

20 December 2012

**Annual Trade Survey
Statistics on Products in the Trade Sector
Year 2011**

Turnover in trade decreases 0.6% in 2011, standing at 654,533 million euros

The most dynamic activity is *wholesale trade of agricultural raw materials and live animals*, and the least dynamic is *sales, maintenance and repair of motorcycles*

Trade invoicing abroad accounts for 8.9% of total sales, as compared with 7.8% the previous year

Turnover of companies in the Trade sector reached 654,533 million euros en 2011, for a decrease of 0.6%, as compared with the previous year.

The number of companies in the sector decreased 3.4%, and employed personnel fell 2.4% as compared with 2010.

Main variables. Year 2011

Variables	Millions of euros (*)	Variation (%) 11/10
Number of companies	737,792	-3.4
Turnover	654,533	-0.6
Purchases of goods and services for resale	493,803	-0.6
Production value	173,643	-0.4
Purchases and expenditure on goods and service	569,568	-0.3
Added value at factor cost	97,007	-1.8
Personnel costs	64,205	0.0
Investment in tangible assets	9,323	-14.1
Employed personnel (annual average)	3,029,152	-2.4
Wage-earning personnel (annual average)	2,371,262	-1.8

*Except the number of companies and personnel

Results by activity group

More than half of invoicing for the sector corresponded to *Wholesale trade*. In turn, *Retail trade* provided work for 55.2% of employed personnel.

The *Sale and repair of vehicles* was the activity group with the greatest decrease in sales and employment (–6.7% and –5.1%, respectively).

Wholesale trade showed an increase in invoicing of 1.4%, as compared with the year 2010.

Turnover and employed persons by activity group. Year 2011

Activity group	Turnover (million euros)	% over the total	Variation (%) 11/10	Employed pers (annual average)	% over the total	Variation (%) 11/10
Sale and repair of vehicles	65,684	10.0	-6.7	301,717	10.0	-5.1
Wholesale trade (*)	371,561	56.8	1.4	1,055,321	34.8	-1.5
Retail trade (*)	217,288	33.2	-1.8	1,672,113	55.2	-2.4
TOTAL	654,533	100.0	-0.6	3,029,152	100.0	-2.4

*Except vehicles

It is important to highlight the fact that six out of 10 trade companies were in retail trade in 2011. Their contribution to total turnover was 33.2%.

Results by activity sector

The activity sectors with the greatest contribution to total turnover in 2011 were *Other specialised wholesale trade* (16.6%), and *Wholesale trade of food, beverages and tobacco* (15.5%).

The sectors that employed the greatest number of persons were *Other retail trade in specialised establishments* (27.3%), and *Retail trade in non-specialised establishments* (16.2%).

The most dynamic activity sectors in year 2011 were *Wholesale trade of agricultural raw materials and live animals*, with an invoicing increase of 17.2% and *Retail trade of fuel for motor vehicles in specialised establishments*, standing at 15.0%.

In contrast, the sectors that registered the greatest decreases in their invoicing were *Sales, maintenance and repair of motorcycles and related spare parts and accessories* (–14.0%) and *Retail trade via stalls and markets* (–12.5%).

Turnover and employed personnel by activity sector. Year 2011

Activity sector	Turnover (*)	Variation (%) 11/10	Employed perso (annual average)	Variation (%) 11/10
Sale of motor vehicles	43,969	-8.4	103,794	-2.8
Maintenance and repair of motor vehicles	9,565	-8.3	139,878	-7.5
Sale of motor vehicle spare parts and accessories	10,847	4.3	48,727	-2.2
Sale, maintenance and repair of motorcycles and related spare parts and accessories	1,303	-14.0	9,318	-7.8
Trade intermediaries	4,772	0.3	77,641	-0.9
Wholesale of agricultural raw materials and live animals	20,152	17.2	31,134	0.4
Wholesale of food, beverages and tobacco	101,587	1.1	323,915	0.9
Wholesale of household goods	84,942	-2.7	230,397	-3.0
Wholesale of ICT equipment	22,378	-5.9	61,652	2.2
Wholesale of other machinery, equipment and supplies	28,362	-5.4	127,076	-2.9
Other specialised wholesale trade	108,361	6.3	197,840	-4.5
Non-specialised wholesale trade	1,008	-11.3	5,664	5.5
Retail in non-specialised establishments	84,327	1.1	489,542	1.2
Retail in non-specialised establishments:				
- Food, beverages and tobacco	23,482	-7.5	228,282	-7.8
- Fuel for motor vehicles	19,006	15.0	53,163	0.1
- Other retail trade	85,217	-6.1	828,365	-2.9
Retail trade via stalls and markets	1,780	-12.5	47,321	-3.7
Retail trade not carried out in establishments, nor at stalls or markets	3,476	6.1	25,439	-3.4
TOTAL	654,533	-0.6	3,029,152	-2.4

