

24 June 2020

Structural Business Statistics: Trade Sector
Year 2018. Definitive Results

Turnover in the Trade sector reached 751,330 million euros in 2018

**Retail trade accounted for 31.9% of the total turnover in the sector
and for 55.1% of the employed personnel**

**The INE has adapted the statistical concept of Enterprise and has
implemented it for the first time in this statistic**

Enterprise turnover in the Trade sector reached 751,330 million euros in 2018. The value added created by these enterprises stood at 111,409 million euros,

In accordance with the European Statistical System, a new practical application of the statistical concept of 'Enterprise'¹ has been implemented for the Structural Business Statistics. Although the new approach only affects Legal Units that are part of enterprise groups (3.1% of the total), the statistical results of the SBS and its distribution by activities and enterprise sizes are affected. The 2018 data is thus not strictly comparable to that of other years. However, the methodological annex offers a comparative analysis under the assumption of considering Legal Units as an operational approach to enterprises, through 2017.

Main magnitudes². Year 2018

Economic variables	Million euros	Annual variation (%)
Turnover	751.330	-2,4
Total purchases of goods and services	656.827	-3,2
Added value at factor cost	111.409	3,0
Personnel costs	71.931	4,1
Wages and salaries	56.628	4,5
Gross operating surplus	39.478	1,0
Investment in tangible assets	11.561	1,7
Enterprises and personnel employed		
Number of enterprises	744.063	-2,4
Employed personnel (annual average, in thousands)	3.153	0,4

The reasons why the INE has adapted the company definition were communicated in a December 17, 2019 press release.

² All the economic variables are valued at current prices.

Results by divisions of activity³

In 2018, 56.0% of the invoicing for the sector corresponded to *Wholesale trade and trade intermediaries, except motor vehicles and motorcycles*. Wholesale companies employed 35.1% of the total personnel in the sector.

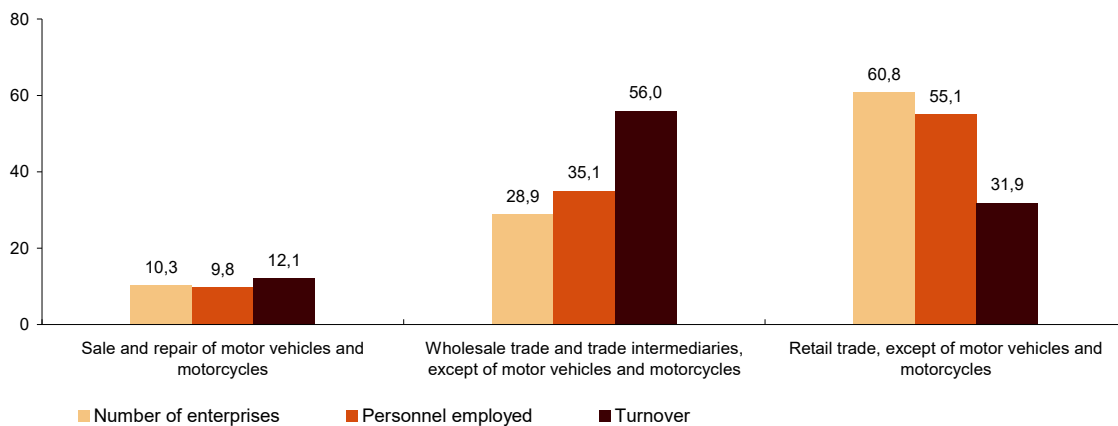
Retail trade, except of motor vehicles and motorcycles accounted for 31.9% of the total turnover for the sector and for 55.1% of employed personnel. Six out of every ten companies in the sector were in retail trade.

In turn, the turnover of *Wholesale and retail trade and repair of motor vehicles and motorcycles* accounted for 12.1% of the total in the sector.

