

Retailing in Bolivia

https://marketpublishers.com/r/R44D2B02C6BEN.html Date: March 2022 Pages: 70 Price: US\$ 2,100.00 (Single User License) ID: R44D2B02C6BEN

Abstracts

The pandemic continued to shape purchasing behaviour among Bolivians in 2021. The impact of the crisis on the economy has been harsh; the year began in recession with GDP shrinking by an estimated -8% y-o-y. This has seen consumer price sensitivity sharpen, the adoption of more cautious buying behaviour, and a widespread search for lower prices, discounts and downtrading. The fact that most Bolivian households are informally employed, with unpredictable incomes, has made this trend more pronounc...

Euromonitor International's Retailing in Bolivia 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: Non-Store Retailing, Store-Based Retailing.

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

Why buy this report?

Get a detailed picture of the Retailing 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

RETAILING IN BOLIVIA EXECUTIVE SUMMARY Retailing in 2021: The big picture The pandemic favoured the strengthening of the traditional channel The market discovers benefits of e-commerce What next for retailing? **OPERATING ENVIRONMENT** Informal retailing **Opening hours** Summary 1 Standard Opening Hours by Channel Type 2021 Physical retail landscape Cash and carry Seasonality Back to School Father's Day Mother's Day Christmas Delivery and collections Emerging business models MARKET DATA Table 1 Sales in Retailing by Store-based vs Non-Store: Value 2016-2021 Table 2 Sales in Retailing by Store-based vs Non-Store: % Value Growth 2016-2021 Table 3 Sales in Store-Based Retailing by Channel: Value 2016-2021 Table 4 Sales in Store-Based Retailing by Channel: % Value Growth 2016-2021 Table 5 Store-Based Retailing Outlets by Channel: Units 2016-2021 Table 6 Store-Based Retailing Outlets by Channel: % Unit Growth 2016-2021 Table 7 Sales in Non-Store Retailing by Channel: Value 2016-2021 Table 8 Sales in Non-Store Retailing by Channel: % Value Growth 2016-2021 Table 9 Non-Grocery Specialists: Value Sales, Outlets and Selling Space 2016-2021 Table 10 Non-Grocery Specialists: Value Sales, Outlets and Selling Space: % Growth 2016-2021 Table 11 Sales in Non-Grocery Specialists by Channel: Value 2016-2021 Table 12 Sales in Non-Grocery Specialists by Channel: % Value Growth 2016-2021 Table 13 Non-Grocery Specialists Outlets by Channel: Units 2016-2021 Table 14 Non-Grocery Specialists Outlets by Channel: % Unit Growth 2016-2021 Table 15 Retailing GBO Company Shares: % Value 2017-2021 Table 16 Retailing GBN Brand Shares: % Value 2018-2021



Table 17 Store-based Retailing GBO Company Shares: % Value 2017-2021 Table 18 Store-based Retailing GBN Brand Shares: % Value 2018-2021 Table 19 Store-based Retailing LBN Brand Shares: Outlets 2018-2021 Table 20 Non-Store Retailing GBO Company Shares: % Value 2017-2021 Table 21 Non-Store Retailing GBN Brand Shares: % Value 2018-2021 Table 22 Non-Grocery Specialists GBO Company Shares: % Value 2017-2021 Table 23 Non-Grocery Specialists GBN Brand Shares: % Value 2018-2021 Table 24 Non-Grocery Specialists LBN Brand Shares: Outlets 2018-2021 Table 25 Non-Grocery Specialists LBN Brand Shares: Selling Space 2018-2021 Table 26 Forecast Sales in Retailing by Store-based vs Non-Store: Value 2021-2026 Table 27 Forecast Sales in Retailing by Store-based vs Non-Store: % Value Growth 2021-2026 Table 28 Forecast Sales in Store-Based Retailing by Channel: Value 2021-2026 Table 29 Forecast Sales in Store-Based Retailing by Channel: % Value Growth 2021-2026 Table 30 Forecast Store-Based Retailing Outlets by Channel: Units 2021-2026 Table 31 Forecast Store-Based Retailing Outlets by Channel: % Unit Growth 2021-2026 Table 32 Forecast Sales in Non-Store Retailing by Channel: Value 2021-2026 Table 33 Forecast Sales in Non-Store Retailing by Channel: % Value Growth 2021-2026 Table 34 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space 2021-2026 Table 35 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026 Table 36 Forecast Sales in Non-Grocery Specialists by Channel: Value 2021-2026 Table 37 Forecast Sales in Non-Grocery Specialists by Channel: % Value Growth 2021-2026 Table 38 Forecast Non-Grocery Specialists Outlets by Channel: Units 2021-2026 Table 39 Forecast Non-Grocery Specialists Outlets by Channel: % Unit Growth 2021-2026 DISCLAIMER SOURCES Summary 2 Research Sources MODERN GROCERY RETAILERS IN BOLIVIA **KEY DATA FINDINGS** 2021 DEVELOPMENTS Pandemic still hurting modern grocery channel Major supermarket chains seize opportunity to grow e-commerce

