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# IMAGES South India Retail Awards Honour Excellence Across Categories

*The award ceremony had several players in the retail eco-space winning acclaim for their innovation, offerings, service, shopping experiences and differentiation.*

By IMAGES Retail Bureau

**T**he first day of Shopping Centres Next (SCN), held on October 3-4, 2023 at Hotel Conrad, Bengaluru acknowledged and felicitated South India's retailers, emerging players and eminent names in recognition of their achievements, innovation, customer experiences and special accomplishments at the IMAGES South India Retail Awards (SIRA).

Powered by Forum Malls, a Prestige Group Enterprise, the ceremony felicitated, the outstanding

retail brands and iconic leaders from South India, who've been remarkable pioneers and legends in developing and evolving unique retail formats and businesses, some of which began several generations ago.

In a process begun several weeks ago, multiple nominations were received from the region's leading retailers, which were then studied extensively by a jury panel chaired by Bijou Kurien, Chairman of Retailers Association of India.

The award categories this year included supermarket chain,

speciality retailer, legacy retailer, emerging retailer in categories like fashion, food and grocery, jewellery, gourmet F&B, store expansion, etc.

The two-day forum received several retail shopping centres and real estate business leaders, upcoming players and other related stakeholders who networked, deliberated at length over the future opportunities, leveraging the young working population's purchasing power, India's growth in GDP, Gen Z buying potential, etc.



## The Jury

Jury Chairman – **Bijou Kurien**, Chairman, Retailers Association of India

- › **Abhishek Sharma**, Director, Knight Frank
- › **Anurag Mathur**, Partner, Bain & Company
- › **B S Nagesh**, Chairman, Shoppers Stop Ltd. & Founder-TRRAIN
- › **Banupriya Sudhakar**, Executive Director, Nielsen IQ
- › **Barathi Srinivasan**, Partner, Kearney
- › **Bimal Sharma**, Head – Retail, CBRE South Asia
- › **Jonathan Yach**, Chief Asset Officer, TexValley
- › **Rachit Mathur**, MD & Partner, The Boston Consulting Group
- › **Saloni Nangia**, President, Technopak
- › **Sreyoshi Maitra**, Consumer Insights Lead, Kantar
- › **Sushmita Balasubramaniam**, Consumer Intelligence & Retail Expert
- › **Vasanth Kumar**, Business Advisor, Wooqer
- › **Viren Razdan**, Managing Director, Brand-nomics



*And the awardees are ...*

## THE LEADERS

Retail Icon of South India: **The Lifetime Achiever**



**BA Kodandaraman Setty**

Founder, Viveks

Presented by: **Bijou Kurien**, Chairman, Retailers Association of India



Born in a family of the Vysya business community in 1939, BA Kodandaraman Shetty had his education in Kolar Gold Fields (KGF). From being rice merchants in KGF, Vivek and Co was started in Madras 1965 by his brother Lakshminarayana. He has been a visionary, and ever since he started managing Vivek & Co., he was determined to develop the business capitalising on growing opportunities in durables trade. Along with his two brothers, he nurtured the business with personal attention to customers and consistently grow the business winning a high level of loyalty among the company's customers.

He has been an icon in the Indian retail sector and has been playing a stellar role in activating modern sector retailers into forming the Retailers' Association of India to be able to take up common issues with the Government of India in a single voice.

There can be no better tribute to the success of Viveks' brand building than what McKinsey, the leading global consultancy firm, had to say – "Viveks' - More trusted than the brands it sells!"



## Awards

### Retail Icon of South India: The Successor

★ **Gurmukh Roopra**  
CEO, Namdhari's Group

Presented by: **Manoj Singh**, Vice President Ops, Forum Malls



Gurmukh Roopra is an accomplished business leader and serves as the Chief Executive Officer (CEO) of Namdhari's Group, the prominent agribusiness in India.

Before assuming leadership of the family's business in India, he worked with accounting and private equity firms PwC and Pantheon Ventures in the UK. However, it was when he took over as CEO of Namdhari's Group in 2016, he discovered his true calling and embarked on a purposeful path.

Under his leadership, the Namdhari's Group has expanded and diversified, establishing itself as a key player in various sectors. Furthermore, his focus on continuing the groups legacy of sustainable development and ethical practices has continued to earn the group widespread recognition as a responsible corporate entity.

### Retail Icon of South India: The Trailblazer

★ **Amuleek Singh Bijral**  
Founder & CEO, Chai Point

Presented by: **Sushmita Balasubramaniam**, Consumer Intelligence & Retail Expert



The next honoree is a tea connoisseur, the creator of Chai Point, world's largest Chai-led beverage platform. After working in Boston and Singapore in the technology sector, he recognised the tremendous potential of India's rapidly growing economy and made the decision to return home. Fuelled by his entrepreneurial spirit, he embarked on a mission to revolutionise the Chai experience by establishing Chai Point in 2011.

