



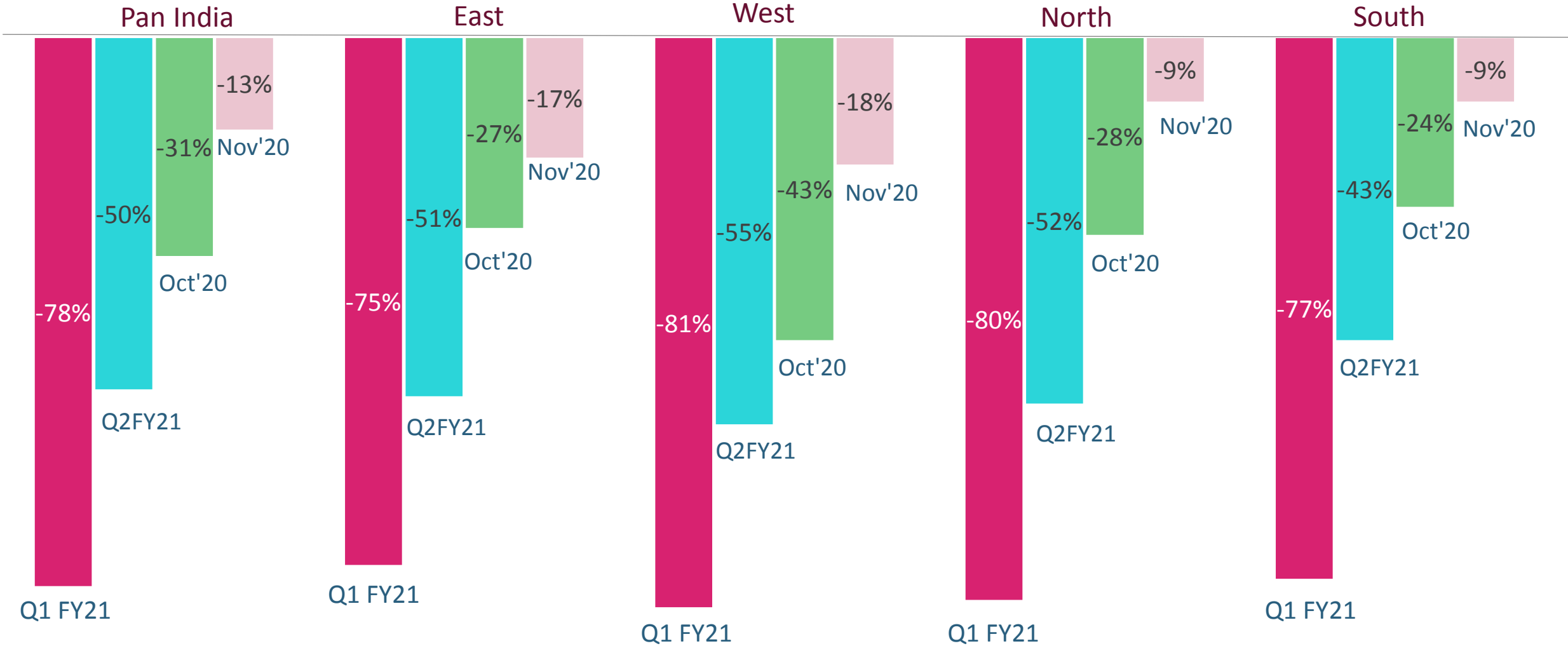
**Retailers  
Association of  
India**

# **RAI Business Survey- Round 10**

**Dec 15, 2020**

# Retail business recovering month-on-month. However, it is yet to reach last year's level

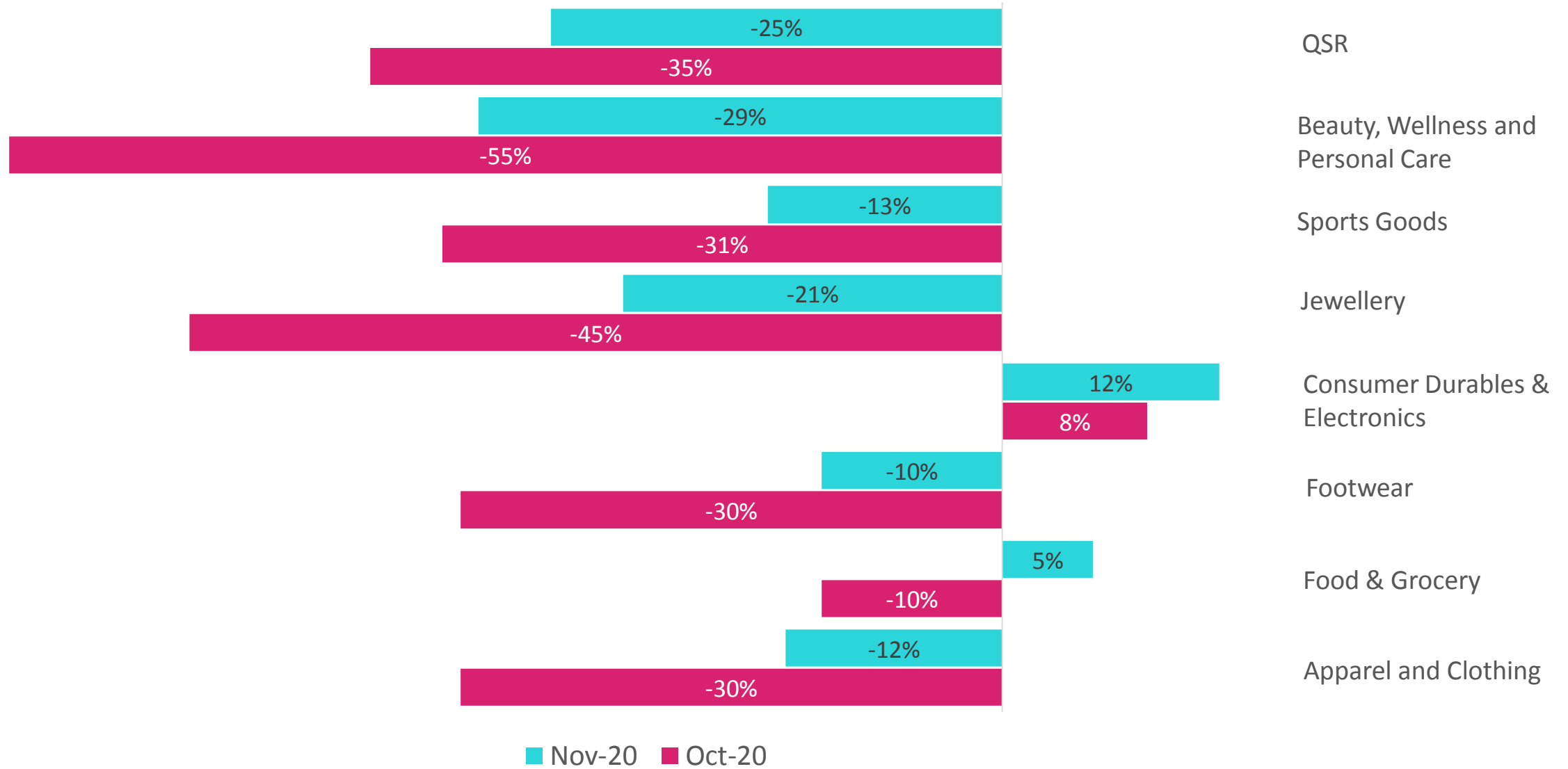
Nov 1 to Nov 30, 2020  
(Y-o-Y % de-growth)



**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  
 2) Data pertains to 2020 3) Sales loss in corresponding month compared to last year (Nov 1, 2020 to Nov 30, 2020 vs Nov 1, 2019 to Nov 30, 2019) 4) Diwali was in Oct last year compared to Nov this year

