

Structural Business Statistics: Trade Sector
Statistics on Products in the Trade Sector
Year 2015

Trade sector turnover increased 3.9% in 2015 up to 682,058 million euros

The invoicing of companies dedicated to the *Sale and repair of motor vehicles and motorcycles* increased by 14.9%

In Retail Trade, the sale of food products increased 1.6% and that of non-food products did so by 6.0%

Turnover of companies in the Trade sector¹ reached 682,058 million euros in 2015, which represented an increase of 3.9% as compared with the previous year.

The gross added value generated by companies in this sector stood at 99,535 million euros, 7.6% more than the previous year.

Main variables². Year 2015

Variables	Million euros	Annual variation (%)
Turnover	682,058	3.9
Total purchases of goods and services	597,528	3.7
Personnel costs	63,503	4.8
Added value at factor cost	99,535	7.6
Investment in tangible assets	9,130	6.8
Companies and personnel employed		
Number of companies	725,880	2.9
Employed personnel (annual average, in thousands)	2,955	3.2

¹ The target population of the study comprises the total number of companies whose main activity is described in Section G of the CNAE-2009 classification, that is, *Sale and repair of motor vehicles and motorcycles*, *Wholesale trade and trade intermediaries* and *Retail trade*.

² All the economic variables are valued at current prices.

Results by branch of activity³

In 2015, 58.9% of the invoicing for the sector corresponded to *Wholesale trade and trade intermediaries, except motor vehicles and motorcycles*. The turnover for this activity registered an increase of 2.0%, as compared with the previous year. Wholesale companies occupied 34.8% of the total employed personnel in the sector.

Retail trade, except vehicles accounted for 31.2% of the total turnover for the sector and for 55.7% of the employed personnel. Six out of every ten companies in the sector were in retail trade. Invoicing in the retail trade sector increased in 4,3%.

In turn, the turnover of the activity *Sale and repair of motor vehicles and motorcycles* (which accounted for 9.8% of the total), increased 14.9%.

Turnover and employed personnel by branch of activity. Year 2015

Branch of activity	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation	Annual average	% over the total	Annual variation
Sale and repair of motor vehicles and motorcycles	67,002	9.8	14.9	279,787	9.5	6.4
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	401,922	58.9	2.0	1,029,165	34.8	3.2
Retail trade, except of motor vehicles and motorcycles	213,134	31.2	4.3	1,646,089	55.7	2.7
TOTAL	682,058	100.0	3.9	2,955,041	100.0	3.2

Results by branch of activity

At a more disaggregated level, the branches of activity with the greatest contribution to total turnover were *Other specialised wholesale trade*⁴ (17.2%), *Wholesale trade of food, beverages and tobacco* (16.5% of the total) and *Wholesale of household goods* (13,4%).

On their part, those which increased their invoicing most were: *Sale of motor vehicles* (19.8%), *Retail trade not in stores, stalls or markets*⁵ (17.5%) and *Wholesale of equipment for information and communications technologies* (16.1%).

³ The companies studied were classified according to their main activity. Likewise, all of the study variables referring to the company were assigned to said activity.

⁴ *Other specialised wholesale trade* includes wholesale trade of solid, liquid and gaseous fuels and related products, metals and metal ores, wood, construction materials and sanitary equipment, hardware, plumbing and heating equipment and supplies, chemical products, other intermediate products, scrap and waste.

⁵ *Retail trade not in stores, stalls or markets* includes trade carried out by post, via Internet, door-to-door selling, through vending machines, etc.

All the activity groups increased their invoicing except: *Other specialised wholesale trade*⁴ (-8.1%) and *Retail sale of automotive fuel in specialised establishments* (-5.3%). Both decreases are related with the reduction in oil prices (economic variables are expressed at current prices).

Turnover and personnel employed by branch of activity. Year 2015

Activity groups	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale and repair of motor vehicles and motorcycles						
- Sale of motor vehicles	45,787	6.7	19.8	86,089	2.9	4.7
- Maintenance and repair of motor vehicles	9,029	1.3	9.0	137,888	4.7	8.2
- Sale of motor vehicle parts and accessories	10,860	1.6	2.4	46,715	1.6	2.1
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	1,325	0.2	8.7	9,094	0.3	19.5
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles						
- Trade intermediaries	5,223	0.8	6.2	79,693	2.7	9.1
- Wholesale of agricultural raw materials and live animals	22,031	3.2	2.5	31,831	1.1	2.9
- Wholesale of food, beverages and tobacco	112,320	16.5	4.2	338,886	11.5	4.9
- Wholesale of household goods	91,195	13.4	8.6	222,477	7.5	0.9
- Wholesale of equipment for information and communications technologies	23,044	3.4	16.1	56,124	1.9	2.7
- Wholesale of other machinery, equipment and supplies	29,606	4.3	9.3	116,392	3.9	1.1
- Other specialised wholesale trade	117,355	17.2	-8.1	177,118	6.0	2.3
- Non-specialised wholesale trade	1,147	0.2	7.6	6,644	0.2	0.6
Retail trade, except of motor vehicles and motorcycles						
- Retail sale in non-specialised establishments	86,247	12.6	3.4	486,628	16.5	1.7
- Retail trade in food, beverages and tobacco in specialised establishments	22,005	3.2	0.4	242,802	8.2	3.6
- Retail sale of automotive fuel in specialised establishments	15,555	2.3	-5.3	48,182	1.6	-1.1
- Retail sale of information and communication equipment in specialised establishments	6,330	0.9	8.5	44,365	1.5	4.3
- Retail sale of other household equipment in specialised establishments	18,313	2.7	7.9	195,286	6.6	1.6
- Retail sale of cultural and recreation goods in specialised establishments	7,949	1.2	10.4	77,055	2.6	-0.6
- Retail sale of other goods in specialised establishments	49,934	7.3	7.3	476,857	16.1	4.0
- Retail sale via stalls and markets	1,541	0.2	2.8	47,366	1.6	10.1
- Retail trade not in stores, stalls or markets	5,260	0.8	17.5	27,548	0.9	4.4
TOTAL	682,058	100.0	3.9	2,955,041	100.0	3.2

