

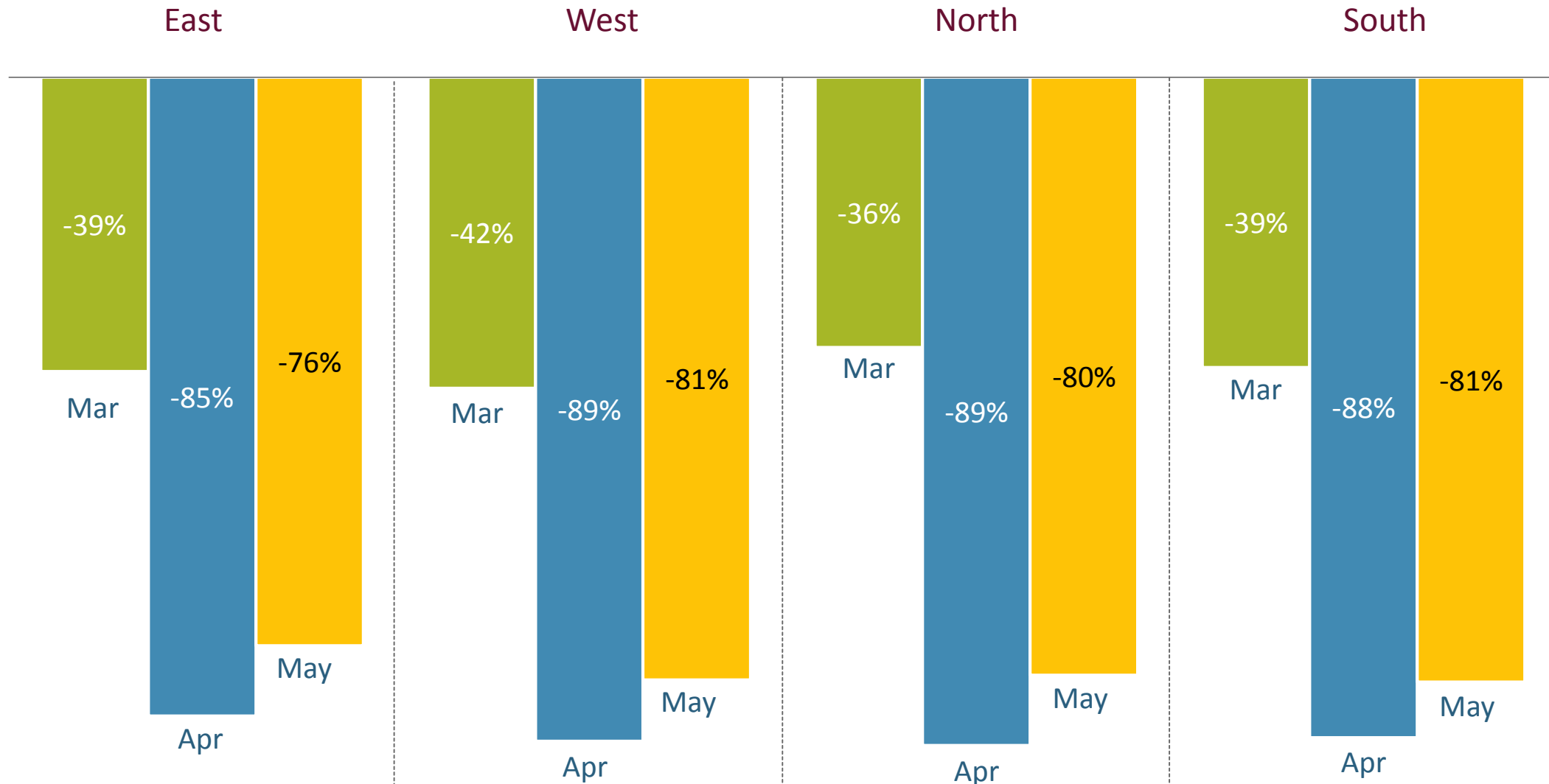


Retailers Association of India

RAI Business Survey

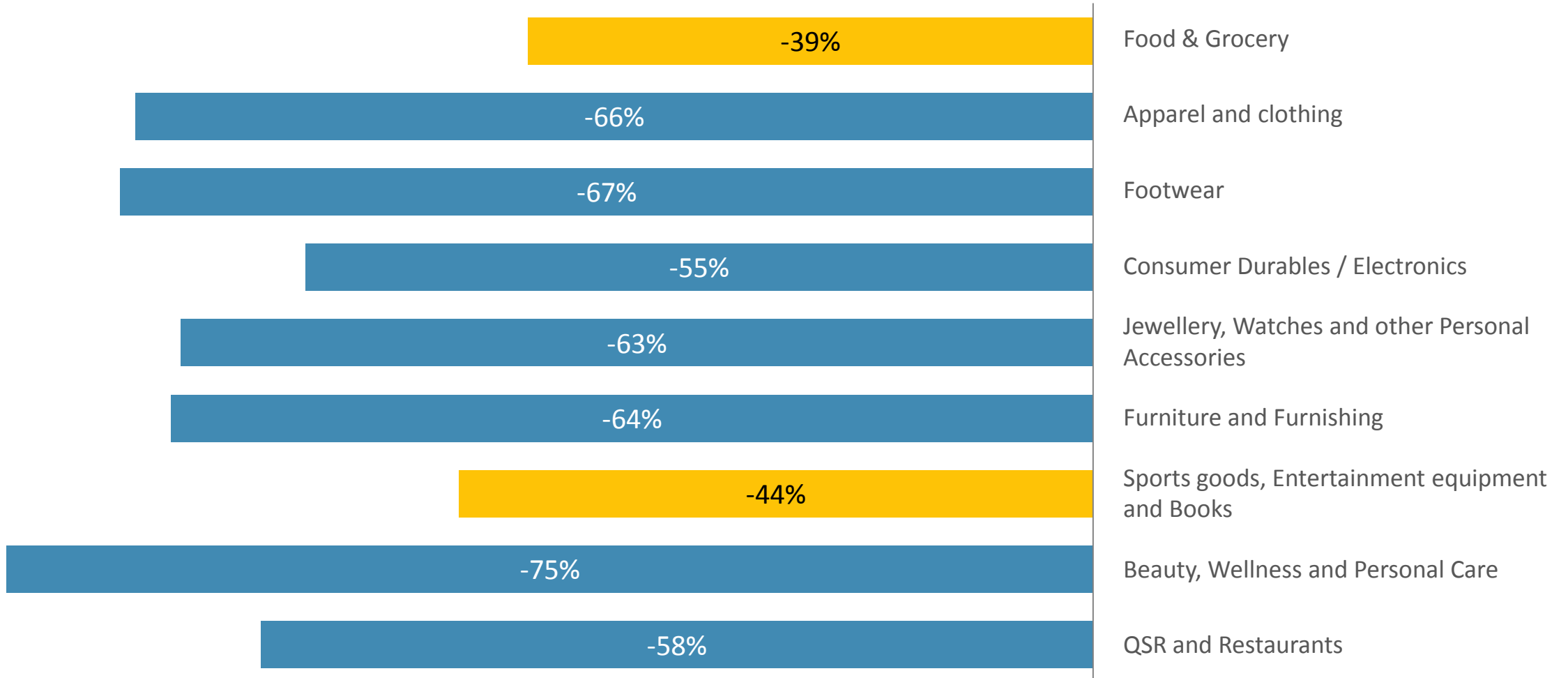
10th June, 2020

Covid-19 Lockdown has severely impacted growth across geographies with acute impact in April and May



Note: Sample Set of 153 Retailers; Data pertains to 2020

All the categories including Food & Grocery businesses have suffered during lockdown

