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Welcome

Welcome to another issue of C-store Executive

We have kept the content simple and straightforward in this 2nd last issue of 2016. With both CstoreWorld and PetrolWorld undergoing much change over the next year, we have included some of these updates from page 4.

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Our next issue will be the final issue of 2016.

C-store Executive in 2017 will be year of "special editions" as the publication undergoes a transition in Asia and Latin America. Watch this space.

David Egan
International Editor
C-Store Executive

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PLEASE NOTE:
Convenience retail contributions for 2016/17 are welcome!

C-Store Executive Magazine online
WWW.CSTOREWORLD.COM
1st Fuel Retail Expo in Kuala Lumpur
The key dates for your diary are Tuesday 20th & Wednesday 21st June 2017. PetrolWorld who have been active in the Asian market since September 1997, have developed a wealth of knowledge and experience within the Asia fuel retail and distribution market. This new first event is about creating a cost effective independent platform and meeting point for fuel retail, commercial fuels, fuel handling and fuel distribution. This trade event will have a focus on 3 specific industry players:

1. Manufacturers & Solution Providers can have all their distributors and partners organized to be in one location. A number of key suppliers already organize “Distributor Gatherings” and “Training Sessions”. We want to encourage this process in and around the Expo. In short, this segment is a “PEI Asia”.

2A. Oil Companies and Fuel Brands, National, International as well as independents, will have the opportunity to gather key network executives and managers as well as promote their Brand and network. It will be a key opportunity in Asia to learn the latest developments taking place in the market.

2B. Malaysian oil companies will have the opportunity to hold special meeting / programme for their “CoCo Site Managers” as well as “Dealer Organisation”

3. Finally Standards & Regulators including W&M authorities can come to one place to learn and update how regulations and standards are being reformed and updated. Special presentation/discussion groups on Certification / Verification issues.

Details on the schedule for the convenience retail side of the business will be announced in January 2017. Creating this one key platform offers a huge “time and resource” saving for all players concerned. Registration for the Fuel Retail Expo 2017 will be open in October 2016.

Go to website for more details:

www.fuelsexpo.com
PetrolWorld is delighted to announce that it will reopen a PW Representative office in Kuala Lumpur from October 2016. PetrolWorld has been active in Asia since 1997 and had previously operated with local partners to maintain a representative office from 1998 up to 2010. This was mainly connected with events organized by PetrolWorld for Asia.

A new PetrolWorld schedule for Asia is expected to be announced by January 2017 and will coincide with the opening of the new rep office in downtown Kuala Lumpur, Malaysia.
A Date for Your 2017 Diary

Fuel Retail Expo 2017
20th – 21st June, Kuala Lumpur

The new international platform for Fuel Retail, Handling & Distribution in Asia

The Asia Pacific region is the most significant developing fuel retail region in the world along with Latin America. The Asia Pacific region demand for energy is likely to rise by 50% and oil by 40% over the coming 2 decades. On the fuel supply side development of the fuel retail network and fuel distribution infrastructure are a huge challenge. In Malaysia and Singapore fuel retail markets, employing technology (mobile payments), loyalty programme and generating revenues from ancillary services like the c-store are now fundamental to network development.

The Philippines has seen a transformation of the fuel retail network in terms of independent players like Eastern Petroleum, Phoenix Petroleum and Seaoil Franchise. The international Caltex brand has changed and developed its relationship with the dealer network market. In Australia and Myanmar, we have seen the arrival of new global players like Puma Energy and Viva. China and India have witnessed a revolution in fuel retail network numbers where consolidation remains a key strategy. Companies like Bharat Petroleum have a loyalty programme with +2 million members!

