

# [RBL] 10

EXONENTS OF GOOD LIVING  
SINCE 2007



[ Who we are ]

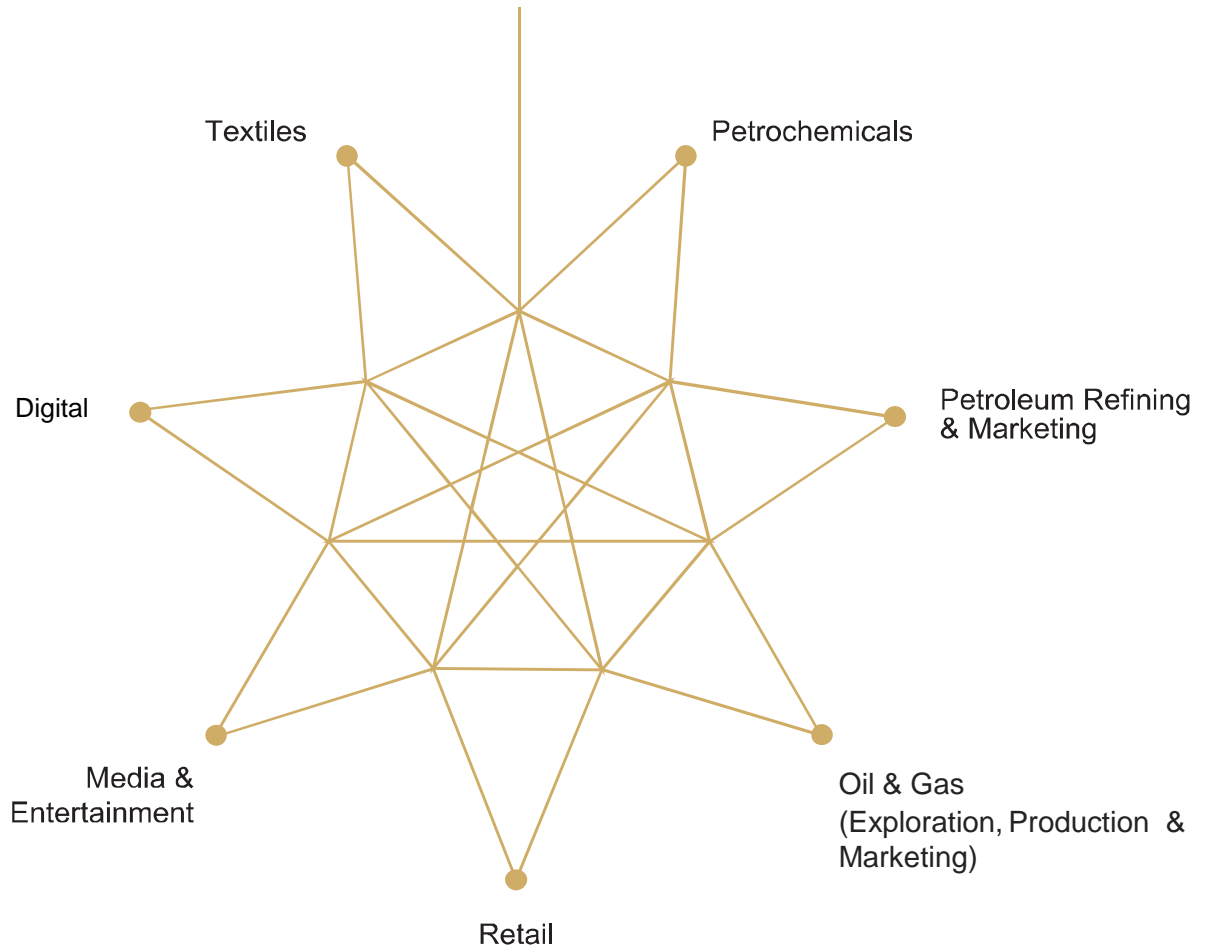




[ Our Parents ]

1st Indian company to cross a Market Capitalization of USD 200 bn

#1 Indian company in Forbes 2020 Fortune Global 500 rankings.



