

22 June 2018

**Structural Business Statistics: Trade Sector  
Statistics on Products in the Trade Sector  
Year 2016. Final results<sup>1</sup>**

**The turnover of the trade sector reached  
724,594 million euros in 2016**

**Retail trade accounted for 30.9% of the total turnover in the sector  
and for 56.0% of the employed personnel**

**28.9% of wholesale turnover was accounted for by the sale of food,  
beverages and tobacco**

The turnover of companies in the Trade sector<sup>2</sup> reached 724,594 million euros in 2016. Value added generated by companies in this sector stood at 104,023 million euros.

For the reference year 2016 various methodological improvements have been implemented on the Structural Business Statistics, framed within the "Integration Project of the Structural Business Statistics". As a consequence of these changes, **the results presented today are not strictly comparable to those of other years** since the evolution of variables is due not only to possible real changes produced in this period, but also to the effects of the methodological improvements on the estimation of said variables<sup>3</sup>.

**Main magnitudes<sup>4</sup>. Year 2016**

<b>Variables económicas</b>	<b>Millones de euros</b>
Cifra de negocios	724.594
Total de compras de bienes y servicios	635.494
Valor añadido a coste de los factores	104.023
Gastos de personal	65.627
Sueldos y salarios	51.614
Excedente bruto de explotación	38.397
Inversión en activos materiales	9.839

<sup>1</sup> The results published today change the preliminary results published on 27 May 2018. This results have been obtained with a larger sample that allows to provide data on a more disaggregated level.

<sup>2</sup> The target population of the study is the group of companies whose main activity is described in Section G of CNAE-2009.

<sup>3</sup> For more details, you can refer to the specific document 'Measure of the impact of the methodological changes in Structural Business Statistics 2016':

[http://www.ine.es/metodologia/t37/metodologia\\_eee\\_cambios2016.pdf](http://www.ine.es/metodologia/t37/metodologia_eee_cambios2016.pdf)

<sup>4</sup> All the economic variables are valued at current prices.

## Results by divisions of activity<sup>5</sup>

In 2016, 58.4% of the turnover for the sector corresponded to *Wholesale trade and commission trade, except motor vehicles and motorcycles*. Wholesale companies employed 34.4% of the total personnel in the sector.

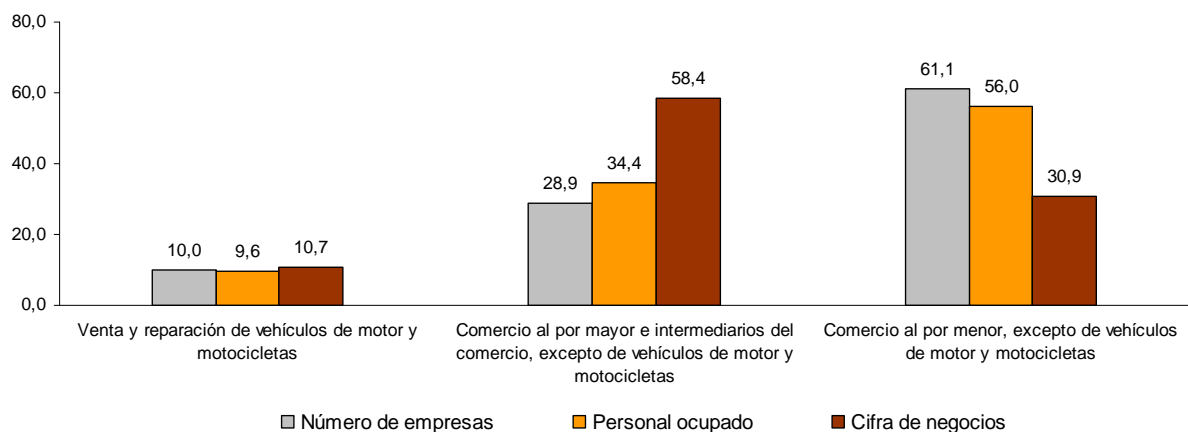
*Retail trade, except motor vehicles and motorcycles* accounted for 30.9% of the total turnover for the sector and for 56.0% of employed personnel. Six out of every ten companies in the sector were in retail trade.

In turn, the turnover of *Wholesale and retail trade and repair of motor vehicles and motorcycles* accounted for 10.7% of the total in the sector.

## Number of companies, employed personnel and turnover by divisions of activity. Year 2016

División de actividad	Número de empresas		Personal ocupado		Cifra de negocios	
	Total	% sobre el total	Media anual	% sobre el total	Millones de euros	% sobre el total
Venta y reparación de vehículos de motor y motocicletas	79.409	10,0	298.023	9,6	77.502	10,7
Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas	229.956	28,9	1.069.748	34,4	423.183	58,4
Comercio al por menor, excepto de vehículos de motor y motocicletas	486.684	61,1	1.739.721	56,0	223.910	30,9
<b>TOTAL</b>	<b>796.049</b>	<b>100,0</b>	<b>3.107.491</b>	<b>100,0</b>	<b>724.594</b>	<b>100,0</b>

## Distribution (in percentage) in the Trade sector of the number of companies, employed personnel and turnover by divisions of activity. Year 2016



<sup>5</sup> 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.

## Results by groups of activity

At a more disaggregated level, the groups of activity with the highest contribution to total turnover were *Wholesale of food, beverages and tobacco* (17.5%), *Other specialised wholesale trade*<sup>6</sup> (16.1%) and *Wholesale of household goods* (12.9%).

