

September 2016

Jewellery and Watches Retailing - UK

“The jewellery and watches market in 2016 has been boosted by an increase in spend from overseas visitors taking advantage of the favourable exchange rates. There have been continued strong sales of watches and resilient demand for precious metal jewellery, yet the costume jewellery segment remains weak.”

Consumers and the Economic Outlook: Quarterly Update - UK

“For the UK, the EU referendum is one of the defining moments of the 21st Century so far, with long-term implications that will rival events as seismic as the financial crisis. The truth is, though, that this early in the process there has been little direct impact on most people’s ...

Food and Non-food Discounters - UK

“Aldi and Lidl are continuing to take sales away from the grocery multiples by expanding their store estates and dispelling the perception that low prices means sacrificing on quality. But UK consumers struggle to differentiate between the two and this will need to change as they increasingly find themselves competing ...

July 2016

Sports Goods Retailing - UK

“The sports goods market continues to grow at an exceptional level. Driven by a rising interest in health and wellness amongst young consumers, the athleisure trend is dominating the sector. The success of the market has seen increasing levels of competition from non-specialists and more than ever retailers need to ...

Furniture Retailing - UK

“There are many retail multiples, including Oak Furniture Land, DFS and ScS, which are growing sales of furniture, helped by a combination of new store openings and online developments. And many that began as online pureplays are discovering the value of opening shops as well. The lessons of the recent ...

Online Retailing - UK

“We tend to lose sight of the fact that online retailing is still very young. Ten years ago it took less than 3% of all retail sales. Everyone involved has been on a very sharp learning curve and the rise in online sales seems inexorable. But it isn’t. We think ...

Footwear Retailing - UK

“Personalisation has become a big trend in the footwear sector, with consumers increasingly interested in being able to customise their shoes. Giving customers the option to create their own bespoke product provides an opportunity for retailers to drive sales of full-priced items.”