

**Retail in Romania**

Market Direction | 2024-03-04 | 102 pages | Euromonitor

**AVAILABLE LICENSES:**

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

**Report description:**

Grocery retailers dominate sales in 2023

Euromonitor International's Retail in Romania 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.

**Table of Contents:**

**Scotts International. EU Vat number: PL 6772247784**

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

[www.scotts-international.com](http://www.scotts-international.com)

## List Of Contents And Tables

### RETAIL IN ROMANIA

#### EXECUTIVE SUMMARY

Grocery retailers dominate sales in 2023

Omni-channel contributes to the retail dynamics

What next for retail?

#### OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Valentine's Day

Mother's Day

Easter

Summer sales

Back to School

Black Friday

Winter sales

Christmas

#### MARKET DATA

Table 1 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023

Table 2 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023

Table 3 Sales in Retail Offline by Channel: Value 2018-2023

Table 4 Sales in Retail Offline by Channel: % Value Growth 2018-2023

Table 5 Retail Offline Outlets by Channel: Units 2018-2023

Table 6 Retail Offline Outlets by Channel: % Unit Growth 2018-2023

Table 7 Sales in Retail E-Commerce by Product: Value 2018-2023

Table 8 Sales in Retail E-Commerce by Product: % Value Growth 2018-2023

Table 9 Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 10 □Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 11 □Sales in Grocery Retailers by Channel: Value 2018-2023

Table 12 □Sales in Grocery Retailers by Channel: % Value Growth 2018-2023

Table 13 □Grocery Retailers Outlets by Channel: Units 2018-2023

Table 14 □Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023

Table 15 □Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 16 □Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 17 □Sales in Non-Grocery Retailers by Channel: Value 2018-2023

Table 18 □Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023

Table 19 □Non-Grocery Retailers Outlets by Channel: Units 2018-2023

Table 20 □Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023

Table 21 □Retail GBO Company Shares: % Value 2019-2023

Table 22 □Retail GBN Brand Shares: % Value 2020-2023

Table 23 □Retail Offline GBO Company Shares: % Value 2019-2023  
Table 24 □Retail Offline GBN Brand Shares: % Value 2020-2023  
Table 25 □Retail Offline LBN Brand Shares: Outlets 2020-2023  
Table 26 □Retail E-Commerce GBO Company Shares: % Value 2019-2023  
Table 27 □Retail E-Commerce GBN Brand Shares: % Value 2020-2023  
Table 28 □Grocery Retailers GBO Company Shares: % Value 2019-2023  
Table 29 □Grocery Retailers GBN Brand Shares: % Value 2020-2023  
Table 30 □Grocery Retailers LBN Brand Shares: Outlets 2020-2023  
Table 31 □Non-Grocery Retailers GBO Company Shares: % Value 2019-2023  
Table 32 □Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023  
Table 33 □Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023  
Table 34 □Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028  
Table 35 □Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028  
Table 36 □Forecast Sales in Retail Offline by Channel: Value 2023-2028  
Table 37 □Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028  
Table 38 □Forecast Retail Offline Outlets by Channel: Units 2023-2028  
Table 39 □Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028  
Table 40 □Forecast Sales in Retail E-Commerce by Product: Value 2023-2028  
Table 41 □Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028  
Table 42 □Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028  
Table 43 □Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028  
Table 44 □Forecast Sales in Grocery Retailers by Channel: Value 2023-2028  
Table 45 □Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028  
Table 46 □Forecast Grocery Retailers Outlets by Channel: Units 2023-2028  
Table 47 □Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028  
Table 48 □Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028  
Table 49 □Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028  
Table 50 □Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028  
Table 51 □Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028  
Table 52 □Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028  
Table 53 □Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

#### DISCLAIMER

#### SOURCES

Summary 2 Research Sources

#### CONVENIENCE RETAILERS IN ROMANIA

#### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Proximity drives sales in convenience stores as consumers focus on essential items

Profi Rom Food SRL retains its lead, while an acquisition is in process

Changes in the forecourt retailers landscape, expanding through partnerships

#### PROSPECTS AND OPPORTUNITIES

The high cost of living sustains growth as consumers prioritise essential items

Convenience stores and petrol stations strengthen partnerships over the forecast

Consolidation on the competitive landscape for convenience stores

#### CHANNEL DATA

Table 54 Convenience Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 55 Convenience Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 56 Sales in Convenience Retailers by Channel: Value 2018-2023

