

#### November 2017

##### Supermarkets - UK

"The supermarket sector is expected to return to growth for the first time in four years in 2017. However it is still a sector fighting against the grain of current shopping habits. Consumers continue to move to more fluid and frequent habits and the discounters continue to present a considerable ...

##### Consumers and the Economic Outlook: Quarterly Update - UK

"Consumers' spending power is being hit by the squeeze on incomes as inflation continues to outpace average wage rises. In four of the last five months, people have been more likely to feel worse off compared to a year ago than to say that their finances have improved. This is ...

#### October 2017

##### Clothing Retailing - UK

"The way consumers shop for fashion is changing and their expectations are continuing to rise. In a tougher clothing market, it has become even more important for retailers to focus on standing out from the competition through a combination of better product, frequently changing collections, interesting stores, a seamless online ...

#### September 2017

##### Jewellery & Watches Retailing - UK

"The UK jewellery and watch market looks set to become increasingly challenging. Prices are rising and domestic demand is softening as a result. Growth in the market is being driven by sales of luxury watches amongst tourists taking advantage of a weak Sterling. However, one in four UK consumers plan ...

##### Food and Non-food Discounters - UK

"Over the past 10 years the discount sector, both food and non-food, has shown that it is highly adaptable, succeeding to thrive in both market conditions which favoured a low-cost alternative and in conditions where traditionally there would have been less demand. With an uncertain economic outlook in the short ...

#### August 2017

##### Consumers and the Economic Outlook: Quarterly Update - UK

"The snap election clearly unsettled consumers. All three of our measures of sentiment fell between April and May. And the inconclusive result means that there was no immediate bounce in confidence post-election. Instead, our data shows that people were even more concerned after the results were announced than they were ...

## Retail: Overview - UK

### July 2017

#### Online Retailing - UK

“Whilst online accounts for a fraction of the total retail market in the UK, its influence on consumer purchases is far greater than this suggests. Whilst 2017 is likely to be tougher for the retail industry than 2016, the broader trends in the market are still in favour of online ...

#### Greetings Cards & Personal Stationery Retailing - UK

“Resistant to the growing threat of digital alternatives, the UK greetings card and personal stationery market has continued to grow. Growth in consumer spending on greetings cards has outpaced stationery. However, a number of trend-driven retailers have proven that demand for both well-made and well-designed stationery remains robust. Looking forward ...

#### Furniture Retailing - UK

“The furniture sector has enjoyed a number of good years, but the market looks set to become much more challenging. It is therefore more important than ever for furniture retailers to ensure they have a clear position in the market, highlighting how they are delivering value for money while ensuring ...

#### Department Stores - UK

“Department stores are having to justify their raison d’être and are seeking to adapt to the changing dynamics of the marketplace. The main players in the market have recognised a need to focus on experiential retail in response to growing demand for leisure and experiences over purchasing of products. They ...

### May 2017

#### DIY Retailing - UK

“The DIY sector is experiencing major changes; Bunnings is going back-to-basics while B&Q and Wickes have launched more inspirational store concepts. Meanwhile, spending on DIY is becoming increasingly fragmented as a growing number of non-specialists find they are able to capitalise on the simpler needs of a growing population of ...

#### Convenience Stores - UK

“The convenience retail sector has enjoyed a strong period of growth but for the first time in a number of years there are clouds on the horizon. Rising food inflation is likely to see greater scrutiny placed on the price premium often associated with convenience stores.”

– Nick Carroll ...

### April 2017

#### Footwear Retailing - UK

“Fit remains a big issue in footwear, with many people wanting more retailers to offer help to find better fitting shoes. Wearable technology has become increasingly apparent in the footwear sector and it has the potential to revolutionise the future of footwear as smart shoes look to improve fit as ...

### March 2017

#### Online Grocery Retailing - UK

#### Specialist Food & Drink Retailers - UK

## Retail: Overview - UK

“Online grocery is the quickest growing grocery channel, but equally the smallest. Once seen as simply a service to replicate the needs of a supermarket shop online, a number of new services came to market in 2016 that have the potential for online grocery to transcend this barrier and adequately ...

“Specialist food and drink retailers have enjoyed two years of growth, but rising inflation and successful turnaround strategies implemented by the supermarkets make for a challenging time ahead. Specialists can ensure their appeal extends beyond price by delivering a shopping experience that helps articulate their expertise while highlighting the transparency ...

### Consumers and the Economic Outlook: Quarterly Update - UK

“Consumer sentiment has remained strong, reflecting growing real wages, low unemployment and, as yet, the absence of any major economic upheaval post-EU vote. When it comes to the impact of the vote, people are relatively positive about the big-picture issues such as the UK's economic growth, and most feel ...

### Electrical Goods Retailing - UK

“Rather than the usual deflation seen in the price of electrical goods, retailers are going to have to decide how to tackle rising prices in 2017 due to the devaluation of Sterling. Whilst this is clearly a challenge the bigger issue will be if wider consumer demand slows due to ...

## February 2017

### Optical Goods Retailing - UK

“Concentration of the retail sector has continued and major suppliers have moved into online selling. The largest retailer, Specsavers, has continued to build market share, thanks to the expansion of the chain, as well as the addition of related services such as domiciliary and hearing services. In its latest move ...

### Christmas Shopping Habits - UK

“It was a great Christmas, better than anyone expected. But the more one looks at the performance, the more one feels that there are warning signs. We think that people are worried about rising prices in 2017 and that they pulled spending forward for that reason. We think they are ...

## January 2017

### Beauty Retailing - UK

“The beauty retail market is experiencing slowing growth as consumers are spending less, notably on basic products within the personal care segment. Stores remain vital to the beauty purchase process; and by investing in new services and technology, retailers are able to add value to their offering that cannot be ...