



Global Powers of Retailing 2022

Highlights overview

Global powers of retailing 2022 | FY2020

5.2%
Composite Year-on-Year
Retail Revenue Growth

3.3%
Composite Net
Profit Margin

4.4%
Composite Return
on Assets



61.6%
Top 250 Retailers with
Foreign Operations

21.3%
Share of Top 250
aggregate retail revenue
from foreign operations

10.8
Average number of
countries where retailers
have foreign operations

4.7%
FY2015-2020 Retail
Revenue CAGR

USD 5.1 trillion
Aggregate Retail Revenue
of Top 250

USD 20.4 billion
Average Retail Revenue
of Top 250

Source: Deloitte Global. Global Powers of Retailing 2022. Analysis of financial performance and operations for financial years ending within the 12 months from 1 July 2020 to 30 June 2021 (FY2020) using company annual reports, Supermarket News, Forbes America's largest private companies and other sources.


Top 10 Retailers




Walmart leads the rankings, followed by Amazon; JD.com is making its debut in the top 10 list, being the first Chinese company to enter the top 10

Top 250 rank		Country of origin	FY2020 Retail revenue (US\$ billions)	Change in rank
1	WALMART INC.	US	\$559.2	↔
2	AMAZON.COM, INC.	US	\$213.6	↔
3	COSTCO WHOLESALE CORPORATION	US	\$166.8	↔
4	SCHWARZ GROUP	Germany	\$144.3	↔
5	THE HOME DEPOT, INC.	US	\$132.1	+2
6	THE KROGER CO.	US	\$131.6	-1
7	WALGREENS BOOTS ALLIANCE, INC.	US	\$117.7	-1
8	ALDI EINKAUF GMBH & CO. OHG AND ALDI INTERNATIONAL SERVICES GMBH & CO. OHG	Germany	\$117.0e	↔
9	JD.COM, INC.	China	\$94.4	+4
10	TARGET CORPORATION	US	\$92.4	+1

Key highlights

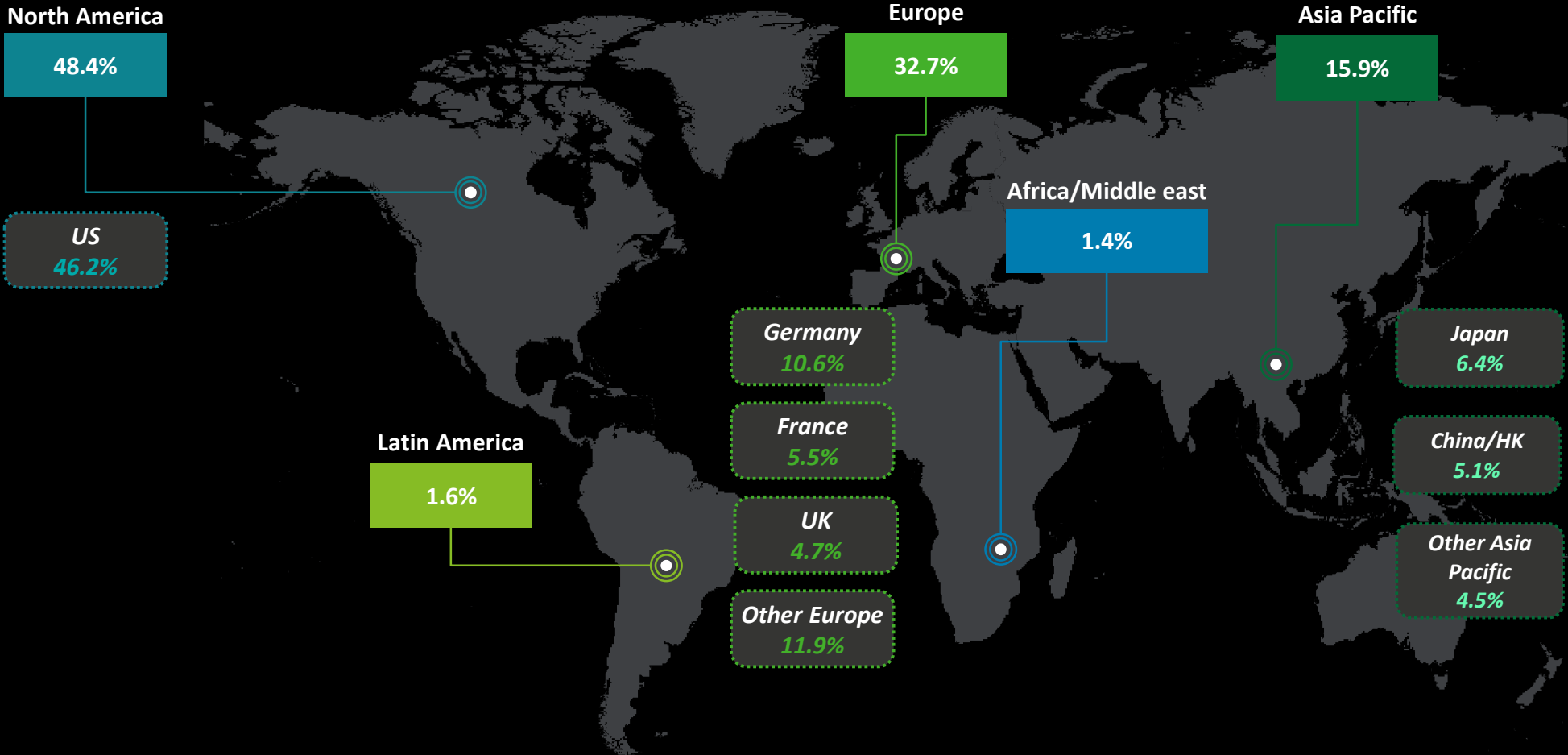
- JD.com and Target Corporation were the two new entrants in this year's top 10 retailers list at the ninth and 10th place, respectively.
- US-based companies continued to dominate the top 10 list, representing 70% of the list, followed by Germany and China.
- The top four retailers this year retained their ranks from last year, with Walmart continuing to lead the pack.
- JD.com, the Chinese e-commerce giant, made its debut in the top 10 after gaining four ranks since last year and becoming the first Chinese company to enter the list.
- The Top 10 retailers continue to be more international than the Top 250, with retail operations in 12.6 countries on average in FY2020, compared to an average of 10.8 countries for the Top 250 retailers.
- The top 10 retailers represented a higher share of the top 250 retailer's revenue at 34.6%, compared to 32.7% in FY2019.

