

Retail Sector Market Visit to Mumbai, India

7 - 11 March 2011

Management fee: £200*

Subsidy for eligible companies~: £730

Retail is developing fast in India with many international retailers investing there. Retail is the largest industry, accounting for over 10% of the country's GDP. Modern retail is already thriving in India with multi-storey malls offering shopping, entertainment and food under one roof. Most major cities have high value city centre sites still to be developed, therefore the opportunities are plentiful.

This dynamic economy is changing the international scene. Indian brands with emerging market consumers are more and more successful overseas. The country's economy is expanding at an average rate of eight per cent per annum and has the youngest age profile in the world. This large, young, urban population with disposable income is driving demand as they strive for a higher quality of life.

UK retailers have major opportunities in India but solid market entry plans need in-depth understanding - and a market visit is a perfect way to explore the region. The market visit to Mumbai in March 2011 includes briefings, senior meetings with retail organisations in India as well as on-the-ground familiarisation tours. The informal structuring of the programme will allow participants to develop strategy in the context of the market.

There are a limited number of Market Visit Support Grants of £730 available for this Mission for eligible companies on a first come first served basis.

Book your place before 17 January 2011 for your chance to receive one of the limited market visit subsidies (subject to eligibility~).



What is included?

- Briefings on the real size of the Indian middle class, the aspirations of the young earners, market intelligence on major retailers, retail real estate, distribution & services, merchandising
- In-market workshop on the Indian retail sector
- Meetings with key retailers and brands
- Meetings with key influencers and government officials
- Tour of organised retail outlets: shopping centre and mall developments and kirana stores
- Support of a UK Trade & Investment International Trade Adviser
- Brochure with all company profiles to be circulated in Mumbai

~ see overleaf for eligibility requirements

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Name	
Company	
Address	
Postcode	
Email	
Telephone	
Website	
Brief description of company	
Number of employees	
Are you trading internationally?	
If yes, which markets are you involved in?	
If yes, what percentage of your turnover comes from exports?	
Have you used UK Trade & Investment's services in the past?	
If yes, are you working with an International Trade Adviser? Please state their name	
If yes, which of our service(s) have you used before?	<input type="checkbox"/> Passport to Export <input type="checkbox"/> Market Research (OMIS) <input type="checkbox"/> Export Marketing Research Scheme (EMRS) <input type="checkbox"/> Market Visit <input type="checkbox"/> Export Communications Review (ECR) <input type="checkbox"/> Tradeshow Access Programme (TAP)
Where did you hear about this mission?	<input type="checkbox"/> UKTI email <input type="checkbox"/> UKTI website <input type="checkbox"/> Event <input type="checkbox"/> Other _____

COSTS

*Management fee: £200

Additional costs for flights, accommodation in the designated group hotel, and in-market activities to be covered by the companies.

~ELIGIBILITY FOR SUBSIDY

There are a limited number of Market Visit Support Grants of £730 available for this market visit for eligible companies based on a first come first served basis.

To be eligible for subsidy for this market visit, companies must be a small or medium enterprise (SME) based within one of London's 33 boroughs, must have been trading for a minimum of 12 months and have fewer than 250 employees, with a turnover of less than £40m.

REGISTER YOUR INTEREST

Use the form to the left to register your interest in the market visit. You must book by 17 January 2011. Contact us now to secure your place.

Email

Please scan and return the form as an attachment to paolodibrina@uktilondon.org.uk.

Post

Please complete the form and send to the address below, for the attention of Paolo Di Brina.

FURTHER INFORMATION

For further information, please contact:

Paolo Di Brina
 UK Trade & Investment
 Trade Mission Coordinator
 London International Trade Team
 Ground Floor
 Shand House
 14-20 Shand St
 London SE1 2ES

Tel: +44 (0)20 7940 1557

Fax: +44 (0) 20 7234 3001

Email: paolodibrina@uktilondon.org.uk

DATA PROTECTION ACT 1998

Information regarding the collection, use, disclosure and processing of personal data is to be found in the Privacy Statement on the UK Trade & Investment website www.uktradeinvest.gov.uk. Having seen the website, please tick the following boxes if you do not wish your details to be used for marketing purposes [], passed to Business Link (or your equivalent national body), any carefully selected UK based Trade Association or Chamber of Commerce or business partners [] or transferred outside UK [].

1 Source: The Retail Opportunity in India Report 2009