

# Traditional Toys and Games in South Africa

July 2025

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## Traditional Toys and Games in South Africa - Category analysis

### **KEY DATA FINDINGS**

### 2024 DEVELOPMENTS

Sustainable, inclusive, and kidult-focused traditional toys and games are popular

Chart 1 - Key Trends 2024

### INDUSTRY PERFORMANCE

Scientific/educational toys experiences dynamic growth in popularity

Formula 1 licensing deal to produce Hot Wheels toys

Chart 2 - F1 And Hot Wheels Teams Up to Target Kidults with F1 Range Collectibles

A move towards sustainable and inclusive traditional toys and games

Chart 3 - Fisher-Price Focused on Production With Eco-Friendly Materials

### WHAT'S NEXT?

Construction is anticipated to remain the largest category within toys and games

Personalisation and technological integration will be important to remain competitive

Continued focus on sustainability anticipated

Educational value will remain important to maintain a competitive edge

E-commerce growth will drive the need for an enhanced online retail infrastructure

## COMPETITIVE LANDSCAPE

Mattel maintains its lead, with Hot Wheels performing well

Mattel and Hasbro leverage licences to expand their reach

Shoprite and Toys" R"Us invest in private label toy lines

Formula 1 partners with Mattel and LEGO Group for branded merchandise

## **CHANNELS**

Traditional toys and games stores continues to lead, with Lego providing an immersive experience

Zuru invests to improve the shopper experience

Toys"R"Us improves its online platform and its store-based experience

Chart 4 - Toys"R"Us Expands and Improves Its Online Shopping Platform

Amazon's entry intensifies e-commerce competition and drives online focus

Chart 5 - Analyst Insight

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## Toys and Games in South Africa - Industry Overview

# EXECUTIVE SUMMARY

Video games drives dynamic growth as mobile and cloud gaming gain popularity

## KEY DATA FINDINGS

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## INDUSTRY PERFORMANCE

Video games drives growth, although traditional toys and games also performs well

MTN Cloudplay launch expands cloud gaming accessibility on mobile devices

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Talent10 Holdings invests due to growth in mobile games

Mattel and Lego leverage Formula 1 licensing to target adult fans

Chart 8 - Lego Partners with Red Bull F1 Racing Team to Collaborate on LEGO Technic Model

## WHAT'S NEXT?

Video games will remain the leading category in toys and games

Growth for mobile games, cloud gaming, and subscription services

Popularity of e-sports set to continue to rise

New launches set to drive growth across categories

Licensing and films will contribute to growth in toys and games, and drive the kidult trend

Gradual shift towards more sustainable traditional toys and games

## COMPETITIVE LANDSCAPE

Companies in video games lead a consolidated competitive landscape

Chart 9 - Analyst Insight

The tough economic climate drives growth for mobile games and private label

Lego, Sony, and Nintendo announce new products and partnerships

### **CHANNELS**

Growth for retail e-commerce prompts offline retailers to adopt omnichannel strategies

Toys"R"Us and Zuru enhance the shopping experience

Amazon's arrival intensifies the competition in retail e-commerce

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