

Retailing in France

<https://marketpublishers.com/r/RB0E73A4361EN.html>

Date: February 2022

Pages: 168

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

ID: RB0E73A4361EN

Abstracts

The recovery of retailing in 2021 was impressive but totally correlated to GDP growth of over 6% in France in the context of a return to a greater degree of normality since the spring of 2021, acceleration of the vaccination programme in August, ongoing strong growth of e-commerce and ongoing limited expenditure on services most notably travel and tourism and cars with the latter experiencing a strong drop since 2019. All of this meant there was considerably more disposable income to spend on re...

Euromonitor International's Retailing 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: 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 FRANCE

EXECUTIVE SUMMARY

Retailing in 2021: The big picture

Hard comeback to reality in grocery retailing

Marketplaces and pure players enjoy success

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

Table 1 Cash and Carry Sales: Value 2016-2021

Seasonality

Christmas (No?l)

Back to School (La Rentr?e)

Payments

Delivery and collection

Emerging business models

MARKET DATA

Table 2 Sales in Retailing by Store-based vs Non-Store: Value 2016-2021

Table 3 Sales in Retailing by Store-based vs Non-Store: % Value Growth 2016-2021

Table 4 Sales in Store-based Retailing by Channel: Value 2016-2021

Table 5 Sales in Store-based Retailing by Channel: % Value Growth 2016-2021

Table 6 Store-based Retailing Outlets by Channel: Units 2016-2021

Table 7 Store-based Retailing Outlets by Channel: % Unit Growth 2016-2021

Table 8 Sales in Non-Store Retailing by Channel: Value 2016-2021

Table 9 Sales in Non-Store Retailing by Channel: % Value Growth 2016-2021

Table 10 Grocery Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 11 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 12 Sales in Grocery Retailers by Channel: Value 2016-2021

Table 13 Sales in Grocery Retailers by Channel: % Value Growth 2016-2021

Table 14 Grocery Retailers Outlets by Channel: Units 2016-2021

Table 15 Grocery Retailers Outlets by Channel: % Unit Growth 2016-2021

Table 16 Non-Grocery Specialists: Value Sales, Outlets and Selling Space 2016-2021

Table 17 Non-Grocery Specialists: Value Sales, Outlets and Selling Space: % Growth

2016-2021

Table 18 Sales in Non-Grocery Specialists by Channel: Value 2016-2021

Table 19 Sales in Non-Grocery Specialists by Channel: % Value Growth 2016-2021

Table 20 Non-Grocery Specialists Outlets by Channel: Units 2016-2021

Table 21 Non-Grocery Specialists Outlets by Channel: % Unit Growth 2016-2021

Table 22 Mixed Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 23 Mixed Retailers: Value Sales, Outlets and Selling Space: % Growth
2016-2021

Table 24 Sales in Mixed Retailers by Channel: Value 2016-2021

Table 25 Sales in Mixed Retailers by Channel: % Value Growth 2016-2021

Table 26 Mixed Retailers Outlets by Channel: Units 2016-2021

Table 27 Mixed Retailers Outlets by Channel: % Unit Growth 2016-2021

Table 28 Retailing GBO Company Shares: % Value 2017-2021

Table 29 Retailing GBN Brand Shares: % Value 2018-2021

Table 30 Store-based Retailing GBO Company Shares: % Value 2017-2021

Table 31 Store-based Retailing GBN Brand Shares: % Value 2018-2021

Table 32 Store-based Retailing LBN Brand Shares: Outlets 2018-2021

Table 33 Non-Store Retailing GBO Company Shares: % Value 2017-2021

Table 34 Non-Store Retailing GBN Brand Shares: % Value 2018-2021

Table 35 Grocery Retailers GBO Company Shares: % Value 2017-2021

Table 36 Grocery Retailers GBN Brand Shares: % Value 2018-2021

Table 37 Grocery Retailers LBN Brand Shares: Outlets 2018-2021

Table 38 Grocery Retailers LBN Brand Shares: Selling Space 2018-2021

Table 39 Non-Grocery Specialists GBO Company Shares: % Value 2017-2021

Table 40 Non-Grocery Specialists GBN Brand Shares: % Value 2018-2021

Table 41 Non-Grocery Specialists LBN Brand Shares: Outlets 2018-2021

Table 42 Non-Grocery Specialists LBN Brand Shares: Selling Space 2018-2021

Table 43 Mixed Retailers GBO Company Shares: % Value 2017-2021

Table 44 Mixed Retailers GBN Brand Shares: % Value 2018-2021

Table 45 Mixed Retailers LBN Brand Shares: Outlets 2018-2021

Table 46 Mixed Retailers LBN Brand Shares: Selling Space 2018-2021

Table 47 Forecast Sales in Retailing by Store-based vs Non-Store: Value 2021-2026

