

Retail Industry - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

Market Report | 2025-06-01 | 150 pages | Mordor Intelligence

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Report description:

Retail Industry Market Analysis

The global retail industry market is valued at USD 27.26 trillion in 2025 and is forecast to advance to USD 36.91 trillion in 2030, expanding at a steady 6.25% CAGR. This momentum signals an industry that has learned to thrive amid supply-chain shocks, inflation cycles, and shifting shopper expectations. AI-driven personalization, omnichannel fulfilment, retail-media monetization, and quick-commerce experimentation now underpin most growth strategies. At the same time, retailers must navigate stricter data-privacy laws, freight volatility, and an acute technology-talent gap that raises the cost of digital transformation.

Global Retail Industry Market Trends and Insights

Rise of E-commerce and Omnichannel Retailing

Same-day and next-day standards have become baseline expectations after Amazon fulfilled 9 billion rapid-delivery orders in 2024, 29% more than the prior year. Retailers are redesigning networks with micro-fulfilment nodes, unified stock views, and adaptive routing engines. Walmart's USD 520 million robotics rollout exemplifies how legacy chains invest in automated fulfilment to match digital natives. The omnichannel push also monetises store fleets through services like buy-online-pick-up-in-store and curbside collection, though it raises complexity and capital intensity.

Growing Urban Middle Class in Emerging Markets

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Rising disposable incomes fuel discretionary consumption across Asia-Pacific. India's retail sales touched INR 82 lakh crore (USD 980 billion) in 2024, with projections surpassing INR 190 lakh crore (USD 2.3 trillion) by 2034. The urbanization trend creates density advantages for retailers, enabling efficient last-mile delivery networks and concentrated marketing investments. However, serving emerging market consumers requires localized assortment strategies and flexible payment options, including digital wallets and installment plans.

Supply-chain Disruptions and Freight Volatility

Over-the-road trucking moves 72% of U.S. freight by weight but faces an expected driver gap of 1.2 million by 2030. Geopolitical flashpoints and port congestion compound volatility, forcing retailers to raise safety stocks and diversify suppliers, tying up working capital and compressing margins. The ongoing nature of these disruptions suggests that supply chain agility and redundancy will become permanent competitive advantages rather than temporary crisis responses.

Other drivers and restraints analyzed in the detailed report include:

AI-powered Personalization and Retail Analytics / Expansion of Quick-Commerce and Last-Mile Logistics / Escalating Data-Privacy Regulation /

For complete list of drivers and restraints, kindly check the Table Of Contents.

Segment Analysis

Food, Beverage & Grocery retained a 52.12% slice of the global retail industry market share in 2024, cementing its status as the core revenue pillar for most chains. The category shows low elasticity across economic cycles, supported by frequent purchase rhythms and broad household penetration. Pharmaceuticals & Health, while smaller, is on track for a robust 10.01% CAGR to 2030, reflecting aging populations, wider in-store clinic footprints, and rising wellness consciousness. The segment's prescription services, immunisation programs, and OTC assortment carry higher margins than staple groceries, improving overall mix. Retailers are redesigning shelf plans, dedicating more floor space to vitamins, beauty-adjacent nutraceuticals, and at-home diagnostic kits to capture that momentum.

Personal & Household Care enjoys incremental tailwinds from premiumisation-consumers trade up to eco-certified detergents and refillable packaging formats that command thicker margins. Apparel, Footwear, & Accessories remain pressured by fast-fashion rivals and a consumer pivot toward experiences, though differentiated collaborations such as Target's 500-item Champion launch in August 2025 aim to reignite traffic. Consumer Electronics and Appliances face uneven replacement cycles; chains offset volatility through warranties and trade-in programs. Furniture and Home Decor ride remote-work renovation waves yet feel interest-rate sensitivity. Toys, Hobby & Leisure persists on the back of gaming, collectibles, and community-driven launches that lean heavily on social amplification.

