

NOV

POWER LIST 2009

RetailWeek



This year's big movers



Lord Harris



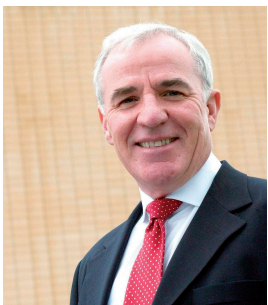
Malcolm Walker



Euan Sutherland



Mark Newton-Jones



Peter Marks



Paul Foley

HIGH-PROFILE EXITS

	2008 rank
1 Gunnar Sigurdsson, former Baugur chief executive	18
2 Tim Mason, Tesco US chief executive	40
3 Jane Shepherdson, Whistles chief executive	42
4 Carl Leaver, ex-M&S director of international business	50
5 Chris Ronnie, former JJB Sports chief executive	51
6 Tom Hunter, West Coast Capital founder	55
7 Jón Ásgeir Jóhannesson, ex-Baugur executive chairman	60
8 Steve Esom, former M&S director of food	64
9 Angela Ahrendts, Burberry chief executive	65
10 Trevor Bish-Jones, former Woolworths chief executive	69

TOP 10 CLIMBERS

	2009 rank	2008 rank	Places up
1 Lord Harris, Carpetright founder	24	61	37
2 Malcolm Walker, Iceland founder	43	79	36
3 Euan Sutherland, B&Q chief executive	35	67	32
4 Anthony Thompson, George managing director	59	91	32
5 Mark Newton-Jones, Littlewoods chief executive	47	78	31
6 Peter Marks, Co-operative Group chief executive	21	49	28
7 John Lovering, Debenhams chairman	31	57	26
8 Andy Street, John Lewis managing director	53	76	23
9 Tim Steiner, Ocado chief executive	66	82	16
10 Ben Gordon, Mothercare chief executive	27	39	12

TOP 10 NEW ENTRIES

	Rank
1 Paul Foley, Aldi managing director	18
2 Jeff Bezos, Amazon founder	20
3 Neville Kahn, Deloitte partner	33
4 Carl McPhail, New Look chief executive	36
5 Fabrice Desnos, Euler Hermes chief executive	49
6 Peter Cowgill, JD Sports executive chairman	50
7 Alistair McGeorge, Matalan chief executive	55
8 Bob Willett, Best Buy chief executive	58
9 Sir David Michels, M&S deputy chairman	61
10 David Wild, Halfords chief executive	64

TOP 10 FALLERS

	2009 rank	2008 rank	Places down
1 Brian McBride, Amazon UK chief executive	88	26	62
2 Derek Lovelock, Aurora chief executive	57	25	32
3 Don McCarthy, Aurum chairman	48	20	28
4 Mike Shearwood, Mosaic deputy chief executive	62	37	25
5 John King, House of Fraser chief executive	52	27	25
6 Mike Ashley, Sports Direct owner	26	6	20
7 Harold Tillman, Jaeger chairman	80	59	21
8 Stephen Sunnucks, Gap European president	70	53	17
9 Richard Bradbury, River Island chief executive	32	17	15
10 Ray Kelvin, Ted Baker founder	81	71	10



Tim Danaher, Editor

“THE NEW GENERATION OF GROCERY CHIEFS WILL BE CAUSING LEAHY SLEEPLESS NIGHTS”

Who's still standing in the ravages of the downturn?

It wasn't difficult working out who's heading downwards on the Power List this year – the challenge was establishing who should be going up. In the unlikely event that you needed confirmation of just how brutal this recession has been, the list of fallers and those dropping out of the Power List altogether (opposite) shows just how many reputations have been dented or destroyed by the downturn.

It's reflective of the year's casualties. Woolworths is gone and two of Marks & Spencer's main board are gone. And Baugur is gone, and along with it the financial whizz-kidder that has been such a feature of the past few years.

While financial engineering is out, retailing is back in. No wonder that David Jones is the highest new entrant, and consummate retailers like Rob Templeman and Lord Harris are among the big risers.

The grocers have continued their gradual conquest of the upper echelons of the list. Sir Terry Leahy remains unopposed in the top slot, but Justin King, Andy Bond and Marc Bolland are all edging up the list, with the Co-op's Peter Marks on the fringe of the top 20 too, on the back of the takeover of Somerfield.

Market conditions have worked in their favour for sure, but the new generation of

grocery chiefs are notable leaders of people, and masters of customer understanding. For the first time in a decade, they will be causing Leahy sleepless nights.

Despite her zero profile, Kate Swann consolidates her position as retail's most influential woman, while dotcom has made its strongest showing yet, with Jeff Bezos occupying the 20th slot as Amazon branches out into virtually every category.

Look out for the new generation of non-food retail leaders around the 20s. Simon Fox, Ben Gordon and Lisa Morgan are all doing tremendous things with the sort of specialist retailers many had written off as history. All three could be destined for bigger things if their success is maintained.

The influence of politicians has waned. The rudderless Government and the inefficacy of its measures designed to help retail have shown that the current administration lacks either the will or ability to help the sector. Will Prime Minister in waiting Cameron, who makes his debut in the list this year, and is married to a retailer, be able to do better?

As ever, there will be sins of omission and misplacings – that's part of the fun. We'd be more than happy to hear your thoughts.



1

2008 rank: 1

Sir Terry Leahy

Chief executive
Tesco



When you're at the top there's only one way to go. Yet despite a year that has brought more than its fair share of challenges to the UK's number one retailer, there appears no chance of the dry Evertonian relinquishing the number one slot any time soon.

The global recession has left none of the markets Tesco operates in unscathed. Its exposure to particularly hard-hit economies such as Ireland, Slovakia and Malaysia has done it no favours during the downturn, while its US venture Fresh & Easy has suffered from the locations it went into in Arizona and Nevada being depopulated just as Tesco moved in.

At home too, Tesco has felt the heat from the resurgence of all three of its major rivals. Asda, Sainsbury's and Morrisons have all returned to the top of their game and that has led to Tesco's market share being nibbled at.

Never a fan of the media spotlight, Leahy has been less prominent than rivals Justin King (3) and Andy Bond (4), but the culture he has created at Cheshunt is not one of taking things lying down. New initiatives have come thick and fast over the past year, from the biggest relaunch of the Clubcard since Leahy (then marketing director) created it in 1995 to the Discounter range – an unsubtle attempt to mimic the success of Aldi – which has been introduced across Tesco's markets, but met with mixed success in the UK.

Tesco, however, is nothing if not resilient and its financial results for the year to February demonstrate just what a powerhouse Leahy has created. A 15 per cent increase in group sales and 10 per cent rise in underlying profits is a performance most businesses would kill for and reflects how Tesco's reputation for value across its markets and intimate customer understanding have helped it ride out the recession.

Tesco is also a hugely trusted name, which the grocer is seeking to capitalise on with the aggressive roll-out of its banking operation. Leahy has put his trusted lieutenant Andy Higginson in charge and with the reputation of the banks at rock bottom this latest brand extension could be massive. International expansion is also going full steam ahead, with India promising to be the next big thing.

This confidence to be a pioneer, whether in new territories or new product areas, is the mark of Leahy's Tesco. His retail pedigree is second to none. At 51, time is on his side and he shows no sign of going anywhere – just as well, as no obvious successor has emerged. While Tesco's board is more than capable, some question if it contains the next Leahy, and Tesco has struggled to hold onto the next generation of rising stars, such as John Browett (19) and Dido Harding. Leahy is likely to hold on to top spot for a while yet.



2

2008 rank: 2

Sir Philip Green



Owner
Arcadia and Bhs

There's rarely a dull moment in the life of the flamboyant billionaire, but even by his standards the past 12 months have been action-packed. While others have laboured in the downturn, Green – with the security of his huge cash pile and private ownership of his businesses – has appeared almost to relish the intellectual challenge that the recession poses.

His highlight was the debut of Topshop in New York and despite seemingly endless delays to its opening, when it finally happened it was a triumph. While US retailers have been dropping like ninepins, the UK arrival has held shoppers in the Big Apple in its thrall. The move, and the continued backing of Kate Moss, has confirmed Topshop as a truly global brand.

At home the picture hasn't been quite as clear-cut. While Arcadia's young-fashion chains, notably Topman, have performed strongly in the face of the recession, its more mature brands have done less well and Bhs has continued to struggle. Green's decision to merge Bhs into Arcadia was considered overdue by some and is already leading to improved efficiencies. Suppliers are already experiencing terms being unified, while the merger could also lead to some interesting manoeuvres on the property side.

While he shies away from joining the BRC, Green has been doing his bit for the wider industry. His Fashion Retail Academy in London continues to prosper, while last summer, working in concert with fellow Phils – Harris (24) and Wrigley (17) – he took on the landlords over the long-standing issue of quarterly in advance rental payments.

It wasn't a move without self-interest – with eight chains on the high street Green is more exposed than anyone to the leasehold property market – but the campaign he brilliantly marshalled caught the property industry napping while it was on its summer holidays.