Table 48 Forecast Sales in Retailing by Store-based vs Non-Store: % Value Growth
2021-2026

Table 49 Forecast Sales in Store-based Retailing by Channel: Value 2021-2026

Table 50 Forecast Sales in Store-based Retailing by Channel: % Value Growth
2021-2026

Table 51 Forecast Store-based Retailing Outlets by Channel: Units 2021-2026

Table 52 Forecast Store-Based Retailing Outlets by Channel: % Unit Growth 2021-2026

Table 53 Forecast Sales in Non-Store Retailing by Channel: Value 2021-2026

Table 54 Forecast Sales in Non-Store Retailing by Channel: % Value Growth 2021-2026

Table 55 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 56 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 57 Forecast Sales in Grocery Retailers by Channel: Value 2021-2026

Table 58 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2021-2026

Table 59 Forecast Grocery Retailers Outlets by Channel: Units 2021-2026

Table 60 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2021-2026

Table 61 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 62 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 63 Forecast Sales in Non-Grocery Specialists by Channel: Value 2021-2026

Table 64 Forecast Sales in Non-Grocery Specialists by Channel: % Value Growth 2021-2026

Table 65 Forecast Non-Grocery Specialists Outlets by Channel: Units 2021-2026

Table 66 Forecast Non-Grocery Specialists Outlets by Channel: % Unit Growth 2021-2026

Table 67 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 68 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 69 Forecast Sales in Mixed Retailers by Channel: Value 2021-2026

Table 70 Forecast Sales in Mixed Retailers by Channel: % Value Growth 2021-2026

Table 71 Forecast Mixed Retailers Outlets by Channel: Units 2021-2026

Table 72 Forecast Mixed Retailers Outlets by Channel: % Unit Growth 2021-2026

DISCLAIMER

SOURCES

Summary 2 Research Sources

CONVENIENCE STORES IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Sudden slowdown in 2021 as the pandemic begins to wane

Both rural and urban locations affected by a return to normality in 2021

Carrefour strengthens its outright lead as Casino Guichard-Perrachon loses some ground

PROSPECTS AND OPPORTUNITIES

Stagnancy for the forecast period as the pandemic wanes and more competitive prices are available via supermarkets and hypermarkets

Convenience stores suffers competition from existing and new competitors including discounters and food and drink e-commerce

New hybrid concepts boost total sales per outlet but not store-based sales

CHANNEL DATA

Table 73 Convenience Stores: Value Sales, Outlets and Selling Space 2016-2021

Table 74 Convenience Stores: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 75 Convenience Stores GBO Company Shares: % Value 2017-2021

Table 76 Convenience Stores GBN Brand Shares: % Value 2018-2021

Table 77 Convenience Stores LBN Brand Shares: Outlets 2018-2021

Table 78 Convenience Stores LBN Brand Shares: Selling Space 2018-2021

Table 79 Convenience Stores Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 80 Convenience Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

DISCOUNTERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Discounters regain their momentum after a sticky period in 2020

Ongoing progress for outright leader Lidl thanks to its wide-ranging philosophy

Aldi now in a good position to challenge Lidl since its acquisition of Leader Price

PROSPECTS AND OPPORTUNITIES

Despite a more peaceful future, the channel faces growing threat from variety stores

Entry of Russian hard discounter Mere and European chain Svetofor poses threat and opportunity

Soft-discounting gives way to hard discounting, although the success of click-and-collect favours the former

CHANNEL DATA

Table 81 Discounters: Value Sales, Outlets and Selling Space 2016-2021

Table 82 Discounters: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 83 Discounters GBO Company Shares: % Value 2017-2021

Table 84 Discounters GBN Brand Shares: % Value 2018-2021

Table 85 Discounters LBN Brand Shares: Outlets 2018-2021

Table 86 Discounters LBN Brand Shares: Selling Space 2018-2021

Table 87 Discounters Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 88 Discounters Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

