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BUSINESS STATISTICS

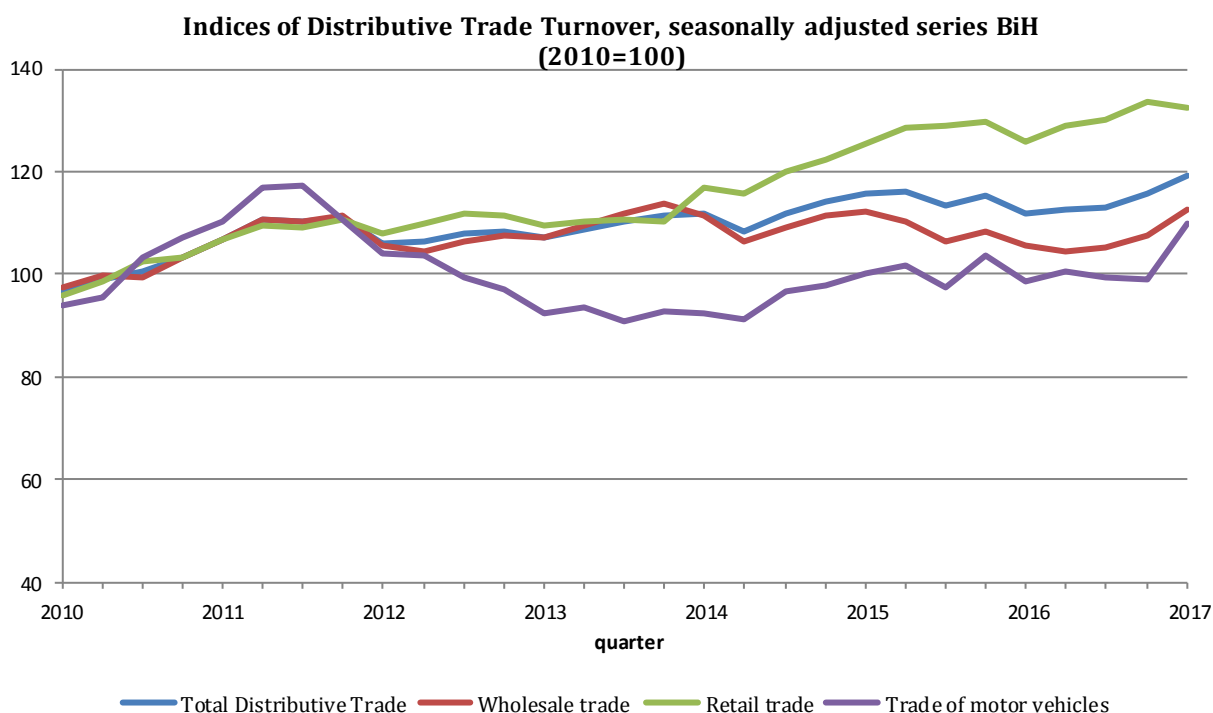
DISTRIBUTIVE TRADE TURNOVER INDICES IN BIH, I QUARTER 2017

Total seasonally adjusted distributive trade turnover in BiH in first quarter of 2017 increased by 2.9% compared with the fourth quarter 2016. The increase in turnover was recorded in Trade of motor vehicles and motorcycles by 10.9%, in Wholesale trade by 4.7%, while turnover in Retail trade decreased by 0.9%.

The highest increase of turnover was realized in the Sale, maintenance and repair of motorcycles and related parts and accessories for the 20.1%, while the largest decrease of 9% was recorded in the Wholesale of information and communication equipment.

Index of distributive trade in the first quarter of 2017 recorded an increase of 19.0% compared with the base year (2010). Retail trade turnover index recorded a growth by 32.5%, Wholesale trade turnover index by 12.6%, and Turnover index of motor vehicles and motorcycles by 9.9%, compared to the base (2010) year.