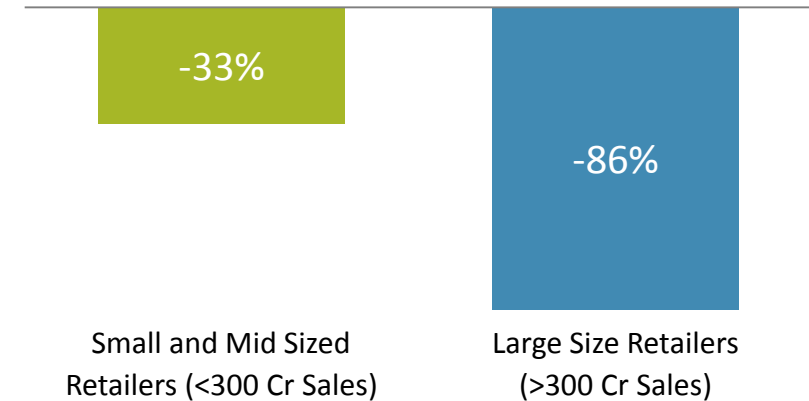
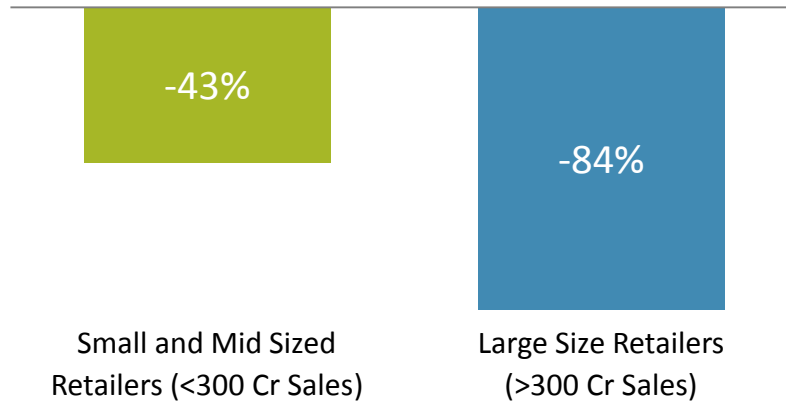


Relaxation in May on lockdown restrictions seem to be ineffective except for small Food & Grocery players

