

Structural Enterprise Statistics: Trade Sector
Year 2021. Definitive Results

**Turnover in the Trade Sector increased by 15.7%
in 2021 and stood at 840,794 million euros**

**Retail trade accounted for 30.3% of the total turnover in the sector
and for 54.6% of the employed personnel**

Turnover of companies in the Trade Sector¹ stood at 840,794 million euros in 2021, which represented an increase of 15.7% as compared with the previous year.

The added value generated by these companies was 127,556 million euros, with an annual variation of 16.2%.

Trade Sector. Year 2021. Main magnitudes

Economic variables	Million euros	Annual variation (%)
Turnover	840.794	15,7
Total purchases of goods and services	735.261	17,0
Added value at factor cost	127.556	16,2
Personnel costs	77.792	7,9
Wages and salaries	60.715	7,8
Gross operating surplus	49.764	32,1
Investment in tangible assets	13.137	23,6

Due to the implementation of Regulation EBS 2019/2152 and its Implementing Act 2020/1197, the Structural Business Statistics have undergone some methodological changes in the year 2021, making the data not strictly comparable with the previous year. These changes mainly affect the calculation of the number of active companies, while the economic variables are barely affected.

¹ The population under study comprises the group companies whose main activity is described in section G of the National Classification of Economic Activities (CNAE) 2009.

The Trade Sector is characterised by the predominance of very small businesses. In 2021, 95.1% of the companies had fewer than 10 employees. These small businesses employed 39.8% of the sector's workforce and their turnover accounted for 23.5% of the total.

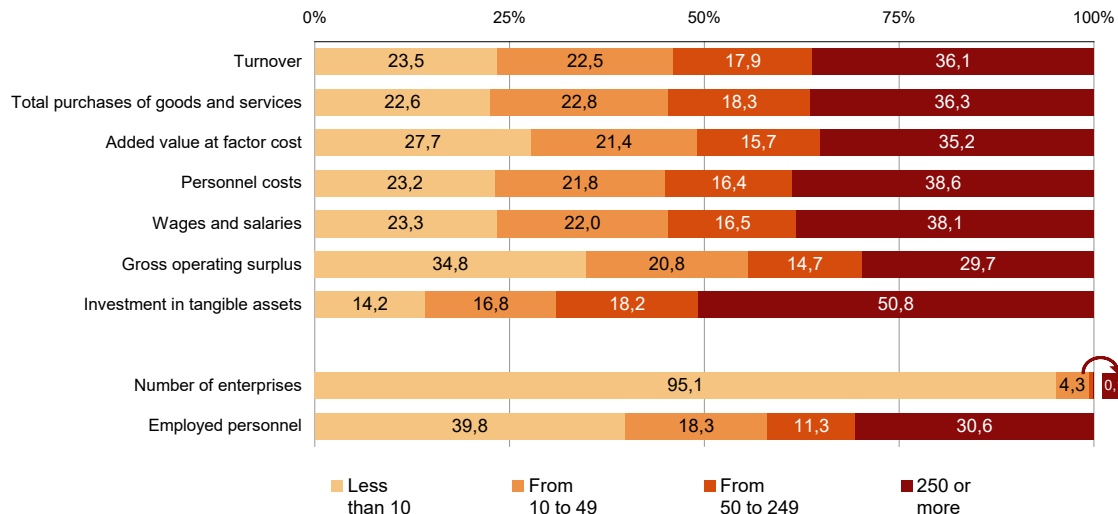
On the other hand, companies with 250 or more employees, which represented 0.1% of the total, employed 30.6% of the workforce and generated 36.1% of the sector's turnover.

