

- **B&M** Discount retailer selling top brands at reduced prices across the north-west of England, B&M has plans for rapid expansion – partly fuelled by the abundance of ex-Woolworths stores
- **Bargain Booze** Its self billing as, “the premier discount off-licence chain” gives a clue to its success. The focus is on low prices, and shoppers - as in Majestic Wine - are encouraged to buy in bulk and save still more. The success of Bargain Booze, and its sister fascia Thorouggoods, contrasts with the misfortunes of other off-licence chains – including Wine Cellar, First Quench/Threshers and Oddbins – and the future looks bright with expansion still going strong
- **Domino’s Pizza** A fully franchised operation, Domino’s Pizza has benefitting from inspired marketing (an advertising budget of £18m of course helps) and an environment that has favoured eating at home, rather than at restaurants. 30 restaurants have opened this year, with a further 20 expected before January 2010
- **Game** In a very competitive environment, Game has lost some turnover but has focused on re-building its margins and cutting costs. The outcome is an improved financial result, most notably on pre-owned products, with revenues in that division up 25.7% according to the latest interims
- **Garrard** Now owned by Californian billionaire Ron Burkle, Garrard appears to have recovered from its unhappy liaison with Aspreys. There are just two London outlets, one a concession in Harvey Nichols. Particular mention to Garrard for improving a ROTA of -78 in 2007 to +50 in 2008
- **Jack Wills** With sister fascia Aubin and Wills targeting a slightly older clientele, the financial performance of this retailer has been strong
- **JD** Part of Pentland Brands, JD is predominantly a sports retailer (90% of retail turnover) which also runs fashion fascias that currently achieve a fairly modest Gross Margin that offers scope for improvement
- **Jimmy Choo** Has come a long way since being set up in 1996 by the glamorous journalist and socialite Tamara Mellon and shoe designer Jimmy Choo. The Company is now owned by Tower Brook Capital Partners. The latest accounts are for period ending 31<sup>st</sup> December 2007, nearly 2 years ago, meaning Jimmy Choo only just makes it onto the list. During that period, retail turnover accounted for only 23% of the total, however recent developments mean that within the UK, from November there will be three standalone boutiques, all in London, and an Outlet at Bicester village, not to mention a hotly anticipated partnership with en-vogue fashion retailer H&M

- **Karen Millen**                      Now part of Kaupthing owned Aurora Fashions, the future ownership is in some doubt. Meanwhile, the trading performance on the latest set of accounts, to 26 January 2008, looks strong. Of its 240 stores, 151 are overseas, run by franchisees. Fashion entrepreneur Karen Millen says she would consider buying back the chain she founded if it was put up for auction by its Icelandic owners
- **Kurt Geiger**                      Management claims that the successful trading reported for 2008 has continued into 2009. The next accounts are due 31<sup>st</sup> October
- **Links of London**                      Trading also under the Folli Follie fascia, to target the more moderately priced market, this retailer is on a roll, increasing turnover in the year to end 2008 by 35% and doubling the Operating Profit to £8.1m
- **Machine Mart**                      With sale of £61m, up 3.2%, and pre-tax profits up 22% to £11.5m, Machine Mart continues to perform strongly
- **Miss Selfridge**                      Part of Arcadia Group, results from Miss Selfridge have been on an improving trend over the last 3 years, and further international development is planned
- **Monsoon**                      Monsoon has had a strong financial performance, partly offset by exceptional charges for a new distribution centre, moving Head Office and provision for onerous leases. Axing menswear earlier in the year will ensure a stronger Womenswear offer in the future
- **Next**                      The promised resurgence of M&S appears to have had no impact on the financial strength of Next which has used its various channels to market - high street, out-of-town, mail order and internet – effectively
- **Perfume Shop**                      Latest accounts relate to period ending December 2007, almost 2 years ago, however given its value proposition, the current economic environment is likely to be relatively beneficial – next month will show Perfume Shops true colours, once their accounts come in on the 31<sup>st</sup> October
- **Sports World**                      The current economic condition favours discount retailers. Coupled with the forthcoming World Cup, for which England has qualified, and longer term, the staging of the Olympic Games in London, will tend to assist this retailer