*Creating the future of Retail

Joe Dybell Retail operations and Supply Chain Director GCH retail



*More connected people





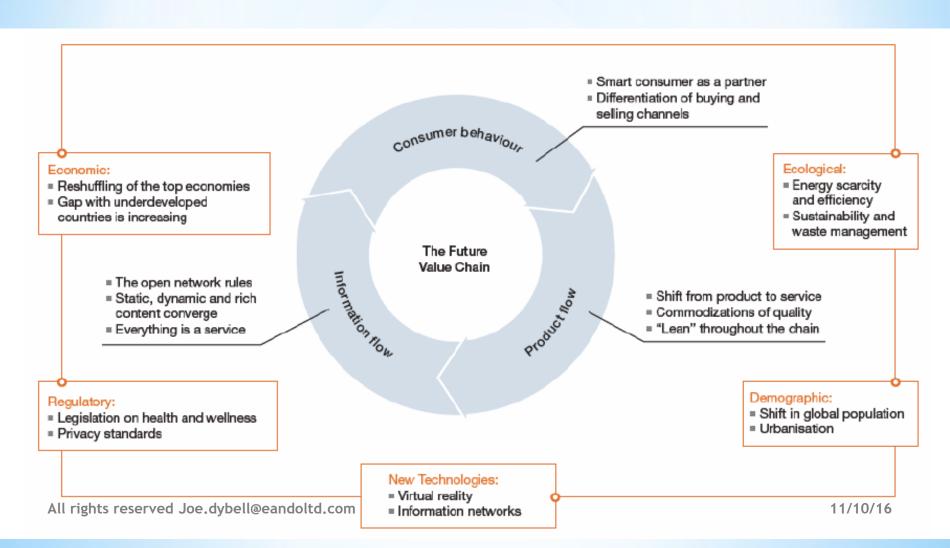
Courtesy of GCI; gci.net.org

MACHINE

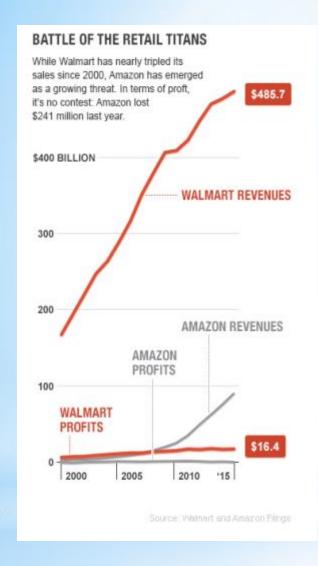
To

PERSON

*A consumer lead economy



Courtesy of GCI; gci.net.org



*Declining economy

*Changing society

*Technology

*Business models

*Information flows

*Influencers

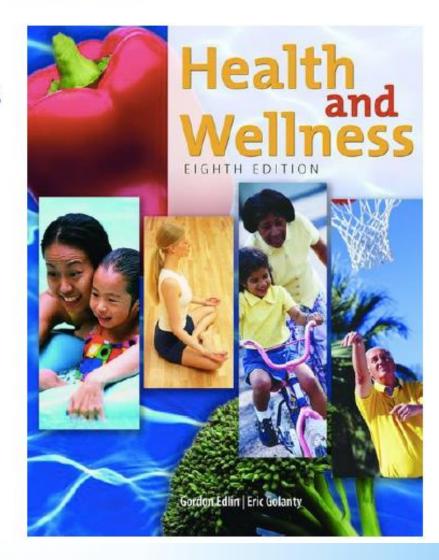
*Product safety

*A changing world

Industry Trends
Driving Change
- Consumer Behaviour

Consumers are looking for Health and Wellness

- Consumers are looking for healthier options across all product categories
 e.g. growth of organic sales
- Consumers are prepared to spend more for health and wellness:
 - By 2020, Global Health Care Expenses will rise by 300%
 - New types will emerge:
 LOHAS "Lifestyle of Health
 and Sustainability". Health
 has developed to a lifestyle.





