

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

## Biweekly Updates

16 August – 31 August 2017



 FUNG BUSINESS INTELLIGENCE

Asia Distribution & Retail

### Asia at a glance p2

- Retail in general: Korea, Singapore and Malaysia shows the biggest improvement in Overall MasterCard Index™ of Consumer Confidence in 1H17 across Asia Pacific
- E-commerce: Alibaba leads US\$1.1 billion investment in Indonesia's Tokopedia
- E-commerce: Singapore-based Golden Equator Capital invests in Indonesia's Sale Stock
- Hypermarkets: Central Group in talks with JD.com for e-commerce venture
- Grocery stores: Korean brand I'm Startice enters Singapore

### Japan p3

- Statistics: Retail sales up 1.9% yoy in July 2017
- Statistics: CPI up 0.4% yoy in July 2017
- E-commerce: Alibaba to bring mobile payment service to Japan
- Department stores: Japan department stores see sales drop in July
- Supermarkets: ItoYokado to reduce emphasis on clothing
- Convenience stores: FamilyMart Uny to sell stake in Uny to Don Quijote

### South Korea p4

- Statistics: Consumer sentiment index down by 1.3 points mom to 109.9 in August 2017
- E-commerce: SK Planet mulls exit from Indonesia
- Department stores and shopping malls: Shinsegae opens third mall with water park
- Department stores and shopping malls: Four Lotte companies to form a new holding company
- Duty-free shops: Lotte Duty Free posts US\$26.1 million loss in 2Q17
- Retail technology: SK Telecom partners with Starbucks to trial AI-based voice ordering service

### Taiwan p5

- Statistics: Retail sales down 1.7% yoy in July 2017
- Statistics: Consumer confidence index slightly up in August 2017
- Retail technology: Taiwan's leading tech companies see strong growth in sales in July

### Thailand p6

- Statistics: Thailand's GDP experiences fastest growth in four years
- Hypermarkets: Thailand's Central Group to invest US\$512 million in Vietnam
- E-commerce: E-payment provider TrueMoney offers new e-wallet features
- Convenience stores: Jiffy to replace 7-Eleven at PTT stations
- Convenience stores: Number of 7-Eleven stores reaches 10,000 in Thailand
- Home products: Thai's Index Living Mall opens first store in Indonesia

### Malaysia p8

- Statistics: GDP grew 5.8% yoy in 2Q17
- Statistics: CPI up 3.2% yoy in July 2017
- E-commerce: Lazada Malaysia partners with AIG to offer insurance online
- Shopping malls: Hektar REIT to acquire 1Segamat shopping centre
- Home products: IKEA to set up regional distribution center in Malaysia

### Singapore p9

- Statistics: CPI up 0.6% yoy in July 2017
- E-commerce: Alipay, CCPay ink partnership to offer cashless payment service in Singapore
- E-commerce: CapitaLand to manage Alibaba's new Shanghai headquarters and launch online mall on Lazada
- Apparel and footwear: New Balance opens technology-focused flagship store
- Apparel and footwear: Uniqlo Singapore introduces click & collect service
- Retail technology: The Shoppes at Marina Bay Sands unveils interactive Virtual Closet

**Teresa Lam**

Vice President

E: teresalam@fung1937.com

T: (852)2300 2466

Fung Business Intelligence

10/F LiFung Tower

888 Cheung Sha Wan Road

Kowloon, Hong Kong

T: (852) 2300 2470

F: (852) 2635 1598

E: fbicgroup@fung1937.com



# Asia at a Glance



Retail in general: Korea, Singapore and Malaysia shows the biggest improvement in Overall MasterCard Index™ of Consumer Confidence in 1H17 across Asia Pacific

MasterCard MasterIntelligence released the Mastercard Index™ of Consumer Confidence across Asia Pacific in mid-August. The overall consumer confidence stays buoyed in optimistic territory at 66.9 points, a slight improvement from 62.7 points compared to 2H16. The growth in confidence was driven mainly by a bullish outlook on the stock market and employment. South Korea (78.0, up 46.7 points), Singapore (45.4, up 15.4 points), and Malaysia (42.3, up 11.1 points) recorded the largest improvement in consumer confidence in Asia Pacific; while Hong Kong, Taiwan, Indonesia, Australia, Japan, Cambodia, Vietnam, New Zealand, Sri Lanka, the Philippines and Thailand remained stable; and only Myanmar and India showed some deterioration in consumer confidence<sup>1</sup>.

E-commerce: Alibaba leads US\$1.1 billion investment in Indonesia's Tokopedia

Tokopedia, a leading Indonesian e-commerce company, announced that it has received investment from Alibaba Group Holding as the lead investor in a US\$1.1 billion funding round. The partnership with Alibaba will enhance the scale and quality of Tokopedia's offerings to its customers, and make it easier for merchants and partners to do business in Indonesia. A valuation for the deal was not announced, but the companies said that Alibaba has become a minority shareholder.

