

JANUARY 2020 | VOL. 1 9 NO. 1



70. Awards

IFA: 20th Annual IMAGES Fashion Awards

The 20th edition of the awards held on December 18, 2019 at Hotel Conrad, Bengaluru witnessed top honchos of the fashion and shopping mall industry receiving and celebrating awards for innovations, concepts and trends introduced in 2019

76. Retail Forecast

Trends 2020: FMCG Industry Expectations from the New Decade

A significant change in lifestyle choices as well as substantial increase in disposable income has fueled this growth

78. Expert Speak

Grocery Retail: Revitalising Demand Supply Chain

The offline mom-and-pop grocery stores have emerged as self-subsistent-bodies who are giving neck-to-neck competition to online grocery retail



80. Trendmapping

6 Major Trends Reshaping Luxury Retail in 2020

Retailers need to devise innovative ways to make their stores meaningful for newage luxury buyers

83. Retail Management

New Marketing Strategies that Define Shopping Malls' Path in 2020

A performing property will have stronger rentals and less property vacancies and the tenants will achieve more sales from a well-run marketing campaign

Cover Picture Courtesy: Orion Mall, Bengaluru

16. National Newsmakers

Retail Fraternity Walks into 2020 with New Goals & Strategies

20. Retail Leader

Myntra's Amar Nagaram on Changing Behavioral Patterns of the Online Fashion Consumer

The shift in buying power and expectations of new-age, evolved consumers has compelled fashion retailers – both online and offline – to better cater to their desires

46. Research

South Indian Cities Ride High on New Mall Supply

50. Success Story

Soch: Evolving from a Regional Retailer to a Pan India Brand

54. In Focus

MOI: Chennai's Largest Integrated Township is a Gateway to the World of Businesses

SPR City's wholesale centre— Market of India — is aimed at bringing all trade under one roof and is projected to grow into an iconic business destination, rivaling some of the biggest trade centres in China



58. Spotlight

Express Avenue Mall: Transforming the Way Consumers Shop in Chennai

Nine years since the launch, the mall boasts of a gamut of leading international and national brands of repute in its premises, with the promise of opening many more in the future

61. Market Scan

Cool Colors Focuses on Brand Image, Providing a Great Consumer Experience

Cool Colors, offering a unique shopping experience to patrons, has a strong network of exclusive retail showrooms across the major South Indian states

Events: IFF 20th Edition

62 Retailers Should Focus on Customer Experience to Accelerate the Future of Fashion – Powered by Microsoft

66. Unified Retail Operating System Essential for a Consistent Customer Experience – Powered by Omuni, Arvind Internet

COVER STORY

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SOUTH INDIA: THE BIRTHPLACE OF MODERN RETAIL

South India has played a very important part in helping the Indian retail industry reach its current position of being rated as one of the most dynamic and fast-paced industries in the world. The total consumption expenditure is expected to reach nearly US\$ 3,600 billion by 2020 from US\$ 1,824 billion in 2017

