

Annual Trade Survey
Statistics on Products in the Trade Sector
Year 2012

Turnover in trade decreases 4.4% in 2012, standing at 625,704 million euros

Wholesale trade of agricultural raw materials and live animals registers the greatest turnover increase (5.1%) and Sale of motor vehicles the greatest decrease (-20.6%)

Trade sales abroad accounts for 9.8% of total sales in 2012, as compared with 8.9% the previous year

Turnover of companies in the Trade sector¹ reached 625,704 million euros in 2012, which represents a decrease of 4.4%, as compared with the previous year.

The number of companies in the sector decreased 0.3%, and employed personnel fell 2.1% as compared with 2011.

Main variables. Year 2012

Variables	Million euros (*)	Annual variation (%)
Economic variables		
- Turnover	625,704	-4.4
- Purchases and works carried out by other companies	542,610	-4.7
- External services	61,242	-1.3
- Personnel costs	62,725	-2.3
- Investment in tangible assets	8,549	-8.3
-Gross added value at factor cost	92,295	-4.9
Companies and employed personnel		
- Number of companies	735,884	-0.3
- Employed personnel (annual average)	2,965,475	-2.1

*Except number of companies and personnel

¹ The population studied comprises the total number of companies whose main activity is described in Section G of the CNAE-2009 classification, that is, *Wholesale and retail trade and repair of motor vehicles and motorcycles*.

Results by activity group²

More than half of the invoicing for the sector corresponded to *Wholesale trade*. Both the turnover and the employed personnel of this activity registered a decrease of 3.0% as compared to the previous year.

In turn, *Retail trade* accounted for 33.6% of the total turnover for the sector, and provided work for 55.8% of employed personnel. Sales in these companies registered a decrease of 3.1% as compared to the previous year. It is worth mentioning that 6 out of every 10 companies in the sector were in retail trade.

Sale and repair of vehicles was the activity group with the greatest decrease in invoicing (-16.6%) and in the number of employed personnel (-4.9%).

Turnover and employed personnel by activity group. Year 2012

Activity group	Turnover			Employed personnel		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale and repair of vehicles	54,800	8.8	-16.6	286,865	9.7	-4.9
Wholesale trade (*)	360,416	57.6	-3.0	1,023,526	34.5	-3.0
Retail trade (*)	210,488	33.6	-3.1	1,655,084	55.8	-1.0
TOTAL	625,704	100.0	-4.4	2,965,475	100.0	-2.1

*Except vehicles

Results by branch of activity

At a more disaggregated level, the branches of activity with the greatest contribution to total turnover in 2012 were *Other specialised wholesale trade*³ (16.6% of the total), and *Wholesale trade of food, beverages and tobacco* (16.1%).

In turn, the branches that employed the greatest number of persons were *Other retail trade in specialised establishments*⁴ (27.2% of the total), and *Retail trade in non-specialised establishments* (16.6%).

² Researched companies are classified according to their main activity. Likewise, all the variables studied referring to the company are allocated to said activity.

³ *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, waste and scrap.

⁴ *Other retail trade in specialised establishments*, includes retail sale of information and communication equipment in specialised stores, other household articles, cultural and recreation goods and other articles (clothing, footwear and leather goods, dispensing chemist, medical and orthopaedic goods, cosmetic and toilet articles, flowers, plants, seeds, fertilisers, pet animals and pet food, watches and jewellery, and other retail sale of new or second-hand goods in specialised stores).

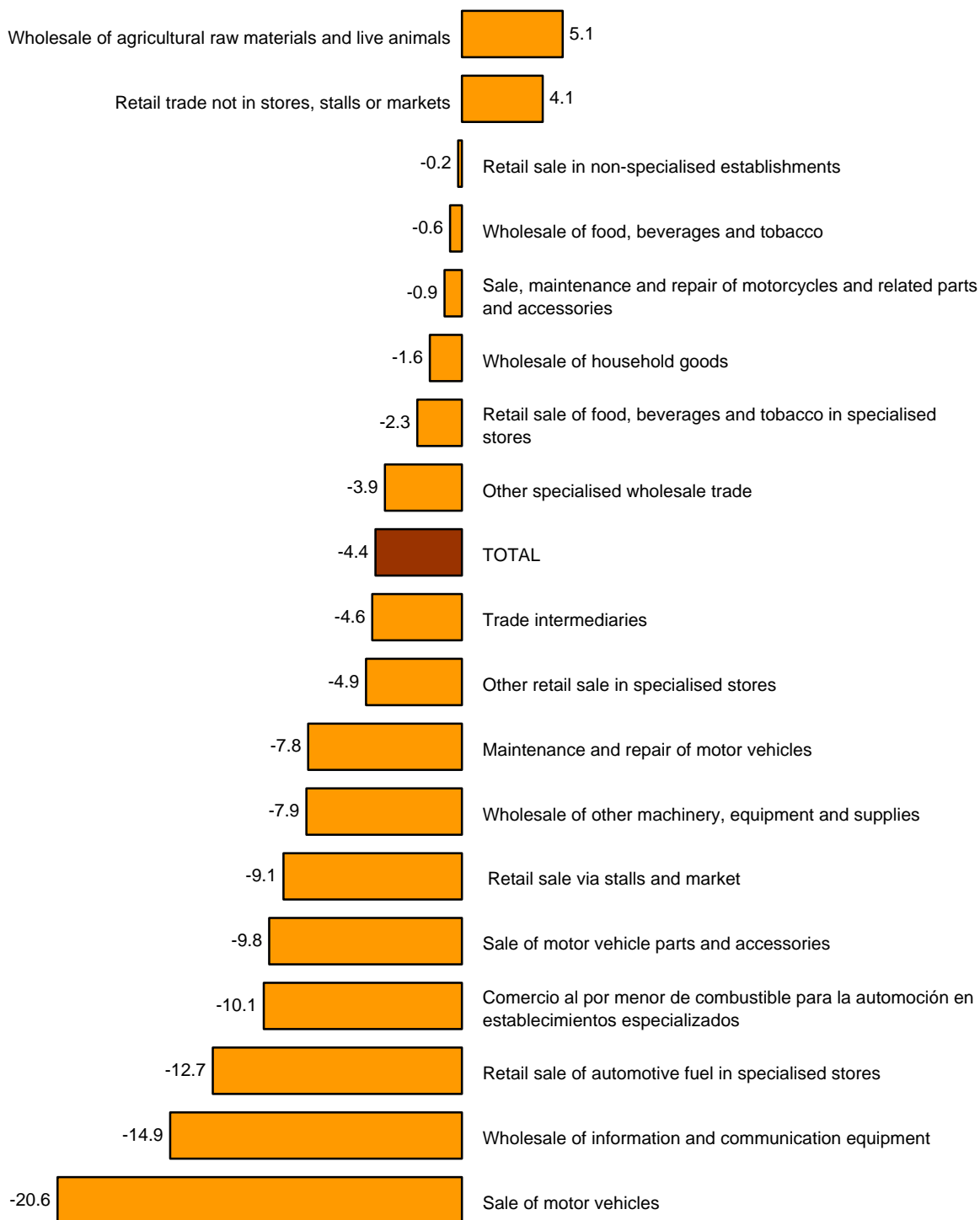
The only branches of activity that increased their turnover in 2012 were *Wholesale trade of agricultural raw materials and live animals* (5.1%) and *Retail trade not in stores, stalls or markets* (4.1%).

