

Statistics in focus

INDUSTRY, TRADE AND SERVICES

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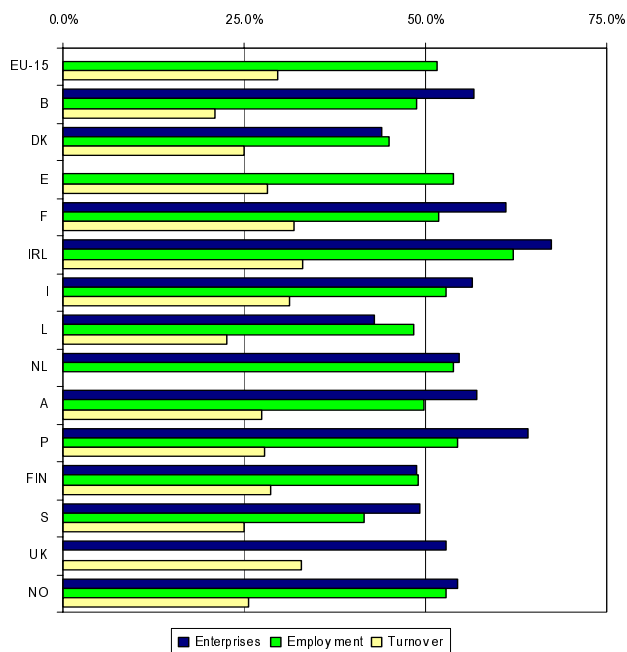
Distributive trades statistics

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



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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.

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.

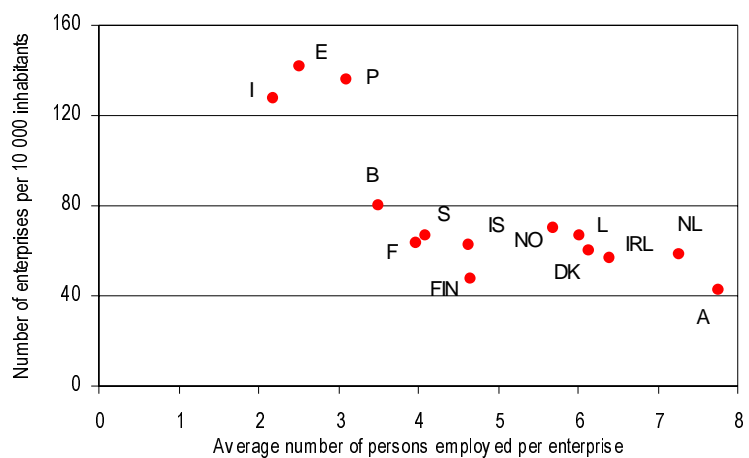
Spain, Italy and Portugal have a high density of very small firms (each employing not more than 3 persons on average). Spain stands out with more than 140 retail businesses for every 10 000 inhabitants. Austria has the largest enterprises and the lowest density, at 43 per 10 000 inhabitants.

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.

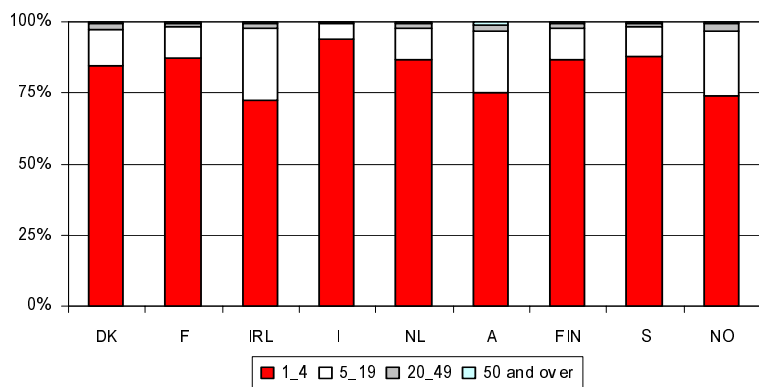
Figure 2: Retail trade, enterprise density and average size of enterprise, 1998



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.

