



# Convenience Retailers in Hong Kong, China

March 2025

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KEY DATA FINDINGS

2024 DEVELOPMENTS

Despite marginal decline amid significant pressures, value sales remain above pre-pandemic levels  
7-Eleven and Circle-K maintain overall dominance due to strength in convenience stores  
New players enter following success in other retail channels

PROSPECTS AND OPPORTUNITIES

Future challenges due to rising labour costs and rise in outbound tourism  
Change in payment methods and expanding product ranges to help drive growth  
Tourist spending patterns will be a boon for convenience retailers

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Retail in Hong Kong, China - Industry Overview

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E-commerce regains strong growth momentum, recording dynamic performance  
What next for retail?

OPERATING ENVIRONMENT

Informal retail  
Opening hours for physical retail  
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