

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

AUGUST 2019

CHARITY RETAILERS END THE SUMMER WITH A BANG

CHARITY

Charity Retail Association®
The voice of charity retail



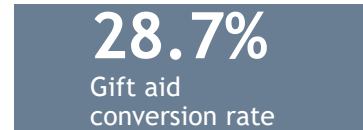
August 2018: +2.7%



August 2018: +2.5%



August 2018: +5.7%



August 2018: 30.5%

COMMENTS FROM CHARITY RETAIL

- Results were one of the strongest in the last six months.
- New Goods continued to drive total sales, particularly among large retailers, but donated goods reported their strongest performance of the last five months.
- Gift-aided sales also saw strong performance this month.

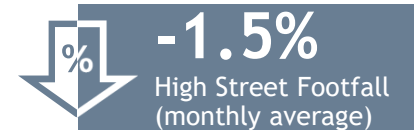
KEY FACTORS AFFECTING THE MONTH

- A cool summer and flooding in some areas of the UK led to decreased footfall.
- Volunteer hours were a challenge and increased reports of theft also cast a shadow on an otherwise stellar month.

COMMERCIAL



August 2018: -2.7%



August 2018: -2.6%

COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs fell by -0.1% from an already poor base of -2.7% for last year, as the final week of the month saw a huge decline of -5.10%.
- **Strongest performer:** Fashion was the only category to report positive results.
- **Weak performance:** Both Lifestyle and Homewares reported negative results this month.

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

FURTHER INFORMATION:

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

Alistair Brisbane
Senior Research Analyst
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.

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