

Small Local Grocers in Bulgaria

February 2025

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Small Local Grocers in Bulgaria - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Small local grocers struggle as consumers prioritise lower prices

Diverse formats continue to characterise the small local grocers landscape

Discounters continue to erode value share from traditional grocery formats

PROSPECTS AND OPPORTUNITIES

Small local grocers expected to be the weakest-performing grocery channel

E-commerce and digital integration as potential survival strategies

Private label development remains a key competitive strategy

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Retail in Bulgaria - Industry Overview

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Retail in 2024: The big picture

Consumer confidence improves, but grocery price sensitivity remains high

E-commerce growth stabilises as omnichannel retailing becomes essential

Retailers invest in digitalisation and in-store innovation

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Shopping Season Christmas

Shopping Season Back to school

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