



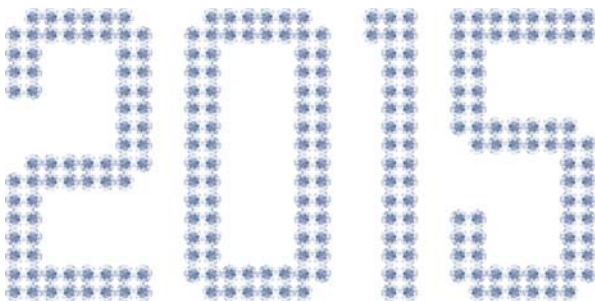
The 12th edition of Images Retail Awards(IRA) 2015 was held at Renaissance Hotel, Mumbai on the eve of October 16, 2015. It is an annual awards event, designed to recognise and felicitate the best in class players in the Indian Retail Industry through a scientific and industry recognised process. The stellar night awarded 18 stylish trophies to India's most forward-looking retailers who fuelled growth and innovation across multiple categories in fiscal 2014-15.

IMAGES Retail Awards recognise and reward outstanding achievements in the business of retail in India. It is the grand stage where excellence in every major format and category of modern retail in India is applauded. PwC was the official knowledge partner for the awards and the jury comprised of eminent personalities like Sunil Alagh (Founder & Chairman, SKA Advisors), Anuj Puri (Chairman & Country Head Jones Lang LaSalle), Sam Balsara (Chairman & MD, Madison World), Harish Bijoor (Brand expert & CEO, Harish Bijoor Consults Inc), Ireena Vittal (Consultant), Debashish Mukherjee (Partner, Consumer & Retail Head Asia Pacific, AT Kearney), Abheek Singhi (Director & Partner BCG), Bijou Kurein (Member Strategic Advisory Board L Capital, Asia).

The ceremony honoured the achievements of India's leading retailers. The gala evening was hosted by Rajiv Makhni, renowned Indian technology journalist and Managing Editor, Technology at NDTV along with the gorgeous Cara Jane Roberts.

IRA 2015 saw 110-plus nominations, which were analyzed under three key areas of performance --Retail expansion measured through growth numbers as well as percentage increase in number of outlets and retail space, Business performance measured through growth numbers as well as percentage increase in retail revenue and average sales per square feet, and the same store sale growth percentage in FY2014-15.

IMAGES RETAIL AWARDS



Knowledge Partner





IMAGES MOST ADMIRED
RETAILER OF THE YEAR
FASHION & LIFESTYLE

★ **VERO MODA,
JACK & JONES,
ONLY** ★

received by:
Vineet Gautam, Country Head, Bestseller
Fashion India

presented by:
Debashish Mukherjee, Partner, A.T
Kearney



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
FASHION ACCESSORIES

★ **WORLD OF
TITAN** ★

received by:
C K Venkatraman, CEO, Jewellery,
Tanishq

presented by:
Debashish Mukherjee, Partner, A.T
Kearney



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
FOOTWEAR

★ **BATA** ★

received by:
Nitesh Kumar, MD Retail, Bata India

presented by:
Adil Zainulbhai, Chairman, Quality
Council Of India, Former Chairman,
Mckinsey, India

**VERO MODA®
JACK & JONES®
ONLY**

VERO MODA, JACK & JONES, ONLY currently have 481 stores. Retail outlets grew by 30 per cent over the previous year. Retail space grew by 25 per cent over the previous year and there was over 50 per cent growth in Sales turnover over the previous year!



WORLD OF TITAN currently has 438 stores located in 191 cities. In 2014-15, retail outlets grew by 21 per cent over the previous year and retail space grew by 10 per cent over the previous year. The chain also registered 9 per cent growth in Sales turnover over the previous year.

Bata

BATA currently has over 1550 stores located in 190 Indian cities. The chain's retail outlets grew by 9 per cent over the previous year in 2014-15, and retail space grew by 9 per cent over the previous year. There was 5 per cent growth in Sales turnover over the previous year, while sales per square foot grew by 15 per cent over the previous year.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
JEWELLERY

★ **TANISHQ** ★

received by:
C K Venkatraman, CEO, Jewellery,
Tanishq

presented by:
Adil Zainulbhai, Chairman, Quality
Council Of India, Former Chairman,
Mckinsey, India



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
FOOD & GROCERY

★ **GODREJ
NATURE'S BASKET** ★

received by:
Mohit Khattar, MD, Godrej Nature's Basket

presented by:
Abheek Singhi - Senior Partner & Director BCG
and Nikhil Chaturvedi, Director, Prozone Intu &
MD, Provogue



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
FOODSERVICE

★ **DOMINO'S** ★

received by:
Rakesh Alija, DGM, Operations |
Saurabh Gautam, DGM-BD | Sumit
Ghildiyal AVP-BD | Ranjit Thakur, GM
-BD (Dominos)

presented by:
Nikhil Chaturvedi, Director, Prozone
Intu & MD, Provogue



TANISHQ currently has 174 stores located in 98 cities. In 2014-15, retail outlets grew by 7 per cent over the previous year and retail space grew by 17 per cent. There was 6 per cent growth in Sales turnover over the previous year.



