

Price: AED35

www.imagesretailme.com

IMAGES Retail **ME**

Future of Businesses

May 2023




IN THE PURSUIT OF EXCELLENCE

How can we achieve excellence
without failing sometimes and
learning from such failures

**Mark Tesseyman, CEO,
LIWA Trading Enterprises**

INSIDE

Special Feature:
**Experiential
Retail Spaces**

Now make your
daily shopping **happier** 



Scan to join now



INSPIRE IMMERSE ENGAGE:

Experiential Retail Spaces

There is a common thread connecting the world's earliest department stores from the 19th century and the first digital stores in the metaverse from the 21st century. These are created with an aim to inspire, immerse and engage shoppers.

From enabling shoppers to touch and feel myriad materials, textures and products to experiencing tech-driven features such as artificial intelligence-based skin & hair analysis, today brick-and-mortar stores aren't just places to shop at. These are spaces built to enthrall shoppers in more ways than one, often evoking a rollercoaster of emotions through engaging narratives and cutting-edge services to create lasting memories.

Post-pandemic, the retail industry had to think of new ways to safely bring consumers back to the in-store environment. This required an integration of social and digital trends in the physical environment. While digitally enabled in-store features existed even before the pandemic it became non-negotiable post-2020.

Another aspect that has received heightened attention in recent years is if brick-and-mortar spaces are being built in a manner that's sustainable and friendly for the planet and people.

In this Special Feature, we bring to you a wide selection of inspiring, engaging and immersive brick-and-mortar retail spaces including the region's first phygital store, experiential concept stores, tech-enabled beauty hubs, warm & inviting home stores, quirky dining venues and much more.





Special Feature

IMAGES
RetailME
PRESENTS

**THINK!
I CAN!**

INFLUENCE | CONTRIBUTE | ACHIEVE | NURTURE

AN IMMERSIVE SYMPOSIUM ON
TRANSFORMATIONAL RETAIL
LEADERSHIP

ICONS
OF
RETAIL



A CELEBRATION OF ASPIRATIONAL
AND TRANSFORMATIONAL RETAIL
LEADERSHIP

14 JUNE 2023 - ADDRESS DUBAI MARINA

OUR PARTNERS

Gold Partner



Silver Partner



Retail Tech Partner



Media Partners



CONTACT US

FOR PARTNERSHIP
OPPORTUNITIES

Justina Eitzinger

Chief Operating Officer

+971 50 841 9750

justina@imagesretailme.com

FOR MARKETING & PR
OPPORTUNITIES

Sophia Godinho

Head of Marketing Communications

+971 55 235 3565

sophia@imagesretailme.com

FOR DELEGATES & SPEAKING
OPPORTUNITIES

Bianca Noronha

Senior Manager Conferences & PMC

+971 52 133 2681

bianca@imagesretailme.com

www.imagesretailme.com



IMAGES RetailWeek

Riyadh, KSA • December, 2023

A symposium for knowledge sharing, best practices, collaborations and networking with 800+ Delegates from the Retail ecosystem. The Retail Week will showcase a 3-day conference with action packed panel discussions, case studies and Inspirational SOLO (Stories, Opinions, Learnings and Outcomes) sessions. An additional day will be dedicated to workshops on Technology, Sustainability, Fashion, Beauty, F&B and Real Estate.

Contact us:



@imagesretailme



www.imagesretailme.com

For marketing, please contact:

Sophia Godinho

sophia@imagesretailme.com

+971 55 235 3565

For association & speaking, please contact:

Wasif Ahmed

wasif@imagesretailme.com

+971 50 612 3015

Kiran Shetty

kiran@imagesretailme.com

+971 58 582 7944

IN THE BUSINESS OF CREATING QUALITY RETAIL SPACES: KALANDOOR GROUP

UAE-based Kalandoor Group is a professional interior fitout solutions provider with its client base spanning across the GCC and verticals including fashion, footwear, sportswear, jewellery, beauty & wellbeing, electronics, home, leisure & entertainment, food service and grocery retail.

With over two decades of operating in the region, ISO certified Kalandoor Group offers an end-to-end suite of interior fitout services. The Dubai-headquartered company with a regional office in Riyadh, Saudi Arabia specialises in interior design & decoration; construction & shopfitting; turnkey interior fitout solutions; joinery; and HVAC, plumbing & electrical works, to name a few.

Having wide experience in interior design and development, Kalandoor Group offers cutting-edge solutions to a cross-section of retail concepts ranging from luxury to premium as well as mid-tier to affordable.

Over the years the company has built a reputation of consistently delivering high-quality projects in a timely manner within a set budget and with utmost integrity. A big reason why its roster of clients covers almost every retail vertical from fashion to food, entertainment to electronics, home & furniture to beauty and wellbeing.

Some examples of Kalandoor Group's illustrious list of clients from the GCC retail sector includes but is not limited to Al Khayat Investments, Al Othaim Leisure & Tourism Company, Alshaya Group, Al Shamsi Holding, Al Tayer Group, AZADEA Group, Burberry, Beside Group, Chalhoub Group, Damas Jewellery, GMG, Jashanmal Group, Jawad Group, Joyalukkas, Landmark Group, LIWA Trading Enterprises, Lulu Group International, Majid Al Futtaim, Sacoor Brothers and Sharaf Group, among several others.

