

21 December 2018

Structural Business Statistics: Trade Sector
Advance year 2017

Turnover in the Trade sector increased by 5.7% in 2017 and stood at 766,153 million euros

Retail trade accounted for 30.0% of the total turnover in the sector and for 55.1% of the employed personnel

Turnover of companies in the Trade sector¹ reached 766,153 million euros in 2017, which represented an increase of 5.7% as compared with the previous year.

The gross value added generated by companies in this sector stood at 106,949 million euros, 2.8% more than the previous year.

Main magnitudes². Year 2017

Variables económicas	Millones de euros	Variación anual (%)
Cifra de negocios	766.153	5,7
Total de compras de bienes y servicios	675.677	6,3
Valor añadido a coste de los factores	106.949	2,8
Gastos de personal	67.945	3,5
Sueldos y salarios	53.302	3,3
Excedente bruto de explotación	39.004	1,6
Inversión en activos materiales	11.237	14,2
Empresas y personal ocupado		
Número de empresas	771.248	-3,1
Personal ocupado (media anual, en miles)	3.148	1,3

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

² All the economic variables are valued at current prices.

Results by divisions of activity³

The activity *Wholesale trade, except of motor vehicles and motorcycles* invoiced 453,009 million euros, which represented 59.1% of the sector and 7.0% more than in 2016. Wholesale companies employed 35.1% of the total personnel.

Retail trade, except of motor vehicles and motorcycles accounted for 30.0% of the total turnover for the sector and for 55.1% of employed personnel. Turnover in the retail trade sector increased by 2.5%.

On the other hand, turnover in *Wholesale and retail trade and repair of motor vehicles and motorcycles* increased by 7.9%.

Turnover and employed personnel in the Trade sector by divisions of activity. Year 2017

División de actividad	Cifra de negocios			Personal ocupado		
	Millones de euros	% sobre el total	Variación anual (%)	Media anual	% sobre el total	Variación anual (%)
Venta y reparación de vehículos de motor y motocicletas	83.634	10,9	7,9	310.628	9,9	4,2
Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas	453.009	59,1	7,0	1.103.788	35,1	3,2
Comercio al por menor, excepto de vehículos de motor y motocicletas	229.510	30,0	2,5	1.733.816	55,1	-0,3
TOTAL	766.153	100,0	5,7	3.148.231	100,0	1,3

Results by groups of activity

At a more disaggregated level, the activity groups with the greatest contribution to total turnover were *Wholesale of food, beverages and tobacco* (17.5% of the total), *Other specialised wholesale*⁴ (17.4%) and *Wholesale of household goods* (13.1%).

The groups of activity that employed the greatest number of people were *Retail sale in non-specialised stores* (17.1% of employment in the sector), *Retail sale of other goods in specialised stores* (15.4%) and *Wholesale of food, beverages and tobacco* (11.8%).

On the other hand, those whose turnover increased the most with respect to the previous year were *Non-specialised wholesale trade* (16.1%), *Other specialised wholesale* (14.2%) and *Retail trade not in stores, stalls or markets*⁵ (13.8%).

³ The companies studied were classified according to their main activity. Likewise, all of the study variables referring to the company are 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 half-finished products, scrap and waste.

⁵ *Retail trade not in stores, stalls or markets* includes trade conducted over the Internet, by mail order, at home, in vending machines, etc.

