

Statistics on Distributive Trade 2016

Trade companies with increases of 3.0% in turnover and 3.5% in the commercial margin

In 2016 there was a growth in the main economic indicators of the Trade sector in Portugal: turnover (EUR 127.5 billion) raised 3.0%, after +3.5% in 2015; the commercial margin increased 3.5% (+4.3% in 2015) and amounted to EUR 22.5 billion; the employment raised 1.3% (+2.3% in 2015) and reached 745.7 thousand employees; the salaries grew by 4.2% (+4.0% in 2015).

In relation to the non financial business sector, the Trade sector corresponded to 18.8% of the enterprises and 37.7% of the total turnover, 19.4% of the gross value added and 20.3% of the employment.

According to the trade divisions, the emphasis went to the **wholesale trade** which concentrated 48.9% of the turnover of this sector (-1.3 p.p. from 2015), followed by the **retail trade** with 36.3% (as in 2015) and the **trade and repair of motor vehicles** with 14.7% (+1.3 p.p.).

In the sub-sector of trade and repair of motor vehicles, sales of motor vehicles corresponded to 66.9% of turnover. Food, beverages and tobacco accounted for 27.6% of turnover in wholesale trade and 33.7% in retail trade.

In 2016 the number of "Large-sized Commercial Units" amounted to 3,402 establishments, 50.4% of which mainly dedicated to food retail trade and the remaining were non-food retail trade units. The turnover of these units increased by 5.1% and reached EUR 17.3 billion. The number of persons employed increased by 1.8%, totaling 109.8 thousand.

Statistics Portugal disseminates the publication "Trade Statistics 2016", with the main statistical findings regarding the activity of trade enterprises and establishments. Complementing the data now made available, a further set of data is also available at www.ine.pt, the official Portuguese statistics portal.



1. TRADE SECTOR IN PORTUGAL

Trade enterprises Turnover raised, especially the trade and repair of vehicles sub sector

In 2016, the trade sector was comprised of 219.7 thousand enterprises (-1.0% from 2015) representing 18.8% of the total non financial enterprises (19.1% in 2015). This sector stood as the one with the largest number of enterprises from the whole Integrated Business Accounts System (SCIE)¹.

Turnover generated by trade enterprises stood at EUR 127.5 billion, i.e. 37.7% of the total turnover considered in SCIE (37.3% in 2015). According to the trade divisions, **wholesale trade** was quite relevant by concentrating 48.9% of the turnover of this sector (-1.3 p.p. from 2015), followed by the **retail trade** with 36.3% (as in 2015) and the **trade and repair of motor vehicles** with 14.7%, i.e., +1.3 p.p. than in previous year.

According to SCIE, the number of persons employed in trade enterprises was 745.7 thousand (+1.3%) which stood for a 20.3% contribution to the non financial enterprises, slightly below the preceding year (20.6%). To the trade enterprises corresponded 81.6% of the sales of goods (81.3% in 2015) and 81.7% of the cost of goods (81.2% in 2015), and also 81.4% of the global commercial margin (82.0% in 2015).

The total commercial margin obtained by Trade enterprises amounted to EUR 22.5 billion (+3.5%; +4.3% in 2015), the equivalent to EUR 102.5 thousand per enterprise (+4.5%).

Table 1 – Indicators on Trade enterprises, by economic activity, 2016

CAE Rev.3		Enterprises		Persons employed		Salaries		Turnover		Sale of goods		Cost of goods sold		Commercial margin	
		n.º	(%)	n.º	(%)	10 ⁶ euros	(%)	10 ⁶ euros	(%)	10 ⁶ euros	(%)	10 ⁶ euros	(%)	10 ⁶ euros	(%)
G	Wholesale and retail trade; repair of motor vehicles and motorcycles	219 742	100.0	745 676	100.0	8 110	100.0	127 450	100.0	120 348	100.0	97 827	100.0	22 520	100.0
45	Wholesale and retail trade and repair of motor vehicles and motorcycles	28 121	12.8	92 748	12.4	1 020	12.6	18 796	14.7	17 376	14.4	15 449	15.8	1 926	8.6
46	Wholesale trade, except of motor vehicles and motorcycles	58 634	26.7	223 485	30.0	3 317	40.9	62 364	48.9	58 090	48.3	47 466	48.5	10 625	47.2
47	Retail trade, except of motor vehicles and motorcycles	132 987	60.5	429 443	57.6	3 773	46.5	46 290	36.3	44 882	37.3	34 912	35.7	9 970	44.3

Source: Statistics Portugal, Integrated business account system, preliminary data

¹ SCIE: Preliminary results

Individual enterprises continued to be predominant (56.2% in 2016, from 56.5% in 2015). However, companies generated 95.6% of turnover in the trade sector and employed the largest number of persons (79.7%).

