



## An Overview of Retailing Industry in the World—A Study

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### ABSTRACT

In any country of the world, there is existence of two segments like Organized Retailing Industry and Unorganized Retailing Industry of retailing industry and both the segments performing well constitute Retailing Industry. In developed countries like USA, Canada, France, and Britain Organized Retail segment dominates the total retailing Industry where as in developing countries like India, Pakistan, and Sri Lanka Unorganized retailing segment dominates. In the research paper researcher has tried to study status of retailing industry of the world.

### KEYWORDS

Retailing, Retailing Industry, Organized Retailing Segment, Unorganized Retailing Segment

### INTRODUCTION:

Across the globe Retailing Industry is gaining the importance and attention of people so it is essential to get idea about Retailing Industry of world and the following part of the chapter gives the idea about status of Retailing Industry in different continents / countries of the world. Retail Industry of world is divided into Organized Retailing and Unorganized Retailing Industry and proportion of both sector across the world is different. In developed countries proportion Organized Retail Sector dominates where as in developing countries Unorganized Retail Sector dominate. Proportion of Organized Retail Sector is 2%, 5%, 35%, 55%, and 85% respectively in Pakistan, India, Brazil, Malaysia and USA.

In this paper, efforts have been made to study status of retailing industry of the world

### METHODOLOGY:

The analytical study is based on secondary data collected from reports and websites of different companies engaged in retailing industry of the world.

### UTILITY:

This secondary data based analytical study will be useful to researchers, academicians and corporate officers for getting the idea about present status of retailing industry of the world.

### STATUS OF RETAILING INDUSTRY CONTINENT WISE

The following part describes the status of retailing industry continent wise.

#### (1)North America:

In terms of revenue or income, North America is the leading region in the global retail industry, with a 37 percent share of the largest 250 retailers. In this area, retailing industry has grown over the last few years, showing a direct link to economic recovery and a return to retailer expansion. There has been increased activity in Canada recently, driven by US brands such as Saks, Target and Nordstrom establishing bases there. Though around 90 percent of sales are currently made in store, technology is playing a greater supporting role. Retailers are creating digitally enhanced spaces to display their products and providing more information through hand-held technology both pre and post sale.

#### (2)Europe:

Retail markets across Europe differ widely, depending on their level of maturity and the local economic situation. Investment and development in Eastern Europe is constantly growing. Poland is entering its third decade of dynamic growth with new overseas retailers and luxury brands entering the market with

thirty new global brands setup operations in the country last few years. There is retail boom in Russia as 63 new complexes in 40 Russian cities have been completed in 2013. There is positive attitude in Western Europe of investment in outdated shopping centers to allow retailers to expand locally

#### (3)Australian:

Australian domestic retailers have emerged in better shape than other developed economies. Retail property is performing well, with revenues growing at 3.6 percent on average over the past five years backed by increased investment from foreign retailers extending or establishing operations in Australia and expected to continue for the next five years. The retail market is divided into two sectors – consumer goods and fast moving consumer goods (FMCG). FMCG has enjoyed a steady average annual growth of 2.4 percent, forecast to continue at 2.3 percent up to 2019. Consumer goods has seen negative growth of nine percent on average, but is expected to return to two percent growth per year for the next five years.

#### (4)UK :

Year 2014 has been indicating growth in the UK's retail sector, motivated by recovering economy and resurgent housing market and increasing business investment is encouraging a slow and steady growth. Food retail still accounts for over 70 percent of core retail spending and convenience shopping grow over the next 12 months. 90% of retail spending is through physical stores, those retailers enjoying the most success combine bricks and mortar with an online presence.

#### (5) Latin America :

In past few years economic growth has been between two to seven percent crosswise Latin America backed by rising prosperity in the middle classes. High disposable incomes of the upper middle class and the lack of saving habit is beating inflation. The growing lower middle class boosting up the demand for automotive, household goods and clothing. Young, fashion-conscious consumers dominate, with strong brand awareness and an appetite for the latest high tech products. Brazil is one of the strongest retail market, with numerous new shopping and automotive retail facilities in planning and construction. Mexico, Chile, Colombia and Peru are also progressing backed by US and European investment. Banking sector has been undertaking transformation programmes across major cities.

