

### COVER STORY

## 16 On a high: The largest duty-free retailer in the subcontinent

Delhi Duty Free Services is on a roll. India's biggest duty-free retailer achieved its highest monthly sales in the month of June. The company also recorded its highest daily sales yet, at over \$600,000, besides registering over +50% growth in Shop & Collect sales, and highest ever sales in the beauty and liquor categories.



**Luke Gorrige**  
CEO, Delhi Duty Free →



### 08 GST

#### The Game Changer

GST is expected to play a pivotal role in expanding the retail sector exponentially in the days ahead.



### 12 FRESH FOOD

#### Cross-promotional Power

Build bigger baskets with produce pairings.

### 24 FOOD SAFETY

#### Does Your Breakfast Cereal Lie to You?

Does the nutritional value of cereal breakfast match the claims?

### 28 CATEGORY WATCH

#### Good Morning to Breakfast Bowl

India's vast market holds a huge potential for the growing base of breakfast foods.



### 50 OPINION

#### Shop-in-shop model for Modern Trade

How organized retailers can ride the "Nano Wave" of health-cum-organic stores.



### 52 CATEGORY LEADER

#### Titans of the Trade

Ganesh Mishra of Trent Hypermarket.

### 54 TECHNOLOGY

#### Big Data: In Search of Benefits

Making insights actionable is key.

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New ways to unlock value in retail

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Food, Beverage & Non-food Products



### 10 RETAILER

#### Greens Hypermarket Typifies Kannur's Retail Boom

In this coastal district of Kerala, with local retailers modernizing their formats to offer a more wholesome and delightful shopping experience.