

THINK RETAIL THINK VERDICT



UK Retail Casualties in the Credit Crunch 2009

Credit crunch acts as catalyst for sector suffering from overcapacity

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Our research identifies how retailers can enhance product, store and brand performance as well as the factors that determine future retail success. Our specialist in-store auditing team continuously collects price and product data across locations, brands, fascias, ranges and retail sectors.

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In addition Verdict regularly appears in the international media. News sources quoting Verdict analysts and data include CNN, the International Herald Tribune, The Australian, Los Angeles Times, and New York Times.



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Sir Stuart Rose
Executive Chairman
Marks & Spencer

UK Retail Casualties in the Credit Crunch 2009

Credit crunch acts as catalyst for sector suffering from overcapacity...

Verdict has kept a track of the main retail casualties since the beginning of 2008 when the banking crisis began to make a significant impact on the UK economy and retailers, to March 2009.

UK Retail Casualties in the Credit Crunch 2009 is a new issue-based brief which uses information to summarise the trends among UK retail casualties, reveal which sectors have suffered the most, and whether this is a result of the financial markets or whether there are other reasons at play. It also details the opportunities that are available to retailers in the aftermath of these UK retail casualties.

Key Market Data

Total sales, space, store numbers & average sales densities of casualties per sector.

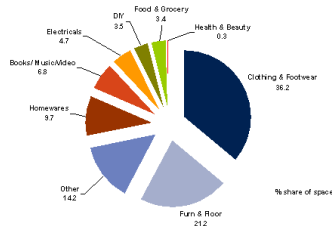
Average annual growth rates in value & volume in UK retail 1968-2007 & UK retail space growth 1988-2007.

Total sales & space share of casualties sales per sector.

Timeline of casualties by outlet numbers, sales value & commentary per retailer.

Create effective retail strategies to combat the effects of the global credit crunch with the help of this new issue-based report from Verdict...

Share of casualties' space by sector (including Woolworths' estimated space per sector)



Source: UK Retail Casualties in the Credit Crunch 2009

"Price deflation and high volumes have been driving clothing & footwear sales for almost a decade but clothing shoppers had already shown signs of reaching saturation point in clothes purchasing, with both value and volume growth slowing. Combined with rising operating and sourcing costs (the latter being exacerbated by the weakness of sterling) and nervous banks and credit insurers, the weakest operators began to collapse..."

- **Understand the common trends among retail casualties and the risks retailers share** in order to plan for, and avoid, the pitfalls casualties have experienced.
- **Evaluate the opportunities in each sector from lost sales.** Using our unique analysis and forecasts, estimate how much your business can win from casualties' lost sales by value and market share in each UK retail sector.
- **Assess which channels and sectors are least affected by casualties and why** in order to evaluate the risks and advantages for individual retail propositions in the current economic climate.

Key questions answered by this brief...

- How much retail expenditure has been affected by the UK retail casualties?
- Which sectors have been hit the hardest by the UK retail casualties and which sectors will benefit most and why?
- What opportunities are available for UK retailers in 2009 and 2010 from the lost spend and restructuring?

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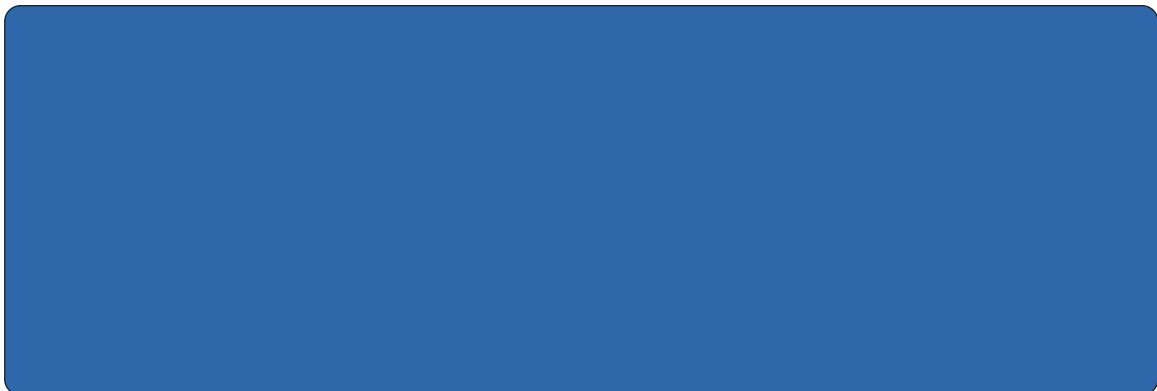
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