#### (6)Africa:

By 2060 Africa's middle classes will reach to 1.1 billion will make it the world's fastest growing continent. The retail market in sub Saharan Africa continues to grow as African economies stabilize, with maturing markets demanding more ad-

vances and readily available consumer goods. Since last one year retailers are expanding aggressively into secondary markets outside of South Africa and Nigeria with head quarter in South Africa. Ghana, Zambia, Mozambique, Botswana, Kenya, Tanzania and Uganda will be the main destinations for the development of retailing industry.

#### **(7) Middle East:**

Growing populations, local and émigré wealth, strong household consumption and a flourishing luxury tourism industry have been the factors responsible for a growing retail sector in this area. Leading luxury vehicle manufacturer Jaguar Land Rover experienced a 36 percent increase in sales in the region this year. Retail industry is a major contributor to ongoing economic growth in the region. United Arab Emirates, Qatar, Saudi Arabia and Kuwait are the destinations for the development retail industry with many substantial developments are in the pipeline. International retailers continue to enter the market, competing with established global brands. The Middle East will remain an thrilling player on the global retail stage.

#### **(8) Asia:**

Asia remains a welcoming environment for retailers, who are continuing to deliver innovative brand showcases and make large investments to secure prime locations. Hong Kong, Singapore, Malaysia and Japan will continue to benefit from both strong domestic demand and an arrival of tourist dollars from China, India and the West. There is growth in India and China in the field of retailing business segment. Automotive retailers are anticipating huge growth opportunities in China, where 22 million vehicles were sold last year. Vietnam and Indonesia are still largely based on independent retailers, and are seen as long term prospects.

The above point describe the scenario of Retailing Industry of the world continent wise where as the following part concentrates on the country wise status of retailing industry.

#### **(1) CHILE: THE GRDI'S NEW LEADER.:**

Economic and political stability since last many years have helped Chile as one of Latin America's most sophisticated retail destination. GDP is 4.4 percent in 2013 and is expected to continue at the same rate up to 2016. Good physical infrastructure investments and a business-friendly regulatory surroundings will shape the retail growth in years to come. As on today Chile is the top-ranked country for the first time for retail industry investment.

#### **(2) BRAZIL: RANKINGS DIP, BUT STILL STRONG. :**

Due to slow growth rate of Brazil in 2013 drops to 5th in the GRDI after two consecutive years in the first place. Low unemployment and bank default levels demonstrate a strong middle class that continues to make Brazil a popular retail location.

#### **(3) URUGUAY: STEADY GROWTH CONTINUES.:**

In Uruguay GDP growth of more than 5 percent has resulted into higher purchasing power, increased domestic demand, and dynamic retail activity. Free-market policies and political and economic stability have helped this country to become a solid retail destination while some of its neighbors countries are struggling. There is no discrimination among foreign investors domestic investors. With risk relatively low and market potential high, Uruguay has one of the GRDI's most attractive markets and is ranked 3rd for the second straight year.

#### **(4) PANAMA: A GROWTH STORY. :**

Panama's GDP is 8 percent in 2013 which help to moves up eight spots to 14<sup>th</sup> position and remains one of Latin America's most dynamic and fastest-growing economies.

#### **(5) PERU: A STEADY RETAIL OPPORTUNITY.:**

Peru's controlled inflation, growing economy, and business confidence make it a solid retail opportunity. Careful fiscal policy and monetary discipline remain the pillars of Peru's economic policy, with market-friendly approach that encourages private investment under the framework of a national plan for industrial development.

#### **(6) MEXICO: REBOUND EXPECTED. :**

Rising fuel prices, lower government spending, and a new tax regime reduced private consumption growth to 2.7 percent, down from 4.7 percent in 2012. ANTAD, Mexico's national retail association, reported nearly flat same-store sales in 2013 after 5 percent growth in 2012. Walmart, Mexico's largest retailer with 40 percent market share in organized retail, had its worst performance since 1997- a decrease in same-store sales of 1.3 percent. Sales declined at other top retailers such as Chedraui and Sanborns.

#### **(7) COSTA RICA: EXPANDING RETAIL ENVIRONMENT.:**

Costa Rica is one of Central America's most attractive environments for retail investments.. Costa Rica has also committed to opening its market to foreign investors, tourism, and manufactured goods exports, and it has diversified foreign earnings to reduce its dependence on the United States. Retail sales and household consumption are expanding as middle-class consumers trade up and lower-income consumers buy more. Costa Rica profits from its position as a regional technology hub with a skilled labor force and relatively low costs. Service-related activities, including those connected to tourism, are expected to expand.