Alibaba is also the majority owner of Lazada, an e-commerce company with its largest Southeast Asia presence in Indonesia. Founded in 2009, Tokopedia's marketplace model is similar to Alibaba's Taobao platform. Its mobile app has been downloaded at least 10 million times<sup>2</sup>.

E-commerce: Singapore-based Golden Equator Capital invests in Indonesia's Sale Stock

Golden Equator Capital, a Singapore-based venture capital and private equity fund management firm, is leading a US\$27 million Series B+ investment round in Indonesian fashion e-commerce startup Sale Stock. Other investors include Gobi Partners, SMDV, Alpha JWC, Convergence Ventures, Korea Investment Partners and MNC Media. Sale Stock provides imported, local and in-house fashion labels for women and it targets mainly the low-to-middle income group in Indonesia. The company currently sells over 15,000 SKUs and is the largest fashion-related vertical e-commerce platform in Indonesia in terms of daily orders<sup>3</sup>.

Hypermarkets: Central Group in talks with JD.com for e-commerce venture

Thailand's conglomerate Central Group is reportedly in talks with JD.com, one of China's leading Internet players, to launch an e-commerce joint venture in Thailand with a planned total investment of 16.7 billion baht (US\$500 million). The venture will help JD.com expand beyond Indonesia, where it has invested in an e-commerce platform as well as travel start-up Traveloka. For Central Group, the joint venture will help the company expand further in the country's fast-growing e-commerce market, after it purchased the Thai arm of online fashion retailer Zalora last year.

Sources said that the venture will focus on e-commerce and finance sectors; and the deal has yet to be finalized as the companies are unable to agree on ownership terms<sup>4</sup>.

### Grocery stores: Korean brand I'm Startice enters Singapore

Korean brand shop I'm Startice has officially opened at the second floor of BigBox Mall in Jurong East, Singapore. This is the brand's first outlet in Singapore and the third in Southeast Asia. The store features a variety of products ranging from cosmetics to food and household wares. Online shoppers can choose to pick up their orders at the store. BigBox says the store is an initiative by the South Korean government to promote Korean products overseas. I'm Startice also has outlets in China, Indonesia, the U.S. and Vietnam<sup>5</sup>.



### Statistics: Retail sales up 1.9% yoy in July 2017

Japan's retail sales rose 1.9% yoy in July 2017. The growth was mainly driven by an increase in sales of motor vehicles (up 6.6% yoy), medicine & toiletry (up 5.0% yoy), machinery & equipment (up 4.3% yoy), fuel products (up 3.8% yoy), fabric apparel & accessories (up 3.5% yoy), and food & beverages (up 0.2% yoy) in July 2017. Yet, retail sales of general merchandise slid 1.6% yoy in July 2017<sup>6</sup>.

### Statistics: CPI up 0.4% yoy in July 2017

Japan's consumer price index increased by 0.4% yoy in July 2017. By category, prices of fuel, light & water charges advanced 4.3% yoy in July 2017, followed by food (up 0.6% yoy), and education (up 0.4% yoy); medical care, transportation & communication and miscellaneous all went up by 0.1% yoy, while prices of clothes & footwear, and culture & recreation remained unchanged. By contrast, prices of furniture & household utensils and housing fell 0.4% yoy and 0.2% yoy respectively in July 2017<sup>7</sup>.

### E-commerce: Alibaba to bring mobile payment service to Japan

China's Internet giant Alibaba is reportedly planning to bring a localized version of its Alipay mobile payment platform to Japan as soon as early next year. Ant Financial, Alibaba's financial arm, will offer a variant of its Alipay tailored for the Japanese market under a new brand, which will be connectable to Japanese bank accounts. Shoppers will be able to load money into or link a bank account with a dedicated app on their smartphone, and scan QR codes issued by merchants to make a payment. The new service will mostly be adopted by electronics sellers, department stores and Lawson convenience stores that already accept Alipay<sup>9</sup>.

### Department stores: Japan department stores see sales drop in July

According to the Japan Department Stores Association, sales at 229 stores run by 80 companies totalled 547 billion yen (US\$5 billion) in July, down 1.4% yoy, driven primarily by weak clothing and food sales. Accounting for 29.8% of overall sales, the clothing category declined 5% while there was

a 2% drop for food items, furniture and other home-use items. Among 10 major cities, Nagoya recorded the highest yoy fall at 4.8%, and Hiroshima at 3.4%<sup>10</sup>.

