

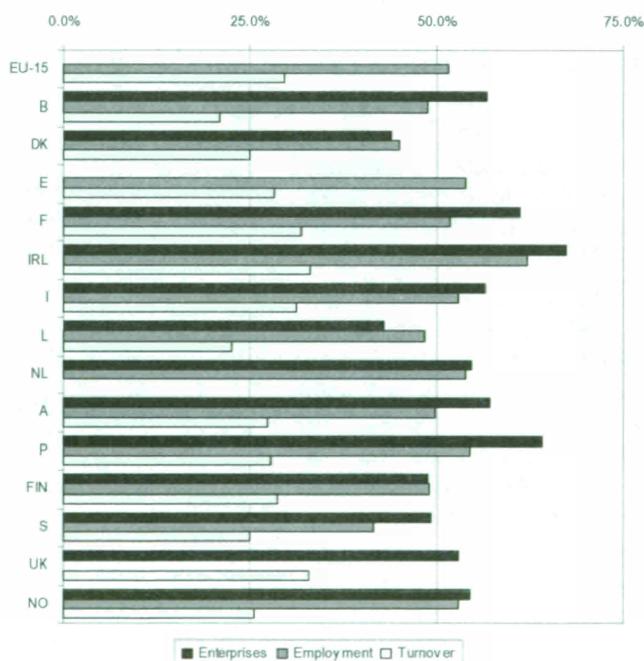
Distributive trades statistics

Retail trade in Europe

Joachim Hubertus

- At EU level, the retail trade accounts for more than 50% of total employment in the distributive trades, but for less than one third of turnover.
- Small enterprises dominate the sector, but large businesses employ much of the workforce.
- In many countries, more than 60% of those working in the retail trade are women.
- Productivity and labour costs are lower in retailing than in the other main activities of distributive trades, but the operating rates are generally higher.
- The leading retail trade activities are retail sales in supermarkets (for turnover) and retail sales of non-food new goods (for employment).

Figure 1: Retail trade as a proportion of total distributive trades, 1999



DK: 1995 data for all variables; IRL, NO: 1997 data for all variables; I, P, S, UK: 1998 data for enterprises; L: 1998 data for enterprises and employment; NL: 1998 data for all variables. D: data for NACE Rev. 1 50.2 and 51.1 and 52.7 are not available; therefore this country is not included in direct comparisons.

Source: Eurostat, SBS database

This publication covers the following activities, according to the NACE Rev 1 classification:
52: Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods
52.1: Retail sale in non-specialised stores;
52.2: Retail sale of food, beverages and tobacco in specialised stores;
52.3: Retail sale of pharmaceutical and medical goods, cosmetics and toilet articles;
52.4: Other retail sale of new goods in specialised stores;
52.5: Retail sale of second-hand goods in stores;
52.6: Retail sale not in stores;
52.7: Repair of personal and household goods.

Statistics in focus

INDUSTRY, TRADE AND SERVICES

THEME 4 – 40/2001

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Retail trade as a proportion of total distributive trades

More than half of those employed in the distributive trades work in retailing

The retail trade in the EU is estimated to have employed about 11.4 million people in 1999 (provisional data), accounting for more than half of total employment in the distributive trades.

The highest share of employment (62%) was in Ireland; most southern European Member States also showed values above the EU average of 51.6% (Figure 1).

The lowest employment shares (41.5% - 45.0%) were recorded in Sweden and Denmark.

In a number of countries the percentages of retail enterprises in total distributive trades were even higher than the retail share of employment.

This was due mainly to the characteristics of the retail sector itself, which consists of a large number of small businesses.

Ireland was again prominent, with

67% of all distributive trade enterprises operating in retailing.

The total turnover generated in retailing at EU level was estimated at EUR 1 600 billion in 1999 — equivalent to only 30% of total turnover in the distributive trades at EU level.

The gaps between the countries observed were not substantial: figures ranged from 21% in Belgium to 33% in Ireland and the United Kingdom.

Enterprise characteristics

Retailing is dominated by small firms – Highest enterprise density in southern Europe

With an average size of between 2.2 and 7.8 persons employed (in Italy and Austria respectively), retail enterprises are generally smaller than businesses in the other main distributive trade activities (wholesale and motor trade). Conversely, the enterprise density, measured by numbers of enterprises per 10 000 inhabitants, is generally higher in retailing.

Figure 2 shows that enterprise density tends to decline as average enterprise size increases.

In southern European Member States, the retail sector is clearly more fragmented than in the other countries observed.

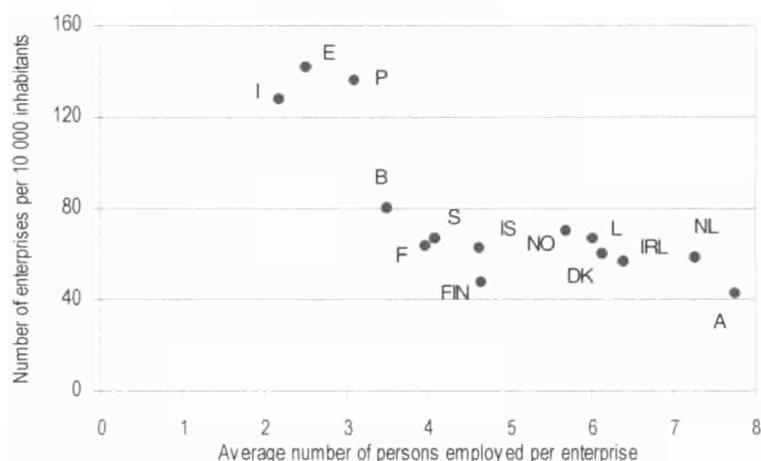
Spain, Italy and Portugal have a high density of very small firms (each employing not more than 3 persons on average). Spain stands out with more than 140 retail businesses for every 10 000 inhabitants. Austria has the largest enterprises and the lowest density, at 43 per 10 000 inhabitants.

The breakdown of enterprises by size class (Figure 3) **also** confirms that the retail trade sector is dominated by very small businesses (with **fewer than five persons employed**).

This size class covers 73% of retail businesses in Ireland (the lowest percentage amongst the countries providing data) and as many as 94% in Italy.

