

# Apparel and Footwear Specialists in India

April 2025

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## Apparel and Footwear Specialists in India - Category analysis

#### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Premium/affordable market bifurcation creates dual growth opportunities

Revival of indigenous textiles connects traditional craftsmanship with contemporary fashion

Emergence of quick-commerce in apparel and footwear retail: Transforming delivery expectations from days to minutes

#### PROSPECTS AND OPPORTUNITIES

The competition from e-commerce, and Al-powered hyper-personalisation

The rise of digital fashion and avatars in the metaverse, and the incorporation of technology in stores

Data-driven decision-making will revolutionise regional inventory

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# Retail in India - Industry Overview

#### **EXECUTIVE SUMMARY**

Retail in 2024: The big picture

Price, and level of involvement in the buying process are leading parameters when choosing a retail channel

Evolving consumer preferences make an omnichannel presence imperative to drive strong demand

What next for retail?

#### OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

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Seasonality

Diwali season

End of season sale

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