Distribution (in percentage) of invoicing by branches of activity in the Trade sector. Year 2015

Branch of activity	Distribution (in %)	Annual variation (%)
Other specialised wholesale trade	17.2	-8.1
Wholesale of food, beverages and tobacco	16.5	4.2
Wholesale of household goods	13.4	8.6
Retail sale in non-specialised stores	12.6	3.4
Retail sale of other goods in specialised stores	7.3	7.3
Sale of motor vehicles	6.7	19.8
Wholesale of other machinery, equipment and supplies	4.3	9.3
Wholesale of equipment for information and communications technologies	3.4	16.1
Wholesale of agricultural raw materials and live animals	3.2	2.5
Retail trade in food, beverages and tobacco in specialised establishments	3.2	0.4
Retail sale of other household equipment in specialised stores	2.7	7.9
Retail sale of automotive fuel in specialised stores	2.3	-5.3
Sale of motor vehicle parts and accessories	1.6	2.4
Maintenance and repair of motor vehicles	1.3	9.0
Retail sale of cultural and recreation goods in specialised stores	1.2	10.4
Retail sale of information and communication equipment in specialised stores	0.9	8.5
Retail trade not in stores, stalls or markets	0.8	17.5
Trade intermediaries	0.8	6.2
Retail sale via stalls and markets	0.2	2.8
Sale, maintenance and repair of motorcycles and related spare parts and accessories	0.2	8.7
Non-specialised wholesale trade	0.2	7.6

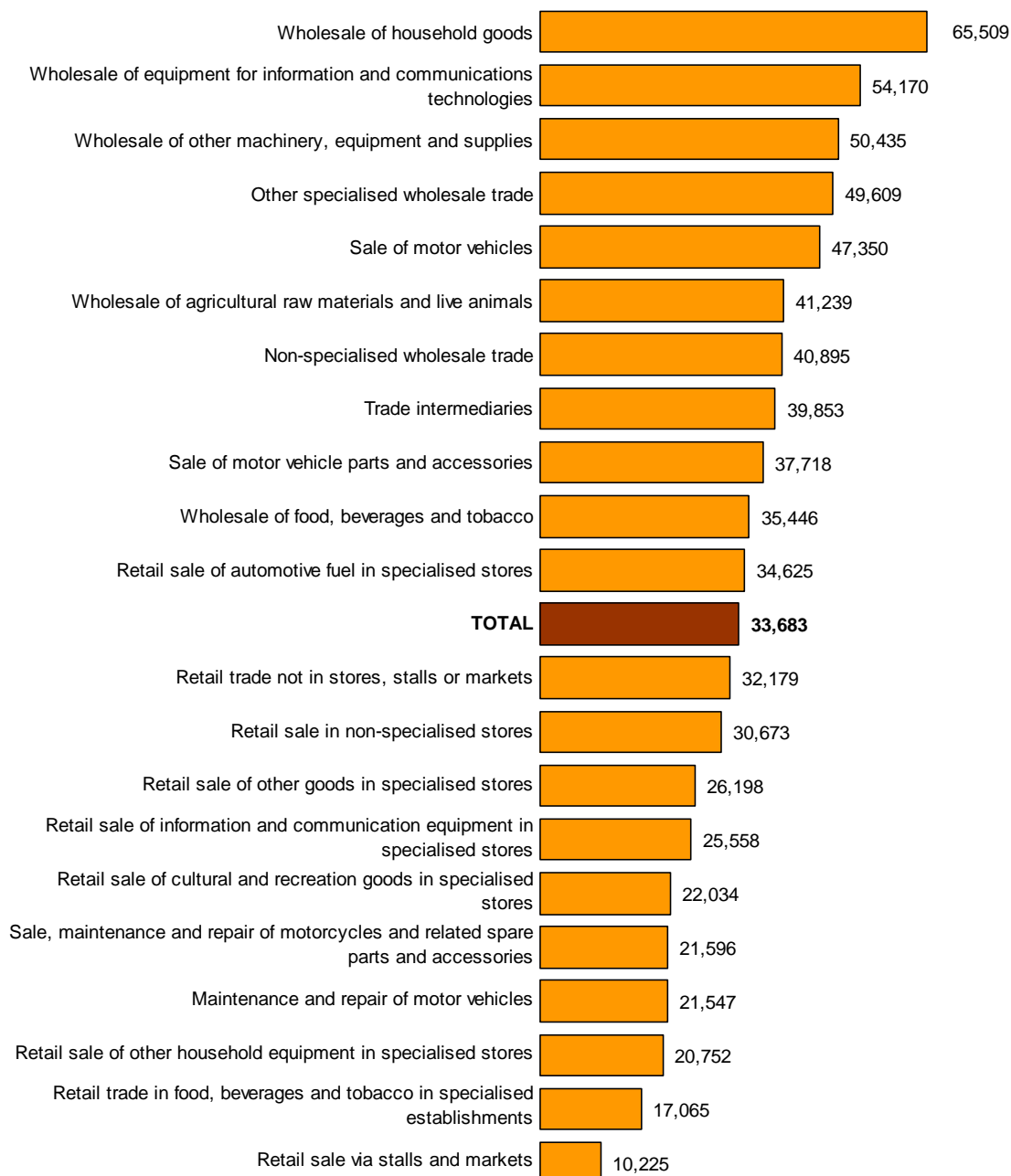
Productivity

Productivity (added value per employed person) for the Trade sector in 2015 was 33,683 euros, that is, 4.2% more than in the previous year.

The activity groups that registered the greatest productivity were *Wholesale of domestic goods* (65,509 euros), *Wholesale of information and communication equipment* (54,170 euros) and *Wholesale of other machinery, equipment and supplies* (50,435 euros).

In turn, the least productive activities were *Retail trade in stores, stalls or markets* (10,225 euros), *Retail sale of food, beverages and tobacco in specialised establishments* (17,065 euros) and *Retail sale of other household equipment in specialised establishments* (20,752 euros).