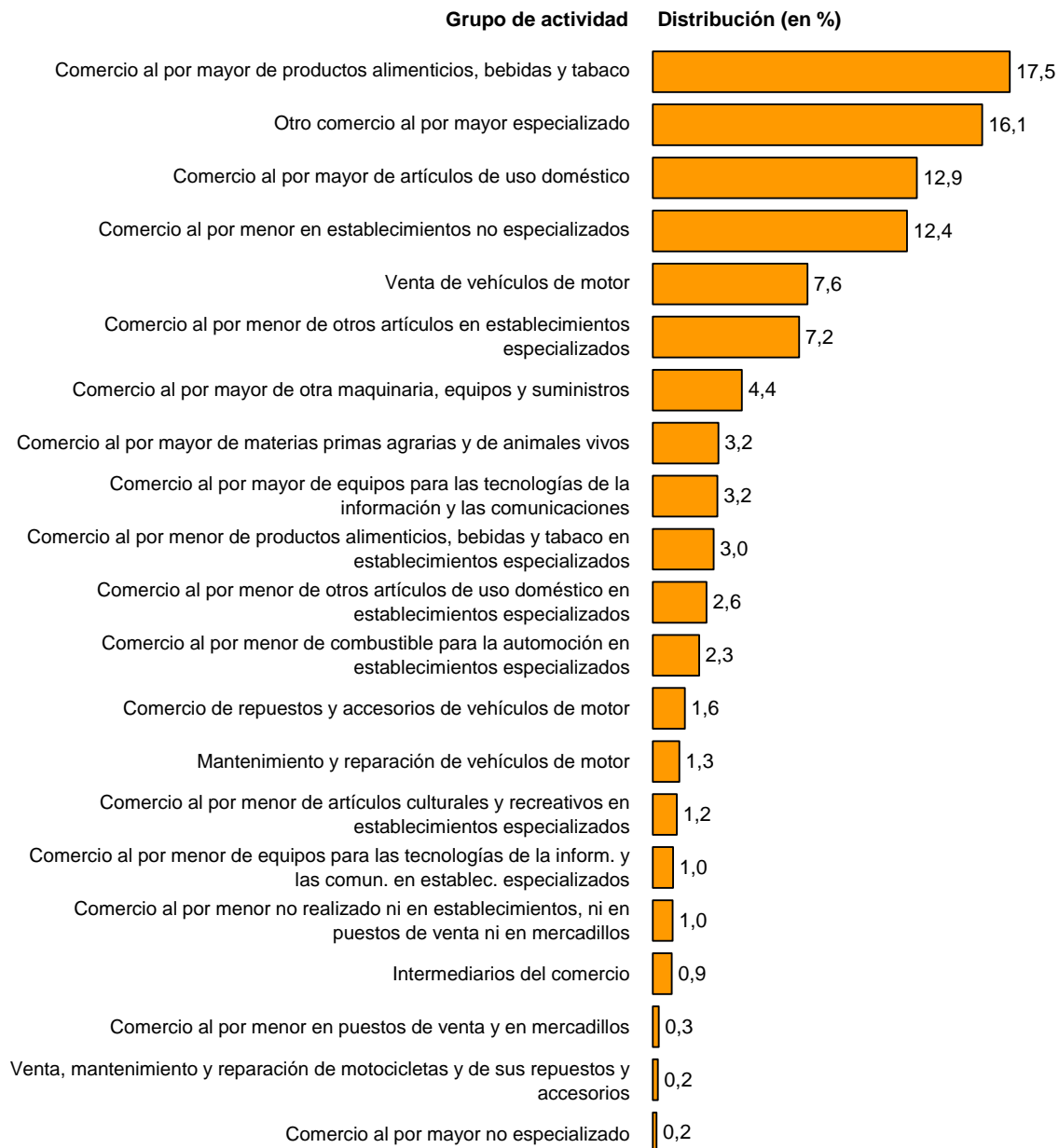
On the other hand, the groups of activity that employed the greatest number of people were *Retail sale in non-specialised stores* (with a 16.8% of employment in the sector), *Retail sale of other goods in specialised stores* (15.9%) and *Wholesale of food, beverages and tobacco* (11.4%).

## Turnover and personnel employed by groups of activity. Year 2016

Grupos de actividad	Cifra de negocios		Personal ocupado	
	Millones de euros	% sobre el total	Media anual	% sobre el total
<b>Venta y reparación de vehículos de motor y motocicletas</b>				
- Venta de vehículos de motor	54.889	7,6	94.949	3,1
- Mantenimiento y reparación de vehículos de motor	9.453	1,3	142.985	4,6
- Comercio de repuestos y accesorios de vehículos de motor	11.395	1,6	50.805	1,6
- Venta, mantenimiento y reparación de motocicletas y de sus repuestos y accesorios	1.764	0,2	9.284	0,3
<b>Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas</b>				
- Intermediarios del comercio	6.729	0,9	92.850	3,0
- Comercio al por mayor de materias primas agrarias y de animales vivos	23.310	3,2	34.429	1,1
- Comercio al por mayor de productos alimenticios, bebidas y tabaco	126.728	17,5	354.297	11,4
- Comercio al por mayor de artículos de uso doméstico	93.712	12,9	229.937	7,4
- Comercio al por mayor de equipos para las tecnologías de la información y las comunicaciones	22.868	3,2	56.962	1,8
- Comercio al por mayor de otra maquinaria, equipos y suministros	31.580	4,4	113.389	3,6
- Otro comercio al por mayor especializado	116.920	16,1	179.767	5,8
- Comercio al por mayor no especializado	1.336	0,2	8.117	0,3
<b>Comercio al por menor, excepto de vehículos de motor y motocicletas</b>				
- Comercio al por menor en establecimientos no especializados	90.208	12,4	521.979	16,8
- Comercio al por menor de productos alimenticios, bebidas y tabaco en establecimientos especializados	21.593	3,0	249.995	8,0
- Comercio al por menor de combustible para la automoción en establecimientos especializados	16.401	2,3	53.062	1,7
- Comercio al por menor de equipos para las tecnologías de la inform. y las comun. en establec. especializados	7.135	1,0	50.921	1,6
- Comercio al por menor de otros artículos de uso doméstico en establecimientos especializados	19.044	2,6	197.406	6,4
- Comercio al por menor de artículos culturales y recreativos en establecimientos especializados	8.486	1,2	84.650	2,7
- Comercio al por menor de otros artículos en establecimientos especializados	51.904	7,2	494.475	15,9
- Comercio al por menor en puestos de venta y en mercadillos	2.101	0,3	51.428	1,7
- Comercio al por menor no realizado ni en establecimientos, ni en puestos de venta ni en mercadillos	7.038	1,0	35.804	1,2
<b>TOTAL</b>	<b>724.594</b>	<b>100,0</b>	<b>3.107.491</b>	<b>100,0</b>

<sup>6</sup> *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 half-finished products, scrap and waste.

