

Retail in France

<https://marketpublishers.com/r/R9AFF8707CDEN.html>

Date: February 2024

Pages: 126

Price: US\$ 2,100.00 (Single User License)

ID: R9AFF8707CDEN

Abstracts

The French overall retail market saw modest growth in terms of current value sales in 2023, which, while seemingly robust, was primarily driven by inflation and a return to normalcy following the challenging conditions and lingering effects of the COVID-19 pandemic. Local consumers enjoyed store-based shopping in reopened non-essential outlets, boosting sales of various products such as apparel, footwear, beauty products, bags and luggage. However, winter promotional sales were lacklustre, and s...

Euromonitor International's Retail in France 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 FRANCE

EXECUTIVE SUMMARY

Retail in 2023: The big picture

2023 as a year of innovations and new concepts

Second-hand trend proves a double-edged sword

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Christmas (No?!)

Back to School (La Rentr?e)

Sales seasons

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Convenience stores benefits from fall in q-commerce

Changes in operating conditions impact performance

Carrefour retains overall lead in convenience stores in terms of value share in 2023

PROSPECTS AND OPPORTUNITIES

Convenience stores set to forge ahead

Franchise model will continue to dominate convenience store format

Digitalisation will continue apace, transforming and updating the channel

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Discounters continues to benefit from inflation crisis

Lidl maintains leadership despite lack of dynamism in 2023

Aldi slows expansion amid intensified competition

PROSPECTS AND OPPORTUNITIES

Ongoing waves of openings during continuous crisis
Blurred lines between discounters and competing channels
Competition will intensify within discounting channel

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Hypermarkets continues to enjoy steady revenue growth despite limited expansion
Casino banks on hypermarket sell-off
E Leclerc continues to rise

PROSPECTS AND OPPORTUNITIES

Market size will remain relatively stable amid changing channel dynamics
Shopping-as-entertainment trend to expand throughout hypermarkets
Shuffles in competitive landscape anticipated during forecast period

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Supermarkets sees new and robust growth over 2022- 2013
ITM maintains leadership and focuses on continued expansion
Louis Delhaize exits France

PROSPECTS AND OPPORTUNITIES

Steady growth forecast as supermarkets matures with increased focus on recycling

Anti-waste law will support expansion of sustainable offerings

Technology to continue to inform innovation

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Small local grocers benefit from long-standing relationships with local consumers

Demand for organic groceries remains under pressure

Biocoop retains leadership of a highly fragmented environment

PROSPECTS AND OPPORTUNITIES

Economic recovery to boost sales for more small local grocers while organic players need to adapt to combat falling demand

Private label products to gain more focus from players

Sustainability trends continue transforming small local grocery stores

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Inflation and post-pandemic normalisation slow growth in 2023

Combined effects of economic constraints and climate change boost demand for second hand

French players represent rising threat to Inditex

PROSPECTS AND OPPORTUNITIES

Falling inflation will make way for expansion, while Shein comes under greater scrutiny

Second-hand trend likely to be taken up by leading players

Competition to intensify over the forecast period, accelerating digital development

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

2023 sees sales slump following previous year's slowdown

New entrants bet on eco-friendly products

?tablissements Darty et Fils retains overall leadership thanks to diversified offer

PROSPECTS AND OPPORTUNITIES

Appliances and electronics retailers set to benefit from changes in operating environment

Competition with other channels will continue to intensify

Innovation will remain centred on sustainability

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Beauty specialists and optical goods retailers benefit from revived routines post-pandemic

Pharmacies maintains momentum built during the pandemic but faces intensified competition as discount model spreads

Small beauty specialist players struggle to remain afloat

PROSPECTS AND OPPORTUNITIES

Demand for beauty products will stabilise as old habits return, with solid cosmetics set to see rising interest

Lack of pharmacists may impact channel's progress

Omnichannel will remain the standard during the forecast period

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Pets still hold strong place in families

Home improvement and gardening stores suffers impact of rising cost of living

Ikea gains traction in France

PROSPECTS AND OPPORTUNITIES

Wave of new openings in pet shops and superstores will boost overall category performance

Ultra-proximity trend set to expand in DIY

Sustainability will remain central to development in home and garden, while home wares and home furnishing stores will face rising competition from variety stores and e-commerce

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Recovery in tourism supports sales in department stores

Actions maintains lead over variety stores

Galleries Lafayette maintains department store leadership

PROSPECTS AND OPPORTUNITIES

Department stores players to focus more on European and local consumers

Variety stores holds potential for further expansion

Costco will grow though faces challenges

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Overall sales continue to slump in 2023 as appliances and electronics tumbles downwards

Yesterday's losers are today's winners

Good news for Vorwerk, Herbalife, and Henri Maire

PROSPECTS AND OPPORTUNITIES

Shift towards e-commerce set to accelerate over the forecast period

Success depends on new recruits

More players will invest in an omnichannel approach

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 FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

Company clients remain central to category development

Category benefits from returning inbound travellers and tourists

Selecta stays on top of overall vending in 2023

PROSPECTS AND OPPORTUNITIES

Vending to see further development during forecast period

Continued success for vending in France's rural regions as automated shops expand

Vending show emphasises tech advances, while category faces further challenges in terms of sustainability

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 150 Vending Forecasts by Product: Value 2023-2028

Table 151 Vending Forecasts by Product: % Value Growth 2023-2028

RETAIL E-COMMERCE IN FRANCE

KEY DATA FINDINGS

2023 DEVELOPMENTS

E-commerce regains strength in 2023 though overall category sales are low

Drive/click-and-collect services see growth curbed in 2023

Omnichannel players see more success than pure online operators

PROSPECTS AND OPPORTUNITIES

E-commerce channel faces obstacles to faster growth in early forecast period

Pre-pandemic dynamism set to return

Q-commerce faces continued struggles

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 France

Product link: <https://marketpublishers.com/r/R9AFF8707CDEN.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:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/R9AFF8707CDEN.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