



**Retailers
Association of
India**

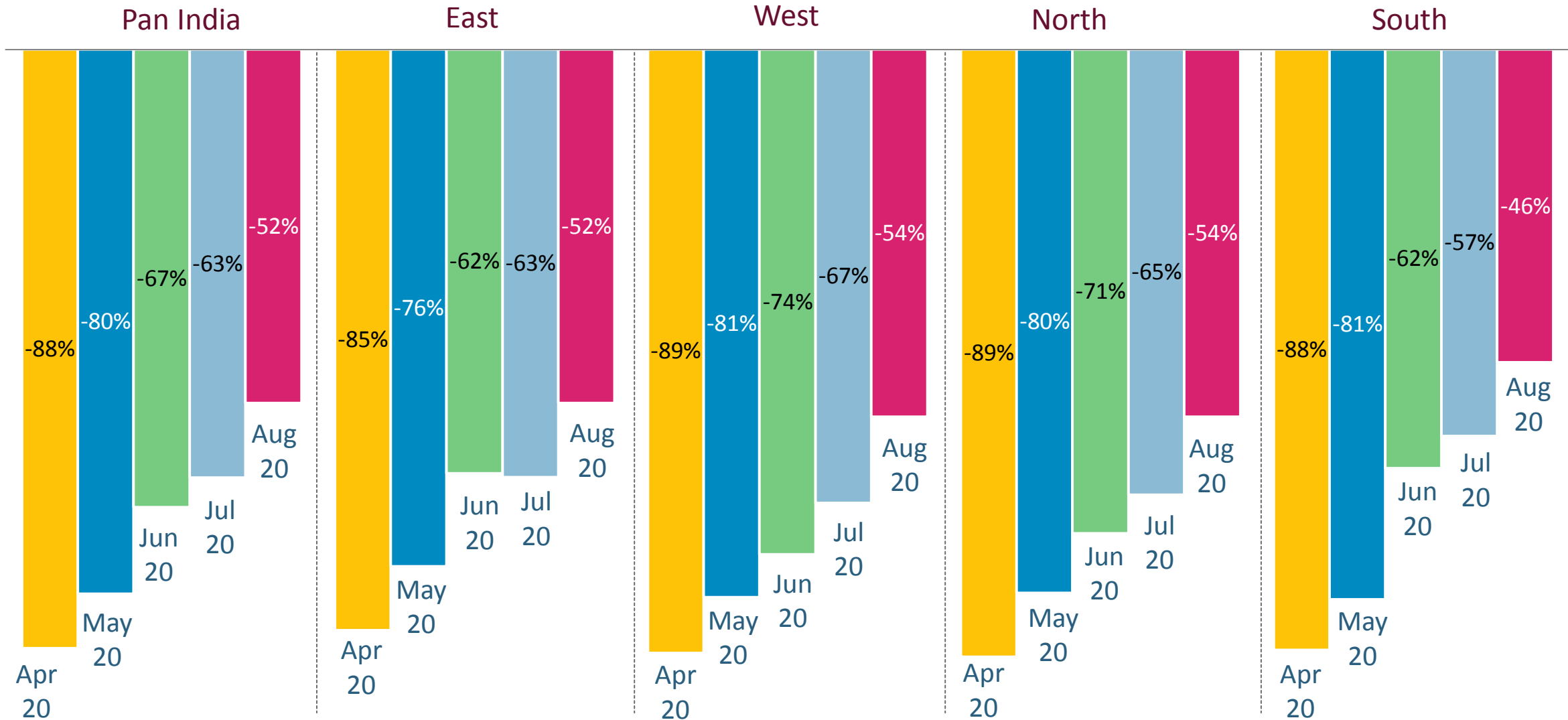
RAI Business Survey- Round 6

Sept 9, 2020

Retail on the recovery path, but still a long way to go...

