



# FIRST RELEASE



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## BUSINESS STATISTICS

### DISTRIBUTIVE TRADE TURNOVER INDICES IN BIH, III QUARTER 2020

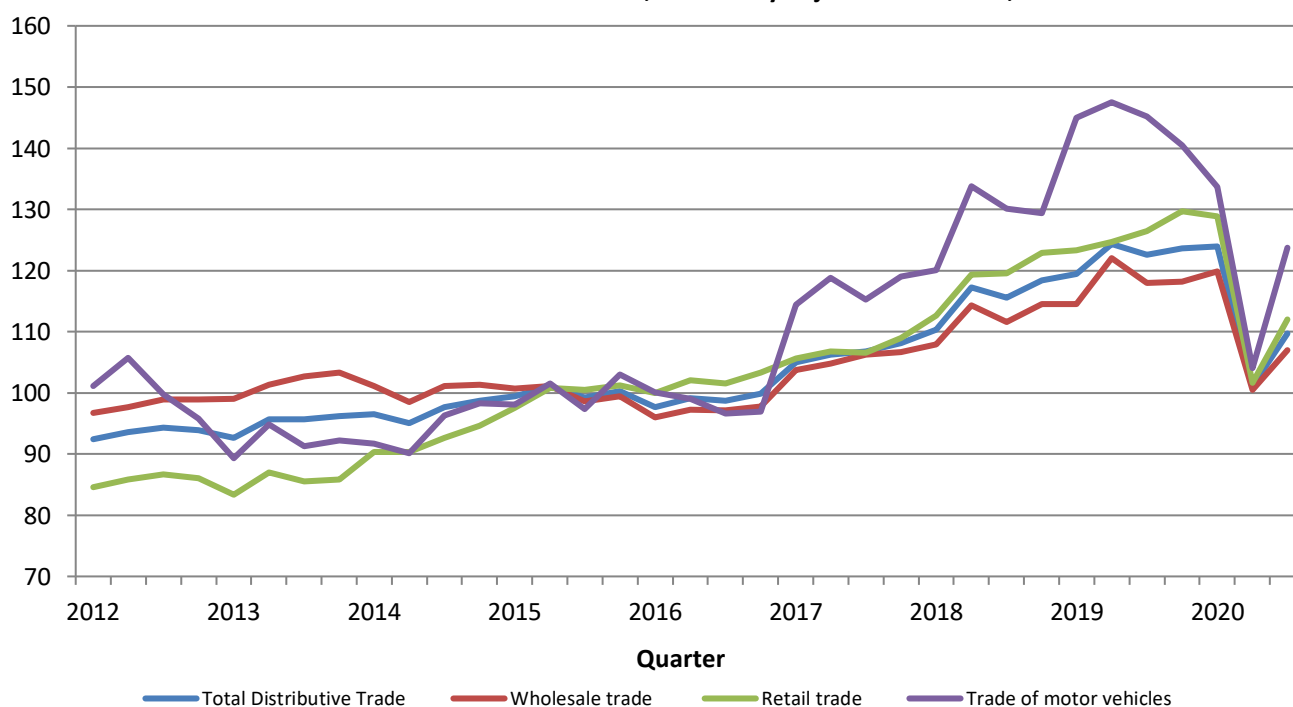
The total seasonally adjusted distributive trade turnover in the third quarter of 2020 in BiH increased by 8.5% compared with the second quarter of 2020. An increase in turnover was recorded in wholesale trade by 6.5%, in retail trade by 10.2% and wholesale and retail trade of motor vehicles and motorcycles decreased by 19.0%.

The highest largest increase in turnover was recorded in motorcycles, parts and accessories for motorcycles and maintenance and repair of motorcycles in the amount of 44.3%, while the largest decrease in turnover was recorded in retail trade of cultural and recreational goods in specialized stores in the amount of 15.8%.

Indices of distributive trade turnover in BiH in the third quarter of 2020 increased by 9.7% compared to the base (2015) year. The increase in turnover was recorded in wholesale trade and retail trade motor vehicles and motorcycles by 23.8% and in the retail trade by 12.0%, while the wholesale trade decreased by 7.0% compared to the base year (2015).

The data are seasonally adjusted.

