

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

May 2019

21 June 2019



CHARITY RETAILERS STILL SEE GROWTH AMID BLEAK CONDITIONS ON THE HIGH STREET

CHARITY

Charity Retail Association®
The voice of charity retail



May 2018: +6.6%



May 2018: +5.8%



May 2018: +41.1%



May 2018: 30.6%

COMMENTS FROM CHARITY RETAIL

- Weakest results in the last six months, but still positive.
- Growth again driven by new goods.
- Donated sales: first negative LFL results in over a year as non-gift aided sales were down for most retailers.

KEY FACTORS AFFECTING THE MONTH

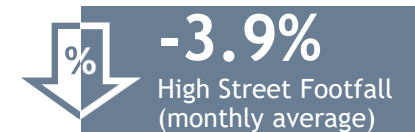
- Ongoing drab weather conditions, particularly during most weekends.
- Footfall also suffered.

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.

COMMERCIAL



May 2018: -2.2%



May 2018: 0.0%

COMMENTS FROM COMMERCIAL RETAIL

- Worst in-store LFL for May since the HSST began recording and the fourth month of negative in-store LFLs this year.
- **Strongest performer:** Homewares - only category reporting positive results.
- **Weak performance:** Fashion reported the weakest performance.

Source: **BDO High Street Sales Tracker**
www.bdo.co.uk/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:

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