

TRADE MAGAZIN – RETAILER RANKING 2022

THE BUSINESS RANKING OF FMCG RETAIL CHAINS

No.	Retailer's name	Number of stores in 2021	Number of stores in 2022	Store type	Number of employees in 2022	Retail tax to be paid (including the extra profit tax in 2022, in billion HUF)	Gross sales revenue in total (billion HUF/million EUR)	
							2021	2022
1.	LIDL						921,8	1193,2
	LIDL	191	197	D	7657	36,9	€ 2492,6	€ 3140,7
2.	SPAR						791,8	915,7
	SPAR	614	623		16 048	26,7	€ 2145,9	€ 2287,7
	INTERSPAR	35	35	HM				
	SPAR	320	308	SZM				
	CITY SPAR	25	32	SZM				
	SPAR PARTNER	34	38	NK				
	SPAR MARKET	64	72	NK				
	ORLEN-DESPAR	51	51	NK				
	OMV-SPAR EXPRESS	85	87	NK				
3.	TESCO						764,0	885,0*
	TESCO	198	197		10 807	25,0**	€ 2065,9	€ 2329,6*
	TESCO	112	112	HM				
	TESCO SZUPERMARKET	33	33	SZM				
	TESCO EXPRESSZ	53	52	CONV				
	SHELL-TESCO MINI SHOP***	23	36	NK				
4.	COOP						674,0	748,0
	COOP	3939	3838		n.a.	n.a.	€ 1826,6	€ 1868,8
	SZUPER	297	261	SZM				
	SZUPER PLUSZ	0	42	SZM				
	MINI	1032	1000	ÉB				
	ABC	864	877	ÉB				
	NEM COOP KISBOLT	1708	1620	ÉB				
	ADU	38	38	C+C				

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5.	CBA						569,0	632,0
	CBA	1968	1987		n.a.	n.a.	€ 1542,0	€ 1579,0
	PRÍMA	12	14	NSZM				
	CBA, PRÍMA	914	922	SZM, ÉB				
	CBA, CBA PARTNER	1042	1051	ÉB				
6.	ALDI						384,0	505,0*
	ALDI	153	163	D	6059	13,3	€ 1040,7	€ 1261,7*
7.	PENNY MARKET						389,5	489,0
	PENNY	227	228	D	5242	13,1	€ 1058,4	€ 1221,7
8.	REÁL						433,0	462,8
	REÁL	1151	1093		9092	n.a.	€ 1173,4	€ 1156,3
	REÁL ÉLELMISZER, REÁL PRÉMIUM, REÁL C+C	372	361	SZM, C+C				
	REÁL ALFA	1	1	NSZM				
	REÁL PONT	778	731	ÉB				
9.	AUCHAN						464,3	456,5
	AUCHAN	24	24		5891	12,6	€ 1258,3	€ 1140,5
	AUCHAN	19	19	HM				
	AUCHAN	3	3	SZM				
	AUCHAN	2	2	NSZM				
10.	DM						133,3	162,4
	DM	259	263	DR	3153	2,6	€ 369,9	€ 385,4
11.	ROSSMANN						115,1	137,6
	ROSSMANN	235	242	DR	1988	n.a.	€ 311,9	€ 343,9

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12.	KEREKES						93,2	115,6
	KEREKES	476	470		n.a.	n.a.	€ 252,6	€ 288,8
	PRIVÁT ÉLELMISZER	317	298	ÉB				
	PRIVÁT MAX	159	172	SZM				
13.	NAPCSILLAG						67,0	97,0
	NAPCSILLAG	54	57	ÉB	1230	n.a.	€ 181,6	€ 242,3
14.	MÜLLER						79,2	88,7*
	MÜLLER	33	33	DR	930	0,1	€ 225,1	€ 223,6*
15.	DÉL-100						24,5	33,3
	DÉL-100	196	202		1154	n.a.	€ 66,4	€ 83,2
	PLUSMARKET	34	39	DR				
	GOODSMARKET	162	163	DR				

NOTES AND MARKINGS:

The Retailer Ranking is based on the sales revenues indicated in forints. Sales revenues indicated in euros are for international information purposes only, and it is important to take into consideration the fact that due to the unstable nature of the HUF/EUR exchange rate, the list contains conversions based on the exchange rate issued by the Central Bank of Hungary (MNB) on the last day of the given month.

Data contained in the table was provided by the retailers.

