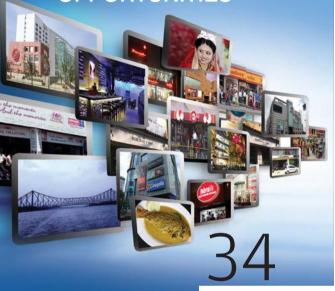
EAST INDIA

THE LAND OF RETAIL OPPORTUNITIES



COVER STORY

As we move further into 2016, most of the Eastern states of India display a glorious upward trend, one which is rapidly reaching skyward. The luxury quotient has reached a level where luxury buying has transmogrified into a necessity.







MARCH 2016

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10 INTERNATIONAL ROUNDUP

All the leading international retailers have designed their retail strategies keeping customers in central nucleus point of all their efforts. From Macy's newly devised pricing strategy-and--Walmart's decision of opening new academies to train the staff for improved customer service.

14 NATIONAL ROUNDUP

Finance minister Arun Jaitley has recently revealed the Union Budget 2016-17. Let's find out from our retail industry experts and leaders that how they see this budget and what will be it's implications on the retail industry.

22 MARKET SCAN

While new business districts lead the way in Mumbai and Delhi-NCR, CBD remains the most attractive in Bengaluru.

26 **EVENT REPORT**

IHGF Delhi Fair has taken shape over 41 editions as the world's largest and most comprehensive sourcing event, encompassing the complete supply chain of home fashion & utility, gifting and fashion accessories.

30 AWARDS

The TRRAIN Retail Awards, which recognises exemplary customer service by Retail Associates (sales staff), was graced by Sadhguru, Founder of the Isha Foundation.

76 IN FOCUS

In today's world, where everything is dynamic there is no room for anything that is mundane. The same is true for the retail industry as well since customers nowadays are attracted towards the novel and innovative product line and retail concepts, be it retail stores offering innovative products or offering usual products in unsuusal ways or food chains serving unique and fusion food items.

82 **FUNDAMENTALLY**

"Variety has become the food for life in the Indian retail sector", which is going through a transformation and witnessing a significant change in its growth and investment pattern.

84 RETAIL EXCELLENCE

Reliance Retail has reported the highest ever quarterly turnover of ₹6,042 crore during the third quarter ending December 2015. With turnover growing by 29 per cent and profit by 7 per cent Mukesh Ambani's gamble appears to be paying off.

90 INNOVATION

Arjun and Amrita Thomas, founders of Createyourcouch.com talk to Images Retail on their new dynamics of furniture shopping.

98 INTERFACE

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