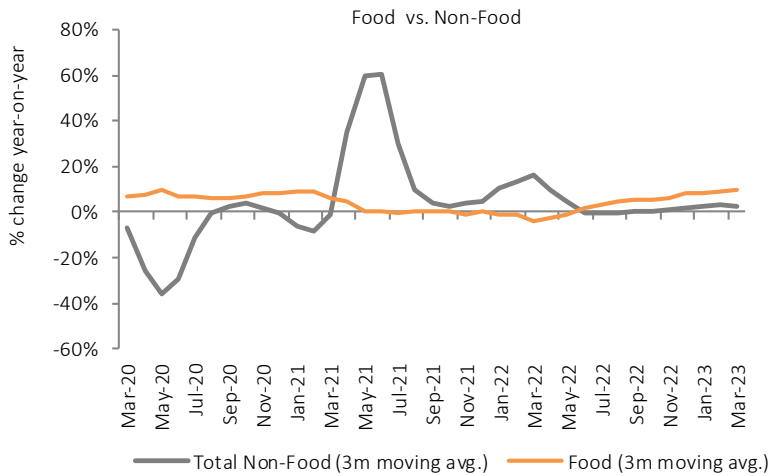


Retail Economics Retail Sales Index – March 2023

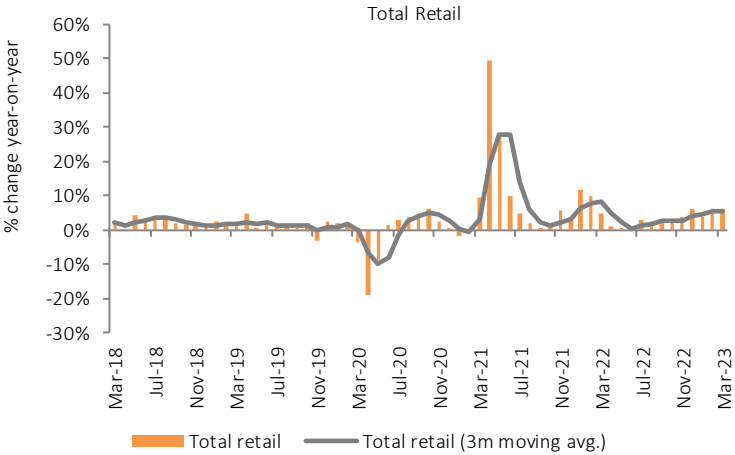
- Retail sales rose by 6.0% YoY in March against a 4.7% rise in the previous year.
- After accounting for double-digit inflation, this marks a volume decline as household budgets come under pressure and cautiousness around spending steps up.
- Food sales stepped up 11.0% YoY in March (value), against a weak 5.9% decline a year earlier. Mother’s Day gatherings in mid-March provided a boost to the category, while the continued acceleration of grocery prices in March lifted value growth.
- Non-food sales edged up by 2.6% in March (against a lofty 11.4% rise in the previous year). Sales continued to be supported by categories benefiting from a resurgence in weddings, events and office-based work, including Footwear (+7.8%), Clothing (+5.4%) and Health & Beauty (+5.2%).

Comparison of Food and Non-Food retail sales (value and non-seasonally adjusted, YoY growth) 3-month rolling average



Source: Retail Economics

Total retail sales, YoY growth, percentage change compared with the rolling 3-month average



Source: Retail Economics

Total retail market	Annual % growth
Oct-22	2.5%
Nov-22	3.6%
Dec-22	6.1%
Jan-23	4.0%
Feb-23	6.1%
Mar-23	6.0%

Source: Retail Economics: Retail Sales Series – value, non-seasonally adjusted
*Period aligned to ONS trading calendar – 26 February – 01 April 2023

Retail Sales
6.0%

Total retail sales rose by 6.0% YoY in March, according to Retail Economics

Retail Sales
Three-month average
5.4%

In the three months to March, retail sales rose by 5.4% YoY according to Retail Economics

Non-food sales are being supported by categories that are benefiting from a resurgence in weddings, events and office-based work.