### Supermarkets: ItoYokado to reduce emphasis on clothing

ItoYokado, a supermarket chain under Japan's retail conglomerate Seven & i Holdings, is to reduce its clothing offerings and devote the newly available space to tenants and selling food amid the tough business environment. Clothing currently accounts for 15% of ItoYokado's sales; but deep discounts in this sub-segment have negatively affected the company's earnings. The company will also broaden its offerings of shoes, functional underwear and other items whose sales are less impacted by the impact of discounts. The company expects to post an operating profit of 4 billion yen this fiscal year after revamping its store offerings<sup>11</sup>.

### Convenience stores: FamilyMart Uny to sell stake in Uny to Don Quijote

FamilyMart Uny, a major retailer engaged mainly in convenience store business, announced that it will transfer a 40% equity stake in its wholly owned subsidiary Uny Co., a supermarket chain, to discount retailer Don Quijote as early as November. The two companies will consider joint product development and procurement, personnel exchanges, and study the possibility of jointly launching financial services. Some of the Uny stores will be converted to Don Quijote, and FamilyMart Co. will open outlets in some of the Don Quijote stores. FamilyMart Uny was created in September 2016 by the merger of FamilyMart and Uny Group Holdings Co<sup>12</sup>.

## South Korea

### Statistics: Consumer sentiment index down by 1.3 points mom to 109.9 in August 2017

South Korea's consumer sentiment index was down by 1.3 points mom to 109.9 in August 2017. The decline was due mainly to a drop in consumer sentiment in five major consumer survey components, namely prospective domestic economic conditions (down 5 points mom), current domestic economic conditions (down 3 points mom), prospective living standards (down 2 points mom), and current living standards (down 1 point mom) and (up 1 point mom), while consumer sentiment regarding prospective household spending showed a slight rise of 1 point mom, and prospective household income stayed unchanged in August 2017<sup>13</sup>.

### E-commerce: SK Planet mulls exit from Indonesia

SK Planet, a subsidiary of SK Telecom and operator of the Korea's leading online shopping mall 11st.com, is considering selling its 50% stake in a joint venture Elevenia set up with Indonesia's telecom operator XL Axiata in 2014 amid the highly-competitive environment. Indonesian retail giant Salim Group is reportedly considering acquiring Elevenia in its latest push to enter the online shopping market. Currently, Elevenia is one of the top three e-commerce firms in the market but profits have continued to decline as it has not followed its competitors in offering steep discounts<sup>14</sup>.

### Department stores and shopping malls: Shinsegae opens third mall with water park

Shinsegae Department Store, South Korea's leading department store operator recently opened its third Starfield shopping mall in the north part of Seoul. With an area of 264,000 sqm, the four-storey shopping mall features a water park. Over 560 brands and more than 100 restaurants, as well as the group's supermarket chain E-Mart Traders have set foot in the mall. Earlier in September 2016, Shinsegae opened South Korea's largest shopping theme park in Hanam, southeast of Seoul; the shopping mall attracted more than 10 million visitors in its first five months. The company expects its three Starfields malls, including one in the Seoul Convention and Exhibition Center, to reach a combined revenue of 1.8 trillion won (US\$1.5 billion) next year<sup>16</sup>.

### Department stores and shopping malls: Four Lotte companies to form a new holding company

Shareholders of four companies under Lotte Co. Ltd., including Lotte Confectionery, Lotte Shopping, Lotte Chilsung Beverage and Lotte Food approved a plan to merge the four companies' investment entities into one holding company. The new structure will take effect on 1 October, 2017. The new holding company is expected to seek to merge with Hotel Lotte, the current de facto holding firm of the business group<sup>17</sup>.

### Duty-free shops: Lotte Duty Free posts US\$26.1 million loss in 2Q17

Lotte Duty Free, a major duty free operator in South Korea, recorded an operating loss of

KW29.7 billion (US\$26.1 million) in the second quarter ended 30 June – its first quarterly loss since the SARS crisis of 2003. The company said the loss was attributed primarily to the drop in Chinese shoppers after South Korea agreed to install a U.S. Terminal High Altitude Area Defense (THAAD) system earlier. Other factors included a doubling of the duty free licence annuity (from 0.05% to 1% of turnover) and the heavy concession fees payable at Incheon International Airport<sup>18</sup>.

### Retail technology: SK Telecom partners with Starbucks to trial AI-based voice ordering service

SK Telecom, one of South Korea's largest mobile carrier, has partnered with Starbucks to trial a voice-activated coffee order service using SK Telecom's artificial intelligence (AI) speaker Nugu. Customers can order a Starbucks drink by speaking to the device. The mobile carrier also plans to link the Nugu device program to its navigation platform T Map in order to enable drivers to order drinks at drive-through Starbucks shops by making verbal orders<sup>19</sup>.