Indices of Distributive Trade Turnover, seasonally adjusted series BiH, 2015=100

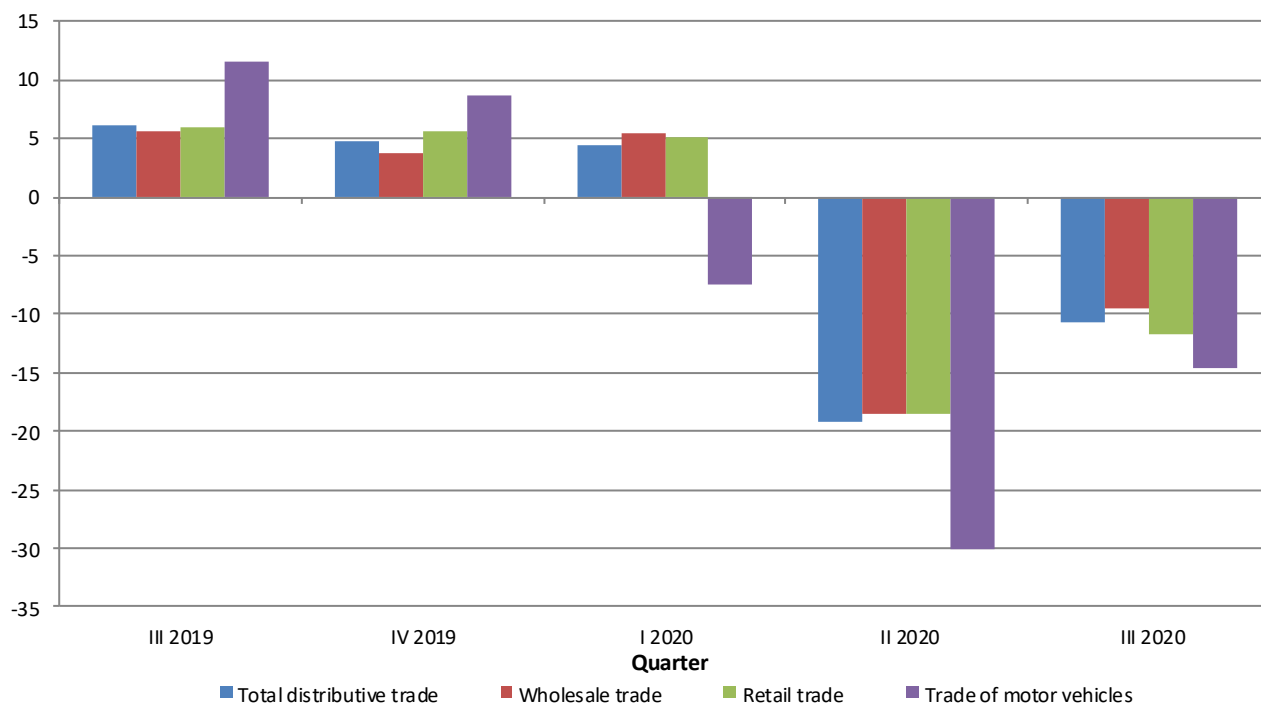


Total distributive trade turnover in BiH, working day adjusted, in the third quarter of 2020 recorded a decrease of 10.7% compared with the same quarter of the previous year. The turnover decreased in wholesale and retail trade of motor vehicles and motorcycles by 14.7%, in wholesale trade by 9.5% and in retail trade by 11.7%.

The highest increase in turnover was recorded in Sales, maintenance and repair of motorcycles and related parts and accessories by 104.0%, while the largest decrease was recorded in the Retail sale of automotive fuel in specialised stores by 29.8%.

Data are working day adjusted.

**Annual growth rates in Distributive Trade, working day adjusted series BiH**



In the structure of total trade turnover (gross, non-adjusted data) in the third quarter of 2020 the greatest share is realized in the wholesale trade (55.5%), followed by retail trade (39.0%) and trade and maintenance of motor vehicles and motorcycles (5.5%).