HYPERMARKETS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Year of recovery for hypermarkets in 2021 though the channel suffers from the imposition of the health pass which damages the back-to-school shopping period
2020 proved a sluggish year for hypermarkets

PROSPECTS AND OPPORTUNITIES

The large scale of hypermarkets' outlets considered outmoded as consumer interest shifts to small individual and specialist stores as well as e-commerce

The largest hypermarkets and "succursalistes" lose further channel share over the forecast period

Carrefour on the path to recovery thanks to drastic measures

CHANNEL DATA

Table 89 Hypermarkets: Value Sales, Outlets and Selling Space 2016-2021

Table 90 Hypermarkets: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 91 Hypermarkets GBO Company Shares: % Value 2017-2021

Table 92 Hypermarkets GBN Brand Shares: % Value 2018-2021

Table 93 Hypermarkets LBN Brand Shares: Outlets 2018-2021

Table 94 Hypermarkets LBN Brand Shares: Selling Space 2018-2021

Table 95 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 96 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

SUPERMARKETS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Sudden backlash in 2021 in contrast to the outstanding performance of 2020

Outlets with a surface area of over 2,000 sq m continue to progress

ITM and System U are the only players to make progress in actual value sales in 2021

PROSPECTS AND OPPORTUNITIES

Good news for the overall development of supermarkets but less so for store-based sales

Outlet rationalisation programmes accompanied by a focus on technology

The Grand Frais Gestion business model could offer some hope

CHANNEL DATA

Table 97 Supermarkets: Value Sales, Outlets and Selling Space 2016-2021

Table 98 Supermarkets: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 99 Supermarkets GBO Company Shares: % Value 2017-2021

Table 100 Supermarkets GBN Brand Shares: % Value 2018-2021

Table 101 Supermarkets LBN Brand Shares: Outlets 2018-2021

Table 102 Supermarkets LBN Brand Shares: Selling Space 2018-2021

Table 103 Supermarkets Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 104 Supermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

TRADITIONAL GROCERY RETAILERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

After enjoying a sales peak in mid-2020 due to their proximity to consumers' homes, the channel suffers as the pandemic recedes and inflation and lower spending power bite

Double-digit growth for chained outlets, primarily organic stores

Picard retains lead thanks to its focus on frozen food while biocoop leads in organic grocers

PROSPECTS AND OPPORTUNITIES

Consumers torn between quality and hand-made products and the appeal of low prices

Mixed results for food/drink/tobacco specialists over the forecast period

Organic stores fare well and enjoy good prospects over the forecast period

CHANNEL DATA

Table 105 Traditional Grocery Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 106 Traditional Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 107 Traditional Grocery Retailers GBO Company Shares: % Value 2017-2021

Table 108 Traditional Grocery Retailers GBN Brand Shares: % Value 2018-2021

Table 109 Traditional Grocery Retailers LBN Brand Shares: Outlets 2018-2021

Table 110 Traditional Grocery Retailers LBN Brand Shares: Selling Space 2018-2021

Table 111 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 112 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

APPAREL AND FOOTWEAR SPECIALIST RETAILERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

The recovery in 2021 not strong enough to offset substantial declines in the previous year

Casualwear, sportswear and childrenswear are relatively spared

Groupe Beaumanoir maintains positive growth throughout the pandemic and engages in several acquisitions

PROSPECTS AND OPPORTUNITIES

Sales of apparel and footwear specialist retailers only able to reach pre-pandemic levels by 2023

Strong switch towards e-commerce at the expense of store-based sales

The second-hand market offers both a threat and an opportunity to rising unit prices

CHANNEL DATA

Table 113 Apparel And Footwear Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 114 Apparel And Footwear Specialist Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 115 Apparel And Footwear Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 116 Apparel And Footwear Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 117 Apparel And Footwear Specialist Retailers LBN Brand Shares: Outlets 2018-2021

Table 118 Apparel And Footwear Specialist Retailers LBN Brand Shares: Selling Space 2018-2021

Table 119 Apparel And Footwear Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 120 Apparel And Footwear Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

ELECTRONICS AND APPLIANCE SPECIALIST RETAILERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

After demonstrating resilience in 2020, electronics and appliance specialist retailers enjoy a promising recovery in 2021

Home seclusion creates a strong advantage for consumer electronics, consumer appliances and small kitchen appliances (non-cooking)

Boulangier SA is relatively unaffected by the COVID-19 health crisis over 2020-2021