### Statistics: Retail sales down 1.7% yoy in July 2017

Taiwan's retail sales dropped 1.7% yoy in August 2017. The decline was largely attributable to a contraction in other retail sales (down 16.8% yoy), and also the retail sales of household supplies (down 8.8% yoy), information and communications equipment &

electrical household appliance (down 4.4% yoy), automobiles and motorcycles and related parts and accessories in specialized stores (down 2.9% yoy), and educational and entertainment articles in specialized stores (down 2.5% yoy). Nevertheless, retail sales of fuel products and other non-store retailers rose 3.3% yoy and 1.9% yoy respectively in July 2017<sup>20</sup>.

### Statistics: Consumer confidence index slightly up in August 2017

Taiwan's consumer confidence index moved up by 1.8 point mom to 79.95 in August 2017. Consumer confidence related to five out of the six major sub-indices indicated growth, including stock investment (up 2.4 points mom), domestic household finance (up 2.3 points mom) and domestic economic outlook (up 2.2 points mom), property investment (up 2.0 points mom) and job market (up 1.9 point mom). However, consumer confidence as to domestic price level moved down by 0.1 point mom in July 2017<sup>21</sup>.

### Retail technology: Taiwan's leading tech companies see strong growth in sales in July

Taiwan's leading technology giants all reported revenue growth in July 2017, the eighth consecutive month of increases, driven mainly by the strong sales of iPads and MacBooks as well as the strong sales of the new iPhone components. The combined sales of the 19 Taiwanese tech companies monitored by the Nikkei Asian Review rose 7.12% yoy to NT\$848.17 billion (US\$27.99 billion) in July, with 13 of them generating higher yoy revenue. Nine Apple suppliers together generated 9.7% more revenue in July than a year ago, with five of them posting double-digit growth from the same period last

year. Strong performance from Apple suppliers also increased Taiwan's July exports by 12.5% yoy in U.S. dollar terms<sup>22</sup>.



### Statistics: Thailand's GDP experiences fastest growth in four years

Thailand's economy expanded by 3.7% yoy in 2Q17, which grew at its fastest pace in four years. The economic growth was mainly driven by exports of goods and services (up 8.0% yoy), followed by private consumption, private investment (up 3.2% yoy), agricultural (15.8% yoy), wholesale & retail trade (up 6.0% yoy), hotels & restaurants (up 7.5% yoy), and transportation & communication sectors (up 8.6% yoy), while the growth of manufacturing sector (up 1.0% yoy) slowed down. Meanwhile, public investment declined (down 7.0% yoy)<sup>23</sup>.

### Thailand's Central Group to invest US\$512 million in Vietnam

Thailand's conglomerate Central Group has revealed plans to invest US\$512 million in Vietnam over the next five years, to expand its retail operations in the country. According to Central Group chief executive Tos Chirathivat, the company will use 1-2 billion baht of the fund to expand business in Vietnam this year, including opening 30 new branches of the Nguyen Kim electronics chain, in which Central Group holds a 49% stake. Some seven billion baht has been earmarked for opening 20 branches of Big C hypermarket and its wholesale business LanChi Mart next year, as well as 20 Nguyen Kim outlets in Vietnam. Central Group expects sales in

Vietnam to reach 35 billion baht (US\$1.05 billion) in 2017, and the Group as a whole to generate 382 billion baht (US\$11.5 billion) in sales<sup>24</sup>.

### E-commerce: E-payment provider TrueMoney offers new e-wallet features

TrueMoney, an e-payment provider under Ascend Group, announced that it has added “new and improved” features for its TrueMoney Wallet app. Apart from bill payment, mobile top-up, money transfer and online/offline payments, users are able to send money to friends and family abroad, buy airline tickets, book hotel rooms, order and pay for food, borrow money and make investments in mutual funds. The app also includes credit-rating and advanced fraud-prevention features.

Through its partnership with Apple and Ant Financial Services Group, TrueMoney’s customers in Thailand are to pay for purchases in the App Store, Apple Music and iTunes directly from their TrueMoney account. The option will be configured automatically to immediately offer one-tap purchasing from an Apple device. TrueMoney Wallet has also partnered with 7-Eleven, True Coffee and many other leading retailers and food chains. As well as Thailand, TrueMoney has operations in Myanmar, Indonesia, Cambodia, the Philippines and Vietnam<sup>25</sup>.

### Convenience stores: Jiffy to replace 7-Eleven at PTT stations

PTT Plc, Thailand’s oil and gas conglomerate, plans to start replacing 7-Eleven stores at its petrol stations with its own Jiffy marts before the expiry of its license for the convenience store franchise in 2023. The company said that the move is aimed at capitalising on

around 2.5 million baht (US\$75,000) in profit a month each Jiffy outlet generates, which is almost similar to the return being delivered by the 7-Eleven stores at its service stations. PTT signed a 10-year contract to acquire the rights to the 7-Eleven franchise from CP All, a retail business unit of Charoen Pokphand Group. Currently, PTT has 1,100 7-Eleven stores and 149 Jiffy outlets nationwide<sup>26</sup>.