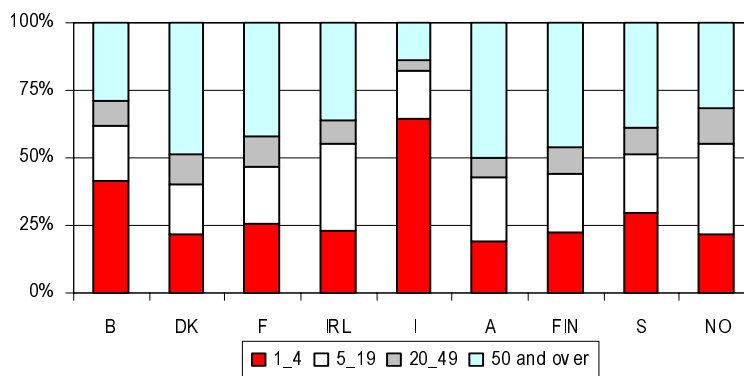
In most countries, self-employment is more common in retailing than in than in the distributive trades as a whole. This reflects the high percentage of small retail businesses that are run by the proprietor herself or himself, without employees. Southern European Member States show particularly high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

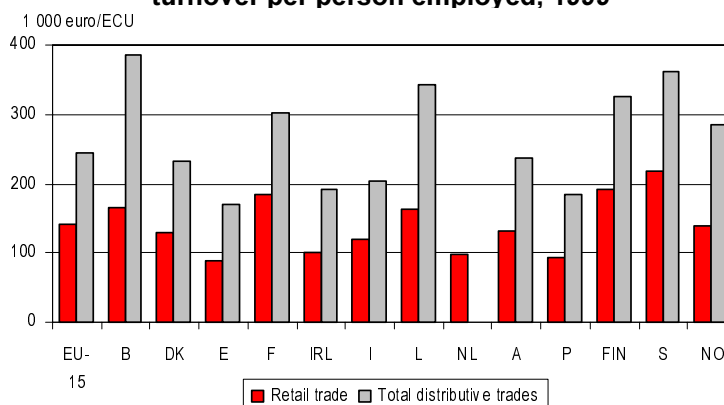
Performance

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).

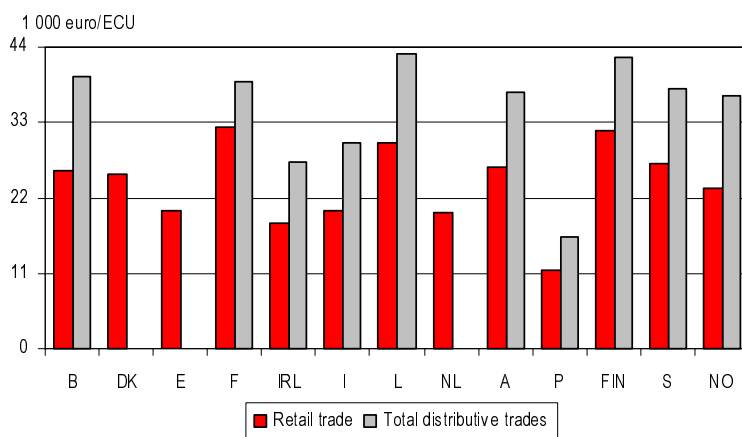
Countries with low productivity generally record low labour costs. This applies to Portugal (ECU 8 800 per employee in 1998) and Spain (ECU 10 000 in 1997). The Netherlands also record relatively low labour costs, but here the figures are affected by the high level of part-time employment and the resulting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

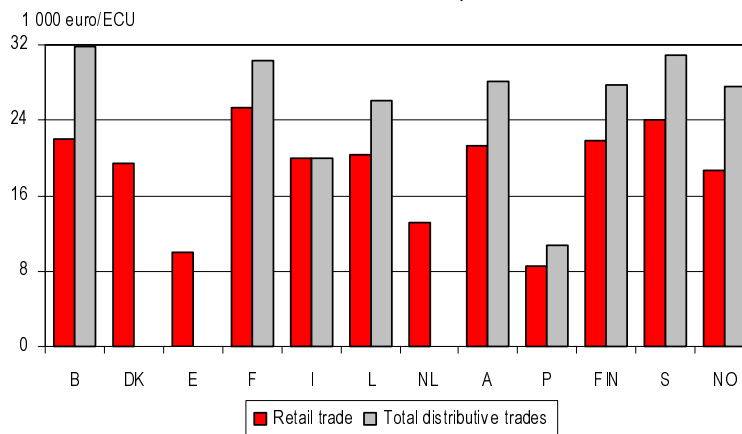
However, these figures should be interpreted cautiously, as the operating result in retailing can be inflated, because it includes the proprietor's income of self-employed businesses, which account for an important part of the retail trade.