Kalandoor Group's experienced workforce is backed by technical expertise and a passion for perfection. "As a team, we provide an unparalleled



Mr. Kalandoor

service experience focused on client satisfaction and sustainability by delivering on time and excellent quality of work that matter to our business partners," said Mr. Kalandoor.

"Whether they are building a retail store, setting up a new office space, shifting office or expanding their business we ensure providing our clients with best-in-class interior design solutions that perfectly suit their requirements within a set budget. Importantly, we provide services that aim to add value to our clients' businesses by building engaging workplaces that also play a role in attracting and retaining talents," he added.



THE LEADING **FIT-OUT** CONTRACTOR

MORE THAN
500
INTERNATIONAL
BRANDS

23 YEARS
OF EXCELLENCE

07 COUNTRIES
BAHRAIN - INDIA - KSA
KUWAIT - OMAN - QATAR - UAE



**FIT-OUT
THAT MAKES
YOU FIT IN**



whatsapp +971 55 390 3838 | info@kalandoor.com | www.kalandoor.com

F&B • RETAIL OUTLETS • OFFICE INTERIORS • HOSPITALITY • LUXURY VILLAS
GREEN ENERGY • ENTERTAINMENT • FURNITURE

The retail industry is evolving rapidly driven by changing customer preferences and tech revolution leading to multidirectional innovation, therein driving growth.

Retail is Full of Possibilities

In the current age where today's technology and innovation quickly become tomorrow's stale news how are businesses building a strong relationship with customers – **Rupkatha Bhowmick's** exclusive interview with techpreneur **Vic Bageria, Founder & CEO, Xpandretail powered by Savant Data System.**

Growing up in India in the late-80s I've had first-hand experience of the significance of the neighbourhood grocery store for the community. These used to be the hub of community interactions. People discussed so many things from the price of rice to football matches and everything in between.

Back then the grocery store owner used a large hardbound notebook where he diligently maintained a record of purchases made by every family to be paid off usually by the end of the month. There was no automated inventory management system or artificial intelligence (AI) based tools, yet the grocers knew when a customer will need which items and in what quantities. They hardly ever faced a stockout situation. Where did they store all that customer data – I wonder!

"That was the era of one-to-one relationships which made these traders thrive," Bageria responded. The 80s retail landscape wasn't much different in the UAE either, Bageria added who grew up in Dubai and hailing from a business family got an insider view of what drove the retail industry.

Traditional, small format, neighbourhood stores or popularly known as *bakalas* dominated the scene. People shopped at standalone stores that sold fashionable, but non-branded, clothes, he recollected.

"Back in the days people like my father were called traders, not retailers," he pointed out. "They operated based on their gut feeling backed by a deep knowledge of the market. Customers were loyal, albeit shopped less frequently but never went home disappointed even though choice was limited."



Vic Bageria
Founder & CEO
Xpandretail powered by Savant Data System



October 10th, 2023
Dubai - UAE



www.middleeastretailforum.com

For marketing, please contact:

Sophia Godinho
sophia@imagesretailme.com
+971 55 235 3565

For association & speaking, please contact:

Wasif Ahmed
wasif@imagesretailme.com
+971 50 612 3015

Kiran Shetty
kiran@imagesretailme.com
+971 58 582 7944

Comfort, authenticity, sustainability and a consumer centric approach are among key trends that will continue to dominate the sports retail sector.

New Balance's omni-approach to engage, serve and reward customers

The global sporting and athletic goods market grew from \$165.28 billion in 2022 to \$179.1 billion in 2023 and is expected to touch \$238.89 billion in 2027, estimates The Business Research Company.

The sports and athleisure category have, indeed, seen significant growth over the past few years and this growth is projected continue at double-digit until 2026, agreed Stuart Henwood, Regional General Manager, New Balance MENA & India.

Even as health, fitness and sports are becoming a more significant part of people's lives, headwinds have caused woes for the sector. For example, according to McKinsey & Company in 2022 the Chinese sporting goods market was "largely flat" in stark contrast to "double-digit expansion" over recent years. The US sporting goods market that saw a "strong" post pandemic recovery in 2021 witnessed 4-8% decline in unit sales in the first nine months of 2022, compared to the 2021 levels.

Despite existing headwinds due to continued supply chain disruption and operational challenges, inflationary pressures and geopolitical issues, the global sporting goods industry is still in a "fortunate" position as compared to many other retail segments, McKinsey & Company believes.

"At New Balance we recorded 50% year-on-year growth in the past year, and we expect to witness double-digit growth in 2023," Henwood shared aligned with expert views that the sporting goods industry will remain resilient despite roadblocks.

Against this background, Henwood spoke about New Balance's recent business milestones and future growth strategies with Rupkatha Bhowmick.



Stuart Henwood
Regional General Manager
New Balance MENA & India

SWISSELOG



The solutions
behind the service.

From production to point-of-sale, Swisslog offers a range of automation solutions designed to increase the speed, accuracy and efficiency of retail & grocery fulfillment.

swisslog.com



REDTAG.

NEW LOWER PRICES.

Better Quality. Great Value.

SHOP ONLINE redtagfashion.com

Saudi Arabia UAE Qatar Kuwait Bahrain Oman