**Table 1: Basic value indicators of distributive trade turnover in BiH**

Name of activity- KD BiH 2010	seasonally adjusted data				working day adjusted data		
	<u>III 2020</u>	<u>II 2020</u>	<u>III 2020</u>	<u>III 2020</u>	<u>III 2020</u>	<u>II 2020</u>	<u>I 2020</u>
	II 2020	I 2020	ø2019	ø2015	III 2019	II 2019	I 2019
Total distributive trade	8.5	-18.5	-10.4	9.7	-10.7	-19.2	4.5
Wholesale and retail trade of motor vehicles and motorcycles	19.0	-22.2	-14.4	23.8	-14.7	-30.0	-7.5
Wholesale trade	6.5	-16.2	-9.5	7.0	-9.5	-18.5	5.4
Retail trade	10.2	-21.1	-11.1	12.0	-11.7	-18.5	5.0

*\*data for the previous period are revised*

Table 2: Quarterly growth rates of distributive trade turnover calculated from value indices

Code KD BiH 2010	Activity- KD BiH 2010	<u>III 2019</u> II 2019	<u>IV 2019</u> III 2019	<u>I 2020</u> IV 2019	<u>II 2020</u> I 2020	<u>III 2020</u> II 2020
G	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	-1.4	0.9	0.3	-18.5	8.5
45	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	-1.6	-3.3	-4.8	-22.2	19.0
45.1	Sale of motor vehicles	0.0	-4.7	-8.0	-26.1	27.9
45.2	Maintenance and repair of motor vehicles	-8.2	-2.7	-3.8	-27.2	25.0
45.3	Sale of motor vehicle parts and accessories	-2.3	-1.4	-0.7	-16.5	7.6
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	-0.6	17.7	17.7	2.5	44.3
46	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	-3.3	0.1	1.5	-16.2	6.5
46.1	Wholesale on a fee or contract basis	-14.8	1.3	-1.3	-16.3	16.2
46.2	Wholesale of agricultural raw materials and live animals	3.1	5.9	3.9	3.6	1.6
46.3	Wholesale of food, beverages and tobacco	0.8	-2.2	8.0	-15.6	6.0
46.4	Wholesale of household goods	-2.5	1.3	2.0	-12.3	7.3
46.5	Wholesale of information and communication equipment	0.4	10.6	-2.3	3.8	7.8
46.6	Wholesale of other machinery, equipment and supplies	-9.6	0.2	-15.4	-14.6	8.5
46.7	Other specialised wholesale	-6.0	-0.5	-0.5	-21.5	5.4
46.9	Non-specialised wholesale trade	-1.0	1.0	1.4	-15.4	7.3
47	<b>Retail trade, except of motor vehicles and motorcycles</b>	1.5	2.5	-0.6	-21.1	10.2
47.3	Retail sale of automotive fuel in specialised stores	3.3	-1.7	-8.3	-29.9	11.2
47-47.3	Retail trade, excluding retail trade of automotive fuel	0.9	4.1	2.1	-18.3	9.9

\* seasonally adjusted data

\*data for the previous period are revised

Table 3: Annual growth rates of distributive trade turnover calculated from value indices

Code KD BiH 2010	Activity- KD BiH 2010	IV 2019 IV 2018	I 2020 I 2019	II 2020 II 2019	III 2020 III 2019	I-III 2020 I-III 2019
G	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	4.7	4.5	-19.2	-10.7	-9.3
45	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	8.7	-7.5	-30.0	-14.7	-18.0
45.1	Sale of motor vehicles	8.1	-4.9	-35.2	-17.0	-20.2
45.2	Maintenance and repair of motor vehicles	-0.6	-11.2	-38.2	-14.6	-22.2
45.3	Sale of motor vehicle parts and accessories	11.3	-10.5	-20.1	-11.9	-14.3
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	38.1	29.4	25.9	104.0	53.4
46	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	3.7	5.4	-18.5	-9.5	-8.5
46.1	Wholesale on a fee or contract basis	-7.4	2.2	-28.7	-2.7	-11.7
46.2	Wholesale of agricultural raw materials and live animals	12.9	13.4	18.1	17.8	16.4
46.3	Wholesale of food, beverages and tobacco	11.1	14.3	-10.1	-5.5	-1.7
46.4	Wholesale of household goods	7.4	11.4	-14.4	-2.3	-2.2
46.5	Wholesale of information and communication equipment	22.5	11.1	11.0	22.8	15.2
46.6	Wholesale of other machinery, equipment and supplies	15.1	-10.5	-35.4	-21.5	-23.8
46.7	Other specialised wholesale	-3.7	-2.2	-27.4	-18.2	-17.1
46.9	Non-specialised wholesale trade	3.0	7.6	-14.9	-7.3	-5.7
47	<b>Retail trade, except of motor vehicles and motorcycles</b>	5.6	5.0	-18.5	-11.7	-9.2
47.3	Retail sale of automotive fuel in specialised stores	4.6	-4.1	-34.8	-29.8	-24.5
47-47.3	Retail trade, excluding retail trade of automotive fuel	6.0	8.1	-12.6	-4.7	-3.7

