



# 菲律宾市场周报

09-21



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### 站点公告

# Sept Schedule Calendar 九月活动表

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
9/14	9/15	9/16	9/17	9/18	9/19	9/20
Tech Fair	Pay	day Sale	ShopeePay Day	Mommy Savers Sale: TKB	Mommy Savers Sale : Food & Bev + Home Care	Mommy Savers Sale: HB
9/21	9/22	9/23	9/24	9/25	9/26	9/27
Mommy Savers Sale: Total FMCG	Tech Day	Fashion Day	10.10 Brands Festival Kick-Off Sale	Infinix SBD	Wyeth SBD	Havaianas SBD
	CB FAIR		Fashion		GPC	
			FS0 on Shopee Mall	FS0 on SBD	FS0 on SBD	FS0 on SBD
			FS0 with SPP			
9/28	9/29	9/30	10/1	10/2	10/3	10/4
Unilever SBD	Enfagrow SBD	Mamypoko SBD				
GPC		НВ				
FS0 on SBD	FS0 on SBD	FS0 on SBD				

## Oct Schedule Calendar 十月活动表

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
			October			
9/28	9/29	9/30	10/1	10/2	10/3	10/4
			Nestle SBD	Avision SBD	Maybelline SBD	L'Oreal SBD
			STN	Л	TK	В
			FS0 on SBD	FS0 on SBD	FS0 on SBD	FS0 on SBD
10/5	10/6	10/7	10/8	10/9	10/10	10/11
Inspi SBD	Vivo SBD	P&G Pampers SBD	J&J SBD	Abbott SBD	10.10 Brands Festival	Thank You Sale
	Н		EL			
FS0 on SBD	FS0 on SBD	FS0 on SBD	FS0 on SBD	FS0 on SBD	FS0 on Shopee Mall	



#### 疫情须知

- 跟疫情相关的产品,卖家需要严格遵守价格规定
- 跨境卖家也不可以运含有酒精的产品
- 卖家要上面罩,原价必须保持在 26 50 Peso, 不然会被删除

# **Announcement**

## Additional Item for Profiteering Face Shield (Non-medical grade face shield for community use)

DOH Memorandum No. 2020-0345 issued by the Department of Health on August 10, 2020 Below is the technical specifications of the Face Shield and its corresponding Suggested Retail Price (SRP):

Product	SRP (Php)
Face shield (Non-medical grade face shield for community use)	
Specifications: Clear plastic or acetate material, provides good visibility, fog resistant, adjustable band to attach firmly around the head, fit snugly against the forehead, full face coverage (completely cover the sides and length of the face), made of robust material that can be easily cleaned and disinfected, disposable or reusable.	26.00 - 50.00