PetrolWorld has covered all these regions over the last 12 years and held forum events in all of the countries mentioned above. The Fuel Retail Expo 2017 will now bring the markets together as a key international meeting point. This in turn will evolve into an important industry platform alongside ASEAN in the future.

www.fuelsexpo.com
Editor’s Choice

WORLD NEWS
Updates & Developments in the Convenience Retail Industry

Convenience Retail Global Daily News Service
Selection of Headlines – online

Argentina
Cencosud Stores Expansion

Australia
Australia C&I Event This Week
Caltex Fetch AACS Gala Awards
Puma Energy New Cafe Concept
Woolworths Restructures

Canada
Walmart Introduces New App

Chile
Femsa Acquires Big John C-stores
Family Express Promotes Healthy Food Awareness
Significant Labeling Law Introduced

China
Apple Pay Has Arrived in Hong Kong
Walmart 60 New Stores in China by 2017
Wal-Mart Sell E-Commerce Business to JD.Com

Colombia
Oxxo Reinforced with New 8 Stores

Finland
Valintatalo Pekantori Rebranding

Germany
Germany has new successful Convenience Show at Uniti Expo
Sky & Hoyer Cooperation Deal

India
Easyday Brand Expansion via Big Bazaar Integration

Indonesia
7-Eleven Stores Sponsors Tech Classes

Ireland
Mace Appoints Retailer At National Council
Applegreen Awarded 2016 International Convenience Retailer

Japan
Self Freezing Bottled Coca Vending Machine
Lawson Convenience Stores International Network Development
Uny Stores Closures Ahead Of Merger
16 Language ATMs At FamilyMart

Korea
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Food Service Drone Delivery Trials for Australia & New Zealand

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**USA**
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Sunoco Acquires More Stores
‘Play at the Pump’ Lottery Project Faces Legal Challenge
Stagnito, Edgell And Path To Purchase Institute - EnsembleIQ

**Vietnam**
Vietnam Trade Agreements to Create New Entrants
First 7-Eleven Opens in Feb 2018
India: BPCL Retail Outlets to Provide Financial Products

BPCL and Fino Paytech have joined hands for the sale of insurance and remittances through BPCL retail outlets. BPCL entering into the sale of financial products through its fuel retail network. The firm has purchased 21% stake in Fino Paytech for Rs251 crores, with the aim to start selling financial products such as insurance and remittances. The company hopes that this joint venture would make its financial position stronger and would increase customer loyalty. The availability of multiple services at fuel stations can attract more customers to the sites and increase the revenue from non-fuel segment. The first of the Fino Paytech kiosk has become functional of BPCL’s outlets in Nashik, Maharashtra.

P. Balasubramanian, Director Finance, BPCL said, “Through this tie-up we are also looking at agri and financial inclusion. We would launch this in urban as well as rural markets and in the long run this would help us strengthen our retail network and segment too.”

BPCL has already started In&Out convenience stores at its fuel retail sites. These stores offer an array of services including, Cafeterias, shopping areas, ATMs etc from morning to midnight. It has tie-ups with

7 Eleven Reaches 60,000 Stores

7 Eleven reaches milestone of 60,000 c-stores across 17 countries worldwide. One of the largest convenience retail networks in the world, 7-Eleven Inc., hits a new milestone by opening its 60,000th c-store. Early next year, it will also open its first store in Vietnam, which will extend the retailer’s operations to 18 countries. 7-Eleven is now a wide network which has stores in China, Malaysia, Singapore, Philippines, Australia, Sweden, Norway, Denmark, Hong Kong, Macau, Indonesia, Thailand, Taiwan, South Korea and UAE through area license and master franchise agreements.

The Irving-based company started its operation in 1927 as Southland Ice Co. in Oak Cliff, Texas. In 1946, considering store timing from 7 a.m. to 11 p.m., the name was changed to 7-Eleven. From 1971, stores started staying open around the clock. Joint venture enabled 7-Eleven to expand its operations to Canada in 1969 and into Mexico in 1971. In 1974, the retail chain expanded into Japan with Seven-Eleven Japan, which became the parent company in November 2005.

“The 7-Eleven story is amazing and inspiring; we started as a small local ice house and have grown over the years store by store, community by community, and country by country into an iconic global brand,” said Joe DePinto, 7-Eleven Inc. president and CEO. “We will continue to grow by staying focused on the constantly changing convenience needs of our customers and by staying committed to the communities we serve.” He added. Last year, 7-Eleven opened one store every 2.5 hours, for approximately 4,000 stores.