Turnover and personnel employed by groups of activity. Year 2017

Grupo de actividad	Cifra de negocios			Personal ocupado		
	Millones de euros	% sobre el total	Variación anual (%)	Media anual	% sobre el total	Variación anual (%)
Venta y reparación de vehículos de motor y motocicletas						
- Venta de vehículos de motor	59.661	7,8	8,7	95.045	3,0	0,1
- Mantenimiento y reparación de vehículos de motor	10.219	1,3	8,1	154.979	4,9	8,4
- Comercio de repuestos y accesorios de vehículos de motor	11.798	1,5	3,5	50.671	1,6	-0,3
- Venta, mantenimiento y reparación de motocicletas y de sus repuestos y accesorios	1.956	0,3	10,8	9.933	0,3	7,0
Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas						
- Intermediarios del comercio	6.709	0,9	-0,3	88.649	2,8	-4,5
- Comercio al por mayor de materias primas agrarias y de animales vivos	21.528	2,8	-7,6	34.846	1,1	1,2
- Comercio al por mayor de productos alimenticios, bebidas y tabaco	133.697	17,5	5,5	371.142	11,8	4,8
- Comercio al por mayor de artículos de uso doméstico	100.598	13,1	7,3	233.899	7,4	1,7
- Comercio al por mayor de equipos para las tecnologías de la información y las comunicaciones	24.290	3,2	6,2	60.348	1,9	5,9
- Comercio al por mayor de otra maquinaria, equipos y suministros	31.073	4,1	-1,6	115.977	3,7	2,3
- Otro comercio al por mayor especializado	133.562	17,4	14,2	189.939	6,0	5,7
- Comercio al por mayor no especializado	1.552	0,2	16,1	8.988	0,3	10,7
Comercio al por menor, excepto de vehículos de motor y motocicletas						
- Comercio al por menor en establecimientos no especializados	92.515	12,1	2,6	539.377	17,1	3,3
- Comercio al por menor de productos alimenticios, bebidas y tabaco en establecimientos especializados	21.693	2,8	0,5	238.470	7,6	-4,6
- Comercio al por menor de combustible para la automoción en establecimientos especializados	17.587	2,3	7,2	52.632	1,7	-0,8
- Comercio al por menor de equipos para las tecnologías de la información y las comunic. en establec. especializados	6.558	0,9	-8,1	47.846	1,5	-6,0
- Comercio al por menor de otros artículos de uso doméstico en establecimientos especializados	19.161	2,5	0,6	196.159	6,2	-0,6
- Comercio al por menor de artículos culturales y recreativos en establecimientos especializados	7.922	1,0	-6,7	79.420	2,5	-6,2
- Comercio al por menor de otros artículos en establecimientos especializados	53.967	7,0	4,0	486.314	15,4	-1,7
- Comercio al por menor en puestos de venta y en mercadillos	2.100	0,3	-0,1	52.544	1,7	2,2
- Comercio al por menor no realizado ni en establecimientos, ni en puestos de venta ni en mercadillos	8.008	1,0	13,8	41.054	1,3	14,7
TOTAL	766.153	100,0	5,7	3.148.231	100,0	1,3

