



# FIRST RELEASE



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## BUSINESS STATISTICS

### DISTRIBUTIVE TRADE TURNOVER INDICES IN BIH, I QUARTER 2022

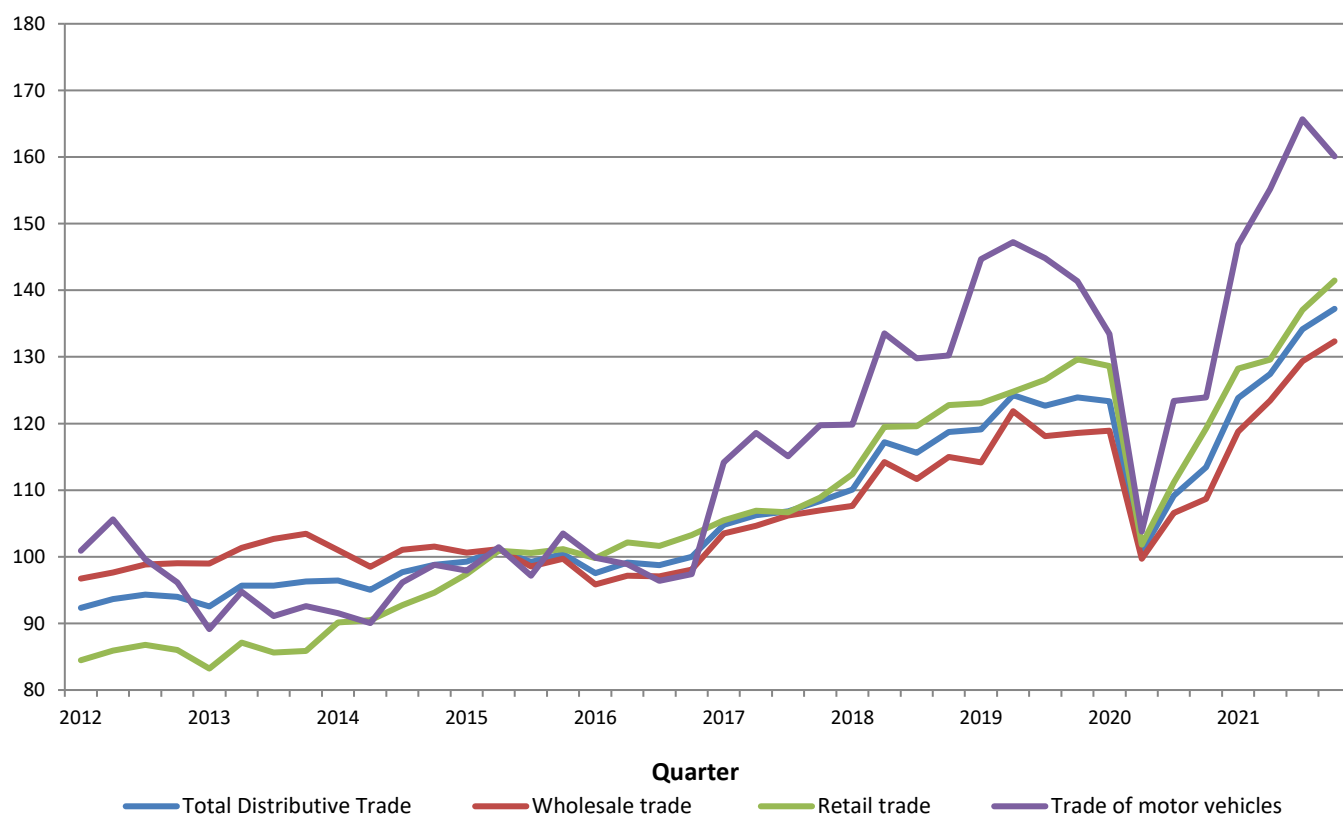
The total seasonally adjusted distributive trade turnover in the first quarter of 2022 in BiH increased by 13.0% compared with the fourth quarter of 2021. An increase in turnover was recorded in wholesale and retail trade of motor vehicles and motorcycles wholesale trade by 2.1%, in wholesale trade by 15.3% and retail trade by 11.5%.

The largest increase in turnover was realized in the activity of Other specialised wholesale in the amount of 29.6%, while the decrease in turnover was realized in the activity of Sale of motor vehicles in the amount of 2.8%.

