

6 February 2012

Annual Trade Survey
Statistics on Products in the Trade Sector
Year 2010

Turnover in trade increases 2.0% in 2010, standing at 658,328 million euros

The number of employed persons decreases 1.9%

Turnover of companies in the Trade sector reached 658,328 million euros in 2010, for an increase of 2.0% as compared with the previous year.

The number of companies in the sector decreased 2.2%, and employed personnel fell 1.9% as compared with 2009.

Main trade variables. Year 2010

Variables	Thousand euros(*)	Variation
		2010/2009
Number of companies	763,408	-2.2%
Turnover	658,327,923	2.0%
Purchases of goods and services for resale	496,746,341	4.0%
Production value	174,394,008	0.6%
Purchases and expenditure on goods and services	571,542,499	3.5%
Added value at factor cost	98,809,890	1.1%
Investment in tangible assets	10,855,673	-6.4%
Personnel costs	64,197,297	-1.4%
Employed personnel (annual average)	3,102,207	-1.9%
Wage earning personnel (annual average)	2,415,956	-1.8%

* Except Number of companies and personnel

Results by group of activity

More than half of turnover for the sector corresponded to Wholesale trade. This group of activity also registered the greatest increase in sales (3.0%).

Turnover and persons employed by group of activity. Year 2010

Groups of activity	Turnover (thousands of euros)	% over total	Interannual 2010/2009	Employed total	% over total	Variation 2010/2009
Sale and repair of vehicles	70,374,802	10.7%	0.8%	317,947	10.2%	-1.3%
Wholesale trade (*)	366,570,162	55.7%	3.0%	1,071,545	34.5%	-1.9%
Retail trade (*)	221,382,959	33.6%	0.8%	1,712,715	55.2%	-1.9%
Total Trade	658,327,923	100.0%	2.0%	3,102,207	100.0%	-1.9%

(*) Except vehicles

Of the total number of employed persons, 55.2% worked in *Retail trade* and 34.5% in *Wholesale trade*. In both cases, employed personnel decreased 1.9% as compared with 2009.

It is important to highlight the fact that six out of 10 trade companies were in retail trade in 2010. Its contribution to total turnover was 33.6%.

Results by activity sector

The activity sectors with the greatest contribution to total turnover in 2010 were *Other specialised wholesale trade* (15.5%) and *Wholesale of food, beverages and tobacco* (15.3%).

Non-specialised wholesale trade (13.4% more) and *Retail trade not carried out in establishments or on stalls or markets* (10.8%) accounted for the greatest annual increases in their turnover.

In contrast, the sectors that registered the greatest decreases in their turnover were *Trade intermediaries* (-5.9%) and *Other retail trade in specialised establishments* (-1.9%).

Turnover by activity sector. Year 2010

Activity sector	Turnover business (*)	% over total	Variation 2010/2009
Sale of motor vehicles	48,025,790	7.3%	-0.9%
Maintenance and repair of motor vehicles	10,436,537	1.6%	5.4%
Sale of motor vehicle spare parts and accessories	10,397,457	1.6%	3.8%
Sale, maintenance and repair of motorcycles and related spare parts and accessories	1,515,017	0.2%	2.5%
Commission trade	4,756,480	0.7%	-5.9%
Wholesale of agricultural raw materials and live animals	17,189,186	2.6%	1.6%
Wholesale of food, beverages and tobacco	100,489,343	15.3%	5.5%
Wholesale of household goods	87,271,604	13.3%	1.8%
Wholesale of equipment for information and communications technologies	23,784,759	3.6%	-0.8%
Wholesale of other machinery, equipment and supplies	29,983,706	4.6%	0.8%
Other specialised wholesale trade	101,958,518	15.5%	4.0%
Non-specialised wholesale trade	1,136,566	0.2%	13.4%
Retail in non-specialised establishments	83,375,795	12.7%	0.7%
Retail trade in food, beverages and tobacco in specialised establishments	25,384,906	3.9%	6.0%
Retail trade of fuel for motor vehicles in specialised establishments	16,525,541	2.5%	8.0%
Other retail trade in specialised establishments	90,786,154	13.8%	-1.9%
Retail sale via stalls and markets	2,033,568	0.3%	-0.3%
Retail trade not carried out in establishments, nor at stalls or markets	3,276,996	0.5%	10.8%
Total Trade	658,327,923	100.0%	2.0%

(*) Thousands of euros

Employment

77.9% of employees in the Trade sector worked as wage earners in 2010. In companies with fewer than two employed persons, this percentage was 12.2%.

85.0% of wage earners were permanent. In the activity *Sale of motor vehicles*, the percentage of permanent employment reached 92.8%.

By sex, 46.3% of employed persons were female. In companies with more than 49 employed persons, the proportion was six women per 10 workers.

