



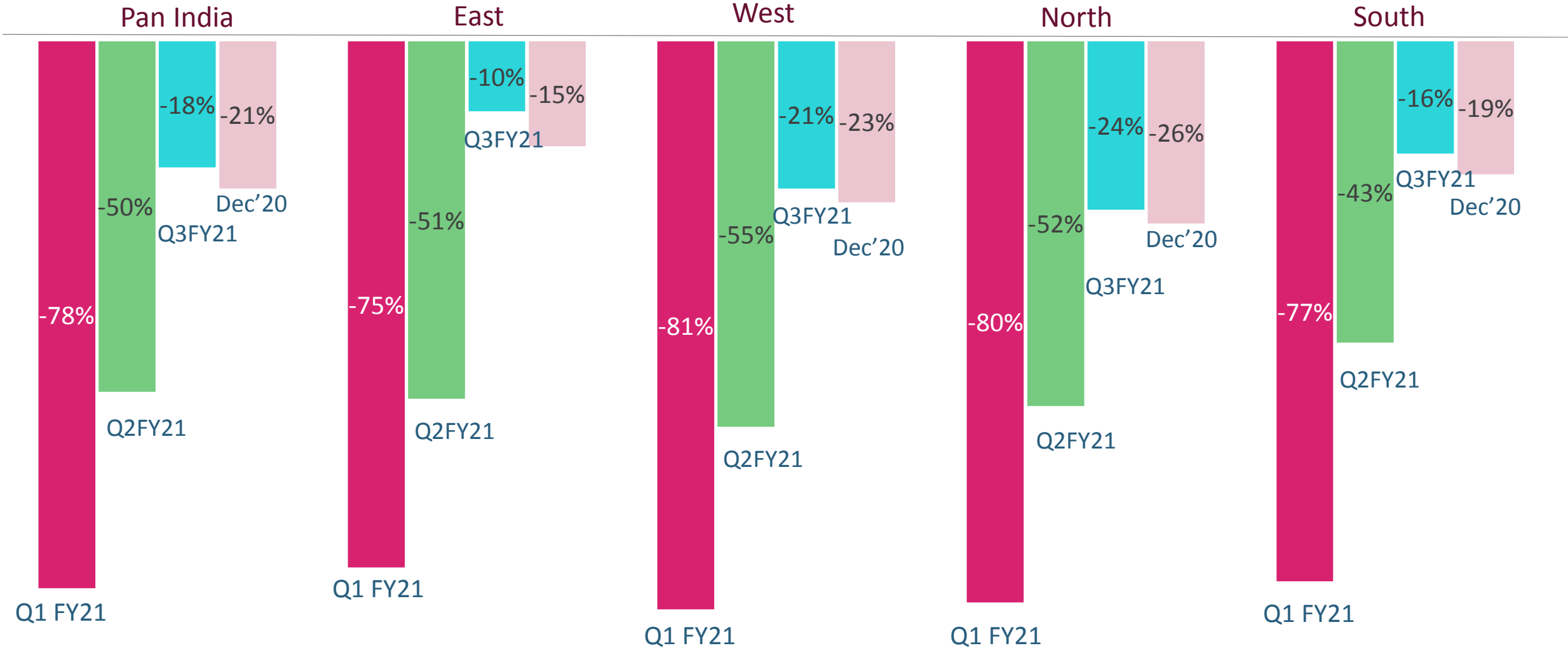
Retailers Association of India

RAI Business Survey- Round 11

Jan 25, 2021

Retail sales witnessed a dip in Dec'20. Business yet to reach last year's level

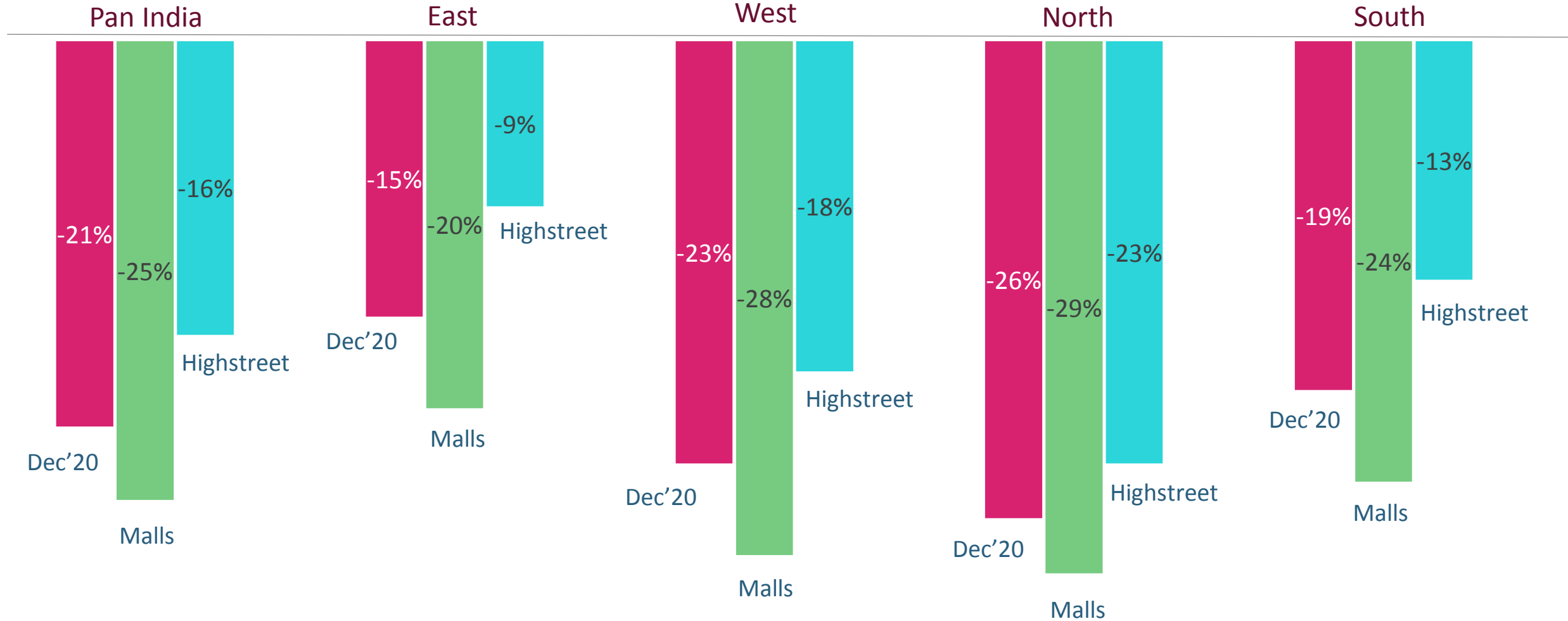
(Y-o-Y % de-growth)



Note: 1) Sample set of Retailers in QFY20: 372, July 1st half & 2nd half: 131 & 102, Aug: 67, Sept:57, Oct: 53, Nov: 68, Dec: 61
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Dec 1, 2020 to Dec 31, 2020 vs Dec 1, 2019 to Dec 31, 2019) 4) Diwali was in Oct last year compared to Nov this year

Malls witnessed -25% sales de-growth while high-street witnessed -16% de-growth at Pan India level