Number of enterprises, employed personnel and turnover by activity divisions. Year 2018

Division of activity	Number of enterprises		Personnel employed		Turnover	
	Total	% over the total	Annual average	% over the total	Million euros	% over the total
Sale and repair of motor vehicles and motorcycles	76.400	10,3	308.379	9,8	90.830	12,1
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	215.379	28,9	1.106.902	35,1	420.613	56,0
Retail trade, except of motor vehicles and motorcycles	452.284	60,8	1.738.217	55,1	239.887	31,9
TOTAL	744.063	100,0	3.153.498	100,0	751.330	100,0

Distribution (in percentage) in the Trade sector of the number of companies, employed personnel and turnover by divisions of activity. Year 2018



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

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* (17.1% of the total), *Other specialised wholesale*⁴ (13.6%) and *Wholesale of household goods* (13.5%).

The groups of activity that employed the greatest number of people were *Retail sale in non-specialised stores* (17.6% of employment in the sector), *Retail sale of other goods in specialised stores* (15.5%) and *Wholesale of food, beverages and tobacco* (11.6%).

Turnover and personnel employed by groups of activity. Year 2018

Group of activity	Turnover		Personnel employed	
	Million euros	% over the total	Annual average	% over the total
Sale and repair of motor vehicles and motorcycles				
- Sale of motor vehicles	66.492	8,8	105.190	3,3
- Maintenance and repair of motor vehicles	10.121	1,3	139.654	4,4
- Sale of motor vehicle parts and accessories	12.025	1,6	52.588	1,7
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	2.191	0,3	10.948	0,3
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles				
- Trade intermediaries	7.057	0,9	92.829	2,9
- Wholesale of agricultural raw materials and live animals	21.973	2,9	35.198	1,1
- Wholesale of food, beverages and tobacco	128.535	17,1	365.108	11,6
- Wholesale of household goods	101.317	13,5	238.887	7,6
- Wholesale of equipment for information and communications technologies	25.093	3,3	58.927	1,9
- Wholesale of other machinery, equipment and supplies	33.372	4,4	115.907	3,7
- Other specialised wholesale trade	101.810	13,6	191.978	6,1
- Non-specialised wholesale trade	1.457	0,2	8.069	0,3
Retail trade, except of motor vehicles and motorcycles				
- Retail sale in non-specialised establishments	95.875	12,8	556.458	17,6
- Retail trade in food, beverages and tobacco in specialised establishments	22.335	3,0	229.591	7,3
- Retail sale of automotive fuel in specialised establishments	21.740	2,9	54.850	1,7
- Retail sale of information and communication equipment in specialised establishments	6.662	0,9	46.308	1,5
- Retail sale of other household equipment in specialised establishments	20.449	2,7	189.475	6,0
- Retail sale of cultural and recreation goods in specialised establishments	8.570	1,1	83.612	2,7
- Retail sale of other goods in specialised establishments	54.451	7,2	488.463	15,5
- Retail sale via stalls and markets	1.627	0,2	50.092	1,6
- Retail trade not in stores, stalls or markets	8.178	1,1	39.367	1,2
TOTAL	751.330	100,0	3.153.498	100,0

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.