Godrej Nature's Basket currently has 33 premium stores strategically located at high street locations, along with a growing presence in online and phone ordering channels. In 2014-15, the chain posted over 10 per cent of growth in Retail space over the previous year.



QSR giant DOMINO'S currently has 876 stores located in 196 cities. In 2014-15, the chain's retail space grew by 35 per cent over the previous year, with over 20 per cent growth in Sales turnover over the previous year.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
CONSUMER ELECTRONICS

★ **DELL** ★

received by:
Premjeet Shetty - Regional Marketing
Manager - South and West | Sukhpreet
Sahni - Regional Area Manager - West
(Dell)

presented by:
Anurag Mathur - Retail & Consumer
Practice Leader - PwC and Ajay
Rakheja, Co Founder & CEO,
Creindia.com



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
BEAUTY & WELLNESS SERVICES

★ **NATURALS** ★

received by:
CK Kumaravel, CEO and Co-Founder,
Naturals Salon and Spa

presented by:
Anurag Mathur - Retail & Consumer Practice
Leader - PwC and Ajay Rakheja, Co Founder
& Ceo, Creindia.com



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
HOME & OFFICE IMPROVEMENT

★ **HOME CENTRE** ★

received by:
Venkataramana B, President- Group HR
Landmark Group India.

presented by:
Avneet Soni, President, Omaxe



The power to do more

DELL currently has 317 stores located
in 224 Indian cities. Last fiscal, Dell's
retail space grew by over 100 per
cent over the previous year, and
there was an impressive 40 per cent
growth in same store sales growth
in 2014-15.



Always in the fast lane, Naturals
currently has 425 salons located in
98 cities. Last fiscal, retail space grew
by 12 per cent over the previous
year, along with outstanding growth
in Sales turnover over the previous
year for the chain.



HOME CENTRE has 18 stores
located in 11 cities. Last fiscal, retail
space grew by 19 per cent over the
previous year, while there was 31 per
cent growth in Sales turnover over
the previous year. Sales per square
foot grew by 7 per cent over the
previous year.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR

ENTERTAINMENT
Powered By Imax

★ **CINEPOLIS** ★

received by:
Devang Sampat, Head - Strategic Initiative, Cinépolis

presented by:
Avneet Soni, President, Omaxe



CINÉPOLIS currently has 36 multiplexes with 181 screens, located in 25 cities. In 2014-15, retail space grew by 78 per cent over the previous year, with over 55 per cent growth in Sales turnover over the previous year.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
INNOVATIVE CONCEPT

★ **KABHI B** ★

received by:
Amit H.Bajoria, Manager Corp. Affairs, KANHAI FOODS Pvt Ltd

presented by:
Alan Thompson, Director, Irisys (UK)



B, the Mobile Kitchen, consists of the innovative use of the HUB 'N' SPOKE model within a geographical area to enable standardization of product, generally missed in the Bakery industry. The concept has Refrigerated mobile kitchens where part prepared products from the factory are finished, especially cakes, etc



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
INNOVATIVE CONCEPT

★ **RAYMOND RTW** ★

received by:
Sumeet Soni- Brand Director | Sanjeev Rao- Director BD | Sudhir Soundalgekar - Director and Head Projects- Lifestyle Business | Jumana Seth- Head VM | Purva Gad- Head Merchandiser (Raymond).

presented by:
Alan Thompson, Director, Irisys (UK)



MENS FORMAL EXCLUSIVE BOUTIQUE created an unforgettable setting for 'The Raymond - Ready To Wear ' story by leveraging Raymond's strengths - Heritage , Craft and Style. 'The Style Bar' - An insightful journey defined by a new level of service, heightened by expert styling and attentive technology.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
CUSTOMER RELATIONS

★ **TOMMY HILFIGER** ★

received by:
Siddharth Kapoor: Head -BD, Tommy Hilfiger

presented by:
Alan Thompson, Director, Irisys (UK)

IMAGES MOST ADMIRED
RETAILER OF THE YEAR
CUSTOMER RELATIONS

★ **WESTSIDE** ★

received by:
C K Venkatraman, CEO, Jewellery, Tanishq on behalf of Westside

presented by:
Alan Thompson, Director, Irisys (UK)

IMAGES MOST ADMIRED
RETAILER OF THE YEAR
STORE DESIGN

★ **VAN HEUSEN** ★

received by:
Received by a representative on behalf of Team Van Heusen

presented by:
Puneet Verma - AVP-Marketing Inorbit Mall



TOMMY HILFIGER had over 25 per cent growth in loyalty customers In FY 2014-15 compared to previous year. Loyalty club members contribute 26 per cent of total sales. There was 30 per cent increase in Average transaction value of loyalty club members in compared to previous year.



