



**7 – 8 DECEMBER**

**2022**

THE WESTIN MUMBAI POWAI LAKE

# INDIA FOOD FORUM

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**INSIDE INDIA'S LARGEST FOOD B2B  
INTELLIGENCE EVENT**

## EVENT OBJECTIVES

- ▶ India's largest food B2B intelligence event hosting the end-to-end of food business enablement – from food sourcing advances, retail tech innovation trends to grocery retailing and food service best practices – through a mega 2-day conference, zoned exhibitions, partner networking and tailored B2B meetings.
- ▶ Exhibiting the latest in food manufacturing & marketing, technology, hospitality and foodservice innovations, retail support and retail location solutions to all attendees.
- ▶ Enabling business development for participants through networking sessions with prospective channel partners/ customers/ investors/ knowledge leaders.
- ▶ Recognising excellence in food & grocery retailing and food service in India through the Golden Spoon Awards and IMAGES Food Service Awards

## TOTAL ATTENDEES/ FOOTFALL

- ▶ 2000+

## TOTAL EXHIBITORS

- ▶ 100+

## SPEAKERS

- ▶ 155

## UNIQUE BRANDS/ ORGANISATIONS REPRESENTED

- ▶ 500+

## DECISION MAKERS/ SENIOR MANAGEMENT AS % OF ATTENDEES

- ▶ 84

## ATTENDEES BY SENIORITY

36%

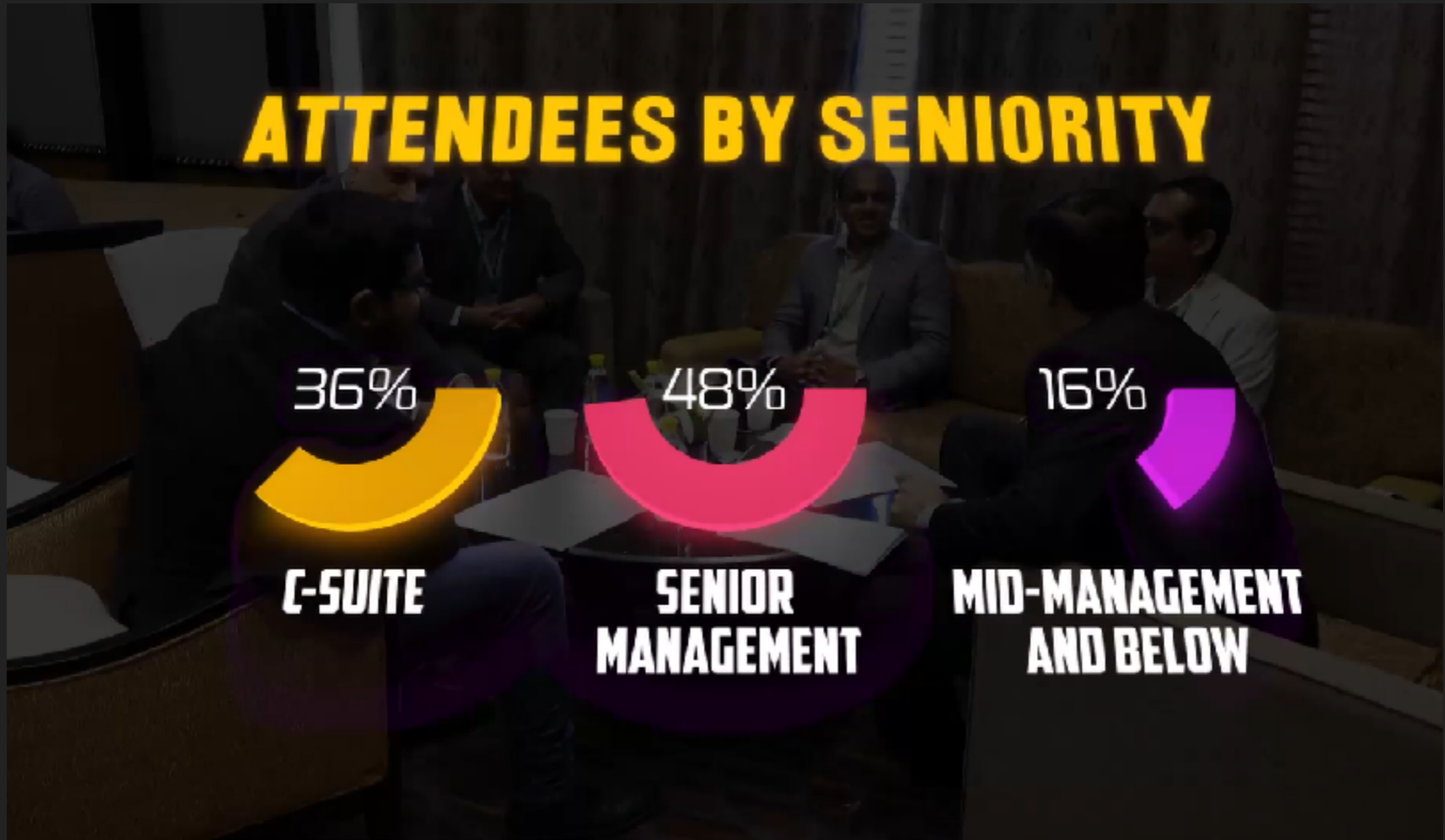
**C-SUITE**

48%

**SENIOR  
MANAGEMENT**

16%

**MID-MANAGEMENT  
AND BELOW**







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## PARTNERS & PARTICIPANTS

**Awards**

- Coca-Cola Golden Spoon Awards 2020
- Images Awards for Excellence in Food & Grocery Retail
- presented by BIKAJI
- PEPSICO IMAGES FOOD SERVICE AWARDS 2020
- INDIA FOOD FORUM PRIVILEGE MEMBERSHIP CLUB

**Dinner Food Partner**

- THE AFAP
- Goldiiee GROUP

**Speaker Lounge Partner**

- NESTLE GOLD

**Aqua Partner**

- veclia

