

# Facing Plant-Based Challenges: Health, Price and Taste

https://marketpublishers.com/r/FBAA0898A392EN.html

Date: May 2023

Pages: 41

Price: US\$ 1,325.00 (Single User License)

ID: FBAA0898A392EN

# **Abstracts**

A host of challenges to the plant-based alternatives market have seen sales stalling or slowing across some markets, and major producers are reframing their expectations – or exiting altogether. With price, health credentials and taste in the frame, alternatives face a fight to claim greater share from the animal-based products they compete with. This report considers why and looks at how companies are meeting these challenges.

Euromonitor International's Facing Plant-Based Challenges: Health, Price and Taste global briefing provides a comprehensive overview of the Staple Foods market, providing insight on sales and market potential, retail distribution and company and brand shares. Analysis identifies emerging geographies alongside growth opportunities in the most developed, highest value countries. It also offers strategic analysis of the key trends shaping the industry and consumer demand, such as health and wellness, sustainability, the evolution of eating occasions, in addition to ongoing considerations of convenience and value-for-money in the post-pandemic world. Insight into how these trends are shaping demand in informs forecasts to 2027, clearly indicating how the market is expected to change.

**Product coverage:** Baked Goods, Breakfast Cereals, Processed Fruit and Vegetables, Processed Meat, Seafood and Alternatives to Meat, Rice, Pasta and Noodles.

**Data coverage:** market sizes (historic and forecasts), company shares, brand shares and distribution data.

### Why buy this report?

Get a detailed picture of the Staple Foods market;



Pinpoint growth sectors and identify factors driving change;

Understand the competitive environment, the market's major players and leading brands;

Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.



# **Contents**

RETAIL IN NORTH MACEDONIA EXECUTIVE SUMMARY

Retail in 2022: The big picture

Informal retail

What next for retail?

For non-grocery, development will be centred around retail parks

MARKET DATA

Table 1 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022

Table 2 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth

2017-2022

Table 3 Sales in Retail Offline by Channel: Value 2017-2022

Table 4 Sales in Retail Offline by Channel: % Value Growth 2017-2022

Table 5 Retail Offline Outlets by Channel: Units 2017-2022

Table 6 Retail Offline Outlets by Channel: % Unit Growth 2017-2022

Table 7 Retail GBO Company Shares: % Value 2018-2022

Table 8 Retail GBN Brand Shares: % Value 2019-2022

Table 9 Retail Offline GBO Company Shares: % Value 2018-2022

Table 10 Retail Offline GBN Brand Shares: % Value 2019-2022

Table 11 Retail Offline LBN Brand Shares: Outlets 2019-2022

Table 12 Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 13 Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 14 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027

Table 15 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 16 Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 17 Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 18 Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 19 Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027

**DISCLAIMER** 

**SOURCES** 

Summary 1 Research Sources

GROCERY RETAILERS IN NORTH MACEDONIA

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Fall in constant value sales, as inflation bites

KAM holds onto lead



Government imposes price cap on essential products

#### PROSPECTS AND OPPORTUNITIES

Muted outlook over forecast period

Modern grocery retailers continue to grow strongly and make further gains from small local grocers

Hypermarkets weakest performer in modern grocery

CHANNEL DATA

Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022

Table 21 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022

Table 22 Sales in Grocery Retailers by Channel: Value 2017-2022

Table 23 Sales in Grocery Retailers by Channel: % Value Growth 2017-2022

Table 24 Grocery Retailers Outlets by Channel: Units 2017-2022

Table 25 Grocery Retailers Outlets by Channel: % Unit Growth 2017-2022

Table 26 Grocery Retailers GBO Company Shares: % Value 2018-2022

Table 27 Grocery Retailers GBN Brand Shares: % Value 2019-2022

Table 28 Grocery Retailers LBN Brand Shares: Outlets 2019-2022

Table 29 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027

Table 30 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027

Table 31 Forecast Sales in Grocery Retailers by Channel: Value 2022-2027

Table 32 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2022-2027

Table 33 Forecast Grocery Retailers Outlets by Channel: Units 2022-2027

Table 34 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

NON-GROCERY RETAILERS IN NORTH MACEDONIA

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

High inflation sees consumers focus on essentials

Global apparel retailers register healthy growth

E-commerce continues to grow at pace

PROSPECTS AND OPPORTUNITIES

Price sensitivity influences shopping behaviour over forecast period

Investment opportunities outside Skopje

Consumers increasingly environmentally conscious

CHANNEL DATA

Table 35 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022

Table 36 Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth

2017-2022



Table 37 Non-Grocery Retailers GBO Company Shares: % Value 2018-2022

Table 38 Non-Grocery Retailers GBN Brand Shares: % Value 2019-2022

Table 39 Non-Grocery Retailers LBN Brand Shares: Outlets 2019-2022

Table 40 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027

Table 41 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027

Table 42 Forecast Sales in Non-Grocery Retailers by Channel: Value 2022-2027

Table 43 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth

2022-2027

Table 44 Forecast Non-Grocery Retailers Outlets by Channel: Units 2022-2027

Table 45 Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth

2022-2027

DIRECT SELLING IN NORTH MACEDONIA

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Constant value sales remain stable, in spite of high inflation

Avon continues to hold commanding position in 2022

Large international companies dominate the channel

PROSPECTS AND OPPORTUNITIES

Marginal constant value growth over forecast period

Shift to digital strategies as direct sellers adapt to remain competitive

Avon and Oriflame to maintain dominance amidst growing competition

CHANNEL DATA

Table 46 Direct Selling by Product: Value 2017-2022

Table 47 Direct Selling by Product: % Value Growth 2017-2022

Table 48 Direct Selling GBO Company Shares: % Value 2018-2022

Table 49 Direct Selling GBN Brand Shares: % Value 2019-2022

Table 50 Direct Selling Forecasts by Product: Value 2022-2027

Table 51 Direct Selling Forecasts by Product: % Value Growth 2022-2027

RETAIL E-COMMERCE IN NORTH MACEDONIA

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Continued growth, though value sales still low

Third party merchants continue to lead e-commerce thanks to wide product assortment and highly competitive prices

Serbian player Ananas looking to compete with Alibaba through local acquisition

PROSPECTS AND OPPORTUNITIES

Continued growth over forecast period



Consumers need to gain trust

Grocery e-commerce to drive growth as consumers eschew tradition for convenience CHANNEL DATA

Table 52 Retail E-Commerce by Product: Value 2017-2022

Table 53 Retail E-Commerce by Product: % Value Growth 2017-2022

Table 54 Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 55 Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 56 Forecast Retail E-Commerce by Product: Value 2022-2027

Table 57 Forecast Retail E-Commerce by Product: % Value Growth 2022-2027



### I would like to order

Product name: Facing Plant-Based Challenges: Health, Price and Taste Product link: <a href="https://marketpublishers.com/r/FBAA0898A392EN.html">https://marketpublishers.com/r/FBAA0898A392EN.html</a>

Price: US\$ 1,325.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

# **Payment**

First name:

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/FBAA0898A392EN.html">https://marketpublishers.com/r/FBAA0898A392EN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
	**All fields are required
	Custumer signature

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970

& Conditions at https://marketpublishers.com/docs/terms.html

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms