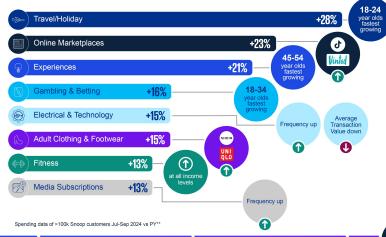
UK Consumer Pulse Snapshot

October 2024





Q3 saw an increase in discretionary spend for some categories



Yet 44% of consumers don't expect their financial security to change over the next 6 months

No more or less secure 44% 24% 23% More secure Less secure 65+ year olds feel less secure 25-34 year olds feel more secure

Looking ahead to the next 6 months, how do you expect your feeling of financial security to change?



Unsurprisingly, price remains the primary decision driver for most...





...and savvy shopping behaviours continue Buying more own brand/value Buying more on promotion



Making use of loyalty schemes



How and where consumers are buying continues to evolve...



across channels



Have discovered product more via social media (even more for 25-34 year olds)

11%

have used an online chat function (but 8% have spoken to staff in-store more)

Despite a focus on price, some say they'll pay more for better quality





...and they have still been treating themselves



Some of the 'treat' winners... easyJet (airbnb **Vinted** wagamama M&S



Our predictions for Q4









Linda Ellett