CHANNEL REPORT
Next Update June 2019

FORMAL INDEPENDENT TRADE IN SOUTH AFRICA

Providing manufacturer's with insight into South Africa's formal independent grocery trade channel, its major buying groups & the opportunities & challenges it presents

A Channel in Transition

The current economic and trading environment has had a fundamental impact on FMCG retailers and wholesalers, how they trade and on who is winning and who is losing. Of significance has been the consolidation and growth of the independent buying groups and the transition of business models to effectively respond to shopper demands and market pressures.

The Ti Formal Independent Grocery Channel Report provides manufacturer's with actionable information that will enable you to build informed and aligned customer business plans, change immediate relational behaviour with your independent trade customer, and drive short to medium term market share gains.

Benefits of the Report

- **Understand the macro trends** impacting wholesale / buying group behaviour and the associated impact on suppliers and other key stakeholders
- Identify the resulting **implications and opportunities** for your business
- **Gain insight into the key players** and their estimated contribution to the channel
- Build a **relevant route-to-market strategy** and customer business plan
- **Fast, easy access** to a ready-to-use insight and image-rich PPT report

Report Content

Evolution of the Independent route-to-market

- The South African FMCG Route-to-Market:
  - Where have we come from?
  - Where are we today?

Formal Independent Wholesale – a channel in transition

- Estimated relative size, scope and growth of the Formal Independent Trade channel in South Africa, taking into account turnover, store footprint and supplier alignment

Key trends, Impacts and Opportunities

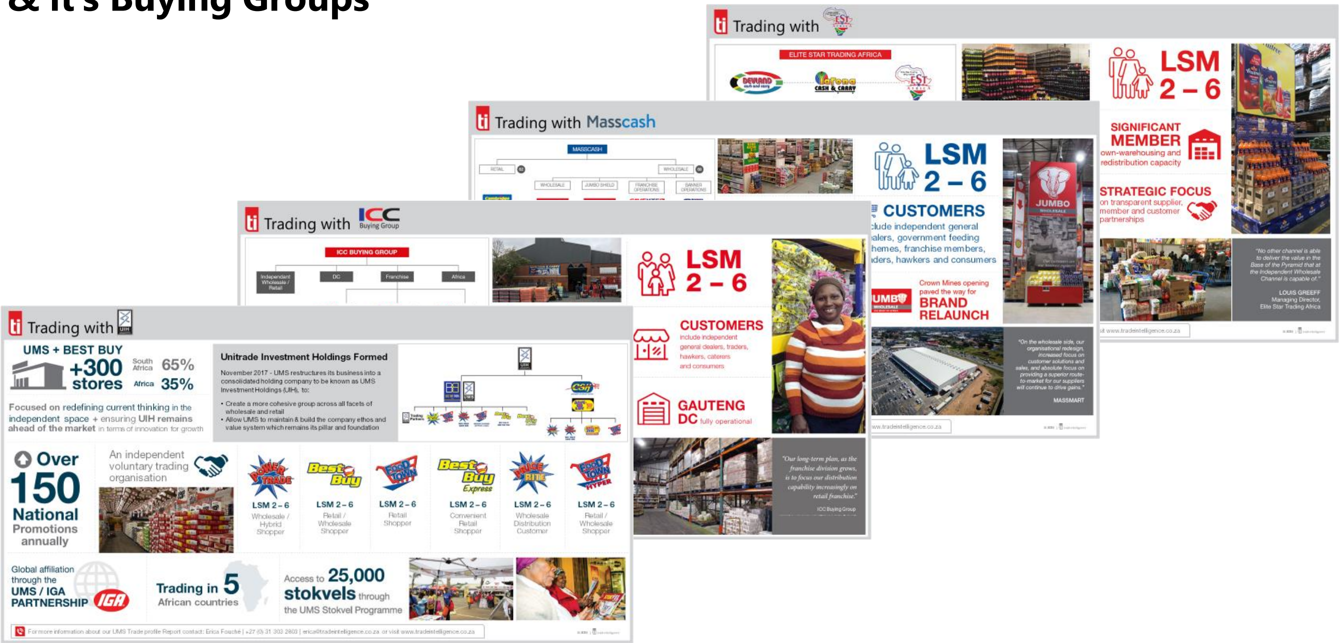
- A clear perspective on how Independent trade players are responding to current market dynamics, pinpointing the implications and opportunities for consumer goods manufacturers

UIH THE B.E.C. EST AFRICA ICC Buying Group MASSCASH

	UIH	THE B.E.C. / BEST BUY FOODS	EST AFRICA	ICC Buying Group	MASSCASH
SOME OF THE MEMBER BRANDS	Power Trade, Food Town, Best Buy Express	Trade Zone, Food Zone, Liquor Zone	Devland, Yarona Cash & Carry, 1-Up Cash & Carry	Lifestyle, Goal, Roots Butchery	Jumbo Wholesale, Jumbo Shield
NUMBER OF MEMBER STORES *	Network of over 300 independently owned supermarkets, wholesalers and hybrid outlets	Network of over 170 independent retail and wholesale operators	Network of over 220 independent, wholesale, retail and distribution outlets	Network of over 250 independent, wholesale, retail and distribution outlets	Network of 70 wholesale stores and over 650 independent buying group members

*Note numbers have been rounded

Find out how these major players are both influencing, and responding to, the trends & developments driving the Formal Independent Trade Channel & it's Buying Groups



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An invaluable Key Account Managers Customer Business Planning tool