Note: Eye shield is not included

Reason Code: Profiteering 1st Action: Ban 2nd Action: Delete

2020-085 As of 08/14/2020

	Medicines	LOWEST	HIGHEST
Medica	I Devices	(Php)	(Php)
1	IN95	LEAVE DES	
2	Disposable Face Mask	152.00	
3	Nebulizer	28.00	
4	Neb Kit: Adult	3,980.00	
5	Neb Kit: Pedia		0.00
6	Oxygen Cannula: Adult		2.00
7	Oxygen Cannula: Pedia		0.00
8	Oxygen Cannula: Neonatal		3.00
9	Ethyl Alcohol 70% Solution 60mL		5.50
10	Ethyl Alcohol 70% Solution 250mL		
11	Ethyl Alcohol 70% Solution 500mL (Fliptop bottle)		7.25
12	Ethyl Alcohol 70% Solution 500mL (Pump)		2.00
13	Ethyl Alcohol 70% Solution 1L (Fliptop bottle)		7.00
14	Ethyl Alcohol 70% Solution 1L (Pump)		4.00
15	Ethyl Alcohol 70% Solution 2L		0.00
16	Ethyl Alcohol 70% Solution 3L		8.00
17	Ethyl Alcohol 70% Solution 1 Gallon		2.00
18	Isoprophyl Alcohol 70% Solution 75mL		0.00
19	Isoprophyl Alcohol 70% Solution 150mL		2.25
20	Isoprophyl Alcohol 70% Solution 250mL	36.50	
21	Isoprophyl Alcohol 70% Solution 330mL	50.20	
22	Isoprophyl Alcohol 70% Solution 500mL (Fliptop bottle)	82.50	
23	Isoprophyl Alcohol 70% Solution 500mL (Pump)	99.75	
24	Isoprophyl Alcohol 70% Solution 1L (Fliptop bottle)	111.50	
25	Isoprophyl Alcohol 70% Solution 1L (Pump)	137.50	
26	Isoprophyl Alcohol 70% Solution 2L	193.80	
27	Isoprophyl Alcohol 70% Solution 3L	275.00	
28	Isoprophyl Alcohol 70% Solution 1 Gallon	412.50	
29	Sterile Gloves 25 Pairs/Box (Size 6.5. 7. 7.5. 8)	607.00	
30	Sterile Gloves Per Pair(Size 6.5, 7, 7.5, 8)	450.00	
31	Cover All Gown (Hazmat)	21.00	
32	Shoe Cover	1,200.00	
33	Safety Goggles	10.50	
34	Surgical cap (disposable, 100 pcs/pack)	180.00	
35	Gown, Sterile Disposable	250.00	
36		350.00	
	Gown, Non -sterile		0.00
37	Oxygen tanks, 5 lbs	3,400.00	
38	Oxygen tanks, 15 lbs	5,000.00	
39	Pulse oximeters, pedia	2,500.00	
40	Pulse oximeters, adult	2,000.00	
41	Infrared Non-Contact Thermometer (for the head)	4,50	0.00
	can be computed per volume (i.e for 5 Gallons Ethyl- Php 650 per gallon x 5 = Php 3,250.00)		
Please l	be reminded to check or verify if the products are approved by the Food and Drug Administration (FDA) (as per FDA Advisory No. 2020-451-A)		
	(2) 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2	PROCUREM	
21/201		LOWEST	HIGHEST
38	Ventilators	800,000.00	3,200,000.0



上周热搜关键字 | 上周热搜类别 Top 20 Keywords | Top Category

### • 排名不分先后

关键词	中文
Face Shield	防护面罩
Laptop	笔记型电脑
Face Mask	面罩
Dress	连衣裙
Curtain	窗帘
Ring Light	网红灯
Shoes	鞋子
Oversized Shirt	超大T恤
Bra	内衣
Headset	头带耳机
Study Table	书桌
Wallpaper	壁纸
Poco X3	Poco X3
Shorts	短裤
Sandals	凉鞋
Crop Top	短衬衫
Tala By Kyla	Tala By Kyla
Sling Bag	斜肩包
Earphones	耳机
Facemask	面罩

中文翻译	Top Category
手机配件	Mobile Accessories
男士服装	Men's Apparel
居家生活	Home & Living
笔记本与电脑	Laptops & Computers
健康与个人护理	Health & Personal Care
爱好与文具	Hobbies & Stationery
手机与配件	Mobiles & Gadgets
女士服装	Women's Apparel
婴儿与儿童	Babies & Kids
美牧与香水	Makeup & Fragrances