**Distribution (in percentage) of turnover by groups of activity in the Trade sector. Year 2016**



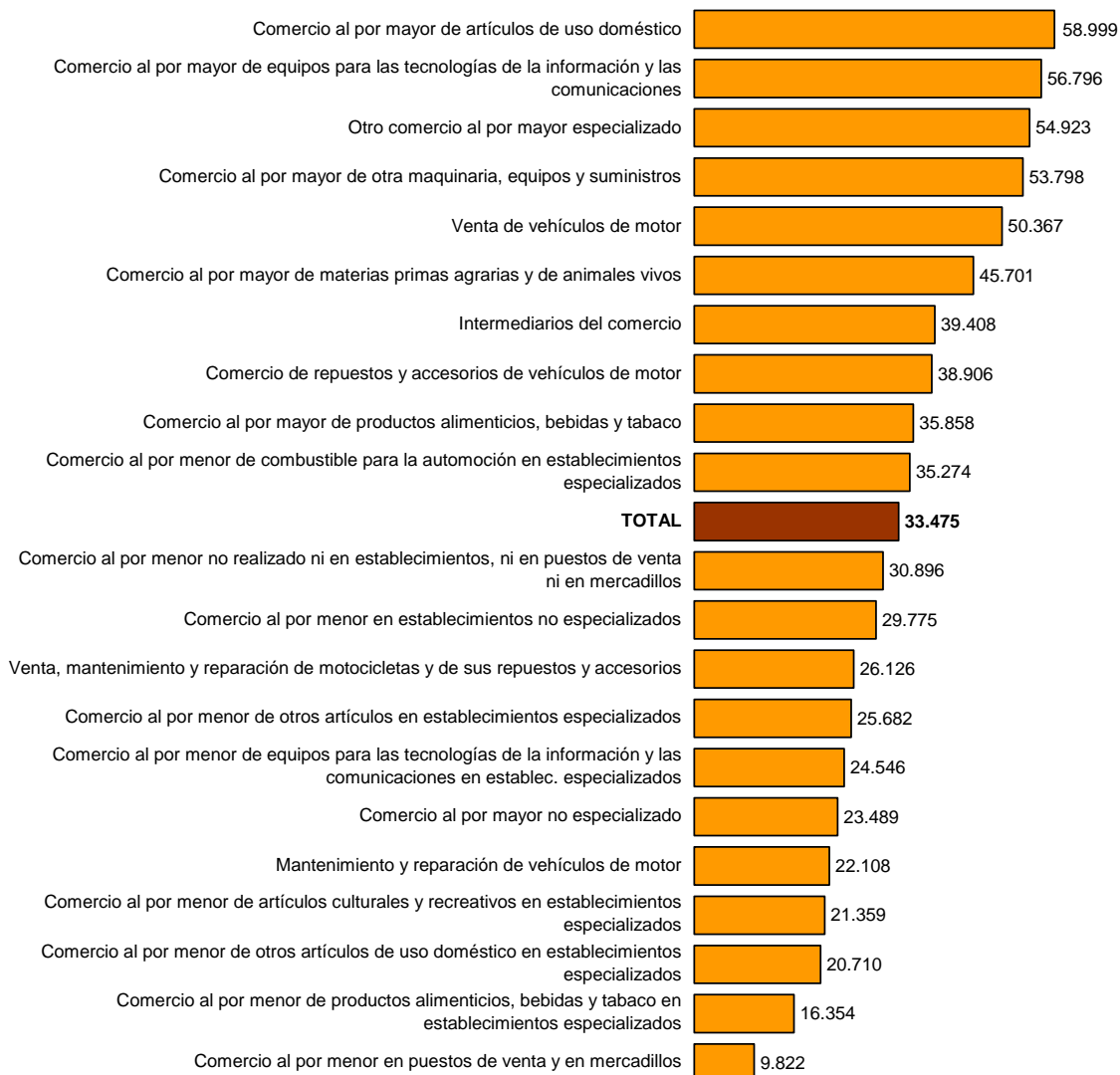
## Productivity

Productivity (value added per employed person) for the Trade sector in 2016 was 33,475 euros.

The activity groups that registered the greatest productivity were *Wholesale of household goods* (58,999 euros), *Wholesale of information and communication equipment* (56,796 euros) and *Other specialised wholesale* (54,923 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (9,822 euros), *Retail sale of food, beverages and tobacco in specialised stores* (16,354 euros) and *Retail sale of other household equipment in specialised stores* (20,710 euros).

### Productivity (in euros) by groups of activity in the Trade sector. Year 2016



## Geographical destination of sales

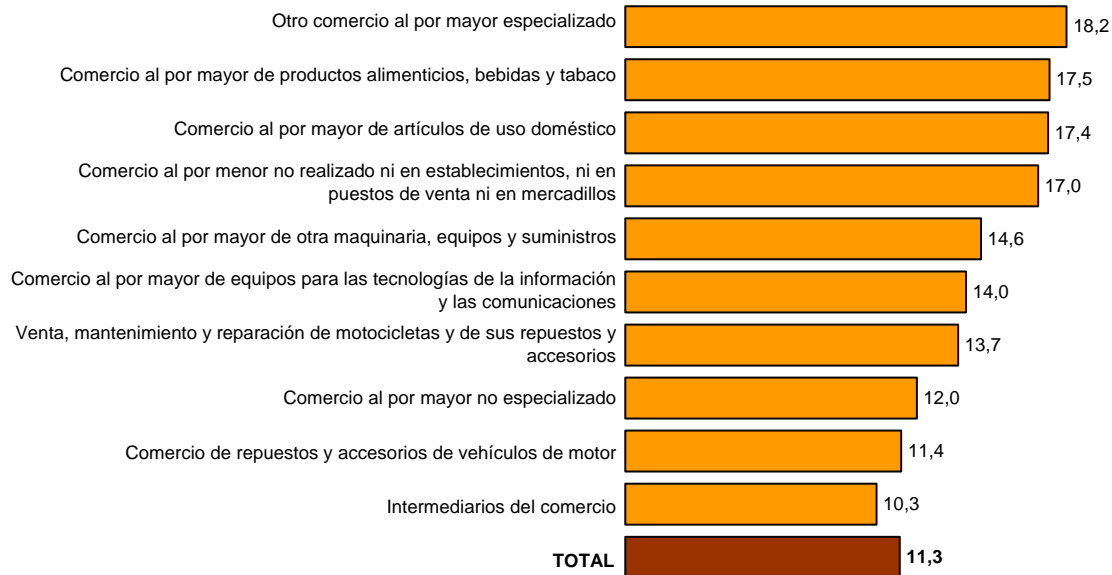
In 2016, 88.7% of sales in the Trade sector were made within Spain, 7.0% were made to other European Union countries, and 4.3% to the rest of the world.

The groups of activity with the greatest percentage of sales outside of Spain were *Other specialised wholesale trade* (18.2%), *Wholesale of food, beverages and tobacco* (17.5%), and *Wholesale of household goods* (17.4%).

