



# SAOPŠTENJE

## FIRST RELEASE



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GODINA/ YEAR III

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## STATISTIKA DISTRIBUTIVNE TRGOVINE

### *Distributive Trade Statistics*

Ukupan promet distributivne trgovine u BiH za I kvartal 2012. godine iznosio je 5 milijardi i 36 miliona KM što je za 21,3% manje u odnosu na IV kvartal 2011. i za 0,6% više u odnosu na isti kvartal prethodne godine.

Najveće učešće u prometu ostvareno je u trgovini na veliko (62,6%), potom slijede trgovina na malo (19,7%), te trgovina i održavanje motornih vozila i trgovina gorivima i mazivima (12,6%). Promet od trgovine ostvaren u svim ostalim djelatnostima iznosio je 5,1% od ukupnog prometa.

U trgovini na veliko ostvaren je ukupan promet od 3,15 milijardi KM. U tom iznosu najveće učešće ima trgovina na veliko nepoljoprivrednim poluproizvodima i otpacima (29,9%), trgovina na veliko hranom, pićima i duhanom (24,3%) i ostala trgovina na veliko za vlastiti račun (24,2%). Ukupno 21,6% ostvarenog prometa otpada na ostale grane trgovine na veliko.

Ukupan promet u trgovini na malo za I kvartal 2012. godine iznosio je 991 milion KM od čega je u nespecializovanim prodavnicama ostvareno 525 miliona KM ili 52,9%. Ostala trgovina na malo novom robom u specializovanim prodavnicama učestvovala je sa 21,0%, trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima sa 17,4%. Sve ostale grane trgovine na malo učestvovala su sa 8,7%.

U trgovini i održavanju motornih vozila i trgovini gorivima ostvaren je promet u iznosu od 634 miliona KM.

Promet trgovačke robe ostvaren u preduzećima čija pretežna djelatnost nije trgovina iznosio je 257 miliona KM u I kvartalu 2012. godine.

Učešće djelatnosti u ukupnom prometu distributivne trgovine, prema pretežnoj djelatnosti prikazano je u grafikonu.

*The realized turnover (including VAT) in distributive trade was 5 billion and 36 million KM in BiH for the I<sup>st</sup> quarter of 2012. Compared to the IV<sup>th</sup> quarter of 2011 total turnover decreased by 21.3% and as compared to the same quarter of previous year increased by 0.6%.*

*The greatest share of turnover was in wholesale trade (62.6%), followed by retail trade (19.7%) and trade, maintenance and repair of motor vehicles and motorcycles, retail trade of fuel and lubricants (12.6%). Turnover of trade realized in all other activities was 5.1% of total turnover.*

*In the wholesale trade, realized a total turnover of 3.15 billion KM. In this amount the greatest share of a wholesale non-agricultural intermediate products and scraps (29.9%), wholesale of food, beverages and tobacco (24.3%) and other wholesale trade on own account (24.2%). The other activities of wholesale trade are participated with 21.6% of total turnover.*

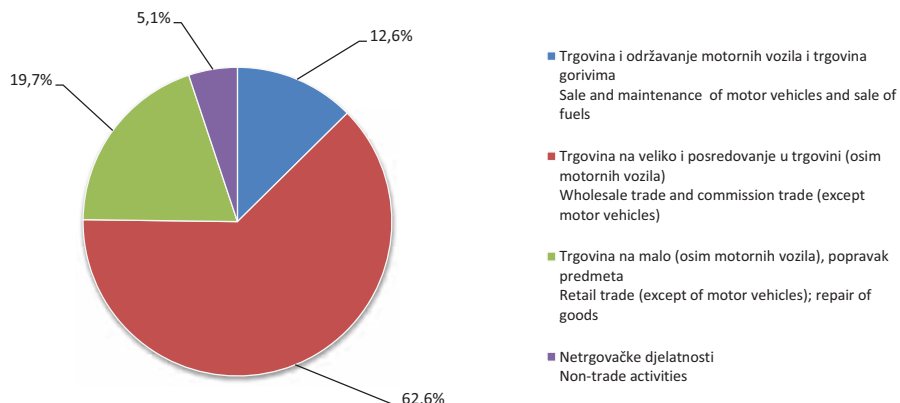
*The realized total turnover in retail trade was 991 million KM for I<sup>st</sup> quarter of 2012 of which are in non-specialized stores realized 525 million KM or 52.9%. Other retail sale of new goods in specialized stores participated with 21.0%, retail sale of pharmaceutical and medical goods, cosmetic and toilet articles with 17.4%. All other retail trade activities were involved with 8.7%.*

