

Retail in Poland

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Report description:

High inflation led to a deterioration in consumer purchasing power in 2023 with many consumers who had the additional financial burden of mortgages and other loans being particularly badly affected. Instalments increased significantly as a result of rising interest rates in 2021-2022. This made Poles more careful and conscious in their spending. The number of receipts dropped in overall grocery retail with any value growth was the result of price increases.

Euromonitor International's Retail in Poland 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

reliable information resources to help drive informed strategic planning.

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Auchan focuses on development through franchising, Scan & Go services and the launch of parcel lockers in cooperation with InPost

PROSPECTS AND OPPORTUNITIES

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Carrefour resigns from Galerie Alkoholi chain

Food/drinks/tobacco specialists provide an opportunity for local producers

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Slight improvement in the direct selling industry

Health and beauty direct selling remains the largest channel

Digitalisation and social media are essential tools as the channel adapts to changing consumer demands and shopping preferences

PROSPECTS AND OPPORTUNITIES Direct selling is supported by retail e-commerce development within the channel over the forecast period Artificial intelligence and augmented reality launched by Avon increase consumer engagement and confidence in shopping online New players enter Poland over the forecast period though some investors are put off by the ongoing war in Ukraine CHANNEL DATA Table 140 Direct Selling by Product: Value 2018-2023 Table 141 Direct Selling by Product: % Value Growth 2018-2023 Table 142 Direct Selling GBO Company Shares: % Value 2019-2023 Table 143 Direct Selling GBN Brand Shares: % Value 2020-2023 Table 144 Direct Selling Forecasts by Product: Value 2023-2028 Table 145 Direct Selling Forecasts by Product: % Value Growth 2023-2028 VENDING IN POLAND **KEY DATA FINDINGS** 2023 DEVELOPMENTS The modernisation of vending machines has a positive impact on channel sales Vending in office buildings performs well as some employees continue to work from home, reducing demand for canteens Vending expands in terms of product range PROSPECTS AND OPPORTUNITIES Vending benefits from busier lifestyles and further diversification while the channel becomes increasingly concentrated Sales automation favours vending over the forecast period Vending machines offering fresh food have the ability to meet customer expectations CHANNEL DATA Table 146 Vending by Product: Value 2018-2023 Table 147 Vending by Product: % Value Growth 2018-2023 Table 148 Vending GBO Company Shares: % Value 2019-2023 Table 149 Vending GBN Brand Shares: % Value 2020-2023 Table 150 Vending Forecasts by Product: Value 2023-2028 Table 151 Vending Forecasts by Product: % Value Growth 2023-2028 **RETAIL E-COMMERCE IN POLAND KEY DATA FINDINGS** 2023 DEVELOPMENTS Consumers actively seek out lower prices online Allegro Marketplace retains strong outright lead Positive trends in grocery e-commerce PROSPECTS AND OPPORTUNITIES Faster growth prospects for retail e-commerce compared to retail as a whole over the forecast period The trend in which more brands opt to sell directly to customers characterises retail e-commerce over the forecast period The emergence of new players further boosts the potential of retail e-commerce CHANNEL DATA Table 152 Retail E-Commerce by Channel: Value 2017-2022 Table 153 Retail E-Commerce by Channel: % Value Growth 2017-2022 Table 154 Retail E-Commerce by Product: Value 2017-2022

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