Investment

Investment in tangible assets totalled 10,856 million euros, 6.4% less than in 2009. 33.0% of this figure corresponded to *Constructions, buildings refurbishments and technical installations*.

Investment in tangible assets. Year 2010

Investment variables	Thousand euros	% over the total	Variation 2010/2009
Land and natural goods	1,232,606	11.4%	-3.0%
IT equipment (hardware)	440,583	4.1%	-2.0%
Existing buildings and structures	1,236,702	11.4%	-25.0%
Constructions, buildings refurbishments and technical installations	3,584,392	33.0%	-5.0%
Transport elements	1,388,113	12.8%	3.5%
Machinery and tools	1,439,615	13.3%	-7.5%
Other tangible fixed assets	1,533,660	14.1%	-1.6%
Total investment in tangible fixed assets	10,855,673	100.0%	-6.4%

Results by company size interval

Nine out of 10 companies had fewer than five employed persons in 2010. These companies employed 35.0% of the total number of employed persons, and their turnover was 19.2% of the Trade total.

In turn, companies with 50 or more employed persons represented 31.5% of turnover for the sector, and 45.7% of total employment.

Main trade variables by company size. Year 2010

Size interval	Employed persons	% over the total	Interannual 2010/2009	Turnover (thousands of euros)	% over the total	Interannual 2010/2009
Fewer than 2 employed persons	381,371	12.3%	-2.6%	38,421,843	5.8%	-2.1%
Between 2 and 4 employed persons	702,719	22.7%	-2.9%	88,133,481	13.4%	3.1%
Between 5 and 9 employed persons	427,510	13.8%	-1.3%	78,854,346	12.0%	7.2%
Between 10 and 19 employed persons	303,152	9.8%	-4.0%	66,923,079	10.2%	1.5%
Between 20 and 49 employed persons	311,501	10.0%	0.7%	85,143,583	12.9%	1.5%
More than 49 employees	975,955	31.5%	-1.2%	300,851,591	45.7%	1.3%
Total Trade	3,102,207	100.0%	-1.9%	658,327,923	100.0%	2.0%

Results by Autonomous Community

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2010 were Comunidad de Madrid (with 22.3% of the total), Cataluña (20.1%) and Andalucía (12.6%).

By group of activity, both *Sale and repair of vehicles* and *Wholesale trade* carried the greatest relative weight within the whole of the sector in Comunidad de Madrid, with 13.4% and 65.2%, respectively. In turn, *Retail trade* was the predominant group in Illes Balears, with 54.5% of the total.

Turnover by Autonomous Community. Year 2010

Autonomous Community (*)	Turnover (thousands of euros)	% over the total
Andalucía	83,158,488	12.6%
Aragón	18,008,081	2.7%
Asturias, Principado de	10,828,501	1.6%
Balears, Illes	11,692,908	1.8%
Canarias	23,411,710	3.6%
Cantabria	5,793,255	0.9%
Castilla y León	27,473,379	4.2%
Castilla-La Mancha	20,972,466	3.2%
Cataluña	132,283,776	20.1%
Comunitat Valenciana	63,449,266	9.6%
Extremadura	10,289,810	1.6%
Galicia	39,098,390	5.9%
Madrid, Comunidad de	146,974,790	22.3%
Murcia, Región de	19,057,875	2.9%
Navarra, Comunidad Foral de	8,273,947	1.3%
País Vasco	32,105,963	4.9%
Rioja, La	3,506,387	0.5%
TOTAL	658,327,923	100.0%

(*) Data for the Autonomous Cities of Ceuta and Melilla cannot be supplied, since it is not sufficiently representative

Statistics on Products in the Trade Sector

Sale and repair of vehicles

Retail trade generated 64.2% of the turnover of companies whose main activity in 2010 was *Sale of motor vehicles* and 53.9% of turnover of *Sale and repair of motorcycle* companies.

In turn, wholesale trade accounted for 62.6% of *Spare parts and accessories* business.

Sales and repair of vehicles: breakdown of turnover according to the main activity and the services provided. Year 2010

Services provided	By main activity			Motorcycles
	Motor vehicles (*)			
	Sale	Maintenance and repair	Spare parts and accessories	
Retail trade	64.2%	4.9%	27.0%	53.9%
-of motor cars, caravans and other vehicles	57.0%	2.9%	0.5%	0.1%
-of spare parts and accessories for vehicles	7.0%	1.9%	26.1%	2.4%
-of motorcycles and spare parts	0.2%	0.0%	0.3%	51.3%
Wholesale trade	27.3%	0.7%	62.6%	26.3%
-of lorries, trailers, semi-trailers and buses	3.9%	0.2%	0.0%	0.0%
-of motor cars, caravans and other vehicles	19.1%	0.0%	0.0%	0.1%
-of spare parts and accessories for vehicles	3.8%	0.5%	62.3%	0.8%
-of motorcycles and spare parts	0.4%	0.0%	0.2%	25.3%
Maintenance and repair	7.3%	93.1%	3.4%	17.0%
-of motor cars	6.4%	77.5%	2.3%	0.7%
-of other motor vehicles (not motor cars)	0.6%	10.6%	0.7%	0.5%
-of motorcycles	0.1%	0.7%	0.1%	15.6%
-other services relating to maintenance and repair	0.2%	4.3%	0.4%	0.1%
Intermediation services	0.9%	0.7%	4.8%	1.3%
Other activities and services	0.3%	0.6%	2.2%	1.6%