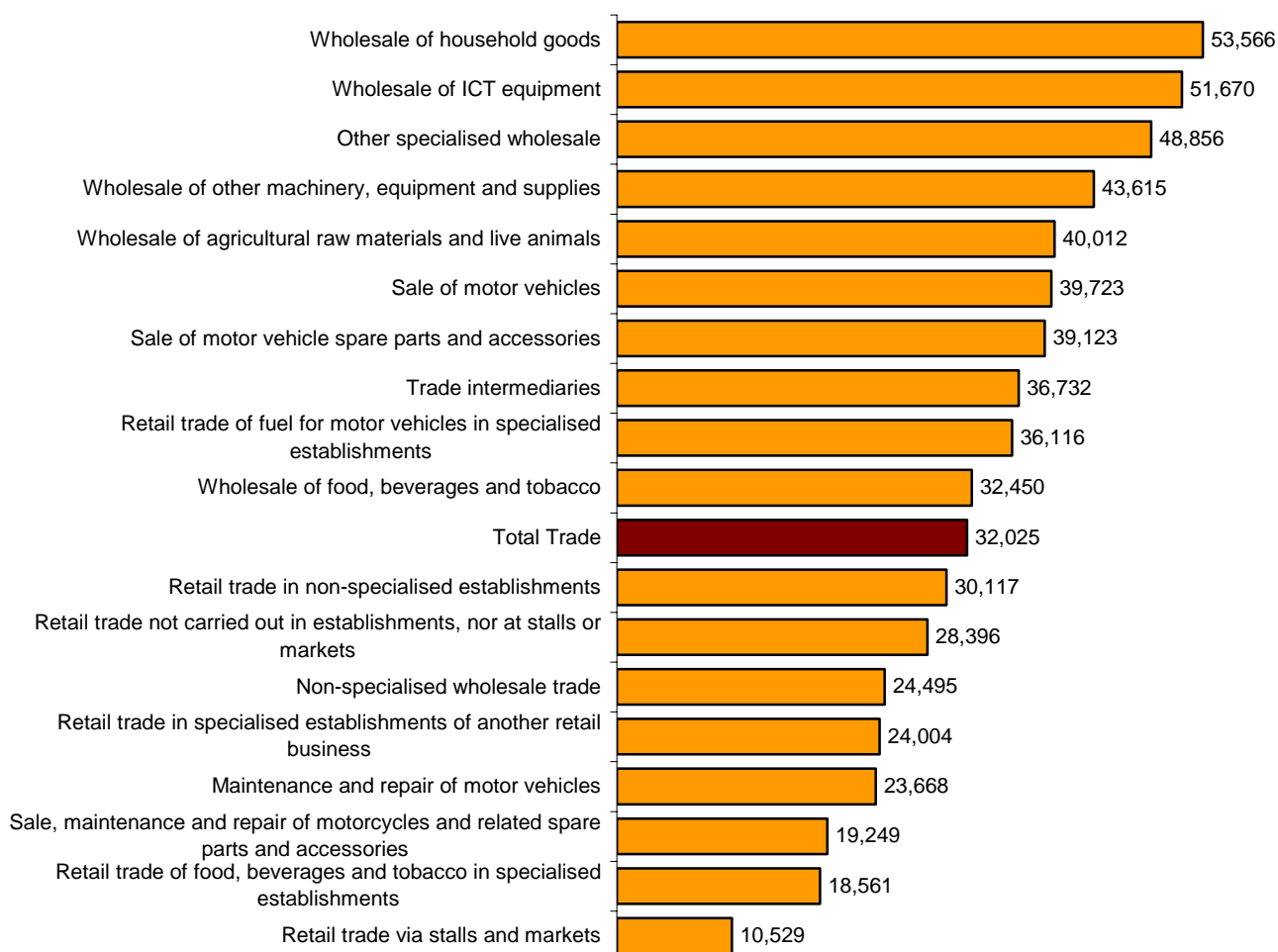
*Million euros

Productivity (added value per employed person) for trade in the year 2011 was 32,025 euros.

By sector, those that registered the greatest productivity were *Wholesale trade of household goods* and *Wholesale trade of equipment for information and communications technologies*, both with more than 50,000 euros.

The least productivity was registered in *Retail trade via stalls and markets*, with 10,529 euros.