Table 57 Sales in Convenience Retailers by Channel: % Value Growth 2018-2023

Table 58 Convenience Retailers GBO Company Shares: % Value 2019-2023

Table 59 Convenience Retailers GBN Brand Shares: % Value 2020-2023

Table 60 Convenience Retailers LBN Brand Shares: Outlets 2020-2023

Table 61 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 62 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 63 □Forecast Sales in Convenience Retailers by Channel: Value 2023-2028

Table 64 □Forecast Sales in Convenience Retailers by Channel: % Value Growth 2023-2028

## DISCOUNTERS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Affordability and outlet expansion increase the popularity of discounters

Lidl retains its lead with a strong focus on expansion and low-price points

Auchan enters discounters after remodelling hypermarkets to drive sales

#### PROSPECTS AND OPPORTUNITIES

Discounters continue to showcase an upward trend across the forecast period

Discounters remain highly concentrated as key players open new stores

Auchan Discount aims to become a significant player across the forecast period

#### CHANNEL DATA

Table 65 Discounters: Value Sales, Outlets and Selling Space 2018-2023

Table 66 Discounters: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 67 Discounters GBO Company Shares: % Value 2019-2023

Table 68 Discounters GBN Brand Shares: % Value 2020-2023

Table 69 Discounters LBN Brand Shares: Outlets 2020-2023

Table 70 Discounters Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 71 Discounters Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## HYPERMARKETS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Lower footfall in hypermarkets as consumers focus on proximity

Hypermarkets invest in an omnichannel presence and partner with delivery services

Kaufland leads hypermarkets, while offering local produce to increase appeal

#### PROSPECTS AND OPPORTUNITIES

Proximity shopping negatively impacts hypermarket growth over the forecast period

International brands account for the majority of sales in hypermarkets

Hypermarkets increase share as domestic products attract local consumers

#### CHANNEL DATA

Table 72 Hypermarkets: Value Sales, Outlets and Selling Space 2018-2023

Table 73 Hypermarkets: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 74 Hypermarkets GBO Company Shares: % Value 2019-2023

Table 75 Hypermarkets GBN Brand Shares: % Value 2020-2023

Table 76 Hypermarkets LBN Brand Shares: Outlets 2020-2023

Table 77 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 78 Hypermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## SUPERMARKETS IN ROMANIA

### KEY DATA FINDINGS

## 2023 DEVELOPMENTS

The rising importance of proximity shopping benefits supermarkets in 2023

International brands dominate sales on the Romanian supermarket landscape

Independent operators look to establish chains in Romania during 2023

## PROSPECTS AND OPPORTUNITIES

Strong growth prospects for supermarkets which benefit from proximity and variety

The expansion of private label products is set to improve share for supermarkets

Mega Image consolidates its leadership across the forecast period

## CHANNEL DATA

Table 79 Supermarkets: Value Sales, Outlets and Selling Space 2018-2023

Table 80 Supermarkets: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 81 Supermarkets GBO Company Shares: % Value 2019-2023

Table 82 Supermarkets GBN Brand Shares: % Value 2020-2023

Table 83 Supermarkets LBN Brand Shares: Outlets 2020-2023

Table 84 Supermarkets Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 85 Supermarkets Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## SMALL LOCAL GROCERS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Small local grocers lose share as many convert to becoming convenience stores

Small local grocers maintains an important regional position in Romania

Increasing focus on local producers' benefits retailers and consumers

## PROSPECTS AND OPPORTUNITIES

Small local grocers retain marginal value growth while outlet numbers decline

Converting to convenience stores in the face of rising cost pressures

Specialists stores and local goods as a way to remain competitive on the landscape

## CHANNEL DATA

Table 86 Small Local Grocers: Value Sales, Outlets and Selling Space 2018-2023

Table 87 Small Local Grocers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 88 Small Local Grocers GBO Company Shares: % Value 2019-2023

Table 89 Small Local Grocers GBN Brand Shares: % Value 2020-2023

Table 90 Small Local Grocers LBN Brand Shares: Outlets 2020-2023

Table 91 Small Local Grocers Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 92 Small Local Grocers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## APPAREL AND FOOTWEAR SPECIALISTS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Solid growth as consumers return to physical stores post-COVID-19

An omnichannel presence to remain competitive against online only players

Branded chains focus on shopping centres to gain high levels of footfall instore

## PROSPECTS AND OPPORTUNITIES

The high cost of living continues to challenge sales in the early forecast period

