

## MONTHLY FD REVIEW

# BDO CHARITY RETAIL SALES TRACKER

SEPTEMBER 2020

RESULTS CONTINUE TO BE ENCOURAGING, BUT THE SPECTRE OF COVID-19 STILL LOOMS



**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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## CHARITY

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



September 2019: +2.5%



September 2019: +2.9%



September 2019: +12.0%



September 2019: 30.7%

### COMMENTS FROM CHARITY RETAIL

- Charity retailers continued to report an improvement, even overtaking their peers on the commercial high street with total LFL sales down by -21.1%.
- Results were uneven across the board. Several charity retailers continue to highlight the successful re-opening of stores, but others are still faced with challenges due to restrictions on trade arising from the pandemic, with the new local lockdowns impacting footfall.

### KEY FACTORS AFFECTING THE MONTH

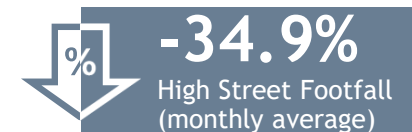
- Both footfall and staffing levels are the key challenges facing most charity retailers, reflecting the ongoing impact of Covid-19 on trading.
- Medium-sized retailers reported the strongest overall results this month, but very large charities outperformed in the New Goods categories.

\* Figure re-stated excluding extreme value. New Sales grew by +36.48% when including this extreme value.

## COMMERCIAL



September 2019: -3.1%



September 2019: -2.7%

### COMMENTS FROM COMMERCIAL RETAIL

- Covid-19 also continues to present a lingering threat, with in-store LFLs at -23.4%. Non-store LFLs, meanwhile, continue their upward trajectory, increasing by +65.1% this month.
- Strongest performer:** Homewares was again the only category that did not report negative growth - but in-store LFLs were still flat.
- Weak performance:** In-store LFLs for fashion and lifestyle continue to record worsening declines.

Source: [www.bdo.co.uk/high-street-sales-tracker](http://www.bdo.co.uk/high-street-sales-tracker)

The Charity Retail Sales Tracker Monthly Review outlines monthly LFL sales changes of charity retailers with c4,000 individual stores between them (12 charity retailers reported this month with 2,663 individual stores between them). Any footfall figures quoted come from Springboard.

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