<u>India Last Week – Industry Alert</u> <u>August 19, 2014</u>



 Textile company Sangam India plans to venture into the seamless garment segment with an investment of Rs. 120 cr.

India's overall textile and garment exports rose 20% in May on the back of a stellar performance by the apparel segment following a demand revival in the US market as well as a weak rupee. The overall textile and garment exports, including fibre shipments, hit \$3.06 bn in May, compared with \$2.55 bn a year earlier, provisional data showed.



- India's second largest carmaker Hyundai Motor India launches the next generation of its premium hatchback i20 dubbed Elite i20 at Rs. 4.90-6.47 lakh for the petrol variants and Rs. 6.10-7.67 lakh for the diesel variants.
 - Bajaj Auto launches a 150cc version of its *Discover* bike, as it tries to regain momentum in the domestic market, and reiterates that it was focused on being a specialist and profitable global motorcycle maker, the new Discover will be available in two versions, 150F and 150S, priced at Rs. 51,720-58,739, exshowroom Pune.
 - Fiat Group Automobiles India Pvt Ltd rolls out its new premium hatchback segment car <u>Punto Evo</u> in Jaipur market.
- CV manufacturer SML Isuzu to invest Rs 220 cr in the next three years for product improvement and upgradation of technology and plant infrastructure.
 - French automotive major Renault aims to increase market share in India and expand its dealership network, while readying to launch a sub Rs. 4-lakh car and a multipurpose vehicle, alongside seeking to create sub-segments.
- After 30 years of selling cars and revolutionising personal transportation in India, Maruti Suzuki embarks on its next phase of journey with an eye on selling three million vehicles annually.
- Force Motors eyes 20% market share in the niche off-road vehicle segment as it aims to sell around 2,400 units of its soon to be introduced off-road vehicle
 Gurkha in the first year of launch.
- TI Cycles India, a bicycle manufacturing division of the Rs 24,300-cr Murugappa Group, looks at growing its super-premium bicycle business, including its Montra

brand, launches the **Ducati** range of super-premium bicycles, designed and manufactured by Europe's CyclEurope, also plans to expand the reach of track and trail stores to 50 outlets by 2017 from the existing four outlets.

- Buoyed by the success of its SUV <u>Duster</u> in India, French automobile maker, <u>Renault</u>, plans to launch the all-wheel drive (AWD) version of the model in the country before this festive season, ropes in <u>Autologic Motors India</u> as its fourth dealership in Hyderabad and plans to ramp up its dealership network across the country from the present 141 to 175 by the end of this calendar.
- Japanese firm Yamaha Motor Company restructured its India business, sets up control company Yamaha Motor India to take care of its India operations.
- Hero MotoCorp, country's largest two-wheeler maker is finalising plans to set up a bike plant in Argentina, the second-largest market in the region after Brazil.
- Apollo Tyres plans to set a Greenfield facility in Eastern Europe with an investment of Euro 500 mn as part of its overseas expansion, also plans to invest about Rs 2,000 cr in next three years on the Indian operations to further consolidate its marketshare. The local plan includes expansion of the Greenfield facility in Chennai and Kalamassery plant in Kerala.

 German luxury car manufacturer and market leader Audi India launches its cheapest and smallest car, Audi A3, to take on rivals Mercedes-Benz, BMW and the Tata Motors-owned Jaguar Land Rover in the growing luxury car market, price ranging from Rs 22.95 lakh to Rs 32.66 lakh at Delhi showrooms.

- Honeywell sets up another facility in Pune for Honeywell Automation India Ltd which will integrate manufacturing, factory testing, quality control and advanced manufacturing engineering for Honeywell's automation business in India.
- Rolls-Royce Motor Cars to develop a new model, which is expected to hit the market by mid-2016.

 Fiat Chrysler Automobiles, the world's seventh largest Italian auto maker, launches facelift compact car *Punto Evo* to take on market leader Maruti Suzuki's *Swift*, Hyundai *i20* and Honda *Brio* in the world's sixth largest automobile market, also plans to launch the compact SUV *Avventura*, which was showcased at the Auto Expo in February within 60 days.

