

24 February 2015

**Annual Trade Survey
Statistics on Products in the Trade Sector
Year 2013**

Turnover in trade decreases 1.0% in 2013, standing at 619,686 million euros

The invoice of *Retail trade* decreases by 2.6%, and that of *Sale and repair of vehicles* did so by 1.1%. In turn, *Wholesale trade* keeps its turnover figure

Trade sales abroad account for 10.4% of total sales in 2013, as compared with 9.8% the previous year

Turnover of companies in the Trade sector¹ reached 619,686 million euros in 2013, which represents a decrease of 1.0% as compared with the previous year.

As compared to 2012, the number of companies decreased 1.8% and employed personnel fell 2.4%.

Main variables. Year 2013

Variables	Million euros	Annual variation (%)
Economic variables (millions of euros)		
Turnover	619,686	-1.0
Purchases and works carried out by other companies	477,574	-0.8
External services	59,715	-2.5
Personnel costs	60,894	-2.9
Investment in tangible assets	8,413	-1.6
Gross added value at factor cost	90,944	-1.5
Companies and employd personnel		
Number of companies	722,586	-1.8
Employed personnel (annual average)	2,894	-2.4

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, *Repair of motor vehicles and motorcycles, Wholesale trade and Retail trade*.

Results by activity group²

More than half of the invoicing for the sector corresponded to *Wholesale trade*. In 2013, the turnover of this activity remained unchanged as compared to the previous year, but its employed personnel registered a 2.9% decrease.

Retail trade accounted for 33.1% of the total turnover for the sector and for 56.2% of the employed personnel. Sales in these companies registered a decrease of 2.6% as compared to the previous year, and their employed personnel decreased by 1.8%. It is worth mentioning that 6 out of every 10 companies in the sector were in retail trade.

In turn, *Sale and repair of vehicles* recorded a 1.1% decrease in its invoicing, as well as the greatest decrease in the number of employed personnel (3.9%).

Turnover and employed personnel by activity group. Year 2013

Activity group	Turnover			Employed personnel		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Sale and repair of vehicles	54,182	8.7	-1.1	275,622	9.5	-3.9
Wholesale trade (*)	360,571	58.2	0.0	993,539	34.3	-2.9
Retail trade (*)	204,932	33.1	-2.6	1,625,291	56.2	-1.8
TOTAL	619,686	100.0	-1.0	2,894,452	100.0	-2.4

*Except vehicles

Results by branch of activity

At a more disaggregated level, the branches of activity with the greatest contribution to total turnover in 2013 were *Wholesale trade of food, beverages and tobacco* (16.7% of the total) and *Other specialised wholesale trade*³ (16.6%).

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* (16.5%).

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 activity branches that registered the greatest increases in their turnover in 2013 were *Retail trade not in stores, stalls or markets*⁵ (9.5%) and *Wholesale trade of agricultural raw materials and live animals* (2.5%).

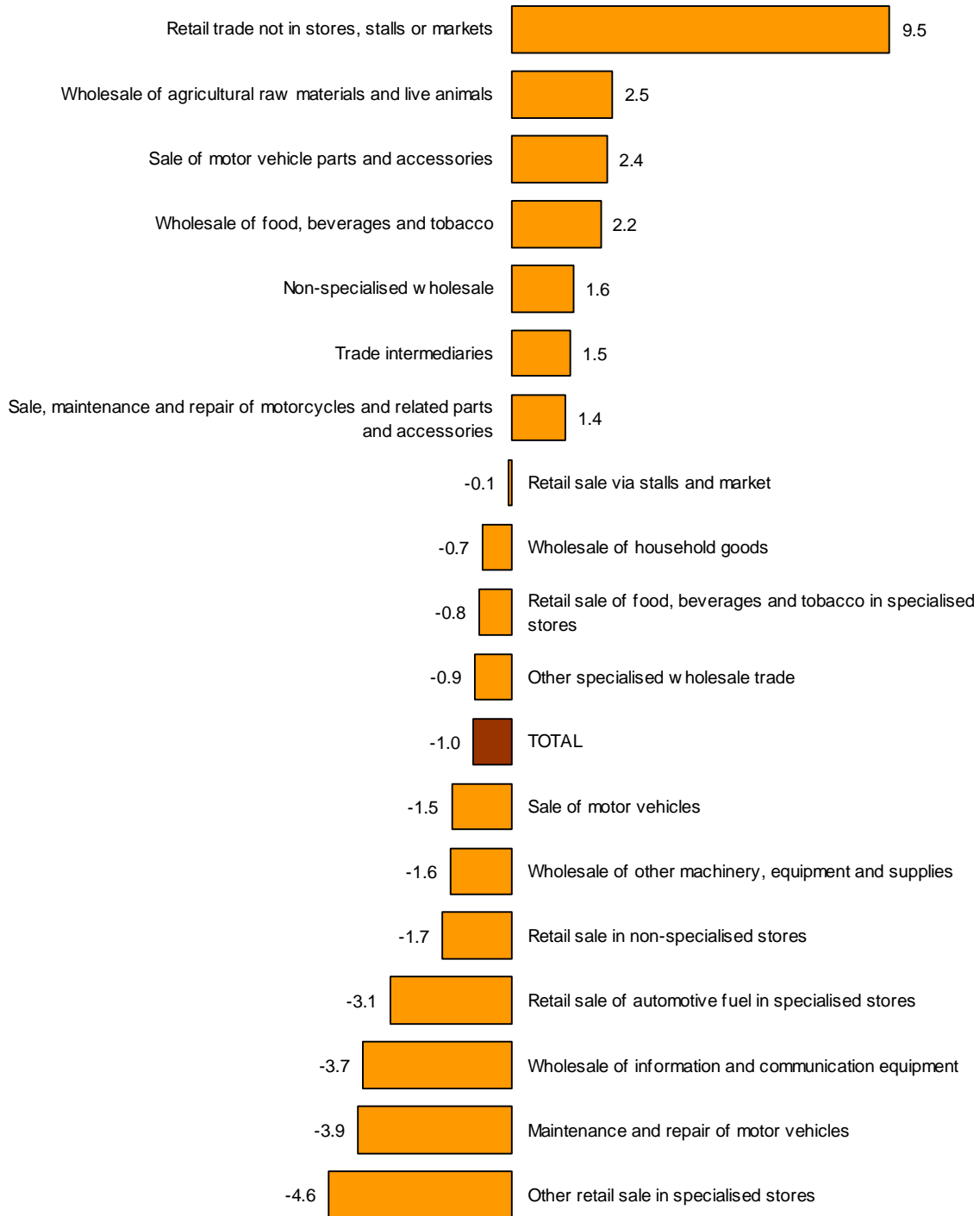
In contrast, the branches that registered the greatest decreases were *Other retail trade in specialised establishments* (-4.6%) and *Maintenance and repair of motor vehicles* (-3.9%).

