



Euromonitor
International

Convenience Retailers in India

May 2026

Table of Contents

Convenience Retailers in India - Category analysis

KEY DATA INSIGHTS

2025 DEVELOPMENTS

Convenience Retailers Summary

KEY INDUSTRY TRENDS

Chart 1 - Key Industry Trends for Convenience Retailers

INDUSTRY PERFORMANCE

Convenience Retailers Expand through Urban Mobility and On-The-Go Consumption Trends

Convenience Stores Retain Dominance While Forecourt Formats Drive Fastest Growth

Chart 2 - The New Shop expands its 24/7 convenience store network

Redefining Convenience through Affordability and Small-Pack Innovation

Chart 3 - FMCG small packs drive affordability in Indian convenience stores

Chart 4 - Value Sales 2020-2030

Chart 5 - Value Sales by Category 2025

WHAT'S NEXT?

Growth Will Be Led by Urban Proximity and Mobility-Driven Forecourt Expansion

Chart 6 - Analyst Insight for Convenience Retailers

Location-Led Expansion, Foodservice Innovation, and Digital Engagement Will Define the Future of Convenience Retail

Ai-Driven Personalisation and Demand Forecasting Are Set to Reshape Convenience Retailers

Chart 7 - Forecast Value Sales 2020-2030

Chart 8 - Forecast Value Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Central Government Employees Consumer Cooperative Society Ltd Strengthens Its Lead in a Highly Concentrated Market

Chart 9 - Company Shares 2025

Chart 10 - Brand Shares 2025

ECONOMIC CONTEXT

Chart 11 - Economic Context for Convenience Retailers

Chart 12 - Real Gdp Growth 2020-2030

Chart 13 - Inflation 2020-2030

CONSUMER CONTEXT

Chart 14 - Consumer Context for Convenience Retailers

Chart 15 - Population 2020-2030

Chart 16 - Population by Generation 2025

COUNTRY REPORTS DISCLAIMER

[Retail in India - Industry Overview](#)

EXECUTIVE SUMMARY

2025 Developments

KEY DATA INSIGHTS

KEY INDUSTRY TRENDS

Chart 17 - Key Industry Trends for Retail

INDUSTRY PERFORMANCE

India Retail Grows Steadily as Macro Conditions Support Resilient Consumption

Chart 18 - Competitors Expand their Click-and-Collect and Fast Delivery Services

Small Local Grocers Dominates Value, While Retail E-Commerce Drives Growth Momentum

Chart 19 - Reliance Retail Strengthens Its App-Based Ecosystem

Reliance Retail Ltd Expands Its Digital Ecosystem with Fast Delivery and an Integrated Retail Model

Chart 20 - Value Sales 2020-2030

Chart 21 - Value Sales by Category 2025

WHAT'S NEXT?

Small Local Grocers Will Retain Scale, While Retail E-Commerce Is Set to Lead Channel Growth

Chart 22 - Analyst Insight for Retail

Convenience, Value, and Digital Engagement Are Expected to Redefine Retail Strategies

Chart 23 - Forecast Value Sales 2020-2030

Chart 24 - Forecast Value Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Flipkart and Amazon.In Retain the Lead through Investments in Technology and Omnichannel Integration

Innovation and Quick Commerce Reshape Retail through Hybrid Formats

Chart 25 - Instamart Opens Its First Offline Experiential Bright Store

Chart 26 - Company Shares 2025

Chart 27 - Brand Shares 2025

OPERATING ENVIRONMENT

Informal Retail

Opening Hours for Physical Retail

Chart 28 - Standard Opening Hours by Channel Type 2025

Seasonality

Diwali season

End of season sale

ECONOMIC CONTEXT

Chart 29 - Economic Context for Retail

Chart 30 - Real Gdp Growth 2020-2030

Chart 31 - Inflation 2020-2030

CONSUMER CONTEXT

Chart 32 - Consumer Context for Retail

Chart 33 - Population 2020-2030

Chart 34 - Population by Generation 2025

COUNTRY REPORTS DISCLAIMER

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.

- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/convenience-retailers-in-india/report.