PROSPECTS AND OPPORTUNITIES

Working from home becomes more commonplace, at least in the short term

Smartphone retailers suffer through lockdown and ongoing lower footfall but benefit from Xiaomi and its myriad of new products

Possible refocusing on store-based sales, click-and-collect and webstores in small and medium-sized retailers

CHANNEL DATA

Table 121 Electronics and Appliance Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 122 Electronics and Appliance Specialist Retailers: Value Sales, Outlets and

Selling Space: % Growth 2016-2021

Table 123 Electronics and Appliance Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 124 Electronics and Appliance Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 125 Electronics and Appliance Specialist Retailers LBN Brand Shares: Outlets 2018-2021

Table 126 Electronics and Appliance Specialist Retailers LBN Brand Shares: Selling Space 2018-2021

Table 127 Electronics and Appliance Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 128 Electronics and Appliance Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

HEALTH AND BEAUTY SPECIALIST RETAILERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Disparate results for health and beauty retailers across the channel

Week return to growth for beauty specialist retailers

Chained pharmacies outperform competitors

PROSPECTS AND OPPORTUNITIES

After a logical recovery, optical good stores faces ongoing issues of declining reimbursement

Optical Center SA proves the exception to the rule

Recovery of beauty specialist retailers dependent on e-commerce

CHANNEL DATA

Table 129 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 130 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 131 Sales in Health and Beauty Specialist Retailers by Channel: Value 2016-2021

Table 132 Sales in Health and Beauty Specialist Retailers by Channel: % Value Growth 2016-2021

Table 133 Health and Beauty Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 134 Health and Beauty Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 135 Health and Beauty Specialist Retailers LBN Brand Shares: Outlets 2018-2021

Table 136 Health and Beauty Specialist Retailers LBN Brand Shares: Selling Space 2018-2021

Table 137 Health and Beauty Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 138 Health and Beauty Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 139 Forecast Sales in Health and Beauty Specialist Retailers by Channel: Value 2021-2026

Table 140 Forecast Sales in Health and Beauty Specialist Retailers by Channel: % Value Growth 2021-2026

HOME AND GARDEN SPECIALIST RETAILERS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

2021 proves to be another favourable year for overall sales of home improvement and gardening stores

Decomeubles Partners SAS, a new giant in the recovering homewares and home furnishing stores

Leroy Merlin achieves record high annual sales in France while Bricomarch? forges ahead with its independent ownership of multiple smaller outlets and franchising arrangements

PROSPECTS AND OPPORTUNITIES

The explosion of real estate in the regions provides an opportunity for home and garden specialist retailers

New raging battle between click and mortar retailers and pure e-commerce players in home improvement

Home furnishing players fear competition from variety stores

CHANNEL DATA

Table 141 Home and Garden Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 142 Home and Garden Specialist Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 143 Sales in Home and Garden Specialist Retailers by Channel: Value 2016-2021

Table 144 Sales in Home and Garden Specialist Retailers by Channel: % Value Growth 2016-2021

Table 145 Home and Garden Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 146 Home and Garden Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 147 Home and Garden Specialist Retailers LBN Brand Shares: Outlets
2018-2021

Table 148 Home and Garden Specialist Retailers LBN Brand Shares: Selling Space
2018-2021

Table 149 Home and Garden Specialist Retailers Forecasts: Value Sales, Outlets and
Selling Space 2021-2026

Table 150 Home and Garden Specialist Retailers Forecasts: Value Sales, Outlets and
Selling Space: % Growth 2021-2026

Table 151 Forecast Sales in Home and Garden Specialist Retailers by Channel: Value
2021-2026

Table 152 Forecast Sales in Home and Garden Specialist Retailers by Channel: %
Value Growth 2021-2026

DEPARTMENT STORES IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

The real recovery happens after 2021

COVID-19 continues to impact inbound tourist arrivals in 2021 dampening summer
sales

Desperate times for Galeries Lafayette come to an end as restrictions ease and travel
bans are slowly eased

PROSPECTS AND OPPORTUNITIES

The COVID-19 pandemic leads to questions over the department stores' business
model

Change of focus among department stores to tourists from the US, Asian countries other
than China as well as Europe thanks to changing demand among wealthy Chinese
millennials

Audacious move by La Samaritaine and its wide range appeals to both its traditional
consumer base of high net worth individuals as well as millennials in the absence of
international tourists