Sales revenue data marked with * is an estimation made by Trade magazin, based on Trade magazin's Retailer Ranking 2021, and on the 2021 and 2022 tax declarations of the retailers, taking into consideration the changes in market conditions since then - with the involvement of experts.

Under the header "Retail tax to be paid" n.a. stands for no data, and means that the given retailer didn't provide data on the chain, and we chose not to estimate it.

When calculating the sales revenues of retail chains - with the exception of the following - we used the exchange rate of MNB valid on 31 December 2021 (HUF/EUR 369.0) and on 31 December 2022 (HUF/EUR 400.25).

For ALDI the number of employees refers to the whole group in Hungary.

AUCHAN's sales revenue refers to January-December periods for both 2021 and 2022, and contains gross sales including motor fuels, in accordance with IFRS standards.

The number of COOP stores also includes 1708 stores in 2021, and 1620 stores in 2022 which DON'T BELONG TO the COOP chain, the sales revenues of which were used in calculating the gross sales revenue.

DM's sales revenue in 2021: it refers to the October 2020-September 2021 financial year, while for 2022 it refers to the October 2021-September 2022 financial year.

DM's sales revenue in the October 2021-March 2022 period was gross HUF 76.7 billion, while in the October 2022-March 2023 period it was gross HUF 99.4 billion (physical stores and online shop sales revenues combined).

When calculating DM's sales revenue, we used MNB's exchange rate valid on 30 September 2021 (HUF/

EUR 360.52) and 30 September 2022 (HUF/EUR 421.41).

LIDL's sales revenue in 2021: it refers to the March 2021-February 2022 financial year, while for 2022 it refers to the March 2022-February 2023 financial year.

When calculating LIDL's sales revenue, we used MNB's exchange rate valid on 28 February 2022 (HUF/EUR 369.80) and 28 February 2023 (HUF/EUR 379.90).

MÜLLER's sales revenue in 2021: it refers to the July 2020-June 2021 financial year, while for 2022 it refers to the July 2021-June 2022 financial year, and includes domestic and export sales.

When calculating MÜLLER's sales revenue, we used MNB's exchange rate valid on 30 June 2021 (HUF/EUR 351.90) and 30 June 2022 (HUF/EUR 396.75).

From SPAR's total number of employees 12 895 people directly work for SPAR, and 3 153 are employed by franchise partners.

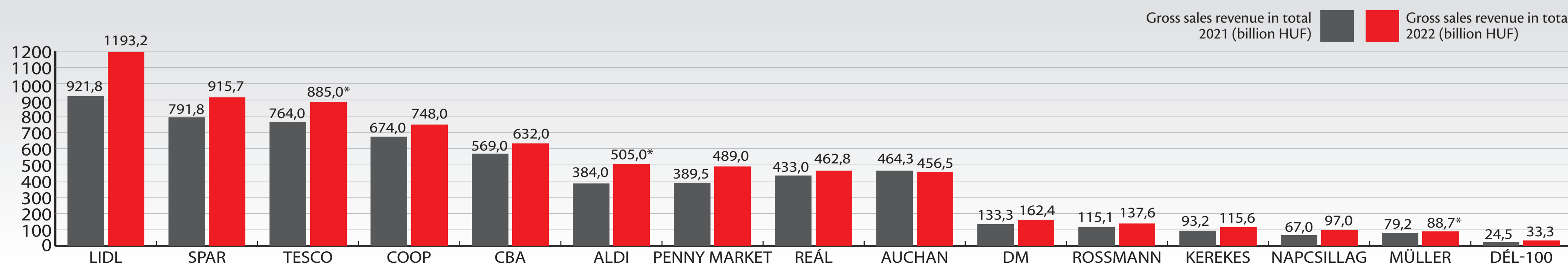
TESCO's gross sales revenue in 2021: it refers to the March 2020-February 2021 financial year. For 2022 it refers to the March 2022-February 2023 financial year.

**TESCO publishes its annual report on the 2022-2023 financial year until 1 July 2023. We indicated the sum of the tax based on information provided by TESCO.

*** Data on TESCO doesn't include the number of SHELL-TESCO mini shops, how many people work there, and their sales revenue.

When calculating TESCO's sales revenue, we used MNB's exchange rate valid on 28 February 2022 (HUF/EUR 369.80) and 28 February 2023 (HUF/EUR 379.90).

C+C cash and carry
CONV convenience store
D discount supermarket
DR drugstore
ÉB grocery store
HM hypermarket
NK wholesaler
NSZM large supermarket
SZM supermarket



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