



IMAGES RETAIL AWARDS 2011

GALLERY OF TITANS

The Images Retail Awards (IRA) 2011 were announced on the last day of the India Retail Forum 2011 held in Mumbai. These recognized India's top retailers for their outstanding performance across multiple categories in FY 2010-11.

This year, the IRA entry process had a key eligibility criteria: only retailers with stores in at least three regions of India were considered eligible to contest for the titles. This applied to all categories except "Luxury."

A minimum of four valid entries with complete data were a requisite for an award to be given in any category. Retailers were asked to provide data relating to business performance and retail expansion. In addition, an industry jury comprising eminent professionals from the retail real estate and retail consulting businesses were asked to rank their top three finalists in each category.

In the overall scores, the retailers' data was given 70 percent weightage, while the jury's scores were given 30 percent weightage. Within the retailers' data, business performance had a 60 percent weightage while retail expansion had 40 percent weight.

Since the Images Awards team did not receive the minimum required number of four valid entries with complete data in some categories, no awards were given in these, including in Food & Grocery, Hypermarket and Health & Beauty Services.

The jury for IRA 2011 consisted of Kishore Bhatija, CEO, Inorbit Malls; S Raghunandan, CEO – Retail, Prestige Group; SK Sayal, CEO, Alpha G Corp; Pranay Sinha, Managing Director, Star Centres; Amit Bagaria, Chairman, ASIPAC; Devangshu Dutta, Chief Executive, Third Eyesight; Harminder Sahni, Managing Director, Wazir Advisors; Jonathan Yach, CEO, Propocare Mall management, and; Amitabh Taneja, Chief Convenor, India Retail Forum.



MOST ADMIRED RETAILER OF THE YEAR: FASHION – JACK & JONES, ONLY

- Retail outlets grew by more than 300% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 200% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 21 cities, compared to 4 cities in previous FY (2009-10)
- As of March 2011, it had 56 stores with a total retail space of 85,611 sq.ft.

NOMINEES:

- BATA • MARKS & SPENCER • METRO • PUMA
- TOMMY HILFIGER • JACK & JONES, ONLY



Received by: Vineet Gautam, Country Head, Bestseller
Presented by: Jaideep Wahi, Director, Agency Retail, C&W India



MOST ADMIRED RETAILER OF THE YEAR: FASHION ACCESSORIES – ACCESSORIZE

- Retail outlets grew by more than 250% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by more than 200% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 13 cities, compared to 8 cities in previous FY (2009-10)
- As of March 2011, it had 35 stores with a total retail space of 15,000 sq.ft.

NOMINEES:

- DA MILANO • GILI • ACCESSORIZE • ORRA
- TANISHQ • TITAN



Received by: Vikas Purohit, COO, Planet Retail
Presented by: Vijay Aima, VP, Operations, Ambience Mall





MOST ADMIRED RETAILER OF THE YEAR: FOODSERVICE – DOMINO'S



Received by: Ajay Kaul, CEO, Jubilant Foodworks Ltd
Presented by: Pranay Sinha, MD, Star Centres

- Retail outlets grew by 24% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 26% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 90 cities, compared to 69 cities in previous FY (2009-10)
- Retail turnover grew by 60% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it had 378 stores with a total retail space of 4,46,000 sq.ft.

NOMINEES:

- CAFÉ COFFEE DAY • KFC • NATURAL ICE CREAM
- DOMINO'S • PIZZA HUT

MOST ADMIRED RETAILER OF THE YEAR: CONSUMER ELECTRONICS – CROMA

- Retail outlets grew by 44% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 21% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by industry jury with the highest score by far
- As of March 2011, it had 62 stores with a total retail space of 5,74,088 sq.ft. in 15 cities

NOMINEE:

- INTEX SQUARE • CROMA • NEXT RETAIL
- RELIANCE DIGITAL



Received by: Ajit Joshi, CEO, Infiniti Retail
Presented by: Harish Babla, MD, Franchise Mind

MOST ADMIRED RETAILER OF THE YEAR: LEISURE – LANDMARK

- Retail outlets grew by 21% in FY 2010-11 over the previous FY (2009-10)
- Retail turnover grew by 40% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by the industry jury with by far the highest score
- As of March 2011, it had 17 stores in 12 cities

NOMINEES:

- ARCHIES • CROSSWORD • LANDMARK
- FERNS N PETALS • PLANET M



Received by: Peter Newbould, Deputy COO, Landmark
Presented by: Clive Woodger, Chairman, SCG London and Ross Haxton, MD, SCG London

MOST ADMIRED RETAILER OF THE YEAR: MOBILE & TELECOM – UNIVERCELL

- Retail outlets grew by 46% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 11% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 152 cities
- Retail turnover grew by 21% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it had 384 stores with a total retail space of 1,92,293 sq.ft.