*working day adjusted data*

*\*data for the previous period are revised*

Table 4: Quarterly value indices of distributive trade turnover, 2015=100

Code KD BiH 2010	Activity- KD BiH 2010	2019		2020		
		III	IV	I	II	III
<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	122.6	123.6	124.0	101.1	109.7
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	145.2	140.4	133.7	104.0	123.8
45.1	Sale of motor vehicles	163.3	155.6	143.2	105.9	135.4
45.2	Maintenance and repair of motor vehicles	135.4	131.7	126.7	92.3	115.4
45.3	Sale of motor vehicle parts and accessories	127.0	125.3	124.4	103.9	111.9
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	104.5	123.0	144.8	148.4	214.2
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	118.0	118.1	119.9	100.5	107.0
46.1	Wholesale on a fee or contract basis	92.8	94.0	92.8	77.7	90.3
46.2	Wholesale of agricultural raw materials and live animals	106.8	113.1	117.5	121.8	123.7
46.3	Wholesale of food, beverages and tobacco	110.9	108.5	117.2	98.9	104.9
46.4	Wholesale of household goods	121.6	123.2	125.7	110.3	118.3
46.5	Wholesale of information and communication equipment	115.3	127.6	124.6	129.4	139.4
46.6	Wholesale of other machinery, equipment and supplies	212.1	212.6	179.8	153.5	166.5
46.7	Other specialised wholesale	125.4	124.7	124.1	97.4	102.7
46.9	Non-specialised wholesale trade	103.7	104.7	106.2	89.8	96.3
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	126.5	129.7	128.9	101.7	112.0
47.3	Retail sale of automotive fuel in specialised stores	134.5	132.2	121.2	84.9	94.4
47-47.3	Retail trade, excluding retail trade of automotive fuel	123.7	128.8	131.6	107.4	118.1

\* seasonally adjusted data

\*data for the previous period are revised

Table 5: Distributive trade turnover indices - gross (non-adjusted) series

Code KD BiH 2010	Activity- KD BiH 2010	growth rates			turnover indices 2015=100				
		III 2020	III 2020	III 2020	III 2019	IV 2019	I 2020	II 2020	III 2020
		II 2020	III 2019	ø2019					
<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	17.1	-10.7	-2.8	133.3	128.3	107.1	101.7	119.1
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	19.3	-14.7	-12.5	147.7	152.2	116.1	105.7	126.1
45.1	Sale of motor vehicles	20.1	-17.0	-13.6	165.0	153.4	132.1	113.9	136.9
45.2	Maintenance and repair of motor vehicles	33.3	-14.6	-12.4	141.5	146.8	103.7	90.7	120.9
45.3	Sale of motor vehicle parts and accessories	15.5	-11.9	-11.8	129.8	152.3	100.6	99.0	114.3
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	52.4	97.9	158.1	128.7	73.8	101.3	167.1	254.8
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	15.1	-10.2	-2.8	128.6	123.4	104.2	100.4	115.5
46.1	Wholesale on a fee or contract basis	23.8	-2.7	3.6	103.7	98.9	74.2	81.4	100.8
46.2	Wholesale of agricultural raw materials and live animals	-8.4	17.8	13.1	100.9	98.6	126.2	129.9	118.9
46.3	Wholesale of food, beverages and tobacco	15.2	-5.5	6.9	122.4	111.4	99.8	100.4	115.7
46.4	Wholesale of household goods	19.4	-7.2	-3.2	131.3	133.7	121.0	102.0	121.9
46.5	Wholesale of information and communication equipment	15.5	22.8	16.2	111.2	151.4	112.2	118.2	136.6
46.6	Wholesale of other machinery, equipment and supplies	14.4	-21.5	-19.4	222.1	240.8	149.5	152.6	174.4
46.7	Other specialised wholesale	14.1	-18.2	-10.6	139.4	127.4	103.4	99.9	114.1
46.9	Non-specialised wholesale trade	15.5	-7.3	-0.1	111.6	110.6	93.4	89.6	103.5
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	19.9	-10.8	-1.2	138.5	132.4	110.3	103.0	123.5
47.3	Retail sale of automotive fuel in specialised stores	26.8	-29.8	-18.1	152.8	136.3	100.7	84.5	107.2
47-47.3	Retail trade, excluding retail trade of automotive fuel	18.0	-3.3	5.0	133.6	131.1	113.6	109.4	129.1

