



**Retailers
Association of
India**

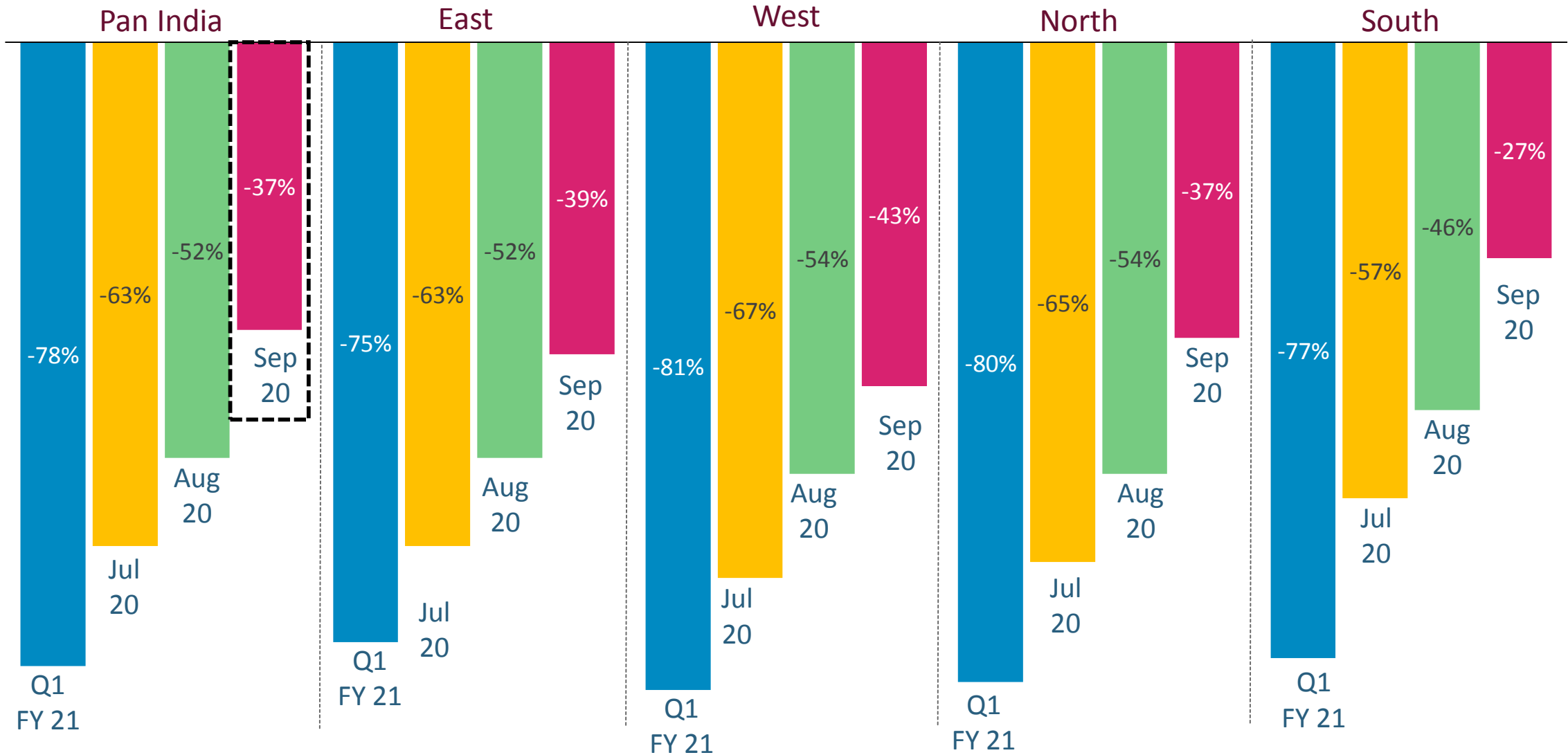
RAI Business Survey- Round 8

Oct 22, 2020

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

Business was ~37% lower in Sep'20 compared to last year

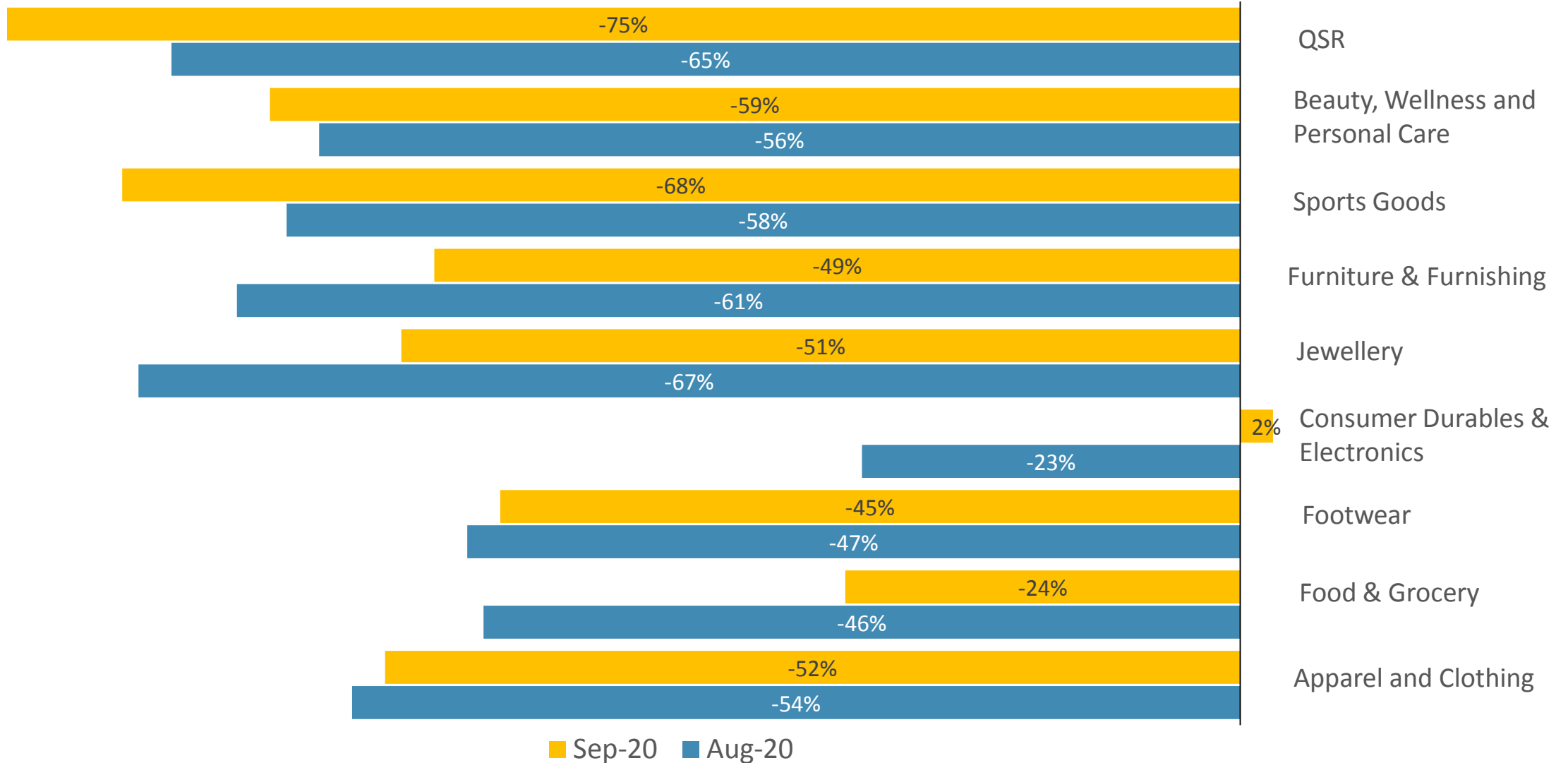
Sep, 2020
(Y-o-Y % de-growth)