## Sales outside of Spain by group of activity in the Trade sector. Year 2016

Grupos de actividad	Ventas fuera de España	
	Millones de euros	% sobre el total de ventas
- Otro comercio al por mayor especializado	21.237	18,2
- Comercio al por mayor de productos alimenticios, bebidas y tabaco	22.131	17,5
- Comercio al por mayor de artículos de uso doméstico	16.308	17,4
- Comercio al por menor no realizado ni en establecimientos, ni en puestos de venta ni en mercadillos	1.197	17,0
- Comercio al por mayor de otra maquinaria, equipos y suministros	4.626	14,6
- Comercio al por mayor de equipos para las tecnologías de la información y las comunicaciones	3.208	14,0
- Venta, mantenimiento y reparación de motocicletas y de sus repuestos y accesorios	242	13,7
- Comercio al por mayor no especializado	160	12,0
- Comercio de repuestos y accesorios de vehículos de motor	1.295	11,4
- Intermediarios del comercio	696	10,3
- Comercio al por mayor de materias primas agrarias y de animales vivos	1.920	8,2
- Comercio al por menor de otros artículos en establecimientos especializados	3.944	7,6
- Venta de vehículos de motor	2.630	4,8
- Comercio al por menor de otros artículos de uso doméstico en establecimientos especializados	522	2,7
- Comercio al por menor de artículos culturales y recreativos en establecimientos especializados	226	2,7
- Comercio al por menor en establecimientos no especializados	1.213	1,3
- Mantenimiento y reparación de vehículos de motor	103	1,1
- Comercio al por menor de equipos para las tecnologías de la información y las comunicaciones en establec. especializados	75	1,0
- Comercio al por menor de combustible para la automoción en establecimientos especializados	108	0,7
- Comercio al por menor de productos alimenticios, bebidas y tabaco en establecimientos especializados	47	0,2
- Comercio al por menor en puestos de venta y en mercadillos	1	0,1
<b>TOTAL</b>	<b>81.891</b>	<b>11,3</b>

**Activity groups with the highest percentage of sales outside of Spain. Year 2016**

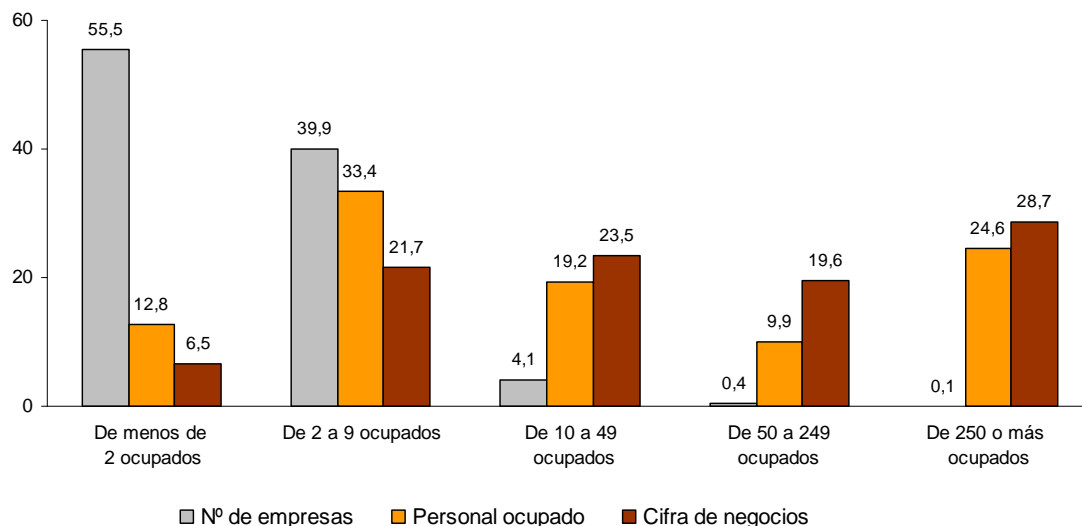


**Results by company size**

Trade is characterised by the predominance of very small companies. In 2016, 95.4% of the companies in the sector had less than 10 employees. These companies provided employment for 46.2% of personnel and their turnover represented 28.2% of the total.

In turn, large companies (with 250 or more employees) represented 0.1% of Trade Companies, and their turnover accounted for 28.7% of the total in the sector. These companies employed 24.6% of the personnel.

**Distribution (in percentage) in the Trade sector of the number of companies, employed personnel and turnover by size of the company. Year 2016**



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

In three activity groups, companies with less than 10 employees generated more than 70% of turnover: *Non-specialised wholesale trade* (72.1%), *Retail sale of food, beverages and tobacco in specialised stores* (79.9%) and *Retail sale via stalls and markets* (95.6%).

## Distribution (in percentage) of turnover by size of the company and group of activity. Year 2016

Grupos de actividad	De menos de 2 ocupados	De 2 a 9 ocupados	De 10 a 49 ocupados	De 50 a 249 ocupados	De 250 ó más ocupados
<b>Venta y reparación de vehículos de motor y motocicletas</b>					
- Venta de vehículos de motor	2,8	8,4	29,3	40,3	19,2
- Mantenimiento y reparación de vehículos de motor	10,9	56,5	26,9	5,7	(1)
- Comercio de repuestos y accesorios de vehículos de motor	5,5	17,4	32,9	29,4	14,7
- Venta, mantenimiento y reparación de motocicletas y de sus repuestos y accesorios	4,8	40,8	54,4	(1)	0,0
<b>Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas</b>					
- Intermediarios del comercio	39,9	29,6	11,5	10,2	8,8
- Comercio al por mayor de materias primas agrarias y de animales vivos	9,0	41,2	37,7	12,0	(1)
- Comercio al por mayor de productos alimenticios, bebidas y tabaco	5,6	21,1	31,3	25,7	16,2
- Comercio al por mayor de artículos de uso doméstico	3,2	13,7	23,1	24,4	35,6
- Comercio al por mayor de equipos para las tecnologías de la información y las comunicaciones	1,8	12,7	29,0	27,4	29,1
- Comercio al por mayor de otra maquinaria, equipos y suministros	5,8	27,4	35,6	19,4	11,8
- Otro comercio al por mayor especializado	9,6	16,9	26,1	27,3	20,0
- Comercio al por mayor no especializado	28,0	44,1	27,8	(1)	0,0
<b>Comercio al por menor, excepto de vehículos de motor y motocicletas</b>					
- Comercio al por menor en establecimientos no especializados	1,9	6,8	3,8	2,1	85,4
- Comercio al por menor de productos alimenticios, bebidas y tabaco en establecimientos especializados	18,6	61,3	15,9	2,9	1,3
- Comercio al por menor de combustible para la automoción en establecimientos especializados	1,9	38,3	40,0	7,8	12,1
- Comercio al por menor de equipos para las tecnologías de la información y las comunicaciones en establec. especializados	7,0	19,6	14,6	37,4	21,4
- Comercio al por menor de otros artículos de uso doméstico en establecimientos especializados	11,6	37,5	16,9	4,9	29,1
- Comercio al por menor de artículos culturales y recreativos en establecimientos especializados	14,5	27,4	12,6	8,1	37,4
- Comercio al por menor de otros artículos en establecimientos especializados	6,3	44,7	13,4	6,1	29,5
- Comercio al por menor en puestos de venta y en mercadillos	65,7	29,9	3,9	0,6	(1)
- Comercio al por menor no realizado ni en establecimientos, ni en puestos de venta ni en mercadillos	8,3	14,9	22,8	25,0	28,9
<b>TOTAL</b>	<b>6,5</b>	<b>21,7</b>	<b>23,5</b>	<b>19,6</b>	<b>28,7</b>