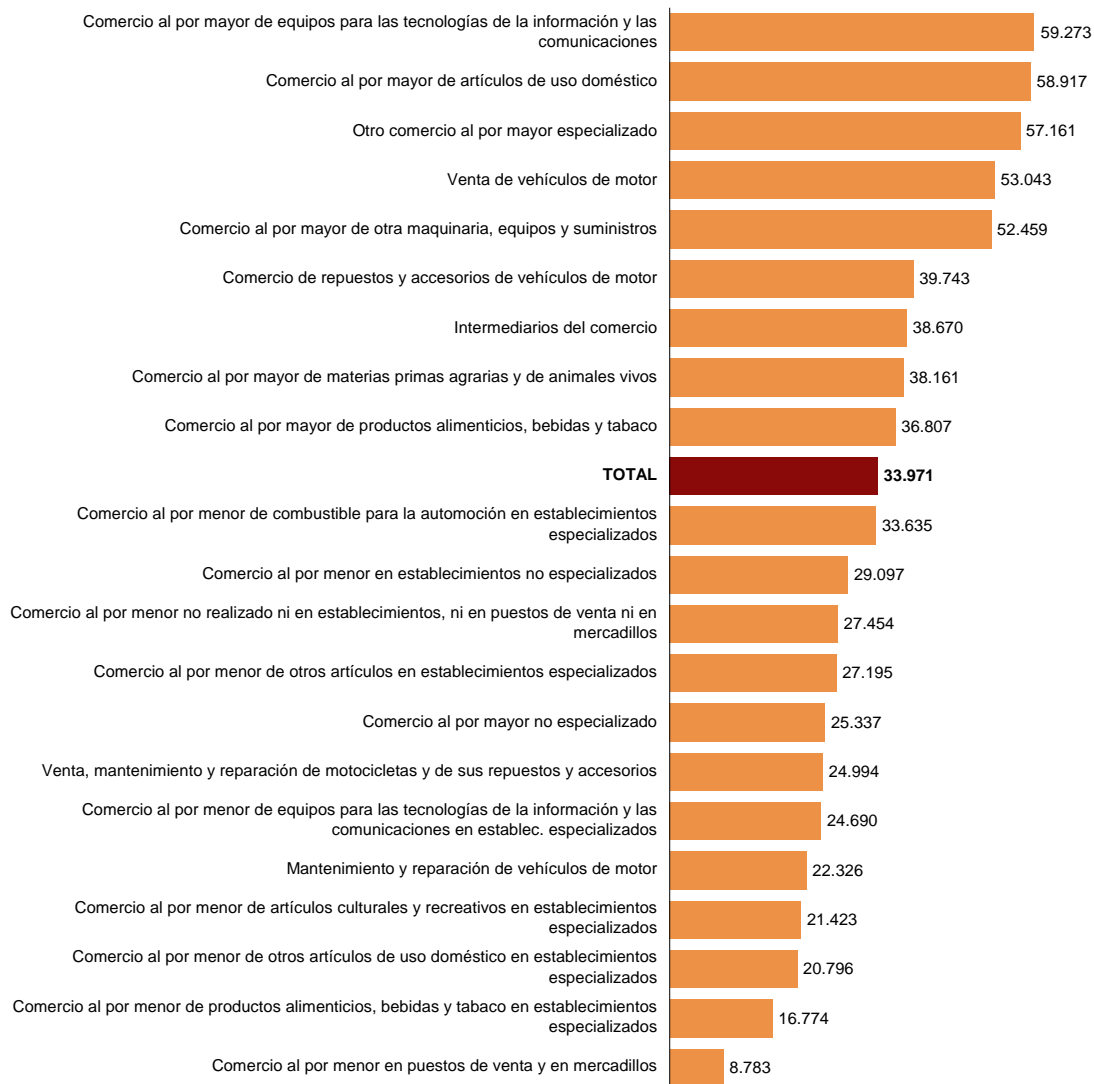
Productivity

Productivity (value added per employed person) for the Trade sector was 33,971 euros in 2017, 1.5% more than in the previous year.

The groups of activity that registered the highest productivity were *Wholesale of information and communication equipment* (59,273 euros), *Wholesale of household goods* (58,917 euros) and *Other specialised wholesale* (57,161 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (8,783 euros), *Retail sale of food, beverages and tobacco in specialised stores* (16,774 euros) and *Retail sale of other household equipment in specialised stores* (20,796 euros).

**Productivity (in euros) by groups of activity in the Trade sector.
Year 2017**

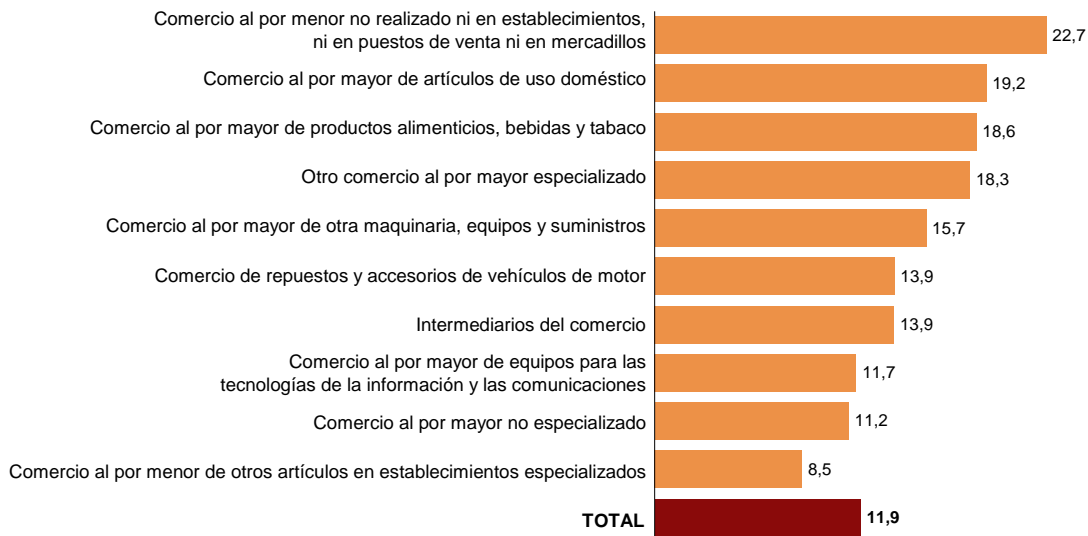


Geographical destination of sales

In 2017, 88.1% of sales in the Trade sector were made within Spain, 7.4% went to other European Union countries, and 4.5% to the rest of the world.

