Asia (ex-China) Retail & E-commerce

Weekly Updates

19 December – 24 December 2019

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the latest in Asia

Asia at a glance

E-commerce: Alibaba, JD.com dominate Asia's online grocery market

Alibaba and JD.com have become the two largest online grocery retailers in Asia, with the former delivering online grocery sales of US$3 billion and the latter of US$2.7 billion in 2018, according to international researcher IGD, which also forecasts Alibaba and JD.com's grocery sales will grow to US$9.5 billion and US$9.8 billion respectively by 2023

Japan

Beauty and personal care: Matsumoto Kiyoshi to launch in Vietnam

Japanese drugstore chain Matsumoto Kiyoshi will launch its first store for Vietnam in downtown Ho Chi Minh City next March; the drugstore chain, in a joint venture partnership with local operator Lotus Food Group, looks to open 10 to 15 stores in Vietnam over the next five years and expand to hundreds of stores in the long run

South Korea

E-commerce: German Delivery Hero to take over South Korea's counterpart Woowa Brothers

Delivery Hero, a German online food delivery service provider, will acquire 87% stake in South Korea's top food delivery app operator Woowa Brothers Corp, which runs popular food delivery app Baedal Minjok in South Korea

Beauty and personal care: China becomes biggest buyer of South Korean cosmetics

China was the biggest buyer of South Korean beauty products in 2018, accounting for 65.6% of outbound shipments of locally made cosmetics products, according to a recent report compiled by the Korea International Trade Association

Beauty and personal care: Amorepacific invests in U.S. cosmetics brand Milk Makeup

Amorepacific has acquired a minority stake in U.S. cosmetics brand Milk Makeup; the strategic

partnership will enable Milk Make to leverage Amorepacific's expertise and resources for tapping South Korea's beauty market; while Milk Makeup will share the strategies that have made it one of the fastest growing color brands in the U.S.

Taiwan
E-commerce: Line Pay Taiwan forges cross-border payment alliance
Line Pay Taiwan has recently announced a cross-border mobile payment alliance to connect the ecosystems of payment operators – Line Pay Japan, Rabbit Line Pay (Thailand), Naver Financial (South Korea), and NHN PAYCO (South Korea); the alliance will allow users of services in the alliance to make cross-border payments in Japan, Thailand and South Korea

Singapore
E-commerce: Singapore's fashion platform Zilingo buys software firm nCinga
Singapore-based fashion platform Zilingo has acquired Sri Lanka-based software-as-a-service (SaaS) firm nCinga Innovations for US$15.5 million in cash and stock; Zilingo stated that the acquisition will drive the adoption of the Manufacturing Executive System (MES) software across its global network of 6,000 factories and 75,000 businesses

India
Apparel and footwear: Indian clothing brand Cantabil plans 100 new stores in 2020
Indian clothing brand Cantabil plans to invest US$3.5 million to add 100 new stores in India within one year, taking its total store count to 400; currently, the brand operates 290 stores across 16 states in India, mostly in tier-1 and tier-2 cities
Apparel and footwear: India's apparel market to hit US$85 billion by 2021
India's apparel market is expected to hit US$85 billion by 2021, according to the India Business of Fashion Report; the India's apparel market, valued at around US$65 billion, is the second largest retail market after food & grocery in the country

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Asia Distribution and Retail

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