Turnover and employed personnel by branch of activity. Year 2013

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	34,381	5.5	-1.5	86,766	3.0	-7.9
- Maintenance and repair of motor vehicles	8,476	1.4	-3.9	132,871	4.6	-1.9
- Sale of motor vehicle parts and accessories	10,016	1.6	2.4	46,934	1.6	-2.3
- Sale, maintenance and repair of motorcycles and related parts and accessories	1,309	0.2	1.4	9,050	0.3	-0.3
Wholesale trade, except motor vehicles						
- Trade intermediaries	4,621	0.7	1.5	73,253	2.5	-4.1
- Wholesale of agricultural raw materials and live animals	21,724	3.5	2.5	30,479	1.1	1.0
- Wholesale of food, beverages and tobacco	103,225	16.7	2.2	315,769	10.9	-1.5
- Wholesale of household goods	82,932	13.4	-0.7	221,416	7.6	-2.9
- Wholesale of information and communication equipment	18,339	3.0	-3.7	56,550	2.0	-4.6
- Wholesale or other machinery, equipment and supplies	25,710	4.1	-1.6	113,767	3.9	-3.6
- Other specialised w wholesale trade	103,127	16.6	-0.9	176,715	6.1	-5.0
- Non-specialised w wholesale trade	894	0.1	1.6	5,590	0.2	13.3
Retail trade, except motor vehicles						
- Retail sale in non-specialised establishments	82,701	13.3	-1.7	478,891	16.5	-2.5
- Retail sale of food, beverages and tobacco in specialised stores	22,759	3.7	-0.8	240,336	8.3	2.4
- Retail sale of automotive fuel in specialised stores	16,567	2.7	-3.1	49,060	1.7	-5.6
- Other retail sale in specialised stores	77,326	12.5	-4.6	786,122	27.2	-2.4
- Retail sale via stalls and market	1,617	0.3	-0.1	45,048	1.6	0.2
- Retail trade not in stores, stalls or markets	3,963	0.6	9.5	25,835	0.9	-3.1
TOTAL	619,686	100.0	-1.0	2,894,452	100.0	-2.4

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

Annual variation (%) of invoicing by branch of activity. Year 2013



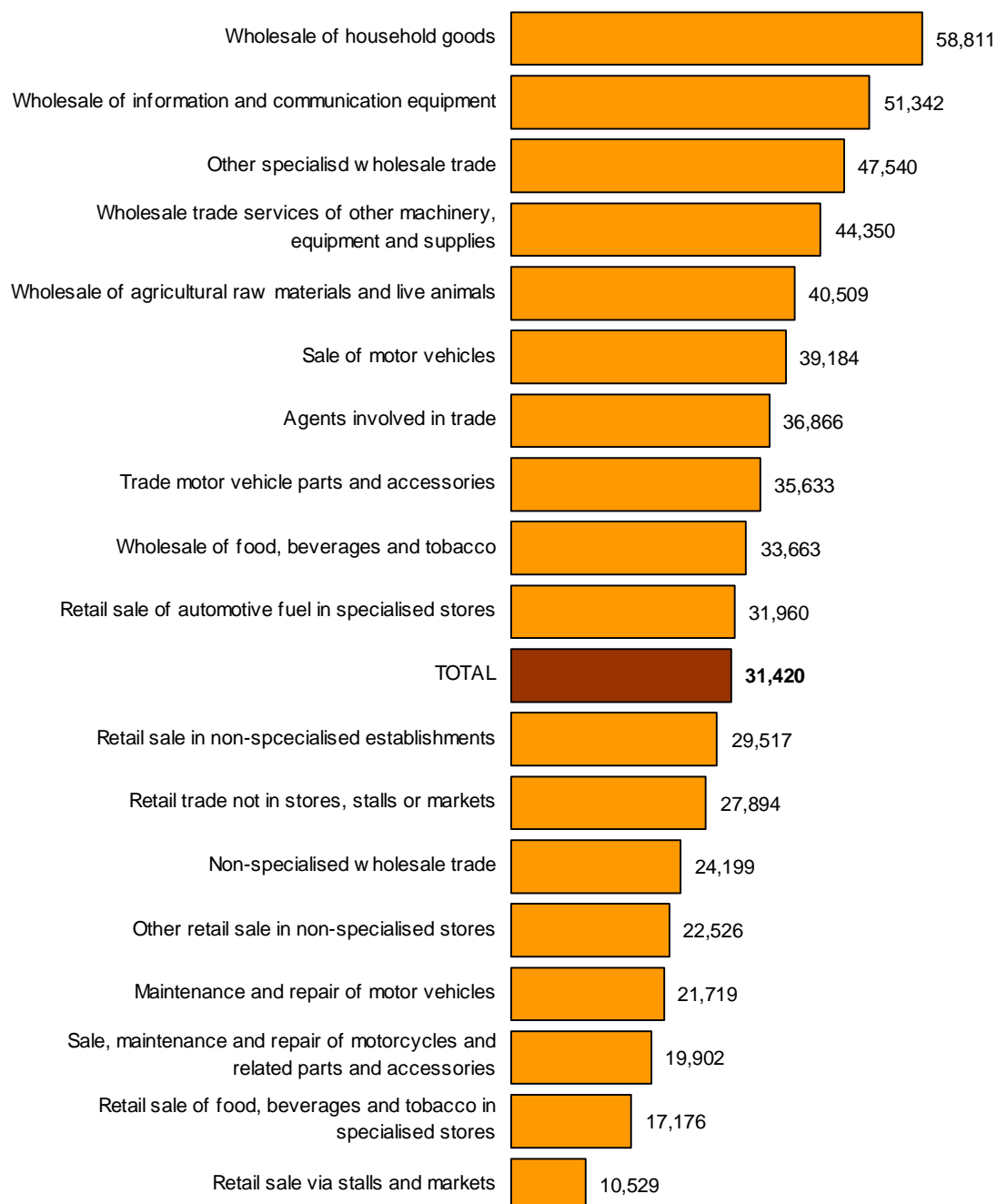
Productivity

Productivity (added value per employed person) for the Trade sector in the year 2013 was 31,420 euros, that is, 1.0% less than in the previous year.