Business was 52% lower in Aug'20 compared to last year

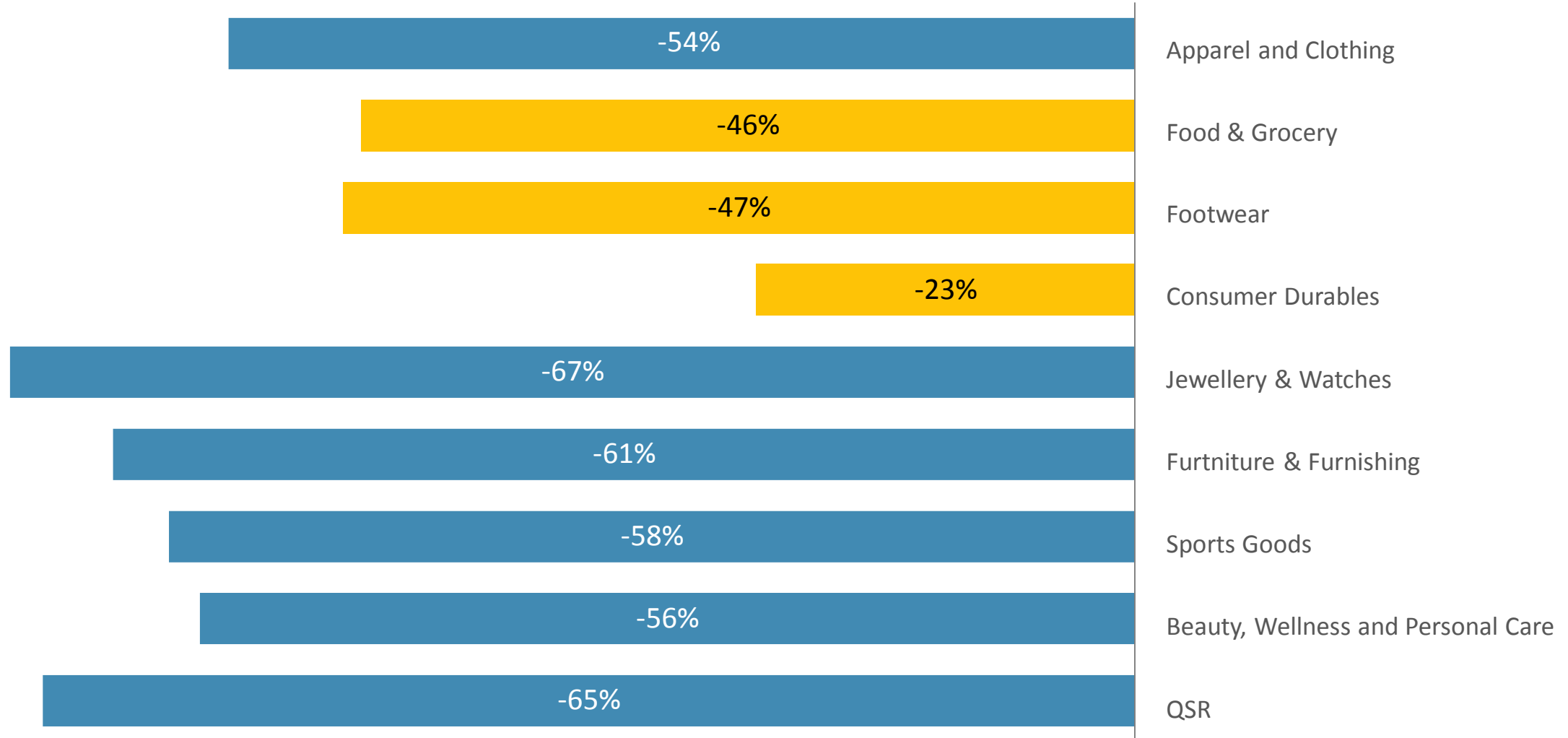
(Y-o-Y % degrowth)



Note: 1) Sample set of Retailers in March, April & May: 153, June 1st half & 2nd half: 102 & 117, July 1st half & 2nd half: 131 & 102, Aug: 67
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year

While Consumer Durables have done well, Other categories yet to recover significantly

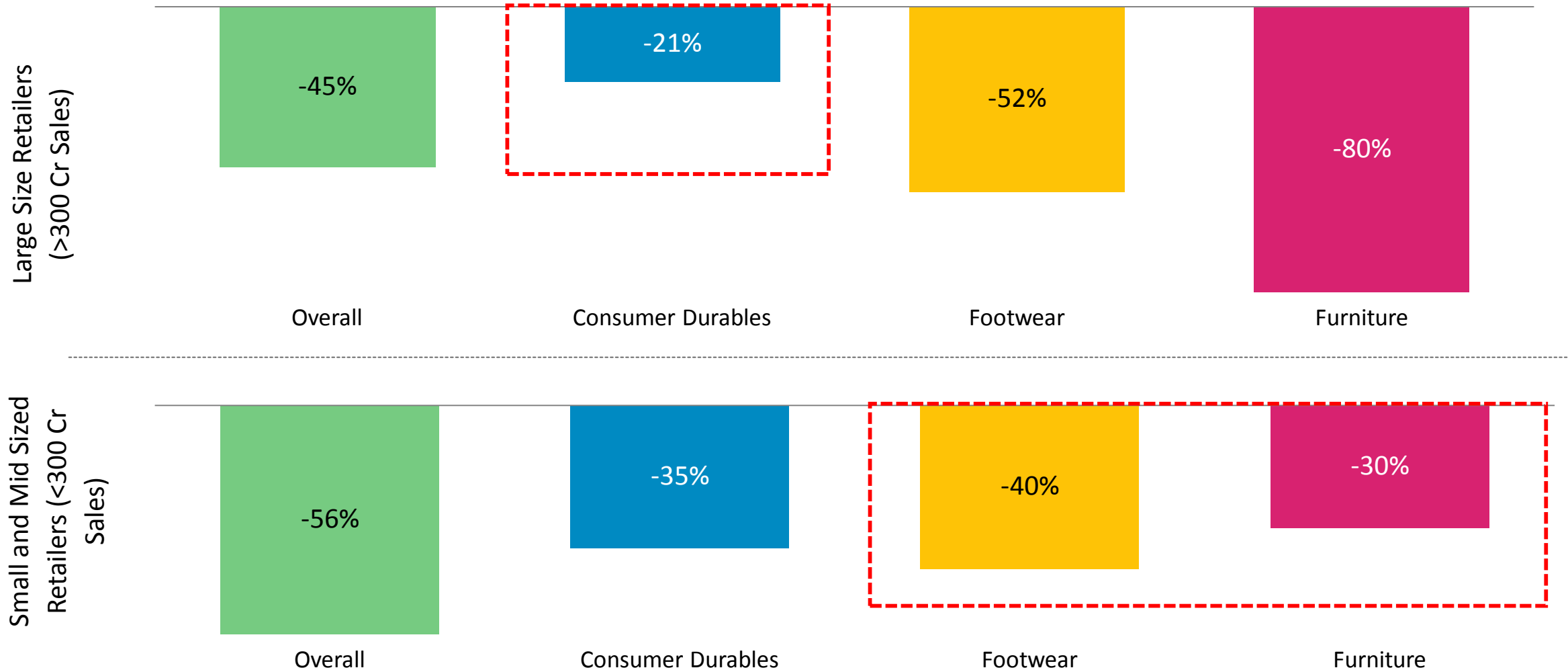
Aug 2020
(Y-o-Y % de-growth)