Productivity (in euros) by activity sector. Year 2011



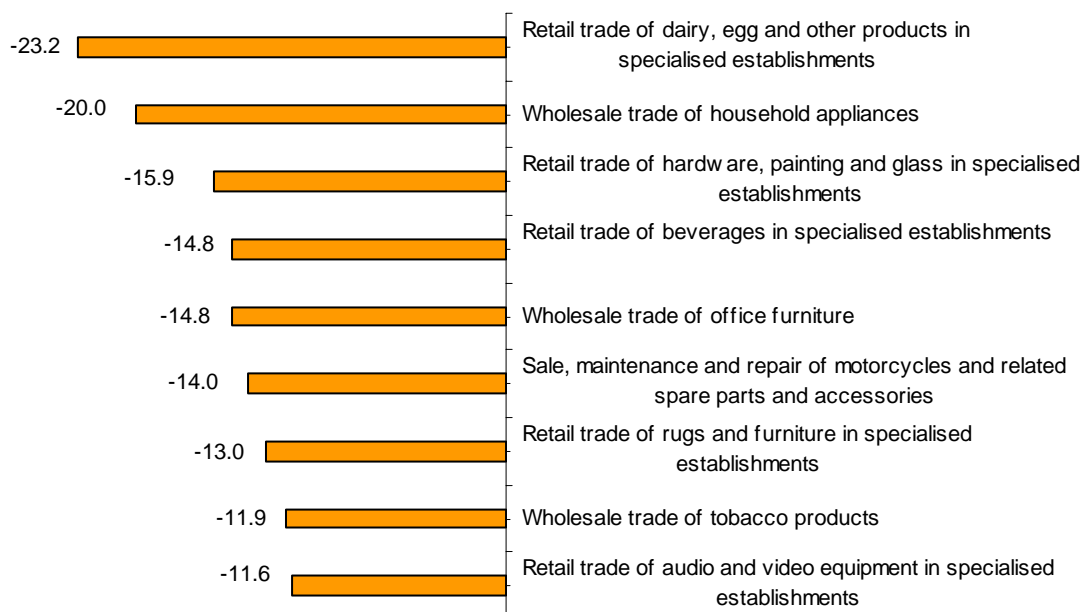
On analysis of the results at a greater breakdown level, by trade subsector, it is important to highlight that the most dynamic subsector in 2011 was *Retail trade of second-hand goods in establishments*, with a 40.4% increase in turnover.

Conversely, the subsector with the greatest decrease in turnover was *Retail trade of dairy, egg and other products in specialised establishments* (–23.2%).

Least dynamic trade subsectors (With the greatest percentage increase in invoicing in 2011, as compared with 2010)



Least dynamic trade subsectors (With the greatest percentage decrease in invoicing in 2011, as compared with 2010)



Turnover abroad. Destination of sales

91.1% of sales by trade companies in 2011 were within Spain, 6.2% were to European Union countries (EU), and 2.7% were to the rest of the world.

By activity sector, the greatest percentage of sales outside Spain was *Non-specialised wholesale trade*, with 27.0% of total sales, followed by *Trade intermediaries*, with 18.1%.

In turn, *Retail trade via stalls and markets* showed the lowest percentage of foreign sales, standing at 0.1%.

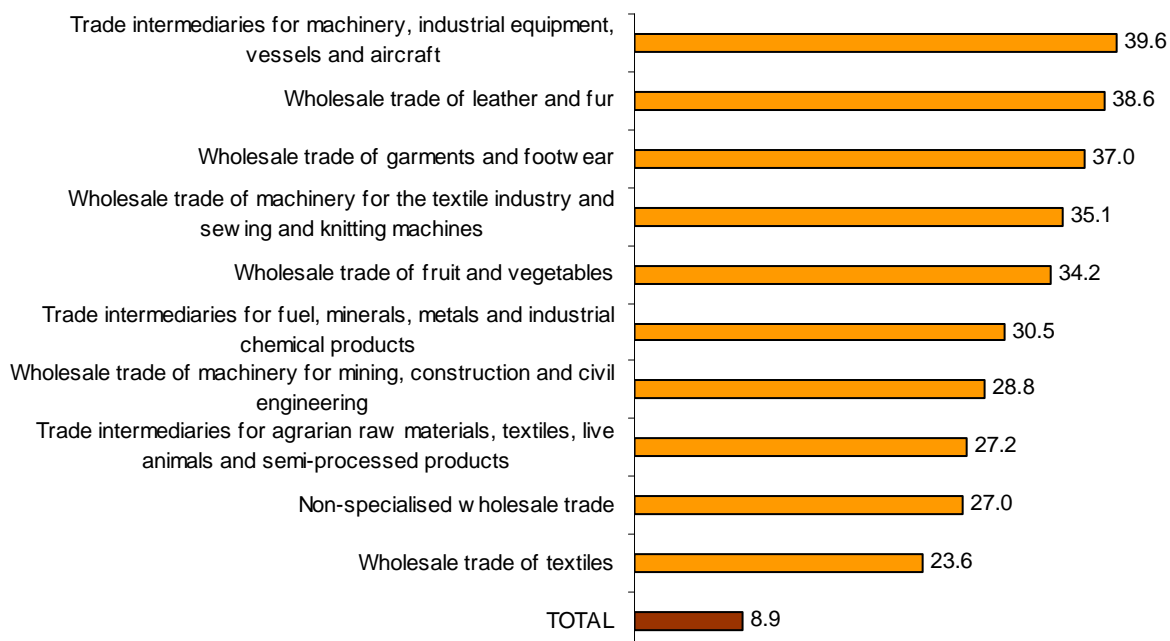
Activity sectors ordered by percentage of their foreign sales. Year 2011

