

Grocers lost \$505 Billion in sales due to out-of-stocks in 2020

↑
9.4%
increase in sales



↓
\$79B
of this loss was uncovered by digital ordering

Sales were up, but could have been higher

There was a radical shift in shopping behavior

27.1%
increase in BOPIS

29.5%
increase in Click & Collect

41.8%
increase in Local Delivery

↓
-5.9%
loss in same-store sales due to out-of-stocks

↓
-3-8
margin points lost versus in-store grocery shopping

But...
Retail Winners

↑
+7 - 18%
achieved higher sales than their peers



How?

With the insights to quickly respond to demand signals with optimized execution from supply chain to the store


Enterprise Inventory Availability


Category & Assortment Planning


Merchandising Optimization

For more about **Blue Yonder Luminare™ Commerce** and how you can be a retail leader, visit blueyonder.com



* All facts and figures taken from IHL Services 'The Future of Grocery and CPG,' March 2021

Blue Yonder is the world's leading, end-to-end, digital supply chain platform provider, enabling companies to better predict and pivot to quickly fulfill customer demand. Blue Yonder's intelligent platform empowers companies to make smarter, faster business and commerce decisions to deliver more growth, profitability and reimagined customer experiences.

With Blue Yonder, you can Fulfill your Potential.™



Visit blueyonder.com to learn more.

©2021 Blue Yonder Group, Inc. "Blue Yonder" is a trademark or registered trademark of Blue Yonder Group, Inc. Any trade, product or service name referenced in this document using the name "Blue Yonder" is a trademark and/or property of Blue Yonder Group, Inc.