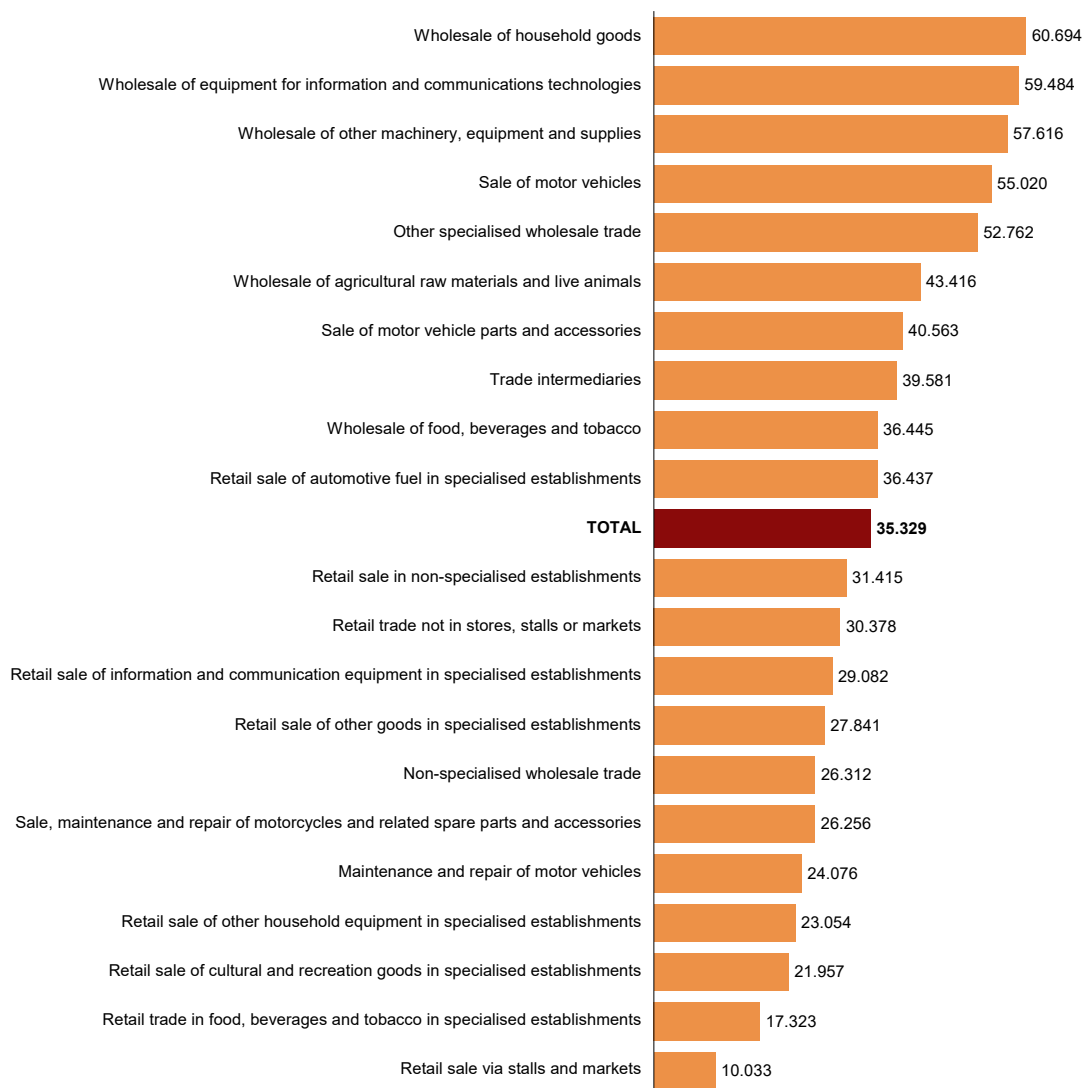
Productivity

Productivity (value added per employed person) for the Trade sector in 2018 was 35,329 euros.

The activity groups that registered the greatest productivity were *Wholesale of domestic goods* (60,694 euros), *Wholesale of information and communication equipment* (59,484 euros) and *Wholesale of other machinery, equipment and supplies* (57,616 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (10,033 euros), *Retail sale of food, beverages and tobacco in specialised stores* (17,323 euros) and *Retail sale of other household equipment in specialised stores* (21,957 euros).

