

Convenience Retailers in Vietnam

March 2025

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Convenience Retailers in Vietnam - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Convenience stores sees continued growth in 2024

Investment in expansion and RTE offerings

Collaborations and mobile apps aim to attract more customers

PROSPECTS AND OPPORTUNITIES

Convenience stores will continue to rise

Competition set to intensify

Players will continue to target young consumers

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Retail in Vietnam - Industry Overview

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New regulations for retail ecommerce

Retailers increase focus on Gen Z and younger generations

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Vietnamese Lunar New Year (Tet)

Black Friday

Double Digit Sales Days

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