**Wafy Partner**

- Wafy

**Honey Partner**

- vivi

**Organic Partner**

- organic taiva

**Bakery Partner**

- Lotus

**Session Partner**

- Griffith

**Knowledge Partner**

- ANAROCK

**7 Minute Insights**

- BLUE STAR
- USDA

**Distribution Partner**

- TJN Trade Networks Pvt Ltd

**Industry Partner**

- NRAI
- FIFI

**Retail Partner**

- PROGRESSIVE GROCER
- foodService
- RetailME
- INDIA RETAILING

**Charity or Cause**

- TIRAIN

**Product Launch**

- KAGOME
- KARL KARI
- uniwraps
- organic taiva
- vivi
- Goldiiee GROUP
- Wafy
- Red Bull
- Heineken 00
- Abbott

**Supported by**

- Inorbit
- Infinet
- FORUM
- ORION

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## KEY SPEAKERS & INDUSTRY LEADERS IN ATTENDANCE



**Dr. A K Tyagi,**  
ED, Haldirom's



**Altamsh Patel,**  
Executive Chef, The Park,  
Mumbai



**Amitabh Singh,**  
Head - Modern Trade  
& Enterprise Business,  
Dabur



**Angelo George,**  
CEO, Bisleri International



**Anil Menon,**  
General Manager -  
IT Innovation, TATA  
Starbucks



**Anurag Katriar,**  
ED & CEO, deGustibus  
Hospitality & President  
NRAI



**Arvind kumar,**  
CEO, Dukes India



**Arvind Varchaswi,**  
Managing Director, Sri,  
Sri Tattva



**B S Nagesh,**  
Founder, TRRAIN



**Benu Sehgal,**  
CEO, Freeport Retail  
India



**Bhagirath Jalan,**  
Managing Director,  
Jalan's Retail



**Bharati Balakrishnan,**  
Sr. VP & Head Digital  
Commerce, Future  
Group



**Bijou Kurien,**  
Strategy Board Member,  
L'Oréal Paris Asia  
Holdings



**Biyas Roy,**  
Executive Director,  
Arambagh Foodmart



**Darpan Agarwal,**  
Director, Balaji Grand  
Bazaar



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**Damodar Mall,**  
Author,  
SupermarketWala &  
CEO – Grocery Retail  
(Reliance Retail)