The activity branches 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.

In turn, the lowest productivity was registered in *Retail trade via stalls and markets* (10,529 euros) and *Retail sale of food, beverages and tobacco in specialised stores* (17,176).

Productivity (in euros) by branch activity in the Trade sector. Year 2013



Geographical destination of the goods

89.6% of sales by Trade companies in 2013 were within Spain, 6.7% were to European Union countries, and 3.7% were to the rest of the world.

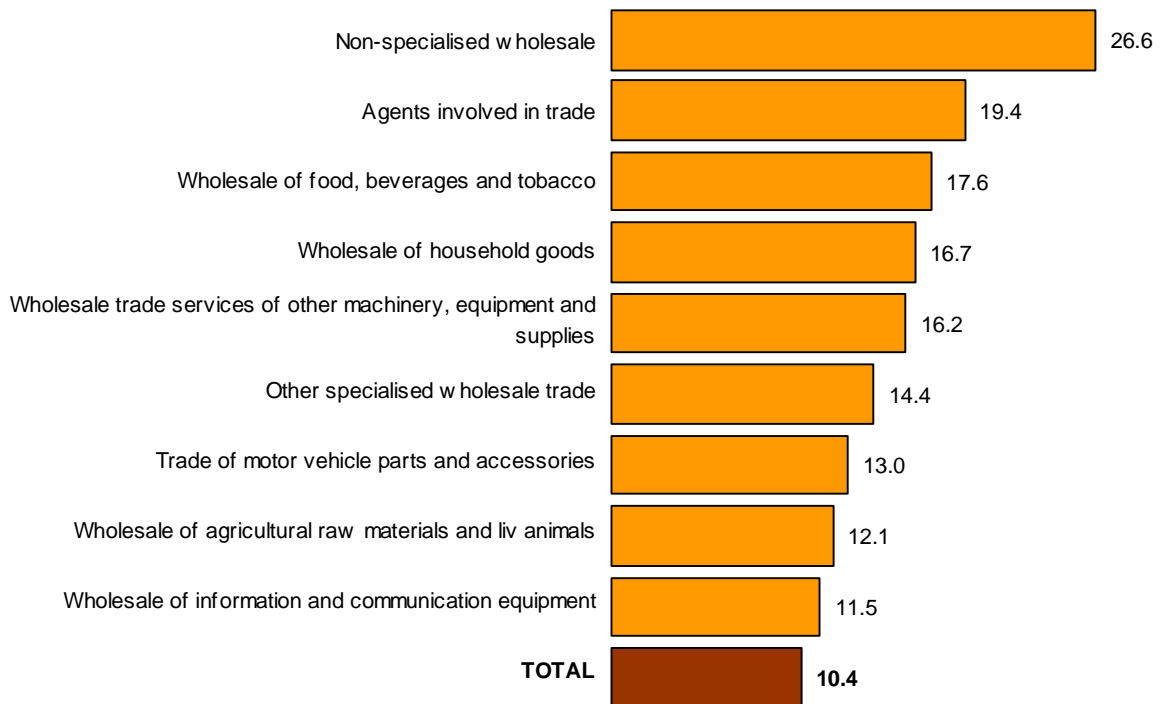
The activity branches with the greatest percentage of sales outside Spain were *Non-specialised wholesale trade* (26.6%), *Trade intermediaries* (19.4%) and *Wholesale of food, beverages and tobacco* (17.6%).

Sales outside Spain by branches of activity in the Trade sector. Year 2013

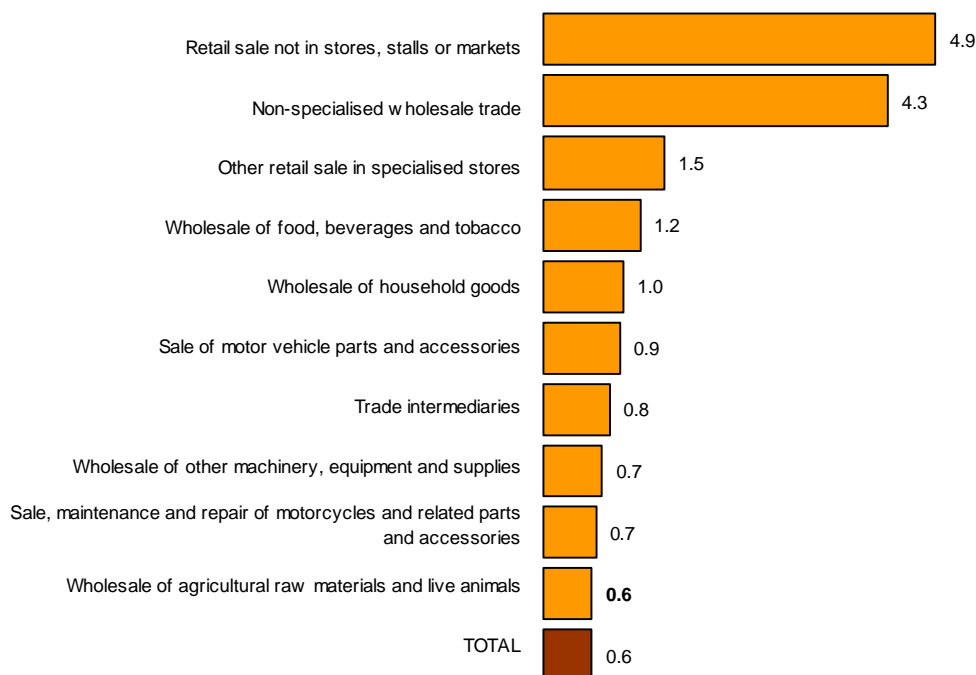
Branch of activity	Sales outside Spain		
	Million euros	% over the total of sales	Diference of % 2013-2012
Non-specialised wholesale trade	238	26.6	4.3
Agents involved in trade	897	19.4	0.8
Wholesale of food, beverages and tobacco	18,152	17.6	1.2
Whole sale of household goods	13,828	16.7	1.0
Wholesale trade services of other machinery, equipment and supplies	4,160	16.2	0.7
Other Retail sale in specialised establishments	14,866	14.4	-0.3
Trade of motor vehicle parts and accessories	1,301	13.0	0.9
Wholesale of agricultural raw materials and live animals	2,637	12.1	0.6
Wholesale of information and communication equipment	2,101	11.5	0.0
Retail sale not in establishments, stalls or markets	345	8.7	4.9
Sale, maintenance and repair of motorcycles and related parts and accessories	90	6.9	0.7
Other retail sale in specialised establishments	3,674	4.8	1.5
Sale of motor vehicles	1,356	3.9	-1.5
Maintenance and repair of motor vehicles	81	1.0	-0.2
Retail sale of automotive fuel in specialised stores	143	0.9	0.3
Retail sale in non-specialised stores	432	0.5	0.2
Retail sale of food, beverages and tobacco in specialisd stores	74	0.3	0.0
Retail sale in stalls and markets	1	0.1	0.1
TOTAL	64,376	10.4	0.6

