

Statistics on Distributive Trade
2017

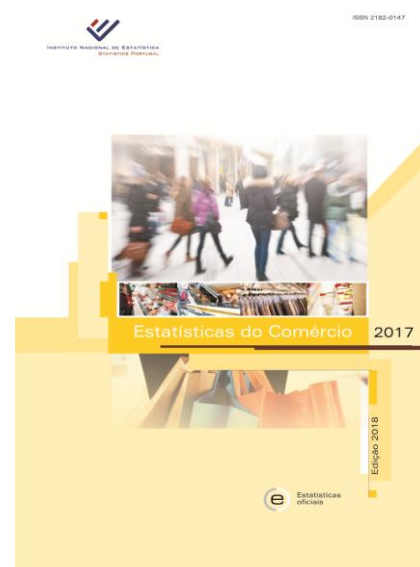
Improvement in the main economic indicators of the distributive trade enterprises

In 2017, Trade companies recorded improvements in the main economic indicators: turnover (€136.9 billion) increased by 6.9% (+3.5% in 2016); the gross value added (€17.8 billion) grew by 7.3% (+5.9% in 2016); the commercial margin increased by 6.0% (+4.0% in 2016) and persons employed (768.1 thousand employees) increased by 2.5% (+1.8% in 2016).

Wholesale trade stood out with a contribution of 49.3% to the total turnover of Trade, besides a 35.8% share to **retail trade** and the remaining 14.9% to the **trade and repair of motor vehicles sector**.

By 2017, 3 496 large-sized commercial units were in operation, of which 50.6% dedicated to non-food retail trade and the remaining to food retail trade. The turnover of these commercial units increased by 5.5% (+5.1% in 2016), reaching €18.3 billion. Persons employed grew by 4.4% (after +1.8% in 2016) and amounted to 114.6 thousand workers.

Statistics Portugal disseminates the publication "[Trade Statistics 2017](#)", 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 with increase in turnover especially in the wholesale trade sector

In 2017, the Distributive Trade sector had positive results in the key economic indicators. The 221.4 thousand enterprises in this sector (+0.5%) recorded a turnover of €136.9 billion (+6.9%, after +3.5% in 2016), €129.3 billion in sales of goods (+6.8%, from +3.5% in 2016) and a gross value added of €17.8 billion (+7.3%, +5.9% in 2016).

The number of persons employed stood at 768.1 thousand workers (+2.5%, after +1.8% in 2016), the equivalent to 20.0% of the total staff employed by non-financial enterprises. Remunerations amounted to €8.6 billion, an increase of 6.0% (+4.6% in 2016), accounting for 21.2% of global salaries.

The commercial margin of Distributive Trade enterprises (€24.0 billion) and the margin per enterprise (€108.4 thousand) increased more in 2017 than in the previous year (+6.0% and +5.5%, compared to +4.0% and +4.8% in 2016).

Table 1 – Indicators on Trade enterprises, by economic activity, 2017

NACE	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	221 398	100.0	768 052	100.0	8 630	100.0	136 889	100.0	129 311	100.0	105 314	100.0	23 997	100.0
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	28 473	12.9	96 910	12.6	1 103	12.8	20 342	14.9	18 764	14.5	16 724	15.9	2 039	8.5
46 Wholesale trade, except of motor vehicles and motorcycles	58 688	26.5	228 495	29.7	3 507	40.6	67 485	49.3	63 074	48.8	51 615	49.0	11 458	47.7
47 Retail trade, except of motor vehicles and motorcycles	134 237	60.6	442 647	57.6	4 019	46.6	49 063	35.8	47 474	36.7	36 975	35.1	10 499	43.8

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

Although individual enterprises (including sole proprietors and self-employed persons) continued to be predominant in the Distributive Trade sector in 2017 (56.2%, from 56.1% in 2016), companies generated 95.9% of the total turnover in the sector and employed 80.2% of the total employees (95.8% and 79.7% respectively in 2016).