Note: 1) Sample Set of 67 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Aug 1, 2020 to Aug 31, 2020 vs Aug 1, 2019 to Aug 31, 2019)

Large sized Retailers (>300 Cr) did better in Consumer Durables, Small sized Retailers did better in Footwear & Furniture

Aug 2020
(Y-o-Y % de-growth)



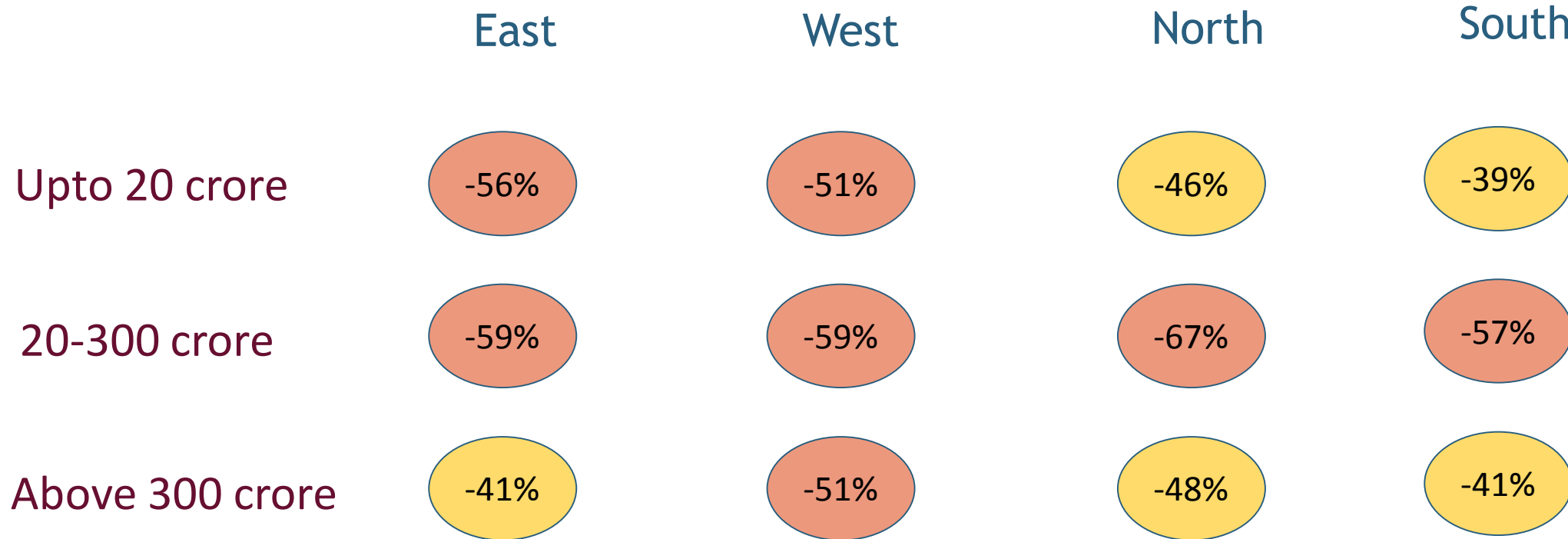
Note: 1) Sample Set of 67 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Aug 1, 2020 to Aug 31, 2020 vs Aug 1, 2019 to Aug 31, 2019)

Appendix



Unlock 3.0 - Sales continue to witness degrowth across regions and company sizes

Aug 2020
(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 67 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!!