Tracing history, in 1952, they opened its 100th store. In 1963, they reached 1000th. After 21 years, in 1984, it reached a milestone of 10,000 stores. Subsequently, in 2003, they opened 25000th store and in 2010, it opened 40,000th store. The company currently has the most stores in Japan (18,860), followed by Thailand (9,278), the United States (8,378), South Korea (8,238).
food networks like Café Coffee Day, McDonald’s, Subway, Pizza Hut, KFC etc for its In&Out stores.

Rishi Gupta, CEO & MD, Fino PayTech Limited says, “BPCL has 15000 fuel retail outlets and 5000 LPG distribution centres. These centres will allow us to market our products. Besides, BPCL outlets have a lot of cash and as much as possible they want to digitize it so a wallet solution comes in place to reduce the cash burden.”

Fino PayTech expects that the partnership with BPCL would ensure it a regular stream of customers so that it can build a regular transaction ecosystem. In today’s competitive market, technology and digitization are inevitable for companies to stay relevant to their customer base.

With the partnership with Fino Paytech, BPCL also is following the path of its competitors, Indian Oil Corporation and Hindustan Petroleum Corporation who tied up with mobile commerce platform, Paytm, to allow payments through the Paytm wallet at fuel service stations.

Argentina: Cencosud Stores Expansion
Jumbo Chilean firm Cencosud plans an investment of 600 million pesos in Argentina and the prelaunch of the website, which is expected in October.

Australia: Puma Energy Unveils New Cafe Concept for its Convenience Stores.
Puma Energy has unveiled a new cafe and convenience store concept. The new concept will be launched as a pilot programme in their new 7th Street stores. 7th Street cafes, which offer barista-made coffee, fresh baguettes, free Wi-Fi and phone recharging stations are an exclusive feature of Puma service stations.

The General Manager of Puma Energy Australia Ray Taylor said that, this new concept incorporation launched in the wake of consumer research that was taken on to find out why many customers failed to utilize service station convenience outlets. “Consumers were really visiting service station cafe and convenience stores as a last resort, rather than a first port-of-call for a decent meal and good service,” Taylor said.

“7th Street stores were designed for the customer, which means a store layout that’s easy to navigate with clearly labeled portals for food, coffee or service, and other features like free Wi-Fi, phone
recharging, and comfortable seating areas. "Essentially we've taken the traditional service station and given it a makeover into something that more closely resembles the products and service you would expect from your friendly, local cafe."

The items on the menu line-up of 7th Street include Brubecks salads, the popular YouFoodz range, gourmet chicken wraps and Brazilian coffee beans. "Where we can, we source fresh food from local Australian suppliers," Taylor added. Taylor said that the company launched 7th Street as a new direction as Puma Energy continued to expand nationally and play a pivotal role in the Australia’s fuel industry. Taylor also announced the plan on rolling out 20 7th Street stores around Australia by the end of the year.

CstoreWorld 28062016

Chile: Femsa Acquires Big John C-stores
Femsa acquired Big John, a leading convenience store operator based in Santiago, Chile to expand its network.

Femsa Comercio announced that it has acquired Big John, a leading convenience store operator based in Santiago, Chile. Following its acquisition of a majority stake in Chilean drugstore operator Socofar in the second half of 2015, Femsa Comercio reiterated its appetite to pursue incremental growth opportunities in the region by acquiring Big John, which operates 49 stores mainly in the Santiago metropolitan area.

This transaction represents another important step for Femsa Comercio as it brings its considerable expertise in the convenience store format to the Chilean market, acquiring a strong local operator with a leading banner and attractive growth prospects while establishing a solid base from which to expand in the region.

CstoreWorld 08062016

Colombia: Oxxo Reinforced with New 8 Stores
Oxxo continues its expansion process in the Colombian market
Mexican convenience store chain Oxxo continues its expansion process in the Colombian market with the launch of new eight stores opened in the city of Bucaramanga. As part of its expansion plan in the Colombian market and to reach new customers, Oxxo convenience stores, operated by Femsa Comercio opened the new stores in the capital city of Santander state in Colombia.

The new stores are as part of the Mexican group’s investment plan of $2,000 million Colombian pesos that has planned to reach 12 stores in the city of Bucaramanga.

The manager of Oxxo in Bucaramanga, Israel Vazquez, said that this proposal will bring benefits to the people of the town, you can find a wide variety of products and services 24 hours a day.