CHANNEL DATA

Table 153 Department Stores: Value Sales, Outlets and Selling Space 2016-2021

Table 154 Department Stores: Value Sales, Outlets and Selling Space: % Growth
2016-2021

Table 155 Department Stores GBO Company Shares: % Value 2017-2021

Table 156 Department Stores GBN Brand Shares: % Value 2018-2021

Table 157 Department Stores LBN Brand Shares: Outlets 2018-2021

Table 158 Department Stores LBN Brand Shares: Selling Space 2018-2021

Table 159 Department Stores Forecasts: Value Sales, Outlets and Selling Space
2021-2026

Table 160 Department Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

VARIETY STORES IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

While variety stores are a Godsend for lower socioeconomic groups, they are also popular among wealthy people who enjoy shopping in this channel

Variety stores benefits from shorter periods of mandated closure during lockdowns

Action – one of the only chains to progress both in 2020 and 2021

PROSPECTS AND OPPORTUNITIES

Closed and empty stores during the pandemic cause unsold stocks and provide a boon to variety stores creating potential for further growth

Centrakor, Le Marché aux Affaires and B&M progress over the forecast period through a variety of strategies including new outlets and a change of product portfolios

“De-consumption” among consumers and the absence of e-commerce and click and collect prove detrimental to the channel

CHANNEL DATA

Table 161 Variety Stores: Value Sales, Outlets and Selling Space 2016-2021

Table 162 Variety Stores: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 163 Variety Stores GBO Company Shares: % Value 2017-2021

Table 164 Variety Stores GBN Brand Shares: % Value 2018-2021

Table 165 Variety Stores LBN Brand Shares: Outlets 2018-2021

Table 166 Variety Stores LBN Brand Shares: Selling Space 2018-2021

Table 167 Variety Stores Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 168 Variety Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

WAREHOUSE CLUBS IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Costco doubles its network to two outlets in France in 2021

Costco remains the only warehouse club in France benefiting on stockpiling while also launching click and collect

PROSPECTS AND OPPORTUNITIES

Costco has the potential to forge ahead

Costco’s expansion into fuel retailing proves attractive to French consumers

Issues of profitability lead to questions of number of new outlets needed to achieve critical scale

CHANNEL DATA

Table 169 Warehouse Clubs: Value Sales, Outlets and Selling Space 2016-2021

Table 170 Warehouse Clubs: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 171 Warehouse Clubs GBO Company Shares: % Value 2017-2021

Table 172 Warehouse Clubs GBN Brand Shares: % Value 2018-2021

Table 173 Warehouse Clubs LBN Brand Shares: Outlets 2018-2021

Table 174 Warehouse Clubs LBN Brand Shares: Selling Space 2018-2021

Table 175 Warehouse Clubs Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 176 Warehouse Clubs Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

DIRECT SELLING IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

2021 epitomises the beginning of revival for direct selling

After initial period of resilience, the channel rebounds through its acceleration in products for the home and for wellbeing

Vorwerk and Herbalife each enjoy two years of double-digit growth in 2020 and 2021 in France

PROSPECTS AND OPPORTUNITIES

Expected metamorphosis of direct selling with the channel ultimately seeing a return to normal

The post-pandemic years provide a new reservoir for the recruitment of salespeople

Strong difficulties for specialists in home improvement and safety

CHANNEL DATA

Table 177 Direct Selling by Category: Value 2016-2021

Table 178 Direct Selling by Category: % Value Growth 2016-2021

Table 179 Direct Selling GBO Company Shares: % Value 2017-2021

Table 180 Direct Selling GBN Brand Shares: % Value 2018-2021

Table 181 Direct Selling Forecasts by Category: Value 2021-2026

Table 182 Direct Selling Forecasts by Category: % Value Growth 2021-2026

HOMESHOPPING IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Homeshopping is further cannibalised by e-commerce in 2021

Peak sales of frozen food during the first lockdown does not last

La Redoute SA focuses less on homeshopping and more on developing an omnichannel approach

PROSPECTS AND OPPORTUNITIES

Ongoing structural drop in homeshopping due to the shift towards e-commerce during

the forecast period

Even Nespresso favours e-commerce and store-based sales at the expense of homeshopping

TV home shopping condemned to drop further due to waning interest in broadcast and cable TV

