

December 2016

Supermarkets - UK

“Supermarkets remain the dominant sector within the wider grocery market but continue to lose market share. This is as much to do with increased choice in the market and demographic shifts as it is the fault of supermarket operators. However, there is a need to redefine what a supermarket can ...

October 2016

Clothing Retailing - UK

“In an increasingly challenging clothing market, clothing retailers need to rapidly adapt to the changing needs of consumers and encourage them to spend by offering them frequently updated collections that are less tied to the seasons, which they can buy and wear immediately.”

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.”

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 ...

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 ...

July 2016

Sports Goods Retailing - UK

Online Retailing - UK

Retail: Overview - 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 ...

“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.”

June 2016

Garden Products Retailing - UK

“Competition in garden retailing is intensifying as merger and acquisition activity is reshaping the specialist and DIY sectors, creating large multiple chains in an industry which as recently as 10 years ago was dominated by independent companies and small chains. The nature of specialist retailing is also changing with major ...

May 2016

DIY Retailing - UK

“The UK DIY market remains challenging with growth in consumer spending slowing and retail sales through the specialists going into decline. Quality and staff expertise are key points of difference for the specialists, but they need to find a way to bring this closer to the everyday lives of consumers ...

Consumers and the Economic Outlook: Quarterly Update - UK

“Mintel’s consumer confidence data shows that the economy only has, at best, an indirect impact on sentiment. When the UK economy was outperforming most of its peers, many people were still pretty wary. However, in 2016 sentiment has continued to trend upwards, despite disappointing growth in the economy as a ...

April 2016

Department Stores - UK

“Department stores have reinvented themselves. They have become destination stores for younger customers offering aspirational brands, complemented by great own brands. The best department stores recognise that a

Convenience Stores - UK

“Consumers are increasingly looking for convenience in all aspects of their grocery buying habits. That is why we have seen a shift to more fluid grocery shopping habits with consumers, particularly younger consumers,

store is much more than somewhere to just buy products, it should be a leisure destination with a retail offering that is ...

shopping on a more when-needed basis. This shift has fuelled the convenience market and the leading players ...

March 2016

Online Grocery Retailing - UK

“The online grocery market continues to grow in double digits but remains a niche market in terms of the wider grocery market. However, the shift away from superstores to more convenient shopping channels is certainly benefiting the market.”

– Nick Carroll, Retail Analyst

Specialist Food and Drink Retailers - UK

“The trend towards convenience shopping is driving footfall back into towns and cities where the specialists tend to be located, but with this comes additional competition from c-stores, discounters and online. While e-commerce isn’t the answer for many specialists, increasing use of technology to engage with customers and improved convenience ...

February 2016

Electrical Goods Retailing - UK

“Since the collapse of Comet the electrical specialists have seen their share of the market diminish under pressure from non-specialists. There were signs of a resurgence in the specialist market in 2014 and this has accelerated in 2015 with the specialists sector outpacing an overall market which saw consumer spending ...

Christmas Shopping Habits - UK

“It was a remarkably weak Christmas, damaged again by the impact of Black Friday promotions at the end of November. We think that retailers have to pull away as far as possible from discounting at the end of November and restore a degree of pricing integrity by promoting less overall ...

Optical Goods Retailing - UK

“Concentration of the retail sector has continued. The big three opticians, Specsavers, Boots and Vision Express, have all gained market share, thanks to the expansion of their chains. Attention grabbing deals remain the cornerstone of promotional strategy, but we are seeing more brand building by the chains in order to ...

January 2016

Beauty Retailing - UK

“Spending on beauty and personal care contracted marginally in 2015. The market remains very price sensitive and discount retailers’ customer numbers grew significantly. Even buyers of prestige brands are price conscious. The market will recover in 2016 but premium retailers must give consumers original and compelling reasons to trade ...