



FIRST RELEASE



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BUSINESS STATISTICS

RETAIL TRADE TURNOVER INDICES IN BIH, MARCH 2025

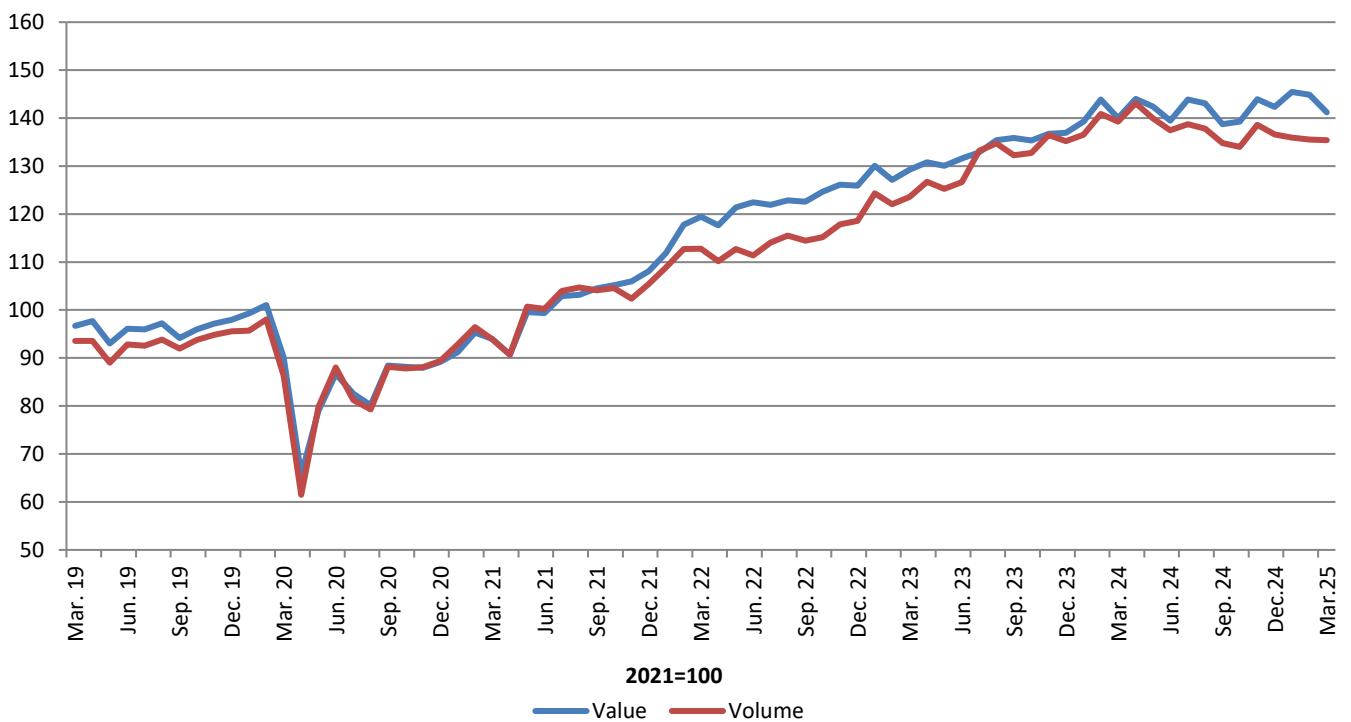
The total seasonally adjusted retail trade turnover in BiH in March 2025, measured in current prices, decreased by 2.6% compared to February 2025. Increase in turnover was realized in the trade of consumables (food, beverages and tobacco products) by 1.6%, while the turnover on trade of durables (non-food products) decreased by 2.4% compared to last month.

Retail trade turnover in BiH in March 2025, measured in constant prices, decreased by 0.1% compared to February 2025. The increase in turnover was realized in the trade of consumables (food, beverages and tobacco products) by 1.6%, while the turnover of trade of durables (non-food products) increased by 1.5%.

The total retail trade turnover index in BiH in March 2025 recorded a nominal growth of 41.2%, while the real growth was 35.4% compared to the base (2021) year.

Data are seasonally adjusted.

