

## Luxury Goods Retail - International - August 2017

Report Price: £2195.00 | \$2842.31 | €2608.54

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"Whilst the market continues to face a significant amount of uncertainty, consumer confidence remains high, the number of High Net Worth Individuals (HNWIs) continues to grow and the economy in a number of the key luxury markets is recovering. As such, underlying demand for luxury goods was strong in 2016 and early indicators suggest that it has been sustained in 2017."

- **Samantha Dover, Retail Analyst**

This report looks at the following areas:

- **Fragrances and cosmetics driving growth**
- **Luxury online: The growing importance of omnichannel**
- **Retail vs Wholesale: Taking control of distribution**

There has been an ongoing shift in recent years which has seen an increasing number of luxury brands look to take greater control of their own distribution by focusing more on directly-operated stores.

Whilst this shift is largely being seen amongst the bigger brands, this strategy of focussing on retail as opposed to wholesale has provided a boost to the value of the market, bolstering sales and profits at a number of the key players without the number of units sold actually changing. Meanwhile, the rising appetite for high-end goods online is changing the luxury retail landscape, with increasing focus and investment in technology and digital channels.

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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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## Tod's Group

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Enhancing the in-store experience

Embracing the athleisure trend with collaboration with Aston Martin

Exclusive capsule collection with Yoox Net-a-Porter

Luxury consumers on-the-go

### Company background

### Company performance

Figure 146: Tod's Group: Financial performance, 2012-16

Figure 147: Tod's Group: Sales, by region, 2015-16

Figure 148: Tod's Group: Sales by product type, 2015-16

Figure 149: Tod's Group: Sales by brand, 2015-16

### Breakdown of sales by distribution channel

Figure 150: Tod's Group: Sales by distribution channel, 2015-16

## E-commerce

## YNAP Group

### What we think

The future: more investment in technology

### Company background

### Company performance

Figure 151: YNAP Group: Group financial performance, 2014-16

### Retail offering

Figure 152: YNAP Group, sales mix, 2016

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