



## UK DIY Market Visit

2018

The UK Do It Yourself market is worth in the region of £14Bn per annum and has once again started to experience positive growth after years of stagnation. Each of the major retailers are experiencing a period of significant change and are being forced to re-examine their strategies and reinvest as the balance of power shifts into the hands of consumers.

Kingfishers B&Q and Screwfix chains, with a turnover of £4.50Bn and 806 stores, are the largest DIY retailer in the UK. Behind them is Travis Perkins Group, owners of Wickes, Toolstation and Tile Giant, with a turnover of €1.40bn and 571 stores. In third spot, a new market entrant Wesfarmers, who acquired the Homebase chain of 265 stores in February 2016 and who have started the conversion of these into Bunnings Warehouses.

Although a large proportion of the DIY market in the UK is in the hands of these three groups, there are numerous smaller chains including Wilkinson (387 stores), The Range (130 stores), Robert Dyas (95 stores) and many specialist garden and flooring retailers, as well as over 3,000 independents.

A visit to the UK market can include: -

- A review of UK market performance, the factors affecting growth and an overview of each of the key retailers, their trading strategy, financial performance, store portfolio, key contact details and recent developments.
- Analysis and insight into each of the relevant product categories in the UK market by product group and sub-category.
- Visits to the latest new format stores including B&Q, Bunnings Warehouse, Wickes and Screwfix.
- Meeting with existing (non-competing) suppliers in the sector to ask questions and learn about the UK market.
- Overview of potential competitors within the UK market