

November 2012

Supermarkets: More Than Just Food Retailing - UK

“The dominance of the major food retailers is still developing. Their offer is being refined – both in store size and product offer. There is still scope for growth in non-foods and services and the next decade will see all the majors seek to enhance their store portfolios and the ...

Accessories for the Home - UK

“In a situation where consumers’ focus has shifted to core priorities like food and energy costs, it is a tough task to rekindle their enthusiasm for their homes and for spending on items that may seem like non-essentials. Nevertheless, the internet and mobile technology offer opportunities to inspire consumers and ...

October 2012

Clothing Retailing - UK

“Despite the economic context, consumers grew their clothing spend significantly in real terms in 2011, suggesting an underlying resilience in the market: clothes shoppers may be deterred by rain, but they are very unwilling to cut their purchases in response to a deterioration in their spending power.”

September 2012

Online Grocery Retailing - UK

“If our recommendations for the rollout of in-store and drive-through collection are implemented by major grocery chains, then their store estates – including c-stores and hypermarkets respectively – become indispensable for fulfilling online orders.

August 2012

Furniture Retailing - UK

“When retailers start discounting they get a rush of new business, but continued use of the same tactics quickly becomes tired and less effective. Today’s best furniture retailers are using a more innovative range of techniques to inspire customers buy through understanding their lifestyles, style aspirations and having a clear ...

July 2012

Home Shopping - UK

Footwear Retailing - UK

Retail: Overview - UK

“The days when home shopping was distinct from store shopping are over. It’s only analysts who try to make the distinction. For everyone else it is just shopping. And shopping is changing rapidly. If there is one clear message of this report it is that home shopping and store shopping ...

“Mintel estimate that total online sales of shoes reached approximately £660 million incl-VAT in 2011, representing 8.3% of the total footwear market and we expect this spending to more than double by 2016. Multichannel and m-commerce initiatives will drive much of this growth and that will impact the high ...

May 2012

Garden Products Retailing - UK

“Garden centre retailers are facing difficult times. Demand for garden products remains flat in today’s tough economy and increasingly consumers are turning to the internet to search out better deals on price. This is putting margins under pressure and so limits the cash available for innovation and refurbishment. Yet, despite ...

Electrical Goods Retailing - UK

“The electricals sector is heading for further major changes. John Lewis and Currys are showing how it is possible to compete effectively against pure play online retailers, Amazon shows how an online retailer can prosper through the excellence of its fulfilment processes. But we are not convinced that a price ...

Sports Goods Retailing - UK

“Stores will be repositioned to act as places where people can go to be fitted for, try on and try out products prior to ordering them online.”

Pricing and Promotions in Food and Drink - UK

“Consumers are becoming increasingly savvy about promotions and are aware of what represents value and what does not, something which means that retailers may have to give greater consideration to the specific mechanics and objectives of their promotional strategies.”

April 2012

Convenience Stores - UK

“The convenience operations from the major grocery multiples are not traditional c-stores: instead, they are pared-down versions of their superstore offers. For independents, this means there are pressures to compete but there are also gaps in the offer to exploit. The independents must restate the convenience in c-store shopping, providing ...

The Retailing of Food and Drink - UK

“The market for food is changing. We are seeing the beginnings of a shift away from the superstores and towards online retailing and convenience stores. That is not to say that the superstores are in trouble, but the days when they swept all before them are now over.”

March 2012

Department Store Retailing - UK

“As mobile devices become the key connecting point for cross-channel they will have a major impact on how companies communicate with their customers and how they foster loyalty, but they could become the perfect

Private Label Food and Drink - UK

“Brands remain the most widely used type of product (89%) and outperformed the own-labels in terms of sales in 2011. However, consumer sentiment indicates that brands may in fact be most at risk in 2012 with

Retail: Overview - UK

conduit for delivering more potent messages about the advantages of ‘click and collect’ services too”.

own-labels well placed to benefit from a growing pool of users.”

February 2012

DIY Retailing - UK

“Amid a stagnating DIY market, much of the battle will be to take share from competitors, but there are also opportunities to augment the offer in categories with growth potential, and develop ranges beyond conventional DIY goods. It will be retailers with the ability to invest that are likely to ...

January 2012

Mobile Phone Retailing - UK

“The mobile phone sector must change. Technology is moving on and the distinction between a mobile phone and other digital products is becoming more and more blurred. A mobile phone now has so many functions that it can no longer be viewed in isolation and it is just one of ...

Beauty Retailing - UK

“Gaining a competitive edge through the wealth of customer data derived from a loyalty scheme is easier said than done. Moreover retailers must then deliver relevant and useful incentives to shoppers if they are to succeed in generating those all-important repeat purchases. Getting it right procures good value from the ...