The graphs below show the branches of activity with a percentage of sales outside Spain over 10% during 2013, as well as those that experienced the greatest increase in their percentage of exports as compared to the previous year.

Branches of activity with the greatest propensity to export. Percentage of sales outside Spain. Year 2013



Branches of activity with the greatest increase in the percentage participation of sales outside Spain. Year 2013-2012

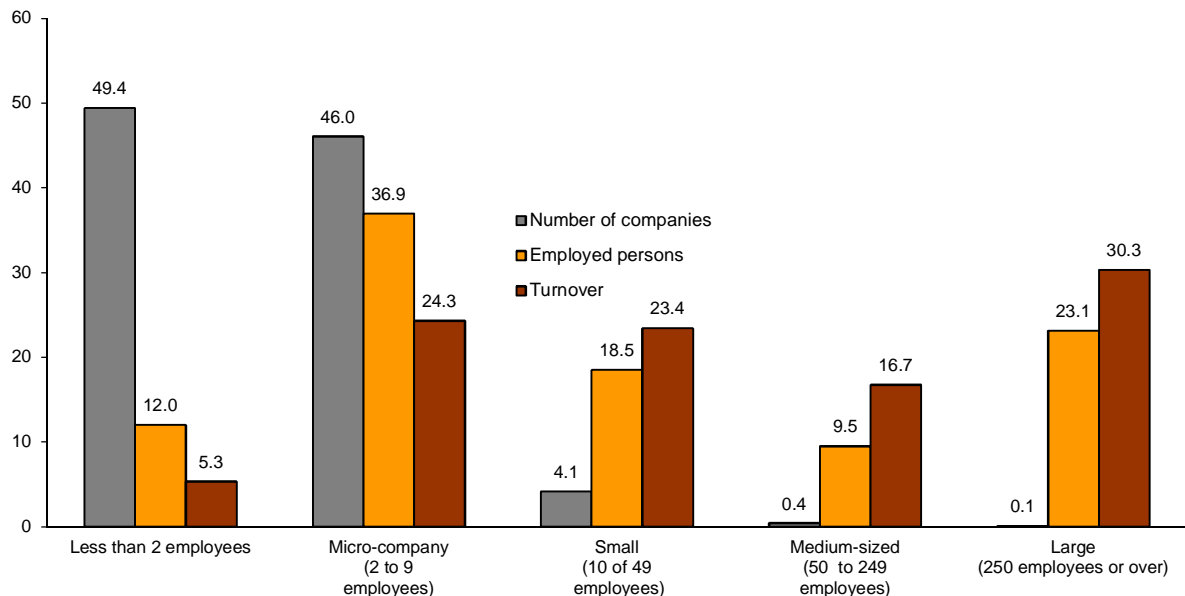


Results by company size

Trade is characterized by the predominance of very small companies. In fact, in 2013 more than 95% of companies within the sector had less than 10 employees. These companies provided work for 48.9% 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 30.3% of the total trade turnover.

Distribution (as %) of the number of companies, employed persons and turnover by size of the company. Year 2013



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 four branches of activity the companies with less than 10 employees generated more than 65% of the total turnover: *Retail sale via stalls and markets* (97.3%), *Retail sale of food, beverages and tobacco in specialised stores* (84.8%), *Maintenance and repair of motor vehicles* (69.8%) and *Non-specialised wholesale trade* (68.8%).

Distribution (%) of the turnover in the sector of Trade, by size of the company and branches of activity. Year 2013

Branch 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	2.9	9.1	31.5	37.0	19.5
- Maintenance and repair of motor vehicles	8.4	61.4	24.5	5.6	(1)
- Sale of motor vehicle parts and accessories	6.6	21.1	35.7	20.4	16.2
- Sale, maintenance and repair of motorcycles and related parts and accessories	5.7	39.9	36.1	18.3	-
Wholesale trade, except of motor vehicles and motorcycles					
- Wholesale on a fee or contract basis	32.6	29.3	13.8	15.0	9.3
- Wholesale of agricultural raw materials and live animals	9.3	40.0	42.7	8.0	(1)
- Wholesale of food, beverages and tobacco	5.5	22.4	32.6	22.7	16.9
- Wholesale of household goods	2.8	15.8	22.7	23.9	34.7
- Wholesale of information and communication equipment	1.0	10.6	29.3	28.9	30.2
- Wholesale of other machinery, equipment and supplies	4.6	29.0	36.0	21.0	9.5
- Other specialised wholesale	3.5	18.6	26.7	20.7	30.5
- Non-specialised wholesale trade	18.8	50.0	31.1	(1)	-
Retail trade, except of motor vehicles and motorcycles					
- Retail sale in non-specialised stores	1.8	7.2	3.6	3.0	84.4
- Retail sale of food, beverages and tobacco in specialised stores	18.5	66.3	11.6	2.7	1.0
- Retail sale of automotive fuel in specialised stores	1.5	42.0	35.5	7.9	13.1
- Other retail sale in specialised stores	8.4	44.5	13.9	7.2	26.1
- Retail sale via stalls and markets	63.5	33.8	2.2	0.4	(1)
- Retail sale not in stores, stalls or markets	8.3	26.9	26.6	20.5	17.7
TOTAL	5.3	24.3	23.4	16.7	30.3

