

24 June 2021

Structural Enterprise Statistics: Trade Sector
Year 2019. Definitive Results

Turnover in the Trade sector increased by 4.1% in 2019 and stood at 782,064 million euros

Retail trade accounted for 31.4% of the total turnover in the sector and for 54.5% of the employed personnel

Turnover of companies in the Trade sector¹ reached 782,064 million euros in 2019, which represented an increase of 4.1% as compared with the previous year.

The gross value added generated by enterprises in this sector stood at 116,892 million euros, 4.9% more than the previous year.

Main magnitudes². Year 2019

Economic variables	Million euros	Annual variation (%)
Turnover	782.064	4,1
Total purchases of goods and services	680.758	3,6
Added value at factor cost	116.892	4,9
Personnel costs	76.717	6,7
Wages and salaries	60.309	6,5
Gross operating surplus	40.175	1,8
Investment in tangible assets	11.053	-4,4
Enterprises and personnel employed		
Number of enterprises	739.923	-0,6
Employed personnel (annual average, in thousands)	3.221	2,2

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 442,427 million euros, which represented 56.6% of the sector and 5.2% more than in 2018. Wholesale companies employed 35.4% of the total personnel.

Retail trade, except of motor vehicles and motorcycles accounted for 31.4% of the total turnover for the sector and for 54.5% of employed personnel. Turnover in the retail trade sector increased by 2.4%.

On the other hand, turnover in *Wholesale and retail trade and repair of motor vehicles and motorcycles* increased by 3.6%.

Turnover and employed personnel in the Trade sector by divisions of activity. Year 2019

Division of activity	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale and repair of motor vehicles and motorcycles	94.104	12,0	3,6	323.795	10,1	5,0
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	442.427	56,6	5,2	1.141.169	35,4	3,1
Retail trade, except of motor vehicles and motorcycles	245.533	31,4	2,4	1.756.389	54,5	1,0
TOTAL	782.064	100,0	4,1	3.221.353	100,0	2,2

Results by groups of activity

At a more disaggregated level, the activity groups with the highest contribution to total turnover were *Wholesale of food, beverages and tobacco* (17.3% of the total), *Wholesale of household goods* (13.7%) and *Other specialised wholesale*⁴ (13.4%).

The groups of activity that employed the greatest number of people were *Retail sale in non-specialised stores* (17.3% of employment in the sector), *Retail sale of other goods in specialised stores* (15.2%) and *Wholesale of food, beverages and tobacco* (11.7%).

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.

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.

On the other hand, the groups that increased their turnover the most compared to the previous year were *Wholesale of agricultural raw materials and live animals* (12.1%), *Retail trade not in stores, stalls or markets*⁵ (11.9%) and *Wholesale of information and communication equipment* (8.9%).

Turnover and personnel employed by groups of activity. Year 2019

Group of activity	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale and repair of motor vehicles and motorcycles						
- Sale of motor vehicles	69.111	8,8	3,9	108.722	3,4	3,4
- Maintenance and repair of motor vehicles	10.823	1,4	6,9	148.857	4,6	6,6
- Sale of motor vehicle parts and accessories	11.876	1,5	-1,2	55.047	1,7	4,7
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	2.293	0,3	4,7	11.168	0,3	2,0
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles						
- Trade intermediaries	7.358	0,9	4,3	95.576	3,0	3,0
- Wholesale of agricultural raw materials and live animals	24.633	3,1	12,1	37.367	1,2	6,2
- Wholesale of food, beverages and tobacco	135.478	17,3	5,4	377.257	11,7	3,3
- Wholesale of household goods	107.141	13,7	5,7	243.819	7,6	2,1
- Wholesale of equipment for information and communications technologies	27.330	3,5	8,9	63.944	2,0	8,5
- Wholesale of other machinery, equipment and supplies	34.478	4,4	3,3	116.956	3,6	0,9
- Other specialised wholesale trade	104.495	13,4	2,6	196.753	6,1	2,5
- Non-specialised wholesale trade	1.514	0,2	3,9	9.498	0,3	17,7
Retail trade, except of motor vehicles and motorcycles						
- Retail sale in non-specialised establishments	96.163	12,3	0,3	558.458	17,3	0,4
- Retail trade in food, beverages and tobacco in specialised establishments	22.253	2,8	-0,4	234.536	7,3	2,2
- Retail sale of automotive fuel in specialised establishments	22.350	2,9	2,8	57.088	1,8	4,1
- Retail sale of information and communication equipment in specialised establishments	6.605	0,8	-0,8	45.404	1,4	-2,0
- Retail sale of other household equipment in specialised establishments	21.442	2,7	4,9	195.802	6,1	3,3
- Retail sale of cultural and recreation goods in specialised establishments	8.717	1,1	1,7	83.129	2,6	-0,6
- Retail sale of other goods in specialised establishments	57.186	7,3	5,0	489.604	15,2	0,2
- Retail sale via stalls and markets	1.668	0,2	2,5	53.018	1,6	5,8
- Retail trade not in stores, stalls or markets	9.150	1,2	11,9	39.350	1,2	0,0
TOTAL	782.064	100,0	4,1	3.221.353	100,0	2,2