 Country of origin
  FY2020 Retail revenue (US\$ billions)

  Change in rank
  e: estimate

Geographic breakdown

North America increased its share of retail revenue among the top 250 list, growing from 47.1% in FY2019 to 48.4% in FY2020

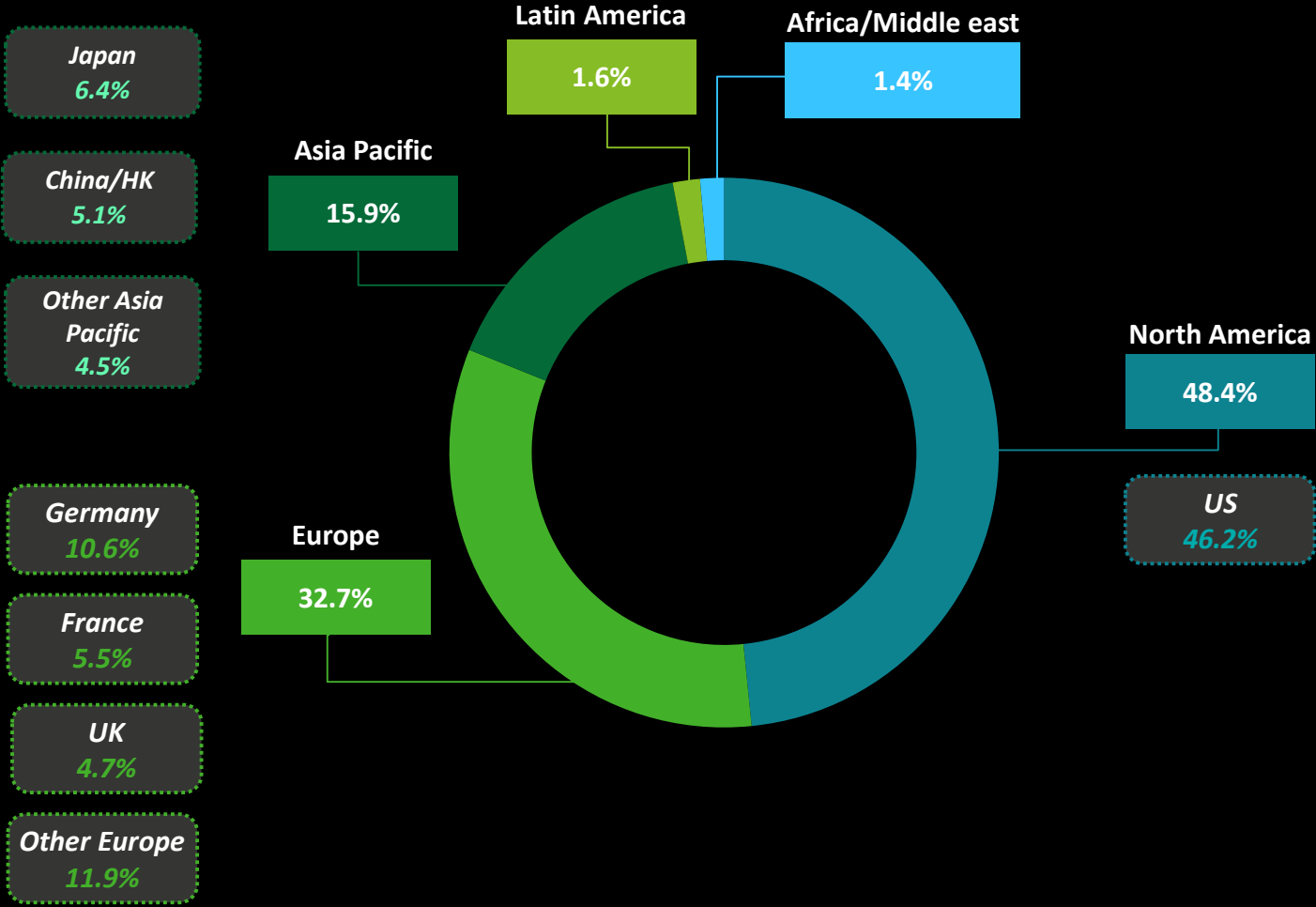


Percentage share of Top 250 retail revenue by region and by top countries

100% of each company's sales is accounted for within the region that the company is headquartered in.

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Product sector breakdown

FMCG continued to be the largest sector representing 66.4% of the top 250 retailers list in terms of retail revenue



Key highlights

Apparel and accessories witnessed decreasing growth in retail revenue, with a 14% year-on-year decline as compared to FY2019.

Fast-moving consumer goods (FMCG) continues to be the largest product sector, representing 56.4% of the total number of companies among the top 250 retailers. The sector also represented the largest share of retail revenue among the top 250 retailers at 66.4%.

The **hardlines and leisure goods** was the most profitable sector in FY2020, recording a consolidated net profit margin of 5.4%. The sector also recorded the highest year-on-year retail revenue growth rate of 14.5%, and the highest five-year retail revenue CAGR of 10.1%.

The **diversified** group recorded the second highest year-on-year retail revenue growth rate at 10.1%.

Top 10 fastest growing retailers

The list featured three new entrants this year and was dominated by retailers from the discount store format

Growth Rank	Company	Top 250 rank	Country of origin	FY2020 Retail revenue (US\$ billions)	5-year CAGR over FY2015-FY2020
1	COUPANG, INC.	98	South Korea	\$11.0	66.0%
2	RELIANCE RETAIL LTD.	56	India	\$18.5	49.4%
3	WAYFAIR, INC.	71	US	\$14.1	44.4%
4	MOBILE WORLD INVESTMENT CORPORATION	222	Vietnam	\$4.7	33.9%
5	A101 YENI MAĞAZACILIK A.Ş	231	Turkey	\$4.5e	32.6%
