



THEME

GROWTH IN RETAIL
LOCATIONS & CHANNELS



20th November 2018

ITC Grand Chola, Chennai

www.crs.rainet.in

Chennai Retail Summit - 2018

▶ ABOUT RETAILERS ASSOCIATION OF INDIA

Retailers Association of India (RAI) is the unified voice of retailers in India. A not for profit organization, RAI works with all stakeholders for creating the right environment for the growth of modern retail industry in India. We encourage, develop, facilitate and support retailers to modernize and adopt best practices that will delight customers.

RAI is a strong advocate for retailing in India and works with all levels of government and stakeholders. Our charter is to support employment growth and career opportunities in retail, to promote and sustain retail investments in communities from coast-to-coast, and to enhance consumer choice and industry competitiveness. RAI also provides its members with a full range of services and programs including education and training, benchmarking and best practices, networking, Policy advocacy, and industry information.

Thus, RAI is the lead trade association representing an entire gamut of retailers, from chain store retailers and department stores through to independent emerging retailers, selling a wide selection of products across cities, towns, rural and virtual stores.

▶ ABOUT CHENNAI RETAIL SUMMIT

CRS brings together decision makers from across Indian retail industry, offering an opportunity to meet with experts and solution providers who can help them achieve their goals. As Chennai Retail Summit 2018 delegate, you will get to network and interact with the top retail experts and leaders to take away knowledge and enhance your understanding of the retail industry.

Chennai Retail Summit will aim at providing a platform for retail leaders and executives to engage in lucid and focused dialogue with their industry friends and other service providers and examine their management objectives in a vibrant environment.



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► CENTRAL THEME OF CRS 2018

In today's digital era, where consumers are equally likely to purchase online as they are in a brick-and-mortar store, being present where the consumers are and delivering a seamless channel experience has become the new competitive imperative. In the digital-dominated world, a multi-channel presence is the sole way to grab eyeballs.

At the same time, location still matters— Being present at the right location, coupled with injecting a local flavour in each shop, aids in adding to the footfall.

The choice of right locations and channels has a monumental impact on the company's topline. The consumers are everywhere; you should be too. That is the path to business growth and sustenance. CRS will bring together all the stakeholders of the industry on a unified platform to deliberate on and discuss the impact of locations and channels on growth.

► SOUTHERN REGIONAL COMMITTEE

B.A. Kodandaraman, CMD, Vivek Pvt. Ltd.

B.A. Srinivasa, Joint MD, Vivek Pvt. Ltd.

D. Suresh Jain, MD, Kesar Gift Mart

G Venugopal, MD, Naidu Hall Family Store

GR Radhakrishnan, MD, GRT

Jagdish Sarda, MD, Venfield

Princeson Jose, CMD, Prince Jewellery

Rafiq Sait, MD, Gatsby collection Pvt. Ltd.

Suhail Sattar, MD, Hasbro Clothing

Sunil Sanklecha, Founder, Nuts n Spices

T. S. Ashwin, MD, Odyssey

V P Harris, Chairman, WITCO (India) Pvt Ltd.



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► OBJECTIVES

CRS brings together decision makers from across Indian retail industry, offering an opportunity to meet with experts and solution providers who can help them achieve their goals.

► CRS RECAP

CRS 2013 - SPECIAL ADDRESS



M. V. Subbiah, Managing Trustee,
A.M.M. Foundation & Former Chairman,
Murugappa Group

CRS 2015 - INAUGURATION & CHIEF GUEST



Lamp Lighting:
Nalli Kuppuswami Chetti, Founder,
Nalli Slik Sarees

CRS 2017 - CHIEF GUEST



Dr. A. Velumani,
Managing Director, Thyrocare



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▶ DELEGATE TESTIMONIALS

“CRS add values to participants.”

S Balagopal,
VP Buying , Vivek Pvt. Ltd.

“I could meet many of the industry friends during the Summit. It was a Great Event to connect with people & also to learn a few new things.”

K. E. Venkatachalapathy,
CEO, Arvind Retail Ltd-Megamart

“An excellent platform for networking and happening to meet the top personalities from the top retailers in the country.”

Thyagarahjan J,
Asst Manager, Jubliant food works ltd

“It really was a grand success! All credit to the RAI team for a job well done. Looking forward to many more.”

Taha Nabee,
Head of Sales, Aromatan Cosmetics Pvt. Ltd.

▶ PARTNER TESTIMONIALS

“RAI” without any doubts has delivered to our expectations and we are very happy to have you as one of our vendors. I appreciate the commitment demonstrated and the personal involvement shown throughout the conduct of activities, We would certainly look forward for a long term association with “RAI”.”

Mayank Prasad Dimri,
Team Marketing, Sify Technologies Ltd.

“Thank you so very much for the opportunity to participate at the Chennai Retail Summit. We had some great conversation”

Jasminder Singh Gulati,
Co-Founder, Nowfloats



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▶ PARTNERS OVER THE YEARS



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► PARTNERSHIP OPPORTUNITIES

Meet Network and Interact @ CRS 2018

Different business organisations today work on different solutions to reach out to their customers. Chennai Retail Summit is an ideal platform to showcase your product/solution and interact with key retailers operating in India and abroad. Work with the RAI team to reach out to your potential customers by means of various branding or marketing solutions.

For Partnership, Contact:

Venkatraman D., +91 9884875875, raman@rai.net.in

Neetu Sharma, +91 9910797111, neetu@rai.net.in

For Delegate Registration, Contact:

Avinash Chaudhary, +91 9833382232, avinash@rai.net.in

Daxata Deshpande, +91 9819399938, daxata.d@rai.net.in



We value your partnership

Thank You

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