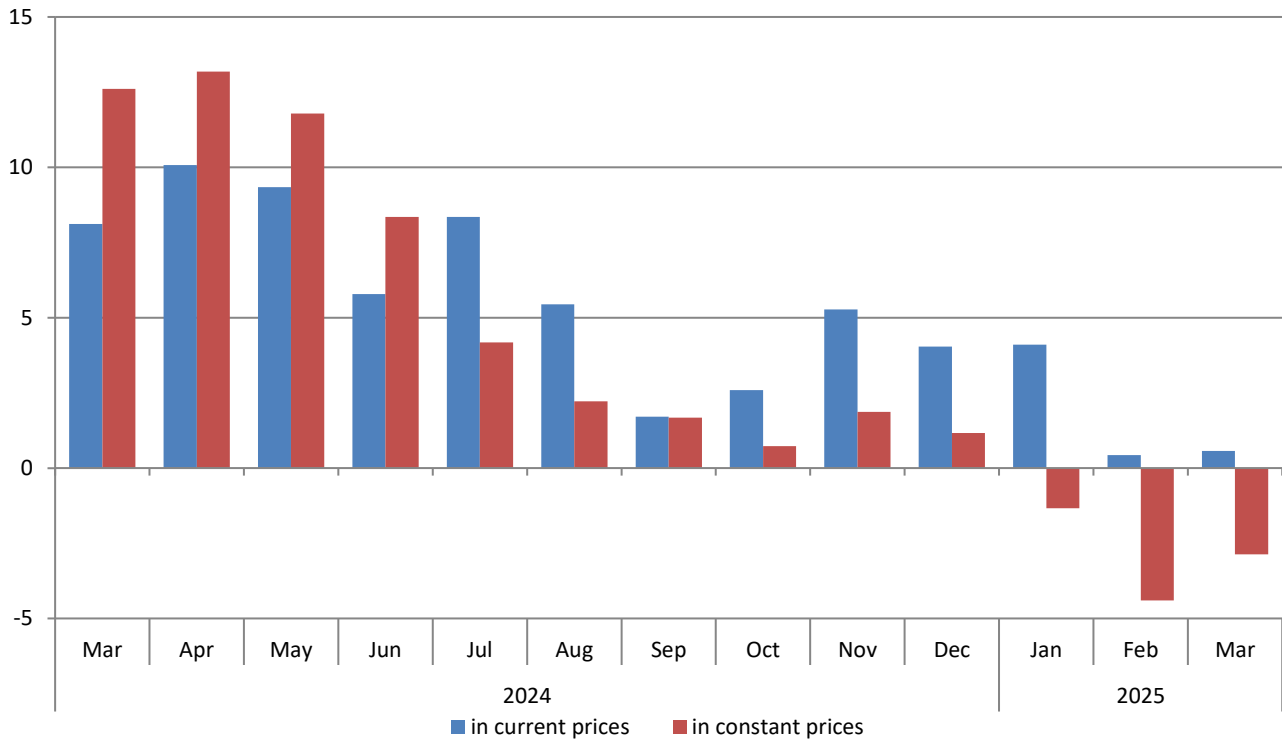
Retail Trade Turnover Indices, seasonally adjusted series BiH, 2021=100



The total retail trade turnover in BiH, observed in current prices, in March 2025 increased by 0.6% compared to the same month of the previous year. The turnover increased for consumables (food, beverages and tobacco products) by 5.6%, while the turnover for durables (non-food products) decreased by 3.3% compared to March 2024.

Observed in constant prices, the total retail trade turnover decreased by 2.9% compared to the same month of the previous year. The turnover of consumables (food, beverages and tobacco products) increased by 2.5%, while the turnover of durables (non-food products) decreased by 6.5% compared to March 2024. Data are working day adjusted.

Annual Growth Rates in Retail Trade, working day adjusted series BiH



Compared to the base (2021) year, the volume indices of retail trade of consumables (food, beverages and tobacco products) in March 2025 increased by 21.0%, while the durables (non-food products) increased by 51.2%. Volume index of automotive fuels increased by 18.6%. Data are seasonally adjusted.

