

Food and grocery market KPIs in 2021 grew on average.

Year-over-year (YoY) growth in 2021 vs 2019 and 2020, %

		Northern and Western Europe					Southern Europe			Central Europe		Weighted average ¹
		Germany	United Kingdom	Netherlands	France	Sweden	Spain	Italy	Portugal	Czech Republic	Poland	
Food market—segment growth												
Grocery retail² <i>YoY change</i>	vs 2020	+0.9	-1.0	+1.6	-2.2	+0.4	-7.4	+2.3	-0.1	-1.0	+3.2	-0.6
	vs 2019	+13.6	+12.0	+11.4	+5.3	+16.3	+5.4	+8.4	+13.2	+7.3	+10.1	+9.9
Modern grocery retail³ <i>YoY change</i>	vs 2020	+1.5	-1.1	+1.3	-2.3	+0.6	-7.1	+4.4	-0.2	+1.6	+5.5	-0.1
	vs 2019	+14.6	+12.5	+10.5	+5.7	+16.5	+6.7	+13.6	+13.1	+10.5	+17.0	+11.4
Other grocery formats⁴ <i>YoY change</i>	vs 2020	-1.6	-0.4	+3.4	-1.2	-4.5	-8.2	-5.3	+0.6	-8.5	-1.4	-2.3
	vs 2019	+9.5	+9.0	+16.3	+2.2	+10.3	+1.8	-8.5	+13.6	-1.8	-1.9	+4.6
Foodservice⁵ <i>2019 vs 2020, 2020 vs 2021 YTD⁶</i>	vs 2020	-7.7	+32.1	-1.3	+10.5	+4.8	+25.9	+7.6	+10.9	+9.4	+17.2	+11.0
	vs 2019	-36.7	-19.1	-32.2	-25.1	-19.6	-28.1	-33.7	-26.8	-26.1	-1.6	-26.7
Modern retail—revenue growth per format												
Total² <i>YoY change</i>	vs 2020	+1.5	-1.1	+1.3	-2.3	+0.6	-7.1	+4.4	-0.2	+1.6	+5.5	-0.1
	vs 2019	+14.6	+12.5	+10.5	+5.7	+16.5	+6.7	+13.6	+13.1	+10.5	+17.0	+11.4
Hypermarkets⁷ <i>YoY change</i>	vs 2020	-1.5	-5.8	N/A	-1.8	+0.8	-10.0	+3.2	N/A	+0.2	-1.6	-2.6
	vs 2019	+8.1	-1.6	N/A	+1.0	+10.7	+1.9	-3.0	N/A	+4.1	+1.2	+2.4
Supermarkets⁸ <i>YoY change</i>	vs 2020	+4.2	-3.9	-0.9	-4.5	-4.4	-7.4	+4.3	-0.1	-0.6	-2.5	-1.2
	vs 2019	+21.4	+5.4	+6.2	+5.3	+7.0	+4.0	+12.6	+10.9	+9.9	+8.2	+10.2
Discounters⁹ <i>YoY change</i>	vs 2020	-1.0	+1.5	-0.9	-4.1	+5.6	-5.2	+6.4	+1.1	+2.6	+12.2	+0.3
	vs 2019	+7.8	+15.0	+2.6	+3.1	+22.9	+12.8	+23.5	+17.3	+15.5	+25.5	+12.0
Online <i>YoY change</i>	vs 2020	+14.5	+14.9	+28.6	+3.7	+14.1	+3.3	-1.0	-8.7	+18.8	-3.3	+8.8
	vs 2019	+64.5	+91.5	+100.4	+47.1	+129.5	+69.8	+54.9	+44.9	+43.1	+50.2	+67.3
Modern retail—space growth per format												
Total <i>YoY change</i>	vs 2020	+1.0	+0.8	+2.0	+0.9	+2.6	+2.2	+4.6	+2.5	+1.9	0.0	+1.6
	vs 2019	+1.8	+1.7	+3.9	+1.6	+5.8	+0.7	+10.0	+8.4	+3.1	+3.3	+3.0
Hypermarkets¹⁰ <i>YoY change</i>	vs 2020	+0.3	+0.3	N/A	-0.3	+0.5	+1.7	+9.3	N/A	+0.5	-11.1	+0.8
	vs 2019	+1.6	-0.8	N/A	+1.3	+2.5	+0.3	+9.7	N/A	+0.2	-12.7	+1.1
Supermarkets¹¹ <i>YoY change</i>	vs 2020	+0.7	-0.2	+1.4	0.0	+3.4	+2.8	+1.8	+1.1	+1.7	-1.9	+0.7
	vs 2019	-1.1	+0.1	+2.7	-0.9	+8.8	+0.2	+6.6	+9.5	+4.0	-0.2	+0.9
Discounters¹² <i>YoY change</i>	vs 2020	+1.6	+6.5	+3.5	+2.5	+5.9	+1.8	+6.6	+8.0	+6.6	+5.8	+4.0
	vs 2019	+3.7	+13.9	+8.2	+5.9	+9.3	+2.8	+13.6	+13.9	+10.4	+11.2	+8.1
Convenience¹³ <i>YoY change</i>	vs 2020	+3.1	+0.8	+24.4	+4.8	+2.9	+3.8	+1.4	+0.7	+0.1	+4.1	+3.8
	vs 2019	+6.5	+1.4	+27.4	+2.9	+2.9	-4.6	+16.5	+2.4	+0.5	+12.0	+5.8
Modern retail—growth of sales per square meter												
Sales/m² <i>YoY change</i>	vs 2020	+0.4	-1.9	-0.7	-3.2	-2.0	-9.1	-0.3	-2.7	-0.3	+5.6	-1.7
	vs 2019	+12.6	+10.7	+6.4	+4.0	+10.2	+5.9	+3.3	+4.4	+7.2	+13.3	+8.3

