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**Convenience store turnover grows 6% in 2020, despite -1.2% outlet decline**

According to the new Lumina Intelligence UK Grocery Data Index for full year 2020 (created in collaboration with The Grocer, Forecourt Trader and ConvenienceStore.co.uk), overall convenience store turnover grew +6% in 2020 to £38.7bn, whilst outlet numbers declined -1.2% to 41,655.

All sub-sectors of convenience experienced turnover growth in the year, with unaffiliated independents leading the way with growth of +9.6%.

* Convenience multiples - +0.4%
* Co-operative societies - +9.1%
* Symbol groups - +6.3%
* Unaffiliated independents - +9.6%

Forecourt sites with a shop/convenience store have seen modest turnover growth of +0.6% in 2020, to £4.7bn and outlet decline of -2.1% to 7,508. Larger independent dealers (those with 10 sites or more) experienced the largest growth in turnover (+4.1%), meanwhile outlet decline was driven by smaller dealers (with 9 sites or less). The number of forecourts without a shop increased +1.7% in 2020, to 992.

The number of supermarket and discounter outlets rose +1.1% in 2020 to 10,974 and turnover increased by +7.8% to £160bn.

Commenting on the findings, Katherine Prowse, Senior Insight Manager at Lumina Intelligence said, *“This latest report covers the entire UK grocery retail market landscape and includes outlet numbers and turnover estimates for supermarket, convenience store, discounter and forecourt operators across the UK.”*

*“2020 saw an incredible performance for grocery retail as the sector benefitted from the closure of hospitality and the shift to greater in-home consumption. As always, it is a story of two halves as those operators with a high exposure to urban locations, as well as those reliant on travel (including much of the forecourt sector) performed less well as movement was limited, whilst others were well placed to benefit from greater home working and the suburban migration. Whilst we can’t expect growth to continue at this level as we annualise on 2020 performance, with continued restrictions for the first half of 2021 we anticipate sales levels to remain higher than pre-pandemic.”*

You can find out more about our Grocery Data Index [here](https://www.lumina-intelligence.com/total-retail-market-reports/grocery-data-index-2021/).

**ENDS**

**Report methodology**

The data within Lumina Intelligence Grocery Data Index was collated in the following ways:

* Directly from retailers/operators in partnership with The Grocer, Forecourt Trader and Conveniencestore.co.uk.
* Forecourt figures provided by Experian Catalyst
* Turnover estimates based on reported sales taken from annual company reports where available.
* Independent retailers’ average weekly sales estimated through competitor benchmarks, location strategy, average store size, proposition make-up/focus (e.g. focus on fresh & chilled) and market positionings

**About Lumina Intelligence**

Lumina Intelligence inspires the global food and drink sector with deep, actionable insights powered by the world’s best analytics technology. Our products and services are used by the major brands and organisations in these fast moving and growing markets to support business planning, strategic marketing and new product development.

With offices in London, Chicago, Montpellier, and Singapore, and local on the ground analysts across our businesses, you can trust our market knowledge. We are committed to providing all our customers with up to date accurate information to support critical decision making.

Combining the expertise and experience of HIM, MCA Insight and Lumina Intelligence, we are the experts in market and consumer insight across the food & drink and nutrition markets.

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