While no one could argue that victory over the landlords has been achieved, there's no doubting the campaign has achieved genuine change, with monthly rent payments becoming far more common.



www.retail-week.com

3

2008 rank: 4

Justin King



Chief executive
Sainsbury's



Sainsbury's was supposed to be the retailer that would suffer most when the recession arrived. How wrong the pundits were. In fact, the grocer, which celebrates its 140th anniversary this year, has come into its own – gaining market share by reinforcing its quality and provenance credentials at the same time as demonstrating that it can deliver good value too.

The company has conveyed this through marketing that is energetic, engaging and modern, reflecting not just the personality of the star of the ads, Jamie Oliver, but the man driving the transformation of the business, Justin King.

Retail Week's Retail Leader of the Year, 2009, King has overseen an impressive sales-led recovery at the supermarket, gaining market share and going back to the traditional values of the business. Promotions such as "Feed your family for a fiver" and "Love your leftovers" have really caught the mood of credit-crunched shoppers and put Sainsbury's back on track.

King is retail Marmite. Never lacking self-

assurance, the smooth 48-year-old isn't everyone's cup of tea. But even his critics concede that his recovery plan has borne fruit. His profile has soared over the past year, when he was appointed Boris Johnson's business adviser for the London Olympics and made a successful appearance on *Question Time*.

The question now is: where next? Revealing Sainsbury's full-year results in May, King pledged his allegiance to the grocer, saying the next five years will be the really interesting part of the Sainsbury's turnaround.

But a man of his self-belief, the challenge of filling the highest profile role in UK retail by taking over from Sir Stuart Rose (5) at M&S would be a difficult offer to resist. Sainsbury's may be a bigger company by market capitalisation, but – particularly given King's M&S background – the lure of taking the hot seat in Paddington would still be massive. Maybe the answer lies in the long-mooted M&S and Sainsbury's merger, a job big enough even for King.

July 2009 Retail Week 5



4

2008 rank: 7

Andy Bond

Chief executive
Asda

Andy Bond has had a good year. Many would argue that Asda is better placed than most to benefit during a recession and in its first quarter this year Asda recorded impressive underlying like-for-like growth of 8.4 per cent. Bond's leadership style has been recognised beyond these shores and Asda is becoming increasingly influential within the Wal-Mart family.

The energetic chief executive was also ahead of much of the pack in terms of spotting the change in consumer habits and ensuring Asda was giving its customers what they needed.

Back in November, Bond said consumers were entering a new era – the era of frugality – and that the changing economic circumstances meant consumers were much more focused on price. He was also among the first of the grocers to scale back ready meals in favour of more emphasis on cooking from scratch.

Bond has also launched Asda Direct and revealed the retailer will open a home shopping centre designed to extend retail capacity in its busiest locations. Asda has a long way to go to catch up with Tesco's online offer but Bond is pushing ahead with all guns blazing.

7

2008 rank: 9

Charles Dunstone

Chief executive
Carphone Warehouse

No longer retail's most eligible bachelor following his engagement to popular retail PR Celia Gordon Shute in December, it has been a good year for the most successful retail entrepreneur of his generation.

By this time next year, Carphone Warehouse will have demerged. The Talk Talk fixed line business is set to become the biggest residential broadband provider in the UK with the acquisition of Tiscali (which was due to complete by the end of June), but the real excitement for the retail world is around the other half of the business, Best Buy Europe. Best Buy's launch has been delayed but there's little doubt it will shake up electricals retailing in the UK.

It hasn't all been plain sailing – Dunstone was let down by his friend and co-founder David Ross when he pledged his stake in the company against personal loans. But the controversy did nothing to harm Dunstone's reputation, which remains higher than ever.



5

2008 rank: 3

Sir Stuart Rose

Executive chairman
Marks & Spencer

It has not been an easy year for Rose. After managing to post a profit of £1bn in spring of last year – Marks & Spencer is still only one of two UK retailers to have achieved that – Rose has found himself under attack ever since.



His controversial promotion to executive chairman last year marked the end of the bouquets and start of the brickbats. City analysts have questioned his achievements, profits fell last year and critics have fretted that he has too much power.

The charismatic Rose was expected to face a hostile resolution at this month's AGM calling for the appointment of an independent chairman from July next year instead of 2011. When he does step down from his combined role he will be determined to do so remembered as M&S's white knight rather than for the last year's turbulence.

6

2008 rank: 5

Arthur Ryan

Founder and managing director
Primark

The very private Ryan has steered value fashion giant Primark successfully through the economic storm this year.

Although the retailer has lined up a likely successor in New Look hire Paul Marchant, the chain-smoking septuagenarian has shown little sign of hanging up his hat since Marchant's arrival.

Ryan has led the Associated British Foods-owned retailer to break the £1bn sales barrier in the first half to February, with a like-for-like sales hike of 5 per cent.

The high volume, low prices retailer has also remained one of the most talked about retailers over the past year, whether due to its ability to outperform its peers or because of a string of *Panorama* exposés about its ethical practices. However, as yet, the negative publicity appears not to have dented its favour with the bargain-hungry public.

Ryan, who former colleagues say is on the pulse of fashion despite his under-the-radar behaviour, remains a force to be reckoned with.

8

2008 rank: 13

Ian Cheshire

Chief executive
Kingfisher

The cerebral and instantly likeable Ian Cheshire has made an impressive start in his campaign to turn around the fortunes of the troubled DIY group. He has formed a board of big-hitters to take on the battered DIY market. And it seems to be working.

Hiring former Ikea UK boss Peter Høgsted (46) to head up its international arm and the towering Euan Sutherland (35) to breathe life into the UK business, Cheshire has surrounded himself with talented retailers who all seem to be proving their worth. Kingfisher's retail profit surged 38.5 per cent to £128m in the 13 weeks to May 2, beating expectations as seasonal products and favourable weather lifted sales. In a relentlessly tough market Kingfisher is continuing to grow market share while introducing innovation into the business.

While there is a long way to go for Cheshire's Kingfisher yet – such as reviving the battered B&Q China – shareholders will be feeling confident that it is in safe hands.

9

2008 rank: 10

Marc Bolland

Chief executive
Morrisons

The suave Dutchman was the darling of the City after Christmas when he strode ahead of both Tesco and Asda to report like-for-likes, excluding petrol, up 8.2 per cent for the six weeks to January 4 – and helped the grocer receive the prestigious Retailer of the Year for the second year running at the Oracle Retail Week Awards. His insightful and humorous acceptance speech impressed even compère Jimmy Carr, who likened him to “someone from a James Bond film”.

Bolland has kept Morrisons true to its heritage, and its commitment to value and fresh food helped it win an extra 2.2 million customers over Christmas. While the grocer trails the other big four in terms of non-food, it is relaunching 500 of its home and leisure lines to make non-food work harder. Morrisons does not have the space for extensive non-food lines, but Bolland wants to up its game in the ranges that it does have, such as cookware and dinner party goods.

With no presence online or internationally either, Bolland has plenty options for future growth. But in the meantime, he is enjoying sticking to Morrisons’ knitting.

11

2008 rank: 19

Rob Templeman

Chief executive
Debenhams

Last year, the City was bemoaning Debenhams’ prospects as its share price languished at an all-time low. However, the steadfast Templeman and his well-respected management team dug their heels in and stuck to their guns. Today, the retailer is on an upward trajectory.

The retailer’s focus on own-brand and its Designers at Debenhams ranges, reducing its concessions mix and wooing hot designers such as Henry Holland, is paying dividends. Templeman has also overseen a £323m share placing, taking debt off the balance sheet and leaving the retailer poised to make opportunistic acquisitions.

Templeman, who was tipped to leave the retailer last year, has found himself still at the helm in the midst of the credit crunch. Whether deputy chief executive Michael Sharp is being groomed as a successor or not, Templeman is unlikely to step down yet.



13

NEW ENTRY

Sir David Jones

Executive chairman
JJB Sports

The universally respected Sir David Jones has tackled challenges before but his battle to save JJB Sports from what seemed like certain failure at the start of the year was in his words “the biggest challenge I have ever had”. If ever there was any doubt, after turnaround at Next and Morrisons, over the influence that Jones still wields in retail there is none now.

Succeeding where so many others have failed – pushing through a company voluntary agreement with the backing of over 99 per cent of JJB’s creditors – Jones rescued the chain from going bust and secured refinancing.

Although there is still much to do to secure a long-term future for the beleaguered sports chain there are few who could have used their influence, skill and sheer respect the way Jones has. This is proof that in the toughest times it is often those with the most experience that can steer businesses back into a more positive direction.



10

2008 rank: 16

Simon Wolfson

Chief executive
Next

“It’s a recession not Armageddon” was a phrase that, once uttered by Wolfson, was seized upon as a message of hope for the way the economic crisis would take hold this year. The industry has looked to Next’s results, as it has with M&S, as a barometer of how retailers are coping during this very difficult year.

Next’s cautious approach has won praise from the City and helped it keep a clean financial position. Close to David Cameron (72), Wolfson has continued to be very vocal on the subject of the economy with slots on *Question Time* and newspaper columns in airing his views on the impact of the downturn and how the business world will make it through. This has added fuel to speculation that he may be heading to a career in politics and there may be a few seats free as the expenses saga continues.

For now, though, he insists his commitment to Next, a company that is very much in his blood having been mentored by his father, former Next chairman Lord Wolfson.

