

Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Despite tough comparative figures, consumer spending on the spring/summer events continued to increase in 2019 driven largely by gift purchases for Easter, Mother's and Father's Day."

- Emily Viberg, Retail Analyst

This report looks at the following areas:

- How could retailers move away from gendered marketing for Mother's Day and Father's Day gifts?
- How could retailers capture last minute gift purchases for Mother's Day and Father's Day?
- How can retailers increase in-store spending during spring/summer events?

The need for more personalised gifts continues to drive the gifting market for the spring/summer events and together with the rising popularity of leisure activities retailers have ample opportunities to diversify gift offerings and focus on in-store experiences that bring families together

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

China +86 (21) 6032 7300

арас +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

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



Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Products covered in this Report

Executive Summary

The market

Gift spending during spring/summer events estimated to be worth £3.2 billion Figure 1: Estimated consumer gift spending on the spring/summer retail events in 2019

Consumer confidence is strong despite Brexit uncertainties

Figure 2: Consumer financial confidence, January 2017-May 2019

Retail sales hit £379.6 billion in 2018

Figure 3: Value of all retail sales (excluding fuel) at current prices, non-seasonally adjusted, by season, 2018

Companies and brands

Advertising spend declines 2.9% compared to 2017

Figure 4: Total above-the-line, online display and direct mail advertising expenditure by all retailers, by month, 2018

Advertising Standards Authority bans 'harmful' stereotypes in adverts

The consumer

Easter most purchased-for event in 2019

Figure 5: Gift purchasing for the spring/summer events in 2019, May-July 2019

In-store purchases of gifts still dominate over online gift purchasing

Figure 6: How consumers shopped for gifts for the spring/summer events in 2019, May-July 2019

Consumers choose to celebrate seasonal events with food and drink

Figure 7: Activity participation for Easter, Mother's Day and Father's Day in 2019, May-July 2019

Mother's and Father's Day is a time to spend with family

Figure 8: Mother's Day and Father's Day attitudes, May-July 2019

What we think

Issues and Insights

How could retailers move away from gendered marketing for Mother's Day and Father's Day gifts?

The facts

The implications

Change the marketing message to one celebrating diversity and family, not gender stereotypes

How could retailers capture last minute gift purchases for Mother's Day and Father's Day?

The facts

The implications

The convenience of customisation and personalisation of gifts in-store

Help guide consumers choice

How can retailers increase in-store spending during spring/summer events?

The facts

BUY THIS REPORT NOW



Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

	The implications
	In-store experiences
Th	e Market – What You Need to Know
	Consumer gift spending during spring/summer events worth \pounds 3.2 billion
	Food for the home captures the most spending during spring/summer events
	Consumer confidence is strong despite persisting Brexit uncertainties
	Annual spending on retail sales reached £379.6 billion in 2018
	Late falling Easter sees April generate the biggest percentage growth year on year in 2019
Ma	rket Size and Segmentation
	Consumer gift spending during spring/summer events worth £3.2 billion
	Figure 9: Estimated consumer gift spending on the spring/summer retail events in 2019
	Food for the home captures the most spending during spring/summer events
	Figure 10: Estimated breakdown of consumer spending on gifts and other products for the spring/summer retail events, 2019
Ма	rket Drivers
	Population
	Figure 11: Trends in the age structure of the UK population, 2019-29
	Figure 12: Breakdown of trends in the age structure of the UK population, 2019-29
	Real wage growth and inflation
	Figure 13: Real wage growth-Average weekly earnings vs inflation, 2016-19
	Consumer confidence holding up despite Brexit uncertainties
	Figure 14: Consumer financial confidence, January 2017-August2019
Re	tail Sales Across The Year
	Autumn largest for seasonal shopping
	Figure 15: Value of all retail sales (excluding fuel) at current prices, non-seasonally adjusted, by season, 2018
	Retail sales continue to grow in November
	Figure 16: Value of all retail sales (excluding fuel) at current prices, non-seasonally adjusted, by month, 2017-2019
	Grocery sales are high for seasonal events
	Figure 17: Value of leading category retail sales at current prices, non-seasonally adjusted, by month, 2017-19
	Late falling Easter sees April have the biggest percentage growth year on year in 2019
	Figure 18: Annual percentage change in all retail sales (excluding fuel) at current prices, non-seasonally adjusted, by month, 2017-
	April sees clothing and footwear peak
	Figure 19: Annual Percentage change in leading category retail sales at current prices, non-seasonally adjusted, by month, 2019
	······································
	Spring/summer months in focus