In contrast, the branches that registered the greatest decreases in their invoicing were *Sale of motor vehicles* (-20.6%) and *Wholesale of information and communication equipment* (-14.9%).

Turnover and employed personnel by branch of activity, Year 2012

Branch of activity	Turnover			Employed personnel		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale of motor vehicles						
- Sale of motor vehicles	34,911	5.6	-20.6	94,227	3.2	-9.2
- Maintenance and repair of motor vehicles	8,816	1.4	-7.8	135,509	4.6	-3.1
- Sale of motor vehicle parts and accessories	9,782	1.6	-9.8	48,054	1.6	-1.4
- Sale, maintenance and repair of motorcycles and related parts and accessories	1,292	0.2	-0.9	9,075	0.3	-2.6
Wholesale trade, except motor vehicles						
- Trade intermediaries	4,554	0.7	-4.6	76,357	2.6	-1.7
- Wholesale of agricultural raw materials and live animals	21,187	3.4	5.1	30,183	1.0	-3.1
- Wholesale of food, beverages and tobacco	100,971	16.1	-0.6	320,725	10.8	-1.0
- Wholesale of household goods	83,550	13.4	-1.6	228,069	7.7	-1.0
- Wholesale of information and communication equipment	19,052	3.0	-14.9	59,272	2.0	-3.9
- Wholesale of other machinery, equipment and supplies	26,115	4.2	-7.9	118,048	4.0	-7.1
- Other specialised wholesale trade	104,107	16.6	-3.9	185,939	6.3	-6.0
- Non-specialised wholesale trade	880	0.1	-12.7	4,932	0.2	-12.9
Retail trade, except motor vehicles						
- Retail sale in non-specialised establishments	84,163	13.5	-0.2	491,036	16.6	0.3
- Retail sale of food, beverages and tobacco in specialised stores	22,948	3.7	-2.3	234,691	7.9	2.8
- Retail sale of automotive fuel in specialised stores	17,088	2.7	-10.1	51,993	1.8	-2.2
- Other retail sale in specialised stores	81,051	13.0	-4.9	805,743	27.2	-2.7
- Retail sale via stalls and market	1,618	0.3	-9.1	44,955	1.5	-5.0
- Retail trade not in stores, stalls or markets	3,619	0.6	4.1	26,665	0.9	4.8
TOTAL	625,704	100.0	-4.4	2,965,475	100.0	-2.1

Annual variation (%) of invoicing by branch of activity. Year 2012



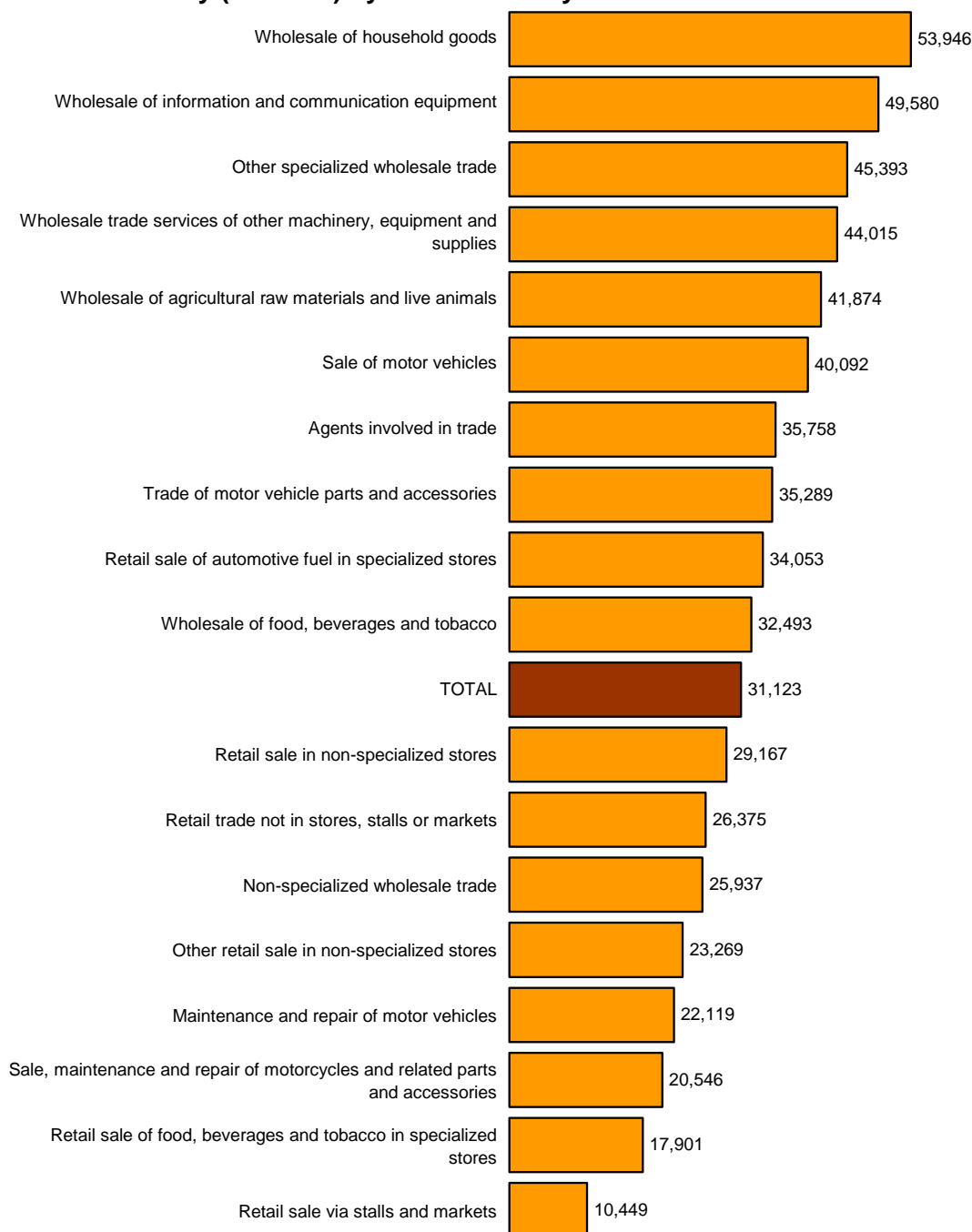
Productivity

Productivity (added value per employed person) for the Trade sector in the year 2012 was 31,123 euros, that is, 2.8% less than in the previous year.