China online shopping market overview for Q2 2016

September 20, 2016 By CIW Team - 2 Comments

China's online shopping market transactions totaled RMB 1,117.8 billion (USD 167.51 billion) in the second quarter of 2016 with a growth rate of 27.6% YoY or 14.9% QoQ according to iResearch.

Online shopping represented 14.3% of China's total consumer retail sales in Q2 2016. And, B2C accounted for 54.5% of total online shopping transactions, led by Tmall (54.5%) and JD (26.3%).

From January to June, the total retail sales of consumer goods reached 15,613.8 billion yuan, up by 10.3 percent year-on-year. according to National Bureau of Statistics of China. The online retail sales of goods and services was 2,236.7 billion yuan, increased by 28.2% year-on-year.

Mobile online shopping market reached RMB 783.44 billion (USD 117.4 bn) in Q2 2016 in China, an increase of 75.9% YoY, accounting for 70.1% of total online shopping transactions.

Alibaba continued to dominate China's mobile shopping market in Q2 2016 with over 80% market share.



The Evolution of Communities

Collaboration is a defining characteristic of many types of communities and has been critical to the evolution of humanity



Community 0.0 (geographically co-located)



Community 1.0 (web interface)



Community 2.0 (social computing)

Software development	RCS	SourceForge	SubVersion	Rational Jazz
Professional development	Blackboards	s Conference	Virtual conference	Community of Practice
Collaboration	In-person	Tele-conf	Video Conf E-me	eetings IM Jam
Collaboration Education Marketplace Games	Classroom	Distance E-I	earning Peer-to-pe	er learning Virtual Univ
Marketplace	Bricks & Mo	ortar Online	Shopping Ama	azon eBay
Games	Board	Video Co	mputer Internet	MMOGs

Increased Digitization

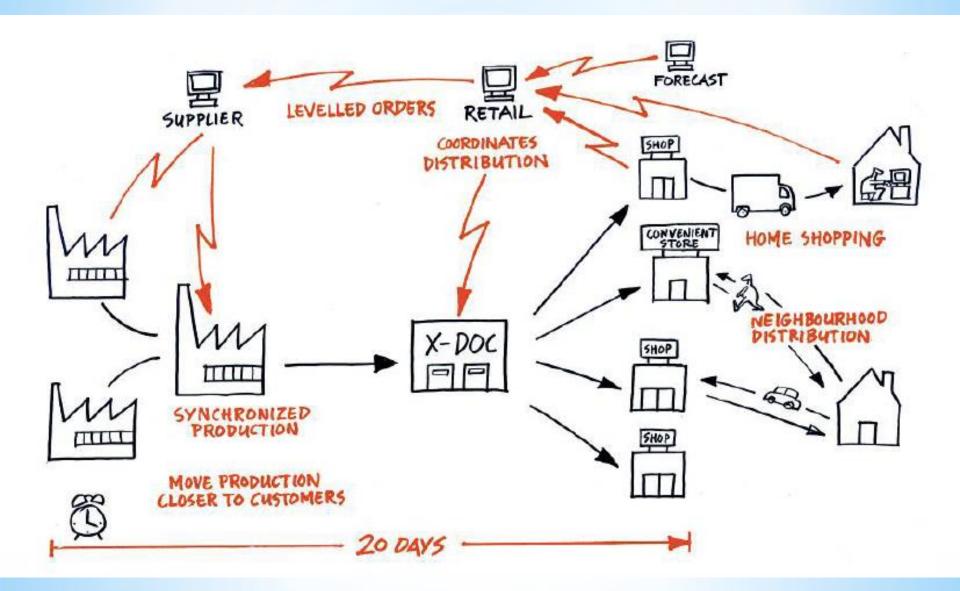
71/10/16

PORTFOLIO

Digital Marketing

Levitate work with the best in digital analytics and optimisation. From SEO and social on English-speaking platforms to Chinese e-commerce and wayfinding technology, we are at the forefront of the digital marketing era.









*Thank You