



# FIRST RELEASE



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## BUSINESS STATISTICS

### DISTRIBUTIVE TRADE TURNOVER INDICES IN BIH, IV QUARTER 2024

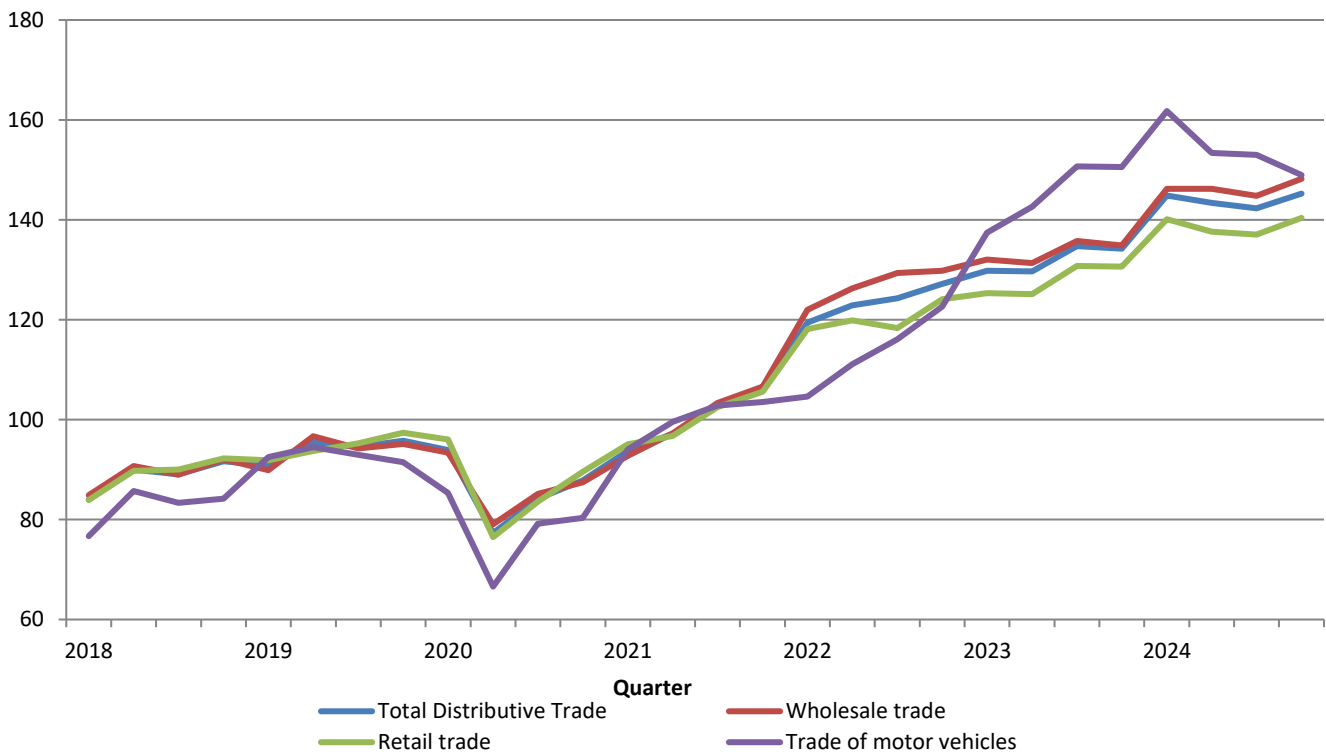
The total seasonally adjusted turnover of distributive trade in the fourth quarter of 2024 in BiH increased by 2.0% compared to the third quarter of 2024. Increase was recorded in wholesale trade by 2.4% and retail trade by 2.4%, while decrease was recorded in wholesale and retail trade of motor vehicles and motorcycles by 2.6%.

The highest increase in turnover was recorded in the wholesale trade in machinery, equipment and supplies by 16.3%, while the turnover activity of maintenance and repair of motor vehicles decreased by 11.0%.

The distributive trade turnover index (DTI) in BiH in the fourth quarter of 2024 increased by 45.2% compared to the base (2021) year. The DTI increased in wholesale and retail trade of motor vehicles and motorcycles by 49.0%, wholesale trade by 48.2% and in retail trade by 40,4% compared to base (2021) year.

