

Optical Goods Retailing - UK - February 2020

Report Price: £1995.00 | \$2693.85 | €2245.17

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“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 outlets, raising the question of how much more growth is realistic for this highly successful business.”
– **Jane Westgarth, Senior Retail Analyst**

This report looks at the following areas:

Vision Express took a leap forward with the acquisition of Tesco Opticians in 2017, bringing its store numbers up to almost 600, and Boots Opticians continues to benefit from the heritage strength of its parent company brand. More than 100 independents have taken shelter by joining the Hakim Group and only a handful of smaller chains demonstrate an appetite for growth. Meanwhile the long-awaited growth of online selling is becoming a reality. Shopping online for contact lenses can offer considerable savings, but none of the healthcare that an optician delivers, while online selling of glasses is beginning to benefit from digital developments that allow customers to visualise how they will look in their glasses.

- **Online selling is building momentum**
- **New wave of opticians with personality and a DTC model**
- **What is the relevance of supermarkets in optics?**

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DID YOU KNOW?

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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Virtual try-on will boost internet sales

New look for Boots Opticians

Photochromic contact lenses

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Specsavers and Boots brands enjoy high levels of trust

Companies and Brands

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