#### **(8) CHINA: CONTINUED RETAIL GROWTH.:**

China is good destination for retailing industry in the world. Retail sales in this country has increased 13 percent in 2013 (to \$2.6 trillion), and consumer confidence rose. Looking ahead, urbanization, increasing disposable incomes, and a loosening of the birth-control policy are expected to fuel future growth of retail industry

#### **(9) INDIA: HOPE FOR A REBOUND.**

Economic growth of India is 4.7 percent last year and it was an improvement from 2012. Retail is still hindered by high consumer price inflation, currency fluctuations, high current account deficits, governments debts, and strict foreign direct investment policies that have long been an obstacle to growth.

#### **(10) INDONESIA. BRIGHT MARKET WITH CHALLENGES.**

A recent slowdown has hampered short-term growth, but Indonesia (15<sup>th</sup>) remains a strong retail market in mid-to-long term. Sales growth in the world's fourth most populous country was flat as the economy slowed and consumer confidence stayed low, but total sales area grew rapidly, indicating retailer's anticipation for strong long-term growth behind a large, young, urbanizing population, rising incomes, and infrastructure development.

#### **(11) MALAYSIA: A STRONG AND STABLE MARKET.**

Malaysia has a small population (almost 30 million) and economic growth softened in 2013, but its high income per capita of \$10,600 and young population (nearly half of Malaysians are younger than 25) make it a strong and stable market.

#### **(12) SRI LANKA: STILL MOVING FORWARD. :**

In Sri Lanka private consumption is rising and the country's economic situation continues its positive run. Sri Lankan have less saving than others in South Asia and their spending patterns are changing as standards of living improve. The \$25 billion retail market remains at the early stages of development, with only 3 percent of sales occurring in modern formats.

#### **(13) VIETNAM:**

**WIDER RETAIL EXPANSION.** Vietnam's retail market is rising in double digits backed by favorable demographics, falling inflation, and a more attractive business environment resulting from lower trade barriers and reduced corporate tax rates.

#### **(14) PHILIPPINES:**

**REFORMS AND GROWTH.** Recent reforms have improved the Philippines' business environment and put it on a growth path. The stable political environment, an increasingly affluent population, strong liquidity, and sustainable long-term infrastructure development are boosting consumer confidence that will definitely attract foreign retailers to enter in the country to do the business.

(15) **KUWAIT: APPETITE FOR LUXURY.** Kuwait's fast rising GDP makes it a powerful retail market destination and high oil prices, strong trade and fiscal surpluses, and large government reserves make a optimistic attitude for foreign investors.

(16) **UNITED ARAB EMIRATES: INCREASINGLY SOPHISTICATED CONSUMERS.** Dubai's winning bid for Expo 2020 highlights the country's bright future that will offer massive infrastructure and development projects including the Falcon city of Wonders, which will host life-size replicas of the Seven Wonders of the World as well as other famous buildings such as the Eiffel Tower.

(17) **KAZAKHSTAN: LUXURY GROWTH AND RETAIL EXPANSION.** Private consumption is growing rapidly as Kazakhstan's business environment improves, based on the country's vast natural resources, its integration customs union with Russia and Belarus, rising investment in retail real estate development, and a steadily improving business environment.

(18) **SUB – SAHARAN AFRICA:** With GDP growth of 5 percent, rising household incomes, fast urbanization, and a growing middle class, Sub-Saharan Africa is a region of massive potential.

**STATISTICAL DATA ABOUT RETAILING INDUSTRY ACROSS THE GLOBE**

The following are some statistics of retailing industry of world.