Chai Point, since then has now become a prominent and omnipresent brand, connecting with millions of customers every day through a diverse range of touchpoints, including retail stores, cloud kitchens, corporate offices, educational institutions, factories, warehouses and HORECA.

An avid reader with a special fondness for science fiction, he firmly believes in the power of technology to solve emerging as well as current problems.

### Retail Icon of South India: The Visionary

★ **Kayum Razak Dhanani**  
MD, Barbeque Nation Hospitality & Director of Ruosh Retail & Sara Stole

Presented by: **Katja Larsen**, Founder, Silver Spoon Consultancy



Kayum Razak Dhanani's fine take on balancing customer aspirations and value have been key to scaling two successful brands - Barbeque Nation & Ruosh. The exponential growth of Barbeque Nation over the last decade, in becoming the largest casual dining brand in India, is testament to his strong focus on customer service and value.

After taking over the helm of affairs at the Barbeque Nation Group, headquartered in Namma Bengaluru, the restaurant chain has scaled from 18 outlets in 2012 to more than 200 outlets. The brand has expanded its footprint to establish its presence in more than 80 cities in India and 5 countries abroad. Barbeque Nation is the first casual dining brand in the country to cross ₹1000 Cr in annual revenue!

Retail Icon of South India: **The Trendsetter**★ **Bola Rahul Kamath**  
Director, BolasPresented by: **Prakesh Patel**, MD, Bhoomi World

Bola Rahul Kamath's journey in the business world began when he joined his family business of processing raw cashewnuts. Under his leadership, the business thrived and expanded its horizons. His vision propelled Bolas Agro to diversify into pro-cessing almonds, pistachios, walnuts, and other dry fruits and nuts. He also led Bolas Agro to foray into edible oil industry, showcasing his acumen to execute strategic business diversifications. Moreover, under his leadership, the brand has launched 70 retails outlets across Karnataka to make dry fruits and nuts accessible to every-one.

He is a Member of the International Nut Congress (INC) Government and Regulatory Affairs Working Group. He is also the founding member of the newly launched Nuts and Dry Fruits Council, India. His expertise and profound industry knowledge makes him a prominent figure in India's dry fruits and nuts industry.

Retail Icon of South India: **The Concepts Creator**★ **Amar Ohri**  
MD, Ohri'sPresented by: **Barathi Srinivasan**, Partner, Kearney

The scion of Ohri's Group, Amar Ohri carries the mantle of (unarguably) Hyderabad's largest and most popular restaurant chain with over 40 outlets now. He attributes the genesis of the Ohri's food brand to the erstwhile Havmor (now Eatmor) restaurant, which his maternal grandfather opened in Basheerbagh in 1976, and which runs to full houses till date.

He has created several diverse- themed dining experiences in Hyderabad, from jungle themes to "Nautanki Gali" to a Persian Rubaiyat and Sahib's Barbecue across formats, be it casual, fine dining, bars, or food courts. There are not many food entrepreneurs in the country, who can claim to have founded so many food brands, under a single flagship company.

Today, Ohri has 18 brands, and 40 outlets with three more being added soon.

Retail Icon of South India: **The Rising Star**★ **Yash Agarwal**  
Founder, National Mart India & ED, Ratnadeep RetailPresented by: **Rajendra Kalkar**, President (Malls) & Whole Time Director, The Phoenix Mills Ltd.

At a young age, and in an industry dominated by legends and icons, Yash Agarwal's pace and innovation is already the stuff of inspiration. He joined the board of Ratnadeep as its youngest director in April 2019 with his first task being rebranding the then 30-year-old Ratnadeep Brand and giving it a bold new look.

He is driven by his vision of making quality groceries and essentials, affordable and accessible to the whole of India! With this thought, he has created a new retail brand named National Mart – India Ka Supermarket.

His leadership and strategic planning have been instrumental in the exponential growth that Ratnadeep has experienced since he joined the organisation.



## Awards

### Retail Icon of South India: The Scion

#### ★ Venugopal Naidu

Chairman, Naidu Hall

Presented by: **Rajendra Kalkar**, President (Malls) & Whole Time Director, The Phoenix Mills Ltd.



Venugopal Naidu exposure to the garment industry began in childhood, with M G Naidu, being his greatest role model. After completing a 2-year fashion designing course in Canada, he joined the family business and played a pivotal role in expanding the Naidu Hall Retail Chain, establishing a state-of-the-art factory, strengthening the distribution network in Tamil Nadu, and successfully extending the Naidu Hall brand to other states in South India. His determination and vision were instrumental in the brand's growth and success.