12

2008 rank: 22

Stefano Pessina

Chairman
Alliance Boots



Italian billionaire Stefano Pessina has proved the critics wrong and showed that health and beauty brand Boots can prosper under private-equity ownership. The business delivered an 11.3 per cent rise in EBITDA to £1.25bn on sales up 15.5 per cent to £20.5bn for the year to March 31.

Pessina – who took the business private in June

2007 in an £11bn deal backed by KKR – remains focused on his mission to make Alliance Boots the world’s top pharmacy-led health and beauty group and has made serious inroads in the past year.

At its Boots UK division, Pessina has led the integration with Alliance pharmacies and the rebranding of the shops to “Your local Boots pharmacy” will be completed by the end of the year. He has also merged Boots Opticians with Dollond & Aitchison and invested in the flagship No7 brand.

The role of managing the group day to day will this month pass to new Alliance Boots chief executive Andy Hornby. There has been criticism of Pessina for giving the former HBoS chief another chance, but Pessina defended the appointment in his usual no-nonsense style. “I’m not hiring him for his banking skills,” he said.

Globally, concepts such as Boots Apotek are being rolled out in Norway and while the wholesale division has taken a hit in the recession, Pessina has scope for growth as deregulation in countries such as Germany is seen as inevitable.



14

2008 rank: 8

Charlie Mayfield

Chairman
John Lewis Partnership

Known for his calm air of authority, the debonair Charlie Mayfield, a former Scots Guard, has employed a resolute approach in dealing with the curve ball that the recession has thrown the employee-owned John Lewis Partnership.

After notching up a record year last year, the darling of the retail scene has had to innovate and adapt.

Under Mayfield's guidance, John Lewis has found ways to cope with the stymied property pipeline – it will now open smaller department stores and out-of-town formats, including a home and electricals format called John Lewis at Home.

Mayfield has also overseen the sale of the John Lewis Partnership's stake in Ocado to its pension fund, smoothing out the competitive relationship between the online grocer and Waitrose.

Mayfield and his team have been stoic throughout the past volatile year as the media use both John Lewis and Waitrose as a gauge for consumer spending behaviour.

The affable but steely Mayfield, who has



brought a more modern feel to the business traditionally associated with Middle England shoppers, has been willing to make the sort of changes in his top team rarely seen in the partnership as he works hard to beat the downturn. Despite the challenges, no one has questioned that the right man is at the helm.

17

2008 rank: 23

Phil Wrigley

Non-executive chairman
New Look

There have been significant changes of the guard at New Look this year, with Wrigley moving to chairman and more recently shedding his executive duties.

Despite hanging up his executive gloves, the redoubtable Wrigley is yet to fully hand over the reins of the retailer – that he has steered so successfully – to the management team he has nurtured.

When he does step back, Wrigley is unlikely to rest on his laurels. His opinions on broader retail industry concerns are well respected. He was integral to the teaming up of the “three Phils” – the other components being Sir Philip Green and Lord Harris – in broaching the thorny subject of the landlord and retailer relationship.

He plans to spend more of his time concentrating on the issues that affect the wider industry as he focuses his concerns on the double-digit increases to business rates set to hit retailers in 2010.



15

2008 rank: 21

Kate Swann

Chief executive
WHSmith

There is no denying the impact that the media-shy Swann has had on what was once a beleaguered general merchandiser. She cuts costs like her life depends on it as, of course, the life of WHSmith did when she came in.

Swann deserves praise for her turnaround skills and in the past 12 months has continued to impress. She has made the most of its star performer – the travel arm – cornering the airport market by signing an exclusivity deal with BAA to sell books in all its airports. WHSmith has also dipped its toe into international markets like Copenhagen via its airports.

In the six months to February 28, profit from its travel division rocketed 18 per cent to £20m, although overall group pre-tax profit fell 5 per cent to £61m.

People love to talk about where she might go next, but the elusive and no-nonsense Swann will not deviate from her path of revitalising WHSmith by entertaining such discussions. At least not just yet, anyway.

16

2008 rank: 12

Terry Duddy

Chief executive
Home Retail Group

Not the easiest year for the Home Retail Group chief executive, whose business has been more exposed than most to the recession. The nature of Argos and Homebase have contributed to this – homewares and furnishings have been worse affected than other sectors – but not all the problems have been down to the market.

While Argos remains a tightly run ship, Homebase has lost out in a declining market to a resurgent B&Q, and Home Retail was forced to massively write down the value of the chain. But last month's trading statement brought the first signs of improvement. Argos also had to make an embarrassing retreat after failing to crack India.

Nevertheless, it remains a formidable business and continues to be a multichannel pioneer, and Duddy one of the most respected and well-liked retailers of his generation.



18

NEW ENTRY

Paul Foley

Managing director
Aldi

Foley has come out of his shell over the past year as snobbery about discount grocers has lifted in the recession. As perhaps befits someone who works at the reclusive German retailer, Foley is not a natural media star, but he has grasped the opportunity to make headlines for everything from the number of BMWs in Aldi's car parks to its £1.89 anti-wrinkle cream – voted best for quality and value on Channel 4's *How to Look Good Naked*.

Aldi's market share in the UK is just 2.9 per cent but its growth in the recession has been so rapid it even caught Tesco unawares. The trend towards discounter shopping prompted Tesco to launch its Discounter range last September.

But there may well be a limit to Foley's plans. The latest figures from TNS revealed that although Aldi is still enjoying double-digit growth, the expansion of the discount sector has slowed from the giddy heights of last year. While Foley did want to open a store a week until the retailer reached 1,500, the fallout in the commercial property market has dampened that ambition.

19

2008 rank: 15

John Browett

Chief executive
DSGi



Fresh-faced John Browett has shown no sign of crumbling under the pressure of the biggest turnaround in retail.

The former management consultant and Tesco executive has not only had to deal with the sharp downturn in electricals spending and the success of online rivals, but the debut of US electricals giant Best Buy is only a year away.

However, Browett has successfully overseen a £310.6m rights issue this year to accelerate his renewal and transformation plan, which he hopes will allow the business to emerge in a stronger position at the end of the downturn.

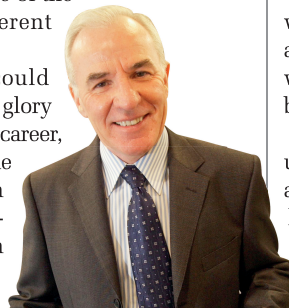
The performance of stores that have been overhauled under his direction has been beyond expectations. Browett's decision to cut loose its loss-making stores in Hungary, Finland and Sweden will create a stronger business, but there remains much to do.

21

2008 rank: 49

Peter Marks

Chief executive
Co-operative Group



Co-op lifer Peter Marks has leapt up the rankings after completing retail's biggest deal of the year – the £1.57bn acquisition of Somerfield. The deal propels Co-operative Group into the realms of the big boys and creates the fifth-biggest grocer player.

The deal is the biggest since Morrisons bought Safeway in 2004, but Marks is confident the integration will be smooth, unlike that of the former deal. Marks has also been quick to get across the key message of the new group, putting responsible retailing at the heart of the business. He has his work cut out, though. While Somerfield and Co-op are both convenience chains, the private equity culture of the former is very different from the mutual.

The integration could well be the crowning glory of Marks' long Co-op career, but in the meantime he will have rivals such as Tesco and Sainsbury's breathing down his neck.

23

2008 rank: 33

Nick Robertson

Chief executive
Asos



Online fashion and Asos are pretty much spoken in the same breath now in the UK, and with Gap due to sell its clothes for the first time online through Asos, Robertson has continued to set the pace in the online fashion arena.

Although it is still very much a growing business Asos gets 500,000 visitors every day – about the same amount of visitors that Westfield London gets in a week.

With a new designer section and a childrenswear offer launched this year, Asos is able to boast a truly broad offer. It has also launched Asos Life, which allows its users to interact and give feedback directly to the online retailer.

With Asos's international business ramping up and its Marketplace (a platform that will allow customers to sell their own goods online) launch later this year Robertson is likely to continue to lead the shape of online fashion for some time to come.

20

NEW ENTRY

Jeff Bezos

Founder
Amazon

He was the first man to really pioneer the art of online retailing and one of the leading innovators in the digital books arena. But now, Jeff Bezos has set his sights beyond cyberspace and is now branching out into the real thing.

With his Blue Origin business, Bezos is hoping to send tourists into solar space within the next few years. He could be forgiven for not wanting to risk air travel at all after a narrow escape from a helicopter crash in 2003, but nothing seems to faze Bezos. Amazon continues to move into all sorts of retail sectors, with shoes next and persistent rumours of a grocery launch.

The Kindle, the e-reader technology that Bezos developed, is now flying off Amazon's virtual shelves in the US and is expected to be equally popular here when it finally launches on its UK site. At only 45 years old, the founder of the online retailer that everyone wants to emulate has a plenty more time to continue leading business innovations and setting the online pace.

22

2008 rank: 24

Simon Fox

Chief executive
HMV

What a year for Simon Fox. A series of surprising announcements from the boss of the "last man standing" of music retailing has led to nods of approval from most quarters.

