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NEWS RELEASE

CapitaLand and Shopee collaborate to accelerate digitalisation of Singapore retailers through diversified retail strategies

- ***CapitaLand x Shopee 11.11 campaign to drive sales, traffic and engagement for six CapitaLand malls through gamification***
- ***CapitaLand's IMM outlet mall to debut as Shopee's first virtual shopping mall from Singapore***
- ***These are efforts under the Emerging Stronger Taskforce's Alliance for Action on Facilitating Smart Commerce in Singapore***

Singapore, 26 October 2020 – COVID-19 has significantly impacted the retail sector, and accelerated structural shifts, such as the rise in e-commerce and demand for more personalisation and engagement. While it is now even more pressing for retailers to transform, there are also opportunities that can be seized in an increasingly digitalised world.

Recognising the need to act quickly and decisively in order for the economy to emerge stronger from the COVID-19 crisis, the Emerging Stronger Taskforce (EST)¹, formed under the Future Economy Council (FEC), convened the Alliances for Action (“Alliances”)², which are industry-led, government-supported coalitions that will act quickly by prototyping ideas on strategic areas for Singapore. The Alliance on Facilitating Smart Commerce in Singapore is one such Alliance.

The Alliance is co-led by Mr Lee Chee Koon, Group CEO of CapitaLand Group, one of Asia’s largest diversified real estate groups; and Mr Ye Gang, Group COO and Co-Founder of Sea, the parent company of Shopee, the leading e-commerce platform in Southeast Asia and Taiwan. It is pioneering new operating models to help Singapore retailers digitalise, diversify their revenue streams and export their brands overseas, to address ever-evolving consumer preferences in the current COVID-19 landscape.

To demonstrate the benefits of an offline-online partnership model and boost retailers’ confidence to adapt and transform during this time, the Alliance collaboration kicks off with the commencement of the CapitaLand x Shopee 11.11 campaign – an innovative integration of online and offline shopper engagement to drive sales, traffic and engagement for six CapitaLand malls through gamification. Participating brands include retailers such as

¹ The Emerging Stronger Taskforce (EST) was formed under the Future Economy Council (FEC) to review how Singapore can stay economically resilient and build new sources of dynamism to emerge stronger from COVID-19. The EST is co-chaired by Minister for National Development, Mr Desmond Lee, and Group CEO of PSA International, Mr Tan Chong Meng.

² To date, seven Alliances have been formed in the areas of Digitalising Built Environment, Robotics, Supply Chain Digitalisation, Sustainability, Edutech, Facilitating Smart Commerce in Singapore, and Enabling Safe and Innovative Visitor Experiences in Singapore.

Skin Inc, Zaffron Kitchen, Linen Gallery, and many more. This campaign signifies both Shopee's and CapitaLand's commitment to empowering retailers, providing them with avenues to diversify and build robust, all-rounded and sustainable retail strategies that cater to changing consumer needs in an ever-evolving retail landscape. The second initiative is to re-create the iconic IMM outlet shopping experience, popular among both Singaporeans and tourists alike, on [Shopee Singapore](#) and [Shopee Malaysia](#). IMM will be the e-commerce platform's first virtual shopping mall from Singapore, providing retailers with more online marketing opportunities that will benefit in-store sales at IMM through enhanced branding under one roof.

The partnership was officiated today by representatives from both CapitaLand and Shopee at an offline activation event held at the Skin Inc store in Junction 8 mall. Skin Inc is a homegrown Singapore retailer with ecommerce storefronts on Shopee Singapore and [eCapitaMall](#).

Mr Chris Chong, Managing Director, Retail, CapitaLand Singapore, said: "As part of CapitaLand's commitment to help our retailers adapt to the new normal, we are focused on creating a holistic retail ecosystem integrating offline-and-online sales channels. In addition to operating our twin digital platforms eCapitaMall and [Capita3Eats](#), we are pleased to join forces with Shopee to offer our retailers more opportunities to engage with their customers digitally, while driving footfall to their physical stores through online marketing. By combining expertise and sharing resources with Shopee, we are confident of creating a mutually beneficial retail ecosystem that drives value creation for retailers and delivers differentiated customer experiences for shoppers."