Data are seasonally adjusted.

Indices of Distributive Trade Turnover, seasonally adjusted series BiH, 2021=100

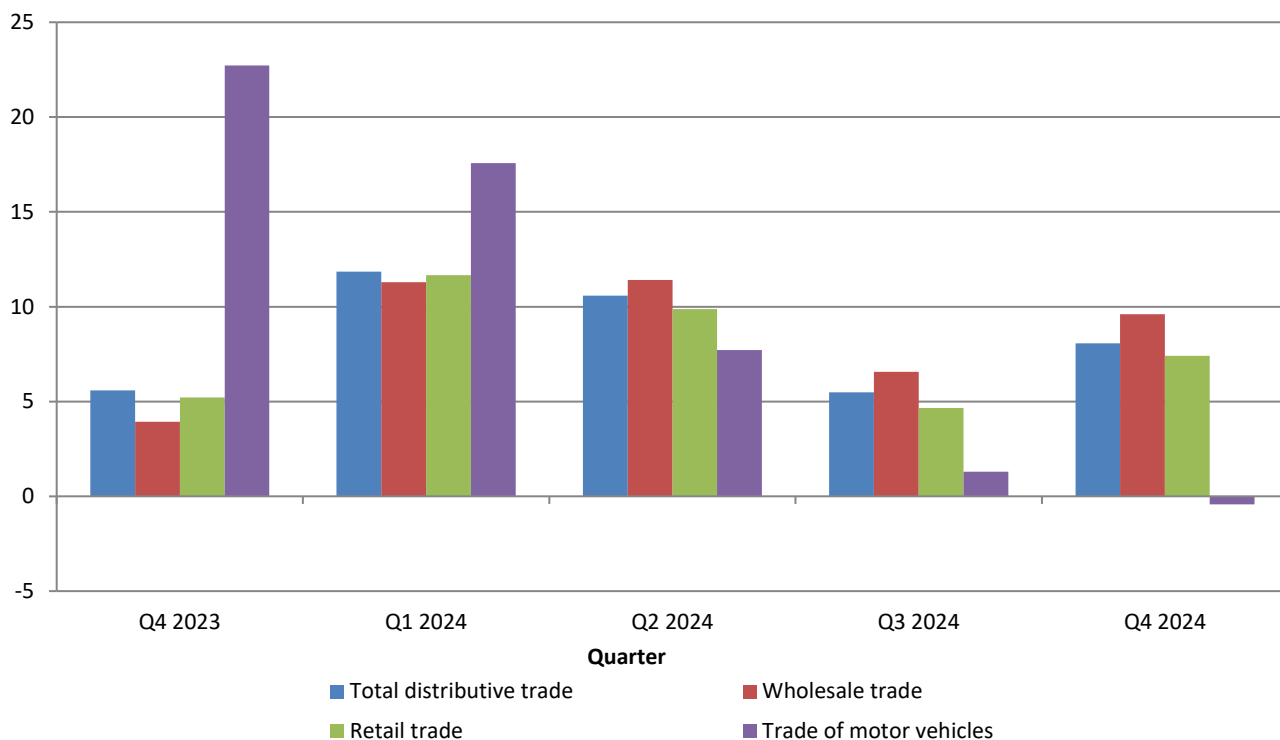


The total turnover of distributive trade in BiH, working day adjusted, in the fourth quarter of 2024 increased by 8.1% compared to the same quarter of the previous year. The turnover increased in wholesale trade by 9.6% and in retail trade by 7.4%, while decrease was recorded in wholesale and retail trade of motor vehicles and motorcycles by 0.4%.

The highest increase in turnover was recorded in the activity of wholesale on a fee or contract basis with a rise of 62.0%, while the turnover of maintenance and repair of motor vehicles decreased by 23.3%.

Data are working day adjusted.

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



In the structure of the realized total trade turnover (gross, unadjusted data) in the fourth quarter of 2024, the largest share was realized in wholesale trade (56.2%), followed by retail trade (37.2%) and trade and maintenance of motor vehicles and motorcycles (6.7%).

