



RETAIL NEWS INDEX	ACCOUNTS BAROMETER	HOT 100	RETAIL BURN	PRODUCT FOCUS
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Retail Burn



This month, the most talked about retailers, according to SnapShop and the Retail Burn, include **Waitrose**, **H&M**, **Tesco plc**, **Morrisons**, **Sainsbury's**, **John Lewis**, **Debenhams**, **Amazon**, **M&S**, **Everything Everywhere**, **Sony Centre**, **Dorothy Perkins**, **Vision Express**, **Thorntons**, **Claire's**, **Pumpkin Patch**, **Peacocks**, **Jigsaw**, **River Island** and **Comet**.

The retailer with the highest number of positive news articles in August was **Waitrose**, with the news that there will be the first-ever joint John Lewis at Home and Waitrose store built in Ipswich.

Comet revealed that store revenues have fallen 22% in the last 3 months. Attempts by Kesa to sell the electrical retailer have so far been unsuccessful.

Other notable stories include the news that **Amazon** has been voted the UK's best brand as well as unveiling the Kindle Fire which is set to rival the iPad. **The Sony Centre** has appointed BDO as administrators to consider possible rescue proposals.



REALTIME RETAILER RESEARCH









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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.

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Hot 100

The Hot 100 in September 2011 included;

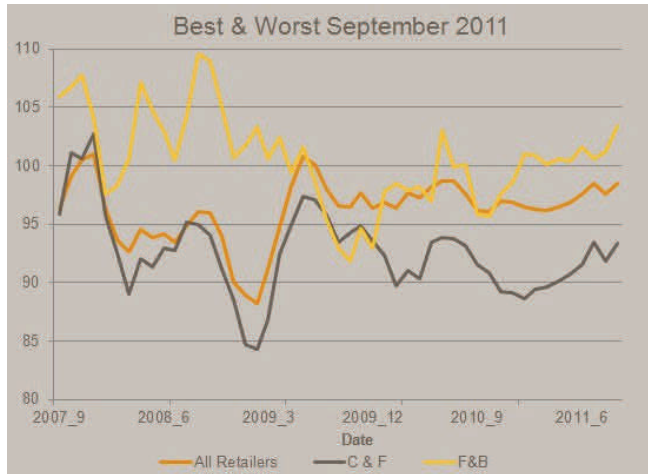
- Sports fashion retailer, **JD Sports**
- Value fashion store, **Primark**
- British heritage brand, **Fred Perry**
- Traditional womenswear & home furnishings retailer, **Laura Ashley**
- High street & mail order retailer, **Next**
- 'Buy and Sell' group, **Cash Generator**
- Recently rescued, **Jane Norman**
- Menswear retailer, **TM Lewin**

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

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RNI



FSPs Retail News Index is a 3 month moving average measure of sentiment in reported retail news stories. The last four month to September have remained largely the same with the overall index staying at 98.

All indices have increased this month apart from *Leisure* which has stayed the same at 107.

Personal increased to 95, *Clothing & Footwear* increased to 93, *Household* increased to 96, *Grocery* increased to 99 and *Food & Beverage* increased to 103.

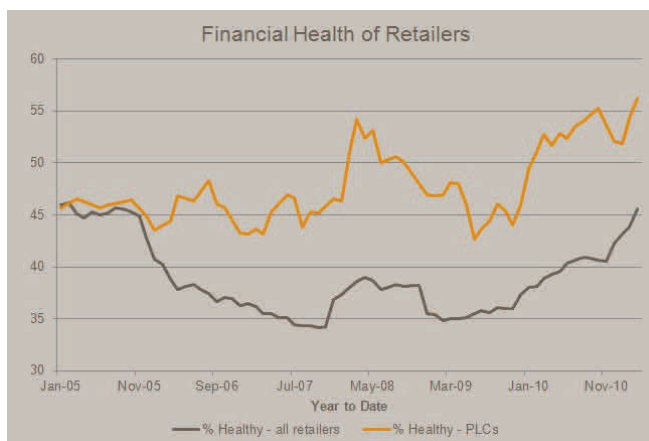
Most still remain below 100 (the 2005 benchmark), with only *Food & Beverage* and *Leisure* currently exceeding 100, however all other indices are closely approaching the 100 mark.

The news index shows that since April bad news has been gradually declining.

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FAB



The FSP Accounts Barometer monitors retailers' financial health using the *Wealth Creation Index* pioneered by the DTI, now Department for Business, Innovation and Skills.

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RETAIL NEWS INDEX

ACCOUNTS BAROMETER

HOT 100

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PRODUCT FOCUS

FAB

In the year to March 2011 (the latest date to which accounts have been filed), the percentage of all UK high street retailers deemed Healthy was 46%. PLCs are generally financially stronger, with 56% deemed Healthy.

Amongst all retailers the trend continues upwards, suggesting that the proportions of financially stronger retailers amongst the survivors has increased.

Most retailers which fail have been identified as being financially *Vulnerable*. The combination of Wealth Creation Index with a few other indicators is a good predictor of retailers likely to enter administration.

[SnapShop members](#) can be notified when retailers on their Favourites List file accounts

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Product Focus

Trading Gap

The Trading Gap is a tool developed by FSP to quantify the current realistic trading opportunity at any shopping location. It makes use of commonly available information, so is a practicable tool with very wide application.

The Trading Gap is also relevant and valuable to the leasing process. It is standard practice for retailers taking a new unit to provide the board with an investment justification. The calculation of the Trading Gap throws off much of the data required to support the turnover element of the investment appraisal.

The key to calculating a Trading Gap is to compare current performance at the location with relevant benchmarks. Selection of valid benchmarks is therefore a critical pre-condition. FSP, with its 35 years of experience and broad range of projects, is particularly well-placed to identify suitable comparable locations.

FSP has identified three kinds of opportunity within the overall Trading Gap. The Market Share Gap consists of the shortfall of purchasing by existing shoppers, relative to the relevant level of spending at benchmark locations. The Market Share Gap indicates that the shopping provision, either in quality or quantity, is meeting shopper requirements less well than the provision at benchmark locations. Since the Market Share Gap is quantified by merchandise category, the areas of relative weakness can be precisely identified.

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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.

 **SNAP SHOP**

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