

# SEASON'S GREETINGS FROM XCHANGING



Helping our customers **GET READY FOR CHRISTMAS** with **MM4 TECHNOLOGY**.



BRINGING **CHRISTMAS** EARLY THIS YEAR!

**1** **MANAGED £8.5M** OF SPEND ON CHRISTMAS GOODS

**2** **SAVING £1.6M** FOR OUR MM4 CUSTOMERS

**3** DELIVERED AN **OVERALL SAVING OF 19%**

THIS YEAR **XCHANGING:**

MANAGED A **24% SAVING** ON CHRISTMAS CARDS

IDENTIFIED MORE THAN

**£62K OF SAVINGS**

ON CHRISTMAS BAUBLES

DELIVERED A **30% SAVING** ON ARTIFICIAL CHRISTMAS TREES



ONE CUSTOMER **SAVED £35K** ON CHRISTMAS CRACKERS



PROCUREMENT CHRISTMAS TRENDS YOU NEVER KNEW!



**OCTOBER 24** IS NOW OUR FAVOURITE DAY TO **START HITTING THE SHOPS**.

**5%** ADMITTED THEY **SPEND MORE ON THEIR PET** THAN THEY WILL FOR ANYONE ELSE.

AVERAGE BRIT **WILL BUY 14 PRESENTS**.

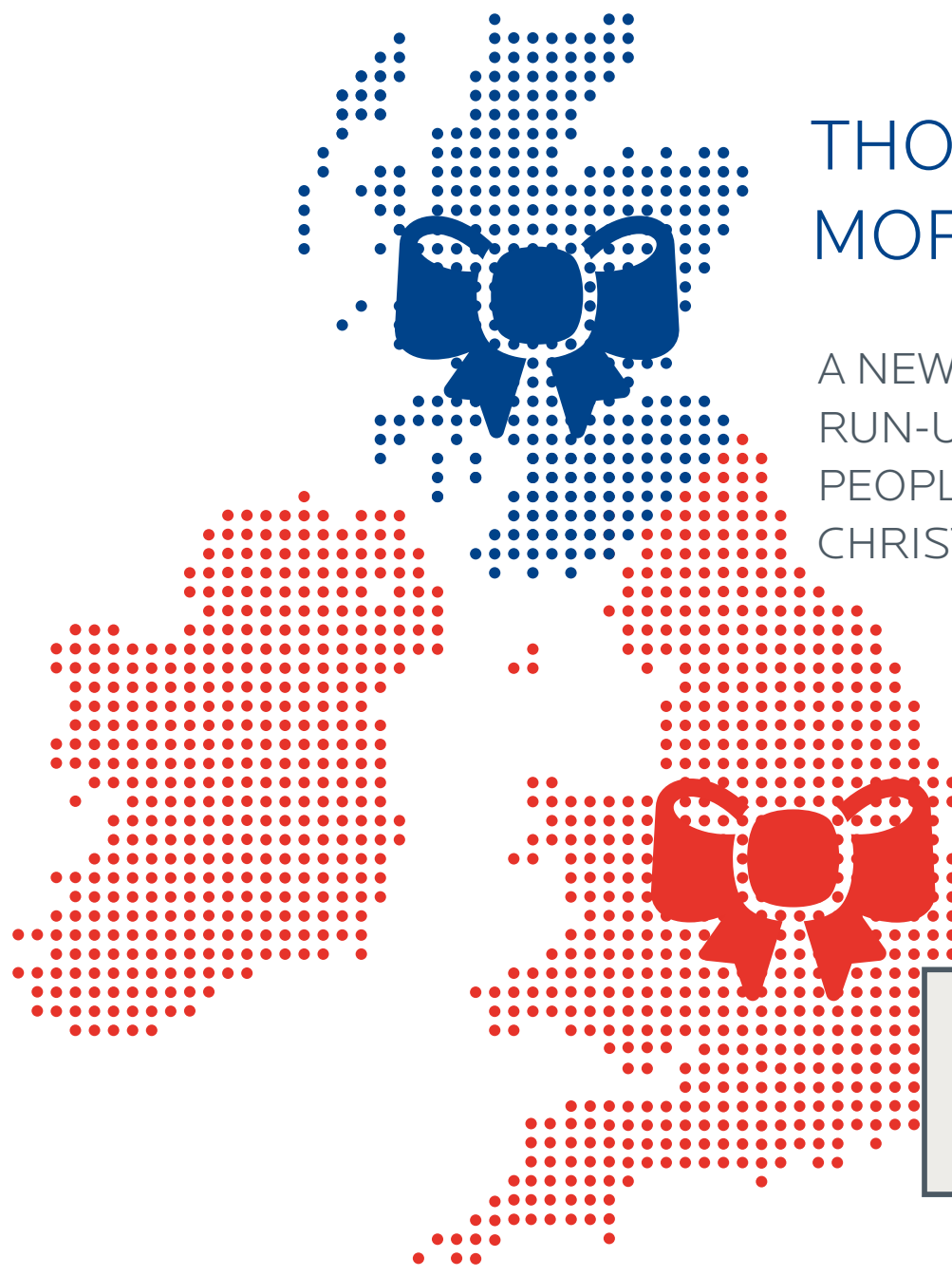
**17%** LEAVE ALL THEIR **SHOPPING TO THE LAST MINUTE** AND BUY THEIR PRESENTS IN DECEMBER.

NEARLY HALF OF BRITS **41%** START CHRISTMAS SHOPPING IN OCTOBER



THOSE LIVING IN THE NORTH ARE MORE **GENEROUS** WITH GIFTS

A NEW NORTH-SOUTH DIVIDE IS BREWING IN THE RUN-UP TO THE HOLIDAYS AFTER IT WAS REVEALED PEOPLE IN SCOTLAND ARE MORE GENEROUS WITH CHRISTMAS GIFTS THAN LONDONERS.



SCOTS EACH SPEND **AROUND £268** FOR 11 PEOPLE ON AVERAGE



LONDONERS EACH SPEND **AROUND £206** FOR EIGHT PEOPLE ON AVERAGE

Sources:

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