Productivity (in euros) by groups of activity in the Trade sector. Year 2018

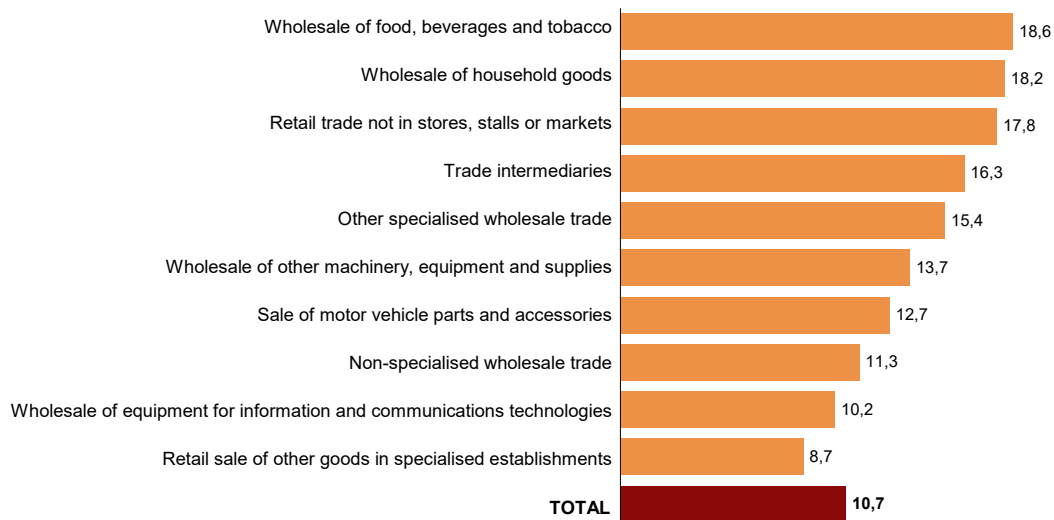


Geographical destination of sales

In 2018, 89.3% of sales in the Trade sector were within Spain, 7.0% went to other European Union countries, and 3.7% to the rest of the world.

The activity groups with the highest percentage of sales outside Spain were *Wholesale of food products, beverages and tobacco* (18.6% of total sales), *Wholesale of household items* (18.2%) and *Retail trade not in stores, stalls or markets* (17.8% of total sales).

Groups of activity with the highest percentage of sales outside of Spain. Year 2018



Investment in tangible assets

Investment in tangible assets carried out by the Trade sector amounted to 11,561 million euros in 2018. 44.1% came from enterprises engaged in *Wholesale trade, except of motor vehicles and motorcycles*, and 44.1% from enterprises in *Retail trade, excluding motor vehicle and motorcycles*.

Investment in tangible assets accounted for 11.8% of added value for enterprises in *Vehicle Sales and Repair*, and 11.0% of added value for enterprises in *Retail trade, except of motor vehicles and motorcycles*.

Investment in tangible assets by divisions of activity. Year 2018

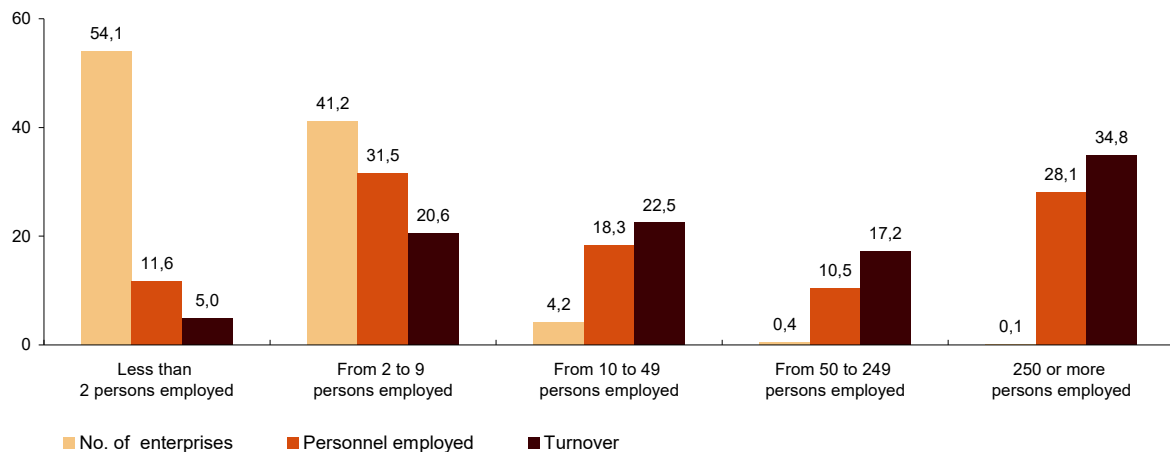
Division of activity	Million euros	% over the total	Investment/ Added value
Sale and repair of motor vehicles and motorcycles	1.362	11,8	11,8
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	5.101	44,1	9,5
Retail trade, except of motor vehicles and motorcycles	5.098	44,1	11,0
TOTAL	11.561	100,0	10,4

Results by size of the enterprise

Trade is characterised by the predominance of very small enterprises. 95.3% had less than 10 employees in 2018. These enterprises provided employment for 43.1% of personnel and their turnover represented 25.6% of the total.