The groups of activity with the highest percentage of sales outside Spain were *Retail trade not in stores, stalls or markets* (22.7% of total sales), *Wholesale of household goods* (19.2%) and *Wholesale of food, beverages and tobacco* (18.6%).

Groups of activity with the highest percentage of sales outside of Spain. Year 2017



Investment in tangible assets

Investment in tangible assets carried out by the Trade sector amounted to 11,237 million euros in 2017. 49.4% came from companies engaged in *Wholesale trade, except of motor vehicles and motorcycles*, and 37.4% from companies in *Retail trade, excluding motor vehicle and motorcycles*.

In relation to the value added, investment in tangible assets accounted for 13.8% for companies involved in *Wholesale and retail trade and repair of motor vehicles and motorcycles* and for 10.5% of the value added for companies involved in *Wholesale trade, except of motor vehicles and motorcycles*.

Investment in tangible assets by divisions of activity. Year 2017

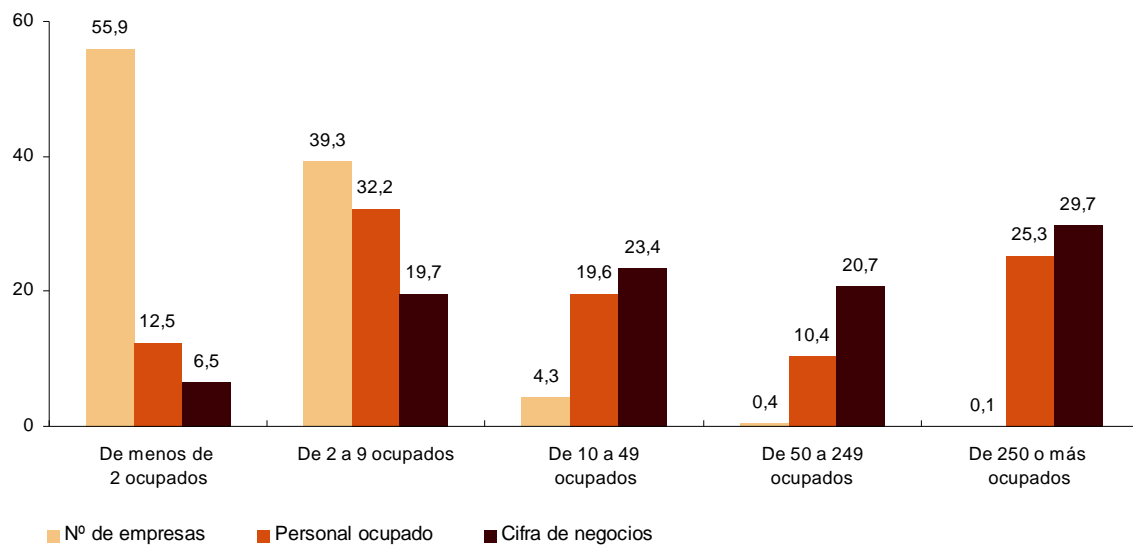
División de actividad	Millones de euros	% sobre el total	Inversión/ Valor añadido (%)
Venta y reparación de vehículos de motor y motocicletas	1.481	13,2	13,8
Comercio al por mayor e intermediarios del comercio, excepto de vehículos de motor y motocicletas	5.551	49,4	10,5
Comercio al por menor, excepto de vehículos de motor y motocicletas	4.205	37,4	9,7
TOTAL	11.237	100,0	10,5

Results by size of the company

Trade is characterised by the predominance of very small companies. In 2017, 95.2% of the companies in the sector had less than 10 employees. These companies provided employment for 44.7% of personnel and their turnover represented 26.2% of the total.

In turn, large companies (with 250 or more employees) represented 0.1% of Trade companies, and their turnover accounted for 29.7% of the total in the sector. These companies employed 25.3% of the personnel.