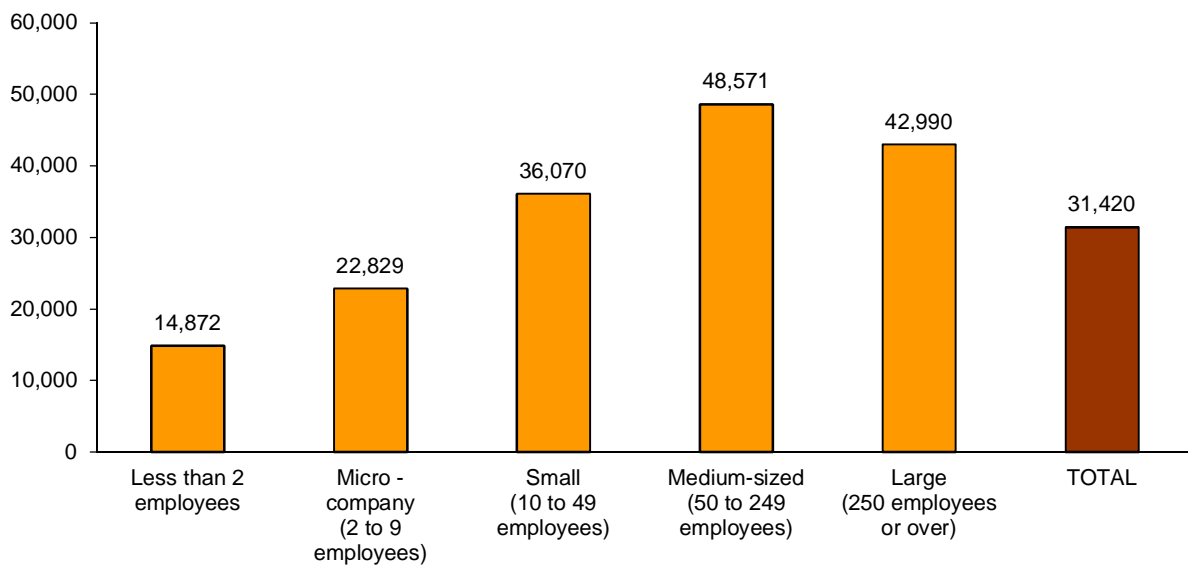
(1) For confidentiality reasons, these are grouped within the previous section

Size of the company and productivity

In medium sized and large companies (with 50 or more wage earners), productivity surpassed 40,000 euros in 2013.

In turn, companies with less than 2 employees were the less productive, with 14,872 euros.

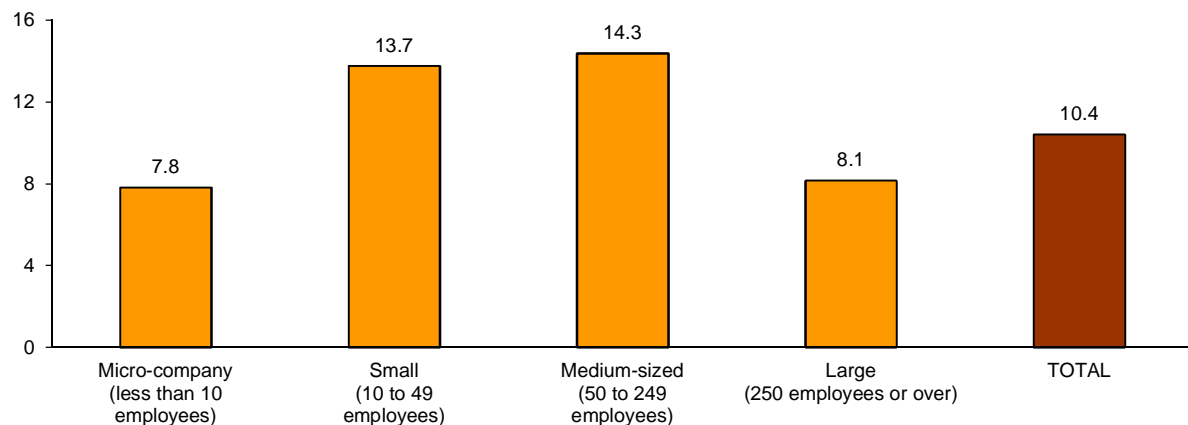
Productivity (in euros) in the sector of *Trade* sector by size of the company. Year 2013



Size of the company and sales outside Spain

Small and medium sized companies (between 10 and 249 employees), were those with the greatest propensity to export in 2013, with more than 13% of their total 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 2013



Investment

The total investment (in tangible and non-tangible assets) carried out by the sector in 2013 reached 9,016 million euros. 46% came from *Wholesale trade, except for motor vehicles* companies, and 41.9% from *Retail trade* companies.

Regarding turnover, investment accounted for 1.2% of the invoicing for *Wholesale trade* companies, 1.8% for *Retail trade* companies and 2.0% for *Sale and repair of motor vehicles* companies.

