



FDI IN RETAIL

INDIA'S JOURNEY TOWARDS
GLOBAL INTEGRATION

Dr. Neda Tasneem
Dr. Farheen Siddiqui
Mr. Mohammad Shariq
Ms. Shikha Agarwal

FDI IN RETAIL

India's Journey Towards Global Integration

Dr. Neda Tasneem

Dr. Farheen Siddiqui

Mr. Mohammad Shariq

Ms. Shikha Agarwal

Sandpiper 

Sandpiper Publishers

Regd. Office: 327/89, Mir Anis Lane, Chowk, Lucknow-226 003
+91 9044343434

Copyright © Authors

All rights reserved. No part of this work may be reproduced, stored, adapted, or transmitted in any form or by any means, electronic, mechanical, photocopying, micro-filming recording or otherwise, or translated in any language, without the prior written permission of the copyright owner and the publisher.

The views and opinions expressed in this book are author(s) own and the facts reported by them have been verified to the extent possible, and the publishers are not in any way liable for the same.

ISBN 978-93-48567-98-7

First Published by Sandpiper Publishers 2025

Typeset by Bright Computers, Lucknow

Printed & bound in India by Global Printing Services, Delhi

TABLE OF CONTENTS

INTRODUCTION

Index is the best depicting of Foreign Direct Investment (FDI) and its impact on the Indian economy.

<i>Preface</i>	III
Chapter-1 Introduction	1
Chapter-2 Foreign Direct Investment and Retail in India.....	22
Chapter-3 Measuring the Impact of FDI	56
Chapter-4 Entry of Foreign Retailers in India	73
Chapter-5 Impact of FDI on Indian Retailers	121
Chapter-6 Findings and Recommendations.....	155

PREFACE

The transformation of India's retail sector is one of the most remarkable economic changes witnessed in recent years. It has progressed from traditional markets and family-owned shops to organized retail outlets and online platforms, reflecting both dynamic developments and significant challenges. Central to this evolution is Foreign Direct Investment (FDI)—a crucial catalyst that has unlocked new opportunities for capital investment, technology sharing, and enhanced market competition, while also raising concerns regarding sustainability, inclusiveness, and the future of small-scale retailers.

This book, *FDI in Retail: India's Journey towards Global Integration* is the result of our joint scholarly effort to investigate the various aspects of FDI in the Indian retail industry. It aims to offer a thorough and impartial explanation of how, in a fast liberalizing economy, foreign investment affects consumer welfare, job trends, retail trade, and policy formulation. Our goal is to provide readers with an organized view of the opportunities and difficulties associated with global integration by fusing theoretical frameworks with practical data.

The study explores how retail forms have changed over time, how organized and unorganized sectors interact, and how local entrepreneurship has been affected by liberalization. Additionally, it examines the larger policy environment, examining the changes, laws, and socioeconomic reactions that have influenced India's stance on foreign direct investment in retail. We have made an effort to uphold academic objectivity throughout the book so that the conversation is still pertinent for practitioners, policymakers, and scholars alike.

We sincerely thank each of our various institutions for their academic encouragement and assistance. We also thank the many academics, decision-makers, and retail professionals whose perspectives have enhanced our work. We would also like to express our gratitude to our students and respondents, whose viewpoints and experiences gave us important firsthand knowledge about Indian retail realities.

We sincerely hope that this book will make a significant addition to the current conversation about globalization, investment, and sustainable retail development—and that it will stimulate more investigation into how India may continue to strike a balance between equity and economic development in the changing global economy.

Dr. Neda Tasneem
Dr. Farheen Siddiqui
Mr. Mohammad Shariq
Ms. Shikha Agarwal

Lucknow, 2025



Dr. Neda Tasneem is an Assistant Professor in the Department of Commerce at Integral University, Lucknow. She holds a Ph.D. in Finance

and has over a decade of teaching and research experience in Financial Management, Investment Analysis, and Corporate Finance. Dr. Tasneem is committed to fostering analytical and practical understanding among students by connecting theory with real-world financial applications. Passionate about academic excellence, she strives to cultivate critical thinking and intellectual curiosity. Beyond academics, she enjoys reading and traveling, pursuits that enrich her scholarly perspective.



Dr. Farheen Siddiqui is an Assistant Professor in the Department of Commerce at Integral University, Lucknow. She earned her D.Phil. in Commerce from the

University of Allahabad, where she also completed her M.Com (Gold Medalist) and B.Com degrees. With more than a decade of academic experience, she has established herself as a dedicated teacher and researcher. A three-time UGC-NET qualifier, her areas of expertise include Financial Management, Corporate Accounting, and Behavioural Finance. Dr. Siddiqui integrates research with teaching, guiding students to develop analytical and research-oriented perspectives in the field of finance.