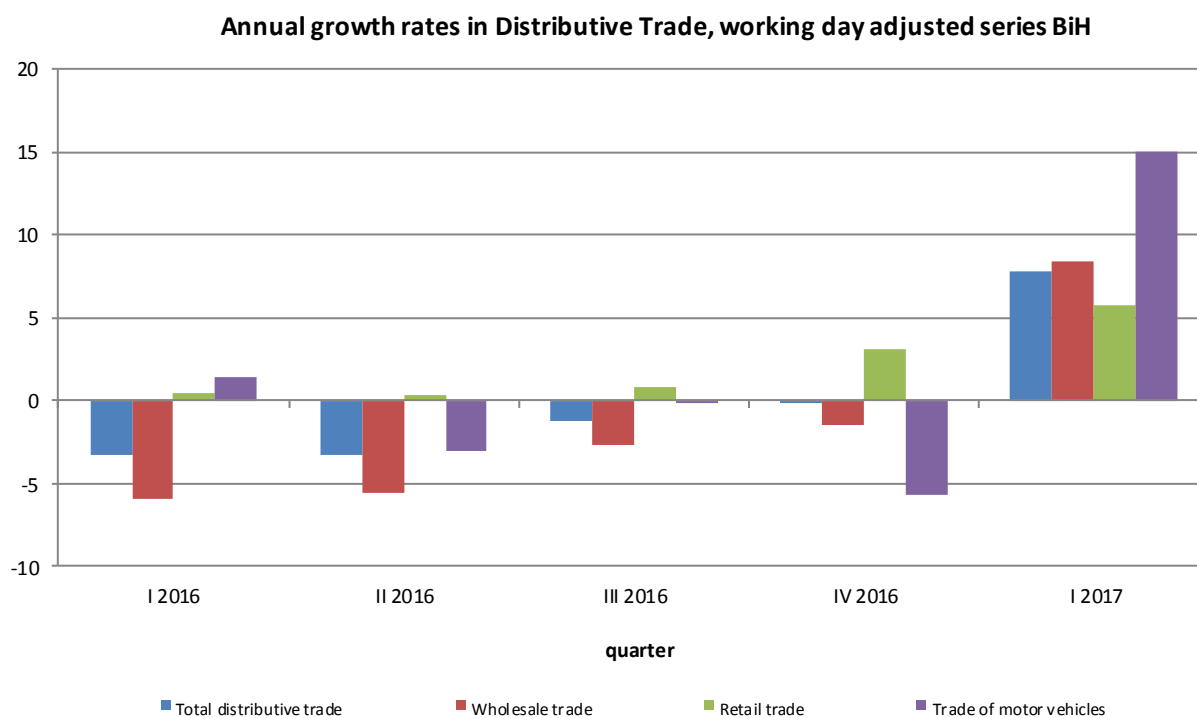
Data are seasonally adjusted.



Total distributive trade turnover in BiH, working day adjusted, increased by 7.8% in the first quarter of 2017 compared with the same quarter of 2016. The increase in turnover was recorded in Trade of motor vehicles and motorcycles by 15.0%, Wholesale trade by 8.5% and Retail trade by 5.7%.

The highest increase was realized in the activity Sale, maintenance and repair of motorcycles and related parts and accessories (135.4%), while the largest decrease was recorded in the Maintenance and repair of motor vehicles (11.9%).

Data are working day adjusted.



In the structure of total trade turnover (gross, non-adjusted data) the greatest share is realized in the Wholesale trade (57.1%), followed by Retail trade (37.2%) and Trade and maintenance of motor vehicles and motorcycles (5.8%).

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

| Name of activity- KD BiH 2010 | sasonally adjusted data | | | | working day adjusted data | | |
|--|--------------------------|----------------------------|------------------------|------------------------|---------------------------|---------------------------|-----------------------------|
| | <u>I 2017</u> IV 2016 | <u>IV 2016</u> III 2016 | <u>I 2017</u> ø2016 | <u>I 2017</u> ø2010 | <u>I 2017</u> I 2016 | <u>IV 2016</u> IV 2015 | <u>III 2016</u> III 2015 |
| Total distributive trade | 2,9 | 2,3 | 5,1 | 19,0 | 7,8 | 0,0 | -1,2 |
| Wholesale and retail trade of motor vehicles and motorcycles | 10,9 | -0,2 | 10,6 | 9,9 | 15,0 | -5,7 | 0,0 |
| Wholesale trade | 4,7 | 2,3 | 6,5 | 12,6 | 8,5 | -1,4 | -2,7 |
| Retail trade | -0,9 | 2,7 | 2,1 | 32,5 | 5,7 | 3,1 | 0,9 |

