

Happy,
Valentine's
Day!



WHAT'S NEW?

A&W Malaysia Eyes
124 Stores by 2024

Al-Ikhsan on Stronger Footing

Starbucks Vietnam's New
Concept Store at Ecopark

Braun Buffel New Store Design
at Ion Orchard

Bangkok's Thaniya Plaza to be
Refurbished after 30 Years

WHAT'S NEW?

RETAILERS

A&W MALAYSIA EYES 124 STORES BY 2024



Photo and Source by :
The Star
11th January 2020

In line with the brand's 100th anniversary, A&W Malaysia Sdn Bhd is allocating RM110mil of its capital expenditure to expand by up to 124 outlets in the country by 2024. Currently there are 49 outlets in Malaysia and 20 in the pipeline for 2020. Every year, RM22mil of capex is set aside to set up between 20 and 22 outlets including dessert kiosks in shopping malls and retail centres nationwide, with a budget of RM1mil to RM1.2mil per restaurant.

As the oldest fastfood chain in the country, A&W Malaysia is expected to achieve RM120mil sales this year with a series of value-and services enhancing initiatives.

Read more [here](#).

SURIA KLCC'S NEWLY RELOCATED LOUIS VUITTON



Photo by Louis Vuitton Malaysia
Source : New Straits Times
5th February 2020

Suria KLCC recently celebrated its newly relocated Louis Vuitton store. The store façade features a screen combining two historical motifs of Louis Vuitton – the diamond and the damier patterns. The brand's leather flowers from the Petit Nomad collection and Malaysia's national flower, the hibiscus, greet customers as they enter the store.

The new boutique houses an assorted range of its fashion tour-de-force to promise the finest luxury shopping experience. Art objects referencing Malaysian craft and a selection of designer furniture from the Objets Nomades collection are also found around the store. Besides spaces for men & women, the store also has successive rooms for private shopping experiences and a transversal travel area.

Read more [here](#).

ESTÉE LAUDER – MORE THAN BEAUTY



Photo and Source by :
New Straits Times
5th February 2020

The space previously occupied by Parkson departmental store in Suria KLCC has been taken over by more than 50 new tenancies, comprising mainly F&B, cosmetics and fashion retailers.

Estée Lauder recently opened its first flagship store offering new innovations as well as beauty services. One of the key highlights is the introduction of the Night Concierge Table which features a bespoke curved LED screen displaying the brand's night time skincare routine aimed to educate consumers about the role night time plays in skincare.

Read more [here](#).

WHAT'S NEW?

RETAILERS

AL-IKHSAN ON STRONGER FOOTING

Al-Ikhsan Sports Sdn Bhd targets between 15% to 18% growth in annual sales in the next 3 years. With the commitment to make sports affordable to all, the company will continue to introduce new segmented concepts by providing options from entry to mid-level consumers. Al-Ikhsan is currently ranked 64th largest sports retailer in the world and has 130 stores in Peninsular Malaysia. They will be launching an e-commerce online platform in February – a move that will pave the way for the company to become a global player in the sports retail segment. They are expecting the e-commerce platform to contribute about 5% to the company's total sales over three years.

The brand intends to open up 14 stores per year in Peninsular Malaysia, including Football Republic and Sneakers Street, depending on demand. Ekuiti Nasional Bhd (Ekuinas) had acquired a 35% stake in Al-Ikhsan for RM68.6 million in July 2016. Since then they've assisted in setting up a strong foundation to find new team members, consolidate the stores and improve back-end processes for business growth.

Read more [here](#).



Photo and Source by :
New Straits Times
27th January 2020

GSC OPENS BOUTIQUE MOVIE HOUSE IN JOHOR BAHRU



Photo and Source by : Inside
Retail Asia
30th January 2020

GSC has launched an ultra-luxe boutique cinema concept 'Aurum Theatre' at the Mall, Mid Valley Southkey, Johor Bahru. With a full-service restaurant offering modern continental dining, opulent halls and bespoke services. This latest flagship luxury cinema has premium Getha Lux Suites, designed by Italian architect, Marco Fumagalli. The suites feature plus pillows, blankets Getha luxury recliners, with side tables, wireless and USB charger for devices, disposable slippers and a call button for personalised assistance. A selection of food can also be delivered directly to their seats.

