

Grocery Retailers in Pakistan

March 2023

Table of Contents

Grocery Retailers in Pakistan - Category analysis

KEY DATA FINDINGS

2022 DEVELOPMENTS

Devastating floods and economic crises have been impacting retailers with both food supply chain and pricing challenges Digitisation of Pakistan's small grocers: opportunities for FMCG brands

Carrefour opens its 10th hypermarket in the country

PROSPECTS AND OPPORTUNITIES

In a complex economic environment, there is ample opportunity for private label

Untapped potential: international grocery retailers can benefit from Pakistan's food export

Players explore their e-commerce options over the forecast period

CHANNEL DATA

- Table 1 Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022
- Table 2 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022
- Table 3 Sales in Grocery Retailers by Channel: Value 2017-2022
- Table 4 Sales in Grocery Retailers by Channel: % Value Growth 2017-2022
- Table 5 Grocery Retailers Outlets by Channel: Units 2017-2022
- Table 6 Grocery Retailers Outlets by Channel: % Unit Growth 2017-2022
- Table 7 Grocery Retailers GBO Company Shares: % Value 2018-2022
- Table 8 Grocery Retailers GBN Brand Shares: % Value 2019-2022
- Table 9 Grocery Retailers LBN Brand Shares: Outlets 2019-2022
- Table 10 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027
- Table 11 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027
- Table 12 Forecast Sales in Grocery Retailers by Channel: Value 2022-2027
- Table 13 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2022-2027
- Table 14 Forecast Grocery Retailers Outlets by Channel: Units 2022-2027
- Table 15 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

Retail in Pakistan - Industry Overview

EXECUTIVE SUMMARY

Retail in 2022: The big picture

Informal retail

What next for retail?

MARKET DATA

- Table 16 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022
- Table 17 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2017-2022
- Table 18 Sales in Retail Offline by Channel: Value 2017-2022
- Table 19 Sales in Retail Offline by Channel: % Value Growth 2017-2022
- Table 20 Retail Offline Outlets by Channel: Units 2017-2022
- Table 21 Retail Offline Outlets by Channel: % Unit Growth 2017-2022
- Table 22 Retail GBO Company Shares: % Value 2018-2022
- Table 23 Retail GBN Brand Shares: % Value 2019-2022
- Table 24 Retail Offline GBO Company Shares: % Value 2018-2022
- Table 25 Retail Offline GBN Brand Shares: % Value 2019-2022
- Table 26 Retail Offline LBN Brand Shares: Outlets 2019-2022
- Table 27 Retail E-Commerce GBO Company Shares: % Value 2018-2022
- Table 28 Retail E-Commerce GBN Brand Shares: % Value 2019-2022
- Table 29 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027
- Table 30 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 31 - Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 32 - Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 33 - Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 34 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027

DISCLAIMER

SOURCES

Summary 1 - 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/grocery-retailers-in-pakistan/report.