### Convenience stores: Number of 7-Eleven stores reaches 10,000 in Thailand

Local operator of 7-Eleven CP All Public Co, under Thai conglomerate Charoen Pokphand Group Co, said that the number of 7-Eleven stores totaled 10,007 by the end of June. CP All plans to add about 700 outlets this year and hopes to reach a total of 13,000 within the next four years. The company will 60% of its planned capital expenditure of 9.5 billion baht to 10 billion baht this year for store expansion and renovation. 7-Eleven first entered the Thai market in 1989<sup>27</sup>.

### Home products: Thai’s Index Living Mall opens first store in Indonesia

Index Living Mall, a Thailand-based furniture retailer under Index Interfurn Group has formed a partnership with mega retailer CT Corp to open the first Index Living Mall in Indonesia. With an area of 2,500 sqm, Index Living Mall Indonesia is located at PT Retail’s Transmart Carrefour in Cempaka Putih, Jakarta. Index Living Mall said that the company aims to become one of the largest home furnishings and accessories retail chains in ASEAN by 2020 and that has been seeking further investment opportunities. The company plans to open four stores in Indonesia before December, and another five to 10 stores each year until 2020<sup>28</sup>.

# Malaysia

## Statistics: GDP up 5.8% yoy in 2Q17

Malaysia's economy expanded 5.8% yoy in 2Q17. On the production side, construction registered the highest growth (up 8.3% yoy), followed by services (up 6.3% yoy), manufacturing (up 6.0% yoy) and agriculture (up 5.9% yoy) sectors in 2Q17. On the expenditure side, gross fixed capital formation and private final consumption expenditure were the main catalysts for the economic growth, rising 7.4% yoy and 7.1% yoy respectively in 2Q17<sup>29</sup>.

## Statistics: CPI up 3.2% yoy in July 2017

Malaysia's consumer price index rose 3.2% yoy in July 2017. The growth was driven by a rise in prices of transport (up 7.7% yoy), food & non-alcoholic beverages (up 4.2% yoy), health (up 2.9% yoy) recreation services & culture (up 2.6% yoy), , restaurants & hotels (up 2.6% yoy), furnishings, households equipment & routine household maintenance (up 2.6% yoy), housing, water, electricity, gas & other fuels (up 2.2% yoy), education (up 1.6% yoy) and miscellaneous goods & services (up 1.1% yoy) in July 2017<sup>30</sup>.

## E-commerce: Lazada Malaysia partners with AIG to offer insurance online

Southeast Asia's biggest e-commerce platform Lazada Malaysia has announced that

it is partnering with insurance company AIG Malaysia to provide a seamless purchase of insurance online. The partnership aims to expand the reach and penetration of insurance in the country while generating greater awareness. Visitors to the Lazada Malaysia website can purchase various insurance packages from a dedicated AIG web storefront. The premiums range between RM8 to RM115. Users need only purchase the insurance package by checking out the item on Lazada and supply their personal details in a follow-up activation email sent by AIG. Apart from Malaysia, Lazada also hopes to extend the selling of insurance products to other countries in the region<sup>31</sup>.

## Shopping malls: Hektar REIT to acquire 1Segamat shopping centre

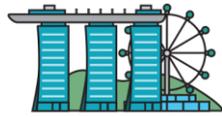
Malaysia's Hektar Real Estate Investment Trust (Hektar REIT) has acquired the 1Segamat Shopping Center in Johor. With a retail space of 223,439 sqft and a 96.4% occupancy rate, the shopping center is the only shopping mall in Segamat, Johor. The deal is expected to be completed by the end of this year. Hektar REIT proposed to acquire the 1Segamat Shopping Centre from EcoFirst Consolidated Bhd's unit Tashima Development Sdn Bhd for RM104 million in June last year<sup>32</sup>.

## Home products: IKEA to set up regional distribution center in Malaysia

Swedish furniture retailer IKEA will invest 908 million ringgit (US\$212.10 million) to set up a regional distribution and supply chain center in Malaysia to support the company's growth in the ASEAN region. With an area of 100,000 sqm, the distribution center will manage an inventory worth 6.6 billion ringgit annually and supply to 12 existing retail stores in the region.

IKEA plans to grow its number of stores in ASEAN to 20 by 2026<sup>33</sup>.

## Singapore



### Statistics: CPI up 0.6% yoy in July 2017

Singapore's consumer price index added 0.6% yoy in July 2017. By category, prices of healthcare and education grew 2.9% yoy and 2.8% yoy, followed by clothing & footwear (up 2.6% yoy), transport (up 2.0% yoy), food (up 1.4% yoy), household durables & services (up 1.0% yoy), miscellaneous goods & services (up 0.5% yoy), and communication (up 0.3% yoy). By contrast, prices of housing & utilities, and recreation & culture fell 2.5% yoy and 0.1% yoy respectively in July 2017<sup>34</sup>.

