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JUNE 2017 | VOL. 16 NO. 6

12 **NATIONAL NEWSMAKERS** INNOVATION IS THE KEY TO 'SURVIVAL'

Expansion -- rejigs -- revamping of business models -- tie-ups -- retailers are trying all the possible permutation and combinations to stay afloat in the competitive times.

14 **INTERNATIONAL NEWSMAKERS** WORLD WIDE RETAIL SCENARIO BACK ON THE POSITIVE TRACK

From launching certifications to entering new markets the worldwide retail scenario is steaming up with lot of positivity.

18 **MERGER & ACQUISITION** JAYARAM BANAN REGAINS CONTROL OF SAGAR RATNA

Jayaram Banan who had founded Sagar Ratna Brand in 1986 - has acquired back the stake which he had sold to a PE firm in the year 2011.

20 **SPOTLIGHT** IKEA BREAKS GROUND FOR ITS FIRST MUMBAI STORE

IKEA, the Swedish home furnishing retailer, celebrated the ground-breaking ceremony of its first store in Navi Mumbai.

22 **IN FOCUS** D-MART STRIKES GOLD BY GETTING THE BASICS OF 'RETAIL' RIGHT

While majority of retailers, both brick-and-mortar and online ones, are reeling under pressure to make their bottomlines positive, the low-profile Mumbai-based D-Mart has breathed life into the challenging retail sector as it debuted on the stock market with a bumper opening.



26 **RESEARCH** MOBILE PAYMENT REVOLUTION IN RETAIL

The global payment market remains one of the most active technology markets in terms of disruption, interest, and investment.

62 **BRAND EXTENSION** TITAN'S TANEIRA TO MEASURE GROWTH THROUGH BRAND AWARENESS

Titan believes in constant exploration of new ventures and to make acquisitions, foray into new categories, break new ground. Recently, the company entered into the premium sarees and women's ethnic wear category under the brand name 'Taneira.'

64 **PROFILE** DIGITAL MARKETING: FROM ALTERNATE PLATFORM TO ESSENTIAL TOOL FOR STRONG BRAND DIFFERENTIATION

UrsDigitally, a MaxMobility venture is a 360-degree digital marketing agency enabling branding and lead generation for clients globally.

66 **RETAIL EXCELLENCE** THE RETAIL JOURNEY OF DA MILANO

Da Milano's journey from a few SKU's of leather accessories to a one-stop destination for all affordable luxury leather retail products, is nothing short of entrepreneurial excellence and astute retail sense.



[COVER STORY]

TECHNOLOGY – THE GREATER GOD OF RETAIL

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The technology collective is breaking new ground and transforming every aspect of the retail environment. The alchemy of data is here to rule and empower companies to explore unmapped territories. In storytelling terms, here is when the plot takes a turn for mind-boggling revelations. Hold onto your seats as Indian Retail's finest technocrats share their views on the line of emerging technologies and its impact on the industry.

72 **AWARDS**

IMAGES SHOPPING CENTRE AWARDS 2017

The 10th annual IMAGES Shopping Centre Awards are widely considered the most coveted and respected awards of the retail real estate fraternity.

74 **EVENT**

INDIA SHOPPING CENTRE FORUM 2017

Redrawing the prototype of real estate's most promising asset class in India.