



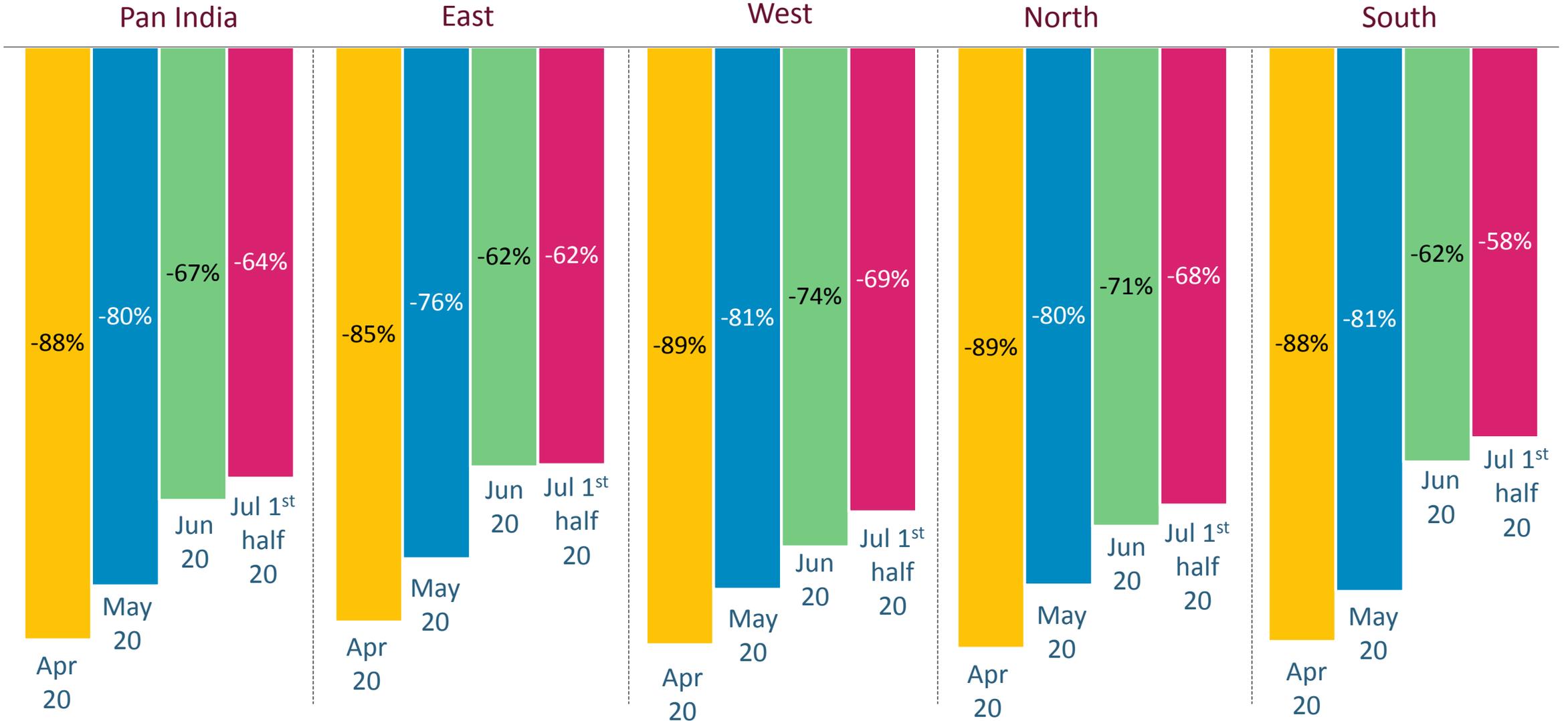
**Retailers  
Association of  
India**

# **RAI Business Survey- Round 4**

**July 21, 2020**

# First half of Jul'20 witnessed -64% degrowth compared to -67% degrowth in Jun'20 at Pan India level

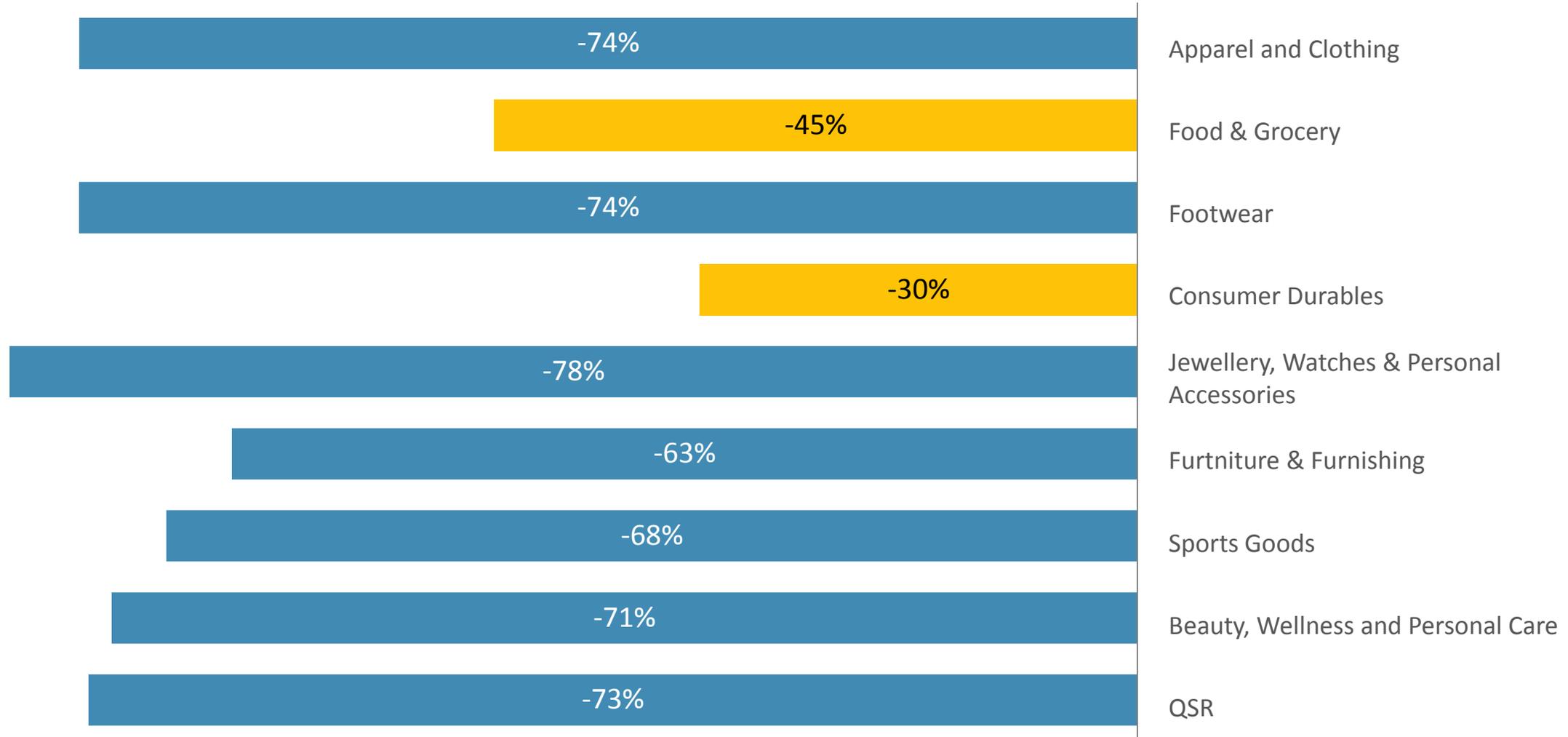
(Y-o-Y % degrowth)



Note: 1) Sample set of Retailers for April & May: 153 , June 1<sup>st</sup> half: 103, June 2<sup>nd</sup> half: 117, July 1<sup>st</sup> half: 131 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year

# A few categories such as Food & Grocery, Consumer Durables continue to indicate signs of recovery

July 1 to July 15, 2020  
(Y-o-Y % degrowth)



Note: 1) Sample Set of 131 Retailers; 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (July 1, 2020 to July 15, 2020 vs July 1, 2019 to July 15, 2019)

# Consumer durables witnessed -21% degrowth for Large sized Retailers; Food & Grocery witnessed -35% degrowth for Small & Medium sized Retailers

July 1 to July 15, 2020  
(Y-o-Y % degrowth)



Note: 1) Sample Set of 131 Retailers; 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (July 1, 2020 to July 15, 2020 vs July 1, 2019 to July 15, 2019)

# Appendix

# Unlock 1.0 - Sales continue to witness degrowth across regions and company sizes

July 1 to July 15, 2020  
(Y-o-Y % degrowth)

## Region-wise sales degrowth (%)



<-50% degrowth  
 >-50% degrowth

**Note:** 1) Many respondents have retail presence in more than one region 2 ) Sample Set of 131 Retailers

Thank  
you!!