Activity sector	Sales abroad (*)	% over the total for sales	Total in % 11-10
Non-specialised wholesale trade	272	27.0	2.8
Trade intermediaries	863	18.1	-1.8
Wholesale of food, beverages and tobacco	15,638	15.4	1.3
Wholesale of other machinery, equipment and supplies	3,731	13.2	0.6
Wholesale of household goods	11,041	13.0	1.2
Wholesale of ICT equipment	2,684	12.0	3.1
Other specialised wholesale trade	12,822	11.8	1.1
Wholesale of agricultural raw materials and live animals	2,379	11.8	0.8
Sale of motor vehicle spare parts and accessories	1,239	11.4	2.1
Sale of motor vehicles	4,071	9.3	1.7
Sale, maintenance and repair of motorcycles and related spare parts and accessories	57	4.4	-1.5
Retail trade not carried out in establishments, nor at stalls or markets	143	4.1	2.0
Other retail trade in specialised establishments	2,608	3.1	0.9
Maintenance and repair of motor vehicles	138	1.4	1.3
Retail trade of fuel for motor vehicles in specialised establishments	137	0.7	0.4
Retail trade in food, beverages and tobacco in specialised	84	0.4	0.2
Retail trade in non-specialised establishments	291	0.3	0.1
Retail trade via stalls and markets	1	0.1	0.0
TOTAL	58,200	8.9	1.0

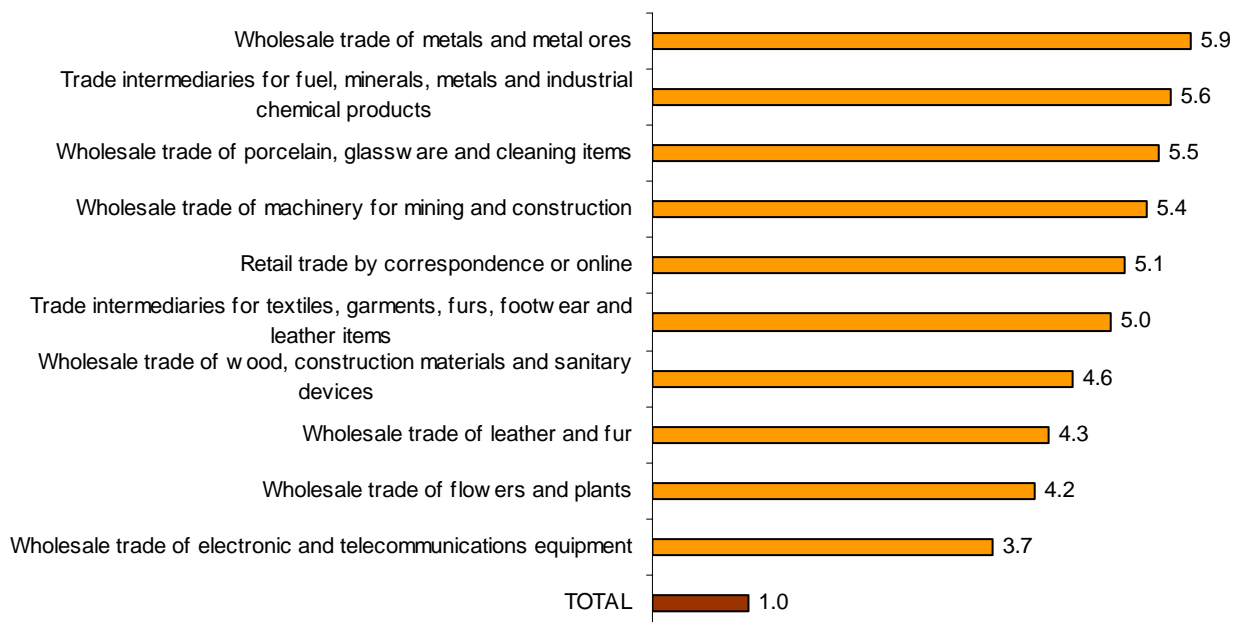
* Million euros

The graphs below show the trade subsectors with the greatest percentage of sales outside Spain during 2011, as well as those that experienced the greatest increase in their percentage of sales outside Spain on a more broken down level.

