

Retail in Colombia

https://marketpublishers.com/r/RFCFA809B08FEN.html Date: March 2024 Pages: 102 Price: US\$ 2,100.00 (Single User License) ID: RFCFA809B08FEN

Abstracts

The Colombian economy began to recover in the second half of 2021, and growth reached 7.5% by the end of 2022, fuelled by fiscal stimulus, increased oil prices and a boost in food and beverages exports, which registered a 24% increase. However, despite notable signs of economic recovery in 2023 with a revaluation rate of 17%, according to a Banco de la Rep?blica de Colombia report in July 2023, consumers continued to face significant price increases across all industries, with an inflation rate...

Euromonitor International's Retail in Colombia 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: Retail E-Commerce, Retail Offline.

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

Why buy this report?

Get a detailed picture of the Retail 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 Colombia Euromonitor International March 2024

LIST OF CONTENTS AND TABLES

RETAIL IN COLOMBIA EXECUTIVE SUMMARY Retail in 2023: The big picture Importance of the customer experience Discounters for the win in difficult times What next for retail? **OPERATING ENVIRONMENT** Informal retail Opening hours for physical retail Summary 1 Standard Opening Hours by Channel Type 2023 Seasonality Hot Sale Back to School Severance Savings Valentine's Day Women's Day Holy Week Mother's Day Father's Day Holiday Primas Payment (extra-legal salary) Love and Friendship Day Halloween **Black Friday** Cyber Monday Christmas and New Year MARKET DATA Table 1 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023 Table 2 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023 Table 3 Sales in Retail Offline by Channel: Value 2018-2023



Table 4 Sales in Retail Offline by Channel: % Value Growth 2018-2023 Table 5 Retail Offline Outlets by Channel: Units 2018-2023 Table 6 Retail Offline Outlets by Channel: % Unit Growth 2018-2023 Table 7 Sales in Retail E-Commerce by Product: Value 2018-2023 Table 8 Sales in Retail E-Commerce by Product: % Value Growth 2018-2023 Table 9 Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023 Table 10 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 11 Sales in Grocery Retailers by Channel: Value 2018-2023 Table 12 Sales in Grocery Retailers by Channel: % Value Growth 2018-2023 Table 13 Grocery Retailers Outlets by Channel: Units 2018-2023 Table 14 Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 15 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023 Table 16 Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 17 Sales in Non-Grocery Retailers by Channel: Value 2018-2023 Table 18 Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023 Table 19 Non-Grocery Retailers Outlets by Channel: Units 2018-2023 Table 20 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 21 Retail GBO Company Shares: % Value 2019-2023 Table 22 Retail GBN Brand Shares: % Value 2020-2023 Table 23 Retail Offline GBO Company Shares: % Value 2019-2023 Table 24 Retail Offline GBN Brand Shares: % Value 2020-2023 Table 25 Retail Offline LBN Brand Shares: Outlets 2020-2023 Table 26 Retail E-Commerce GBO Company Shares: % Value 2019-2023 Table 27 Retail E-Commerce GBN Brand Shares: % Value 2020-2023 Table 28 Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 29 Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 30 Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 31 Non-Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 32 Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 33 Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 34 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028 Table 35 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028 Table 36 Forecast Sales in Retail Offline by Channel: Value 2023-2028

Table 37 Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028 Table 38 Forecast Retail Offline Outlets by Channel: Units 2023-2028



Table 39 Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028 Table 40 Forecast Sales in Retail E-Commerce by Product: Value 2023-2028 Table 41 Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028 Table 42 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 43 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 44 Forecast Sales in Grocery Retailers by Channel: Value 2023-2028 Table 45 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028 Table 46 Forecast Grocery Retailers Outlets by Channel: Units 2023-2028 Table 47 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028 Table 48 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 49 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 50 Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028 Table 51 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028 Table 52 Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028 Table 53 Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

DISCLAIMER

SOURCES

Summary 2 Research Sources

CONVENIENCE RETAILERS IN COLOMBIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

The changing face of convenience retailers OXXO seeing rapid expansion Convenience stores emerges as a strategic channel for delivery services PROSPECTS AND OPPORTUNITIES Sales expected to slow as convenience stores struggle to compete with cheaper alternatives Increased competition from discounters Adapting to offer new services is key to attracting consumer interest CHANNEL DATA

