



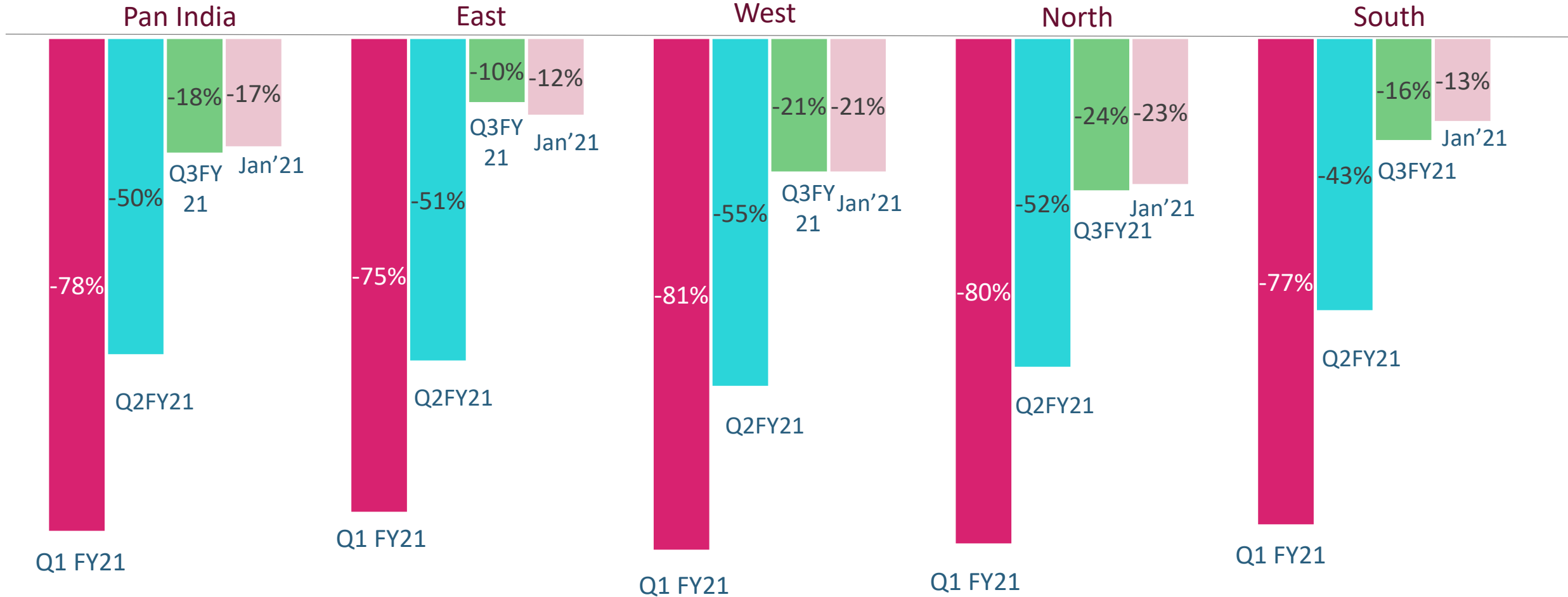
# **Retailers Association of India**

## **RAI Business Survey- Round 12**

March 2, 2021

# Quantum of de-growth in Retail sales had come down in Jan'21. However, business yet to reach last year's level

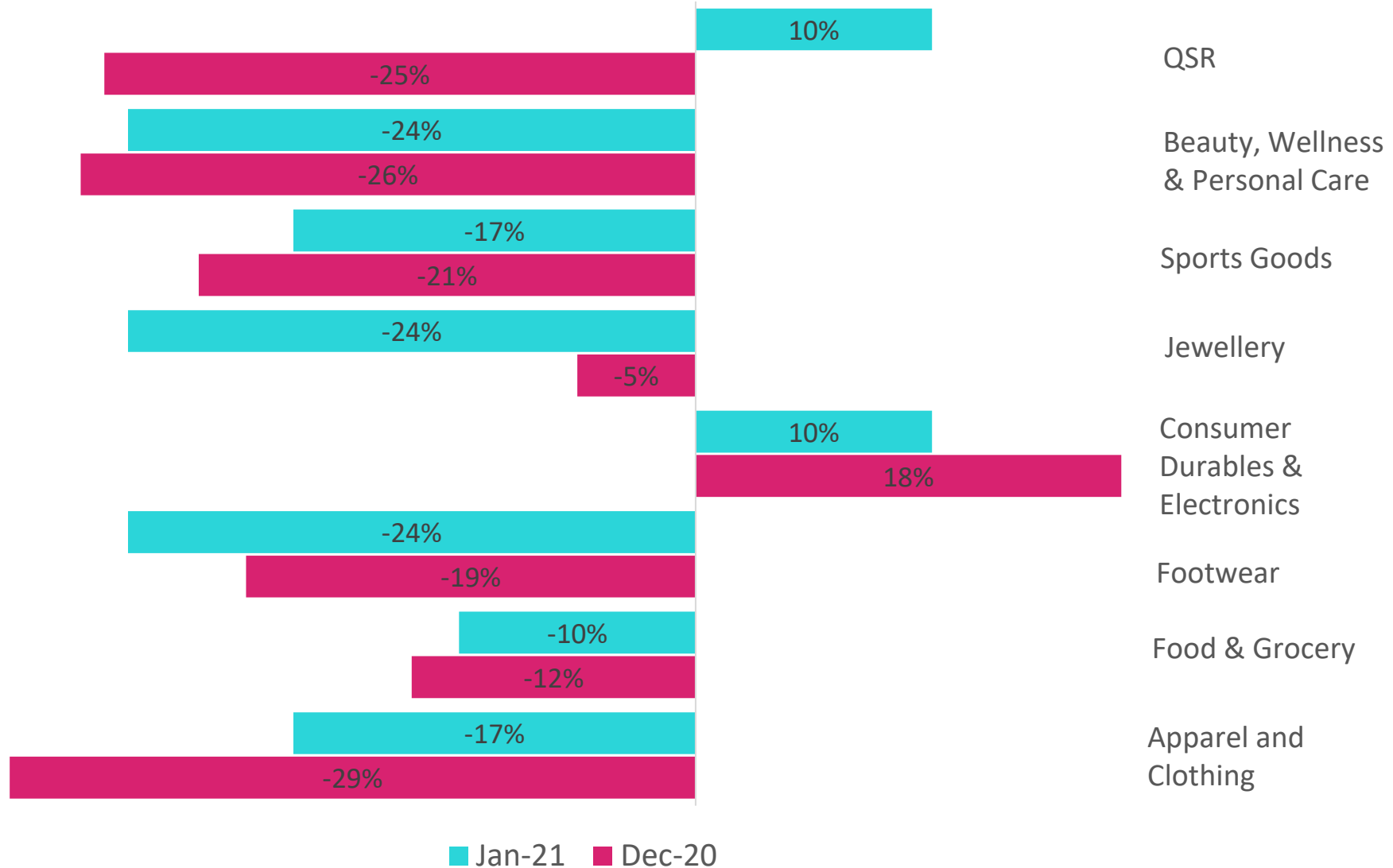
(Y-o-Y % de-growth)



**Note:** 1) Sample set of Retailers in QFY20: 372, July 1<sup>st</sup> half & 2nd half: 131 & 102, Aug: 67, Sept:57, Oct: 53, Nov: 68, Dec: 61, Jan 2021 - 93  
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Jan 1, 2020 to Jan 31, 2021 vs Jan 1, 2020 to Jan 31, 2020)

# Consumer Durables & QSR have shown signs of recovery; Other categories yet to recover

(Y-o-Y % de-growth)





# Appendix

# Unlock 8.0 - Sales continue to witness de-growth across regions and turnover sizes

Jan 1 to Jan 31, 2021  
(Y-o-Y % de-growth)

## Region-wise sales growth/ degrowth (%)

	East	West	North	South
Upto 20 crore	-18%	-19%	-32%	-9%
20-300 crore	-16%	-22%	-24%	-23%
Above 300 crore	-2%	-21%	-14%	-6%

 Growth over last year  
 Between 0 to 40% degrowth

**Note:** 1) Many respondents have retail presence in more than one region 3) Sample Set of 93 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!!