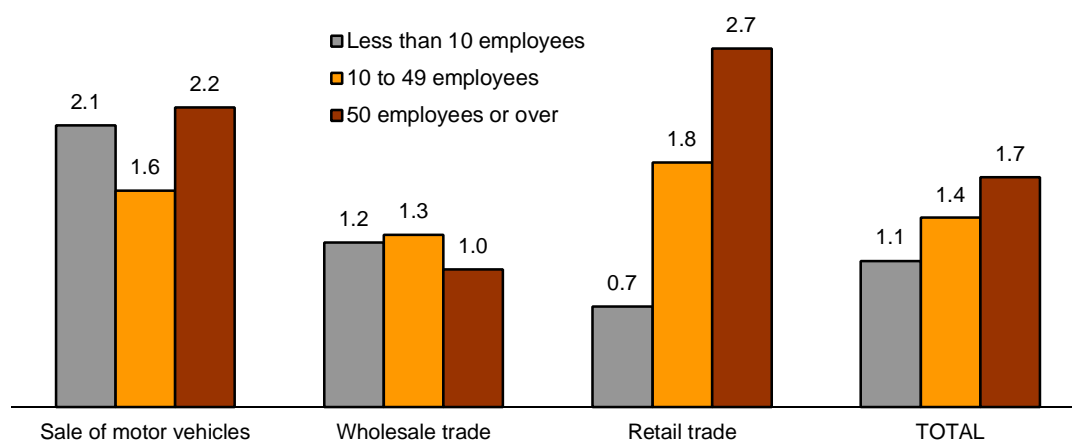
Investment by activity group. Year 2013

Division	Million euros	% over the total	% over turnover
Sale of motor vehicles	1,086	12.0	2.0
Wholesale trade (*)	4,151	46.0	1.2
Retail trade (*)	3,780	41.9	1.8
TOTAL	9,016	100.0	1.5

*Except of motor vehicles and motorcycles

In *Retail trade* investment increased as the company size increased. Therefore, companies with less than 10 wage earners invested 0.7% of their turnover, while those with more than 50 wage earners reached 2.7%.

Investment over turnover, by activity group and employee bracket. Year 2013



Results by Autonomous Community

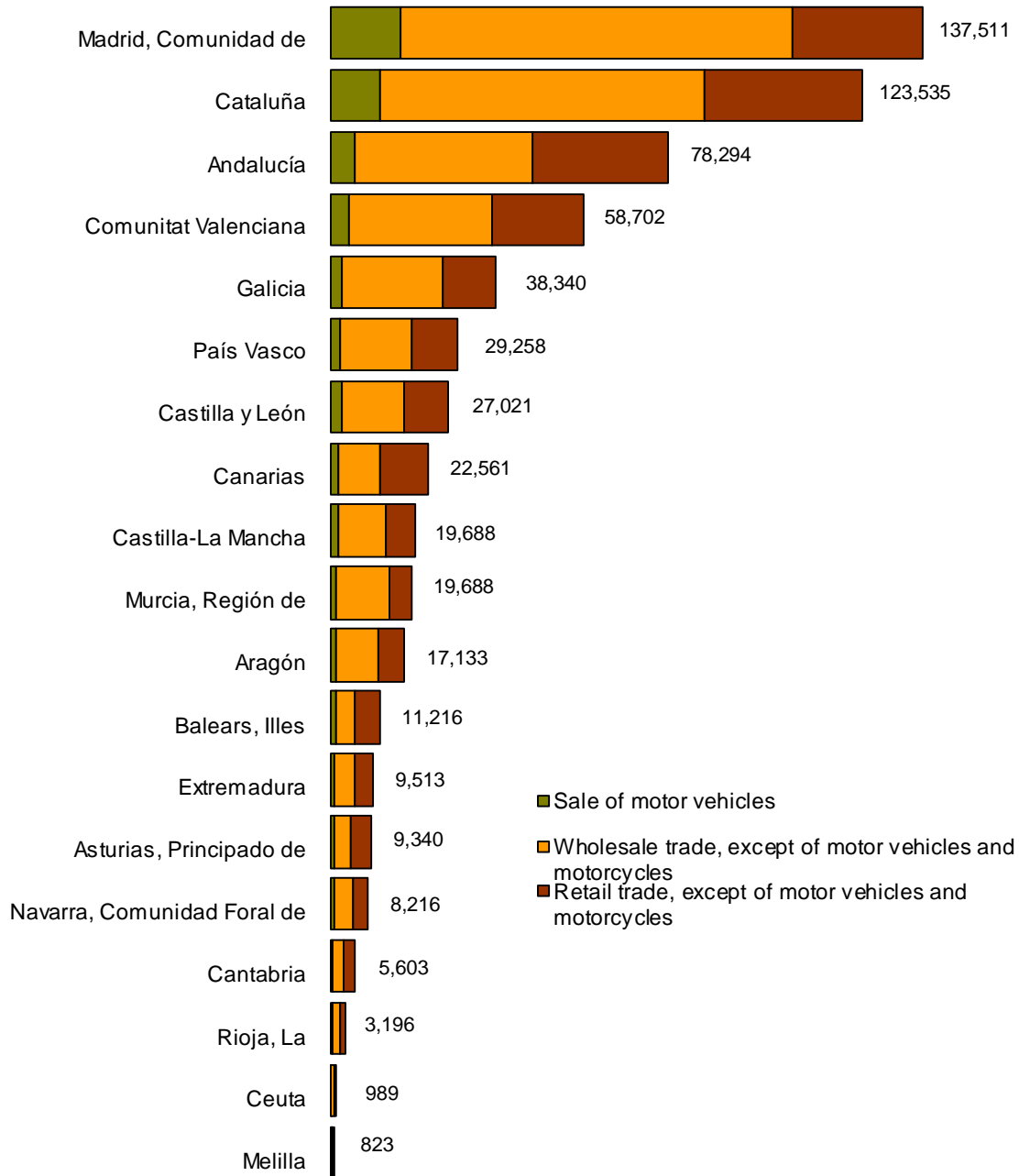
The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2013 were Comunidad de Madrid (with 22.2% of the total), Cataluña (19.9%) and Andalucía (12.6%).

In turn, those with the least weight in turnover were La Rioja (0.5%), Cantabria (0.9%) and Comunidad Foral de Navarra (1.3%).

