

September 2023

Online Retailing - UK

"The online market is still finding its new equilibrium following the COVID-19 pandemic, but its role in all aspects of browsing and buying behaviour remains significantly heightened. The strong value credentials of the channel mean that it has overall gained in a market where shoppers are looking for value. The ...

July 2023

DIY Retailing - UK

"The cost of living crisis has impacted the DIY market as we see consumers taking on smaller home improvement projects with lower spend. We see DIY retailers addressing the uncertainty brought on by rising inflation by enhancing their value propositions for its shoppers. The DIY market is perfectly situated to ...

Furniture Retailing - UK

"Already impacted by a natural rebalancing of demand post-pandemic, the cost-of-living crisis has further hit consumer spending, especially on big-ticket items like furniture. However, it's not always about trading down. 67% of consumers would prefer to trade up to high-quality items with longevity and 42% bought new furniture to treat ...

June 2023

Garden Product Retailing - UK

"We see a polarisation of the garden market as those who are avid gardeners have fared better than some amidst the cost of living crisis. Those feeling the weight of the cost-of-living will push value higher up on their agendas especially when looking for ways to save when purchasing for ...

UK Retail Trends - Summer - UK

"The first four months of 2023 have told much the same story as 2022, that being significant volume decline and pressure on retailers and consumers alike. Fashion and beauty are currently the bright spots, and the successes in these areas show that there is still opportunity for low-ticket mood boosters ...

Online Grocery Retailing - UK

"As expected, sales within the online grocery channel were in consistent decline in 2022 as the market rebalanced post the peak use of the channel in 2020-21, with further declines forecast for 2023 before longer-term growth returns. Pressure on finances has added to this, with some moving away from the ...

Online Grocery Retailing - Europe

"Having registered a strong uptick in sales at the height of the COVID-19 pandemic over 2020/21, the European online grocery retailing market entered correction territory in 2022 posting a decline of just under 6%. As the market recalibrates the sector still presents good prospects for retailers as it becomes ...

April 2023

Convenience Stores - UK

Optical Goods Retailing - UK

Retail: Overview - UK

"The perceived price-premium of in-home food and drink through convenience stores presented barriers to the sector in 2022 and will continue to do so in the short term. However, the sector has an opportunity to offset the decline in-home demand with great value for money for on-the-go and meal for ...

"Outside of the downturn caused by the pandemic, the optical goods industry has been witnessing slow yet steady growth. The cost of living crisis is setting back growth seen in 2021, however, as customers rethink new purchases and tighten budgets. The emergence of new disruptor brands is set to challenge ...

Beauty & Personal Care Retailing - Spain

"The cost-of-living crisis and high inflation are changing how Spanish consumers shop for beauty and personal care products. With household budgets stretched, many shoppers are looking at ways to cut back spending on the category, reducing purchasing, switching to lower-priced options and shopping at low-cost retailers. Retailers will have to ...

Beauty & Personal Care Retailing - Italy

"The major chains of specialist beauty and personal care retailers, which are still primarily store-based businesses, have an opportunity to help their customers deal with the cost of living crisis by using discounts to build goodwill and increase loyalty which will bear fruit in the future. Faced at the same ...

Beauty & Personal Care Retailing - France

"The beauty retail sector in France was heavily penalized by the health crisis, but looks to be regaining momentum. The end of obligatory face coverings, the return to face-to-face working and growth in tourist numbers have all had a positive effect on demand for beauty products. But a new threat ...

Beauty & Personal Care Retailing - Europe

"We estimate that beauty and personal care specialist retailers' sales in the European Big 5 markets rose by around 7% again in 2022, as the sector continued to recover from the disruption caused by the pandemic. This is largely attributed to higher prices as well as increased visits to stores ...

UK Retail Trends - Spring - UK

"A combination of the cost of living crisis and natural rebalancing in key categories following heightened demand during the peak of the pandemic, saw volume retail sales decline by a record level in 2022. However, given the macro-economic backdrop retail demand held up relatively well and the sector enjoyed a ...

March 2023

Electrical Goods Retailing - UK

"The economic downturn will continue to constrain demand for electrical goods in the short term, with the market expected to decline by 1.5% in 2023. However, disruption also opens up new windows to the market, including the redirection of spending to the home and prioritisation of energy efficiency to ...

February 2023

Retail: Overview - UK

Beauty and Personal Care Retailing - UK

"Amid an ongoing income squeeze, the BPC market has proven more resilient than other sectors as consumers have turned to beauty as an affordable means to lift their mood. As retailers embrace different strategies to remain attractive to value-centric consumers, they need to ensure that they still continue to innovate ...

Nursery and Baby Equipment Retailing - UK

"Mounting inflationary pressures have pushed value high up on consumers' agenda. While some parents will tighten their purse strings by trading down to discounters, especially with big-ticket items such as pushchairs, there are opportunities for nursery and baby equipment retailers to expand their value proposition, incorporating values beyond price to ...

Upcoming Reports

Homewares Retailing - UK - 2023

UK Retail Trends - Winter - UK - 2023

Online Retailing: Home Delivery, Collection and Returns - UK - 2023

Petrol Forecourt Retailing - UK - 2023

Direct to Consumer Retailing - UK - 2023

UK Retail Trends - Autumn - UK - 2023

Supermarkets - UK - 2023

Clothing Retailing - UK - 2023

Online Retailing: Marketplaces and Peer-to-peer Selling - UK - 2023

Brand Overview: Retail - UK - 2023

Food and Non-food Discounters - UK - 2023