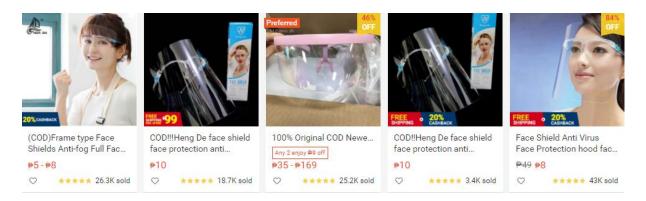


#### 关键词产品分享

#### **Top Keywords Products**

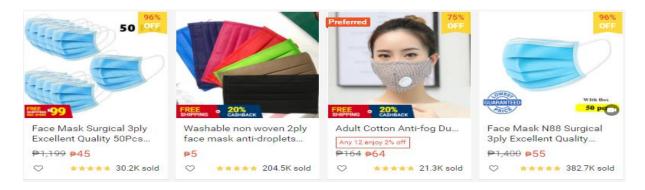
#### Face Shield 面罩

■ 目标价: ₱5 - ₱169



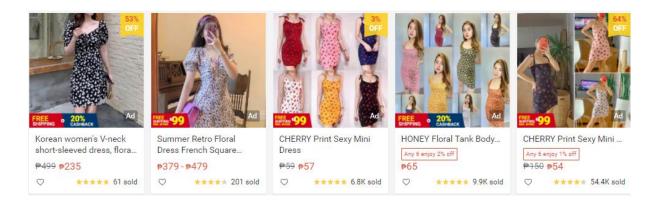
#### Face Mask 面罩

■ 目标价: ₱5 - ₱64



#### Dress 连身裙

■ 目标价: ₱54 - ₱479



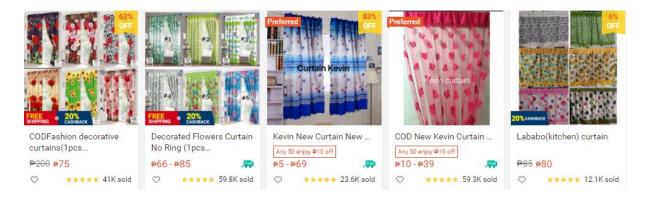


#### 关键字产品分享

#### **Top Keywords Products**

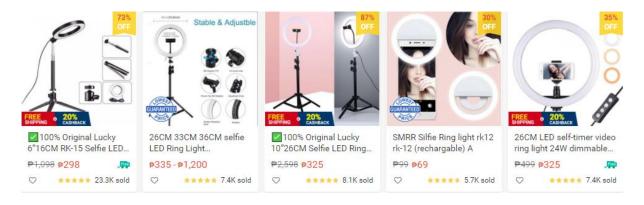
#### Curtain 窗帘

■ 目标价: ₱5 - ₱85



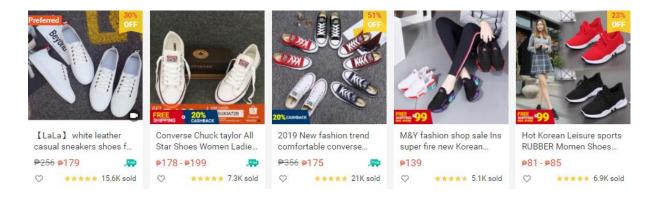
#### Ring Light 网红灯

■ 目标价: ₱69 - ₱1200



#### Shoes 鞋子

■ 目标价: ₱81 – ₱199



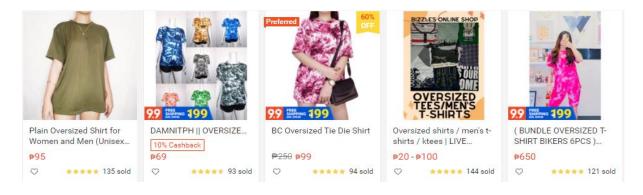


#### 关键字产品分享

#### **Top Keywords Products**

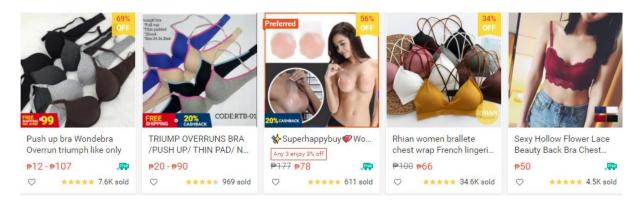
#### Oversized Shirt 超大衬衫

■ 目标价: ₱20 - ₱650



#### Bra 文胸

■ 目标价: ₱12 - ₱90



#### Headset 头带耳机

■ 目标价: ₱53 - ₱449





### 热卖₱9 产品

### **Top Peso 9 Products**

### 9.9 当天售完产品



### 冷门₱9产品

### **Bottom Peso 9 Products**





### 跨境闪购热卖产品 CB CFS Top Products

#### **Lifestyle**





#### **Electronics**







### 跨境闪购热卖产品 CB CFS Top Products

#### **Health & Beauty**





#### **TKB**







### 跨境闪购热卖产品 CB CFS Top Products

### **Fashion**







### 本地闪购热卖产品 Local CFS Top Products

#### **Health & Beauty**





#### **TKB**

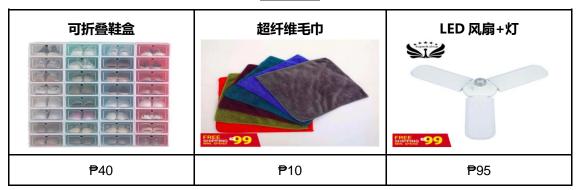






## 本地闪购热卖产品 Local CFS Top Products

### **Lifestyle**





#### **Fashion**





#### **Removal of High Value Counterfeit Items**

CB 卖家不能上传并需删除高价值仿冒品与情趣用品

例如: Gucci, LV, Nike, Michael Kors, Yves Saint Laurent, Chanel, Champion, Coach, Air Jordan

如果被发现,相关的产品会被:

• 1st: 删除产品



#### **Updated Action & Reason Code**

上传指南更改了一些条例,可参考图片中更新了的条例

- 网站/社交媒体链接/联系信息
- 图像不当的非成人玩具
