The Polish panel session at MAPIC dedicated in its entirety to the retail sector

Modernization | repositioning | growing importance of high streets | more luxury brands

Numerous thought-provoking opinions on the current situation and expected changes within the retail sector were expressed during the “Polish Your Retail” panel discussion that took place at MAPIC 2015, the largest commercial real estate sector fair in the world. Representatives from the industry’s leading businesses, including: BNP Paribas Real Estate Poland and Echo Investment, named diversification of retail formats as the key challenge that will have to be faced by the market.

“We are now looking at the return of difficult times, times of strong competition and major decisions that will have to be based on the understanding of the mechanics of the next state of evolution within the sector, i.e. diversification of retail formats. If you do not understand the need to remodel and reposition the existing shopping centres, if you fail to grasp the growing importance of high streets and do not understand why it is necessary to introduce new brands, then you will see your position verified by the changing market.” – commented Fabrice Paumelle, Head of Retail, BNP Paribas Real Estate Poland.

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Partner in terms of the content of the “Polish Your Retail” panel discussion: Polish Council of Shopping Centres (PRCH).
Moderator: Ewa Andrzejwska, Editor in Chief Eurobuild CEE
Panel discussion participants:
Patrick Delcol BNP Paribas Real Estate Poland
Fabrice Paumelle BNP Paribas Real Estate Poland
Marcin Materny and Marek Gładki (Echo Investment)
Olivier Gerard Coester (Mayland Real Estate)
Krzysztof Bocianowski (LPP)
Maciej Zajdel (Kulczyk Silverstein Properties)
Adam Szyszka (Kupiec Poznański)
Radosław Knap (PRCH)
BNP Paribas Real Estate

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