Smuggling increase restricts recovery of modern grocery



PROSPECTS AND OPPORTUNITIES

Convenience stores come into play

Supermarkets and hypermarkets need reinvention

State owned chain is gaining relevance in Bolivia

CHANNEL DATA

Table 40 Modern Grocery Retailers: Value Sales, Outlets and Selling Space 2016-2021 Table 41 Modern Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 42 Sales in Modern Grocery Retailers by Channel: Value 2016-2021

Table 43 Sales in Modern Grocery Retailers by Channel: % Value Growth 2016-2021

Table 44 Modern Grocery Retailers Outlets by Channel: Units 2016-2021

Table 45 Modern Grocery Retailers Outlets by Channel: % Unit Growth 2016-2021

Table 46 Modern Grocery Retailers GBO Company Shares: % Value 2017-2021

Table 47 Modern Grocery Retailers GBN Brand Shares: % Value 2018-2021

Table 48 Modern Grocery Retailers LBN Brand Shares: Outlets 2018-2021

Table 49 Modern Grocery Retailers LBN Brand Shares: Selling Space 2018-2021

Table 50 Modern Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space2021-2026

Table 51 Modern Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 52 Forecast Sales in Modern Grocery Retailers by Channel: Value 2021-2026 Table 53 Forecast Sales in Modern Grocery Retailers by Channel: % Value Growth 2021-2026

Table 54 Forecast Modern Grocery Retailers Outlets by Channel: Units 2021-2026 Table 55 Forecast Modern Grocery Retailers Outlets by Channel: % Unit Growth 2021-2026

TRADITIONAL GROCERY RETAILERS IN BOLIVIA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Pandemic gives second wind to traditional retailers

Traditional grocery seeks to build brand credibility

Digital transformation unfolds in traditional channel

PROSPECTS AND OPPORTUNITIES

To be formal or informal is the question

Competitive environment facing change

Open markets also formalising

CHANNEL DATA

Table 56 Traditional Grocery Retailers: Value Sales, Outlets and Selling Space 2016-2021



Table 57 Traditional Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 58 Traditional Grocery Retailers GBO Company Shares: % Value 2017-2021

Table 59 Traditional Grocery Retailers GBN Brand Shares: % Value 2018-2021

Table 60 Traditional Grocery Retailers LBN Brand Shares: Outlets 2018-2021

Table 61 Traditional Grocery Retailers LBN Brand Shares: Selling Space 2018-2021

Table 62 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 63 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

APPAREL AND FOOTWEAR SPECIALIST RETAILERS IN BOLIVIA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Apparel and footwear faces slow recovery in 2021

Smuggling surges as pandemic hits pockets

Manufactura Boliviana SA seeks to strengthen brand identity

PROSPECTS AND OPPORTUNITIES

Contraband and falling incomes an issue, but aspirational brands can build growth

Product differentiation, a shielding strategy for formal retailers

Used clothing, another pressure factor for apparel retailers

CHANNEL DATA

Table 64 Apparel And Footwear Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 65 Apparel And Footwear Specialist Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 66 Apparel And Footwear Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 67 Apparel And Footwear Specialist Retailers GBN Brand Shares: % Value2018-2021

Table 68 Apparel And Footwear Specialist Retailers LBN Brand Shares: Outlets 2018-2021

Table 69 Apparel And Footwear Specialist Retailers LBN Brand Shares: Selling Space2018-2021

Table 70 Apparel And Footwear Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 71 Apparel And Footwear Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

HEALTH AND BEAUTY SPECIALIST RETAILERS IN BOLIVIA

KEY DATA FINDINGS



2021 DEVELOPMENTS

Pharmacies unable to capitalise on demand surge The beauty product market is on track for a clean recovery Farmacorp expansion slows, but builds omnichannel position PROSPECTS AND OPPORTUNITIES Beauty products set to support category growth over the forecast period Shopping close to home creates opportunity for drugstores Concentration a growing trend, as chains seek new cohorts CHANNEL DATA Table 72 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021 Table 73 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021 Table 74 Sales in Health and Beauty Specialist Retailers by Channel: Value 2016-2021 Table 75 Sales in Health and Beauty Specialist Retailers by Channel: % Value Growth 2016-2021 Table 76 Health and Beauty Specialist Retailers GBO Company Shares: % Value 2017-2021 Table 77 Health and Beauty Specialist Retailers GBN Brand Shares: % Value 2018-2021 Table 78 Health and Beauty Specialist Retailers LBN Brand Shares: Outlets 2018-2021 Table 79 Health and Beauty Specialist Retailers LBN Brand Shares: Selling Space 2018-2021 Table 80 Health and Beauty Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026 Table 81 Health and Beauty Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026 Table 82 Forecast Sales in Health and Beauty Specialist Retailers by Channel: Value 2021-2026 Table 83 Forecast Sales in Health and Beauty Specialist Retailers by Channel: % Value Growth 2021-2026 MIXED RETAILERS IN BOLIVIA **KEY DATA FINDINGS** 2021 DEVELOPMENTS Mixed retailers format still limited in Bolivia Variety stores raring to go as lockdown eases Fragmentation characterises category, although concentration is emerging PROSPECTS AND OPPORTUNITIES