Indices of distributive trade turnover in BiH in the first quarter of 2022 increased by 56.4% compared to the base (2015) year. The increase in turnover was recorded in wholesale and retail trade of motor vehicles and motorcycles by 63.7%, in retail trade by 58.2%, and in wholesale trade by 54.5% compared to the base (2015) year.

The data are seasonally adjusted.

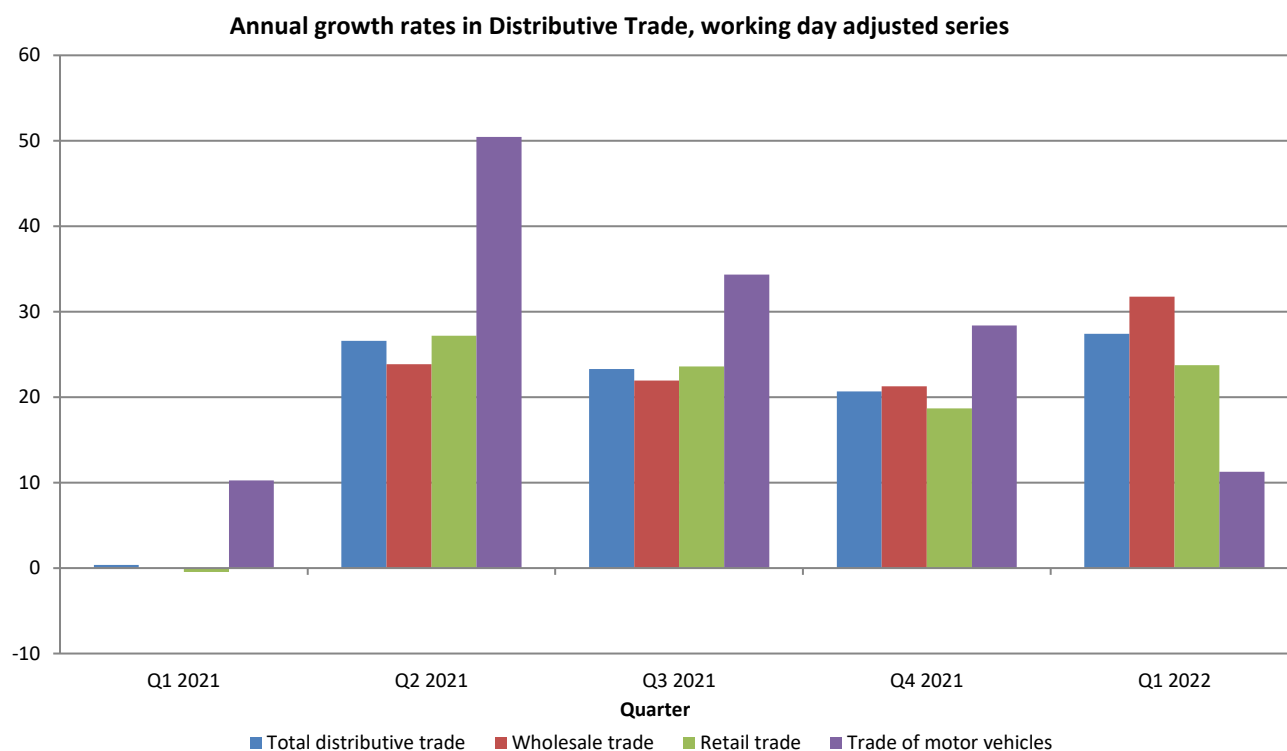
Indices of Distributive Trade Turnover, seasonally adjusted series BiH, 2015=100



Total distributive trade turnover in BiH, working day adjusted, in the first quarter of 2022 recorded an increase of 27.4% compared with the same quarter of the previous year. The turnover increased in wholesale and retail trade of motor vehicles and motorcycles by 11.3%, in wholesale trade by 31.8% and in retail trade by 23.8%.

The highest increase in turnover was recorded in Sales, maintenance and repair of motorcycles and related parts and accessories by 71.8%, while the largest decrease was recorded in the Wholesale of other machinery, equipment and supplies by 59.4%.

Data are working day adjusted.



