



## February 2018

### Electrical Goods Retailing - Italy

“Italy lags a long way behind the rest of Western Europe in retail development and especially in online development. Electricals retailing is still very fragmented across the board and online we estimate that even the leading player via that channel, Amazon, has a market share of under 2%. Change is ...

### Electrical Goods Retailing - Germany

“Consumer spending on electrical goods continued to weaken in 2017 as higher inflation in other product categories led consumers to spend more elsewhere. Online is now the channel of choice for Germans shopping for electricals, with 70% of electrical goods shoppers buying via any device in the past year and ...

### Electrical Goods Retailing - Europe

“This 2018 report paints a picture of online retailing growing strongly again. Amazon is by far the most used retailer in Europe. Yet we think that there will always be a demand for stores – for the display and for the helpful service. It’s time for more of ...

### Electrical Goods Retailing - Spain

“While the economic climate in Spain has greatly improved and spending on electrical items has increased for the past four years, electrical specialists have been steadily losing market share, largely to the online channel and particularly to the likes of Amazon. Specialists must look not just to match Amazon in ...

### Electrical Goods Retailing - France

“The electricals market in France is robust, but the retail landscape has been changed dramatically by digitalisation. As Amazon has increased its dominance, the established players have fought back with a series of acquisitions and partnerships, with the purchase of Darty by Fnac the most high profile. The online ...

## January 2018

### Beauty and Personal Care Retailing - Italy

“Although the Italian BPC market remains fragmented, there is ongoing consolidation in the market as a number of the leading specialists strengthen their position. As the economy continues to recover, there will be new opportunities for retailers to capture increased spending on beauty and personal care. Having a differentiated offer ...

### Beauty and Personal Care Retailing - Germany

“There is growing pressure on the market leaders in beauty and personal care retailing in Germany. Online is growing, with Amazon an increasingly important player.

### Beauty and Personal Care Retailing - Spain

“As the Spanish political situation becomes more uncertain with lower rates of economic growth forecast for 2018, beauty specialists will need to work harder to compete with the growing force of supermarkets and fashion retailers that are grabbing share of the beauty market. They need to focus on improving the ...

### Beauty and Personal Care Retailing - France

“French specialist beauty and personal care retailers are doing well, increasing their share of a sluggish market. Sephora leads by some margin, but Nocibé, now under



There are newcomers in the specialist cosmetics and perfumery sectors. We think that some of the market leaders are already showing signs of this increased ...

the Douglas umbrella, is doing well and Kiko Milano is expanding rapidly. With 30% of female BPC buyers having shopped online, and 47% often ...

## Beauty and Personal Care Retailing - Europe

“Retailing of beauty and personal care products is poised for change. It looks as if the mass market drugstores are approaching maturity in some countries while the retailers with the greatest potential are those with innovative own brands. But specialists who can provide the right environment plus a range of ...