Retail Sales – March 2023

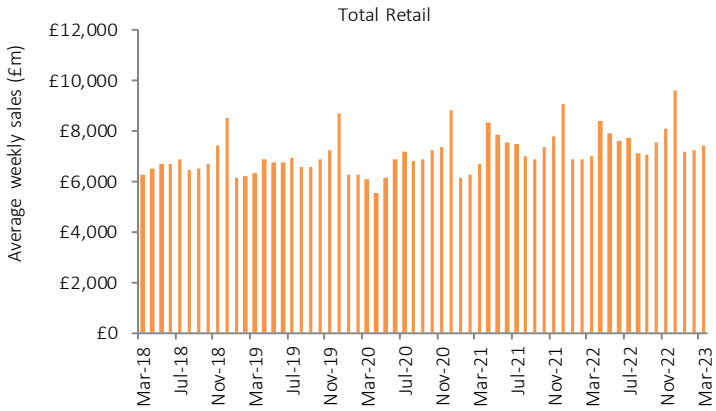
- Retail sales across categories continue to be impacted by heightened cautiousness around spending, as double-digit inflation persists.
- Clothing (+5.4%) and Footwear (+7.8%) were the top performing non-food categories in March, benefiting from a resurgence in weddings, events and a gradual return to offices among workers.
- This has also supported sales of hair styling and dental products in Health & Beauty (+5.2%). Mother’s Day purchases additionally saw category sales surge during the third week of March, boosted by cosmetics and fragrances.
- Elsewhere, sales of big-ticket items such as beds and sofas continue to be impacted by cost-of-living pressures and a slowdown in the housing market. This saw Furniture & Flooring sales (+2.9%) lag inflation in March. GfK’s consumer confidence index for Major Purchase edged up four points MoM to -33 in March – marking an improvement compared to the recent low of -40 in January, but ultimately remains firmly in negative territory.
- Homewares sales (-0.8%) have been in decline for 12 consecutive months, despite entertaining at home supporting sales of cooking pots and saucepans in March. Areas such as table-top and dining accessories faced a slowdown, while sales of energy-saving textiles has softened, including bedding, duvets and curtains as temperatures improve.

Comparison of sales growth by sector over the last 12 months

Sector Growth Rankings	Mar-23	3 month avg.	6 month avg.	12 month avg.
Food	11.0%	9.9%	8.8%	6.3%
Footwear	7.8%	7.9%	7.5%	9.6%
Clothing	5.4%	5.3%	4.4%	6.8%
Health and Beauty	5.2%	5.8%	5.4%	4.3%
Furn & Floor	2.9%	2.6%	2.6%	-0.7%
Homewares	-0.8%	-1.4%	-1.0%	-2.7%
Electricals	-1.8%	-2.6%	-2.8%	-3.1%
DIY and Gardening	-3.8%	-2.1%	-3.5%	-5.2%

Source: Retail Economics: Retail Sales Series – value, non-seasonally adjusted

- Electricals (-1.8%) has been in decline for 22 consecutive months, with the category facing a slump in typical replacement cycles following a flurry of sales during the pandemic. However, smaller energy saving devices remained popular, as domestic energy prices remain high with the cap set to rise again from July.
- Wet weather in March had a significant impact on DIY & Gardening (-3.8%), despite a weak comparative (-8.9% Mar 22) as consumers look to delay all-but essential works.
- Food sales stepped up on last year (+11.0%), driven by food inflation accelerating in strong double-digits. Mother’s Day gatherings at home driven by budget conscious households lifted sales mid-month. But volumes came under pressure from the rising cost of the weekly food shop, as well as availability issues across key fresh produce imports at the start of the month.