The percentage of larger enterprises (with 20 or more persons employed) is very small in all countries providing data.

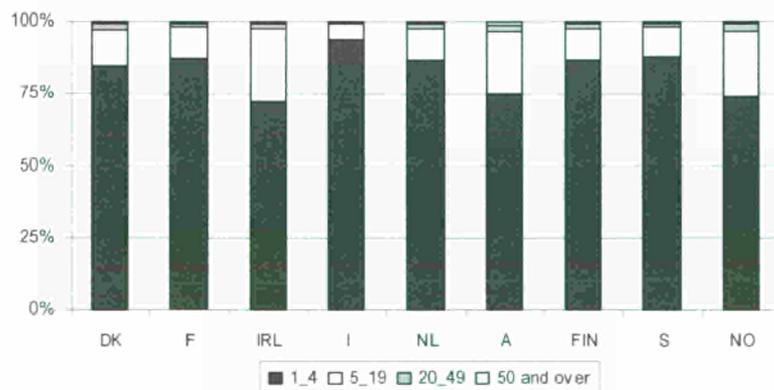
Figure 2: Retail trade, enterprise density and average size of enterprise, 1998



B, F, A, FIN: 1999 data; E, IRL, I, NO: 1997 data; IS: 1995 data
D: data for NACE Rev. 1 52.7 are not available; therefore this country is not included in direct comparisons.

Sources: Enterprises and employment: Eurostat, SBS database
Population: Eurostat, aux_ind database

Figure 3: Retail trade, number of enterprises broken down by size class, 1998



F, A, FIN: 1999 data; IRL: 1996 data; NO: 1997 data Source: Eurostat, SBS database

Employment characteristics

Large enterprises tend to employ more than half of the retail workforce

Despite their relative rarity in the retail trade, large enterprises (>20 persons employed) provide a substantial proportion of jobs in retailing (Figure 4). Of the countries providing data, Italy is a clear exception to this rule, with only 14% of the retail workforce employed by large firms.

Female, part time and self-employment in retailing

Table 1, showing Labour Force Survey (LFS) data, reveals that more than a quarter of the retailing workforce in the EU works self-employed.

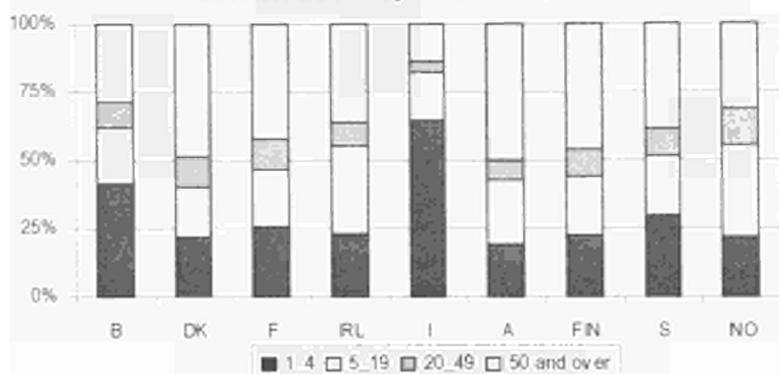
In most countries, self-employment is more common in retailing than in the distributive trades as a whole. This reflects the high percentage of small retail businesses that are run by the proprietor herself or himself, without employees. Southern European Member States show particularly high self-employment figures in retailing.

In many countries women account for over 60% of the retail workforce; in all countries women account for higher percentages of the retail workforce than of the distributive trade workforce as a whole.

Italy (45.6%) and Greece (46.7%) are the only countries where less than half of those working in retailing are women.

In all countries observed, higher percentages of workers in retailing

Figure 4: Retail trade, number of persons employed broken down by size class, 1998



F, A, FIN: 1999 data; IRL: 1996 data; NO: 1997 data. Source: Eurostat, SBS database

Table 1: Retail trade, proportion of self-employed, females and part-time workers in total employment (%), 1999

| | Self-employment | | Female employment | | Part-time employment | |
|-------|-----------------|---------------------------|-------------------|---------------------------|----------------------|---------------------------|
| | Retail trade | Total distributive trades | Retail trade | Total distributive trades | Retail trade | Total distributive trades |
| EU-15 | 27.1 | 24.2 | 58.5 | 46.2 | 29.8 | 22.3 |
| B | 37.5 | 33.5 | 57.0 | 47.8 | 23.3 | 17.9 |
| DK | 12.2 | 13.0 | 57.0 | 42.2 | 34.9 | 25.1 |
| D | 14.5 | 14.0 | 66.8 | 53.0 | 36.0 | 27.3 |
| EL | 60.2 | 52.9 | 46.7 | 38.2 | 5.1 | 4.2 |
| E | 42.7 | 35.6 | 56.1 | 43.8 | 10.5 | 8.2 |
| F | 21.1 | 16.6 | 58.4 | 43.8 | 25.6 | 17.7 |
| IRL | 16.0 | 18.2 | 60.2 | 47.1 | 34.3 | 26.0 |
| I | 58.9 | 54.5 | 45.6 | 37.5 | 10.2 | 8.5 |
| L | 20.1 | 16.5 | 63.4 | 46.1 | 14.0 | 11.2 |
| NL | 14.7 | 12.8 | 60.3 | 44.5 | 59.3 | 41.6 |
| A | 13.9 | 13.0 | 68.0 | 54.7 | 32.0 | 24.7 |
| P | 45.6 | 38.7 | 54.1 | 41.1 | 9.0 | 7.2 |
| FIN | 18.2 | 17.2 | 65.4 | 47.7 | 31.9 | 19.7 |
| S | 19.9 | 16.7 | 61.7 | 43.9 | 40.0 | 25.1 |
| UK | 11.9 | 12.2 | 60.5 | 49.5 | 48.8 | 37.5 |
| IS | 14.3 | 16.9 | 62.0 | 45.3 | 44.3 | 33.8 |
| NO | 8.5 | 6.0 | 64.6 | 44.7 | 47.9 | 30.5 |

Source: Eurostat, LFS

work part-time than in distributive trades as a whole. The lowest percentages are found in the Southern European Member States, and the highest in the Netherlands (59.3%) and the United Kingdom (48.8%).