Volume Retail Trade Turnover Indices, seasonally adjusted series BiH, 2021=100

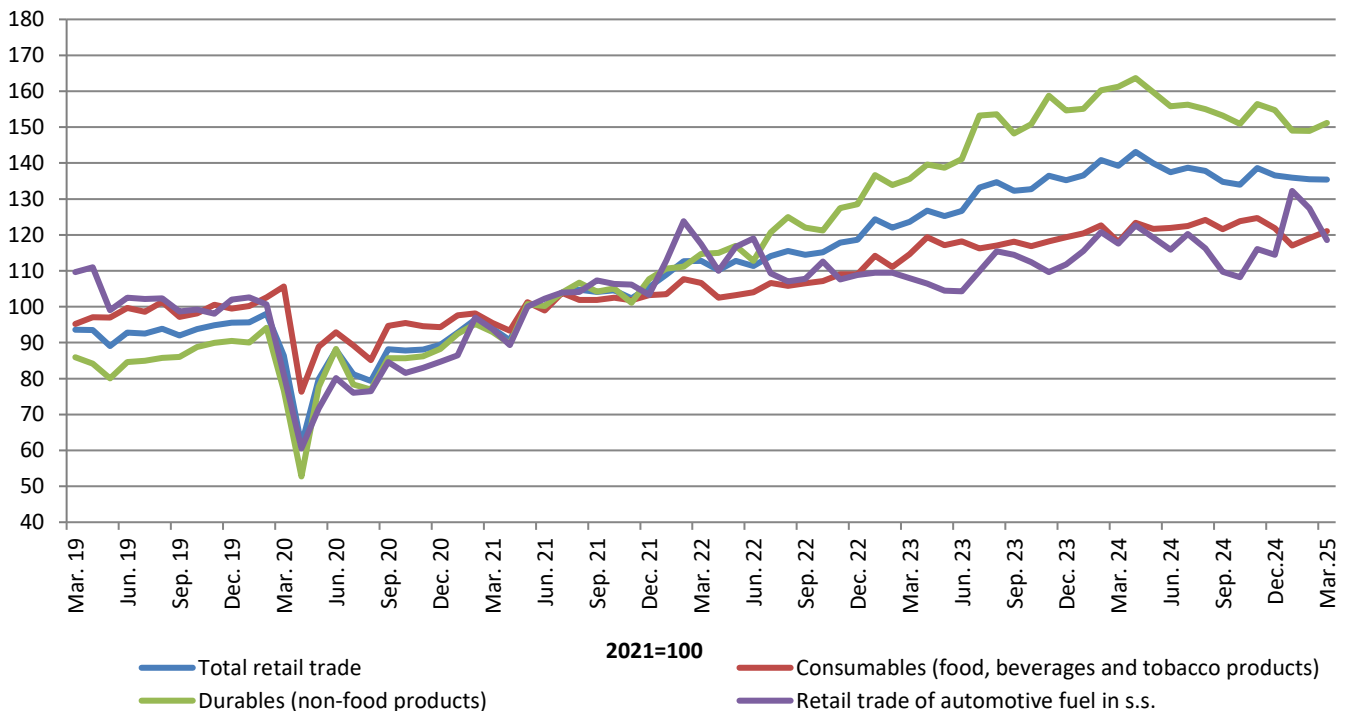


Table 1: Monthly growth rates calculated from volume retail trade indices

Code KD BiH 2010	Activity - KD BiH 2010	<u>VIII 2024</u> VII 2024	<u>IX 2024</u> VIII 2024	<u>X 2024</u> IX 2024	<u>XI 2024</u> X 2024	<u>XII 2024</u> XI 2024	<u>I 2025</u> XII 2024	<u>II 2025</u> I 2025	<u>III 2025</u> II 2025
47	TOTAL RETAIL TRADE	-0.7	-2.2	-0.6	3.4	-1.4	-0.5	-0.3	-0.1
47.3	Retail trade of automotive fuel in s.s.	-3.3	-5.6	-1.3	7.2	-1.4	15.5	-3.7	-6.9
47 except 47.3	Retail trade, excluding retail trade of automotive fuel	-0.1	-1.5	-0.4	2.7	-1.5	-3.8	0.5	1.5
47.11, 47.2	Retail trade of consumables (food, beverages and tobacco)	1.4	-2.1	1.8	0.7	-2.3	-3.9	1.7	1.6
47.11	Retail trade of food, beverages and tobacco in n.s.	1.5	-1.9	1.8	1.0	-2.4	-3.9	2.0	1.9
47.2	Retail trade of food, beverages and tobacco in s.s.	-0.1	-4.1	2.5	-2.7	-1.3	-4.9	-2.0	-2.0
47.19, 47.4 to 47.9	Retail trade of durables (non-food products)	-0.8	-1.2	-1.5	3.7	-1.1	-3.7	0.0	1.5
47.19	Other retail trade in n.s.	5.3	-6.4	-2.5	4.1	-3.6	6.3	5.8	-3.9
