

09 June 2022

Structural Enterprise Statistics: Trade Sector
Year 2020. Definitive Results

Turnover in the Trade sector decreased by 7.1% in 2020 and stood at 726,551 million euros

Retail trade accounted for 32.3% of the total turnover in the sector and for 54.7% of the employed personnel

Turnover of companies in the *Trade* sector¹ stood at 726,551 million euros in 2020, which represented an decrease of 7.1% as compared with the previous year.

The added value generated by companies in this sector was 109,798 million euros, 6.1% lower than in 2019.

Main magnitudes². Year 2020

Economic variables	Million euros	Annual variation (%)
Turnover	726.551	-7,1
Total purchases of goods and services	628.641	-7,7
Added value at factor cost	109.798	-6,1
Personnel costs	72.121	-6,0
Wages and salaries	56.311	-6,6
Gross operating surplus	37.678	-6,2
Investment in tangible assets	10.625	-3,9
Enterprises and personnel employed		
Number of enterprises	725.581	-1,9
Employed personnel (annual average, in thousands)	3.116	-3,3

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 412,065 million euros, which represented 56.7% and a variation of -6.9% compared to 2019. Wholesale companies employed 35.4% of the total personnel.

Retail trade, except of motor vehicles and motorcycles accounted for 32.3% of the total turnover for the sector and for 54.7% of employed personnel. Turnover in the retail trade sector decreased by 4.4%.

On the other hand, turnover in *Wholesale and retail trade and repair of motor vehicles and motorcycles* decreased by 15.2%.

Turnover and employed personnel in the Trade sector by divisions of activity. Year 2020

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	79.765	11,0	-15,2	306.986	9,9	-5,2
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	412.065	56,7	-6,9	1.103.472	35,4	-3,3
Retail trade, except of motor vehicles and motorcycles	234.721	32,3	-4,4	1.706.021	54,7	-2,9
TOTAL	726.551	100,0	-7,1	3.116.479	100,0	-3,3

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* (17.1% of the total), *Wholesale of household goods* (14.0%) and *Retail sale in non-specialised stores* (13.6%).

The groups of activity that employed the greatest number of people were *Retail sale in non-specialised stores* (18.1% of employment in the sector), *Retail sale of other goods in specialised stores* (14.8%) and *Wholesale of food, beverages and tobacco* (11.8%).

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.

The groups with the greatest decreases in turnover compared to the previous year were *Retail trade in stalls and markets* (-22.7%), *Retail trade of automotive fuel in specialised stores* (-21.0%) and *Sale of motor vehicles* (-18.1%).

Turnover and personnel employed by groups of activity. Year 2020

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	56.578	7,8	-18,1	105.533	3,4	-2,9
- Maintenance and repair of motor vehicles	9.694	1,3	-10,4	137.205	4,4	-7,8
- Sale of motor vehicle parts and accessories	11.331	1,6	-4,6	52.507	1,7	-4,6
- Sale, maintenance and repair of motorcycles and related spare parts and accessories	2.163	0,3	-5,7	11.741	0,4	5,1
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles						
- Trade intermediaries	7.672	1,1	4,3	93.580	3,0	-2,1
- Wholesale of agricultural raw materials and live animals	25.176	3,5	2,2	35.877	1,2	-4,0
- Wholesale of food, beverages and tobacco	124.064	17,1	-8,4	367.682	11,8	-2,5
- Wholesale of household goods	101.442	14,0	-5,3	230.495	7,4	-5,5
- Wholesale of equipment for information and communications technologies	28.811	4,0	5,4	65.336	2,1	2,2
- Wholesale of other machinery, equipment and supplies	32.670	4,5	-5,2	113.872	3,7	-2,6
- Other specialised wholesale trade	90.232	12,4	-13,6	185.257	5,9	-5,8
- Non-specialised wholesale trade	1.998	0,3	32,0	11.374	0,4	19,8
Retail trade, except of motor vehicles and motorcycles						
- Retail sale in non-specialised establishments	99.132	13,6	3,1	562.857	18,1	0,8
- Retail trade in food, beverages and tobacco in specialised establishments	21.318	2,9	-4,2	226.619	7,3	-3,4
- Retail sale of automotive fuel in specialised establishments	17.650	2,4	-21,0	53.883	1,7	-5,6
- Retail sale of information and communication equipment in specialised establishments	5.895	0,8	-10,8	41.806	1,3	-7,9
- Retail sale of other household equipment in specialised establishments	20.408	2,8	-4,8	188.215	6,0	-3,9
- Retail sale of cultural and recreation goods in specialised establishments	7.807	1,1	-10,4	79.220	2,5	-4,7
- Retail sale of other goods in specialised establishments	49.677	6,8	-13,1	462.043	14,8	-5,6
- Retail sale via stalls and markets	1.289	0,2	-22,7	49.811	1,6	-6,0
- Retail trade not in stores, stalls or markets	11.545	1,6	26,2	41.566	1,3	5,6
TOTAL	726.551	100,0	-7,1	3.116.479	100,0	-3,3

