

# IMAGES RETAIL



## 14. Cover Story

### New-age Fashion Brands Should Focus on Value Creation, not Valuation

*Bestseller India CEO, Vineet Gautam on the changing trends in fashion retail, the company's digital transformation and industry-wide slowdown*

## 8.

### Newsmakers

## 20.

### Retail Tracker

#### May Sees Over 162 New Store Openings

*With over 63 new stores opening in the region, North led the charge*

## 22.

### Industry Leader

#### The Value Creator

*The resounding success of Trent's Ltd.'s retail brands is a testament to Venkatesalu P's adept execution of innovative concepts that deliver value to stakeholders*

## 26.

### Awards

**IMAGES Retail Awards 2024: Spotlight on Innovation and Excellence in India's Retail Sector**



## 42.

### Beauty

#### Shoppers Stop's Biggest Differentiator is Brand Expression at its Best: Beauty CEO Biju Kassim

*Biju Kassim speaks about the company's strategy for its beauty business, its plans across channels and its ambitions to supply to every beauty retailer in the country*

## 46.

### QSR

#### In 2-3 years, Samosa Singh Outlets Will be Across the Globe

*The focus of the homegrown samosa QSR chain in the next 10-12 months is to reach the 100-store mark. Out of these, 20 will be opened in the next six months*

## 48.

### Recommerce

#### Reimagine, Repurpose, Recycle

*Recommerce offers a sustainable approach by refurbishing and reselling used electronics, thereby extending their lifespan and reducing the overall environmental impact*

## 50.

### Retail Insights

#### Key Retail Mantras for FY25

*Assembling a community around the brand and strengthening the brand's internal community or team is crucial, according to industry leaders at PRC 2024*

### FOCUS FEATURE

## 18.

#### Trust, Quality, and Beyond – Shaping the Future of Real Estate Vasavi Group

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#### RetailGPT: Redefining the Retail Landscape with Innovative Phygital Solutions

# SHOPPING CENTRE News

DEVELOPING RETAIL SPACES IN INDIA

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**Store Arrival**

*New store launches in shopping centres*

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**Retail Icon**

*Achieving Rs 100 Crore a Month Revenue Gave Us Wings to Soar Higher. V Muhammad Ali, CEO Forum Malls, Prestige Group, speaks about Forum South Bengaluru entering the Big Billion Club.*

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**What's Hot****Bhumi World's Outlet Mall to start by December 2024**

*The outlet mall will be one of its kinds housing brands that will offer discounts on all products round the year*

66.

**Market Watch****Key to Becoming a Big Billion Mall in India**

*Few malls can clock Rs 100 crore turnover per month to become members of the elite big billion club. Here's what they do differently*

68.

**Mail Economics****A New Approach to Profitability**

*Key areas in which shopping centres are doing things differently than before to improve mall economics*

70.

**Report****India Witnesses 11.5% Increase in Mall Consumption in FY 2024: SCAI**

*North and West are at the forefront of the mall consumption surge, with growth rates of 13.0% and 13.9%, respectively.*

74.

**Snapshots**

**Special events in shopping centres**

## CONVERGENCE OF PHYSICAL AND DIGITAL BUSINESS

# PHYGITAL

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**Tech Icon****Reliance Retail eyes blockchain for security, 5G for AR-powered in-store navigation**

*Suman Guha, Chief Product and Technology Officer, Reliance Retail speaks on the leading retailer company's technology investments, strategy and focus areas*

82.

**Data Analysis****Getting Data Analytics Right**

*Industry experts on how to make the most of data analytics to be able to make decisions that add value to the business*

84.

**Marketing****Why is CGI marketing gaining popularity among brands?**

*Effectiveness, engagement and novelty are some of the many benefits of computer-generated imagery-driven advertising*



86.

**E-Commerce****Channel Play: From silos to seamless**

*A look at the evolution of different channels from functioning independently to becoming unified*

88.

**Digital Icon****Honouring the Tech Leaders of India's Retail Evolution**

*The Digital icon felicitation ceremony was held on the first day of the Phygital Retail Convention 2024 at the Jio Convention Centre in Mumbai.*

92.

**Case Study****How e-pharmacy Clinikally reduced return to origin (RTO) by 81%**

*Clinikally also improved operational efficiency, COD efficacy and customer satisfaction*



94.

**Report Launch****4th edition of the India Phygital Index unveiled at Phygital Retail Convention (PRC) 2024**

*The report by IMAGES Group is brought out in collaboration with software development firm Fynd and consulting major Strategy & part of PwC network*