



## September 2017

### European Retail Handbook - Europe

This is the 21st edition of the European Retail Handbook. In it we provide the essential background information to understanding the retail scene in each European country.

## August 2017

### Luxury Goods Retail - International

"Growth in the global luxury goods market accelerated in 2016. Whilst the market continues to face a significant amount of uncertainty, consumer confidence remains high, the number of High Net Worth Individuals (HNWIs) continues to grow and the economy in a number of the key luxury markets is recovering. As ...

## July 2017

### Online Retailing - Spain

"Online retailing is growing fast from the unpromising beginnings of a country where there was little tradition of home shopping. Everything is in place for rapid growth. All the leading retailers have an online offer and 84% of internet users shop online."

– **Richard Perks, Director of Retail Research**

### Online Retailing - Germany

"Online retailing is highly developed in Germany but online sales account for just 10% of all retail sales, partly because online grocery retailing remains underdeveloped. But recent investment and innovation made food the fastest growing online product category in 2016. If German grocery shopping habits are going to change, it ...

### Online Retailing - Europe

"Online retailing has only played a role in the retail sector for about 15 years and rather less than that in

### Online Retailing - Italy

"Online retailing in Italy has been slow to develop, but is now entering a growth phase as connectivity improves, more of the population becomes accustomed to shopping online and as major international pureplayers, such as Amazon, are investing in the country. We expect online sales to grow to account for ...

### Online Retailing - France

"Online retailing in France is maturing and concentrating. As Amazon extends its reach and builds market share, domestic retailers have been looking for new ways to remain competitive and there has been some merger and acquisition activity, which is leading to a process of concentration. With the Drive click-and-collect format ...



## European Retail Intelligence - Continental Europe



many countries. Retailers, whether store-based or online pureplayers, are still feeling their way in many respects. It is becoming clear that online retailers cannot compete on price, they need ...