



Retailers Association of India

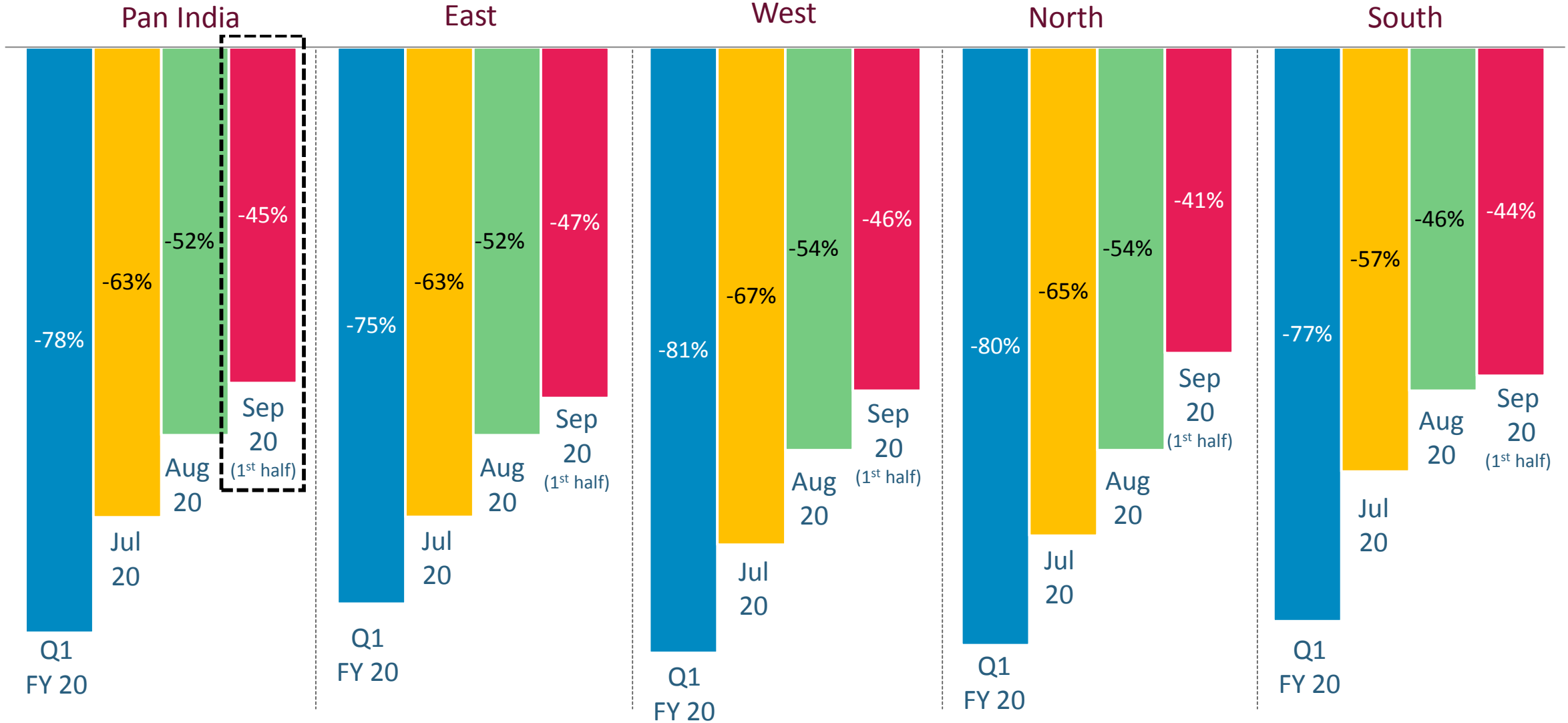
RAI Business Survey- Round 7

Sept 25, 2020

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

Business was 45% lower in 1st half of Sep compared to last year

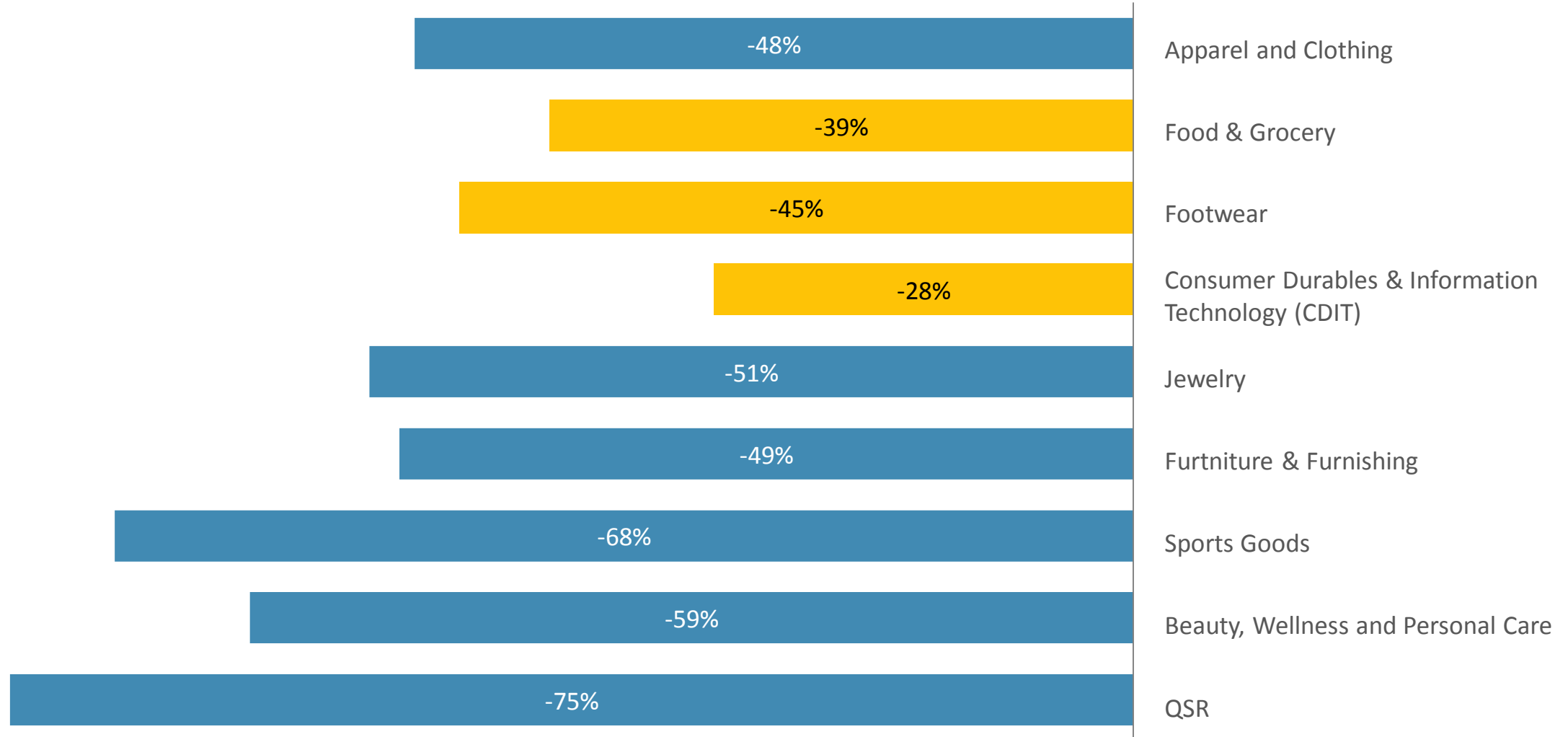
Sep 1 to Sep 15, 2020
(Y-o-Y % de-growth)