Realising that HMV may not be able to survive in its present form forever, Fox has initiated forays into the live music and ticketing arena by partnering with Mama Group, teaming up with Curzon cinemas to trial a picture house above its Wimbledon store and joining forces with Orange to sell music- and games-related mobile phone content.

Fox has proved he has big ideas and the conviction to see them through and it is hard to think of another retailer who, in the past 12 months, has been as creative in coming up with innovative revenue streams.



**24**

2008 rank: 61

Lord Harris

Chief executive and chairman
Carpetright

When Lord Harris of Peckham talks, people listen. Last year the Carpetright boss said he was trading through the worst conditions he has experienced in his 50 years of retailing. The comment was held up as a stark warning of the tough times to come.

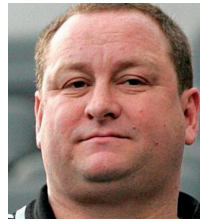
Torrid times they may be – Carpetright like-for-likes slumped 15.1 per cent in the 25 weeks to April 25 – but they have helped the retailer cement its dominance of the floorings market this year. And in such tough times Lord Harris is not a man to stand still. He has been linked with acquisitions of sizeable retailers such as Topps Tiles, made a decisive move back to the high street in May and changed Carpetright's marketing stance, showing that he is not afraid to adapt.

Alongside Sir Philip Green he also helped spearhead the campaign against monthly rents, proving he is willing to get stuck into the most pressing issues on behalf of the sector.

26

2008 rank: 6

Mike Ashley

Founder and executive deputy
chairman, Sports Direct

As owner of Newcastle United, last month was a particularly low one for Ashley, with his club relegated from the Premiership. Having to put it up for sale and saying that he is no longer bent on chasing stakes in rival retailers, could the spending spree be over for the controversial billionaire businessman?

At one point last year Ashley was one of the most hated men in Tyneside. In the retail world, while he still has plenty of enemies he also has plenty of fans.

Renowned for the many meetings that end in the pub, Ashley remains a down-to-earth family man who has never been bothered about the corporate world or the trappings of the wealthy.

He also maintains a wicked sense of humour and made his finance director cry with laughter at a press conference where he said that after he had bought the brand Golddigga he immediately signed a sponsorship deal with his ex-wife.

27

2008 rank: 39

Ben Gordon

Chief executive
Mothercare

When Gordon first took over in 2002 as boss of the then ailing Mothercare, a sample vest he took home promptly turned his young son blue as the dye on the garment ran. This gave Gordon the realisation of just how bad things were at the company.

The story is very different seven years on as he has used the two greatest strengths of the business, international and multichannel, to ensure that Mothercare achieves growth and strengthens its brand and business on a truly global stage.

Some industry watchers were so impressed with Mothercare's results that Gordon's name began to be mentioned for Sir Stuart Rose's role. Gordon, however, is a very different style of chief from Rose, keeping a lower profile – unlike Rose, he is an unlikely candidate to be seen falling out of Annabel's at 1.30am.

25

2008 rank: 28

Ian Dyson

Finance director
Marks & Spencer

Four years into his job at M&S, Dyson has a list of job responsibilities as long as his arm. Aside from the financial day job, the former Rank finance director also has responsibility for IT, logistics, property, store development, retail HR and operations.

And that's not to mention that he heads up the newly launched business change programme – 2020 – *Doing the Right Thing*, which is focused on speeding up multichannel development, expanding overseas operations and improving brand communications at the retailer.

Now that former M&S international boss and potential rival to Rose's throne Carl Leaver has left the retailer, Dyson is the internal front-runner for the boss' job.

The ambitious 47-year-old has shown that he has far more to his retail repertoire than just financial nous.

28

2008 rank: 34

Lisa Morgan

Chief executive
Game Group

The games specialist has gone from strength to strength under horse-mad Morgan's watch, posting a record year in terms of sales and profits for the year to January 31, with underlying pre-tax profit rocketing 67 per cent to £126.2m.

Although she likes to keep under the radar compared with some retailers, there is no doubting Morgan's ability to drive the business through these unpredictable times. Game was named Speciality Retailer of the Year at the Oracle Retail Week Awards 2009, with judges saying Game has "developed a unique bond" with customers and "appealed strongly to women".

While the games market has thrived in the past few years, growth is slowing thanks to the cyclical nature of the industry. It will be interesting to see how Morgan responds. One thing is for sure, the retailer could not have a more dedicated or passionate games enthusiast heading its business.

30

2008 rank: 29

Lucy Neville-Rolfe ▼

Corporate and legal affairs director
Tesco

Charming, fun and surprisingly down to earth, Neville-Rolfe bridges the gap between the Government and the UK's biggest retailer, and her Whitehall background means she knows what buttons to press and when to press them. She helped Tesco win a landmark planning permission case against the Competition Commission this year, when the Competition Appeal Tribunal ruled in favour of the grocer. Ever pragmatic, Neville-Rolfe hailed the decision a "victory for common sense".

31

2008 rank: 57

John Lovering ▲

Chairman
Debenhams

Perennial deal-maker and entrepreneur, Lovering has gone and done it again in spectacular style. In a market where big deals are becoming a rarity, the Somerfield chairman managed to pull off one of the biggest deals of the year with the sale of the grocery chain to Co-operative Group, which explains his rapid rise up this year's power list.

Lovering's years of high street experience are also proving invaluable at Debenhams. As a mid-market department store retailer the odds are stacked against it, but the strong start revealed in April this year – a 10.7 per cent rise in first-half pre-tax profits – is evidence of the successful management team that is in place.

Consolidating these results remains the challenge for the rest of this year, but in the meantime he is unlikely to shy away from a tempting deal should one come his way.

32

2008 rank: 17

Richard Bradbury ▼

Chief executive
River Island

In a competitive young-fashion space River Island has retained its signature and unique style and in what is a family-driven business, Bradbury continues to exert a strong non-family influence. With the chain's 82-year-old founder Sir Bernard Lewis still making his mark, he and Bradbury are in a strong position to take advantage of the more recession-proof sector it so modestly occupies.

29

2008 rank: 46

Paul Sweetenham ▲

Group president and senior executive vice-president
TJX Europe

Despite keeping a low-profile, Sweetenham has been propelled up the power list this year as he will oversee huge European expansion plans for retailers TK Maxx and HomeSense.

TJX Europe has benefited from the flight to value by cash-strapped consumers and its proposition of designer brands discounted by up to 60 per cent has led to sales that have bucked the downturn. Sales at the European division in the first quarter to May 2 were up 6 per cent on a like-for-like basis, with profits soaring 42 per cent to \$15.5m (£9.5m).

Well-known and liked in the fashion world, Sweetenham wants a 275-store TK Maxx chain in the UK and Ireland, as many as 300 TK Maxx stores in Germany and between 100 and 150 HomeSense stores.



33

NEW ENTRY

Neville Kahn

Head of global reorganisation services
Deloitte

Kahn comes from a family of retailers – his father owned a camping shop in west London and he once sold a parka to the Duchess of Kent. Kahn had ambitions to become a retailer himself before going into financial services and restructuring.

However, he couldn't have foreseen being appointed administrator to one of the biggest UK retail collapses of recent times. Kahn had to make the difficult decision to end Woolworths' retail life, resulting in 36,000 job losses – which he has said was the hardest moment of his career.

Kahn has also been the administrator for retail collapses including Stylo, Mosaic, Principles and Alexon's Bay Trading.

Although Kahn has been a little less busy in recent months, it is unlikely that the downturn has claimed its last victim, so there will be no real let-up for him just yet.

34

2008 rank: 30

Kate Bostock ▼

Executive director, clothing
Marks & Spencer

Bostock's influence in the world of fashion remains strong – Sir Stuart Rose said she runs "the biggest buying job in the UK".

Projects in the past year include the retailer's collaboration with *Sex and the City* stylist Patricia Field, as well as the launch of the Essentials range. But even Bostock herself admitted in an interview last year that the timing of the Essentials launch with the recession was more a case of good luck than good management.

Having joined as part of Rose's turnaround team four years ago, she has reinvented the fashion offer at M&S, but could she do the top job? Many have their doubts.





36

NEW ENTRY

Carl McPhail

Chief executive
New Look

New entrant to the Retail Power List Carl McPhail has taken the helm at the successful value fashion player at a key time in its history.

The private equity-backed retailer is in the first flushes of lofty ambitions to become a global fashion retailer on a par with giants Inditex and H&M. Highly likeable Brummie McPhail, a former Arcadia, River Island and Selfridges man, has ambitions to double the retailer's UK trading space and

expand into new markets including Ukraine, Poland and Singapore.

One of McPhail's key tasks has been this year's relocation of New Look's head office to central London in an attempt to attract the cream of the global fashion crop. He has stolen market share from retailers such as Marks & Spencer and Next by keeping costs low and stock control tight, and has led the retailer to post a record year.



35

2008 rank: 67

Euan Sutherland

Chief executive
Kingfisher UK

It's been quite a year for the boss of Kingfisher UK. Appointed in June last year, the former Superdrug chief took the helm at a turbulent time. The bottom fell out of the housing market and the whole DIY sector suffered as a result.