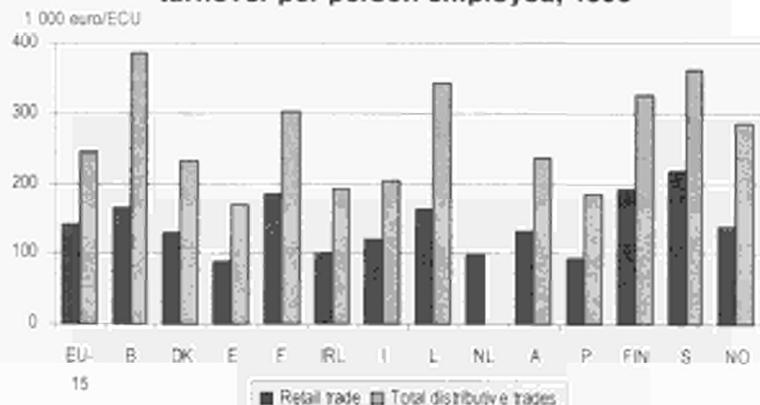
Performance

Productivity in retailing lower than in total distributive trades

In all countries providing data, turnover per person employed and apparent labour productivity (value added per person employed) in the retail trade are lower than the averages for total distributive trades.

This is mainly because the retail trade is more labour-intensive (and less capital-intensive) and has a lower level of process automation than the motor and wholesale trades.

Figure 5: Retail trade and total distributive trades, turnover per person employed, 1999



DK: 1995 data; IRL, NO: 1997 data; L, NL: 1998 data; D: data for NACE Rev. 1 50.2, 51.1 and 52.7 are not available; therefore this country is not included in direct comparisons (all data before 1999 in ECU). Source: Eurostat, SBS database

Across Europe there are some disparities, however. Sweden records the highest turnover value in the retail trade (Figure 5), at EUR 218 000 per person employed in 1999, followed by Finland (EUR 191 000) and France (185 000), while Spain, Portugal and the Netherlands show values below EUR/ECU 100 000 per person employed.

Apparent labour productivity (value added per person employed – Figure 6) ranges from ECU 11 400 per person employed in Portugal (1998 data) to EUR 32 300 in France (1999). These values are in general below those of the motor and wholesale trades.

Personnel costs are also lower in retailing than in the distributive trades as a whole, however, as Figure 7 shows (unit labour costs = personnel cost per employee).

This can be explained partly by the fact that salaries in retailing are lower than in other distributive trade activities, because fewer skills are generally required of people working in retailing. There also appears to be a data-interpretation factor: small businesses run by the proprietor herself/himself (or by unpaid family members) are very common in retailing, but the proprietor's income is not counted as part of personnel costs (which take into account only employee costs).

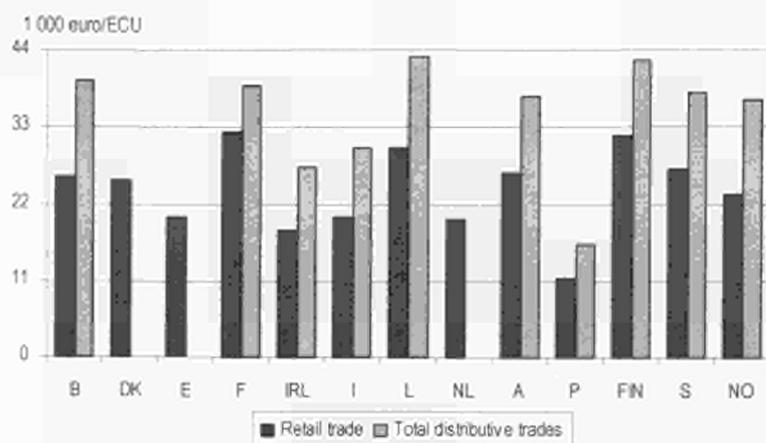
Countries with low productivity generally record low labour costs. This applies to Portugal (ECU 8 800 per employee in 1998) and Spain (ECU 10 000 in 1997). The Netherlands also record relatively low labour costs, but here the figures are affected by the high level of part-time employment and the resulting lower average salary.

Unlike productivity and labour costs, operating rates (share of operating result in turnover) are higher in the retail trade than in total distributive trades in all countries providing data.

The values range from less than 5% in Sweden and Norway to 9.9% in Italy and 11.2% Spain (Figure 8).

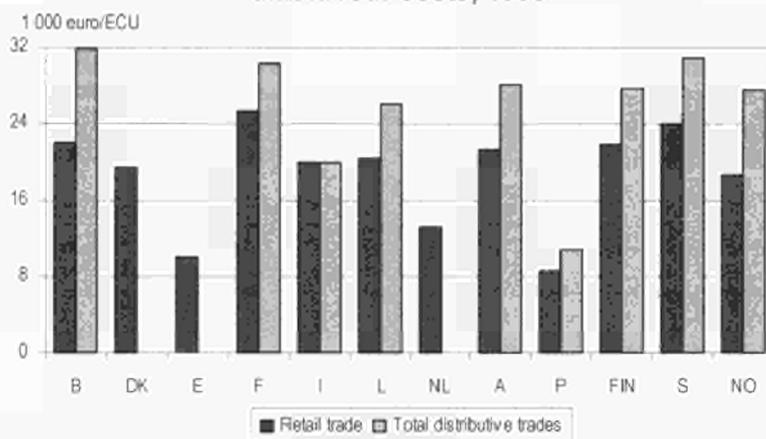
However, these figures should be interpreted cautiously, as the operating result in retailing can be inflated, because it includes the proprietor's income of self-employed businesses, which account for an important part of the retail trade.

