

## MONTHLY FD REVIEW

# BDO CHARITY RETAIL SALES TRACKER

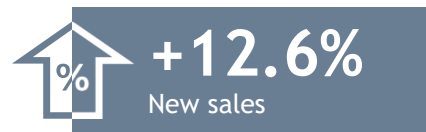
OCTOBER 2019

### CHARITY SALES STILL GOING STRONG

#### CHARITY



October 2018: +5.6%\*



October 2018: +0.9%

**Charity Retail Association®**  
The voice of charity retail



October 2018: +5.5%\*



October 2018: 30.1%\*

\*2018 figures are updated and re stated

#### COMMENTS FROM CHARITY RETAIL

- Charity retailers reported another strong month of sales growth (+3.5%) in October, even from a strong base of +5.6% the prior year. This was again driven by sales of New Goods.
- While large retailers reported stellar growth in New Goods, it was medium-sized retailers who saw strong growth in Donated sales.

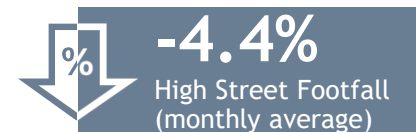
#### KEY FACTORS AFFECTING THE MONTH

- Weather and staffing levels were among the key challenges in October.
- Footfall also featured among the challenges impeding growth this month.

#### COMMERCIAL



October 2018: -2.0%



October 2018: -2.2%

#### COMMENTS FROM COMMERCIAL RETAIL

- In store LFLs recorded a slight increase of +0.7% in October, but failed to offset a poor base of -2.0% for the same month last year.
- **Strongest performer:** Homewares experienced a rise of +7.8%, contributing to 9 months of positive LFL sales this year.
- **Weak performance:** Lifestyle fell by -1.9% from -2.9% last year

Source: BDO High Street Sales Tracker



#### JOIN THE TRACKER FOR MORE DETAILED REPORTS

As part of the Charity Retail Sales Tracker (CRST), we produce more detailed weekly and monthly reports for the medium to very large retail chains that take part, allowing them to easily benchmark their performance against peers.

The more charity retailers involved, the greater the value our tracker can provide for participants and the wider sector as a whole.

To participate and receive these exclusive reports, contact: [charityretailsalestracker@bdo.co.uk](mailto:charityretailsalestracker@bdo.co.uk)

#### FURTHER INFORMATION:

**Zarine Manekshaw**  
Charity Retail Lead  
[zarine.manekshaw@bdo.co.uk](mailto:zarine.manekshaw@bdo.co.uk)  
+44 (0)207 893 2559

**Alistair Brisbane**  
Senior Research Analyst  
[alistair.x.brisbourne@bdo.co.uk](mailto:alistair.x.brisbourne@bdo.co.uk)  
+44 (0)207 893 3259

The Charity Retail Sales Tracker Monthly Review outlines monthly like-for-like sales changes of charity retailers with approximately 4,000 individual stores between them. Any footfall figures quoted come from Springboard who are a leading provider of automated visitor counting and retail sales analysis.

BDO LLP, a UK limited liability partnership registered in England and Wales under number OC305127, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. A list of members' names is open to inspection at our registered office, 55 Baker Street, London W1U 7EU. BDO LLP is authorised and regulated by the Financial Conduct Authority to conduct investment business. BDO is the brand name of the BDO network and for each of the BDO member firms. BDO Northern Ireland, a partnership formed in and under the laws of Northern Ireland, is licensed to operate within the international BDO network of independent member firms. Copyright © September 2019 BDO LLP. All rights reserved. Published in the UK.