

Retailing in South Korea

https://marketpublishers.com/r/R530EAF83B0EN.html

Date: February 2022

Pages: 135

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

ID: R530EAF83B0EN

Abstracts

In 2021, social distancing measures enforced by the government to prevent the further spread of COVID-19 continued to affect channel dynamics in South Korea. E-commerce was a particular beneficiary of ongoing home seclusion, recording another year of double-digit current value growth in 2021, while store-based retailing witnessed marginal growth, failing to recover to pre-pandemic levels due to the accelerated digital shift.

Euromonitor International's Retailing in South Korea 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 SOUTH KOREA

EXECUTIVE SUMMARY

Retailing in 2021: The big picture

Competition within food and drink e-commerce intensifies

Mergers and acquisitions heat up retailing landscape

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

Summer Sale

Korea Sale Festa

Payments

Delivery and collection

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

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

Table 11 Sales in Grocery Retailers by Channel: Value 2016-2021

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

Table 13 Grocery Retailers Outlets by Channel: Units 2016-2021

Table 14 Grocery Retailers Outlets by Channel: % Unit Growth 2016-2021

Table 15 Non-Grocery Specialists: Value Sales, Outlets and Selling Space 2016-2021

Table 16 Non-Grocery Specialists: Value Sales, Outlets and Selling Space: % Growth

2016-2021



- Table 17 Sales in Non-Grocery Specialists by Channel: Value 2016-2021
- Table 18 Sales in Non-Grocery Specialists by Channel: % Value Growth 2016-2021
- Table 19 Non-Grocery Specialists Outlets by Channel: Units 2016-2021
- Table 20 Non-Grocery Specialists Outlets by Channel: % Unit Growth 2016-2021
- Table 21 Mixed Retailers: Value Sales, Outlets and Selling Space 2016-2021
- Table 22 Mixed Retailers: Value Sales, Outlets and Selling Space: % Growth 2016-2021
- Table 23 Sales in Mixed Retailers by Channel: Value 2016-2021
- Table 24 Sales in Mixed Retailers by Channel: % Value Growth 2016-2021
- Table 25 Mixed Retailers Outlets by Channel: Units 2016-2021
- Table 26 Mixed Retailers Outlets by Channel: % Unit Growth 2016-2021
- Table 27 Retailing GBO Company Shares: % Value 2017-2021
- Table 28 Retailing GBN Brand Shares: % Value 2018-2021
- Table 29 Store-based Retailing GBO Company Shares: % Value 2017-2021
- Table 30 Store-based Retailing GBN Brand Shares: % Value 2018-2021
- Table 31 Store-based Retailing LBN Brand Shares: Outlets 2018-2021
- Table 32 Non-Store Retailing GBO Company Shares: % Value 2017-2021
- Table 33 Non-Store Retailing GBN Brand Shares: % Value 2018-2021
- Table 34 Grocery Retailers GBO Company Shares: % Value 2017-2021
- Table 35 Grocery Retailers GBN Brand Shares: % Value 2018-2021
- Table 36 Grocery Retailers LBN Brand Shares: Outlets 2018-2021
- Table 37 Grocery Retailers LBN Brand Shares: Selling Space 2018-2021
- Table 38 Non-Grocery Specialists GBO Company Shares: % Value 2017-2021
- Table 39 Non-Grocery Specialists GBN Brand Shares: % Value 2018-2021
- Table 40 Non-Grocery Specialists LBN Brand Shares: Outlets 2018-2021
- Table 41 Non-Grocery Specialists LBN Brand Shares: Selling Space 2018-2021
- Table 42 Mixed Retailers GBO Company Shares: % Value 2017-2021
- Table 43 Mixed Retailers GBN Brand Shares: % Value 2018-2021
- Table 44 Mixed Retailers LBN Brand Shares: Outlets 2018-2021
- Table 45 Mixed Retailers LBN Brand Shares: Selling Space 2018-2021
- Table 46 Forecast Sales in Retailing by Store-based vs Non-Store: Value 2021-2026
- Table 47 Forecast Sales in Retailing by Store-based vs Non-Store: % Value Growth 2021-2026
- Table 48 Forecast Sales in Store-based Retailing by Channel: Value 2021-2026
- Table 49 Forecast Sales in Store-based Retailing by Channel: % Value Growth 2021-2026
- Table 50 Forecast Store-based Retailing Outlets by Channel: Units 2021-2026
- Table 51 Forecast Store-Based Retailing Outlets by Channel: % Unit Growth 2021-2026
- Table 52 Forecast Sales in Non-Store Retailing by Channel: Value 2021-2026



