



## European DIY Retail Association Global Home Improvement Network

Current Affairs in the Home Improvement Industry  
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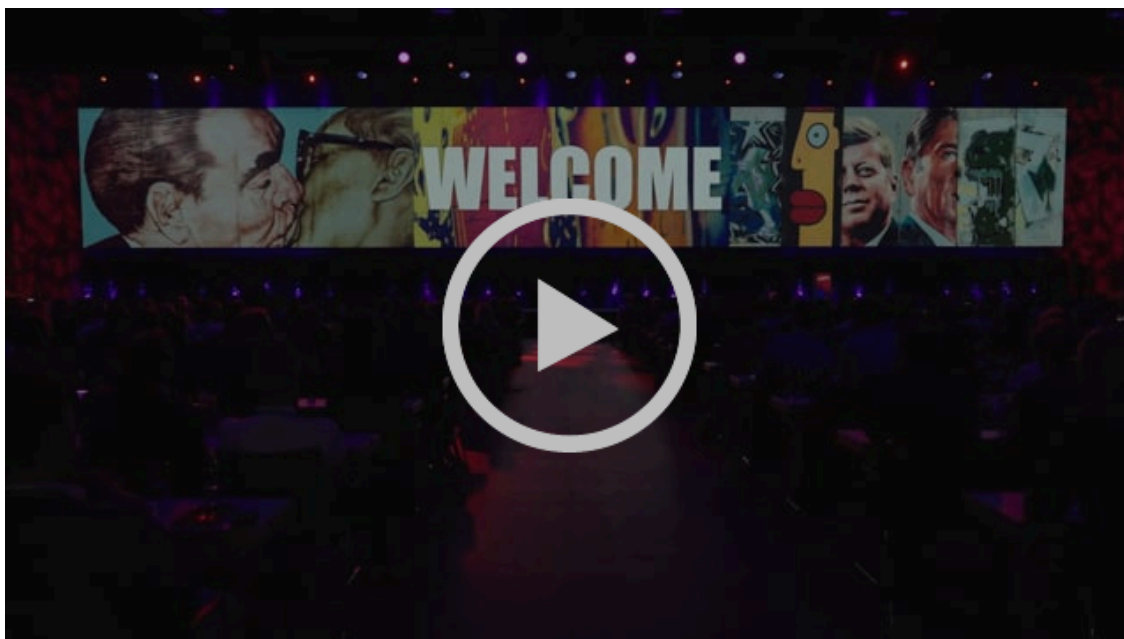
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# DIY-Summit

## 2024

### Appeal to all Sustainability Leaders in the DIY, Home Improvement and Garden Industry!

The 10<sup>th</sup> Global DIY Summit, taking place from the **11-13<sup>th</sup> of June** in Rome, will not only bring together the world of home improvement, but also offer the best opportunity for both retailers and suppliers to learn more about the **EDRA/GHIN Scope 3 initiative**.

Launched last year, the EDRA/GHIN Scope 3 Task Force will be one the predominant topics discussed at this Global DIY-Summit with an **entire hour dedicated** to the topic and a **Scope 3 Strategy and Roadmap** for the **Global DIY Sector**.

Over the last 12 months the taskforce has worked hard to develop a set of recommendations to address this challenge by agreeing more consistent methodologies in how carbon data is treated through the supply chain and sharing best practices in both the reporting and, most importantly, accelerating the home improvement sector's progress in reducing Scope 3 emissions.

To address the importance of this topic there is a **dedicated session on scope 3** at the Global DIY-Summit in Rome, so come to the event to find out more and to understand the important role of suppliers in reducing the sector's emissions.

The event will provide an unrivalled opportunity for suppliers to hear from their retail customers about their plans for decarbonisation and their expectations from their supply chain. With over 1000 delegates attending from around the world the event will provide a unique opportunity to engage with customers and peers.

Make sure to **register your sustainability leaders and executives** to join us in Rome to **learn more and exchange** on this most important topic!