**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 | 2016 | | | | 2017 |
|------------------------|--|-------|-------|------|------|------|
| | | I | II | III | IV | I |
| G | Wholesale and retail trade, repair of motor vehicles and motorcycles | -2,8 | 0,5 | 0,6 | 2,3 | 2,9 |
| 45 | Wholesale and retail trade and repair of motor vehicles and motorcycles | -4,9 | 1,9 | -1,3 | -0,2 | 10,9 |
| 45.1 | Sale of motor vehicles | -10,4 | 0,0 | 0,6 | -1,6 | 12,5 |
| 45.2 | Maintenance and repair of motor vehicles | 6,3 | -10,9 | 6,1 | -8,2 | 3,0 |
| 45.3 | Sale of motor vehicle parts and accessories | -1,1 | 6,7 | -4,7 | 2,7 | 10,8 |
| 45.4 | Sale, maintenance and repair of motorcycles and related parts and accessories | -20,9 | 32,6 | -8,6 | 60,0 | 20,1 |
| 46 | Wholesale trade, except of motor vehicles and motorcycles | -2,7 | -0,9 | 0,5 | 2,3 | 4,7 |
| 46.1 | Wholesale on a fee or contract basis | 25,8 | -6,4 | -3,8 | 1,6 | 5,7 |
| 46.2 | Wholesale of agricultural raw materials and live animals | 5,0 | -0,2 | 6,0 | -6,9 | -6,2 |
| 46.3 | Wholesale of food, beverages and tobacco | -4,4 | -1,9 | -2,0 | -2,1 | -0,3 |
| 46.4 | Wholesale of household goods | -0,8 | 1,9 | 0,8 | 1,4 | 1,8 |
| 46.5 | Wholesale of information and communication equipment | -27,7 | 3,2 | -4,8 | 12,5 | -9,0 |
| 46.6 | Wholesale of other machinery, equipment and supplies | 12,8 | 9,0 | 6,7 | 15,4 | -6,4 |
| 46.7 | Other specialised wholesale | -3,8 | -1,2 | 1,7 | 3,8 | 15,9 |
| 46.9 | Non-specialised wholesale trade | -1,0 | -2,3 | 1,9 | 3,8 | -2,8 |
| 47 | Retail trade, except of motor vehicles and motorcycles | -2,8 | 2,4 | 0,9 | 2,7 | -0,9 |
| 47.3 | Retail sale of automotive fuel in specialised stores | -9,9 | 1,2 | 3,9 | 7,1 | -0,9 |
| 47-47.3 | Retail trade, excluding retail trade of automotive fuel | -0,3 | 2,7 | 0,0 | 1,3 | -0,9 |

** 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 | 2016 | | | | 2017 |
|------------------------|--|-------|-------|-------|-------|-------|
| | | I | II | III | IV | I |
| G | Wholesale and retail trade, repair of motor vehicles and motorcycles | -3,2 | -3,3 | -1,2 | 0,0 | 7,8 |
| 45 | Wholesale and retail trade and repair of motor vehicles and motorcycles | 1,4 | -3,0 | 0,0 | -5,7 | 15,0 |
| 45.1 | Sale of motor vehicles | -0,2 | -12,4 | -8,9 | -15,2 | 19,3 |
| 45.2 | Maintenance and repair of motor vehicles | 22,3 | 2,1 | 27,5 | -7,8 | -11,9 |
| 45.3 | Sale of motor vehicle parts and accessories | -0,8 | 8,3 | 4,9 | 3,3 | 15,8 |
| 45.4 | Sale, maintenance and repair of motorcycles and related parts and accessories | -8,3 | -2,5 | 12,0 | 42,8 | 135,4 |
| 46 | Wholesale trade, except of motor vehicles and motorcycles | -6,0 | -5,6 | -2,7 | -1,4 | 8,5 |
| 46.1 | Wholesale on a fee or contract basis | 20,2 | 21,1 | 37,7 | 14,5 | -4,5 |
| 46.2 | Wholesale of agricultural raw materials and live animals | 3,8 | -5,6 | 7,9 | 4,2 | -8,0 |
| 46.3 | Wholesale of food, beverages and tobacco | -4,7 | -9,6 | -12,7 | -11,9 | -1,6 |
| 46.4 | Wholesale of household goods | -2,6 | 2,3 | -0,1 | 2,5 | 11,7 |
| 46.5 | Wholesale of information and communication equipment | -7,2 | -2,4 | -7,3 | -18,9 | 0,6 |
| 46.6 | Wholesale of other machinery, equipment and supplies | -0,5 | 18,5 | 20,0 | 56,5 | 25,8 |
| 46.7 | Other specialised wholesale | -8,9 | -9,7 | -1,7 | 0,2 | 20,9 |
| 46.9 | Non-specialised wholesale trade | -10,4 | -5,1 | -0,1 | 2,4 | 0,5 |
| 47 | Retail trade, except of motor vehicles and motorcycles | 0,5 | 0,3 | 0,9 | 3,1 | 5,7 |
| 47.3 | Retail sale of automotive fuel in specialised stores | -6,7 | -10,0 | -6,1 | 1,5 | 13,9 |
| 47-47.3 | Retail trade, excluding retail trade of automotive fuel | 2,8 | 4,0 | 3,4 | 3,6 | 3,3 |

