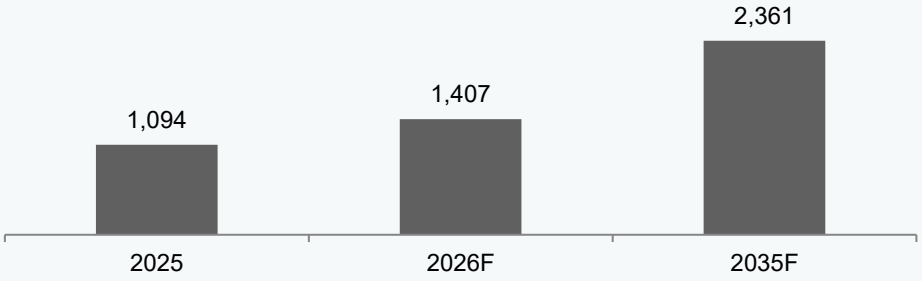
RETAIL

MARKET SIZE

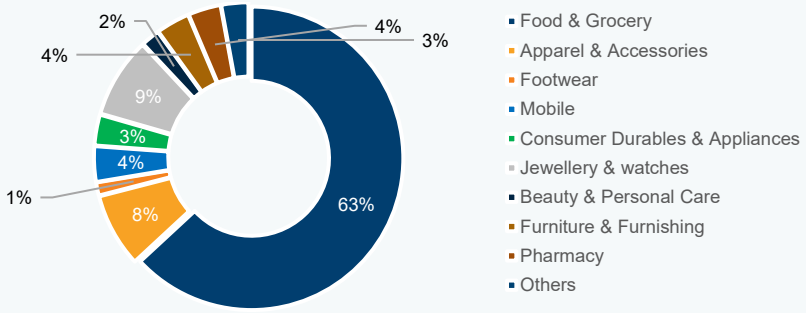
Retail market in India (US$ billion)



Note: *F – Forecast*

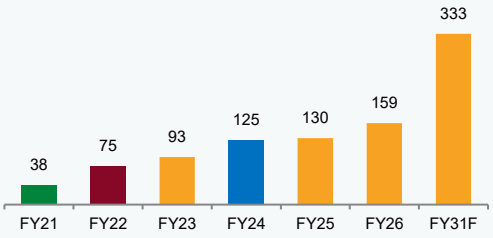
SECTOR COMPOSITION

Category-wise Break-up of Total Retail Market

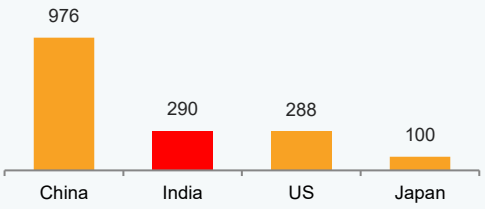


KEY TRENDS

Indian E-commerce Market (US$ billion)



E-retail shoppers (million - by country)



Note: *F – Forecast*

GOVERNMENT INITIATIVES

Relax sourcing and investment rules for supermarkets

FDI

100%
Single Brand Retail

51%
Multi Brand Retail

ADVANTAGE INDIA

- **Robust demand:** Reliance Industries, India's largest retailer, stated that the country is set to emerge as the world's third-largest retail market by 2030, supported by government initiatives aimed at enhancing disposable incomes and driving consumption. India's retail leasing activity rose 20% year-on-year to approximately 3.9 million square feet during H1 2026, reflecting sustained retailer expansion and demand for high-quality retail spaces. Delhi-NCR, Chennai and Mumbai led leasing activity, collectively accounting for around 66% of total absorption, while fashion and apparel remained the largest demand driver with a 40% share. D2C brands continued expanding their physical presence, accounting for around 28% of overall retail absorption.
- **Innovation in Financing**: Collective effort of financial houses and banks with retailers are enabling consumers to go for durable products with easy credit. India's consumer and retail sector recorded 146 deals worth US$ 1.5 billion in Q1 2026, with deal volume rising 21% sequentially and deal value declining 55%, reflecting a shift toward smaller, strategic transactions. The quarter was led by domestic consolidation and outbound activity, while personal care and textiles, apparel & accessories together accounted for 39% of total deals by volume.
- **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 Rs. 36,740.24 crore (US$ 5,028.12 million) FDIs between April 2000-March 2026. 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.

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