 With all the luxury carmakers now present in the important pre-owned car business, the segment is getting more organized and expected to have significant presence in the used car segment. The overall used car market is growing at a CAGR of about 25%. The luxury segment's share in the overall used car market is growing steadily.

 Car sales up for third straight month, grow 5% in July. Sales of two-wheelers too showed robust growth but that of commercial vehicles dipped for the 15th consecutive month in July. Data from industry body SIAM showed 137,873 passenger cars were sold in July compared with 131,257 units in the same month of 2013.



- The Tata group-Singapore Airlines joint venture Vistara expected to commence its operation from October, the airline to take delivery of its first plane, an Airbus A320-200, in September and plans to increase its fleet to 20 aircraft including A320 neos, by the end of the fifth year of operations.
 - AirAsia announces the launch of Premium Flex services across all its operating regions, targeting small businessmen and entrepreneurs.
 - Low-fare airline GoAir, run by Wadia Group's Go Airlines (India) Ltd targets net profit over Rs 100 cr in the current fiscal year, provided there is no dramatic increase in jet fuel costs.
- SpiceJet completes reconfiguring a majority of its 53 aircraft fleet giving extra leg room to passengers' in front five rows. The move is aimed to attract corporate clients. The airline launches a spate of discount offers and various marketing and branding initiatives to boost occupancy and increase revenue. Passengers opting for the seats branded as *SpiceMax* will also get priority check-in at major airports.
 Two months after launch, low-cost warrior AirAsia is expanding to uncharted
 - routes in India like Bangalore-Chandigarh and Bangalore-Jaipur, by September.

 Air France and KLM join the bandwagon of international airlines offering discounted tickets to the outbound Indian passengers with the launch of a limited period offer.

- Joining the low fare war with rival Etihad, Gulf carrier Emirates announces a limited period special fares offer for its Indian fliers, starting at Rs 21,858 for economy class and Rs 52,312 for business class fliers to West Asia, Europe, Americas as well as Africa.
- Private carrier Jet Airways enters into a reciprocal code-share pact with Vietnam's national carrier, Vietnam Airlines, to enable passengers of the two airlines seamless travel between the two countries.



- Aiming to become a pan-India entity, Tamil Nadu Mercantile Bank plans to have 800 branches from the existing 383 in six states in the next four years, targeting a business turnover of Rs 1 lakh cr.
 - Kolkata-headquartered Magma Fincorp Ltd targets 25% growth in Punjab for FY15. The NBFC to focus on lending to SMEs, for tractors, mortgage business and used-vehicle loans.
- Muthoot Fincorp, a diversified financial services firm, set to become one of the first NBFCs to function as a business correspondent of banks, also plans to raise

up to Rs 600 cr of capital in the near-term to finance its expansion plans and fund business growth.

- Leading public sector lender IDBI Bank plans to set up 19 more branches in Odisha by the end of 2014-15.
- Non-bank lender Bajaj Finance launches a new home loan product under which borrowers need not pay installments for first three months.
- Western Union, the world's largest money-transfer company, plans to apply to RBI for a payments bank licence.
- ING Vysya Bank to focus on growing its loan against property business, where the pricing is relatively better.

 White label ATM service providers in the country like Tata Communications
 Payment Solutions, Prizm Payment Services, Muthoot Finance, Vakrangee Ltd, BTI Payments and Srei Infrastructure Finance, looking to boost their business by providing more value-added services, cutting costs and selling advertisements.

- * HDFC Bank opens its branch at the Dubai International Financial Centre to provide wealth management services to NRIs based in the UAE.
- Mumbai-headquartered Aadhar Housing Finance Ltd looks at fresh disbursements to the tune of Rs. 600 cr this fiscal (FY15).
- SBI ties-up with NCDEX Spot Exchange Ltd, a leading agri-commodity exchange, and LTC Commercial Co, a collateral management service provider, for lending farmers against the security of warehouse receipts.



Wipro Consumer Care & Lighting plans to expand capacity at its manufacturing units in Baddi and Hardwar, also looking for acquisitions in developing countries in three categories, namely personal wash, toiletries and skin care. Its global male grooming products such as *Romano* and *Dashing* to be launched in India probably with different brand names.

 Samsonite launches a luggage line called Black Label, which comes in three models – Spinner 55, Spinner 66 and Spinner 76.



