

Corporate Retail Channel Report

Your 'can't do without' South African Comparative Consumer Goods Retail Report



This is where the pedal of retail strategy hits the metal of operational execution, translating into the numbers – from the financial performance to growth in store numbers. Clear, comprehensive, and comparable stats provide you with an up-to-date and at-a-glance view of how the major corporate consumer goods retailer groups are doing against the background in which they trade.

Report Benefits:

The Corporate Retail Comparative Report provides information and insights needed to develop annual customer commercial plans in order to cement trading partnerships with key retailers, and better serve the South African consumer.

Updated twice a year, these reports are compiled in-house by Ti's research analysts based on the culmination of an ongoing research process, which engages with key stakeholders and decision-makers to ensure information is accurate, relevant and insightful

Use this Report to:

- Identify the key players and their performance contribution to the channel
- Understand who is growing the fastest and who is the largest in corporate food retail
- Understand the economic environment in which the retail sector operates
- Build a relevant channel strategy and operational plan
- Align with the winners as you identify the optimal means to trade and engage
- Understand the macro trends impacting retailer behaviour and the associated impact on suppliers and other key stakeholders

Content Framework:

Economic Overview
Trading Context of the Financial Period
Comparative Financial Performance
Comparative Store Numbers and Growth

Retailers Profiled:

Shoprite Group, SPAR, Massmart | Walmart, Clicks, Pick n Pay Group, Woolworths

Format & Frequency:

Updated annually in printed hard copy and available online in soft copy on www.tradeintelligence.co.za



"Thanks for making life a little easier within a very challenging environment."
Managing Director, Consumer Goods Manufacturer

To order your Report:



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