



E-business to *replace?*
the retail business in a
decade



hello!

We are team EY

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Retail business is
“here to stay”



“Change doesn’t change tradition. It ***strengthens*** it. Change is a challenge and an ***opportunity*** not a threat.”

Prince Philip of England



8%

of all retail sales

are made through e-commerce

source: Ayden



What traditional stores have to offer?

- X Socialising activity
- X Preferred by Generation Y (Millennials) & Z
- X Personalisation
- X Walking away with purchase in hand
- X Physical feel and touch



News from around the world

Amazon

Amazon heads deeper into *bricks and mortar* with books – *USA Today*



News from around the world

Alibaba

Alibaba Has Ambitious, Amazon-Like
Offline Plans – *fortune.com*



News from around the world

JD.Com

China's largest retailer JD.Com ties up
with China Overseas Land to open
***"Hundreds" Of Stores – Hong Kong
Newsroom***



News from around the world

Alibaba

Alibaba investing ***\$3B in bricks-and-mortar*** grocer. – *Retail drive*



News from around the world

Everlane

Everlane To Open 2 Flagship Locations
As More E-Commerce Retailers Go

Bricks-And-Mortar - Forbes



News from around the world

Future Group

Future Group plans to *go with bricks and mortar model*. Aims to open 10,000 Easyday department stores by 2022 – *CNBC India*

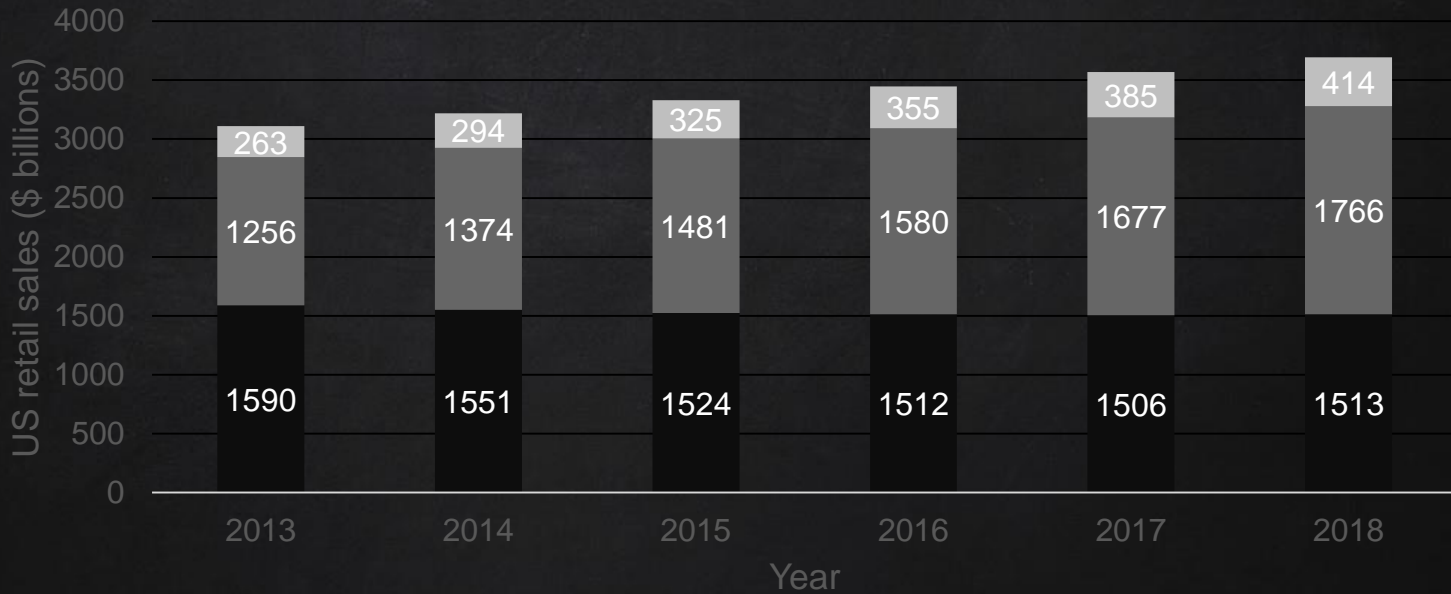


Retail Sales





Digitally-influenced brick & mortar sales dwarf e-commerce



Source: Forrester

■ Offline sales

■ Digitally influenced offline sales

■ Online Sales



thanks!

Any questions?