

IMAGES RETAIL AWARDS 2013



The 10th annual Images Retail Awards (IRA) - held in Mumbai on 26th September, the last day of India Retail Forum 2013 at Renaissance Hotel, Mumbai - celebrated some of India's most outstanding achievements in retail. Twenty-five very stylish trophies were awarded to India's most successful retailers who fuelled growth and innovation across multiple categories in fiscal 2012-2013.

The ceremony to honour the achievements of India's leading retailers witnessed some high-voltage performances by Raageshwari Loomba, Indian pop singer and actor; and stand-up comedian Saurabh Pant. The hosts for the evening were Rajiv Makhni, Tunvey and Raageshwari Loomba.

IRA has always recognised and felicitated Indian retailers, and this year, around 176 nominations were received for 25 categories. These nominations were analysed under three key areas of performance:

- Retail expansion measured through growth numbers and percentage increase in number of outlets and retail space
- Business performance measured through growth numbers and percentage increase in retail revenue and average sales per square feet
- The same store sale growth percentage in 2012-2013 fiscal

Based on the analysis of this specific quantitative information, each nomination was assigned a rank within the respective award category and a shortlist was created. Each award category, thus, resulted in a minimum of three and maximum of seven short-listed top nominees as finalists. This list was shared with the jury through a special docket containing quantitative as well as qualitative information on different areas of retail business including:

- Effective technology application
- Supplier relations
- Employee relations
- Marketing and promotions
- Landmark achievement

The jury assigned the ranks based on overall assessment of performance and consideration of the quantitative rankings. The combined score of quantitative and qualitative analyses and jury ranking decided the winner for each category.

The jury of IRA 2013 consisted of heads of some of the top global consulting and research organisations. They were:

- Abhishek Malhotra, Partner, Booz & Company
- Abheek Singhi, Director and Partner, Boston Consulting Group
- Ankur Shiv Bhandari, Managing Director - Indian Sub Continent, Kantar Retail
- Arjun Sharma, Managing Director, Select Infrastructure
- Arvind Singhal, Chairman and MD, Technopak
- Gaurav Gupta, Director, Deloitte Touche Tohmatsu India
- Sam Balsara, Chairman and Managing Director, Madison World



**IMAGES Most Admired Retailer of the Year:
Fashion & Lifestyle (Area with <5,000 sq.ft.)**

TOMMY HILFINGER

RECEIVED BY: Rishab Mehrotra,
Mandar Karnik, Siddharth Kapoor (Tommy Hilfiger), and
Darpan Kapoor (Franchisee of Tommy Hilfiger)

PRESENTED BY: Anirban Dutta (Loyalty One)

NOMINEES:

- Jack & Jones, Vero Moda, Only
- French Connection • Metro Shoes • Reliance Footprint



**IMAGES Most Admired Retailer of the Year:
Large Format Fashion & Lifestyle
(Area with >5,000 sq.ft.)**



RECEIVED BY: Rajiv Kalwani (Reliance Trends)

PRESENTED BY: Stephen Roberts (Bentel Associates Intl)

NOMINEES:

- Central • Jade Blue • Kalamandir
- Marks & Spencer • Max Fashions



**IMAGES Most Admired Retailer of the Year:
Fashion & Lifestyle Accessories**



RECEIVED BY: Sahil Malik (Da Milano)

PRESENTED BY: Jayne Rafter (Retail and Leisure International)

NOMINEES:

- Asmi • Hidesign • The Jute Shop • Tommy Hilfiger





**IMAGES Most Admired Retailer of the Year:
Food & Grocery**



RECEIVED BY: Mohit Khattar and Team
(Godrej Nature's Basket)

PRESENTED BY: Vishal Mirchandani (Brigade Group)

NOMINEES:

- Food Bazaar • In & Out • More Supermarkets
- Nilgiri's • Ratnadeep

**IMAGES Most Admired Retailer of the Year:
Food Service**



RECEIVED BY: Ajay Kaul and Team (Jubilant FoodWorks)

PRESENTED BY: Pankaj Renjhen (JLL)

NOMINEES:

- Haldiram's • KFC • Mad Over Donuts • Mainland China
- Motimahal Tandoori Trail



**IMAGES Most Admired Retailer of the Year:
Leisure**



RECEIVED BY: Nimesh Soni and Vikas Soni
(Franchisee, Presto Store)

PRESENTED BY: Kiran Kothekar (Vector Consulting)

NOMINEES:

- Crossword • Landmark • Planet M

**IMAGES Most Admired Retailer of the Year:
Consumer Electronics**



RECEIVED BY: Ajit Joshi (Infiniti Retail)
PRESENTED BY: S. Raghunandan (Prestige Group)

NOMINEES:
• Ezone • Reliance Digital



**IMAGES Most Admired Retailer of the Year:
Entertainment**



RECEIVED BY: Vijay Kapoor and Natraj G (PVR)
PRESENTED BY: Preetam Daniel (IMAX)

NOMINEES:
• Big Cinemas • Cinapolis • Hang Out



**IMAGES Most Admired Retailer of the Year:
Mobile & Telecom**



RECEIVED BY: Naveen R (Univercell)
PRESENTED BY: T P Pratap (QwikSilver)

NOMINEES:
• Planet M • The Mobile Store • Vodafone





**IMAGES Most Admired Retailer of the Year:
Beauty & Fitness**



RECEIVED BY: Iti Dubey and Abhiroop Chatterjee (VLCC Personal Care)

PRESENTED BY: Prodipta Sen (Alpha G:Corp)

NOMINEES:

• Gold's Gym • Green Trends • Lakme Salon

**IMAGES Most Admired Retailer of the Year:
Health & Wellness**



RECEIVED BY: Atul Ahuja (Apollo Pharmacy)

