

January 2021

Supermarkets: Inc Impact of COVID-19 - UK

“COVID-19 will bring a record year for the grocery sector in terms of sales and 2020 will also be the year to mark a rebalancing of the sector. A legacy boost to online will naturally take more demand away from large-format stores and will mean a further rethink about how ...

December 2020

Jewellery & Watches Retailing: Inc Impact of COVID-19 - UK

“The first lockdown due to COVID-19 came as a shock to many in the jewellery and watch industry; numerous independent retailers had to shut stores with no ecommerce presence to sell items online instead. Furthermore, the subsequent lack of tourism dented the luxury sector which tends to drive the jewellery ...

November 2020

Clothing Retailing: Inc Impact of COVID-19 - UK

“Appetite for clothing has dropped dramatically since the first lockdown and will be dealt a further blow with the second national lockdown during peak trading season, making it one of the hardest-hit retail sectors in 2020. As online shopping for fashion increases and the shift away from stores creates a ...

Food and Non-food Discounters: Incl Impact of COVID-19 - UK

“The discount sector is well positioned to benefit from the economic uncertainty in the UK caused by the COVID-19 pandemic. With a more mature market, competition will be fierce and retailers will have to work hard to differentiate themselves. The food discounters have managed to carve out a unique niche ...

September 2020

Online Retailing: Inc Impact of COVID-19 - UK

“The online channel was already the growth area in UK retail prior to the COVID-19 pandemic and the outbreak will only accelerate this growth in the short and long term. The prolonged period of heightened online demand during the lockdown period will cause a longer-term expansion of the repertoire and ...

August 2020

Customer Loyalty: Inc Impact of COVID-19 - UK

“As a result of the COVID-19 pandemic, retailers are facing unprecedented challenges and customer loyalty has become more important than ever before. Retailers’ responses to such challenges will be remembered for years to come, and there are opportunities to use loyalty and subscription schemes to strengthen brand image and increase ...

Furniture Retailing: Inc Impact of COVID-19 - UK

“COVID-19 will have a profound impact on the furniture market, both in the loss of sales in 2020, and in the far-reaching legacy impact of changing shopping behaviours. There are opportunities in this landscape, however, not least in the boost to office furniture with increased working from home, while the ...

July 2020

Convenience Stores: Inc Impact of COVID-19 - UK

“The shift to localised shopping during the peak of COVID-19 will have benefited the convenience sector, driving larger-basket demand and sales as consumers necessarily shopped more in their local communities. Longer term the importance of c-stores within these communities will only be reinforced, presenting opportunities for convenience retailers to tap ...

The Impact of COVID-19 on Retail and Ecommerce - UK

“The COVID-19 outbreak is an unprecedented event which has far reaching ramifications for the retail landscape. It will accelerate the underlying trends of the past decade: greater online penetration, physical space consolidation and, unfortunately, business failures. However born alongside this will be a greater appreciation for the importance of the ...

June 2020

DIY Retailing: Inc Impact of COVID-19 - UK

“COVID-19 will have a mixed impact on the DIY market. Extended periods inside will open opportunities amid a renewed focus on the home and garden, while enforced self-reliance could return the appetite for DIY in the longer term. However, ultimately these opportunities will be unable to offset the sales lost ...

Consumer Attitudes Towards Cut Flowers and Houseplants: Inc Impact of COVID-19 - UK

“The COVID-19 pandemic has caused disruptions to all stages of the floriculture supply chain which operates at a global level and works inter-dependently to bring flowers and houseplants to key markets such as the UK, all-year round. The ‘domino effect’ that has ensued has placed all businesses and segments of the ...

Department Stores: Inc Impact of COVID-19 - UK

“The department store sector in the UK continued to struggle throughout 2019 and the outbreak of COVID-19 came at a particularly difficult time. Many of the leading department stores were in the midst of reviewing store portfolios and making significant strategic changes in order to try to turn things around ...

April 2020

Online Grocery Retailing - UK

“In 2019 growth slowed for the fourth consecutive year in the online grocery market, as the sector continues to struggle to reach new customers with much of the growth in the market coming from existing users. The start to 2020 has seen growth rapidly accelerate due to the COVID-19 outbreak ...

March 2020

Health Food Retailing - UK

The market for health foods continues to grow on the back of the rising trend for health and wellbeing but consumers remain sceptical of the potential benefits of the products. While there are opportunities for specialist retailers to remain relevant, online retailers and especially supermarkets have been working hard to ...

February 2020

Christmas Gift Buying - UK

“A combination of political and economic uncertainty, a later-falling Black Friday and continued growth in online created a uniquely challenging trading environment for retailers to contend with in 2019 and produced the slowest growth within the sector for four years. Whilst some elements of the lead-up to 2019 were, hopefully ...

Optical Goods Retailing - UK

“This is a highly concentrated sector, dominated by three major retail brands. Specsavers has been mopping up independent retailers and has now reached 900 UK

Electrical Goods Retailing - UK

“Spending on electricals rose again in 2019. However, the marketplace is changing, marked by the contrasting trajectories of online-only and specialist retailers. Consumer demand is increasingly dictated by the widening gulf between young and old shoppers. The fluid nature of the former opened several avenues for growth in the past ...

outlets, raising the question of how much more growth is realistic for this highly successful business. Vision Express took a leap forward with the acquisition ...

January 2020

Beauty and Personal Care Retailing - UK

“As the value of the beauty and personal care sector has fallen into decline, with even beauty seeing negative growth in 2019, retailers need to ensure that they focus on the growth opportunities presented by two key demographics – Gen Z and older women aged 55+. Teens are increasingly being ...