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

Table 54 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

Table 56 Forecast Sales in Grocery Retailers by Channel: Value 2021-2026

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

Table 58 Forecast Grocery Retailers Outlets by Channel: Units 2021-2026

Table 59 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2021-2026

Table 60 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

Table 62 Forecast Sales in Non-Grocery Specialists by Channel: Value 2021-2026

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

Table 64 Forecast Non-Grocery Specialists Outlets by Channel: Units 2021-2026 Table 65 Forecast Non-Grocery Specialists Outlets by Channel: % Unit Growth 2021-2026

Table 66 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026 Table 67 Mixed Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2021-2026

Table 68 Forecast Sales in Mixed Retailers by Channel: Value 2021-2026

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

Table 70 Forecast Mixed Retailers Outlets by Channel: Units 2021-2026

Table 71 Forecast Mixed Retailers Outlets by Channel: % Unit Growth 2021-2026

DISCLAIMER

SOURCES

Summary 2 Research Sources

CONVENIENCE STORES IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Convenience stores benefit from changes in shopping patterns and the COVID-19 emergency fund

Competition between GS25 and CU intensifies

emart24 gains share as it leverages Shinsegae's capabilities to strengthen its positioning

PROSPECTS AND OPPORTUNITIES



Channel growth expected to slow as consumers return to pre-pandemic habits Sales through mobile apps on the rise as hyperlocal delivery service expands Convenience store players seek to diversify outlet formats

CHANNEL DATA

Table 72 Convenience Stores: Value Sales, Outlets and Selling Space 2016-2021 Table 73 Convenience Stores: Value Sales, Outlets and Selling Space: % Growth 2016-2021

Table 74 Convenience Stores GBO Company Shares: % Value 2017-2021

Table 75 Convenience Stores GBN Brand Shares: % Value 2018-2021

Table 76 Convenience Stores LBN Brand Shares: Outlets 2018-2021

Table 77 Convenience Stores LBN Brand Shares: Selling Space 2018-2021

Table 78 Convenience Stores Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

DISCOUNTERS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

E-Mart stops halts expansion plan for No Brand

No Brand ventures into consumer foodservice

No Brand experiments with sports marketing

PROSPECTS AND OPPORTUNITIES

High barriers hinder new players from entering the channel

Private label gains in popularity as consumers search for unique products

Collaboration with SMEs is the key to sustain business

CHANNEL DATA

Table 80 Discounters: Value Sales, Outlets and Selling Space 2016-2021

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

Table 82 Discounters GBO Company Shares: % Value 2017-2021

Table 83 Discounters GBN Brand Shares: % Value 2018-2021

Table 84 Discounters LBN Brand Shares: Outlets 2018-2021

Table 85 Discounters LBN Brand Shares: Selling Space 2018-2021

Table 86 Discounters Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 87 Discounters Forecasts: Value Sales, Outlets and Selling Space: % Growth

2021-2026

HYPERMARKETS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Hypermarkets lose ground in grocery retailing



E-Mart strengthen leadership of hypermarkets

Homeplus and Lotte Mart seek to improve efficiency

PROSPECTS AND OPPORTUNITIES

Hypermarkets to function as fulfilment centres for online shopping

Successful private label strategy supports consumer awareness

Players seek creative strategies to appeal to the young adult population

CHANNEL DATA

Table 88 Hypermarkets: Value Sales, Outlets and Selling Space 2016-2021

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

Table 90 Hypermarkets GBO Company Shares: % Value 2017-2021

Table 91 Hypermarkets GBN Brand Shares: % Value 2018-2021

Table 92 Hypermarkets LBN Brand Shares: Outlets 2018-2021

Table 93 Hypermarkets LBN Brand Shares: Selling Space 2018-2021

Table 94 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 95 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth

2021-2026

SUPERMARKETS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Shift to online accelerates in supermarkets as quick commerce gains in popularity

Top Mart strengthens leadership due to its strong offline presence

Players focus on offering quick delivery and expanding grocery shelves

PROSPECTS AND OPPORTUNITIES

Competition with pure online players set to intensify

Fresh food remains an opportunity for supermarkets

E-Mart Everyday enhances last mile delivery service

CHANNEL DATA

Table 96 Supermarkets: Value Sales, Outlets and Selling Space 2016-2021

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

Table 98 Supermarkets GBO Company Shares: % Value 2017-2021

Table 99 Supermarkets GBN Brand Shares: % Value 2018-2021

Table 100 Supermarkets LBN Brand Shares: Outlets 2018-2021

Table 101 Supermarkets LBN Brand Shares: Selling Space 2018-2021

Table 102 Supermarkets Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 103 Supermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth