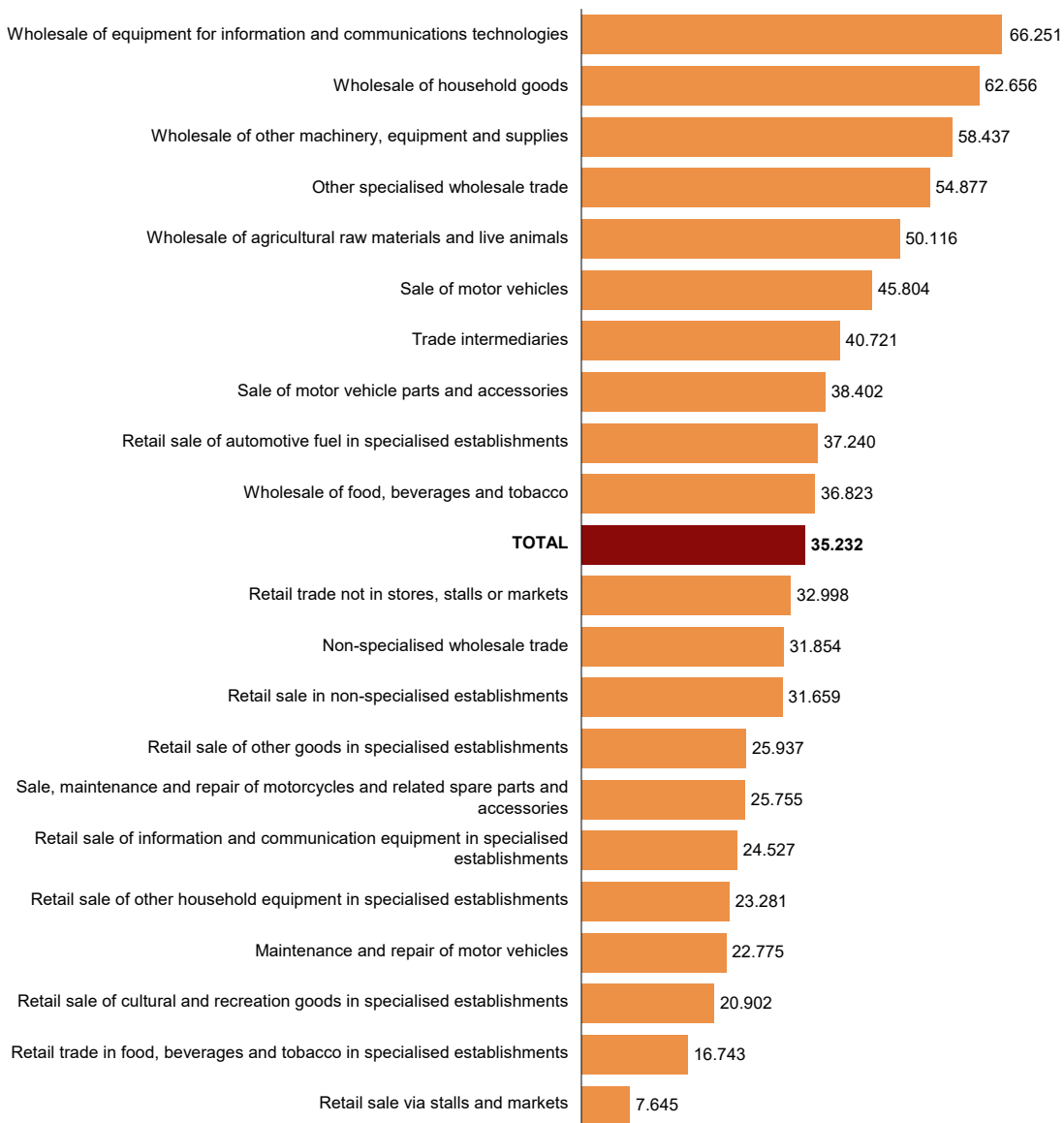
Productivity

Productivity (value added per employed person) for the Trade sector was 35,232 euros in 2020, with a variation of -2.9% compared to the previous year.

The activity groups with the highest productivity were *Wholesale of information and communication equipment* (66,251 euros), *Wholesale of household goods* (62,656 euros) and *Wholesale of other machinery, equipment and supplies* (58,437 euros).

In turn, the least productive activities were *Retail sale via stalls and markets* (7,645 euros), *Retail sale of food, beverages and tobacco in specialised stores* (16,743 euros) and *Retail sale of other household equipment in specialised stores* (20,902 euros).

Productivity (in euros) by groups of activity in the Trade sector. Year 2020.



Geographical destination of sales

In 2020, 88.1% of sales in the Trade sector were within Spain, 8.2% went to other European Union countries, and 3.7% to the rest of the world.

The activity groups with the highest percentage of sales outside of Spain were *Retail trade not carried out in establishments, stalls or markets* (24.6%), *Wholesale of food, beverages and tobacco* (22.0%) and *Wholesale on a fee or contract basis* (19.2% of total sales).

