

Selver AS in Retailing (Estonia)

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Abstracts

Selver AS is working under a conservative strategy with all the plans being carefully analysed and calculated. The company has the opinion that, within the existing competition, its value share can be strengthened only by expansion to new residential areas and other locations with high population density, which have high potential for profitability. Opening new stores and expansion are taken into consideration after deep analysis when efficient return on investment is proved. The company has...

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