

Retail E-Commerce in Brazil

February 2025

Table of Contents

Retail E-Commerce in Brazil - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Retail e-commerce already holds a significant share of retail sales in Brazil Mercado Libre becomes the most valuable company in Latin America in 2024 New international players intensify their presence

PROSPECTS AND OPPORTUNITIES

Brazil expected to see an increase in the share of e-commerce in retail Competition set to intensify in the coming years

Fierce competition is also expected amongst small players

CHANNEL DATA

Table 1 - Retail E-Commerce by Channel: Value 2019-2024

Table 2 - Retail E-Commerce by Channel: % Value Growth 2019-2024

Table 3 - Retail E-Commerce by Product: Value 2019-2024

Table 4 - Retail E-Commerce by Product: % Value Growth 2019-2024

Table 5 - Retail E-Commerce GBO Company Shares: % Value 2020-2024

Table 6 - Retail E-Commerce GBN Brand Shares: % Value 2021-2024

Table 7 - Forecast Retail E-Commerce by Channel: Value 2024-2029

Table 8 - Forecast Retail E-Commerce by Channel: % Value Growth 2024-2029

Table 9 - Forecast Retail E-Commerce by Product: Value 2024-2029

Table 10 - Forecast Retail E-Commerce by Product: % Value Growth 2024-2029

Retail in Brazil - Industry Overview

EXECUTIVE SUMMARY

Retail in 2024: The big picture

Mergers and acquisitions by strong companies impact retailing in 2024

Warehouse clubs increase their revenue

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Carnival

Consumer Day

Mother's Day

Father's Day

Client Day

Children's Day

Black Friday and Cyber Monday

Christmas

Summer

Back to school

MARKET DATA

Table 11 - Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2019-2024

Table 12 - Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2019-2024

Table 13 - Sales in Retail Offline by Channel: Value 2019-2024

- Table 14 Sales in Retail Offline by Channel: % Value Growth 2019-2024
- Table 15 Retail Offline Outlets by Channel: Units 2019-2024
- Table 16 Retail Offline Outlets by Channel: % Unit Growth 2019-2024
- Table 17 Sales in Retail E-Commerce by Product: Value 2019-2024
- Table 18 Sales in Retail E-Commerce by Product: % Value Growth 2019-2024
- Table 19 Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 21 Sales in Grocery Retailers by Channel: Value 2019-2024
- Table 22 Sales in Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 23 Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 24 Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 25 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 26 Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 27 Sales in Non-Grocery Retailers by Channel: Value 2019-2024
- Table 28 Sales in Non-Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 29 Non-Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 30 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 31 Retail GBO Company Shares: % Value 2020-2024
- Table 32 Retail GBN Brand Shares: % Value 2021-2024
- Table 33 Retail Offline GBO Company Shares: % Value 2020-2024
- Table 34 Retail Offline GBN Brand Shares: % Value 2021-2024
- Table 35 Retail Offline LBN Brand Shares: Outlets 2021-2024
- Table 36 Retail E-Commerce GBO Company Shares: % Value 2020-2024
- Table 37 Retail E-Commerce GBN Brand Shares: % Value 2021-2024
- Table 38 Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 39 Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 40 Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 41 Non-Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 42 Non-Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 43 Non-Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 44 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2024-2029
- Table 45 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2024-2029
- Table 46 Forecast Sales in Retail Offline by Channel: Value 2024-2029
- Table 47 Forecast Sales in Retail Offline by Channel: % Value Growth 2024-2029
- Table 48 Forecast Retail Offline Outlets by Channel: Units 2024-2029
- Table 49 Forecast Retail Offline Outlets by Channel: % Unit Growth 2024-2029
- Table 50 Forecast Sales in Retail E-Commerce by Product: Value 2024-2029
- Table 51 Forecast Sales in Retail E-Commerce by Product: % Value Growth 2024-2029
- Table 52 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 53 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 54 Forecast Sales in Grocery Retailers by Channel: Value 2024-2029
- Table 55 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2024-2029
- Table 56 Forecast Grocery Retailers Outlets by Channel: Units 2024-2029
- Table 57 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029
- Table 58 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 59 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 60 Forecast Sales in Non-Grocery Retailers by Channel: Value 2024-2029
- Table 61 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2024-2029
- Table 62 Forecast Non-Grocery Retailers Outlets by Channel: Units 2024-2029
- Table 63 Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029

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