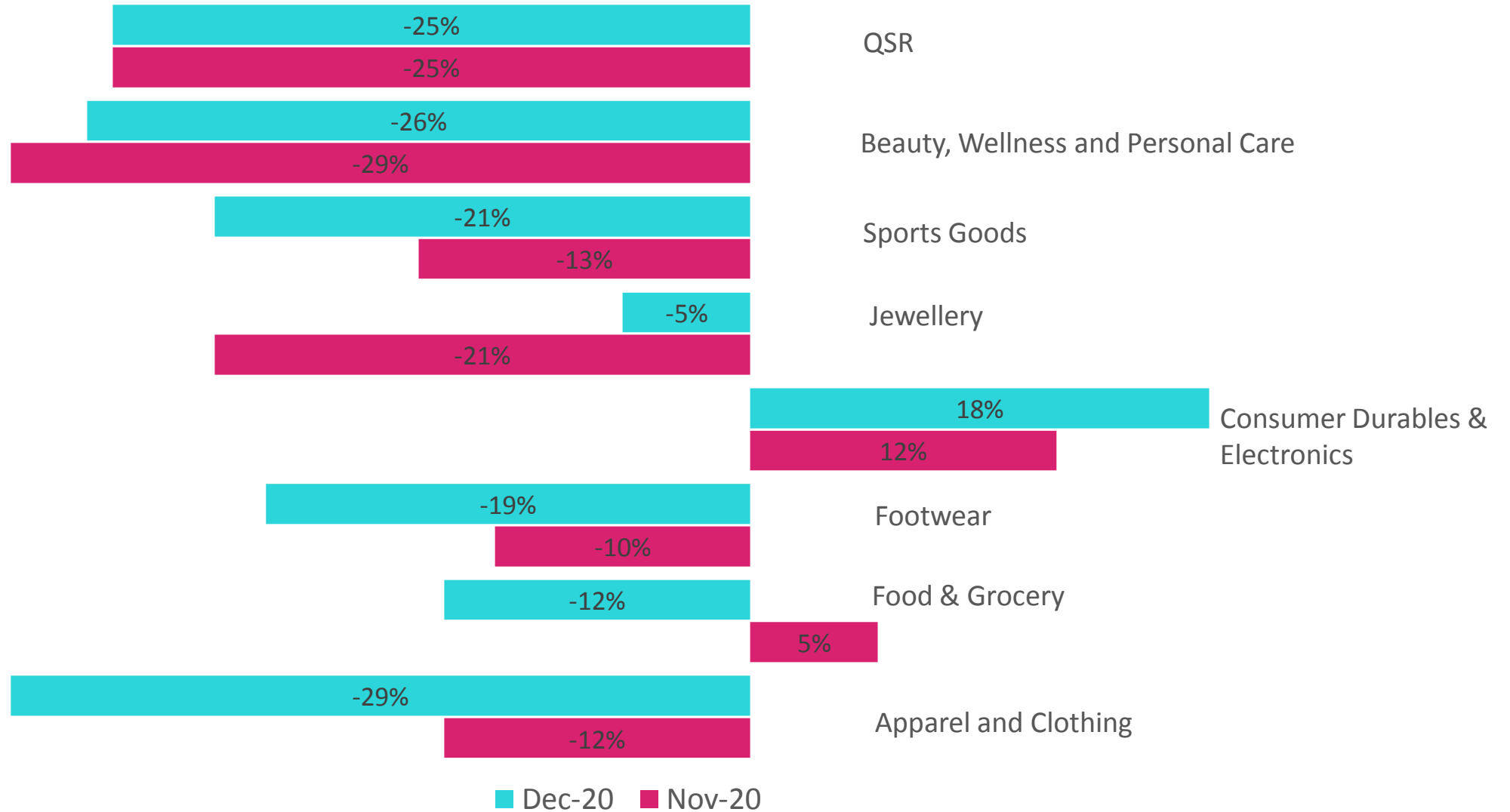
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Consumer Durables has shown a sign of recovery; Other categories yet to recover

(Y-o-Y % de-growth)



Appendix

Unlock 7.0 - Sales continue to witness de-growth across regions and turnover sizes

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

Region-wise sales growth/ degrowth (%)

	East	West	North	South
Upto 20 crore	-34%	-12%	n/a	-12%
20-300 crore	-28%	-26%	-33%	-17%
Above 300 crore	-5%	-24%	-23%	-20%

■ Growth over last year
■ Between 0 to 40% degrowth

Note: 1) n/a - Not available 2) Many respondents have retail presence in more than one region 3) Sample Set of 68 Retailers
 4) 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!!