		Northern and Western Europe					Southern Europe			Central Europe		Weighted average ¹
		Germany	United Kingdom	Netherlands	France	Sweden	Spain	Italy	Portugal	Czech Republic	Poland	
Grocery retail—price and volume growth												
Volume <i>YoY change</i>	vs 2020	-2.2	-1.6	-0.7	-3.2	+0.4	-8.3	+1.3	-0.6	-1.6	+0.4	-2.1
	vs 2019	+4.3	+8.4	+3.8	+4.4	+14.6	+2.1	+8.0	+11.4	+2.7	+3.0	+5.7
Basket size volume <i>YoY change</i>	vs 2020	+3.3	-2.2	+3.5	-3.9	+3.7	-7.5	-6.5	-2.8	+4.8	+1.1	-1.6
	vs 2019	+9.0	+23.6	+12.2	+8.7	+16.9	+5.8	+4.4	+9.4	+15.2	+20.2	+12.0
Frequency <i>YoY change</i>	vs 2020	-5.3	+0.6	-4.1	+0.7	-3.2	-0.9	+8.4	+2.3	-6.1	-0.7	-0.4
	vs 2019	-4.4	-12.3	-7.6	-3.9	-2.0	-3.6	+3.4	+1.9	-10.8	-14.3	-5.3
Price changes (inflation) <i>YoY change</i>	vs 2020	+3.1	+0.3	-0.2	+0.6	+0.5	+1.9	+0.5	+0.7	+0.9	+3.0	+1.3
	vs 2019	+5.4	+1.0	+1.7	+2.7	+2.6	+4.3	+2.0	+2.8	+5.6	+7.6	+3.3
Up/down trading changes	vs 2020	0.0	+0.3	+2.5	+0.4	-0.5	-0.8	+0.5	-0.2	-0.2	-0.2	+0.2
	vs 2019	+3.6	+2.5	+5.7	-2.0	-1.2	-0.9	-1.8	-1.3	-1.1	-0.7	+0.7
Other key grocery indicators												
Online-channel market share <i>2021</i>		4.2	13.0	8.1	8.8	7.5	2.9	3.0	3.2	3.6	1.5	6.6
Private-label share¹⁴ <i>2021</i>		30.5	49.5	41.4	34.2	23.6	27.0	34.4	38.3	25.7	20.3	34.7
Private-label share¹⁴ <i>p.p.¹⁵ share change</i>	vs 2020	-0.2	+0.1	-0.6	-1.0	0.0	+1.2	+6.4	+0.8	+1.3	+1.0	+0.7
	vs 2019	-0.8	-0.5	-1.1	-0.5	+1.4	+1.5	+7.5	+2.3	+3.0	+1.9	+0.9
Promo share <i>2021</i>		18.8	29.8	21.9	15.6	35.9	13.3	34.7	25.1	52.4	26.9	23.4
Promo share <i>p.p.¹⁵ share change</i>	vs 2020	+1.0	-1.2	-0.1	+1.9	+9.0	+0.1	+0.3	+0.6	+1.3	+2.8	+0.9
	vs 2019	+0.6	-3.8	+0.1	+0.7	+8.0	-0.4	-4.3	-0.4	+0.3	+2.6	-0.6
Consumer indicators												
Consumer confidence <i>p.p.¹⁶ change</i>	vs 2020	+4.1	+9.8	+9.3	+5.9	+7.6	+10.0	+9.1	+7.2	-0.9	+4.5	+7.0
	vs 2019	-3.2	-1.8	+3.4	+1.2	+8.4	-6.4	+5.6	-8.6	-11.5	-11.9	-1.4
Eco-active consumers¹⁶ <i>2021</i>		47	29	21	24	N/A	22	26	N/A	14	25	
Eco-active consumers¹⁶ <i>p.p.¹⁵ share change</i>	vs 2020	+9.0	+6.0	N/A	+5.0	N/A	-2.0	+3.0	N/A	-4.0	+3.0	
	vs 2019	+17.0	+7.0	+6.0	+11.0	N/A	+8.0	N/A	N/A	-2.0	+6.0	