Groups of activity with the highest percentage of sales outside of Spain. Year 2020



Investment in Tangible Assets

Investment in tangible assets carried out by the Trade sector amounted to 10,625 million euros in 2020. A total of 47.6% of said investment was made by companies in the area of *Retail Trade, except of motor vehicles and motorcycles*, and 44.2% by *Retail trade, except of motor vehicles and motorcycles*.

As for added value, investment in tangible assets accounted for 11.4% for the activity of *Retail trade, except of motor vehicles and motorcycles*, and stood at around 8.5% for *Retail trade, except of motor vehicles and motorcycles* and for *Sale and repair of motor vehicles and motorcycles*.

Investment in tangible assets by divisions of activity. Year 2020

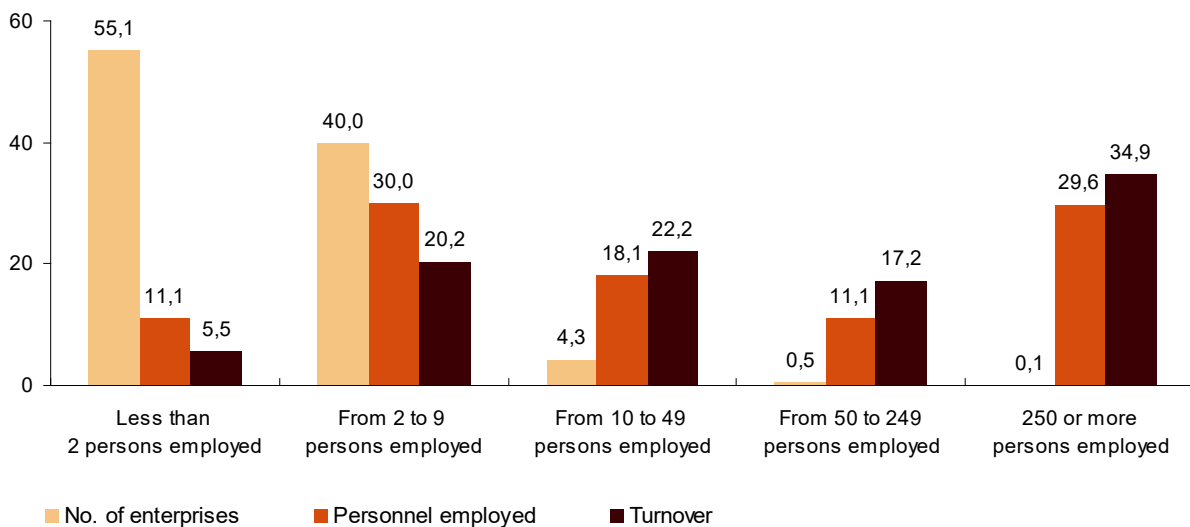
Division of activity	Million euros	% over the total	Investment/ Added value
Sale and repair of motor vehicles and motorcycles	867	8,2	8,4
Wholesale trade and trade intermediaries, except of motor vehicles and motorcycles	4.697	44,2	8,5
Retail trade, except of motor vehicles and motorcycles	5.062	47,6	11,4
TOTAL	10.625	100,0	9,7