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

Name of activity - KD BiH 2010	seasonally adjusted data				working day adjusted data		
	IV 2024	III 2024	IV 2024	IV 2024	IV 2024	III 2024	II 2024
	III 2024	II 2024	ø2023	ø2021	IV 2023	III 2023	II 2023
Total distributive trade	2.0	-0.7	9.9	45.2	8.1	5.5	10.6
Wholesale and retail trade of motor vehicles and motorcycles	-2.6	-0.3	2.5	49.0	-0.4	1.3	7.7
Wholesale trade	2.4	-1.0	11.0	48.2	9.6	6.6	11.4
Retail trade	2.4	-0.4	9.7	40.4	7.4	4.7	9.9

*\*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>IV 2023</u>	<u>I 2024</u>	<u>II 2024</u>	<u>III 2024</u>	<u>IV 2024</u>
		III 2023	IV 2023	I 2024	II 2024	III 2024
<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	-0.4	7.9	-1.0	-0.7	2.0
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	-0.1	7.4	-5.2	-0.3	-2.6
<b>45.1</b>	Sale of motor vehicles	0.0	3.0	-2.0	-1.9	-3.3
<b>45.2</b>	Maintenance and repair of motor vehicles	-6.3	-9.1	-17.2	14.6	-11.0
<b>45.3</b>	Sale of motor vehicle parts and accessories	1.6	18.2	-7.5	0.1	-0.1
<b>45.4</b>	Sale, maintenance and repair of motorcycles and related parts and accessories	-4.4	15.6	-1.9	-15.7	-1.4
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	-0.7	8.4	0.0	-1.0	2.4
<b>46.1</b>	Wholesale on a fee or contract basis	12.7	58.5	-5.1	14.0	-5.6
<b>46.2</b>	Wholesale of agricultural raw materials and live animals	6.9	11.8	5.0	5.2	1.4
<b>46.3</b>	Wholesale of food, beverages and tobacco	-0.3	10.8	10.6	-1.2	-1.7
<b>46.4</b>	Wholesale of household goods	7.2	1.2	0.4	0.1	-2.1
<b>46.5</b>	Wholesale of information and communication equipment	4.0	6.9	2.2	6.5	3.9
<b>46.6</b>	Wholesale of other machinery, equipment and supplies	-26.7	36.7	-7.8	-8.1	16.3
<b>46.7</b>	Other specialised wholesale	-2.6	5.5	-3.8	-2.8	3.4
<b>46.9</b>	Non-specialised wholesale trade	-0.4	8.7	-4.9	-0.6	10.4
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	-0.1	7.2	-1.8	-0.4	2.4
<b>47.3</b>	Retail sale of automotive fuel in specialised stores	-9.6	9.4	-2.3	-4.5	0.0
<b>47-47.3</b>	Retail trade, excluding retail trade of automotive fuel	3.3	6.6	-1.6	0.9	3.2

*\* seasonally adjusted data*

*\*data for the previous period are revised*

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

<b>Code KD BiH 2010</b>	<b>Activity- KD BiH 2010</b>	<u>I 2024</u> I 2023	<u>II 2024</u> II 2023	<u>III 2024</u> III 2023	<u>IV 2024</u> IV 2023	<u>I-IV 2024</u> I-IV 2023
<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	11.8	10.6	5.5	8.1	8.8
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	17.6	7.7	1.3	-0.4	5.8
<b>45.1</b>	Sale of motor vehicles	16.2	10.3	-1.0	-4.3	4.8
<b>45.2</b>	Maintenance and repair of motor vehicles	-5.4	-30.6	-18.8	-23.3	-20.4
<b>45.3</b>	Sale of motor vehicle parts and accessories	24.7	12.8	11.2	9.4	13.7
<b>45.4</b>	Sale, maintenance and repair of motorcycles and related parts and accessories	55.2	36.0	-12.1	-10.4	13.3
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	11.3	11.4	6.6	9.6	9.6
<b>46.1</b>	Wholesale on a fee or contract basis	58.7	62.3	93.4	62.0	69.5
<b>46.2</b>	Wholesale of agricultural raw materials and live animals	22.5	27.1	35.1	25.5	27.2
<b>46.3</b>	Wholesale of food, beverages and tobacco	10.9	25.3	20.7	19.1	19.3
<b>46.4</b>	Wholesale of household goods	23.9	15.2	9.1	-1.6	10.4
<b>46.5</b>	Wholesale of information and communication equipment	10.4	11.4	21.2	19.1	15.8
<b>46.6</b>	Wholesale of other machinery, equipment and supplies	42.0	2.8	-15.7	34.0	11.0
<b>46.7</b>	Other specialised wholesale	1.7	2.8	-4.1	1.9	0.4
<b>46.9</b>	Non-specialised wholesale trade	13.0	4.0	1.8	13.5	7.9
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	11.7	9.9	4.7	7.4	8.1
<b>47.3</b>	Retail sale of automotive fuel in specialised stores	8.8	8.7	-7.7	2.1	2.1
<b>47-47.3</b>	Retail trade, excluding retail trade of automotive fuel	12.6	10.2	9.2	9.1	10.1