**SHARE OF ORGANIZED AND UNORGANIZED RETAIL IN SELECTED COUNTRIES IN 2006**

This table shows the proportion of organized and unorganized sales in total retail sales of some selected countries in the year 2006

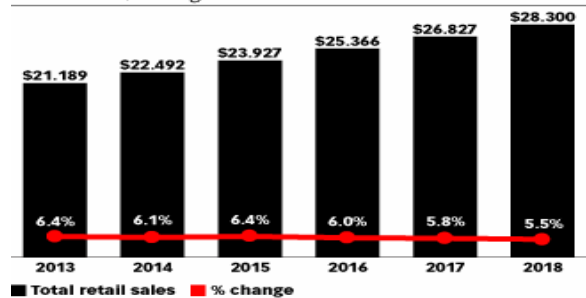
Country	Total Retail Sales (USD)	Share of Organized Retail (%)	Share of Un-organized Retail (%)
USA	\$2,983,000,000,000	85%	15%
Japan	\$1,182,000,000,000	66%	34%
China	\$785,000,000,000	20%	80%
United Kingdom	\$475,000,000,000	80%	20%
France	\$436,000,000,000	80%	20%
Germany	\$421,000,000,000	80%	20%
India	\$322,000,000,000	4%	96%
Brazil	\$284,000,000,000	36%	64%
Russia	\$276,000,000,000	33%	67%
South Korea	\$201,000,000,000	15%	85%
Indonesia	\$150,000,000,000	30%	70%
Poland	\$120,000,000,000	20%	80%
Thailand	\$68,000,000,000	40%	60%
Pakistan	\$67,000,000,000	1%	99%
Argentina	\$53,000,000,000	40%	60%
Philippines	\$51,000,000,000	35%	65%
Malaysia	\$34,000,000,000	55%	45%
Czech Republic	\$34,000,000,000	30%	70%
Vietnam	\$26,000,000,000	22%	78%
Hungary	\$24,000,000,000	30%	70%

Source: 2006, Planet Retail and Technopak Advisers Pvt. Ltd.

**TOTAL RETAIL SALES WORLDWIDE**

The following table shows total retail sales worldwide from 2013 to 2018.

**Total Retail Sales Worldwide, 2013-2018**  
trillions and % change



Note: excludes travel and event tickets  
Source: eMarketer, Dec 2014  
183292

Source: eMarketer, Dec 2014

**TOTAL RETAIL SALES WORLDWIDE, BY COUNTRY, 2013-2017**

The following table shows total retail sales country wise from 2013 to 2017.

**Total Retail Sales Worldwide, by Country, 2013-2017**  
billions

	2013	2014	2015	2016	2017
US*	\$4,528.22	\$4,706.21	\$4,908.58	\$5,104.92	\$5,309.12
China**	\$3,783.78	\$4,237.84	\$4,704.00	\$5,174.40	\$5,640.09
Japan	\$1,423.20	\$1,453.78	\$1,482.85	\$1,520.81	\$1,555.84
Germany	\$851.81	\$862.88	\$870.65	\$877.61	\$883.76
France	\$817.52	\$829.78	\$839.74	\$848.14	\$854.92
Russia	\$743.03	\$794.30	\$845.93	\$900.06	\$959.92
India	\$635.25	\$717.83	\$818.33	\$941.08	\$1,082.24
UK*	\$608.03	\$632.05	\$651.60	\$666.25	\$679.85
Italy	\$496.38	\$479.01	\$469.43	\$463.32	\$461.01
Canada	\$467.74	\$478.03	\$488.07	\$498.32	\$508.74
Brazil	\$395.90	\$428.76	\$460.06	\$490.42	\$517.89
South Korea	\$360.63	\$368.93	\$376.31	\$383.83	\$391.51
Mexico	\$355.78	\$366.45	\$386.60	\$405.93	\$426.23
Spain	\$341.63	\$336.84	\$334.16	\$333.15	\$333.48
Sweden	\$239.30	\$246.48	\$253.87	\$262.00	\$269.86
Indonesia	\$203.25	\$245.93	\$293.15	\$337.71	\$379.93
Argentina	\$181.21	\$239.20	\$299.00	\$337.87	\$371.65
Australia	\$222.09	\$231.41	\$238.59	\$245.75	\$253.12
Netherlands	\$184.59	\$185.51	\$187.37	\$189.81	\$192.46
Denmark	\$95.90	\$97.53	\$99.38	\$101.47	\$103.70
Norway	\$92.06	\$93.90	\$96.25	\$98.94	\$101.91
Finland	\$65.22	\$65.55	\$66.08	\$66.74	\$67.51

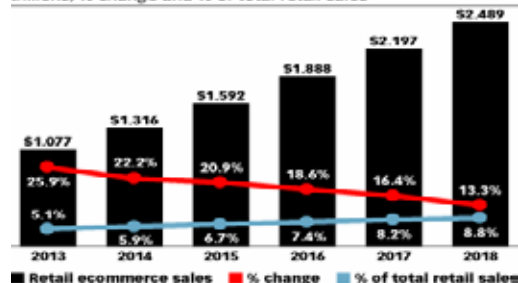
Note: excludes travel and event tickets; \*forecast from Sep 2014; \*\*excludes Hong Kong  
Source: eMarketer, Dec 2014  
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Source : eMarketer, Dec 2014

**RETAIL ECOMMERCE SALES WORLDWIDE**

The following table shows retail ecommerce sales worldwide from 2013 to 2018.

