge, Managing Director, Insight Retail Group, UK

13:00 - 14:15 **Networking Lunch**

6 June 2019

Digitalisation - Adapting to the Era of Disruption

14:15 - 14:25

Introduction to the Digital Era

Sanjay Saudie, Director EIMIA, Germany



14:25 - 15:05

Extreme Customer Centricity

Nancy Rademaker, Professional Keynote Speaker & Partner at nexxworks, Belgium



15:05 - 15:45

Disruptive AI in Retail

Stéphane Mallard, Entrepreneur, Author & Keynote Speaker, France



15:45 - 16:45 **Networking Break**

HR - Preparing your Team to Embrace Digital Transformation

16:45 - 17:15

Preparing Your Team to Embrace Digital Transformation

Vanessa Hartley, Large Client Sales Director Google, Europe



17:15 - 17:45

Creating the Innovative Workplace Culture

Greg Hicks, CEO of Foster, Hicks & Associates, USA



17:45 - 17:50

Summary of the Day

John W. Herbert, General Secretary EDRA/ghin



Ralf Rahmede, General Manager fediyra

from 19:30

Gala Evening at The Convention Centre Dublin

7 June 2019

08:55 - 09:00

Welcome to the second day

Ralf Rahmede, General Manager, fediyra



John W. Herbert, General Secretary EDRA/ghin

Asia - The Changing Face of Innovation

09:00 - 09:10

Unlocking Sustainable Growth in China

Adam Sandzer, Strategy Director Hot Pot Digital, UK



09:10 - 09:35

Challenging Innovation Trends in Asian Retail

Stephan J. Wirtz, Adjunct Professor EM Lyon, Shanghai Campus, Associate Professor Corvinus University Budapest, Switzerland/China



09:35 - 10:00

Andreas Kerschner, Category Group Leader Alibaba Group, Europe



10:00 - 10:40

China's New Normal

Pascal Coppens, Keynote Speaker/China Evangelist nexxworks, Belgium



10:40 - 11:30 **Networking Break**

7 June 2019

Farewell Session



Insights

11:30 - 11:50

UK & European DIY Market Update - Key Trends

Neil Munz-Jones, Founder and Director, mdj2 Associates, UK



Logistics

11:50 - 12:10

Omni-Channel Logistics: Nobody Said it Would be E-as-y

Pascal Jacobs, Head of Business Line Home & Garden, Katoen Natie, Belgium



DIY-Retail

12:10 - 12:30

Digital Room: New Channel of Trade

Igor Kolynin, Marketing Director CTC Petrovich, Russia



DIY-Retail

12:30 - 12:50

New Retail Perspectives: Megatek

Dionis Teqja, President Megatek Sh.a, Albania



DIY-Retail

12:50 - 13:10

When Consumers Really Want to Rely, they Choose one's Reliable Store, not the Internet

Osamu Watanabe, Representative Director, President & CEO, LIXIL VIVA CORPORATION, Japan



Farewell Speech 2019

13:10 - 13:40

The Future of Retail and the New Metrics of Winning

Ibrahim Ibrahim, Managing Director Portland Design, UK

13:40 - 15:00 Farewell Lunch

Workshops

5 June from 14:00 to 17:00

This event is subject to a fee of € 150 (plus VAT) and can be added to your summit registration

Workshop 1

Watch out for your business - Frenemys ahead! Understand how to keep your brand alive in a digital changing environment



Sanjay Saudie, Director EIMIA

Workshop 2

From Market Insights to Actions.



Reinier Zuydgeest, Managing Consultant



Jan-Paul Schop, General Director & Founder, USP Marketing Consultancy

Workshop 3

The Discounter Opportunity for Retailers & Manufacturers



Ethan S. Sinick, Founder and Managing Director Shirland Ventures Ltd.



Axel Goss, Independent Senior Executive Consultant



Navigating the future of the building industry.

www.build2019.eu

Discover the latest insights in B2B Trade and Construction

Main topic

Engineering the Next-Gen Supply Chain

Organized by



4-5 June 2019

The Convention Centre Dublin, Ireland

The Build Forum is held prior to the 7th Global DIY-Summit

Core Audience

senior executives and key decision makers from: building materials distributors, builder's merchant chains, buying groups and manufacturers

What to expect:

a unique platform for high level networking discussion of the latest trends and future evolutions of the building industry and building materials trade world-class keynote talks and panel discussions