Figure 6: Retail trade and total distributive trades, apparent labour productivity, 1998



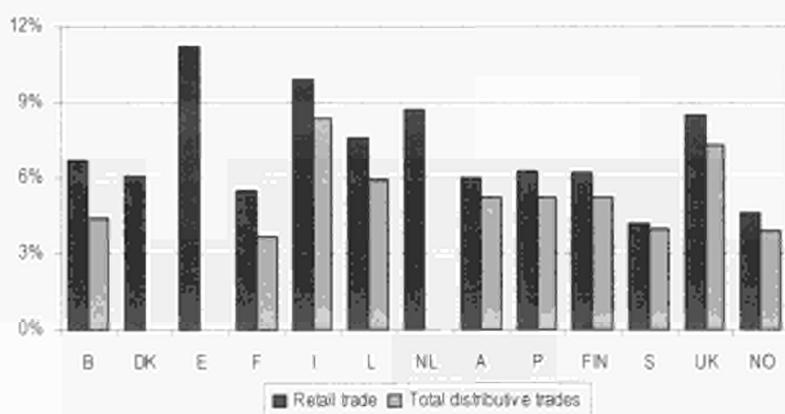
B, F, A, FIN: 1999 data in euro; E, IRL, NO: 1997 data Source: Eurostat, SBS database

Figure 7: Retail trade and total distributive trades, unit labour costs, 1998



B, F, A, FIN: 1999 data in euro; E, NO: 1997 data Source: Eurostat, SBS database

Figure 8: Retail trade and total distributive trades, gross operating rates, 1998

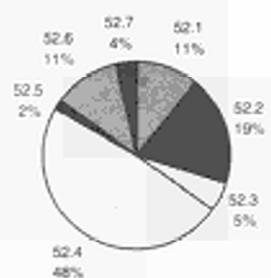


B, F, A, FIN: 1999 data; E, NO: 1997 data Source: Eurostat, SBS database

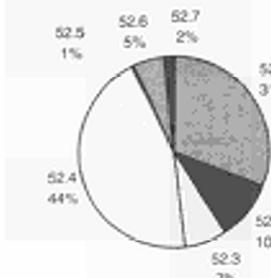
The various retail trade activities

Figure 9: Retail trade in the EEA by activity (NACE group)

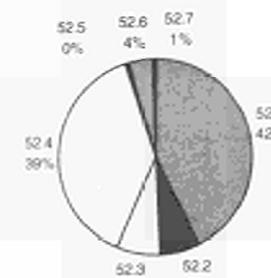
Number of enterprises, 1998



Number of persons employed, 1999



Turnover, 1999



Calculated average; data do not include: D, EL, IS;
Data for B relate to 1999; data for E relate to 1997
Source: Eurostat, SBS database and estimates

Calculated average;
data do not include: D, EL, UK, IS
Source: Eurostat, SBS database and estimates

Calculated average;
data do not include: D, EL, IS
Source: Eurostat, SBS database and estimates