**Retail Ecommerce Sales Worldwide, 2013-2018**  
trillions, % change and % of total retail sales



Note: includes products or services ordered using the internet via any device, regardless of the method of payment or fulfillment; excludes travel and event tickets.  
Source: eMarketer, Dec 2014  
183293

Source : eMarketer, Dec 2014

**TOP 10 COUNTRIES RANKED BY RETAIL ECOMMERCE SALES WORLDWIDE**

The following table shows top 10 countries ranked by retail ecommerce sales worldwide.

**Top 10 Countries, Ranked by Retail Ecommerce Sales Worldwide, 2013-2018**  
billions and % change

	2013	2014	2015	2016	2017	2018
<b>1. China*</b>	<b>\$315.75</b>	<b>\$426.26</b>	<b>\$562.66</b>	<b>\$714.55</b>	<b>\$871.79</b>	<b>\$1,011.28</b>
—% change	47.0%	35.0%	32.0%	27.0%	22.0%	16.0%
<b>2. US**</b>	<b>\$264.28</b>	<b>\$305.65</b>	<b>\$349.06</b>	<b>\$394.43</b>	<b>\$442.55</b>	<b>\$493.89</b>
—% change	16.5%	15.7%	14.2%	13.0%	12.2%	11.6%
<b>3. UK**</b>	<b>\$70.39</b>	<b>\$82.00</b>	<b>\$93.89</b>	<b>\$104.22</b>	<b>\$114.64</b>	<b>\$124.96</b>
—% change	17.0%	16.5%	14.5%	11.0%	10.0%	9.0%
<b>4. Japan</b>	<b>\$62.13</b>	<b>\$70.83</b>	<b>\$79.33</b>	<b>\$88.06</b>	<b>\$96.87</b>	<b>\$106.07</b>
—% change	17.9%	14.0%	12.0%	11.0%	10.0%	9.5%
<b>5. Germany</b>	<b>\$51.91</b>	<b>\$63.38</b>	<b>\$73.46</b>	<b>\$82.93</b>	<b>\$91.97</b>	<b>\$99.33</b>
—% change	21.7%	22.1%	15.9%	12.9%	10.9%	8.0%
<b>6. France</b>	<b>\$34.21</b>	<b>\$38.36</b>	<b>\$42.62</b>	<b>\$46.13</b>	<b>\$49.71</b>	<b>\$53.26</b>
—% change	13.2%	12.1%	11.1%	8.2%	7.8%	7.1%
<b>7. South Korea</b>	<b>\$29.30</b>	<b>\$33.11</b>	<b>\$36.76</b>	<b>\$40.43</b>	<b>\$44.07</b>	<b>\$47.82</b>
—% change	12.6%	13.0%	11.0%	10.0%	10.0%	8.5%
<b>8. Canada</b>	<b>\$20.98</b>	<b>\$24.63</b>	<b>\$28.77</b>	<b>\$33.05</b>	<b>\$37.61</b>	<b>\$42.67</b>
—% change	17.7%	17.4%	16.8%	14.9%	13.8%	13.5%
<b>9. Russia</b>	<b>\$15.06</b>	<b>\$17.47</b>	<b>\$20.30</b>	<b>\$23.40</b>	<b>\$26.88</b>	<b>\$30.91</b>
—% change	27.4%	16.0%	16.2%	15.3%	14.9%	15.0%
<b>10. Brazil</b>	<b>\$13.34</b>	<b>\$16.28</b>	<b>\$18.80</b>	<b>\$21.34</b>	<b>\$23.79</b>	<b>\$26.17</b>
—% change	28.0%	22.0%	15.5%	13.5%	11.5%	10.0%

Note: includes products or services ordered using the internet via any device, regardless of the method of payment or fulfillment; excludes travel and event tickets; \*excludes Hong Kong; \*\*forecast from Sep 2014  
Source: eMarketer, Dec 2014

Source : eMarketer,Dec 2014

**RETAIL ECOMMERCE SALES AS A PERCENTAGE OF TOTAL RETAIL SALES IN SELECTED COUNTRIES FROM 2013-TO 2018**

The following table shows retail ecommerce sales as a percentage of total retail sales in selected countries from 2013-to 2018.

