# Qatar Retail Market Size & Share Analysis - Growth Trends and Forecast (2026 - 2031)

> **Industry:** Retail (Retail)
> **Source:** [https://www.mordorintelligence.com/industry-reports/retail-industry-qatar-market](https://www.mordorintelligence.com/industry-reports/retail-industry-qatar-market)
> **Scraped Date:** 2026-09-17

## Executive Market Summary

| Market Metric | Details |
| :--- | :--- |
| **Base Market Size** | USD 19.44 billion |
| **Projected Forecast (2031)** | USD 19.44 billion |
| **Growth Rate (CAGR)** | 4.05 % |
| **Largest Market Region** | N/A |
| **Fastest-Growing Region** | N/A |

## Market Visualizations & Infographics

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![Major players in Qatar Retail industry](images/chart_2.png)

![Qatar Retail Market Size](images/chart_3.png)

![Qatar Retail Market Share by Product Type, 2025](images/chart_4.png)

![Qatar Retail Market Share by Retail Channel, 2025](images/chart_5.png)

![Qatar Retail Market Concentration](images/chart_6.png)

![footer background image](images/chart_9.png)

![Mordor Intelligence on Facebook](images/chart_11.svg)

![Mordor Intelligence on Pinterest](images/chart_13.svg)

![Mordor Intelligence on Instagram](images/chart_14.svg)

![ESOMAR](images/chart_16.png)

![GPTW](images/chart_18.png)
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## Comprehensive Research Analysis

### Overview Points List Flex 49 Share Feature End

Market Overview

Study Period | 2020 - 2031 |
Forecast Data Period | 2026 - 2031 |
Base Year Market Size (2025) | USD 18.68 Billion |
Market Size (2026) | USD 19.44 Billion |
Market Size (2031) | USD 23.69 Billion |
Growth Rate (2026 - 2031) | 4.05 % |
Market Concentration | Medium |
Major Players*Disclaimer: Major Players sorted in no particular order



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### Market Overview

Qatar Retail Market Analysis by Mordor IntelligenceQatar retail market size in 2026 is estimated at USD 19.44 billion, growing from 2025 value of USD 18.68 billion with 2031 projections showing USD 23.69 billion, growing at 4.05% CAGR over 2026-2031. A wealthy consumer base with GDP per-capita of USD 95,273 continues to favor premium, sustainable, and technology-enhanced products, making the Qatar retail market a laboratory for upscale concepts and smart-store pilots. Logistics assets such as Hamad Port’s 7.5 million TEU capacity and Qatar Airways’ record 40 million passengers funnel global merchandise and travelers into local storefronts, bolstering omnichannel growth and duty-free turnover. Retailers also prepare for the imminent VAT regime and a 15% global minimum tax, which together tighten cost controls and encourage digital accounting platforms that improve margin visibility.

Technology adoption has become a baseline expectation: 90% of chief executives already deploy generative AI, while the state’s USD 2.4 billion incentive package underwrites data-science projects that make predictive-ordering and cashier-less checkout normal features across the Qatar retail market. Consumer surveys reveal that 57% of residents seek sustainable products and 43% shop by phone, so retailers integrate carbon-footprint labels, mobile loyalty programs, and on-demand delivery to stay relevant. Competitive intensity remains moderate because the top five players hold 65% market share, yet that concentration forces smaller operators to specialize in convenience and premium niches to avoid direct scale competition, especially as Lulu Group leverages 29.6% private-label penetration to reinforce leadership. All told, the combination of affluent shoppers, smart infrastructure, and regulatory shifts sets the stage for sustained, innovation-driven expansion across the Qatar retail market over the next five years.

Key Report Takeaways

* By product category, Food, Beverage & Tobacco commanded 42.02% of the Qatar retail market share in 2025, whereas Electronic & Household Appliances is projected to post 11.28% CAGR to 2031.
* By retail channel, Modern Trade captured 62.73% of the Qatar retail market size in 2025, while E-Commerce & Others is advancing at 17.95% CAGR through 2031.
* By format, Hypermarkets held 47.66% revenue share in 2025; Convenience Stores are forecast to expand at 13.21% CAGR to 2031.

### Key Market Trends

Qatar Retail Market Trends and InsightsDrivers Impact Analysis*

| Driver | (~) % Impact on CAGR Forecast | Geographic Relevance | Impact Timeline |
|---|---|---|---|
| FIFA 2022 legacy tourism surge | +0.8% | National, concentrated in Doha Municipality | Medium term (2-4 years) |
| Rising disposable income & expatriate inflows | +0.6% | National, with premium segments in Lusail and West Bay | Long term (≥ 4 years) |
| Expansion of modern retail infrastructure | +0.5% | National, with major developments in Doha and Al Wakrah | Medium term (2-4 years) |
| AI-driven analytics & cashier-less pilots | +0.3% | Urban centers, early adoption in hypermarkets | Short term (≤ 2 years) |
| Government logistics free-zones for omnichannel | +0.4% | Ras Bufontas and Umm Al Houl zones | Medium term (2-4 years) |
| Premium halal & health-oriented demand | +0.3% | National, with higher penetration in affluent districts | Long term (≥ 4 years) |

