

General Merchandise Stores in India

March 2024

Table of Contents

General Merchandise Stores in India - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

Rebound to the pre-pandemic level of sales for department stores E-commerce offers a strong challenge to department stores Leading department stores focus on offering more private label products

PROSPECTS AND OPPORTUNITIES

Seamless integration between online and offline stores Department stores will face strong competition from e-commerce and apparel specialists going forward

Underserved cities will be the focus area for general merchandise stores going forward

CHANNEL DATA

 Table 1 - General Merchandise Stores: Value Sales, Outlets and Selling Space 2018-2023

Table 2 - General Merchandise Stores: Value Sales, Outlets and Selling Space: % Growth 2018-2023

 Table 3 - Sales in General Merchandise Stores by Channel: Value 2018-2023

Table 4 - Sales in General Merchandise Stores by Channel: % Value Growth 2018-2023

Table 5 - General Merchandise Stores GBO Company Shares: % Value 2019-2023

Table 6 - General Merchandise Stores GBN Brand Shares: % Value 2020-2023

Table 7 - General Merchandise Stores LBN Brand Shares: Outlets 2020-2023

 Table 8 - General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 9 - General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

 Table 10 - Forecast Sales in General Merchandise Stores by Channel: Value 2023-2028

Table 11 - Forecast Sales in General Merchandise Stores by Channel: % Value Growth 2023-2028

Retail in India - Industry Overview

EXECUTIVE SUMMARY

Retail in 2023: The big picture

A landmark reform is seen in terms of the operation of retail businesses in India Omnichannel experience becomes key for both offline as well as offline retailers What next for retail?

OPERATING ENVIRONMENT

Informal retail Opening hours for physical retail Summary 1 - Standard Opening Hours by Channel Type 2023 Seasonality

MARKET DATA

Table 12 - Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023
Table 13 - Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023
Table 14 - Sales in Retail Offline by Channel: Value 2018-2023
Table 15 - Sales in Retail Offline by Channel: % Value Growth 2018-2023
Table 16 - Retail Offline Outlets by Channel: Units 2018-2023
Table 17 - Retail Offline Outlets by Channel: % Unit Growth 2018-2023
Table 18 - Sales in Retail E-Commerce by Product: Value 2018-2023
Table 19 - Sales in Retail E-Commerce by Product: % Value Growth 2018-2023
Table 20 - Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023
Table 21 - Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023
Table 22 - Sales in Grocery Retailers by Channel: Value 2018-2023
Table 23 - Sales in Grocery Retailers by Channel: % Value Growth 2018-2023

Table 24 - Grocery Retailers Outlets by Channel: Units 2018-2023 Table 25 - Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 26 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023 Table 27 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 28 - Sales in Non-Grocery Retailers by Channel: Value 2018-2023 Table 29 - Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023 Table 30 - Non-Grocery Retailers Outlets by Channel: Units 2018-2023 Table 31 - Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 32 - Retail GBO Company Shares: % Value 2019-2023 Table 33 - Retail GBN Brand Shares: % Value 2020-2023 Table 34 - Retail Offline GBO Company Shares: % Value 2019-2023 Table 35 - Retail Offline GBN Brand Shares: % Value 2020-2023 Table 36 - Retail Offline LBN Brand Shares: Outlets 2020-2023 Table 37 - Retail E-Commerce GBO Company Shares: % Value 2019-2023 Table 38 - Retail E-Commerce GBN Brand Shares: % Value 2020-2023 Table 39 - Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 40 - Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 41 - Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 42 - Non-Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 43 - Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 44 - Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 45 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028 Table 46 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028 Table 47 - Forecast Sales in Retail Offline by Channel: Value 2023-2028 Table 48 - Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028 Table 49 - Forecast Retail Offline Outlets by Channel: Units 2023-2028 Table 50 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028 Table 51 - Forecast Sales in Retail E-Commerce by Product: Value 2023-2028 Table 52 - Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028 Table 53 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 54 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 55 - Forecast Sales in Grocery Retailers by Channel: Value 2023-2028 Table 56 - Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028 Table 57 - Forecast Grocery Retailers Outlets by Channel: Units 2023-2028 Table 58 - Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028 Table 59 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 60 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 61 - Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028 Table 62 - Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028 Table 63 - Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028 Table 64 - Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

DISCLAIMER

SOURCES

Summary 2 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover

a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/general-merchandise-stores-in-india/report.