By branch of activity, 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 49,000 euros.

In turn, the least productivity was registered in *Retail trade via stalls and markets* (10,449 euros) and *Retail sale of food, beverages and tobacco in specialised stores* (17,901).

Productivity (in euros) by branch activity in the Trade sector. Year 2012.



Geographical destination of the goods

90.2% of sales by Trade companies in 2012 were within Spain, 6.0% were to European Union countries, and 3.8% were to the rest of the world.

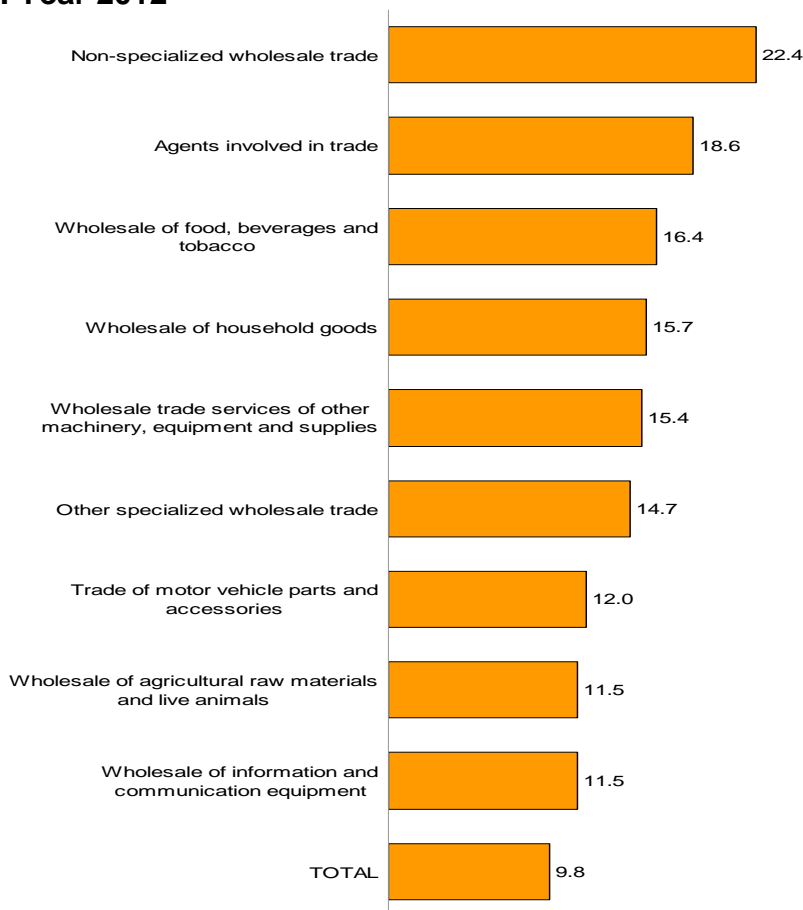
By activity branch, the greatest percentage of sales outside Spain was *Non-specialised wholesale trade*, with 22.4% of total sales, followed by *Trade intermediaries*, with 18.6% and *Wholesale of food, beverages and tobacco* (16.4%).

Sales outside Spain by branches of activity in the Trade sector. Year 2012

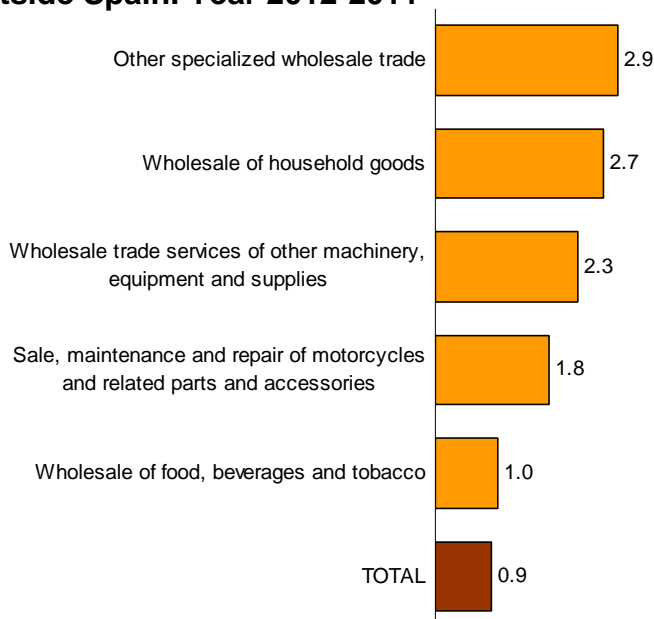
Branch of activity	Sales outside Spain		
	Million euros	% over the total of sales	Difference of % 2012-2011
Non-specialized wholesale trade	197	22.4	-4.6
Agents involved in trade	847	18.6	0.5
Wholesale of food, beverages and tobacco	16,542	16.4	1.0
Wholesale of household goods	13,102	15.7	2.7
Wholesale trade services of other machinery, equipment and supplies	4,034	15.4	2.3
Other specialized wholesale trade	15,350	14.7	2.9
Trade of motor vehicle parts and accessories	1,178	12.0	0.6
Wholesale of agricultural raw materials and live animals	2,443	11.5	-0.3
Wholesale of information and communication equipment	2,191	11.5	-0.5
Sale, maintenance and repair of motorcycles and related parts and accessories	80	6.2	1.8
Sale of motor vehicles	1,906	5.5	-3.8
Retail trade not in stores, stalls or market	139	3.9	-0.3
Other retail sale in non-specialized stores	2,634	3.2	0.2
Maintenance and repair of motor vehicles	106	1.2	-0.3
Retail sale of automotive fuel in specialized stores	94	0.5	-0.2
Retail sale in non-specialized stores	297	0.4	0.0
Retail sale of food, beverages and tobacco in specialized stores	79	0.3	0.0
TOTAL	61,219	9.8	0.9

The graphs below show the branches of activity with a percentage of sales outside Spain over 5% during 2012, as well as those that experienced the greatest increase in their percentage of sales outside Spain.