[ Reliance Retail ]

Premium-to-Luxury Fashion & Lifestyle	Food & Beverage*	Beauty & Wellness*	Jewelry	Value Fashion & Lifestyle	Electronics	Food & Grocery
[RBL] <sup>10</sup> AJIO LUXE	MOTODO PIZZERIA SEESAW ARTS CAFÉ BAY CLUB ARMANI / CAFFÈ Café & Meal MUJI THE GREEN CO CO NINE DINE FLAVOURS OF INDIA	PROJECT ADORE flormar Professional Make Up netmeds.com	Reliance Jewels  Others  Justdial	TRENDS TRENDS FOOTWEAR PROJECT EVE MARKS & SPENCER AJIO.COM zivame Urban Ladder	Reliance digital resQ Jio DIGITAL LIFE SMART POINT ELEVEN JioMart	Reliancefresh RelianceSMART SMART POINT ELEVEN JioMart
1308 Doors	15 Doors	-	255 Doors	2,058 Doors	8,670 Doors	1145 Doors

The only Indian retailer to be in the **Top 100 Global Retailer's** list with a revenue of **USD 22 bn** (FY'21)

Since its inception in 2006, Reliance Retail has grown to become India's largest retailer delivering superior value to its customers, suppliers and shareholders. It is ranked as the second fastest growing retail company in the world by Deloitte (Global Powers of Retailing 2020)

Over a span of only 15 years, we have reached a topline of US\$ 22 billion

## Reliance Retail

Since Sep 2020, A clutch of investors such as Singapore's sovereign wealth fund GIC, global alternative asset firm TPG Abu Dhabi Investment Authority, Mubadala Investment Co, General Atlantic, KKR and Silver Lake have purchased 10% stake in Reliance Retail valuing the business at US\$ 62 billion



[ Reliance Retail ]