[Register Now](#)

## USA: The Home Depot Announces First Quarter Fiscal 2024 Results; Reaffirms Fiscal 2024 Guidance.

The Home Depot, the world's largest home improvement retailer, today reported sales of \$36.4 billion for the first quarter of fiscal 2024, a decrease of 2.3% from the first quarter of fiscal 2023. Comparable sales for the first quarter of fiscal 2024 decreased 2.8%, and comparable sales in the U.S. decreased 3.2%.



Net earnings for the first quarter of fiscal 2024 were \$3.6 billion, or \$3.63 per diluted share, compared with net earnings of \$3.9 billion, or \$3.82 per diluted share, in the same period of fiscal 2023.

"The team executed at a high level in the quarter, and we continued to grow market share," said Ted Decker, chair, president and CEO. "And while the quarter was impacted by a delayed start to spring and continued softness in certain larger discretionary projects, we feel great about our store readiness, our product assortment in stores and online, and our associate engagement. Our associates are energized and ready to serve our customers as spring breaks across the country. I would like to thank them for their continued hard work and dedication to serving our customers and communities."

The company reaffirms its fiscal 2024 guidance, which includes 53 weeks of operating results.

[www.corporate.homedepot.com](http://www.corporate.homedepot.com)

## Japan: Kohnan: Only listed DIY retailer to Increase Revenues and Profits in 2023.

The results of listed DIY retailers in Japan for FY2023 are now available.



While the industry's overall performance was sluggish due to unfavourable weather, the weak yen and price inflation, Kohnan was the only company to see an increase in both sales and profits.

Kohnan's strong performance was supported by its professional concept stores like Kohnan PRO and Ken-Depot, each of which also posted year-on-year increases in same-store sales.

The combined sales of Kohnan PRO and Ken Depot exceeded JPY 100 billion, far exceeding the industry's second largest pro-store, Hodaka (a DCM-operated pro-store), which had sales of JPY 20 billion.

[www.diamond-rm.net/homecenter](http://www.diamond-rm.net/homecenter)

## UK: Wickes Group plc Publish Trading Update for the 16 weeks to 20 April 2024.

The start of 2024 has seen a continuation of trends from the fourth quarter last year and those highlighted in Wickes' recent full year results, with volume growth in Retail and a decline in Design & Installation.



Overall Group LFL sales for the first 16 weeks were down by 4.2% compared to the same period last year, with both reporting periods including Easter trading.

Retail sales have demonstrated the continued appeal of Wickes' great value and service-led proposition. LFL sales were up 0.6% in the period, with a fourth consecutive quarter of positive LFL growth. Market share has also continued to grow. With selling prices in mild deflation, the growth in Retail sales has been driven by volume with an increased number of transactions.

TradePro sales continue to perform strongly, up 12% in the period, reflecting healthy order books for local trade professionals and continued growth in the customer base, which grew by a further 57,000 members.

DIY sales remain in moderate decline overall; customers continue to be enthusiastic about home improvement but are focusing on smaller projects. Building on this trend we have shown a strong performance in our decorative categories with interior paint sales up 13% year-on-year.

[www.wickesplc.co.uk](http://www.wickesplc.co.uk)

## Japan: Komeri Announce Largest New Distribution Centre.

In April, Komeri announced the construction of the Komeri Kansai Distribution Centre in Wakayama Prefecture, with construction



The distribution centre will play a key role in the opening of multiple stores in the western region in Japan.

The facility will be the largest distribution centre among the 11 distribution centers of the Komeri, and will realize initiatives to increase productivity by improving work efficiency.

In order to achieve its vision of 3,000 stores in Japan, Komeri will continue to develop its logistics network nationwide, which is the key to the development of multiple stores, with the aim of achieving medium- to long-term growth and increasing corporate value.

