

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

DECEMBER 2019

THE RAIN DIDN'T KEEP SHOPPERS FROM VISITING CHARITY RETAILERS



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

CHARITY

Charity Retail Association®
The voice of charity retail



December 2018: +6.0%



December 2018: +5.4%



December 2018: +5.6%



December 2018: 28.2%

COMMENTS FROM CHARITY RETAIL

- Christmas provided a strong boost to charity retailers and December saw further sales growth, with total sales growing by +3.9%.
- Good overall performance was mostly driven by sales of donated goods, with new sales recording their first negative LFL growth of 2019.

KEY FACTORS AFFECTING THE MONTH

- Despite ongoing challenges from the weather, with the UK reporting its wettest December on record, and underperforming staffing levels, retailers still reported good sales.
- A new, generalised challenge this month was seen in declining rag prices.

COMMERCIAL



December 2018: -1.9%



December 2018: -1.3%

COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs increased slightly by +0.7% this month but still failed to offset a poor result of -1.9% last year.
- **Strongest performer:** Lifestyle experienced a rise of +6.0%, though from a dire base of -3.9% for December last year.
- **Weak performance:** Fashion fell by -2.4% from a poor base of -2.0% for December last year.

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.

Source: BDO High Street Sales Tracker

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.