In turn, large enterprises (with 250 or more employees) represented 0.1% of Trade enterprises, and their turnover accounted for 34.8% of the total in the sector. These enterprises employed 28.1% of the personnel.

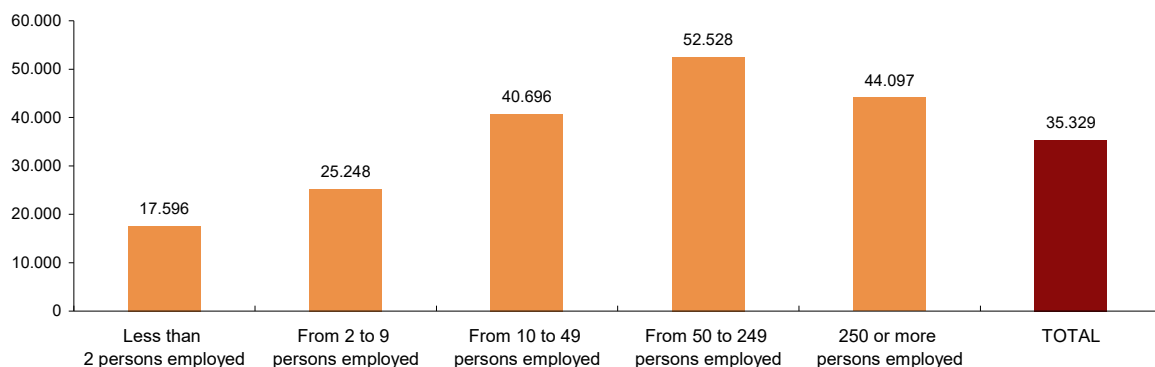
Distribution (in percentage) of the number of enterprises, employed personnel and turnover by size of enterprise. Year 2018



Size of the enterprises and productivity

Medium-sized enterprises (of 50 to 249 employees) had the highest productivity in 2018, with 52,528 euros. In turn, enterprises with less than 2 employees were the least productive, with 17,596 euros.

Productivity (in euros) in the Trade sector by size of the enterprise. Year 2018



Results by Autonomous Communities⁵

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2018 were Comunidad de Madrid (with 25.6% of the total), Cataluña (19.4%) and Andalucía (12.0%).

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

Turnover and employed personnel figures in the Trade sector by Autonomous Communities and cities. Year 2018

Autonomous Community	Turnover		Personnel employed	
	Million euros	% over the total	Annual average	% over the total
Andalucía	97.605	12,0	503.639	16,0
Aragón	19.888	2,4	83.547	2,7
Asturias, Principado de	10.650	1,3	61.059	1,9
Balears, Illes	15.364	1,9	76.594	2,4
Canarias	28.718	3,5	155.869	4,9
Cantabria	6.738	0,8	33.586	1,1
Castilla y León	32.490	4,0	134.034	4,3
Castilla-La Mancha	23.558	2,9	107.456	3,4
Cataluña	157.356	19,4	581.147	18,4
Comunitat Valenciana	74.519	9,2	371.687	11,8
Extremadura	10.758	1,3	59.555	1,9
Galicia	47.102	5,8	173.820	5,5
Madrid, Comunidad de	208.173	25,6	486.934	15,5
Murcia, Región de	24.202	3,0	118.893	3,8
Navarra, Comunidad Foral de	10.358	1,3	38.495	1,2
País Vasco	38.529	4,7	136.497	4,3
Rioja, La	4.199	0,5	19.063	0,6
Ceuta	959	0,1	4.295	0,1
Melilla	907	0,1	4.778	0,2
TOTAL	812.075	100,0	3.150.947	100,0

Data Review and Updates

The data published today are final. All results are available on INEBase.

