

15 March 2024

Structural Business Statistics: Trade Sector

Year 2022

Main results

- Turnover in the Trade Sector increased by 13.6% in 2022 and stood at 955,065 million euros.
- Productivity in the Trade Sector was of 43,026 euros in 2022, a 3.9% increase as compared with the previous year.
- The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2022 were Comunidad de Madrid (25.8% of the total) and Cataluña (19.1%).

More information

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Turnover of companies in the Trade Sector stood at 955,065 million euros in 2022, which represented an increase of 13.6% as compared with the previous year. The added value generated by these businesses increased in a 5.9% and its gross operating surplus in a 4.0%.

Trade Sector. Year 2022. Main magnitudes

Main variables	Million euros	Annual variation (%)
Turnover	955,065	13.6
Total purchases of goods and services	848,345	15.4
Value added at factor cost	135,047	5.9
Personnel costs	83,291	7.1
Wages and salaries	65,699	8.2
Gross operating surplus	51,756	4.0
Investment in tangible assets	12,682	-3.5
Number of enterprises	722,387	-1.0
Personnel employed (annual average, in thousands)	3,139	1.9

The Trade Sector is characterised by the predominance of very small businesses. In 2022, 95.0% of the companies had fewer than 10 employees. These small businesses employed 39.1% of the sector's workforce and their turnover accounted for 22.7% of the total.

On the other hand, companies with 250 or more employees, which represented 0.1% of the total, employed 31.6% of the workforce and generated 33.9% of the sector's turnover.

Trade Sector. Year 2022. Main magnitudes by size of the enterprise

Absolute value and percentage distribution

Main variables	Total Million euros	Enterprise size by number of employed persons			
		Less than 10	From 10 to 49	From 50 to 249	250 or more
Turnover	955,065	22.7	22.8	20.6	33.9
Total purchases of goods and services	848,345	21.7	23.2	21.1	34.0
Value added at factor cost	135,047	26.7	20.7	16.5	36.0
Personnel costs	83,291	23.0	21.0	16.2	39.8
Wages and salaries	65,699	23.6	21.1	16.1	39.1
Gross operating surplus	51,756	32.7	20.3	17.1	30.0
Investment in tangible assets	12,682	12.2	17.6	18.6	51.6
Number of enterprises	722,387	95.0	4.4	0.5	0.1
Employed personnel (annual average, in thousands)	3,139	39.1	17.7	11.6	31.6

Results by divisions of activity

The businesses number increased in the three Trade activity divisions in 2022. The greatest increase, of 15.3%, corresponded to *Wholesale trade and commission trade, except motor vehicles and motorcycles*. The wholesale businesses accounted for 60.2% of the total turnover of the sector and 35.9% of the employed personnel.

Retail trade, except motor vehicles and motorcycles, represented 30.2% of the sector's turnover and 54.6% of the total employment. Its turnover increased in a 13.1%. Six out of ten companies in the sector were retail businesses.

On the other hand, the turnover of the *Sale and repair of motor vehicles and motorcycles* activity increased in a 5.1% compared to 2022.

Results by divisions of activity. Year 2022

Division of activity	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
G45 Sale and repair of motor vehicles and motorcycles	91,836	9.6	5.1	297,134	9.5	-0.6
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	574,666	60.2	15.3	1,127,170	35.9	2.6
G47 Retail trade, except of motor vehicles and motorcycles	288,563	30.2	13.1	1,714,439	54.6	1.9
TOTAL	955,065	100.0	13.6	3,138,742	100.0	1.9

Results by groups of activity

The activity groups with the highest contribution to the total turnover of the sector were *Other specialised wholesale trade* (19.2%), *Wholesale trade of food, beverages, and tobacco products* (15.5%), and *Wholesale trade of household goods* (12.8%).

The activity groups that increased their turnover the highest in 2022 were *Retail trade of automotive fuel in specialized establishments* (35.9%) and *Wholesale trade of agricultural raw materials and live animals* (24.9%).

Productivity

Productivity (value added per employed person) for the Trade sector was 43,026 euros in 2022, with an increase of 3.9% compared to the previous year.

The activity groups with the highest productivity were *Other specialised wholesale trade* (77,681 euros) and *Wholesale of household goods* (75,567 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (10,402 euros), and *Retail sale of food, beverages, and tobacco in specialised stores* (20,263 euros).

