

January 2023

Supermarkets - UK

“While the grocery sector is to a degree insulated from much of the pain being felt elsewhere in retail as much of its demand is non-discretionary, the shifts in behaviour seen in 2022 and that will continue to be seen in the short term have been no less dramatic. A ...

December 2022

Online Retailing: Marketplaces and Peer-to-peer Selling - UK

“Marketplaces and peer-to-peer sites have enjoyed the same level of greater engagement as the wider online retail sector in recent years, with sales via sellers on such platforms at record highs. The cost-of-living crisis will drive only further interest in the sector, particularly peer-to-peer, as consumers both seek value on ...

November 2022

Clothing Retailing - UK

“While significant pent-up demand has been driving sales in the first half of 2022 as consumers updated their wardrobes for events and travel, the income squeeze is already dampening spending on fashion as the year progresses. As consumers look to navigate inflationary pressures, some will adapt their behaviour and look ...

September 2022

Jewellery & Watches Retailing - UK

“Recovery remains strong within the jewellery and watches market, with bridal jewellery, a strong luxury sector and the return of international tourism driving positive growth. The cost-of-living crisis will continue to put downward pressure on consumer spending, negatively affecting mid-market and independent brands. Retailers must maintain a strong online presence ...

Online Retailing - UK

Food and Non-food Discounters - UK

“Following two years of pandemic-impacted trading the UK's economy has now been hit by record inflation. Amid this growing cost-of-living crisis, consumers are increasingly looking at ways to stretch already tight budgets. The discounters with their clear value focus are set to benefit from this period of financial uncertainty. As ...

“The online market is now in a period of rebalancing, as more store-based shopping comes into the mix, but there is no doubt the channel will receive a legacy boost as a result of the events of 2020 and 2021. The cost-of-living crisis presents both opportunity and threat to the ...

July 2022

Furniture Retailing - UK

“The longer-lasting ramifications of the pandemic are growing apparent, both in how consumers shop for furniture, and in the reassessment of priorities within the marketplace. However, after two years of impressive resilience, furniture sales are set to fall in the coming year as they face the brunt of inflation, supply ...

Footwear Retailing - UK

“The footwear market has faced pent-up demand, as consumer routines become normalised and the high street reopens. Value for money will be a key focus for consumers as the cost-of-living squeeze begins to take hold; big-name brands will need to further prove durability and quality as many consumers look to ...

June 2022

Garden Product Retailing - UK

“The year ahead will be a lean one for the garden product sector as a financial squeeze follows two years of remarkable pandemic-driven growth. Retailers and brands must focus on maintaining engagement with the new shoppers they picked up in the last couple of years. With consumers already concerned with ...

DIY Retailing - UK

“DIY was again one of the best-performing non-essential retail markets amid continued disruption in the past year. However, the coming year will be much less certain, as demand slows with less time indoors and a near-perfect storm of inflation and supply chain issues. The growth of specialists, then, will depend ...

Convenience Stores - UK

“New technologies, ways of living and government legislation are opening up exciting opportunities for the convenience sector but retailers must adapt quickly to tap into them. A renewed focus on making the experience convenient as well as revamping food-to-go will be top of the agenda, but rising inflation, growing costs ...

May 2022

Direct to Consumer - UK

“Selling directly to consumers is not a new concept, but the rise of ecommerce over the past decade has provided for the foundations for it to be a more disruptive concept across all sectors, from automotive to media distribution. For retailers the modern D2C model has proved the platform for ...

April 2022

Consumers and the Economic Outlook Q1 - UK

“Even before the conflict in Ukraine, inflation had become the biggest concern for consumers, brands and the British economy for 2022. Households are set to endure the biggest squeeze on real incomes in decades, and the conflict in Ukraine will only add to existing inflationary pressures. This is seen in ...

March 2022

Optical Goods Retailing - UK

“The optical goods market has been affected by COVID-19 and the cost of living crisis currently taking hold. Consumers continue to forgo non-essential appointments and spending. In-store opticians remain the preference for consumers, but with overall new purchases down, there is scope for retailers to encourage consumers back into their ...

Electrical Goods Retailing - UK

“Spending on electrical goods slipped by 2% in 2021, as it stabilised after a bumper year of sales with the pandemic in 2020. The legacy of this is also set to eat into new demand and delay upgrade windows in the coming year; however, with inflation and supply chain problems ...

Online Grocery Retailing - UK

“The online grocery market defied expectations in 2021 by putting on further growth following the monumental uptick in demand caused by the pandemic in 2020. Rebalancing between stores and online will come in 2022, but it is clear the legacy boost to the online channel will be larger than first ...

Nursery and Baby Equipment Retailing - UK

“The nursery and baby equipment retail sector has had a tumultuous few years as leading retailers such as Babies ‘R’ Us departed from the UK and heavy discounting flooded the market. The pandemic has only served to worsen these issues, giving the market little time to recover. At a time ...

Beauty and Personal Care Retailing - UK

“The cost-of-living squeeze will heighten savvy shopping behaviours when buying beauty and personal care products during 2022. However, price hikes don’t necessarily mean trading down, rather that people will become laser-focussed on value across all price points. Retailers and brands can encourage purchasing by promoting experiences that are good for ...

February 2022

Christmas Gift Buying - UK



Retail: Overview - UK

“Christmas 2021 was not the uninterrupted event that many had hoped for, but there was a clear sense of making the best of it from consumers. The retail sector experienced a record level of demand, beating the levels seen pre-pandemic in 2019, although rising inflation played its part in boosting ...