⁵To obtain the results by Autonomous Community, the Local Unit whose main activity is Trade is considered a statistical unit. These local units may be part of Enterprises whose activity is included in other sectors and, in this case, their data at the Enterprise level is not included in the Trade sector. Another difference between this regional data (by premises) and the national data (by enterprises) is that only in the latter is it necessary to apply internal flow consolidations to each enterprise. This explains why the total turnover is somewhat higher in regional data than in national data.

Methodological annex

New practical implementation of the statistical unit 'Enterprise'

The statistical definition of the “Enterprise” statistical unit is established by a regulation of the European Union (696/93) that defines it as the *“smallest combination of legal units that produces goods or services and that enjoys a certain degree of decision-making autonomy, particularly when using the resources available to it.”*

Until the 2017 reference year, the INE, like most European Union statistical offices, has identified the statistical unit Enterprise with the Legal Unit (in the Spanish case, through the NIF) for operational purposes. Thus, for statistical purposes each Legal Unit formed an enterprise.

However, the progressive complexity of the way in which enterprise groups operate internally nowadays caused the European Statistical System to search for an improvement as regards the way in which the activity of these groups is reflected in enterprises’ official statistics. Legal Units that belong to enterprise groups sometimes sell their products or provide their services exclusively or mainly within the group, without being market-oriented or having decision-making power over the entire production process.

For all these reasons, and in accordance with the European Statistical System, based on the data referring to 2018, the **Structural Business Statistics** establish a new practical application for the statistical concept of Enterprise, by which an “enterprise” may be:

- An independent Legal Unit that is not part of the enterprise group, meaning that it should have decision-making autonomy.
- An enterprise group made up of one or more Legal Units, which operate together.
- A subset of one or more Legal Units of an enterprise group.

This change in the treatment of enterprises -which was also implemented in the Statistical Use of the Central Enterprise Register (DIRCE)- was announced by the INE in a December 17, 2019 Press Release:

https://www.ine.es/prensa/nueva_definicion_empresa.pdf

For more information on the delineation of the statistical unit Enterprise within enterprise groups, please see the following link:

https://www.ine.es/metodologia/t37/t3730200_profiling.pdf

Effects of the implementation of the Statistical Enterprise in the SBS

The adoption of the concept of the Statistical Enterprise in the SBS implies that, when the Enterprise is made up of more than one Legal Unit (LU), its LUs must be grouped, condensing all economic and employment figures into the Statistical Enterprise. Furthermore, when certain relationships exist between the Enterprise's LUs (such as vertical integration of industrial activities, and/or Industry-Trade relationships, and/or auxiliary relationships), certain intra-company flows must be consolidated. For this consolidation, the entry/input in some LUs and their corresponding expense/output counterpart in the other LUs involved in the internal flow must be deducted.

There are thus two effects on the statistical results of the 2018 SBS based on the Statistical Enterprise:

- **Reclassification effect**, due to the grouping of Legal Units that are part of the Enterprise and their reassignment to the main activity and size of said Enterprise. This effect occurs in all SBS variables to a greater or lesser extent, and has the greatest impact.
- **Consolidation effect**, due to the cancellation of intra-company flows. This second effect only occurs in certain economic variables (for example, turnover, value of production or purchases of goods and services). Employment variables and other economic variables considered additive are not impacted by this effect. The SBS Methodological document includes details on the consolidation process.

To measure the change produced in the SBS-2018 between the new approach (based on Enterprises) and the previously-applied approach (based on LUs), the following ratios are defined:

- **Reclassification effect:** Variation rate of the variables calculated for the Enterprises before consolidation, with respect to those obtained based on the LUs; both referring to the year 2018.
- **Consolidation effect:** Weight of the consolidation applied to each non-additive variable compared to those obtained based on the LUs.

SBS: Trade Sector. Year 2018

Impact of the implementation of the Statistical Enterprise

Main variables	As a percentage of statistics based on ULEs		
	Total Effect	Reclassification Effect	Consolidation Effect
Turnover	-7.5	-7.3	-0.2
Production value	-2.9	-2.2	-0.7
Total purchases of goods and services	-8.4	-8.2	-0.2
Expenses in external services	-6.5	-4.7	-1.8
Added value at factor cost	-0.8	-0.8	.
Personnel expenses	-0.3	-0.3	.
Gross operating surplus	-1.7	-1.7	.
Investment in tangible assets	0.8	0.8	.
Number of companies	-0.8	-0.8	.
Employed personnel	0.1	0.1	.