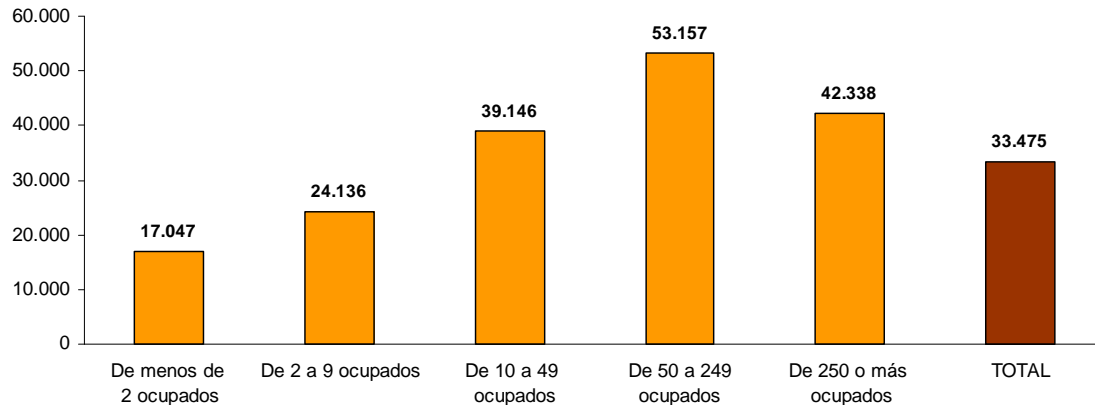
(1) For confidentiality reasons, they are grouped in the previous section



## Size of the company and productivity

Medium-sized companies (of 50 to 249 employees) had the highest productivity in 2016, with 53,157 euros. In turn, companies with less than 2 employees were the least productive, with 17,047 euros.

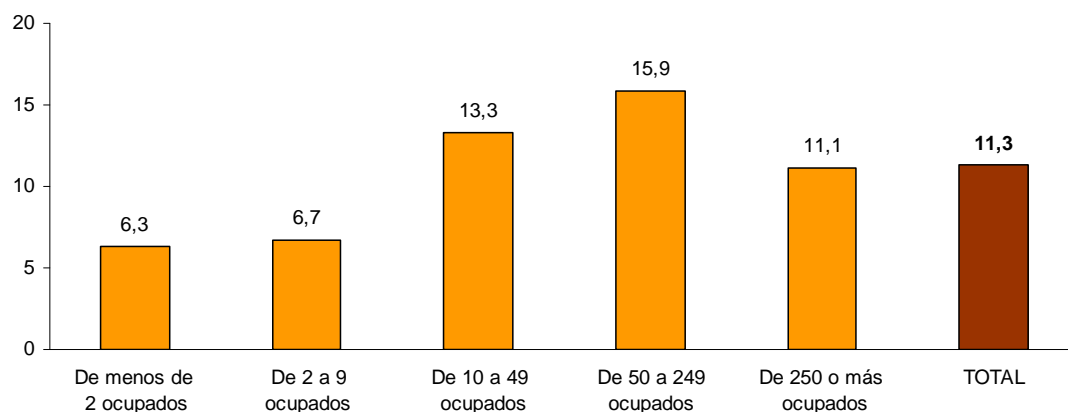
### Productivity (in euros) in the Trade sector by size of the company. Year 2016



## Company size and sales outside Spain

Medium-sized companies (between 50 and 249 employees), were those with the greatest propensity to export in 2016, with 15.9% of their total turnover destined abroad.

### Percentage of exports in the Trade Sector compared to total turnover by size of the company. Year 2016



### Investment in tangible assets

Investment in tangible assets carried out by the Trade sector amounted to 9,839 million euros in 2016. 51.6% came from companies in *Wholesale trade and commission trade, except of motor vehicle and motorcycles*, and 33.8% from *Retail trade, excluding motor vehicle and motorcycles*.

With respect to the value added, investment represented 14.2% for companies in *Wholesale and retail trade and repair of motor vehicles and motorcycles*, 10.0% of turnover for companies in *Wholesale trade, except of motor vehicles and motorcycles* and 7.7% for those in *Retail trade, except of motor vehicles and motorcycles*.

### Investment in tangible assets by divisions of activity. Year 2016

División de actividad	Millones de euros	% sobre el total	Inversión/ Valor añadido (%)
Venta y reparación de vehículos de motor y motocicletas	1.441	14,6	14,2
Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas	5.075	51,6	10,0
Comercio al por menor, excepto de vehículos de motor y motocicletas	3.323	33,8	7,7
<b>TOTAL</b>	<b>9.839</b>	<b>100,0</b>	<b>9,5</b>

## Results by Autonomous Communities

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2016 were Comunidad de Madrid (with 23.6% of the total), Cataluña (19.9%) and Andalucía (12.2%).