Table 54 Convenience Retailers: Value Sales, Outlets and Selling Space 2018-2023



Table 55 Convenience Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 56 Sales in Convenience Retailers by Channel: Value 2018-2023 Table 57 Sales in Convenience Retailers by Channel: % Value Growth 2018-2023 Table 58 Convenience Retailers GBO Company Shares: % Value 2019-2023 Table 59 Convenience Retailers GBN Brand Shares: % Value 2020-2023 Table 60 Convenience Retailers LBN Brand Shares: Outlets 2020-2023 Table 61 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 62 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 63 Forecast Sales in Convenience Retailers by Channel: Value 2023-2028 Table 64 Forecast Sales in Convenience Retailers by Channel: % Value Growth 2023-2028 **DISCOUNTERS IN COLOMBIA KEY DATA FINDINGS**

2023 DEVELOPMENTS

Local consumers prioritise value and affordability D1 retains its strong lead of discounters in 2023 New player to boost the channel PROSPECTS AND OPPORTUNITIES Fears of economic uncertainty both a threat and an opportunity for discounters Rising importance of sustainability All about the shopping experience CHANNEL DATA Table 65 Discounters: Value Sales, Outlets and Selling Space 2018-2023 Table 66 Discounters: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 67 Discounters GBO Company Shares: % Value 2019-2023 Table 68 Discounters GBN Brand Shares: % Value 2020-2023 Table 69 Discounters LBN Brand Shares: Outlets 2020-2023 Table 70 Discounters Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 71 Discounters Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 HYPERMARKETS IN COLOMBIA **KEY DATA FINDINGS**

2023 DEVELOPMENTS

Retail in Colombia



Major players focus on creating the best customer experience Hypermarkets continue to bet on a seamless omnichannel involvement Hypermarkets try to make the selling spaces of large stores more efficient PROSPECTS AND OPPORTUNITIES Hypermarkets set to experience stronger competition Retailers focus on an omnichannel strategy Putting the customer experience front and centre CHANNEL DATA Table 72 Hypermarkets: Value Sales, Outlets and Selling Space 2018-2023 Table 73 Hypermarkets: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 74 Hypermarkets GBO Company Shares: % Value 2019-2023 Table 75 Hypermarkets GBN Brand Shares: % Value 2020-2023 Table 76 Hypermarkets LBN Brand Shares: Outlets 2020-2023 Table 77 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 78 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 SUPERMARKETS IN COLOMBIA **KEY DATA FINDINGS**

2023 DEVELOPMENTS

Another uninterrupted year for supermarkets as consumers return to in-store shopping Delivering value for customers in an environment of rising inflation

The regional supermarket benefits from geographical proximity, emotional closeness and good prices

PROSPECTS AND OPPORTUNITIES

Supermarkets expected to struggle as discounters expand

J?sto is looking to expand into Colombia and become the main digital supermarket in Latin America by 2030

Sustainability increasingly important

CHANNEL DATA

Table 79 Supermarkets: Value Sales, Outlets and Selling Space 2018-2023

Table 80 Supermarkets: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 81 Supermarkets GBO Company Shares: % Value 2019-2023

Table 82 Supermarkets GBN Brand Shares: % Value 2020-2023

Table 83 Supermarkets LBN Brand Shares: Outlets 2020-2023

Table 84 Supermarkets Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 85 Supermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth



2023-2028 SMALL LOCAL GROCERS IN COLOMBIA KEY DATA FINDINGS

2023 DEVELOPMENTS

Rising costs challenge independent small local grocers Mixed results for food/drinks specialists Digitalisation of the traditional channel PROSPECTS AND OPPORTUNITIES Small grocers remain important Organic products offer possibility for growth E-commerce may provide growth opportunities CHANNEL DATA Table 86 Small Local Grocers: Value Sales, Outlets and Selling Space 2018-2023 Table 87 Small Local Grocers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 88 Small Local Grocers GBO Company Shares: % Value 2019-2023 Table 89 Small Local Grocers GBN Brand Shares: % Value 2020-2023 Table 90 Small Local Grocers LBN Brand Shares: Outlets 2020-2023 Table 91 Small Local Grocers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 92 Small Local Grocers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 APPAREL AND FOOTWEAR SPECIALISTS IN COLOMBIA **KEY DATA FINDINGS**