(.) These variables have no consolidation effect.

It should be noted that to encompass and interpret the entirety of the change, all sectors of the economy should be considered jointly, since under the new approach, the LUs from one sector can now be integrated into Statistical Enterprises corresponding to another sector.

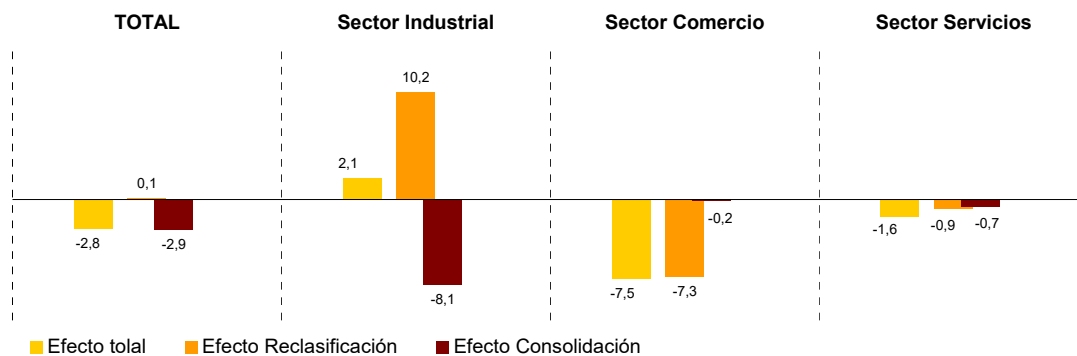
The following table shows the effect on the Industry, Trade and Services sectors. It should be borne in mind that this analysis is not complete, however, since important sectors such as Agriculture, Construction and Financial Services are lacking (although with the latter, interaction is limited).

SBS. Industrial, Trade, and Services Sectors Year 2018 Impact of the implementation of the Statistical Enterprise

Sector and subsector	Number of Companies	Personnel Employed	Turnover			Purchases of goods and services		
	REC Effect	REC Effect	Total Effect	REC Effect	CON Effect	Total Effect	REC Effect	CON Effect
TOTAL	-1.4	0.0	-2.8	0.1	-2.9	-3.5	0.2	-3.7
Industrial Sector	-2.3	1.4	2.1	10.2	-8.1	2.0	12.2	-10.2
Trade Sector	-0.8	0.1	-7.5	-7.3	-0.2	-8.4	-8.2	-0.2
Services sector	-1.5	-0.6	-1.6	-0.9	-0.7	-1.6	-0.5	-1.1
B Extractive industries	-7.1	-12.1	-19.5	-19.2	-0.3	-8.9	-8.4	-0.5
C Manufacturing industry	-1.5	1.6	2.8	12.6	-9.8	2.5	14.6	-12.1
D Electricity, gas, steam and air conditioning supply	-9.5	1.7	-0.3	0.1	-0.4	-0.2	0.2	-0.5
E Water supply, sewerage, waste management and decontamination activities	-4.9	0.8	0.8	1.7	-0.9	0.1	1.7	-1.7
G45 Wholesale and retail trade and repair of motor vehicles	-1.3	-0.1	-1.0	-0.8	-0.2	-1.2	-1.0	-0.2
G46 Wholesale trade and commission trade (*)	-1.7	-0.2	-12.5	-12.4	-0.1	-13.6	-13.5	-0.1
G47 Retail trade (^)	-0.3	0.3	0.1	0.4	-0.3	-0.2	0.2	-0.4
H Transport and storage	-1.3	0.1	-0.7	-0.3	-0.4	-1.1	-0.4	-0.7
I Accommodation	-0.7	0.2	0.5	1.2	-0.7	0.2	1.3	-1.1
J Information and communications	-2.3	-1.1	-4.4	-2.3	-2.1	-5.8	-2.5	-3.3
L Real estate activities	-3.6	-3.3	-7.2	-7.0	-0.2	-4.7	-4.3	-0.4
M Professional, scientific and technical activities	-1.7	-2.3	-2.4	-2.2	-0.2	-1.3	-0.9	-0.3
N Administrative and support service activities	-1.6	-0.1	0.4	0.7	-0.4	0.7	1.4	-0.6
R Arts, recreation and entertainment activities	-1.1	-0.2	0.4	0.7	-0.3	0.5	1.1	-0.6
S Other services (except associative activities)	-0.2	0.3	0.6	0.7	-0.2	0.2	0.6	-0.3