Trade Sector. Year 2021. Main magnitudes by company size

Economic data in millions of euros

Main variables	Total	Enterprise size by number of employed persons			
		Less than 10	From 10 to 49	From 50 to 249	250 or more
Turnover	840.794	197.462	189.258	150.740	303.334
Total purchases of goods and services	735.261	165.825	167.505	134.706	267.225
Added value at factor cost	127.556	35.370	27.267	20.071	44.848
Personnel costs	77.792	18.055	16.925	12.753	30.060
Wages and salaries	60.715	14.172	13.380	10.003	23.161
Gross operating surplus	49.764	17.316	10.342	7.318	14.788
Investment in tangible assets	13.137	1.865	2.207	2.386	6.678
Enterprises and personnel employed					
Number of enterprises	729.343	693.762	31.255	3.613	713
Employed personnel (annual average, in thousand)	3.081	1.227	562	349	942

Trade Sector. Percentage distribution by company size according to number of employees. Year 2021



Results by divisions of activity²

In 2021, 59.3% of the sector's turnover corresponded to *Wholesale trade and commission trade, except motor vehicles and motorcycles*. Wholesale companies employed 35.7% of the total workforce in the sector.

Retail trade, except motor vehicles and motorcycles, represented 30.3% of the sector's turnover and 54.6% of the total employment. 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 accounted for 10.4% of the total.

Results by divisions of activity. Year 2021

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	87.357	10,4	9,5	298.912	9,7	-2,6
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	498.397	59,3	21,0	1.098.559	35,7	-0,4
G47 Retail trade, except of motor vehicles and motorcycles	255.040	30,3	8,7	1.683.170	54,6	-1,3
TOTAL	840.794	100,0	15,7	3.080.641	100,0	-1,1

Results by groups of activity

At a more disaggregated level, the activity groups with the highest contribution to the total turnover were *Other specialised wholesale trade*³ (18.1%), *Wholesale trade of food, beverages, and tobacco products* (15.4%), and *Wholesale trade of household goods* (13.4%).

On the other hand, the activity groups that employed the greatest number of people were *Retail trade in non-specialised stores* (with 18.4% of the sector), *Retail trade of other goods in specialised stores* (14.4%), and *Wholesale trade of food, beverages, and tobacco* (11.8%).

² The surveyed companies are classified according to their main activity. Similarly, all study variables related to the company are assigned to that activity.

³ *Other specialised wholesale trade* includes wholesale trade of solid, liquid, and gaseous fuels and similar products, metals and metallic minerals, wood, construction materials and sanitary equipment, hardware, plumbing and heating supplies, chemicals, other semi-finished products, scrap, and waste products.

Results by groups of activity. Year 2021

Group 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	87.357	10,4	9,5	298.912	9,7	-2,6
G451 Sale of motor vehicles	60.533	7,2	7,0	102.797	3,3	-2,6
G452 Maintenance and repair of motor vehicles	11.300	1,3	16,6	133.689	4,3	-2,6
G453 Sale of motor vehicle parts and accessories	13.164	1,6	16,2	50.462	1,6	-3,9
G454 Sale, maintenance and repair of motorcycles and related spare parts and accessories	2.361	0,3	9,2	11.965	0,4	1,9
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	498.397	59,3	21,0	1.098.559	35,7	-0,4
G461 Trade intermediaries	9.394	1,1	22,4	93.772	3,0	0,2
G462 Wholesale of agricultural raw materials and live animals	27.345	3,3	8,6	36.127	1,2	0,7
G463 Wholesale of food, beverages and tobacco	129.117	15,4	4,1	364.615	11,8	-0,8
G464 Wholesale of household goods	112.446	13,4	10,8	228.732	7,4	-0,8
G465 Wholesale of equipment for information and communications technologies	31.041	3,7	7,7	65.192	2,1	-0,2
G466 Wholesale of other machinery, equipment and supplies	34.413	4,1	5,3	108.952	3,5	-4,3
G467 Other specialised wholesale trade	152.018	18,1	68,5	188.663	6,1	1,8
G469 Non-specialised wholesale trade	2.623	0,3	31,3	12.507	0,4	10,0
G47 Retail trade, except of motor vehicles and motorcycles	255.040	30,3	8,7	1.683.170	54,6	-1,3
G471 Retail sale in non-specialised establishments	101.331	12,1	2,2	567.604	18,4	0,8
G472 Retail trade in food, beverages and tobacco in specialised establishments	22.748	2,7	6,7	233.921	7,6	3,2
G473 Retail sale of automotive fuel in specialised establishments	22.830	2,7	29,3	55.184	1,8	2,4
G474 Retail sale of information and communication equipment in specialised establishments	6.031	0,7	2,3	38.466	1,2	-8,0
G475 Retail sale of other household equipment in specialised establishments	23.154	2,8	13,5	183.321	6,0	-2,6
G476 Retail sale of cultural and recreation goods in specialised establishments	8.512	1,0	9,0	75.621	2,5	-4,5
G477 Retail sale of other goods in specialised establishments	55.448	6,6	11,6	444.529	14,4	-3,8
G478 Retail sale via stalls and markets	1.359	0,2	5,4	38.219	1,2	-23,3
G479 Retail trade not in stores, stalls or markets	13.627	1,6	18,0	46.305	1,5	11,4
TOTAL	840.794	100,0	15,7	3.080.641	100,0	-1,1