 Surya Roshni aims a turnover of Rs 1,800 cr from its lighting division in the next four years.

✤ Finnish mobile company Jolla plans to soon launch its smartphone with ecommerce company Snapdeal, and already has some advance orders from India.

* Asus launches Fonepad 7, a portable 7-inch palm-sized Android tablet with 1.2GHz multi-core processor, priced at Rs 8,999.

 Canon India, the imaging and printing products company, to strengthen its services business to improve profitability, recently entered into the digitisation business and is hoping that it would provide the necessary competitive edge in the market.

MapmyIndia launches rear-seat infotainment system. The device comes with features such as a customised user interface, and proprietary social location apps such as Locate, Explore, ReachMe and MapmyIndia Maps. Apart from that, the device can be used for video chats, watching movies, emailing etc.

- PC and motherboard manufacturer Asus launches <u>Chromebox</u>, a compact home or office computer that runs on Chrome OS, in India.
- Panasonic aims to raise its market share of TVs, fridges and washing machines in Kerala to 15% with the upcoming Onam season to be the peak sales period, gifts to be offered on a range Panasonic goods until September 10 when the Onam season would end.
- Cell phone-maker Motorola Mobility India, which made its re-entry into the Indian market this year with a range of smartphones, to bring in its new smartwatch into the country later this year.
 - Xolo, a smart devices brand owned by Lava International, launches an Android smart phone with its proprietary user interface - HIVE.
 - * Apple plans to introduce bigger-screen *iPhones* at an event on September 9.
 - Binatone, a communications technology firm launches 3g sim based MiFi router powered with turbo power bank (5,000 mAh), priced at Rs 4,995.
 - Karbonn launches two new smartphones Karbonn A1 + Super and Karbonn A5 Turbo with Android KitKat OS.
- **Zicom**, an electronic security systems firm, launches **HD-TVI** analog solutions, its indoor antenna can receive both UHF and VHF.
- Panasonic launches a new range of electronic whiteboards -- the UB-5835 and UB-5335 -- which are priced Rs 95, 000 and Rs 81,700 respectively.
 - Hong Kong-headquartered Sunstrike Telecom launches a multi-function feature phone Rage Freedom+, priced at Rs 1,999.



- Association of Chartered Certified Accountants (ACCA) announces its partnership with Jain University, Bangalore, to offer its accountancy courses.
 - Zone Startups/India, a JV between the BSE Institute and Toronto's Ryerson Futures, in collaboration with Ontario govt and IBM Global Entrepreneurship Program, announces the second edition of the Next BIG Idea Contest, aims to discover India's 5 most innovative tech companies looking to leverage a presence in Ontario as a vehicle to expand into N America.
- In a bid to provide global opportunities to its undergraduate students, the Indian Institute of Technology, Gandhinagar (IIT-Gn) signs MoU with global information and measurement company, Nielsen. Under the agreement, Nielsen will fund several Nielsen Awards annually at the institute to enable undergraduate students to participate in international conferences, workshops and internships that offer them broad global exposure.



- The Pro-Kabaddi League (PKL), which debuted with a bang a couple of weeks back, emerged as the country's second most viewed tournament this year, has managed to continue to attract (218 million) viewers. The PKL telecast on Star India's sports channel Star Sports 2 and its Hindi movie channel Star Gold, has outdone tournaments like the recently concluded FIFA World Cup (93 million), the 2013 edition of the Hero Hockey India League (62 million), Indian Badminton League 2013 (45 million) and Wimbledon 2014 (41 million).
- Times Internet Ltd ties up with American publishing house Crain Communications to launch the digital version of Advertising Age in India.
- Microsoft enters into retail pact with Amazon.in, the entire range of its Interactive Entertainment Business (IEB) portfolio including Xbox One, Xbox 360, Kinect, Xbox Live, Xbox Accessories and all Microsoft-published Xbox game titles, to be available in India exclusively on Amazon.in beginning September 1.
- Dream Theatre enters content syndication deal with Hungama TV. Kids franchise and toy brand Pokémon is making a comeback in India with its launch on Hungama TV. Dream Theatre ties up licensees across multiple categories spanning toys, plush, apparel, back-to-school and others, which will start hitting stores by January 2015.
 - To expand its footprint across the globe, state broadcaster Doordarshan (DD) signs an agreement with German public service broadcaster Deutsche Welle.
 Under this agreement, DD will be allowed to distribute its channel on the DTH Platform of Hotbird- 13B Satellite through a Free- to- Air basic package mode.
- In an effort to distribute its content to international markets, DD India signs an agreement with German public service broadcaster Deutsche Welle (DW). This agreement to help India's public broadcaster get a global footprint with its programmes becoming part of the Free-to-Air basic pack on a DTH platform.
- The public music performance is the fastest growing platform at 20% in 2013 over 2012, It's projected to record 21% CAGR during 2013-18, beating even digital

