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12 NEWSMAKERS NATIONAL RETAIL SECTOR CONCENTRATES ON DIGITALISATION, LOWER IMPORTS

November was to be a busy month for domestic Indian brands which made steady moves focusing on expansion and imports, all with the aim of making major inroads towards profit



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14 NEWSMAKERS INTERNATIONAL INTERNATIONAL BRANDS REFORMAT RETAIL TO END 2017 ON A HIGH-PROFIT NOTE

Despite witnessing slow growth in November 2017, top international brands – both traditional as well as e-commerce – continued to invest in their business to maintain a strong sales growth balance



58

16 RETAIL LEADER RAZA BEIG EYES GROWTH, EXPANSION FOR SPLASH FASHIONS IN INDIA

Raza Beig, CEO and Director Landmark Group, gives an insight into the challenges faced by international brands in India, and why the country is a highly lucrative retail market



60

20 IN FOCUS VR: A MASTER RETAILER

Rohit George, MD, Virtuous Retail on the market strategy and the bullish approach of his company, which has helped them stay on top of the game for the past seven years



64

58 INTERVIEW DLF SHOPPING MALLS: THE PREFERRED MALL DESTINATIONS

Pushpa Bector, Executive Vice President and Business Head DLF Shopping Malls, talks about the mall's journey, retail expansion plans and future strategies

60 EXCLUSIVE NEXUS MALLS: THE FLAG BEARERS OF THE INDIAN MALL RENAISSANCE

Jayen Naik, Vice President (Mall of Amritsar and Ahmedabad One), Nexus Malls, and Anil Malhotra, Executive Director, Elante Mall, talks about the management of Nexus Malls which is confident about being the flag bearers of the Indian Mall renaissance



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64 RETAIL EXPANSION SELECT CITYWALK TO OPEN A NEW MALL IN DELHI-NCR

Yogeshwar Sharma, Executive Director, Select CityWalk talks about the retail expansion of the brand

66 IN CONVERSATION PHOENIX MARKETCITY, BENGALURU: A COMPELLING LIFESTYLE SHOPPING EXPERIENCE

Gajendra Singh, Centre Director of Phoenix MarketCity, Bengaluru, talks about the strategies and planning it has taken over the years to become one of the most sought-after shopping destinations in the country.

70 TECHNOLOGY WAREHOUSES OF THE FUTURE

An expert roundtable discussion on the importance of warehousing in retail, its modern aspects basis latest technology, and infrastructure

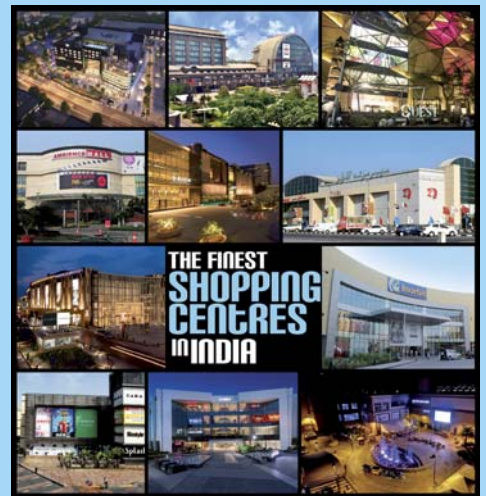
74 IN-STORE INNOVATION BIODEGRADABLE CELLULOSE FABRIC

Aditya Birla's hires fashion advisors to educate consumers on innovative Liva fabric

[COVER STORY]

THE FINEST SHOPPING CENTRES OF INDIA

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No mall today can afford to operate in isolation and just be a 'shopping' destination. Shopping centres are transforming into community spaces bringing to the discerning consumer the best of brands, food as well as entertainment. We bring you an in-depth look at the India's growing mall culture and what mall owners are doing to lure consumers and make them stay