Recovery of the economy and new middle class consumers offer opportunity



New generations, new shopping habits

Independent neighbourhood variety stores facing new challenges from large supermarkets

CHANNEL DATA

Table 84 Mixed Retailers: Value Sales, Outlets and Selling Space 2016-2021 Table 85 Mixed Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 86 Sales in Mixed Retailers by Channel: Value 2016-2021

Table 87 Sales in Mixed Retailers by Channel: % Value Growth 2016-2021

Table 88 Mixed Retailers Outlets by Channel: Units 2016-2021

Table 89 Mixed Retailers Outlets by Channel: % Unit Growth 2016-2021

Table 90 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 91 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 92 Forecast Sales in Mixed Retailers by Channel: Value 2021-2026

Table 93 Forecast Sales in Mixed Retailers by Channel: % Value Growth 2021-2026

Table 94 Forecast Mixed Retailers Outlets by Channel: Units 2021-2026

Table 95 Forecast Mixed Retailers Outlets by Channel: % Unit Growth 2021-2026

DIRECT SELLING IN BOLIVIA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Direct sellers unprepared, still suffering in 2021

Cosmetic products are back on consumers' minds

Greater health awareness helps recovery

PROSPECTS AND OPPORTUNITIES

Hard lesson learned, opportunity to transform into a more versatile channel

Health and wellness strengthen as recession, pandemic re-shape consumer interest

Rising unemployment, falling incomes to drive direct selling recruitment CHANNEL DATA

Table 96 Direct Selling by Category: Value 2016-2021

Table 97 Direct Selling by Category: % Value Growth 2016-2021

Table 98 Direct Selling GBO Company Shares: % Value 2017-2021

Table 99 Direct Selling GBN Brand Shares: % Value 2018-2021

Table 100 Direct Selling Forecasts by Category: Value 2021-2026

Table 101 Direct Selling Forecasts by Category: % Value Growth 2021-2026

E-COMMERCE (GOODS) IN BOLIVIA

KEY DATA FINDINGS

2021 DEVELOPMENTS

E-commerce advances rapidly due to COVID-19 pandemic



Greater dynamism in e-commerce purchases from local retailers Consumer health e-commerce sales among the highest growth rates PROSPECTS AND OPPORTUNITIES New generations of Bolivians live in a digitised world Lack of financial inclusion hinders uptake E-commerce is an integral part of omnichannel retailing CHANNEL DATA Table 102 E-Commerce (Goods) by Channel and Category: Value 2016-2021 Table 103 E-Commerce (Goods) by Channel and Category: % Value Growth 2016-2021 Table 104 E-Commerce (Goods) GBO Company Shares: % Value 2017-2021 Table 105 E-Commerce (Goods) GBN Brand Shares: % Value 2018-2021 Table 106 Forecast E-Commerce (Goods) by Channel and Category: Value 2021-2026 Table 107 Forecast E-Commerce (Goods) by Channel and Category: % Value Growth 2021-2026 MOBILE E-COMMERCE (GOODS) IN BOLIVIA **KEY DATA FINDINGS** 2021 DEVELOPMENTS Mobile e-commerce sees rapid evolution in 2021 Social media apps still key as payment penetration still a problem Small and medium retailers start to gain access to digitization PROSPECTS AND OPPORTUNITIES Age demographics can support growth Mobile devices more sophisticated, in more hands 5G technology, a new impetus for mobile e-commerce CHANNEL DATA Table 108 Mobile E-Commerce (Goods): Value 2016-2021 Table 109 Mobile E-Commerce (Goods): % Value Growth 2016-2021 Table 110 Mobile E-Commerce (Goods) Forecasts: Value 2021-2026 Table 111 Mobile E-Commerce (Goods) Forecasts: % Value Growth 2021-2026



I would like to order

Product name: Retailing in Bolivia

Product link: https://marketpublishers.com/r/R44D2B02C6BEN.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 <u>https://marketpublishers.com/r/R44D2B02C6BEN.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