Table 2: Retail trade, main variables by activity (NACE group), 1998

| | EU-15 | B | DK | D | EL | E | F | IRL | I | L | NL | A | P | FIN | S | UK | IS | NO |
|---|------------|---------|---------|-----------|----|-----------|-----------|---------|-----------|--------|---------|---------|---------|---------|---------|---------|-------|---------|
| Number of enterprises (units) | | | | | | | | | | | | | | | | | | |
| 52 | | 81 505 | 31 912 | | | 555 609 | 379 951 | 20 653 | 733 462 | 2 858 | 91 155 | 34 504 | 135 818 | 24 353 | 58 947 | 216 000 | 1 670 | 30 722 |
| 52.1 | | 7 524 | 3 537 | 30 339 | | 39 390 | 32 799 | 5 795 | 82 559 | 257 | 4 180 | 4 453 | 20 602 | 4 503 | 7 036 | 38 360 | | 5 885 |
| 52.2 | | 12 686 | 4 617 | 32 945 | | 156 055 | 46 190 | 2 856 | 121 908 | 315 | 13 005 | 4 732 | 30 730 | 1 368 | 7 336 | 50 435 | | 2 360 |
| 52.3 | | 5 489 | 785 | 24 714 | | 32 366 | 29 118 | 1 132 | 34 166 | 132 | 3 615 | 1 932 | 4 120 | 1 189 | 1 029 | 7 383 | | 1 066 |
| 52.4 | | 46 679 | 18 320 | 149 952 | | 282 127 | 172 475 | 9 502 | 258 880 | 1 872 | 45 050 | 19 586 | 96 732 | 14 078 | 34 883 | 98 947 | | 17 525 |
| 52.5 | | 2 138 | 1 062 | 3 265 | | 2 296 | 14 969 | 412 | 3 240 | 36 | 2 995 | 983 | 503 | 775 | 1 595 | 6 105 | | 576 |
| 52.6 | | 4 940 | 1 678 | 39 218 | | 46 666 | 68 026 | 141 | 107 911 | 170 | 18 790 | 1 596 | 6 858 | 899 | 3 388 | 10 373 | | 1 800 |
| 52.7 | | 2 049 | 1 903 | | | 16 709 | 17 274 | 815 | 26 798 | 76 | 3 520 | 1 181 | 6 273 | 1 540 | 3 610 | 4 497 | | 1 510 |
| Number of persons employed (units) | | | | | | | | | | | | | | | | | | |
| 52 | 11 366 800 | 285 503 | 198 470 | | | 1 466 732 | 1 506 544 | 132 013 | 1 707 076 | 17 206 | 661 780 | 267 576 | 409 293 | 113 421 | 179 806 | | 7 742 | 175 039 |
| 52.1 | | 84 625 | 88 360 | 841 959 | | 406 157 | 550 439 | 63 416 | 416 355 | 4 852 | 234 248 | 67 307 | 110 215 | 56 708 | 65 524 | | | 67 607 |
| 52.2 | | 31 923 | 16 520 | 152 460 | | 220 611 | 95 968 | 9 694 | 211 535 | 1 689 | 56 578 | 19 057 | 57 837 | 3 954 | 11 951 | | | 9 921 |
| 52.3 | | 21 125 | 7 860 | 268 952 | | 86 564 | 145 704 | 7 085 | 124 179 | 888 | 38 041 | 22 857 | 15 768 | 7 460 | 10 807 | | | 7 498 |
| 52.4 | | 131 972 | 77 880 | 1 090 614 | | 649 029 | 586 551 | 48 434 | 780 768 | 9 054 | 290 408 | 146 837 | 256 831 | 40 834 | 82 535 | | | 84 553 |
| 52.5 | | 3 018 | 1 310 | 7 160 | | 3 610 | 13 633 | 968 | 4 555 | 58 | 6 627 | 1 939 | 1 033 | 713 | 428 | | | 765 |
| 52.6 | | 9 447 | 3 110 | 166 495 | | 70 108 | 85 171 | 895 | 136 216 | 456 | 24 969 | 6 979 | 18 483 | 1 806 | 5 103 | | | 3 192 |
| 52.7 | | 3 167 | 3 430 | | | 30 653 | 29 378 | 1 521 | 33 432 | 209 | 5 969 | 2 601 | 9 326 | 1 946 | 3 458 | | | 2 503 |
| Turnover (million euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | 1 598 382 | 47 455 | 27 322 | | | 130 491 | 278 878 | 13 340 | 205 434 | 3 828 | 88 005 | 34 997 | 44 242 | 21 701 | 39 199 | 350 468 | | 24 198 |
| 52.1 | | 18 001 | 13 857 | 123 386 | | 50 134 | 141 869 | 6 864 | 69 949 | 1 127 | 20 545 | 9 730 | 11 366 | 12 619 | 16 222 | 162 371 | | 11 180 |
| 52.2 | | 3 556 | 1 479 | 12 503 | | 17 062 | 11 453 | 842 | 15 122 | 235 | 4 778 | 3 022 | 3 842 | 623 | 3 430 | 21 491 | | 1 241 |
| 52.3 | | 3 964 | 1 370 | 32 979 | | 10 584 | 25 840 | 755 | 20 549 | 284 | 5 673 | 3 080 | 1 894 | 1 378 | 3 179 | 12 833 | | 1 074 |
| 52.4 | | 20 146 | 9 924 | 111 675 | | 48 128 | 83 699 | 4 644 | 89 577 | 1 313 | 31 812 | 17 537 | 26 376 | 6 368 | 14 475 | 131 897 | | 10 094 |
| 52.5 | | 231 | 78 | 509 | | 155 | 1 711 | 47 | 235 | 4 | 262 | 125 | 38 | 52 | 91 | 3 173 | | 43 |
| 52.6 | | 1 417 | 399 | 30 891 | | 3 583 | 12 683 | 133 | 8 447 | 55 | 2 651 | 1 369 | 731 | 334 | 1 384 | 17 095 | | 425 |
| 52.7 | | 150 | 255 | | | 844 | 1 624 | 54 | 1 556 | 10 | 341 | 113 | 193 | 127 | 418 | 1 609 | | 139 |
| Value added at factor cost (million euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | | 7 392 | 4 990 | | | 23 579 | 46 711 | 2 419 | 32 182 | 518 | 13 079 | 7 068 | 4 792 | 3 600 | 6 483 | 58 181 | | 4 098 |
| 52.1 | | 2 542 | 1 871 | | | 6 565 | 17 766 | 1 118 | 9 370 | 131 | | 1 450 | 991 | 1 809 | 2 246 | 26 615 | | 1 502 |
| 52.2 | | 630 | 327 | | | 3 159 | 2 685 | 167 | 2 421 | 56 | 949 | 595 | 309 | 152 | 448 | 3 754 | | 172 |
| 52.3 | | 763 | 292 | | | 2 469 | 6 293 | 173 | 3 145 | 38 | 1 114 | 782 | 439 | 304 | 456 | 1 941 | | 209 |
| 52.4 | | 3 954 | 2 326 | | | 10 115 | 16 772 | 894 | 13 785 | 274 | 6 645 | 3 821 | 2 868 | 1 221 | 2 950 | 22 023 | | 2 105 |
| 52.5 | | 36 | 20 | | | 55 | 370 | 13 | 72 | 1 | 65 | 39 | 9 | 12 | 15 | 695 | | 12 |
| 52.6 | | 203 | 55 | | | 811 | 2 097 | 29 | 1 849 | 10 | 619 | 226 | 56 | 53 | 207 | 3 728 | | 50 |
| 52.7 | | 54 | 96 | | | 404 | 728 | 25 | 511 | 6 | 146 | 58 | 81 | 50 | 160 | 426 | | 48 |
| Gross operating surplus (million euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | | 3 171 | 1 616 | | | 12 877 | 15 354 | | 19 416 | 212 | 5 691 | 2 111 | 2 073 | 1 396 | 1 586 | 24 980 | | 1 106 |
| 52.1 | | 706 | 468 | | | 2 611 | 5 253 | | 3 625 | 42 | | 261 | 415 | 617 | 431 | 11 685 | | 456 |
| 52.2 | | 362 | 139 | | | 2 176 | 1 019 | | 2 804 | 25 | 494 | 294 | 157 | 89 | 157 | 1 912 | | 41 |
| 52.3 | | 413 | 71 | | | 1 684 | 2 785 | | 2 135 | 19 | 521 | 319 | 226 | 145 | 78 | 754 | | 45 |
| 52.4 | | 1 523 | 860 | | | 5 625 | 5 453 | | 8 934 | 119 | 2 912 | 1 113 | 1 218 | 473 | 817 | 7 854 | | 532 |
| 52.5 | | 24 | 13 | | | 36 | 158 | | 90 | 1 | 50 | 21 | 2 | 7 | 10 | 526 | | 5 |
| 52.6 | | 118 | 25 | | | 583 | 481 | | 1 489 | 5 | 427 | 81 | 31 | 21 | 41 | 2 141 | | 11 |
| 52.7 | | 27 | 45 | | | 293 | 205 | | 379 | 2 | 86 | 22 | 25 | 25 | 52 | 108 | | 15 |
| Personal costs (million euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | | 4 220 | 3 371 | | | 10 792 | 30 357 | | 12 746 | 306 | 7 413 | 4 957 | 2 719 | 2 244 | 4 897 | 34 201 | | 2 992 |
| 52.1 | | 1 836 | 1 403 | | | 3 954 | 12 513 | | 5 745 | 90 | | 1 183 | 576 | 1 182 | 1 815 | 14 930 | | 1 045 |
| 52.2 | | 299 | 188 | | | 983 | 1 666 | | 616 | 32 | 455 | 301 | 212 | 83 | 202 | 1 842 | | 131 |
| 52.3 | | 350 | 221 | | | 806 | 3 508 | | 1 010 | 19 | 993 | 463 | 214 | 159 | 378 | 1 187 | | 164 |
| 52.4 | | 1 642 | 1 469 | | | 4 490 | 13 319 | | 4 381 | 156 | 3 733 | 2 808 | 1 650 | 749 | 2 133 | 14 168 | | 1 573 |
| 52.5 | | 12 | 7 | | | 19 | 212 | | 22 | 0 | 15 | 18 | 7 | 5 | 189 | | | 6 |
| 52.6 | | 85 | 32 | | | 249 | 1 616 | | 360 | 5 | 193 | 145 | 26 | 32 | 166 | 1 588 | | 39 |
| 52.7 | | 27 | 52 | | | 291 | 523 | | 132 | 4 | 60 | 34 | 36 | 25 | 108 | 319 | | 33 |