[www.diamond-rm.net/homecenter](http://www.diamond-rm.net/homecenter)

## Scandinavia: Clas Ohlson sales increase by 17 per cent in April.

Sales by Clas Ohlson in April, excluding the acquired Spares Group, increased by 17 per cent to SEK 714 mio. (approx. EUR 60.68 mio.). According to a company statement, organic sales increased by 16 per cent compared with the previous year. Sales in comparable units and local currency increased by 14 per cent compared with the previous year.



"With continued strong development *across all prioritised product categories with many appreciated product news*, we increased organic sales in April by 16 per cent. The increase includes a positive calendar effect of 5 percentage points, but even without Easter, which affected comparability, sales were clearly above our long-term targets," says Kristofer Tonström, CEO and president of Clas Ohlson.

[www.diyinternational.com](http://www.diyinternational.com)

## Germany: Over 50% of German Online Sales via marketplaces.

Last year, more than half of all online sales in Germany were generated on marketplaces. Additionally, 55 percent of online sales in that country were carried out on smartphones. This corresponds to almost 47 billion euros in sales.



Germany would reach 89.4 billion euros by the end of the year. This would be an increase of 5.8 percent compared to 2022.

“Online trading was the sales boost for retail in Germany for many years. However, the high growth rates during the corona years make it difficult for the industry to keep raising the bar. We are therefore experiencing further normalization in online sales this year”, said Stephan Tromp, deputy managing director at HDE.

[www.ecommercenews.eu](http://www.ecommercenews.eu)

## Europe: New Stores Fuel Skyrocketing Action Turnover.

Dutch non-food discounter Action managed another huge turnover increase, as 42 new store openings pushed its sales more than 20 % higher.



In the first quarter, Action's net sales climbed 20.9 % to 3 billion euros. The growth was mainly due to expansion, which the discount chain continues to pursue relentlessly. 42 shops were added in the first three months of 2024, bringing the total in Europe to 2,608.

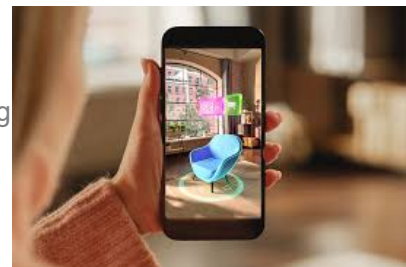
However, growth excluding new stores, did slow to 9.8% – in the same period a year ago, comparable growth was still over 24%.

Not that the retailer cares, as expansion remains paramount. The discounter is building a third German distribution centre near Munich, while it also took over the management and operation of another German distribution centre (in Peine).

[www.retaildetail.eu](http://www.retaildetail.eu)

## Opinion Piece: The Future of Retail is Augmented and Intelligent.

Augmented Reality (AR) is at the forefront of this transformation, propelling real-time personalization to new heights. This technology is not just enhancing user engagement; it's building deep-seated brand loyalty in an increasingly crowded market.



Recent studies underscore this shift, showing a 200% surge in engagement and a 94% increase in conversion rates with AR,

Read more at:

<https://retail.economictimes.indiatimes.com/blog/the-future-of-retail-is-augmented-and-intelligent/110092854>

## France: New Brico Dépôt Compact Point of Sale Opens in Pontivy.

The DIY brand Brico Dépôt continues its modernization and its test&learn approach, tested in Cahors since June 2023 and in Vierzon since January 2024 , with the opening of a new depot in Pontivy. This space of less than 1,000 m<sup>2</sup> accommodates 25 local employees, trained for the occasion.



To facilitate the customer experience and optimize their journey, the point of sale, more compact than usual, is divided into 3 zones:

- > The depot, with small self-service products, a project area, a tinting machine and digital terminals to view the entire range;
- > The product collection area where orders are prepared, and where bulky products and those intended for carrying out projects are removed;
- > The materials yard, where customers will find self-service building products.