In the subsector **Trade, Maintenance and Repair of Motor Vehicles and Motorcycles** (NACE division 45), the number of persons employed increased 2.2%, from +3.3% in 2015, the turnover raised 12.8%, from +18.5% in the previous year, and, also, the global and the enterprise average commercial margin grew 6.4% and +6.8% respectively, from +8.8% and +6.6% in 2015.

In 2016, **Wholesale trade** (NACE Division 46) employed 0.7% more persons, totaling 223.5 thousand. The turnover from this subsector increased by 0.3% (+1.1% in 2015). Both the total commercial margin (+2.2%, +3.4% in 2015) and the margin by enterprise (+2.5%; +3.2% in 2015) presented positive evolutions but the less significant in the Trade sector.

Retail trade also presented positive change rates in all the main indicators: +1.5% in number of persons employed which totalled 429.4 thousand (+2.7% in 2015), +3.2% in turnover (+2.0% in 2015), +4.3% in the commercial margin (+4.5% in 2015) and +5.8% in the margin by enterprise (+4.8% in 2015).

Figure 1 – Evolution of the main indicators on Trade enterprises, 2016



Statistics Portugal, Integrated business account system, preliminary data to 2016 and definitive to 2015

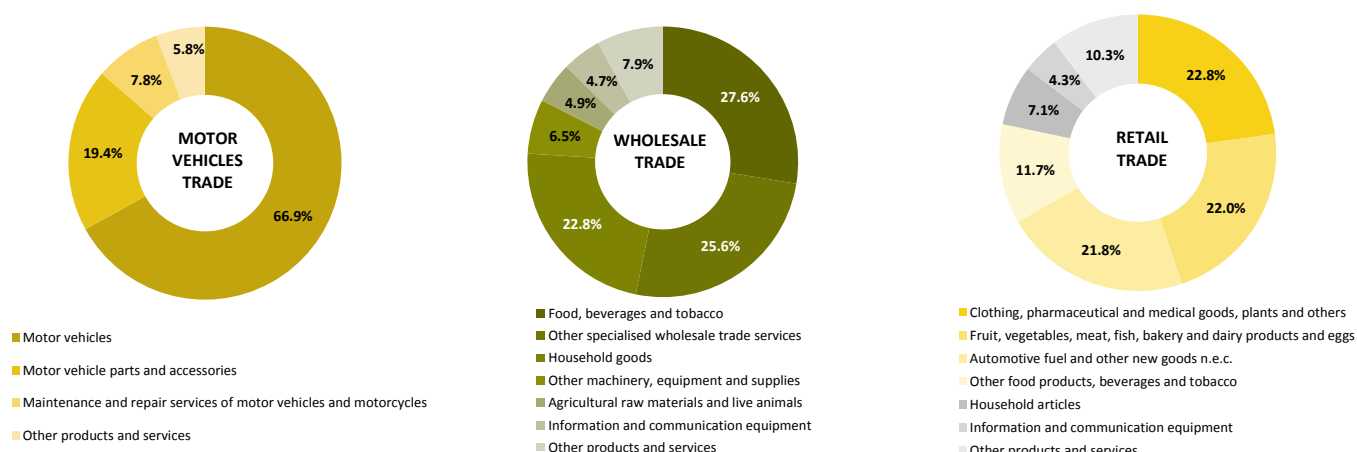
2. MAIN PRODUCTS OF THE TRADE ACTIVITY

'Sales of vehicles' generated 66.9% of turnover of **Motor Vehicles Trade** subsector (+2.6 p.p. from 2015).

The main products sold by **Wholesale Trade** companies were 'food, beverages and tobacco' (27.6%), 'wholesale specialized sale' including fuel, building materials, chemicals and intermediates (25.6%) and 'domestic consumer goods' (22.8%).

'Food, beverages and tobacco' products stood for the largest share of turnover from **Retail trade** subsector (33.7%, as in 2015), followed by 'clothing, medical and pharmaceutical products, toiletries and other' (22.8%) and by 'fuel for motor vehicles and other new goods n.e.c.' (21.8%).