### E-commerce: Alipay, CCPay ink partnership to offer cashless payment service in Singapore

Alipay, China's leading third-party payment platform and a subsidiary of Alibaba's financial arm, Ant Financial, signed a partnership agreement with Singapore digital payment provider CCPay to offer cashless payment service to retailers in Singapore. Aiming to serve Chinese tourists in Singapore, the cashless payment service will first be introduced in merchants around the Chinatown area, and will further be rolled out in shopping malls in Singapore later. Founded in March 2017, CCPay is one of the earliest companies to create QR code payment in Singapore<sup>35</sup>.

### E-commerce: CapitaLand to manage Alibaba's new Shanghai headquarters and launch online mall on Lazada

Singapore based real estate company CapitaLand has formed a strategic alliance with Alibaba, with agreements to manage its new Shanghai headquarters and launch an online mall on Lazada Singapore. CapitaLand will oversee the pre-opening and management of four office towers and a shopping podium in Alibaba Shanghai Centre. The two companies aim to reinvent modern retail through the seamless integration of offline and online channels. Meanwhile, CapitaLand will launch an exclusive online mall on Lazada, Southeast Asia's largest e-commerce platform with Alibaba being the biggest shareholder, by the end of this year. The mall will feature the offerings of retailers in CapitaLand Singapore malls. Customers can choose to collect and return their online purchases in CapitaLand malls<sup>36</sup>.

### Apparel and footwear: New Balance opens technology-focused flagship store

American sport brand New Balance has opened its new technology-focused flagship store at upmarket shopping centre the Paragon in Singapore. The store features women's and men's running, training, football, kids and lifestyle collections. There is an Innovation Area, where New Balance's latest performance products are displayed, as well as a Lifestyle Area with fashion-forward offerings. The store also boasts New Balance's Stride I.D. system, a 3D foot scanner to help customers measure their foot size. Once the scan is done, customers can access the data online via New Balance's gait analysis app, Stride ID<sup>37</sup>.

## Apparel and footwear: Uniqlo Singapore introduces click & collect service

Uniqlo Singapore has launched click & collect service, allowing consumers to pick up their online purchases at any of its Singapore stores except for the Changi Airport Terminal 1 outlet. Customers can pick up their orders within 14 working days after receiving their notification email or SMS message. The service is already available in Japan and China, and will be launched in Malaysia in September 2017<sup>38</sup>.

## Retail technology: The Shoppes at Marina Bay Sands unveils interactive Virtual Closet

The Shoppes at Marina Bay Sands unveiled an interactive concept, the Virtual Closet, enabling shoppers to browse the latest collections from several apparel retailers, including Burberry, Dolce & Gabbana and Tom Ford. Resembling a walk-in wardrobe, the Virtual Closet has interactive digital mirrors offering a 360-degree view of selected products. Shoppers can interact with the display cases and mirrors to switch colors and create their own clothes and accessories. They can also take selfies and upload the images to social media and win treats from The Shoppes or Marina Bay Sands' celebrity-chef restaurants<sup>39</sup>.