Read more [here](#).

SEPHORA MALAYSIA LAUNCHES FLAGSHIP STORE AT FAHRENHEIT88

Sephora Malaysia recently launched their largest outlet in Southeast Asia with a new flagship store at Fahrenheit88. At 17,000 sf this largest beauty playground will be the ultimate one-stop beauty destination featuring more than 10,000 products from 100 brands. The flagship features in-store interactive kiosks; special services such as the Skincredible skin analysis app and a facial and lip treatment Perk Treatment by Hydrafacial & Perk Lips; Sephora's first Beauty Loft in Southeast Asia for Gold-level members of its reward program and also a Sephora University, a lounge for events and a photography studio for beauty brand takeovers.



Photo and Source by :
Inside Retail Asia
20th January 2020

Read more [here](#).

WHAT'S NEW?

RETAILERS

STARBUCKS VIETNAM'S NEW CONCEPT STORE AT ECOPARK



Photo and Source by :
Inside Retail Asia
12th January 2020

As their first 2020 store opening, Starbucks Vietnam opened their 63rd store in the country at Ecopark, a new urban development near Hanoi. This store features a mixture of rural and modern aesthetics, creating “a space that seeks a sense of harmony with its natural surroundings and the building’s bold structure”. The exterior features wooden louvres across the entire ceiling. Natural-materials such as wood finishes are used to amplify the atmospheric mood to respect the present landscape and green trees surrounding the store..

Read more [here](#).

FREITAG JAPAN OPENS STORE IN KYOTO

Freitag, a Swiss manufacturer for bags and carrying cases; has opened its 4th Japan outlet. At approximately 860 sf, the store is a distribution centre in Kyoto, in the vicinity of the ancient Nishiki market and the metropolitan Nakagyo-ku pedestrian precinct. The store design reflects the industrial style of the firm’s logistics warehouses in Zurich and features a DIY workshop where customers can create their own miniature items from tarp off-cuts.

The company creates its products from used truck tarpaulins. Around 1100 recycled one-off bags are currently stored at the outlet.

Read more [here](#).



Photo and Source by :
Inside Retail Asia
13th January 2020

DON DON DONKI OPENS LARGEST SINGAPORE STORE



Photo by Eatbook Singapore
Source : Inside Retail Asia
16th January 2020

Don Don Donki has opened a new store in Singapore, their largest store yet. Spanning two floors at Jem mall in Jurong, Don Don Donki has turned the old Marks & Spencer department store space into its food court. With a wide selection of Japanese products including lifestyle, homewares and cosmetics; the store also features a sushi counter.

Don Don Donki’s first outlet at The Orchard Central opened in 2017.

Read more [here](#).

WHAT'S NEW?

RETAILERS

BRAUN BUFFEL ENVEILS NEW STORE DESIGN AT ION ORCHARD



Photo and Source by :
Inside Retail Asia
17th January 2020

Braun Buffel recently launched its new store concept at Ion Orchard in Singapore, creating a brand experience with multiple physical and digital touch-points. The store's façade features Champagne-gold fonts against soft white frames, marble stone tiles and hand-brushed finishes on the cement provide a three-dimensional textured effect on both the floors and walls. The store's interior is decked with pastel rose pink walls.

Founded in 1887, Braun Buffel is exclusively distributed in the Asia Pacific region by Lianbee-Jeco and has boutiques as well as counters in selected department stores.

Read more [here](#).

NEW PARTNER SIGNED TO MANAGE ESPRIT KIDS RANGE

Esprit has signed with Kids Fashion Group (KFG) to manage the firm's design, production and distribution of the Esprit Kids collection. This is following the expiry of the brand's five year agreement with French childrenswear retailer Groupe Zannier, which has managed Esprit's childrenswear brand since first signing in 2015.

