

U.S. Convenience Stores Continue Growth

The industry's core offer of convenience strongly resonates with time-starved customers.



Convenience stores account for **MORE THAN ONE THIRD (34.4%)** of the brick-and-mortar retail universe tracked by Nielsen in the United States, according to the 2018 NACS/Nielsen Convenience Industry Store Count.



Single-store operators within the convenience retail space also

INCREASED BY 139 UNITS

(0.14%), up from 97,504 stores at year-end 2016, to **97,643 stores at year-end 2017**.



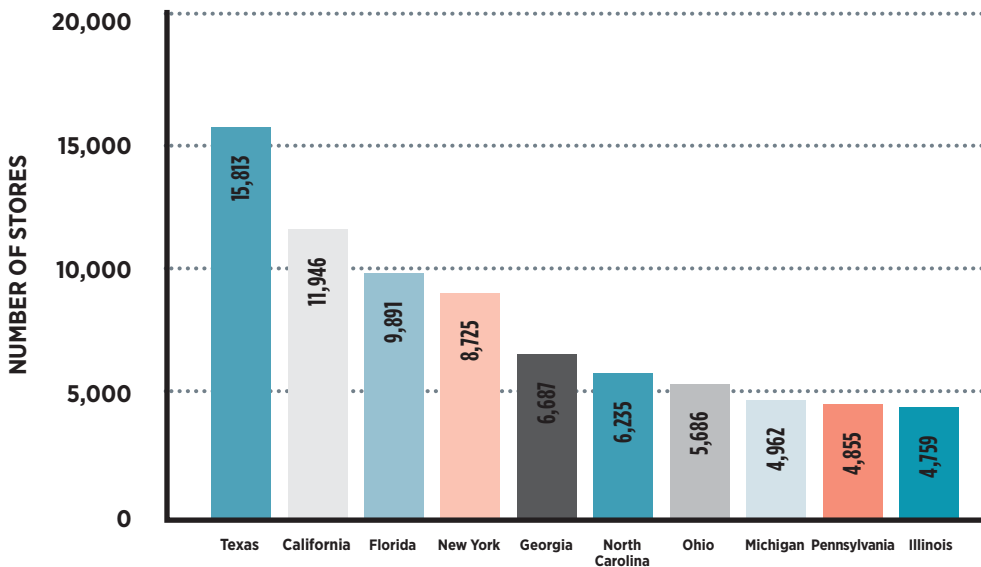
The U.S. convenience store count increased to a record **154,958 STORES** as of December 31, 2017, a **0.3% increase (423 stores)** from the year prior. The continued growth in new units signals the industry's sustained focus on meeting consumer demand for immediate consumption, its innovative approach to offering high-quality foodservice options and providing more healthier choices in grab-and-go food, snacks and beverages.



OVERALL, 79.1% of convenience stores (122,552) sell motor fuels, a **decrease of 1.0% (or 1,255 stores)** from 2016, with the single-store motor fuels segment dropping by 1,025 stores.

TOP STATES FOR CONVENIENCE STORES

as of December 31, 2017*



The bottom three states in terms of store count remain:



Alaska (217 stores)



Wyoming (355 stores)



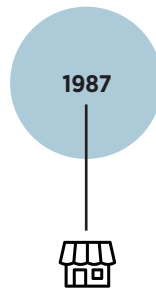
Delaware (344 stores)

Source: 2018 NACS/Nielsen Convenience Industry Store Count

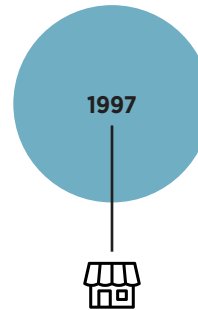
INDUSTRY STORE COUNT



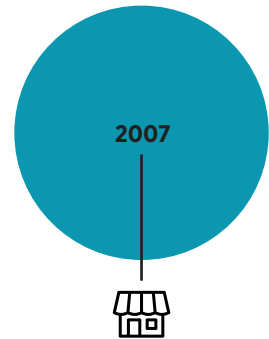
The industry store count has **INCREASED BY 55%** over the last three decades.



100,200 stores

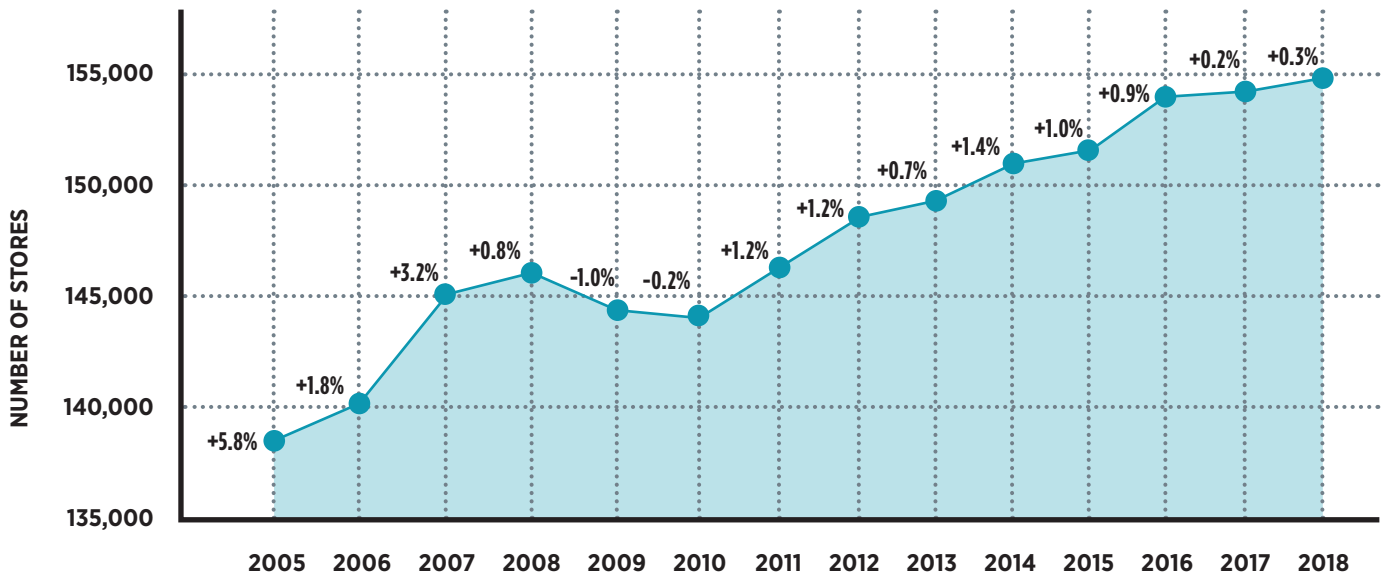


108,800 stores



146,294 stores

U.S. CONVENIENCE STORE GROWTH (2005-2018)



U.S. CHANNEL COUNT

Within the brick-and-mortar retail universe tracked by Nielsen in the United States, the convenience store count is significantly higher than other channels of trade. **Except for the dollar store channel, all other major channels have fewer units at year-end 2017 than 2016:**

CHANNEL	2016	2017	Unit Change	% Change
Drug	43,636	43,169	(467)	-1.07%
Supermarket	51,191	51,134	(57)	-0.11%
Dollar	28,832	30,332	1,500	5.20%

Source: Nielsen