Productivity (in euros) by branch of activity in the Trade sector. Year 2015



Geographical destination of sales

In 2015, 88.7% of sales by the Trade sector were within Spain, 6.7% were to other European Union countries, and 4.6% were to the rest of the world.

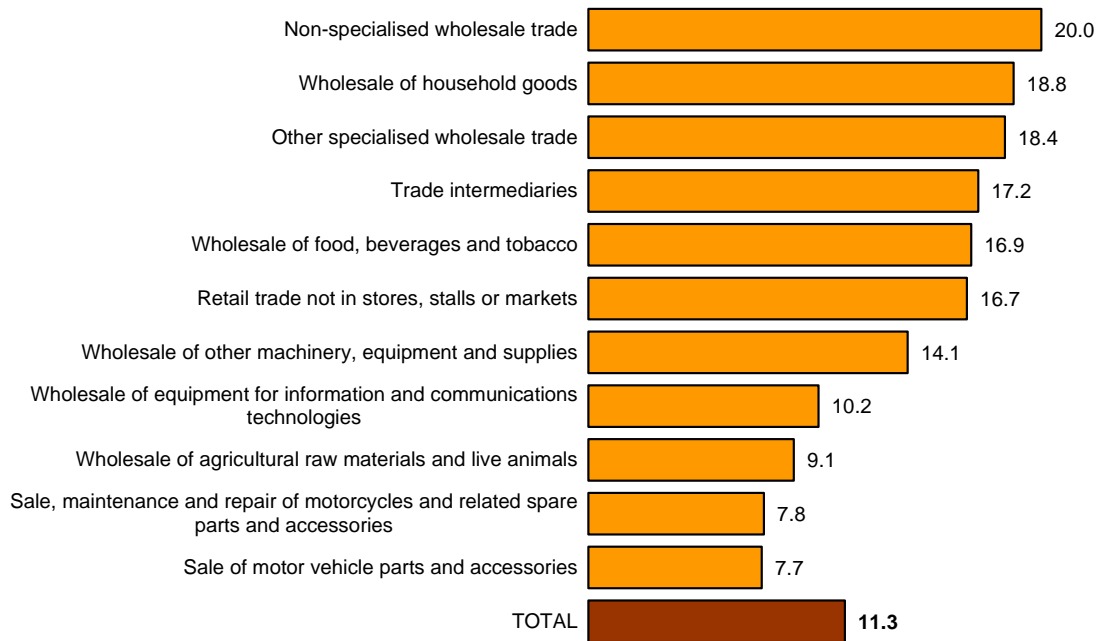
The activity branches with the greatest percentage of sales outside Spain were *Non-specialized wholesale trade* (20.0%), *Wholesale of household goods* (18.8%), and *Other specialised wholesale trade* (18.4%).

Sales outside Spain by branch of activity in the Trade sector. Year 2015

Activity groups	Sales outside Spain		
	Millions of euros	% over the total sales	Difference between the % 2015-2014
- Non-specialised wholesale trade	230	20.0	0.2
- Wholesale of household goods	17,135	18.8	1.8
- Other specialised wholesale trade	21,595	18.4	0.6
- Trade intermediaries	900	17.2	-5.0
- Wholesale of food, beverages and tobacco	18,996	16.9	-0.1
- Retail trade not in stores, stalls or markets	880	16.7	1.2
- Wholesale of other machinery, equipment and supplies	4,176	14.1	0.3
- Wholesale of equipment for information and communications technologies	2,343	10.2	-0.9
- Wholesale of agricultural raw materials and live animals	2,000	9.1	-1.0
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	103	7.8	1.2
- Sale of motor vehicle parts and accessories	832	7.7	-7.0
- Retail sale of other goods in specialised stores	3,706	7.4	0.5
- Sale of motor vehicles	2,416	5.3	1.6
- Retail sale of other household equipment in specialised stores	433	2.4	0.6
- Retail sale of cultural and recreation goods in specialised stores	179	2.3	-0.4
- Retail sale in non-specialised stores	1,088	1.3	0.5
- Maintenance and repair of motor vehicles	95	1.1	0.0
- Retail sale of information and communication equipment in specialised stores	60	0.9	-1.8
- Retail sale of automotive fuel in specialised stores	68	0.4	-1.3
- Retail sale via stalls and markets	4	0.3	0.2
- Retail trade in food, beverages and tobacco in specialised establishments	23	0.1	-0.1
TOTAL	77,264	11.3	0.2

In the graphs shown below, the activities with the highest percentage of sales in the foreign market during 2015 are presented, as well as those that experienced an increase superior to one half point in percentage of their exports with respect to the previous year.

Activity groups with the highest percentage of sales outside Spain. Year 2015



Activity groups with the highest percentage of sales outside Spain. Year 2015-2014