But, thanks to a rejuvenation programme this year that has included a radical shake-up of store standards and slashing the costs of running the business, Sutherland has guided the retailer back into positive sales territory.

Analyst forecasts were smashed when Kingfisher's UK arm – comprising B&Q and Screwfix – nearly doubled its retail profit to £61m in the 13 weeks to May 2. Sutherland has also spearheaded a £18m overhaul of B&Q's showrooms, seeing it go head to head with rivals such as Ikea. He may have one of the toughest jobs in retail, but the giant Scotsman is making it all look decidedly easy.

37

2008 rank: 36

Alan White

Chief executive
N Brown

While Sir Stuart Rose may have had a spell as an unpopular man among Marks & Spencer's larger-chested female shoppers over the retailer's policy to charge more for larger bras, White has continued to be the darling of that market.

N Brown has continued to find success with its home shopping model that capitalises on both the grey pound and the obesity epidemic. There is also now the opportunity for White to continue N Brown's success abroad with the launch of its Simply Be brand in Germany and the opening of its Simply Be website, which is being tested with shoppers in other key European markets.

White predicts that the third of N Brown sales that come from online could rise to 50 per cent and the retailer is continuing to improve its websites to that end. Credit default fears proved unfounded and the ever-likable Manchester-based chief runs a business much more resilient than most.

39

2008 rank: 14

Alistair Darling

Chancellor of the Exchequer

Many consider the Labour Government to be on the way out, but for now Darling's decisions remain vital for retailers. He has shown a greater interest in the sector over the past year but his policies have failed to have much impact – the VAT cut did little to stimulate retail and for many his credit insurance measures don't go far enough.

40

2008 rank: 41

Alex Gourlay

Chief executive of health and beauty
Boots UK

Alex Gourlay has been the prime mover since the departure of Richard Baker and Scott Wheway at Boots, although the Scotsman's own relationship with his employer stretches back to working as a Saturday boy in 1976.

He took over as managing director of Boots UK in 2007 – becoming the first pharmacist to sit on the retailer's board for 20 years – and added the role of chief executive of the health and beauty division in January of this year.

Despite private equity owner KKR recently having to write down its own asset values, the retailer is in rude health. Not only has Gourlay helped fight off competition from the major grocers, but profits for Boots rose 3.2 per cent in the year to March 31.

Gourlay has also presided over a rapid rebranding of the retailer's pharmacies and has helped oversee the roll-out of private consultation facilities in 80 per cent of its pharmacies.

38

2008 rank: 38

Mark Price

Managing director
Waitrose

The immensely likeable and self-confessed "chubby grocer" bit back at his mainstream grocery rivals in March when the company undertook what Price describes as its "biggest and most important launch ever" – that of Essential Waitrose. The move to introduce a 1,400-product range of affordable food and non-food lines was a response to UK consumers' demand for value.

Price, who began the process of scrutinising Waitrose's pricing strategy after taking the helm in April 2007, is insistent this new direction will not compromise the retailer's brand values and instead fits with its growth strategy.

Recent store openings also reinforce Price's point that Waitrose's growth rate remains dramatic compared with its pedestrian past.



41

2008 rank: 31

Magnus Olsson

Managing director, UK and Ireland
H&M



Designer collaborations have had mixed reactions in recent years but Kate Moss's partnership with Topshop shows there is a great appetite for affordable designer collections.

H&M's latest collection with designer Matthew Williamson had fashion die-hards queuing outside some of its UK stores from 4.30am. The youthful Olsson enjoys the buzz that the collaborations create and demand for previous designer or celebrity tie-ins has invariably been overwhelming.

A staunch brand ambassador for the Swedish chain, Olsson says that the value H&M gives its customers is not just lower price but also fresh fashion lines and the good quality for the price.

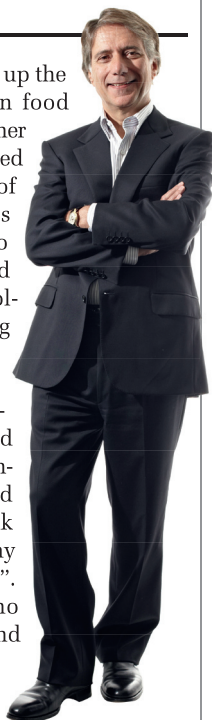
As young fashion and the value sectors continue to buck the gloomy downward trend H&M remains well placed to emerge as a shining performer of the recession.

43

2008 rank: 79

Malcolm Walker

Founder
Iceland



Outspoken Walker has shot up the rankings this year. Frozen food retailer Iceland has had another good year in which it recorded year-on-year sales growth of 16 per cent in January. His strong leadership has also been evident when he reacted quickly during Baurgur's collapse in February, reassuring suppliers about the business's performance.

Not one to be afraid of controversy, Walker has poked fun at ad executives from London creative agencies and even went as far as to speak up for "retailers' public enemy number one – the landlord". He's a chief executive who does things his own way, and it's working.

45

2008 rank: 44

Richard Brasher

Commercial and marketing director
Tesco



A long-server with Tesco, Richard Brasher joined the UK's biggest retailer in 1986 and, as a self-confessed foodie, he remains a champion of Tesco's produce. A renowned tough guy with suppliers, he drove the launch of the retailer's successful Discounter range.

Brasher has been at the forefront of innovation for consumers and among his biggest challenges has been overseeing Tesco's £150m makeover of its Clubcard – relaunched in May. A strategy to get closer to the consumer underpins his obsession with keeping Tesco in the hearts of its customers.

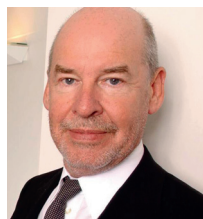
As Tesco relaunched its clothing website this autumn, Brasher has assembled a powerhouse to support him, with former Sainsbury's general merchandise chief Richard Jones joining as commercial director for non-food in March.

42

2008 rank: 43

Richard Kirk

Chief executive
Peacock Group



Richard Kirk has kept a relatively low profile this year as Peacocks continues to implement the winning formula it has put in place over the past couple of years.

Since a potential £800m sale or refinancing was put on ice at the end of 2007, he has forged ahead with aggressive expansion plans in the UK and overseas.

Kirk has ensured that fast-fashion brand Peacocks has responded quickly to its bargain-hungry shoppers' demands, while repositioning mature womenswear retailer Bonmarché.

While less vocal about Bonmarché's performance this year, Peacocks has notched up impressive results. Like-for-likes grew 8.3 per cent in the 14 weeks to March 28 as customers continue to trade down. Total sales jumped 15.2 per cent.

A veteran retailer, Kirk is likely to be working hard behind the scenes to ensure Peacocks' continued success.

44

2008 rank: 32

Lord Kirkham

Founder
DFS



The undisputed lord of the sofas has struggled along with the rest of the furniture world in the past year.

But more than most, market leader DFS has kept its head above water. The straight-talking Yorkshireman has seen rivals such as Land of Leather and Sofa Workshop hit the wall, while ScS Upholstery was bought by Sun European Partners after collapsing in July.

Yet DFS is still going strong and celebrates its 40th anniversary this year. And it has a lot to do with the famously hands-on boss, who takes a keen interest in all areas of the business, reportedly even writing scripts for TV ads himself. But while DFS has almost single-handedly kept some TV stations afloat in the past 12 months through its giant ad spend, it has scaled back this back – a sign of the times – but it still remains one of the most visible retail brands in Britain

46

2008 rank: 35

Peter Høgsted

Chief executive, international
Kingfisher



Occupying one of the UK's biggest furniture jobs as Ikea's UK boss, the charismatic Peter Høgsted presided over a stable retailer where sales continued to grow and market share was never threatened.

But in September last year he jumped out of his comfort zone and joined Kingfisher as its international boss, taking on the unenviable task of revitalising Kingfisher's beleaguered Chinese arm. In April, Høgsted's boss Ian Cheshire said China is the "most urgent piece of work we have today" as he revealed losses of £52m in the year to January 31 and a sales decline of 24 per cent.

Høgsted has said he is well used to hanging around in airports after his time at Ikea looking after international markets. It's a good job too, for now he is darting between Kingfisher's territories of Poland, Russia, Italy, Turkey and China. With the global recession in full swing, this may be the biggest test in his career so far.

47

2008 rank: 78

Mark Newton-Jones ▲

Chief executive
Shop Direct Group

Few would have predicted that Shop Direct Group would have been the buyer of Woolworths and that the iconic high street chain would make its way back to its customers as a pure-play online retailer.



But Newton-Jones is nothing if not highly ambitious and very focused on opportunities. Shop Direct's ever-optimistic and enthusiastic chief executive has had to work hard to turn Littlewoods, once a dated high street chain, into a more modern online business relying less on catalogues and more on the growing e-tail platform.

Now Littlewoods is opening up its sites for international customers and with the Woolworths launch and the rebranding of Littlewoods Direct as Very, another busy year lies ahead.

48

2008 rank: 20

Don McCarthy ▼

Chairman
House of Fraser and Aurum

McCarthy has taken a tumble down the power list this year following the administration of Baugur, the Icelandic investor in which he was a shareholder. However, don't expect McCarthy to go quietly into the night.