47.4	Retail trade of information and communication equipment in s.s.	-7.1	-2.7	-8.1	-0.7	7.7	-23.5	8.7	-1.3
47.5	Retail trade of household articles in s.s	-4.6	-0.9	3.2	3.7	-0.7	8.3	-4.0	-4.2
47.6	Retail trade of cultural and recreational goods in s.s.	-8.5	-0.1	6.7	2.8	-0.7	7.7	-19.5	10.6
47.7	Retail trade of other goods in s.s.	-0.9	-0.2	-2.2	3.9	-0.9	-7.8	0.2	3.9
47.9	Retail trade not in stores, stalls or markets	-3.3	5.9	-4.2	-6.2	1.3	-12.1	-6.6	1.6
47.51, 47.71, 47.72	Retail trade of clothing, footwear and leather goods in s.s.	0.4	0.5	-0.9	2.0	-1.2	-4.8	-0.1	6.0
47.54, 47.59	Retail trade of furniture, articles for lighting and electric household appliances in s.s.	-11.4	0.5	0.0	17.2	-9.5	21.3	-3.4	-1.1
47.73, 47.74, 47.75	Pharmacy, retail trade of medical goods and cosmetic articles in s.s.	-0.9	-1.2	0.1	3.2	-3.1	-5.6	1.8	-0.4
47.61, 47.62, 47.63	Retail trade of books, newspapers, music and video recordings in s.s.	-7.4	-4.7	21.1	-17.4	-1.2	39.7	-19.9	-0.9
47.64, 47.65	Retail trade of sporting equipment, games and toys in s.s.	8.3	-5.1	-12.9	8.6	9.0	2.3	-34.5	25.6

