



# Asia (ex-China) Retail & E-commerce

## Weekly Updates

31 January – 5 February 2020

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*the latest in Asia*

### Japan

#### [Department stores: Japan's department store tax-free sales drop as Chinese stay home](#)

Japan's department stores posted double-digit drops in duty-free sales to tourists over the week starting 24 January, due mostly to China's decision on 27 January to ban group tours overseas amid the outbreak of coronavirus; tax-free sales at Isetan Mitsukoshi Holdings plunged about 20% from last year's Lunar New Year holidays, while Takashimaya and Sogo & Seibu also logged a roughly 15% yoy drop in tax-free sales over the holidays

#### [Apparel and footwear: Nike unveils robotic warehouse in Japan](#)

Nike has partnered with Japan's major retail warehouse developer Daiwa House Industry to launch robotic distribution centers in Japan, using robots to whisk racks of items to workers for packing; the brand's recently opened smart fulfillment center in Chiba can ship 30,000 products a day with just 50 to 60 workers - as little as a quarter of those needed at a warehouse of comparable size

#### [Beauty and personal care: Japanese drug stores Matsumotokiyoshi, Cocokara Fine to merge](#)

Japanese drug stores Matsumotokiyoshi, Cocokara Fine are set to enter into a merger agreement; under the agreement – if approved by the boards of both sides – shares in the two companies will be transferred to a new business entity, with the transaction expected to be completed by October 2021

### South Korea

#### [Retail in general: South Korea's major retailers close their stores amid coronavirus outbreak](#)

A host of major retailers, including duty-free shops and hypermarket chains, across South Korea have temporarily shuttered some of their stores amid the coronavirus outbreak; Shilla Duty Free and Lotte Duty Free have temporarily closed some of their outlets in Seoul and on Jeju Island, while Shinsegae has also temporarily shut down some of its stores in Seoul, Myeongdong, Gangnam and other areas

[Beauty and personal care: Lotte Duty Free, Amorepacific jointly launch beauty brand Sienu](#)

Lotte Duty Free has launched a new travel retail-exclusive cosmetics brand Sienu in collaboration with Amorepacific to celebrate the 40th anniversary of Lotte Duty Free this year; leveraging Amorepacific's skin science and technology, Sienu offers luxury anti-aging skincare products featuring natural ingredients

[Beauty and personal care: Amorepacific to launch cosmetic brand Etude in Indonesia](#)

Amorepacific will launch its cosmetic brand Etude in Indonesia; the company has also teamed up with local lifestyle retailer PT Mitra Adiperkasa Tbk to boost the growth of its business in the country

## Malaysia

[Beauty and personal care: Body Shop Malaysia's operator seeks IPO](#)

Body Shop Malaysia's parent company InNature Bhd plans to raise US\$25.5 million from its IPO; the company will use some of the funds to finance store network expansion in Vietnam and Cambodia

## India

[E-commerce: India's online food market to reach US\\$8billion by 2022](#)

India's online food market is forecast to double in value over the next two years from US\$4 billion in 2019 to US\$8 billion in 2022, driven by consumers' increasing confidence in online shopping and fast-growing smartphone penetration in the country

[E-commerce: Tencent now biggest Chinese strategic investor in Indian startup ecosystem](#)

Tencent has become the biggest Chinese strategic investor in the Indian startup ecosystem, aggressively closing about 10 funding deals across stages over the past eight months; Tencent's most recent bet is on education technology startup Doubtnut, in which it has led a US\$15 million funding round after joining a US\$31.3 investment round in online education service provider Byju's

[E-commerce: Amazon India pairs up with Eastern Railway to set up kiosk in Sealdah](#)

Amazon India has sealed a partnership with Eastern Railways to set up a pick-up kiosk at Sealdah railway station in Kolkata following the successful pilot of pickup kiosks in four railway stations across Mumbai in 2019; the tie-up with Eastern Railways will enable the company to boost its delivery network in Kolkata and assure convenient shopping experience for customers

[Luxury: Reliance to launch Armani Cafe in India](#)

Reliance Industries, one of the largest retail chains in India, will launch a Michelin-star restaurant in Mumbai in tie-up with Italian luxury fashion house Emporio Armani; as the master franchisee of the Italian fashion brand in India, Reliance Industries currently operates

Emporio Armani, Giorgio Armani and Armani Exchange outlets nationwide and is expected to roll out Armani's sportswear brand EA7 in March 2020

[Luxury: Tiffany launches first India store in New Delhi](#)

Tiffany has opened its first store for India at New Delhi's upscale shopping mall The Chanakya; spreading across 2,600 sqft, the new store, more than offering fine jewelry, houses a private salon for scheduled appointments, aiming to enhance consumers' shopping experience

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