

GST saw more acceptance and deeper

POLICY MAKEOVER

implementation

- Aditya Birla Fashion and Retail closed 189 exclusive brand outlets
- Coffee Day Global shut 120 stores
- Benetton India rationalised its network of stores and closed down **56 stores**
- Raymond shut 30 loss-making stores
- Costa Coffee shut **35 stores** and Barista shut **40 stores**
- Amazon India losses go up 30% to Rs 6,287 crore
- purchase

The Bad...



world (2,4&5)

Headlines which

shook the retail

India ranked 1st in India is the

5th-largest global destination in the

retail space

But Not All Doom & Gloom...(1&3)

index 2017

the global retail

development

Retail industry accounts

for over 10% of India's

Gross Domestic Product

(GDP)

Retail industry is

responsible for

around 8% of the

employment in India

Indian retail attracted

Rs 9.5 billion (US\$

147.40 million)

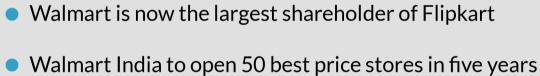
investments in FY18

PEEKING INTO 2019

Alibaba eyes JV with big Indian companies; in talks with RIL, Tatas, Future Retail

Indian retail going omni-channel, tying up with foreign

Headlines which are redefining the future (6)



- By 2020, overall retail market is expected to grow at 12% per annum
- reach nearly US\$ 3,600 billion

By 2025, India's e-commerce business is poised to touch

By the end of 2018, luxury market expected to reach **US\$ 30**

By 2020, traditional trade to expand at the rate of **10%**

By 2020, total consumption expenditure is expected to

- By 2026, e-commerce sales are expected to reach **US\$ 200** billion
- **Growth Catalysts**



- sectors
- **Trend Watch-Out**
- Online to offline omnichannel blend to thicken
- Subscription-service rental market to sprout Sustainable & socially responsible practices to see increased

Facebook messenger bots will sell more

- Increased focus on instant gratification and real-time response
- Al will strengthen its stance as practical retail tech

IOT to see increased adoption & to come closer to

- affordability bracket

Sources:

2.

- https://www.ibef.org/industry/retail-india.aspx
- https://www.financialexpress.com/industry/shut-shop-and-relocate-the-new-retail-policy-to-cut-losses/1314818/ https://economictimes.indiatimes.com/news/economy/policy/cabinet-approves-100-fdi-in-single-brand-retail-via-automatic-route/articleshow/62441547.cms
- https://economictimes.indiatimes.com/industry/services/retail/amazons-legal-spends-in-india-account-for-20-of-its-revenues/articleshow/66484231.cms https://economictimes.indiatimes.com/industry/services/retail/potential-loss-of-50-million-shoppers-hits-ecommerce-hard/articleshow/65481143.cms
- https://www.smifs.com/files/reports/636709544889208286_Stewart%20&%20Mackertich%20Research_Update%20on%20Indian%20Retail%20Sector.pdf
- 5.

- Cumulative FDI inflow reached US\$ 1.42 billion THE GOOD... between April 2000 and June 2018 EASY CREDIT Innovative credit offerings from financial organisations amplified the sales of high value durable products MORE SPACE Space demand increased at the rate of approx. 81% to 7.8 million sq ft Major moves that
- DISSECTING 2018 INVESTMENT GALORE
- More than 500 stores have been shut in the last couple
 - of years by brick and mortar retailers
- Trent Hypermarket, a joint venture between the Tata Group and Tesco shut all its 20 loss-making Star Daily
- stores
- Shoppers Stop shut **5 stores**
- **50 million** ecommerce shoppers drop out after first
- - Centre approved **100%** FDI in

single-brand retail

via automatic route

players for expansion

Jeff Bezos may team up with KM Birla to counter

Reliance and Walmart in retail

By 2020, market size expected to increase by 60% to reach

By 2020, modern trade would expand twice as fast at 20%

Market Predictions

US\$ 1.1 trillion

per annum

US\$ 1 trillion

Rising incomes

Lifestyle changes by middle class

- billion, from US\$ 23.8 billion in 2017
- 2 & 3 cities Increase in digital connectivity Growing exposure of international brands

Rising need for consumer goods in multiple different

Experience to sell more than products (Rise of

Higher purchasing power of the upper class in tier



E-commerce to become hyper-personalised

adoption

'retailtainment')

- Automation-led self-service counters will continue to excite
- Augmented reality adoption to increase