Number of persons employed and turnover: 1999 data except for: IRL, NO (1997); L, NL (1998 for number of persons employed); IS (1995).
B, F, A, FIN: all data 1999; E: all data 1997 except for number of persons employed and turnover; IRL, NO: all data 1997; IS: all data 1995.

Source: Eurostat, SBS database

Figure 9 gives an overall picture of activities in retailing (NACE groups) in the EEA (calculated average).

There are two activities that clearly dominate employment and turnover in retail trade:

'Retail sale in non-specialised stores' (NACE Rev.1 52.1), consisting mainly of sales in supermarkets, and 'other retail sale of new goods in specialised stores' (NACE Rev.1 52.4), which comprises stores selling various categories of non-food goods. These two together account for 75% of employment and 81% of turnover.

Nearly half of all businesses in the retail trade are specialised stores selling new goods, and only 11%

are non-specialised stores (NACE Rev.1 52.1).

'Retail sale of food, beverages and tobacco in specialised stores' (NACE Rev.1 52.2) comprises many small stores with relatively few people employed. On the average (calculated) these account for 19% of enterprises, 10% of employment and 7% for turnover in the retail trade.

Only 5% of retailers (calculated average) are engaged in 'retail sale of pharmaceutical and medical goods, cosmetic and toilet articles' (NACE Rev.1 52.3); employment and turnover in this branch each stand at 7%.

'Retail sale not in stores'

(NACE Rev.1 52.6: mail-order houses, stands and markets, etc.) accounts for an appreciable percentage of retailers (11%), but the figures for employment and turnover are only 5% and 4% respectively.

The two remaining activities, 'retail sale of second-hand goods in stores' (NACE Rev.1 52.5) and 'repair of personal and household goods' (NACE Rev.1 52.7) show very low figures for all three variables.

Table 2 and Table 3 provide an overview of the main variables and performance indicators in the retail trade at NACE group level for the countries in the EEA providing data.

