India D2C Summit 2026

25–26 November 2026

Key Conference Themes

1. From Data to Decisions: The Next Competitive Edge for D2C Brands

How D2C brands can leverage customer data, analytics and actionable insights to make smarter business decisions. Exploring ways to strengthen customer experiences, improve marketing effectiveness and build sustainable growth.

2. The New Indian Consumer: Winning Gen Z, Bharat & Premium India

Understanding India's evolving consumer landscape and changing purchase behaviours. Exploring how brands can adapt their products, pricing, positioning and distribution strategies to connect with emerging consumer segments.

3. Beyond Digital-First: The Future of D2C Distribution

Exploring sustainable growth strategies beyond customer acquisition. Discussions around improving contribution margins, reducing CAC, driving repeat purchases and building profitable distribution models.

4. Building India's Next ₹1,000 Crore D2C Brand

A founder-led perspective on what it takes to build and scale the next generation of successful Indian D2C businesses. Understanding the key decisions, capabilities, investments and milestones that drive long-term brand growth.

5. Building the Omnichannel & Next-Generation D2C Growth Engine

Exploring how brands are bringing together marketplaces, owned digital channels, quick commerce and physical retail to drive growth. Discussions will also cover offline expansion, AI-led operations, supply chain innovation and building profitable retail models.

Special Conference: GoKwik × Meta

Unlocking the Next Wave of D2C Growth Through Data, Signals & Performance Marketing

A focused industry conference bringing together GoKwik, Meta and leading D2C brands to explore how first-party shopper insights, Meta signals and performance marketing intelligence can help brands improve customer acquisition, optimise ROAS and drive profitable growth.

The conference will explore practical applications of data-led marketing, customer intelligence and emerging opportunities in the D2C ecosystem, along with product innovations and real-world brand success stories.