In order to facilitate exchanges between employees and customers, a digital standard is set up externally for customers and internally for employees. To optimize preparation time, the entire depot benefits from electronic labels. In addition, electrical terminals are planned to be installed in the coming months.

To reduce energy consumption, the depot is fully equipped with "Full LED" lighting, an electric rooftop powered by a heat pump and draining flooring on the majority of parking spaces. available.

[www.univers-habitat.eu/brico-jardin](http://www.univers-habitat.eu/brico-jardin)

## EDRA/CHIN Pathway to Net Zero Carbon

### Ikea is guiding its customers toward sustainable consumption. Here's how.

Close to 860 million people visited Ikea stores last year, helping it generate more than \$50 billion in sales. The world's largest furniture retailer is using that exposure to drive a unique net-zero goal: a pledge to cut the climate footprint from products Ikea customers use at home by 70 percent by 2030.

So far, Ikea has managed a 52 percent reduction to the baseline it set in 2016, according to Ikea's sustainability report for 2023.

The retailer calculates that claim by looking at the material composition and energy efficiency of the appliances, lighting and furniture it sells. In FY2023, for example, Ikea sold more than 58.1 billion LED light bulbs. Switching to an updated product improved the portfolio's efficiency by 6 percent, reducing customer energy consumption and emissions in the process. Some stores haven't carried incandescent alternatives in close to a decade. That reduces consumer power consumption and, by association, their emissions.

[www.greenbiz.com](http://www.greenbiz.com)

### World's record-breaking temperature streak extends through April.

The world just experienced its hottest April on record, extending an 11-month streak in which every month set a temperature record, the European Union's climate change monitoring service said on Wednesday (8 May).

Each month since June 2023 has ranked as the planet's hottest on record, compared with the corresponding month in previous years, the Copernicus Climate Change Service (C3S) said in a monthly bulletin.

Including April, the world's average temperature was the highest on record for a 12-month period – 1.61 degrees Celsius above the average in the 1850-1900 pre-industrial period.

Some of the extremes – including months of record breaking sea surface



## EU Adopts New Rules Requiring 90% Emissions Reductions from Trucks and Buses by 2040

EU member states in the European Council recently announced the adoption of new legislation, strengthening emissions standards for heavy duty vehicles in the EU, including a requirement for a 90% reduction in CO2 emissions from heavy duty trucks and buses by 2040.

The announcement by the EU Council marks the last decision-making step towards the adoption of the new regulation, following the approval last month of the legislation in the European Parliament.

The adoption of the legislation follows an initial proposal by the European Commission in February 2023 for a revision of the CO2 emissions standards for heavy duty vehicles (HDVs). Trucks and buses account for over 6% of total greenhouse gas (GHG) emissions in the EU, and more than 25% of GHG emissions from road transport.

The Commission proposed the revisions as part of its 'Fit for 55' roadmap – the EU's proposed strategy to cut greenhouse gas (GHG) emissions by 55% by 2030, compared to 1990 levels. According to the Commission, in addition to mandating a reduction in emissions from the road transport sector, the new rules aim to ensure an increasing supply of new zero-emission vehicles (ZEVs) to the market, and provide a long-term signal to drive investment in zero emission technologies and recharging and refuelling infrastructure.

[www.esgtoday.com](http://www.esgtoday.com)

**Asociación de Distribuidores de Ferretería y Bricolaje Spain**

**ASSOFERMET**  
Assofermet  
Italy

The Assofermet wholesalers' sales to small retailers represent almost 80% of the total hardware market in Italy

**BHB** Handelsverband  
Heimwerken · Bauen · Garten

**Bricolife** PIÙ FORTI INSIEME

**comeos** comeos  
Belgium

**.edin**

**BRICOMAN**

**.edin**

**FMB - Fédération des Magasins de Bricolage France**

**IHA** International Federation of  
Hardware & Housewares  
Association

**RaSi Ry - Finnish Hardware Association Finland**

**JAPAN DIY-HC ASSOCIATION**



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