Turnover and employed personnel in the Trade sector by Autonomous Community. Year 2013

Autonomous Community	Turnover			Employed persons		
	Million euros	% over the total	Annual variation(%)	Up to 9/30/2013	% over the total	Annual variation (%)
Andalucía	78,294	12.6	-1.2	452,694	15.4	-1.4
Aragón	17,133	2.8	-2.6	81,614	2.8	-3.8
Asturias, Principado de	9,340	1.5	-5.6	60,511	2.1	-3.6
Balears, Illes	11,216	1.8	-0.4	71,593	2.4	-1.4
Canarias	22,561	3.6	-0.6	136,390	4.6	0.3
Cantabria	5,603	0.9	-2.1	32,744	1.1	0.4
Castilla y León	27,021	4.4	-1.7	138,633	4.7	-2.4
Castilla-La Mancha	19,688	3.2	-2.0	104,470	3.5	-2.4
Cataluña	123,535	19.9	-1.4	550,941	18.7	-0.9
Comunitat Valenciana	58,702	9.5	-1.0	332,259	11.3	-1.6
Extremadura	9,513	1.5	-1.3	59,420	2.0	-0.4
Galicia	38,340	6.2	-1.7	173,938	5.9	-2.5
Madrid, Comunidad de	137,511	22.2	-0.1	456,333	15.5	-3.0
Murcia, Región de	18,746	3.0	0.1	101,554	3.4	-0.3
Navarra, Comunidad Foral de	8,216	1.3	8.7	36,184	1.2	2.8
País Vasco	29,258	4.7	-1.2	130,115	4.4	-2.8
Rioja, La	3,196	0.5	2.7	18,197	0.6	1.3
Ceuta	989	0.2	0.9	4,188	0.1	4.7
Melilla	823	0.1	2.1	3,983	0.1	2.9
TOTAL	619,686	100.0	-1.0	2,945,761	100.0	-1.7

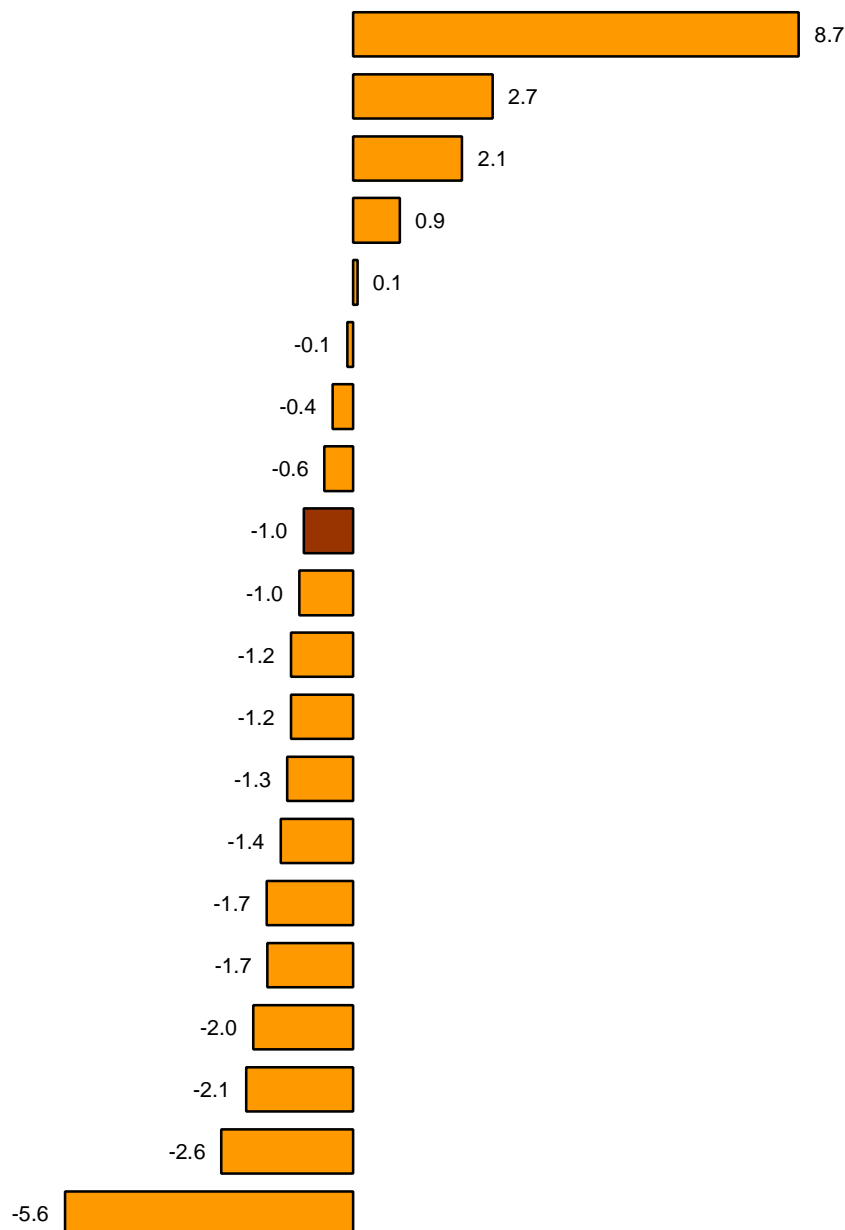
Turnover (thousand euros) of the Trade sector by Autonomous Community. Year 2013



Three Autonomous Communities increased their turnover as compared to the previous year: Navarra (8.7%), La Rioja (2.7%), Región de Murcia (0.1%). The Autonomous Cities of Ceuta and Melilla also registered an increase in their sales (0.9% and 2.1%, respectively).

The remaining Autonomous Communities decreased their invoicing. Those that recorded the greatest decreases were Principado de Asturias (−5.6%), Aragón (−2.6%) and Cantabria (−2.1%).

Annual variation (%) of the turnover in the Trade sector by Autonomous Community. Year 2013



Statistics on Products in the Trade Sector

Retail trade, except motor vehicles and motorcycles

39.5% of Retail trade invoicing, except for motor vehicles and motorcycles, in the year 2013 corresponded to sales of *Food, beverages and tobacco*. Sales of *Textile products and footwear* represented 13.9% of the total, and those of *Medical, pharmaceutical and cosmetic products* represented a 12.5%.

Retail sale trade, except motor vehicles and motorcycles: breakdown of turnover according to products sold. Year 2013

Products sold	Distribution as %	Annual variation (%)
TOTAL	100.0	-2.6
Food, beverages and tobacco	39.5	-1.8
Non-food products	59.9	-3.0
- Medical, pharmaceutical and cosmetic products	12.5	-0.2
- Textiles and footwear	13.9	2.3
- Furniture and electric domestic appliances	7.3	-10.0
- Other non-food products	26.3	-4.8
Other activities	0.6	-18.3

The sale of food products registered a decrease of 1.8%, whereas that of non food products decreased by 3.0%. Within the latter, *Furniture and household appliances* registered the greatest decrease (-10.0%).

