

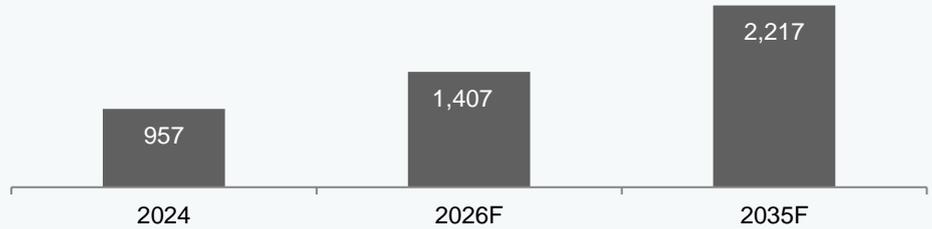


RETAIL



MARKET SIZE

Retail market in India (US\$ billion)

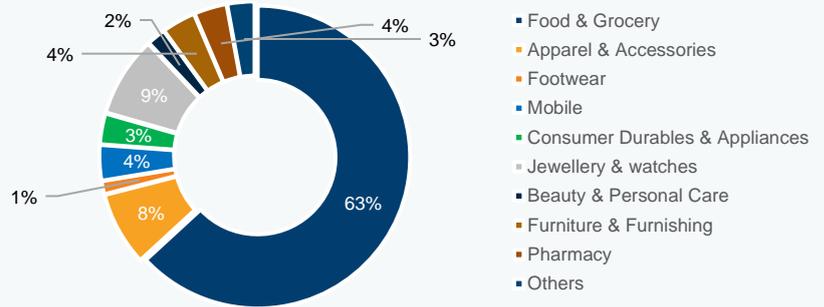


Note: F – Forecast



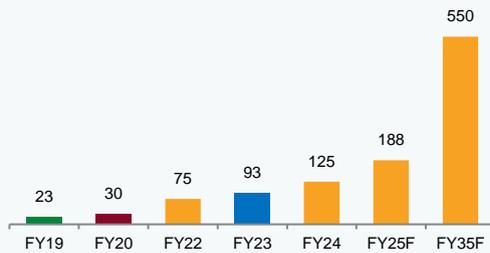
SECTOR COMPOSITION

Category-wise Break-up of Total Retail Market



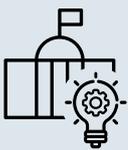
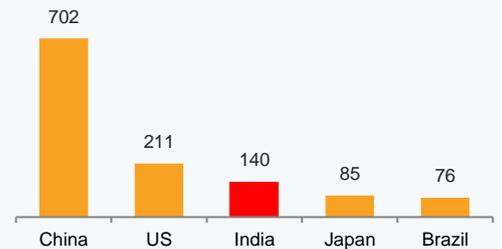
KEY TRENDS

Indian E-commerce Market (US\$ billion)



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:** 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 sector is on track to exceed Rs. 1,37,10,400 crore (US\$ 1.6 trillion) by 2030 from Rs. 81,57,859 crore (US\$ 952 billion) in 2024. India's retail sector leasing surged to 3.2 million square feet in Q3 2025, marking a 65% YoY growth across the top seven cities. Delhi-NCR led the leasing with new mall constructions, facilitating new store openings in key micro markets. D2C brands are expanding their physical presence in fashion, apparel, jewellery, cosmetics, and wellness categories.
- 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 closed 139 deals worth Rs. 32,562 crore (US\$ 3.8 billion) in Q1 CY25 marking a 65% surge in deal volume and a 29% rise in value over the previous quarter, led by major deals such as Temasek's Rs. 8,569 crore (US\$ 1 billion) investment in Haldiram's and Wilmar International's Rs. 12,339 crore (US\$ 1.4 billion) acquisition of Adani Wilmar's staples business.
- 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. 41,645 crore (US\$ 4.86 billion) FDIs between April 2000-June 2025. 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.