Branches of activity with the greatest propensity to export. Percentage of sales outside Spain. Year 2012



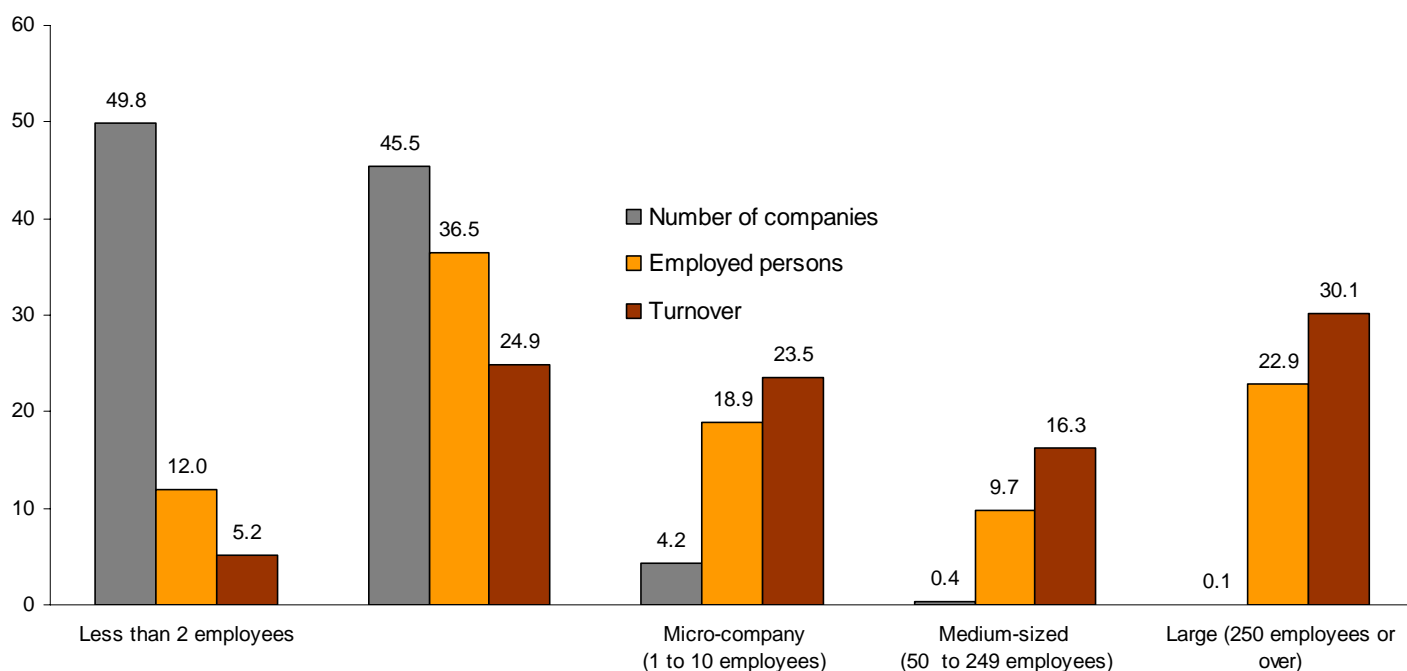
Branches of activity with the greatest increase in the percentage participation of sales outside Spain. Year 2012-2011



Results by company size

Trade is characterized by the predominance of very small companies. In fact, in 2012 more than 95% of companies within the sector had less than 10 workers. These companies provided work for 48.5% of employed personnel, but their invoicing scarcely represented a third of the total turnover of the sector.

In turn, large companies (with 250 or more wage earners) represented 0.1% of companies in the sector, and their turnover accounted for 30.1% of the total trade turnover.



This fragmented structure is repeated to a greater or a lesser extent in several activity branches within the sector, except for the companies of *Retail sale in non-specialised stores*, in which large companies, despite being only a few, generate most of the turnover (more than 84%).

In three branches of activity the companies with less than 10 workers generated more than 70% of the total turnover: *Retail sale via stalls and markets* (97.4%), *Retail sale of food, beverages and tobacco in specialised stores* (85.0%) and *Non-specialised wholesale trade* (72.5%).

Distribution (%) of the turnover in the sector of Trade, by size of the company and branches of activity. Year 2012

Branches of activity	Less than 2 employees	Micro-company (2 to 9 employees)	Small (10 to 49 employees)	Medium-sized (50 to 249 employees)	Large (250 employees or over)
Sale of motor vehicles					
- Sale of motor vehicles	2.4	9.6	29.6	36.9	21.4
- Maintenance and repair of motor vehicles	8.4	61.3	25.2	3.9	(1)
- Sale of motor vehicle parts and accessories	4.3	22.2	30.3	27.4	15.8
- Sale, maintenance and repair of motorcycles and related parts and accessories	5.3	41.7	34.4	18.5	-
Wholesale trade, except of motor vehicles and motorcycles					
- Wholesale on a fee or contract basis	33.1	26.9	14.7	15.8	9.5
- Wholesale of agricultural raw materials and live animals	9.3	42.0	43.3	5.4	(1)
- Wholesale of food, beverages and tobacco	5.6	22.5	31.6	23.3	16.9
- Wholesale of household goods	3.0	16.2	23.4	23.2	34.2
- Wholesale of information and communication equipment	1.1	9.9	30.7	30.9	27.4
- Wholesale of other machinery, equipment and supplies	4.7	30.0	37.1	18.3	9.9
- Other specialised wholesale	3.1	19.2	29.0	18.3	30.4
- Non-specialised wholesale trade	27.4	45.1	27.5	(1)	-
Retail trade, except of motor vehicles and motorcycles					
- Retail sale in non-specialised stores	1.9	7.5	3.5	2.9	84.2
- Retail sale of food, beverages and tobacco in specialised stores	18.6	66.4	11.4	2.5	1.2
- Retail sale of automotive fuel in specialised stores	1.0	42.1	35.2	8.8	13.0
- Other retail sale in specialised stores	8.2	46.1	14.3	7.3	24.2
- Retail sale via stalls and markets	58.9	38.5	2.0	0.6	(1)
- Retail sale not in stores, stalls or markets	8.6	28.2	27.8	15.4	20.0
TOTAL	5.2	24.9	23.5	16.3	30.1