The executive added that the main difference of this service against local companies is to attend to the customers at any time and delivery service is also available, which is expected to retain consumers of Bucaramanga. Oxxo has reached six years of operations in Colombia, with Santander being the second state for Oxxo geographical presence.

CstoreWorld 06072016

Finland: Valintatalo Pekantori Rebranding
The brand ‘Valintatalo Pekantori’ was recently converted to ‘K-Market’ on as per the acquisition agreement made in Last April.

Kesko and Suomen Lahikauppa Oy have signed a deal in April 2016 and by which K-Market has acquired the assets of Valintatalo Pekantori and renamed the stores with its own brand. Jamila Siira, staff at K-market has said, “Although the name of the shop Valintatalo has been changed
PetrolWorld Conference y Foro de Negocios para Latinoamerica 2017
Panamá del 19 al 20 de Septiembre 2017

www.petrolworldamerica.com
to K-Market, all the previous staff remained unchanged and working usually”.

The first conversion that the company made was that of Valintatalo in Ounasvaara, back in June. The second brand to be converted was Valintatalo Pekantori and now it has plans to buy the assets of Siwa grocery and to convert their stores too to K-Market stores by the end of July, this year. The company plans to renovate all the newly bought stores into K-Market stores in 2 year’s time.

Jorma Rauhala, Vice President of Kesko said, “The ongoing [rebranding] is the most comprehensive construction of convenience stores. This is a historic transformation”. The buyout will benefit customers in many ways as it would bring new lines to stores and provide more payment options to them. K-Market would sell its value products through the newly acquired stores to attract customers who have left the previous brands due to expensive lines. It was only recently that Kesko received conditional approval from the Finnish Competition and Consumer Authority (FCCA) for the acquisition.

**India: Easyday Brand Expansion via Big Bazaar Integration**

Bharti Retail’s Easyday have become Big Bazaar outlets as per the merger agreement in May last year.

Future Group’s convenience stores — ‘KB’s Fair Price and KB’s Conveniently Yours’ are being turned into Easyday stores in an attempt to streamline formats and improve customer experience. The retailer will not open any new convenience stores under the KB’s Fair Price and KB’s Conveniently Yours brands; future expansion of the neighborhood format will be done only as Easyday.

Already, the group has taken the Easyday store count from 188 at the time of merger to around 300. The new stores have been added mostly in Delhi-NCR, Haryana and Punjab. In cities where both brands exist currently, KB’s will be converted to Easyday. However, where Easyday does not exist, existing KB’s will continue.

The front-end company remains Future Retail while the back-end infrastructure company is expected to be listed next month. Big Bazaar, India’s largest hypermarket chain, is also becoming successful in its attempt to cater to a wider customer segment, which began last year with its Gen Next stores.

**CstoreWorld 13072016**

**Indonesia: 7-Eleven Stores Sponsors Tech Classes**

The sponsorship program targets moms who visit the stores.

A program has been developed and operated at 7-Eleven stores in Jakarta, Indonesia called “Coding Mum”, that teaches tech skills to women who like to work in the tech industry. The overwhelming majority of students in Indonesian schools want to learn how to code, but many of the schools don’t teach these skills.

The country’s expanding tech industry is in need of quality coders but some forced to recruit Indonesians living in the U.S. because there wasn’t a sufficient supply locally. The tech companies in Indonesia pay about double the minimum wage. Coding education programs including Coding Mum emerged in this scarcity of techies.

The franchisee that framed the idea targets the moms who shop and hang around the 7-Eleven stores in Jakarta and wanted to make extra money from the new tech economy. Developer of Coding Mum likes to expand the program to additional 7-Eleven stores in Indonesia.
“Some of them graduated from top universities; one of them went to Berkeley,” said Izak Jenie, a director at the Indonesian 7-Eleven franchisee. “But often they end up sitting at home with their kids. That’s not a bad thing, but many of them might need more money, and we thought they could work from home.” he added.

CstoreWorld 31082016.

**Japan: Lawson Convenience Stores International Network Development**

Lawson Inc, plans to increase the number of its “Lawson” c-stores in strategic countries outside Japan to 3,000 over the next five years, said Sadanobu Takemasu, the president and chief operating officer.

