



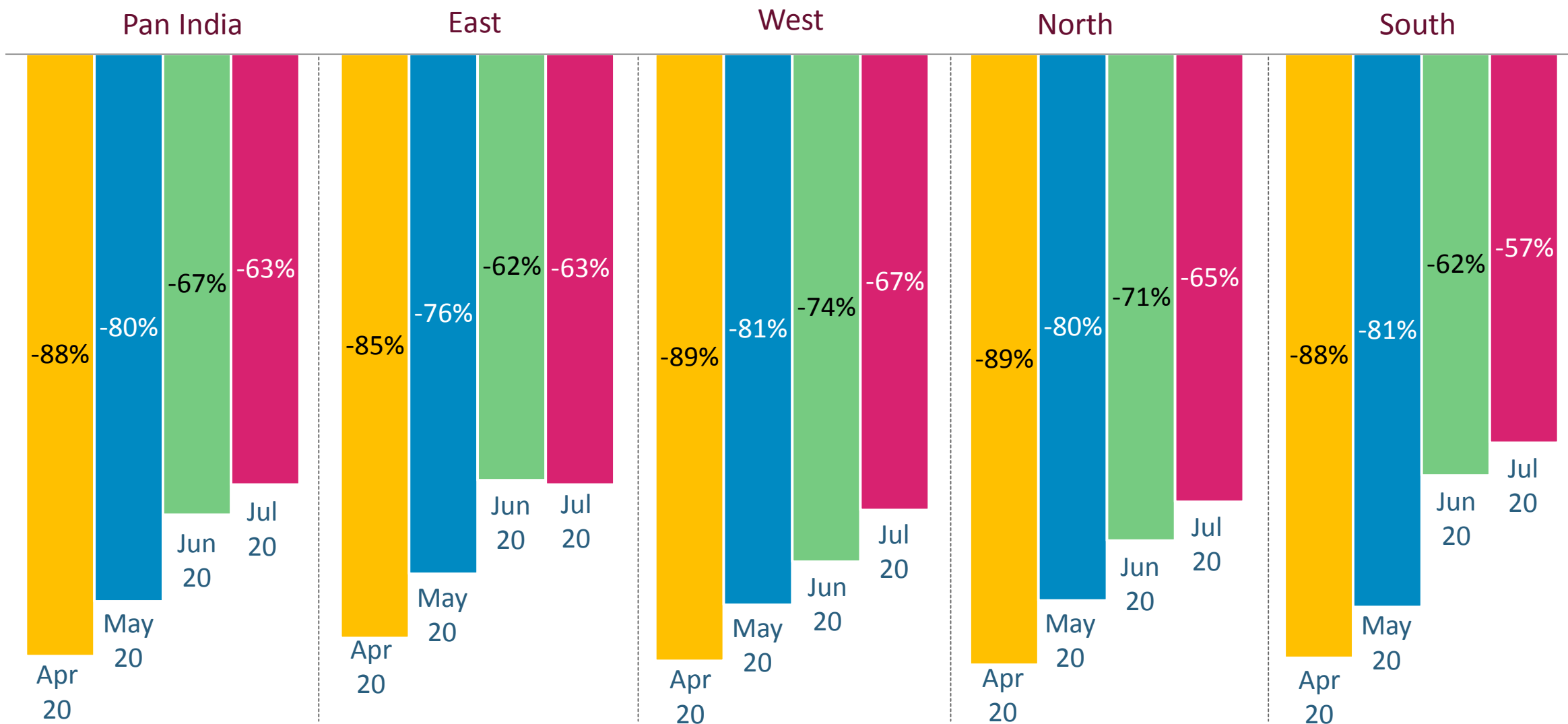
**Retailers  
Association of  
India**

# **RAI Business Survey- Round 5**

**August 10, 2020**