NOMINEES:

- HOTSPOT • UNIVERCELL • ISTORE
- THE MOBILESTORE • UNINOR



Received by: R Gopalakrishnan, COO, and Sunil Ramachandran, CFO, Univercell
Presented by: Ramesh Jayaraman, MD, ADT India, and JP Biswas, VP, Sheth Developers



MOST ADMIRED RETAILER OF THE YEAR: ENTERTAINMENT – PVR



- Retail outlets grew by 10% and number of screens grew by an impressive 15% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 13% in FY 2010-11 over the previous FY (2009-10)
- Retail turnover grew by 30% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by industry jury with by far the highest score
- As of March 2011, it had 33 stores with a total retail space of 13,15,915 sq.ft. in 18 cities

NOMINEES:

- BIG CINEMAS • INOX • PVR • SCARY HOUSE



Received by: Vijay Kapoor, VP, PVR
Presented by: Jayant K Rastogi, Country Manager, Motorola Solutions India

MOST ADMIRED RETAILER OF THE YEAR: HEALTH & WELLNESS PRODUCTS – NEW U

- Retail outlets grew by more than 150% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by more than 100% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it had 34 stores with a total retail space of 20,819 sq.ft. in 14 cities

NOMINEES:

- APOLLO PHARMACY • GUARDIAN PHARMACY
- THE BODY SHOP • VIVA CHEMIST • NEW U



Received by: Dinesh Jhamb, Regional Head, Dabur
Presented by: Mukesh Kumar, VP, Infiniti Mall

MOST ADMIRED RETAILER OF THE YEAR: HOME PRODUCTS – HOME TOWN

- Retail outlets grew by 20% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 24% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it had 12 stores with a total retail space of 7,86,930 sq.ft. in 9 cities

NOMINEES:

- AT HOME • FCML • HOME CENTRE • PRESTIGE SMART KITCHEN • STYLE SPA • HOME TOWN



Received by: Sunil Biyani, Director, Future Group
Presented by: Ajoy Krishnamurti, CEO, Ishanya



MOST ADMIRED RETAILER OF THE YEAR: LUXURY – TANISHQ

- Retail space grew by 10% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by industry jury with by far the highest score
- As of March 2011, it was present in 75 cities through 123 retail outlets spread all across India with a total retail space of 2,82,583 sq.ft.

NOMINEES:

- CORNELIANI • KIMAYA • ORRA • VERSACE
- TANISHQ



Received by: Jaikishen Mehta, Manager - Marketing, Titan Industries
Presented by: Munish Baldev, Head - Retail, Unitech Group





MOST ADMIRED RETAILER OF THE YEAR: DISCOUNT RETAIL – MEGAMART



Received by: Joel Almeida, Head - Marketing, Arvind Brands
Presented by: Jeetendra Joshi, VP - Marketing, Martjack

- As of March 2011, it had 220 retail outlets with upward growth of 54% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 38% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 90 cities compared to 63 cities in the previous FY (2009-10)
- Retail turnover grew by 36% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by industry jury with by far the highest score

NOMINEES:

- BRAND FACTORY • MEGAMART • INTEX SQUARE • V MART

MOST ADMIRED RETAILER OF THE YEAR: NON-STORE RETAIL – HOMESHOP 18

- Phenomenal growth in SKUs over the previous FY (2009-10)
- Average order value grew by 13% in FY 2010-11 over the previous FY (2009-10)
- Retail turnover grew by 30% in FY 2010-11 over the previous FY (2009-10)
- Serving in 3,000 cities across India
- The most favored retailer by industry jury, with by far the highest score

NOMINEES:

- FASHIONANDYOU.COM • GAME4U.COM
- HOMESHOP 18 • MYDALA.COM • YEBHI.COM



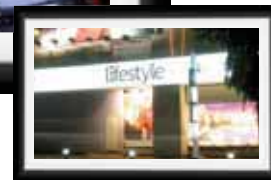
Received by: Sundeep Malhotra, CEO, Homeshop18
Presented by: Bob Urichuck, Motivational Business Speaker

