

BRIDGING GLOBAL BRANDS WITH INDIA'S GROWTH STORY



La Mère

WE HELP MAKE THE TUNNEL SHORTER AND THE PATH BETTER

At La Mère, we bring the world closer to India's fast-evolving consumption story.

We operate at the intersection of **strategy, lifestyle, and opportunity** — helping international and domestic brands build meaningful, scalable, and sustainable growth in one of the world's most dynamic markets.

Connect with us

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Now La Mère Lifestyles LLP, is a multi-vertical organization with presence across Consulting, Retail and Distribution, both domestic and imports.

Our approach reflects one idea — that India's growth story is not just about scale, but about intelligent connections between consumers, brands, and the ecosystems that unite them.

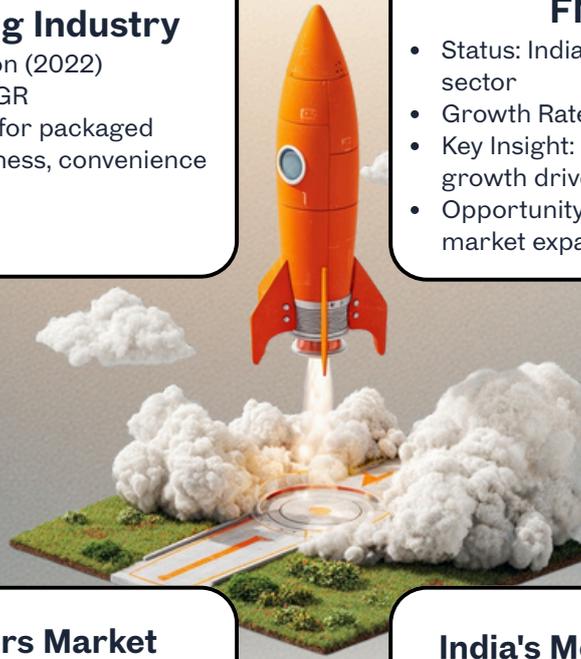
The India Growth Opportunity

Food Processing Industry

- Market Size: ~\$307 Billion (2022)
- Growth Rate: 8-10% CAGR
- Drivers: Rising demand for packaged foods, health consciousness, convenience

FMCG Sector

- Status: India's largest consumption sector
- Growth Rate: 8-10% CAGR
- Key Insight: Tier 2/3 towns are primary growth drivers
- Opportunity: Rural and semi-urban market expansion



Home & Interiors Market

- Market Size: \$25 Billion
- Growth Rate: 10-12% CAGR
- Drivers: Urbanization, lifestyle upgrades, nuclear families
- Trend: Premiumization of home products

India's Merchandise Imports

- Total Value: \$850+ Billion (2023-24)
- Significance: Massive scale and opportunity for international brands
- Trend: Growing appetite for imported quality products
- Categories: Food, FMCG, home products leading growth

Regional Opportunities

Metro Cities

- High purchasing power
- Early adopters of premium products
- Established distribution networks
- Competitive but mature markets

Tier 1 Cities

- Rapidly growing middle class
- Increasing brand consciousness
- Expanding retail infrastructure
- Strong growth potential

Tier 2/3 Towns

- Fastest growing segment
- Rising disposable incomes
- Aspirational consumers
- Underserved markets with high potential
- Digital penetration enabling access

Our Business Verticals



Integrated Advantage: One Brand. Three Strengths.

At La Mère, our power lies in integration. Each vertical strengthens the other — consulting informs strategy, retail inspires sourcing, and distribution scales impact. Together, they form a cohesive system that delivers growth built on trust, creativity, and long-term partnership.



La Mère Consulting: Empowering Growth Through Insight, Strategy, and Digital Transformation

La Mère Consulting partners with brands, investors, and businesses seeking a meaningful foothold in the Indian market. We specialize in market entry strategy, brand architecture, and digital transformation, ensuring that every idea becomes a sustainable business outcome. Our consulting approach combines global sensibility with local intelligence — helping companies navigate complexity with clarity. Expertise: • Market entry & expansion strategy • Brand development and positioning • Digital marketing & analytics • Retail and consumer behaviour insights



La Mère Distribution: Building India's Premium Home Ecosystem

Our distribution vertical connects world-class manufacturers with India's institutional and wholesale markets. With a network spanning 30+ distributors and 3,000+ retail outlets, La Mère Distribution ensures that premium products reach the right customers, efficiently and compliantly. From tiles and sanitary to kitchen hardware and wall coverings, we supply the foundation of India's evolving homes. Strengths: • Nationwide institutional relationships • Multi-category product portfolio • Integrated logistics & compliance management across offline, online and marketplaces.



La Mère Retail: Where Lifestyle Meets Design

La Mère Retail curates lifestyle products that elevate everyday living — from food, FMCG, elegant furniture and décor to curated gifting collections. Each piece reflects our philosophy of accessible luxury: timeless aesthetics, thoughtful design, and enduring quality. Portfolio Highlights: • Food, FMCG, Furniture, Home Décor & Tableware • Lifestyle Accessories & Gifting • Exclusive European Design Collaborations.

Partner with us

- 1. Proven Expertise:** of 50+ years combined leadership experience in retail, distribution and marketing.
- 2. Market Understanding:** Strong knowledge of Indian business environment and regulatory landscape
- 3. Extensive Distribution Network:** 30+ distributors providing pan-India coverage ✓ 3,000+ retail outlets for product reach ✓ Institutional buyers
- 4. Multi-Channel Capabilities:** Wholesale distribution ✓ Retail presence (B2B and B2C) ✓ E-commerce capabilities ✓ Omnichannel
- 5. Import Compliance Mastery:** Regulatory & Compliances, Logistics & Operations, Financial & Legal and market intelligence
- 6. Strong Leadership:**
 - ✓ Madan Mohapatra: Retail and consumer expert, ex-Future Group CMO. Distribution, D2C and E Commerce. Part of the foundation team building the largest modern Retail chain across food, fashion and home category with penetration across 300+cities and 3200+ stores
 - ✓ Vinod Hinduja: B2B distribution specialist with 25+ years experience
- 7. Demonstrated Track Record:** \$1M+ Revenue Generated In Disposables sustainable food packaging Within 6 Months ✓ Successfully Introduced Italian Pasta Brands To India ✓ Pioneered Roberto Cavalli Designer Wallpapers In Indian Market. Launched many large and small retail stores across food, fashion and home being part of one of the largest retail group in India with import from China, Middle east and Europe. Introduced Italian pasta brand to Indian consumer

Leadership



Madan Mohapatra

Co-founder & CEO, Retail, Consumer and Communication Expert, Honorary Doctorate, Alumni of IIM Kolkata, MBA

28+ years in retail and marketing . Ex CMO and Head-Customer Strategy, Future Group (Big Bazaar, Foodhall, Easyday, Nilgiri's Hometown, Central, fbb etc). Part of the foundation team popularizing modern retail in India with penetration across more than 300 cities with more than 3200 stores pan India. Pioneer in coalition and pre-paid loyalty program in Indian Retail. Proven expertise in building, managing & reviving businesses , creating successful brands and leveraging data for business growth



Vinod Hinduja

Director - Sales and Channel Management

25+ years in B2B & institutional distribution. Strong B2B and Institutional relationship pan India Pioneer in bringing Italian wallpaper brand from fashion designer Roberto Cavalli, Introduced Italian Pasta into Indian market, Built USD 1 million+ business within 6 months for a sustainable packaging products for food category through pan India network.

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