Kantar Consulting's 2018 Top 50 US Retailers

KANTAR CONSULTING

	20105				20105 US				20105.0/
2018E US Rank^	2018E Global Rank	2023E Outlook	Retailer/Parent Company	Home Country	2018E US Retail Sales (\$MM)	2018E US Stores	Sales CAGR ('13-'18E)	Sales CAGR ('18E-'23E)	2018E % Retail Sales Outside US
1	1		Walmart	US	\$385,588	5,275	3%	3%	27%
2	2	•	Amazon.com¹	US	\$125,664	488	27%	17%	34%
3	4	•	Kroger ²	US	\$122,987	3,254	6%	3%	0%
4	3	•	Costco	US	\$101,433	523	6%	7%	25%
5	8	•	Home Depot	US	\$98,200	1,969	6%	5%	8%
6	6	•	Walgreens³	US	\$97,129	9,689	7%	6%	13%
7	12	◆	CVS	US	\$82,564	9,670	5%	5%	2%
8	14	•	Target	US	\$74,741	1,836	1%	2%	0%
9	18	▼	Lowe's⁴	US	\$63,772	1,720	4%	3%	8%
10	19	▼	Albertsons Companies⁵	US	\$60,286	2,289	25%	2%	0%
11	21	A	Apple	US	\$47,269	271	12%	10%	13%
12	15	▼	Ahold Delhaize	Netherlands	\$43,522	1,975	0%	2%	41%
13	27	▼	Best Buy	US	\$39,193	1,024	3%	2%	8%
14	33	•	Publix	US	\$36,776	1,420	5%	3%	0%
15	7	A	Aldi ⁶	Germany	\$30,915	2,422	9%	10%	71%
16	32	▼	TJX	US	\$29,119	3,090	7%	5%	25%
17	43	A	Dollar General	US	\$27,068	15,479	9%	8%	0%
18	48	▼	Macy's	US	\$24,718	886	-2%	-1%	1%
19	52	A	Dollar Tree	US	\$23,410	15,180	25%	5%	1%
20	50	A	Н-Е-В	US	\$23,408	333	5%	4%	5%
21	60	4	Kohl's	US	\$19,540	1,174	1%	4%	0%
22	68	▼	Meijer	US	\$17,693	242	2%	2%	0%
23	64	▼	Ace Hardware	US	\$17,320	4,426	6%	3%	5%
24	11	▼	Seven & I ⁷	Japan	\$16,821	9,058	6%	3%	81%
25	72	▼	Wakefern	US	\$16,643	350	3%	3%	0%
26	77	▼	Nordstrom	US	\$15,118	369	4%	4%	5%
27	83	A	Ross	US	\$15,107	1,718	8%	7%	0%
28	88	▼	Rite Aid ^{3, 5}	US	\$14,069	2,526	-11%	1%	0%
29	93	▼	BJ's	US	\$12,963	217	0%	2%	0%
30	78	▼	Gap	US	\$12,817	2,392	0%	2%	20%
31	99	▼	J.C. Penney	US	\$12,330	851	1%	1%	1%
32	97	▼	Bed Bath & Beyond	US	\$12,233	1,481	2%	1%	2%
33	82	▼	Couche-Tard ⁸	Canada	\$11,920	7,180	20%	1%	22%
34	98	▼	Sears Holdings	US	\$11,695	756	-17%	-8%	6%
35	104	A	Menards	US	\$11,588	309	4%	3%	0%
36	86	A	Qurate Retail ⁹	US	\$11,461	N/A	14%	3%	19%
37	103	▼	L Brands	US	\$11,009	2,745	3%	2%	8%
38	114	▼	Health Mart	US	\$10,616	4,953	9%	3%	0%
39	119	A	Hy-Vee	US	\$10,080	245	5%	4%	0%
40	105	▼	AutoZone	US	\$9,862	5,552	6%	4%	13%
41	125	A	Good Neighbor Pharmacy	US	\$9,583	2,962	6%	5%	0%
42	126	•	O'Reilly Auto Parts	US	\$9,565	5,219	8%	5%	0%
43	127	▼	Southeastern Grocers	US	\$9,483	654	0%	-2%	0%
44	128	▼	Dick's Sporting Goods	US	\$9,261	877	8%	4%	0%
45	133	▼	Giant Eagle	US	\$9,125	426	1%	2%	0%
46	134	▼	Wegmans	US	\$9,055	98	5%	4%	0%
47	135	▼	PetSmart	US	\$8,690	1,501	8%	4%	4%
48	132	A	Sherwin-Williams	US	\$8,636	4,000	7%	5%	6%
49	148	4	Tractor Supply	US	\$7,838	1,929	9%	5%	0%
50	149	▼	WinCo Foods	US	\$7,693	125	7%	3%	0%

[^] Toys R Us and Bon-Ton liquidations already reflected in the rank. ¹ Includes Whole Foods Market. ² Sold convenience store business to EE Group, effective FY 2018. ³ Acquired part of Rite Aid stores, effective FY 2018. ⁴ Orchard Supply Hardware divestiture in the U.S., effective FY 2018. ⁵ Retracted planned Rite Aid stores acquisition. ⁴ Includes Trader Joe's and Aldi Sued. ⁷ Acquired Stripes and APlus convenience stores from Sunoco, effective FY 2018. ⁸ Acquired CST Brands convenience stores, effective FY 2018. ⁹ Qurate Retail Group (formerly QVC) includes HSN, effective FY 2017.

All figures are estimates based on FY 2018 year-to-date results (primarily reported in September/October 2018).