Mr Zhou Junjie, Chief Commercial Officer, Shopee, said: "Shopee has always been passionate about nurturing and empowering our sellers and brand partners to build sustainable e-commerce strategies that prime them for success in today's digital economy. In Singapore alone, we see tremendous potential and value in helping more retailers to kickstart and scale up their digitalisation efforts. We are pleased to work with CapitaLand to support their network of retailers in accessing more digital business opportunities and to help them unlock the full potential of e-commerce. We look forward to working closely with CapitaLand, tapping on its leading physical network to further equip retailers with the necessary resources and support to maximise the inherent value e-commerce has to offer."

CapitaLand x Shopee 11.11 campaign

From 21 October to 11 November 2020, S\$4 million worth of shopping, dining and accommodation perks are up for grabs in the Slice game on the Shopee Singapore app. Shoppers can earn points to redeem Shopee Coins and discount vouchers from 45 participating retailers for redemption in-store at six CapitaLand malls – Bugis Junction, Bugis+, Junction 8, Plaza Singapura, Tampines Mall and Westgate. Players also stand to win complimentary stays and discount vouchers as well as free Ascott Star Rewards (ASR) membership upgrade sponsored by The Ascott Limited, the lodging business unit of CapitaLand. Each day, the daily top scorer will be further rewarded with a S\$50 [eCapitaVoucher](#).

Please refer to the **Annex** for the list of retailers participating in CapitaLand x Shopee 11.11 campaign.

IMM virtual mall on Shopee Singapore and Shopee Malaysia

The IMM virtual mall on Shopee aims to re-create the iconic IMM outlet shopping experience, bringing together some of the mall's most popular stores and best-value discount buys in one landing page. Participating retailers will enjoy marketing subsidies and incentives from CapitaLand and Shopee, and those who are eligible can receive additional support from the Ecommerce Booster Package provided by Enterprise Singapore. IMM retailers who are authorised brand distributors in Malaysia will be given support to set up their storefront on Shopee Malaysia with minimal fuss. More information of the IMM virtual mall will be made available in due course.

VIRVICI x Shopee pop-up store in Funan mall

Leveraging CapitaLand's network of malls to generate buzz and build brand awareness, Shopee recently partnered with Korean beauty brands distributor, VIRVICI, to launch a pop-up store in Funan on 6 October 2020. Funan was chosen as the location because it is a vibrant location with many trendy stores that attract a younger crowd, which is in line with Shopee's and VIRVICI's target audience. Driving traffic and conversion to its online marketplace, the VIRVICI x Shopee store allows consumers to purchase products on the Shopee platform and collect the items in-store immediately, or choose to have it delivered to their homes. Customers can also scan the QR codes next to each product and find more information on Shopee.

About CapitaLand Limited (www.capitaland.com)

CapitaLand Limited (CapitaLand) is one of Asia's largest diversified real estate groups. Headquartered and listed in Singapore, it owns and manages a global portfolio worth about S\$134.7 billion as at 30 June 2020. CapitaLand's portfolio spans across diversified real estate classes which includes commercial, retail; business park, industrial and logistics; integrated development, urban development; as well as lodging and residential. With a presence across more than 220 cities in over 30 countries, the Group focuses on Singapore and China as its core markets, while it continues to expand in markets such as India, Vietnam, Australia, Europe and the USA.

CapitaLand has one of the largest real estate investment management businesses globally. It manages seven listed real estate investment trusts (REITs) and business trusts as well as over 20 private funds. Since it pioneered REITs in Singapore with the listing of CapitaLand Mall Trust in 2002, CapitaLand's REITs and business trusts have expanded to include Ascendas Real Estate Investment Trust, CapitaLand Commercial Trust, Ascott Residence Trust, CapitaLand Retail China Trust, Ascendas India Trust and CapitaLand Malaysia Mall Trust.