As of March 2016, the company has a total of 12,355 Lawson convenience stores in Japan and 800 branches internationally. Mr Takemasu said out of the 3,000 stores targeted outside of Japan to 3,000 over the next five years, said Sadanobu Takemasu, the president and chief operating officer.

Lawson expansion is a part of efforts to catch up with other Japanese rivals in the international market. Lawson to see its number of outlets in Japan increase to 15,000 by 2019. There are more than 40,000 7-Eleven stores globally outside Japan and FamilyMart operates almost 6,000 stores abroad.

Apart from Thailand, Lawson has convenience stores in China, Indonesia, Philippines and the US state of Hawaii. Vathit Chokwatana, executive director of Saha Lawson Co, a joint venture between Thailand’s consumers goods conglomerate Saha Group and the Japanese Lawson Inc, said Lawson 108 will boast 98 stores by the end of the year, up from 60 at present. “More than 38 shops will be opened by the company in Thailand this year and we have to be more aggressive in outlet expansion in order to accomplish our 500-store target starting from next year,” said Mr Vathit.

From 2017 until 2020, the company plans to open 100 additional stores in Thailand annually. “By doing so, we will have a total of 500 Lawson 108 shops in Bangkok and Greater Bangkok by 2020. It will require an investment of 2 billion baht to open 400 new stores,” said Mr Vathit.

CstoreWorld 08072016

**New Zealand: Food Service Drone Delivery Trials for Australia & New Zealand**

Domino’s Pizza Enterprises Limited (Domino’s) has partnered with Flirtey on first commercial drone delivery service.

The two companies exhibited the first stage of their partnership with a demonstration of pizza delivery by drone in Auckland, New Zealand. The Civil Aviation Authority and Minister of Transport Simon Bridges also attended the successful demonstration. The demonstration was conducted under Civil Aviation Rules Part 101 and marks a final step in Flirtey’s approval process. Domino’s said it then expects to be able to trial store-to-door drone deliveries from a selected Domino’s New Zealand stores with flights to customer homes planned by the end of the year.

“We are planning a phased trial approach which is based on the Civil Aviation Authority (CAA) granting approval, as both Domino’s and Flirtey are learning what is possible with the drone delivery for our products, but this isn’t a pie in the sky idea. It’s about working with the regulators and Flirtey to make this a reality for our customers,” Domino’s Group CEO and managing director Don Meij, said.
“Research into different delivery methods led us to Flirtey. Their success within the airborne delivery space has been impressive and it’s something we have wanted to offer our customers,” he added.

As of next month, commercial operators of “very small remotely piloted aircraft” will no longer be required to obtain a number of regulatory approvals to fly their unmanned vehicles under new regulations approved by the Australian government in April. Under the changes, the government also gave the directive to drop the terms “drone” and “unmanned aerial vehicle” and replace them with remotely piloted aircraft (RPA) to align itself with International Civil Aviation Organization terminology. The changes apply to RPA used in commercial operations weighing less than two kilograms maximum take-off weight.

Domino’s unveiled the first commercial autonomous delivery vehicle, the Domino’s Robotic Unit (DRU) this year. DRU uses Google Map data and data obtained by Domino’s GPS tracking technology to evade bridges, footpaths, and even rubbish bins placed on the curb. Its speed limit is around 18 to 20 kmph. Weighing in at just under 190kg, DRU has a custom-built hot and cold food compartment and upon receiving a delivery, the customer inputs a code provided to them by Domino’s, which opens the top hatch of the unit.

“What drones allow us to do is to extend that delivery area by removing barriers such as traffic and access, as well as offering a much faster, safer delivery option, which means we can deliver further afield than we currently do to our rural customers while reaching our urban customers in a much more efficient time.” He added.

CstoreWorld 26082016

Malaysia: Mesra Benefit from ‘Awesome Bola’ Campaign
- Petronas Dagangan & Mesra latest campaign is running in conjunction with the Euro soccer championship.

Petronas Dagangan is giving away selected adidas European team football jerseys to 10 daily winners and limited edition Petronas adidas football jerseys to 20 daily winners so you can dress in support of your favourite football teams. Limited edition adidas footballs for 15 daily winners are also up for grabs throughout the campaign which has been operating since 11th June and will continue right up to 11 July 2016.