Naidu hall Retail chain is now present in India with 20 multi brand outlets spread across 10 major cities and in over 3500+ distribution stores covering 30+ cities. It also has a strong online presence through its own webstore and through all leading e-commerce platforms in India.

### Retail Icon of South India: The Pacesetter

#### ★ Suresh Seerna

Director, RS Brothers Group

Presented by: **Manoj Singh**, Vice President Ops, Forum Malls



After Completion of MBA (Marketing) from Coventry University, London, Suresh Seerna began his career in 2012 in his father's established apparel kingdom in Andhra Pradesh and Telangana – managing, understanding product sales and requirements from customer point of view, understanding store front management, data analytics and marketing.

He has the capacity to translate, create that vision, or make it clearer and turn it into reality. The very essence of leadership is having a vision in the first place. He is a great communicator and collaborator; he is known for his ability to develop and execute innovative strategies that drive growth.

With their wide range of high-quality apparel, they have become a household name in the region.

## RETAILERS

### IMAGES South India Retail Award 2023 Supermarket Chain for Trading Density Growth

#### ★ Vijetha Supermarkets



Vijetha Supermarkets is a leading retailer in Andhra Pradesh and Telangana with 103 stores. The brand witnessed an impressive growth of 21% in the last year with annual sales of ₹921 crores, and importantly, trading density growth of over 15%.

With 18 stores in gated communities and 85 store on high streets, the 25-year old retailer has a total retail space of 4.7 lakh sq.ft across Hyderabad, Vijayawada, Guntur, Rajamundry and Vishakapatnam. It is now a truly omnichannel supermarket, with notable technology-driven innovations to study trends and capitalise on customer insight.

Along with driving year-on-year growth as well as continuously expanding retail footprint, Vijetha Supermarkets is now planning to build bigger formats.

**IMAGES South India Retail Award 2023**  
**Supermarket Chain for Store Expansion**

★ **Ratnadeep Retail**



Ratnadeep Retail has currently 153 stores in 3 states – Telangana, AP and Karnataka, with a remarkable fact that it added 100 plus stores in just the last 3 years. The stores offer 10000 + SKUs, including International and Indian food, grocery and FMCG product lines. From its total retail space of 6 lakh sq. ft, Ratnadeep generates annual sales of Rs 1400 crores.

In a legacy of 35 years, it has evolved with new strategies and technologies which help to serve its customers better. The brand also is on the verge of implementing a digital shelf talker which will be a more effective and eco-friendlier platform for communication with customers.

**IMAGES South India Retail Award 2023 for**  
**Convenience Store Launch**

★ **Q-Mart Convenio**



Q-Mart Convenio is a pioneer in Hyderabad's retail landscape and one of India's first globally known large format gourmet food & super stores, it has successfully launched an innovative format – small convenience stores that are open 24/7 in Hyderabad. Currently operating across 54,000 sq. ft of total area, the brand is expanding its new convenience format to 5 more outlets this year.

**IMAGES South India Retail Award 2023 for**  
**Emerging Retailer - Food & Grocery**

★ **Daymart**



Daymart is a leading supermarket chain from Kerala with ₹200+ crores in sales, 20 outlets and thousands of customers each day. With 4 stores in shopping malls and 16 on high streets, Daymart occupies 1.3 lakh sq. ft. in total space. Tech is a big influence in the operating system of the brand, with AI cameras in stores for data-driven decision-making, AI data to optimize sales strategies and human resource allocation, and targeted marketing messages tailored to each customer.

Highly competitive in pricing strategy, its loyalty program is highly effective with customer data and purchase history utilised to provide personalised offers, in-store promotions and services. Daymart has also been awarded multiple times for outstanding performance from suppliers and distributors, showcasing strong supplier relationships.



### IMAGES South India Retail Award 2023 for Speciality Retailer - Gourmet F&B

#### ★ Nuts n Spices



Nuts n Spices is a profitable speciality retailer in Chennai with 36 stores, with a unique merchandise mix and an absolutely loyal customer base. The gourmet F&B retailer operates across 42,000 sq. ft. of total retail space generating total annual sales of ₹86 Crore.

Evolving for the digital age, the brand has recently launched its own app for local delivery as well as for other major cities across the country.

### IMAGES South India Retail Award 2023 for Legacy Retailer - Food & Grocery

#### ★ MK Retail



With a legacy of 96 years, MK Retail has been one of the pioneers in grocery retail in Bengaluru. The brand began its journey in 1927 and now serves over 5 lakh loyal customers with a variety of food, beverage and FMCG products across 6 stores, generating ₹120 crores in annual turnover. Among the first retailers to pilot with ONDC, it is sparing no efforts to serve its customers across all channels and formats.

70% of its total sales come from the retailer's Loyalty Card Members, and its private labels account for 30% of its total sales!

