

INTERNATIONAL FRANCHISE & RETAIL SHOW 2022



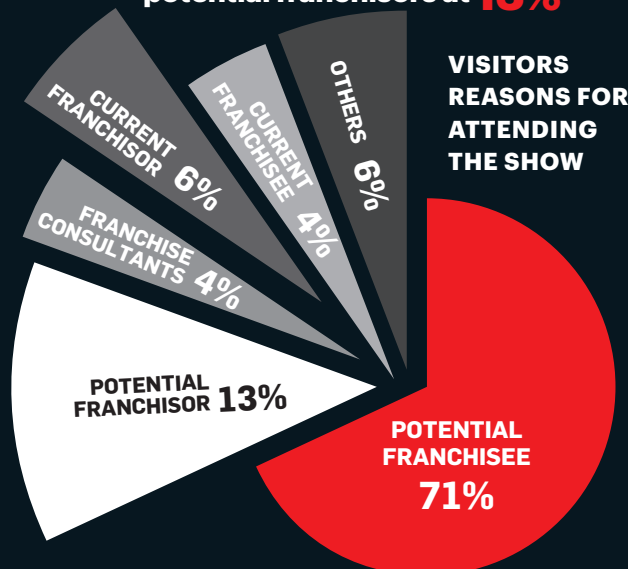
BUILDING BUSINESSES, LEADERS & CONNECTIONS

The 18th International Franchise & Retail Show 2022 & Startup Summit recently held on 19th & 20th August at Pragati Maidan saw a host of largest franchise expo, exciting brands, keynote speakers, seminars and master classes. The show was organized by Franchise India. After a challenging time of eighteen months in which the event industry was not able to perform, this event got together entrepreneurs, investors, industry leaders, professionals, students & who's who of the franchise & retail industry. It was great to witness that the entire franchise fraternity was able to get back face-to-face to talk business! We witnessed business opportunities being offered, deals made, and tonnes of networking.

THE 18th edition of International Franchise & Retail Show witnessed grand success & extraordinary attendance. The show opened gateway of growth for entrepreneurs. The two day Expo & Startup Summit offered a wonderful platform to highly evolved prospects and qualified business brands & investors from across the world. The event saw participation of more than 500 indigenous brands and over 100 global brands along with over 20 thousand business buyers and over 10,000 High Net worth (HNI) investors. The two-day event hosted an enormous expo comprising more than 17 business pavilions and over 50 business leaders attended the function. The Show & Startup Summit was inaugurated by Delhi Deputy Chief Minister, Manish Sisodia. At the Inaugural session he said, "The government is inculcating the entrepreneurship mindset among children from the school level itself and this will lead India towards prosperity and glory."

The expo was segregated in varied pavilions for the ease of the investors. The different industry pavilions were: Food and Beverage Pavilion, Dealer India Pavilion, India EV Pavilion, Education and Service Pavilion,

Here you can view our show statistics, with a review of the most popular reasons for attending the show. We can see that almost **71%** of our visitors chose to come to the show to become a potential franchisee, with the second highest demographic being potential franchisors at **13%**





INTERNATIONAL FRANCHISE & RETAIL SHOW 2022



General Pavilion, Mega and Iconic Brands Pavilion, International Pavilion, D2C, Retail and Licensing Pavilion, Tech and Innovation Pavilion, Health, Beauty, Wellness and Fitness Pavilion, Retail, Fashion and Jewellery Pavilion, Retail and Real Estate Pavilion, Start up Pavilion.

He also stated, "In a country where nearly 40 crore people are either unemployed or belong to the category of people who earn only half a dollar per day. In such a country, I see many opportunities of development because of young entrepreneurs. The work entrepreneurs of this country are doing today is no less than building a nation." He added that events like Startup Summit 2022 are providing an opportunity for them to network and flourish. This will also help in boosting the country's economic growth.

10 Business Blasters teams of student entrepreneurs from Delhi government schools also participated in this two-days summit. Introducing the teams to the entrepreneurs at the summit he said, "These are my children from 18 lakh children studying in Delhi government schools and are here because of their commendable entrepreneurial skills."



**FRANCHISE & RETAIL SHOW 2022
ATTENDANCE OF EXHIBITORS
& VISITORS**





500+
indigenous
brands

100
global
brands

20 thousand
business buyers

10,000
High Net worth
(HNI) investors.

