

# General Merchandise Stores in Indonesia

<https://marketpublishers.com/r/G85732836C8FEN.html>

Date: May 2024

Pages: 39

Price: US\$ 990.00 (Single User License)

ID: G85732836C8FEN

## Abstracts

General merchandise stores registered current value growth in Indonesia in 2023. Since the onset of the COVID-19 crisis, consumer behaviour has changed rapidly. People are getting used to purchasing products online, which has diversified their perceptions of the possibilities of the retail experience. Combining online and offline has become an increasingly important strategy for players in the general merchandise stores channel. It has become increasingly important for players to develop an onli...

Euromonitor International's General Merchandise Stores in Indonesia report offers insight into key trends and developments driving the industry. The report examines all retail channels to provide sector insight. Channels include hypermarkets, supermarkets, discounters, convenience stores, mixed retailers, health and beauty retailers, clothing and footwear retailers, furniture and furnishing stores, DIY and hardware stores, durable goods retailers, leisure and personal goods retailers. There are profiles of leading retailers, with analysis of their performance and the challenges they face. There is also analysis of non-store retailing: vending; homeshopping; internet retailing; direct selling, as available.

Product coverage: Department Stores, Variety Stores.

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

Why buy this report?

Get a detailed picture of the General Merchandise Stores 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

General Merchandise Stores in Indonesia  
Euromonitor International  
March 2024

### LIST OF CONTENTS AND TABLES

GENERAL MERCHANDISE STORES IN INDONESIA  
KEY DATA FINDINGS

### 2023 DEVELOPMENTS

Players increasingly combine physical and digital channels in response to pandemic driven shifts in purchasing behaviour

Comprehensive retail concept and product selections important in driving sales

Matahari Department Store retains lead, while Miniso's share grows

### PROSPECTS AND OPPORTUNITIES

General merchandise stores forecast to see growth driven by store format innovation and expansion of variety stores

Department store players put efforts into maximising omnichannel strategies

Special events with promotions and discounts represent a strategy for players to drive sales

### 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 INDONESIA

EXECUTIVE SUMMARY

Retail in 2023: The big picture

Retailer collaborations reap benefits and drive sales growth

Warung digitalisation an important element of digital transformation in local retail

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Eid al-Fitr/Lebaran

School holidays

Harbolnas (national online shopping day)

Christmas

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

## I would like to order

Product name: General Merchandise Stores in Indonesia

Product link: <https://marketpublishers.com/r/G85732836C8FEN.html>

Price: US\$ 990.00 (Single User License / Electronic Delivery)

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

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/G85732836C8FEN.html>

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

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

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