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To fulfill specific and critical business needs the real estate sector is on consolidation mode for the past few months.

### 14 NATIONAL ROUNDUP RETAIL REAL ESTATE SECTOR BECOMING PRO-GROWTH

The year 2017 will see spurt in number of new malls and with the kind of investment retail realty sector is receiving it's bound to reach the pinnacle of glory.

### 16 STORE ARRIVALS LIST OF NEW STORE OPENINGS

### 20 REPORT NEARLY 11 MN SQFT OF NEW RETAIL SPACE IN 2017

Rising disposable income coupled with growing interest from institutional investors is giving a boost to developers to take up retail malls space building which is expected to touch around 11 million sq. ft. in 2017 across top eight cities.

### 30 MARKET VIEW ECONOMY GROWS AT 7.3 PERCENT RETAIL SENTIMENT REMAINS LARGELY UNAFFECTED

The Indian economy expanded by about 7.3 percent during the July to September 2016 period, as compared to a GDP growth rate of 7.1 percent in the previous quarter.

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### COVER STORY

### TURNING MALLS INTO PROFIT CENTRES WITH A DASH OF ENTERTAINMENT

Shopping centers are traditional destinations for families. However, retail by itself appears to no longer suffice as a draw for leisure experiences. Yes, families still come to traditional shopping centers to buy what they need, but new entertainment destinations such as urban entertainment centers and location-based entertainment centers are appearing, many with retail as a significant part of their mix. These new retail/restaurant/entertainment hybrids are capturing an increasing share of families' limited disposable out-of-home leisure time and their retail spending. Malls have re-invented the wheel and embraced entertainment as an important driver to churn the fate of their centres.



### 38 CONVERSATIONS THE TURF SPECIALIST

With a quarter of a century in the industry behind him, Sanjeev Rao believes he is particularly well placed to exemplify best practices in the cardinal rule of smart retailing: Location, location and location. In an exclusive interview with Shopping Centre News, he says he's just getting started on turning the definition of Business Development on its head.

### 44 IN FOCUS ENHANCING SUPPORT SERVICES IN MALLS

Termed as 'support services', each mall today has some that run common across – be it a mall in a tier II town or a metro city. But with competition intensifying, it is the differentiation in these services that would give an edge to the malls over their competitors. Are malls in India doing enough in this space? We take a look.

### 52 TRENDING MALLS TURN INTO DESTINATION CENTRES FOR WEDDING SHOPPING

The growing trend of wedding shopping has drastically shifted towards malls this year. In the following article, we have tried to encapsulate the views of leading retail real estate honchos on this upcoming trend.