Source: Retail Economics: Retail Sales Series – value, non-seasonally adjusted
*Period aligned to ONS trading calendar – 26 February – 01 April 2023

Food
11.0%

Food sales rose by 11.0% year-on-year in March (Retail Economics)

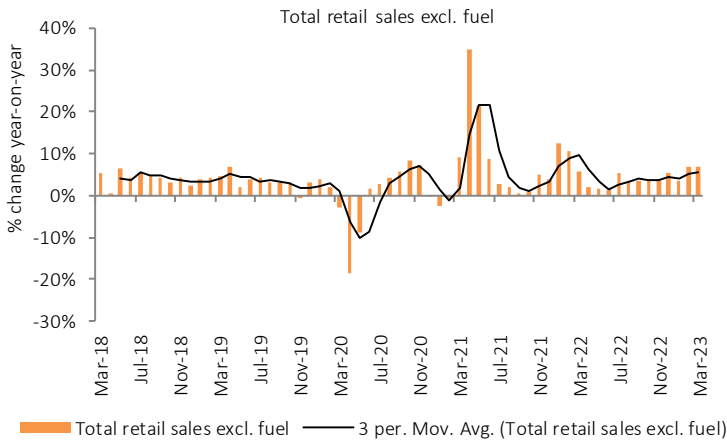
DIY & Gardening
-3.8%

DIY & Gardening slipped to the bottom of annual growth rankings in March (Retail Economics)

Big-ticket items such as beds and sofas continue to be impacted by cost-of-living pressures and a slowdown in the housing market.

Office for National Statistics – March 2023 -
Total Retail Sales

- Retail sales (value, non-seasonally adjusted, exc. fuel) rose by 6.9% year-on-year (YoY) in March according to the latest ONS data.
- In volume terms (non-seasonally adjusted, exc. fuel), retail sales declined by 2.6% YoY in March, against a weak 1.9% decline a year earlier, continuing consecutive volumes declines since March 2022.
- The three-month-on-three-month volume rate edged up 0.7% in the quarter to March (volume, seasonally adjusted), marking the first three-month on three-month rise since August 2021.
- Food sales values surged 11.3% YoY in March (versus a 5.6% decline a year earlier) as grocery prices continued to step up on last year. Volumes continued to decrease at 2.5% YoY in March, against a dismal 11.3% decline in the previous year, amid shortages of popular fresh produce.
- Clothing sales surged 9.1% YoY in March, against an exceptional 78.8% rise a year earlier. Volumes edged up just 0.8% in the month, with the quantity of clothing sold below 2019 levels for the month.
- Footwear & Leather Goods sales values rose by 31.1% YoY and volumes stepped up 23.8% with formal and dress shoes outperforming, driven by a return of events and weddings.
- Home categories remain under pressure with volumes below 2019 levels. Furniture and Lighting saw sales volumes edge down 2.7% YoY in March, while Household Goods volumes declined 7.6%.



ONS Retail Sales

Year-on-year growth

6.9%

Retail sales values rose 6.9% year-on-year in March (ONS)

Store Prices

Year-on-year growth

9.7%

Average store prices rose by 9.7% year-on-year in March (exc. fuel, ONS)

Home categories are under pressure with volumes below pre-pandemic levels.