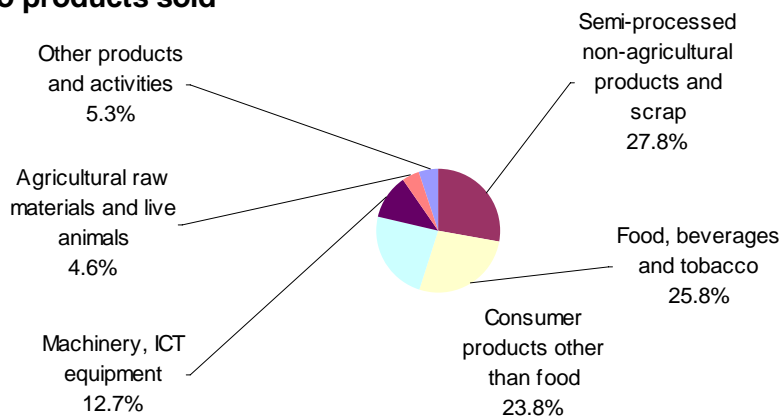
(*) Except motorcycles

Wholesale trade

27.8% of wholesale trade turnover in the year 2010 corresponded to the sale of *Semi-processed non-agricultural products and scrap*. In turn, the sale of *Food, beverages and tobacco* represented 25.8% of the total and *Consumer products other than food* represented 23.8%.

Machinery, ICT equipment, Agricultural raw materials and live animals and Other products and activities completed the breakdown.

Wholesale trade: breakdown of turnover according to products sold



Retail trade in establishments

Three out of four wholesalers have an area of less than 120 square metres available for sales. Nevertheless, the greater the area of the establishment, the greater the average turnover per employed person.

Thus, whereas establishments with 2,500 square metres or more accounted for turnover per employed person of 211,781 euros, sales per employed person in establishments covering an area of less than 120 square metres were 97,820 euros (less than half).

By activity, the highest turnover per employed person was in 2010 in *Fuel for motor vehicles* establishments, with 314,376 euros, almost treble that of the remainder of specialised establishments. Paradoxically, the highest sales values per employed person were in the smallest petrol stations.

In contrast, establishments specialising in the Sale of *Other household goods* and in sales of *Cultural and recreational items* obtained the lowest turnover, with just over 101,000 euros per employed person.

Turnover per employed person (euros) in commercial establishments according to the area given over to sales and main activity of the company. Year 2010

Retail trade:	Total	Fewer than 120 m ²	400 to 399 m ²	1000 to 999 m ²	1000 to 2499 m ²	More than 2499 m ²	Positions permanent(*)
Total	133,553	97,820	139,737	162,862	188,729	211,781	66,387
In non-specialised establishments	176,202	69,024	155,494	164,071	207,848	220,666	55,003
In specialised establishments:							
- Of food products, beverages and tobacco	102,577	102,489	138,266	162,203	306,319	346,279	65,608
- Of automotive fuel	314,376	365,503	297,924	328,213	258,420	338,283	-
- Of equipment for ICT	144,569	112,225	105,406	141,265	249,763	368,499	130,310
- Of other household goods	101,133	64,006	110,908	126,596	127,305	169,689	20,640
- Of cultural and recreational items	101,176	85,567	109,342	136,819	129,110	130,251	100,723
- Of other items	108,351	100,933	127,224	128,669	114,918	136,032	69,111

(*) Establishments in which the customers do not enter a shop (in shopping arcades, municipal markets, ...)

Methodological note

The **Annual Trade Survey** is a survey of a structural nature, conducted annually, aimed at all companies given over to Trade (Section G of CNAE2009), which includes 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 makes it possible to ascertain the specific structural and economic features of each activity included in the sphere of study, such as company size, accounting data (purchases, expenditure, capital movements) and employment and investment structure.

The Annual Trade Survey is aimed at a sample of approximately 55,000 units selected from a population of around 800,000 companies, and makes it possible to obtain representative results at a detailed activity level, by Autonomous Community and by company size according to number of employed persons.

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

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.

The INE is today publishing the results of these two surveys, with a lag of 13 months with respect to the end of the reference period, implying a bringing forward of more than four months as compared with the time of publication in previous years.