## Reach

640 Million+

Footfalls

## Scale

12,800+

Retail Stores

7,000+

Towns & Cities

34.5 Mn Sq. Ft.

Retail Space

150 Million+

Customers

Largest Customer Loyalty Programme in India

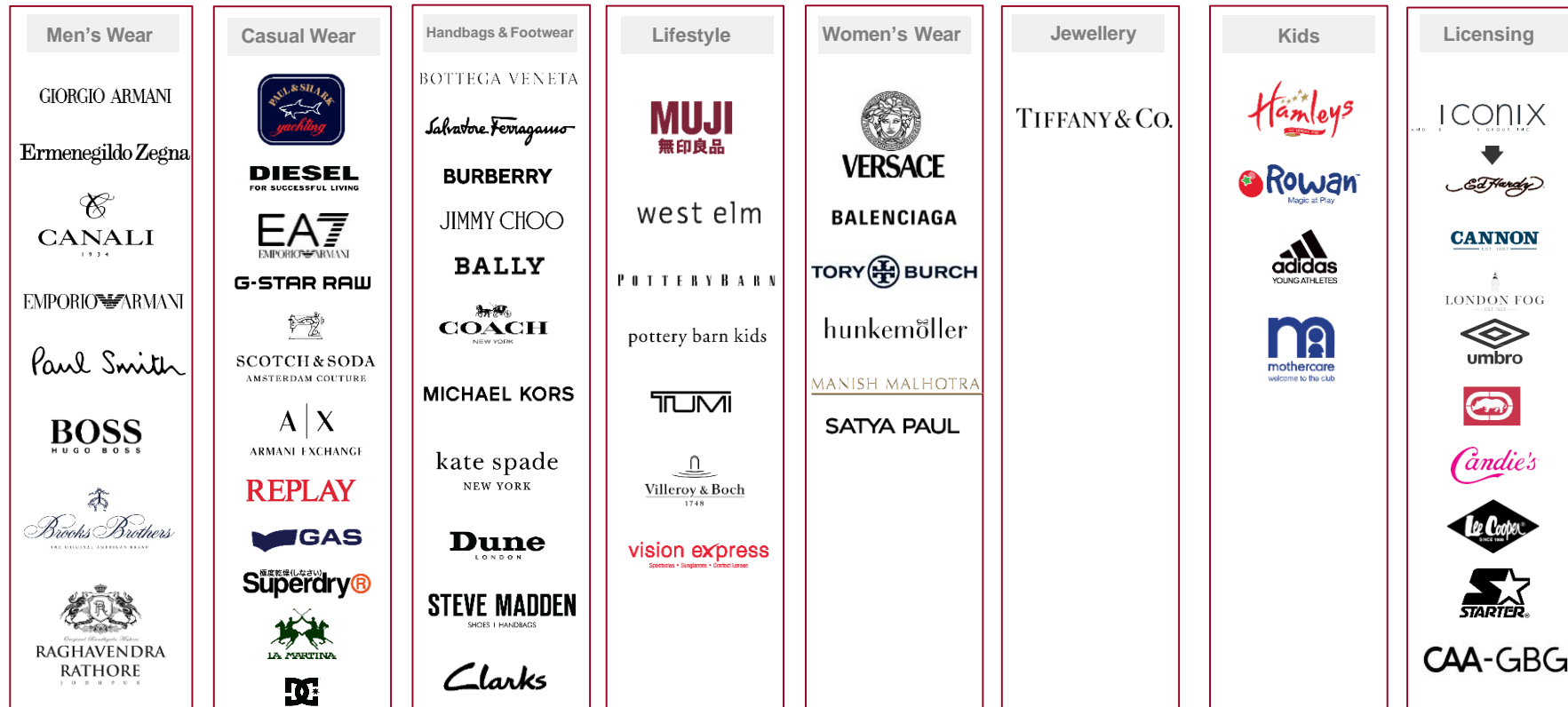
200,000+

People Employed

*\*As on 30<sup>th</sup> June'21*



## Segmenting our Brand Partnerships into Business Coalitions



## Segmenting our Brand Partnerships by Business Models

16 Joint Ventures | 29 Master Franchisees | 2 Retail Concepts | 23 Licensed Brands | 1 Global Acquisition | 2 Private Equity Investments

