



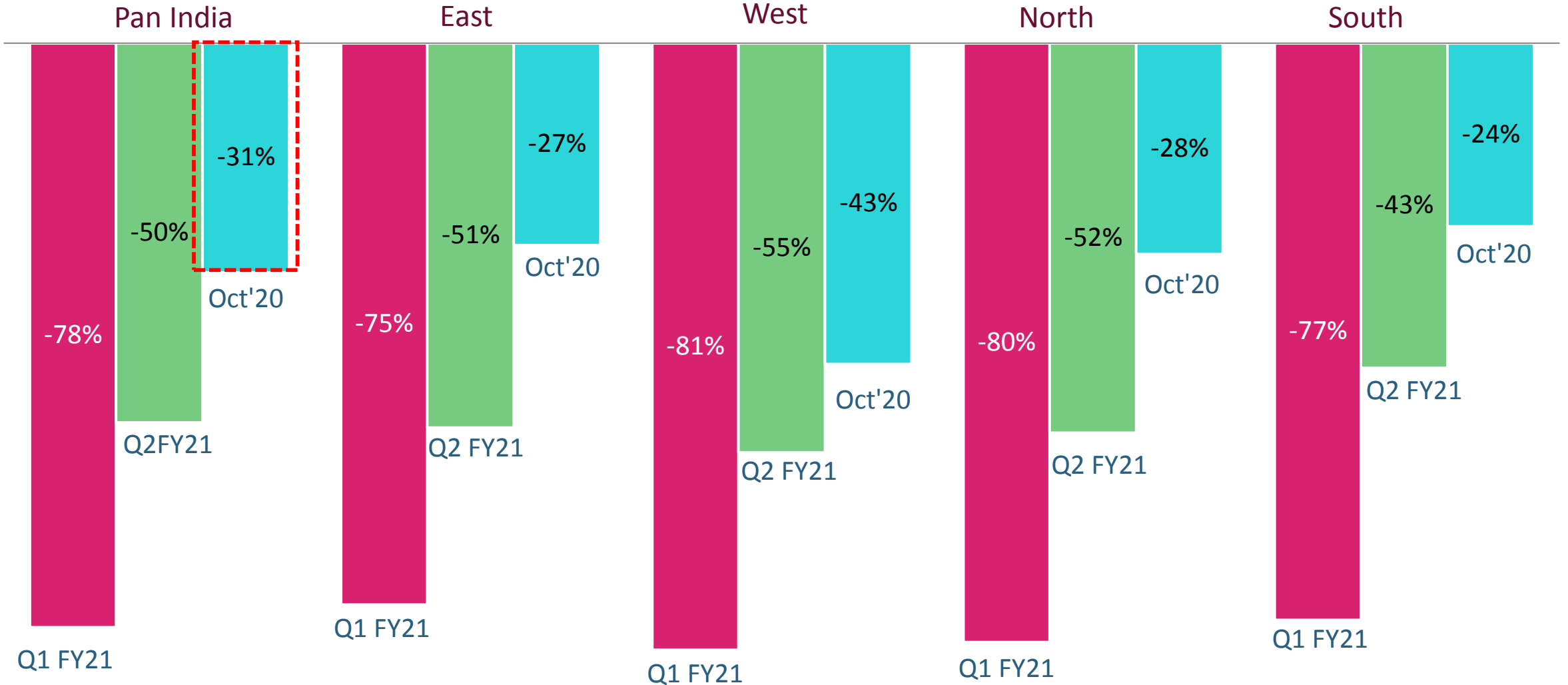
**Retailers
Association of
India**

RAI Business Survey- Round 9

Nov 9, 2020

Retail business recovering month-on-month. However, it is yet to reach last year's level

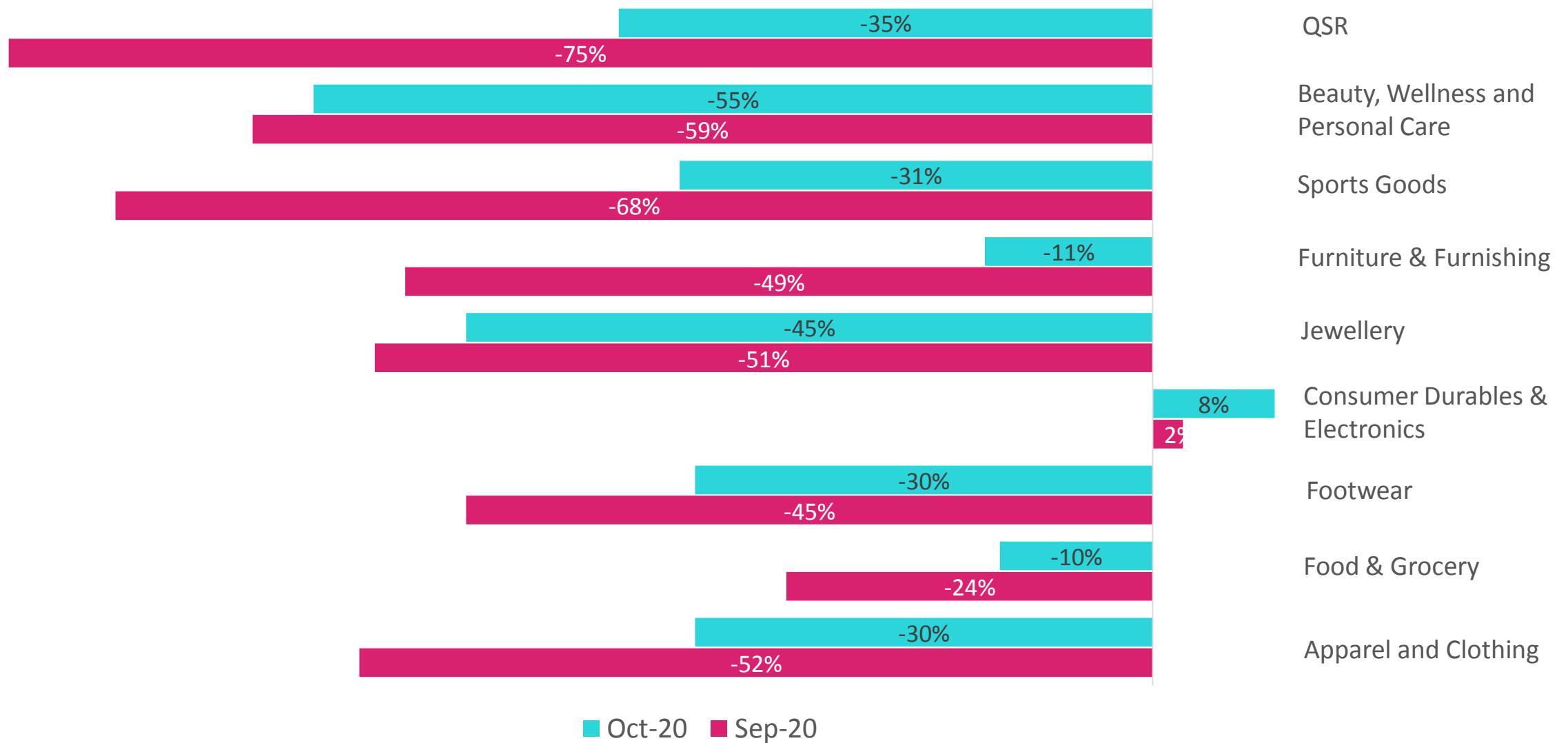
Oct, 2020
(Y-o-Y % de-growth)