17
business
pavilions

50
business
leaders





BEST & BRIGHTEST MINDS IN BUSINESS

The Startup Summit offered an opportunity for entrepreneurs to connect with the best and brightest minds to explore how to fuel their business growth. The conference brought together the speakers that were the best breed of entrepreneurs, innovators, venture capitalists, business model creators, consultants, policy-makers, academicians, support groups, business coaches and business practitioners to present and discuss innovation and success under the aegis of entrepreneurship for small and medium businesses as they recount their learning and experiences, share their insights and practices that have enriched their ventures.

This long awaited Start Up Summit was attended by the speakers from various industries including T Koshy, MD, and Chief Executive Officer, ONDC, Varun Alagh, Co-Founder & CEO, Honasa Consumer Pvt Ltd, and Ghazal Alagh Co-Founder, Honasa Consumer Pvt Ltd. Dr. Vaibhav Kapoor, Co-Founder, Pristyn Care, Gautam Malhotra, Managing Director, FuelBuddy, Arunabh Sinha, Founder, UClean, Akash Gupta, CEO and Co-founder, Zypp Electric, Yogesh Bhatia, MD and CEO, LML, Sunil Pathare, Chairman & MD, VIP Clothing Ltd., Vivek Shrivastava, Head Of Retail Business Development, ABFRL, Anupam Bansal, Director- Retail, Liberty Group and Saurabh Dayal, AVP, Paytm among others.

Ritu Marya, Editor in Chief, Entrepreneur Media & Franchise India Media shared her thoughts in the welcome note at the Startup Summit, "For all entrepreneurs, starting a business is the route to 'life, liberty, and the pursuit of happiness,'. It's the ultimate human dream to have the independence to make your own decisions. In 2021, the Google search analysis shows that the most searched value was "How to start a Business" and not "How to Find a Job" despite the pandemic. It is important to contemplate what you do, and why you do it. The altered macroeconomic environment of today has germinated several advantages for India giving birth to new opportunities that you can take advantage of and embark on your journey to start your own business in 2022."

Manish Sisodia urged the entrepreneurs at the summit that they must take a step forward and guide these young entrepreneurs so that these baby startups by students can flourish and contribute in making India the world leader.



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RITU MARYA,
Editor in Chief, Entrepreneur
Media & Franchise India





PANEL IN PROGRESS: OPPORTUNITY INDIA: MOBILITY: MAKING EV FOR EVERYONE

'How can businesses become brands and innovate to reach customers in remote areas'

The summit shared some valuable insights on the topics like how can businesses be a brand and how should they innovate to reach customers in remote areas. In this article, we are mentioning key points that the speakers have shared.

HOW ONDC IS HELPING OUT BUSINESSES

ONDC CEO, T Koshy, shared his thoughts on how brands should innovate to increase their reach. He mentioned how internet is changing the way traditional businesses worked and the changes happened are in a positive manner.

Koshy said, "I see internet as a very democratic place. It never does partiality on the basis of diversity present in the country. No matter from where your business is operating, you can serve the customers from all over

the globe. All thanks to internet." He also stated that some manufacturers are still facing hardships and the country needs a consolidated platform that can help the customers and manufacturers in a similar way. "Open Network of Digital Exchange will be a game changer as it gives opportunities to both big and small businesses" he added.

HOW BUSINESSES TURN INTO BRANDS

Making a business out of brand is something almost anyone can do but turning an existing business into a brand is a laborious as well as time consuming. In a quick session moderated by Ritu Marya, Editor in Chief, Entrepreneur Media, APAC, Varun and Ghazal Alagh, Co-Founders of Mamaearth shared their journey of how they turned business into brands. Ghazal is first female entrepreneur in her family and Co-founded the Unicorn

Brand Honasa Consumer, which owns brands like Mamaearth and the The Derma co, along with her husband Varun Alagh.

"Giving up your permanent jobs and then starting something of your own indeed takes a lot of courage. What I do is think of worse. Even if you fail you'll learn a lot." Said Ghazal Alagh.

"What we did was to understand the whitespaces regarding the customer problems. During our research we found that customers need the products not only made from cosmetic perspective but from dermatology too," she added.

When asked how businesses become brands, Varun mentioned that internet plays an important role in the brand building. "If you want to target your customers sharply, use digital platforms. Ecommerce is one of the best options for those who want to do business in the whole nation."

Varun also shared some tips for business owners looking for funding.



PANEL IN PROGRESS: INVESTING IN PROFITABLE BUSINESS PARTNERSHIPS

While advising start-ups to work for a good cause, he said, "Do not run behind funding. Run behind business metrics and the funding will flow".

Developing or refining your Brand identity also comes under brand building. In a panel discussion, Dr. Vaibhav Kapoor, Co-Founder, Pristyn Care, said that, when brands use internet they have to be correct with what they want to show to the customer.