# Consumer Durables and Food & Grocery have shown signs of recovery; Other categories yet to recover

(Y-o-Y % de-growth)



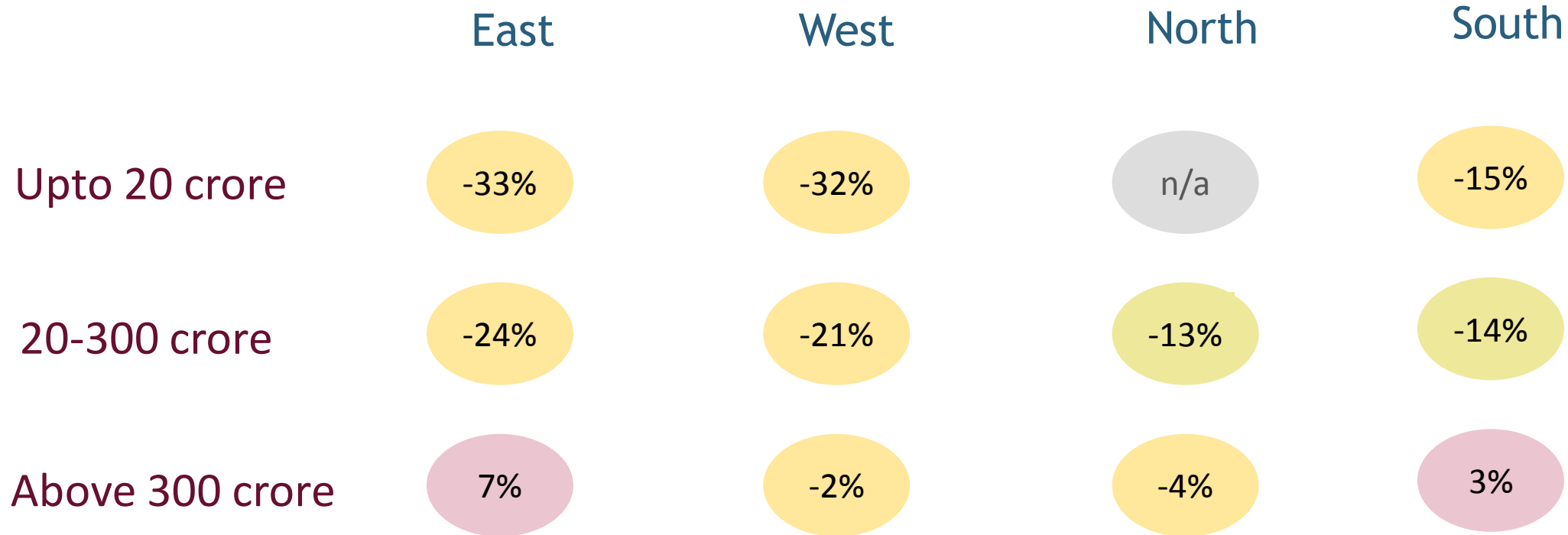
Note: 1) Sample Set of 68 Retailers 2) Data pertains to 2020

# Appendix

# Unlock 6.0 - Sales continue to witness degrowth across regions and turnovers sizes

Nov 1 to Nov 30, 2020  
(Y-o-Y % de-growth)

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



■ 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!!