In terms of turnover distribution by trade divisions, the emphasis went to the 49.3% contribution of **wholesale trade** (NACE division 46) to the total turnover generated in the Trade sector, also recording the highest average turnover per enterprise (€1.15 million). **Retail trade** (division 47) accounted for 35.8% of the turnover of the sector and for an average turnover per enterprise of €365.5 thousand. The **trade and repair of motor vehicles sector** (division 45) accounted for the remaining 14.9% of turnover from the Trade sector and for an average turnover per enterprise of €714.4 thousand.

Wholesale trade enterprises recorded the highest growth (+7.5%) in turnover in the Trade sector, compared with the other divisions, quite above the one recorded in 2016 (+0.9%). The total commercial margin and the margin by enterprise in this sector are worthy of mention (+6.8% and +6.1%, respectively) above the ones recorded in 2016 (+3.2% and +4.1% in the same order). The number of persons employed in these enterprises was 2.0% higher in 2017 (+0.9% in 2016).

Although having recorded the lowest change rate of the three Trade sectors, **retail trade** also had a positive evolution in the main indicators: +5.8% in turnover (+3.3% in 2016), +4.9% in the commercial margin (+4.7% in the previous year), +4.1% in the margin by enterprise (+6.1% in 2016) and +2.6% in persons employed (+1.9% in 2016).

The **trade and repair of motor vehicles sector** recorded increases of 7.3% in turnover (after +13.7% in 2016), 7.7% and 8.8% in the global and enterprise average commercial margin (+4.5% and +2.6% respectively in 2016) and 3.3% in the number of persons employed (+3.4% in 2016).

Figure 1 – Evolution of the main indicators on Trade enterprises, 2017



Statistics Portugal, Integrated business account system, preliminary data to 2017 and definitive to 2016

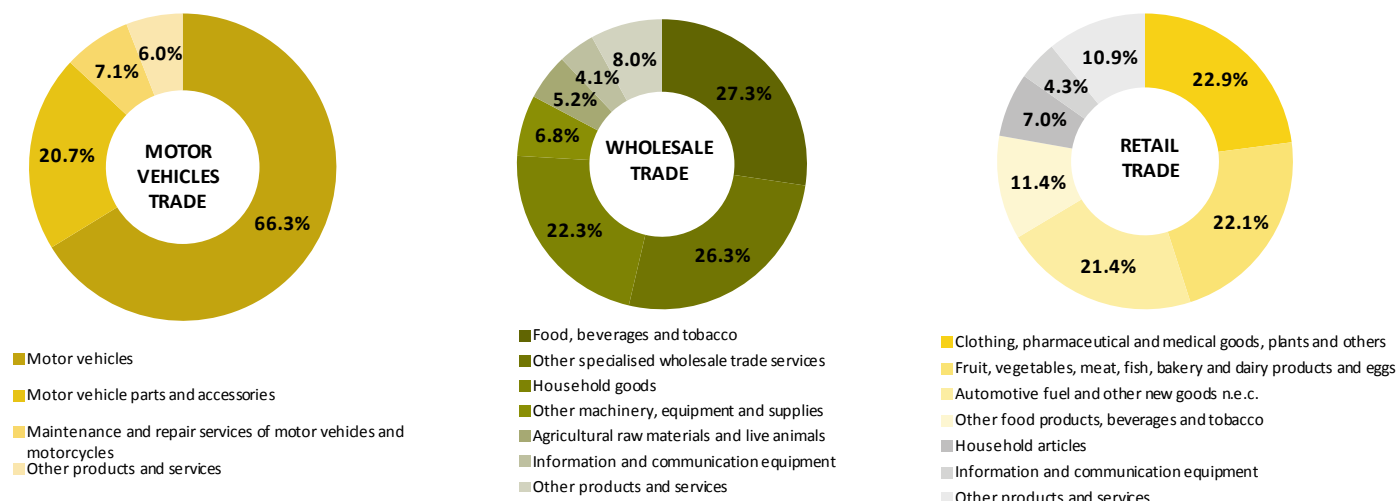
2. MAIN PRODUCTS OF THE TRADE ACTIVITY

The three main groups of products sold in **wholesale trade** sector were 'food products, beverages and tobacco' (27.3%, i.e.-0.2 p.p.), the 'wholesale specialized sale' which includes fuel, building materials, chemicals and intermediate products (26.3%, i.e. + 0.7 p.p.) and 'domestic consumer goods' (22.3%, i.e. -0.5 p.p.).