"Apart from letting the brand reach more and more consumer the internet has made them more responsible as it gives them no time to correct the mistakes." He added.

Gautam Malhotra, Managing Director, FuelBuddy, came up with a very new concept of business by providing the customers an ease of buying fuel with door to door service. When asked about what are some major challenges he said, "The biggest challenge for business is to educate the consumer about the product."

IMPORTANCE OF EDUCATION AND ED-TECH IN THE START-UP ECOSYSTEM

Sunjeet Aggarwal, Chairman and Founder, International School of Design was invited as a speaker in the Start-up summit and spoke about where the country stands in terms of education.

He said, "Of course, there's a gap between colleges in the US and those in India. For specialised courses, many Indians prefer going abroad, but we are confident that in India, especially INSD, basic education up till graduation is at par with that available in international institutes."

He also mentioned that it will not take so much of time and resources to let the children acquire best skills in the world. "We are now trying to reach every child to develop their skills so that they can become self sufficient" he stated.

INVESTING IN PROFITABLE BUSINESS PARTNERSHIPS

Dhruv Kapoor, Partner, Anicut Capital, shared his thoughts on how investors find profitable ventures and how start-ups should look for funding. On being asked about what makes a founder-investor relationship stronger, he said, "As an investor, I have seen that being available for the founder during any kind of situation makes the relationship better and last longer."

Vinod Keni, Leader - Investment & Venture Capital of Round Glass Partners said that he sees health as a lucrative industry to invest in. "There will be more and more adoption of technology in the health technology space and so the opportunities here are immense."



The government is inculcating the entrepreneurship mindset among children from the school level itself and this will lead India towards prosperity and glory."

MANISH SISODIA, Delhi
Deputy Chief Minister



DR. ANIL KOSHY, MD AND CEO, ONDC
GIVING A KEYNOTE AT STARTUP SUMMIT



PANELISTS SHARING VIEW ON CHANGING BEAUTY RETAIL

RECOGNITION & ACCOLADES

CELEBRATING The Best In Franchising And Retail

The Franchise & Retail fraternity heroes proved the adage right of “When the going gets tough & the tough gets going” by showcasing their own and their brand’s excellence in the industry at the Franchise awards 2022 & Star Retailer Awards 2022 recently held at Hotel Lalit in New Delhi, organized by Franchise India.

FRANCHISE AWARDS 2022

Franchise Awards 2022 are India's topmost honour in Franchising. Returning in its 18th consecutive year, Franchise Awards 2022 features those remarkable organizations that have, demonstrated that franchising success is more than the sum of its parts. The Franchise Awards put standards, ethics and best practice at the top of their agenda. Through positive recognition of those that lead the way, the franchise awards are seen as the industry's top accolade. Judged by an independent panel of experts and supported by the Indian Small Business & Franchise Association (ISFA) & with Francorp India as Process advisors, Franchise Awards 2022 rewarded organizations that have shown outstanding business acumen, passion and achievement of franchise businesses across India.

FRANCHISOR OF THE YEAR

Apparel Siyaram's Shop

Automotive & Services Service Force

Jewellery PC Jeweller

Business Services Minda Silca

Cafe Chai Garam

Fine Dine Restaurant Punjabi by Nature

Fast Casual Dining Karim's

QSR Chicago Pizza

Emerging Franchisor of the Year
Rocking Deals

Financial Services
ICICI Securities Limited

Footwear Bata

Fitness Anytime Fitness

Pet supplies and salon
Scoopy Scrub & Petbytes

Sustainable Agro Composites

Health Aids & Services Zorger's

Diagnostics Services Apollo Diagnostics

**Pre School/Play School/After School
Model & Activity Center/Day Care**
Sanfort Preschool

K-12 Edify World School

Vocational Institute International
School of Design

Skill Development Training Institute
Aptech Ltd.