2021-2026

TRADITIONAL GROCERY RETAILERS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS



Another difficult year for traditional grocery retailers

Online grocery shopping takes a share of wallet from traditional grocery retailers

The rise of unmanned food specialist stores disrupts the channel

PROSPECTS AND OPPORTUNITIES

Pessimistic outlook for traditional grocery retailers despite government-led support

Alcoholic drinks specialist stores lose ground to modern grocery retailers

Unmanned stores set to enjoy growth in a post-pandemic world

CHANNEL DATA

Table 104 Traditional Grocery Retailers: Value Sales, Outlets and Selling Space 2016-2021

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

Table 106 Traditional Grocery Retailers GBO Company Shares: % Value 2017-2021

Table 107 Traditional Grocery Retailers GBN Brand Shares: % Value 2018-2021

Table 108 Traditional Grocery Retailers LBN Brand Shares: Outlets 2018-2021

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

Table 110 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 111 Traditional Grocery Retailers Forecasts: Value Sales, Outlets and Selling

Space: % Growth 2021-2026

APPAREL AND FOOTWEAR SPECIALIST RETAILERS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Apparel and footwear specialists see partial recovery in 2021

Local fast fashion brands register growth despite diminishing demand for apparel Retro fashion trending in apparel

PROSPECTS AND OPPORTUNITIES

Shift towards e-commerce will continue to impact channel's growth trajectory

Foreign direct investment increases in apparel and footwear

Brands explore new platforms to approach future customers

CHANNEL DATA

Table 112 Apparel And Footwear Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

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

Table 114 Apparel And Footwear Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 115 Apparel And Footwear Specialist Retailers GBN Brand Shares: % Value 2018-2021



Table 116 Apparel And Footwear Specialist Retailers LBN Brand Shares: Outlets 2018-2021

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

Table 118 Apparel And Footwear Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

ELECTRONICS AND APPLIANCE SPECIALIST RETAILERS IN SOUTH KOREA KEY DATA FINDINGS

2021 DEVELOPMENTS

Demand for consumer appliances and electronics booted by heatwave and home seclusion

Shift to e-commerce accelerates while offline stores still play a key role in supporting consumers' purchasing decisions

Lotte Hi Mart retains leadership, while Samsung's Digital Plaza strengthens second position

PROSPECTS AND OPPORTUNITIES

Increasing e-commerce penetration affects physical store performance Manufacturers focus on premiumisation to achieve growth in value sales Retailers expand private label offers to target price-sensitive consumers CHANNEL DATA

Table 120 Electronics and Appliance Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

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

Table 122 Electronics and Appliance Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 123 Electronics and Appliance Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 124 Electronics and Appliance Specialist Retailers LBN Brand Shares: Outlets 2018-2021

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

Table 126 Electronics and Appliance Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

HEALTH AND BEAUTY SPECIALIST RETAILERS IN SOUTH KOREA



KEY DATA FINDINGS

2021 DEVELOPMENTS

Beauty specialist retailers lose significant share within the channel

Olive Young consolidates its dominance of drugstores/parapharmacies

Optical goods stores partially recover as consumers prepare for a post-pandemic world PROSPECTS AND OPPORTUNITIES

Experiential stores to help beauty specialist retailers engage with younger consumers

Regulation on vision correction eyewear may impact optical goods stores

Onnuri H&C focuses on private label as a growth driver

CHANNEL DATA

Table 128 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 129 Health and Beauty Specialist Retailers: Value Sales, Outlets and Selling

Space: % Growth 2016-2021

Table 130 Sales in Health and Beauty Specialist Retailers by Channel: Value 2016-2021

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

Table 132 Health and Beauty Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 133 Health and Beauty Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 134 Health and Beauty Specialist Retailers LBN Brand Shares: Outlets 2018-2021

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

Table 136 Health and Beauty Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

Table 138 Forecast Sales in Health and Beauty Specialist Retailers by Channel: Value 2021-2026

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

HOME AND GARDEN SPECIALIST RETAILERS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Home and garden specialist retailers maintain stable performance despite the rapid shift towards e-commerce



Home improvement players target younger generations

Home furnishing companies expand home remodelling business

PROSPECTS AND OPPORTUNITIES

Shortage of new apartments set to fuel demand for home improvement services and home furnishings