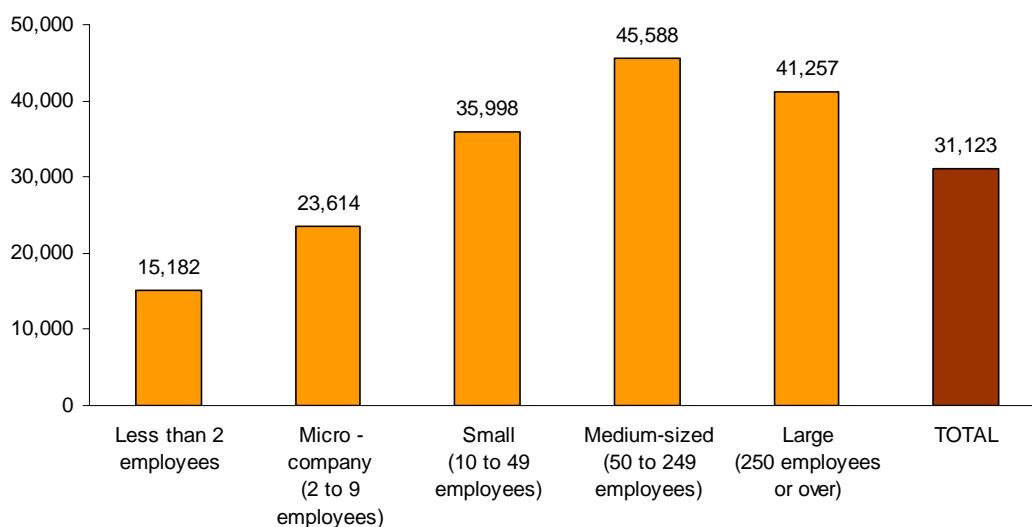
(1) For confidential reasons, these are grouped within the previous section

Size of the company and productivity

In medium sized and large companies (with 50 or more wage earners), productivity surpassed 40,000 euros in 2012. These large companies had more presence in *Wholesale of solid, liquid and gaseous fuels and related products; Sale of cars and Wholesale of pharmaceutical goods*.

In turn, companies with less than 2 workers were the less productive, with 15,182 euros.

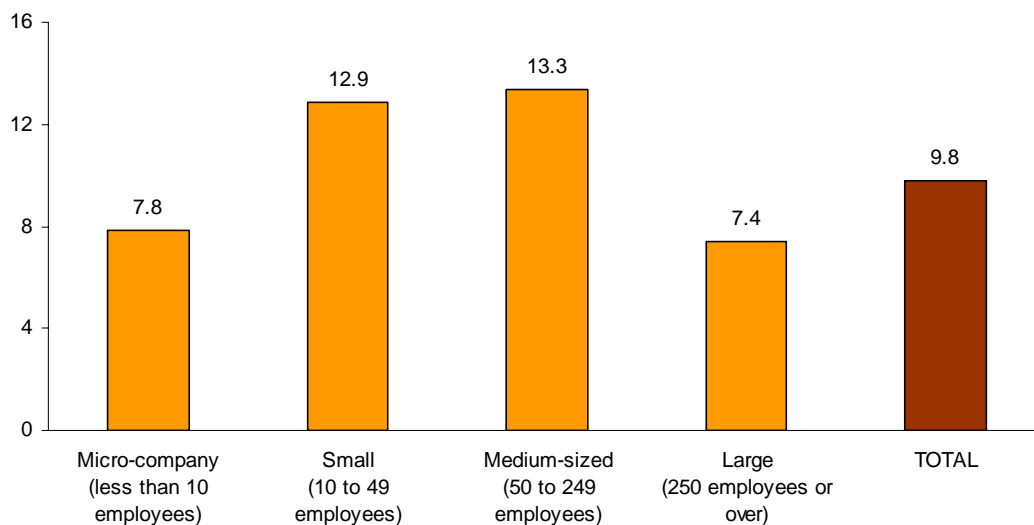
Productivity (in euros) in the sector of *Trade* sector by size of the company. Year 2012



Size of the company and sales outside Spain

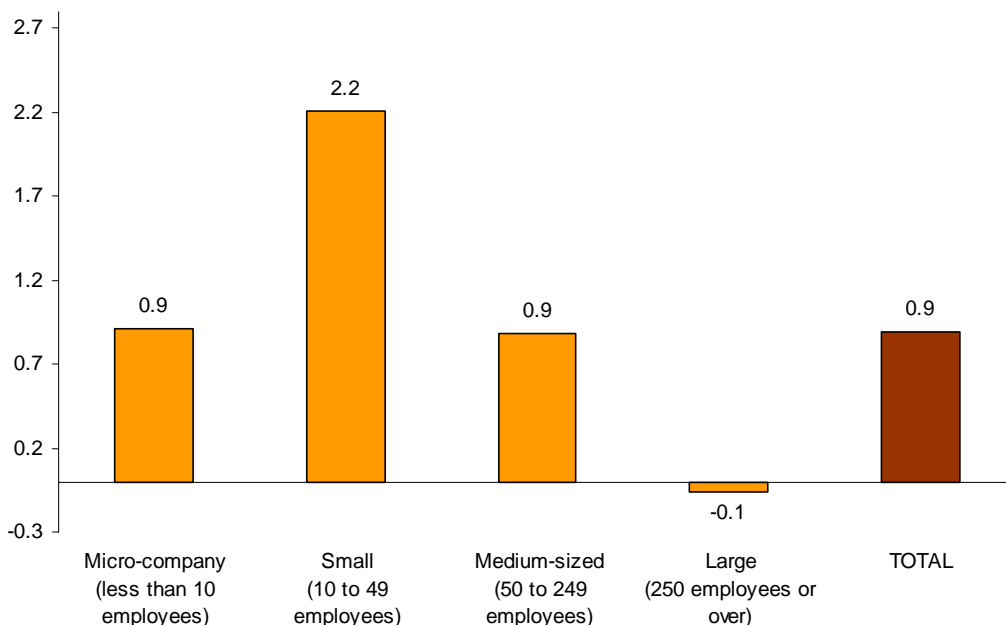
Small and medium sized companies (between 10 and 249 wage earners), were those with the greatest propensity to export in 2012, with more than 12% of the total of their invoicing with a destination outside Spain.