**Retail Ecommerce Sales as a Percent of Total Retail Sales in Select Countries, 2013-2018**

	2013	2014	2015	2016	2017	2018
UK*	11.6%	13.0%	14.4%	15.6%	16.9%	18.0%
China**	8.3%	10.1%	12.0%	13.8%	15.5%	16.6%
Finland	9.2%	9.8%	10.4%	10.8%	11.2%	11.5%
Norway	8.8%	9.7%	10.7%	11.5%	12.1%	12.7%
South Korea	8.1%	9.0%	9.8%	10.5%	11.3%	12.0%
Denmark	7.7%	8.6%	9.3%	9.9%	10.4%	10.8%
Germany	6.1%	7.3%	8.4%	9.4%	10.4%	11.2%
US*	5.8%	6.5%	7.1%	7.7%	8.3%	8.9%
Canada	4.5%	5.2%	5.9%	6.6%	7.4%	8.2%
Japan	4.4%	4.9%	5.4%	5.8%	6.2%	6.7%
France	4.2%	4.6%	5.1%	5.4%	5.8%	6.2%
Netherlands	3.8%	4.3%	4.6%	4.9%	5.1%	5.3%

**RETAIL SALES IN ASIA ( US \$ MILLION )**

The following table shows retail sales in Asia.

Territory	2011	2012	2013	2014	2015	2016	2017	2018
Australia	223,356	230,143	223,118	218,472	221,203	235,406	249,511	253,875
China	1,978,601	2,259,559	2,580,411	2,912,062	3,311,853	3,740,580	4,189,974	4,660,053
Hong Kong	52,125	57,434	63,854	68,248	71,678	73,010	75,514	78,908
India	836,836	823,039	840,240	918,573	1,076,411	1,278,722	1,518,036	1,764,468
Indonesia	328,994	336,557	335,024	328,268	376,877	468,809	522,000	639,172
Japan	1,696,404	1,721,272	1,421,548	1,395,168	1,416,745	1,448,924	1,490,861	1,538,524
Malaysia	78,260	82,554	87,939	93,295	106,831	123,451	137,517	150,544
New Zealand	39,219	41,579	45,224	47,720	44,934	44,820	46,390	47,470
Pakistan	103,397	103,973	108,161	120,996	134,738	148,549	162,065	179,337
Philippines	99,431	110,918	118,608	124,748	138,803	151,781	165,485	180,847
Singapore	37,015	39,385	40,760	43,573	46,443	49,769	53,203	56,003
South Korea	267,653	272,714	284,011	307,476	331,326	343,002	357,508	377,839
Taiwan	134,141	136,877	140,620	145,482	153,968	160,566	168,035	174,925
Thailand	110,785	117,445	118,471	114,692	119,811	129,414	140,567	154,576
Vietnam	53,929	60,525	66,452	75,606	85,371	96,909	109,041	122,414

Source: Economist Intelligence Unit

Figures for 2014 onwards are forecasts. Prior years are actual or estimates.

Australia	3.6%	4.1%	4.5%	4.9%	5.3%	5.6%
Spain	3.6%	4.1%	4.8%	5.4%	6.0%	6.5%
Brazil	3.4%	3.8%	4.1%	4.4%	4.6%	4.8%
Sweden	3.2%	3.5%	3.8%	4.1%	4.4%	4.6%
Russia	2.0%	2.2%	2.4%	2.6%	2.8%	3.0%
Italy	1.5%	1.7%	1.9%	2.1%	2.2%	2.3%
Argentina	1.3%	1.4%	1.6%	1.9%	2.2%	2.5%
Mexico	1.0%	1.2%	1.5%	1.9%	2.2%	2.6%
India	0.6%	0.7%	0.9%	1.1%	1.3%	1.4%
Indonesia	0.5%	0.6%	0.8%	1.0%	1.2%	1.4%

Note: includes products or services ordered using the internet via any device, regardless of the method of payment or fulfillment; excludes travel and event tickets; \*forecast from Sep 2014; \*\*excludes Hong Kong  
Source: eMarketer, Dec 2014

Source : eMarketer,Dec 2014

**GLOBAL RETAIL SALES VOLUME GROWTH (% PER ANNUM)**  
The following table shows global retail sales volume growth in percentage in different regions of the world.