music's projected 16.6% CAGR, thoug digital's revenues are the highest, according to FICCI-KPMG 2014 report.



- Hindustan Unilever, the largest FMCG Company in the country, reorganises its home and personal care business into two separate businesses to focus on their individual growth drivers.
- Emami eyes next growth level with acquisitions of He and She Comfort, brands, plans to expand brand He certainly within the next 12 to 18 months in the male grooming space, including skin care or even hair care.
- The sanitary napkin brand She Comfort is a fringe player in the Rs 2,000 cr market dominated by the multinationals, and growing at about 20% a year.
- Himalaya introduces an anti-hairfall shampoo which it claims reduces hairfall and provides nourishment to hair.
 - *** Rallis India** to launch new crop protection product.



- Global soft drinks major Coca Cola proposes to set up Rs 1,000 cr plant in Telangana.
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- Food product giant Cargill India relaunches Sweekar, the refined sunflower oil brand it acquired from Marico for Rs 60 cr in 2011, in its earlier avatar to regain lost ground.
- Dabur India Limited launches its <u>Réal Activ 100% Tender Coconut water</u> in 200-ml paper-based cartons.
 - British soft drink maker Britvic plans to be in 25,000 stores around India in the next three months as it makes its entry into the Asian market, launches its flagship *Robinsons Fruit Shoot* drinks in India, its first Asian market, to compete with existing player *Real* from Dabur India.
- Women's Horlicks, a sub-brand of GlaxoSmithKline Consumer Healthcare's flagship Horlicks milk drink, is now the consumer goods company's fastest growing product with sales topping Rs 100 cr in 2013.
- Kolkata-headquartered Priya Biscuits, makers of popular biscuit brand Priya, plans to set up a new state-of-the-art plant, exclusively for making digestive biscuits at

Dankuni near Kolkata with a total capital outlay of Rs 45 cr, the new range of biscuits will be rolled out under the sub-brand **Priya Bite**.

- Inbisco India Pvt Ltd, a subsidiary of the Indonesian food products major Inbisco, plans to pump in another Rs 800 cr at the Sanand plant in Gujarat, plans to use money to expand the facility with more lines to produce a range of biscuits, noodles and other confectionery items.
- United Breweries, India's largest publicly held brewing company in which Dutch brewer Heineken has a majority stake, set to commission a 12-million cases-ayear plant in Bihar with an investment of Rs 200 cr by the end of the FY.
- The fruit drink market was around Rs 4,025 cr in 2013, growing at 15-20% and lorded over by Slice, Mazaa and Frooti (all mango-based). It says that the nectar and juice market is around Rs 1,200 cr, but growing at 20-25%. The scope for a premium kid's drink could be promising because the pester-power of kids plays emotionally on the parents' minds. Hence, they can look to buy a more premium drink when made available. That is how health food drinks demand a premium too, according to Technopak.



- * HLL Lifecare Ltd launches the country's first national centre for testing and calibration of biomedical and radiographic equipment.
- HelpingDoc, a gateway for healthcare providers to connect to their patients, raises Rs. 10 cr in Series A funding from Senior Marketing Systems, Singapore, and plans to grow beyond the Delhi-NCR area into other major cities of the country like Mumbai, Bangalore, Kolkata and Chennai over the next 18-24 months, also aims to scale up by 4-5 times and enroll over 20,000 doctors in the next two years.
- Apollo Hospitals introduces eICU, a remote ICU monitoring system in Chennai and Hyderabad hospitals and is actively looking at expansion with the hub and spoke model and harnessing the telemedicine technology.
- Over the next three years, Apollo Hospitals plans to add around 2,200 beds to its existing base in 12 hospitals in different locations and also enter State capitals to develop cluster of hospitals.
- Health club chain Fitness First India announces re-branding of the company with change in the logo and use of advanced technologies in their health club.
- The wellness industry in India expected to touch Rs 1 lakh cr by 2015, growing 15%-17% every year, according to a study jointly conducted by industry body FICCI and global consulting firm PwC.
 The Economic Times, August 7, 2014 p.5 Fulltext



