

Retail in Pakistan

https://marketpublishers.com/r/R17CDFBFEDF6EN.html Date: March 2023 Pages: 37 Price: US\$ 2,100.00 (Single User License) ID: R17CDFBFEDF6EN

Abstracts

In 2022, retail in Pakistan was severely impacted by the devastating floods and the economic crisis. Dwindling consumer purchasing power, supply chain disruptions, reduced agriculture output, weak lending activity by commercial banks and currency devaluation were some of the major challenges. However, e-commerce was a hotspot for investment, especially in logistics infrastructure, payments and the development of online platforms. Although many international players found it challenging to contin Euromonitor International's Retail in Pakistan 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, 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 PAKISTAN EXECUTIVE SUMMARY Retail in 2022: The big picture Informal retail What next for retail? 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 PAKISTAN KEY DATA FINDINGS** 2022 DEVELOPMENTS Devastating floods and economic crises have been impacting retailers with both food supply chain and pricing challenges

Digitisation of Pakistan's small grocers: opportunities for FMCG brands



Carrefour opens its 10th hypermarket in the country PROSPECTS AND OPPORTUNITIES In a complex economic environment, there is ample opportunity for private label Untapped potential: international grocery retailers can benefit from Pakistan's food export Players explore their e-commerce options over the forecast period 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 PAKISTAN **KEY DATA FINDINGS** 2022 DEVELOPMENTS Inflation and currency devaluation negatively affect sales of non-grocery retailers in 2022 Electronics and appliance specialist retailers channel remains highly fragmented Challenges facing pharmacies in Pakistan PROSPECTS AND OPPORTUNITIES Observing changes in consumer spending behaviour, apparel and footwear specialist

retailers expand their assortments with accessories, homewares and beauty products Possible store closures on the horizon given economic challenges and increasing cost of business

E-commerce likely to attract growing number of retailers and customers in forecast period



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 Space2022-2027

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 2022-2027Table 43 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth2022-2027

Table 44 Forecast Non-Grocery Retailers Outlets by Channel: Units 2022-2027Table 45 Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth2022-2027

DIRECT SELLING IN PAKISTAN

KEY DATA FINDINGS

2022 DEVELOPMENTS

Direct selling remains relevant in rural areas

Social media plays an increasingly important role in direct selling

Lack of legal framework and negative consumer perception hinder channel growth PROSPECTS AND OPPORTUNITIES

Direct selling as a solution to inflationary pressures for female entrepreneurs

The future of direct selling in Pakistan: Balancing online channels with personal connections

Economic instability may negatively impact direct selling

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 PAKISTAN

KEY DATA FINDINGS

2022 DEVELOPMENTS

Clicky and PriceOye: Pakistani e-commerce start-ups attract major investments



Partnerships between banks and fintech companies boost digital payments in Pakistan's growing e-commerce sector

Swagkicks expands thrift shopping in Pakistan's growing e-commerce sector PROSPECTS AND OPPORTUNITIES

The growing e-commerce landscape in Pakistan: opportunities and challenges ahead Pakistan's growing e-commerce investment landscape: Key players and areas of opportunity

Improving delivery services is key to the success of e-commerce 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: Retail in Pakistan

Product link: https://marketpublishers.com/r/R17CDFBFEDF6EN.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/R17CDFBFEDF6EN.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