Region	2011	2012	2013	2014	2015	2016	2017	2018
Asia and Australasia	4.5	4.2	4.1	4.1	4.6	4.8	4.8	4.9
Latin America	7.6	4.0	1.6	-0.8	2.4	3.4	3.4	3.8
Middle East and Africa	5.3	2.7	1.5	2.3	2.9	3.9	4.6	4.3
North America	4.0	2.0	2.7	2.3	2.5	2.4	2.5	2.6
Transition economies	3.8	3.2	3.0	1.2	2.7	4.3	4.1	4.6
Western Europe	-0.6	-1.5	-0.7	0.6	0.8	0.9	1.0	0.9
World	3.4	2.2	2.4	2.3	2.9	3.2	3.3	3.4

Source: Economist Intelligence Unit ,Figures for 2014 onwards are forecasts. Prior years are actual or estimates.

**GLOBAL RETAIL SALES ( US \$ TRILLION )**

The following table shows global retail sales in different regions of the world.

Region	2011	2012	2013	2014	2015	2016	2017	2018
Asia and Australasia	6.0	6.3	6.4	6.8	7.6	8.4	9.3	10.3
Latin America	1.3	1.4	1.4	1.4	1.5	1.6	1.6	1.7
Middle East and Africa	0.5	0.5	0.5	0.6	0.6	0.7	0.7	0.8
North America	3.7	3.8	4.0	4.1	4.3	4.6	4.8	5.0
Transition economies	1.1	1.1	1.1	1.2	1.2	1.3	1.5	1.6
Western Europe	3.2	3.0	3.1	3.2	3.1	3.2	3.3	3.3
World	15.8	16.2	16.6	17.3	18.4	19.7	21.2	22.8

Source: Economist Intelligence Unit ,Figures for 2014 onwards are forecasts. Prior years are actual or estimates.

**TOP 50 GLOBAL RETAILERS 2015**

Rank	Retailer/ Parent Company	Home Country	Rank	Retailer/ Parent Company	Home Country
1	Walmart	USA	26	Best Buy	USA
2	Carrefour	France	27	IKEA	Sweden
3	Costco	USA	28	Sainsburys	United Kingdom
4	Schwarz Group	Germany	29	Aldi Nord	Germany
5	Kroger	USA	30	Loblaw	Canada
6	Tesco	United Kingdom	31	Safeway	USA
7	Seven & I	Japan	32	Apple	USA
8	Metro Group	Germany	33	Clicks	South Africa
9	Amazon. com	USA	34	Publix	USA
10	Home Depot	USA	35	TJX	USA
11	Walgreens	USA	36	Delhaize	Belgium
12	Target	USA	37	Otto Group	Germany
13	CVS	USA	38	Mercadona	Spain
14	Auchan	France	39	Macy's	USA
15	Casino	France	40	AS Watson	Hong Kong SAR
16	Aeon	Japan	41	Suning	China
17	Rewe Group	Germany	42	Sears Hold- ings	USA
18	Edeka	Germany	43	Rite Aid	USA
19	Inter- marche	France	44	Morrisons	United Kingdom
20	Lowe's	USA	45	Systeme U	France
21	Aldi Süd	Germany	46	Lotte	South Korea
22	Leclerc	France	47	Migros	Switzerland
23	Wool- worths Limited (Aus)	Australia	48	Coop Schweiz	Switzerland
24	Wesfarm- ers	Australia	49	Magnit	Russia
25	Ahold	Nether- lands	50	H&M	Sweden

**CONCLUSION :**

Across the globe year by year retailing industry is progressing. It is projected that total retail sales of world in 2018 is estimated as 28,300 US Trillion Dollar. There is dominance of western countries in retailing industry but developing countries are also on this front and in years to come their contribution will improve. Out of 50 top retailers of the world in 2015 more than 35 %, retailers are from USA. In terms of revenue or income, North America is the leading region in the global retail industry, with a 37 percent share of the largest 250 retailers.

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