Note: 1) Sample set of Retailers in QFY20 - 372, July 1st half & 2nd half: 131 & 102, Aug: 67, Sept:124
 2) Data pertains to 2020 3)) Sales loss in corresponding month compared to last year (Sept 1, 2020 to Sept 15, 2020 vs Sep 1, 2019 to Sept 15, 2019)

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

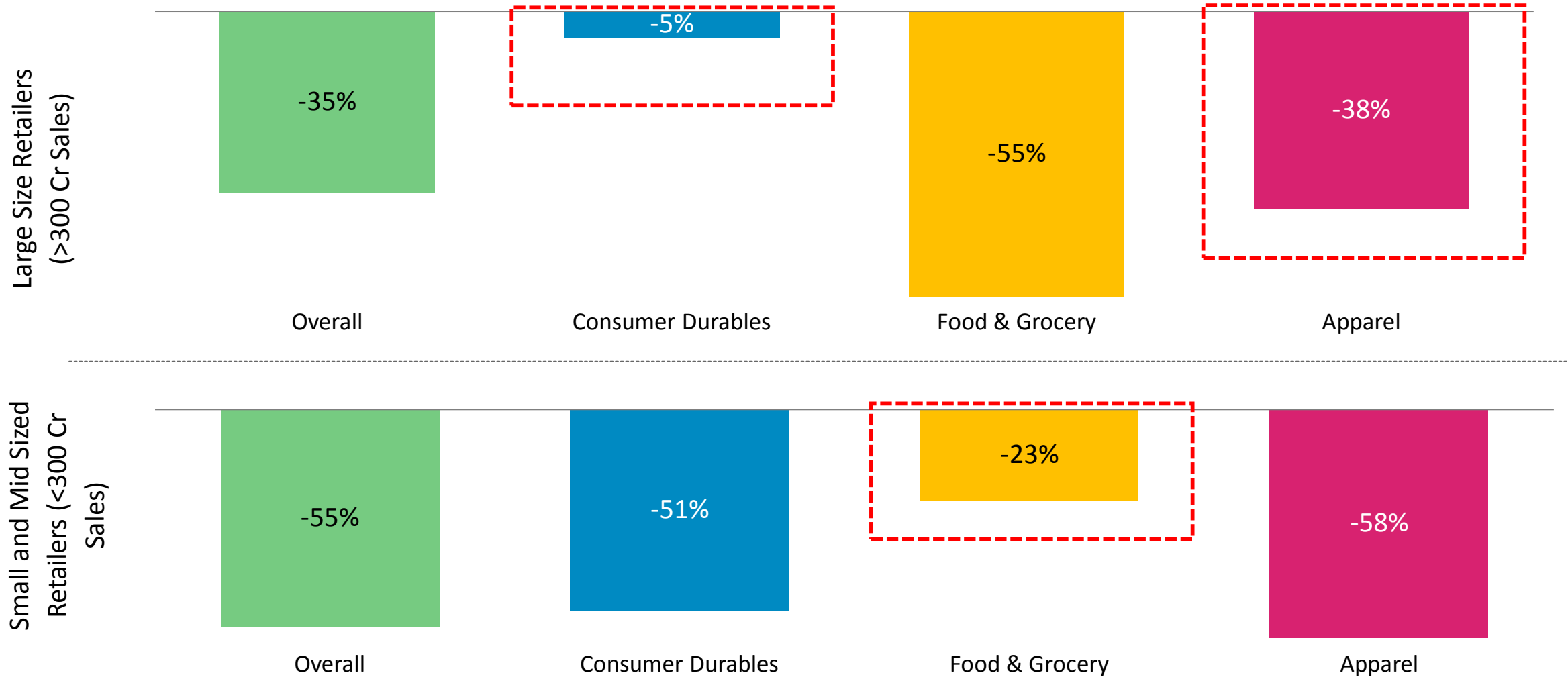
Sep 1 to Sep 15, 2020
(Y-o-Y % de-growth)