At WESTSIDE, in FY 2014-15, there were 20 lakh loyalty club members compared to 15 lakh in FY 13-14. Loyalty club members contribute 70 per cent of total sales. The DMs sent to this TG resulted in 7 per cent higher conversions during sale period.



VAN HEUSEN's innovative retail design is based on modern, contemporary and timeless essence. The store creates a new take on Van Heusen aesthetics. One of the distinct features is conscious move away from the predominant black and white pallet that the stores have been using.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
MARKETING & PROMOTIONS

★ **DUNKIN'
DONUTS** ★

received by:
Chirag Parekh-Manager, Business
Development | Nikhil Tiku- Manager,
Business Development | Dev Amritesh-
President & COO
(Dunkin Donuts)

presented by:
Puneet Verma - AVP- Marketing
Inorbit Mall



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
MARKETING & PROMOTIONS

★ **PUMA** ★

received by:
Abhishek Ganguly - MD | Debosmita Majumder -
Senior Manager, Marketing
(Puma India)

presented by:
Puneet Verma - AVP-Marketing Inorbit Mall



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
STORE VM

★ **ADIDAS** ★

received by:
Dhruv Bogra, Senior Director - Retail -
Adidas Group

presented by:
Bijou Kurien, Executive Chairman India
L-Capital Asia



DUNKIN DONUTS India identified a new opportunity which it called 'Adult QSR' which is the sweet spot between Café and QSR aiming to plug the vacuum in the market of a QSR offering that is not infantile and suitable for all urban population. All products were constructed on a consumer led concept based on the core insight of the brand idea GET YOUR MOJO BACK!



At PUMA, June 2014 marked the launch of its association with one of English Football's most successful clubs - Arsenal FC. The campaign titled "Tunnel of Time" was a walkway curated by Arsenal legend, Freddie Ljungberg, which led fans into Arsenal's history and also gave a preview of the new Arsenal range. The campaign was able to generate a massive buzz on digital and became one of top selling SKUs in ecommerce as well.



ADIDAS Core Store concept is designed to allow the product to be the hero within any store. This is achieved by a fully flexible generic perimeter wall and floor fixture and fitting system. In order to guarantee ideal product presentation, each brand has its dedicated set of dress-up tools that can fit to the fixture system anywhere in store.



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
EMPLOYEE PRACTICE

★ **MARKS & SPENCER** ★

received by:
Venu Nair , MD, Marks & Spencer

presented by:
Bijou Kurien, Executive Chairman India
L-Capital Asia



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
DEPARTMENT STORE

★ **SHOPPERS STOP** ★

received by:
Manohar Kamath, Chief of Retail Operations
Officer | Devadas Nair, Head of Supply Chain
& Mission Control
(Shoppers Stop)

presented by:
Amitabh Taneja, CMD, IMAGES Group and
Krish Iyer, President & CEO, Walmart India &
Chairman, IRF 2015



IMAGES MOST ADMIRED
RETAILER OF THE YEAR
HYPERMARKET

★ **MORE MEGASTORE** ★

received by:
Sumit Chandna - Chief Merchandise
Officer (Food and Grocery) | Girdhar
Chitlangia - Chief Commercial Officer
(Aditya Birla Retail Ltd)

presented by:
Amitabh Taneja, CMD, IMAGES Group
and Krish Iyer, President & CEO,
Walmart India & Chairman, IRF 2015

MARKS & SPENCER
LONDON

MARKS & SPENCER India, in 2014-15, achieved 4 Times higher retention rate as compared to industry standards. The chain introduced an 'Idea of the Quarter', which encouraged employees to live ethos of innovation, M&S also introduced an INTERNAL JOB POSTINGS mechanism to provide employees a chance to explore their dreams.

SHOPPERS STOP

Pioneering department store chain Shoppers Stop currently has 72 stores located in 34 cities. Retail outlets grew by 22 per cent over the previous year, while there was 5 per cent growth in retail space over the previous year. Retail turnover grew by 12 per cent over the previous year, and same stores sales grew by 7 per cent over the previous year.



MORE MEGASTORE currently has 16 stores located in 8 cities. In 2014-14, retail outlets grew by 36 per cent over the previous year, while there was 13 per cent growth in retail space over the previous year. Retail turnover grew by 15 per cent over the previous year, and same stores sales grew by 14 per cent over the previous year in 2014-15.