

Retail in North Macedonia

Market Direction | 2023-05-19 | 38 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €1750.00
- Multiple User License (1 Site) €3500.00
- Multiple User License (Global) €5250.00

Report description:

The war in Ukraine had a negative impact, with the resultant energy crisis leading to high inflation and dampening volume sales somewhat. As a result, while overall retail registered a healthy increase in current value sales in 2022, constant value sales fell. With this background, consumers were highly price sensitive, and there was a degree of trading down. The volume fall was also due to a continuing decline in population, as a result of both a falling birth rate and continuing emigration of...

Euromonitor International's Retail in North Macedonia 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: Retail E-Commerce, Retail Offline.

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

Why buy this report?

- * Get a detailed picture of the Retail 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

Table of Contents:

Retail in North Macedonia Euromonitor International May 2023

List Of Contents And Tables

RETAIL IN NORTH MACEDONIA

EXECUTIVE SUMMARY

Retail in 2022: The big picture

Informal retail

What next for retail?

For non-grocery, development will be centred around retail parks

MARKET DATA

Table 1 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022

Table 2 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2017-2022

Table 3 Sales in Retail Offline by Channel: Value 2017-2022

Table 4 Sales in Retail Offline by Channel: % Value Growth 2017-2022

Table 5 Retail Offline Outlets by Channel: Units 2017-2022

Table 6 Retail Offline Outlets by Channel: % Unit Growth 2017-2022

Table 7 Retail GBO Company Shares: % Value 2018-2022

Table 8 Retail GBN Brand Shares: % Value 2019-2022

Table 9 Retail Offline GBO Company Shares: % Value 2018-2022

Table 10 ☐ Retail Offline GBN Brand Shares: % Value 2019-2022

Table 11
☐Retail Offline LBN Brand Shares: Outlets 2019-2022

Table 12 [Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 13

☐Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 14 [Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027

Table 15 ∏Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 16 [Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 17 [Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 18 | Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 19 [Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027

DISCLAIMER

SOURCES

Summary 1 Research Sources

GROCERY RETAILERS IN NORTH MACEDONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Fall in constant value sales, as inflation bites

KAM holds onto lead

Government imposes price cap on essential products

PROSPECTS AND OPPORTUNITIES

Muted outlook over forecast period

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com

Modern grocery retailers continue to grow strongly and make further gains from small local grocers

Hypermarkets weakest performer in modern grocery

CHANNEL DATA

Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022

Table 21 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022

Table 22 Sales in Grocery Retailers by Channel: Value 2017-2022

Table 23 Sales in Grocery Retailers by Channel: % Value Growth 2017-2022

Table 24 Grocery Retailers Outlets by Channel: Units 2017-2022

Table 25 Grocery Retailers Outlets by Channel: % Unit Growth 2017-2022

Table 26 Grocery Retailers GBO Company Shares: % Value 2018-2022

Table 27 Grocery Retailers GBN Brand Shares: % Value 2019-2022

Table 28 Grocery Retailers LBN Brand Shares: Outlets 2019-2022

Table 29 ☐ Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027

Table 30 [Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027

Table 31 ☐Forecast Sales in Grocery Retailers by Channel: Value 2022-2027

Table 32 [Forecast Sales in Grocery Retailers by Channel: % Value Growth 2022-2027

Table 33 ☐Forecast Grocery Retailers Outlets by Channel: Units 2022-2027

Table 34 [Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

NON-GROCERY RETAILERS IN NORTH MACEDONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

High inflation sees consumers focus on essentials

Global apparel retailers register healthy growth

E-commerce continues to grow at pace

PROSPECTS AND OPPORTUNITIES

Price sensitivity influences shopping behaviour over forecast period

Investment opportunities outside Skopje

Consumers increasingly environmentally conscious

CHANNEL DATA

Table 35 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022

Table 36 Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022

Table 37 Non-Grocery Retailers GBO Company Shares: % Value 2018-2022

Table 38 Non-Grocery Retailers GBN Brand Shares: % Value 2019-2022

Table 39 Non-Grocery Retailers LBN Brand Shares: Outlets 2019-2022

Table 40 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027

Table 41 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027

Table 42 Forecast Sales in Non-Grocery Retailers by Channel: Value 2022-2027

Table 43 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2022-2027

Table 44 [Forecast Non-Grocery Retailers Outlets by Channel: Units 2022-2027

Table 45 [Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

DIRECT SELLING IN NORTH MACEDONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Constant value sales remain stable, in spite of high inflation

Avon continues to hold commanding position in 2022

Large international companies dominate the channel

PROSPECTS AND OPPORTUNITIES

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Marginal constant value growth over forecast period

Shift to digital strategies as direct sellers adapt to remain competitive

Avon and Oriflame to maintain dominance amidst growing competition

CHANNEL DATA

Table 46 Direct Selling by Product: Value 2017-2022

Table 47 Direct Selling by Product: % Value Growth 2017-2022

Table 48 Direct Selling GBO Company Shares: % Value 2018-2022

Table 49 Direct Selling GBN Brand Shares: % Value 2019-2022

Table 50 Direct Selling Forecasts by Product: Value 2022-2027

Table 51 Direct Selling Forecasts by Product: % Value Growth 2022-2027

RETAIL E-COMMERCE IN NORTH MACEDONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Continued growth, though value sales still low

Third party merchants continue to lead e-commerce thanks to wide product assortment and highly competitive prices

Serbian player Ananas looking to compete with Alibaba through local acquisition

PROSPECTS AND OPPORTUNITIES

Continued growth over forecast period

Consumers need to gain trust

Grocery e-commerce to drive growth as consumers eschew tradition for convenience

CHANNEL DATA

Table 52 Retail E-Commerce by Product: Value 2017-2022

Table 53 Retail E-Commerce by Product: % Value Growth 2017-2022

Table 54 Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 55 Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 56 Forecast Retail E-Commerce by Product: Value 2022-2027

Table 57 Forecast Retail E-Commerce by Product: % Value Growth 2022-2027



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$ - Complete the relevant blank fields and sign

Retail in North Macedonia

Market Direction | 2023-05-19 | 38 pages | Euromonitor

				Price
	Single User Licence			€1750.00
	Multiple User License (1 Site)			€3500.00
	Multiple User License (Global)			€5250.00
			VAT	
			Total	
mail*		Phone*		
mail*		Phone*		
rst Name*		Last Name*		
b title*				
ompany Name*		EU Vat / Tax ID /	EU Vat / Tax ID / NIP number*	
ddress*		City*		
		Country*		
ip Code*				
ip Code*		Date	2025-05-06	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com