### IMAGES South India Retail Award 2023 for Food Service Retailer

#### ★ Adyar Ananda Bhavan - A2B



With 16 outlets across three southern states (Tamil Nadu, Karnataka and Telangana) in the past 2 years, Adyar Ananda Bhavan -A2B serves 3 lakh customers in southern India every day and is the largest South Indian restaurant chain with 140+ outlets in 3 southern states with a total retail spread of 6.87 lakh sq. ft and a turnover of ₹1200 Crore in FY23.

It is a truly household brand for South Indian sweets, savorys and has over 12,000 employees. With more than 300+ products at its outlets, its vast menu covers sweets, savorys and vegetarian south indian, north Indian chinese cuisines, street foods, continental, juices, ice creams, bakery products and hot beverages.

Among its many highlights, this chain served 25,000 people with breakfast within a 2-hour span, during the recently concluded Kalaignar memorial international marathon!

IMAGES South India Retail Award 2023 for  
**Legacy Retailer - Food Service**

★ **Junior Kuppanna**



Founded in 1960, by Thiru Kuppusamy and Thirumati Rukmini Amma, an exponent in Kongu Cuisine, Junior Kuppanna has travelled lands and made people devour on its taste and uniqueness over the last 60 years.

It was Chennai's first 24-hour drive in restaurant. A truly innovative concept with 48 stores, ₹100 crores in sales both in India and abroad in Colombo and Kuala Lumpur, the brand is now on an even stronger growth trajectory. The chain has become a symbol of tradition and heritage. It has maintained the authenticity of its flavors since 1960, making it a pioneering brand in "Kongu Cuisines." It is deeply committed to maintaining the authenticity of Kongu recipes, ensuring the preservation of traditional flavors.

IMAGES South India Retail Award 2023 for  
**Emerging Retailer – Fashion**

★ **Cool Colors!**



With 20 years of business experience, Cool Colors is a leading fashion brand displaying high growth across 3000+ MBOs, 300 large format stores and 5 exclusive brand stores. With a sales turnover of ₹140 crores last fiscal, it is a highly profitable brand, growing at 12% CAGR and with excellent relationships with retailers pan India.

70% of its total sales come from the retailer's Loyalty Card Members, and its private labels account for 30% of its total sales!

IMAGES South India Retail Award 2023 for  
**Speciality Retailer - Men's Fashion**

★ **Otto**



Otto is a speciality menswear retailer whose topline growth has doubled from ₹250 crores in FY21 to ₹500 crores in FY 23! The brand recently added new category, Innerwear to its portfolio and it already accounts for ₹50 crores in sales.

With 50 stores, all in high streets and 80,000 sq. ft. of total retail area, Otto is consistently achieving an EBITDA of 15 % and a PAT of 7%.

Available in more than 6,000 sales locations, it has also successfully expanded to the Middle East and Singapore markets.



### IMAGES South India Retail Award 2023 for Legacy Retailer – Jewellery

★ **Bhima Jewels**



*Bhima Jewels are one of the most trusted names, with many firsts to its credits — such as the first in the industry to use Augmented reality-based virtual try-on at stores and through webAR application in partnership with MirrAR, which uploaded the Bhima Catalogue online for consumers during the pandemic to experience stress free new age shopping. This service was widely appreciated by over one lakh consumers!*

*With 16 high street stores covering a combined retail space of 1.4 lakh sq. ft, the brand's annual sales turnover is in excess of ₹3200 crores.*

*It recently launched a Flagship Store at Somajiguda, Hyderabad showcasing a superior retail shopping experience with virtual try-ons, an exclusive “by appointment” jewellery experience, themed play zones, Personal Shopper and more.*

### IMAGES South India Retail Award 2023 for Legacy Retailer - Fashion & Jewellery

★ **The Chennai Silks Group**



*The Chennai Silks became a Guinness world record holder for creating the “most expensive silk saree” in 2007. The saree was worth about ₹41 lakhs and featured reproductions of 11 famous paintings by the Indian artist Raja Ravi Varma. The main image was a reproduction of Varma's famous ‘Galaxy of Musicians’. It took around 4760 man-hours to complete the design.*

*Its 27 stores today cover nearly 15 lakh sq. ft in area and generate sales of about ₹1700 crores annually.*

### IMAGES South India Retail Awards 2023 for Trendsetter

★ **Licious**



*Licious, Founded by Abhay Hanjura and Vivek Gupta in 2015, Licious is India's first D2C Unicorn, focused on delighting the world with an unmatched range of meat and seafood products. The company was conceptualised on the core belief that India deserves better meat and 8 years on, continues on its journey to become India's most loved food brand, offering premium-quality products through online and offline channels.*

*It serves consumers across 20+ Indian cities at present and is powered by a team of over 6,000 passionate Licians!*