The calculation of the effects previously explained, applied to the Turnover figure for the three sectors of study, is shown in the graph.

SBS. Turnover Impact of the implementation of the Statistical Enterprise in the SBS. Year 2018



Statistical results based on Legal Units

If the Legal Unit were taken as an approximation to the enterprise concept (as was previously done), the Trade Sector would present a turnover of 812,075 million euros, 5.4% more than in the previous year.

SBS: Trade Sector. Main magnitudes. Year 2018

Economic variables	Million euros	Annual variation (%)
Turnover	812.075	5,4
Total purchases of goods and services	717.215	5,7
Added value at factor cost	112.263	3,8
Personnel costs	72.118	4,4
Wages and salaries	56.738	4,7
Gross operating surplus	40.145	2,7
Investment in tangible assets	11.465	0,8
Legal Units and personnel employed		
Number of Legal Units	750.233	-1,6
Employed personnel (annual average, in thousands)	3.151	0,4

By enterprise activity divisions, the *Sale and repair of motor vehicles and motorcycles* increased its turnover the most, with a variation of 8.5% compared to the previous year.

SBS: Trade Sector. Results by Legal Unit activity divisions. Year 2018

Division of activity	Number of Legal Units			Personnel employed			Turnover		
	Total	%	Annual variation (%)	Annual average	%	Annual variation (%)	Million euros	%	Annual variation (%)
Sale and repair of motor vehicles and motorcycles	77.396	10,3	-0,4	308,6	9,8	0,9	91.703	11,3	8,5
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	219.037	29,2	-2,9	1.109,1	35,2	0,0	480.770	59,2	6,0
Retail trade, except of motor vehicles and motorcycles	453.800	60,5	-1,2	1.733,2	55,0	0,5	239.602	29,5	3,3
TOTAL	750.233	100,0	-1,6	3.150,9	100,0	0,4	812.075	100,0	5,4

Trade enterprises with 10 to 249 employees would increase their turnover by 10.9% in 2018. In turn, the turnover of enterprises with less than 10 employees would decrease 0.1%.

SBS: Trade Sector. Results by Legal Unit size. Year 2018

Size of Legal Units (by number of persons employed)	Number of Legal Units			Personnel employed			Turnover		
	Total	%	Annual variation (%)	Annual average	%	Annual variation (%)	Million euros	%	Annual variation (%)
Less than 10 persons employed	713.144	95,1	-1,7	1.374,3	43,6	-1,8	204.151	25,1	-0,1
From 10 to 49 persons employed	32.913	4,4	0,9	608,1	19,3	-0,7	189.234	23,3	6,0
From 50 to 249 persons employed	3.558	0,5	5,6	348,9	11,1	5,2	176.943	21,8	10,9
250 or more persons employed	618	0,1	1,8	819,6	26,0	3,0	241.748	29,8	6,2
TOTAL	750.233	100,0	-1,6	3.150,9	100,0	0,4	812.075	100,0	5,4

Methodological note

The SBS: 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 is made up of 62,500 units, of which 73% is obtained by collecting questionnaires. Administrative data is used for the remaining 27%, thus reducing the statistical burden on enterprises.

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/dynngs/INEbase/es/operacion.htm?c=Estadistica_C&cid=1254736176902&menu=metodologia&idp=1254735576799

And the standardised methodological report at:

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

For further information see **INEbase:** www.ine.es/en/ Twitter: [@es_ine](https://twitter.com/es_ine)

All press releases at: www.ine.es/en/prensa/prensa_en.htm

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