**Dev Amritesh,**  
Managing Director –  
India, Compass Group



**Devendra Chawla,**  
CEO & Managing  
Director, Spencer's Retail



**Dhananjay Sen Gupta,**  
CEO (Small Formats)  
Future Group



**Dheeraj Arora,**  
VP – Modern Trade,  
e-Commerce & Instnl.  
Business, Unilever



**Dhiren Kanwar,**  
President & MD- India  
and Middle East –  
Griffith Foods



**Chef Dev Kasalkar,**  
MD, Chef's Kitchen  
Institute



**Ganesh Mishra,**  
Head – Non Food,  
Product – Packaged  
Goods, Trent  
Hypermarket



**Gautam Gupta,**  
CEO, Paradise Food  
Court



**Hardeep Singh,**  
CEO, 7-Eleven India



**Harshita Gandhi,**  
Director, Tree of life



**Harpal Singh Sokhi,**  
Celebrity Chef and  
Restaurateur



**Jamshed Daboo,**  
MD, Trent Hypermarkets



**Jasmine Kaur,**  
CEO & Co-founder, The  
Green Snack Co.



**Jerson Fernandes,**  
Executive Chef, Novotel  
Hotels



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**K Radhakrishnan,**  
Co-Founder,  
starquik.com



**Kabir Gossain,**  
GM - Retail and  
Omnichannel, Modern  
Trade, HUL



**Kamaldeep Singh,**  
President- Food LOB,  
Future Group



**Karan Kapur,**  
ED, Travel Food Services



**Chef Kamlesh Salve,**  
Executive Chef, The  
Mirador Hotel



**Karan Tanna,**  
Founder & CEO, Ghost  
Kitchens



**Kirit Maganlal,**  
Founder & CEO,  
Magsons Group



**Kishore Kumar,**  
Head - Brand  
Intelligence & bb  
accelerate, Big Basket



**Lazaro Sandoval,**  
Senior Agricultural  
Attaché, USDA Foreign  
Agricultural Service  
(FAS)



**Madhukar Kamath,**  
Chairman Emeritus, DDB  
Mudra Group



**Mohit Khattar,**  
CEO & Director, Graviss  
Foods



**Monish Gujral,**  
CMD, Motimahal



**Nandini Kelkar Director,**  
Customer Research,  
MEASA, Frost & Sullivan



**Mayank Tandon,**  
CEO, Sanjeev Kapoor  
Restaurants



**Neerav Sejpal,**  
Director of Growth,  
Pizza Hut India (Sub-  
Continent)

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## KEY SPEAKERS & INDUSTRY LEADERS IN ATTENDANCE



**Nitin Nagrale,**  
Founder & General  
Secretary, HFMF



**Pratik Pota,**  
CEO, Jubilant Foodworks



**Pradeep Srinivasan,**  
Senior Analyst -  
Euromonitor



**Rahul Singh,**  
Founder, Beer Café



**Rajani Ranjan Rashmi,**  
Executive Chef, Hotel  
Sahara Star



**Rajat Wahi,**  
Partner, Deloitte India



**Rajiv Sharma,**  
Group Head-Staples,  
Future Value Retail



**Rajesh Francis,**  
MD, MagSam Retail &  
Distribution



**Rivaaz Amiani,**  
CEO & MD, Impresario  
Entertainment  
Hospitality



**Rohit Bhatia,**  
MD, Kagome



**Sadashiv Nayak,**  
Business Head - Big  
Bazaar, Future Retail



**Sagar Daryani,**  
Founder, Wow! Momo



**Salil Fadnis,**  
Executive Chef, Sahara  
Star & Aamby Valley  
City



**Samir Kuckreja,**  
Founder & CEO,  
Tasanaya Hospitality



**Sandeep Agarwal,**  
Managing Director,  
Ratnadeep Retail



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## KEY SPEAKERS & INDUSTRY LEADERS IN ATTENDANCE



**Saurabh Makhija,**  
Head - Modern Trade,  
Nestlé India



**Seshu Kumar,**  
National Head - Buying  
and Merchandising, Big  
Basket



**Shweta Ravi,**  
Director, Nandhana  
Group of Restaurants



**Shaishav Mittal,**  
Founder & CEO, Lovely  
Bake Studio



**Saloni Nangia,**  
President, Technopak



**Solal Shakthivel,**  
SVP - Food & Grocery  
Business, Spar India



**Chef Sudhir Pal**



**Sunil Sanklecha,**  
Founder & Managing  
Partner of Nuts 'n' Spices



**Chef Tushar Malkani,**  
MD, Malkani Hospitality



**Viren Razdan,**  
MD, Brand-nomics



**Chef Vineet Manocha,**  
Iita Bite Foods,



**Vivek Kadam,**  
Pastry Chef, ITC Maratha



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# EXHIBITION SNAPSHOTS





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# EXHIBITION SNAPSHOTS





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# AWARDS & HONOURS





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# AWARDS & HONOURS





# MARKETING COMMUNICATIONS

## MEET OUR PRODUCT INNOVATION STAR

As a paper based food wrapping option, Oddy UNIWRAPS is the solution that overcomes all the shortcomings of all the current food wrapping products. This food safety and hygiene product is the first from the Oddy brand stable.