⁵ *Retail trade not in stores, stalls or markets* includes trade carried out by post, via Internet, door-to-door selling, through vending machines, etc.

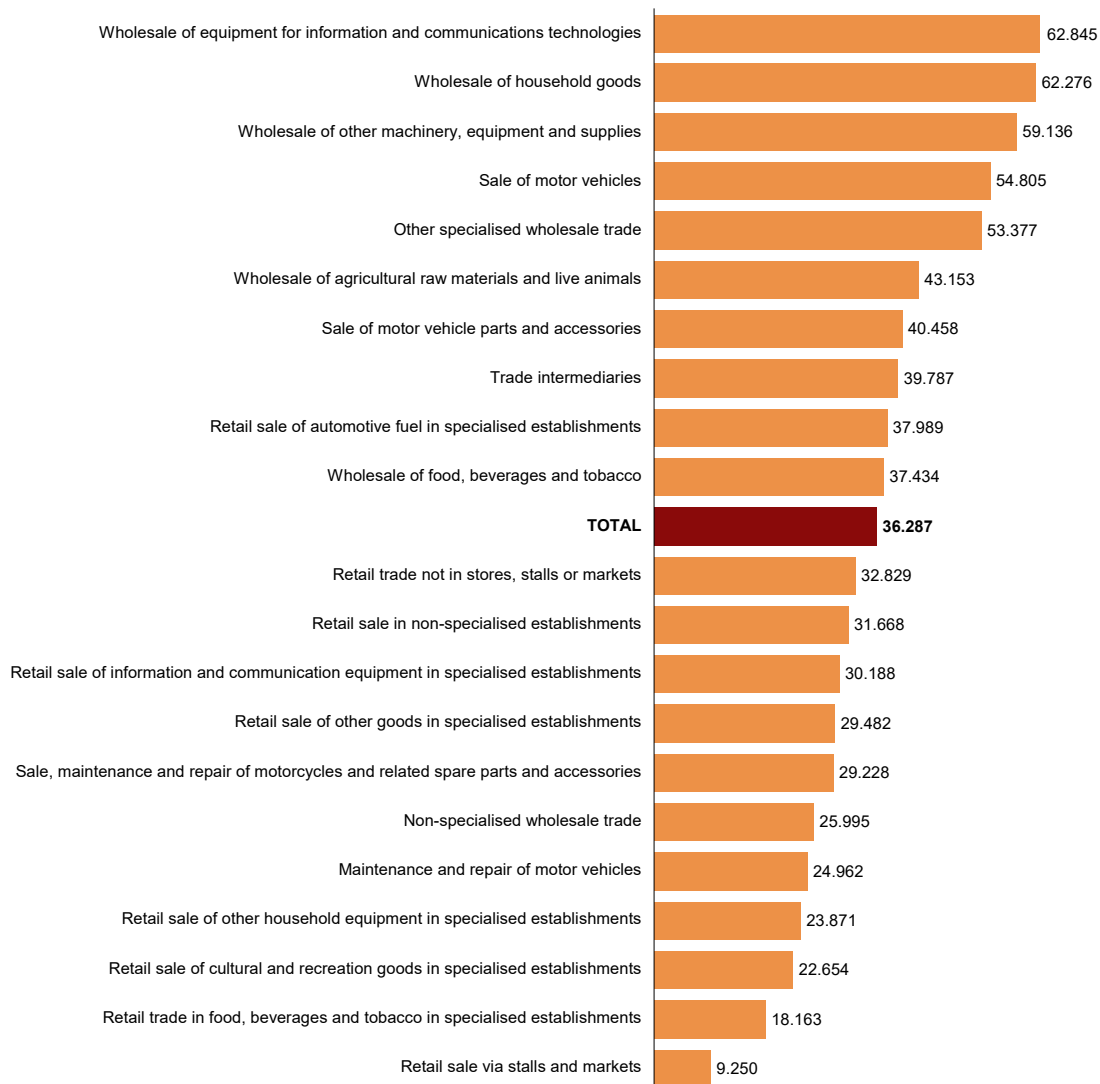
Productivity

Productivity (value added per employed person) for the Trade sector was 36,287 euros in 2019, 2.7% more than in the previous year.

The activity groups with the highest productivity were *Wholesale of information and communication equipment* (62,845 euros), *Wholesale of household goods* (62,276 euros) and *Wholesale of other machinery, equipment and supplies* (59,136 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (9,250 euros), *Retail sale of food, beverages and tobacco in specialised stores* (18,163 euros) and *Retail sale of other household equipment in specialised stores* (22,654 euros).

Productivity (in euros) by groups of activity in the Trade sector. Año2019

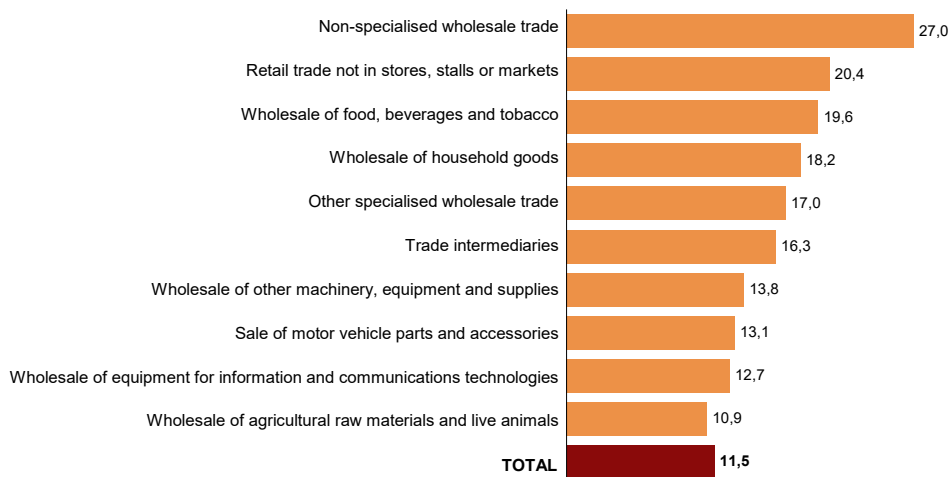


Geographical destination of sales

In 2019, 88.5% of sales in the Trade sector were within Spain, 7.7% went to other European Union countries, and 3.8% to the rest of the world.

The activity groups with the highest percentage of sales outside of Spain were *Non-specialised wholesale trade* (27.0% of total sales), *Retail trade not in establishments, stalls or markets* (20.4%) and *Wholesale of food, beverages and tobacco* (19.6%).

Groups of activity with the highest percentage of sales outside of Spain. Year 2019



Investment in Tangible Assets

Investment in tangible assets carried out by the Trade sector amounted to 11,053 million euros in 2019. 45.3% came from *Retail trade, except for motor vehicles and motorcycles* and 43.7% from *Wholesale and trade intermediaries, except for motor vehicles and motorcycles*.

As for added value, investment in tangible assets accounted for 10.4% for companies in the activity of *Retail trade, except of motor vehicles and motorcycles* and 10.0% of the added value for the companies of *Sale and repair of motor vehicles and motorcycles*.