2023 DEVELOPMENTS

Apparel and footwear specialists underscore the economy's resilience Companies adapting to changing consumer needs The physical store increases focus on brand experience PROSPECTS AND OPPORTUNITIES Sustainable fashion is set to become the key trend in apparel Inflation challenges could be problematic, but opportunities will remain All about discounts CHANNEL DATA Table 93 Apparel and Footwear Specialists: Value Sales, Outlets and Selling Space 2018-2023



Table 94 Apparel and Footwear Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 95 Apparel and Footwear Specialists GBO Company Shares: % Value 2019-2023 Table 96 Apparel and Footwear Specialists GBN Brand Shares: % Value 2020-2023 Table 97 Apparel and Footwear Specialists LBN Brand Shares: Outlets 2020-2023 Table 98 Apparel and Footwear Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 99 Apparel and Footwear Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 APPLIANCES AND ELECTRONICS SPECIALISTS IN COLOMBIA KEY DATA FINDINGS

2023 DEVELOPMENTS

Economic uncertainty and the removal of non-VAT day sales in 2023 Online banking partnerships seen as routes to growth Omnichannel approach increases retailers' reach PROSPECTS AND OPPORTUNITIES Modest growth due to higher prices, costs, and competition Customer experience is increasingly important Rising energy bills force consumers to consider energy-efficient products CHANNEL DATA Table 100 Appliances and Electronics Specialists: Value Sales, Outlets and Selling Space 2018-2023 Table 101 Appliances and Electronics Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 102 Appliances and Electronics Specialists GBO Company Shares: % Value 2019-2023 Table 103 Appliances and Electronics Specialists GBN Brand Shares: % Value 2020-2023 Table 104 Appliances and Electronics Specialists LBN Brand Shares: Outlets 2020-2023 Table 105 Appliances and Electronics Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 106 Appliances and Electronics Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 HEALTH AND BEAUTY SPECIALISTS IN COLOMBIA **KEY DATA FINDINGS**



2023 DEVELOPMENTS

Health and beauty specialists continue to perform strongly in 2023 Farmatodo outperforms during the cost-of-living crisis Strategic brand partnerships important in the crowded beauty landscape PROSPECTS AND OPPORTUNITIES Health and wellbeing trend offers significant opportunities for health and beauty specialists Increasingly competitive market Optical goods stores more resilient CHANNEL DATA Table 107 Health and Beauty Specialists: Value Sales, Outlets and Selling Space 2018-2023 Table 108 Health and Beauty Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 109 Sales in Health and Beauty Specialists by Channel: Value 2018-2023 Table 110 Sales in Health and Beauty Specialists by Channel: % Value Growth 2018-2023 Table 111 Health and Beauty Specialists GBO Company Shares: % Value 2019-2023 Table 112 Health and Beauty Specialists GBN Brand Shares: % Value 2020-2023 Table 113 Health and Beauty Specialists LBN Brand Shares: Outlets 2020-2023 Table 114 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 115 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 116 Forecast Sales in Health and Beauty Specialists by Channel: Value 2023-2028 Table 117 Forecast Sales in Health and Beauty Specialists by Channel: % Value Growth 2023-2028 HOME PRODUCTS SPECIALISTS IN COLOMBIA **KEY DATA FINDINGS**

2023 DEVELOPMENTS

Sales of home products specialists impacted by consumers prioritising essential items IKEA enters the market with a strong sustainable position

Good year for pet shops and superstores as consumers change their purchasing behaviour

PROSPECTS AND OPPORTUNITIES



Omnichannel retailing will be important to retain consumers New IKEA outlets will attract more price-sensitive customers Demand to ease on big ticket items as economic slump continues CHANNEL DATA Table 118 Home Products Specialists: Value Sales, Outlets and Selling Space 2018-2023 Table 119 Home Products Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 120 Sales in Home Products Specialists by Channel: Value 2018-2023 Table 121 Sales in Home Products Specialists by Channel: % Value Growth 2018-2023 Table 122 Home Products Specialists GBO Company Shares: % Value 2019-2023 Table 123 Home Products Specialists GBN Brand Shares: % Value 2020-2023 Table 124 Home Products Specialists LBN Brand Shares: Outlets 2020-2023 Table 125 Home Products Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 126 Home Products Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 127 Forecast Sales in Home Products Specialists by Channel: Value 2023-2028 Table 128 Forecast Sales in Home Products Specialists by Channel: % Value Growth 2023-2028 **GENERAL MERCHANDISE STORES IN COLOMBIA**

