



## February 2019

### Electrical Goods Retailing - France

“Electricals retailing in France is challenging due to the growth of online retailing and downward price pressures from the intense competition. Fnac Darty is the market leader, itself the result of a merger in 2016, and we are seeing several partnerships and alliances as specialists and non-specialists seek to shore ...

### Electrical Goods Retailing - Italy

“Our consumer research shows opportunities for retailers to make their stores more customer-friendly and experiential, becoming somewhere where they are advised on and introduced to the technology they want. Increasing the spotlight on customers could also help to shift buyers’ focus away from being so much on price and allow ...

### Electrical Goods Retailing - Europe

“There appear to be too many electrical retailers and this report paints a picture of the sector slowly coming to terms with the degree of rationalisation necessary. This year Amazon has moved up into top place in Europe, highlighting the problems of the store-based market leaders, Ceconomy (MediaMarkt Saturn ...

### Electrical Goods Retailing - Germany

“Online retailers continued to gain share and retailers such as Amazon have used promotional periods (Prime Day and Black Friday) to put increased pressure on the store-based retailers. MediaMarkt Saturn, the market leader, has seen its market share fall, but we think that the pressure is greatest on the ...

### Electrical Goods Retailing - Spain

“Although the business environment in terms of the Spanish economy has been much improved in the past five years, specialist store-based electrical retailers have continued to lose market share to the online channel, especially Amazon. If they are going to make their stores work effectively for them, they must seek ...

## January 2019

### Beauty and Personal Care Retailing - Germany

“It would be wrong to suggest that the beauty and personal care retailers have had it easy in recent years, though the failure of Schlecker did give them breathing space. We think they have used it well, strengthening their chains and regaining for the sector all the market share that ...

### Beauty and Personal Care Retailing - Spain

### Beauty and Personal Care Retailing - Italy

“Italy’s BPC market is going through a period of change. The independents and regional chains are losing market share, whilst the leading specialists are capturing more spending as they continue to expand their geographical coverage. However, price competition is intense and the country’s economic recovery has once again slowed, meaning ...

### Beauty and Personal Care Retailing - France



“Beauty and personal care specialists will have to offer a more compelling in-store and online experience in the next few years if they are to fend off the competitive challenge from non-specialist retailers. At the same time, they are going to have to adjust their business models to take into ...

“In a low growth market, the French specialist beauty sector remains relatively stable, with several well-performing retailers, notably Sephora, creating a dynamic environment. Elements of spending are well suited to shopping online, and most retailers now sell this way, with varying degrees of digital integration. Amazon poses an ongoing threat ...

### Beauty and Personal Care Retailing - Europe

“Beauty and personal care products (BPC) retailing is more varied around Europe than almost any other sector. From drugstores in Germany to supermarkets in other countries, the market is largely in the hands of non-specialists. But there is a fightback being staged by the specialists – Douglas has embarked on ...