The shrewd businessman has set up a new venture with former Baugur heavyweights Jón Ásgeir Jóhannesson and Gunnar Sigurdsson – called JMS Partners – with a view to making retail acquisitions and acting as a consultant.

At House of Fraser, McCarthy is contending with speculation that he is looking to refinance the department store chain, something he vehemently denies, and is clearing up the ownership hangover left following Baugur's downfall.

McCarthy is also keeping busy as chairman of jewellery group Aurum, also once backed by Baugur. The veteran deal-maker, who sold Rubicon shoes and fashion group for £353m in 2006, will not stay out of the limelight for long.

49

NEW ENTRY

Fabrice Desnos

Chief executive, UK
Euler Hermes

The prickly issue of credit insurance was rarely out of the news this year. Credit insurers, rightly or wrongly, were widely blamed for the downfall of retail giants such as Woolworths, as well as scores of suppliers that went under as a result.

The Government stepped in, rather underwhelmingly, creating a limited top-up scheme. But Fabrice Desnos, the UK chief executive of the world's largest credit insurer Euler Hermes and the de facto spokesman for the credit insurance industry, says banks should shoulder some responsibility for businesses getting into difficulty. He has said that some businesses "like to create a smokescreen by blaming somebody else".

Credit insurers aren't popular figures but there is no denying the influence of Desnos, who has worked at Euler for 13 years. But with so many suppliers continuing to trade without it some argue that credit insurers' power is waning. Either way, most retailers will be crossing their fingers that Desnos won't be making the list next year.

50

NEW ENTRY

Peter Cowgill

Executive chairman
JD Sports Fashion

What the sportswear sector certainly does not lack is straight-talking Northerners, and Cowgill is very much one of those. He may not have dominated the headlines as much as JJB Sports founder Dave Whelan or Sports Direct founder Mike Ashley, but there were rumours that Cowgill had been casting his beady eye over rival JJB as a potential acquisition opportunity if its turnaround had not been successful.

Cowgill can claim his standing as head of the best-performing retailer in the sports sector, with the business's pre-tax profits up 9 per cent to £38.2m in its full year to January 31.

The no-nonsense Lancashire accountant has plenty of achievements to boast about this year, and with JD Sports' acquisition of French sports chain Chausport in May of this year he now has the opportunity to prove JD's prowess and brand skills to new markets.

Cowgill and this team have succeeded in establishing a clear niche fashion position and together with JD Sports chief executive Barry Bown's knowledge of the relevant fashion brands, Cowgill should be able to continue driving JD's growth.

51

2008 rank: 48

Darren Blackhurst ▼

Chief merchandising officer
Asda

Guitar-loving Blackhurst has played a pivotal role in raising quality at Asda while driving home the grocer's value pricing strategy. That's a message he now pushes in his new role as chief merchandising officer, following a management restructure in February this year.

Blackhurst's job and the other management changes mean that Asda's structure has been brought more in line with that of parent company Wal-Mart. Blackhurst's role is also key in the recession. He is in charge of supply chain and therefore plays a big part in keeping costs down.



52

2008 rank: 27

John King ▼

Chief executive
House of Fraser

After a busy year opening a string of sparkling new stores, the good-humoured House of Fraser chief executive has got his head down, dealing with what is said to be tough trading.

London-born, of Irish stock and with an American wife, the former Matalan boss is one of the most likeable retail chiefs. Like its peers, King has had to react to higher levels of promotion in the department store sector and overseen a consultation process affecting a "minimal" number of staff. In one of the toughest Christmases in recent memory like-for-like sales were up 1.5 per cent.

POWER LIST 2009



JOIN THE DEBATE

Add your views to the top stories online
retail-week.com

53

2008 rank: 76

Andy Street

Managing director
John Lewis

The John Lewis Partnership lifer, who has worked at the company for nearly 25 years, is a rare example of a HR director who has moved on to run a business. The latest development has been the launch of a homewares and electricals store format to widen its UK coverage. John Lewis's bias to homewares has presented real challenges but its performance has proved resilient.

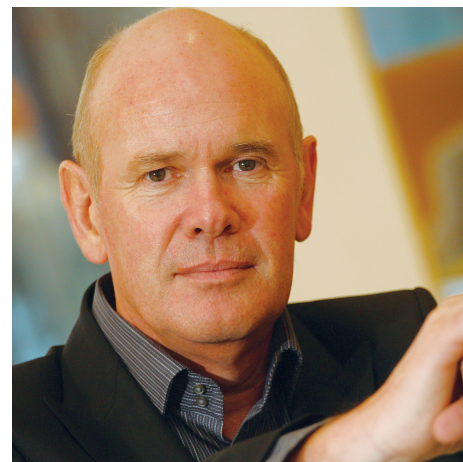
55

NEW ENTRY

Alistair McGeorge

Chief executive
Matalan

Another low-profile figure from the fashion world, the Matalan chief executive has worked hard to get the business back on track since being installed by founder John Hargreaves, by making it more efficient, improving fashionability and plunging £20m into refurbishing Matalan's stores. The flight to value in the downturn has helped McGeorge's cause.



58

NEW ENTRY

Bob Willett

Chief executive
Best Buy International

Much more visible in the run-up to the opening of the retailer's UK stores, Willett has fully embraced the retailer's special culture. The Englishman spent time at Littlewoods and Accenture, but is a key part of the famed Minneapolis-based retailer's set-up.

He is still holding his cards close to his chest on when the stores will open – and when questioned is always quick to point out that he delayed Best Buy's Chinese debut three times to make sure he got it right.



57

2008 rank: 25

Derek Lovelock

Chief executive
Aurora

Lovelock's retail experience proved worth its weight in gold following the pre-pack administration of Baugur-backed Mosaic in March this year.

With fewer brands to preside over he has slipped down the rankings, but he is now running a stronger business. There is speculation that a move to the chairman's role awaits.

59

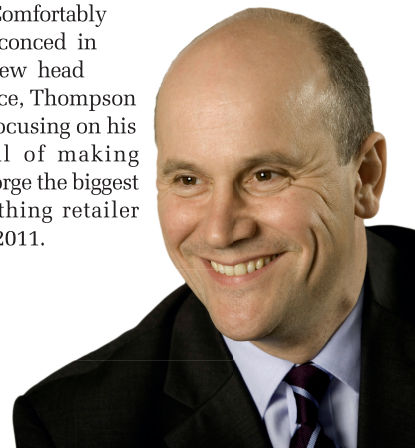
2008 rank: 91

Anthony Thompson

Managing director
George

Having completed his first full year at Asda's clothing business, the likeable former M&S man has wasted no time improving the quality of the offer and bolstering his team.

Comfortably ensconced in a new head office, Thompson is focusing on his goal of making George the biggest clothing retailer by 2011.



54

2008 rank: 54

Ian Grabiner

Chief operating officer
Arcadia

Sir Philip Green's right-hand man lacks the high profile of his boss but Grabiner is the man who makes sure Arcadia ticks and is certainly not someone to be messed with.

With Bhs being merged into the Arcadia stable, Grabiner will be the man making sure that all the right operational efficiencies are achieved from the move.

56

2008 rank: 58

Terry Green

Chief executive of clothing
Tesco

The man who two years ago turned down a rumoured £1m pay rise to join Marks & Spencer has been busy.

A larger than life character who divides opinion in the industry, Green has the sizeable task of relaunching Tesco's clothing online and getting clothing sales heading up again. He has been a keen supporter of the Fashion Retail Academy.

60

2008 rank: 66

Laura Wade-Gery ▲

Chief executive
Tesco.com

Touted as one of Tesco's rising stars, earlier this year Wade-Gery said that running the dotcom has been the most rewarding and challenging times of her career so far. She is a huge advocate of innovation, but only where it makes customers lives easier, and just as crucially takes cost out of the business.

62

2008 rank: 37

Mike Shearwood ▼

Deputy chief executive
Aurora

Shearwood, along with Derek Lovelock, has been instrumental in the creation of the more streamlined operation that is Aurora, following Mosaic's pre-pack administration. The rugby-loving former optician made his name running Inditex in the UK. Expect him to head back up the list next year.



63

2008 rank: 73

Hugh Harvey ▲

Chief executive
Comet

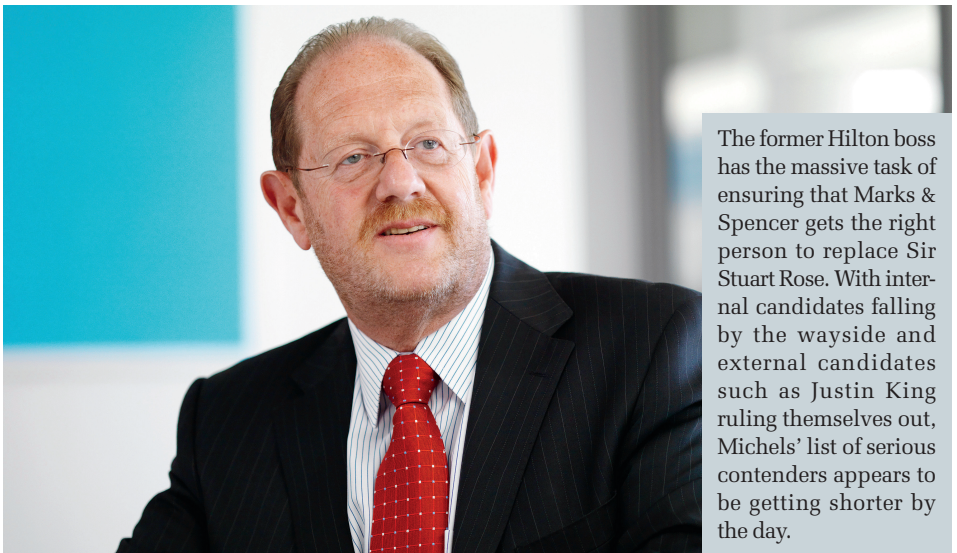
Harvey has remained level-headed in an extraordinarily tough year for electricals. He has focused on upping customer service levels and consolidating head office functions ahead of the impending added pressure of Best Buy's UK debut.