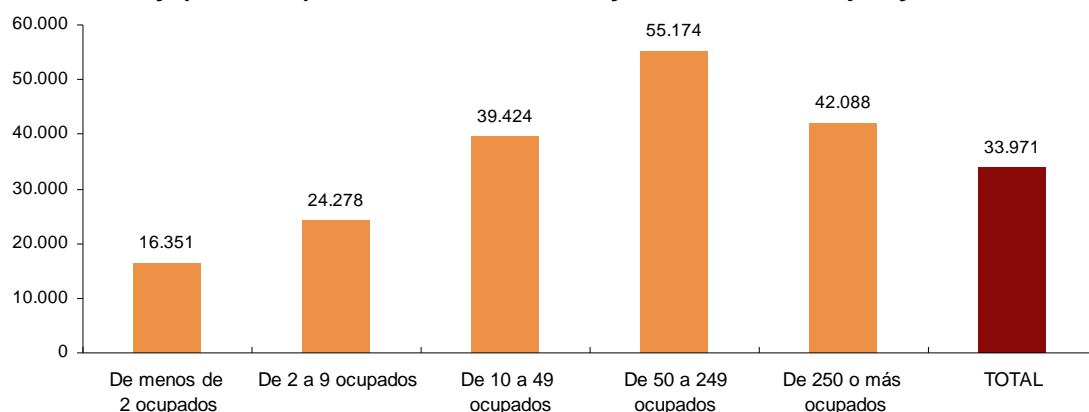
Distribution (in percentage) of the number of companies, employed personnel and turnover by size of the company. Year 2017



Size of the company and productivity

Medium-sized companies (of 50 to 249 employees) had the highest productivity in 2017, with 55,174 euros. In turn, companies with less than 2 employees were the least productive, with 16,351 euros.

Productivity (in euros) in the Trade sector by size of the company. Year 2017



Results by Autonomous Communities

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2017 were Comunidad de Madrid (with 24.6% of the total), Cataluña (19.3%) and Andalucía (12.1%).

In turn, those with the least weight were La Rioja (0.5%), Cantabria (0.9%) and Comunidad Foral de Navarra (1.3%).

The Autonomous Communities that most increased their turnover as compared with the previous year were Comunidad de Madrid (10.2%), País Vasco (9.2%) and Illes Balears (8.9%).

In contrast, Castilla y León and Aragón were the only ones that registered turnover decreases in the Trade sector (-1.1% and -1.0%, respectively).

Turnover and employed personnel figures in the Trade sector by Autonomous Communities and cities. Year 2017

Comunidad Autónoma	Cifra de negocios			Personal ocupado		
	Millones de euros	% sobre el total	Variación anual (%)	Media anual	% sobre el total	Variación anual (%)
Andalucía	93.066	12,1	5,2	498.908	15,8	1,8
Aragón	18.593	2,4	-1,0	87.307	2,8	1,4
Asturias, Principado de	10.429	1,4	3,0	63.763	2,0	4,6
Balears, Illes	14.714	1,9	8,9	77.018	2,4	4,3
Canarias	27.581	3,6	8,6	154.221	4,9	2,9
Cantabria	6.567	0,9	7,6	35.479	1,1	5,4
Castilla y León	31.023	4,0	-1,1	136.885	4,3	1,3
Castilla-La Mancha	22.005	2,9	5,1	108.960	3,5	1,1
Cataluña	147.778	19,3	2,7	570.841	18,1	-0,7
Comunitat Valenciana	72.205	9,4	4,9	375.567	11,9	2,8
Extremadura	10.616	1,4	5,5	60.360	1,9	-0,5
Galicia	44.936	5,9	5,2	174.485	5,5	1,0
Madrid, Comunidad de	188.494	24,6	10,2	484.055	15,4	1,3
Murcia, Región de	23.612	3,1	6,6	116.650	3,7	2,4
Navarra, Comunidad Foral de	9.792	1,3	1,0	38.366	1,2	-1,2
País Vasco	39.005	5,1	9,2	138.012	4,4	0,1
Rioja, La	3.723	0,5	0,0	18.386	0,6	-3,9
Ceuta	1.013	0,1	-0,6	4.186	0,1	0,9
Melilla	1.002	0,1	-2,9	4.783	0,2	1,8
TOTAL	766.153	100,0	5,7	3.148.231	100,0	1,3

Review and update of data

The data published today provide a preview of results. The final results, in greater detail, will be published in June 2019.

