



Asia (ex-China) Retail & E-commerce

Weekly Updates

2 April – 8 April 2020

2 April – 8 April 2020

the latest in Asia

Japan

[Retail in general: Japan rolls out nearly US\\$1 trillion stimulus to cushion COVID-19 impact](#)

Japan's cabinet approved on 7 April a coronavirus stimulus package worth close to US\$1 trillion, which includes grants of up to 2 million yen, or US\$18,350, for small and midsize businesses whose revenue has fallen by more than half during the COVID-19 outbreak; the government will start paying over 6 trillion yen in direct cash payments to families and small and midsize businesses hit by the pandemic in May

[Beauty and personal care: LVMH-backed L Catterton invests in Japanese cosmetics brand Etvos](#)

Japanese cosmetics brand Etvos has received a significant investment from LVMH and Groupe Arnault-backed private private-equity firm L Catterton's Asia fund; under the deal, L Catterton will partner with Etvos's existing management to extend growth, with a focus on expanding store footprints and enhancing customer experiences

South Korea

[Duty-free shops: South Korean duty-free chains trim opening hours amid pandemic](#)

South Korean major duty-free chains, including Lotte Duty Free, Shinsegae Duty Free and Shilla Duty Free, have cut their opening hours as the COVID-19 pandemic continues; Lotte Duty Free and Shilla Duty Free have respectively trimmed operating hours at their Incheon Terminal 2 stores, with Shilla Duty Free also set to temporarily shutter its store on the popular Jeju Island on weekends and holidays for the month, while Shinsegae Duty Free has already closed five of its 19 stores at Incheon International Airport

[E-commerce: South Korea's social platform Band sets sights on U.S. market](#)

Band, a social network platform under South Korea's major Internet company Naver Corp., is rapidly expanding its presence in the U.S. amid a surge in online communication demand as people are practicing social distancing to stem the spread of COVID-19; according to Naver, the

number of Band's monthly active users in the U.S. exceeded 2.5 million in March, up 17 times from 2016

Taiwan

[Convenience stores: FamilyMart plans to open around 200 new stores in Taiwan](#)

FamilyMart is planning to add 220–230 new stores in Taiwan this year, as the Japanese convenience-store chain franchise emerges unaffected by the COVID-19 turmoil; given minimal fallout from the COVID-19 pandemic, the retailer's revenue for 1Q20 is anticipated to rise 8.4% yoy to NT\$19.71 billion (US\$652.3 million)

Singapore

[Retail in general: Singapore's retail sales drop 8.6% yoy in February](#)

Singapore's retail sales dropped 8.6% yoy and 8.9% mom in February; the fall was mainly attributed to larger yoy declines in retail industries selling discretionary items, driven by a slump in tourist arrivals and lower domestic consumption as a result of the COVID-19 outbreak, according to Singapore's Department of Statistics

[Retail in general: Singapore announces third stimulus package worth US\\$3.6 billion](#)

Singapore announced on 6 April its third stimulus package worth of S\$5.1 billion (US\$3.6 billion) to soften the economic impact of the ongoing COVID-19 outbreak; the latest stimulus – covering greater wage subsidies for all companies in April, waivers on rental and foreign worker levies for businesses, and cash payout of S\$600 Singapore each for all adult Singaporeans, aims to help businesses and households tide through the coming month with stricter social-distancing measures – closing schools and shuttering workplaces temporarily starting 7 April

[Retail in general: All adult Singaporeans to have one-off S\\$600 payout to cope with COVID-19](#)

To help local households cope with the impact of the COVID-19, Singapore's government will distribute a one-off solidarity payment of S\$600 to all Singaporeans aged 21 in April; the payments will cost the government an additional S\$1.1 billion

[Retail in general: Retailers in Singapore call for "unprecedented rental relief" measures](#)

According to the Singapore Retailers Association, "unprecedented rental relief measures" are needed from landlords to help retailers overcome the COVID-19 crisis; the association has urged landlords to implement a rental payment structure for six months capped at no more than 15% gross turnover or a 50% base rent reduction, whichever is lower, and to allow retail businesses who cannot sustain their businesses to exit before their lease expiration without losing security deposits or risking punitive legal action

Malaysia

[Hypermarkets: Aeon Malaysia expands drive-thru services amid COVID-19 pandemic](#)

Aeon Malaysia is underway to expand its drive-thru services from currently two locations to 15 other Aeon BiG hypermarkets and 11 other AEON stores amid the COVID-19 pandemic; customers using the service can pre-order goods online and have their ordered items collected by in-store personal shoppers and made available for pickup within a selected two-hour time slot

Thailand

[Retail in general: Thailand announces curfew nationwide](#)

Thailand's government has announced a nationwide curfew starting 3 April to curb the spread of the COVID-19; all shops, including supermarkets and convenience stores, are forced to close during the curfew hours from 10pm to 4am, while all Thais and visitors to the country must stay indoors, with exceptions only for emergency services, medical workers and patients

[Shopping malls: Siam Piwat launches new retail services during pandemic](#)

Bangkok shopping mall operator Siam Piwat has launched new retail services including Call & Pick up, Eat at home and OneSiam Chat & Shop to engage and support customers and retail tenants amid the COVID-19 outbreak; the new services allow customers to shop online via live chat at OneSiam Line official accounts, shopping centres' social media and OneSiam app, while with Call & Pick up service, loyalty program members can place orders for grocery shopping via phone and collect their groceries at the pick-up point

[E-commerce: Pomelo launches Pomelo Cares program to help fight COVID-19](#)

Thailand's online fashion brand Pomelo has recently launched Pomelo Cares, an initiative to support organizations and charities leading Covid-19 relief efforts in Singapore, Thailand and Indonesia, as well as educate and encourage people to practice social distancing; the brand will donate over 40,000 surgical masks to Thailand's Red Cross as well as 100% profits from its three-pack antibacterial fabric mask products to partnered health organisations

India

[E-commerce: Paytm Mall waives penalties on order cancellation](#)

India's e-commerce platform Paytm Mall, operated by Paytm ecommerce, has waived penalties charged on merchants on its portal for delay and cancellation of orders during the COVID-19 outbreak in the country, as a move to help merchants who have been facing issues in completing the orders due to a shortage of inventory and lack of logistics amid the lockdown imposed nationwide

[E-commerce: Bigbasket, Flipkart look to hire cabs for deliveries](#)

India's e-tailers Bigbasket and Flipkart are looking to ride-hailing platform for deliveries of essentials amid the nationwide lockdown caused by the COVID-19 pandemic; Flipkart is

reportedly in advanced discussions with Uber over the Flipkart-Uber tie-up, while Bigbasket is in talks with cab aggregators and restaurant workers to beef up its delivery fleet

Asia Distribution and Retail

Teresa Lam

Vice President

T: (852) 2300 2466

E: teresalam@fung1937.com

Tracy Chan

Research Manager

E: tracychansy@fung1937.com

Fung Business Intelligence

10/F LiFung Tower

888 Cheung Sha Wan Road

Kowloon, Hong Kong

www.fbicgroup.com