



# INTRACK'S 2020 MARKET SIZE REPORT

## Impact of Covid-19

To Revenue & Profit

INTRACK MARKET SERVICES SDN BHD (730339-D)

[www.intrack.com.my](http://www.intrack.com.my) | [www.hargapedia.com.my](http://www.hargapedia.com.my)





**Intrack** has collated the official 2020 revenue & profit number of over 60 retailers which include hyper/supermarkets, pharmacies, convenience stores/modern mini markets, e-commerce retailers as well as some specialty stores.

## COVID-19 IMPACT >>

- > **Winners and losers by channel and retailer.** Did Covid-19 propel more retailers into the "Billion Dollar Revenue" club?
- > **Did E-commerce benefit from the MCO** and crowd control and social distancing SOPs?
- > **The Impact of WFH** on Health & Beauty retailers
- > **Who were the casualties of operating hours restrictions?**



## KNOW YOUR RETAILERS >>

**Intrack** compile our market size report by referring to **Actual Revenue** reported by each retailer, NOT based on interview or projection method by other providers.

## WHERE IS THIS DATA FROM?

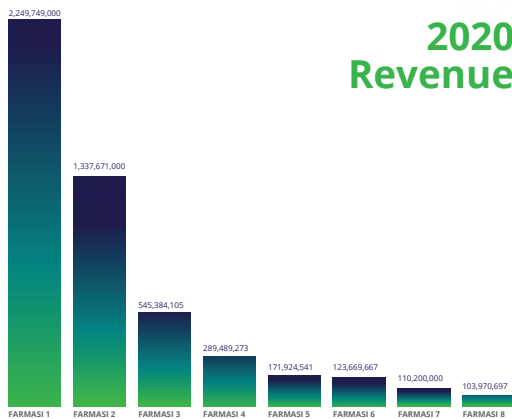
All our data is directly sourced from the **Companies Commission of Malaysia (SSM)**

## SAMPLE DATA

PER REPORT +6% SST  
**RM5,000**  
 INTRACK'S 2020 MARKET SIZE REPORT

### CHANNEL PHARMACY

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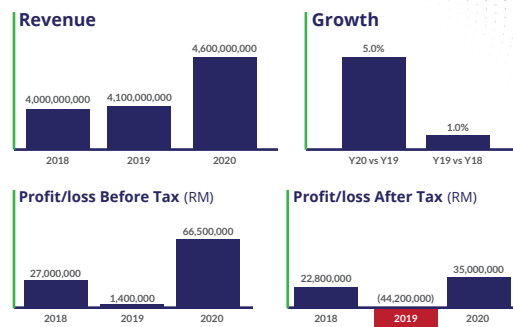
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>> Channel Page Sample

### RETAILER HYPERMARKET

Entity Name: Hypermarket Sdn Bhd  
 Channel: Hypermarket/ Supermarket



	2018*	2019*	Y19 vs Y18	2020*	Y20 vs Y19
Revenue	4,400,000,000	4,400,000,000	0.3%	4,600,000,000	5.0%
Profit/Loss before Tax	27,000,000	(1,400,000)	-100%	66,500,000	4800%
PBT Margin	0.6%	0.0%		1.5%	
Profit/Loss after Tax	22,800,000	(44,200,000)	-300%	34,000,000	180%
PAT Margin	0.5%	-1.0%		0.8%	

Note:  
 1. \*Financial year end 28 Feb  
 2. Entity name changed from Hypermarket Sdn Bhd

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>> Individual Retailer Page Sample

## LIST OF RETAILERS 2020 | With Extra 4 New Retailers

### Hypermarket/Supermarket

AEON | AEON Big | Billion | C-Mart | CS Brothers | EngHong | FS Family Store | Giant | Hero | Hwa Thai | Jaya Grocer | Lotus's | Lulu | Maslee Express | Matahari | Midas Merge | Mydin | Nirwana Maju | NSK Trading | Pacific Hyper | Pantai Timor | Segi Cash & Carry | Song Mart | Sunshine | TF Value Mart | The Food Purveyor | The Store | TMG Mart

### Pharmacy

AEON Wellness | AM PM | BIG | Caring | Georgetown | Guardian | Multicare | Watsons

### Convenient Store/Modern Mini Market

7-Eleven | Eonsave Express | Family Mart | KK Mart | MyNews | Pak Grocer

### E-Commerce

**NEW** Astro Go Shop | Baloy | BigBox | Bulky | HappyFresh | Hermo | Jocom | Lazada | Motherhood | MyGroser | NakBeli | PG Mall | Potboy | Redtick | Shopee | Youbeli | **NEW** WOWShop

### Specialty

Manjaku | Mr DIY | Eco-Shop | **NEW** Ninso | **NEW** Noko