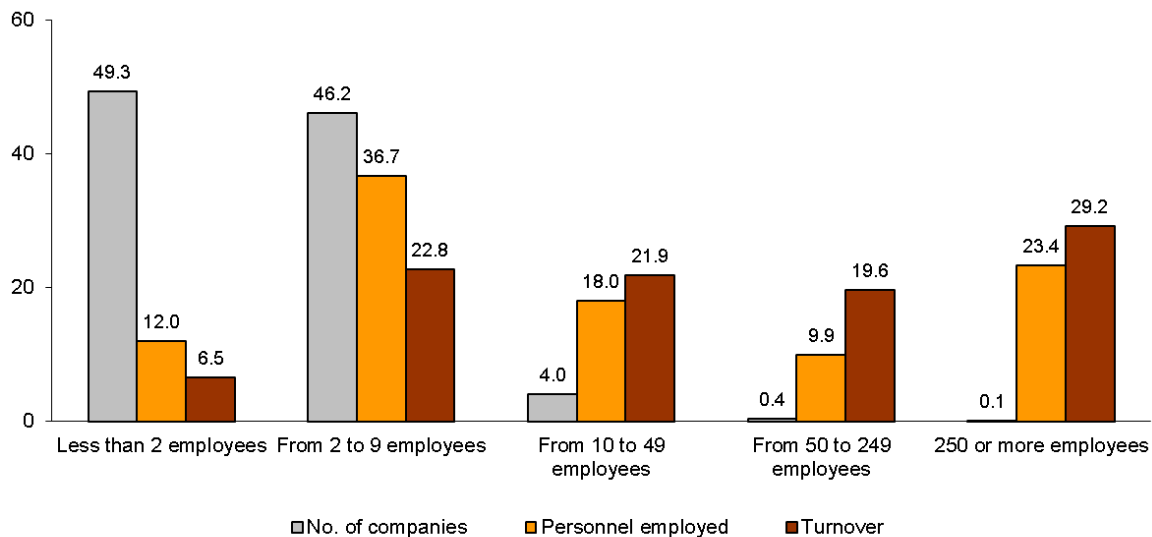


Results by company size

Trade is characterized by the predominance of very small companies. In 2015, 95.5% of the companies in the sector had less than 10 employees. These companies provided employment for 48.7% of personnel, but their invoicing scarcely represented 30% of the total turnover of the sector.

In turn, large companies (with 250 or more employees) represented 0.1% of trade companies, and their turnover accounted for 29.2% of the total in the sector. These companies employed 23.4% of the personnel.

Distribution (%) in the Trade sector of the number of companies, employed personnel and turnover by size of the company. Year 2015



This fragmented structure is repeated to a greater or a lesser extent in several activity branches within the sector, except for the companies of *Retail sale in non-specialised establishments*, in which large companies, despite being only a few, generate most of their turnover (more than 85%).

In four branches of activity, companies with less than 10 workers generated more than 65% of the turnover: *Maintenance and repair of motor vehicles* (67.5%), *Non-specialised wholesale trade* (74.9%), *Retail trade in food, beverages and tobacco in specialised establishments* (83.4%) and *Retail sale via stalls and markets* (96.6%).

Distribution (%) of turnover by size of the company and branch of activity. Year 2015

Branch of activities	Less than 2 employees	From 2 to 9 employees	From 10 to 49 employees	50 to 249 employees	250 or more employees
Sale and repair of motor vehicles and motorcycles					
- Sale of motor vehicles	2.7	7.9	26.4	43.9	19.1
- Maintenance and repair of motor vehicles	8.7	58.8	26.5	6.0	(1)
- Sale of motor vehicle parts and accessories	7.9	19.9	34.1	22.9	15.3
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	5.5	49.0	45.5	(1)	0.0
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles					
- Trade intermediaries	32.9	29.2	13.4	12.8	11.6
- Wholesale of agricultural raw materials and live animals	10.5	39.8	37.3	12.4	(1)
- Wholesale of food, beverages and tobacco	5.9	23.7	31.1	23.2	16.2
- Wholesale of household goods	4.2	14.1	21.4	25.1	35.2
- Wholesale of equipment for information and communications technologies	1.2	10.6	28.1	27.8	32.3
- Wholesale of other machinery, equipment and supplies	4.1	29.3	35.2	21.7	9.7
- Other specialised wholesale trade	10.8	15.4	22.9	28.8	22.1
- Non-specialised wholesale trade	36.4	38.5	25.1	(1)	0.0
Retail trade, except of motor vehicles and motorcycles					
- Retail sale in non-specialised stores	1.4	7.2	3.2	2.4	85.8
- Retail trade in food, beverages and tobacco in specialised establishments	16.9	66.5	12.8	2.6	1.2
- Retail sale of automotive fuel in specialised stores	1.7	40.4	36.9	9.4	11.6
- Retail sale of information and communication equipment in specialised stores	2.6	17.1	15.5	41.1	23.7
- Retail sale of other household equipment in specialised stores	9.7	44.2	14.9	4.2	27.0
- Retail sale of cultural and recreation goods in specialised stores	13.2	32.1	10.7	8.4	35.7
- Retail sale of other goods in specialised stores	6.1	47.7	12.1	5.9	28.2
- Retail sale via stalls and markets	60.8	35.8	2.8	0.5	(1)
- Retail trade not in stores, stalls or markets	5.6	19.1	21.4	22.8	31.0
TOTAL	6.5	22.8	21.9	19.6	29.2

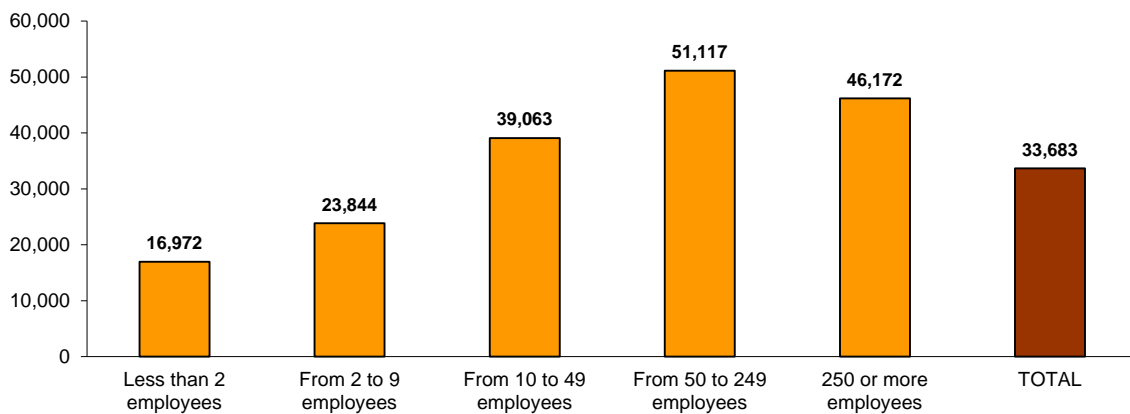
(1) For confidentiality reasons, they are grouped in the previous section

Company size and productivity

In medium sized and large companies (with 50 or more employees), productivity surpassed 46,000 euros in 2015.

In contrast, companies with less than two workers registered the lowest productivity, with 16,972 euros, although their productivity increased 12.2% as compared with the previous year.

