

		Northern and Western Europe						Southern Europe			Central Europe		Weighted average <sup>1</sup>
		Germany	United Kingdom	Netherlands	France	Belgium	Sweden	Spain	Italy	Portugal	Czech Republic	Poland	
Grocery retail – price and volume growth													
Volume <sup>15</sup> percent change	vs 2021	−4.5	−6.1	−4.8	−0.5	−4.0	−7.4	−5.4	−1.0	−5.6	−2.8	−2.5	−3.6
	vs 2019	+1.6	+1.8	−1.2	+3.9	+0.2	+6.1	−3.4	+6.9	+5.2	−0.1	+0.4	+2.3
Basket size volume <sup>16</sup> percent change	vs 2021	−5.8	−7.8	−10.9	−4.5	−5.8	−7.4	−5.3	−3.2	−11.0	−7.4	−3.5	−5.8
	vs 2019	+4.7	+14.0	+0.1	+3.8	+5.4	+8.3	+0.2	+1.1	−2.7	+6.6	+16.0	+5.5
Frequency percent change	vs 2021	+1.4	+1.8	+ 6.8	+4.2	+1.9	0.0	−0.1	+2.3	+6.1	+5.0	+1.0	+2.3
	vs 2019	−3.0	−10.7	−1.3	+ 0.1	−4.9	−2.0	−3.7	+5.8	+8.1	−6.3	−13.4	−3.0
Food & beverage price changes (inflation) percent change	vs 2021	+12.5	+10.9	+10.7	+7.3	+9.0	+11.7	+ 11.6	+9.3	+13.0	+17.0	+14.4	+ 10.7
	vs 2019	+18.7	+12.0	+12.6	+10.1	+11.4	+14.6	+16.4	+11.5	+16.1	+ 23.5	+23.1	+ 14.3
Up/down trading percent change	vs 2021	−6.1	−3.1	−0.7	−3.2	−2.7	−0.1	−3.2	−3.3	−4.9	−6.0	−0.2	−3.6
	vs 2019	−4.9	−1.0	+4.8	−4.8	+1.1	−1.3	−1.7	−4.7	−6.1	−6.9	−0.8	−3.0
Other key grocery indicators													
Online-channel market share percent, full year		3.7	11.7	8.0	8.9	4.2	6.2	2.6	3.0	2.5	3.8	1.9	6.1
Private-label value share <sup>17</sup> percent, full year		33.7	50.9	43.7	37.8	38.7	25.1	29.2	30.5	42.2	28.0	21.1	36.3
Private-label value share <sup>17</sup> p.p. share change	vs 2021	+3.2	+1.3	+2.3	+1.1	+2.0	+1.5	+2.9	+1.7	+3.9	+2.3	+0.8	+1.9
	vs 2019	+2.4	+0.8	+1.2	+0.7	+0.6	+2.9	+4.2	+3.1	+6.2	+5.3	+2.7	+1.9
Promo share percent, full year		20.4	25.7	20.9	14.9	20.1	37.7	11.8	33.7	24.3	53.0	24.2	22.4
Promo share p.p. share change	vs 2021	+1.6	−3.0	−0.4	−0.7	−0.8	+1.8	−0.8	−3.9	−0.8	+0.6	−1.8	−0.9
	vs 2019	+2.1	−6.8	−0.1	0.0	N/A	+9.8	−1.1	−7.5	−1.2	+0.9	+0.9	−1.3
Consumer indicators													
Consumer confidence points change, full year	vs 2021	−14.7	−24.0	−21.8	−11.2	−16.1	−21.8	−13.7	−14.4	−14.5	−17.0	−8.3	−15.7
	vs 2019	−17.9	−25.8	−18.5	−10.0	−9.0	−13.4	−20.0	−8.8	−23.2	−28.5	−20.2	−16.8
Eco-active consumers <sup>18</sup> percent, full year		32.0	24.0	25.0	20.0	20.0	N/A	12.0	24.0	19.0	9.0	24.0	23.2
Eco-active consumers <sup>18</sup> p.p. share change	vs 2021	−13.0	−3.0	+2.0	+1.0	−14.0	N/A	−8.0	−3.0	−5.0	−2.0	−4.0	−5.5
	vs 2019	−1.0	0.0	+8.0	+2.0	−0.4	N/A	−4.0	N/A	N/A	−4.0	+6.0	+0.5

<sup>1</sup> Weighted according to total grocery revenues for each country. If for a given KPI group the data is not available for some countries, these countries are excluded from the weighted average.

<sup>2</sup> Data measures the value of fast-moving consumer goods (FMCG) and fresh purchases that are taken home (excludes value of purchases that are consumed on the go, at work, etc.).

<sup>3</sup> Consists of hypermarkets, supermarkets, online stores, and discounters.

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

<sup>5</sup> Inflation-adjusted grocery retail value growth

<sup>6</sup> Includes food and beverage service activities providing complete meals or drinks fit for immediate consumption (eg, traditional restaurants, self-service, or takeaway restaurants).

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

<sup>8</sup> Smaller retail outlets under common ownership, excluding discounters. Sales area from 450m<sup>2</sup> to 2,500m<sup>2</sup> (according to Europanel).

<sup>9</sup> Any FMCG and fresh products bought on the Internet and either delivered or collected.

<sup>10</sup> Limited-range discount retailers such as Aldi, Lidl, Biedronka, Norma, Netto Marken-Discount, Eurospin, Penny, Dia, and Leader Price (according to Europanel).

<sup>11</sup> Sales area between 3,000m<sup>2</sup> and 6,000m<sup>2</sup>; substantial nongrocery store offering (according to IGD).

<sup>12</sup> Sales area ranging from 300m<sup>2</sup> to 6,000m<sup>2</sup>; store offering is predominantly food (according to IGD).

<sup>13</sup> Sales area from 300m<sup>2</sup> to 1,500m<sup>2</sup> (potentially up to 6,000m<sup>2</sup>); 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).

<sup>14</sup> Stores typically under 300m<sup>2</sup>, with convenience-focused ranges usually up to 6,000 SKUs and long opening hours (according to IGD).

<sup>15</sup> Number of units sold.

<sup>16</sup> Average number of units sold per basket.

<sup>17</sup> Private label is defined as any brand/product that is owned and sold by an individual retailer and not sold by other retailers. This includes any product with the store name in the brand such as [Store name] Cornflakes and similar. It includes all "brands" sold by discounters or any other retailer that are owned and sold exclusively in their own stores. Fresh products sold with a retailer name/exclusive "brand" on the shopper package/receipt are included; loose no-name fresh products are excluded.

<sup>28</sup> Consumers who take the most actions to reduce their environmental impact, such as using their own bags, bottles, and cups and avoiding plastic.