6	JD.COM, INC	9	China	\$94.4	31.2%
7	JD SPORTS FASHION PLC	141	UK	\$7.7e	28.2%
8	MAGAZINE LUIZA S.A.	195	Brazil	\$5.6	26.5%
9	ATB-MARKET LLC	230	Ukraine	\$4.6	26.3%
10	BİM BİRLEŞİK MAĞAZALAR A.Ş.	137	Turkey	\$7.9e	26.1%




Key highlights

The top four fastest growing retailers retained their positions in this year's list, with South Korea's Coupang retaining the top spot.

Discount and non-store retailers together formed 60% of the top 10 fastest growing companies, slightly displacing the sole dominance of the non-store retailers, who formed 50% of the top 10 list last year.




ATB-Market LLC, a discount retailer from Ukraine, broke into the Top 10 fastest growing retailers in its debut year, as part of the Top 250 list.

The composite CAGR for the Fastest 50 was 18.3% for FY2015-2020, much higher than for the Top 250, as a whole (4.7%).

-  Country of origin
-  FY2020 Retail revenue (US\$ billions)
-  5-year CAGR over FY2015-FY2020
- e: estimate

New entrants to the top 250

13 retailers joined or re-entered the top 250 rankings in FY2020, largely from the supermarket and specialty formats

	Top 250 rank	 Country of origin	 Dominant operational format	 FY2020 YoY Retail revenue growth
MERCURY RETAIL HOLDING INC.	136	Russia	Convenience/forecourt store	n/a
REAL HYPERMARKET BUSINESS	139	Germany	Hypermarket/supercenter	1.5%
DNS	185	Russia	Electronics specialty	38.3%
ATB-MARKET LLC	230	Ukraine	Discount store	18.1%
LIQUOR CONTROL BOARD OF ONTARIO	233	Canada	Other specialty	12.3%
EG GROUP LIMITED	237	UK	Convenience/forecourt store	37.3%
SHUFERSAL LTD.	238	Israel	Discount store	14.1%
LULULEMON ATHLETICA INC.	239	Canada	Other specialty	10.6%
SKLAVENITIS GROUP	240	Greece	Supermarket	15.6%
JOSHIN DENKI CO. LTD.	241	Japan	Electronics specialty	8.1%
KF GROUP	244	Sweden	Supermarket	8.1%
WEIS MARKETS, INC.	248	US	Supermarket	16.1%
SMART & FINAL STORES, INC.	250	US	Cash and carry/warehouse club	10.2%

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