Oddy Uniwraps focuses on safety without compromising on convenience.

Safety is ensured through no migration or reaction into the food. It is also bio-degradable and recyclable.

Oddy Uniwraps handles Indian foods very well as with it the oils do not leak, food items do not stick and the same can be used to reheat in ovens for upto five minutes at 230 degree C.

More than 1 lakh Indian families are already using Oddy Uniwraps!

See the product at India Food Forum 2020

**OPPORTUNITY INDIA**  
TRANSFORMING FOOD RETAIL THROUGH INNOVATION

## THE FUTURE OF RETAIL DISTRIBUTION

10.20 AM - 11.05 AM | FEBRUARY 5, 2020

Retail distribution is on the brink of undergoing a massive overhaul in the coming years, accelerated with evolving cloud & mobile technologies. As retailers get digitally empowered and consolidated distribution systems are put in place, consumerism will move from push-based to demand based. How will technology and data drive this change? What does this mean for food brands?

### 7-MINUTE INSIGHTS

- » Why will strong individual distribution networks no longer be a competitive advantage & how distribution will be consolidated amongst a few key players?
- » Why is Direct Brand-to-Retail reach going to be key to ensuring product placements, availability & successful product launches?
- » How can brands leverage data, identify trends & patterns to create great products that appeal to local tastes instead of mass market product?

MODERATOR	PANEL		


WORLD-CLASS FLAVOURS & INGREDIENTS | HIGH-TECH REFRIGERATION FUSION SNACKS | FOOD ACCESSORIES | CULINARY CONCEPTS | HEALTH ADDITIVES | WORLD CLASS CURATED RETAIL DESTINATIONS


## OUR PARTNERS REFLECT THE MOST EXCITING OF FOOD INNOVATION & RETAIL LOCATIONS IN INDIA.


Join Our Innovation Showcase Today



# MARKETING COMMUNICATIONS





**Radler FIZZY LEMON MALT**

Presenting Kingfisher Radler, the first non-alcoholic malt-based carbonated drink to launch in the Indian market. It has 30% less sugar than the average carbonated soft drink and is made from all-natural ingredients. Non-alcoholic malt-based carbonated beverage is a new category in its nascent stages and Kingfisher Radler has the advantage of being the first mover in this segment in India. The product is targeted at consumers looking to replace colas and other carbonated soft drinks with healthier options.

UB Group's beer business enjoys undisputed leadership of the Indian beer market led by the flagship Kingfisher brand. One out of every two bottles of beer sold in India is a Kingfisher brand. Kingfisher Radler is the newest product from the Kingfisher brand umbrella.

SEE THE PRODUCTS AT INDIA FOOD FORUM 2020

**OPPORTUNITY INDIA**  
TRANSFORMING FOOD RETAIL THROUGH INNOVATION



THE FUTURE OF ON-DEMAND, EXPERIENTIAL FOOD RETAIL

INDIA FOOD RETAIL TECH FORUM



India Food Retail Tech is a focused and one of its kind forum for CXOs, CTOs, CIOs and technology majors operating in the food retail and foodservice spaces. It is a tailored platform for technology solution providers to showcase latest products, innovations, services, tools and solutions to HoReCa operators/owners. The show is a perfect environment for delegates / attendees to discover the most innovative products and solutions to optimize the opportunities in the Indian food creation, marketing and retailing sectors.

**Who should exhibit?**

Businesses engaged in development/marketing/distribution of

- > SECURITY & SURVEILLANCE SOLUTIONS
- > BARCODE AND RFID SYSTEMS
- > DIGITAL SIGNAGES

# MEDIA COVERAGE | PRINT

## India warming up to snackification, says global study

**RAVI RANJAN PRASAD**  
MUMBAI, FEB. 6


'Snackification' is a trend catching up in India, says a report presented by Euromonitor International, a global strategic market research firm as people in urban centres have longer commute to their workplace.

Market intelligence, innovation, self-disruption, localisation were the other major trends in India's food retail sector, according to food retail industry leaders assembled at India Food Forum 2020.