61

NEW ENTRY

Sir David Michels

Deputy chairman
Marks & Spencer



The former Hilton boss has the massive task of ensuring that Marks & Spencer gets the right person to replace Sir Stuart Rose. With internal candidates falling by the wayside and external candidates such as Justin King ruling themselves out, Michels' list of serious contenders appears to be getting shorter by the day.



65

2008 rank: 75

Matt Davies ▲

Chief executive
Pets at Home

Unquestionably one of retail's rising stars, the youthful Davies has driven Pets at Home's yearly profits up 29 per cent. He has bold online plans, relaunching the website a year ago, with the goal to treble online sales in the next three years. With faithful sidekick – black Labrador Archie – never far from his side, Davies is also one of the most affable chief executives in retail.

64

NEW ENTRY

David Wild

Chief executive
Halfords

Halfords' new boss arrived with a strong pedigree after achieving the unusual distinction of having been successful with both Tesco and Wal-Mart. The motor accessories and bikes giant faces challenges following the collapse of the sat-nav market, but nevertheless Halfords' strong specialist credentials and its focus on maintenance have held it in good stead to ride out the recession.

66

2008 rank: 82

Tim Steiner ▲

Chief executive
Ocado

Steiner continues to aggressively take on the supermarkets in the online arena with a series of campaigns to demonstrate that Ocado's online grocery business isn't just convenient, but good value as well. A new five-year deal with Waitrose provides a solid base for further growth, although while it has become profitable at an EBITDA level, it is not yet at an EBIT level.

POWER LIST 2009



BREAKING NEWS

For daily email alerts
retail-week.com

67

NEW ENTRY

Michael Sharp

Deputy chief executive
Debenhams

Sharp's profile has risen in the past year since the departure of Angela Spindler, being promoted from chief operating officer to his present role. He is now seen as the natural succession choice for boss Rob Templeman.

69

NEW ENTRY

Will Adderley

Chief executive
Dunelm

At a time when selling homewares is just about the worst possible part of the business to be in, Dunelm is bucking the trend with resilient sales. The Adderley family tends to keep out of the public eye, but this is one of the stars of the downturn.

70

2008 rank: 53

Stephen Sunnucks

President of Europe and international
strategic alliances
Gap

With less autonomy over Gap's product ranges after the removal of its European design team, Sunnucks has turned his attention to beefing up the retailer's franchise partnerships and joint ventures in the region, including the recent deal he sealed to take Gap online with Asos.com in the UK.

73

NEW ENTRY

David Whelan

Founder
JJB Sports

Wigan chairman Whelan took his eye off the football briefly earlier this year to buy back JJB Sport's gym chain and give the company that he founded some urgently needed cash. His old adversary Mike Ashley tried to disrupt the deal, and no one will have laughed harder than Whelan when Ashley's Newcastle United were later relegated from the Premiership.

68

2008 rank: 81

Sara Weller

Managing director
Argos

Family-orientated, Weller runs her home life like clock-work while also managing the retail beast that is Argos. Recently, her attentions have been devoted to enhancing the brand's multichannel offer, from which she expects double-digit online sales growth over the next few years. Argos has done well to ride out the worst of the downturn.



71

NEW ENTRY

Scott Wheway

Chief operating officer
Best Buy International



The well respected former Boots managing director is well and truly back in the limelight after a longer than expected absence. Having waited for just the right opportunity and rumoured to have turned down several big roles, all eyes will now be on Wheway as he seeks to emulate his previous successes at Best Buy ahead of its much awaited UK debut.

72

NEW ENTRY

David Cameron

Conservative Party leader

With his wife Samantha a director at luxury stationer Smythson, Cameron has more than a passing interest in retail. The Tory leader is likely to become Prime Minister within the next year and the decisions he takes will be instrumental in setting the pace of the country's economic recovery. Can the former PR man show he has substance as well as style and make a difference for retail?

74

NEW ENTRY

Michael Ward

Managing director
Harrods

During his three years at Harrods, the former Lloydspharmacy boss has shown more staying power than previous incumbents of his role. Ward, who joined the department store group from private equity firm Apax, remains a constant amid a string of recent senior-level departures, including the surprise exit earlier this year of chief executive James McArthur after only a matter of months.

POWER LIST 2009



EMAIL ALERTS

Sign up to ensure you're up to date with the retail world
retail-week.com

76

2008 rank: 99

Bill Grimsey

Chief executive
Focus

Retail's loudest campaigner against the credit insurance industry, the former Iceland boss has arguably one of the toughest jobs in retail at the moment, but Grimsey is hanging in there.

77

NEW ENTRY

Tony Shiret

Analyst
Credit Suisse

He is one of the few analysts who truly keeps retailers on edge. Sir Stuart Rose's bête noire for a series of notes highly critical of Marks & Spencer's strategy. He speaks his mind and, more importantly, people listen.

78

NEW ENTRY

Peter Bolliger

Chief executive
Clarks

In the increasingly tough footwear sector, which has claimed several victims in recent years, Clarks has used its brand's strength to continue to achieve growth. Pre-tax profit was up 15.6 per cent to £86.8m in the year to January 31 and Bolliger believes Clarks can continue to gain market share and benefit from the "relative disarray" of its competitors.

81

2008 rank: 71

Ray Kelvin

Founder
Ted Baker

Despite a challenging year, the "closest man to Ted" – famed for filling his shops with the likes of stuffed pigeons, barber shops and revolving floors – remains as passionate about Ted Baker as ever. Famously camera-shy, Kelvin's commitment to quality product and a quirky customer experience ensures the brand remains a destination despite its premium price positioning.

75

NEW ENTRY

John Dixon

Director of food
Marks & Spencer

Never far from Sir Stuart Rose's side during his time as the then chief executive's executive assistant, M&S lifer Dixon got his reward last year when he was put in charge of the ailing food business after the shock departure of Steven Esom. Very much a safe pair of hands, Dixon has worked to improve M&S's price positioning on food with offers like Dine in for £10, and while it's not out of the woods yet, the signs coming out of the food business are looking more positive.



79

2008 rank: 77

Paul Kelly

Chief executive
Selfridges

Kelly has continued to deliver the goods at the department store at a time when many luxury brands are struggling. He has plenty to be pleased about, not least the retailer's centenary celebrations this year. The charming, immaculately dressed but hard as nails Irishman is a trusted lieutenant of the Weston family, having previously run Dublin landmark Brown Thomas for them.

82

NEW ENTRY

Martin Hansson

Country manager
Ikea UK

He may look barely out of school but the Swede – actually 33 – has taken on one of the biggest jobs in UK furniture retailing at the worst possible time, and has a big act to follow after replacing larger than life Peter Høgsted last year. The UK is Ikea's toughest market, but the retailer remains a category killer and is sure to emerge from the carnage in the furniture market stronger.

80

2008 rank: 59

Harold Tillman

Chairman
Jaeger



Immaculate English gent and retail veteran, Tillman remains a forceful power in the fashion world. Aside from continuing to capitalise on his successful reinvention of Jaeger, he has also spent significant time and energy promoting the image of London as a fashion capital to match cities such as Paris and Milan through his role as British Fashion Council chairman.

83

2008 rank: 94

Joseph Wan ▲

Chief executive
Harvey Nichols

Calm and considered, Wan has needed to make big decisions to counter the effect of the recession on luxury retail. His decision to widen Harvey Nichols' offer to youth fashion and its campaign to lure tourists show he is a man in control.

86

NEW ENTRY

Theo Paphitis

Owner, Ryman

Better known as a TV personality than a retailer, Paphitis nevertheless has a formidable record in turning around ailing retailers. He stepped down from the board of La Senza last month.

87

2008 rank: 88

Gerry Johnson ▲

Chief executive
Waterstone's

Johnson is presiding over one of the biggest book chains in the country in what has been a tough year for the industry. But he has not shied away from making difficult decisions. This year Waterstone's cut around 650 jobs, partly because of its new distribution centre. Like its rival WHSmith, Waterstone's is suffering declining sales, while Borders seeks new investment. It will be interesting to see what the next chapter holds for the book industry, and for Waterstone's in particular.