- FoodPanda, which has been incubated by German e-commerce-focused incubator Rocket Internet, to use the proceeds of \$60 mn raised in new round of funding to either enter or further establish its presence in new geographies. The Economic Times, August 12, 2014 p.22 Fulltext
- Global hospitality chain Hilton Worldwide, which operates 13 hotels and resorts in India under four brands, plans to add 800 rooms over the next three years.
- Goli Vada Pav, Mumbai-headquartered largest QSR chain in the domestic segment, chalks out plan to expand in North and East India, plans to open 100 stores each in the states of Uttar Pradesh and Delhi, also plans to open 30-40 stores in Punjab and Kolkata in next two years.
- Bangalore-headquartered Embassy Group plans to invest about Rs 1,500 cr for the expansion of its hospitality business, opens *Hilton* hotel in Bangalore, with an investment of Rs 350 cr for a 247 room hotel spread over four acres, also plan to open its *DoubleTree* hotel brand at Agra in October this year and *Conrad* hotel brand at Pune next year.

 With health and fitness rapidly emerging a priority for executives and professionals in the country, a growing number of hotels like Movenpick Hotel's Sohum Spa, JW Marriott, ITC Gardenia Hotel and Gateway Hotels, now offer wellness services not just for their overnight guests but for daily customers as well.

The Economic Times, August 7, 2014 p.5 Fulltext

- Hospitality major EIH Ltd, which runs hotels and resorts under Oberoi and Trident brands, to move ahead with capex of Rs 1,000 cr over the next few years on its proposed Bangalore and Goa properties.
- McDonald's India starts offering books as part of its Happy Meals for a two-month period (in August and September). The Times of India, August 6, 2014 <u>Fulltext</u>



 Buoyed by an increased focus of the new government on developing infrastructure, Kridhan Infra eyes almost Rs 500 cr revenue from the domestic market in the next two years.

- Indian power transmission company Power Grid Corporation of India invites bids for an \$8bn renewable grid upgrade project in India, which will increase its grid to handle more than double the amount of renewable power capacity by 2022.
 - Kolkata-headquartered India Power Corporation, which owns a thermal power plant at Dishergarh in West Bengal, over 100 MW wind assets in Rajasthan, Gujarat and Karnataka and a 2 MW solar plant in Asansol, plans to put up

greenfield thermal power projects in Bihar, Gujarat and Madhya Pradesh an thereby, scale its generation portfolio to 10,000 MW in a few years.

 Su-Kam Power Systems launches Solarcon - a hybrid solar charge controller which can be connected to any existing UPS or Inverter to convert it into a solarpowered system. The Times of India, August 8, 2014 Fulltext

Upbeat about the future prospects of the solar power sector, power and automation technologies maker ABB India Ltd working on technology for remote monitoring of solar power plants in order to optimize output of electricity, in talks with various players in the solar power sector and trying to understand their requirements.

 US-headquartered First Solar Inc, a thin film solar module manufacturer and developer of solar projects worldwide, plans to build a 45-MW capacity solar power generation project in the new state of Telangana through its Indian subsidiary First Solar India.



 Universal Sompo General Insurance Co Ltd targets a premium income of Rs 800 cr for the current fiscal (FY-15).

 Marking the opening of a new sales channel aimed at increasing insurance penetration in rural areas, two insurance companies IndiaFirst and the HDFC Ergo launches sale and services through the common service centres across India.