CHANNEL DATA

Table 183 Homeshopping by Category: Value 2016-2021

Table 184 Homeshopping by Category: % Value Growth 2016-2021

Table 185 Homeshopping GBO Company Shares: % Value 2017-2021

Table 186 Homeshopping GBN Brand Shares: % Value 2018-2021

Table 187 Homeshopping Forecasts by Category: Value 2021-2026

Table 188 Homeshopping Forecasts by Category: % Value Growth 2021-2026

VENDING IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Reduced footfall around towns and cities due to COVID-19 continues to dampen demand somewhat for vending

Selecta and the ongoing collapse of the vending coffee machine

Red Bull and pizzas remain the only success stories in 2021 in vending

PROSPECTS AND OPPORTUNITIES

Uncertain recovery with a return to normal although the persistence of working from home continues to pose problems

Vending also faces major issues around packaging and associated higher costs, which deals a fatal blow to some small- and medium-sized companies

The choice of automated shops pays off while foodservice poses indirect competition by increasingly embracing vending as such sales are counted under foodservice

CHANNEL DATA

Table 189 Vending by Category: Value 2016-2021

Table 190 Vending by Category: % Value Growth 2016-2021

Table 191 Vending GBO Company Shares: % Value 2017-2021

Table 192 Vending GBN Brand Shares: % Value 2018-2021

Table 193 Vending Forecasts by Category: Value 2021-2026

Table 194 Vending Forecasts by Category: % Value Growth 2021-2026

E-COMMERCE (GOODS) IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

The onset of COVID-19 proves a strong trend accelerator with e-commerce experiencing four-years of growth in a period of only two years

Food and drink e-commerce experiences strong growth thanks to click-and-collect

Marketplaces rack up billions of euros but progress is at a slower rate than click and mortar players

PROSPECTS AND OPPORTUNITIES

More than ever, the strong potential for e-commerce stems from click-and-collect Home delivery, marketplaces and quick commerce have plenty of room to grow, although the latter two face challenges

The emergence of new trends and tools develops further over the forecast period

CHANNEL DATA

Table 195 E-Commerce (Goods) by Channel and Category: Value 2016-2021

Table 196 E-Commerce (Goods) by Channel and Category: % Value Growth 2016-2021

Table 197 E-Commerce (Goods) GBO Company Shares: % Value 2017-2021

Table 198 E-Commerce (Goods) GBN Brand Shares: % Value 2018-2021

Table 199 Forecast E-Commerce (Goods) by Channel and Category: Value 2021-2026

Table 200 Forecast E-Commerce (Goods) by Channel and Category: % Value Growth 2021-2026

MOBILE E-COMMERCE (GOODS) IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Strong recovery of m-commerce since the autumn of 2020 after a surprising slowdown during the first half of that year

The effects of recovery boost sales of smartphones in 2021

M-commerce innovations include the explosion of applications and app-in payment

PROSPECTS AND OPPORTUNITIES

Plenty of room for growth thanks to new tools

Some shortcomings nevertheless require some improvement

5G takes time but has the potential to provide m-commerce with some impetus

CHANNEL DATA

Table 201 Mobile E-Commerce (Goods): Value 2016-2021

Table 202 Mobile E-Commerce (Goods): % Value Growth 2016-2021

Table 203 Mobile E-Commerce (Goods) Forecasts: Value 2021-2026

Table 204 Mobile E-Commerce (Goods) Forecasts: % Value Growth 2021-2026

FOOD AND DRINK E-COMMERCE IN FRANCE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Ongoing double-digit growth for click-and-collect in 2021 thanks to seniors

Home delivery of food and drink finally takes off thanks to quick commerce

Intermarché achieves the best progression in percentage share while Leclerc gains the most ground in actual value sales in 2021

PROSPECTS AND OPPORTUNITIES

No saturation likely in the short term, notably thanks to pedestrian click-and-collect and seniors

New concepts and tools for pedestrian click-and-collect include mutualisation and robotisation

Tough price war in quick commerce in which the winners take it all

CHANNEL DATA

Table 205 Food and Drink E-Commerce: Value 2016-2021

Table 206 Food and Drink E-Commerce: % Value Growth 2016-2021

Table 207 Food and Drink E-Commerce Forecasts: Value 2021-2026

Table 208 Food and Drink E-Commerce Forecasts: % Value Growth 2021-2026

I would like to order

Product name: Retailing in France

Product link: <https://marketpublishers.com/r/RB0E73A4361EN.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/RB0E73A4361EN.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