



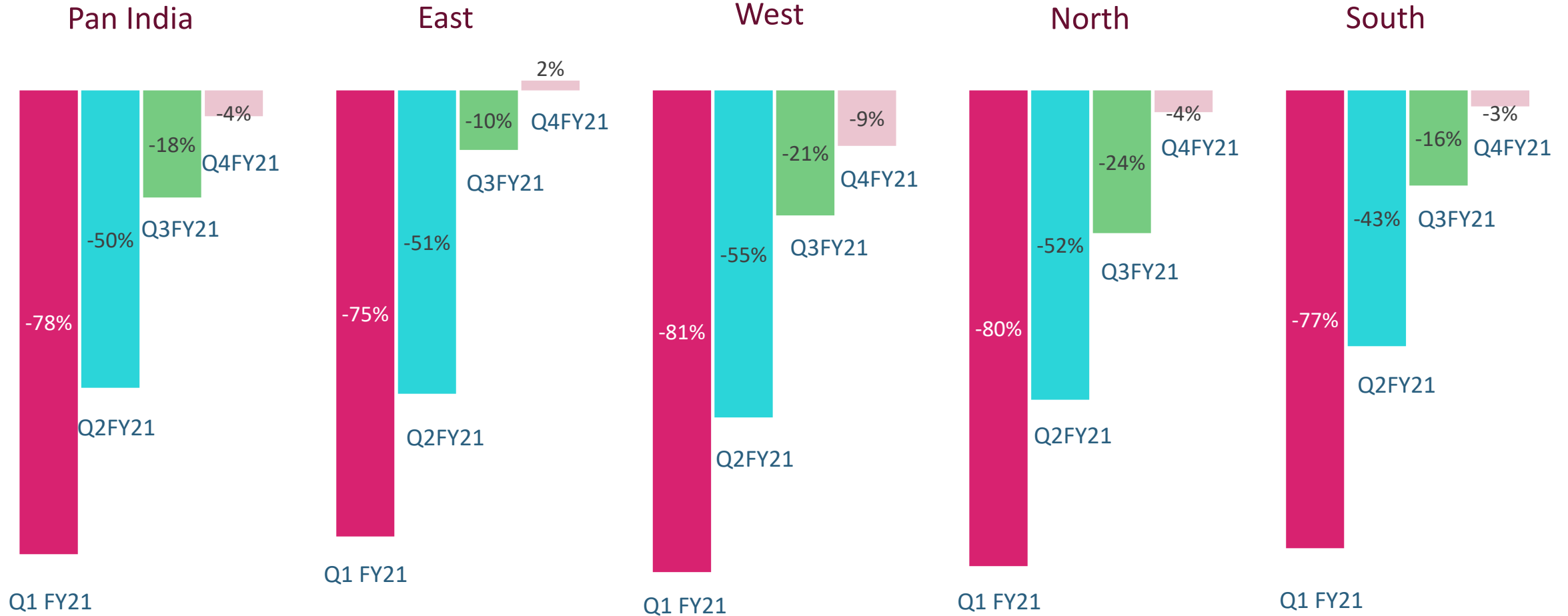
Retailers Association of India

RAI Business Survey- Round 14

March, 2021

Region-wise Quarterly Sales Growth/De-growth in FY21

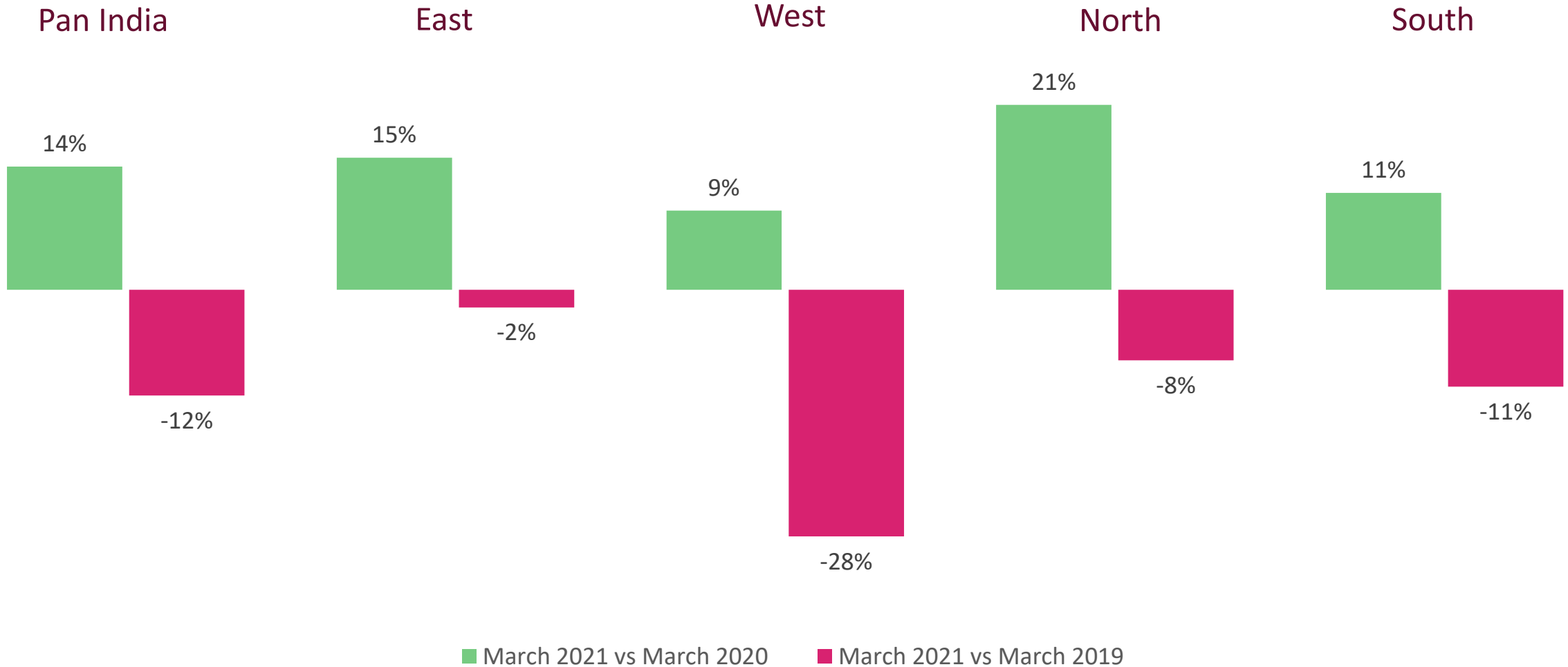
(Y-o-Y % de-growth)



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, Jan 2021 - 93, Feb 2021 - 63, Mar 2021-71
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Mar 1, 2021 to Mar 31, 2021 vs Mar 1, 2020 to Mar 31, 2020)

Region-wise Sales Growth/De-growth in Mar'21 compared to March'20 & Mar'19

(Y-o-Y % de-growth)