# Endnotes

- <sup>1</sup> “Bullish Outlook on Stock Market Lifts Consumer Confidence in Asia Pacific: MasterCard Index.” 16 August, 2017. MasterCard MasterIntelligence.  
<http://www.masterintelligence.com/content/intelligence/en/research/press-release/2017/bullish-outlook-on-stock-market.html>
- <sup>2</sup> “Indonesia’s Tokopedia gets top investment from Alibaba.” 18 August, 2017. Nikkei Asian Review.  
<https://asia.nikkei.com/Business/Deals/Indonesia-s-Tokopedia-gets-top-investment-from-Alibaba>
- <sup>3</sup> “Golden Equator Capital invests in Indonesia’s Sale Stock.” 21 August, 2017. Inside Retail Asia.  
<https://insideretail.asia/2017/08/21/golden-equator-capital-invests-in-indonesias-sale-stock/#daily>
- <sup>4</sup> “JD.com, Central in talks for e-commerce venture.” 23 August, 2017. Bangkok Post.  
<http://www.bangkokpost.com/business/news/1311723/jd-com-central-in-talks-for-e-commerce-venture>
- <sup>5</sup> “I’m Startice takes Korea to BigBox Mall.” 21 August, 2017. Inside Retail Asia.  
<https://insideretail.asia/2017/08/21/im-startice-takes-korea-to-bigbox-mall/#daily>
- <sup>6</sup> “Preliminary Report on the Current Survey of Commerce.” 30 August, 2017. Ministry of Economy, Trade and Industry, Japan.  
<http://www.meti.go.jp/english/statistics/index.html>
- <sup>7</sup> “The consumer price index for Japan in July 2017.” 25 August, 2017. Statistics Japan.  
<http://www.stat.go.jp/english/data/cpi/1581.htm>
- <sup>9</sup> “Alibaba to cash in on Japan’s nascent e-payment market.” 16 August, 2017. Nikkei Asian Review.  
<https://asia.nikkei.com/Business/AC/Alibaba-to-cash-in-on-Japan-s-nascent-e-payment-market?page=1>
- <sup>10</sup> “Japan department stores see sales ease.” 24 August, 2017. Inside Retail Asia.  
<https://insideretail.asia/2017/08/24/japan-department-stores-see-sales-ease/>
- <sup>11</sup> “Seven & i unit seen with profit jump after clothing revamp.” 18 August, 2017. Nikkei Asian Review.  
<https://asia.nikkei.com/Markets/Tokyo-Market/Seven-i-unit-seen-with-profit-jump-after-clothing-revamp>
- <sup>12</sup> “FamilyMart Uny and Don Quijote agree to capital tie-up.” 24 August, 2017. The Japan Times.  
<https://www.japantimes.co.jp/news/2017/08/24/business/corporate-business/familymart-uny-don-quiote-agree-capital-tie/#.WaNiRLkqgpp>
- <sup>13</sup> “Consumer Survey for August 2017.” 25 August, 2017. The Bank of Korea.  
<http://www.bok.or.kr/broadcast.action?menuNavId=1959>
- <sup>14</sup> “SK Planet mulls exit from Indonesia.” 23 August, 2017. The Investor.  
<http://www.theinvestor.co.kr/view.php?ud=20170823000668>
- <sup>16</sup> “Third Starfield mall features water park.” 18 August, 2017. Inside retail Asia  
<https://insideretail.asia/2017/08/18/third-starfield-mall-features-water-park/#daily>
- <sup>17</sup> “Lotte shareholders greenlight holding company structure.” 29 August, 2017. The Korea Herald.  
<http://www.koreaherald.com/view.php?ud=20170829000752>
- <sup>18</sup> “Lotte Duty Free posts US\$26.1 million quarterly loss.” 21 August, 2017. Retail in Asia.  
[http://retailinasia.com/in-trends/news/business\\_finance/lotte-duty-free-posts-us26-1-million-quarterly-loss/?utm\\_medium=email&utm\\_campaign=170822%20Newsletter&utm\\_content=170822%20Newsletter+CID\\_fa31b429b7fd1dc6391f1ca727fcdfa5&utm\\_source=Newsletter&utm\\_term=Lotte%20Duty%20Free%20posts%20US261%20million%20quarterly%20loss](http://retailinasia.com/in-trends/news/business_finance/lotte-duty-free-posts-us26-1-million-quarterly-loss/?utm_medium=email&utm_campaign=170822%20Newsletter&utm_content=170822%20Newsletter+CID_fa31b429b7fd1dc6391f1ca727fcdfa5&utm_source=Newsletter&utm_term=Lotte%20Duty%20Free%20posts%20US261%20million%20quarterly%20loss)
- <sup>19</sup> “SKT, Starbucks partner for AI-based coffee order service.” 22 August, 2017. The Korea Herald.

<http://www.koreaherald.com/view.php?ud=20170822000726>

<sup>20</sup> "Sales of Trade and Food Services in July 2017." 23 August, 2017. Department of Statistics, MOEA, Taiwan.

[https://www.moea.gov.tw/MNS/dos\\_e/home/Home.aspx](https://www.moea.gov.tw/MNS/dos_e/home/Home.aspx)

<sup>21</sup> "Taiwan's consumer confidence index for August 2017." 28 August, 2017. Research Center for Taiwan Economic Development, National Central University.

<http://rcted.ncu.edu.tw/upload.phtml>

<sup>22</sup> "Apple suppliers boost Taiwan tech sector in July." 21 August, 2017. Cetusnews.com.

<http://www.cetusnews.com/business/Apple-suppliers-boost-Taiwan-tech-sector-in-July.rJIhVhDOb.html>

<sup>23</sup> "Thai Economic Performance in Q2 and Outlook for 2017." 21 August, 2017. Macroeconomic Strategy and Planning Office The National Economic and Social Development Board.

[http://www.nesdb.go.th/ewt\\_dl\\_link.php?nid=5169](http://www.nesdb.go.th/ewt_dl_link.php?nid=5169)

<sup>24</sup> "Thailand's Central Group to pour another over \$500 Million into Vietnam." 20 August, 2017. Buzlive.vn.