Members of the public can also win attractive prizes and merchandise when they participate in Petronas’ on-ground roadshows filled with games and activities which would be held at selected locations and dates. The location and dates of these roadshows will be announced through Petronas Brands’ social media platforms.

Mohd Ibrahimnuddin Mohd Yunus, Managing Director and Chief Executive Officer, PETRONAS Dagangan Berhad (PDB), described the campaign as “thrilling” for both hardcore and casual football fans.

“We are excited to launch Awesome Bola, a campaign that embraces the spirit of camaraderie and good sportsmanship in a sport well-loved by Malaysians from many walks of life,” said Ibrahimnuddin at the campaign launch.

“PETRONAS invites you to join in the excitement, win limited edition jerseys and take part in commemorating one of the world’s most anticipated football championships! Take this chance to be a part of our daily winners – you don’t want to miss out on this exciting campaign!” –

To participate, customers must make cumulative spends of RM40 worth of fuel or Kedai Mesra items at any Petronas fuel service station or nationwide throughout the
campaign period and swipe your Kad Mesra for a chance to win. Customers who have yet to sign up for a Kad Mesra are invited to register at any Petronas Station or Kedai Mesra to participate in the campaign and enjoy points that can be redeemed for fuel and items from Kedai Mesra every time they make a purchase.

**CstoreWorld 180616**

**Malaysia: Shell & Chatime Partnership**

Chatime has partnered with Shell Malaysia to open Chatime outlets at 100 Shell fuel service stations in Malaysia

Loob Holding Sdn Bhd, the licensed owner of bubble tea chain Chatime Malaysia, aims to open 200 additional outlets across Malaysia under its three-year expansion plan, said CEO Bryan Loo. Chatime has partnered with Shell Malaysia to open Chatime outlets at 100 Shell fuel service stations across the country, aimed at integrating bubble tea drinking as part of Malaysians' lifestyle.

Chatime already has 20 outlets at Shell fuel service stations and will open another 80 outlets over the next three years. There are 175 Chatime stores in Malaysia at present. Loo said the company was targeting to penetrate 25 percent of the total fuel retail network market share in Malaysia, leaving it with another 300-400 potential stores to be opened in the future.

To grow further, he said the company was also looking at opening Chatime outlets at the 92 light rail transit stations, given they have the mass concentration of people. As for the company's long-term plan, Loo said it planned to go for an initial public offering on Bursa Malaysia in the next two years. He said due to the weaker market sentiment, the company has to hold its plans for now and would execute it in 2018.

"The only way is to take the company public and allow public funds to grow the company to the regional level," he added.

**CstoreWorld 19082016**

**Mexico: Oxxo Stores To Reach 15000**

Oxxo, one of the largest retail chains in Mexico will likely reach a c-store count of 15,000 by the end of 2016

Local sources report that according to data from June 2016, the company owned a total of 14,461 stores in Mexico. Oxxo is a subsidiary of FEMSA and is listed in Mexican Stock Exchange (BMV). Oxxo has opened an average 100 stores per year over the last 5 years. The company is ahead of its competitors, in the number of stores it operates.

Oxxo has 70% market share in convenience store business and 39.1% in stores linked to fuel stations whereas the figures for the nearest competitor 7-Eleven are 10% and 3.7% respectively for independent convenience stores and those associated with fuel retail sites.

**CstoreWorld D08082016**

**Mongolia: SPAR International into Mongolia**

Around 60 Spar-branded multi-format stores are expected to open by 2020 under partnership with Max Group LLC.

SPAR, is set to open its first stores in Mongolia in partnership with conglomerate Max Group LLC. 60 SPAR-branded multi-format stores are expected to open by 2020 under the partnership. The announcement was made at an official signing ceremony, which took place during the visit of the Dutch Prime Minister, Mark Rutte, to Mongolian capital Ulaanbaatar.

Max Group is one of Mongolia’s leading retailers operating the existing chain of Max Food Supermarkets. Through the partnership, these stores will transfer to the SPAR brand. The new SPAR supermarkets are expected to operate from 2017. SPAR International, headquartered in the Netherlands, reported global retail sales of €33 billion
in 2015. It has over 12,100 stores across four continents. Mongolia will be the 43rd country where SPAR operates.