Autumn season continues to hold the highest share of online retail sales

Figure 21: Value of all online retail sales at current prices, non-seasonally adjusted, by season, 2018

Christmas drives online sales in late 2018

BUY THIS REPORT NOW



Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 22: Value of all online retail sales at current prices, non-seasonally adjusted, by month, 2018-19

More online sales are pulled from December into November

Figure 23: Online retail sales as a percentage of all retail sales, by month, 2017-19

Figure 24: Online retail sales as a percentage of all retail sales, by category, by month, 2017-19

Spring/Summer months in focus

Figure 25: Value of online retail sales at current prices, non-seasonally adjusted, by spring/summer months, 2017-19

Companies and Brands – What You Need to Know

Advertising spend edges up 1.2% compared to last year

Advertising Standards Authority bans 'harmful' stereotypes in adverts

Consumers look for more sustainable and healthier ways to celebrate seasonal events

Department stores focus on in-store experiences during spring/summer events

The hunt for personalised Mother's Day and Father's Day continues

Launch Activity and Innovations

Reimagining the seasonal events

Figure 27: Morrison's unicorn and llama themed Mother's Day flowers, 2019

Challenging tradition

The hunt for ethical consumption

Figure 28: Hotel Chocolat's A Dozen Quails Eggs box, 2019

Plant based Easter

In-store experiences to entice shoppers

Giving Mother's and Father's Day gifts that much needed personal sentiment

Advertising Spend Across the Year

Advertising spend edges up 1.2% compared to last year

Figure 29: Total above-the-line, online display and direct mail advertising expenditure by all retailers, by month, 2018

Figure 30: Annual percentage change in total above-the line, online display and direct mail advertising expenditure by all retailers, by month, 2018

Retailers continue to spend the most in November

Figure 31: Recorded above-the-line, online display and direct mail total advertising expenditure by all retailers, monthly as a % of total spending,2018

TV continues to be the channel of choice for advertisers

Figure 32: Recorded above-the-line, online display and direct mail total advertising expenditure by all retailers, by advertising method, 2018 Figure 33: Recorded above-the-line, online display and direct mail total advertising expenditure by all retailers, 2014-18

Spring/Summer months in focus

Figure 34: Recorded above-the-line, online display and direct mail total advertising expenditure by all retailers during the spring and summer months, 2017-19 Figure 35: Recorded above-the-line, online display and direct mail total advertising expenditure by all retailers during the spring and summer months (March-August), by media type, 2015-19