88

2008 rank: 26

Brian McBride ▼

Managing director
Amazon UK

Falling this year only because of a reassessment of where the power lies in Amazon (see Jeff Bezos, ranked 20), softly spoken Scot McBride has presided over a three-year period of tremendous growth for Amazon, and diversification into new product categories. There are few retailers for which Amazon is not a competitor, and McBride's Amazon UK now has customers in 200 countries.

84

2008 rank: 92

Stephen Robertson ▲

Director-general
British Retail Consortium

At a time when retail really needs a voice, Robertson has been just that. The ex-Woolworths marketing director has won plaudits from his demanding members, and made the industry body as relevant to its non-food members as it is to the grocers.

91

NEW ENTRY

Jim McCarthy

Chief executive
Poundland

The no-nonsense former Sainsbury's man, who made his name selling his business T&S Stores to Tesco, has made the most of the downturn in his new role running the private equity-backed single price retailer. The company revealed a 47 per cent jump in profits earlier this month as it capitalised on the collapse of Woolworths and the flight to value. McCarthy plans to grow Poundland's store estate significantly.



89

NEW ENTRY

Paul Marchant

Chief operating officer
Primark

It's been a busy first year for Marchant. Sales have continued to soar but he has had to contend with a series of damaging supplier exposés and a demonstration outside Primark's flagship against sweatshop labour. Amid ongoing speculation about when 74-year-old Arthur Ryan will decide to step down, Marchant's influence in the retail sector is only likely to increase.

85

2008 rank: 63

Fran Minogue ▼

Managing partner
Heidrick & Struggles

Impeccably connected and a tireless networker, Minogue's bulging contact book ensures she wins some of the most high-profile assignments in the sector. Among this year's big placings was Esprit's Lex Gemas as chief operating officer of New Look.

90

NEW ENTRY

Stephen Marks

Chairman and chief executive
French Connection

Still holding a 42 per cent share of the business that he founded, Marks retains a hands-on approach to running French Connection – which has endured a tough decade. He is credited with the womenswear design direction taken in the past few seasons, which has helped revitalise the brand in the aftermath of his controversial FCUK marketing campaign.

POWER LIST 2009



PEOPLE FIRST

Keep up with the top names
in retail on the website
retail-week.com

92

2008 rank: 85

David Dalziel

Creative director and co-founder
Dalziel + Pow

In design terms, there are many who call David Dalziel the king of the high street and it's a title he has done much to deserve with Topshop, Gap, River Island and Next all on his client list. As well as being the slick creator of new formats for many of the high street's major names, Dalziel has proved himself very able in the matter of running a store design business that has burgeoned over the past five years. He was also central in the recent launch of Topshop in New York.



97

NEW ENTRY

Sue Shipley

Head of retail practice
Odgers Berndtson

Shipley's office in Hanover Square has seen many of the sector's biggest names and she remains one of the sector's highest profile headhunters. Notable coups have included placing Paul Marchant at Primark and Stephen Robertson as the British Retail Consortium director-general.

98

NEW ENTRY

Luke Mayhew

Chairman
British Retail Consortium

With a vast pedigree in public affairs, the former John Lewis managing director was the ideal man to become BRC chairman when Sir Geoff Mulcahy retired. Mayhew remains active in the sector as chairman of Pets at Home and a non-executive of WHSmith, and his booming voice will no doubt be heard loud and clear in the corridors of power.

93

NEW ENTRY

Paul McGowan

Chief executive
Hilco

The UK face of the company some have dubbed retail's undertaker is, surprisingly, an affable Ulsterman. The dreadful market has meant there has been no shortage of business for the distressed situations specialist, with Woolworths, Allied Carpets and Ethel Austin among its main deals.



95

NEW ENTRY

Clinton Lewin

Managing director
Clinton Group

As boss of the UK's largest greetings cards chain, Clinton Lewin has had a roller coaster year. Clinton Cards no doubt benefited from Celebrations' collapse in October. But it had its own problems, placing its Birthdays chain into administration this May, then making an offer to buy back around 200 stores. Describing him as a mover and shaker in his sector would be an understatement.

99

NEW ENTRY

Malcolm Dagleish

Chairman of EMEA retail, CBRE
and director, Sports Direct

Although now with a more global remit at CBRE, Dagleish remains the best-known retail property agent and a trusted confidante of Sir Philip Green. He is also close to Mike Ashley and has the unenviable job of Sports Direct non-executive director.

94

NEW ENTRY

Richard Akers

Managing director
Land Securities

In a year when bashing landlords came back into fashion, Akers has played a big part in rebuilding trust. An integral member of the group that put together a plan to reduce service charges, he has also been involved with Land Securities' initiative to invest in overseas retailers coming to the UK, which was announced in May.

96

2008 rank: 97

Nick Bubb

Analyst
Pali International

Bubb's words may be spoken quietly but they still carry huge weight in the City and across the sector. His weekly review remains essential reading for all in the sector. An expert in the general merchandise space, Bubb remains a big fan of in form WHSmith, but is less keen on a much-maligned Marks & Spencer.

100

NEW ENTRY

Rodney Fitch

Chairman and chief executive
Fitch

After a prolonged absence, Fitch rejoined the company that bears his name in 2004, at which point it was in the doldrums. He has since acted as elder statesman and ambassador for the global design brand, expanding its activities in China and India. Fitch is a CBE and senior governor of the University of the Arts in London.

THE LIST IN SUMMARY

POWER LIST 2009

Rank	Retailer	2008 rank	Change
1	Sir Terry Leahy	1	=
2	Sir Philip Green	2	=
3	Justin King	4	+1
4	Andy Bond	7	+3
5	Sir Stuart Rose	3	-2
6	Arthur Ryan	5	-1
7	Charles Dunstone	9	+2
8	Ian Cheshire	13	+5
9	Marc Bolland	10	+1
10	Simon Wolfson	16	+6
11	Rob Templeman	19	+8
12	Stefano Pessina	22	+10
13	Sir David Jones	New entry	-
14	Charlie Mayfield	8	-6
15	Kate Swann	21	+6
16	Terry Duddy	12	-4
17	Phil Wrigley	23	+6
18	Paul Foley	New entry	-
19	John Browett	15	-4
20	Jeff Bezos	New entry	-
21	Peter Marks	49	+28
22	Simon Fox	24	+2
23	Nick Robertson	33	+10
24	Lord Harris	61	+37
25	Ian Dyson	28	+3
26	Mike Ashley	6	-20
27	Ben Gordon	39	+12
28	Lisa Morgan	34	+6
29	Paul Sweetenham	46	+17
30	Lucy Neville-Rolfe	29	-1
31	John Lovering	57	+26
32	Richard Bradbury	17	-15
33	Neville Kahn	New entry	-
34	Kate Bostock	30	-4
35	Euan Sutherland	67	+32
36	Carl McPhail	New entry	-
37	Alan White	36	-1
38	Mark Price	38	=
39	Alistair Darling	14	-25
40	Alex Gourlay	41	+1
41	Magnus Olsson	31	-10
42	Richard Kirk	43	+1
43	Malcolm Walker	79	+36
44	Lord Kirkham	32	-12
45	Richard Brasher	44	-1
46	Peter Høgstved	35	-11
47	Mark Newton-Jones	78	+31
48	Don McCarthy	20	-28
49	Fabrice Desnos	New entry	-
50	Peter Cowgill	New entry	-

Rank	Retailer	2008 rank	Change
51	Darren Blackhurst	48	-3
52	John King	27	-25
53	Andy Street	76	+23
54	Ian Grabiner	54	=
55	Alistair McGeorge	New entry	-
56	Terry Green	58	+2
57	Derek Lovelock	25	-32
58	Bob Willett	New entry	-
59	Anthony Thompson	91	+32
60	Laura Wade-Gery	66	+6
61	Sir David Michels	New entry	-
62	Mike Shearwood	37	-25
63	Hugh Harvey	73	+10
64	David Wild	New entry	-
65	Matt Davies	75	+10
66	Tim Steiner	82	+16
67	Michael Sharp	New entry	-
68	Sara Weller	81	+13
69	Will Adderley	New entry	-
70	Stephen Sunnucks	53	-17
71	Scott Whewey	New entry	-
72	David Cameron	New entry	-
73	David Whelan	New entry	-
74	Michael Ward	New entry	-
75	John Dixon	New entry	-
76	Bill Grimsey	99	+23
77	Tony Shiret	New entry	-
78	Peter Bolliger	New entry	-
79	Paul Kelly	77	-2
80	Harold Tillman	59	-21
81	Ray Kelvin	71	-10
82	Martin Hansson	New entry	-
83	Joseph Wan	94	+11
84	Stephen Robertson	92	+8
85	Fran Minogue	63	-22
86	Theo Paphitis	New entry	-
87	Gerry Johnson	88	+1
88	Brian McBride	26	-62
89	Paul Marchant	New entry	-
90	Stephen Marks	New entry	-
91	Jim McCarthy	New entry	-
92	David Dalziel	85	-7
93	Paul McGowan	New entry	-
94	Richard Akers	New entry	-
95	Clinton Lewin	New entry	-
96	Nick Bubb	97	+1
97	Sue Shipley	New entry	-
98	Luke Mayhew	New entry	-
99	Malcolm Dalglish	New entry	-
100	Rodney Fitch	New entry	-

POWER LIST 2009