* *seasonally adjusted data** *data for the previous period are revised*

Table 2: Annual growth rates calculated from volume retail trade indices

Code KD BiH 2010	Activity - KD BiH 2010	<u>IX 2024</u> IX 2023	<u>X 2024</u> X 2023	<u>XI 2024</u> XI 2023	<u>XII 2024</u> XII 2023	<u>I 2025</u> I 2024	<u>II 2025</u> II 2024	<u>III 2025</u> III 2024	<u>I-III 2025</u> I-III 2024
47	TOTAL RETAIL TRADE	1.7	0.7	1.9	1.2	-1.3	-4.4	-2.9	-2.9
47.3	Retail trade of automotive fuel in s.s.	-4.2	-3.7	5.8	2.3	14.5	5.5	0.9	6.8
47 except 47.3	Retail trade, excluding retail trade of automotive fuel	3.0	1.7	1.1	0.9	-4.5	-6.4	-3.6	-4.8
47.11, 47.2	Retail trade of consumables (food, beverages and tobacco)	3.0	6.1	5.7	2.1	-2.9	-3.0	2.5	-1.0
47.11	Retail trade of food, beverages and tobacco in n.s.	3.1	6.2	5.9	2.1	-2.5	-2.4	3.4	-0.4
47.2	Retail trade of food, beverages and tobacco in s.s.	1.3	5.0	2.7	1.9	-8.9	-11.0	-8.9	-9.6
47.19, 47.4 to 47.9	Retail trade of durables (non-food products)	3.0	-0.3	-0.9	0.4	-5.2	-8.0	-6.5	-6.5
47.19	Other retail trade in n.s.	0.1	-10.6	-9.2	-7.8	2.1	8.8	-2.7	2.3
47.4	Retail trade of information and communication equipment in s.s.	26.0	20.9	17.4	25.0	-3.4	-5.9	-10.2	-6.6
47.5	Retail trade of household articles in s.s	-4.7	-1.0	1.4	0.1	15.3	1.4	-1.5	4.2
47.6	Retail trade of cultural and recreational goods in s.s.	-9.9	-2.8	-1.9	2.1	10.1	-19.4	-6.4	-4.8
47.7	Retail trade of other goods in s.s.	5.0	1.7	0.1	1.4	-9.8	-12.1	-8.0	-9.9
47.9	Retail trade not in stores, stalls or markets	25.3	10.9	0.8	10.9	-12.6	-16.9	-10.6	-13.4
47.51, 47.71, 47.72	Retail trade of clothing, footwear and leather goods in s.s.	3.6	1.0	-2.4	-1.0	-10.4	-14.0	-8.1	-10.8
47.54, 47.59	Retail trade of furniture, articles for lighting and electric household appliances in s.s.	1.1	-2.3	0.0	1.2	27.9	16.0	21.0	21.6
47.73, 47.74, 47.75	Pharmacy, retail trade of medical goods and cosmetic articles in s.s.	5.5	6.1	13.5	3.8	-6.5	-4.4	-2.4	-4.4
47.61, 47.62, 47.63	Retail trade of books, newspapers, music and video recordings in s.s.	-28.7	-8.1	-32.1	-38.5	39.8	-8.2	-4.3	7.3
47.64, 47.65	Retail trade of sporting equipment, games and toys in s.s.	-4.1	-1.4	5.8	16.1	6.1	-21.5	-6.7	-6.8

** working day adjusted data*

**data for the previous period are revised*

Table 3: Monthly volume retail trade indices, 2021 =100

Code KD BiH 2010	Activity - KD BiH 2010	VIII 2024	IX 2024	X 2024	XI 2024	XII 2024	I 2025	II 2025	III 2025
47	TOTAL RETAIL TRADE	137.8	134.8	134.0	138.6	136.6	135.9	135.5	135.4
47.3	Retail trade of automotive fuel in s.s.	116.3	109.7	108.2	116.1	114.5	132.2	127.4	118.6
47 except 47.3	Retail trade, excluding retail trade of automotive fuel	143.3	141.2	140.6	144.3	142.2	136.8	137.6	139.7
47.11, 47.2	Retail trade of consumables (food, beverages and tobacco)	124.2	121.6	123.8	124.7	121.9	117.1	119.1	121.0
47.11	Retail trade of food, beverages and tobacco in n.s.	126.0	123.5	125.7	126.9	123.9	119.2	121.6	123.8
47.2	Retail trade of food, beverages and tobacco in s.s.	105.7	101.3	103.9	101.1	99.8	94.9	93.1	91.2
47.19, 47.4 to 47.9	Retail trade of durables (non-food products)	155.0	153.2	150.9	156.4	154.8	149.0	148.9	151.2
47.19	Other retail trade in n.s.	105.4	98.7	96.2	100.1	96.5	102.6	108.5	104.3
47.4	Retail trade of information and communication equipment in s.s.	201.1	195.6	179.7	178.5	192.3	147.2	160.0	158.0
47.5	Retail trade of household articles in s.s	103.8	102.9	106.2	110.1	109.4	118.5	113.8	109.0
47.6	Retail trade of cultural and recreational goods in s.s.	116.3	116.2	124.0	127.4	126.6	136.3	109.7	121.3
47.7	Retail trade of other goods in s.s.	195.2	194.9	190.6	198.1	196.2	180.9	181.2	188.4
47.9	Retail trade not in stores, stalls or markets	120.9	128.1	122.7	115.1	116.5	102.5	95.7	97.2
47.51, 47.71, 47.72	Retail trade of clothing, footwear and leather goods in s.s.	238.9	240.0	237.7	242.4	239.5	228.0	227.9	241.5
47.54, 47.59	Retail trade of furniture, articles for lighting and electric household appliances in s.s.	110.7	111.2	111.2	130.4	118.0	143.1	138.2	136.7
47.73, 47.74, 47.75	Pharmacy, retail trade of medical goods and cosmetic articles in s.s.	129.1	127.6	127.7	131.8	127.6	120.5	122.7	122.2
47.61, 47.62, 47.63	Retail trade of books, newspapers, music and video recordings in s.s.	72.3	68.8	83.4	68.9	68.0	95.1	76.2	75.5
47.64, 47.65	Retail trade of sporting equipment, games and toys in s.s.	156.3	148.3	129.2	140.3	152.9	156.5	102.5	128.7