- 图片不当的成人玩具

Previous Action & Reason Code	Updated Action & Reason Code
Action: 1st: Ban 2nd: Delete Reason Code: Watermark On Image	Action: 1st: Ban 2nd: Delete
Action: 1st: Ban 2nd: Delete Reason Code: Website/Social Media Links	zna: Delete Reason Code: Website/Social Media Links/Contact Information in Listing
Action: 1st: Ban 2nd: Delete Reason Code: Sexually Explicit Content In The Picture(S)	Action: 1st: Ban 2nd: Delete Reason Code: Non-adult toys with inappropriate image
Action: 1st: Ban 2nd: Delete Reason Code: Sexually Explicit Images In The Picture(S)	Action: 1st: Ban 2nd: Delete Reason Code: Adult toys with inappropriate images

Previous Action & Reason Code	Updated Action & Reason Code
Action: 1st: Ban 2nd: Delete Reason Code: Intellectual Property Rights Infringement - Use of Copyrighted Material	Action: 1st: Ban 2nd: Delete Reason Code: Use of Copyrighted Material - Intellectual Property Rights Infringement
Action: 1st: Ban 2nd: Delete Reason Code: Intellectual Property Rights Infringement - Counterfeit Item	Action: 1st: Ban 2nd: Delete Reason Code: Counterfeit Item - Intellectual Property Rights Infringement
Action: 1st: Ban 2nd: Delete Reason Code: Photo Grabbed From Other Sellers	Action: 1st: Ban 2nd: Delete Reason Code: Photo Grabbed from Shopee Website



#### **Additional Prohibited Item**

CB 卖家不能上传任何对肯尼亚总统带有冒犯或侮辱性的产品如面具

- 1st: 停止销售(无惩罚)
- 2nd: 删除产品(相应惩罚)



电子烟及相关配件是禁止销售的产品

如果被发现,相关的产品会被:

- 1st: 停止销售 (无惩罚)
- o 2nd: 删除产品(相应惩罚)

#### E-Cigarettes and Accessories (Crossborder)

As per Bureau of Customs the importing of **E - Cigarettes** and **Accessories** for **Crossborder** sellers is now considered as a prohibited listing.

