



Warehouse Clubs in the Philippines

February 2022

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Warehouse Clubs in the Philippines - Category analysis

KEY DATA FINDINGS

2021 DEVELOPMENTS

Warehouse clubs value sales observed decline but retains higher value sales than pre-pandemic

Expansion of warehouse clubs driven by S&R Membership Shopping

E-commerce options grow but retain only a niche share of category sales

PROSPECTS AND OPPORTUNITIES

Growth set to be observed in value sales and sites/outlets, with the latter particularly driven by S&R Membership Shopping

Wide variety of international offerings likely to continue to attract higher-income consumers

E-commerce set to grow in relevance as consumers seek convenience

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Easily accessible community stores continue to gain relevance

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