Investment in tangible assets by divisions of activity. Year 2019

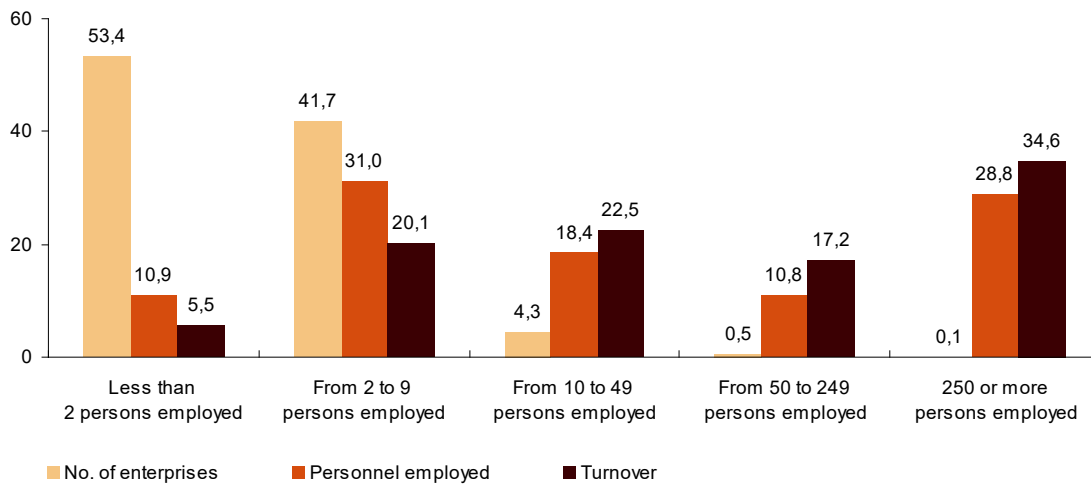
Division of activity	Million euros	% over the total	Investment/ Added value
Sale and repair of motor vehicles and motorcycles	1.221	11,0	10,0
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	4.831	43,7	8,6
Retail trade, except of motor vehicles and motorcycles	5.001	45,3	10,4
TOTAL	11.053	100,0	9,5

Results by size of the enterprise

Trade is characterised by the predominance of very small enterprises. In 2019, 95.1% of the companies in the sector had less than 10 employees. These enterprises provided employment for 41.9% 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 34.6% of the total in the sector. These enterprises employed 28.8% of the personnel.

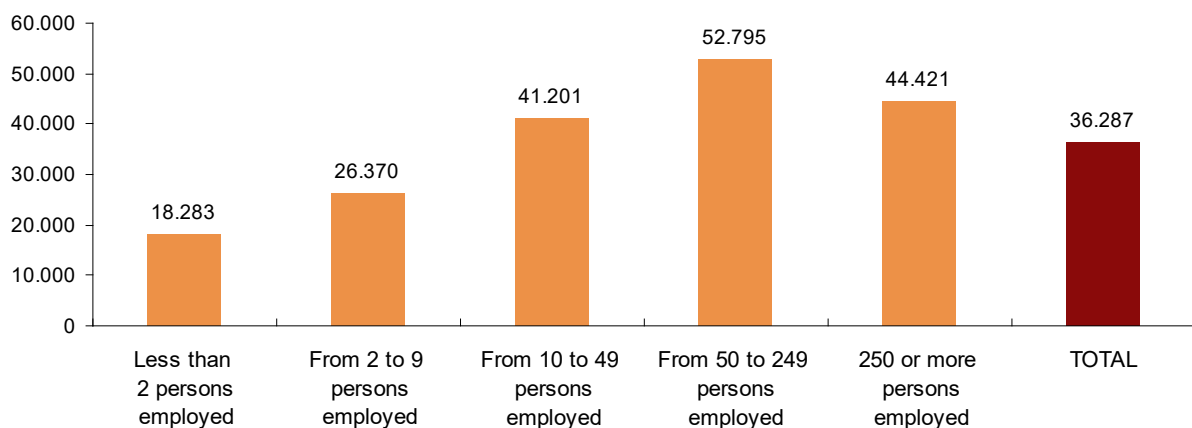
Distribution (in percentage) of the number of enterprises, employed personnel and turnover by size of enterprise. Year 2019



Size of the enterprises and productivity

Medium-sized enterprises (of 50 to 249 employees) had the highest productivity in 2019, with 52,795 euros. In turn, enterprises with less than 2 employees were the least productive, with 18,283 euros.

Productivity (in euros) in the Trade sector by size of the enterprise. Year 2019



Results by Autonomous Communities⁶

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2019 were Comunidad de Madrid (with 25.1% of the total), Cataluña (19.5%) and Andalucía (12.5%).

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

The Autonomous Communities that most increased their turnover compared to the previous year were Andalucía and Comunidad Foral de Navarra (both with 6.7%) and Comunitat Valenciana (6.1%).