Trade subsectors with the greatest percentage of sales outside Spain. Year 2011



Trade subsectors with the greatest percentage of sales outside Spain. Year 2011



Results by company size

Large companies (with 250 or more wage earners) represented 29.5% of turnover for the sector. In *Retail trade in specialised establishments* this percentage was 84.9%.

Micro-companies (with between one and 10 wage earners) accounted for 25.9% of trade turnover. In three activity sectors, micro-companies generated more than 60% of turnover: *Non-specialised wholesale trade* (64.7%), *Retail trade in food, beverages and tobacco in specialised establishments* (62.2%) and *Maintenance and repair of motor vehicles* (60.8%).

Trade turnover by company size and activity sector. Year 2011

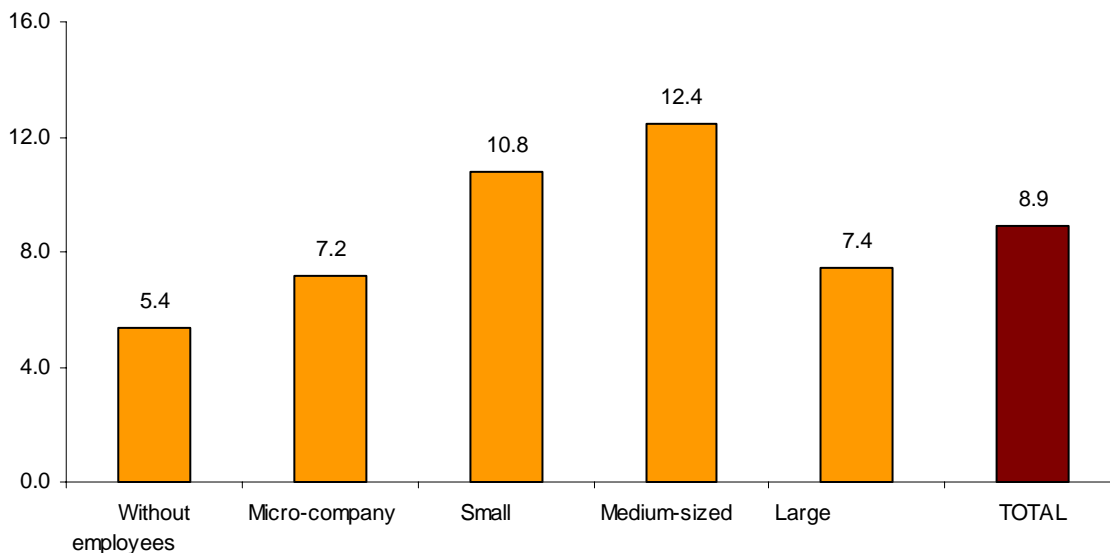
As a percentage

Activity sector	Company size				
	Without employees	Micro-company (1 to 10 employees)	Small (10 to 50 employees)	Medium-sized (50 to 249 employees)	Large (250 employees or more)
Sale of motor vehicles	1.9	9.6	28.6	34.5	25.4
Maintenance and repair of motor vehicles	8.5	60.8	25.6	4.0	1.1
Sale of motor vehicle spare parts and accessories	4.6	20.1	28.9	27.0	19.5
Sale, maintenance and repair of motorcycles and related spare parts and accessories	4.6	50.6	40.6	4.2	-
Trade intermediaries	29.5	35.7	12.9	13.6	8.3
Wholesale of agricultural raw materials and live animals	7.4	46.6	40.7	4.9	0.3
Wholesale of food, beverages and tobacco	3.8	26.4	30.8	22.6	16.4
Wholesale of household goods	1.8	18.1	24.8	23.2	32.1
Wholesale of ICT equipment	0.6	11.7	28.2	33.2	26.3
Wholesale of other machinery, equipment and supplies	2.9	30.2	37.7	20.0	9.2
Other specialised wholesale trade	2.5	20.4	29.8	17.2	30.2
Non-specialised wholesale trade	11.0	64.7	15.1	9.2	-
Retail trade in non-specialised establishments	2.2	6.6	3.6	2.8	84.9
Retail trade in food, beverages and tobacco in specialised establishments	23.3	62.2	10.9	2.4	1.1
Retail trade of fuel for motor vehicles in specialised establishments	1.2	40.1	37.8	11.2	9.7
Other retail trade in specialised establishments	8.2	47.0	14.2	7.5	23.2
Retail trade via stalls and markets	68.0	29.2	2.0	0.4	0.4
Retail trade not carried out in establishments, nor at stalls or markets	7.8	28.9	26.3	16.8	20.3
TOTAL	4.6	25.9	23.7	16.3	29.5

In the graph shown below, it can be seen that medium-sized trade companies, with between 50 and 249 wage earners, were those with the propensity to export, with 12.4% of their invoicing with a destination outside Spain.

