S&P TEST

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MARKS AND SPENCER SWOT & PESTLE ANALYSIS

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Company Name: Marks and Spencer

Company Sector: Retail

Operating Geography: United Kingdom, Europe, Global

About the Company:

Marks and Spencer Plc. is a major British multinational retailer which is headquartered in London, U.K. It was established in 1884, when Michael Marks, a Polish refugee opened a market stall in Leeds, with the slogan 'don't ask the price, it's a penny'. He later entered into a partnership with Thomas Spencer in 1894 and in 1904; Marks and Spencer opened their first shop in Leeds. With its origins dating back to 1884, Marks & Spencer has established itself as a household name in the retail industry. Over the years, it has evolved into a business that specializes in clothing, home products, and luxury food items. The company operates 1,487 stores across the globe, serving customers in over 100 international markets. Marks & Spencer's commitment to excellence has been acknowledged through numerous awards and accolades. M&S has earned a reputation for its commitment to sustainability and responsible sourcing. They strive to offer products that are ethically produced and environmentally friendly. The company's focus on providing aspirational quality accessible to all has set it apart in the industry. As of 2023, the company employs over 65,000 dedicated individuals who contribute to its success.

The unique selling proposition (USP) of Marks & Spencer lies in its dedication to offering high-quality products across its diverse range. The company's ranking as a leading retailer is a testament to its commitment to delivering excellence. Its mission encompasses values of quality, value, service, innovation, and trust, which form the guiding principles of its operations. With a vision to be the standard against which others are measured, Marks & Spencer continuously strives to exceed customer expectations.

Revenue:

£ 11931.3 million – FY ending 1st April 2023 (y-o-y growth 9.6%)

£ 10885.1 million – FY ending 1st April 2022



SWOT Analysis:

The SWOT Analysis for Marks and Spencer is given below:

Strengths	Weaknesses
1.Strong offerings in line with latest industry	1.Poor financial performance
trends	2.Too much reliance on UK markets make it
2.Strong e-commerce infrastructure	vulnerable to market conditions in the local
3. Highly effective corporate social	country.
responsibility	3.Future of M&S in China gone for a toss
4.Strong focus on enhancing customer	4.Frequent product recalls leads to loss in
experience	customer confidence
Opportunities	Threats
1.Plans to invest in Indian markets	1.Depreciation of Sterling post-Brexit
2.Online presence to bolster its market	2.Stiff competition in the UK food sector
position	3.Changing trends in the clothing space
3.Reshaping their Clothing segment	
	1



PESTLE Analysis:

The PESTLE Analysis for Marks and Spencer is given below:

Political	Economical
1.Reduction in sourcing costs due to the fair	1.Conflict with small retailers over product
trade policy	price rise due to currency impact of Brexit
2.Brexit to have significant implications for	
businesses	
3.Changing government and taxation policy	
Social	Technological
1.Initiatives supporting the surrounding	1.Technology partnership to strengthen
communities helping to cut down internal	security, risk and compliance
costs	
2.Chain of product recalls creates negative	
social trend	
3.Received flak as non-trendy store	
Legal	Environmental
1.Financial dispute with Frascati landlord	1.Sourcing of fresh milk from RSPCA assured
	dairy farms.
	2.Environmental friendly and sustainable
	products

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