March 2016

Online Grocery Retailing - UK

"The online grocery market continues to grow in double digits but remains a niche market in terms of the wider grocery market. However, the shift away from superstores to more convenient shopping channels is certainly benefiting the market."

– Nick Carroll, Retail Analyst

Specialist Food and Drink Retailers - UK

"The trend towards convenience shopping is driving footfall back into towns and cities where the specialists tend to be located, but with this comes additional competition from c-stores, discounters and online. While e-commerce isn't the answer for many specialists, increasing use of technology to engage with customers and improved convenience ...

February 2016

Electrical Goods Retailing - UK

"Since the collapse of Comet the electrical specialists have seen their share of the market diminish under pressure from non-specialists. There were signs of a resurgence in the specialist market in 2014 and this has accelerated in 2015 with the specialists sector outpacing an overall market which saw consumer spending ...

Christmas Shopping Habits - UK

"It was a remarkably weak Christmas, damaged again by the impact of Black Friday promotions at the end of November. We think that retailers have to pull away as far as possible from discounting at the end of November and restore a degree of pricing integrity by promoting less overall ...

Optical Goods Retailing - UK

"Concentration of the retail sector has continued. The big three opticians, Specsavers, Boots and Vision Express, have all gained market share, thanks to the expansion of their chains. Attention grabbing deals remain the cornerstone of promotional strategy, but we are seeing more brand building by the chains in order to ...

January 2016

Beauty Retailing - UK

"Spending on beauty and personal care contracted marginally in 2015. The market remains very price sensitive and discount retailers' customer numbers grew significantly. Even buyers of prestige brands are price conscious. The market will recover in 2016 but premium retailers must give consumers original and compelling reasons to trade ...

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