

Supermarkets in Japan

March 2025

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Supermarkets in Japan - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

The number of stores and retail sales show growth in supermarkets in 2024

Ongoing competition for customers with drugstores

Expansion of online and delivery services proves effective

PROSPECTS AND OPPORTUNITIES

Opportunities in urban areas for large-scale supermarkets

Cost increases due to labour hour restrictions in the logistics industry

Self-checkout and cashless options to address labour shortages

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Retail in Japan - Industry Overview

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Retail in 2024: The big picture

Changes in the competitive environment in retail

Japan's retail industry embraces digital solutions to combat labour shortages

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Hatsu Uri ("First Sales") at New Year

Valentine's Day

White Day

Mother's Day

Father's Day

Summer Bargains

Halloween

Black Friday and Cyber Monday

Christmas and Year-end Bargains

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