KFG has a significant distribution network throughout Europe. KFG's first Esprit Kids collection under the new agreement is expected to be released to market in July 2020.

Read more [here](#).



Photo and Source by :
Inside Retail Asia
17th January 2020

US SANDWICH CHAIN BLIMPIE MAKES ASIAN DEBUT



Photo and Source by :
Inside Retail Asia
22nd January 2020

Blimpie, the American 'submarine sandwich' chain has opened its first store in Singapore, making its debut in Asia. American restaurant group Kahala brands entered an agreement with Singapore's Deelish brands, to create a joint venture, Blimpie Singapore in 2019.

The store is located in Tampines and offers a menu adapted for halal consumers. Prices of sandwiches range between SGD6.50 and SGD13.50 for regular subs.

Read more [here](#).

WHAT'S NEW?

DEVELOPERS

BANGKOK'S THANIYA PLAZA TO BE REFURBISHED AFTER 30 YEARS



Photo and Source by :
Inside Retail Asia
17th January 2020

Thai developer Thaniya Group plans to refurbish Thaniya Plaza for THB 1 Billion (US\$33 Million), its first major makeover project after 30 years. Located in Silom, the mall is a major attraction for golfers, especially visitors from Japan and South Korea.

Based on public feedback suggesting there was a need for more green spaces in the Silom area, the design concept for the project will emphasise on modern and green. The approximately 130,000 sf retail centre will span four levels in two buildings, connected by bridges. The mall will continue operations during renovation works and works are expected to complete early 2021.

Read more [here](#).

CENTRAL GROUP AND SIGNA CONFIRM GLOBUS SWITZERLAND DEAL

Thailand's Central Group and Austrian property developer Signa have confirmed plans to acquire the luxury Swiss department store chain Globus and eight associated property assets. This deal expands the companies' existing JV which owns the German department store chain KaDeWe and is working on projects in Vienna and Dusseldorf. Central Group also owns Italy's Rinascente and Denmark's Illum stores. The US\$1 billion deal includes 'prime Swiss properties' and a hotel and makes Central Group 'one of the largest luxury retailers in Europe'.

Central and Signa plan to develop Globus into the leading luxury department-store group in Switzerland with a strong national identity by means of rapid integration and sustainable repositioning.

Read more [here](#).



Photo and Source by :
Inside Retail Asia
4th February 2020

CAPITALAND WINS RIGHTS TO MANAGE BUGIS VILLAGE FOR UP TO 9 YEARS



Photo and Source by :
Inside Retail Asia
20th January 2020

CapitaLand is set to refurbish Bugis Village and Bugis Street retail spaces after winning a tender to manage both from the Singapore Land Authority. The developer will use the existing shophouses and a spiral staircase to appeal to Instagrammers and will build on the existing character and heritage of the site with an interpretation of Bugis' street-market concept. CapitaLand plans to install colourful container boxes, creating open spaces which could serve as retail incubators for established brands and local start-ups, and a Singaporean and South-east Asian hawker food hub.

Read more [here](#).

INSTORE @ ETC

(ETC THAILAND)

‘The Fourth’

– The Rest Area on Putthamonthon Sai 4



M2B Trading, the owner of Bangchak Petro Station on Putthamonthon Sai 4 plans to unveil ‘The Fourth’ which is targeted to be the mix of Rest Area and Community Mall on Putthamonthon Sai 4 in the final quarter of 2020. The project is developed on the land area of 20 rais with Gross Leasable Area of 8,364.50 square meters. Key anchors inside the project will include Bangchak Petro Station, KFC, Starbucks, and Tops Supermarket. With the site location that is surrounded by hospitals, government offices, universities, and more than 20 housing projects; this development has the good potential in gaining high foot traffic. Key target customers are residents and families who live in the area and the nearby area, people working in the area, customers of Bangchak Petro Station, and also universities in the area. The Fourth is developed to differentiate from other retail projects in the Putthamonthon area which include Tesco Lotus, Big C Supercenter, Makro, Robinson Central Salaya, Home Pro, SB Furniture, and so on by providing the rest area for families and people spending time for eating and leisure in this mall.

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