



# Market Report

A Snapshot of your Marketing Sector

## Convenience Store & Newsagent

This pack has been designed to provide information on setting up a business in the **Convenience Store & Newsagent** industry in Scotland, as well as helping to inform the market research section of your business plan. You can find more information on how to write a business plan from the Business Gateway website ([www.bgateway.com/businessplan](http://www.bgateway.com/businessplan)), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **April 2026**.

## What do I need to know about the Convenience Store & Newsagent market?

The following summary statistics have been taken from market research reports and reliable resources that the Information Service uses to compile industry information. They should give you an indication of how your industry is faring at present and whether there is demand for your type of business:

- ◆ **Convenience stores, alongside gas stations**, account for around **20.5%** of the UK food and grocery retail market in 2024, with strong competition from supermarkets, discounters, and online retailers. The market value for UK food & grocery retail is forecast to reach **\$295.2 billion by 2029**, an 18.8% increase from 2024 levels. The market is **highly competitive**. Switching costs for consumers are low, driving retailers to constantly adapt their offerings and focus on convenience, product range, and price. (Global Data, *Retail*, 2025). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ The convenience store market in the United Kingdom has witnessed **strong growth** in recent years. In 2025, there were over **50,000 convenience stores** in the UK, a continual rise since 2018. When exploring the **distribution** of convenience store sales in Great Britain in 2024, by product, **tobacco, e-cigarettes, and vaping** products had 18.8%, closely followed by **alcohol** with 15.2%. (*Statista, Convenience Stores, 2025*)
- ◆ 37% of convenience stores were owned by **unaffiliated independents**, with 34% **symbol group independents** (including franchises). 22% were **convenience multiples** (retail businesses operating chains of 10 or more convenience stores under a centrally-owned fascia e.g. Tesco Express). ([Association of Convenience Stores, 2025](#))
- ◆ The 2025 Local Shop Report has revealed that despite a slight increase in the number of convenience stores trading in the UK to 50,486, the number of jobs that they provide has fallen from 445,000 to 443,000, the amount invested by retailers has fallen by £100m from £1bn to £900m, and the **total projected sales this year has fallen to £48.8bn, from £49.4bn last year**. ([Association of Convenience Stores, The Local Shop Report 2025](#)).
- ◆ The **UK convenience store market reached an estimated £54bn in 2025** and is forecast to grow to £61.8bn by 2030. Convenience stores have near-universal reach, with 88% of consumers – rising to 96% of 16–34s – shopping in the sector. Sales are estimated to rise **2-3% a year to £61.8bn by 2030**, but operating costs are putting upward pressure on prices and store visits. (Mintel, *Convenience Stores UK, 2026*).
- ◆ The national organisation for this industry is the [Association of Convenience Stores](#). Other industry bodies include the [National Federation of Independent Retailers](#), the [British Retail Consortium](#) and the [Scottish Grocers Federation](#).

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## Where can I find more information on my market?

The Information Service provides a bespoke research service for all Scottish businesses. If you have a more detailed research enquiry that you would like to explore, please contact us on **0300 013 4753** or email [info@bgateway.com](mailto:info@bgateway.com).

- ◆ The [National Library of Scotland](#) provides free access to a range of [eResources for Scottish businesses](#). These include IBISWorld reports such as:
  - Convenience Stores in the UK – April 2026
  - Petrol Stores in the UK – Jan 2026
  - Newsagents & Stationery Stores in the UK, 2025
- ◆ **Scottish Grocers Federation** - [The Scottish Local Shop Report 2024](#). This report looks at the convenience store sector in Scotland – where stores trade, those employed in the sector, economic contribution, and contribution to local communities. *“Across the UK, the convenience sector generated over £49.4bn in sales over the last year, with that figure set to grow to over £54.6bn by 2027. Convenience stores in Scotland have invested over £94m over the last year.”*
- ◆ [Scottish Grocer & Convenience Retailer](#). This magazine covers market news, articles, business, legal and property and many categories such as free-from, healthier options, technology and world food and drink.
- ◆ **ACS (Association of Convenience Stores)** – offers a number of relevant sector reports:
  - [The Local Shop Report](#) is the annual report for the sector, bringing together data from respected industry sources with brand new information about the entrepreneurs that run convenience stores.
  - [The Community Barometer](#) tracks the opinions of retailers, consumers and councillors on the services nearby, the policies that should be a priority in their area and the performance of their local councils.
  - [The Crime Report](#) highlights the record amount of shop theft across the convenience sector, and shows the crime prevention and detection measures retailers are investing in to combat retail crime.
  - [The Forecourt Report](#) provides an overview of the 8,279 forecourt sites in the UK, the products and services they offer, and the customers they serve.
- ◆ **Office of National Statistics (ONS)** have produced **Family Spending Explorer** ([Family Spending Explorer](#)) which is an interactive family spending tree map to find out more about how families in the UK spend their money every week.