* seasonally adjusted data

*data for the previous period are revised

Table 4: Volume indicators of Retail trade turnover, gross (non-adjusted) series

Code KD BiH 2010	Activity- KD BiH 2010	Growth rates				Indices 2021=100			
		$\frac{\text{III 2025}}{\text{II 2025}}$	$\frac{\text{III 2025}}{\text{III 2024}}$	$\frac{\text{III 2025}}{\text{ø2024}}$	$\frac{\text{I-III 2025}}{\text{I-III 2024}}$	XII 2024	I 2025	II 2025	III 2025
47	TOTAL RETAIL TRADE	11.9	-3.5	-8.4	-3.1	143.6	118.8	112.8	126.2
47.3	Retail trade of automotive fuel in s.s.	4.5	0.9	-7.4	6.8	110.7	111.9	102.5	107.1
47 except 47.3	Retail trade, excluding retail trade of automotive fuel	13.6	-4.3	-8.6	-5.0	152.0	120.5	115.4	131.0
47.11, 47.2	Retail trade of consumables (food, beverages and tobacco)	14.5	-1.3	-5.1	-2.4	136.5	103.1	101.2	115.9
47.11	Retail trade of food, beverages and tobacco in n.s.	14.8	-0.7	-4.2	-1.8	139.3	105.3	103.4	118.7
47.2	Retail trade of food, beverages and tobacco in s.s.	10.1	-8.9	-17.1	-9.6	107.3	80.3	77.8	85.6
47.19, 47.4 to 47.9	Retail trade of durables (non-food products)	13.1	-5.8	-10.3	-6.3	161.5	131.2	124.1	140.4
47.19	Other retail trade in n.s.	13.2	-2.7	-5.8	2.3	106.8	83.5	83.8	94.9
47.4	Retail trade of information and communication equipment in s.s.	-1.5	-10.2	-21.7	-6.6	236.9	136.9	145.0	142.8
47.5	Retail trade of household articles in s.s.	13.1	-1.5	-9.3	4.2	108.3	82.6	84.9	96.1
47.6	Retail trade of cultural and recreational goods in s.s.	22.6	-6.4	-12.2	-4.8	132.3	134.9	90.8	111.3
47.7	Retail trade of other goods in s.s.	13.5	-7.1	-10.9	-9.6	202.9	168.4	156.2	177.2
47.9	Retail trade not in stores, stalls or markets	2.3	-10.6	-16.2	-13.4	128.2	95.3	96.1	98.3
47.51, 47.71, 47.72	Retail trade of clothing, footwear and leather goods in s.s.	14.4	-8.1	-14.1	-10.8	250.0	206.1	185.3	212.0
47.54, 47.59	Retail trade of furniture, articles for lighting and electric household appliances in s.s.	8.0	21.0	-3.4	21.6	132.8	113.2	102.9	111.1
47.73, 47.74, 47.75	Pharmacy, retail trade of medical goods and cosmetic articles in s.s.	4.8	-2.4	-6.1	-4.6	140.5	118.0	114.7	120.1
47.61, 47.62, 47.63	Retail trade of books, newspapers, music and video recordings in s.s.	8.6	-4.3	-12.4	7.3	76.1	76.3	58.9	64.0
47.64, 47.65	Retail trade of sporting equipment, games and toys in s.s.	25.6	-6.7	-12.2	-6.8	152.9	156.5	102.5	128.7