The Indian food consumption market — including food retail and foodservice sectors — is valued at \$900 billion.

Talking about the 'snackification' of food, Pradeep Srinivasan, senior analyst, Euromonitor said, "The fact that time-pressed lifestyles and on-demand economy have led to people looking increasingly at convenience. More and more people are opting for foods with less preparation time and more convenience, thereby increasing the opportunity for pre-prepared foods."

Indians have a lot of

 The fact that time-pressed lifestyles and on-demand economy have led to people looking increasingly at convenience. More and more people are opting for foods with less preparation time and more convenience, thereby increasing the opportunity for pre-prepared foods

— PRADEEP SRINIVASAN,  
senior analyst, Euromonitor



snacks in between meals as against people in Western countries having three meals — breakfast, lunch and dinner. "Fluid eating habits is another opportunity

for snack manufacturers. While snacking has increased, there is a visible difference in treating and snacking. This has led to the demand for healthier

snacks. The pack size of pre-packed snack is also reducing," Srinivasan said.

"The presence of smaller disruptive players are making sure that success is

beyond few food majors. Also the brands which focus on regions or clusters will achieve success and scale. Also companies are now trying to be present in multiple product categories. Also gourmet and health are new niches that will see higher growth," said Saloni Nangia, president, Technopak.

"Interest from investors like private equity (PE) and venture funds and government would provide the growth impetus, given the fact that more than ₹10,000 crore rupees have already been invested in packed food

and food& grocery e-commerce since 2015," Nangia said. Kishore Kumar, head-Brand Intelligence, Big Basket, an online food and grocery store said, "The key trends in food retailing included concept of "Grandma is Right", like desi cow ghee, honey jaggery and ayurvedic products as consumers were going more towards what was better for them and not just a value add.

"More and more consumers are demanding both taste and health in their food item," Kumar said.



# MEDIA COVERAGE | PRINT

## India Food Forum served up surprises in food service space

**MUMBAI:** India's largest food retail intelligence event, India Food Forum 2020, focused on massive emerging opportunities in cloud kitchens, food delivery systems and start-ups in the food space. Interesting trends were addressed by prominent speakers of big three like Nielsen, Deloitte, PwC. In his address, Kunal Gupta, Director- Lead, Digital Retail (E-Commerce) Nielsen India, threw some surprises.

According to him, dinner orders are 1.6x times lunch orders during the week days. During the weekend's dinner orders show a decline. He attributed this to the fact that people tend to go out, more for dinner on weekends.

Eight metros are driving

volumes in the online food ordering space, with south India being a clear leader with 40% market share. 77% of these are males with 60% being in the 18- 29 years category. Monday and Saturday show more preference for vegetarian food.

Another trend that came across every clearly was that southern cities prefer north Indian cuisine. It is the top preference in Bangalore, Chennai and Kolkata.

The Deloitte report suggested that technology will be a disruptor of the ecosystem of food value chain. Some of the major trends that are shaping the industry are Convenience to eat-out and take-away option, pref-

erence for healthy ingredients, glocalization of taste, ease of online ordering and role of social media.

Also, hyperlocal delivery, though at a nascent stage in India, offers significant growth potential.

In the its report, PwC stated that rising income, underpenetrated market, urbanisation, growing number of working women and increasing number of cuisine and format options will change the food service industry. According to them there is an INR 30,000 crore aggregation and delivery market, beyond restaurants that is growing at 30%. Cloud kitchen are a great leveller.

## South Indian order more North Indian Food; Pizza is the preferred by both Males and Females

**India Food Forum served up surprises in the Food Service Space; findings shared by Nielsen, PwC, Deloitte and others**

India's largest food retail intelligence event, India Food Forum 2020, focused on massive emerging opportunities in cloud kitchens, food delivery systems and start-ups in the food space. Interesting trends were addressed by prominent speakers of big three like Nielsen, Deloitte, PwC. In his address, Kunal Gupta, Director- Lead, Digital Retail (E-Commerce) Nielsen India, threw some surprises. According to him, dinner orders are 1.6x times lunch orders during the week days. During the weekend's dinner orders show a decline. He attributed this to the fact that people tend to go out, more for dinner on weekends.

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# MEDIA COVERAGE | ELECTRONIC



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# MEDIA COVERAGE | ELECTRONIC



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**WATCH THE SHOWREEL**

<https://youtu.be/iHKfx59qlwQ>





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