\*data for the previous period are revised

**Appendix: Extract from Classification of Activities - KD BiH 2010.**

Code KD BiH 2010	Activity - KD BiH 2010
<b>G</b>	<b>Wholesale and retail trade; repair of motor vehicles and motorcycles</b>
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>
45.1	Sale of motor vehicles
45.2	Maintenance and repair of motor vehicles
45.3	Sale of motor vehicle parts and accessories
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>
46.1	Wholesale on a fee or contract basis
46.2	Wholesale of agricultural raw materials and live animals
46.3	Wholesale of food, beverages and tobacco
46.4	Wholesale of household goods
46.5	Wholesale of information and communication equipment
46.6	Wholesale of other machinery, equipment and supplies
46.7	Other specialised wholesale
46.9	Non-specialised wholesale trade
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>
47.1	Retail sale in non-specialised stores
47.2	Retail sale of food, beverages and tobacco in specialised stores
47.3	Retail sale of automotive fuel in specialised stores
47.4	Retail sale of information and communication equipment in specialised stores
47.5	Retail sale of other household equipment in specialised stores
47.6	Retail sale of cultural and recreation goods in specialised stores
47.7	Retail sale of other goods in specialised stores
47.8	Retail sale via stalls and markets
47.9	Retail trade not in stores, stalls or markets

## **METHODOLOGY NOTES**

### **Aim of the survey**

Services statistics take an important place in the national economy and have a major role in recent decades. The reason for this is the large number of business entities engaged in services, especially in trade activities, and the fact they have a significant contribution in realized turnover of BiH.

Primary goal of distributive trade statistics is to provide timely information on change of level of realized turnover and other relevant indicators. The distributive trade turnover index is one of the key indicators of economic activity in the country, which helps government bodies, and private sector enterprises in the decision-making process. It is also applied for the estimation of trade sector output, household consumption, as well as in the calculation of national accounts. Survey methodology is completely harmonized with the one prescribed by Council Regulation (EC) No.1165/98 concerning short-term statistics from the 1998 (Annex D) and its amendments (hereinafter EU STS regulation) and with Eurostat recommendations for this statistical area.

### **Coverage**

The survey comprises business entities /legal units which are, by the main activity, registered within trade activity (section G- KD BiH 2010), and in minor extent businesses which are, according to their main activity, classified in other activities (industry, construction, hotels and restaurants etc.), but also perform trade activities. For the purpose of the survey, Classification of Activities in Bosnia and Herzegovina - KD BiH 2010 was used, and it is fully compliant with the European Classification of Economic Activities - NACE Rev. 2. The survey covers the entire territory of Bosnia and Herzegovina. Entrepreneurs are not included.

### **Sample design**

In conducting survey on distributive trade in BiH the combined method of full coverage and stratified random sampling is used. The sample is divided into strata according to class of financial data (financial report of the previous year) and the activity of business entity (divisions 45, 46 and 47-KD BiH 2010). As an additional stratification variable, the number of employees is used. The chosen sample on distributive trade in 2020 is representative at the level of Bosnia and Herzegovina and at the level of the Federation of BiH, Republic of Srpska and District Brčko.

