



# Appliances and Electronics Specialists in Canada

February 2024

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## Appliances and Electronics Specialists in Canada - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Shoppers continue to look for self-service and convenience in this space  
Best Buy Canada launches monthly subscription service  
Consumers are more price sensitive than ever

#### PROSPECTS AND OPPORTUNITIES

Energy efficiency and sustainability will remain hot topics  
Smart and connected appliances will be the norm  
Personalisation and trust will be vital for future success

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## Retail in Canada - Industry Overview

### EXECUTIVE SUMMARY

Retail in 2023: The big picture  
Canadian retailers under strong pressure from government to reduce prices  
Some COVID-19 related changes are not going away and will continue to impact Canadian retail  
What next for retail?

### OPERATING ENVIRONMENT

Informal retail  
Opening hours for physical retail  
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Seasonality  
Christmas  
Back to School  
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