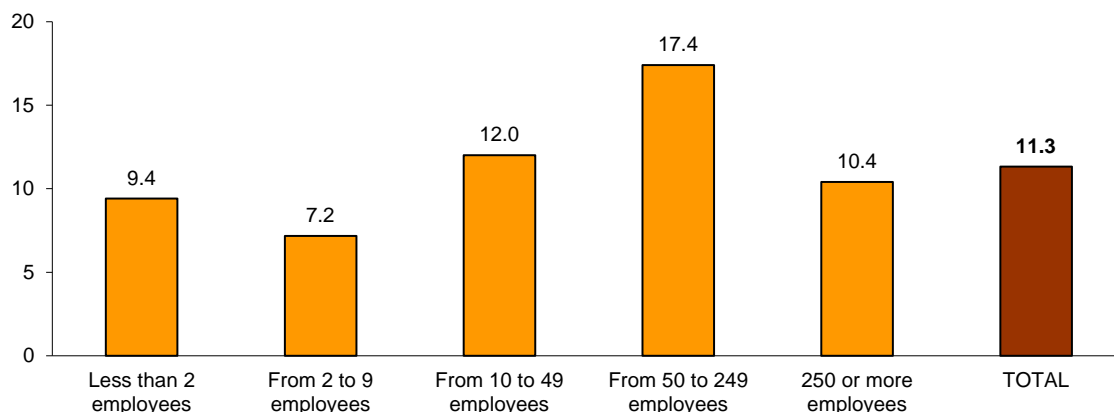
Productivity (in euros) in the Trade sector by size of the company. Year 2015



Company size and sales outside Spain

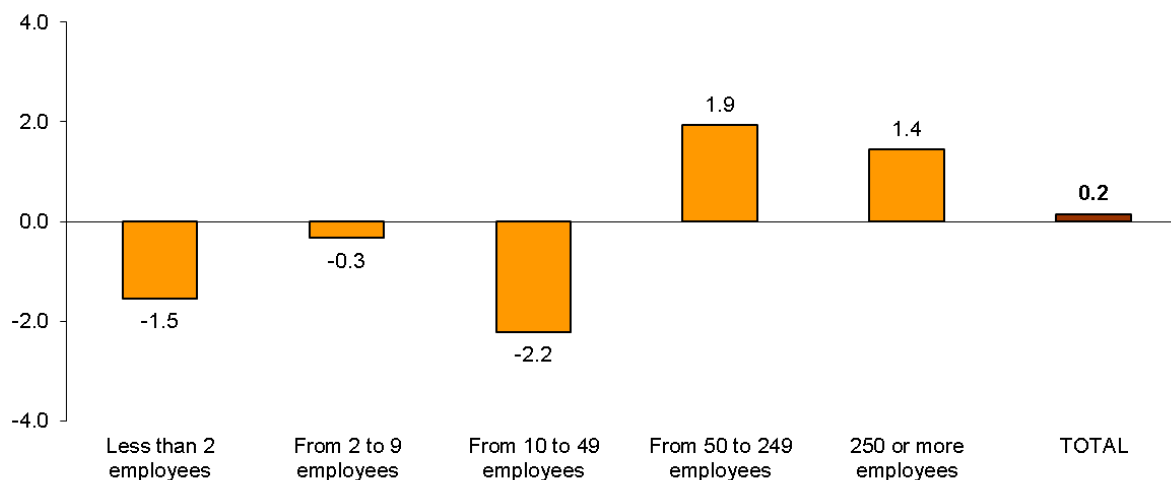
Medium sized companies (between 50 and 249 employees), were those with the greatest propensity to export in 2015, with more than 17.4% of their total invoicing with a destination outside Spain.

Percentage of exports in the Trade Sector as compared with the total invoicing by size of the company. Year 2015



Medium sized companies (50 to 249 employees) and large sized companies (from 250 or more employees) had greater dynamism abroad in 2015 with respect to the previous year, with an increase in its export percentage by 1.9 and 1.4 points, respectively.

Difference in the percentage of exports in the Trade sector by size of the company. Year 2015-2014



Investment

Total investment (in tangible and intangible assets) carried out by companies in the Trade Sector accounted for 9,893 million euros in 2015, with a 6.2% increase as compared with the previous year. 51.5% came from *Wholesale trade, except for motor vehicle and motorcycle companies*, and 35.3% from *Retail trade, excluding motor vehicle and motorcycle companies*.

With respect to the value added, the investment assumed 14.5% for the companies of *Sale and repair of vehicles*, 10.4% of the invoicing for companies of *Wholesale trade, except of motor vehicles and motorcycles* and 8.4% for the *Retail trade, except of motor vehicles and motorcycle companies*.

Investment by groups of activity. Year 2015

Branch of activity	Million euros	% over the total	Investment/ Added value (%)
Sale and repair of motor vehicles and motorcycles	1,308	13.2	14.5
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	5,097	51.5	10.4
Retail trade, except of motor vehicles and motorcycles	3,488	35.3	8.4
TOTAL	9,893	100.0	9.9

Results by Autonomous Communities

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2015 were Comunidad de Madrid (with 24.8% of the total), Cataluña (19.3%) and Andalucía (12.4%).

In turn, those with the least weight in turnover were La Rioja (0.5%), Cantabria (0.8%) and Comunidad Foral de Navarra (1.3%).