PRESENTED BY: J P Biswas (L&T Realty)

NOMINEES:

• Omved • The Nature's Co • VLCC Beauty Zone



**IMAGES Most Admired Retailer of the Year:
Home & Office Improvement**



RECEIVED BY: C K Nair and Vikram Chitnis (Home Stop)

PRESENTED BY: Amitabh Taneja (IMAGES Group)

NOMINEES:

• Home Centre • Mobel





IMAGES Most Admired Retailer of the Year: Department Store

SHOPPERS STOP

START SOMETHING NEW

RECEIVED BY: Vinay Bhatia (Shoppers Stop)
PRESENTED BY: Amitabh Taneja (IMAGES Group)

NOMINEES:

• Lifestyle • Reliance Trends



IMAGES Most Admired Retailer of the Year: Premium

TOMMY HILFIFER

RECEIVED BY: Siddharth Kapoor, Rishab Mehrotra and
Mandar Karnik (Tommy Hilfiger)
PRESENTED BY: Shubhranshu Pani (JLL)

NOMINEES:

• Da Milano • French Connection • Hidesign • Mango



IMAGES Most Admired Non-Store Retailer of the Year

MYNTRA.com
India's Largest Online Fashion Store

RECEIVED BY: Deepak Patil (Myntra.com)
PRESENTED BY: Shubhranshu Pani (JLL)

NOMINEES:

• Game4u • Home Shop 18 • Yebhi.com





IMAGES Most Admired Rural Retailer of the Year



RECEIVED BY: Ashish Bhutda (Future Group)
PRESENTED BY: Rajnish Mahajan (Inorbit Malls)

NOMINEES:

- Mana>Nama Gromor Store • Vodafone Mini Stores



IMAGES Most Admired Retailer of the Year: Hypermarket



RECEIVED BY: Lakshman Nagar, Lalit Jain, Nihar Ranjan Ghosh, Kuldeep Goyal, and Kingshuk Banerjee (Spencer's)
PRESENTED BY: Rajnish Mahajan (Inorbit Malls)

NOMINEES:

- Auchan • Big Bazaar • HyperCity

IMAGES Most Admired Retailer of the Year: Airport Retailing



RECEIVED BY: Manishi Sanwal and Team (DFS)
PRESENTED BY: Najeeb Kunil (PPG)

NOMINEES:

- Aer Rianta International/DIAL • Da Milano • Ethos • William Penn





**IMAGES Most Admired Retailer of the Year:
Eyewear**

GKB Opticals

RECEIVED BY: S Pani and M Rahman (GKB Opticals)

PRESENTED BY: Najeeb Kunil (PPZ)

NOMINEES:

• Himalaya Opticals • Vision Express



**IMAGES Most Admired Retailer of the year:
Customer Relations**



RECEIVED BY: Mohit Khattar and Team (Godrej Nature's Basket)

PRESENTED BY: Rodrigo Blanco (ProMexico)

NOMINEES:

• Cinepolis • Colorplus • HyperCity • Spencer's



**IMAGES Most Admired Retailer of the Year:
Effective Supply Chain & Logistics**

more.

RECEIVED BY: Vishak Kumar (More Supermarkets)

PRESENTED BY: Rodrigo Blanco (ProMexico)

NOMINEES:

• Spencer's • The Mobile Store





IMAGES Most Admired Retailer of the Year: Effective Technology Usage

SHOPPERS STOP

START SOMETHING NEW

RECEIVED BY: Ranjit Satyanath (Shoppers Stop)

PRESENTED BY: B S Nagesh (TRRAIN)

NOMINEES:

- Liberty • More Supermarkets • The Mobile Store



IMAGES Most Admired Retailer of the Year: Store Design & VM

Calvin Klein Jeans

RECEIVED BY: Manish Kapoor

PRESENTED BY: B S Nagesh (TRRAIN)

NOMINEES:

- Colorplus • French Connection • Hang Out • The Body Shop

IMAGES Most Admired Innovative Retail Concept of the Year



RECEIVED BY: Subroto Mukherjee (Burgs)

PRESENTED BY: Amit Bagaria (ASIPAC)

NOMINEES:

- Hang Out • Montenapo • The Beach Company





IMAGES Most Admired Retail Launch of the Year



RECEIVED BY: Amol Akolkar and Team (Starbucks)

PRESENTED BY: Munish Baldev (Unitech)

NOMINEES:

- Neeru's Emporio • Dunkin Donuts
- LuLu Hypermarket • Sparky's



KORUM RETAIL AWARDS

Korum Mall at Thane has recently celebrated its fourth anniversary and every year it honours its retail partners through Korum Retail Awards for excellence in the categories of store design, visual merchandise and most admired store. Few of the leading brands have done the country's highest sales numbers at Korum Mall. This year the Korum Retail Awardees were felicitated at the Images Retail Awards platform.



The awards were presented by Sanjay Daga and Deva Jyotula of Korum Mall

- Korum Retail Award for Best Store Design (Anchor): **Inox**
- Korum Retail Award for Best Visual Merchandising (Anchor): **Reliance Trends**
- Korum Retail Award for Most Admired Store (Anchor): **Westside**
- Korum Best Store Design Vanilla: **Park Avenue**
- Korum Best Store Design in F&B: **Starbucks**
- Korum Best Visual Merchandising in Vanilla Stores: **Shahenaz**
- Korum Best Visual Merchandising in F&B: **MOD**
- Korum The Most Admired Kiosk: **Crafts India**
- Korum The Most Admired Store Vanilla: **Vero Moda**
- Korum The Most Admired Store F&B: **Urban Tadka**