Keynotes by



4 June

Kick-off Session

Welcome & Market Overview



14:00 - 14:10

Opening & Welcome

Andre Noel Chaker / Lucien Hardt



14:10 - 14:40

Chances and Risks in European Construction Markets towards 2020

Michael Weingärtler, Euroconstruct



14:40 - 15:10

Chadwicks & the future of Merchanting in Ireland

Patrick Atkinson, CEO, Grafton Merchanting IRO

15:10 - 15:40 Networking Break

Merchanting & Trade The New Role of Builders Merchants



15:40 - 16:10

Introduction to Selco

Howard Luft, CEO, Selco Builders Warehouse



16:10 - 16:40

Convenience is the New Loyalty

Andy Scothern, Managing Director, eCommonSense



16:40 - 17:20

The New Role of Builders Merchants - Panel Discussion

Andy Scothern, Managing Director, eCommonSense



Howard Luft, CEO, Selco

Patrick Atkinson, CEO, Grafton Merchanting IRO

Moderation: Neil Munz-Jones



19:00

Celtic Nights dinner at the Arlington Hotel

5 June



9:15 - 9:30

Opening Day 2

Andre Noel Chaker

Construction Technology The Rise of the Digital Marketplace



9:30 - 10:00

Digitalization in Construction is Further than you May Think

Jan Elfving, Senior Vice President, Skanska



10:00 - 10:30

Digital Construction & BIM - Development of New Market Places

Lars Christian Fredenlund, CEO & Founder, Cobuilder



10:30 - 11:00

Keynote

Jörg Reinold, CIO & CTO Wienerberger AG

11:00 - 11:30 Networking Break



11:30 - 12:00

Watson Innovations Uncovered for B2B Commerce

David Hogg, Marketing and Commerce Sales Leader Europe, IBM



12:00 - 12:45

The Rise of the Digital Marketplace

Jan Elfving, Skanska
Lars Christian Fredenlund, Cobuilder



David Hogg, IBM

Jörg Reinold, Wienerberger AG

Moderation: Andre Noel Chaker

12:45 - 13:45 Lunch

13:45 - 14:40 Start-up Innovation 5 Start-ups - 10-minute pitches



14:40 - 14:50

Summary Build 2019

Andre Noel Chaker

14:50 - 15:30

Farewell Speech Special Guest

The Build Forum is subject to a fee of € 400 (plus VAT) and can be added to your summit registration

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John W. Herbert



Ralf Rahmede



Ladies and Gentlemen,

We would like to invite you to the seventh edition of the Global DIY Summit, the networking event for the home improvement industry, where manufacturers and retailers have the opportunity to gather and exchange views on current trends.



The Global DIY Summit, jointly organized by EDRA, fediyma and ghin, will also be supporting the first edition of the Build Forum, organized by the European Distribution and Industry Network (EDIN), taking place from 4-5 June at The Convention Centre Dublin.

In just a few years, companies like Facebook, AirBnB, Tesla, Amazon, Uber have changed the face of the global economy. The rules of business have changed forever. Everyday thousands of start-ups are disrupting old business models, taking on the staid industrial groups and winning. From retail to the industries, businesses operating in traditional models have to evolve and embrace the rapid advances of core digital technologies in order to stay relevant.

The main theme of the congress this year is "DIY EVOLUTION: Designing the Future Together". We have yet to realize just how rapid and profound the current digital revolution is. The scale and effect of the implications for consumers and businesses is both exhilarating and daunting. Disruptive technologies and new business models are creating change and transforming the economy at an unprecedented and unpredictable pace that may outpace our ability to adapt to it unless we collaborate.

Take advantage of this unique opportunity to embrace disruption and reshape the future of your business. Save your place now and join us on 5-7 June 2019 in Dublin!

Kind regards,

John W. Herbert

Ralf Rahmede

John W. Herbert
General Secretary
EDRA/ghin

Ralf Rahmede
General Manager
fediyma

Online registration:



<http://diysummit.org>

contact address

fediyma EDRA Kongress GmbH
Deutz-Mülheimer Str. 30
50679 Cologne / Germany

Tel: +49 (0) 221 / 27 98 01-0
Email: info@diysummit.org

Congress fee:

Early Bird Rate (until 15 March 2019)	Standard Rate
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Members fediyma/EDRA/ghin	€ 1,395 (plus VAT)	€ 1,695 (plus VAT)
General Attendee	€ 1,695 (plus VAT)	€ 1,995 (plus VAT)

Second and subsequent registrations will qualify for a 20 % discount

Venue: The Convention Centre Dublin

The 7th Global DIY-Summit 2019 is taking place at the CCD, The Convention Centre Dublin

Address: Spencer Dock, North Wall Quay, Dublin 1, Ireland

We have reserved room contingents in several hotels near to the CCD. To reserve your room please go to <http://diysummit.org/accommodation-2019>



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- 2 Networking with the sector's key decision makers
- 3 Demonstrate thought leadership
- 4 Showcase your brand to a global audience
- 5 Expand your customer base and increase your sales

Contact: Stefan Michell
Project Manager Congress Exhibition & Sponsorship, Email: stefan@diysummit.org