Figure 2 – Main products sold on trade activity, 2016



3. LARGE-SIZED COMMERCIAL UNITS

Increase in the turnover of the large sized commercial units

In 2016 the number of "Large-sized Commercial Units" (UCDR) amounted to 3,402 establishments in Portugal, 50.4% of which mainly dedicated to food retail trade or food-predominant retail and the remaining were non-food predominant retail trade units. Compared to 2015, there was a 1.6% increase in the total number of establishments (+4.5% in 2015).

The number of persons employed in all UCDR establishments was 109.8 thousand in 2016, i.e. +1.8% from +5.6% in 2015, mainly in food-predominant units (69.3%). From those total persons, 30.1% were working in part time (29.7% in 2015) and 69.1% were women.

In 2016, turnover from UCDR units increased by 5.1% to EUR 17.3 billion², 99.4% of which resulting from sales of goods.

Food retail trade, with EUR 12.1 billion in sales of goods, assured 70.3% of sales from the set of UCDR establishments and 70.2% of total rendered services.

Table 2 – Main results and some indicators related to UCDR, 2016

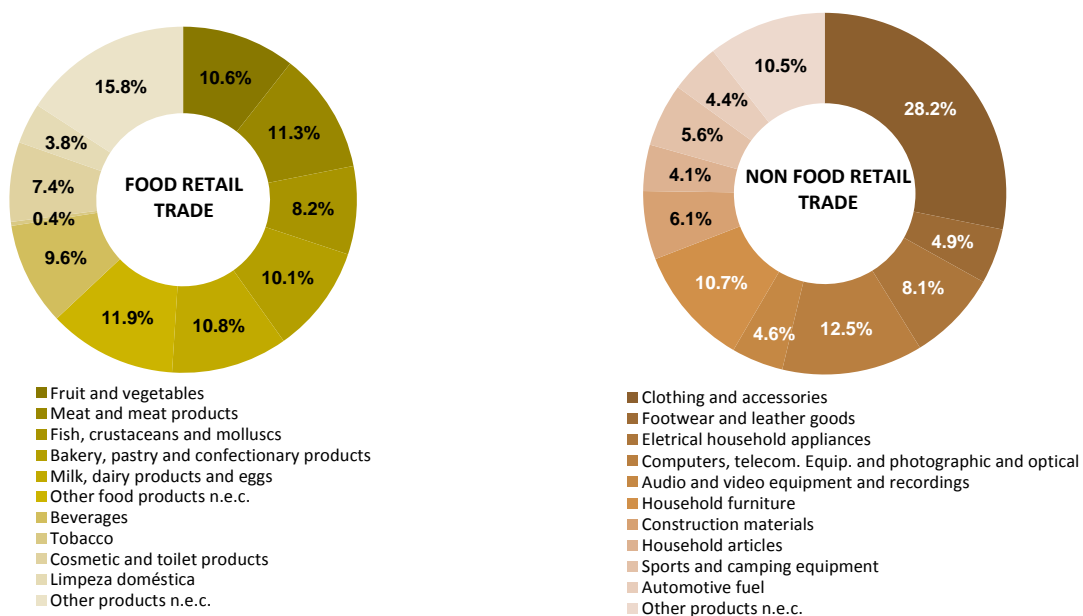
Variables/Indicators	Unit	Total	Retail trade	
			Food-predominant retail trade	Non food-predominant retail trade
Establishments	No.	3 402	1716	1686
Sale area				
Total	m2	3 727 993	2 072 096	1 655 897
Average	m2	1096	1208	982
No. Opening hours				
Total	h	15 506 428	7 765 892	7 740 536
Annual average by establishment	h	4 558	4 526	4 591
Daily average by establishment	h	13	13	13
No. Of Persons Employed				
Total	No.	109 828	76 165	33 663
Of which:				
Full time	No.	76 754	54 919	21 835
Female	No.	75 884	53 791	22 093
Average by establishment	No.	32	44	20
Turnover	10 ³ €	17 307 454	12 123 523	5 183 930
Sales				
Total	10 ³ €	17 195 858	12 081 968	5 113 889
Average by establishment	10 ³ €	5 055	7 041	3 033
Average by square metre of sale area	€	4 613	5 831	3 088
No. of transactions				
Total	No.	988 243 636	781 128 720	207 114 916
Average by establishment	No.	290 489	455 203	122 844
Average by square metre of sale area	No.	265	377	125
Average sales value by transaction	€	17.4	15.5	24.7

In **food-predominant retail** establishments, sales of 'food products, beverage and tobacco' amounted to EUR 8.8 billion, corresponding to 73.0% of total sales (+0.2 p.p. from 2015). From these, 'rice, pasta and cereals' (11.9% of the total, i.e. -1.4 p.p. from 2015), 'meat and meat based products' (11.3%, -0.3 p.p.) and 'milk, dairy products and eggs' (10.8%, -0.1 p.p.) were the most relevant. As regards non-food products, the 'other' including fuels (9.3% share), 'toilet and cosmetic' (7.4%) and 'household cleaning materials' (3.8%) were the most sought after in food-predominant retail units.