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## How can I find out about my competitors?

Business Gateway's online guide to [Competitor Analysis](#) explains how to find your competitors, how to research what they're doing and how to act on what you learn about them.

Immediate competition will be from other businesses in your local area. There are several online directories which can be used to find company information and generate lists easily and at no expense. Many Local Authorities also publish local business directories on the web. Below are some key web resources:

- ◆ General business directories such as [Yell](#) ,[Thomson Local](#) or [Google Maps](#)
- ◆ Trade specialists like [EuroPages](#) (European directory), [The Wholesaler](#) or [Free Index](#)
- ◆ Business to business (B2B) specialists such as [Kompass](#)

Likewise, your local Chamber of Commerce may publish a members' directory; find your local Chamber on the [Scottish Chambers](#) website.

Once you've identified who your competitors are, the next step is to gather information on the way they do business. Which services do they provide? How do they market themselves? How much do they charge?

To learn about your competitors:

- ◆ Look for articles or adverts in local newspapers, trade press and directories.
- ◆ Try to read their marketing material; if the company has an online presence, visit the company's website as a first port of call. Not only does it give you a better understanding of the company's activities, it can also offer a wealth of information such as a company history or staff biographies, as well as the company's partners or suppliers
- ◆ Search for information on limited UK companies via the [Companies House](#) website
- ◆ Gain an insight into your competitor's performance using credit checks and the accounts that limited companies are required to submit to Companies House each year.

We can provide credit checks free of charge; if you are interested in using this resource, or looking for us to help you find relevant publications, please contact us by emailing [info@bgateway.com](mailto:info@bgateway.com) or by calling **0300 013 4753**



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## What about suppliers?

[Choosing and Managing Suppliers](#) can help you decide what you need from a supplier, how to identify one and how to choose one to deal with.

Trade associations or industry specific organisations may also be able to recommend suppliers or contacts. You can also use the aforementioned resources for finding competitors to find suppliers.

Once you have decided on a supplier, we can run a credit check on the company to help assess their financial stability. We provide credit checks free of charge; if you are interested in using the resource please [info@bgateway.com](mailto:info@bgateway.com) or by calling **0300 013 4753**.

## Who are my customers?

Your business plan should include information about the customers you would expect. Business Gateway's guides on [Market and customer research](#) will help you to identify new trends, opportunities, customers and competitors.

It can be useful to group your customers by geographical location, age or lifestyle. The websites listed below are freely available and can provide most of this information. If you can't find what you're looking for from these websites, please contact us and one of the team will be happy to help:

- ◆ Access the latest population estimates from the [National Records of Scotland \(NRS\)](#). NRS also offers demographic factsheets for each council area in Scotland, which can provide summary statistics for the area you will be based in.
- ◆ Information from the most recent census in 2011 is released via the official website. See in particular the [Census Area Profiles](#). Clicking on your area of interest will give the latest population figures, including estimates by age.
- ◆ [Understanding Scottish Places](#) has interactive profiles of towns and cities across Scotland. It can be useful for understanding the interrelationships and flows between towns, and also gives comparisons between two or more places.
- ◆ [Scottish Government Statistics](#) provide accurate and up-to-date statistics on Scotland, covering population, health, education and housing.
- ◆ [The Scottish Household Survey](#) provides information on the structure, characteristics, attitudes and behaviour of Scottish households, both at a national and local level.
- ◆ [Office for National Statistics \(ONS\)](#) is the recognised national statistical body for the UK. ONS covers a wide range of demographic, economic and social issues at a UK level.



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## How can you help me with other aspects of starting my business?

The Business Gateway website has guides, videos, online tutorials and tips on all aspects of starting up a business in Scotland. Follow the links below to explore each resource:

### Accountancy

Institute of Chartered Accountants of Scotland's (ICAS) "[Find a Chartered Accountant](#)" tool

### Funding

[Practical information](#) on finance and funding for starting and growing your business

### Insurance

[Business insurance guide](#)

### Legal Help

Gov.uk "[Licence Finder](#)" tool

Law Society of Scotland's "[Find a Solicitor](#)" tool

### Pricing

Business Companion [Pricing & payment guide](#).

**Please note:** the most effective way to research pricing is to conduct your own research – visit wholesalers or suppliers to obtain price lists, find quotes from similar companies and work out what other businesses in your area are charging

### Promotion

[BG guides to Marketing](#)

### Training

[Skills Development Scotland's My World of Work](#)

[Funding for training](#)

[Small Business Bonus Scheme \(Scotland\)](#)

Your local Business Gateway can offer events, workshops and 1:2:1 support on all aspects of starting and developing your business. Call the helpline on **0300 013 4753** to find out what is available in your area.

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