

General Merchandise Stores in Bulgaria

February 2025

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General Merchandise Stores in Bulgaria - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Department stores struggle to remain relevant amid growing competition from specialist retailers

Variety stores remain a niche and underdeveloped retail channel

Studio Moderna's Top Shop strengthens its position in variety stores

PROSPECTS AND OPPORTUNITIES

Department stores face an uncertain future amid shifting consumer preferences

Variety stores must focus on novelty and product rotation to maintain relevance

General merchandise stores to see modest growth but face increasing pressure from e-commerce

CHANNEL DATA

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EXECUTIVE SUMMARY

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

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Seasonality

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Shopping Season Back to school

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