Regarding the sales system, self-service was the only one that grew in 2013 in retail trade (3.5%). On the contrary, postal and catalogue commerce and itinerant selling registered decreases greater than 18%.

Variation of turnover (%) in the turnover according to the sales system. Year 2013

Sales system	Distribution (as %)	Annual variation
Traditional	63.8	-4.8
Self-service	31.8	3.5
Door-to-door selling	1.5	-8.0
Electronic commerce	1.4	-15.7
Intinerant selling	0.6	-18.3
Vending machines	0.5	-6.8
Postal and catalogue	0.3	-19.9

Wholesale trade, except motor vehicles and motorcycles

28.9% of wholesale trade invoicing in the year 2013 corresponded to the sale of *Semi-processed non-agricultural products and scrap*.

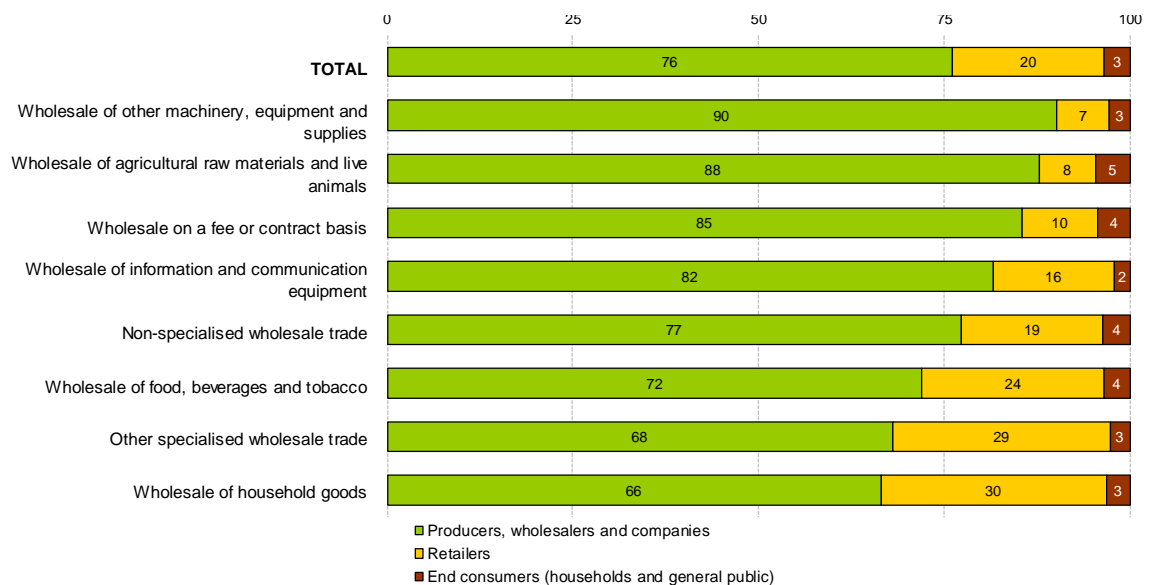
In turn, the sale of *Food, beverages and tobacco* represented 27.0% of the total and *Consumer products other than food* represented 22.2%.

Wholesale trade, except motor vehicles and motorcycles: breakdown of turnover according to products sold. Year 2013

Products sold	%
TOTAL	100.0
Non-agricultural intermediate products and scrap	28.9
Food, beverages and tobacco	27.0
Consumer goods (other than food)	22.2
Machinery and information and communication equipment	10.8
Agricultural raw materials and live animals	5.8
Other products and activities	5.4

Regarding the type of customers, Wholesale trade divided its invoicing among producers, wholesalers and companies (76%), retailers (20%) and end consumers (3%). The distribution differs according to the branch of activity.

Distribution (as %) of wholesale trade turnover by type of customers. Year 2013



Sale and repair of motor vehicles and motorcycles

Companies whose main activity was the *Maintenance and repair of motor vehicles (except for motorcycles)* were the most specialised ones, generating 90.9% of their turnover thanks to this activity.

In turn, *Sale, maintenance and repair of motorcycles* companies obtained more than 80% of their turnover in the distribution of these goods (52.0% of retail trade and 28.4% of wholesale trade), and around 20% thanks to maintenance and repair.

In companies whose main activity was *Sale of motor vehicle parts and accessories (except motorcycles)*, the greatest part of their invoicing (59.7%) came from retail trade. In turn, in *Parts and accessories of motor vehicles (except for motorcycles)* companies, the greatest percentage (61.3%) was generated by wholesale trade of said products.

Sale and repair of vehicles: breakdown of turnover according to the main activity and the services rendered. Year 2013

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	59.7	6.5	34.5	52.0
- of cars, caravans and other vehicles	52.4	3.1	0.3	0.1
- of motor vehicle parts and accessories	7.0	3.3	33.8	2.2
- of motorcycles and related parts	0.3	0.1	0.4	49.7
Wholesale trade	33.3	1.1	61.3	28.4
- of trucks, trailers, semi-trailers and buses	4.4	0.2	0.1	0.0
- of cars, caravans and other vehicles	23.3	0.1	0.1	0.0
- of motor vehicle parts and accessories	5.1	0.8	60.9	0.6
- of motorcycles and related parts	0.4	0.0	0.1	27.8
Maintenance and repair	6.4	90.9	3.1	18.6
- of cars	5.8	73.6	2.3	0.4
- of other motor vehicles (except cars)	0.4	12.6	0.6	0.3
- of motorcycles	0.0	0.8	0.1	17.7
- other services related to maintenance and repair	0.3	4.0	0.1	0.1
Intermediation services	0.4	0.4	0.2	0.1
Other activities and services	0.2	1.0	0.9	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. This way, it complements the short-term surveys, whose information is more updated but less disaggregated.

In order to reduce the statistical burden on companies, since 2012 we implement the UFAES project (Use of Administrative Sources for Economic Surveys). By means of it, 23% of the sample selected for service and trade economic structure surveys is estimated from administrative data. Thus, the number of companies that have to fill in questionnaires has been reduced to 18,000.

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 of these surveys.

Annual Trade Survey:

<http://www.ine.es/jaxi/menu.do?type=pcaxis&path=%2Ft09%2Fe01&file=inebase&L=1>

Statistics on Products in the Trade Sector:

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