Note: 1) Sample set of Retailers in QFY20 - 372, July 1st half & 2nd half: 131 & 102, Aug: 67, Sept:57
 2) Data pertains to 2020 3)) Sales loss in corresponding month compared to last year (Sept 1, 2020 to Sept 30, 2020 vs Sep 1, 2019 to Sept 30, 2019)

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

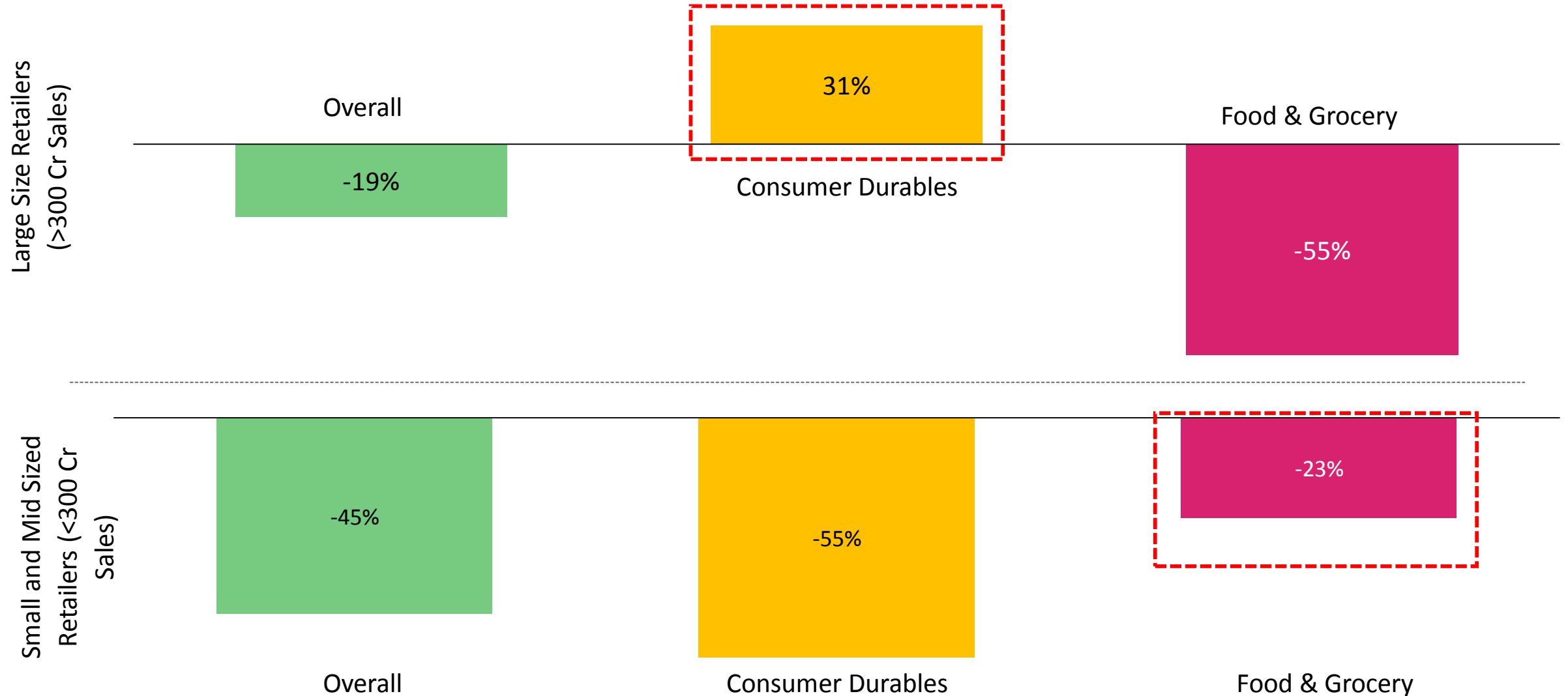
(Y-o-Y % de-growth)