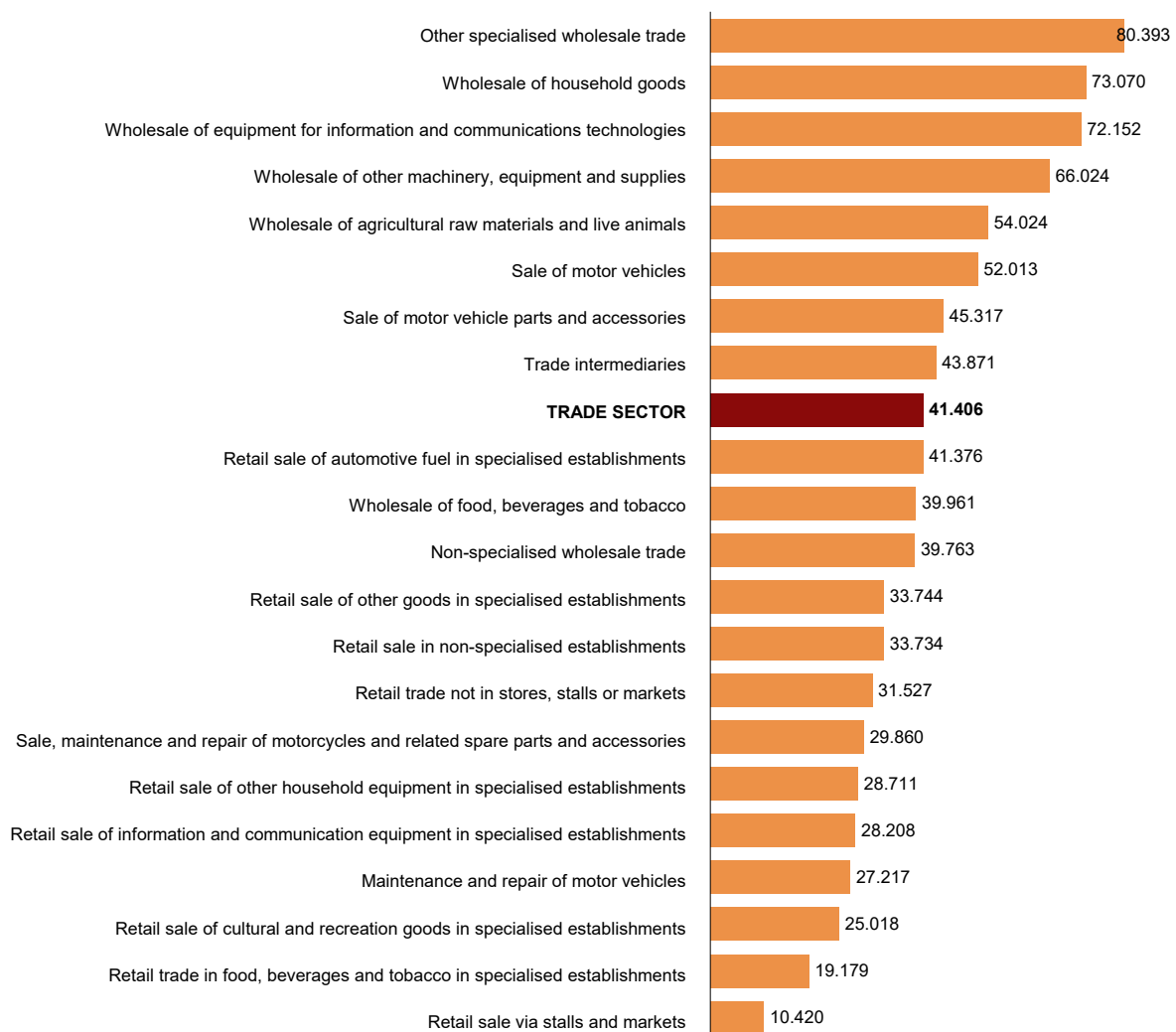
Productivity

Productivity (value added per employed person) for the Trade sector was 41,406 euros in 2021.

