THE FUROPEAN RETAIL REAL ESTATE MAGAZINE

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SPECIAL EDITION ACROSS



What shaped and moved the retail real estate industry in the past 10 years











OPINION LEADER What the industry says about 10 years ACROSS
RETROSPECTIVE Bill Kistler, ICSC, about the challenges in the decade since the crash
STUDY Why stationary retail asserts itself against online retail

Office Portfolio Poland



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DEAR READER,

Starting on November 14 it is once again time for the most important members of the retail and retail real estate industry to come to together at Mapic in Cannes, France. It is indisputable that Mapic at the Côte d'Azur has become a hotspot by now. This is where the courses are set for the ultimate mix of shopping and recreational pleasure, where trendy lifestyle concepts are developed, and contacts are cultivated. Project developers not only find investors and new tenants but also innovative entertainment solutions to increase visitor frequencies and length of stay. Last year alone 2,100 retailers and 2,500 developers as well as 100 investors came to the South of France, where they discussed nothing less than the future of the retail real estate industry.

Who wants to read the future, needs to browse through history. And this is exactly what we do for you in the latest print issue of ACROSS. When we presented the first issue of our magazine to the market ten years ago, the industry's reactions were reserved. That has changed. By now, ACROSS has become the most important and renowned specialist medium of the European shopping center industry. Therefore, I am delighted to refer you to our comprehensive special feature in this issue. We highlight 10 years ACROSS as well as the thematic events and facts that shaped and moved the industry in the last decade. However, this look into the past is not supposed to be some kind of couch to rest upon but a springboard for the future.

I am looking forward to interesting talks and a lively exchange of information before and after Mapic and I hope you will find reading the anniversary issue of ACROSS informative as well as lucrative.

Reinhard Winiwarter

Publisher of ACROSS Magazine r.winiwarter@across-magazine.com













Shopping Writes the Next Chapter
of Urban Regeneration 6
Commentary by Tibor Tatár
Taking a Look at the Current European
Real Estate Investment Market 10
Commentary by Patrick Delcol
Technology: Delivering Competitive
Edge and Increasing NOI 12
Commentary by Michelle Buxton
Who Is the Most Innovative of

..... 14

PROJECTS I

Them All?

Commentary Nathalie Depetro

Caleido

The scheme in Madrid will open by the end of 2020



Gwendal Kalkofen22
Cromwell Property Group has promoted
Gwendal Kalkofen to Head of Real Estate
Finance, Europe

Once Stagn	ant, Now Completely	
Revitalized		28

The German Ruhr region is regarded as the largest catchment area in Europe – even ahead of the metropolitan areas of London and Paris. In that region – specifically in Mülheim – Rhein-Ruhr Zentrum, which opened in 1973, is now undergoing a 200-million-euro modernization



The rebranding does not change anything for tenants and customers, emphasizes Managing Director Gerard Groener

TconcepT was founded in The Hague five years ago and is already active in 15 countries, as General Manager Frank van Dongen reports



Building an Experience into a City

Edinburgh St James is set to revolutionise retail within the Scottish capital

Creating Great Places in the "Time	
Economy"	34
Commentary by Jonathan Doughty	

Exciting Destinations 35

For buyers and non-buyers. ECE has established its shopping centers as places for shopping, dining, sports and leisure



The Leisure Hunter 36

In the face of considerable changes in the retail market and changing consumer purchasing patterns, ECE had to think beyond traditional retail practices. Katrin von Soosten is chasing and finding innovative ideas and non-traditional concepts

Room for Innovation 37

"We love leisure" is the motto of ECE's new placemaking strategy which is being implemented consequently at Potsdamer Platz Arkaden Berlin. Further centers will follow soon



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SPECIAL TEN WEARS OFFICE

A Seemingly Compressed Time Period

What shaped and moved the retail real estate industry in the past 10 years.



Fortune Favors the Brave 48

The retail real estate industry has faced many challenges in the decade since the crash. Most fundamental among them was a textbook case of falling demand facing rising supply. An expert article by Bill Kistler, ICSC

The Moment Represents Space without Dimension

Even after 10 years of online retailing, the clear dominance of brick-and-mortar retailing remains unbroken. An expert article by Moritz Lück, MEC

About a Sophistication 54

Outlet centers have proved to be one of the most successful businesses in the retail market. An expert article by Daniel Losantos, Neinver

Westfield London Also Turns 10 55

Almost simultaneously with ACROSS, Europe's largest shopping center celebrates a decade of operation

"We Saw the Interest of Investors Vanishing" 56

From the outbreak of the financial crisis until 2016, hardly any new shopping center openings occurred in Spain and Portugal, reports Francisco Cavaleiro de Ferreira, Managing Director of Multi in Iberia. Now, the markets have recovered

Industry Leaders' Impressions of 10 years of ACROSS6

One of Unibail-Rodamco-Westfield Germany's main areas of activity is asset management. Olaf Ley, Director Investment / Asset Management, explains the corresponding strategy

A change in ownership has taken place at the mall in Zagreb, Croatia. Denis Cupic, Head of Asset Management, comments on the background as well as the effects on tenants and customers

A new food and entertainment complex has recently opened at Parndorf in Burgenland, one of the most successful outlet locations in Europe. Centerprise Group, based in Austria, was jointly responsible for the conceptual design and letting of the complex

Why Polish People Love Click & Collect

EPP is the leading owner and operator of malls in Poland. CEO Hadley Dean emphasizes the importance of the correct weighting of online shopping competition



Time Again for Christmasworld's Premium Business Program 82

Shopping centers have to inspire visitors and customers with decorations and displays that celebrate seasonal events. The Premium Business Program will present the latest industry trends during two events on January 25 and 28, 2019

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Congress		1

The event takes place on November 29 and 29, 2019 in Leipzig

4 ACROSS 5|2018