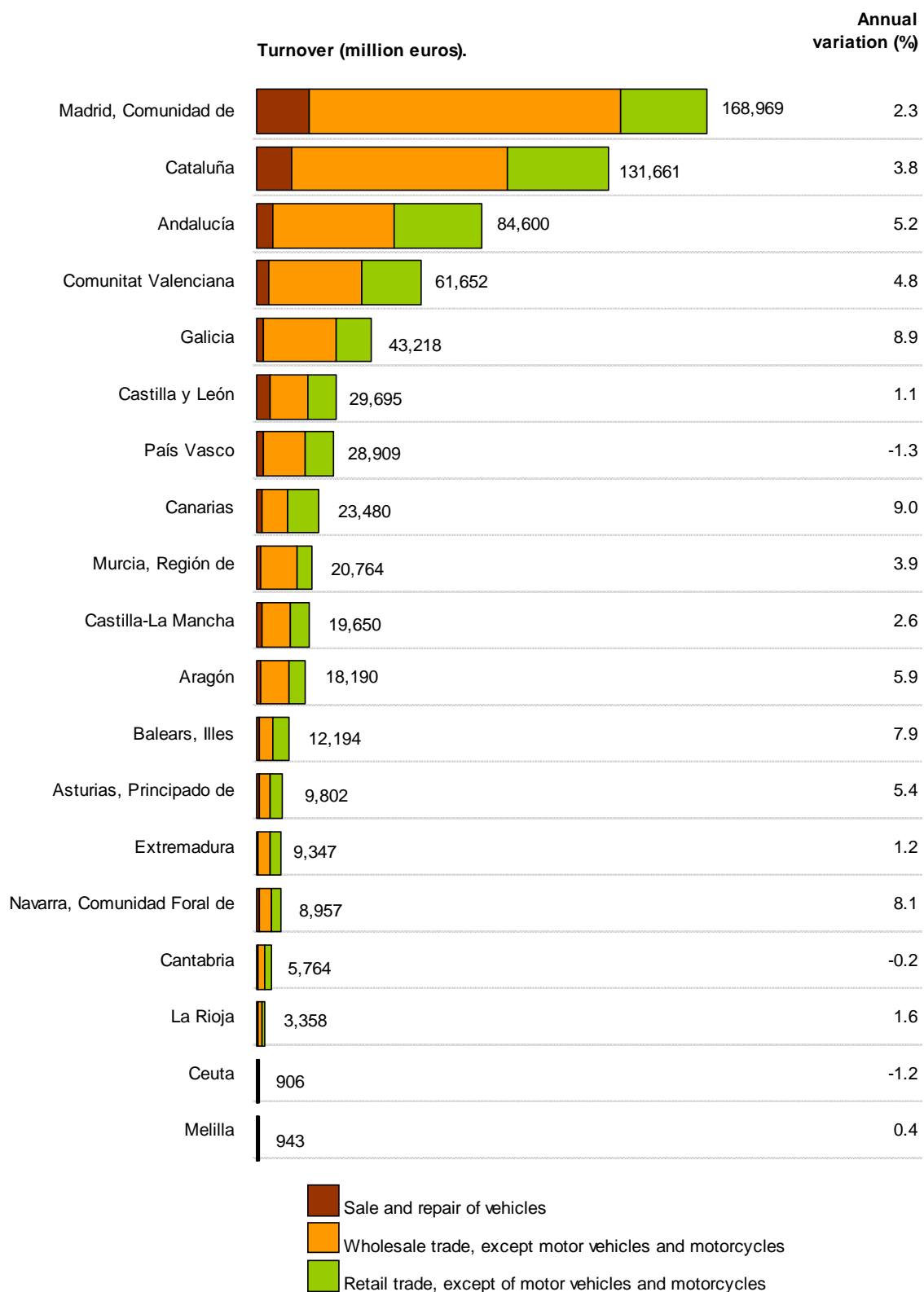
The Autonomous Communities that recorded the greatest increases in their turnover as compared to the previous year were Canarias (9.0%), Galicia (8.9%) and Comunidad Foral de Navarra (8.1%).

País Vasco and Cantabria were the only communities which registered decreases in invoicing in the Trade sector (-1.3% and -0.2% respectively).

Turnover and employed personnel figures in the Trade sector by autonomous communities and cities. Year 2015

Autonomous Community	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Andalucía	84,600	12.4	5.2	468,099	15.8	4.1
Aragón	18,190	2.7	5.9	81,918	2.8	4.9
Asturias, Principado de	9,802	1.4	5.4	61,142	2.1	3.6
Balears, Illes	12,194	1.8	7.9	68,706	2.3	3.4
Canarias	23,480	3.4	9.0	138,350	4.7	5.7
Cantabria	5,764	0.8	-0.2	31,636	1.1	-1.9
Castilla y León	29,695	4.4	1.1	131,204	4.4	-1.5
Castilla-La Mancha	19,650	2.9	2.6	100,893	3.4	1.5
Cataluña	131,661	19.3	3.8	541,589	18.3	2.2
Comunitat Valenciana	61,652	9.0	4.8	341,429	11.6	2.9
Extremadura	9,347	1.4	1.2	56,200	1.9	4.5
Galicia	43,218	6.3	8.9	173,424	5.9	5.2
Madrid, Comunidad de	168,969	24.8	2.3	466,428	15.8	4.8
Murcia, Región de	20,764	3.0	3.9	104,601	3.5	5.1
Navarra, Comunidad Foral de	8,957	1.3	8.1	35,661	1.2	-0.3
País Vasco	28,909	4.2	-1.3	127,231	4.3	0.2
Rioja, La	3,358	0.5	1.6	18,044	0.6	-0.1
Ceuta	943	0.1	-1.2	4,082	0.1	1.3
Melilla	906	0.1	0.4	4,403	0.1	13.9
TOTAL	682,058	100.0	3.9	2,955,041	100.0	3.2

Turnover in the Trade sector by Autonomous Communities and Cities. Year 2015



Statistics on Products in the Trade Sector

Retail trade, except of motor vehicles and motorcycles

In the year 2015, 38.9% of Retail trade invoicing, except for motor vehicles and motorcycles, corresponded to sales of *Food, beverages and tobacco*. Sales of *Textile products and footwear* represented 14.5% of the total, and those of *Medical, pharmaceutical and cosmetic products* represented 12.0%.

Products sold	Distribution in %	Annual variation (%)
Food, Beverages and Tobacco Products	38.9	1.6
Non-food products	60.4	6.0
- Textiles and footwear	14.5	4.7
- Medical, pharmaceutical and cosmetic products	12.0	5.0
- Furniture and electric domestic appliances	7.6	6.4
- Other non-food products	26.4	7.1
Other activities	0.7	22.7
TOTAL	100.0	4.3

The sale of *Food products, beverages and tobacco* registered an increase of 1.6%, whereas that of *Non-food products* increased by 6.0%. Within the latter category, the sales of *Furniture and electro-domestic appliances* grew by 6.4%.