*In trade and maintenance of motor vehicles and fuel trade realized turnover amounted to 634 million KM.*

*Realized turnover of trade goods in enterprises which main activities are not trade were 257 million KM in I<sup>st</sup> quarter of 2012.*

*Activity share in total turnover of distributive trade by prevailing activity are shown in the chart.*

Promet distributivne trgovine za prvi kvartal 2012. prema pretežnoj djelatnosti, struktura u %  
*Distributive trade turnover for the first quarter of 2012, by prevailing activity, structure in %*



**T.1 PODACI DISTRIBUTIVNE TRGOVINE PREMA PRETEŽNOJ DJELATNOSTI POSLOVNOG SUBJEKTA ZA I KVARTAL 2012. - BiH**  
**DISTRIBUTIVE TRADE DATA BY MAIN ACTIVITY OF BUSINESS UNIT FOR I QUARTER 2012 - BiH**

Naziv djelatnosti	I kvartal 2012. / I Quarter 2012				Name of activity
	Promet s PDV-om u hiljadama KM <i>Turnover with VAT in thousands KM</i>	PDV VAT	Zalihe Stocks	Broj zaposlenih na kraju kvartala <i>Number of persons employed at the end of quarter</i>	
<b>UKUPNO DISTRIBUTIVNA TRGOVINA</b>	<b>5.035.947</b>	<b>723.912</b>	<b>3.204.371</b>	<b>75.019</b>	<b>TOTAL DISTRIBUTIVE TRADE</b>
<b>Ukupno trgovačke djelatnosti</b>	<b>4.778.605</b>	<b>688.039</b>	<b>3.026.728</b>	<b>68.644</b>	<b>Total trade activities</b>
<b>Trgovina, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima</b>	<b>634.462</b>	<b>90.861</b>	<b>386.150</b>	<b>8.481</b>	<b>Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel</b>
- Trgovina motornih vozila	135.779	18.523	90.470	1.310	- Sale of motor vehicles
- Održavanje i popravak motornih vozila	27.039	3.681	23.277	726	- Maintenance and repair of motor vehicles
- Trgovina dijelovima i priborom za vozila	93.871	13.575	179.975	1.815	- Sale of motor vehicles parts and accessories
- Trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	502	73	2.864	25	- Sale, maintenance and repair of motorcycles and related parts and accessories
- Trgovina na malo motornim gorivima i mazivima	377.272	55.009	89.564	4.605	- Retail sale of automotive fuel
<b>Trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima</b>	<b>3.152.788</b>	<b>454.956</b>	<b>1.691.224</b>	<b>35.755</b>	<b>Wholesale trade and commission trade, except of motor vehicles and motorcycles</b>
- Trgovina na veliko preko posrednika	60.391	7.640	41.535	792	- Wholesale on a fee or contract basis
- Trgovina na veliko poljoprivrednim sirovinama i živim životinjama za vlastiti račun	26.610	3.864	12.378	261	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
- Trgovina na veliko hranom, pićima i duhanom za vlastiti račun	766.682	111.111	278.491	8.901	- Wholesale of food, beverages and tobacco, only wholesale on own account
- Trgovina na veliko predmetima za domaćinstvo za vlastiti račun	532.941	77.707	468.095	6.456	- Wholesale of household goods, only wholesale on own account
- Trgovina na veliko nepoljoprivrednim poluproizvodima, ostacima i otpacima za vlastiti račun	942.544	135.836	316.015	6.657	- Wholesale of non- agricultural intermediate products, waste and scrap, only wholesale on own account
- Trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	61.875	8.894	46.196	1.091	- Wholesale of machinery, equipment and supplies, only wholesale on own account
- Ostala trgovina na veliko za vlastiti račun	761.745	109.904	528.513	11.597	- Other wholesale, only wholesale on own account
<b>Trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo</b>	<b>991.355</b>	<b>142.223</b>	<b>949.353</b>	<b>24.408</b>	<b>Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods</b>
- Trgovina na malo u nespecializovanim prodavnicama	524.527	75.438	383.218	11695	- Retail sale in non- specialized stores
- Trgovina na malo hranom, pićima i duhanskim proizvodima u specializovanim prodavnicama	67.028	8.452	18.742	1457	- Retail sale of food, beverages and tobacco in specialized stores
- Trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	172.443	25.062	124.332	4100	- Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- Ostala trgovina na malo novom robom u specializovanim prodavnicama	207.835	30.452	398.264	6809	- Other retail sale of new goods in specialized stores
- Trgovina na malo polovnom robom, u prodavnicama	327	47	842	53	- Retail sale of second- hand goods in stores
- Trgovina na malo izvan prodavnica	9.923	1.429	17.234	204	- Retail sale not in stores
- Popravak predmeta za ličnu upotrebu i domaćinstvo	9.274	1.343	6.720	90	- Repair of personal and household goods
<b>Trgovina ostvarena u netrgovačkim djelatnostima</b>	<b>257.342</b>	<b>35.872</b>	<b>177.643</b>	<b>6.375</b>	<b>Trade realized in non-trade activities</b>
- Poljoprivreda, lov, šumarstvo i ribarstvo	29.308	4.268	20.892	780	- Agriculture, hunting, forestry and fishing
- Industrijske djelatnosti	200.081	27.551	121.589	4.498	- Industrial activities
- Građevinarstvo	8.104	1.175	10.356	224	- Construction
- Ugostiteljstvo	590	86	703	35	- Hotels and restaurants
- Saobraćaj, skladištenje i komunikacije	11.342	1.648	8.562	436	- Transport, storage and communication
- Poslovanje nekretninama, iznajmljivanje i ostale poslovne djelatnosti	7.917	1.145	15.539	402	- Real estate, renting and other business activities

