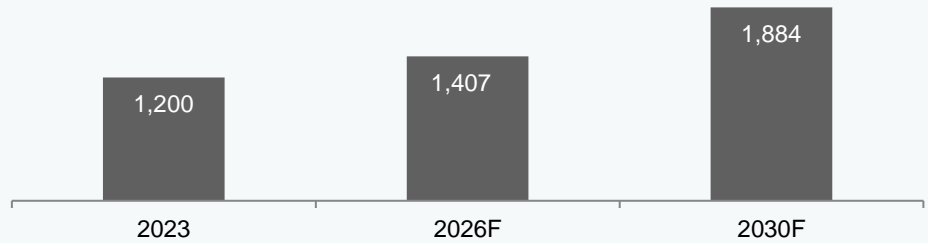


RETAIL



MARKET SIZE

Retail market in India (US\$ billion)

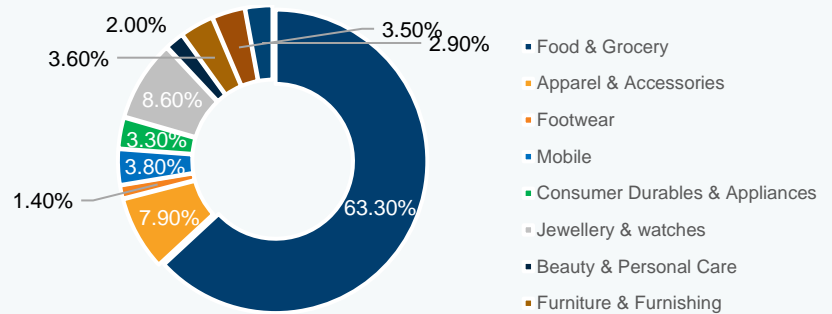


Note: F – Forecast



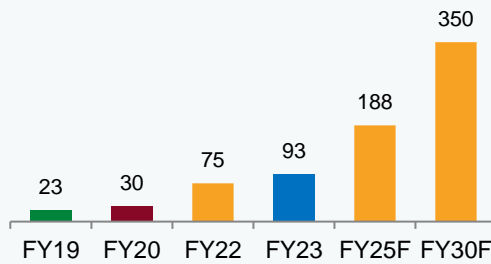
SECTOR COMPOSITION

Category-wise Break-up of Total Retail Market in FY22



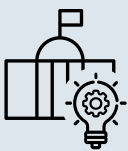
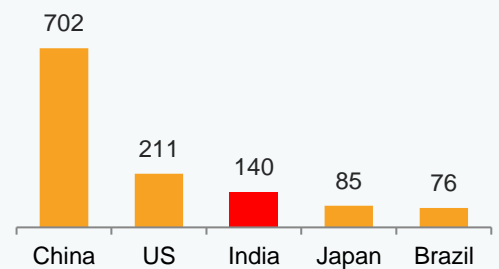
KEY TRENDS

Indian E-commerce Market (US\$ billion)



Note: F – Forecast

E-retail shoppers (million - by country)



GOVERNMENT INITIATIVES



Relax sourcing and investment rules for supermarkets



FDI

100%
Single Brand Retail

51%
Multi Brand Retail



ADVANTAGE INDIA

- Robust demand:** India is one of the most promising and developing marketplaces in the world. There is a great deal of desire among multinational corporations to take advantage of the consumer base in India and to enter the market first. Nearly 60 shopping malls encompassing a total retail space of 23.25 million sq. ft are expected to become operational during 2023-25. India's retail sector boasts an impressive market size, ranking fourth globally and contributing over 10% to the nation's GDP.
- Innovation in Financing:** Collective effort of financial houses and banks with retailers are enabling consumers to go for durable products with easy credit. According to EY, E-commerce companies raised US\$ 2.44 billion in PE/VC funding in 2023 from 85 deals, down from US\$ 5.36 billion across 162 deals in 2022.
- Policy support:** To improve the business climate and make it simpler for foreign companies to register fully owned subsidiaries in India, the Indian government has implemented a number of rules, regulations, and policies.
- Increasing Investments:** India's retail trading sector attracted US\$ 4.63 billion FDIs between April 2000-March 2024. The retail sector in India accounts for over 10% of the country's GDP and around 8% of the workforce (35+ million). It is expected to create 25 million new jobs by 2030. Amazon is increasing its investment in India by US\$ 15 billion over the next seven years, bringing its total investment to US\$ 26 billion.