**data for the previous period are revised*

Table 5: Value indicators of Retail trade turnover, gross (non-adjusted) series

Code KD BiH 2010	Activity- KD BiH 2010	Growth rates				Indices 2021 = 100			
		III 2025 II 2025	III 2025 III 2024	III 2025 ø2024	I-III 2025 I-III 2024	XII 2024	I 2025	II 2025	III 2025
47	TOTAL RETAIL TRADE	11.7	-0.3	-5.6	1.3	149.5	123.3	119.3	133.3
47.3	Retail trade of automotive fuel in s.s.	3.5	-1.1	-8.1	6.1	131.1	133.2	122.9	127.2
47 except 47.3	Retail trade, excluding retail trade of automotive fuel	14.4	-0.1	-4.8	-0.1	155.2	120.2	118.2	135.2
47.11, 47.2	Retail trade of consumables (food, beverages and tobacco)	14.5	1.8	-2.9	0.7	168.6	128.4	126.6	144.9
47.11	Retail trade of food, beverages and tobacco in n.s.	14.9	2.6	-1.66	1.6	174.5	133.1	131.3	150.8
47.2	Retail trade of food, beverages and tobacco in s.s.	10.1	-7.0	-15.5	-7.4	123.5	93.0	90.5	99.7
47.19, 47.4 to 47.9	Retail trade of durables (non-food products)	14.3	-1.9	-6.6	-0.9	143.4	112.9	110.8	126.7
47.19	Other retail trade in n.s.	13.5	-0.2	-4.1	5.0	127.5	100.1	100.7	114.2
47.4	Retail trade of information and communication equipment in s.s.	-1.4	-13.3	-23.1	-9.0	228.5	133.2	138.7	136.7
47.5	Retail trade of household articles in s.s	13.5	-2.6	-9.6	3.3	125.5	95.5	99.2	112.6
47.6	Retail trade of cultural and recreational goods in s.s.	21.5	-3.1	-10.7	-0.5	120.5	115.6	81.6	99.1
47.7	Retail trade of other goods in s.s.	16.0	-1.7	-5.2	-4.4	161.6	129.5	124.3	144.2
47.9	Retail trade not in stores, stalls or markets	-0.4	-9.9	-15.8	-11.6	139.6	106.4	108.1	107.7
47.51, 47.71, 47.72	Retail trade of clothing, footwear and leather goods in s.s.	24.1	-1.2	-15.0	-5.6	177.2	130.5	112.7	139.8
47.54, 47.59	Retail trade of furniture, articles for lighting and electric household appliances in s.s.	8.2	18.7	-4.7	19.4	146.7	125.4	113.6	123.0
47.73, 47.74, 47.75	Pharmacy, retail trade of medical goods and cosmetic articles in s.s.	5.0	0.3	-4.3	-1.5	163.2	137.2	133.6	140.2
47.61, 47.62, 47.63	Retail trade of books, newspapers, music and video recordings in s.s.	8.6	-3.0	-11.5	9.0	90.5	90.7	70.6	76.6
47.64, 47.65	Retail trade of sporting equipment, games and toys in s.s.	29.7	-3.1	-10.3	-5.2	145.0	135.9	90.6	117.5

**data for the previous period are revised*

METHODOLOGY NOTES

Aim of survey

The purpose of the monthly retail trade survey is to obtain timely information on changes in the level of realized turnover (nominal and real values) and other relevant indicators from the field of retail trade in BiH. The retail trade turnover index is one of the key indicators of the country's economic activity that helps state administration bodies and private sector companies in the decision-making process. In addition, it is applied for estimation of the retail trade sector output, final consumption, as well as in the calculation of national accounts.

The survey methodology is fully harmonized with that prescribed by the new Regulation (EU) 2019/2152 of the European Parliament and the Council on European business statistics and Implementing Regulation 2020/1197 (hereinafter EBS Regulation) as well as Eurostat's recommendations for short-term business statistics.