'Food, beverages and tobacco' contributed for the largest share of turnover in **retail trade** (32.8%, -0.9 p.p.), followed by 'fuel for motor vehicles and other new goods n.e.c.', which also included articles of jewellery and watch making, photographic and optical equipment, cleaning products (22.9%, +1.1 p.p.) and 'clothing, medical and pharmaceutical products, toiletries' (22.1%, -0.8 p.p.).

Concerning products and services in the **trade and repair of motor vehicles sector**, 'sales of vehicles' reached €13.5 billion, representing 66.3% of the automobile sector's turnover, the equivalent to -0.7 p.p. (+2.6 p.p. in 2016).

Figure 2 – Main products sold on trade activity, 2017



3. LARGE-SIZED COMMERCIAL UNITS

Turnover in large-sized commercial units with acceleration

In 2017, the number of “Large-sized Commercial Units” (UCDR) amounted to 3,496 establishments, of which 50.6% were mainly dedicated to non-food retail trade or non-food predominant retail¹ and the remaining were food retail trade units or food predominant retail². Compared to 2016, there was a 2.8% increase in the total number of establishments (after +1.6% in 2016), as a consequence, mainly, from the growth that occurred in the non-food retail trade units (+5.0%; +3.7% in 2016).

The number of persons employed in all UCDR establishments increased by 4.4% (+1.8% in 2016), amounting to 114.6 thousand workers, of which 68.9% belonging to food retail units. Women were predominant (68.8%, 0.3 p.p. less than in 2016) and the proportion of part-time work stood at 30.5% (after 30.1% in 2016).

The UCDR turnover reached €18.3 billion³, which stood for an increase of 5.5% (+5.1% in 2016). Sales of goods accounted for 99.1% of that amount and reached €18.1 billion.

Table 2 – Main results and some indicators related to UCDR, 2017

Variables/Indicators	Unit	Total	Retail trade	
			Food-predominant retail trade	Non food-predominant retail trade
Establishments	No.	3 496	1 726	1 770
Sale area				
Total	m2	3 799 803	2 118 742	1 681 061
Average	m2	1 087	1 228	950
No. opening hours				
Total	h	15 972 979	7 845 466	8 127 513
Annual average by establishment	h	4 569	4 545	4 592
Daily average by establishment	h	13	13	13
No. persons employed				
Total	No.	114 645	78 964	35 681
Of which:				
Full time	No.	79 628	57 377	22 251
Female	No.	78 822	55 609	23 213
Average by establishment	No.	33	46	20
Turnover	10 ³ €	18 253 574	12 419 437	5 834 137
Sales				
Total	10 ³ €	18 094 849	12 375 737	5 719 112
Average by establishment	10 ³ €	5 176	7 170	3 231
Average by square metre of sale area	€	4 762	5 841	3 402
No. transactions				
Total	No.	1 027 907 196	806 833 037	221 074 159
Average by establishment	No.	294 024	467 458	124 901
Average by square metre of sale area	No.	271	381	132
Average sales value by transaction	€	17.6	15.3	25.9

¹ For simplification purposes, henceforth referred to as non-food retail trade.

² For simplification purposes, henceforth referred to as food retail trade.

³ Excluding VAT.

Food retail trade accounted for €12.4 billion of total sales (+2.4%, +5.3% in 2016), corresponding to 68.4% of total sales in these units. The food retail units had a total of 806.8 million transactions (+3.3%, after +2.0% in 2016). On average, each transaction amounted to €15.3 (-0.8%).