Advertising Standards Authority bans 'harmful' stereotypes in adverts

Nielsen Ad Intel coverage

The Consumer – What You Need to Know

Easter most purchased for spring/summer event in 2019

In-store purchases of gifts still dominate over online gift purchasing

BUY THIS REPORT NOW



Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Consumers choose to celebrate seasonal events with food and drink Traditional chocolate Easter eggs need more variety Opportunities for supermarkets to capture last-minute gift purchases Mother's and Father's Day is a time to spend with family Who Buys for Spring/Summer Events and What They Buy Easter is the most purchased for spring/summer event Figure 36: Gift purchasing for the spring/summer events in 2019, May-July 2019 Just over a half of consumers will buy chocolate as a gift for Easter Figure 37: Gift purchasing for the spring/summer events in 2019, by product category, May-July 2019 Gift purchasing is highest amongst 16-34 year olds Figure 38: Gift purchasing for the spring/summer events in 2019, by age, May-July 2019 Socio-economic gap narrows for gift purchasing Figure 39: Gift purchasing for the spring/summer events in 2019, by socio-economic status, May-July 2019 Most consumers buy one type of gift Figure 40: Repertoire of products purchased for the spring/summer events in 2019, May-July 2019 How They Buy Gifts and Where They Shop In-store drives gift purchases for the spring/summer events Figure 41: How consumers shopped for gifts for the spring/summer events in 2019, May-July 2019 Father's Day sees the highest online purchases for gifts Figure 42: How consumers shopped for gifts for father's Day gifts in 2019, by GENDER, July 2019 Supermarkets are the go-to place for gift purchasing Figure 43: Where consumers shopped for gifts for the spring/summer events in 2019, May-July 2019 Department stores see a rise in gift buying for Easter and Father's Day Figure 44: Gift purchasing for the spring/summer events at department stores, by gender, May-July 2019 Most will use one type of retailer to buy gifts Figure 45: Consumers who bought a gift from 1 or more types of retailer for the spring/summer events in 2019, May-July 2019 How Much They Spend on Gifts for Seasonal Events Consumers spent the most on Easter gifts in 2019 Figure 46: Average amount spent on gifts for the spring/summer events in 2019, May-July 2019 For Mother's Day and Easter gifts males spend on average more Figure 47: Average amount spent on gifts for the spring/summer events in 2019, by gender, May-July 2019 Father's buy Mother's Day gifts on behalf of their children Figure 48: Average amount spent on gifts for Mother's Day in 2019, by resident parent, May-July 2019 Who They Buy Gifts For on Mother's and Father's Day Mother's Day gift purchasing is driven by female consumers Figure 49: Consumers who bought gifts for Mother's Day in 2019, by relation, May 2019 Father's Day gift purchasing driven by older generation Figure 50: Consumers who bought gifts for Father's Day in 2019, by relation, July 2019

BUY THIS REPORT NOW



Report Price: £2195.00 | \$2963.91 | €2470.25

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Easter Activities and Attitudes

Food-based activities the most popular way to celebrate Easter Figure 51: Activity participation for Easter in 2019, May 2019

Shopping the most popular leisure-based activity Figure 52: Consumers who went shopping for Easter in 2019, by generation, May 2019

Attitudes towards Easter

Figure 53: Easter attitudes, May 2019

Types of Easter Eggs and Where They Are Bought

Branded Easter eggs are the most popular

Figure 54: Chocolate gift purchasing for Easter in 2019, by type, May 2019

Tesco is the top supermarket for chocolate gifts

Figure 55: Chocolate gift purchasing for Easter in 2019, by retailer, May 2019

Attitudes towards the current variety and offering of the Easter egg

Figure 56: Easter shopping attitudes, May 2019

Mother's Day and Father's Day Activities

A home cooked lunch/dinner is the most popular activity

Figure 57: Activity participation for Mother's Day and Father's Day in 2019, May-July 2019

Going shopping is a popular leisure-activity to celebrate Mother's Day

Figure 58: Consumers who went shopping for Mother's Day in 2019, by age of children, May 2019

Mother's and Father's Day is a time for spending with the family

Figure 59: Mother's Day and Father's Day attitudes, May-July 2019

Mother's Day and Father's Day Attitudes

Interest in gifting with a personal sentiment

Figure 60: Mother's Day and father's Day shopping attitudes, May-July 2019

More pressure for Mother's Day gift buying compared to Father's Day

Figure 61: Agreement with the statement "There is a lot of pressure to buy the right gift for Mother's/Father's Day", by generation, May-July 2019

Last minute shopping for Father's Day gifts and nearly half rely on retailers' suggestions Figure 62: Father's Day shopping behaviours, July 2019

Appendix – Data Sources, Abbreviations and Supporting Information

Abbreviations

Consumer research methodology

BUY THIS REPORT NOW