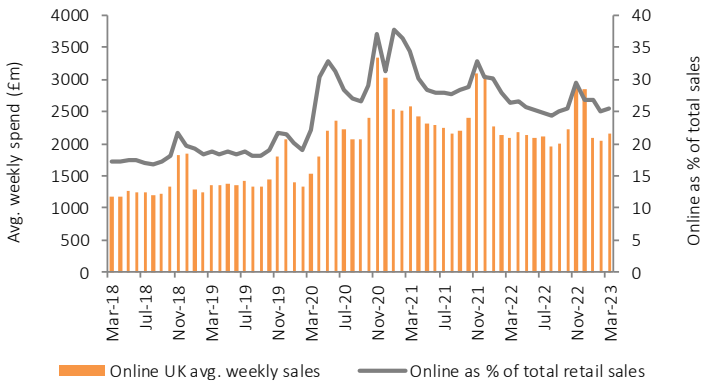
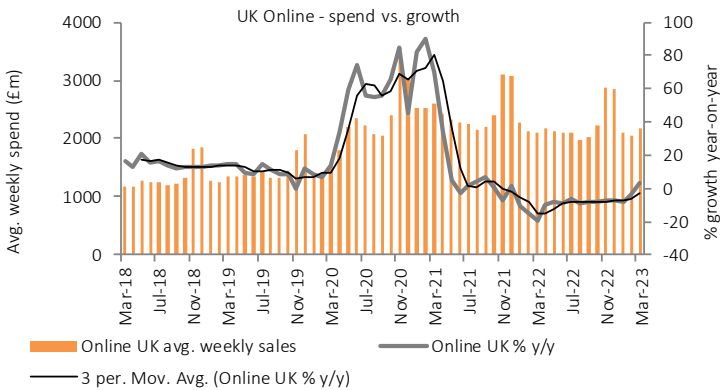
Total retail market (exc. fuel)	Annual % growth	Monthly % growth
Oct-22	4.0%	8.1%
Nov-22	3.4%	12.8%
Dec-22	5.5%	8.4%
Jan-23	3.6%	-26.4%
Feb-23	6.8%	4.4%
Mar-23	6.9%	4.4%

Source: ONS
*Period aligned to ONS trading calendar – 26 February – 01 April 2023
2023

Office for National Statistics – March 2023

Online Retail Sales

- Online sales values rose for the first time since the end of 2021, with ecommerce sales up 3.4% YoY in March, albeit against a weak 19.2% decline a year earlier.
- Clothing & Footwear drove the sales uplift, with online sales up by 11.1% YoY in the category, while Household Goods and Food remained in decline.
- Non-store retailing (a proxy for pureplay retailers) sales increased 8.7% YoY in March, against a 13.9% decline a year earlier.
- The proportion of retail sales made online remained broadly unchanged at 25.5% but was down from 26.3% a year earlier.
- Overall, average weekly online sales were £2.17bn in March, up from £2.10bn a year earlier.



Source: ONS
*Period aligned to ONS trading calendar – 26 February – 01 April 2023

Online Retail Sales

Year-on-year growth

3.4%

Online Retail sales rose by 3.4% YoY, value and non-seasonally adjusted (ONS)

Online Share of Total

Year-on-year growth

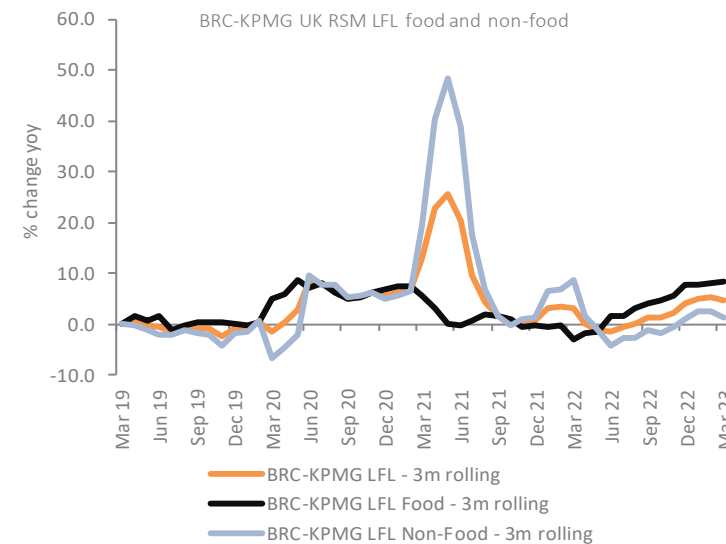
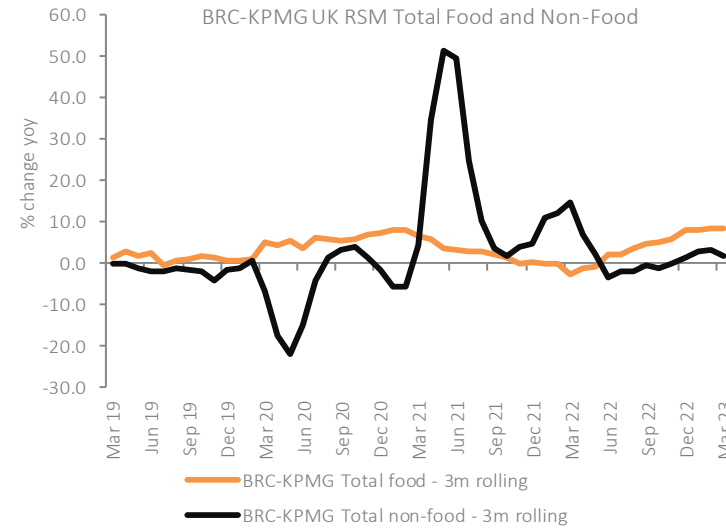
25.5%