¹ Weighted according to 2020 total grocery revenues for each country.

² Europanel revenue data measures only value of purchases that are taken home (ie, excludes value of purchases that are consumed on the go, at work, etc).

³ Consists of hypermarkets, supermarkets, online stores, and discounters.

⁴ Remaining store types not covered by "modern retail." Examples include small corner store, pharmacy, drugstore, and open market.

⁵ Includes food and beverage service activities providing complete meals or drinks fit for immediate consumption (eg, traditional restaurants, self-service, or takeaway restaurants).

Source: Europanel; Eurostat; GfK; IGD Research; Office for National Statistics

traditional restaurants, self-service, or takeaway restaurants.

⁶ Year to date. For the Czech Republic and the United Kingdom, a full year. For France, Germany, Portugal, and Spain, up to November. For Italy, the Netherlands, Poland, and Sweden, up to September.

⁷ Large retail outlets under common ownership with sales area >2,500m² (according to Europanel).

⁸ Smaller retail outlets under common ownership, excluding discounters. Sales area from 450m² to 2,500m² (according to Europanel).

⁹ Limited-range discount retailers such as Aldi, Lidl, Biedronka, Norma, Netto Marken-Discount, Eurospin, Penny, Dia, and Leader Price (according to Europanel).

¹⁰ Sales area between 3,000m² to 6,000m²; substantial nongrocery store offering (according to IGD).

¹¹ Sales area ranging from 300m² to 6,000m²; store offering is predominantly food (according to IGD).

¹² Sales area from 300m² to 1,500m² (potentially up to 6,000m²); narrow range (<4,000 SKUs) with a focus on everyday low prices. Offerings typically

dominated by private label, and stores operate with low-cost business model (according to IGD).

¹³ Stores typically under 300m², with convenience-focused ranges usually up to 6,000 SKUs and long opening hours (according to IGD).

¹⁴ Methodology focused on value (not volume) of what customers purchase across formats (according to Europanel).

¹⁵ Percentage points.

¹⁶ Consumers that take the most actions to reduce their environmental impact, such as using their own bags, bottles, and cups and avoiding plastic.