- Apollo Munich Health Insurance launches two new plans Optima Vital and Optima Super. Optima Vital is a critical illness plan, which covers 37 critical illnesses against normal industry standards of providing cover for around 7 to 20 of these conditions. Another plan, Optima Super, caters to the need of having a low cost cover while one is employed and can be switched to a full-fledged plan at the time of retirement or when the need is felt, without the fear of rejection.
 DBS Bank India joins hands with Royal Sundaram Alliance Insurance Company for
- distributing general insurance policies to the customers of the bank. The Times of India, August 6, 2014 <u>Fulltext</u>



 New Delhi-headquartered Carnation Hospitality acquires Barista Coffee for Rs 100 cr from Lavazza Spa, becoming the fourth owner of India's pioneer, yet struggling, coffee chain.

The Economic Times, August 12, 2014 p.5 <u>Fulltext</u>

- Skills Academy acquires 100% stake in A4e India, a wholly owned subsidiary of A4e Ltd (a UK-based company), will help it reach into new areas across different states and also leverage the experience of existing A4e employees to help increase the scale of the business.
- Jindal Steel and Power acquires 100% stake in Australian mining and exploration company Legend Mining's iron ore project in Cameroon for Australian \$17.5 mn.



* Jubilant Life Sciences, which forayed into the Indian pharmaceutical space recently, to market licensed products in the diabetes and cardiovascular therapeutic areas, besides selling their own product range in the same segments.

 Sanofi enters into a marketing and distribution agreement with Emcure Pharmaceuticals for its oncology portfolio in India. As per the agreement, while Sanofi will continue to own its oncology range - comprising four brands namely Taxotere, Jevtana, Fludara and Fasturtec, Emcure will market and distribute these brands through its specialty unit.

- Mumbai-headquartered pharmaceutical company Lupin Ltd signs a strategic distribution agreement with LG Life Sciences of South Korea to launch Insulin Glargine, a novel insulin analogue under the brand name <u>Basugine</u>, use for the treatment of adult patients with type 1 diabetes or type 2 diabetes, in India.
- Ahmedabad-headquartered pharmaceutical major Zydus Cadila gets USFDA nod to market Potassium Citrate tablets that are used in the prevention of kidney stones.
- Lupin sets a target to take its India revenue to Rs 3,000 cr by the end of 2014, as the Mumbai drug maker gears up to launch more products and enter new therapy segments in the coming months. The Economic Times, August 7, 2014 p.7 Fulltext
- The overall diabetes market size within the Indian pharmaceutical market stood at Rs 6,032 cr, growing at 18% (IMS MAT April 2014). The total insulin analogue market size is valued at Rs 585 cr with 3 year CAGR of 24%. The oral anti-diabetes drugs (OAD) market is valued at Rs 4,512.8 cr with a growth of 19.74% (MAT April 2014).



 Alpha G: Corp Development to undertake two residential projects in the NCR for an estimated outlay of Rs 525 cr, to come up with a premium housing project in Sector 15 of Gurgaon and an affordable housing project in Sector 84, close to the Dwarka Expressway.

- Griha Pravesh Buildteck plans to launch luxury project in Noida, comprising garden apartments and penthouses.
- Golden Gate Properties, a leading property developer in the south, announces the launch of its new project Presidential Tower in Yeshwantpur, Bangalore.
- Mahindra Lifespace Developers Ltd, the real estate and infrastructure development arm of the \$16.5-bn Mahindra Group, launches its first affordable housing project -Happinest - at Avadi, in the suburbs of Chennai.
 - Studio apartments becomes choice of young buyers. Apart from several small builders, large developers such as Lodha*, Hiranandani and Supertech* are also entering the fray. High demand has prompted developers to include studio apartments in their projects. The Economic Times, August 7, 2014 p.20 Fulltext
- Real estate firm Supertech raises Rs 400 cr from the private equity firm Xander to finance its upcoming township and housing projects in Gurgaon, to develop plots, villas and independent homes in the 140-acre township at an investment of about Rs 1,100 cr.
- Wealthy individuals looking to buy India's most exclusive homes may not have to fear being shut out of deals being done behind closed doors. Sotheby's plans to sell about 40 choice properties at list prices of Rs 15-200 crore—among them a bungalow in Lutyens' Delhi (Rs 150 crore) and 'private residences' inside ancient forts in Rajasthan.