Online accounted for just over a quarter of total retail sales (ONS)

The proportion of retail sales made online remained broadly unchanged at 25.5%.

BRC-KPMG Retail Sales Monitor – March 2023

- Total sales rose by 5.1% year-on-year in the five weeks to 1 April 2023, against an increase of 3.1% a year earlier.
- Like-for-like sales (LFLs) rose by 4.9% YoY in March, compared to a 0.4% fall last year.
- Food sales rose by 8.5% YoY on a total basis in the three months to March. On a LFL basis, food sales rose by 8.5% over the three months to March.
- In the three months to March, non-food sales increased by 3.2% on a total basis, and 2.7% on a LFL basis YoY.
- In-store non-food sales increased 5.2% on a Total basis and 4.6% on a like-for-like basis in the three months to March.
- Online non-food sales fell 2.1% YoY in March compared to a fall of 29% in March 2022.
- The non-food online penetration rate fell to 38.4% in March from 40.7% in March 2022.



Source: BRC-KPMG, Retail Economics analysis
*Period aligned to ONS trading calendar – 26 February – 01 April 2023

BRC Total Retail Sales

Year-on-year growth

5.1%

Retail sales rose by 5.1% YoY in March, according to the BRC-KPMG Retail Sales Monitor

BRC Retail Sales LFL

Year-on-year growth

4.9%

Like-for-like sales rose by 4.9% YoY in March (BRC-KPMG Retail Sales Monitor)

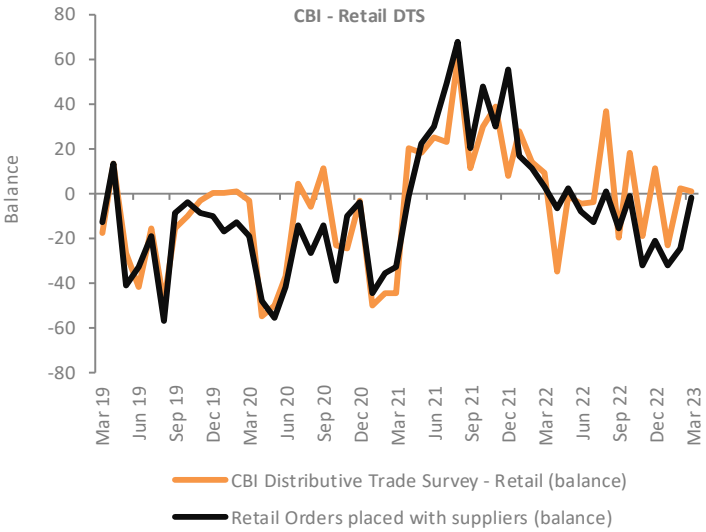
Food sales rose by 8.5% YoY on a total basis in the three months to March. On a LFL basis, food sales rose by 8.5% over the three months to March.