The activity groups with the highest productivity were *Other specialised wholesale trade* (80,393 euros), *Wholesale trade of household goods* (73,070 euros), and *Wholesale trade of information and communication technology equipment* (72,152 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (10,420 euros), *Retail sale of food, beverages, and tobacco in specialised stores* (19,179 euros), and *Retail sale of cultural and recreational goods in specialised stores* (25,018 euros).

Trade Sector. Productivity by groups of activity. Year 2021 (in euros)



Main indicators

The gross operating rate (the proportion that gross operating surplus represents in relation to turnover) for the Trade Sector was 5.9%.

In *Retail trade, except motor vehicles and motorcycles*, the gross operating rate reached 7.5%. In terms of employment, the rate of personnel on payroll for retail trade was 78.5%, with a female participation in paid personnel of 64.7%.

Indicators by activity groups. Year 2021

Group of activity	Value added rate (%)	Personnel costs rate (%)	Gross exploitation rate (%)	Employees rate (%)	Female participation rate (%)
G45 Sale and repair of motor vehicles and motorcycles	42,5	70,0	4,0	81,2	17,1
G451 Sale of motor vehicles	44,1	64,9	3,1	89,3	19,3
G452 Maintenance and repair of motor vehicles	34,0	77,6	7,2	72,2	14,2
G453 Sale of motor vehicle parts and accessories	62,2	70,4	5,1	91,7	18,1
G454 Sale, maintenance and repair of motorcycles and related spare parts and accessories	42,3	65,1	5,3	69,3	20,0
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	56,5	58,2	5,4	88,0	37,5
G461 Trade intermediaries	44,4	47,3	23,1	44,9	51,0
G462 Wholesale of agricultural raw materials and live animals	54,7	51,3	3,5	84,3	33,4
G463 Wholesale of food, beverages and tobacco	57,5	64,7	4,0	92,8	39,2
G464 Wholesale of household goods	51,5	62,1	5,6	91,4	50,3
G465 Wholesale of equipment for information and communications technologies	65,4	70,1	4,5	96,2	31,8
G466 Wholesale of other machinery, equipment and supplies	67,9	63,8	7,6	93,3	25,0
G467 Other specialised wholesale trade	58,9	45,3	5,5	91,8	25,6
G469 Non-specialised wholesale trade	58,7	60,1	7,6	75,7	40,5
G47 Retail trade, except of motor vehicles and motorcycles	65,5	62,4	7,5	78,5	64,7
G471 Retail sale in non-specialised establishments	67,2	68,3	6,0	92,3	65,4
G472 Retail trade in food, beverages and tobacco in specialised establishments	72,9	58,9	8,1	61,8	63,5
G473 Retail sale of automotive fuel in specialised establishments	62,0	59,3	4,1	95,7	43,7
G474 Retail sale of information and communication equipment in specialised establishments	60,0	76,5	4,2	83,2	49,9
G475 Retail sale of other household equipment in specialised establishments	63,3	67,2	7,4	75,3	47,1
G476 Retail sale of cultural and recreation goods in specialised establishments	62,6	66,1	7,5	75,0	58,7
G477 Retail sale of other goods in specialised establishments	67,0	54,2	12,4	75,3	79,2
G478 Retail sale via stalls and markets	73,9	31,9	19,9	22,8	51,6
G479 Retail trade not in stores, stalls or markets	41,6	62,2	4,0	64,4	44,6
TOTAL	57,9	61,0	5,9	82,2	49,7

Value added rate: Value added at factor cost/production value * 100.

