

Retail in Turkey

Market Direction | 2024-03-04 | 101 pages | Euromonitor

AVAILABLE LICENSES:

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

Report description:

Retail registered both an increase in current and constant value sales in 2023. The Turkish economy improved somewhat in 2023, as significant interest rates hikes and significant currency devaluation dampened inflation. However, inflation remained very high, with imports in particular being more expensive, due to the steep currency devaluation.

Euromonitor International's Retail in Turkey 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:

Retail in Turkey Euromonitor International March 2024

List Of Contents And Tables

RETAIL IN TURKEY EXECUTIVE SUMMARY Retail in 2023: The big picture Healthy demand for luxury goods More subdued value growth for e-commerce What next for retail? **OPERATING ENVIRONMENT** Informal retail Opening hours for physical retail Summary 1 Standard Opening Hours by Channel Type 2023 Seasonality **Black Friday** Ramadan (Eid al Fitr) MARKET DATA Table 1 Sales in Retail by Retail Offline vs Retail: Value E-Commerce2018-2023 Table 2 Sales in Retail by Retail Offline vs Retail: % Value Growth E-Commerce2018-2023 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: Value Sales, Outlets and Selling Space: % Growth Retailers2018-2023 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: % Value Growth E-Commerce2023-2028 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Significant number of outlet openings 2023 Yildiz leads in terms of outlets Continued growth for forecourt retailers PROSPECTS AND OPPORTUNITIES Further opening of outlets over forecast period Convenience stores benefit from ownership by larger grocery retailers Private label key to growth over forecast period 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 TURKEY KEY DATA FINDINGS** 2023 DEVELOPMENTS Discounters lead grocery retailing environment in Turkey Sok registers highest value growth Affordable pricing and product variety keys to success PROSPECTS AND OPPORTUNITIES Discounters best performing grocery channel over forecast period Intense competition over forecast period Degree of premiumisation over 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Further increase in constant value sales in 2023 Migros continues to dominate Hypermarkets stall expansion PROSPECTS AND OPPORTUNITIES Slower growth than over review period Larger and more varied selection of imported and premium products remains a key pull for hypermarkets Private label plays a bigger role 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Focus on essential products Migros continues to expand aggressively Supermarkets compete through aggressive pricing strategies

PROSPECTS AND OPPORTUNITIES Discounters pose threat Focus on building online presence Continued focus on developing private label ranges 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Further closing of outlets in 2023 Soaring inflation puts further pressure on small local grocers Many small local grocers turn to home delivery of bottled water PROSPECTS AND OPPORTUNITIES Fall in constant value sales over forecast period Yildiz looking to partner with small local grocers Building a sense of community and diversifying products keys to growth 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Consumers trade down, as inflation still bites Increased use of technology enhances in-store customer experience Soaring costs leads to outlet closures PROSPECTS AND OPPORTUNITIES Muted constant value growth over the forecast period Fast fashion poses a threat Increased demand for luxury items over forecast period CHANNEL DATA Table 93 Apparel and Footwear: Value Sales, Outlets and Selling Space Specialists2018-2023 Table 94 Apparel and Footwear: Value Sales, Outlets and Selling Space: % Growth Specialists2018-2023 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Fall in constant value sales in 2023 Media Markt/Saturn opens state-of-the-art outlet Arcelik maintains its lead PROSPECTS AND OPPORTUNITIES Outlook positive over forecast period Concept of experimental retail continues to evolve Consumers seek top-of-the range offerings 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Beauty specialists perform strongly in 2023 Grocery retailer Migros opens beauty chain Further consolidation for optical retailers PROSPECTS AND OPPORTUNITIES Strong performance from beauty specialist retailers Players push sales through price promotions and payment plans Increasing competition from other retail channels CHANNEL DATA Table 107 Health and Beauty: Value Sales, Outlets and Selling Space Specialists2018-2023 Table 108 Health and Beauty: Value Sales, Outlets and Selling Space: % Growth Specialists2018-2023 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Fall in constant value sales for home improvements in 2023 More affordable flat-pack and modular furniture in demand Significant consolidation over review period

PROSPECTS AND OPPORTUNITIES Modest constant value growth over forecast period Increased focus on sustainability Further consolidation over forecast period CHANNEL DATA Table 118 Home Products: Value Sales, Outlets and Selling Space Specialists2018-2023 Table 119 Home Products: Value Sales, Outlets and Selling Space: % Growth Specialists2018-2023 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Department stores much more popular than variety stores in Turkey Department store Boyner Buyuk Magazacilik goes from strength to strength Department stores launch private label ranges PROSPECTS AND OPPORTUNITIES Department stores poised for growth amid economic recovery Moderate constant value growth for variety stores over forecast period Flexible payment options drive value sales in department stores 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Continued fall in constant value sales in 2023 Farmasi and Avon continue to lead direct selling Cultural relevance ensures continued growth of direct selling PROSPECTS AND OPPORTUNITIES Muted constant value growth over forecast period Direct sellers adjust to the online space

Increased demand for premium products over forecast period 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 TURKEY **KEY DATA FINDINGS** 2023 DEVELOPMENTS Fall in constant value sales in 2023 Migros opens first vending machine store Technology improving vending experience PROSPECTS AND OPPORTUNITIES Rosy outlook over forecast period Vending machines selling quality coffee set to increase Vending represents significant cost saving for retailers 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 TURKEY KEY DATA FINDINGS** 2023 DEVELOPMENTS Modest current value increase in 2023 E-commerce retailers offer value-added services to differentiate Payments landscape developing at fast pace PROSPECTS AND OPPORTUNITIES Rosv outlook over forecast period Marketplaces continue to lead Efficient delivery key differentiator in online space 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



Retail in Turkey

Market Direction | 2024-03-04 | 101 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 | 2025-05-07 |
| | Signature | |
| | | |

Scotts International. EU Vat number: PL 6772247784

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