### **Data collection and processing**

The three statistical institutions in BiH participate in conducting the survey. The main observation variable is the quarterly turnover of business entity, excluding VAT, which is in accordance with EU-STS regulation separately stated. Data collected from the reporting units, using the form K KPS TRG 02, is the basis for the evaluation data for the total population. Aggregation of turnover at higher levels (division, section or special aggregates) of activity is carried out prior to the compilation of indices.

### **Index compilation**

Distributive trade indices are calculated compared with the new base year (2015), from the first quarter 2018, which is revised every five years according to the EU-STS regulations. EU Regulation (EC) No 472/2008 prescribes the application of 2015 as a base year, starting from January 2018 in all EU member states. Value index of distributive trade is expressed in current prices (unadjusted for price change).

### **Seasonal and working day adjustment of index**

The statistical institutions in BiH, taking into account data dissemination in the EU, are publishing indices in the following forms:

- original (unadjusted) indices,
- seasonally adjusted indices – deseasoned indices (SA – seasonally adjusted) and
- calendar adjusted indices (WDA- working-day adjusted)

Since the seasonally and calendar adjusted indices are far more significant and representative for the users of statistical data, they are listed in tabular form.

Seasonal adjustment means that the data are adjusted for seasonal influences and calendar days. Quarterly indices and growth rates are, according to Eurostat's recommendations, presented and interpreted in seasonally adjusted form. Calendar adjustment implies that the data are adjusted for the impact of calendar and workdays. The data that are compared with the data from the same period of the previous year are presented and interpreted in the calendar adjusted form of an index or growth rate. When these calendar effects significantly affect the observed time series, it is necessary to remove them.



Calendar and seasonal adjustment are performed in the JDemetra+ application (version 2.2.1) using the TRAMO-SEATS method in the series of monthly data and in accordance with the Eurostat guidelines.

Because of the characteristics of the applied method of adjustment, adding new quarterly observations in the series may lead to a certain changes to the earlier, already published seasonally and calendar-adjusted index series.

### Data dissemination

The results of the survey are expressed in the form of indices and growth rates and since 2014 are published on a regular quarterly basis in the form of press releases on the website of the Agency for Statistics of BiH ([www.bhas.gov.ba](http://www.bhas.gov.ba)). The presentation and interpretation of the index are completely in line with those prescribed by EU-STS regulation allowing national and international users to compare the BiH distributive trade index with indices of other countries.

### Data revision

Regular press releases on distributive trade are published in the quarterly dynamics and contain preliminary data. Data revision implies that the data for the previous quarter (t-1) are revised in accordance with new information, and it is possible that the data published after revision differ from previously published, preliminary data. In the press release is clearly stated on which data are used so that users of statistical data can properly interpret them. For any change of the data and the reasons for doing that, users will be informed in an appropriate and transparent manner, in regular quarterly press releases and other publications for the public as well as on the website of the Agency for Statistics of BiH.

### Definitions

**Turnover** is the total invoiced amount that a business entity invoice to third parties for goods sold or service provided in the retail trade during the reference period, and it corresponds to the market value. Includes costs associated with the sale, such as transportation, packaging, etc. that are transferred to the customer, even if these amounts are stated separately on invoices. Value Added Tax (VAT) is excluded from the turnover.

**Distributive trade** consists of all types of trade activities, from supplying goods from the producer to distributing them to the final consumer. It comprises wholesale trade on own account, wholesale on a fee or contract basis, retail trade and repair of motor vehicles and motorcycles and personal and household goods.

**Wholesale trade** is an activity of sale and resale of goods to industrial, trading and professional users and organisations as well as to other business entities engaged in wholesale and retail trade. It also includes transit goods trade (sales of goods, which is by a vendor's order directly delivered to a customer without being previously stored at the salesman's).

**Retail trade** includes the sale of goods to final consumers or households (for personal consumption or for using in household).

### Abbreviations

DB- District Brčko

EU- European Union

Eurostat- Statistical Office of the European Communities

FIS- Federal Institute of Statistics of the Federation of BiH

KD BiH 2010- Classification of activities of Bosnia and Herzegovina 2010

NACE Rev.2- European Classification of economic Activities

RSIS- - Republika Srpska Institute of Statistics

SBR- Statistical Business Register

s.s.- specialised stores

n.s.-non-specialised stores

- no occurrence

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First Release data are also published on the Internet

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