

18 MY THOUGHTS

Collaboration Breeds Success

Sanjay Kapoor, MD, Genesis Luxury, shares his thoughts on how tie-ups with able fashion houses can help to scale businesses.

84 EXPERTSPEAK

Changing Dynamics of Global Apparel Industry

Amit Gugnani, Senior Vice President, Technopak, talks about how the BRIC countries have developed to become lucrative for global retailers.

88 BRAND WATCH

Paving its Way Ahead

Mahinder Bajaj, MD and CEO, K. Maheshkumar Industries Pvt. Ltd., talks about his brand Harra's expansion plans and strategies.

EVERY MONTH

- 11 Editorial
- 17 Letters To The Editor
- 32 May In Brief
- 50 Trade Calendar
- 54 Outlets
- 117 Window Trends
- 124 Season's Offerings



COVER STORY



60

The past two decades have seen India growing steadily at an average rate of 6-7 per cent per annum. Yet there has been no single Indian fashion company that has reached the landmark figure of a billion dollars. **IMAGES BOF** gets behind the reasons that stand in the way.

90 BRAND WATCH

All Set to Play

In conversation with **Rohit Mohanty**, Co-founder, Tech Midas Retail, Garlynn, on the potential of the Indian kidswear industry.

94 RETAIL WATCH

Off the Beaten Track

Fahan Ahmad, Owner, F Bloc, speaks about his unique retail propositions and consumer connect.

96 STRATEGY

Value Format Retailing

IMAGES BoF brings forth the survival strategies for value format retailer.

102 JOURNEY

A Century of Tradition

Asim Dalal, MD, The Bombay Store, walks us through the journey of his 106-year-old brand.

114 IN THE CLOSET

Being Stylish

Utsav Seth, CEO and MD, Pavers England Ltd., reveals his style statement through his wardrobe.

HARD TALK

A Humble Tee for Young India
Harminder Sahni throws light on the potential of the T-shirt category and its growing demand.



advertiser's INDEX

RED FLAME: Front Gate Fold

CLASSIC POLO: Inside Front Cover

W: Inside Back Cover

COTSTYLE: Back Cover

E TEENZ, SUCCESS, BODYCARE: Dog Ear

Brands	Page nos.	Brands	Page nos.	Brands	Page nos.
APPLE EYE	55	FINGER CHIPS	8	ORANGES & TOMATOES	103
ASPIRE	73	GGMA	30, 31	RECRON	128
BODYCARE	43	HARD CURRENCY	71	RICHLOOK	20, 21
BOF	111	HKTDC	75	SAFEXPRESS	109
BOND'S MAN	105	HYPHEN	127	SNX	41
BONGIO	101	IMAGES GROUP	16	SO	67
BONJOUR	79	INFINITY MALL	26, 27	SUBSCRIPTION FORM	122, 123
BRIGADE	14	JACK & JONES	22, 23, 83	T-BASE	63
BRITTONWOODS	5	JANAKSONS	36	TSG BREEZE	107
BUMCHUMS	12	KIVON	81	TWILLS	77
CMAI	28, 29	LA MILIARDO	49	VACHI	99
COTTON COUNCIL	65	LIBERTY	45	VERO MODA	24, 25, 87
CRUSOE	6	LINO PERROS	53	WBGMDA	113
DEAL	7	LOTTO	39	WYM	69
DONEAR	10	MALO	51		
EDEN ELLIOT	9	MEGAMART	47		
EIGMEF	125	ONLY	91, 97		