*\*working day adjusted data*

*\*data for the previous period are revised*

**Table 4: Quarterly value indices of distributive trade turnover, 2021=100**

Code KD BiH 2010	Activity- KD BiH 2010	2023	2024			
		IV	I	II	III	IV
<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	134.2	144.8	143.4	142.3	145.2
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	150.6	161.8	153.4	153.0	149.0
<b>45.1</b>	Sale of motor vehicles	156.5	161.2	157.9	154.9	149.8
<b>45.2</b>	Maintenance and repair of motor vehicles	186.4	169.4	140.3	160.8	143.1
<b>45.3</b>	Sale of motor vehicle parts and accessories	135.1	159.8	147.8	147.9	147.9
<b>45.4</b>	Sale, maintenance and repair of motorcycles and related parts and accessories	222.1	256.7	251.9	212.5	209.5
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	134.9	146.2	146.2	144.8	148.2
<b>46.1</b>	Wholesale on a fee or contract basis	113.2	179.3	170.3	194.2	183.3
<b>46.2</b>	Wholesale of agricultural raw materials and live animals	98.3	109.8	115.3	121.3	123.0
<b>46.3</b>	Wholesale of food, beverages and tobacco	135.2	149.9	165.8	163.8	161.1
<b>46.4</b>	Wholesale of household goods	146.6	148.4	148.9	149.1	145.9
<b>46.5</b>	Wholesale of information and communication equipment	119.0	127.2	130.0	138.4	143.9
<b>46.6</b>	Wholesale of other machinery, equipment and supplies	132.8	181.6	167.5	154.0	179.1
<b>46.7</b>	Other specialised wholesale	137.6	145.2	139.6	135.7	140.3
<b>46.9</b>	Non-specialised wholesale trade	127.8	138.9	132.1	131.3	145.0
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	130.7	140.1	137.6	137.1	140.4
<b>47.3</b>	Retail sale of automotive fuel in specialised stores	120.9	132.2	129.2	123.4	123.4
<b>47-47.3</b>	Retail trade, excluding retail trade of automotive fuel	134.0	142.8	140.5	141.7	146.2