Players invest in buy now, pay later service providers to drive sales online

E-commerce continues to rise as players invest in logistics and delivery solutions

## CHANNEL DATA

Table 93 Apparel and Footwear Specialists: Value Sales, Outlets and Selling Space 2018-2023

Table 94 Apparel and Footwear Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 95 Apparel and Footwear Specialists GBO Company Shares: % Value 2019-2023

Table 96 Apparel and Footwear Specialists GBN Brand Shares: % Value 2020-2023

Table 97 Apparel and Footwear Specialists LBN Brand Shares: Outlets 2020-2023

Table 98 Apparel and Footwear Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 99 Apparel and Footwear Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## APPLIANCES AND ELECTRONICS SPECIALISTS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Consumers prioritise spending on essentials, challenging growth in 2023

Domestic retailers lead while making investments in digital and outlet expansions

Players develop online sales and click-and-collect services to drive growth

#### PROSPECTS AND OPPORTUNITIES

Retailers continue to invest in digital, with a focus on social media and e-commerce

Sales will be sustained through discount vouchers during a challenging time

Ongoing innovation into smart technology aids sales over the forecast period

#### CHANNEL DATA

Table 100 Appliances and Electronics Specialists: Value Sales, Outlets and Selling Space 2018-2023

Table 101 Appliances and Electronics Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 102 Appliances and Electronics Specialists GBO Company Shares: % Value 2019-2023

Table 103 Appliances and Electronics Specialists GBN Brand Shares: % Value 2020-2023

Table 104 Appliances and Electronics Specialists LBN Brand Shares: Outlets 2020-2023

Table 105 Appliances and Electronics Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 106 Appliances and Electronics Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

## HEALTH AND BEAUTY SPECIALISTS IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Chemists/pharmacies dominate sales by offering necessities to consumers

Health and personal care stores focus on ongoing expansion plans to drive growth

Growth for optical goods stores as the demand for eye care increases

#### PROSPECTS AND OPPORTUNITIES

Retailers increasingly invest in omnichannel approaches across the forecast period

Pharmacy chains continue to expand across the nation while investing in advertising

Growth for health and beauty specialists linked to the rising wellbeing trend

#### CHANNEL DATA

Table 107 Health and Beauty Specialists: Value Sales, Outlets and Selling Space 2018-2023

Table 108 Health and Beauty Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 109 Sales in Health and Beauty Specialists by Channel: Value 2018-2023

Table 110 Sales in Health and Beauty Specialists by Channel: % Value Growth 2018-2023

Table 111 Health and Beauty Specialists GBO Company Shares: % Value 2019-2023

Table 112 Health and Beauty Specialists GBN Brand Shares: % Value 2020-2023

Table 113 Health and Beauty Specialists LBN Brand Shares: Outlets 2020-2023

Table 114 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 115 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 116 Forecast Sales in Health and Beauty Specialists by Channel: Value 2023-2028

Table 117 Forecast Sales in Health and Beauty Specialists by Channel: % Value Growth 2023-2028

## HOME PRODUCTS SPECIALISTS IN ROMANIA

### KEY DATA FINDINGS

**Scotts International. EU Vat number: PL 6772247784**

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

www.scotts-international.com

## 2023 DEVELOPMENTS

The home improvement trend continues to drive sales on the landscape  
E-commerce continues to drive sales for home improvement products in 2023  
The entry of Fressnapf consolidates the pet shops and superstores landscape  
PROSPECTS AND OPPORTUNITIES

The rising cost of living impacts future sales on the home improvement landscape  
Players expand their online options, providing store space for pick-ups  
Dedeman retains its lead while Ikea focuses on its expansion plans

## CHANNEL DATA

Table 118 Home Products Specialists: Value Sales, Outlets and Selling Space 2018-2023  
Table 119 Home Products Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023  
Table 120 Sales in Home Products Specialists by Channel: Value 2018-2023  
Table 121 Sales in Home Products Specialists by Channel: % Value Growth 2018-2023  
Table 122 Home Products Specialists GBO Company Shares: % Value 2019-2023  
Table 123 Home Products Specialists GBN Brand Shares: % Value 2020-2023  
Table 124 Home Products Specialists LBN Brand Shares: Outlets 2020-2023  
Table 125 Home Products Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028  
Table 126 Home Products Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028  
Table 127 □Forecast Sales in Home Products Specialists by Channel: Value 2023-2028  
Table 128 □Forecast Sales in Home Products Specialists by Channel: % Value Growth 2023-2028