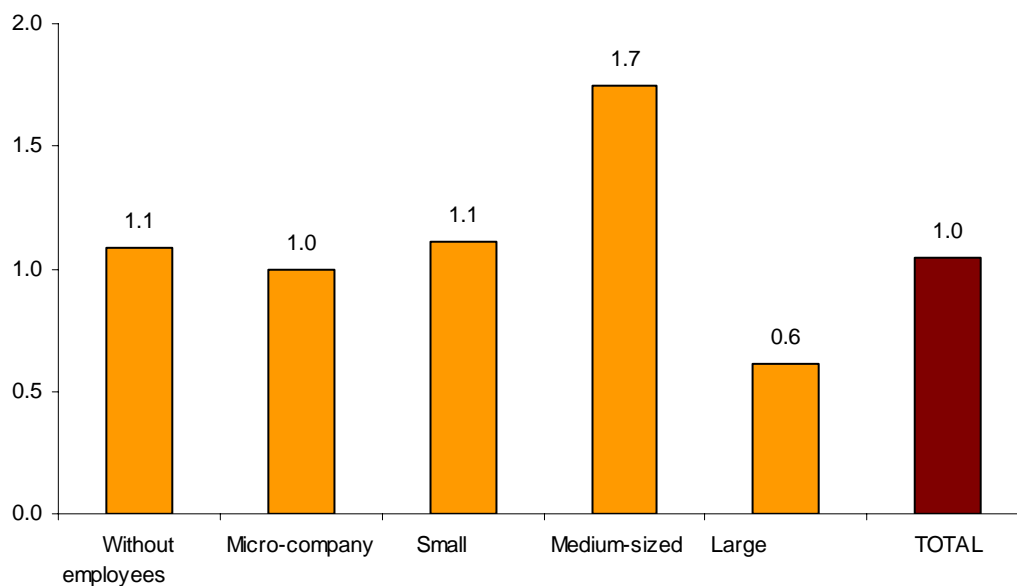
Sales with a destination outside Spain, by trade company size.

Percentage as compared with the total invoicing for each wage-earner bracket. Year 2011



Medium-sized companies also experienced the most foreign dynamism, with an invoicing increase abroad of 1.7 points, as compared with the previous year.

Variation of the percentage participation of sales outside Spain of trade companies. Year 2011-2010



Results by Autonomous Community

The Autonomous Communities with the greatest participation in turnover for the Trade Sector in the year 2011 were Comunidad de Madrid (with 22.2% of the total), Cataluña (19.8%) and Andalucía (12.6%).

In turn, those with the least weight in turnover were La Rioja (0.5%), Cantabria (0.9%) and Comunidad Foral de Navarra (1.2%).

Turnover and persons employed in trade by Autonomous Community. Year 2011

Autonomous Community (*)	Turnover business (**)	% over the total	Employed persons (30/09/2011)	% over the total
Andalucía	82,273	12.6	475,038	15.5
Aragón	18,566	2.8	87,130	2.8
Asturias, Principado de	10,649	1.6	65,143	2.1
Balears, Illes	11,567	1.8	70,980	2.3
Canarias	23,265	3.6	137,599	4.5
Cantabria	5,971	0.9	34,329	1.1
Castilla y León	28,263	4.3	145,919	4.8
Castilla-La Mancha	21,242	3.2	108,281	3.5
Cataluña	129,338	19.8	561,936	18.4
Comunitat Valenciana	62,922	9.6	349,116	11.4
Extremadura	10,045	1.5	57,543	1.9
Galicia	40,274	6.2	181,781	5.9
Madrid, Comunidad de	145,503	22.2	480,850	15.7
Murcia, Región de	19,112	2.9	101,764	3.3
Navarra, Comunidad Foral de	8,053	1.2	35,605	1.2
País Vasco	32,019	4.9	140,607	4.6
Rioja, La	3,367	0.5	19,391	0.6
TOTAL	654,533	100.0	3,060,908	100.0