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



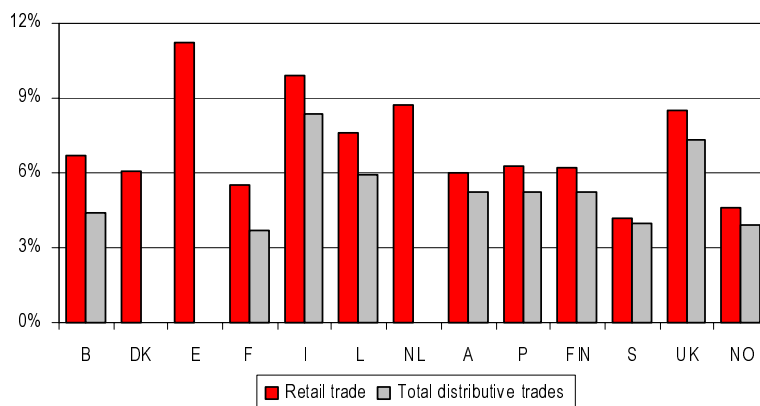
B, F, A, FIN: 1999 data in euro; E, IRL, NO: 1997 data Source: Eurostat, SBS database

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

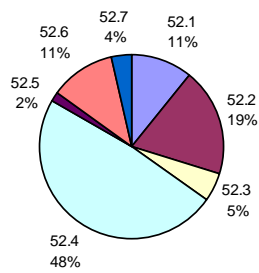


B, F, A, FIN: 1999 data; E, NO: 1997 data Source: Eurostat, SBS database

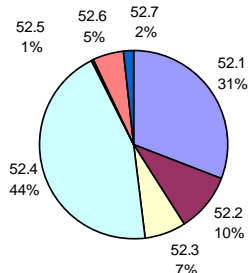
The various retail trade activities

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

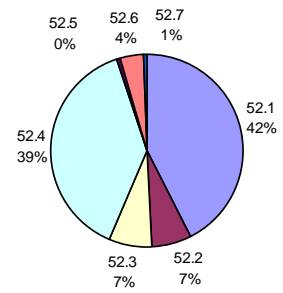
Number of enterprises, 1998



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	58 647	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	4 493	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	795	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	:	262 127	172 475	9 502	356 880	1 872	45 050	19 586	66 732	14 079	34 663	98 847	:	17 525
52.5	:	2 138	1 062	3 265	:	2 296	14 069	412	3 240	36	2 995	983	503	775	1 585	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	469 293	113 421	179 806	:	7 742	175 039
52.1	:	84 621	88 360	841 959	:	406 157	550 439	63 416	416 351	4 852	234 248	67 307	110 215	56 708	65 524	:	:	67 607
52.2	:	31 923	16 520	152 460	:	220 611	95 668	9 694	211 575	1 689	56 578	19 057	57 637	3 954	11 951	:	:	8 921
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	295 408	146 837	256 831	40 834	82 535	:	:	84 553
52.5	:	3 018	1 310	7 150	:	3 610	13 633	968	4 555	58	6 627	1 939	1 033	713	428	:	:	765
52.6	:	9 647	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	:	3 197	3 430	:	:	30 653	29 378	1 521	33 432	209	5 909	2 601	9 326	1 946	3 458	:	:	2 503
Turnover (million euro/ECU)																		
52	1 598 382	47 465	27 322	:	:	130 491	278 878	13 340	205 434	3 028	68 005	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	3 642	823	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	:	20 145	9 924	111 675	:	48 128	83 699	4 644	89 577	1 313	31 812	17 557	26 378	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	359	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	48 711	2 419	32 162	518	13 079	7 068	4 792	3 600	6 483	59 181	:	4 098
52.1	:	2 542	1 871	123 386	:	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	3 421	56	949	595	369	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	:	3 164	2 329	:	:	10 115	18 772	894	13 795	274	6 645	3 921	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	56	61	50	160	426	:	49
Gross operating surplus (million euro/ECU)																		
52	:	3 171	1 619	:	:	12 877	15 354	:	19 416	212	5 661	2 111	2 073	1 356	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	69	157	1 912	:	41
52.3	:	413	71	:	:	1 664	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	:	50	1	50	21	2	7	10	526	:	5
52.6	:	118	23	:	:	563	481	:	1 489	5	427	81	31	21	41	2 141	:	11
52.7	:	27	45	:	:	203	205	:	379	2	86	22	25	25	52	108	:	15
Personnel costs (million euro/ECU)																		
52	:	4 220	3 371	:	:	10 702	33 357	:	12 746	305	7 418	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	:	1 188	576	1 192	1 815	14 930	:	1 045
52.2	:	269	188	:	:	983	1 666	:	616	32	455	301	212	83	292	1 842	:	131
52.3	:	350	221	:	:	806	3 508	:	1 010	19	593	463	214	159	378	1 187	:	164
52.4	:	1 642	1 469	:	:	4 490	13 319	:	4 861	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	5	169	:	6
52.6	:	85	32	:	:	249	1 616	:	360	5	193	145	26	32	166	1 588	:	39
52.7	:	27	52	:	:	201	523	:	132	4	60	34	36	25	108	318	:	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	21.2	:	:	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	46.5	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	24.8	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	:	9.9	7.6	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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