# Marginal recovery observed in Jul'20 after witnessing more than -80% losses in Apr'20

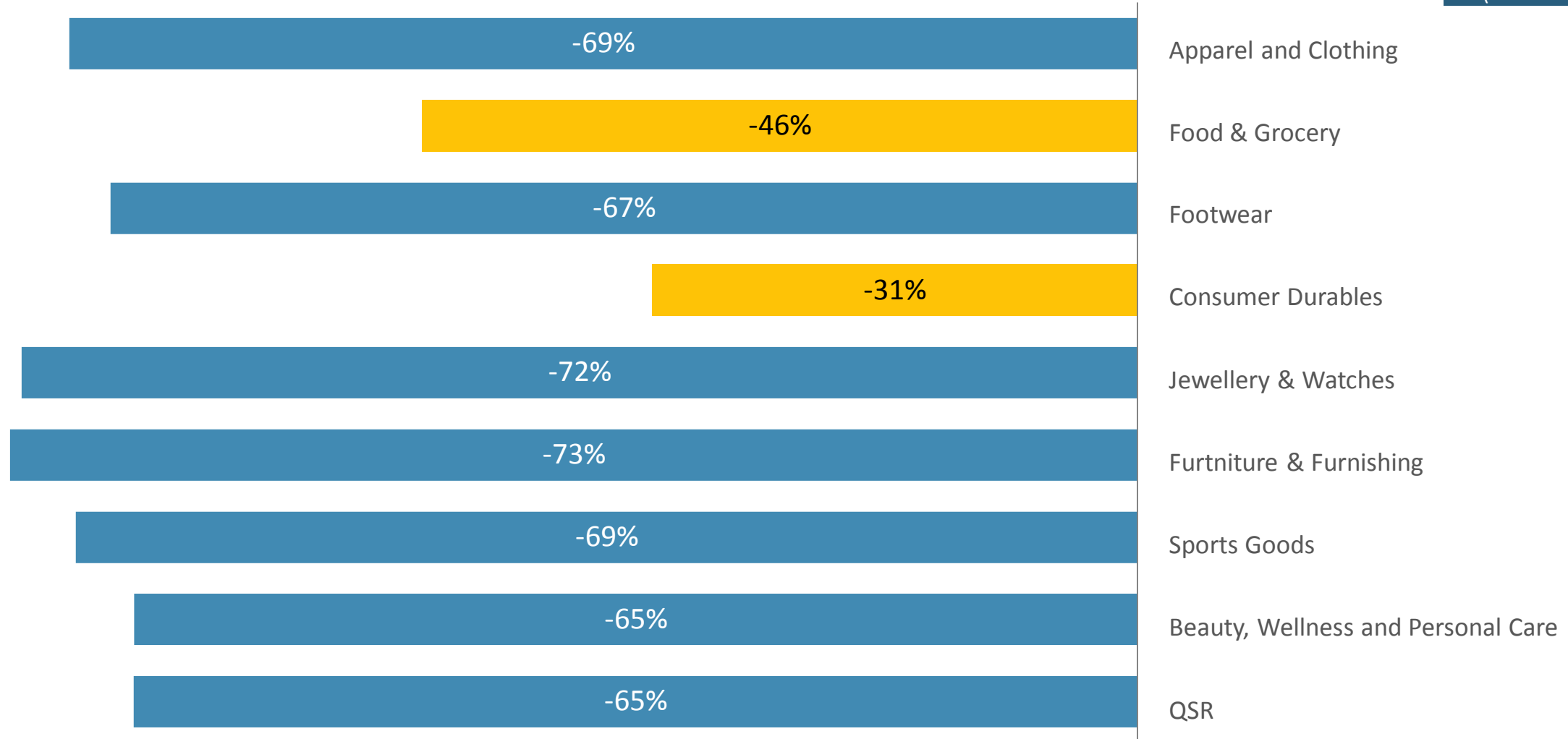
(Y-o-Y % degrowth)