With respect to the sales system, *Electronic commerce* registered the largest increase (40.5%) and *Itinerant sales* the largest decrease (-6.2%).

Distribution (%) of the retail trade turnover according to the sales system and annual variation. Year 2015

Sales system	Distribution (in %)	Annual variation
Traditional	63.2	4.9
Self-service	30.9	-1.5
Electronic Commerce	2.2	40.5
Home delivery	1.4	35.5
Vending machines	0.7	43.1
Itinerant selling	0.6	-6.2
Mail and catalogue	0.4	30.6

Wholesale trade, except motor vehicles and motorcycles

In the year 2015, 29.1% of wholesale trade invoicing corresponded to the sale of *Semi-processed non-agricultural products and scrap*.

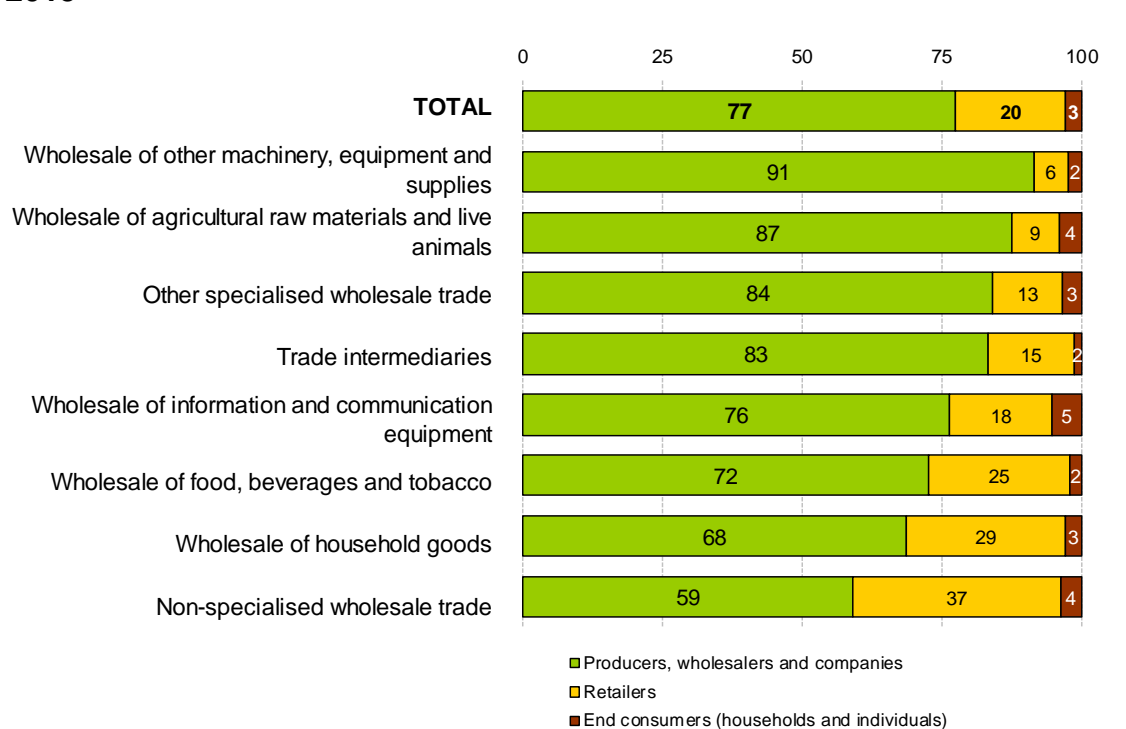
In turn, the wholesale of *Food, beverages and tobacco* represented 27.1% of the total and that of *Consumer products other than food* represented 22.2%.

Wholesale, excluding motor vehicles and motorcycles: breakdown of the turnover according to the products sold. Year 2015

Products sold	%
Semi-processed non-agricultural products and scrap	29.1
Food, Beverages and Tobacco Products	27.1
Consumer products other than food	22.2
Machinery and equipment for information and communications technologies	12.7
Agricultural raw materials and live animals	5.3
Other products and activities	3.6
TOTAL	100.0

Regarding the type of customers, Wholesale trade divided its invoicing among *Producers, wholesalers and companies* (77%), *Retailers* (20%) and *End consumers* (3%).

Distribution (in percentage) of wholesale trade turnover by type of customers. Year 2015



Sale and repair of motor vehicles and motorcycles

Companies whose main activity was the *Maintenance and repair of motor vehicles (except for motorcycles)* were the most specialised ones, generating 91.2% of their turnover thanks to this activity.

In turn, *Sale, maintenance and repair of motorcycles* companies obtained 86.0% of their turnover in the distribution of these goods (59.2% of retail trade and 26.8% of wholesale trade), and around 12.5% due to maintenance and repair.

In companies whose main activity was *Sale of motor vehicle (except motorcycles)*, the greatest part of their invoicing (48.3%) came from retail trade.

In turn, in *Parts and accessories of motor vehicles (except for motorcycles)* companies, the greatest percentage (73.6%) was generated by wholesale trade of said products.

Sale and repair of vehicles: breakdown of turnover according to the activity and the services rendered. Year 2015

Services provided	Main activity			Sale, maintenance and repair of motorcycles
	Sale, maintenance and repair of motor vehicles, (except motorcycles)			
	Sale	Maintenance and repair	Spare parts and	
Retail trade	48.3	6.0	22.4	59.2
- of cars, caravans and other vehicles	43.1	3.2	0.4	0.1
- of spare parts and accessories for vehicles	5.1	2.7	21.8	1.9
- of motorcycles and related parts	0.2	0.1	0.3	57.2
Wholesale trade	46.7	1.5	73.6	26.8
- of trucks, trailers, semi-trailers and buses	5.8	0.2	0.1	0.0
- of cars, caravans and other vehicles	35.0	0.1	0.1	0.0
- of spare parts and accessories for vehicles	5.2	1.1	73.2	0.9
- of motorcycles and related parts	0.7	0.1	0.2	25.9
Maintenance and repair	4.2	91.2	2.2	12.5
- of motor cars	3.7	76.1	1.8	0.1
- of other motor vehicles (except cars)	0.4	9.9	0.3	0.1
- of motorcycles	0.0	1.2	0.0	12.1
- other services related to maintenance and repair	0.1	3.9	0.1	0.0
Intermediation services	0.3	0.3	0.2	0.4
Other activities and services	0.4	1.0	1.5	1.1
TOTAL	100.0	100.0	100.0	100.0

Methodological notes

The integration project of the structural business statistics

The National Statistics Institute annually prepares, for the **Industry, Trade and Service sectors**, the structural business statistics. These statistics are governed by Regulation 295/2008 of the Parliament and the Council of the European Union whose objective is to provide information on the main economic characteristics of the companies, such as people employed, turnover and other incomes, purchases and consumption, personnel expenditure, tax and investment.