KEY DATA FINDINGS

2023 DEVELOPMENTS

Dollarcity benefits from its commitment to affordability Falabella is making a commendable effort to promote sustainability Taking advantage of the physical and digital world PROSPECTS AND OPPORTUNITIES Rising cost of living could support growth of variety stores Focus on the customer experience Retailers set to expand their e-commerce offerings CHANNEL DATA Table 129 General Merchandise Stores: Value Sales, Outlets and Selling Space 2018-2023 Table 130 General Merchandise Stores: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 131 Sales in General Merchandise Stores by Channel: Value 2018-2023 Table 132 Sales in General Merchandise Stores by Channel: % Value Growth



2018-2023

Table 133 General Merchandise Stores GBO Company Shares: % Value 2019-2023 Table 134 General Merchandise Stores GBN Brand Shares: % Value 2020-2023 Table 135 General Merchandise Stores LBN Brand Shares: Outlets 2020-2023 Table 136 General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 137 General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 138 Forecast Sales in General Merchandise Stores by Channel: Value 2023-2028 Table 139 Forecast Sales in General Merchandise Stores by Channel: % Value Growth 2023-2028 DIRECT SELLING IN COLOMBIA KEY DATA FINDINGS

2023 DEVELOPMENTS

Improved outlook for direct sales business driven by wider consumer base Digital innovation supports Novaventa's growth Ruby Rose making strides in the physical channel **PROSPECTS AND OPPORTUNITIES** Economic climate to support the expansion of the salesforce Sustainability to boost public perception Livestreaming to engage with potential customers and increase sales CHANNEL DATA Table 140 Direct Selling by Product: Value 2018-2023 Table 141 Direct Selling by Product: % Value Growth 2018-2023 Table 142 Direct Selling GBO Company Shares: % Value 2019-2023 Table 143 Direct Selling GBN Brand Shares: % Value 2020-2023 Table 144 Direct Selling Forecasts by Product: Value 2023-2028 Table 145 Direct Selling Forecasts by Product: % Value Growth 2023-2028 **VENDING IN COLOMBIA KEY DATA FINDINGS**

2023 DEVELOPMENTS

Slowed growth in 2023

The diversification of payment forms as part of a "frictionless shopping experience" Vending machines attract the attention of advertisers PROSPECTS AND OPPORTUNITIES



Growth potential thanks to low operating costs Players are increasingly looking at ways to improve their offer Expansion of healthier options CHANNEL DATA Table 146 Vending by Product: Value 2018-2023 Table 147 Vending by Product: % Value Growth 2018-2023 Table 148 Vending GBO Company Shares: % Value 2019-2023 Table 149 Vending GBN Brand Shares: % Value 2020-2023 Table 149 Vending Forecasts by Product: Value 2023-2028 Table 150 Vending Forecasts by Product: % Value Growth 2023-2028 RETAIL E-COMMERCE IN COLOMBIA KEY DATA FINDINGS

2023 DEVELOPMENTS

E-commerce maintains strong growth in 2023 Falabella.com launches its 'marketplace' in Colombia Industry explores new ways to connect with consumers PROSPECTS AND OPPORTUNITIES Consumers are more comfortable and confident shopping online Live shopping and endless aisles as key drivers of interaction Online marketplace model likely to be increasingly adopted in the future CHANNEL DATA Table 152 Retail E-Commerce by Channel: Value 2017-2022 Table 153 Retail E-Commerce by Channel: % Value Growth 2017-2022 Table 154 Retail E-Commerce by Product: Value 2017-2022 Table 155 Retail E-Commerce by Product: % Value Growth 2017-2022 Table 156 Retail E-Commerce GBO Company Shares: % Value 2018-2022 Table 157 Retail E-Commerce GBN Brand Shares: % Value 2019-2022 Table 158 Forecast Retail E-Commerce by Channel: Value 2022-2027 Table 159 Forecast Retail E-Commerce by Channel: % Value Growth 2022-2027 Table 160 Forecast Retail E-Commerce by Product: Value 2022-2027 Table 161 Forecast Retail E-Commerce by Product: % Value Growth 2022-2027



I would like to order

Product name: Retail in Colombia

Product link: https://marketpublishers.com/r/RFCFA809B08FEN.html

Price: US\$ 2,100.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service: <u>info@marketpublishers.com</u>

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/RFCFA809B08FEN.html</u>

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

Custumer signature _____

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

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