



Euromonitor
International

Retail in Uzbekistan

March 2023

Table of Contents

Retail in Uzbekistan

EXECUTIVE SUMMARY

Retail in 2022: The big picture

Informal retail

What next for retail?

MARKET DATA

Table 1 - Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022

Table 2 - Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2017-2022

Table 3 - Sales in Retail Offline by Channel: Value 2017-2022

Table 4 - Sales in Retail Offline by Channel: % Value Growth 2017-2022

Table 5 - Retail Offline Outlets by Channel: Units 2017-2022

Table 6 - Retail Offline Outlets by Channel: % Unit Growth 2017-2022

Table 7 - Retail GBO Company Shares: % Value 2018-2022

Table 8 - Retail GBN Brand Shares: % Value 2019-2022

Table 9 - Retail Offline GBO Company Shares: % Value 2018-2022

Table 10 - Retail Offline GBN Brand Shares: % Value 2019-2022

Table 11 - Retail Offline LBN Brand Shares: Outlets 2019-2022

Table 12 - Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 13 - Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 14 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027

Table 15 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 16 - Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 17 - Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 18 - Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 19 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027

DISCLAIMER

SOURCES

Summary 1 - Research Sources

Grocery Retailers in Uzbekistan

KEY DATA FINDINGS

2022 DEVELOPMENTS

Bazaars remain popular but modern retailers increasingly attractive in 2022

Transition to modern grocery retailers continue in 2022 as prices can be kept lower

Convenience stores continue to register robust sales growth in 2022 due to proximity

PROSPECTS AND OPPORTUNITIES

Supermarket and convenience store chains declare store expansion for the forecast period

Makro's digitisation and ESG initiatives likely to lead to an increase in its brand awareness and loyalty during the forecast period

Traditional grocery retailers set to become more reliant on low-income consumers

CHANNEL DATA

Table 20 - Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022

Table 21 - Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022

Table 22 - Sales in Grocery Retailers by Channel: Value 2017-2022

Table 23 - Sales in Grocery Retailers by Channel: % Value Growth 2017-2022

Table 24 - Grocery Retailers Outlets by Channel: Units 2017-2022

Table 25 - Grocery Retailers Outlets by Channel: % Unit Growth 2017-2022

- Table 26 - Grocery Retailers GBO Company Shares: % Value 2018-2022
- Table 27 - Grocery Retailers GBN Brand Shares: % Value 2019-2022
- Table 28 - Grocery Retailers LBN Brand Shares: Outlets 2019-2022
- Table 29 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027
- Table 30 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027
- Table 31 - Forecast Sales in Grocery Retailers by Channel: Value 2022-2027
- Table 32 - Forecast Sales in Grocery Retailers by Channel: % Value Growth 2022-2027
- Table 33 - Forecast Grocery Retailers Outlets by Channel: Units 2022-2027
- Table 34 - Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

Non-Grocery Retailers in Uzbekistan

KEY DATA FINDINGS

2022 DEVELOPMENTS

- Bazaars remain popular, especially among low-income consumers in 2022
- Russian store Magnit opens first store in Uzbekistan during 2022
- Department stores' future uncertain, yet value sales increase in 2022

PROSPECTS AND OPPORTUNITIES

- A rise in sales growth due to the return of consumers to pre-pandemic lifestyles may be tempered by inflation over the forecast period
- Retail e-commerce set to continue its growth trajectory over the forecast period
- Potential for entry of new foreign players in beauty specialists over the forecast period

CHANNEL DATA

- Table 35 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2017-2022
- Table 36 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2017-2022
- Table 37 - Non-Grocery Retailers GBO Company Shares: % Value 2018-2022
- Table 38 - Non-Grocery Retailers GBN Brand Shares: % Value 2019-2022
- Table 39 - Non-Grocery Retailers LBN Brand Shares: Outlets 2019-2022
- Table 40 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2022-2027
- Table 41 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2022-2027
- Table 42 - Forecast Sales in Non-Grocery Retailers by Channel: Value 2022-2027
- Table 43 - Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2022-2027
- Table 44 - Forecast Non-Grocery Retailers Outlets by Channel: Units 2022-2027
- Table 45 - Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2022-2027

Direct Selling in Uzbekistan

KEY DATA FINDINGS

2022 DEVELOPMENTS

- Value sales continues its upward trajectory in 2022
- Oriflame continues to grow value share in 2022
- Direct sellers face competition from unregulated and illegal operators

PROSPECTS AND OPPORTUNITIES

- Sales growth may be deterred by economic uncertainty over the forecast period
- Illegal operators and e-commerce may stifle sales growth of direct selling during the forecast period

CHANNEL DATA

- Table 46 - Direct Selling by Product: Value 2017-2022
- Table 47 - Direct Selling by Product: % Value Growth 2017-2022
- Table 48 - Direct Selling GBO Company Shares: % Value 2018-2022

Table 49 - Direct Selling GBN Brand Shares: % Value 2019-2022

Table 50 - Direct Selling Forecasts by Product: Value 2022-2027

Table 51 - Direct Selling Forecasts by Product: % Value Growth 2022-2027

Retail E-Commerce in Uzbekistan

KEY DATA FINDINGS

2022 DEVELOPMENTS

Despite substantial value growth, e-commerce penetration still lags in 2022

More businesses offer online services thereby increasing their customer base in 2022

Large rural population hampers retail e-commerce uptake

PROSPECTS AND OPPORTUNITIES

Major players pave the way for new entrants to retail e-commerce during the forecast period

CLICK launches virtual payment app for kids

Apps need to adapt to specific Uzbekistan operating environment

CHANNEL DATA

Table 52 - Retail E-Commerce by Product: Value 2017-2022

Table 53 - Retail E-Commerce by Product: % Value Growth 2017-2022

Table 54 - Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 55 - Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 56 - Forecast Retail E-Commerce by Product: Value 2022-2027

Table 57 - Forecast Retail E-Commerce by Product: % Value Growth 2022-2027

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/retail-in-uzbekistan/report.