Until the reference year 2014 included, the structural business statistics of the INE (Annual Industrial Companies Survey, Annual Trade Survey, Annual Services Survey) were elaborated, according to the different areas of research, through separate processes and with different collection and publication schedules.

Since the reference year 2015 and with the aim to standardize and improve the process of elaboration of these operations, the statistical results and the dissemination of the information, the ***Integration project of the structural business statistics***⁶ was put into effect. The project which will be developed in two consecutive exercises until its total implementation has signified a reform of the following statistical operations, which by emphasizing even more the idea of integration, has changed its denomination:

Denomination until the year of reference 2014	New denomination since the year of reference 2015
Industrial Companies Survey	Structural Business Statistics: Industrial Sector
Annual Trade Survey	Structural Business Statistics: Trade Sector
Annual services survey	Structural Business Statistics: Services sector

The reform includes, among other aspects:

- 1) The use of **practically uniform questionnaires** for the three sectors of the study, (even though some specific questions specially related to the industrial Sector have been maintained) and adapted, in the case of the legal person companies, to the standard models of the National Accounts.
- 2) **More efficient sample designs** in order to reduce the burden on the respondents and improve the use of the administrative registers.
- 3) A **new and homogeneous dissemination plan** for each operation which facilitates the comparison of the statistical results of the different sectors.

⁶ The *Integration project of the structural business statistics* was presented to the High Council on Statistics and was rendered a favourable opinion in the Permanent Council meeting held on 18 February 2016.

**Turnover and personnel employed by branch of activity. Year 2015
Industrial Sector, Trade Sector and Services Sector**

Activity section	Turnover		Employed personnel (annual average)	
	Million euros	% over the total	Thousands of persons	% over the total
Industrial Sector	582,357	34.0	1,984.1	18.7
B Extractive Industries	3,383	0.2	18.5	0.2
C Manufacturing Industry	467,053	27.2	1,768.9	16.7
D Electric energy, gas, steam and air conditioning supply	93,787	5.5	39.8	0.4
S Water supply, sewerage, waste management and decontamination activities	18,135	1.1	156.9	1.5
Trade Sector				
G Wholesale and retail business; repair of motor vehicles and motorcycles	682,058	39.8	2,955.0	27.9
Services sector	450,120	26.3	5,657.8	53.4
I Transport and storage	104,293	6.1	837.6	7.9
I Accommodation and food service activities	62,146	3.6	1,267.7	12.0
J Information and communications	75,402	4.4	435.1	4.1
L Real state activities	24,384	1.4	206.8	2.0
M Professional, scientific and technical activities	83,219	4.9	979.7	9.2
N Administrative and support service activities	65,092	3.8	1,329.3	12.5
R Arts, recreation and entertainment activities	26,744	1.6	310.4	2.9
S Other services (except associative activities)	8,840	0.5	291.1	2.7
TOTAL	1,714,535	100.0	10,597.0	100.0

Under the new dissemination plan the tabulation is presented according to the following classification criteria:

- **Main economic activity**, according to the codes of CNAE-2009.
The data are presented under the structure of the CNAE-2009 until reaching the detail indicated for each table. For example, the *Main figures table* is presented at the 1, 2, 3 and 4-digit level.
- **Company size**, according to the number of employed persons.
- **Geographical distribution**, by Autonomous Community.
- **Target study variables**: main figures, main indicators, exploitation results, investment, turnover breakdown by geographical destination of sales, external services expenditure.

The new document on the Methodology of Structural Business Statistics also presents a joint and uniform form for the three sectors of the study, the principal methodological lines, concepts and definitions. It should be noted that, even though many of the technical aspects of the three operations have been standardized, some of the features or specific aspects of each sector have been maintained, matters which have been properly indicated and explained in the Methodology.

Brief description of the statistical operations presented

Structural Business Statistics: Trade Sector (previously the Annual Trade Survey) is a statistical operation of a structural nature, conducted annually, and aimed at all companies dedicated to Trade (Section G of CNAE-2009), which includes the sale and repair of motor vehicles and motorcycles, wholesale trade and trade intermediaries (except motor vehicles and motorcycles) and retail trade (except motor vehicles and motorcycles).

This operation allows to know the principal structural features and economic variables of the companies dedicated chiefly to each of the activities included in the field of study, variables such a personnel employed, turnover and other incomes, personnel expenses, taxes and investments.

The Statistics on Products in the Trade Sector is an operation of a structural nature, conducted at annual intervals, integrated into the previous operation, and whose underlying objective is to provide a detailed breakdown of the turnover for each activity, according to the products sold and services rendered in the sector of activity of the client.

Other variables studied in this survey are the type of supplier and the type of customer in wholesale and retail trade, the structure of purchases of goods in the case of companies whose main activity is the sale and repair of vehicles and the breakdown of turnover according to the sales system, and according to the area given over to sales in the case of companies whose activity is retail trade.

For further details, please see the methodological files of these surveys.

Structural Business Statistics: Trade Sector:

http://www.ine.es/dynqs/INEbase/en/operacion.htm?c=Estadistica_C&cid=1254736176902&menu=ultiDatos&idp=1254735576799

Statistics on Products in the Trade Sector:

http://www.ine.es/dynqs/INEbase/en/operacion.htm?c=Estadistica_C&cid=1254736176903&menu=resultados&idp=1254735576799