CapitaLand places sustainability at the core of what it does. As a responsible real estate company, CapitaLand contributes to the environmental and social well-being of the communities where it operates, as it delivers long-term economic value to its stakeholders.

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YouTube: [youtube.com/capitaland](https://www.youtube.com/capitaland)

About Shopee (www.shopee.sg)

Shopee is the leading e-commerce platform in Southeast Asia and Taiwan. It was launched in 7 markets in 2015 to connect consumers, sellers, and businesses in the region.

Shopee offers an easy, secure, and engaging experience that is enjoyed by millions of people daily. It offers a wide product assortment, supported by integrated payments and logistics, as well as popular entertainment features tailored for each market. Shopee is also a key contributor to the region's digital economy with a firm commitment to helping brands and entrepreneurs succeed in e-commerce.

Shopee is a part of Sea Limited (NYSE:SE), a leading global consumer internet company. In addition to Shopee, Sea's other core businesses include its digital entertainment arm, Garena, and digital financial services arm, SeaMoney. Sea's mission is to better the lives of consumers and small businesses with technology.

Jointly issued by: CapitaLand Limited (Co. Regn.: 198900036N) and Shopee

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Annex – Participating retailers of CapitaLand x Shopee 11.11 campaign

| S/N | Malls | Retailer |
|-----|--|----------------------------------|
| 1 | Bugis Junction | Birkenstock |
| 2 | Bugis Junction and Tampines Mall | Butter Studio |
| 3 | Bugis Junction | Chir Chir Fusion Chicken Factory |
| 4 | Bugis Junction and Tampines Mall | Converse |
| 5 | Bugis Junction, Junction 8, Tampines Mall and Westgate | Jean Yip Beauty |
| 6 | Bugis Junction | Jean Yip Hairdressing |
| 7 | Bugis Junction | Kipling |
| 8 | Bugis Junction | Kogane Yama |
| 9 | Bugis Junction and Tampines Mall | Levi's |
| 10 | Bugis Junction | L'zzie |
| 11 | Bugis Junction and Plaza Singapura | MUJI |
| 12 | Bugis Junction and Tampines Mall | Seoul Garden |
| 13 | Bugis+ | Osaka Kuma |
| 14 | Junction 8 | Apgujeong Hair Studio |
| 15 | Junction 8 and Westgate | Cat & the Fiddle |
| 16 | Junction 8, Tampines Mall and Westgate | Linen Gallery |
| 17 | Junction 8 | Oriental Hair Solutions |
| 18 | Junction 8 | Skin Inc |
| 19 | Plaza Singapura and Westgate | Aroma Truffle |
| 20 | Plaza Singapura | Cafe&Meal MUJI |
| 21 | Plaza Singapura and Westgate | Estetica Beauty |
| 22 | Plaza Singapura | Hongdae Oppa |
| 23 | Plaza Singapura | Nanjing Impressions |
| 24 | Plaza Singapura and Tampines Mall | OSIM |
| 25 | Plaza Singapura | Seorae |
| 26 | Plaza Singapura, Tampines Mall and Westgate | Xpressflower.com |
| 27 | Tampines Mall | Cheng Kang Wellness |
| 28 | Tampines Mall | Cow Play Cow Moo |
| 29 | Tampines Mall | GameXtreme |
| 30 | Tampines Mall | Mt. Sapola |
| 31 | Tampines Mall | Namh.com |
| 32 | Tampines Mall | Prata Wala |
| 33 | Tampines Mall | The Aroma Hub |
| 34 | Tampines Mall | Vincent Watch |
| 35 | Westgate | An Acai Affair |
| 36 | Westgate | Bao Makers |
| 37 | Westgate | Collin's |
| 38 | Westgate | Eccellente by HAO Mart |
| 39 | Westgate | Hanok By Masizzim |
| 40 | Westgate | Milksha |
| 41 | Westgate | myEureka |
| 42 | Westgate | Playmade |
| 43 | Westgate | Sora Boru |
| 44 | Westgate | Yun Nans |
| 45 | Westgate | Zaffron Kitchen |