The Retail Industry Market is Segments by Product Type (Food, Beverage, and Grocery, Personal and Household Care, Apparel, Footwear and Accessories, and More), by Distribution Channel (Supermarkets/Hypermarkets, Convenience and Discount Stores, Specialty Stores, and More), and by Geography (North America, Europe, Asia-Pacific, and More). The Market Forecasts are Provided in Terms of Value (USD).

Geography Analysis

North America generated 30.21% of global retail industry market revenue in 2024. The United States drives regional heft through

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powerful retail-media networks, AI-optimised supply chains, and high average-order values. Canada leverages cross-border synergies, while Mexico benefits from near-shoring trends that uplift formal consumption. Innovation remains intense: FairPrice Group trialled AI-powered carts and computer-vision analytics in partnership with Google Cloud, compressing checkout to under two minutes. Sustaining growth will rest on extending value-added services, improving labour productivity, and further integrating physical assets with digital engagement.

Asia-Pacific is the momentum engine: its 9.19% CAGR to 2030 far outpaces developed regions, driven by youthful demographics, urban densification, and mobile-first consumer behaviour. India's retail value reached Rs 82 lakh crore (USD 980 billion) in 2024 and is poised to more than double by 2034, thanks to pro-digital policy support and rising wallet sizes. China's ecosystem remains a bellwether for livestreaming, social-commerce, and warehouse robotics that increasingly set global benchmarks. Southeast Asian economies such as Indonesia and Vietnam offer green-field potential but require nuanced localisation around payments, languages, and regulation.

Europe shows uneven performance. The UK eked out 0.7% retail sales growth in 2024 as cost-of-living pressures linger, though e-commerce now tops 27% of total retail turnover. Germany's discounters Lidl and Kaufland maintain share by scaling private labels and refining cost discipline, while France and Spain benefit from tourist resurgence and hybrid luxury-mass propositions. The Middle East and Africa register growing grocery footprints-Saudi Arabia's sector is valued at USD 62 billion-with public-sector diversification plans stimulating modern trade formats

List of Companies Covered in this Report:

Walmart Inc. / Amazon.com Inc. / Costco Wholesale Corp. / Schwarz Group (Lidl & Kaufland) / Alibaba Group Holding Ltd. / JD.com Inc. / The Home Depot Inc. / The Kroger Co. / Walgreens Boots Alliance Inc. / Target Corp. / Lowe's Companies Inc. / Aldi Sud & Aldi Nord / Carrefour S.A. / Tesco plc / Ahold Delhaize / Reliance Retail Ltd. / Woolworths Holdings Ltd. / E-Mart Inc. / Mercadona S.A. / AEON Co. Ltd.* /

Additional Benefits:

The market estimate (ME) sheet in Excel format /
3 months of analyst support /

Table of Contents:

- 1 Introduction
 - 1.1 Study Assumptions and Market Definition
 - 1.2 Scope of the Study
- 2 Research Methodology
- 3 Executive Summary
- 4 Market Landscape
 - 4.1 Market Overview
 - 4.2 Market Drivers
 - 4.2.1 Rise of E-commerce and Omnichannel Retailing
 - 4.2.2 Growing Urban Middle Class in Emerging Markets
 - 4.2.3 AI-powered Personalisation and Retail Analytics
 - 4.2.4 Expansion of Quick-Commerce and Last-Mile Logistics

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- 4.2.5 Retail-Media Network Monetisation Boom
- 4.2.6 Gen-Z "Shoppertainment" Social Commerce
- 4.3 Market Restraints
 - 4.3.1 Supply-chain Disruptions and Freight Volatility
 - 4.3.2 Margin Squeeze from Price Wars
 - 4.3.3 Escalating Data-Privacy Regulation
 - 4.3.4 Tech-Talent Shortage for Automation Roll-outs
- 4.4 Value / Supply-Chain Analysis
- 4.5 Regulatory Landscape
- 4.6 Technological Outlook
- 4.7 Porter's Five Forces
 - 4.7.1 Threat of New Entrants
 - 4.7.2 Bargaining Power of Buyers
 - 4.7.3 Bargaining Power of Suppliers
 - 4.7.4 Threat of Substitutes
 - 4.7.5 Intensity of Competitive Rivalry