Real Estate REMAX

Home/Home Products JSW

Lifestyle products WK Life

Regional Franchisor of the Year
NorthAffinity Elite

Regional Franchisor of the Year Veer Ji
Malai Chaap Wale

Regional Franchisor of the Year
SouthCelebrate life

Natural Ice cream Parlour
Pabrai's Fresh & Naturelle Ice Cream

Small Format - Dessert Parlour GIANI
IceCream

Upcoming Franchisor of the year
Devatri Wellness

**Promising Franchisor
of the year** Skippiicepops

Accessories Hi Design

PubsThe Brew Estate

Courier & Cargo Blue Dart

Electric VehiclesTata Motors

Variety Store Miniso

Bakery Monginis





SPECIAL AWARDS

FRANCHISOR OF THE YEAR

Cleaning Services UClean

Franchise Professional of the Year
Dr. Chackochen Mathai

Concept of the Year Fresh Room

Debutant Franchisor of the Year Diviniti

Franchisable Concept of the Year
Mickey Arthur Early Learning Cricket Centres

Innovation & Technology myBillBook

Master Franchisee of the Year
Gold's Gym India

Most Innovative Franchisor of the Year
Moskitrap

Fastest Growing Mental Wellness Company 2022 Quality Mind

Hall of fame Naturals Salon & Spa

Franchise Leader of the Year
Mr. Kabir Jeet Singh,
Founder, Burger Singh

Business Leadership Kangaroo Kids

Entrepreneur of the Year
Mr. Vishal Kanodia - MD Kanodia Group

Franchisor of the year
EuroKids Pre-School

Customer Service Domino's

Team Work Sanfort

IFC Excellence Award
Mr. Ranjeet Choudhary

IFC Excellence Award Mr. Raj Nayak

IFC Excellence Award
Mr. Keshav Murthy

IFC Excellence Award
Mr. Venkateswara Roa Pavuluri

Startup Franchisor Awards

Health Aids & Services
SafeGuard Family

Beauty Products Recode

Apparel Berrylush

Snacking Farmley

Fuel Delivery Fuel Buddy

KPO Pacific Global

cleaning services Cleanz 24

Astro Tech Astroscience

EdTech MindCypress

Convenience D2C brand Snackstar

Concept Let's Transform

Study Abroad ESS Global

Small Format Lassi n Shakes

Dessert Parlor Dessertino

Jewellery RetailKhanna Gems

Home Fitness Fit Q

Regional Bizeal Bakery

Salon

Heaven Rose Professional Unisex Salon



RECOGNITION & ACCOLADES

RETAIL AWARDS 2022

Retail Awards 2022: 15th Awards for Excellence in Indian Retailing Celebrating the best in Indian retailing, now entering their 15th year, the Star Retailer Awards remain the only awards of the kind where the whole industry gets together to celebrate; everyone from the independent entrepreneurial retailers to the largest supermarket groups. The Gala Awards Night attracted the most senior figures from across the industry to celebrate excellence and outstanding achievements across the retail fraternity. The Retail Awards facilitate retailers to gain the prestige of public acknowledgment as being the leader in their specific sector. These awards strive to reflect excellence in as many areas of the trade as possible.

RETAIL AWARD WINNERS 2022

Entrepreneur of the Year: CP Plus

Consumer Durables Retailer of the Year : Reliance Digital

Fashion Retailer of the Year: ABFRL

Rising Jewellery Retailer of the Year: Kisna- House of HK

Health and Wellness Retailer of the Year : Root Naturals

Food and Beverage Retailer of the Year : Jimmy Cocktails

Emerging Concept of the Year: Mcaffine

Department Store of the Year: H&M

Omni-Channel Retailer of the Year: Pepperfry

Lifestyle Accessories Retailer of the Year: The Fragrance People

Kids Retailer of the Year : R for Rabbit

Footwear Retailer of the Year: Metro Shoes

Food and Grocery Retailer of the Year: Big Basket

Pet Retailer of the Year: Wiggles

Luxury Retailer of the Year: Ajmal Perfumes

Food Services Retailer of the year: Lite Bite Foods

Most Innovative Retailer of the Year: Power Gummies

Retailer of the Year: Reliance Retail

Regional Retailer of the Year: Modern Bazaar

Value Retailer of the Year: V-Mart

Specialty Retailer of the Year: Sports Station

Beauty Retailer of the Year: Kiehl's

Debutant Retailer of the Year: Snackstar

Furniture Retailer of the Year: Woodenstreet

Independent Retailer of the Year: DaMENSCH

Sleep Retailer of the Year: The Sleep Company

Face of the Year: Samir Modi, Founder & Managing Director, Colorbar Cosmetics

Convenience Retailer of the Year: Blinkit

Pharmacy of the year: Wellness Forever

Value eRetailer of the Year: Snapdeal

eRetailer of the year: WOW Skin Science

Debutant eRetailer of the Year: CloudTailor

Specialty eRetailer of the Year: Snitch

Woman Entrepreneur of the Year: Shivani Poddar, CEO, Faballey

Retail Professional of the Year-Female: Namrata Ashok Chotrani, CEO, Khadim

Retail Professional of the Year-Male: Abhinav Saran, AVP, Bata footwear

Retail Entrepreneur of the Year: Siddharth Bindra, MD, Biba



