Beauty Retailing – Europe provides detailed coverage of the beauty retail sectors in five Western European markets: the UK, France, Germany, Italy and Spain. The data in its entirety is contained in the single copy five-country report, which gives a full overview of beauty retailing in these markets.

This report looks at the following areas:

In the European Summary – The Market section we also provide data for European beauty retailing beyond these five countries. Our Europewide data in

European Summary – The Market includes:

- Consumer spending on personal care goods and services for 18 European countries, 2009-14;
- Health and beauty specialists’ retail sales, 2009-14, and forecasts, 2015-19 for 19 European countries;
- A ranking of Europe’s top 15 beauty specialists by 2013 revenues.

Our coverage of the five major markets includes Mintel market size data for each of the major beauty and personal care categories. Single country reports are also available for the UK, France, Germany, Italy and Spain.

DID YOU KNOW? 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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Retail offering

Superdrug

The Perfume Shop

Savers

The Body Shop

What we think
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Values remain at its core
Better off alone?

Company background

Company performance
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Dia looks to be a good fit
Refitted stores look good
Expanding to be Spain’s first choice

Company background

Company performance
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Debenhams

What we think
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Less discounting
Online is ticking the boxes

Company background

Company performance
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What we think
Learning from Schlecker’s under-investment mistakes
Award-winning own-label cosmetic range
E-commerce on hold

Company background

Company performance
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Retail offering
**Douglas Group**

**What we think**
- A year of change
- Hello...
- ...and goodbye
- Young and beautiful

**Company background:**
- **Douglas**
- **Nocibé**

**Company performance**
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**Retail offering:**
- **Douglas**
- **Nocibé**

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**The Fragrance Shop**

**What we think**
- Focused on fragrances
- Entering self-service with Indulge
- Embracing the online channel

**Company background**

**Company performance**
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**Retail offering**

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- Strong branded offering
- House extension
- Multi-channel operations proving successful

**Company background**

**Company performance**
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**Retail offering**

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**John Lewis**
What we think

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Positioning
Beauty services
Company background

Company performance

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Retail offering

Lush Retail

What we think
Steady good growth
A loyal following
Website revamp

Company background

Company performance

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Retail offering

Müller

What we think
Product diversity USP
Affordable beauty retail destination
Raising the stakes in the battle for beauty shoppers
E-commerce

Company background

Company performance

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Retail offering

Rossmann

What we think

Price war in Germany
Continued expansion driving growth
Re-thinking online

Company background

Company performance
Beauty Retailing - Europe - January 2015

Retail offering

Sephora

What we think
- Transforming the beauty store shopping experience
- 100 new stores per year
- Capitalising on user-generated content to drive sales
- Challenging the beauty giants with its own-branded range of designer tie-ins

Company background

Company performance

Figure 288: LVMH Selective Retail: Financial performance, 2009-14

Yves Rocher Groupe

What we think
- Purity and efficacy USP
- Targeting regions where the middle classes are growing more affluent
- Airport distribution channel

Company background

Company performance

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Retail offering

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Figure 288: LVMH Selective Retail: Financial performance, 2009-14

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