In the structure of total trade turnover (gross, non-adjusted data) in the first quarter of 2022, the greatest share is realized in the wholesale trade (57.1%), followed by retail trade (37.4%) 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		
	I 2022	IV 2021	I 2022	I 2022	I 2022	IV 2021	III 2021
	IV 2021	III 2021	ø2021	ø2015	I 2021	IV 2020	III 2020
Total distributive trade	13.0	2.7	19.6	56.4	27.4	20.7	23.3
Wholesale and retail trade of motor vehicles and motorcycles	2.1	-3.0	4.3	63.7	11.3	28.4	34.4
Wholesale trade	15.3	2.9	22.4	54.5	31.8	21.3	22.0
Retail trade	11.5	3.3	17.9	58.2	23.8	18.7	23.6

*\*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	I 2021 IV 2020	II 2021 I 2021	III 2021 II 2021	IV 2021 III 2021	I 2022 IV 2021
G	Wholesale and retail trade, repair of motor vehicles and motorcycles	7,7	3,5	5,9	2,7	13,0
45	Wholesale and retail trade and repair of motor vehicles and motorcycles	18,0	5,6	6,6	-3,0	2,1
45.1	Sale of motor vehicles	20,4	7,2	3,1	0,9	-2,8
45.2	Maintenance and repair of motor vehicles	-4,4	11,7	11,7	-18,2	27,4
45.3	Sale of motor vehicle parts and accessories	19,2	2,3	10,6	-5,5	4,9
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	22,6	28,5	19,4	9,4	5,2
46	Wholesale trade, except of motor vehicles and motorcycles	7,1	4,9	5,8	2,9	15,3
46.1	Wholesale on a fee or contract basis	25,3	-5,2	3,8	-0,7	8,9
46.2	Wholesale of agricultural raw materials and live animals	0,6	2,4	6,8	-1,0	3,2
46.3	Wholesale of food, beverages and tobacco	7,0	3,3	9,3	-2,2	5,7
46.4	Wholesale of household goods	-1,1	8,8	2,3	0,9	5,2
46.5	Wholesale of information and communication equipment	-5,2	1,5	1,6	3,1	2,0
46.6	Wholesale of other machinery, equipment and supplies	-2,2	-2,3	0,0	-3,6	19,7
46.7	Other specialised wholesale	12,4	6,8	6,8	7,2	29,6
46.9	Non-specialised wholesale trade	8,3	2,9	3,9	4,2	6,4
47	Retail trade, except of motor vehicles and motorcycles	6,9	1,4	6,0	3,3	11,5
47.3	Retail sale of automotive fuel in specialised stores	17,4	4,9	9,8	4,0	23,0
47-47.3	Retail trade, excluding retail trade of automotive fuel	4,0	0,3	4,7	3,1	7,5

\* 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	I 2021 I 2020	II 2021 II 2020	III 2021 III 2020	IV 2021 IV 2020	I 2022 I 2021
G	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	0,4	26,6	23,3	20,7	27,4
45	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	10,3	50,5	34,4	28,4	11,3
45.1	Sale of motor vehicles	13,4	64,6	32,5	34,2	8,2
45.2	Maintenance and repair of motor vehicles	-11,1	37,6	25,2	-3,4	30,2
45.3	Sale of motor vehicle parts and accessories	9,4	33,4	37,5	27,3	12,1
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	99,8	168,2	145,2	108,9	71,8
46	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	-0,1	23,8	22,0	21,3	31,8
46.1	Wholesale on a fee or contract basis	22,5	36,6	21,4	22,4	6,4
46.2	Wholesale of agricultural raw materials and live animals	12,5	5,1	21,4	9,6	13,0
46.3	Wholesale of food, beverages and tobacco	-5,6	15,0	18,8	18,1	16,7
46.4	Wholesale of household goods	-0,6	25,4	17,6	10,4	18,4
46.5	Wholesale of information and communication equipment	3,1	1,3	-3,1	-1,1	11,0
46.6	Wholesale of other machinery, equipment and supplies	3,5	13,2	2,8	-9,0	13,6
46.7	Other specialised wholesale	2,0	35,1	33,6	36,8	59,4
46.9	Non-specialised wholesale trade	-2,0	19,6	15,3	20,4	18,7
47	<b>Retail trade, except of motor vehicles and motorcycles</b>	-0,4	27,2	23,6	18,7	23,8
47.3	Retail sale of automotive fuel in specialised stores	0,7	49,1	46,9	40,6	47,3
47-47.3	Retail trade, excluding retail trade of automotive fuel	-0,8	21,3	16,9	12,5	16,5