5 Market Size and Growth Forecasts (Value)

- 5.1 By Product Type
 - 5.1.1 Food, Beverage and Grocery
 - 5.1.2 Personal and Household Care
 - 5.1.3 Apparel, Footwear and Accessories
 - 5.1.4 Consumer Electronics and Appliances
 - 5.1.5 Furniture and Home Decor
 - 5.1.6 Toys, Hobby and Leisure
 - 5.1.7 Pharmaceuticals and Health
- 5.2 By Distribution Channel
 - 5.2.1 Supermarkets / Hypermarkets
 - 5.2.2 Convenience and Discount Stores
 - 5.2.3 Specialty Stores
 - 5.2.4 Department Stores
 - 5.2.5 Online and Mobile Commerce
 - 5.2.6 Quick-Commerce Platforms
- 5.3 By Geography
 - 5.3.1 North America
 - 5.3.1.1 Canada
 - 5.3.1.2 United States
 - 5.3.1.3 Mexico
 - 5.3.2 South America
 - 5.3.2.1 Brazil
 - 5.3.2.2 Peru
 - 5.3.2.3 Chile
 - 5.3.2.4 Argentina
 - 5.3.2.5 Rest of South America
 - 5.3.3 Asia-Pacific
 - 5.3.3.1 India
 - 5.3.3.2 China

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- 5.3.3.3 Japan
- 5.3.3.4 Australia
- 5.3.3.5 South Korea
- 5.3.3.6 South-East Asia (Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines)
- 5.3.3.7 Rest of Asia-Pacific
- 5.3.4 Europe
 - 5.3.4.1 United Kingdom
 - 5.3.4.2 Germany
 - 5.3.4.3 France
 - 5.3.4.4 Spain
 - 5.3.4.5 Italy
 - 5.3.4.6 BENELUX (Belgium, Netherlands, Luxembourg)
 - 5.3.4.7 NORDICS (Denmark, Finland, Iceland, Norway, Sweden)
 - 5.3.4.8 Rest of Europe
- 5.3.5 Middle East & Africa
 - 5.3.5.1 United Arab Emirates
 - 5.3.5.2 Saudi Arabia
 - 5.3.5.3 South Africa
 - 5.3.5.4 Nigeria
 - 5.3.5.5 Rest of Middle East & Africa

6 Competitive Landscape

- 6.1 Market Concentration
- 6.2 Strategic Moves
- 6.3 Market Share Analysis
- 6.4 Company Profiles (includes Global level Overview, Market level overview, Core Segments, Financials as available, Strategic Information, Market Rank/Share for key companies, Products & Services, and Recent Developments)
 - 6.4.1 Walmart Inc.
 - 6.4.2 Amazon.com Inc.
 - 6.4.3 Costco Wholesale Corp.
 - 6.4.4 Schwarz Group (Lidl & Kaufland)
 - 6.4.5 Alibaba Group Holding Ltd.
 - 6.4.6 JD.com Inc.
 - 6.4.7 The Home Depot Inc.
 - 6.4.8 The Kroger Co.
 - 6.4.9 Walgreens Boots Alliance Inc.
 - 6.4.10 Target Corp.
 - 6.4.11 Lowe's Companies Inc.
 - 6.4.12 Aldi Sud & Aldi Nord
 - 6.4.13 Carrefour S.A.
 - 6.4.14 Tesco plc
 - 6.4.15 Ahold Delhaize
 - 6.4.16 Reliance Retail Ltd.
 - 6.4.17 Woolworths Holdings Ltd.
 - 6.4.18 E-Mart Inc.
 - 6.4.19 Mercadona S.A.
 - 6.4.20 AEON Co. Ltd.*

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7 Market Opportunities & Future Outlook
7.1 White-space & Unmet-need Assessment

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