

## ANALYSIS

Retail Week Prospect analyst **Philip Wiggendaad** reveals the ranking of the top 50 retailers by sales for the 2014/15 financial year

# Top 50 retailers

## Retail Week's

ranking of the UK's top 50 retailers by sales for the 2014/15 financial year has some changes in the top 10.

Aldi has cemented its meteoric rise by entering the top 10 for the first time, while the John Lewis Partnership has overtaken Marks & Spencer to claim fifth place.

Recently merged Dixons Carphone also makes its first appearance, coming in ninth place. As a result, both Kingfisher and Home Retail Group are no longer ranked among the top 10.

Other new entrants in the top 50 include BHS – which had previously been included as part of the Arcadia Group – as well as luxury department store business Selfridges.

High street bellwether Next drops a position as Lidl continues to climb the table.

Despite it not performing as well in recent years, Tesco remains comfortably ahead in first place and accounted for 20% of the combined turnover of all 50 retailers (£217.2bn).

Retailers that have made the biggest leaps this year include fast-growing discounters such as B&M, Home Bargains and Poundland. But furniture retailer Ikea has also gained three places after reporting double digit sales growth in 2014/15.

Rank	Retailer	Sales (£m)	Change	Previous rank	Notes
1	<b>Tesco</b>	£43,573	=	1	
2	<b>Sainsbury's</b>	£23,443	=	2	
3	<b>Asda</b>	£23,157	=	3	12 months to December 2014
4	<b>Morrisons</b>	£16,816	=	4	
5	<b>John Lewis Partnership</b>	£9,701	▲	6	
6	<b>Marks &amp; Spencer</b>	£9,223	▼	5	
7	<b>Co-operative Group</b>	£7,085	=	7	Food retail. 12 months to December 2014.
8	<b>Alliance Boots</b>	£6,900	=	8	UK retail sales (opticians and chemists). Retail Week estimate.
9	<b>Dixons Carphone</b>	£6,451	New		Sales are underlying. Includes Republic of Ireland.
10	<b>Aldi</b>	£5,695	▲	11	Retail Week estimate. Year to December 2014.
11	<b>Home Retail Group</b>	£5,575	▼	9	Sales exclude financial services activities
12	<b>Kingfisher</b>	£4,499	▼	10	Includes Republic of Ireland
13	<b>Amazon</b>	£4,400	=	13	Estimated sales through Amazon.co.uk
14	<b>Lidl</b>	£4,000	▲	15	Retail Week estimate. Year to December 2014.
15	<b>Next</b>	£3,726	▼	14	Sales are Next Retail (UK and Ireland), Next Directory (excluding overseas sales) and Lipsy Retail
16	<b>Primark</b>	£2,900	=	16	Retail Week estimate
17	<b>Iceland</b>	£2,682	=	17	
18	<b>Sports Direct</b>	£2,140	▲	19	Estimated UK retail sales
19	<b>Arcadia</b>	£2,070	▼	18	Excludes BHS
20	<b>Debenhams</b>	£1,922	=	20	UK net sales, excluding concessions
21	<b>Lloyds Pharmacy</b>	£1,865	=	21	
22	<b>TK Maxx</b>	£1,757	▲	23	

Watch the Retail Week team discuss  
the findings from the ranking at  
[Retail-week.com/Top50BySales](http://Retail-week.com/Top50BySales)



# by sales



Rank	Retailer	Sales (£m)	Change	Previous rank	Notes
23	Ikea	£1,570	▲	25	
24	B&M	£1,526	▲	28	
25	Home Bargains	£1,472	▲	27	
26	Wilko	£1,445	▼	24	
27	Shop Direct	£1,379	▼	26	
28	WHSmith	£1,178	▲	29	Includes a small element of international turnover
29	Poundland	£1,112	▲	35	Includes Republic of Ireland
30	JD Sports	£1,105	▲	33	Estimated retail sales
31	Matalan	£1,094	▼	30	
32	Superdrug	£1,058	=	32	Year to December 2014
33	New Look	£1,048	▼	31	
34	Wickes	£1,040	=	34	Year to December 2014
35	McColl's Retail Group	£922	▲	36	
36	H&M	£917	▲	40	Year to November 2014
37	Ocado	£904	▲	41	Year to November 2014
38	Apple Retail UK	£898	▼	37	Year to September 2014
39	Halfords	£875	=	39	Retail division sales
40	Farmfoods	£852	▲	45	Year to December 2014
41	Dunelm	£836	▲	44	
42	N Brown	£818	▼	38	Includes small element of international turnover
43	River Island	£802	▲	46	Year to December 2014
44	House of Fraser	£785	▼	43	UK net sales, excluding concessions
45	Harrods	£762	▼	42	UK net sales, excluding concessions
46	Pets at Home	£729	▲	47	
47	DFS	£690	▲	49	
48	Game Digital	£656	=	48	
49	BHS	£600	New		Retail Week estimate
50	Selfridges	£566	New		

**New entrants  
in the top 50  
include BHS  
and luxury  
department  
store  
Selfridges**

#### Methodology

This ranking excludes buying groups, franchised formats and opticians. Sales are UK retail sales ex-VAT for 2014/15, unless otherwise stated. Change compared with 2013/14. Department store sales are net and exclude sales through concessions.