Source: Mordor Intelligence |

### Competitive Landscape

Competitive Landscape

The Qatar retail market is moderately concentrated, with the top players holding a significant share in 2024. Among them, Lulu Group stands out as the market leader, leveraging its scale to drive efficiencies in procurement, logistics, and AI-driven analytics, further strengthening its competitive edge. Majid Al Futtaim, strained by regional headwinds, launched its HyperMax banner to reposition value messaging after Carrefour exits in Oman and Jordan, highlighting the need for localized brand strategies. Qatar Duty Free, bolstered by the national carrier's tourist pipeline, diversifies into wellness-spa boutiques and Michelin-chef pop-ups, capturing incremental spend while flights rebound. Technology uptake differentiates winners: AI merchandising, computer-vision shelf scanners, and predictive maintenance on HVAC systems cut costs and lift service levels, helping chains defend share in the Qatar retail market. Workforce localization via Qatarisation Law No. 12 of 2024 increases payroll complexity, so large groups deploy learning-management systems to accelerate citizen upskilling and meet quota thresholds without service degradation.

Strategic partnerships shape the battlefield. Qatar Airways Cargo's arrangement with Cainiao unlocks China-to-GCC express lanes, empowering e-commerce sellers to deliver within forty-eight hours, while Snoonu's USD 320 million acquisition by Saudi's Jahez signals cross-border consolidation in food delivery that bolsters digital order density. Hypermarket groups sign collaborative forecasting agreements with local hydroponic farms to secure priority harvest slots, enhancing fresh-food provenance. Convenience chains ink franchise deals with global C-store majors, seeking supply-chain synergies and brand equity. Specialty luxury operators negotiate shop-in-shop leases inside prestige hotels, capturing tourist impulse buys outside mall hours. Meanwhile, fintech start-ups embed installment options at POS terminals, attracting mid-income shoppers without compromising premium brand positioning, and in turn deepening competitive lines along payment-experience innovation.

Emerging disruptors exploit white spaces. Tech-native grocers offer thirty-minute delivery on 4,000 SKUs across Doha's central districts, relying on micro-fulfillment nodes and AI-routed riders. Health-focused retailers curate imported keto, vegan, and gluten-free lines rarely stocked by mass chains, commanding price premiums buffered by affluent demographics. Outlet villages near border checkpoints aim to capture price-sensitive expatriates on weekend drives, creating a value counterpoint to flagship luxury malls. Department store operators plan resale corners and rental services to court eco-conscious Gen Z shoppers, differentiating from fast-fashion chains. Overall, competitive dynamics in the Qatar retail market revolve around scale, tech agility, and niche focus, with each axis offering a viable pathway to defend or win share over the forecast horizon.

Qatar Retail Industry Leaders* LuLu Group International

* Carrefour Qatar (MAF Retail)

* Al Meera Consumer Goods

* Safari Group

* Monoprix Qatar (Ali Bin Ali)

* *Disclaimer: Major Players sorted in no particular order


### Scope Methodology P Space

For this study, the Qatar retail market is defined as the value of goods sold to end consumers through physical stores and online retail channels within Qatar, captured at the retail selling level and reported in USD.

Scope exclusions: wholesale trade, pure B2B distribution, and re-exports that do not end in domestic consumer purchase are not included.

### Segmentation Container

* By Product Type* Food, Beverage, and Tobacco Products
* Personal Care and Household Care
* Apparel, Footwear, and Accessories
* Furniture, Toys, and Hobby
* Industrial and Automotive
* Electronic and Household Appliances
* Other Products

* By Retail Channel* Traditional Mom and Pop Retail
* Modern Trade Retail
* E-Commerce and Others

* By Format* Hypermarkets
* Supermarkets
* Convenience Stores
* Department Stores
* Specialty Stores
* Others (Drugstore, Cash and Carry, Wholesaler)

## Frequently Asked Questions

#### How large is the Qatar retail market in 2026 and how fast is it growing?

The Qatar retail market size is USD 19.44 billion in 2026 and is projected to advance at a 4.05% CAGR to reach USD 23.69 billion by 2031.

#### Which product segment is expanding the quickest?

Electronic & Household Appliances is forecast to grow at 11.28% CAGR through 2031, propelled by smart-home adoption and the government's AI incentive program.

#### What retail channel shows the strongest growth outlook?

E-Commerce & Others is expected to post an 17.95% CAGR thanks to 94% internet penetration, duty-free logistics, and fintech-enabled instant payments.

#### Why is Doha Municipality dominant in retail sales?

Doha hosts mega-malls, corporate offices, and the country's main airport, giving it 53.60% market share and sustained tourist and resident footfall.

#### How will upcoming VAT and global minimum tax rules affect retailers?

Both measures raise compliance requirements and heighten cost-visibility pressures, encouraging retailers to adopt digital tax-accounting systems and renegotiate supplier terms to protect margins.

#### Which store formats are gaining traction besides hypermarkets?

Convenience stores are set to grow 13.21% CAGR as urban density, 24-hour lifestyles, and AI-powered cashier-less technology encourage shoppers to favor quick-trip missions.