Turnover and employed personnel figures in the Trade sector by Autonomous Communities and cities. Year 2019

Autonomous Community	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Andalucía	104.112	12,5	6,7	516.684	16,1	2,6
Aragón	20.268	2,4	1,9	83.389	2,6	-0,2
Asturias, Principado de	11.120	1,3	4,4	60.256	1,9	-1,3
Balears, Illes	15.388	1,8	0,2	78.969	2,5	3,1
Canarias	29.567	3,5	3,0	159.676	5,0	2,4
Cantabria	6.691	0,8	-0,7	32.933	1,0	-1,9
Castilla y León	33.282	4,0	2,4	135.336	4,2	1,0
Castilla-La Mancha	24.701	3,0	4,9	108.202	3,4	0,7
Cataluña	162.704	19,5	3,4	593.639	18,5	2,1
Comunitat Valenciana	79.038	9,5	6,1	382.847	11,9	3,0
Extremadura	10.908	1,3	1,4	59.958	1,9	0,7
Galicia	49.172	5,9	4,4	175.265	5,4	0,8
Madrid, Comunidad de	210.071	25,1	0,9	499.238	15,5	2,5
Murcia, Región de	25.564	3,1	5,6	125.033	3,9	5,2
Navarra, Comunidad Foral de	11.049	1,3	6,7	38.467	1,2	-0,1
País Vasco	36.444	4,4	-5,4	138.286	4,3	1,3
Rioja, La	4.119	0,5	-1,9	19.411	0,6	1,8
Ceuta	1.012	0,1	5,5	4.401	0,1	2,5
Melilla	919	0,1	1,3	4.998	0,2	4,6
TOTAL	836.130	100,0	3,0	3.216.989	100,0	2,1

Data Review and Update

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

⁶To 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 note

The SES: 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 operation.

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: 60,697 units (66% with direct collection and 34% with administrative data).

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

For more information the methodology can be accessed at:

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

The standardized methodological report is at:

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

INE statistics are produced in accordance with the Code of Good Practice for European Statistics, which is the basis for the institution's quality policy and strategy. For more information see the section on Quality at INE and the Code of Best Practices on the INE website.

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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 2,029 billion euros in 2019. Turnover in the Services sector increased by 6.7%, that of Commerce by 4.1% and that of the Industrial Sector by 1.6%.

The industrial sector accounted for 33.6% of this turnover and employed 18.7% of the personnel. *Trade* invoiced 38.5% of the total, although its gross value added represented 21.8%. On the other hand, the *Services* sector accounted for 27.9% of turnover, 48.2% of the value added and employed 55.2% 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. Year 2019

Activity section	Turnover		Added value		Personnel employed	
	Million euros	% over the total	Million euros	% over the total	Thousands of persons	% over the total
Industrial Sector	681.318	33,6	160.429	30,0	2.311,8	18,7
B Extractive Industries	3.766	0,2	1.401	0,3	17,6	0,1
C Manufacturing Industry	560.855	27,6	125.439	23,4	2.064,6	16,7
D Electric energy, gas, steam and air conditioning supply	93.728	4,6	22.071	4,1	47,3	0,4
E Water supply, sewerage, waste management and decontamination activities	22.969	1,1	11.519	2,2	182,3	1,5
Trade Sector						
G Wholesale and retail business; repair of motor vehicles and motorcycles	782.064	38,5	116.892	21,8	3.221,4	26,1
Services sector	566.119	27,9	258.243	48,2	6.815,7	55,2
H Transport and storage	122.381	6,0	50.744	9,5	947,2	7,7
I Accommodation and food service activities	82.768	4,1	37.057	6,9	1.601,7	13,0
J Information and communications	90.801	4,5	39.697	7,4	530,0	4,3
L Real state activities	30.008	1,5	16.070	3,0	283,6	2,3
M Professional, scientific and technical activities	103.743	5,1	50.614	9,5	1.166,5	9,4
N Administrative and support service activities	88.025	4,3	42.541	7,9	1.557,4	12,6
R Arts, recreation and entertainment activities	37.914	1,9	16.006	3,0	390,8	3,2
S Other services (except associative activities)	10.479	0,5	5.515	1,0	338,5	2,7
TOTAL	2.029.500	100,0	535.564	100,0	12.348,9	100,0

Annual variation rates of turnover, gross value added and employed personnel in the industrial, trade and services sectors. Year 2019

Percentage

