

Kantar's 2019 Top 50 US Retailers

December 2019

KANTAR

2020E US Rank	2020E Global Rank	2025E US Outlook	Retailer/Parent Company	Home Country	2020E US Retail Sales (\$MM)	2020E US Stores	Sales CAGR ('15-'20E)	Sales CAGR ('20E-'25E)	2020E % Retail Sales Outside US
1	1	◀▶	Walmart ¹	US	\$408,952	5,259	3%	2%	24%
2	2	◀▶	Amazon.com ²	US	\$155,502	533	22%	14%	36%
3	5	▼	Kroger ³	US	\$122,269	3,007	2%	3%	0%
4	3	▲	Costco	US	\$119,890	553	7%	6%	26%
5	8	▼	Home Depot	US	\$105,479	1,973	5%	2%	8%
6	6	▲	Walgreens Boots Alliance	US	\$104,634	8,910	6%	4%	12%
7	10	▲	CVS	US	\$93,845	9,927	5%	6%	1%
8	14	◀▶	Target	US	\$81,473	1,886	2%	4%	0%
9	17	▼	Lowe's	US	\$67,397	1,723	3%	3%	7%
10	20	▼	Albertsons Companies	US	\$60,925	2,228	1%	1%	0%
11	19	▲	Apple	US	\$59,328	271	13%	9%	11%
12	16	▼	Ahold Delhaize	Netherlands	\$45,890	2,012	1%	1%	41%
13	33	▲	Publix	US	\$40,809	1,506	5%	4%	0%
14	31	▼	Best Buy	US	\$39,997	994	3%	0%	7%
15	9	▲	Aldi ⁴	Germany	\$33,388	2,756	8%	7%	70%
16	29	▼	TJX Companies	US	\$33,009	3,343	7%	3%	24%
17	39	▲	Dollar General	US	\$30,181	17,259	8%	6%	0%
18	45	▼	Macy's	US	\$25,448	889	-1%	2%	0%
19	42	▲	H-E-B	US	\$25,445	337	4%	4%	5%
20	51	▲	Dollar Tree	US	\$24,216	15,352	4%	4%	1%
21	61	▼	Kohl's	US	\$19,383	1,167	0%	2%	0%
22	62	▼	Ace Hardware	US	\$18,353	4,444	4%	3%	5%
23	66	▼	Meijer	US	\$17,862	252	2%	1%	0%
24	12	▼	Seven & I	Japan	\$17,204	8,856	5%	2%	82%
25	69	▲	Ross	US	\$16,984	1,877	7%	4%	0%
26	70	▼	Wakefern	US	\$16,740	355	1%	1%	0%
27	72	◀▶	Nordstrom	US	\$15,711	369	2%	3%	2%
28	76	▼	Rite Aid	US	\$15,581	2,460	-10%	0%	0%
29	86	▼	BJ's	US	\$13,617	222	2%	2%	0%
30	74	▼	Couche-Tard	Canada	\$12,703	6,920	12%	3%	19%
31	92	▼	Menards	US	\$12,326	313	4%	2%	0%
32	100	◀▶	Hy-Vee	US	\$11,698	292	6%	4%	0%
33	82	▼	Qurate Retail	US	\$11,518	N/A	9%	2%	19%
34	93	▼	L Brands	US	\$11,369	2,707	1%	2%	6%
35	105	▼	Health Mart	US	\$11,246	5,088	3%	3%	0%
36	103	▼	Bed Bath & Beyond	US	\$11,205	1,422	-1%	0%	2%
37	110	◀▶	O'Reilly Auto Parts	US	\$10,635	5,549	6%	4%	0%
38	101	▼	AutoZone	US	\$10,370	5,755	4%	3%	11%
39	116	▼	Wegmans	US	\$10,131	108	5%	3%	0%
40	115	▼	J.C. Penney	US	\$10,097	825	-4%	-4%	1%
41	117	▼	Good Neighbor Pharmacy	US	\$10,052	2,863	4%	3%	0%
42	114	▼	Sherwin-Williams	US	\$9,619	4,122	7%	4%	7%
43	122	▲	PetSmart	US	\$9,462	1,536	9%	4%	4%
44	128	▼	Giant Eagle	US	\$9,376	475	1%	1%	0%
45	108	▲	Wayfair ⁵	US	\$9,228	N/A	37%	20%	15%
46	132	▼	Speedway	US	\$8,983	4,199	12%	2%	0%
47	134	▲	Ulta	US	\$8,834	1,329	18%	11%	0%
48	135	▲	Tractor Supply	US	\$8,770	2,103	7%	3%	0%
49	131	▲	Old Navy ⁶	US	\$8,553	1,016	N/A	11%	6%
50	139	◀▶	Dick's Sporting Goods	US	\$8,450	873	4%	3%	0%

¹ Walmart sold ModCloth to Go Global Retail effective FY 2019. ² Includes Whole Foods Market. ³ Kroger sold the Turkey Hill business to an affiliate of Peak Rock Capital effective FY 2019. ⁴ Includes Trader Joe's and Aldi Sued. ⁵ Wayfair's only physical store is considered a showroom by our analysts. ⁶ Old Navy spinoff of Gap effective FY 2019.

All figures are estimates based on FY 2019 YTD results (reported in September/October 2019).

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