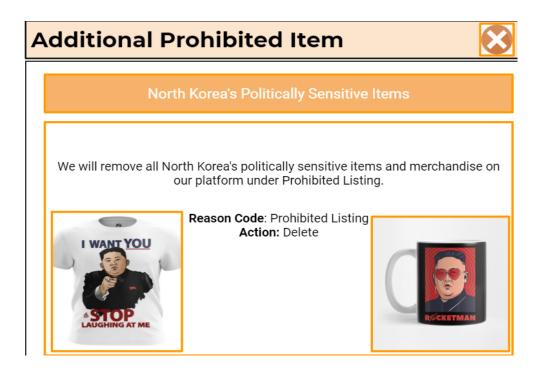
Reason Code: Prohibited Listing
Action: Delete







CB 卖家不能上传任何跟朝鲜相关的产品,被发现会被平台禁止然后删除



CB 卖家不能够出售枪支/玩具枪/枪支模型以及任何其他相关配件(例如子弹),会被平台禁止然后删除





在菲律宾的特殊法律下,政府/警察/军队的制服和其他相关物品,例如徽章/勋章都禁止售卖如果被发现,相关的产品会被:

1st: 停止销售 (无惩罚)

2nd: 删除产品(相应惩罚)



#### **Suspend-Delete Listing**

依据菲律宾当地政策,移动信号增强器和对讲机的销售需要相关证书。

如果没有提供相关证书,相关的产品会被:

1st: 停止销售 (无惩罚)

2nd: 删除产品(相应惩罚)

Mobile Signal Booster and Two-Way Radio icient Information Provided According To Local Regulations)

We will Suspend-Delete the listing under "Insufficient Information Provided According To Local Regulations" if the seller did not provide:

- Certificate of Type Acceptance for Radio Communications Equipment (RCE) for GSM/mobile signal boosters
  - NTC Accreditation Permit for Traders (NTC Permit Number) for Two-way Radio

### 1st Action: Suspend 2nd Action: Delete

Reason Code: Insufficient Information Provided According To Local Regulations







根据 FDA 的规定,禁止购买和使用具有误导性的降低 COVID-19 感染的风险的消毒剂/杀菌剂产品,产品 无有效证据证明它有防病毒效果。

如果被发现,相关的产品会被:

- 1st: 停止销售 (无惩罚)
- 2nd: 删除产品(相应惩罚)



#### N88 & N95 Masks

N88/N95 口罩的销售定价不得超过 DTI 规定的最高的原价(每件 N88 口罩建议售价为 PHP8, N95 口罩建议售价为 PHP105)。

如果卖家价格超过规定的原价, 相关的产品会被:

- 1<sup>st</sup>: 停止销售(无惩罚)
- 2<sup>nd</sup>: 删除产品(相应惩罚



#### Infringement

关于侵权的问题,卖家需要删掉没有经过品牌授权的产品。例如,Nike 和 Adidas 的假鞋以及假的内存卡等。 涉及侵权的产品将先被禁止并且卖家需要在七天内进行删除。否则,七天后系统会自行删除并扣分。

#### [New Reason Code]

(Intellectual Property Rights Infringement - Use of Copyrighted Material)

Listings containing any breach of Intellectual Property Rights (IPR) without proper permission from IPR owners are not allowed. This reason code gives sellers the chance to replace/remove the copyrighted material.

#### Reason Code:

Intellectual Property Rights Infringement - Use of Copyrighted Material

#### Action:

1st: Ban

2nd: If seller removes copyrighted material, PASS.
If seller keeps copyrighted material, DELETE
Note: System deletion after 7 days if no changes are made

2020-016 As of 02/14/2020

# Change of Action - Authenticity Issue (Official shop), Authenticity Issue (Preferred Seller), Sexually Explicit Images in the Picture(S)

Official shop 以及 preferred seller,出现假货时,如果卖家在七天内没有修改或删除假冒商品,会被自动删除。

含有色情图片的 listing, 会给卖家替换图片的机会, 如果没有修改, 会被删除。

需要注意的是, CB 卖家是不允许卖成人用品的, 所以主要针对内衣内裤, 卖家需要把过于暴露的图片替换掉, 否则会被删除

#### Change of Action (From Delete to Ban-Delete) Action for the Reason Codes below will be changed from Delete To 1st Action: **Ban** 2nd Action: Delete No. **Reason Code** Remarks To give sellers time to delete or dispute suspicious counterfeit listings. With auto deletion after 7 days. Authenticity Issue - Official Shop Authenticity Issue - Preferred Seller To give sellers a chance to edit their category or replace their images to sell their product. 3 Sexually Explicit Images In The Picture(S) 2020-021 - As of 03/02/2020

