



BDO HIGH STREET SALES TRACKER

JUNE MONTHLY REVIEW 5 weeks until 1 July 2012

6 July 2012

TOTAL

+1.1%

June 2011: +2.6%

FASHION

+0.5%

June 2011: +0.7%

NON-FASHION

+4.2%

June 2011: +4.1%

HOMEWARES

-5.8%

June 2011: +14.7%

NON-STORE

+24.1%

June 2011: +33.2%

Steady as she goes

- High street spending continued to grow modestly in June with the pace of expansion almost unchanged compared to May. Overall, like-for-likes sales across medium-sized chains increased by 1.1% compared to last year.
- The extended Jubilee Bank Holiday provided a boost to spending at the start of the month, while promotions and summer discounting also helped stimulate demand. However, unseasonable weather and the euro crisis held back demand.
- Non-fashion was the top performing category on the back of exceptional results from luxury and gifting. Fashion witnessed a slowdown in growth with takings only just head, while homewares endured a bad month with sales falling in most categories.
- Fashion experienced a flat month with the positive impact from summer promotions largely offset by mixed unseasonable weather.

- Non-fashion enjoyed a strong month on the back of luxury and gift buying. Demand for leisure and entertainment goods was also strong.

- Against strong comparisons, homewares endured its worst month for more than a year with weak demand in most categories.

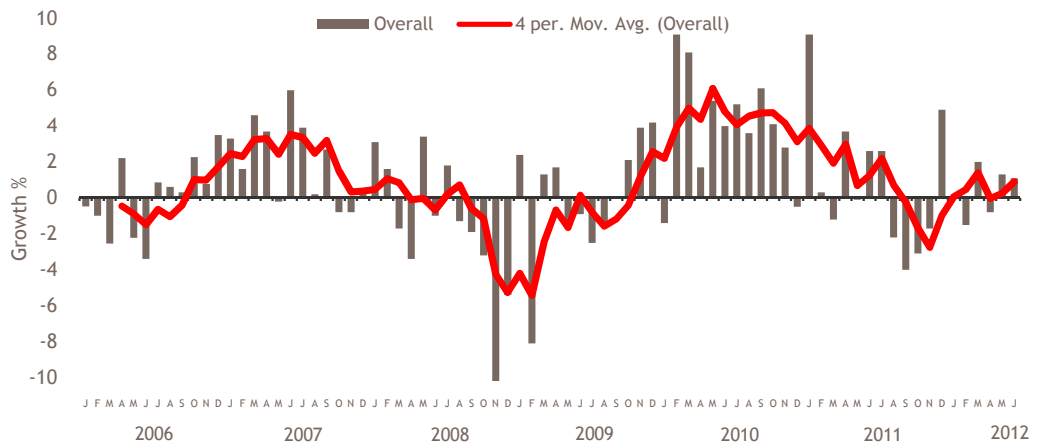
- There was little movement in sales made through non-store channels with demand remaining up by double-digit levels.

The High Street Sales Tracker outlines weekly like-for-like sales changes of some 70 mid-tier retailers with c10,000 individual stores across **Fashion**: accessories, clothing, footwear. **Non-fashion**: general household goods, gifts, health & beauty, leisure goods. **Homewares**: cookware, furniture & floorcoverings, lighting, linen & textiles. **Non-store**: mail order, online & other non-store channels. Total like-for-likes exclude non-store sales.

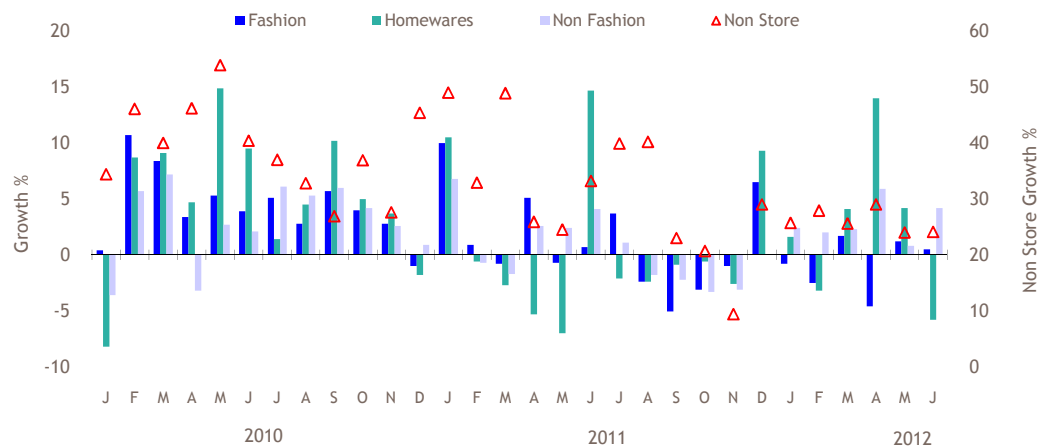
MONTHLY LIKE-FOR-LIKE RESULTS JUNE 2012

| LFL Growth % | Week 1 (we 3/6) | Week 2 (we 10/6) | Week 3 (we 17/6) | Week 4 (we 24/6) | Week 5 (we 1/7) | Total June |
|-----------------------------|--------------------|---------------------|---------------------|---------------------|--------------------|-------------|
| Fashion | +9.4 | +1.1 | -3.7 | -2.4 | -1.0 | +0.5 |
| Non-fashion | +1.1 | +5.0 | +2.0 | +4.9 | +7.8 | +4.2 |
| Homewares | +3.2 | -14.2 | -8.0 | -3.2 | -7.0 | -5.8 |
| Non-store | +38.8 | +1.8 | +13.3 | +40.5 | +27.7 | +24.1 |
| Total (ex non-store) | +6.7 | +1.2 | -2.6 | -0.7 | +1.1 | +1.1 |

MONTHLY LIKE-FOR-LIKE RESULTS 2006-2012



MONTHLY LIKE-FOR-LIKE RESULTS BY SECTOR 2010-2012



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