Popularity of foreign brands expected to grow

C2C market flourishes as budget-conscious customers search for second-hand items CHANNEL DATA

Table 140 Home and Garden Specialist Retailers: Value Sales, Outlets and Selling Space 2016-2021

Table 141 Home and Garden Specialist Retailers: Value Sales, Outlets and Selling

Space: % Growth 2016-2021

Table 142 Sales in Home and Garden Specialist Retailers by Channel: Value 2016-2021

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

Table 144 Home and Garden Specialist Retailers GBO Company Shares: % Value 2017-2021

Table 145 Home and Garden Specialist Retailers GBN Brand Shares: % Value 2018-2021

Table 146 Home and Garden Specialist Retailers LBN Brand Shares: Outlets 2018-2021

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

Table 148 Home and Garden Specialist Retailers Forecasts: Value Sales, Outlets and Selling Space 2021-2026

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

Table 150 Forecast Sales in Home and Garden Specialist Retailers by Channel: Value 2021-2026

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

DEPARTMENT STORES IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Department stores experience strong rebound

Lotte maintains leadership despite losing significant share

Shinsegae narrows the gap with Hyundai

PROSPECTS AND OPPORTUNITIES



Growing importance of e-commerce fuels digital shift in department stores

Luxury brands approach young consumers through pop-up stores

Players should provide a unique experience to differentiate

CHANNEL DATA

Table 152 Department Stores: Value Sales, Outlets and Selling Space 2016-2021

Table 153 Department Stores: Value Sales, Outlets and Selling Space: % Growth

2016-2021

Table 154 Department Stores GBO Company Shares: % Value 2017-2021

Table 155 Department Stores GBN Brand Shares: % Value 2018-2021

Table 156 Department Stores LBN Brand Shares: Outlets 2018-2021

Table 157 Department Stores LBN Brand Shares: Selling Space 2018-2021

Table 158 Department Stores Forecasts: Value Sales, Outlets and Selling Space

2021-2026

Table 159 Department Stores Forecasts: Value Sales, Outlets and Selling Space: %

Growth 2021-2026

VARIETY STORES IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Channel benefits from increasing mobility in 2021

Players expand product categories to attract consumers

Daiso maintains leadership due to continual product innovation

PROSPECTS AND OPPORTUNITIES

Variety stores to thrive as consumers become increasingly price-sensitive

Expansion of local players continues

Muji seeks to recover share through a low pricing strategy

CHANNEL DATA

Table 160 Variety Stores: Value Sales, Outlets and Selling Space 2016-2021

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

Table 162 Variety Stores GBO Company Shares: % Value 2017-2021

Table 163 Variety Stores GBN Brand Shares: % Value 2018-2021

Table 164 Variety Stores LBN Brand Shares: Outlets 2018-2021

Table 165 Variety Stores LBN Brand Shares: Selling Space 2018-2021

Table 166 Variety Stores Forecasts: Value Sales, Outlets and Selling Space 2021-2026

Table 167 Variety Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth

2021-2026

WAREHOUSE CLUBS IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Warehouse clubs rise as strong competitors to e-commerce players



Costco solidifies expansion plans

E-Mart Traders gains further substantial share in 2021

PROSPECTS AND OPPORTUNITIES

Consumers' spending habits provide further growth opportunity for warehouse clubs

Bright prospects for warehouse clubs despite the shift to online

Lotte plans to turn some hypermarkets into warehouse clubs

CHANNEL DATA

Table 168 Warehouse Clubs: Value Sales, Outlets and Selling Space 2016-2021

Table 169 Warehouse Clubs: Value Sales, Outlets and Selling Space: % Growth

2016-2021

Table 170 Warehouse Clubs GBO Company Shares: % Value 2017-2021

Table 171 Warehouse Clubs GBN Brand Shares: % Value 2018-2021

Table 172 Warehouse Clubs LBN Brand Shares: Outlets 2018-2021

Table 173 Warehouse Clubs LBN Brand Shares: Selling Space 2018-2021

Table 174 Warehouse Clubs Forecasts: Value Sales, Outlets and Selling Space

2021-2026

Table 175 Warehouse Clubs Forecasts: Value Sales, Outlets and Selling Space: %

Growth 2021-2026

DIRECT SELLING IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Price competition with e-commerce negatively affects direct selling

Atomy threatens Amway's long-held leadership

USANA records further double-digit growth despite restrictions on sales activities

