

# **Retail in Turkey**

https://marketpublishers.com/r/REC92E2ECC7EN.html

Date: March 2024

Pages: 101

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

ID: REC92E2ECC7EN

# **Abstracts**

Retail registered both an increase in current and constant value sales in 2023. The Turkish economy improved somewhat in 2023, as significant interest rates hikes and significant currency devaluation dampened inflation. However, inflation remained very high, with imports in particular being more expensive, due to the steep currency devaluation.

Euromonitor International's Retail in Turkey 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 Turkey
Euromonitor International
March 2024

#### LIST OF CONTENTS AND TABLES

**RETAIL IN TURKEY** 

**EXECUTIVE SUMMARY** 

Retail in 2023: The big picture

Healthy demand for luxury goods

More subdued value growth for e-commerce

What next for retail?

**OPERATING ENVIRONMENT** 

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Black Friday

Ramadan (Eid al Fitr)

MARKET DATA

Table 1 Sales in Retail by Retail Offline vs Retail: Value E-Commerce2018-2023

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

Commerce2018-2023

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: Value Sales, Outlets and Selling Space: % Growth Retailers 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: % Value Growth E-Commerce2023-2028

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 TURKEY

**KEY DATA FINDINGS** 

#### 2023 DEVELOPMENTS

Significant number of outlet openings 2023

Yildiz leads in terms of outlets

Continued growth for forecourt retailers

PROSPECTS AND OPPORTUNITIES

Further opening of outlets over forecast period

Convenience stores benefit from ownership by larger grocery retailers

Private label key to growth over forecast period

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 TURKEY KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Discounters lead grocery retailing environment in Turkey

Sok registers highest value growth

Affordable pricing and product variety keys to success

PROSPECTS AND OPPORTUNITIES

Discounters best performing grocery channel over forecast period

Intense competition over forecast period

Degree of premiumisation over forecast period

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 TURKEY

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Further increase in constant value sales in 2023

Migros continues to dominate

Hypermarkets stall expansion

PROSPECTS AND OPPORTUNITIES

Slower growth than over review period

Larger and more varied selection of imported and premium products remains a key pull

for hypermarkets

Private label plays a bigger role

**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 TURKEY

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Focus on essential products

Migros continues to expand aggressively

Supermarkets compete through aggressive pricing strategies

PROSPECTS AND OPPORTUNITIES

Discounters pose threat

Focus on building online presence

Continued focus on developing private label ranges

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 TURKEY

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Further closing of outlets in 2023

Soaring inflation puts further pressure on small local grocers

Many small local grocers turn to home delivery of bottled water

PROSPECTS AND OPPORTUNITIES

Fall in constant value sales over forecast period

Yildiz looking to partner with small local grocers

Building a sense of community and diversifying products keys to growth

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 TURKEY KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Consumers trade down, as inflation still bites

Increased use of technology enhances in-store customer experience

Soaring costs leads to outlet closures

PROSPECTS AND OPPORTUNITIES

Muted constant value growth over the forecast period

Fast fashion poses a threat

Increased demand for luxury items over forecast period

CHANNEL DATA

Table 93 Apparel and Footwear: Value Sales, Outlets and Selling Space

Specialists2018-2023

Table 94 Apparel and Footwear: Value Sales, Outlets and Selling Space: % Growth Specialists2018-2023

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 TURKEY

**KEY DATA FINDINGS** 

## **2023 DEVELOPMENTS**

Fall in constant value sales in 2023



Media Markt/Saturn opens state-of-the-art outlet

Ar?elik maintains its lead

PROSPECTS AND OPPORTUNITIES

Outlook positive over forecast period

Concept of experimental retail continues to evolve

Consumers seek top-of-the range offerings

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 TURKEY

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Beauty specialists perform strongly in 2023

Grocery retailer Migros opens beauty chain

Further consolidation for optical retailers

PROSPECTS AND OPPORTUNITIES

Strong performance from beauty specialist retailers

Players push sales through price promotions and payment plans

Increasing competition from other retail channels

CHANNEL DATA

Table 107 Health and Beauty: Value Sales, Outlets and Selling Space

Specialists2018-2023

Table 108 Health and Beauty: Value Sales, Outlets and Selling Space: % Growth

Specialists2018-2023

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 TURKEY

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Fall in constant value sales for home improvements in 2023

More affordable flat-pack and modular furniture in demand

Significant consolidation over review period

PROSPECTS AND OPPORTUNITIES

Modest constant value growth over forecast period

Increased focus on sustainability

Further consolidation over forecast period

CHANNEL DATA

Table 118 Home Products: Value Sales, Outlets and Selling Space

Specialists2018-2023

Table 119 Home Products: Value Sales, Outlets and Selling Space: % Growth

Specialists2018-2023

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 TURKEY KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Department stores much more popular than variety stores in Turkey

Department store Boyner Buyuk Magazacilik goes from strength to strength

Department stores launch private label ranges

PROSPECTS AND OPPORTUNITIES

Department stores poised for growth amid economic recovery

Moderate constant value growth for variety stores over forecast period

Flexible payment options drive value sales in department stores

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 TURKEY KEY DATA FINDINGS

## **2023 DEVELOPMENTS**

Continued fall in constant value sales in 2023



Farmasi and Avon continue to lead direct selling

Cultural relevance ensures continued growth of direct selling

PROSPECTS AND OPPORTUNITIES

Muted constant value growth over forecast period

Direct sellers adjust to the online space

Increased demand for premium products over forecast period

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 TURKEY KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Fall in constant value sales in 2023

Migros opens first vending machine store

Technology improving vending experience

PROSPECTS AND OPPORTUNITIES

Rosy outlook over forecast period

Vending machines selling quality coffee set to increase

Vending represents significant cost saving for retailers

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 TURKEY** 

**KEY DATA FINDINGS** 

#### 2023 DEVELOPMENTS

Modest current value increase in 2023

E-commerce retailers offer value-added services to differentiate



Payments landscape developing at fast pace

PROSPECTS AND OPPORTUNITIES

Rosy outlook over forecast period

Marketplaces continue to lead

Efficient delivery key differentiator in online space

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 Turkey

Product link: https://marketpublishers.com/r/REC92E2ECC7EN.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 <a href="https://marketpublishers.com/r/REC92E2ECC7EN.html">https://marketpublishers.com/r/REC92E2ECC7EN.html</a>

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 <a href="https://marketpublishers.com/docs/terms.html">https://marketpublishers.com/docs/terms.html</a>

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