



March 2020

Electrical Goods Retailing - Europe

“As store-based specialist retailers of electrical goods invest to improve their overall shopping experience in-store, the relentless shift towards online continues. Amazon has strengthened its market leadership position in Europe, and a number of the leading store-based players are moving towards efficient multichannel platforms which should help them to succeed ...

February 2020

Electrical Goods Retailing - France

“Our consumer research shows opportunities for retailers to make their stores more customer-friendly and experiential, to become somewhere where shoppers can access advice and try out new technologies in fun and exciting new ways. Consumers are driven by price, but not in isolation, suggesting that retailers offering an engaging in-store ...

Electrical Goods Retailing - Spain

“The Spanish economy continues to grow although consumer confidence has not yet been fully restored. But in the electricals retail sector specialists are losing share of spending to online competitors. Nevertheless, the proportion of those who shop for electrical goods online appears to have stabilised, with store-based players investing in ...

Electrical Goods Retailing - Italy

“Despite the moribund nature of the Italian economy, consumers have shown themselves to be willing to spend on electrical goods over the past few years. The market is characterised by an intensely competitive retail landscape, with two strong major store-based retailers going head-to-head with Amazon and, so far, holding their ...

Beauty and Personal Care Retailing - Europe

“Growth in the beauty and personal care industry is expected to continue unabated in 2020, in part boosted by technological advancements supporting tailored products and experiences. We anticipate that the most successful retailers will be those that ensure they stay in tune with what consumers want, especially when it comes ...

January 2020

Beauty and Personal Care Retailing - Italy

“Consumer spending on beauty and personal care in Italy has been rising for the past six years but has seen a slowdown in the past two years, with retail sales stagnating in 2018. Nevertheless, the leading specialists have continued to outperform the market, and although Italians appear to remain sensitive ...

Beauty and Personal Care Retailing - France

“French beauty and personal care specialists are operating in a tough environment – demand is weak and competition is growing from online. Retailers are investing in in-store tech and innovations that blend with the digital world, increasing their omnichannel integration. Services that have the human touch are also helping to ...



Beauty and Personal Care Retailing - Spain

“Beauty and personal care specialists in Spain have been focusing on strengthening their ecommerce presence, but they continue to face strong competition from non-specialist retailers across the board. They are turning their attention back to their stores to improve the multichannel shopping experience, hoping to entice consumers with new tech ...