Sales destined outside Spain, by the size of the company. Percentage as compared with the total invoicing of each group of employees. Year 2012



Companies with 10 to 49 workers were those that registered a greater dynamism abroad, with an increase in their invoicing abroad of 2.2 points as compared with the previous year.

Difference of the percentage of participation of sales outside Spain, by the size of the company.



Results by Autonomous Community

The Autonomous Communities with the greatest participation in turnover for the Trade Sector in the year 2012 were Comunidad de Madrid (with 22.0% of the total), Cataluña (20.0%) and Andalucía (12.7%).

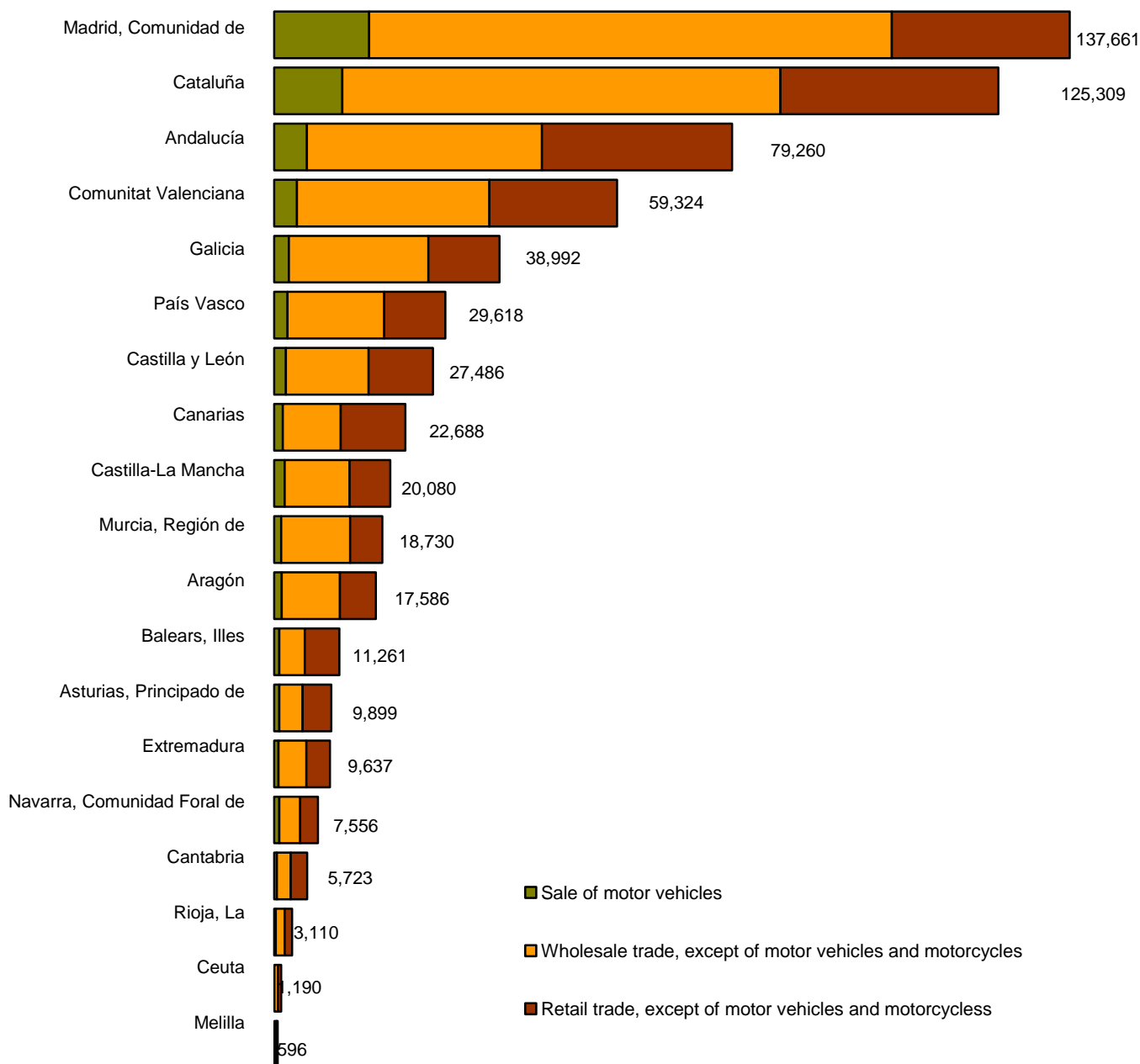
In turn, those with the least weight in turnover were La Rioja (0.5%), Cantabria (0.9%) and Comunidad Foral de Navarra (1.2%).

Turnover and employed personnel in the *Trade* sector by Autonomous Community. Year 2012

Autonomous Community	Turnover			Employed persons		
	Million euros	% over the total	Annual variation(%)	Up to 30/09/2012	% over the total	Annual variation (%)
Andalucía	79,260	12.7	-3.7	459,123	15.3	-3.4
Aragón	17,586	2.8	-5.3	84,851	2.8	-2.6
Asturias, Principado de	9,899	1.6	-7.0	62,758	2.1	-3.7
Balears, Illes	11,261	1.8	-2.6	72,592	2.4	2.3
Canarias	22,688	3.6	-2.5	135,918	4.5	-1.2
Cantabria	5,723	0.9	-4.2	32,611	1.1	-5.0
Castilla y León	27,486	4.4	-2.8	141,989	4.7	-2.7
Castilla-La Mancha	20,080	3.2	-5.5	107,070	3.6	-1.1
Cataluña	125,309	20.0	-3.1	555,875	18.6	-1.1
Comunitat Valenciana	59,324	9.5	-5.7	337,785	11.3	-3.2
Extremadura	9,637	1.5	-4.1	59,634	2.0	3.6
Galicia	38,992	6.2	-3.2	178,381	6.0	-1.9
Madrid, Comunidad de	137,661	22.0	-5.4	470,525	15.7	-2.1
Murcia, Región de	18,730	3.0	-2.0	101,905	3.4	0.1
Navarra, Comunidad Foral de	7,556	1.2	-6.2	35,197	1.2	-1.1
País Vasco	29,618	4.7	-7.5	133,831	4.5	-4.8
Rioja, La	3,110	0.5	-7.6	17,966	0.6	-7.3
Ceuta	1,190	0.2	(*)	6,135	0.2	(*)
Melilla	596	0.1	(*)	1,733	0.1	(*)
TOTAL	625,704	100.0	-4.4	2,995,879	100.0	-2.1

