

## December 2015

### Consumers and the Economic Outlook: Quarterly Update - UK

"Mintel's key measures of consumer confidence show that people are still wary. Although the improvements in sentiment that accompanied the end of the income squeeze have been sustained, 2015 has been a year of consolidation, rather than one of soaring consumer spirits. Earlier in the year, the election added ...

## November 2015

### Supermarkets - UK

"The grocery superstores are losing market share and the main focus of this report is to examine why. We think that there are underlying socio-economic changes taking place which allied to the growth of the hard discounters, Aldi and Lidl, is leading to growth in more frequent shopping trips and ...

## October 2015

### Clothing Retailing - UK

"While clothing remains a highly resilient category, it is also a mature sector that is becoming increasingly overcrowded. As consumer expectations surrounding the shopping experience rise, retailers need to up their game and focus on the main issues that concern customers when buying clothes such as fit and availability of ...

## September 2015

### Food and Non-food Discounters - UK

"In both food and non-food retailing discounters are making a big impact and they still have some way to go. We expect a period of consolidation in non-food discounting which will begin with Poundland absorbing 99p Stores. But even with that bonus Poundland and its multi-price peers led by B&M ...

### Jewellery Retailing - UK

"The jewellery retail market follows a strong year in 2014 when falling precious metal prices and economic improvements boosted spending in the market. Young women stand out as being the biggest purchasers of jewellery for themselves, driven by their appetite for branded jewellery and the trend for layering and stacking ...

## August 2015

### Consumers and the Economic Outlook: Quarterly Update - UK

"The generally positive outlook of the economic climate, and the benefits that are gradually being witnessed at the individual level, means that the people of Britain are finally regaining their confidence. For the first time since the economic downturn, Mintel's data shows that more people feel better off compared to ...

### July 2015

#### Footwear Retailing - UK

"The footwear sector is exceptionally fragmented with footwear specialists losing share to non-specialists, as clothing retailers, sports stores and pureplays all grow their focus on the market. Specialists can use their expertise in the market to stand out by providing exceptional customer service and a wider range of shoes in ...

#### Online Retailing - UK

Growth in total online sales slowed to 13.2% in 2014 following surprisingly strong growth of 15.3% in 2013. This represents a return to a longer term trend of decelerating growth as the market matures and we expect this to continue over the next five years.

### June 2015

#### Garden Products Retailing - UK

"The garden products market was helped by good weather and improved consumer confidence. Spend is expected to grow by helped by a real upturn in personal disposable income which should boost consumer confidence further. The long-term trends are for market growth, but individual years can be volatile, affected by the ...

### May 2015

#### DIY Retailing - UK

"The outlook for the DIY market is tough. We think that the recent strength in the sector – spending rose by 10% in 2014 to £14.2 billion and should grow by another

### Watches - UK

"As the smartwatch market develops, the smartwatch could become the latest desirable fashion accessory, posing a direct threat to the fashion watch market as both attract a young demographic. While uptake of smartwatches has been slow due to caution surrounding first editions of new technologies, this is likely to change ...

#### Sports Goods Retailing - UK

"The specialist sporting goods market is estimated to have enjoyed a good 2014 with the market growing. We expect 2015 to be another good year for the market reflecting a more confident consumer who is more willing to spend on discretionary items."

- Nick Carroll, Retail Analyst

#### Greetings Cards - UK

"Despite competition from digital communications and social media, sales of greetings cards are holding up well. Sales of single cards (not including boxed) grew

7.5% in 2015 – is catch-up spending after the recession. In the longer term the combined ...

from £1,428 million in 2013 to £1,456 million in 2014, up 2%."

### Consumers and the Economic Outlook: Quarterly Update - UK

"Economic improvements are finally beginning to be felt at the consumer level. Falling prices of essentials and rising wages are helping incomes go further and there are indications that people are beginning to relax their budgets and spend on items and experiences that have been out of reach during the ...

### April 2015

#### Convenience Stores - UK

"Convenience stores are most used in urban environments with the majority of consumers using c-stores close to their home. The millennial generation, aged 16-35, are the most likely to visit c-stores and also are the most frequent users of the format. This generation is increasingly migrating to urban areas and ...

### March 2015

#### Online Grocery Retailing - UK

"The online sector is starting to mature – this way of shopping for food is not for everyone. That is good news for retailers as they have a vested interest in customers using their physical stores where they can market opportunistic buys more effectively and encourage impulse purchasing. In contrast ...

#### Specialist Food and Drink Retailers - UK

"Attributes such as quality standard marking, food traceability and low food miles/freshly produced on-site can all be compelling reasons for shoppers to favour specialists and eschew the mainstream retailers."

– Chris Wisson, Senior Drinks Analyst

### February 2015

#### Electrical Goods Retailing - UK

"Perhaps it is time for some specialists to move closer to EDLP (everyday low pricing) and away from the questionable deep discounting that has traditionally been a feature of the sector."

– Richard Perks, Director of Retail Research

#### Consumers and the Economic Outlook: Quarterly Update - UK

"People are finally starting to feel the benefit of the recovery in their pay packets. After five years, average wages are finally increasing more quickly than prices. Although this will take time to feed through into consumer confidence, there are signs that spending habits are changing.

## Retail: Overview - UK

### Optical Goods Retailing - UK

“The market for optical goods in the UK is concentrating into the hands of three major companies: Specsavers, Boots Opticians and Vision Express. Although Specsavers is reaching saturation in terms of store numbers we have seen Boots on an expansion trail, while Vision Express has been expanding by buying up ...

### Christmas Shopping Habits - UK

“The distinction between online and in-store retailing is becoming more and more irrelevant. For any store based retailer it is not how people buy that matters, but whether they buy from you at all. The key is to make it as easy as possible for customers to buy from you ...

## January 2015

### Beauty Retailing - UK

“Department stores look most at risk from the growth in online-only retailers because both channels are biased to branded merchandise (particularly premium/luxury labels) which makes it easier for shoppers to compare prices. Where price is a major factor then people are more likely to choose the pure player over ...