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

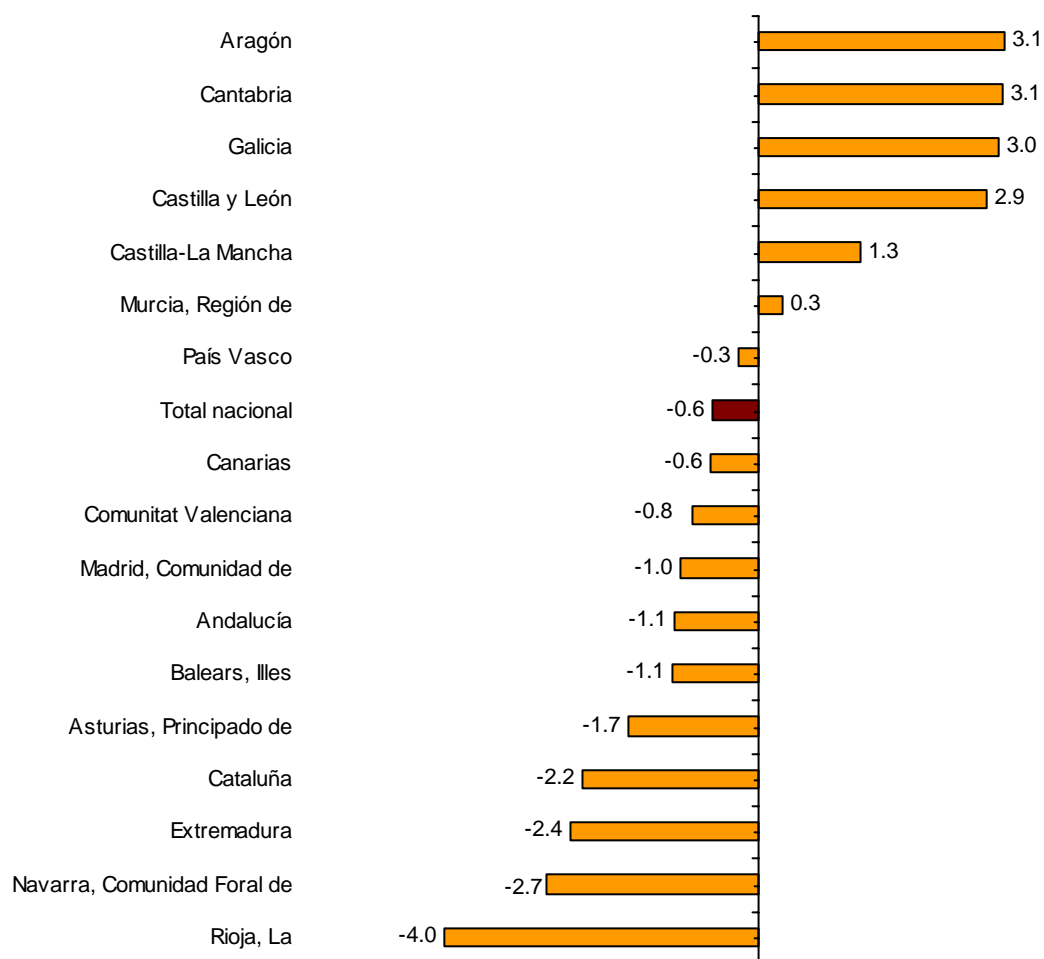
** Million euros

The Autonomous Communities with the greatest increase in trade invoicing in 2011 were Aragón and Cantabria (both with 3.1%) and Galicia (3.0%).

Conversely, the Autonomous Communities with the greatest decrease in invoicing were La Rioja (-4.0%), Comunidad Foral de Navarra (-2.7%) and Extremadura (-2.4%).

Dynamism in trade in the Autonomous Communities

(Percentage variation in turnover in 2011, as compared with 2010)



Statistics on Products in the Trade Sector

Retail trade

37.7% of retail trade invoicing in the year 2011 corresponded to sales of *Food, beverages and tobacco*.