**Joint Venture**

Ermenegildo Zegna | TIFANY & CO. | BURBERRY

CANALI | BALLY | PAUL & SHARK

DIESEL | Brooks Brothers | GAS

Villeroy & Boch | MUJI

vision express | Clarks

SATYA PAUL \*

\*The Joint Venture includes Brand IP Ownership

**Master Franchise**

BOTTEGA VENETA | BALenciAGA | JIMMY CHOO

Salvatore Ferragamo | VERSACE | Paul Smith

COACH | GIORGIO ARMANI | TORY BURCH

MICHAEL KORS | BOSS | EMPORIO ARMANI

ARMANI EXCHANGE | kate spade | TUMI

SCOTCH & SODA | EA7 | G-STAR RAW

hunkemöller | REPLAY | adidas

STEVE MADDEN | LA MARTINA | mothercare

POTTERY BARN | pottery barn kids | west elm

**Licensing**  
23 Owned & Licensed Brands

ICONIX  
CAA-GBG

**Global Acquisition**

Hamleys

**Private Equity**

MANISH MALHOTRA  
RAGHAVENDRA RATHORE

**Our Retail Concepts**

THE WHITE CROW  
THE TANK



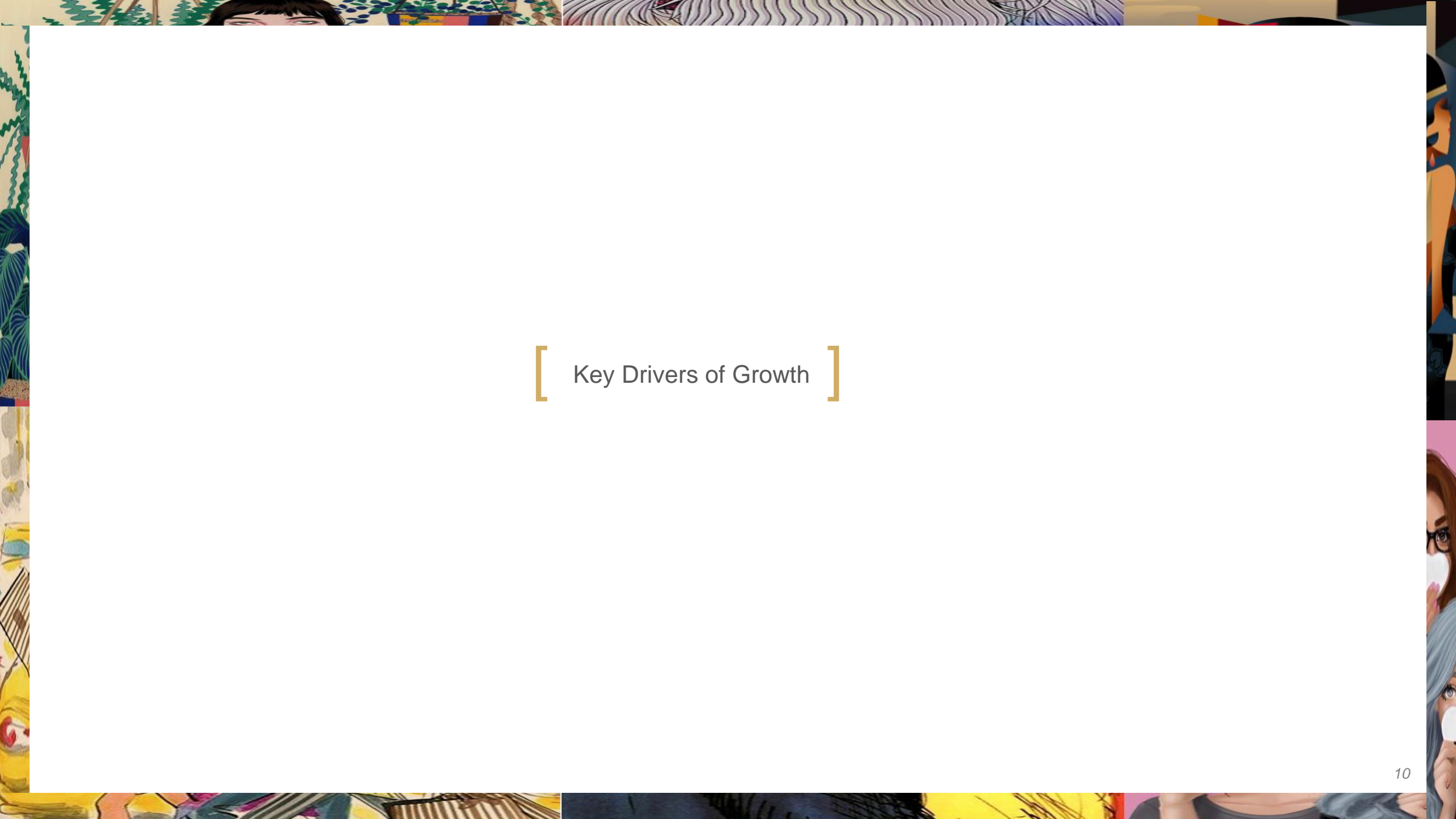
[ What we bring to  
our partnerships ]

Long term vision and patience - we have high investment & risk appetite

Access and rich understanding of the shopping behavior blueprint of  
India's richest 10 million consumers (who account for 50% of total  
investible wealth in India) in their discretionary spends

In the premium to luxury lifestyle space, the most sophisticated and  
future-ready platform of online & offline consumer outreach in India

No conflict of interest



[ Key Drivers of Growth ]