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	2021				2022
		I	II	III	IV	I
G	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	122,8	127,2	134,7	138,3	156,4
45	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	146,8	155,0	165,3	160,4	163,7
45.1	Sale of motor vehicles	162,1	173,7	179,0	180,6	175,4
45.2	Maintenance and repair of motor vehicles	112,0	125,1	139,7	114,4	145,7
45.3	Sale of motor vehicle parts and accessories	135,5	138,6	153,2	144,8	151,9
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	306,7	394,2	470,5	514,9	541,5
46	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	117,4	123,1	130,2	134,0	154,5
46.1	Wholesale on a fee or contract basis	111,8	106,0	110,0	109,2	118,9
46.2	Wholesale of agricultural raw materials and live animals	133,5	136,7	146,0	144,5	149,1
46.3	Wholesale of food, beverages and tobacco	107,5	111,1	121,4	118,7	125,5
46.4	Wholesale of household goods	125,9	136,9	140,2	141,4	148,8
46.5	Wholesale of information and communication equipment	131,2	133,3	135,4	139,6	142,4
46.6	Wholesale of other machinery, equipment and supplies	177,2	173,1	173,2	166,9	199,8
46.7	Other specialised wholesale	122,0	130,3	139,2	149,3	193,5
46.9	Non-specialised wholesale trade	104,0	107,0	111,2	115,9	123,3
47	<b>Retail trade, except of motor vehicles and motorcycles</b>	127,8	129,5	137,3	141,8	158,2
47.3	Retail sale of automotive fuel in specialised stores	120,7	126,6	139,0	144,6	177,8
47-47.3	Retail trade, excluding retail trade of automotive fuel	130,2	130,6	136,7	140,9	151,4

\* 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				
		I 2022 IV 2021	I 2022 I 2021	I 2022 ø2021	I 2021	II 2021	III 2021	IV 2021	I 2022
G	Wholesale and retail trade, repair of motor vehicles and motorcycles	-3,8	27,2	4,5	107,4	128,1	145,9	142,1	136,7
45	Wholesale and retail trade and repair of motor vehicles and motorcycles	-16,8	11,4	-9,1	128,0	159,2	169,3	171,6	142,7
45.1	Sale of motor vehicles	-8,2	8,2	-6,7	149,9	187,6	181,4	176,7	162,2
45.2	Maintenance and repair of motor vehicles	-0,9	30,2	-1,9	92,2	124,8	151,3	121,1	120,0
45.3	Sale of motor vehicle parts and accessories	-29,4	12,1	-14,0	110,0	132,0	157,1	174,7	123,4
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories	33,8	106,4	10,4	226,1	536,1	580,2	349,0	466,9
46	Wholesale trade, except of motor vehicles and motorcycles	-0,7	31,8	8,2	103,7	123,6	140,2	137,7	136,7
46.1	Wholesale on a fee or contract basis	-15,1	6,4	-11,9	90,6	111,3	122,4	113,5	96,4
46.2	Wholesale of agricultural raw materials and live animals	23,0	13,0	16,0	142,0	136,5	144,4	130,5	160,5
46.3	Wholesale of food, beverages and tobacco	-12,0	16,7	-7,2	91,5	112,7	134,5	121,4	106,8
46.4	Wholesale of household goods	-7,9	18,4	4,2	120,2	128,0	143,6	154,5	142,3
46.5	Wholesale of information and communication equipment	-21,9	11,0	-3,3	116,6	119,7	133,2	165,7	129,4
46.6	Wholesale of other machinery, equipment and supplies	-5,7	13,6	0,9	152,8	172,6	178,6	184,0	173,5
46.7	Other specialised wholesale	14,0	59,4	24,4	105,5	135,0	152,4	147,5	168,1
46.9	Non-specialised wholesale trade	-8,1	18,7	0,4	93,0	107,2	119,4	120,2	110,4
47	Retail trade, except of motor vehicles and motorcycles	-6,0	23,3	1,3	110,2	130,5	151,3	144,6	135,9
47.3	Retail sale of automotive fuel in specialised stores	0,9	47,3	12,1	101,3	126,1	157,5	147,9	149,3
47-47.3	Retail trade, excluding retail trade of automotive fuel	-8,5	15,9	-2,4	113,2	132,0	149,2	143,5	131,3

\*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 2021 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, considering data dissemination in the EU, are publishing indices in the following forms:

- original (unadjusted) indices,
- seasonally adjusted 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 change 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

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

- no occurrence

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