



Retail Burn



This month, the most talked about retailers, according to SnapShop and the Retail Burn, include **Debenhams**, **M&S**, **TJ Hughes**, **Primark**, **Morrisons**, **J Sainsbury PLC**, **Argos**, **DFS**, **Tesco PLC**, **WH Smith PLC**, **Oddbins**, **Uniqlo**, **White Stuff**, **Amazon**, **Jack Wills**, **JD Sports Fashion**, **Gola**, **Alworths**, **Carpetright** and **Dixons Retail (DSG International)**.

The retailer with the highest number of positive news articles in April was **Debenhams**. Among other positive news the most significant was that the department store is in discussions to open more than 30 new stores.

Dixons Retail (DSG International) has received the most negative press. With recent news relating to poor sales, the company has now issued a second profit warning.

Other notable stories include the news that **Primark** is breaking into new territory with the opening of its first shop in a retail park, whilst **Alworths** has been bought by **Poundstretcher** after the news that the company had to close five of its stores.

[Read More...](#)

Retail Business Consultancy From FSP



Retail Expertise In Action

Find out more at fspretail.co.uk

[Geoffs View](#)

[FSP Blog](#)

[SnapShop Blog](#)

[FSP Facebook](#)

[FSP Twitter](#)

[FSP LinkedIn](#)

Hot 100



The Hot 100 in April 2011 included;

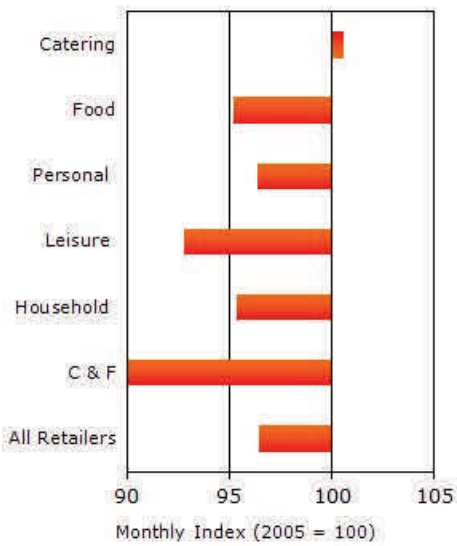
- Kitchenware retailer, **Steamer Trading Cook Shop**.
- Swedish furniture store, **IKEA**.
- Cosmetics retailer, **Bare Escentuals**.
- Young women's fashion store, **Miss Selfridge**.
- Sushi restaurant, **Wagamama**.
- Arts and crafts store, **Hobbycraft**.
- Food arm of M&S, **Simply Food**.
- Jewellery store, **Swag**.

These highly sustainable businesses have consistently delighted their loyal customers, have prudently managed their finances and have cautiously expanded, maintaining their appeal.

[Read More...](#)

RNI

April 2011



FSP's Retail News Index remains the same at 96 for all retailers in April 2011, with no change compared with February and March.

Overall news remains negative with only Catering reaching an index of over 100.

Clothing and Footwear remains the same as March with an index of 90.

Leisure has jumped from 88 to 93 compared with March.

Food and Household both experienced a drop of 2 going from an index of 97 to 95 whilst, *Personal* saw an increased index but only by 1 to 96.

The news index remains on the negative side with only slight increases in indexes. This on-going trend is likely to be due to the VAT increase, the rise in cotton prices and companies that have been struggling falling into difficulty.

This month's slight increase in indexes may have been helped by the Easter break and the Royal Wedding, which saw retailers experience increased sales.

FSP on average review over 350 unique items of retailer news. Each article is then scored according to sentiment. RNI is the sum of these scores indexed against 2005 and averaged over a three month period. The RNI time series for all retailers starts from May 2002.

[Read More...](#)

**Retail
Business
Consultancy**
From FSP

snapSHOP
REALTIME RETAILER RESEARCH



**Retail
Expertise
In Action**

Find out more at
fspretail.co.uk



Geoffs View



FSP Blog



SnapShop Blog



FSP Facebook

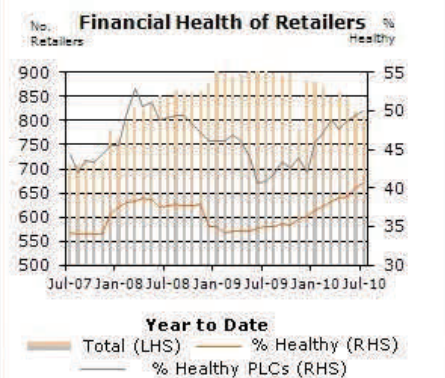


FSP Twitter



FSP LinkedIn

FAB



The FSP Accounts Barometer monitors retailers' financial health.

In the year to October 2010 (the latest date to which accounts have been filed), the percentage of UK high street retailers deemed Healthy was 41%. PLCs are generally financially stronger, with 53% deemed Healthy.

This continuing trend appears to show the strong getting stronger whilst struggling retailers find themselves in difficulty.

Most retailers which fail have been identified as being financially *Unhealthy* (*Krisp Clothing, Oddbins, Signature Brands* etc).

Focus was an exception to this having been *Fairly Healthy* in the last two years

SnapShop members can be notified when retailers on their Favourites List file accounts.

[Read More...](#)

Estimating Rent Sustainability

Best practice in shopping centre valuation has changed. Valuations should now reflect the long term sustainability of passing rents. The willingness of retailers to pay the passing rent is the key to the valuation. This fundamental change follows the 2008 financial crisis. The BCSC Asset Pricing Guide issued last week gives little emphasis to lease terms and much to rent sustainability.

FSP has developed databases and analysis systems to best inform estimates of rent sustainability. It is sometimes assumed that knowing the achieved retailer turnover is alone sufficient however, the recent failure of so many retail businesses shows that the industry adage that sales is vanity and profits sanity has never been truer. In FSP's experience turnover can be inaccurate, does not always translate to profit and needs to be supplemented with more detailed assessment of store operating profit. It is also important that this 'local' assessment is accompanied by analysis of corporate financial health.

Rent sustainability has been a core FSP skill for more than 10 years. FSP therefore welcomes the official endorsement of its approach by the principal industry organisation.

To read more on how to estimate rent sustainability, please [click here](#)

For more information or to talk to one of our consultants please contact FSP via e-mail fspretail@fspretail.co.uk or call 01494 474740.

[Read More...](#)

**Retail
Business
Consultancy**
From FSP

snapSHOP
REALTIME RETAILER RESEARCH




**Retail
Expertise
In Action**




Find out more at
fspretail.co.uk


 Geoffs View

 FSP Blog

 SnapShop Blog

 FSP Facebook

 FSP Twitter

 FSP LinkedIn

What is Retail Pulse?

Retail Pulse is a free monthly publication that highlights information available at www.fspretail.co.uk.

Helping clients make best use of their retail property is FSP's role, and although all property is location-specific, its best use is affected by industry-wide trends. FSP maintains unique measures of trends in UK retail property, and it's proven that monitoring existing trends improves the understanding of likely future ones.

FSP measures are focused on patterns in retail performance, and are therefore designed to supplement the standard property driven measures. Interpretation of all these data is the FSP business, [contact us](#) for information.

Join FSP discussions via the [FSP LinkedIn group](#). Please [visit our page](#) or [e-mail us](#) to find out more



01494 474740 • fspretail@fspretail.co.uk

Retail Pulse data derived from Snap-Shop.co.uk

snapSHOP
REALTIME RETAILER RESEARCH