## GENERAL MERCHANDISE STORES IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Variety stores register an ongoing decline as outlets continue to close  
Consumers are unconvinced about the concept of variety stores  
Studio Moderna SRL dominates variety stores through its brand Top Shop  
PROSPECTS AND OPPORTUNITIES

The high cost of living continues to challenge sales in the early forecast period  
Studio Moderna will retain its lead with a rising focus on e-commerce  
Homewares and appliances will remain important for Top Shop  
CHANNEL DATA

Table 129 General Merchandise Stores: Value Sales, Outlets and Selling Space 2018-2023  
Table 130 General Merchandise Stores: Value Sales, Outlets and Selling Space: % Growth 2018-2023  
Table 131 Sales in General Merchandise Stores by Channel: Value 2018-2023  
Table 132 Sales in General Merchandise Stores by Channel: % Value Growth 2018-2023  
Table 133 General Merchandise Stores GBO Company Shares: % Value 2019-2023  
Table 134 General Merchandise Stores GBN Brand Shares: % Value 2020-2023  
Table 135 General Merchandise Stores LBN Brand Shares: Outlets 2020-2023  
Table 136 General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space 2023-2028  
Table 137 General Merchandise Stores Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028  
Table 138 □Forecast Sales in General Merchandise Stores by Channel: Value 2023-2028  
Table 139 □Forecast Sales in General Merchandise Stores by Channel: % Value Growth 2023-2028

## DIRECT SELLING IN ROMANIA

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Direct selling continues on a downward trend throughout 2023 in Romania  
Beauty and personal care offerings drive sales, while Avon retains its lead

Demand for wellbeing sustains the performance of consumer health brands

#### PROSPECTS AND OPPORTUNITIES

Competition from store-based retailing continues to challenge direct sellers

E-commerce becomes a relevant strategy for direct selling players

International brands retain their leads with a strong presence in beauty and personal care

#### 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 ROMANIA

##### KEY DATA FINDINGS

##### 2023 DEVELOPMENTS

Vending records positive growth in 2023 as consumers seek on-the-go products

Captive and semi-captive environments leads sales in vending

Vending remains a fragmented landscape with a high number of small players

#### PROSPECTS AND OPPORTUNITIES

Vending is set to grow, with sales driven by affordable options

Modern vending machines with contactless payment systems are rolled out nationwide

Local players continue to dominate the vending machine landscape

#### 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 ROMANIA

##### KEY DATA FINDINGS

##### 2023 DEVELOPMENTS

While growth remains positive, sales slow as consumers become price-sensitive

New technologies reshape shopping behaviour on the Romanian landscape

eMAG retains leadership while offering the largest marketplace in Romania

#### PROSPECTS AND OPPORTUNITIES

Omnichannel approaches rise, driving growth in e-commerce in Romania

Food e-commerce is set to rise as partnerships with delivery services increase

High mobile traffic generates growing sales for e-commerce players

#### 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

Table 155 Retail E-Commerce by Product: % Value Growth 2017-2022

Table 156 Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 157 Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 158 Forecast Retail E-Commerce by Channel: Value 2022-2027

Table 159 Forecast Retail E-Commerce by Channel: % Value Growth 2022-2027

Table 160 Forecast Retail E-Commerce by Product: Value 2022-2027

Table 161 Forecast Retail E-Commerce by Product: % Value Growth 2022-2027

**Scotts International. EU Vat number: PL 6772247784**

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

[www.scotts-international.com](http://www.scotts-international.com)

**Retail in Romania**

Market Direction | 2024-03-04 | 102 pages | Euromonitor

To place an Order with Scotts International:

- Print this form
- Complete the relevant blank fields and sign
- Send as a scanned email to support@scotts-international.com

**ORDER FORM:**

Select license	License	Price
	Single User Licence	€1750.00
	Multiple User License (1 Site)	€3500.00
	Multiple User License (Global)	€5250.00
	VAT	
	Total	

\*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

\*\* VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	Phone*	
First Name*	Last Name*	
Job title*		
Company Name*	EU Vat / Tax ID / NIP number*	
Address*	City*	
Zip Code*	Country*	
	Date	2026-02-11
	Signature	

**Scotts International. EU Vat number: PL 6772247784**

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

[www.scotts-international.com](http://www.scotts-international.com)