

Direct Selling in the United Kingdom

URL:	https://marketpublishers.com/r/D6AE5AD6EF7EN.html
Date:	February 3, 2017
Pages:	34
Price:	US\$ 990.00
ID:	D6AE5AD6EF7EN

Many more established players are struggling in direct selling, facing growing competition from internet retailing and also often having a somewhat old-fashioned image. Avon, Herbalife and Oriflame notably all saw current value sales decline in 2016 over the previous year. However, the channel as a whole saw a resurgence in growth towards the end of the review period, benefiting from smaller players offering innovative ideas.

Euromonitor International's Direct Selling in United Kingdom report offers insight into key trends and developments driving the industry. The report examines all retail channels to provide sector insight. Channels include hypermarkets, supermarkets, discounters, convenience stores, mixed retailers, health and beauty retailers, clothing and footwear retailers, furniture and furnishing stores, DIY and hardware stores, durable goods retailers, leisure and personal goods retailers. There are profiles of leading retailers, with analysis of their performance and the challenges they face. There is also analysis of non-store retailing: vending; homeshopping; internet retailing; direct selling, as available.

Product coverage: Apparel and Footwear Direct Selling, Beauty and Personal Care Direct Selling, Consumer Appliances Direct Selling, Consumer Electronics Direct Selling, Consumer Healthcare Direct Selling, Food and Drink Direct Selling, Home Care Direct Selling, Home Improvement and Gardening Direct Selling, Housewares and Home Furnishings Direct Selling, Media Products Direct Selling, Other Direct Selling, Personal Accessories and Eyewear Direct Selling, Pet Care Direct Selling, Traditional Toys and Games Direct Selling, Video Games Hardware Direct Selling.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

- Get a detailed picture of the Direct Selling market;
- Pinpoint growth sectors and identify factors driving change;
- Understand the competitive environment, the market's major players and leading brands;
- Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

Table of Content

Headlines
Trends

Competitive Landscape**Prospects****Channel Data**

Table 1 Direct Selling by Category: Value 2011-2016

Table 2 Direct Selling by Category: % Value Growth 2011-2016

Table 3 Direct Selling GBO Company Shares: % Value 2012-2016

Table 4 Direct Selling GBN Brand Shares: % Value 2013-2016

Table 5 Direct Selling Forecasts by Category: Value 2016-2021

Table 6 Direct Selling Forecasts by Category: % Value Growth 2016-2021

Executive Summary

Growth Slows Slightly in 2016 But Proves Better Than Expected

Smartphones in Focus As Marketing and Sales Channels

Grocery Sales Share Impacted by Price Wars

Leading Grocery Retailers Retain Strong Shares But Face Growing Pressure

Stronger Performance Ahead Driven by Value Players and Mobile Internet Retailing

Key Trends and Developments

Economic Uncertainty Results in Growing Price Competition

Smartphones Are the Future of Internet Retailing and Marketing

Hypermarkets Seek Reinvention As Discounters and Internet Retailing Pose Challenges

Operating Environment**Informal Retailing****Opening Hours**

Summary 1 Standard Opening Hours by Channel Type 2016

Physical Retail Landscape**Cash and Carry****Seasonality****Payments and Delivery****Emerging Business Models****Market Data**

Table 7 Sales in Retailing by Store-based vs Non-Store: Value 2011-2016

Table 8 Sales in Retailing by Store-based vs Non-Store: % Value Growth 2011-2016

Table 9 Sales in Store-based Retailing by Channel: Value 2011-2016

Table 10 Store-based Retailing Outlets by Channel: Units 2011-2016

Table 11 Sales in Store-based Retailing by Channel: % Value Growth 2011-2016

Table 12 Store-based Retailing Outlets by Channel: % Unit Growth 2011-2016

Table 13 Sales in Non-Store Retailing by Channel: Value 2011-2016

Table 14 Sales in Non-Store Retailing by Channel: % Value Growth 2011-2016

Table 15 Non-Grocery Specialists: Value Sales, Outlets and Selling Space 2011-2016

Table 16 Sales in Non-Grocery Specialists by Channel: Value 2011-2016

Table 17 Non-Grocery Specialists Outlets by Channel: Units 2011-2016

Table 18 Sales in Non-Grocery Specialists by Channel: % Value Growth 2011-2016

Table 19 Non-Grocery Specialists Outlets by Channel: % Unit Growth 2011-2016

Table 20 Retailing GBO Company Shares: % Value 2012-2016

Table 21 Retailing GBN Brand Shares: % Value 2013-2016

Table 22 Store-based Retailing GBO Company Shares: % Value 2012-2016

Table 23 Store-based Retailing GBN Brand Shares: % Value 2013-2016

Table 24 Store-based Retailing LBN Brand Shares: Outlets 2013-2016

Table 25 Non-Store Retailing GBO Company Shares: % Value 2012-2016

Table 26 Non-Store Retailing GBN Brand Shares: % Value 2013-2016

Table 27 Non-Grocery Specialists GBO Company Shares: % Value 2012-2016

Table 28 Non-Grocery Specialists GBN Brand Shares: % Value 2013-2016

Table 29 Non-Grocery Specialists LBN Brand Shares: Outlets 2013-2016

Table 30 Non-Grocery Specialists LBN Brand Shares: Selling Space 2013-2016

Table 31 Forecast Sales in Retailing by Store-based vs Non-Store: Value 2016-2021

Table 32 Forecast Sales in Retailing by Store-based vs Non-Store: % Value Growth 2016-2021

Table 33 Forecast Sales in Store-based Retailing by Channel: Value 2016-2021

Table 34 Forecast Store-based Retailing Outlets by Channel: Units 2016-2021

Table 35 Forecast Sales in Store-based Retailing by Channel: % Value Growth 2016-2021

Table 36 Forecast Store-Based Retailing Outlets by Channel: % Unit Growth 2016-2021

Table 37 Forecast Sales in Non-Store Retailing by Channel: Value 2016-2021

Table 38 Forecast Sales in Non-Store Retailing by Channel: % Value Growth 2016-2021

Table 39 Non-Grocery Specialists Forecasts: Value Sales, Outlets and Selling Space 2016-2021

Table 40 Forecast Sales in Non-Grocery Specialists by Channel: Value 2016-2021

Table 41 Forecast Non-Grocery Specialists Outlets by Channel: Units 2016-2021

Table 42 Forecast Sales in Non-Grocery Specialists by Channel: % Value Growth 2016-2021

Table 43 Forecast Non-Grocery Specialists Outlets by Channel: % Unit Growth 2016-2021

Definitions

Sources

Summary 2 Research Sources

I would like to order:

Product name: Direct Selling in the United Kingdom
Product link: <https://marketpublishers.com/r/D6AE5AD6EF7EN.html>
Product ID: D6AE5AD6EF7EN
Price: US\$ 990.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service: office@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click 'BUY NOW' button on product page <https://marketpublishers.com/r/D6AE5AD6EF7EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:
Last name:
E-mail:
Company:
Address:
City:
Zip/Post Code:
Country:
Tel:
Fax:
Your message:

* All fields are required

Customer Signature _____

Please, note that by ordering from MarketPublisher.com you are agreeing to our Terms & Conditions at https://marketpublishers.com/docs/terms_conditions.html

To place an order via fax simply print this form, fill in the information below and fax the completed form to **+44 20 7900 3970**