

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

OCTOBER 2020

CHARITY RETAILERS SEE RESULTS AHEAD OF COMMERCIAL HIGH STREET PEERS

CHARITY

Charity Retail Association®
The voice of charity retail



October 2019: +3.5%



October 2019: +3.8%



October 2019: +12.6%



October 2019: 31.3%

COMMENTS FROM CHARITY RETAIL

- Charity retailers' results were significantly ahead of the commercial high street, with total LFL sales down by -19.2%. Sales of New Goods, in particular, saw significant improvement over last month.
- Charity retailers continued to reopen more of their shops and some even reported record-breaking results - but as new lockdown restrictions were put in place towards the end of the month, charity retailers felt an impact on trade.

KEY FACTORS AFFECTING THE MONTH

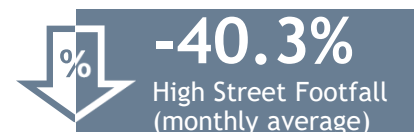
- While footfall remains particularly challenging, the sanitary threat appears to be the pervasive driver behind declining sales.
- Lockdown restrictions are also impacting the level of donations, but Christmas card sales drove positive results for some charity retailers.

The Charity Retail Sales Tracker Monthly Review outlines monthly LFL sales changes of charity retailers with c4,000 individual stores between them (13 charity retailers reported this month with 3,180 individual stores between them).

COMMERCIAL



October 2019: +0.7%



October 2019: -4.6%

COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs were down by -27.7% but, driven by an increase in non-store LFLs of +86.0%, October saw the first positive total LFL (store and non-store sales combined) since January.
- Strongest performer:** In-store LFLs for homeware dropped by -6.4%, ending a three-month run of either positive or flat LFL sales.
- Weak performance:** In-store LFLs for fashion and lifestyle continue to record worsening declines.

Source: www.bdo.co.uk/high-street-sales-tracker

Any footfall figures quoted come from Springboard.



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:

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FURTHER INFORMATION:

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