

# Discounters in the Netherlands

February 2025

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## Discounters in the Netherlands - Category analysis

## **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Discounters profit from the tobacco ban in grocery retail

Aldi outpaces Lidl in revenue growth, but Lidl leads in sales per outlet

Aldi and Lidl face intense competition in non-food categories

## PROSPECTS AND OPPORTUNITIES

Positive outlook for discounters, but securing prime locations will remain a challenge Lidl to maintain strong momentum, while Aldi will refine strategy amid competitive pressures Lidl prioritises healthy living and sustainability to drive future growth

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## **EXECUTIVE SUMMARY**

Retail in 2024: The big picture Big names face bankruptcy

Retail e-commerce sees modest decline

What next for retail?

## OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Sinterklaas (St Nicholas)

Christmas

Winter sales

Summer sales

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