



BDO CHARITY RETAIL SALES TRACKER

MONTHLY REVIEW | Xx JANUARY 2017

HEADING 1

+/- XX%

DATE: +/- XX%

HEADING 1

Body text

*Source: BDO High Street Sales Tracker

www.bdo.co.uk/sectors/retail-and-wholesale/high-street-sales-tracker

The Charity Retail Sales Tracker Monthly Review outlines monthly like-for-like sales changes of 26 charity retailers with c4,657 individual stores between them (VL: 6, 3222; L 6, 910; M: 14, 525). Any footfall figures quoted come from Springboard who are a leading provider of automated visitor counting and retail sales analysis.

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

BDO

INDIVIDUAL CHARITY'S LIKE-FOR-LIKE GROWTH [Month] [Year]

VERY LARGE CHARITIES (301+ shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	A						
	B						
	C						
	D						
	E						
	F						

LARGE CHARITIES (101 -300 shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	G						
	H						
	I						
	J						
	K						
	L						

MEDIUM CHARITIES (21 - 100 shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
Z							

**THIS MONTH'S PRESS HEADLINES:
RETAIL TRENDS ON THE HIGH
STREET**

Despite stores' attempts to lure in shoppers with widespread discounting of up to x%, high street sales came to a halt with no growth in January. BDO's monthly High Street Sales Tracker (HSST) for January recorded 0.0% growth in overall year-on-year sales, making it the sixth successive month without growth for Britain's embattled retailers. This compared with charity retailers who saw total sales down by -x%. The HSST analysis received significant coverage in City A.M., Metro, Daily Mail, Daily Mirror and on Sky News.



This report has been produced in association with the Charity Retail Association (CRA). The CRA is the only membership body in the UK that represents the interests of charity retailers. We have more than 380 members with, between them, over 8500 shops. The CRA produce a separate Quarterly Market Analysis report and specialist reports (e.g. on volunteers, salaries, selling prices, sources of stock, rag prices, etc.); which provide detailed retail benchmarking data for charities of all sizes. Please contact Olaia Alamos Castresana for further details: olaia@charityretail.org.uk

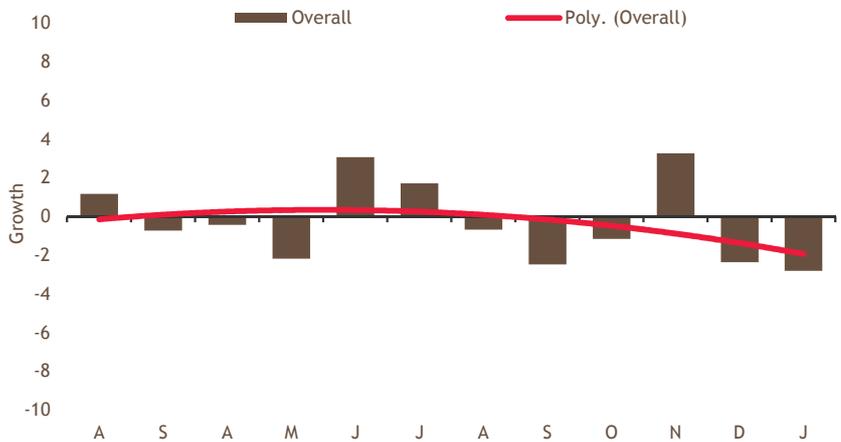
FURTHER INFORMATION:

Zarine Manekshaw Project Lead
zarine.manekshaw@bdo.co.uk
+44 (0)7854 304 099
Daniel Tompsett Research Manager
daniel.tompsett@bdo.co.uk
+44 (0)207 893 3816

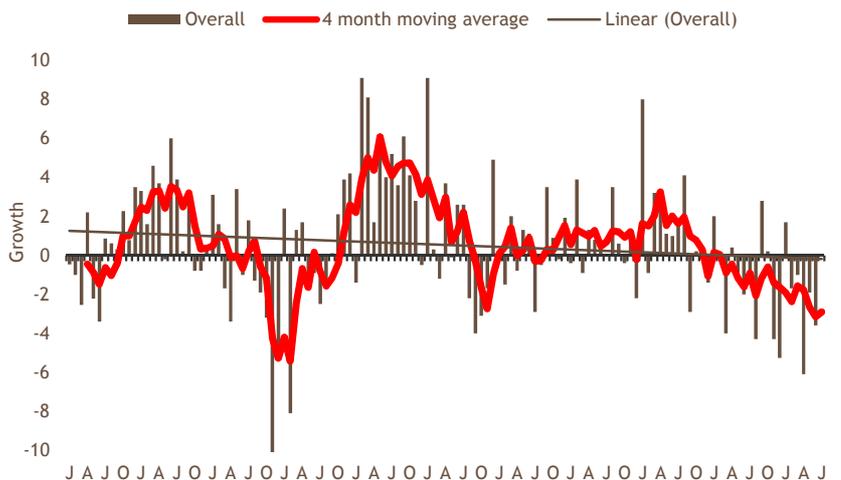
MONTHLY LIKE-FOR-LIKE RESULTS - LAST SIX MONTHS

LFL Growth	Aug	Sep	Oct	Nov	Dec	Jan
New Sales	+26.74	+19.64	+9.22	+11.59	+16.80	+16.80
Donated Goods (Total)	-6.48	-3.83	-3.35	-2.54	-3.49	-3.94
Exc. Retail Gift Aid	-7.53	-4.42	-4.35	-3.50	-4.45	-4.85
Inc. Retail Gift Aid	-2.53	-1.64	+0.25	+0.97	-0.01	-0.59
Total Sales	-0.68	-2.47	-1.16	3.27	-2.37	-2.81
Population						
Number of retailers/ Individual stores:	26/4,657	26/4,657	26/4,657	26/4,657	26/4,657	26/4,657
- VL	6/3,222	6/3,222	6/3,222	6/3,222	6/3,222	6/3,222
- L	6/910	6/910	6/910	6/910	6/910	6/910
- M	14/525	14/525	14/525	14/525	14/525	14/525

MONTHLY LIKE-FOR-LIKE RESULTS 2016-2017 (CHARITY RETAILERS)



MONTHLY LIKE-FOR-LIKE RESULTS 2006-2017 (OVERALL HIGH STREET)



This publication has been carefully prepared, but it has been written in general terms and should be seen as broad guidance only. The publication cannot be relied upon to cover specific situations and you should not act, or refrain from acting, upon the information contained therein without obtaining specific professional advice. Please contact BDO LLP to discuss these matters in the context of your particular circumstances. The CRA, BDO LLP, and their partners, employees and agents do not accept or assume any liability or duty of care for any loss arising from any action taken or not taken by anyone in reliance on the information in this publication or for any decision based on it.

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.

This report has been produced in association with the Charity Retail Association (CRA).

Charity Retail Association, 356, Holloway Road, London N7 6PA T: 020 7697 4080 W: www.charityretail.org.uk Registered Company No: 3709512

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 © February 2017 BDO LLP and CRA. All rights reserved.

www.bdo.co.uk