Coverage

The survey covers business entities/legal entities that are, by the main activity, registered in SBR for performing the activity of retail trade, except for the sale of motor vehicles and motorcycles (division G47 - KD BiH 2010), and in a minor extent, business entities that, according to their main activity, are classified in other activities, but also performing retail trade activities. For the purposes of the survey, the Classification of Activities of Bosnia and Herzegovina - KD BiH 2010 was used, which is fully harmonized with the European Classification of Economic Activities NACE Rev.2. Survey covers the entire territory of Bosnia and Herzegovina. Entrepreneurs are not included in the survey.

Sample design

In conducting a survey on retail trade in BiH the combined method of full coverage and stratified random sampling is used. The sample is divided into strata according to the entity to which the business entity belongs, the class of financial data (financial report for the previous year) and the activity of the business entity (division G47 - KD BiH 2010). The number of employees is used as an additional stratification variable. The selected sample on retail trade for the year 2025 is representative at the level of Bosnia and Herzegovina, as well as at the levels of the Federation of BiH, Republika Srpska and Brčko District of BiH.

Data collection and processing

All three statistical institutions in BiH participate in conducting the survey. The main observation variable is the monthly turnover of the business entity without VAT, which is reported separately in accordance with the EBS Regulation. The data collected from the reporting units, using the form M KPS TRG 01, is the basis for estimating data for the total population. Aggregation of turnover to higher levels (group, division, special aggregates) of activity is carried out before the compilation of the indices.

Compilation of indices

Retail trade turnover indices are calculated compared with the base (2021) year, are applied in the index calculation from January 2024 and are shown in nominal and real values. Regulation (EU) 2019/2152 prescribes the application of the base year (2021) from January 2024 in EU member states.

Value index of retail trade is expressed in current prices (the influence of price changes has not been removed). It is very important for users of statistical data to follow the dynamics of the phenomena over time, and for that purpose we use the volume index of retail trade.

Volume index of retail trade is expressed in constant prices, and it is calculated by deflating retail trade turnover by adjusted Consumer Price Index (CPI).

Seasonal and working day adjustment of indices

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

- original/gross (unadjusted) indices,
- seasonally adjusted indices and
- working-day adjusted indices

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

The term seasonal adjustment means that the data are adjusted for both seasonal and working-day effects. Monthly indices and growth rates are, according to Eurostat's recommendations, presented and interpreted in seasonally adjusted form.

The term working-day adjusted indices indicate that the data are adjusted only for working-day effects. The data that are compared with the data from the same period of the previous year are presented and interpreted in the working-day adjusted form of an index or growth rate. When these working-day effects significantly affect the observed time series, it is necessary to remove them.

Working-day and seasonal adjustment is performed in JDemetra+ application (version 2.2.0) using the TRAMO-SEATS method in the gross series of monthly data in accordance with the Eurostat guidelines. Because of the characteristics of applied method for adjustment, adding new monthly observations in the series may lead to certain changes to the earlier, already published seasonally and working-day adjusted index series.

Data dissemination

Results of the survey are expressed in the form of indices and growth rates and since January 2014 are published on a regular monthly basis in the form of press releases on the website of the Agency for Statistics of BiH (www.bhas.gov.ba). The presentation and interpretation of the index is completely in line with those prescribed by EBS Regulation allowing national and international users to compare the BiH retail trade index with indices of other countries.

Data revision

Regular press releases on retail trade are published in the monthly dynamics and contain preliminary data. Data revision implies that the data for the previous month (t-1) are revised in accordance with new information, and it is possible that the data published after revision differs from previously published, preliminary data. In the press release is clearly indicated which data are those 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 monthly 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.

Turnover of retail trade activities includes the value of all goods sold to individuals for personal use or use in household in the observed period.

- The turnover of consumables includes turnover generated by business subjects registered in the activities 47.11 and 47.2. (mainly food, beverages and tobacco products).

- The turnover of durables (non-food products) includes various retail goods that business subjects registered in the activities of 47.19, 47.4-47.9 generated.

Turnover of other activities includes the value of all goods sold and services provided on the market (wholesale, mediation in wholesale trade, hotels and restaurants, transport and other activities).

Abbreviations

EU- European Union

Eurostat- Statistical Office of the European Communities

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

NACE Rev.2- European Classification of economic Activities

SBR- Statistical Business Register

s.s.- specialised stores

n.s.-non-specialised stores

- no occurrence

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