*\* seasonally adjusted data*

*\*data for the previous period are revised*

**Table 5: Distributive trade turnover indices - gross (unadjusted) series**

Code KD BiH 2010	Activity- KD BiH 2010	growth rates			turnover indices 2021=100				
		IV 2024 III 2024	IV 2024 IV 2023	IV 2024 ø2023	IV 2023	I 2024	II 2024	III 2024	IV 2024
		<b>G</b>	<b>Wholesale and retail trade, repair of motor vehicles and motorcycles</b>	-3.3	8.1	12.5	137.3	127.9	144.1
<b>45</b>	<b>Wholesale and retail trade and repair of motor vehicles and motorcycles</b>	0.7	-0.4	8.9	158.6	141.6	157.6	156.9	158.0
<b>45.1</b>	Sale of motor vehicles	-6.9	-4.3	-1.5	152.9	149.3	170.1	157.3	146.3
<b>45.2</b>	Maintenance and repair of motor vehicles	-20.7	-23.3	-23.6	190.3	140.0	138.6	184.2	146.1
<b>45.3</b>	Sale of motor vehicle parts and accessories	17.5	9.4	34.2	161.5	130.9	140.9	150.3	176.7
<b>45.4</b>	Sale, maintenance and repair of motorcycles and related parts and accessories	-47.7	-3.0	-28.2	135.0	156.0	302.1	250.0	130.8
<b>46</b>	<b>Wholesale trade, except of motor vehicles and motorcycles</b>	-2.6	9.6	13.3	137.7	130.4	147.6	155.0	150.9
<b>46.1</b>	Wholesale on a fee or contract basis	-12.0	62.0	76.6	117.2	147.2	176.0	215.8	189.8
<b>46.2</b>	Wholesale of agricultural raw materials and live animals	3.2	25.5	22.8	90.8	124.1	123.9	110.4	113.9
<b>46.3</b>	Wholesale of food, beverages and tobacco	-10.0	19.1	21.5	136.8	127.9	168.2	181.1	162.9
<b>46.4</b>	Wholesale of household goods	3.2	-1.6	18.1	160.3	135.8	143.4	152.8	157.8
<b>46.5</b>	Wholesale of information and communication equipment	23.9	19.1	43.4	140.2	120.2	117.6	134.7	166.9
<b>46.6</b>	Wholesale of other machinery, equipment and supplies	6.4	34.0	13.2	129.7	166.6	178.4	163.5	173.8
<b>46.7</b>	Other specialised wholesale	-6.8	1.9	-0.7	135.5	128.1	143.9	148.2	138.1
<b>46.9</b>	Non-specialised wholesale trade	10.0	13.5	18.6	132.2	128.0	131.4	136.3	150.0
<b>47</b>	<b>Retail trade, except of motor vehicles and motorcycles</b>	-5.0	7.4	12.0	133.2	122.0	136.9	150.6	143.1
<b>47.3</b>	Retail sale of automotive fuel in specialised stores	-9.4	2.1	2.1	123.4	110.6	128.2	139.1	126.0
<b>47-47.3</b>	Retail trade, excluding retail trade of automotive fuel	-3.6	9.1	15.2	136.6	125.9	139.9	154.6	149.0

*\*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

## NOTES ON METHODOLOGY

### Aim of the survey

Trade and other 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 registered in trade and services activities, and the fact they have a significant contribution in realized turnover in the country.

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 of 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. The survey methodology is harmonized with the one prescribed by Regulation (EC) No. 2019/2152 of the European Parliament and of the Council on European business statistics and the Implementing Regulation No. 2020/1197 (hereinafter EBS Regulation) as well as Eurostat's recommendations for short-term business statistics.

### 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 realize significant turnover in trade activities. For the purpose of the survey, Classification of Activities in Bosnia and Herzegovina - KD BiH 2010 was used, and it is fully harmonized 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). The number of employees is used as an additional stratification variable. The selected sample on distributive trade in 2024 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

The three statistical institutions in BiH participate in conducting the survey. The main observation variable is the turnover of business entity, excluding VAT, which is reported separately in accordance with the EBS Regulation. Data collected from the reporting units, using the form M KPS TRG 02, is the basis for estimating data for the total population. Aggregation of turnover at higher levels (division, section or special aggregates) of activity is carried out before the compilation of the indices.

### Compilation of indices

Index of distributive trade turnover is calculated on the base year (2021). Regulation (EU) No. 2019/2152 prescribes the application of a base year (2021), starting from January 2024 in all EU member states. Value index of distributive trade is expressed in current prices (the influence of price changes has not been removed).

### 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/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, they are listed in tabular form.

Seasonal adjustment means that the data are adjusted for seasonal influences and working-day effects. Data that are compared with data from the previous period 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 are performed in the JDemetra+ application (version 2.2.1) using the TRAMO-SEATS method in the gross series of quarterly data in accordance with the Eurostat guidelines. Because of the characteristics of the applied method of adjustment, adding new observations in the series may lead to a certain change to the earlier, already published seasonally and working-day 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 in line with those prescribed by EBS 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 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 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 services 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 on domestic market. 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

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

NACE Rev.2- European Classification of economic Activities

- no occurrence

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