



**TANIT CHEARAVANONT**  
Managing Director,  
LOTS Wholesale Solutions

**“WE ARE LOOKING TO OPEN 12 NEW STORES OVER THE NEXT THREE YEARS AND PLAN TO INVEST OVER INR 1,000 CRORE WITHIN THE NEXT FIVE YEARS”**

Currently, with northern India as its focus region, LOTS has three stores operating in Delhi-NCR and is looking to enter Haryana, Punjab and Rajasthan in the coming years and grow its current audience base multifold.

### 28 INDUSTRY SPEAK

Budget reactions from retail leaders



### 30 INSIGHT

How “Pack to order” of fruits gives more value to the modern retailer



### 70 ALL'S WELLNESS

Healthy snacking registers big at retail



### 72 TECHNOLOGY CONTEXTUAL COMMERCE

Just say it and it's yours



### 32 A GROWING MARKET FOR NEW FLAVORS SNACKS



The growing demand for foods and beverages with unique qualities – natural, functional, energizing, satiating and convenient – are causing consumers, manufacturers and retailers to rethink the traditional snack category, with products continuing to evolve and lines increasingly blurring. Retailers and brands should join hands to promote snacks by helping consumer to shop better and buy products that suit their tastes. This can happen only with their combined efforts and will help pave the way to even bigger innovation in the snacks category.

### 50 PROFILES

Snack brands and their new flavor offerings



### IN EVERY ISSUE

#### 8 MARKET UPDATE

IKEA takes the next step in putting sustainability at the core of its business operations