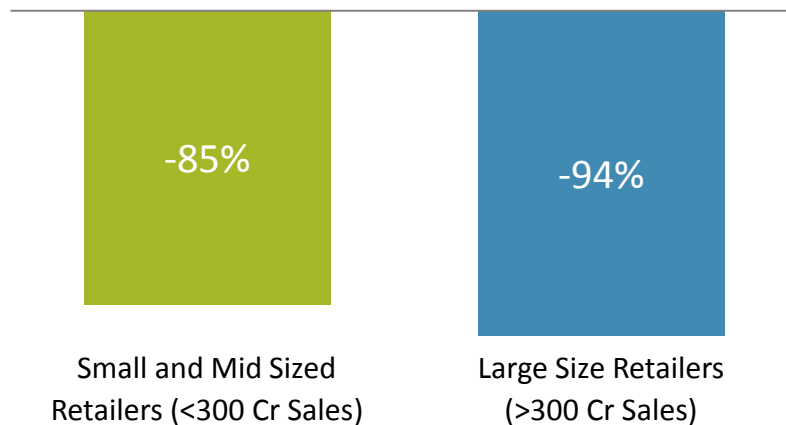
De-growth in Apr 2020

De-growth in May 2020

Companies with Food & Grocery Business



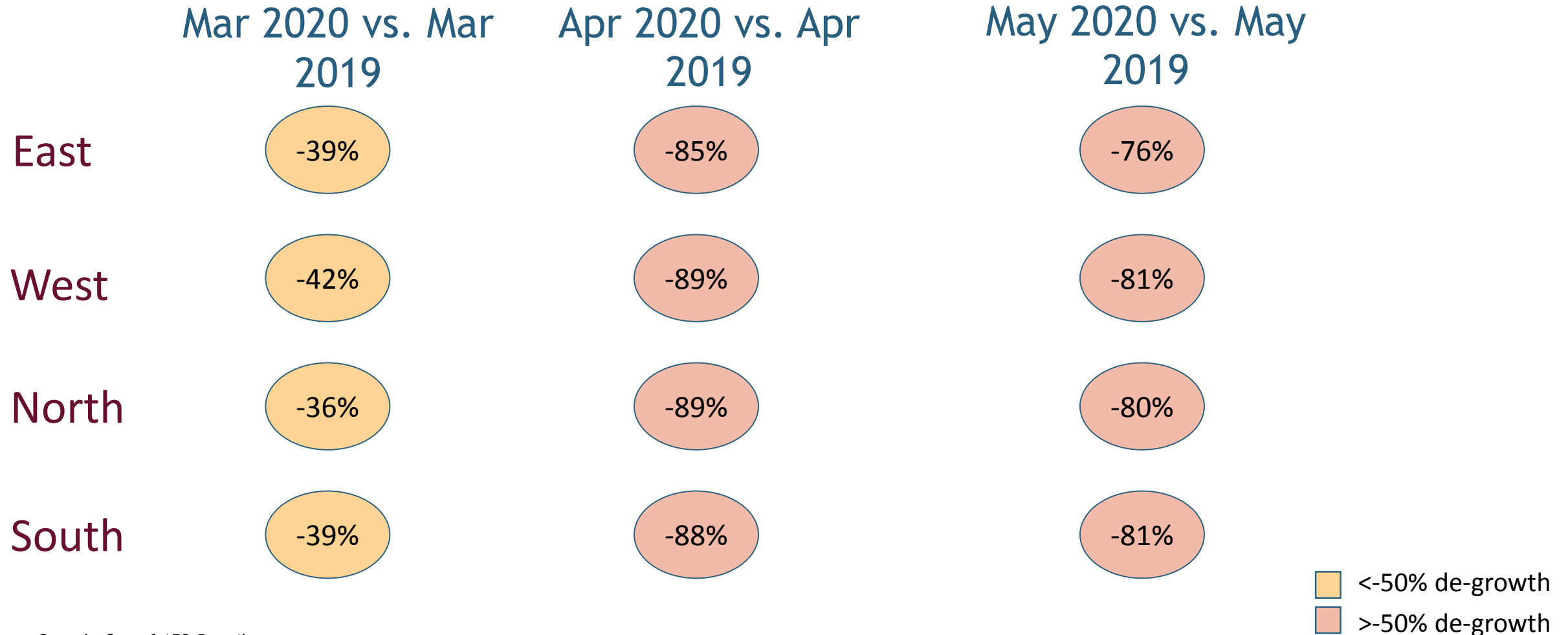
Companies with No Food & Grocery Business



Covid-19 lockdown induced de-growth across regions in Retail

Region-wise monthly sales de-growth (%)

(Y-o-Y % de-growth)




De-growth seen across Turnover sizes Pan India (I/II)


Eastern region monthly sales de-growth (%)

Turnover	Mar 2020 vs Mar 2019	Apr 2020 vs Apr 2019	May 2020 vs May 2019
Upto 20 crore	-43%	-71%	-63%
20-300 crore	-42%	-96%	-81%
Above 300 crore	-35%	-87%	-76%

Western region monthly sales de-growth (%)

Turnover	Mar 2020 vs Mar 2019	Apr 2020 vs Apr 2019	May 2020 vs May 2019
Upto 20 crore	-52%	-85%	-77%
20-300 crore	-45%	-96%	-81%
Above 300 crore	-37%	-85%	-81%

 <-50% de-growth

 >-50% de-growth

Note: 1) Many respondents have retail presence in more than one region.

2) Sample set of Retailers in East - 57, West - 67


De-growth seen across Turnover sizes Pan India (II/II)


Northern region monthly sales de-growth (%)

Turnover	Mar 2020 vs Mar 2019	Apr 2020 vs Apr 2019	May 2020 vs May 2019
Upto 20 crore	-32%	-77%	-63%
20-300 crore	-44%	-96%	-83%
Above 300 crore	-32%	-87%	-80%

Southern region monthly sales de-growth (%)

Turnover	Mar 2020 vs Mar 2019	Apr 2020 vs Apr 2019	May 2020 vs May 2019
Upto 20 crore	-32%	-77%	-63%
20-300 crore	-46%	-95%	-88%
Above 300 crore	-35%	-85%	-79%

 <-50% de-growth

 >-50% de-growth

Note: 1) Many respondents have retail presence in more than one region.
 2) Sample set of Retailers in North - 55, West - 97

Thank
you!!

