

Travel Retail - UK - June 2017

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“The ongoing investment into some of the UK’s largest travel hubs is changing the face of travel retail and presenting retailers with new opportunities to enter the market.”

– Samantha Dover, Retail Analyst

This report looks at the following areas:

- **Airport terminals – Restoring trust in duty-free**
- **MSAs – Consumers want value for money**
- **Railway stations – A need to better capture travellers**

The UK travel retail market continues to be driven by necessity purchasing, with shopping largely secondary to travelling. Consistently high footfall benefits the market and consumer research shows that there has been a substantial rise in the number of people visiting travel hubs in the last 12 months. However, research also shows that both operators and retailers can do more to encourage more frequent and higher-value spending within travel hubs.

Ongoing investment is likely to resonate amongst frequent visitors and the ever-expanding brand and product assortment available will only help capture more consumers and drive growth. However, consumer perceptions of retail prices within travel hubs are resoundingly negative and may impact growth in future. As such, addressing this issue should be a priority for companies operating in the travel retail sector going forward.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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