MOST ADMIRED RETAILER OF THE YEAR: DEPARTMENT STORE – LIFESTYLE

- As of March 2011, it had 26 stores with upward growth of 53% in FY 2010-11 over the previous FY (2009-10)
- Retail space grew by 54% in FY 2010-11 over the previous FY (2009-10)
- As of March 2011, it was present in 17 cities compared to 10 cities in the previous FY (2009-10)
- Retail turnover grew by 52% in FY 2010-11 over the previous FY (2009-10)
- The most favored retailer by industry jury, with by far the highest score

NOMINEES:

- CENTRAL • MAYA LIFESTYLE • LIFESTYLE
- RELIANCE TRENDS • SHOPPERS STOP



Received by: N Satyanarayanan, Senior Vice President - Operations, Lifestyle International, and Nimish Shah, COO-West, Lifestyle International

Presented by: Arif Sheikh, ED & CEO, EWDL

MOST ADMIRED RETAIL LAUNCH OF THE YEAR – HAMLEYS

- Hamleys was launched on the 10th of April 2011 in Mumbai at High Street Phoenix
- Luxuriously spread across 21,000 sq.ft., the Hamleys store in Mumbai offers a wide range of branded toys and traditional toys
- As of March 2011, it had two stores with a total retail space of 23,000 sq.ft.

NOMINEES:

- FOREVER 21 • MYNTRA.COM • TOMMY HILFINGER KIDS • VERO MODA • HAMLEYS



Received by: Sudhir Pai, SVP & Head, Hamleys India

Presented by: Kishore Bhatija, CEO, Inorbit Malls and BS Nagesh, Vice Chairman, Shoppers Stop

MOST ADMIRED RETAILER OF THE YEAR: INNOVATIVE RETAIL CONCEPT – CINEPOLIS VIP



- Cinépolis pioneered the concept of luxury cinema under the brand name Cinépolis VIP
- The VIP format encompasses higher specifications in all aspects of the cinema-viewing experience including plush seating, upscale lobby designs and a wide range of gourmet food offerings
- The most favored retailer by industry jury, with the highest score by far

NOMINEES:

- BATA HOME DELIVERY SERVICES BY BATA
- CINEPOLIS VIP • CHOKOLA • CLUB HP BY HPCL
- FOODHALL BY FOOD BAZAAR
- RELIANCE AUTOZONE

Received by: Deepak Marda, Joint MD, Cinépolis India
Presented by: Amitabh Taneja, CMD, Images Group

MOST ADMIRED RETAIL PROFESSIONAL 2011 – BHASKAR BHAT

Bhaskar Bhat, Managing Director, Titan Industries

Bhaskar Bhat has been associated with the Tata Watch Project since 1983, which later became Titan Watches Limited and is now known as Titan Industries Limited. At Titan, he has handled departments such as Sales and Marketing, HR and International Business. He has received the Distinguished Alumnus Award from IIT, Madras, in 2008 and was also conferred the Qimpro Gold Standard Award for Business in February 2010. He is a B.Tech from IIT Madras and a PG diploma holder in management from IIM Ahmedabad.



Received by: Jaikishen Mehta, Manager - Marketing,
Titan Industries
Presented by: Amitabh Taneja, CMD, Images Group
 and Bijou Kurien, Chairman, IRF

The winners said ...

“This is the second consecutive time that we are receiving the award. At PVR, it is our constant endeavor to bring the most entertaining initiatives. We strive to provide our customers with best cinema experience and such appreciation of our work encourages us to offer more innovative initiatives to engage our customers. I express my gratitude to Images Retail for appreciating our work and efforts.”

– **Vijay Kapoor**, Vice President, PVR Ltd

“The Megamart mantra lies in upholding its level of ‘quality’ which is synonymous with the Arvind Group, be it product offering or customer service. To receive this acknowledgement by the industry is indeed a proud moment for the entire team at Megamart.”

– **Joel Almeida**, Head - Marketing, Arvind Brands

“The award recognises the efforts of our Home Town team in our offices and 38 stores across 20 cities in India. We aim to continue these efforts and to sustain Home Town as the primary location for the full home shopping experience.”

– **Sunil Biyani**, Director, Future Group

“Winning at IRA 2011 is a perfect conclusion to a year that has been full of milestones and achievements. I would like to dedicate this award to our employees who have made all the difference and have raised the bar continuously by facilitating delightful shopping experience for the customers.”

– **Kabir Lumba**, Managing Director, Lifestyle International

“The award is a true recognition of an innovative retail concept that Hamleys is all about. The Hamleys team in India indeed considers it to be a proud moment receiving this honour and owes the success wholeheartedly to the entire Reliance Retail team which supports this ambitious retail venture.”

– **Sudhir Pai**, Senior Vice President & Head, Hamleys