In **non-food retail trade** establishments, the most significant sales came from 'clothes and accessories' with 28.2% of the sales, followed by 'computers and optical material, photographic and telecommunications products' (12.5%) and 'household furniture, lightning and textiles' (10.7%).

² Without VAT

Figure 3 – Main products sold by type of UCDR, 2016



In 2016, sales of own brand products represented 34.4% and 48.5% respectively of the total sales of food and non-food sectors (34.8% and 47.8% in 2015).

METHODOLOGY

The sources of information for the "Trade Statistics" publication are as follows: Survey on Trade Enterprises (IECom); Survey on Large Sized Commercial Units (UCDR); Integrated Business Accounts System (SCIE).

SURVEY ON TRADE ENTERPRISES

The Survey on Trade Enterprises (IECom) is a sample survey, conducted on a yearly basis, with the goal of obtaining data on the sales structure of trade enterprises (G section of NACE) by type of products according to the CPA products nomenclature. IECom survey answers EC Regulations no. 295/2009, 250/2009 and 251/2009, regarding Business Structure Statistics.

All enterprises from divisions 45 – Trade, maintenance and repair of motor vehicles and motorcycles; 46 – Wholesale trade except motor vehicles and motorcycles and 47 – Retail trade except motor vehicles and motorcycles fall under the scope of the survey.

Results from IECom are compatible with the Business Integrated Accounts System (SCIE).

SURVEY ON LARGE SIZED COMMERCIAL UNITS

The Survey on Large Sized Commercial Units is a sample survey with the aim at producing data on physical and economic aspects of these units, including data on the infrastructure and breakdown of turnover by products according to the CPA nomenclature, with the emphasis on the regional breakdown of data. The reference universe corresponds to groups 471 and 472; 474 through 477 of NACE.

It is understood that a Large Sized Commercial Unit (UCDR) might be a single establishment or one belonging to a set of establishments owned by the same enterprise or group of enterprises, in which a commercial activity is undertaken according to the following conditions:

- Being a food retail trade establishment or mixed, having a total exhibition and sales area of $\geq 2\,000$ m²;
- Being a non-food retail trade establishment, having a total exhibition and sales area of $\geq 4\,000$ m²;
- Being a food retail trade establishment or mixed, belonging to a single enterprise or group of enterprises having an accumulated exhibition and sales area $\geq 15\,000$ m²;
- Being a non-food retail trade establishment, belonging to a single enterprise or group of enterprises having an accumulated exhibition and sales area $\geq 25\,000$ m².

ACRONYMS AND ABBREVIATIONS

AEV	Exhibition and Sales Area
CAE	Nomenclature of Economic Activities, third revision
CPA	Statistical Nomenclature of Products by Activity in the EU
n.e.	not specified
UCDR	Large Sized Commercial Unit
VVN	Turnover
SCIE	Business Integrated Accounts System

For further information: Main Trade indicators in (www.ine.pt), the official statistics portal

- [Turnover \(€\) of trade enterprises, maintenance and repair services of motor vehicles and motorcycles by Product type; Annual](#)
- [Turnover \(€\) of wholesale trade enterprises, except motor vehicles and motorcycles by Product type; Annual](#)
- [Turnover \(€\) of retail trade enterprises, except motor vehicles and motorcycles by Product type; Annual](#)
- [Sales \(€\) of large-sized commercial units with food-predominant retail trade by Geographic localization \(NUTS - 2013\) and Product type; Annual](#)
- [Sales \(€\) of large-sized commercial units with non food-predominant retail trade by Size class of sales area and Product type; Annual](#)
- [Persons employed \(No.\) on large-sized commercial units by Sex, Economic sector and Size class of sales area; Annual](#)
- [Sales \(€\) in large-sized commercial units by Economic sector and Size class of sales area; Annual](#)
- [Large-sized commercial units \(No.\) by Geographic localization \(NUTS - 2013\) and Economic sector; Annual](#)
- [Sales \(€\) in large-sized commercial units by Geographic localization \(NUTS - 2013\) and Economic sector; Annual](#)
- [Turnover \(€\) in large-sized commercial units by Economic sector and Size class of sales area; Annual](#)