

# Retail E-Commerce in Thailand

March 2025

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## Retail E-Commerce in Thailand - Category analysis

### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Retail e-commerce continues to have a growing influence on the lives of Thai consumers Shopee and Lazada remain the driving force behind the growth of e-commerce in Thailand TikTok presents new sales opportunities through livestreaming service

### PROSPECTS AND OPPORTUNITIES

Positive performance and outlook on Retail E-commerce over the forecast period Different strategic moves expected from the leading players as competition intensifies Grocery retail e-commerce seen as a key growth area for retail e-commerce

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### Retail in Thailand - Industry Overview

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Potential for further growth in Retail E-Commerce

Soft power influencing and shaping the Thai retail landscape

Positive and promising outlook for Retail in Thailand over the forecast period

#### **OPERATING ENVIRONMENT**

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Payday shopping

Mid-year and year-end sales

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