Personnel expenses rate: Personnel expenses/value added at factor cost * 100.

Gross operating rate: Gross operating surplus/turnover * 100.

Personnel on payroll rate: Personnel on payroll/total employment * 100.

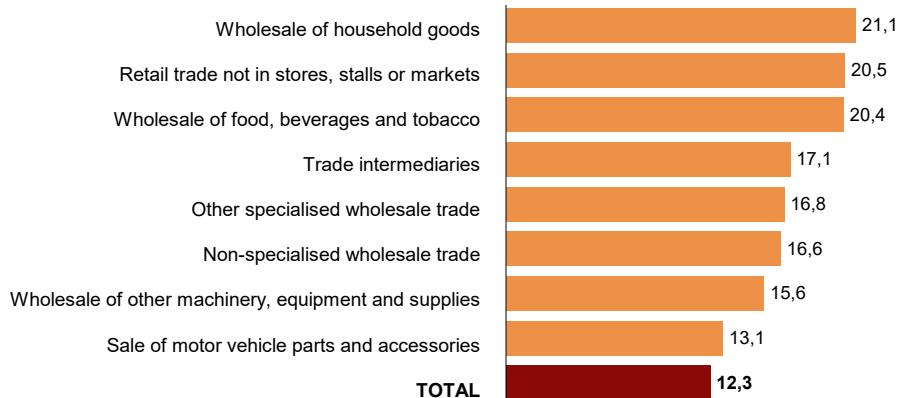
Female participation rate: Women on payroll/personnel on payroll * 100.

Geographical destination of sales

In 2021, 87.7% of sales in the Trade sector were within Spain, 7.4% went to other European Union countries, and 4.9% to the rest of the world.

The activity groups with the highest percentage of sales outside of Spain were *Wholesale trade of household goods* (21.1%), *Retail trade not conducted in establishments, stalls, or markets* (20.5%), and *Wholesale trade of food, beverages, and tobacco products* (20.4%).

Groups of activity with the highest percentage of sales outside of Spain. Year 2021 (%)



Investment in tangible assets

Investment in tangible assets carried out by the Trade sector increased up to 13,137 million euros in 2021. A total of 46.3% of said investment was made by companies in the area of *Retail trade, except motor vehicles and motorcycles*, and 44.6% by *Wholesale trade and commission trade, except motor vehicles and motorcycles*.

As for added value, investment in tangible assets accounted for 10.4% for companies whose activity is the *Sale and repair of motor vehicles and motorcycles*, 9.0% of value added for companies dedicated to *Wholesale trade and commission trade, except motor vehicles and motorcycles*, and 11.9% for those dedicated to *Retail trade, except motor vehicles and motorcycles*.

Investment in tangible assets by divisions of activity. Year 2021

Division of activity	Investment in tangible goods		Investment / Added value (%)
	Million euros	% over the total	
G45 Sale and repair of motor vehicles and motorcycles	1.207	9,2	10,4
G46 Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	5.854	44,6	9,0
G47 Retail trade, except of motor vehicles and motorcycles	6.076	46,3	11,9
TOTAL	13.137	100,0	10,3

Results by autonomous communities⁴

The autonomous communities with the greatest participation in turnover for the trade sector in the year 2021 were Madrid (with 26.1% of the total), Catalonia (18.9%) and Andalusia (12.5%).

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, Catalonia accounted for 18.4% of total employment, Andalusia 16.5% and Madrid 15.6%.

