

Retail News – Trends

Since 2021 we have been issuing a weekly ‘in case you missed it’ short selection of retail news that we had found interesting.

In January we looked back to see what themes kept coming up to see what we could learn.

The top 3 recurring topics then were:

1. Retailers continue to invest in bricks and mortar retail
2. Push to provide ever-more convenient and rapid fulfilment solutions... but how to make it profitable?
3. Don't go it alone...partnering up to succeed

We thought it was time to reflect on the trends that have emerged so far in 2022, some have continued, but some new trends emerging....

1. ***Store based retail is far from dead – if you have a winning proposition***
2. ***Partnering up is still a thing***
3. ***Retailers engaging in the sustainable/circular economy***
4. ***Retailers responding to the cost of living crisis***

1. ***Store based retail is far from dead – if you have a winning proposition***

- **Screwfix** to open 80 stores in expansion
- Builders merchant **Selco Builders Warehouse** is planning to grow its branch network from its current number of 73 to 100 by the end of 2026
- **Levi's** to open 13 more stores in the UK
- **Hobbycraft** to open three new stores as profits rise
- **Lush** to invest £7.6m in retail growth across UK and Europe



- New **B&Q** stores set to open in Harrow Town Centre and Newark
- **Aldi** and **Lidl** will overtake **Tesco** ‘within five years’
- **Asda** buys 132 convenience stores from **The Co-op** and agrees £600m deal to buy Co-operative Group's 129 petrol forecourts
- **Dobbies** to open largest ever store ahead of Christmas

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1. Store based retail is far from dead – if you have a winning proposition (2)

And retailers are trialing new concepts:

- **Iceland** earmarks London for next **Swift** c-store format
- **Next** opens first department store
- **Harrods** opens 4th **H Beauty** store
- **M&S** opens new concept store in Stevenage
- **Coca-Cola** opens first European pop-up store in London
- Discount supermarket **Motatos** is launching in the UK this summer
- New flagship **Flannels** stores to include ‘world first’ social media integrated clinic
- **Planet Organic** to open first store outside London
- **Asda** to open two new ‘**Express**’ convenience stores before Christmas - with 30 more UK sites planned



2. Partnering up is still a thing

- **Tesco** stores to stock **Homebase** home & garden products
- **M&S** to open **Early Learning Centre** outlets in selected stores
- **Argos** partners with **Pinterest** to launch **The Argos Mood Hotel** – a world first hotel concept that brings upcoming interior trends to life
- **The Royal Botanic Gardens, Kew** and **Sproutl** announce launch of strategic partnership
- **The Range** partners with **Ideal World** to launch livestream with shoppable content



- **Spar UK** agrees partnership with **Deliveroo** covering all 2,160 Spar stores in GB
- **M&S** offers one-stop shop for back-to-school as **Clarks** and **Smiggle** open in over 25 stores across the UK
- **Al-Futtaim Group** opens two **B&Q** franchise stores in Riyadh
- **Dobbies** switches from **Sainsbury's** to **Waitrose** for foodhall partnership

- **Asda** teams up with **Deliveroo** to provide on-demand groceries
- **Iceland** rolls out **Uber Eats** delivery to another 675 stores
- **The Entertainer** teams up with **Tesco** to launch supermarket toy concessions
- **Dobbies** expands partnership with **John Lewis** with new click-and-collect trial
- **Caffè Nero** launches new retail partnership with **Waitrose** in the UK
- **Marks & Spencer** draws up blueprint to boost **Ocado** deliveries
- **Toys R Us** signs exclusive UK sub-licence agreement with **WHSmith**



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3. Retailers engaging in the sustainable/circular economy

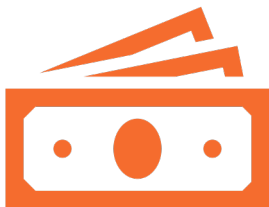
- **Marks & Spencer** announces collaboration with kids wear resale platform
- Newcastle clothing rental pioneer **Hirestreet** expands partnership with **M&S**
- **ASOS** trials partnership with **Thrift+** and launches second circular design collection
- **M&S** to remove 'best before' labels from 300 fruit and veg items to cut food waste



- **Ingka Centres** makes circular economy move with **Circuit** launch
- **Primark** launches in-store vintage clothing concessions
- **Tesco** electrifies deliveries to more than 400 city centre stores
- **Selfridges** wants resale, repair, rental or refills to near half of transactions by 2030
- **Tesco** plans to squeeze out waste packaging and save tons of waste cardboard by ditching 'needless' toothpaste boxes
- **Joules** partners with **Reskinned** to launch resale service
- **Currys** launches on-demand tech repair service to help customers remotely

4. Retailers responding to the cost of living crisis

- **Iceland** to launch over-60s discount to help them afford food, unveils £30 voucher scheme to help with the cost of living crisis and offers Interest-Free loans to cash-strapped customers
- **ASDA** offers customers massive discount depending on your job amid cost of living crisis
- **Aldi** staff get second pay rise in a year as company pays better than any other supermarket



- **Tesco** cafes offering free children's meals over summer holidays
- **John Lewis** 'chooses to forgo profit' to help staff
- **Lidl** raises UK staff pay for second time this year
- **Selco** give staff £2.5m boost for the cost of living crisis
- **Currys** raises pay for third time in 13 months

We will keep watching out for interesting stories and publish via our brief, weekly 'in case you missed it' retail news, so please do follow us on LinkedIn at [mdj2 associates](#). And do please get in touch if you'd like to chat, we'd love to hear from you.

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