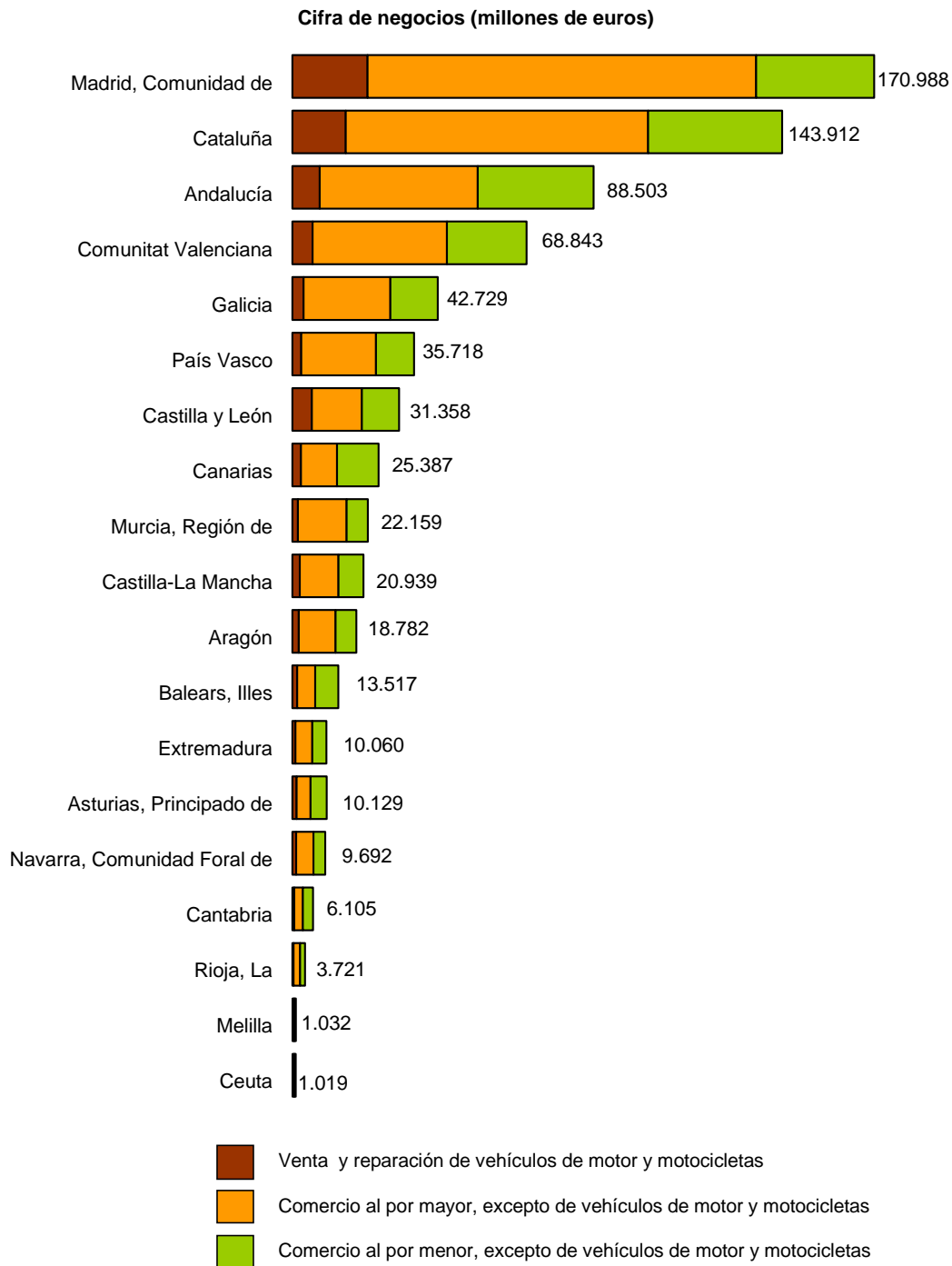
In turn, those with the least weight in turnover were La Rioja (0.5%), Cantabria (0.8%) and Comunidad Foral de Navarra (1.3%).

As for the personnel employed in the Trade sector, Cataluña represented 18.5% of employment, Andalucía 15.8% and Comunidad de Madrid 15.4%.

## Turnover and employed personnel figures in the Trade sector by Autonomous Communities and cities. Year 2016

Comunidad Autónoma	Cifra de negocios		Personal ocupado		Inversión en activos materiales	
	Millones de euros	% sobre el total	Media anual	% sobre el total	Millones de euros	% sobre el total
Andalucía	88.503	12,2	490.174	15,8	1.220	12,4
Aragón	18.782	2,6	86.061	2,8	287	2,9
Asturias, Principado de	10.129	1,4	60.979	2,0	136	1,4
Baleares, Illes	13.517	1,9	73.869	2,4	224	2,3
Canarias	25.387	3,5	149.804	4,8	615	6,3
Cantabria	6.105	0,8	33.662	1,1	106	1,1
Castilla y León	31.358	4,3	135.123	4,3	413	4,2
Castilla-La Mancha	20.939	2,9	107.747	3,5	339	3,4
Cataluña	143.912	19,9	574.651	18,5	1.931	19,6
Comunitat Valenciana	68.843	9,5	365.404	11,8	980	10,0
Extremadura	10.060	1,4	60.643	2,0	164	1,7
Galicia	42.729	5,9	172.757	5,6	492	5,0
Madrid, Comunidad de	170.988	23,6	477.925	15,4	1.987	20,2
Murcia, Región de	22.159	3,1	113.923	3,7	331	3,4
Navarra, Comunidad Foral de	9.692	1,3	38.850	1,3	125	1,3
País Vasco	35.718	4,9	137.938	4,4	395	4,0
Rioja, La	3.721	0,5	19.132	0,6	67	0,7
Ceuta	1.019	0,1	4.150	0,1	10	0,1
Melilla	1.032	0,1	4.698	0,2	17	0,2
<b>TOTAL</b>	<b>724.594</b>	<b>100,0</b>	<b>3.107.491</b>	<b>100,0</b>	<b>9.839</b>	<b>100,0</b>

**Turnover in the Trade sector by Autonomous Communities and Cities. Year 2016**



## Statistics on Products in the Trade Sector

### Retail trade, except of motor vehicles and motorcycles

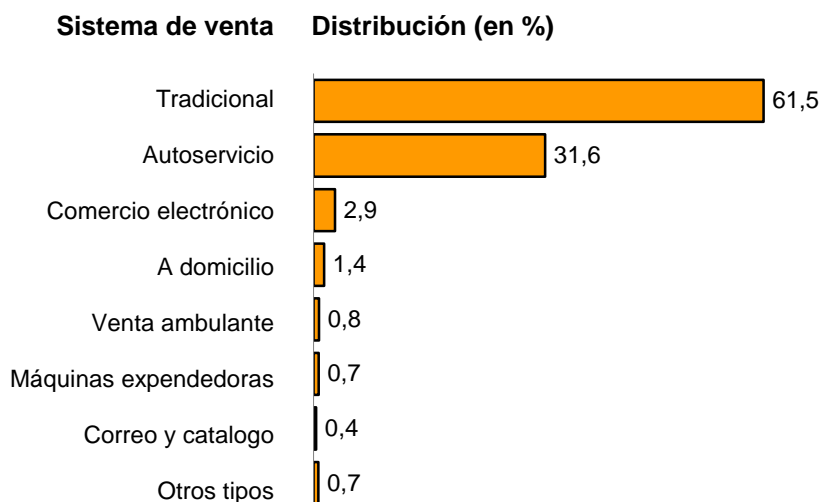
In the year 2016, 38.1% of Retail trade turnover, except for motor vehicles and motorcycles, corresponded to sales of *Food, beverages and tobacco*. Sales of Textile products and footwear represented 14.6% of the total, and those of Medical, pharmaceutical and cosmetic products represented 12.2%.