Trade Sector by autonomous communities and cities. Year 2021

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	109.261	12,5	1.904	16,0	509.141	16,5
Aragón	21.639	2,5	300	2,5	79.383	2,6
Asturias, Principado de	11.998	1,4	146	1,2	58.042	1,9
Balears, Illes	14.110	1,6	209	1,7	70.082	2,3
Canarias	28.635	3,3	474	4,0	143.363	4,7
Cantabria	7.108	0,8	95	0,8	31.622	1,0
Castilla y León	32.372	3,7	520	4,4	130.071	4,2
Castilla-La Mancha	26.006	3,0	410	3,4	107.274	3,5
Cataluña	165.391	18,9	2.157	18,1	567.728	18,4
Comunitat Valenciana	83.219	9,5	1.537	12,9	372.328	12,1
Extremadura	11.820	1,4	187	1,6	58.206	1,9
Galicia	52.493	6,0	564	4,7	169.607	5,5
Madrid, Comunidad de	228.037	26,1	2.148	18,0	481.095	15,6
Murcia, Región de	27.413	3,1	538	4,5	121.318	3,9
Navarra, Comunidad Foral de	11.096	1,3	134	1,1	35.723	1,2
País Vasco	37.517	4,3	481	4,0	122.116	4,0
Rioja, La	4.321	0,5	70	0,6	17.442	0,6
Ceuta	761	0,1	34	0,3	3.158	0,1
Melilla	731	0,1	23	0,2	3.192	0,1
TOTAL	873.926	100,0	11.930	100,0	3.080.889	100,0

Data review and update

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

⁴ 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.

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 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.

This year, 2021, marks the first time that this statistic is required to adhere to the regulations set forth in the European Parliament and Council Regulation EU 2019/2152 on European business statistics (EBS Regulation), along with its implementing act 2020/1197. As a result, several methodological changes have been implemented, which are comprehensively described in the methodology section accessible on the website.

Type of operation: 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: 55,398 units (63% with direct collection and 37% with administrative data).

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

For more information, see the methodology at:

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

See the standardised methodological report 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

Combined structure of the Industry, Trade and Non-financial market services

The combined turnover of the Industry, Trade and Non-financial market services sectors stood at 2.156 billion euros in 2021. Compared to the previous year, turnover in the Industrial sector registered an increase of 21.5%, that of Trade 15.7%, and that of Services 14.5% (this variation rate has been calculated excluding the Education and Health sectors, since in 2020 these activities were not yet part of the scope of the EES).

The industrial sector accounted for 34.0% of this turnover and employed 17.8% of the personnel. The Trade sector accounted for 39.0% of the total turnover, although its gross value added was 22.2%. On the other hand, the services sector accounted for 27.0% of turnover, 48.4% of the value added and employed 58.9% of the personnel of the three sectors.

Industry, Trade and Services sectors. Year 2021 Turnover, gross value added and personnel employed

Section of activity	Turnover		Added value		Personnel employed	
	Million euros	% over the total	Million euros	% over the total	Thousands of persons	% over the total
Industrial Sector	734.026	34,0	168.960	29,4	2.361,1	17,8
B Extractive Industries	4.140	0,2	1.619	0,3	18,3	0,1
C Manufacturing Industry	588.190	27,3	133.528	23,3	2.117,7	16,0
D Electric energy, gas, steam and air conditioning supply	118.040	5,5	23.137	4,0	42,5	0,3
E Water supply, sewerage, waste management and decontamination activities	23.656	1,1	10.675	1,9	182,6	1,4
Trade Sector	840.794	39,0	127.556	22,2	3.080,6	23,3
G Wholesale and retail business; repair of motor vehicles and motorcycles						
Non financial Services Sector	581.374	27,0	277.573	48,4	7.788,1	58,9
H Transportation and storage	113.823	5,3	42.253	7,4	907,0	6,9
I Accommodation and food service activities	60.634	2,8	27.712	4,8	1.419,5	10,7
J Information and communications	90.493	4,2	39.544	6,9	558,9	4,2
L Real state activities	30.407	1,4	15.825	2,8	264,8	2,0
M Professional, scientific and technical activities	103.720	4,8	50.366	8,8	1.081,9	8,2
N Administrative and support service activities	71.657	3,3	42.436	7,4	1.535,7	11,6
P Education	16.944	0,8	12.918	2,3	509,6	3,9
Q Human health and social work activities	45.014	2,1	26.781	4,7	842,4	6,4
R Arts, recreation and entertainment activities	38.496	1,8	14.482	2,5	341,1	2,6
S Other services (except associative activities)	10.186,7	0,5	5.255	0,9	327,2	2,5
TOTAL	2.156.194	100,0	574.089	100,0	13.229,8	100,0

Industry, Trade and Services sectors. Year 2021 Annual variation rates of turnover, gross value added and employed personnel (%)