<http://bizlive.vn/biznews/thailands-central-group-to-pour-another-over-500-million-into-vietnam-3096342.html>

<sup>25</sup> "TrueMoney unveils 'new and improved' e-wallet features." 22 August, 2017. The Nation.

[http://www.nationmultimedia.com/detail/Startup\\_and\\_IT/30324537](http://www.nationmultimedia.com/detail/Startup_and_IT/30324537)

<sup>26</sup> "Jiffy to replace 7-Eleven at PTT stations." 23 August, 2017. Bangkok Post.

<https://www.bangkokpost.com/business/news/1311391/jiffy-to-replace-7-eleven-at-ptt-stations>

<sup>27</sup> "Number of 7-Eleven stores tops 10,000 in Thailand." 18 August, 2017. ThePhuketNews.com.

<https://www.thepuketnews.com/number-of-7-eleven-stores-tops-10-000-in-thailand-63501.php#M4sWEUcPFWloL47U.97>

<sup>28</sup> "Index Living Mall Indonesia opens first store." 24 August, 2017. Inside Retail Asia.

<https://insideretail.asia/2017/08/24/index-living-mall-indonesia-opens-first-store/#daily>

<sup>29</sup> "Gross Domestic Product Second Quarter 2017." 18 August, 2017. Department of Statistics Malaysia, Official Portal.

[https://www.dosm.gov.my/v1/index.php?r=column/cthemByCat&cat=100&bul\\_id=bFNwdUIVMm5malFyYXFYdUp3THIEQT09&menu\\_id=TE5CRUZCbIh4ZTZMODZlbnk2aWRRQT09](https://www.dosm.gov.my/v1/index.php?r=column/cthemByCat&cat=100&bul_id=bFNwdUIVMm5malFyYXFYdUp3THIEQT09&menu_id=TE5CRUZCbIh4ZTZMODZlbnk2aWRRQT09)

<sup>30</sup> "Consumer Price Index Malaysia July 2017." 23 August, 2017. Department of Statistics Malaysia, Official Portal.

[https://www.dosm.gov.my/v1/index.php?r=column/ctwoByCat&parent\\_id=105&menu\\_id=bThzTHQxN1ZqMVF6a2I4RkZoNDFkQT09](https://www.dosm.gov.my/v1/index.php?r=column/ctwoByCat&parent_id=105&menu_id=bThzTHQxN1ZqMVF6a2I4RkZoNDFkQT09)

<sup>31</sup> "Lazada Malaysia partners with AIG Malaysia to offer insurance online." 23 August, 2017. Digital News Asia.

<https://www.digitalnewsasia.com/business/lazada-malaysia-partners-aig-malaysia-offer-insurance-online>

<sup>32</sup> "1Segamat shopping centre to drive Hektar REIT earnings." 15 August, 2017. The Star.

<http://www.thestar.com.my/business/business-news/2017/08/15/1segamat-shopping-centre-to-drive-hektar-reit-earnings/#wjir5uFct2FuPBOU.99>

<sup>33</sup> "IKEA to invest \$212 million to build regional supply center in Malaysia: government." 24 August, 2017. Reuters.

<https://www.reuters.com/article/us-malaysia-investment-ikea-idUSKCN1B20ZG>

<sup>34</sup> "Singapore Consumer Price Index, July 2017." 23 August, 2017. Department of Statistics Singapore.

[http://www.singstat.gov.sg/docs/default-source/default-document-library/news/press\\_releases/cpijul2017.pdf](http://www.singstat.gov.sg/docs/default-source/default-document-library/news/press_releases/cpijul2017.pdf)

<sup>35</sup> "Alipay, CCPay tie up to promote cashless payment service in Singapore." 22 August, 2017. China Daily.

[http://www.chinadaily.com.cn/bizchina/2017-08/22/content\\_30962263.htm](http://www.chinadaily.com.cn/bizchina/2017-08/22/content_30962263.htm)

<sup>36</sup> "CapitaLand to manage Alibaba's new Shanghai HQ, launch online mall on Lazada" 23 August, 2017. The Straits Times.

<http://www.straitstimes.com/business/companies-markets/capitaland-to-manage-alibabas-new-shanghai-hq-launch-online-mall-on>

<sup>37</sup> “New Balance Opens Experience Store At Paragon.” 13 August, 2017. Stylexstyle.

<http://www.stylexstyle.com/editorial/fashion/new-balance-opens-experience-store-paragon>

<sup>38</sup> “Uniqlo Singapore introduces Click & Collect.” 28 August, 2017. Inside Retail Asia.

<https://insideretail.asia/2017/08/28/uniqlo-singapore-introduces-click-collect/>

<sup>39</sup> “Virtual Closet offers interactive approach to fashion.” 30 August, 2017. Inside Retail Asia.

<https://insideretail.asia/2017/08/30/virtual-closet-offers-interactive-approach-to-fashion/#daily>