Results by size of the enterprise

Trade is characterised by the predominance of very small enterprises. In 2020, 95.1% of the companies in the sector had less than 10 employees. These enterprises provided employment for 41.1% of personnel and their turnover represented 25.7% of the total.

In turn, large enterprises (with 250 or more employees) represented 0.1% of Trade enterprises, and their turnover accounted for 34.9% of the total in the sector. These enterprises employed 29.6% of the personnel.

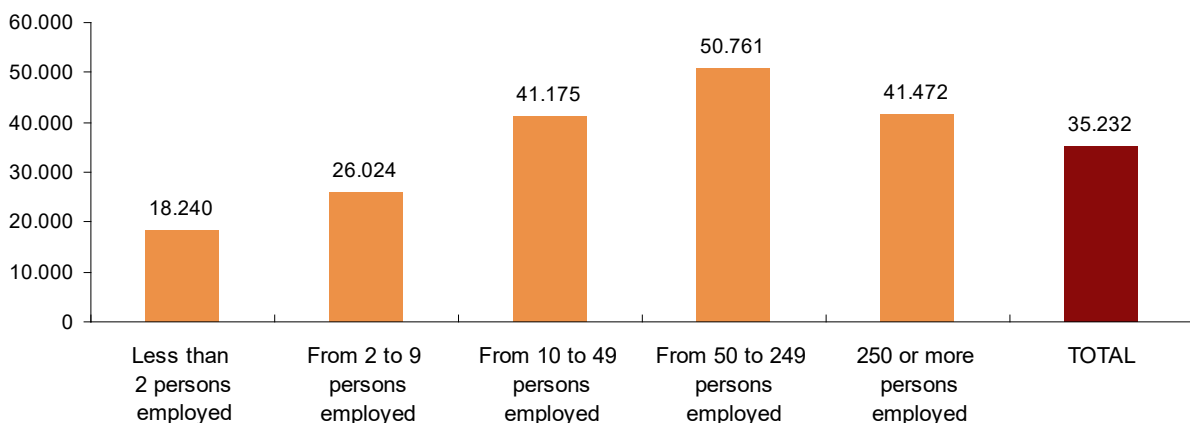
Distribution (in percentage) of the number of enterprises, employed personnel and turnover by size of enterprise. Year 2020



Size of the enterprises and productivity

Medium-sized enterprises (of 50 to 249 employees) had the highest productivity in 2020, with 50,761 euros. In turn, enterprises with less than 2 employees were the least productive, with 18,240 euros.

Productivity (in euros) in the Trade sector by size of the enterprise. Year 2020



Results by Autonomous Communities⁴

The Autonomous Communities with the greatest participation in turnover for the Trade sector in the year 2020 were Comunidad de Madrid (with 24.3% of the total), Cataluña (19.5%) and Andalucía (12.7%).

In turn, those with the least weight were La Rioja (0.5%), Cantabria (0.9%) and Comunidad Foral de Navarra (1.4%).

A total of 14 autonomous communities registered decreases in their turnover in relation to the previous year. Those whose turnover declined the most were Illes Balears (-17.9%), Canarias (-17.0%) and Castilla y León (-12.8%).