CBI Distributive Trade Survey for Retail – March 2023

- Retail sales volumes were broadly unchanged in the year to March (+1% from +2% in February). Retailers expect sales to increase next month (+9%), the first positive growth expectation since September 2022.
- Retail sales were seen as good for this time of year (+12% from +6% in February). Retailers expect sales to exceed seasonal norms to a slightly greater extent next month (+13%).
- Orders placed on suppliers were broadly unchanged in the year to March (-2% from -25% in February) and are expected to remain unchanged in April.
- Retailers thought stock volumes in March were elevated relative to expected sales (+10% from +8% in February). Stock positions are expected to ease next month but remain “too high” (+6%).
- Internet sales fell in the year to March (-26% from -30% in February). A small increase in internet sales is expected in April (+5%).

Coffer CGA Business Tracker – March 2023

- The Coffer CGA Business Tracker monitors sales for the UK Pub and Restaurant sector, collecting and analysing monthly performance data from 79 operating groups.
- Overall like-for-like sales increased 1.4% YoY in March.
- Restaurants (+2.5% YoY) were the standout performer on a LFL basis. Elsewhere, pubs (+2.4%) rose strongly while bars (-13.2%) disappointed.
- Trading in London improved, with sales within the M25 rising by 3.1% YoY, compared to a rise of 1.2% outside the M25.



Source: CBI

Coffer CGA Business Tracker
March 2023 vs. March 2022

	Total sales	LFL sales
All outlets	4.2%	1.4%
Pubs	5.6%	2.4%
Restaurants	4.3%	2.5%
Bars	-7.9%	-13.2%

Source: Coffer CGA Business Tracker

Distributive Trades

Year-on-year growth

+1%

Retail sales volumes increased by 1% YoY in the year to March 2023

Coffer CGA Business Tracker

Year-on-year growth

1.4%

Like-for-like sales increased by 1.4% year-on-year in March across the pub and restaurant sector

Retail sales were seen as good for this time of year (+12% from +6% in February). Retailers expect sales to exceed seasonal norms to a slightly greater extent next month (+13%).

BDO High Street Sales Tracker – March 2023

Headline statistics

- Total like-for-like (LFL) sales grew by 4.1% in March from a base of +60.9% for the same month last year.
- Total in-store LFLs grew by 6.6% this month from last year's base of +23,187.1% when LFLs were rebounding from the 2021 lockdown.
- Total non-store LFLs grew by 2.8% in March but failed to offset last year's negative base of -10.8%.

Sales continue to lag inflation

- March denotes the sixth month since July 2022 in which total LFL sales have failed to offset CPI inflation growth.
- Lifestyle was the standout performer (+9.7%), followed by Homewares (+5.4%) and Fashion (+0.7%).

Footfall

- Footfall was positive at the beginning of March, with a growth of 6.9% driven by high streets (+10.1%).
- In week two, footfall fell by 2.3% YoY, likely due to unseasonably cold weather.
- Week three saw a return to positive growth (+3.6%) driven by a rise in shopping centre footfall.
- However, the month ended with the most negative footfall result (-5.9%) since the third week of March 2021.

Category breakdown

- Lifestyle total LFLs grew by 9.7% in March from a base of +71.4% for the equivalent month last year. In-store LFLs for lifestyle rose by 11.3% this month from a base of +3,066.2% last year as sales rebounded after the lockdown.
- Fashion total LFLs rose by 0.7% from a base of +87% for March last year. In-store LFLs for fashion fell by 0.4% from a rebounding base of +47,393.9% last year.
- Homewares total LFLs increased by 5.4% in March from a base of -9.6% last year. In-store LFLs for homewares rose by 15.3% in March from a rebounding base of +219.5% last year.



Source: BDO, Retail Economics analysis, Period covers 27 February – 26 March 2023

BDO Overall Like-for-Like Sales

Year-on-year growth

+4.1%

Retail sales rose by 4.1% in March from a base of +60.9% for the equivalent month last year

BDO Non-Store

Year-on-year growth

2.8%

BDO's non-store LFLs increased 2.8% in March from a base of -10.8% last year.

March denotes the sixth month since July 2022 in which total LFL sales have failed to offset CPI inflation growth.