

## April 2023

### Optical Goods Retailing - UK

"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 - 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 - 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 ...

### 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 - 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 ...

### 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

### Beauty and Personal Care Retailing - UK

### Nursery and Baby Equipment Retailing - UK



## Retail: Overview - 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 ...

"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 ...