I

Real Estate

II

Technology

III

Marketing &  
PR

IV

Buying &  
Merchandising

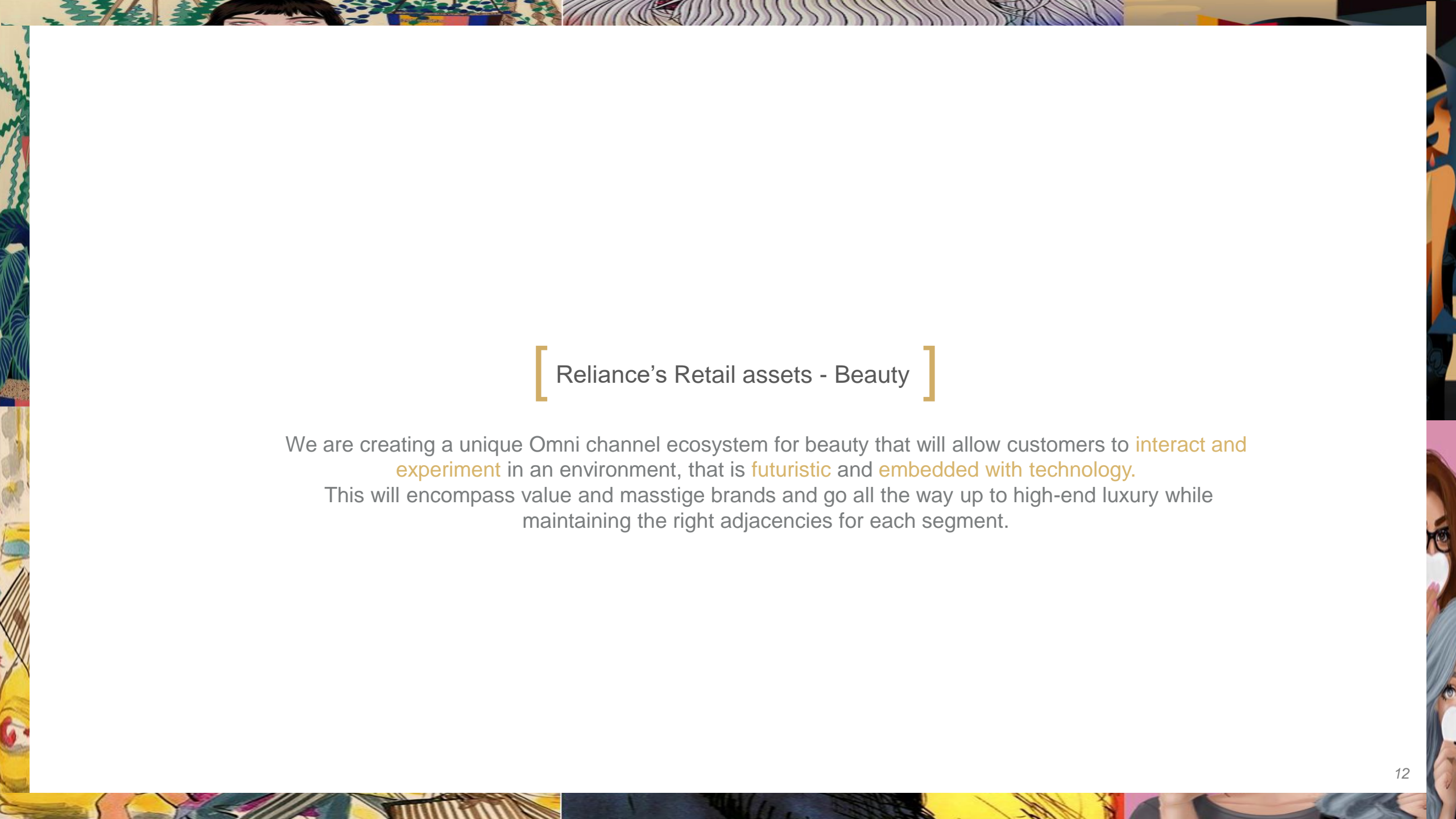
V

Supply Chain  
& Logistics

VI

People &  
Training





## [ Reliance's Retail assets - Beauty ]

We are creating a unique Omni channel ecosystem for beauty that will allow customers to **interact and experiment** in an environment, that is **futuristic** and **embedded with technology**.  
This will encompass value and masstige brands and go all the way up to high-end luxury while maintaining the right adjacencies for each segment.

OFFLINE

[ GROUP RETAIL ASSETS - BEAUTY ]

ONLINE



THE WHITE CROW



AJIO LUXE

PROJECT ADORE

PREMIUM TO LUXURY

PROJECT ADORE

PROJECT EVE

AJIO.COM

MAINSTREAM



TRENDS



ZIVAME



NETMEDS

MASTIGE



RELIANCE SMART



SMART POINT

KIRANA STORES

JioMart

VALUE

Thank you!