### Retail trade, except of motor vehicles and motorcycles: turnover breakdown by products sold Year 2016

Productos vendidos	Millones de euros	Distribución en %
Productos alimenticios, bebidas y tabaco	85.281	38,1
Productos no alimenticios	137.433	61,4
- Textil y calzado	32.648	14,6
- Productos médicos, farmacéuticos y cosméticos	27.285	12,2
- Muebles y electrodomésticos	17.101	7,6
- Otros productos no alimenticios	60.399	27,0
Otras actividades	1.196	0,5
<b>TOTAL</b>	<b>223.910</b>	<b>100,0</b>

As for the sales system, the *Traditional* system represented 61.5% of the retail trade turnover, *Self-service* 31,6% and *E-Commerce* 2,9%.

### Distribution (in percentage) of the retail trade turnover according to the sales system and annual variation. Year 2016



### Wholesale trade, except motor vehicles and motorcycles

28.9% of wholesale trade turnover in 2016 corresponded to the sale of *Food, beverage and tobacco*.

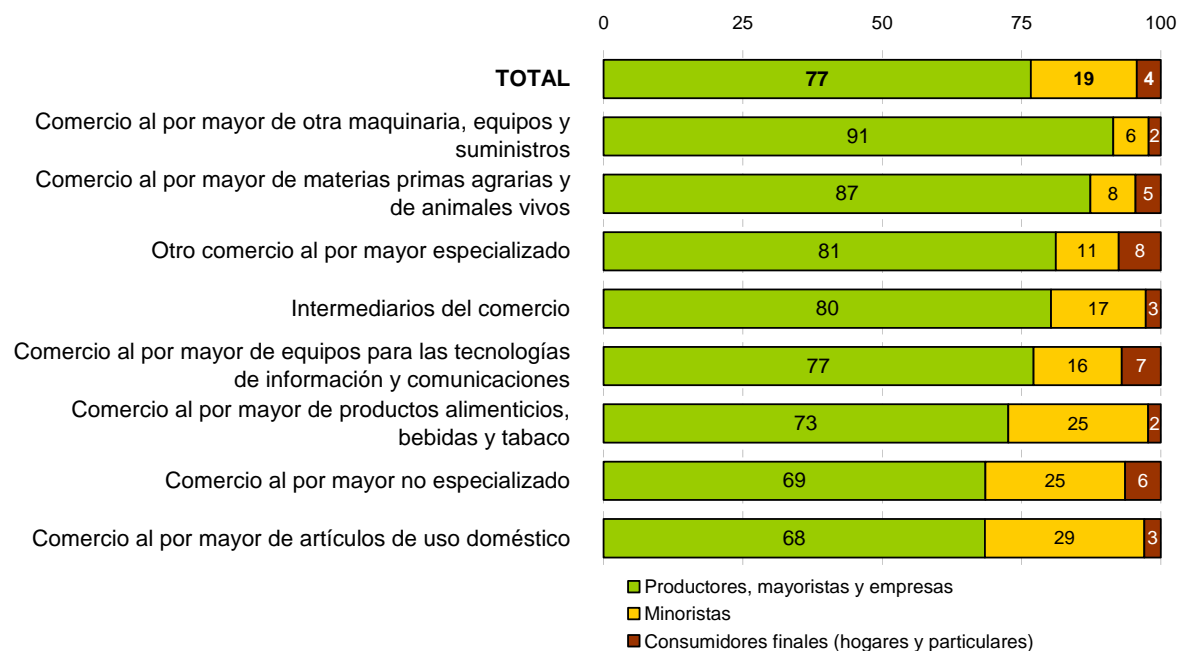
In turn, *Wholesale of non-agricultural intermediate products, waste and scrap* represented 27.6% of the total and *Wholesale of consumer products other than food* represented 22.1%.

### Wholesale, excluding motor vehicles and motorcycles: breakdown of the turnover according to the products sold. Year 2016

Productos vendidos	Millones de euros	Distribución en %
Productos alimenticios, bebidas y tabaco	122.111	28,9%
Productos no agrarios semielaborados y chatarra	116.736	27,6%
Productos de consumo distintos de los alimenticios	93.588	22,1%
Maquinaria y equipos para las tecnologías de la información y las comunicaciones	53.953	12,7%
Materias primas agrarias y animales vivos	22.931	5,4%
Otros productos y actividades	13.864	3,3%
<b>TOTAL</b>	<b>423.183</b>	<b>100,0</b>

Regarding the type of customers, Wholesale trade divided its turnover among *Producers, wholesalers and companies* (77%), *Retailers* (19%) and *Final consumers* (4%).

### Distribution (in percentage) of wholesale trade turnover by type of customer. Year 2016



## Wholesale and retail trade 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 90.6% of their turnover from this activity.

In turn, *Sale, maintenance and repair of motorcycles* companies obtained 89.2% of their turnover in the distribution of these goods (56.8% of retail trade and 32.4% of wholesale trade), and 9.5% due to maintenance and repair.

In companies whose main activity was *Sale of motor vehicle (except motorcycles)*, the greatest part of their turnover (59.6%) came from retail trade.

In turn, in *Parts and accessories of motor vehicles (except for motorcycles)* companies, the greatest percentage (74.5%) was generated by wholesale trade of said products.

## Sale and repair of vehicles: breakdown of the turnover by type of activity and the services rendered. Year 2016

Servicios prestados	Actividad principal			
	Vehículos de motor (excepto motocicletas)			Venta, mantenimiento y reparación de motocicletas
	Venta	Mantenimiento y reparación	Repuestos y accesorios	
<b>Comercio al por menor</b>	<b>59,6</b>	<b>6,6</b>	<b>22,2</b>	<b>56,8</b>
- de automóviles, caravanas y otros vehículos	53,9	3,1	0,3	0,4
- de repuestos y accesorios de vehículos	5,3	3,4	21,6	2,1
- de motocicletas y sus repuestos	0,4	0,2	0,2	54,3
<b>Comercio al por mayor</b>	<b>35,7</b>	<b>1,2</b>	<b>74,5</b>	<b>32,4</b>
- de camiones, remolques, semirremolques y autobuses	5,6	0,3	0,1	0,0
- de automóviles, caravanas y otros vehículos	26,0	0,2	0,1	0,3
- de repuestos y accesorios de vehículos	3,6	0,6	74,1	5,2
- de motocicletas y sus repuestos	0,4	0,1	0,2	26,9
<b>Mantenimiento y reparación</b>	<b>4,1</b>	<b>90,6</b>	<b>2,3</b>	<b>9,5</b>
- de automóviles	3,6	72,9	1,7	0,2
- de otros vehículos de motor (no automóviles)	0,4	13,5	0,4	0,2
- de motocicletas	0,0	1,1	0,1	9,0
- otros servicios relacionados con el mantenimiento y la reparación	0,1	3,0	0,0	0,1
<b>Servicios de intermediación</b>	<b>0,3</b>	<b>0,6</b>	<b>0,2</b>	<b>0,5</b>
<b>Otras actividades y servicios</b>	<b>0,2</b>	<b>1,0</b>	<b>0,8</b>	<b>0,9</b>
<b>TOTAL</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>