Methodological note

The Structural Business Statistics: Trade Sector is an annual structural statistical operation aimed at companies engaged in Trade, which includes wholesale and retail trade and repair of motor vehicles and motorcycles, wholesale trade and commission trade, and retail trade.

This operation, governed by Regulation 295/2008 of the Parliament and of the Council of the European Union, allows us to ascertain the main structural and economic characteristics of companies in the sector under study by means of a broad set of variables relating to employed personnel, turnover and other income, purchases and consumption, personnel expenses, taxes and investments. The statistic includes economic aggregates such as the value of production and gross value added, as well as main indicators.

Type of survey: annual continuous survey.

Population scope: companies whose main activity is described in section G of CNAE-2009, which includes the sale and repair of motor vehicles and motorcycles, wholesale trade and commission trade and retail trade.

Geographical scope: the entire national territory.

Reference period: the calendar year, which, with some exceptions, coincides with the company's accounting year.

Sample size: the sample for the Results Preview is approximately 34,000 companies. The complete sample for the Final Results is made up of some 61,000 companies.

Collection method: completion of the questionnaire by the respondent, mainly via the Internet (IRIA system) and use of administrative sources.

For more information you can access the methodology at:

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

And the standardised methodological report at:

<http://www.ine.es/dynt3/metadatos/en/RespuestaDatos.html?oe=30232>

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Press office: Telephone numbers: (+34) 91 583 93 63 /94 08 – gprensa@ine.es

Information Area: Telephone number: (+34) 91 583 91 00 – www.ine.es/infoine/?L=1

Annex

Structure and evolution in the Industry, Trade and Services sectors

The combined turnover of the *Industry*, *Trade* and *Non-financial Market Services* sectors exceeded 1,882 billion euros in 2017. Turnover in the *Industrial* sector increased by 7.9%, that of the *Services* sector by 6.0% and that of *Trade* by 5.7%.

The *Industrial* sector accounted for 32.8% of this turnover and employed 18.5% of the personnel. *Trade* invoiced 40.7% of the total, although its gross value added represented 22.5%. On the other hand, the *Services* sector accounted for 26.5% of turnover, 47.8% of the value added and employed 54.1% of the personnel of the three sectors.

Turnover, gross value added and personnel employed in the industrial, trade and services sectors, by section of activity. Preview Year 2017

Sección de actividad	Cifra de negocios		Valor añadido bruto		Personal ocupado (media anual)	
	Millones de euros	% sobre el total	Millones de euros	% sobre el total	Miles de personas	% sobre el total
Sector Industrial	616.918	32,8	141.342	29,7	2.137,1	18,5
B Industrias extractivas	4.250	0,2	2.023	0,4	19,4	0,2
C Industria manufacturera	504.561	26,8	110.634	23,3	1.909,0	16,6
D Suministro de energía eléctrica, gas, vapor y aire acondicionado	88.026	4,7	18.641	3,9	42,2	0,4
E Suministro de agua, actividades de saneamiento, gestión de residuos y descontaminación	20.082	1,1	10.044	2,1	166,5	1,4
Sector Comercio						
G Comercio al por mayor y al por menor; reparación de vehículos de motor y motocicletas	766.153	40,7	106.949	22,5	3.148,2	27,3
Sector Servicios	499.195	26,5	227.541	47,8	6.239,5	54,1
H Transporte y almacenamiento	109.075	5,8	46.287	9,7	879,9	7,6
I Hostelería	72.358	3,8	32.316	6,8	1.464,9	12,7
J Información y comunicaciones	84.176	4,5	35.231	7,4	468,3	4,1
L Actividades inmobiliarias	28.831	1,5	15.213	3,2	261,5	2,3
M Actividades profesionales, científicas y técnicas	88.410	4,7	43.102	9,1	1.050,3	9,1
N Actividades administrativas y servicios auxiliares	75.180	4,0	36.791	7,7	1.445,4	12,5
R Actividades artísticas, recreativas y de entrenamiento	31.542	1,7	13.644	2,9	346,0	3,0
S Otros servicios (excepto actividades asociativas)	9.623	0,5	4.956	1,0	323,3	2,8
TOTAL	1.882.266	100,0	475.832	100,0	11.524,8	100,0

Annual variation rates of turnover, gross value added and employed personnel in the industrial, trade and services sectors. Preview Year 2017

Percentage

