



BDO HIGH STREET SALES TRACKER

SEPTEMBER MONTHLY REVIEW 5 weeks until 3 Oct 2010

8 Oct 2010

TOTAL

+6.1%

September 2009: +0.1%

FASHION

+5.7%

September 2009: -1.7%

NON-FASHION

+6.0%

September 2009: +5.4%

HOMEWARES

+10.2%

September 2009: -2.8%

NON-STORE

+26.9%

September 2009: +41.0%

Autumnal boost

- Spending on the high street accelerated during September with mid-market retailers reporting a widespread upturn in demand. **Overall, like-for-like sales increased by 6.1 per cent, confounding expectations that demand would moderate given the uncertain economic outlook.**
- On-season autumnal weather had a positive impact across fashion, while homewares displayed surprisingly robust results despite the slowing housing market. Non-fashion posted solid results with luxury achieving excellent gains.
- Following on from a strong summer, there is a growing sense from these results that demand is building well. Although we remain cautious, and feel that this level of growth will not be sustained throughout the autumn, we don't think conditions will seriously deteriorate either in the run-up to Christmas.

- Fashion benefited from the on-season autumnal weather which encouraged sales of winter clothes and footwear. Sales across formalwear were also strong.

- Despite coming up against some tough prior year comparisons, sales advanced helped by some outstanding results across luxury and gifting.

- The surprising positive run across homewares continued with sales surging in most areas. However, demand is pretty inconsistent with volatile weekly movements.

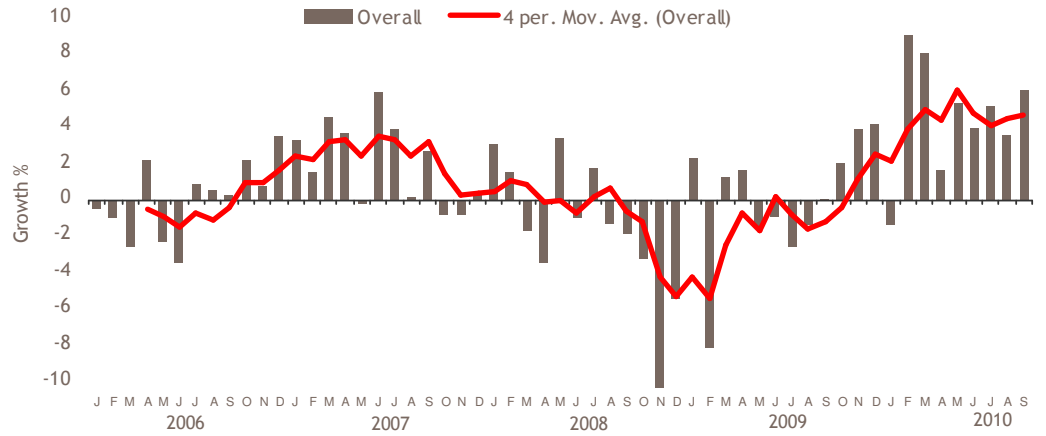
- Sales made through non-store channels registered good growth with fashion retailers reporting the strongest upturn.

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.

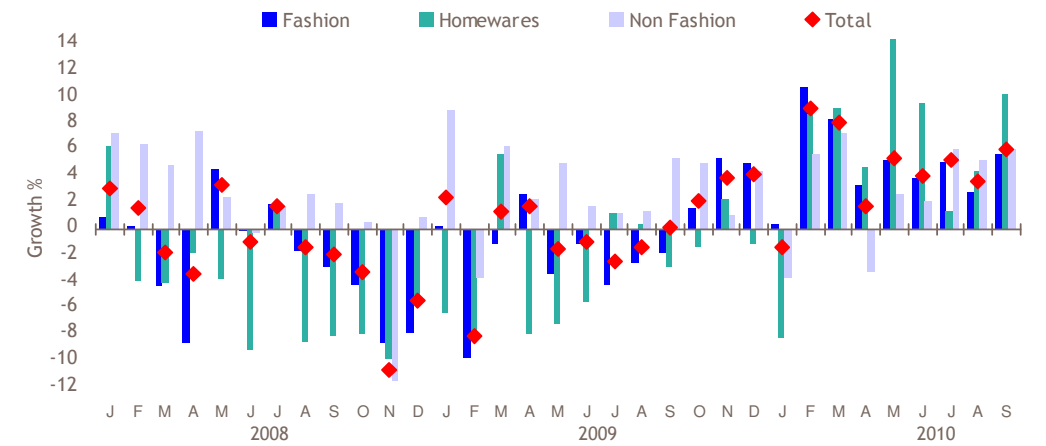
MONTHLY LIKE-FOR-LIKE RESULTS SEPTEMBER 2010

LFL Growth %	Week 1 (we 5/9)	Week 2 (we 12/9)	Week 3 (we 19/9)	Week 4 (we 26/9)	Week 5 (we 3/10)	Total Sept
Fashion	+3.9	+5.9	+5.0	+6.0	+7.4	+5.7
Non-fashion	+4.7	+6.0	+9.0	+2.4	+6.8	+6.0
Homewares	+9.9	+8.7	+11.3	+14.7	+4.5	+10.2
Non-store	+39.0	+13.0	+22.8	+32.9	+27.9	+26.9
Overall	+4.5	+6.1	+6.9	+5.8	+7.1	+6.1

MONTHLY LIKE-FOR-LIKE RESULTS 2006-2010



MONTHLY LIKE-FOR-LIKE RESULTS BY SECTOR 2008-2010



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