

Optical Goods Retailing - UK - February 2015

Report Price: £1750.00 | \$2834.04 | €2223.04

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"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 established businesses."

— Jane Westgarth, Senior Market Analyst

This report looks at the following areas:

- How much are discounts influencing demand?
- Do people who use screen-based technology want special eyewear?
- Will supermarkets come to dominate optics?

In the last ten years we have seen the opticians market concentrate into the hands of fewer but larger businesses, leaving three major chains and fewer smaller competitors. Market leader, Specsavers, has continued to add to its already high store numbers in the UK; Boots has absorbed Dollond & Aitchison and Vision Express has expanded by buying several regional chains. Meanwhile a smaller multiple, Optical Express, resorted to rationalisation of store numbers and corporate refinancing in order to remain afloat.

Although this knocks out several established retailers, competition remains fierce, especially as the supermarket chains have all expanded their in-store opticians presence. Tesco (run by Galaxy), Asda and Sainsbury's (via an arrangement with Mee) have all added to their in-store opticians chains, with Tesco and Asda focussing on low prices.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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