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#### **Additional Item for Profiteering**

根据健康部门的规定,血氧仪的价格不得超过 P1000 价格高于 P1,000 的血氧仪被视为暴利, 会被平台禁止然后删除



#### **Additional Reason Codes**

卖家需要保证图片与产品详情匹配,标签错误或包装不当的 listing,如果 CB 卖家没有删除或替换掉无关的图片,先被禁止再删除。

关于 Mall listing: 封面图片中的上图像或文本不能重叠,需要在正确的位置,且是完整的图片,不能是裁剪过的。如果违反了以上 mall listing,卖家会有两次机会修改,同样是先被禁止再删除

Ado	ditional Reason Co	des
Reason Code	Description	Action
Irrelevant Images	An image does not match with product listing detail. The seller needs to remove or replace the image to list item successfully.  Type of Seller: CB, Normal, Preferred	1st Action: Ban 2nd Action: Delete
Graphics concerns in Cover Image (Mall)	Graphics/texts are overlapping/not in correct location/cropped on the product in the cover image.	1st Action: Ban 2nd Action: Ban 3rd Action: Delete
First 3 images must be the actual product (Mall)	Cover image must be the product only, 2nd and 3rd images must contain the actual product.	1st Action: Ban 2nd Action: Ban 3rd Action: Delete

Reason Code	Description	Action
Specific Brand - Prohibited Listing	Listings which are prohibited based on general listing guidelines. (Such as FDA Warning, Specific Brands under Prohibited Listing) Please check the Prohibited Listing for more details: https://seller.shopee.ph/edu/article/698	Delete
Mislabelled Goods or Improper Packaging	Listing has improper packaging or no label in the product stated. Please upload at least three actual product images.	1st Action: Ban 2nd Action: Delete

**Additional Reason Codes** 

2020-079 - As of 07/06/2020



#### Prohibited listing - Product name, description, image & variation to be in English

Listing 允许使用菲律宾语, 但是 Product Name, Description, Image and Variation 必须是英语。视频、variation image 与其其他图片也推荐使用英语。

其中 cover image 只能包含英语,如果有任何外语字/汉字,listing 会被平台禁止并删除。



#### 附录 **Appendix**

#### 1. 菲律宾常见手机型号分享

- 1. Redmi Note 7
- 2. Redmi 7
- 3. Realme 3
- 4. Pocophone
- 5. Honor 10 Lite
- 6. Huawei Y6 Pro
- 7. Huawei Y7 Pro

#### 2. 菲律宾常见汽车摩托车型号分

#### 摩托车

- 1. Yamaha NMAX
- 2. Yamaha Sniper 150 MXi
- 3. Yamaha Mio i 125
- 4. Honda CLICK 125i
- 5. Suzuki Raider R150

- 6. Yamaha Mio Soul i 125
  7. Yamaha YZF R6
  8. Yamaha Mio
  9. Yamaha Mio Sporty
  10. Yamaha Mio Aerox 155

#### 汽车

- 1. Toyota Vios
- 2. Mitsubishi Mirage

- Mitsubisti Mirage
   Toyota Innova
   Toyota Fortuner
   Toyota Wigo
   Mitsubishi Montero
   Toyota Hilux
   Nissan Navara

- 9. Mitsubishi Xpander
- 10. Toyota Hi-ace

#### 3. P199 免运活动 (FSS199)

菲律宾 P199 免运活动已开始接受报名。活动周期是每月 16 号到下个月 15 号。参加活动的店铺产品将 获得 P199 免运(正常是 P500 免运)。活动期间所有订单需支付额外 5%的佣金(取消和退货的订单除 外)。

若您对活动感兴趣,请咨询客户经理报名参加。