Prime Minister Rutte was visiting Mongolia to attend the 11th Asia-Europe Meeting (ASEM) Summit and to promote trade with the Netherlands in the region. Speaking at the signing of the contracts between SPAR and Max Group, the Prime Minister Rutte, said, “It is greatly encouraging to see a company like SPAR, which started as a partnership of Dutch retailers and wholesalers more than 80 years ago, helping bring retail best practice to the Mongolian marketplace.”

SPAR International Managing Director, Tobias Wasmuht said “SPAR is delighted to be launching in Mongolia in partnership with the Max Group. We see Mongolia as a dynamic and rapidly developing consumer market with a growing demand for modern world-class food retail. We are highly confident that we can build on our strong presence in the region by leveraging our scale with the SPAR operations in neighboring Irkutsk, Russia and Inner Mongolia, China. This collaboration combined with our modern retail formats, supply chain and international sourcing as well as investing in the training and development in people locally will act as a significant support structure for the growth and development of SPAR in Mongolia. I would like to take the opportunity to thank the Ministry of Foreign Affairs of the Netherlands who were instrumental in facilitating the partnership between SPAR and the Max Group.”

Max Group President, Ganbaatar Dagvadorj said “Bringing one of the world’s leading retail chains, SPAR, to Mongolia is not just beneficial to Max Group it is a big opportunity for Mongolia as well and I am very excited about this partnership. Max is dedicated to bringing the SPAR’s commitment to excellence in fresh, passion for quality, outstanding service and exceptional value to consumers in Mongolia.” Established in the 1990s as a family business, Max Group LLC do variety of business and operations including supermarkets, department stores, fast food restaurants, real estate, precious metal mining and is the country’s largest dairy producer and milk bottler. It has a workforce of 2,500 in Mongolia.

As part of Petrobras tenth anniversary, Company achieved a record to overcome the barrier of 100 stores in operation, making it one of the largest convenience and fuel retail networks in the country. The company has a total of 102 sites, of which 63 operate under the name Spacio1 and the remaining 39 do under the name Mini Market. The 100th store was enabled in the fuel service station operating in San Pedro area.

Spacio1 is a model of international operation for Petrobras under franchise format, which allows the employer to extend its field of business and increase revenue, Petrobras has set the trend in the business of local convenience by introducing an innovative format commercial alliance known as “store in store” (store within a store). There are currently three establishments operating in this format in partnership with companies Na Eustaquia and American fast food chain Burger King.

Another 11 c-stores are scheduled to be opened in 2016. Five of these will be new sites, and the remainder will be refurbishments to standard Minimercado and Spacio1 brand store layouts.

Paraguay: Petrobras owns the country’s largest convenience store network
Petrobras opens 102 Stores with a record of largest network nationwide as Spacio 1 & Mini Market

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Philippines: Robinsons To Open 200 New Stores in 2016

Robinsons Retail Philippines will open 200 stores and will focus on growing convenience store and supermarket formats.

Backed by the strong business performance in 2015 and Q1 2016, Robinsons Retail Philippines has revealed that it will open 200 stores and will focus on growing convenience store and supermarket formats. Robinsons has designated PHP5bn (US$108m) in capital spending this year, nearly 60% higher than it did in 2015. The 200 new stores planned to open this year will primarily be the fast growing supermarkets and convenience stores. The company currently operates 1,514 outlets, including 124 supermarkets, 510 Ministop convenience stores, 40 department stores and other specialty stores.

Robina Gokongwei-Pe, president and COO of Robinsons Retail Holdings, said “2016 is expected to be a good year. With the national elections in May coupled with the rising purchasing power of consumers fuelled by low fuel prices, we expect some store sales growth to stay healthy for the whole of 2016.” Robinsons Retail is the second-largest multi-format retailer in the Philippines. It started out in the retail business in 1980 when it opened its first department store in Metro Manila. Since then, it has expanded into other retail formats: the supermarket business in 1985, the DIY business in 1994, the convenience store and specialty store businesses in 2000 and the drug store business in 2012.

Spain: Caprabo Retail Investment for 10 new G-Stores

Caprabo has plans to directly invest €4 million into developing 10 new forecourt G-stores in Spain.