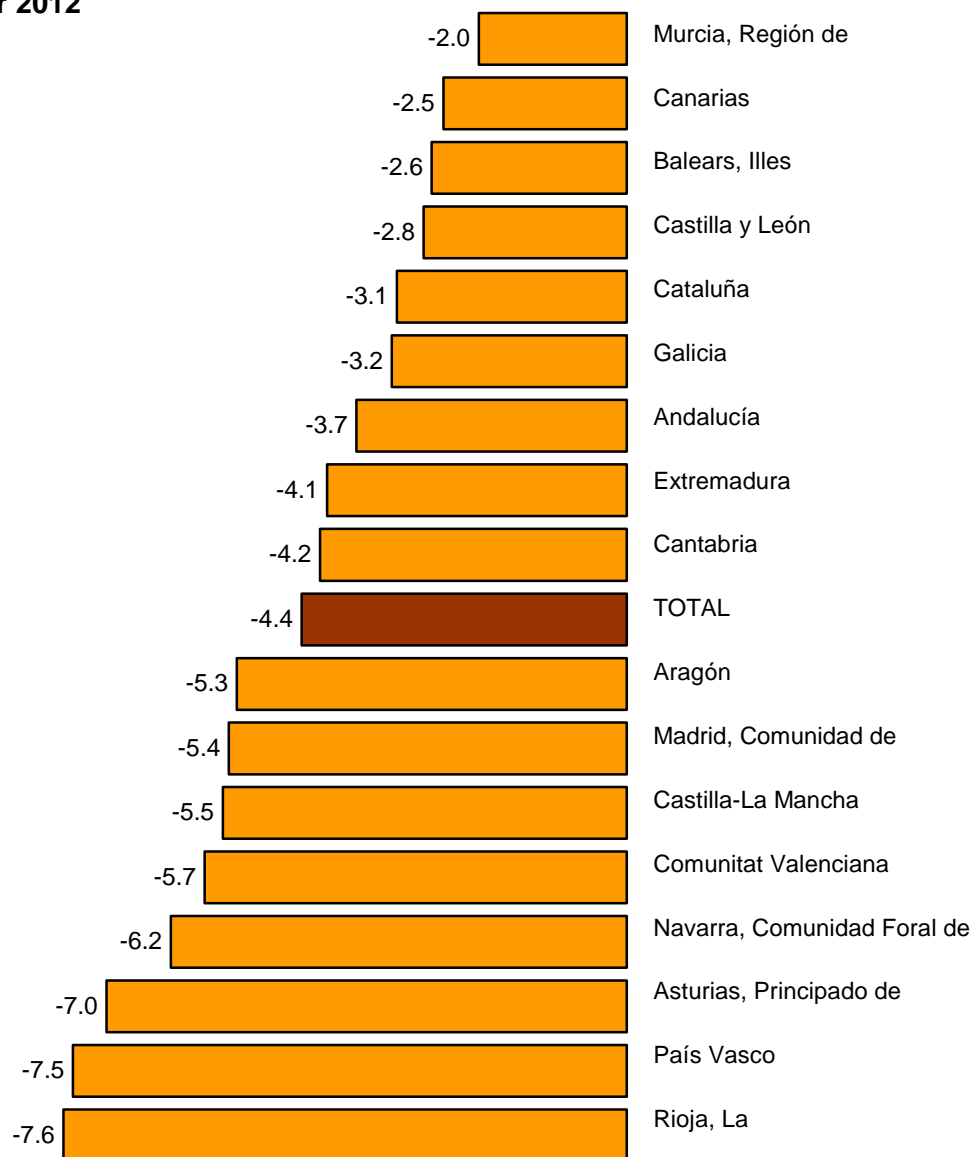
* 2011 data not available

Turnover (thousand euros) of the Trade sector by Autonomous Community. Year 2012



Turnover (€)All Autonomous Communities decreased their invoicing in the trade sector in 2012 as compared with the previous year. Those that registered the greatest decreases were La Rioja (-7.6%), País Vasco (-7.5%) and Principado de Asturias (-7.0%).

Annual variation (%) of the turnover in the Trade sector by Autonomous Community. Year 2012



Statistics on Products in the Trade Sector

Retail trade, except motor vehicles and motorcycles

39.2% of retail trade invoicing, except for motor vehicles and motorcycles in the year 2012 corresponded to sales of *Food, beverages and tobacco*. In turn, sales of *Textile products and footwear* represented 13.2 % of the total, and that of *Medical, pharmaceutical and cosmetic products* represented a 12.2%.

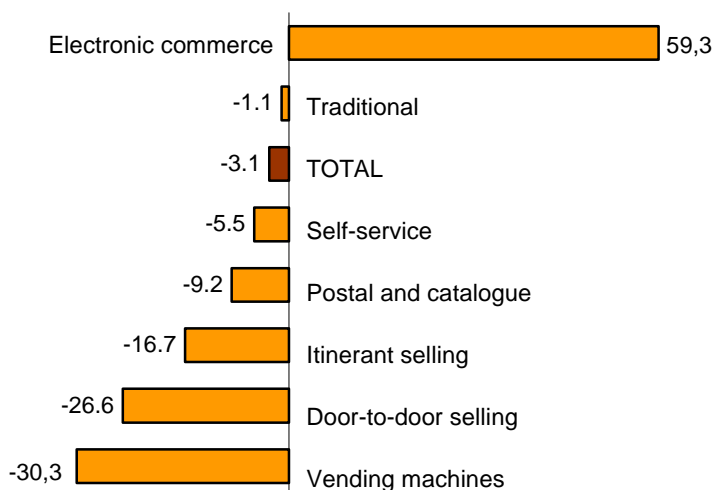
Retail sale trade, except motor vehicles and motorcycles: breakdown of turnover according to products sold. Year 2012

Products sold	%
TOTAL	100.0
Food, beverages and tobacco	39.2
Non-food products	60.1
- Medical, pharmaceutical and cosmetic products	12.2
- Textiles and footwear	13.2
- Furniture and electric domestic appliances	7.9
- Other non-food products	26.9
Other activities	0.7

In retail trade, the sale of food products registered an increase of 0.6%, whereas that of non food products decreased by 5.6%. Within the latter, trade of furniture and household appliances registered the greatest decrease (-6.5%).

Regarding the sales system, electronic commerce was the only one that grew in 2012 in retail trade (59.3%). On the contrary, door-to-door selling and sales via vending machines registered decreases of 30.3% and 26.6%, respectively.