Note: 1) Sample Set of 124 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Sept 1, 2020 to Sept 15, 2020 vs Sep 1, 2019 to Sept 15, 2019)

Large sized Retailers (>300 Cr) did better in Consumer Durables and Apparel while Small sized Retailers fared well in Food & Grocery

Sep 1 to Sep 15, 2020
(Y-o-Y % de-growth)



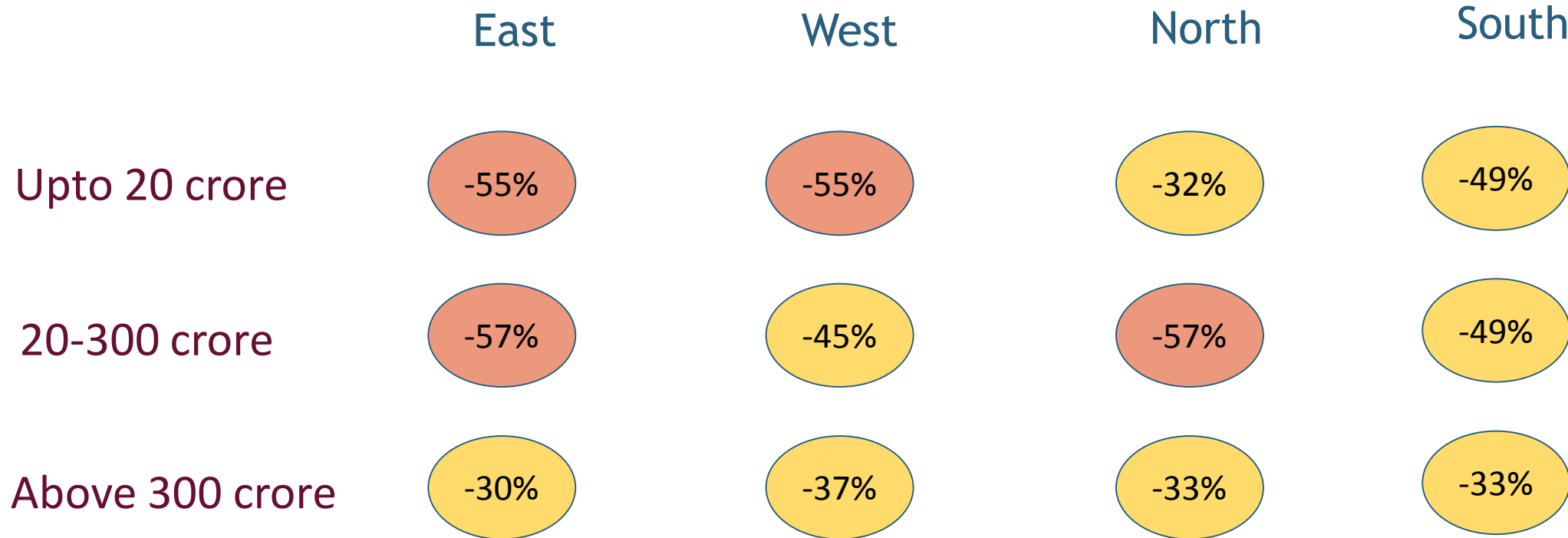
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Appendix

Unlock 4.0 - Sales continue to witness degrowth across regions and company sizes

Sep 1 to Sep 15, 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 124 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!!