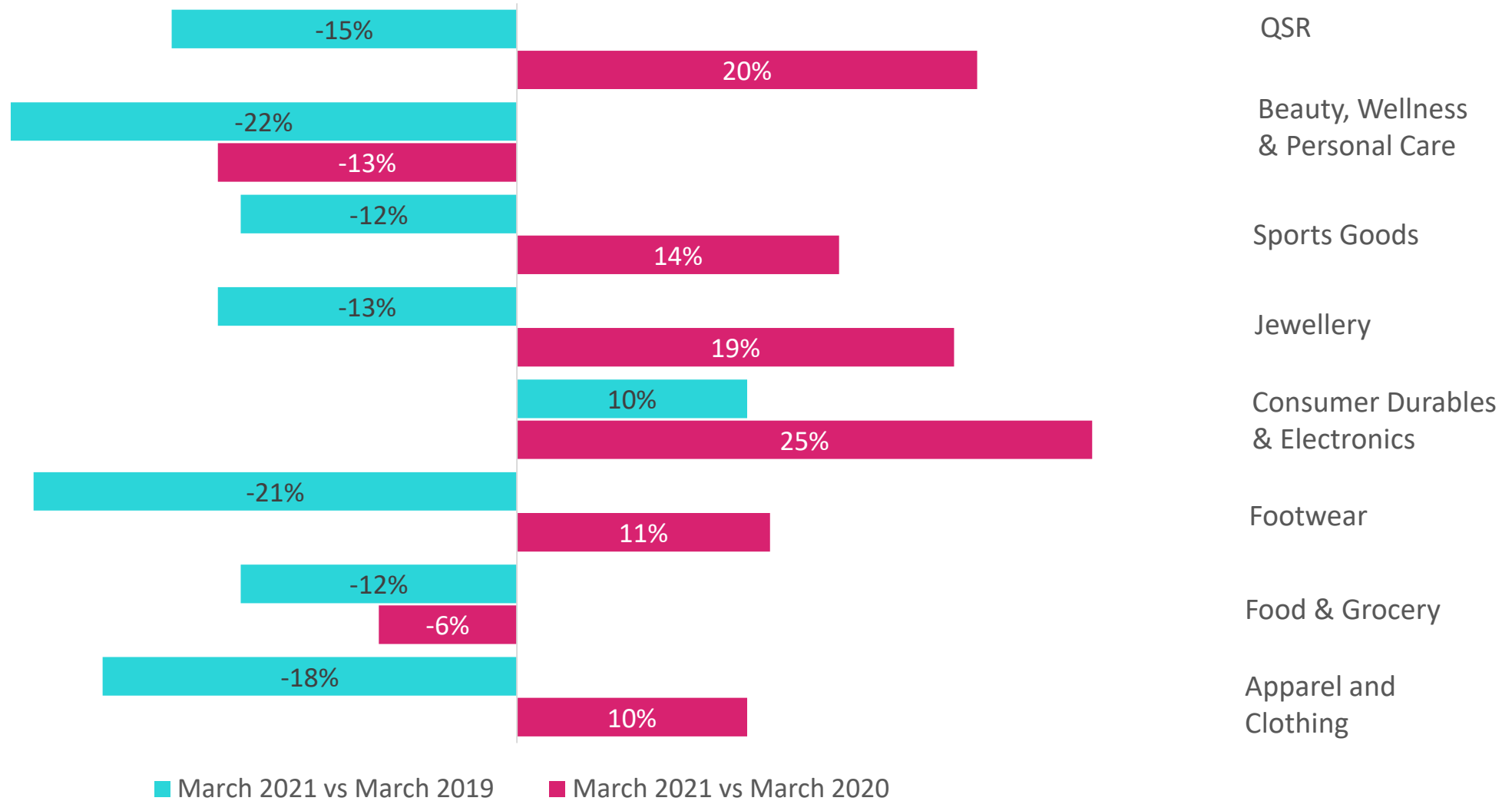


Note: 1) Sample set of 71 Retailers

2) Sales growth/degrowth in corresponding month compared to last year (Mar 1, 2021 to Mar 31, 2021 vs Mar 1, 2020 to Mar 31, 2020);
 Sales growth/degrowth in corresponding month compared to last to last year (Mar 1, 2021 to Mar 31, 2021 vs Mar 1, 2019 to Mar 31, 2019)

Category-wise Sales Growth/De-growth

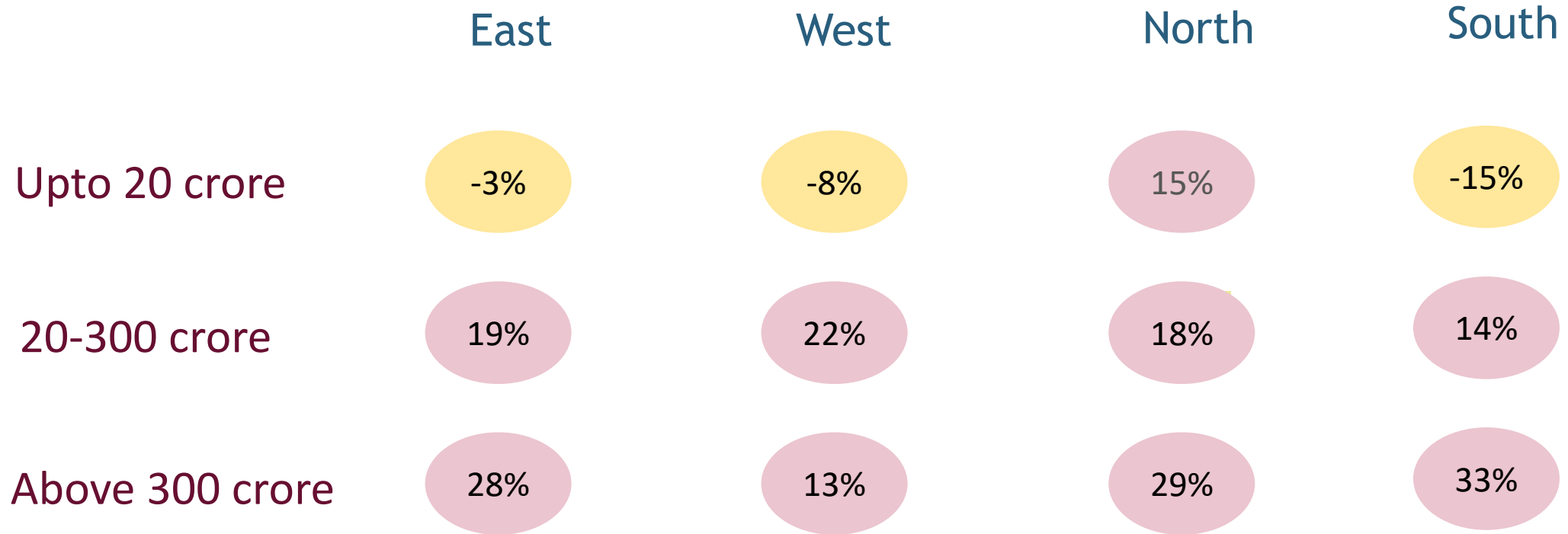
(Y-o-Y % de-growth)



Appendix

Region-wise sales growth/ degrowth (%)

Mar 1 to Mar 31, 2021
(Y-o-Y) %



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 71 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

Category-wise sales growth/ degrowth (%)

Period	Apparel and Clothing	Food & Grocery	Footwear	Consumer Durables & Electronics	Jewellery	Sports Goods	Beauty, Wellness and Personal Care	QSR
March 2021 vs March 2020	10%	-6%	11%	25%	19%	14%	-13%	20%
March 2021 vs March 2019	-18%	-12%	-21%	10%	-13%	-12%	-22%	-15%

Thank
you!!