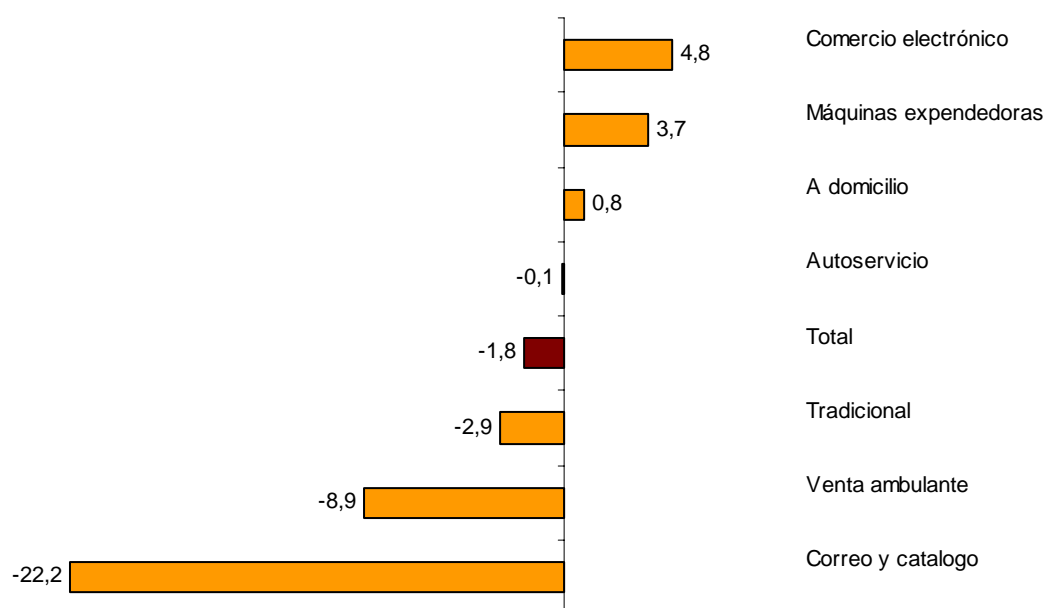
In turn, sales of *Medical, pharmaceutical and cosmetic products* represented 12.3% of the total, and *Textile products and footwear* represented 13.5%.

Retail trade: breakdown of turnover according to products sold. Year 2011

Products sold	%
TOTAL	100.0
Wholesale of food, beverages and tobacco	37.7
Retail trade of products other than food	61.5
- Medical, pharmaceutical and cosmetic products	12.3
- Textile and footwear	13.5
- Furniture and household appliances	8.1
- Other non food products	27.6
Other activities	0.8

Electronic commerce (4.8%) was the sales system that grew the most in 2011 in retail trade. On the contrary, postal and catalogue sales experienced the greatest drop (-22.2%).

Variation of turnover, according to the sales system. Year 2011/2010



Sale and repair of vehicles

Retail trade generated 67.3% of turnover for companies whose main activity in 2011 was the *Sale of motor vehicles* and 51.5% of turnover for companies in the *Sale and repair of motorcycles*.

In turn, wholesale trade accounted for 63.2% of *Spare parts and accessories* business.

Sales and repair of vehicles: breakdown of turnover according to the

Services provided	By main activity			
	Motor vehicles (*)			Motorcycles
	Sale	Maintenance and repair	Spare parts and accessories	
Retail trade	67.3	5.5	24.4	51.5
-of motor cars, caravans and other vehicles	59.8	3.0	0.6	0.0
-of spare parts and accessories for vehicles	7.2	2.5	23.6	1.5
-of motorcycles and spare parts	0.2	0.1	0.3	50.0
Wholesale trade	25.4	1.0	63.5	29.8
-of lorries, trailers, semi-trailers and buses	4.5	0.4	0.1	0.0
-of motor cars, caravans and other vehicles	16.4	0.0	0.0	0.2
-of spare parts and accessories for vehicles	4.1	0.6	63.2	1.8
-of motorcycles and spare parts	0.3	0.0	0.2	27.7
Maintenance and repair	6.5	91.6	3.1	15.4
-of motor cars	5.9	75.7	2.0	0.2
-of other motor vehicles (not motor cars)	0.5	12.0	0.6	0.2
-of motorcycles	0.0	0.7	0.0	14.9
-other services relating to maintenance and repair	0.1	3.1	0.4	0.2
Intermediation services	0.5	0.8	6.3	1.4
Other activities and services	0.3	1.1	2.7	1.8

* Except motorcycles

Wholesale trade

28.5% of wholesale trade invoicing in the year 2011 corresponded to the sale of *Semi-processed non-agricultural products and scrap*.

In turn, the sale of *Food, beverages and tobacco* represented 25.6% of the total and *Consumer products other than food* represented 22.9%.

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

Retail trade: breakdown of turnover according to products sold. Year 2011

Products sold	%
TOTAL	100.0
Wholesale of food, beverages and tobacco	37.7
Retail trade of products other than food	61.5
- Medical, pharmaceutical and cosmetic products	12.3
- Textile and footwear	13.5
- Furniture and household appliances	8.1
- Other non food products	27.6
Other activities	0.8

Methodological note

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

The Annual Trade Survey targets a sample of approximately 57,000 units selected from a population of about 800,000 companies, and enables obtaining representative results at a detailed activity level, by Autonomous Community and by company size, according to the number of employed persons.

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

Today, the INE is publishing the results of these two surveys, with a 12-month lag from the end of the reference period.