Note: 1) Sample set of Retailers in QFY20: 372, July 1st half & 2nd half: 131 & 102, Aug: 67, Sept:57, Oct: 53
 2) Data pertains to 2020 3)) Sales loss in corresponding month compared to last year (Oct 1, 2020 to Oct 31, 2020 vs Oct 1, 2019 to Oct 31, 2019) 4) Diwali was in Oct last year compared to Nov this year

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

(Y-o-Y % de-growth)



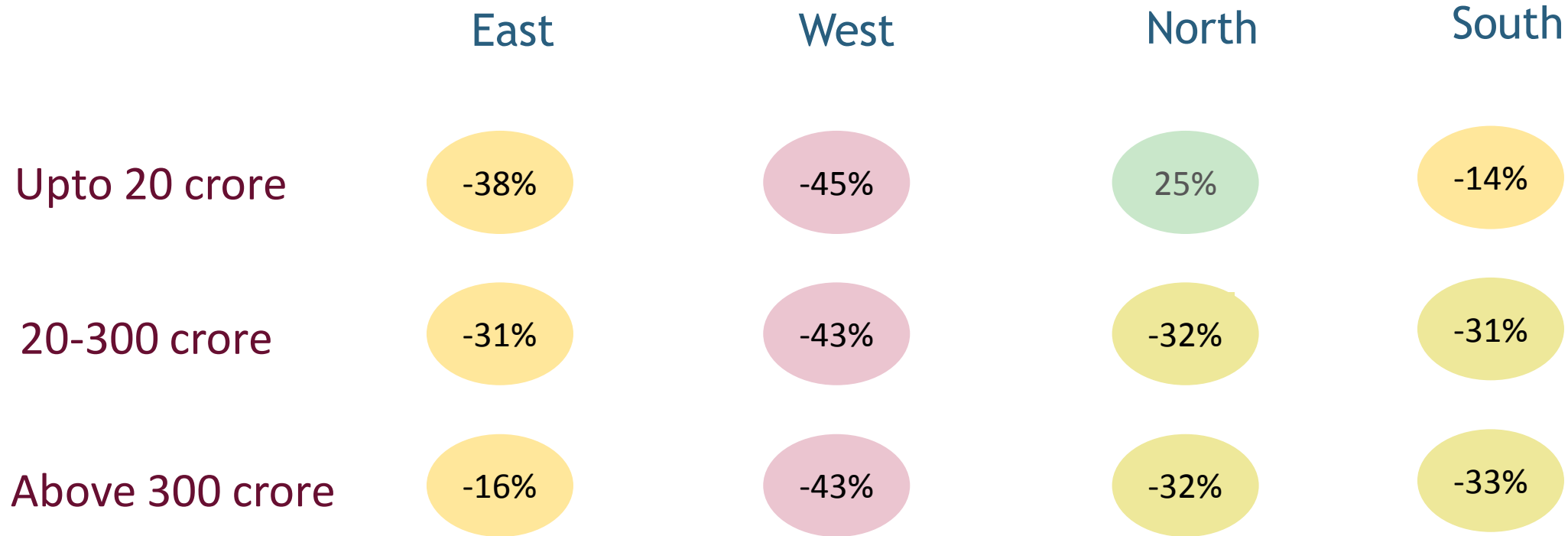
Note: 1) Sample Set of 54 Retailers 2) Data pertains to 2020

Appendix

Unlock 5.0 - Sales continue to witness degrowth across regions and company sizes

Oct 1 to Oct 31, 2020
(Y-o-Y % de-growth)

Region-wise sales degrowth (%)



- Growth over last year
- Between 0 to 40% degrowth
- Greater than 40% degrowth

Note: 1 Many respondents have retail presence in more than one region 2) Sample Set of 53 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

Thank
you!!

