

# Convenience Retailers in Canada

February 2024

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## Convenience Retailers in Canada - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Consumers are more price sensitive than ever before

Foodservice is becoming increasingly important in the convenience store business model

KaleMart24 launching in Quebec

#### PROSPECTS AND OPPORTUNITIES

Convenience stores will see major threats from other channels

Popularity of subscriptions to supercharge loyalty

Localisation will become more important in the coming years

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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?

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