The company is poised to sell at least three million liters per year, serving 100,000 cars. The fuel retail stores will offer diesel A, Super 95 gasoline and electric car charging. Some of the stores will operate 24 hours. Caprabo’s operations director, Xavier Martinez, said that with the investment step, the company plans to offer an additional service to their customers and attract new people with its best price concept. Caprabo is a leading supermarket retailer in Spain, with supermarkets and hypermarkets in Mainland Spain, the Balearic Islands and the Canary Islands. It operates an online shopping and delivery service in Spain.

UAE: ZOOM Convenience Retail Growth Targets By 2025

ENOC Retail, Emirates National Oil Company’s retail business segment, announced growth plans of its ZOOM stores network in the UAE to 150 per cent by 2025.

Growth is expected from increasing customer demand and population growth. Its plan include the opening of 30 stores every year, thus to reach 500 stores in the UAE by 2025. This includes standalone stores, stores in service station network and franchise stores. The company is also aiming to triple its turnover in the next 15 years.

The company has plans to expand in Saudi Arabia and expect to operate 27 ZOOM stores in KSA by 2018 in line with the petrol station growth plan. It currently has three convenience stores (C-store) in petrol stations with six more opening in 2016. There are currently two Zoom stores in Bahrain with plans for several more over the next few years. Zoom is also open for franchising both in the UAE and across the region.

With over 200 strategic locations in Dubai, Abu Dhabi, Sharjah and Ras Al Khaimah, Fujairah and Umm Al Quwain, ZOOM runs in variety of formats from service station C-stores, to mini marts, metro stores up
to large scale supermarkets, located in a number of high-end locations such as Burj Khalifa, Burj Gate, Cayan Towers and Burj Al Salam. The merchandise mix is primarily focused on food and drinks, with non-food items, and offer services as well.

H.E. Saif Al Falasi, Group Chief Executive Officer of ENOC, said: "We are proud to have created a home-grown brand that delivers international standards and quality to our communities. When we launched the standalone ZOOM stores a few years ago, we received an overwhelming response from our customers resulting in our focus to grow the standalone Zoom business so we can serve every community across the UAE."

"Our priority is to enhance the entire customer journey through our stores. To achieve this we are studying strategic partnership opportunities with developers and hotels to identify attractive locations, redefining customer expectations and experience by changing our merchandise mix and exploring newer options of the look-and-feel format. We are evolving as a true convenience store player, and taking ZOOM beyond its original concept as a service station convenience store."

While the initial years were challenging, today, our large format ZOOM markets compete with well-established supermarkets. The smaller ZOOM Mart and ZOOM C-stores have set new standards for neighborhood groceries," added H.E Mr. Al Falasi. Zoom recently partnered with BEAM to allow for cashless/cardless payments within all stores. The service, which will be available from third quarter of 2016, will enable customers to make purchases through their phone.

Vietnam: Vietnam Trade Agreements to Create New Entrances

International retailers consider Vietnamese retail market as new trade agreements have removed restrictions.

Regional reports that Vietnam is about to welcome a convenience boom, as it is witnessing the rapid growth in the number of c-stores being opened up across the country. The best example is ‘VinMart’ that has developed close to 700 convenience stores across Vietnam in 2 years!

The brand that leads within Ho Chi Min City is ‘Circle K’, a North American franchise. The local franchise rights of ‘Circle K’ are obtained by a Vietnamese firm named Vong Tron Do Company. ‘Circle K’ has managed to open up to two to three stores in every residential quarter, within the city.

There are a lot more competitors in the market with different operational strategies. Japan’s Family Mart and Thailand’s B’smart have joined hands with C-Express and Co-op Food to ensure their presence. 7 Eleven has got plans to open around 1000 stores in next decade and the first of which is expected to start operating from 2017. South Korean companies like Lotte and Mart would also be coming to Vietnam, in the days to come. Korean Emart, whose first hypermarket is already opened is looking to expand once its pilot period is completed.

Competition has become a reality and it has shaken the very foundations of local retail organizations. Dinh Thi My Loan, chairwoman of the Association of Vietnam Retailers, said: “We want the Government to consider providing the retail sector with capital support.”
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