## Methodological note

### Second year of implementation of the integration project of the structural business statistics

The National Statistics Institute (INE) annually prepares, for the **Industry, Trade and Services sectors**, the structural business statistics. These statistics are governed by Regulation 295/2008 of the European Parliament and of the Council, which aims to provide information on the main economic characteristics of companies, such as their employed personnel, turnover and other incomes, purchases and consumption, personnel expenditure, taxes and investments.

Until the reference year 2014 included, the INE Structural Business Statistics were carried out, according to the different sectors under study, through separate processes and with different collection and publication schedules.

As of the reference year 2015, and with the aim of homogenising and improving the production process of these operations, the statistical results and the dissemination of information, the implementation of the *Integration Project of Structural Business Statistics*<sup>7</sup> began, which has been carried out over the course of two years (2015 and 2016) and which has meant a major reform of these operations.

Denomination until the reference year 2014	New denomination since the reference year 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 has introduced, among other aspects, the following improvements:

#### As of the reference year 2015:

- Use of practically uniform questionnaires for the three sectors under study, and adapted, in the case of legal person companies, to the standardised models of the Annual Accounts. In addition, the collection of information is already carried out in an integrated and simultaneous manner for the three sectors under study.
- New dissemination plan, uniform for the three operations, which facilitates the comparison of the statistical results of the different sectors.

#### As of the reference year 2016:

- More efficient sample designs in order to reduce the burden on the respondents and improve the use of administrative registers.

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<sup>7</sup> The *Integration Project of the Structural Business Statistics* was presented to the High Council on Statistics and was approved at the Permanent Commission meeting held on 18 February 2016.



- Methodological improvements relating to the treatment of companies that enter or leave the target population during the reference year, as well as the imputation of lack of response. Additionally, the estimation of employment variables has been improved using administrative sources.
- The new sampling designs and the simultaneous organisation of the collection of the three sectors under study allow to establish two different moments for the dissemination of the results:
  - *Preliminary results*, using information from the 'main sample' collected up to the end of September of the year t+1. This sample allows to provide national results for a first level of breakdown by activities (at least up to three digits of the CNAE-2009 for the industry and trade sectors, and up to two digits for the services sector).
  - *Final results*, based on the 'complete sample' (main and complementary, the latter collected until December of the year t+1). National results reach the highest level of detail by activities (up to four digits of the CNAE-2009), as required by the Community Regulation, and regional results are presented by activities. These detailed results allow us to meet the requirements of other more specialized users.

All these measures, which have contributed to the uniformity, improvement and optimisation of the production process of these operations, also make it possible to meet the demand of users interested in making comparisons between the different sectors.

## Turnover and employed personnel by sections of activity. Year 2016 Industrial Sector, Trade Sector and Services Sector

Sección de actividad	Cifra de negocios		Personal ocupado (media anual)	
	Millones de euros	% sobre el total	Miles de personas	% sobre el total
<b>Sector Industrial</b>	<b>571.944</b>	<b>32,4</b>	<b>2.082,8</b>	<b>18,6</b>
B Industrias extractivas	3.421	0,2	20,4	0,2
C Industria manufacturera	466.088	26,4	1.854,9	16,6
D Suministro de energía eléctrica, gas, vapor y aire acondicionado	83.242	4,7	41,0	0,4
E Suministro de agua, actividades de saneamiento, gestión de residuos y descontaminación	19.193	1,1	166,5	1,5
<b>Sector Comercio</b>				
G Comercio al por mayor y al por menor; reparación de vehículos de motor y motocicletas	<b>724.594</b>	<b>41,0</b>	<b>3.107,5</b>	<b>27,7</b>
<b>Sector Servicios</b>	<b>471.050</b>	<b>26,6</b>	<b>6.015,3</b>	<b>53,7</b>
H Transporte y almacenamiento	106.712	6,0	854,3	7,6
I Hostelería	66.632	3,8	1.401,1	12,5
J Información y comunicaciones	79.771	4,5	460,6	4,1
L Actividades inmobiliarias	25.689	1,5	238,4	2,1
M Actividades profesionales, científicas y técnicas	85.880	4,9	1.018,9	9,1
N Actividades administrativas y servicios auxiliares	69.402	3,9	1.397,4	12,5
R Actividades artísticas, recreativas y de entrenamiento	28.034	1,6	326,6	2,9
S Otros servicios (excepto actividades asociativas)	8.930	0,5	317,9	2,8
<b>TOTAL</b>	<b>1.767.588</b>	<b>100,0</b>	<b>11.205,6</b>	<b>100,0</b>

## Brief description of the statistical operation

**Structural Business Statistics: Trade Sector** (previously the Annual Trade Survey) is an annual structural statistical operation, 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 commission trade and retail trade.

This operation provides the principal structural and economic features of companies in the sector under study through a wide set of variables related to employed personnel, turnover and other income, purchases and consumption, personnel expenses, taxes and investments. The statistics include economic aggregates such as the value of production and gross value added, as well as main indicators.

**The Statistics on Products in the Trade Sector** is an annual structural operation, integrated into the previous one, whose main objective is to provide a detailed breakdown of the turnover according to the products sold and services provided and the sector of activity of the customer.

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 more details on the **characteristics and methodology** of these operations, the following documentation can be consulted on the INE website:

*Structural Business Statistics: Trade Sector:*

[http://www.ine.es/dyngs/INEbase/es/operacion.htm?c=Estadistica\\_C&cid=1254736176902&menu=metodologia&idp=1254735576799](http://www.ine.es/dyngs/INEbase/es/operacion.htm?c=Estadistica_C&cid=1254736176902&menu=metodologia&idp=1254735576799)

*Statistics on Products in the Trade Sector:*

[http://www.ine.es/dyngs/INEbase/es/operacion.htm?c=Estadistica\\_C&cid=1254736176903&menu=metodologia&idp=1254735576799](http://www.ine.es/dyngs/INEbase/es/operacion.htm?c=Estadistica_C&cid=1254736176903&menu=metodologia&idp=1254735576799)

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