\*Preliminarni podaci  
Preliminary data

**T.2 INDEKSI PROMETA U DISTRIBUTIVNOJ TRGOVINI PREMA PRETEŽNOJ DJELATNOSTI POSLOVNOG SUBJEKTA**  
**TURNOVER INDICES IN DISTRIBUTIVE TRADE BY MAIN ACTIVITY OF BUSINESS UNIT**

Naziv djelatnosti	INDEKSI PROMETA INDICES OF TURNOVER			Name of activity
	I 2012 IV 2011	I 2012 I 2011	I 2012 Ø 2011	
<b>UKUPNO DISTRIBUTIVNA TRGOVINA</b>	<b>78,7</b>	<b>100,6</b>	<b>80,8</b>	<b>TOTAL DISTRIBUTIVE TRADE</b>
<b>Ukupno trgovačke djelatnosti</b>	<b>78,6</b>	<b>100,7</b>	<b>80,8</b>	<b>Total trade activities</b>
<b>Trgovina, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima</b>	<b>77,1</b>	<b>97,8</b>	<b>80,1</b>	<b>Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel</b>
- Trgovina motornih vozila	89,3	87,5	83,4	- Sale of motor vehicles
- Održavanje i popravak motornih vozila	83,8	105,5	74,4	- Maintenance and repair of motor vehicles
- Trgovina dijelovima i priborom za vozila	62,5	104,5	77,5	- Sale of motor vehicles parts and accessories
- Trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	128,3	102,1	58,1	- Sale, maintenance and repair of motorcycles and related parts and accessories
- Trgovina na malo motornim gorivima i mazivima	77,3	99,9	80,2	- Retail sale of automotive fuel
<b>Trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima</b>	<b>78,0</b>	<b>100,4</b>	<b>79,8</b>	<b>Wholesale trade and commission trade, except of motor vehicles and motorcycles</b>
- Trgovina na veliko preko posrednika	68,1	95,5	69,8	- Wholesale on a fee or contract basis
- Trgovina na veliko poljoprivrednim sirovinama i živim životinjama za vlastiti račun	129,9	108,5	114,9	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
- Trgovina na veliko hranom, pićima i duhanom za vlastiti račun	85,4	100,3	85,8	- Wholesale of food, beverages and tobacco, only wholesale on own account
- Trgovina na veliko predmetima za domaćinstvo za vlastiti račun	85,0	105,9	92,2	- Wholesale of household goods, only wholesale on own account
- Trgovina na veliko nepoljoprivrednim poluproizvodima, ostacima i otpacima za vlastiti račun	61,5	82,6	61,9	- Wholesale of non- agricultural intermediate products, waste and scrap, only wholesale on own account
- Trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	79,2	84,2	82,0	- Wholesale of machinery, equipment and supplies, only wholesale on own account
- Ostala trgovina na veliko za vlastiti račun	95,5	133,9	98,9	- Other wholesale, only wholesale on own account
<b>Trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo</b>	<b>81,7</b>	<b>103,4</b>	<b>84,7</b>	<b>Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods</b>
- Trgovina na malo u nespecializovanim prodavnicama	85,7	107,9	89,1	- Retail sale in non- specialized stores
- Trgovina na malo hranom, pićima i duhanskim proizvodima u specializovanim prodavnicama	82,0	104,7	83,6	- Retail sale of food, beverages and tobacco in specialized stores
- Trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	93,3	103,1	96,6	- Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- Ostala trgovina na malo novom robom u specializovanim prodavnicama	66,6	95,2	69,6	- Other retail sale of new goods in specialized stores
- Trgovina na malo polovnom robom, u prodavnicama	56,4	76,5	67,3	- Retail sale of second- hand goods in stores
- Trgovina na malo izvan prodavnica	71,1	80,3	74,8	- Retail sale not in stores
- Popravak predmeta za ličnu upotrebu i domaćinstvo	103,2	91,8	89,5	- Repair of personal and household goods
<b>Trgovina ostvarena u netrgovačkim djelatnostima</b>	<b>81,3</b>	<b>100,1</b>	<b>81,1</b>	<b>Trade realized in non-trade activities</b>
- Poljoprivreda, lov, šumarstvo i ribarstvo	194,2	161,5	165,0	- Agriculture, hunting, forestry and fishing
- Industrijske djelatnosti	79,9	98,7	79,7	- Industrial activities
- Građevinarstvo	36,8	64,2	42,4	- Construction
- Ugostiteljstvo	101,4	153,8	105,7	- Hotels and restaurants
- Saobraćaj, skladištenje i komunikacije	54,1	67,7	53,9	- Transport, storage and communication
- Poslovanje nekretninama, iznajmljivanje i ostale poslovne djelatnosti	107,9	120,4	101,3	- Real estate, renting and other business activities

\*Preliminarni podaci  
Preliminary data

## METODOLOŠKA OBJAŠNENJA

Podaci o distributivnoj trgovini za Bosnu i Hercegovinu dobijeni su agregiranjem kvartalnih izvještaja koje su prikupili i obradili entitetski zavodi za statistiku FBiH i RS, te podružnica Agencije za statistiku BiH u Brčko distriktu BiH.

Izvještajne jedinice su pravni subjekti koji su prema pretežnoj djelatnosti registrovani u područje G KD BiH „Trgovina“. Izvještajima su obuhvaćeni i određeni pravni subjekti koji su prema pretežnoj djelatnosti registrovani u druge djelatnosti (industrija, građevinarstvo, ugostiteljstvo itd.), ali se uz to bave i nekom od trgovačkih djelatnosti.

Djelatnost preduzetnika koji se bave trgovinom nije obuhvaćena ovim podacima. Također, podacima nisu obuhvaćene trgovačke jedinice preduzeća iz RS koje posluju na području FBiH. Njihovo učešće nije veliko, ali će nedostatak biti otklonjen redizajiranjem istraživanja.

Podaci u ovom saopštenju su obrađeni **prema pretežnoj djelatnosti**.

**Distributivna trgovina** uključuje sve oblike trgovačkih aktivnosti, od nabavke robe od proizvođača do isporuke robe krajnjem potrošaču na domaćem tržištu. Ona obuhvata: trgovinu na veliko za vlastiti račun, posredovanje u trgovini na veliko, trgovinu na malo i popravke motornih vozila i motocikla, te predmeta za ličnu upotrebu i domaćinstvo.

**Trgovina na veliko (na domaćem tržištu)** je aktivnost kupovine i preprodaje robe industrijskim, trgovačkim, profesionalnim korisnicima i ustanovama i drugim poslovnim subjektima koji se bave trgovinom na veliko ili na malo. Također, uključuje i tranzitni promet robe (prodaja robe koja se po nalogu prodavača direktno isporučuje kupcu bez prethodnog skladištenja kod prodavača).