Table 3: Retail trade, main indicators by activity (NACE group), 1998

| | EU-15 | B | DK | D | EL | E | F | IRL | I | L | NL | A | P | FIN | S | UK | IS | NO |
|---|-------|-------|-------|-------|----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|-------|
| Number of enterprises per 10 000 inhabitants (units) | | | | | | | | | | | | | | | | | | |
| 52 | | 79.7 | 60.2 | | | 141.3 | 63.2 | 56.4 | 127.4 | 66.6 | 58.0 | 42.6 | 136.2 | 47.2 | 66.3 | 36.5 | 62.5 | 69.7 |
| 52.1 | | 7.4 | 6.7 | 3.7 | | 10.0 | 5.5 | 15.8 | 14.3 | 6.0 | 2.7 | 5.6 | 20.7 | 8.7 | 7.9 | 6.5 | | 13.4 |
| 52.2 | | 12.4 | 8.7 | 4.0 | | 39.7 | 7.7 | 7.8 | 21.2 | 7.3 | 8.3 | 5.8 | 30.8 | 2.6 | 8.3 | 8.5 | | 5.4 |
| 52.3 | | 5.4 | 1.5 | 3.0 | | 8.2 | 4.8 | 3.1 | 5.9 | 3.1 | 2.3 | 2.4 | 4.1 | 2.3 | 1.2 | 1.2 | | 2.4 |
| 52.4 | | 45.7 | 34.5 | 18.3 | | 66.7 | 28.7 | 26.0 | 62.0 | 43.6 | 28.7 | 24.2 | 66.9 | 27.3 | 39.2 | 16.7 | | 39.8 |
| 52.5 | | 2.1 | 2.0 | 0.4 | | 0.6 | 2.3 | 1.1 | 0.6 | 0.8 | 1.9 | 1.2 | 0.5 | 1.5 | 1.8 | 1.0 | | 1.3 |
| 52.6 | | 4.8 | 3.2 | 4.8 | | 11.9 | 11.3 | 0.4 | 18.7 | 4.0 | 12.0 | 2.0 | 6.9 | 1.7 | 3.8 | 1.8 | | 4.1 |
| 52.7 | | 2.0 | 3.6 | | | 4.2 | 2.9 | 2.2 | 4.7 | 1.8 | 2.2 | 1.5 | 6.3 | 3.0 | 4.1 | 0.8 | | 3.4 |
| Number of persons employed per enterprise (units) | | | | | | | | | | | | | | | | | | |
| 52 | | 3.5 | 6.1 | | | 2.5 | 4.0 | 6.4 | 2.2 | 6.0 | 7.3 | 7.8 | 3.1 | 4.7 | 4.1 | | 4.6 | 5.7 |
| 52.1 | | 11.2 | 24.7 | 27.3 | | 8.0 | 16.8 | 10.9 | 4.6 | 18.9 | 56.0 | 15.0 | 4.1 | 12.6 | 11.6 | | | 11.5 |
| 52.2 | | 2.5 | 3.5 | 5.0 | | 1.8 | 2.1 | 3.4 | 1.7 | 5.4 | 4.4 | 4.0 | 1.9 | 2.9 | 2.6 | | | 3.8 |
| 52.3 | | 3.8 | 9.8 | 10.7 | | 2.8 | 5.0 | 6.3 | 2.8 | 6.7 | 10.5 | 11.8 | 4.6 | 6.3 | 12.6 | | | 7.0 |
| 52.4 | | 2.8 | 4.2 | 7.5 | | 2.3 | 3.4 | 5.1 | 2.1 | 4.8 | 6.6 | 7.5 | 3.6 | 2.9 | 3.1 | | | 4.8 |
| 52.5 | | 1.4 | 1.2 | 2.2 | | 1.7 | 1.0 | 2.3 | 1.4 | 1.6 | 2.2 | 2.0 | 2.2 | 0.9 | 1.1 | | | 1.3 |
| 52.6 | | 2.0 | 1.8 | 4.6 | | 1.5 | 1.3 | 6.3 | 1.3 | 2.7 | 1.3 | 4.4 | 1.4 | 2.0 | 2.5 | | | 1.8 |
| 52.7 | | 1.6 | 1.8 | | | 1.9 | 1.7 | 1.9 | 1.5 | 2.8 | 1.7 | 2.2 | 1.7 | 1.3 | 1.8 | | | 1.7 |
| Turnover per person employed (1 000 euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | 140.6 | 166.3 | 137.7 | | | 89.0 | 185.1 | 101.0 | 120.3 | 162.3 | 97.8 | 130.8 | 94.3 | 191.3 | 218.0 | | | 138.2 |
| 52.1 | | 212.7 | 156.8 | 146.5 | | 123.4 | 257.7 | 108.2 | 168.0 | 210.5 | 97.6 | 144.6 | 103.1 | 222.5 | 247.6 | | | 165.4 |
| 52.2 | | 111.4 | 89.5 | 82.0 | | 77.3 | 119.7 | 86.9 | 71.5 | 139.6 | 83.0 | 158.6 | 63.2 | 208.0 | 287.0 | | | 139.1 |
| 52.3 | | 187.6 | 174.3 | 122.6 | | 122.3 | 177.3 | 106.6 | 165.5 | 197.5 | 134.8 | 134.8 | 120.1 | 184.8 | 294.2 | | | 143.3 |
| 52.4 | | 152.6 | 127.4 | 102.4 | | 74.2 | 142.7 | 95.9 | 114.7 | 142.6 | 100.4 | 119.6 | 102.7 | 156.0 | 175.4 | | | 119.4 |
| 52.5 | | 76.7 | 59.6 | 71.2 | | 43.0 | 125.5 | 48.3 | 51.5 | 77.6 | 69.4 | 64.5 | 36.6 | 72.7 | 212.1 | | | 56.2 |
| 52.6 | | 146.9 | 115.5 | 185.5 | | 51.1 | 148.9 | 149.1 | 62.0 | 121.9 | 119.0 | 196.2 | 39.6 | 184.9 | 271.1 | | | 133.3 |
| 52.7 | | 46.9 | 74.2 | | | 27.5 | 55.3 | 35.8 | 45.5 | 42.1 | 49.6 | 43.6 | 20.7 | 65.4 | 120.8 | | | 55.7 |
| Apparent labour productivity (1 000 euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | | 25.9 | 25.5 | | | 20.0 | 32.3 | 18.3 | 20.0 | 30.1 | 19.8 | 26.4 | 11.4 | 31.7 | 27.0 | | | 23.4 |
| 52.1 | | 30.0 | 21.5 | | | 20.0 | 32.3 | 17.6 | 20.0 | 27.1 | | 21.5 | 11.7 | 31.9 | 27.4 | | | 22.2 |
| 52.2 | | 19.8 | 20.1 | | | 10.0 | 28.1 | 17.2 | 20.0 | 33.3 | 16.8 | 31.2 | 6.4 | 38.3 | 23.4 | | | 19.3 |
| 52.3 | | 36.1 | 37.6 | | | 30.0 | 43.2 | 24.4 | 30.0 | 43.1 | 29.3 | 34.2 | 23.4 | 40.7 | 35.1 | | | 27.9 |
| 52.4 | | 24.0 | 30.3 | | | 20.0 | 32.0 | 18.5 | 20.0 | 30.3 | 22.5 | 26.7 | 12.0 | 29.9 | 27.0 | | | 24.9 |
| 52.5 | | 11.9 | 15.7 | | | 10.0 | 27.1 | 13.9 | 20.0 | 19.6 | 17.2 | 19.9 | 7.7 | 16.4 | 8.5 | | | 15.2 |
| 52.6 | | 21.0 | 18.0 | | | 10.0 | 24.6 | 32.6 | 10.0 | 21.9 | 24.8 | 32.4 | 6.1 | 29.4 | 24.5 | | | 15.7 |
| 52.7 | | 16.8 | 28.5 | | | 10.0 | 24.8 | 16.2 | 10.0 | 30.6 | 25.7 | 21.6 | 5.8 | 25.8 | 24.0 | | | 19.4 |
| Unit labour cost (1 000 euro/ECU) | | | | | | | | | | | | | | | | | | |
| 52 | | 22.1 | 19.5 | | | 10.0 | 25.3 | | 20.0 | 20.3 | 13.1 | 21.2 | 8.6 | 21.9 | 24.0 | | | 18.7 |
| 52.1 | | 24.2 | 16.7 | | | 10.0 | 23.5 | | 20.0 | 19.4 | | 18.9 | 8.8 | 21.9 | 23.1 | | | 16.1 |
| 52.2 | | 16.9 | 15.0 | | | 10.0 | 25.6 | | 20.0 | 19.9 | 11.2 | 20.8 | 6.9 | 24.6 | 20.6 | | | 18.0 |
| 52.3 | | 23.4 | 30.5 | | | 10.0 | 27.5 | | 20.0 | 25.4 | 16.8 | 22.1 | 12.6 | 24.0 | 30.8 | | | 24.0 |
| 52.4 | | 21.0 | 22.4 | | | 10.0 | 26.3 | | 20.0 | 20.4 | 15.5 | 21.9 | 8.4 | 21.3 | 23.8 | | | 20.4 |
| 52.5 | | 17.4 | 17.9 | | | 10.0 | 29.3 | | 20.0 | 14.8 | 7.0 | 18.6 | 8.6 | 16.1 | 13.5 | | | 20.5 |
| 52.6 | | 22.4 | 21.4 | | | 10.0 | 27.6 | | 20.0 | 19.6 | 14.4 | 26.9 | 10.5 | 22.7 | 30.3 | | | 21.0 |
| 52.7 | | 23.9 | 27.3 | | | 10.0 | 28.8 | | 20.0 | 21.5 | 27.1 | 23.4 | 8.0 | 23.1 | 28.2 | | | 25.5 |
| Gross operating rate (%) | | | | | | | | | | | | | | | | | | |
| 52 | | 6.7 | 6.1 | | | 11.2 | 5.5 | | 5.5 | 7.5 | 8.7 | 6.0 | 6.3 | 6.2 | 4.2 | 8.5 | | 4.6 |
| 52.1 | | 3.9 | 3.5 | | | 6.5 | 3.7 | | 5.3 | 4.1 | | 2.7 | 4.9 | 4.9 | 2.8 | 8.2 | | 4.1 |
| 52.2 | | 10.2 | 9.7 | | | 11.6 | 8.9 | | 16.0 | 10.5 | 10.5 | 9.7 | 4.6 | 8.4 | 5.0 | 10.1 | | 3.3 |
| 52.3 | | 10.4 | 5.4 | | | 16.6 | 10.8 | | 13.3 | 11.0 | 10.2 | 10.4 | 9.5 | 10.5 | 2.8 | 6.8 | | 4.2 |
| 52.4 | | 7.6 | 8.9 | | | 13.4 | 6.5 | | 11.0 | 9.2 | 9.8 | 6.3 | 6.8 | 7.4 | 5.8 | 7.5 | | 5.3 |
| 52.5 | | 10.3 | 17.5 | | | 24.7 | 9.2 | | 15.1 | 15.5 | 18.9 | 16.4 | 3.5 | 13.0 | 11.3 | 18.4 | | 12.6 |
| 52.6 | | 8.3 | 6.7 | | | 17.2 | 3.8 | | 14.1 | 8.6 | 14.4 | 5.9 | 6.8 | 6.2 | 3.4 | 15.7 | | 2.5 |
| 52.7 | | 18.0 | 18.1 | | | 26.0 | 12.6 | | 22.7 | 27.9 | 30.5 | 19.6 | 11.9 | 19.8 | 12.0 | 10.2 | | 11.0 |

