

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

SEPTEMBER 2022

CHARITY RETAILERS CONTINUE TO REPORT GROWTH AGAINST A CHALLENGING BACKDROP

CHARITY

Charity Retail Association®
The voice of charity retail



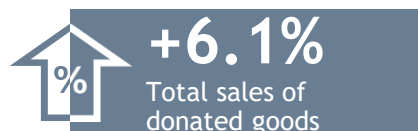
September 2021: +84.5%



September 2021: +79.8%

COMMENTS FROM CHARITY RETAIL

- Total LFLs increased by +6.6% off a very strong base of +84.5% in 2021. Results were positive across the board, but more so for large and very large retailers.
- In line with recent months, new goods continued to drive growth, but total donated LFLs were strong too.
- As Christmas sales start to kick off, several charity retailers reported some of their strongest overall sales for the year so far - beating internal projections as well as prior-year sales levels.



September 2021: +85.6%



September 2021: 34.0%

KEY FACTORS AFFECTING THE MONTH

- Growth initiatives, including the opening of new shops and donations centres, were reported by a number of retailers.
- This came amid a reduced trading period, with shops closing as a mark of respect for the Queen's passing. While this dented sales slightly, the effect was not particularly noticeable.
- On a less positive note, staffing levels remain the main challenge facing charity retailers and are being closely monitored as low volunteer numbers persist.

COMMERCIAL



September 2021: +29.1%



September 2021: +20.6%

COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs remained positive and were up by +7.2% off a strong base of +29.1% in 2021. The overall result, however, was pulled down by falling sales in the final week of the month with the additional Bank Holiday.
- However, LFLs trended down despite remaining positive amidst fears the UK may be on the verge of a recession. Moreover, the latest ONS data suggests inflation is already having a significant impact, pushing up the value of retail sales while profit margins shrink.
- **Strongest performer:** Fashion in-store LFLs were up by +10.0%, followed by Homewares (+6.5%) and Lifestyle (+4.6%).

*Source: www.bdo.co.uk/high-street-sales-tracker

Any footfall figures quoted come from Springboard.



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:

Alistair Brisbourne
Research Manager
alistair.x.brisbourne@bdo.co.uk
+44 (0)207 893 3259