



March 2017

Electrical Goods Retailing - Spain

“Consumer confidence is recovering in Spain and spending on discretionary products continues to rise. However, the specialist electrical retailers are losing share of the electrical goods market. Leading specialist, Media Markt’s strong performance continues to contrast the overall trend, driven by the retailer’s continued investment in both in-store and online ...

Electrical Goods Retailing - France

“Spending on electricals in France has been in decline for the last five years, but the three largest specialist retail groups have been growing strongly. The market has been transformed by online shopping, but the store-based specialists have generally kept up with the pure-players. The market is undergoing significant structural ...

Electrical Goods Retailing - Europe

“The days when the electricals sector was seen as a boom area are long gone. White goods and most brown goods are now bought mostly on a replacement basis – there is too little product innovation to accelerate the process. Where there is development, as with curved TV screens or ...

Electrical Goods Retailing - Italy

“With the vast majority of purchases taking place in-store, and given the value Italian consumers put on first-hand product experience and sales support, the electrical specialists still account for the largest share of consumer spend on electrical goods. However, our consumer research for this report identifies Amazon as the single ...

Electrical Goods Retailing - Germany

“German consumers across all ages are now completely at ease with shopping for electrical goods both online and in-store simultaneously allowing the market leader, Media-Saturn, to return to growth. The challenge for smaller specialists is finding a way to differentiate themselves in a sector where consumer spending has continued to ...

January 2017

Beauty Retailing - Spain

“Spain is emerging from its prolonged recession and consumers are recovering their confidence. They are showing signs of trading up and are interested in the environmental credentials of beauty products. Consumer research for this report reveals a trend towards shopping at the specialists and a recovery in interest in innovative ...

Beauty Retailing - Germany

“The internet is a critical part of beauty shopping as consumers use social media for inspiration and the latest trends. But sales online are low and stores remain

Beauty Retailing - Italy

“The Italian beauty market is continuing to perform well. Despite fluctuating levels of growth in consumer spending, the leading specialists have continued to increase retail sales – strengthening their position in the market and stealing consumer spending away from the grocers and department stores. Looking ahead, the leading specialist Acqua ...

Beauty Retailing - Europe

Beauty Retailing – Europe, January 2017 provides detailed coverage of the beauty retail sectors in the five major Western European markets: the UK, France,



irreplaceable for allowing consumers to interact with products. Recent expansion by some of the leading players means stores are now more conveniently ...

Germany, Italy and Spain. The data in its entirety is contained in the five-country report, which gives a full overview of beauty retailing in these markets ...

Beauty Retailing - France

“Growth in spending on personal care in France has been sluggish, but the specialist retailers have been growing strongly. This is in no small part due to the dynamism of market leader Sephora, whose accessible stores and digital innovations are leading the way, but also down to the expansion of ...