PROSPECTS AND OPPORTUNITIES

Heavy competition with e-commerce players casts a shadow over direct selling

South Korean ODMs attract global players

Ageing population presents opportunities for consumer health brands

CHANNEL DATA

Table 176 Direct Selling by Category: Value 2016-2021

Table 177 Direct Selling by Category: % Value Growth 2016-2021

Table 178 Direct Selling GBO Company Shares: % Value 2017-2021

Table 179 Direct Selling GBN Brand Shares: % Value 2018-2021

Table 180 Direct Selling Forecasts by Category: Value 2021-2026

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

HOMESHOPPING IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Homeshopping records stable performance



Players receive warnings due to exaggerated advertisements

Hyundai Homeshopping maintains overall leadership of the channel

PROSPECTS AND OPPORTUNITIES

Live commerce offers competition to homeshopping players

Premium apparel attracts consumers seeking value for money

Product diversification is key to remaining competitive

CHANNEL DATA

Table 182 Homeshopping by Category: Value 2016-2021

Table 183 Homeshopping by Category: % Value Growth 2016-2021

Table 184 Homeshopping GBO Company Shares: % Value 2017-2021

Table 185 Homeshopping GBN Brand Shares: % Value 2018-2021

Table 186 Homeshopping Forecasts by Category: Value 2021-2026

Table 187 Homeshopping Forecasts by Category: % Value Growth 2021-2026

VENDING IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Vaccine rollout boosts partial recovery of vending

Snacks vending most affected by the pandemic

H?agen-Dazs expands into vending

PROSPECTS AND OPPORTUNITIES

Vending becomes an alternative to store-based outlets

Alcoholic drinks emerge in vending

Extension of product offer boosts growth potential of vending

CHANNEL DATA

Table 188 Vending by Category: Value 2016-2021

Table 189 Vending by Category: % Value Growth 2016-2021

Table 190 Vending GBO Company Shares: % Value 2017-2021

Table 191 Vending GBN Brand Shares: % Value 2018-2021

Table 192 Vending Forecasts by Category: Value 2021-2026

Table 193 Vending Forecasts by Category: % Value Growth 2021-2026

E-COMMERCE (GOODS) IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Lingering impact of COVID-19 drives further impressive growth of e-commerce

Consolidation accelerates as players actively participate in mergers and acquisitions

Coupang is leading player in e-commerce

PROSPECTS AND OPPORTUNITIES

E-commerce's penetration of total retailing expected to reach record high levels

Direct-to-consumer model becomes a priority for brands



Foreign e-commerce remains an opportunity

CHANNEL DATA

Table 194 E-Commerce (Goods) by Channel and Category: Value 2016-2021

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

Table 196 E-Commerce (Goods) GBO Company Shares: % Value 2017-2021

Table 197 E-Commerce (Goods) GBN Brand Shares: % Value 2018-2021

Table 198 Forecast E-Commerce (Goods) by Channel and Category: Value 2021-2026

Table 199 Forecast E-Commerce (Goods) by Channel and Category: % Value Growth

2021-2026

MOBILE E-COMMERCE (GOODS) IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Mobile e-commerce benefits from increasing usage of smartphones during pandemic

Livestreaming welcomed by bargain-hunting customers

Kakao Gift reshapes South Koreans' gifting culture

PROSPECTS AND OPPORTUNITIES

Mobile e-commerce should retain older consumers

Social media platforms emerge as a new retail channel

Optimising user experience is key to remaining competitive in mobile e-commerce

CHANNEL DATA

Table 200 Mobile E-Commerce (Goods): Value 2016-2021

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

Table 202 Mobile E-Commerce (Goods) Forecasts: Value 2021-2026

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

FOOD AND DRINK E-COMMERCE IN SOUTH KOREA

KEY DATA FINDINGS

2021 DEVELOPMENTS

Another dynamic year for food and drink e-commerce

Online channel gains share of fresh food sales

Kurly and Coupang the major players in food and drink e-commerce

PROSPECTS AND OPPORTUNITIES

Bright prospects for online grocery shopping expected

Supermarkets hold a competitive advantage in Q-commerce

E-commerce is the new opportunity for traditional markets

CHANNEL DATA

Table 204 Food and Drink E-Commerce: Value 2016-2021

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

Table 206 Food and Drink E-Commerce Forecasts: Value 2021-2026

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



I would like to order

Product name: Retailing in South Korea

Product link: https://marketpublishers.com/r/R530EAF83B0EN.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/R530EAF83B0EN.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	
	Custumer 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