**Posredovanje u trgovini na veliko** podrazumijeva obavljanje djelatnosti trgovine na veliko uz naplatu ili po ugovoru. Uključuje prodaju s konsignacijskih skladišta, usluge komisionara (agenata), prodaju preko posrednika za trgovačku robu i drugih veletrgovaca koji trguju u ime ili za račun drugih. Također, djelatnost subjekata koji učestvuju u povezivanju prodavača s kupcima ili poduzimaju trgovačke transakcije u ime vlasnika robe.

**Trgovina na malo** obuhvata aktivnosti prodaje roba krajnjim potrošačima, odnosno stanovništvu (za ličnu potrošnju ili za upotrebu u domaćinstvu) i vršenje usluga popravke predmeta za ličnu upotrebu i domaćinstvo.

**Promet** je vrijednost svih prodanih roba i usluga na tržištu u posmatranom periodu bez obzira na to jesu li naplaćene ili ne. Podacima je prikazan promet sa PDV-om i posebno PDV.

**Broj zaposlenih** uključuje sve osobe koje stvarno rade u preduzeću, a to su: vlasnici, suvlasnici, neplaćeni članovi porodice i zaposlenici koji redovno rade u preduzeću; osobe koje rade izvan prostorija matičnog preduzeća (npr. trgovački predstavnici, dostavljači, ekipe za popravke i održavanje); osobe odsutne sa posla na kraće vrijeme (npr. zbog bolesti, porodiljskog bolovanja, plaćenog odmora i sl.); radnike u štrajku; radnike koji rade skraćeno radno vrijeme; radnike koji obavljaju posao kod kuće; sezonske radnike i pripravnike.

**Zalihe** se iskazuju sa stanjem na kraju kvartala po knjigovodstvenoj vrijednosti. Zalihe robe koje se nalaze u skladištima iskazuju se kao zalihe u trgovini na veliko, a zalihe koje se nalaze u prodavnici iskazuju se kao zalihe u trgovini na malo.

## NOTES OF METHODOLOGY

Data on distributive trade for Bosnia and Herzegovina were aggregated from quarterly reports that are collected and processed by the Statistical Office at the level of entities and Branch Office in Brcko District.

Reporting units are legal entities which are registered by the main activities in section G- trade KD BiH. Also, legal entities that are registered by main activities in other activities (industry, construction, hotels and restaurants etc.) are covered. Those legal entities are engaged in some of the commercial activities.

Activities of commercial entrepreneurs are not included in this data. Also, the data are not included, as well as, data on establishments of trade enterprises from the RS which operating in the territory of FBiH. Their participation is not great, but the shortage will be removed by redesigning of survey.

Data in this release were processed according to **the prevailing activity**.

**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 bases, retail trade and repair of motor vehicles and motorcycles and personal and household goods.

**Wholesale trade (on domestic market)** 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).

**Wholesale on a fee or contract bases** consists of performing of wholesale trade by payment or contract. It includes sales from consignment warehouses, commissioners services, mediator for trading goods and other wholesale vendors operating in the name or on the account of others, as well as an activity of those who are engaged in connecting vendors with customers or undertake trade transactions on behalf of the owner of goods.

**Retail trade** is the sale of goods to final consumers, that is to population (for personal consumption or for using in household) and services provided, irrespective of the fact whether they are paid or not.

**Turnover** is total value of all goods sold and services provided on the market in the observed period, irrespective of whether paid up or not. This data represent turnover with VAT and separately VAT.

**Number of persons employed** includes all persons actually working in the business entity: owners, co-owners, unpaid family members and employees who regularly work in the enterprise; persons work outside central premises of an enterprise (e.g. sales representatives, messengers, repair and maintenance teams); persons on short leaves (e.g. for sickness, maternity leave, paid vacation); workers on strike; part time workers; workers who are working at home; seasonal workers and trainees.

**Stocks** are presented in the state at the end of the quarter, based on bookkeeping. Stocks in warehouses are shown as stocks in the wholesale trade, while stocks in outlets are shown as stocks in the retail trade.

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