Geographical destination of sales

In 2022, 87.4% of sales in the Trade sector were within Spain, 6.6% went to other European Union countries, and 6.0% to the rest of the world.

The groups of activity with the highest percentage of sales outside of Spain was *Non-specialised wholesale trade* (21.1%).

Groups of activity with the highest percentage of sales outside Spain. Year 2022

Percentage



Investment in tangible assets

Investment in tangible assets carried out by the Trade Sector increased up to 12,682 million euros in 2022. A total of 46.7% of said investment was made by companies in the area of *Retail trade, except motor vehicles and motorcycles*, and 45.4% by *Wholesale trade and commission trade, except motor vehicles and motorcycles*.

Investment in tangible assets represented 9.4% of the value added of Trade companies.

Investment in tangible assets by divisions of activity. Year 2022

Division of activity	Investment in tangible assets		Investment / Added value (%)
	Million euros	% over the total	
G45 Sale and repair of motor vehicles and motorcycles	1,006	7.9	7.9
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	5,921	46.7	8.7
G47 Retail trade, except of motor vehicles and motorcycles	5,755	45.4	10.6
TOTAL	12,682	100.0	9.4

Results by autonomous communities

The autonomous communities with the greatest participation in turnover for the Trade Sector in the year 2022 were Madrid (with 25.8% of the total), Cataluña (19.1%) and Andalucía (12.4%).

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

In terms of personnel employed, Cataluña accounted for 18.5% of total employment, Andalucía 16.8% and Madrid 15.5%.

Trade Sector by autonomous communities and cities. Year 2022

Autonomous Community	Turnover		Investment in tangible assets		Personnel employed	
	Million euros	% over the total	Million euros	% over the total	Annual average	% over the total
Andalucía	125,349	12.4	1,811	15.0	523,510	16.8
Aragón	27,203	2.7	279	2.3	81,059	2.6
Asturias, Principado de	14,140	1.4	167	1.4	57,423	1.8
Balears, Illes	18,269	1.8	292	2.4	75,290	2.4
Canarias	34,643	3.4	1,027	8.5	151,320	4.8
Cantabria	7,837	0.8	68	0.6	32,094	1.0
Castilla y León	38,669	3.8	494	4.1	131,749	4.2
Castilla-La Mancha	30,059	3.0	469	3.9	108,875	3.5
Cataluña	192,741	19.1	2,110	17.5	576,371	18.5
Comunitat Valenciana	97,550	9.7	1,432	11.8	378,229	12.1
Extremadura	12,908	1.3	158	1.3	58,260	1.9
Galicia	57,116	5.7	630	5.2	170,060	5.4
Madrid, Comunidad de	260,912	25.8	1,951	16.1	484,272	15.5
Murcia, Región de	30,251	3.0	448	3.7	124,807	4.0
Navarra, Comunidad Foral de	13,229	1.3	130	1.1	34,615	1.1
País Vasco	43,069	4.3	557	4.6	113,129	3.6
Rioja, La	4,531	0.5	49	0.4	17,091	0.6
Ceuta	737	0.1	19	0.2	3,167	0.1
Melilla	545	0.1	4	0.0	3,480	0.1
TOTAL	1,009,757	100.0	12,096	100.0	3,124,802	100.0

Note: To obtain results by autonomous communities, the Local Unit whose main activity is Trade is considered a statistical unit. These local units may be part of companies whose activities are included in other sectors and, in such cases, their data at the company level is not included in the Trade sector. Another difference between regional data (by local units) and national data (by companies) is that only in the latter is it necessary to apply internal flow consolidations to each company. This explains why the total turnover is slightly higher in regional data than in national data.

Reviews and data updates

The data published today are final. All the results of this operation are available on [INEbase](#).

Methodological note

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 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 the main indicators.

Type of operation: annual continuous operation.

Population scope: companies whose main activity is described in section G of CNAE-2009.

Geographical scope: the entire national territory.

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


Sample size: 53,688 units (53% with direct collection and 47% with administrative data).

Collection method: completion of the online questionnaire by the respondent (IRIA system) and use of administrative sources.

More information on the [methodology](#) and the [standardised methodological report](#).

INE statistics are produced in accordance with the Code of Good Practice for European Statistics. More information on [Quality at INE](#) and [Code of Best Practices](#).

For further information see [INE base](#)

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