Turnover and employed personnel figures in the Trade sector by Autonomous Communities and cities. Year 2020

Autonomous Community	Turnover			Personnel employed		
	Million euros	% over the total	Annual variation (%)	Annual average	% over the total	Annual variation (%)
Andalucía	96.924	12,7	-6,9	500.877	16,1	-3,1
Aragón	19.895	2,6	-1,8	82.793	2,7	-0,7
Asturias, Principado de	10.661	1,4	-4,1	59.312	1,9	-1,6
Balears, Illes	12.630	1,7	-17,9	73.337	2,4	-7,1
Canarias	24.554	3,2	-17,0	149.841	4,8	-6,2
Cantabria	6.704	0,9	0,2	32.625	1,0	-0,9
Castilla y León	29.033	3,8	-12,8	131.603	4,2	-2,8
Castilla-La Mancha	23.528	3,1	-4,7	106.405	3,4	-1,7
Cataluña	149.190	19,5	-8,3	573.633	18,4	-3,4
Comunitat Valenciana	73.906	9,7	-6,5	371.437	11,9	-3,0
Extremadura	10.594	1,4	-2,9	57.669	1,8	-3,8
Galicia	44.500	5,8	-9,5	169.707	5,4	-3,2
Madrid, Comunidad de	186.089	24,3	-11,4	487.906	15,6	-2,3
Murcia, Región de	26.218	3,4	2,6	121.846	3,9	-2,5
Navarra, Comunidad Foral de	10.442	1,4	-5,5	36.810	1,2	-4,3
País Vasco	34.011	4,4	-6,7	133.558	4,3	-3,4
Rioja, La	4.144	0,5	0,6	19.794	0,6	2,0
Ceuta	833	0,1	-17,7	4.281	0,1	-2,7
Melilla	855	0,1	-7,0	4.994	0,2	-0,1
TOTAL	764.712	100,0	-8,5	3.118.428	100,0	-3,1

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: 64,301 units (59% with direct collection and 41% 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/dyngs/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>

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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* stood at 1,784 billion euros in 2020. Compared to the previous year, turnover in the Industrial sector registered a variation of –11.3%, that of Commerce –7.1% and that of Services of –19.9%.

The industrial sector accounted for 33.9% of this turnover and employed 19.3% of the personnel. *Trade* invoiced 40.7% of the total, although its gross value added represented 23.5%. On the other hand, the *Services* sector accounted for 25.4% of turnover, 44.9% of the value added and employed 54.5% 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 2020

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	604.088	33,9	147.582	31,6	2.292,6	19,3
B Extractive Industries	3.436	0,2	1.298	0,3	17,2	0,1
C Manufacturing Industry	497.126	27,9	114.371	24,5	2.044,6	17,2
D Electric energy, gas, steam and air conditioning supply	80.773	4,5	20.538	4,4	44,9	0,4
E Water supply, sewerage, waste management and decontamination activities	22.753	1,3	11.376	2,4	185,9	1,6
Trade Sector						
G Wholesale and retail business; repair of motor vehicles and motorcycles	726.551	40,7	109.798	23,5	3.116,5	26,2
Services sector	453.616	25,4	209.494	44,9	6.483,0	54,5
H Transport and storage	100.799	5,6	39.494	8,5	927,5	7,8
I Accommodation and food service activities	42.014	2,4	14.967	3,2	1.388,0	11,7
J Information and communications	85.151	4,8	38.271	8,2	552,4	4,6
L Real state activities	28.866	1,6	14.357	3,1	273,0	2,3
M Professional, scientific and technical activities	97.421	5,5	48.918	10,5	1.157,5	9,7
N Administrative and support service activities	63.492	3,6	37.823	8,1	1.505,1	12,7
R Arts, recreation and entertainment activities	26.914	1,5	11.321	2,4	352,0	3,0
S Other services (except associative activities)	8.959	0,5	4.345	0,9	327,6	2,8
TOTAL	1.784.255	100,0	466.874	100,0	11.892,0	100,0

Annual variation rates of turnover, gross value added and employed personnel in the Industrial, Trade and Services sectors. Year 2020

Percentage

