

# UK INDIA RETAIL FORUM

## An Overview

Retail in India has emerged as one of the most dynamic and fast paced industries, accounting for over 10% of the country's GDP and 8% of total employment. With a rapidly growing economy, changing life styles, and favourable demographic patterns, Indian retail is expected to grow by 9.5% annually. But challenges exist, including the lack of a strong supply chain, regulatory restrictions a lack of adequate infrastructure facilities, and a shortage of trained manpower and retail management skills.

Despite FDI restrictions, opportunities exist for UK businesses through the single brand, wholesale and franchise routes, as well as by providing technology and know-how in food manufacturing and quality standards.

Given the immense potential of this sector, the UK India Business Council has established the UK India Retail Forum to:

- Raise awareness of the India opportunity amongst UK retail companies
- Promote the UK's expertise and skills in the field of logistics and supply chain management
- Encourage collaborations and trade partnerships between UK and Indian businesses in the retail sector

## Forthcoming Activity of the UK India Retail Forum

The UK India Retail Forum is off to a great start with a strong line up of events and activities such as awareness raising seminars, export-focused meet the buyer events, knowledge workshops, and delegations. Other projects in the pipeline include a study of the food supply chain in India to identify where and why the waste occurs and development of capacity building training programmes to address the lack of practical skills in India in areas such as warehousing and inventory/stock control.

For more information on the UK India Retail Forum please contact Tara Panjwani, [tara.panjwani@ukibc.com](mailto:tara.panjwani@ukibc.com)

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## Success Stories

In October 2009, Mothercare decided to open exclusive retail stores in the country under its joint venture with DLF's retail management firm DLF Brands. Given the subsequent success of their India operation, the 50 year old UK retailer now plan to open 100 stand-alone stores (under the joint venture route) over the next five years which may involve an investment of around £28 million. At present there are two stand-alone stores, while 25 shop-in-shop stores within Shoppers Stop outlets.

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