

Poland Supermarket Outlook to 2012

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Abstracts

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Poland, one of the developed economies in Eastern Europe region, has been witnessing a transformation in its supermarket industry landscape. Changing consumer behavior, favorable demographics, increasing investments and entry of foreign chains has given a new dimension to the industry. Consumers in Poland prefer to shop at supermarkets and are visiting these markets more often as compared to other formats for their daily grocery needs.

According to "Poland Supermarket Outlook to 2012", a report by RNCOS, supermarket industry will emerge as the most dynamic segment of the retail industry in Poland. The industry will undergo a series of transformations driven by changing market dynamics and growth strategies adopted by key players within the industry. Supermarket chains will now shift their focus to smaller cities and second tier towns as urban market seems to be saturated. These smaller towns will give new growth frontiers to supermarket chains and will emerge as key contributor towards the top line and bottom line growth of this sector.

The supermarket industry in Poland will continue to rise despite the financial crisis and the liquidity crunch. There will be rapid increase in the number of new supermarket chains due to untapped market potential in smaller cities and rural areas. This phenomenal growth in the Polish supermarket industry will be lead by foreign chains due to their rapid expansion strategies and rising capital investments.

The report provides extensive research and in-depth analysis on the supermarket industry of Poland. It will help clients to analyze the market trends critical to the success



of the supermarket industry in the country. The forecast given in this report is not based on a complex economic model, but is intended as a rough guide to the direction in which the market is likely to move. This forecast is based on a correlation between past market growth and growth of base drivers.

Industry Forecast till 2012

Supermarket Grocery Retail Sales

Share of Supermarket in Private Label Sales

Number of Supermarkets



Contents

- 1. ANALYST VIEW
- 2. RESEARCH OVERVIEW
- 3. ECONOMIC OVERVIEW
- 4. INDUSTRY SNAPSHOT
- 5. INDUSTRY PERFORMANCE
- 5.1 Retail Industry Landscape
- 5.2 Supermarket Industry
 - 5.2.1 Private and Public Supermarkets
 - 5.2.2 Sales Area
 - 5.2.3 Province
 - 5.2.4 Future Outlook to 2012

6. CONSUMER BEHAVIOR

- 6.1 Private Consumption
- 6.2 Purchasing Power
- 6.3 Private Label
- 6.4 Brand/Price Sensitivity

7. COMPETITIVE LANDSCAPE

- 7.1 Carrefour
- 7.2 Tesco
- 7.3 Auchan
- 7.4 Emperia Holding SA.



List Of Figures

LIST OF FIGURES:

- Figure 5-1: Share of Supermarket in Grocery Retail Sales (2008)
- Figure 5-2: Supermarket Grocery Retail Sales (Billion Euro), 2007 & 2008
- Figure 5-3: Number of Supermarkets (2002-2008)
- Figure 5-4: Forecast for Number of Supermarkets (2009-2012)
- Figure 5-5: Number of Private and Public Supermarkets (2002-2008)
- Figure 5-6: Sales Area under Supermarket (Sq. m), 2002-2007
- Figure 5-7: Forecast for Supermarket Grocery Retail Sales (Billion Euro), 2009-2012
- Figure 6-1: Consumer Expenditure (Billion US\$), 2008-2013
- Figure 6-2: Consumer Expenditure by Segment (%), 2008
- Figure 6-3: Average Monthly Wages and Per Head Personal Disposable Income (US\$),
- 2008-2013
- Figure 6-4: Share of Supermarket in Private Label Sales (2007 & 2012)



List Of Tables

LIST OF TABLES:

Table 3-1: Economic Overview (2008-2013)

Table 5-1: Number of Supermarkets by Province (2005-2007)



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