Note: 1) Sample set of Retailers in March, April & May: 153, June 1<sup>st</sup> half & 2<sup>nd</sup> half: 102 & 117, July 1<sup>st</sup> half & 2<sup>nd</sup> half: 131 & 102  
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year

# A few categories such as Food & Grocery, Consumer Durables continue to indicate signs of recovery

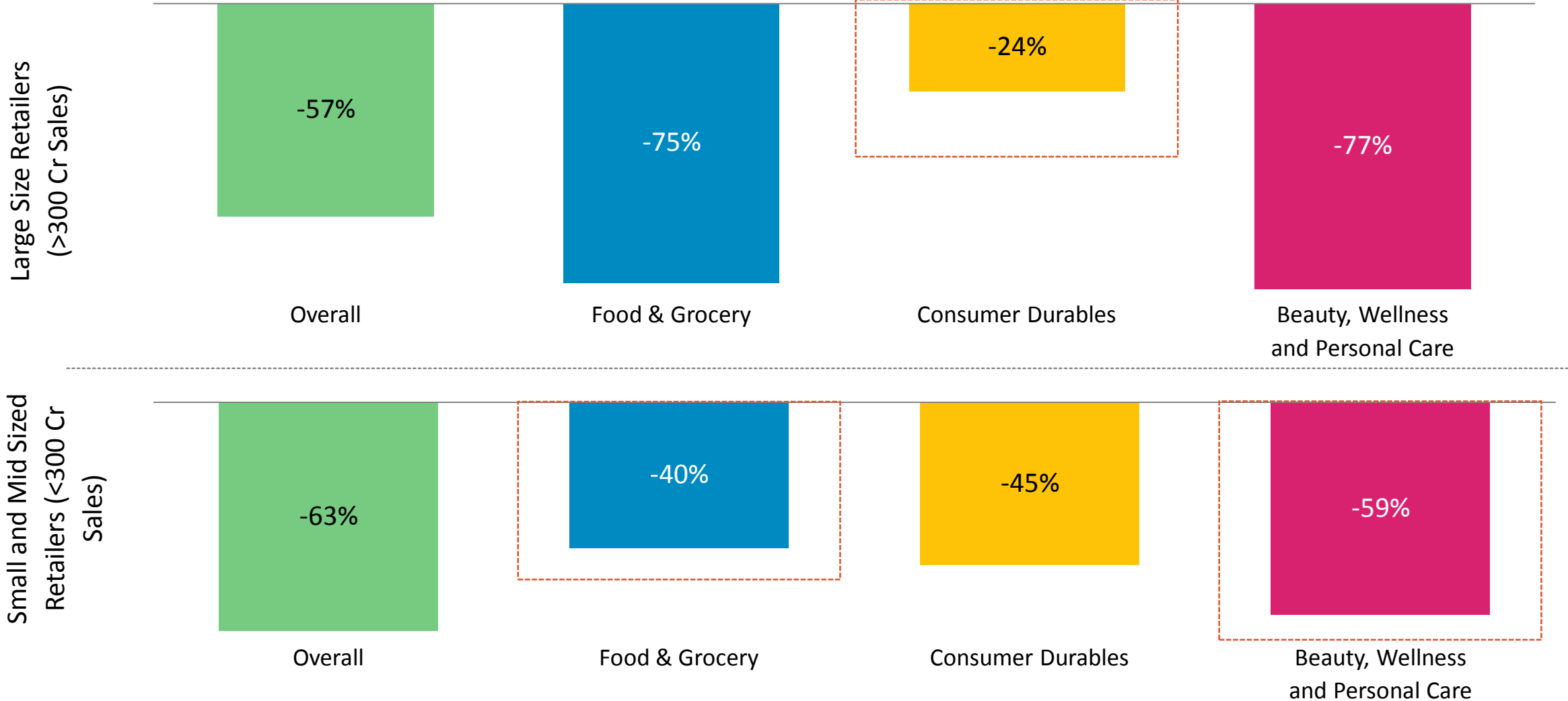
Jul 16 to Jul 31  
(Y-o-Y % de-growth)