Turnover per person employed. 1999 data except for: IRL, NO (1997); L, NL (1998).

B, F, A, FIN: all data 1999; E: all data 1997 except for turnover per person employed; IRL, NO: all data 1997; IS: all data 1995.

Source: Eurostat, SBS database

➤ ESSENTIAL INFORMATION – METHODOLOGICAL NOTES

Database

This issue of *Statistics in Focus* (SiF) is based on structural business statistics collected under the terms of Council Regulation (EC, EURATOM) No 58/97 of 20 December 1996. The reference data are stored in Eurostat's reference database *New Cronos* (Theme 4 - domain SBS – collection enterpr: annual enterprise statistics – dft file *enter and prelim*).

The figures presented reflect the situation of the database as of 5 September 2001. 1999 data are provisional except for Belgium, France, Austria and Finland.

It also presents data on employment taken from the LFS (Labour Force Survey). These data are collected in accordance with Council Regulation No 577/98, adopted in 1998, which replaced the previous Regulation in order to take account of new statistical requirements. The methodological basis and the contents of this new series of surveys are described in the publication *Labour Force Survey - Methods and Definitions - 1998 edition*.

Data on population used to calculate ratios are taken from Eurostat's *aux_ind* database.

No data are available for those countries or EU aggregates that are not shown in the graphs or tables.

Statistical classification

The data were collected mainly on the basis of the Statistical Classification of Economic Activities in the European Community (NACE Rev.1). This SiF deals with NACE **Division 52** (Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods) groups:

52.1: Retail sale in non-specialised stores;

52.2: Retail sale of food, beverages and tobacco in specialised stores;

52.3: Retail sale of pharmaceutical and medical goods, cosmetics and

toilet articles;

52.4: Other retail sale of new goods in specialised stores;

52.5: Retail sale of second-hand goods in stores;

52.6: Retail sale not in stores;

52.7: Repair of personal and household goods.

Variables

Number of enterprises

A count of the number of enterprises registered to the population concerned in the business register, corrected for errors, particularly frame errors. Dormant units are excluded.

Number of persons employed

The total number of persons who work in the observation unit (employees receiving remuneration, working proprietors and unpaid family workers) as well as outside working persons who belong to the unit and are paid by it. It includes all persons who are on the payroll of the enterprise, whether they are temporarily absent (excluding long-term absences), part-time, seasonal or home workers, apprentices etc. The number of persons employed excludes manpower supplied to the unit by other enterprises and persons carrying out repair and maintenance work in the enquiry unit on behalf of other enterprises.

Turnover

Turnover comprises the totals invoiced by the observation unit during the reference period, which corresponds to market sales of goods or services supplied to third parties. It includes all duties and taxes on the goods and services invoiced by the unit, with the exception of the VAT invoiced by the unit vis-à-vis its customers and other similar deductible taxes directly linked to turnover.

Value added at factor cost

Value added at factor cost is the

gross income from operating activities after adjusting for operating subsidies and indirect taxes.

Personnel costs

Personnel costs are defined as the total remuneration, in cash or in kind, payable by an employer to an employee in return for work done by the latter during the reference period. Personnel costs also include taxes and employees' social-security contributions retained by the unit as well as employers' compulsory and voluntary social contributions.

Gross operating surplus

Gross operating surplus is the surplus generated by operating activities after the labour factor input has been recompensed. It can be calculated from the value added at factor cost less the personnel costs. It is the balance available to the unit which allows it to recompense the providers of own funds and debt, to pay taxes and eventually to finance all or a part of its investment.

The above SBS variables are laid down in Commission Regulation (EC) No 2700/98 of 17 December 1998.

Apparent labour productivity

Apparent labour productivity is defined as value added per person employed.

Unit labour cost

Unit labour cost is defined as personnel costs per employee.

Gross operating rate

Gross operating rate is defined as gross operating surplus/ turnover.

More info on business statistics methodology:

<http://europa.eu.int/comm/eurostat/ramon/>

or

http://forum.europa.eu.int/Public/irc/ds/is/bmethods/info/data/new/main_en.html

The above-mentioned regulations and statistical classification can be downloaded under 'legal texts'.

Further information:

➤ Databases

New Cronos, Theme 4 Domain SBS; Theme 2
Domain AUX IND; Theme 3 Domain LFS

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