Note: 1) Sample Set of 57 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Sept 1, 2020 to Sept 30, 2020 vs Sep 1, 2019 to Sept 30, 2019)

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

Sept, 2020
(Y-o-Y % de-growth)



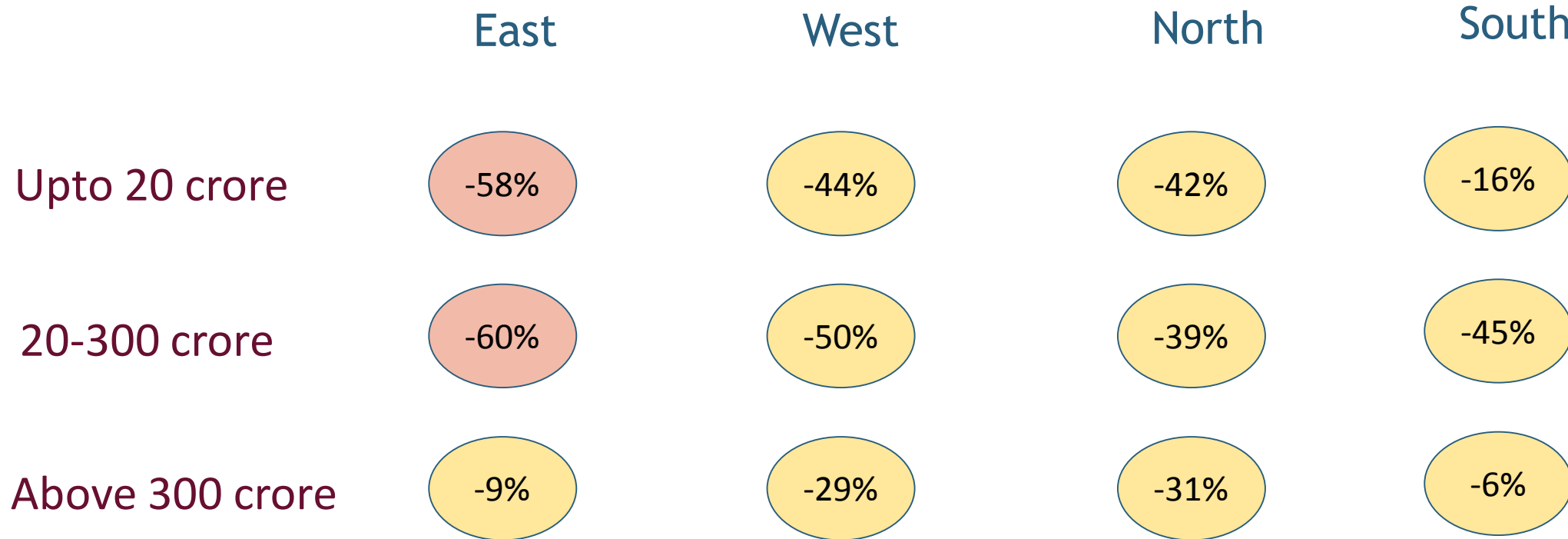
Note: 1) Sample Set of 57 Retailers 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Sept 1, 2020 to Sept 30, 2020 vs Sep 1, 2019 to Sept 30, 2019)

Appendix



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

Sep 1 to Sep 30, 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 57 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!!