**Note:** 1) Sample Set of 102 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (July 16, 2020 to July 31, 2020 vs July 16, 2019 to July 31, 2019)

# Large sized Retailers (>300 Cr) did better in Consumer Durables, Small sized Retailers did better in Food & Grocery and Beauty & Wellness

Jul 16 to Jul 31  
(Y-o-Y % de-growth)



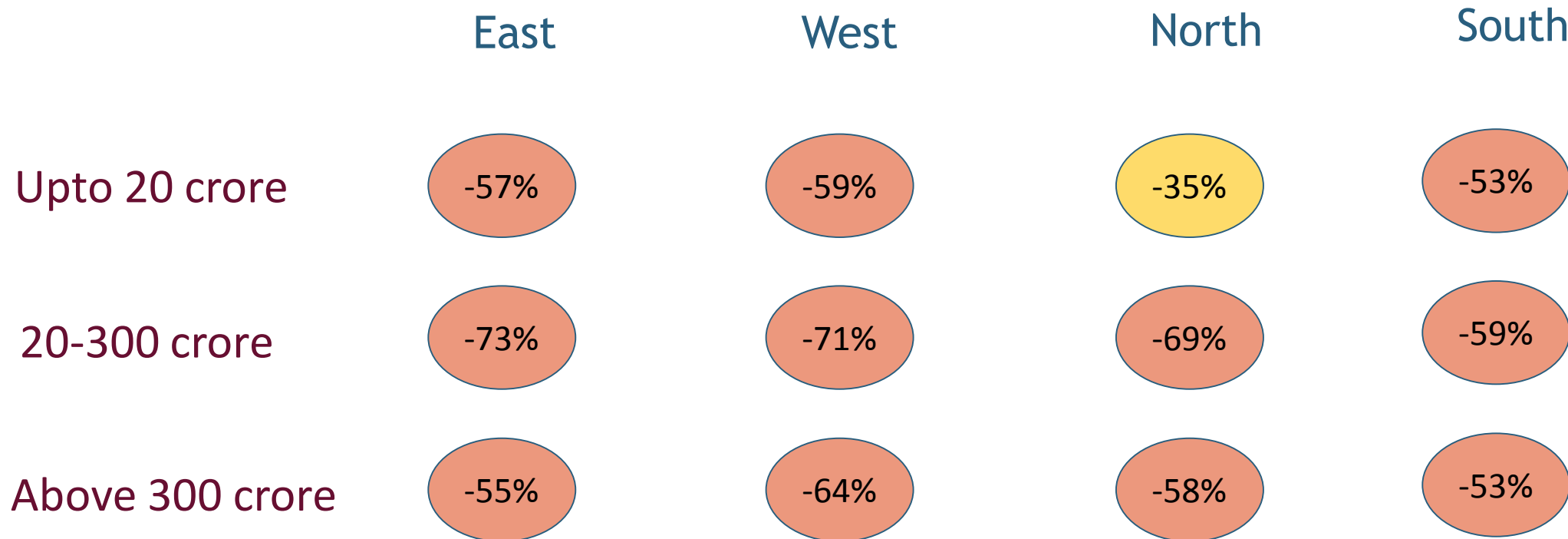
Note: 1) Sample Set of 102 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (July 16, 2020 to July 31, 2020 vs July 16, 2019 to July 31, 2019)

# Appendix

# Unlock 1.0 & 2.0 - Sales continue to witness degrowth across regions and company sizes

Jul 16 to Jul 31  
(Y-o-Y % de-growth)

## Region-wise sales degrowth (%)



**Note:** 1 Many respondents have retail presence in more than one region 2 ) Sample Set of 102 Retailers 3) The No. of cos. in each bucket is different, overall growth / de-growth of a region is average across all participants having presence in the region

<-50% degrowth  
 >-50% degrowth

Thank  
you!!