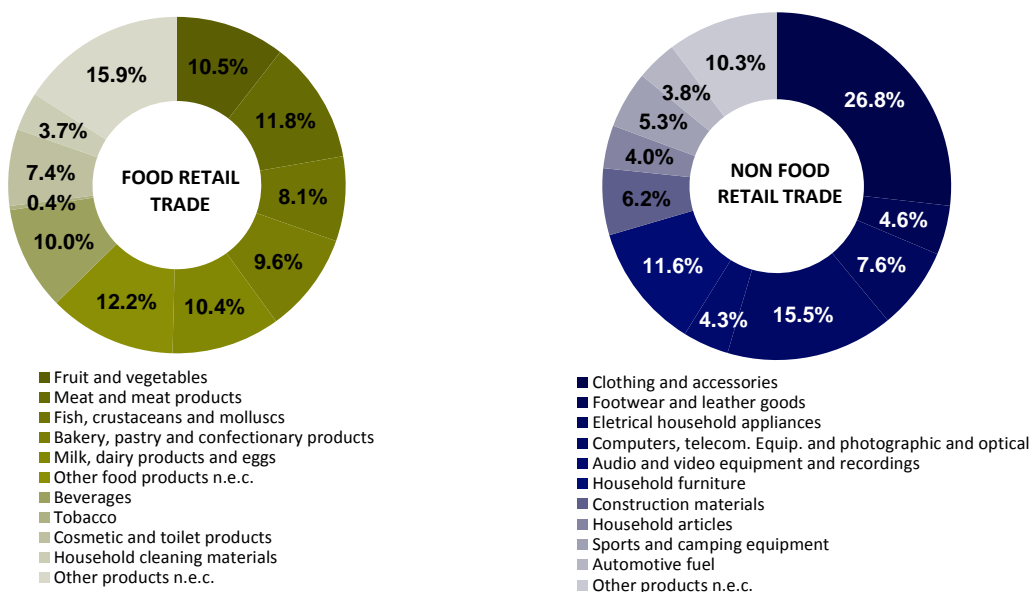
In these units, sales of 'food products, beverage and tobacco' totalled €9.0 billion (+2.5%), the equivalent to 73.0% (as in 2016) of the total in food retail units.

The main food products sold were 'other food products', including rice, pasta and cereals, among others (12.2% share in total sales of these units, +0.3 p.p. than in 2016), followed by 'meat and meat products' (11.8%, +0.5 p.p.) and 'fruits and vegetables' (10.5%, -0.1 p.p.).

Sales in **non-food retail** units reached €5.7 billion in 2017, up by 11.8% (+4.9% in 2016 and +2.9% in 2015). Similarly, the transactions (221.1 million) in these units had an increase, in this case by 6.7% (+9.5% in 2016), resulting on an average value per transaction of €25.9 (+4.8%).

In non-food retail trade establishments, 'clothing and accessories' continued to be the best-selling products (26.8% of sales, -1.4 p.p.), followed by 'computers and optical material, photographic and telecommunications products' (15.5%, +3.0 p.p.), 'household furniture, lightning and textiles' (11.6%, +0.9 p.p.) and 'household appliances' (7.6%, -0.5 p.p.).

Figure 3 – Main products sold by type of UCDR, 2017



The use of credit and debit cards was predominant in both food retail and non-food retail units, accounting for 57.7% and 65.6% of sales, respectively (55.2% and 64.2%, by the same order, in 2016).

The proportion of sales of own brand products in global sales stood at 34.6% in food retail establishments (+0.2 p.p. than in 2016) and at 47.7% in non-food retail units (-0.8 p.p.).

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 Structural Business 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 Integrated Business Accounts System (SCIE).

SURVEY ON LARGE-SIZED COMMERCIAL UNITS

The Survey on Large-Sized Commercial Units is a 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 to 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
NACE	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	Integrated Business 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](#)