

Discounters in Australia

March 2025

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Discounters in Australia - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Falling sales driven by outlet reduction, but discounters remains attractive Aldi is considered most affordable grocery retailer in Australia Aldi's Special Buys strategy is a key source of sales for the discounter

PROSPECTS AND OPPORTUNITIES

Aldi is expanding its distribution hubs in Australia to drive future growth Lack of online sales could hinder Aldi's prospects for further market penetration Aldi plans to expand its sustainability goals with new partnerships

CHANNEL DATA

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Retail in Australia - Industry Overview

EXECUTIVE SUMMARY

Retail in 2024: The big picture

Shifting trust among consumers and shrinkflation strategies Industrial disputes at Australian ports drive up cost of imports

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

End of year/Christmas shopping

Back-to-school

MARKET DATA

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