The Economic Times, August 7, 2014 p.1 Fulltext



- E-commerce portal Flipkart partners online classifieds player OLX.in for a marketing tie-up that will leverage each other's strengths to offer combined benefits of their platforms to users, to unveil joint marketing campaign urging consumers to upgrade by selling their used products on OLX.in before buying the new products on Flipkart.
- With an eye on capturing over 70% of the online fashion space jointly, Myntra to start selling its most popular private brands, *Roadster*, *Dressberry*, *Anouk* and *HRX* on Flipkart.
- Aiming at profitability, Tata's Infiniti Retail that runs Croma electronic retail chain, is rejigging its product mix to focus on high-margin products and cutting operational costs to stay trim.
- With Flipkart, Amazon, Snapdeal and the like hogging headlines for months, the Rs 520 cr Patel Integrates Logistics enters the e-tailing arena with a last-mile delivery vertical.

- The Karnataka government to partner with two leading e-retailing companies, Snapdeal and Amazon, to create a platform where the SMEs of the state can sell their products.
- Online home store Fab Furnish scouting India's \$20-bn furniture market for smalltime entrepreneurs who will be mentored to sell on its platform, as it shifts focus to the marketplace model, expects revenues to grow five-fold to Rs 200 cr this year, currently relies on an inventory-led model.
- HomeTown, the home improvement retail chain of Kishore Biyani's Future Retail*, partners with online portal Pepperfry.com to sell its products online.
 - After rolling out scheduled delivery service earlier this year, e-commerce portal Flipkart now plans to introduce new service scheduled installation, to launch the service before the festive season kicks off this year. The new feature will allow customers to choose a specific date and time for installation of consumer durables such as ACs and TVs bought from Flipkart.
 - Flipkart, which created a trend among e-commerce players for exclusive online launches, unveils over half a dozen brands, including Asus, Alcatel, BlackBerry, Motorola and Xiaomi, through its portal, also looks to extend these web launches to other categories, such as sunglasses, watches, books, apparel and other nonelectronic categories, also ties up with author Chetan Bhagat for an exclusive launch.
 - Louis Philippe, a brand of Madura Fashion & Lifestyle, targets a revenue of Rs 1,600 cr this fiscal, up from Rs 1,200 cr it reported last year, currently have 230 exclusive stores, including *House of Louis Philippe* and *LP Sport* stores, plans to ramp up this to 270 exclusive stores with the addition of 30 LP Sport and 10 House of Louis Philippe stores.
- The e-commerce sector in India has grown by 150% in the past three years from \$3.8 bn in 2009 to \$9.5 bn in 2012. According to the study, e-commerce will contribute to 4% of India's gross domestic product by 2020, according to global consulting firm KPMG and IMAI.
- The online fashion, footwear and accessories market in India was valued at \$559 mn in 2013 and is projected to reach \$2.8 bn by 2016, growing at a CAGR of 71%, according to a report by Accel Partners.
- The Indian e-commerce market, which is currently pegged at \$2.3 bn, is expected to touch \$32 bn by 2020. The game of e-tailing is no more about offering products and services at cheap rates as pricing no longer allows one to be different from its competitors. E-tailing sites have realized this and so are offering various aftersales services that will help in creating as well as maintaining differentiation, according to Technopak.



 Aircel, promotes its Aircel Ka Vada, Hamesha Zyada campaign to the diverse rural audiences of UP East through a series of nukkad nattaks. The Times of India, August 4, 2014 Fulltext



- Pune-headquartered transportation firm Girikand Logistics launches a customised luxury caravan - Grand Chariot, targeting the high-end leisure and business travelers and plans to have 10 more such vehicles in the next one year. The vehicle is priced at Rs 150 per km for minimum of 250 km traveling.
- Global travel search company, Skyscanner focuses on forging local partnerships with online travel firms, airlines and hotels, also plans to offer tailor-made products for Indian consumers, such as the bus-booking feature it added to its website in May, in partnership with Redbus.
- Eyeing 1.5 million overnight tourists from India to Germany by 2020, the German National Tourist Office (GNTO) is currently on a roadshow in India across major cities in the country, expects to see a surge in tourist inflow from India this year, in the range of 10-14%.
 - With an aim to boost tourism in the two Union Territories of Daman & Diu and Dadra & Nagar Haveli, a new tourism logo was unveiled by Tourism Minister Shripad Yesso Naik, campaign has been built around the tagline Small is big.