Variation of turnover (%) in the turnover according to the sales system. Year 2012



Wholesale trade, except motor vehicles and motorcycles

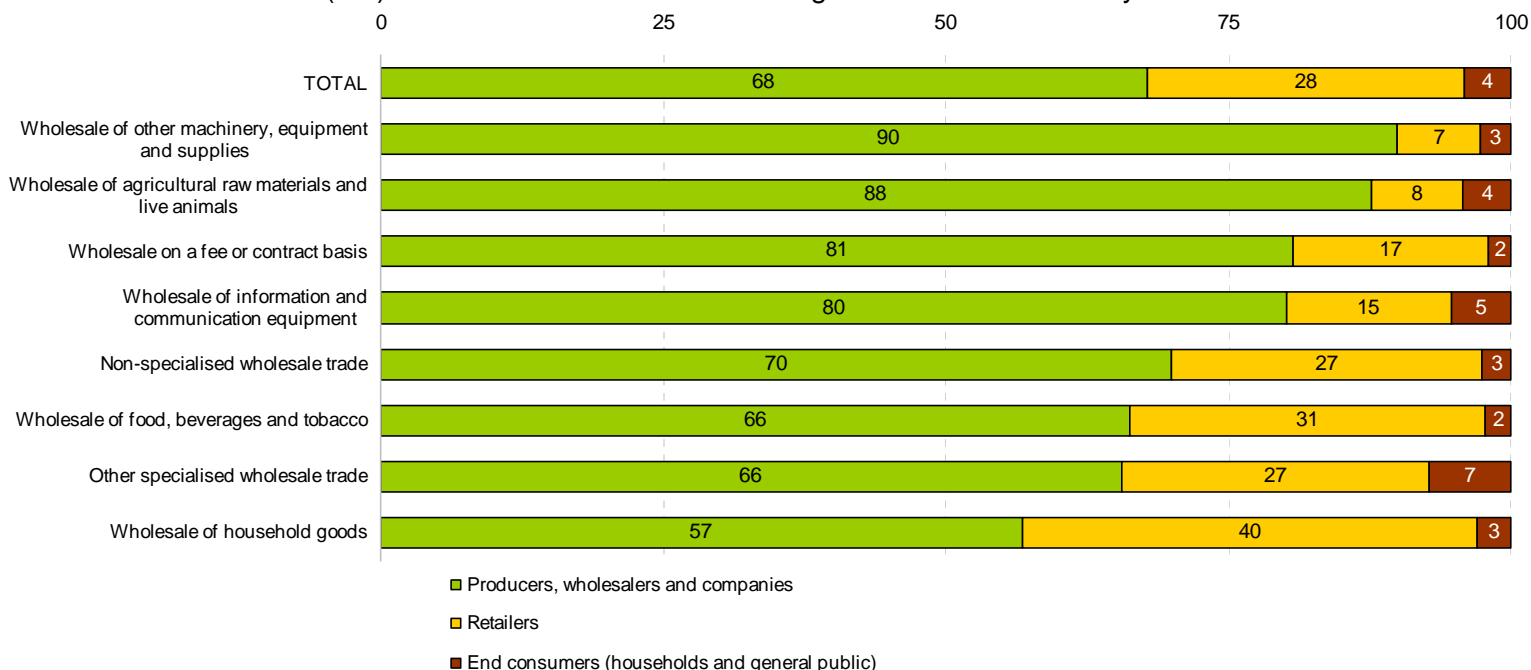
28.5% of wholesale trade invoicing in the year 2012 corresponded to the sale of *Semi-processed non-agricultural products and scrap*.

In turn, the sale of *Food, beverages and tobacco* represented 26.4% of the total and *Consumer products other than food* represented 22.8%.

Wholesale trade, except motor vehicles and motorcycles: breakdown of turnover according to products sold. Year 2012

Products sold	%
TOTAL	100.0
Non-agricultural intermediate products and scrap	28.5
Food, beverages and tobacco	26.4
Consumer goods (other than food)	22.8
Machinery and information and communication equipment	11.4
Agricultural raw materials and live animals	5.8
Other products and activities	5.2

Regarding the type of customers, Wholesale trade divided its invoicing among *Producers, wholesalers and companies* (68%), *Retailers* (28%) and, to a much lesser extent, *Final consumers* (4%). The distribution differs according to the branch of activity.



Sale and repair of motor vehicles and motorcycles

Companies whose main activity was the *Sale of motor vehicles* generated 61.6% of their invoicing in retail trade of those vehicles and their parts and accessories.

In turn, companies whose main activity was the *Sale, maintenance and repair of motorcycles* obtained 52.9% of their turnover in retail trade.

Regarding companies of *Sale of motor vehicle parts and accessories, except motorcycles*, wholesale trade represented 63.0% of their turnover.

Sale and repair of vehicles: breakdown of turnover according to the main activity and the services rendered. Year 2012

Services rendered	Main activity			
	Motor vehicles except motorcycles			Motorcycles: sale, maintenance and repair
	Sale	Maintenance and repair	Parts and accessories	
TOTAL	100.0	100.0	100.0	100.0
Retail trade	61.6	6.1	31.7	52.9
- of cars, caravans and other vehicles	53.7	3.5	0.6	1.3
- of motor vehicle parts and accessories	7.6	2.5	30.8	2.8
- of motorcycles and related parts	0.2	0.1	0.4	48.9
Wholesale trade	31.0	0.9	63.0	30.8
- of trucks, trailers, semi-trailers and buses	4.6	0.1	0.2	0.4
- of cars, caravans and other vehicles	20.8	0.2	0.1	0.0
- of motor vehicle parts and accessories	5.4	0.7	62.5	1.8
- of motorcycles and related parts	0.4	0.0	0.1	28.6
Maintenance and repair	6.6	91.3	3.2	14.7
- of cars	6.0	77.2	2.5	0.4
- of other motor vehicles (except cars)	0.4	9.7	0.4	0.2
- of motorcycles	0.0	0.9	0.1	13.9
- other services related to maintenance and repair	0.2	3.4	0.2	0.1
Intermediation services	0.5	0.5	0.2	0.5
Other activities and services	0.3	1.2	2.0	1.2

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.

For further details, please see the Methodological Files on the website dedicated to these surveys.

Annual Trade Survey:

<http://www.ine.es/jaxi/menu.do?type=pcaxis&path=%2Ft09%2Fe01&file=inebase&L=0>

Statistics on Products in the Trade Sector:

<http://www.ine.es/jaxi/menu.do?type=pcaxis&path=%2Ft09%2Fe01%2Fp01&file=inebase&L=0>