** working day adjusted data*

**data for the previous period are revised*

Table 4: Quarterly value indices of distributive trade turnover, 2010=100

| Code KD BiH 2010 | Activity- KD BiH 2010 | 2016 | | | | 2017 |
|------------------------|--|-------|-------|-------|-------|-------|
| | | I | II | III | IV | I |
| G | Wholesale and retail trade, repair of motor vehicles and motorcycles | 111,9 | 112,5 | 113,1 | 115,7 | 119,0 |
| 45 | Wholesale and retail trade and repair of motor vehicles and motorcycles | 98,7 | 100,6 | 99,2 | 99,1 | 109,9 |
| 45.1 | Sale of motor vehicles | 92,9 | 92,9 | 93,5 | 92,0 | 103,6 |
| 45.2 | Maintenance and repair of motor vehicles | 65,2 | 58,1 | 61,6 | 56,6 | 58,3 |
| 45.3 | Sale of motor vehicle parts and accessories | 124,3 | 132,6 | 126,4 | 129,9 | 143,9 |
| 45.4 | Sale, maintenance and repair of motorcycles and related parts and accessories | 16,8 | 22,3 | 20,4 | 32,7 | 39,2 |
| 46 | Wholesale trade, except of motor vehicles and motorcycles | 105,5 | 104,6 | 105,1 | 107,5 | 112,6 |
| 46.1 | Wholesale on a fee or contract basis | 80,3 | 75,1 | 72,3 | 73,4 | 77,6 |
| 46.2 | Wholesale of agricultural raw materials and live animals | 177,3 | 176,9 | 187,5 | 174,5 | 163,6 |
| 46.3 | Wholesale of food, beverages and tobacco | 122,6 | 120,2 | 117,8 | 115,3 | 115,0 |
| 46.4 | Wholesale of household goods | 102,4 | 104,4 | 105,2 | 106,7 | 108,7 |
| 46.5 | Wholesale of information and communication equipment | 117,5 | 121,2 | 115,4 | 129,8 | 118,1 |
| 46.6 | Wholesale of other machinery, equipment and supplies | 147,6 | 160,9 | 171,6 | 198,1 | 185,4 |
| 46.7 | Other specialised wholesale | 98,9 | 97,7 | 99,3 | 103,1 | 119,4 |
| 46.9 | Non-specialised wholesale trade | 97,2 | 95,0 | 96,8 | 100,4 | 97,6 |
| 47 | Retail trade, except of motor vehicles and motorcycles | 126,0 | 129,0 | 130,2 | 133,7 | 132,5 |
| 47.3 | Retail sale of automotive fuel in specialised stores | 112,0 | 113,3 | 117,8 | 126,1 | 124,9 |
| 47-47.3 | Retail trade, excluding retail trade of automotive fuel | 131,1 | 134,7 | 134,7 | 136,4 | 135,2 |

** seasonally adjusted data*

**data for the previous period are revised*

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

| Code KD BiH 2010 | Activity- KD BiH 2010 | growth rates | | | turnover indices 2010=100 | | | | |
|------------------------|--|-------------------|---|-----------------|------------------------------|---------|----------|---------|--------|
| | | I 2017 IV 2016 | I 2017 I 2016 | I 2017 ø2016 | I 2016 | II 2016 | III 2016 | IV 2016 | I 2017 |
| | | G | Wholesale and retail trade, repair of motor vehicles and motorcycles | -12,8 | 7,0 | -9,1 | 95,3 | 114,2 | 122,1 |
| 45 | Wholesale and retail trade and repair of motor vehicles and motorcycles | -7,4 | 15,0 | 1,0 | 86,4 | 101,1 | 98,6 | 107,3 | 99,3 |
| 45.1 | Sale of motor vehicles | 23,1 | 19,3 | 17,2 | 90,0 | 99,0 | 90,3 | 87,2 | 107,4 |
| 45.2 | Maintenance and repair of motor vehicles | -25,2 | -11,1 | -19,0 | 54,1 | 58,7 | 60,4 | 64,3 | 48,1 |
| 45.3 | Sale of motor vehicle parts and accessories | -27,4 | 15,8 | -10,6 | 98,2 | 125,0 | 129,2 | 156,6 | 113,7 |
| 45.4 | Sale, maintenance and repair of motorcycles and related parts and accessories | 41,4 | 99,7 | 8,0 | 13,0 | 35,1 | 29,8 | 18,4 | 26,0 |
| 46 | Wholesale trade, except of motor vehicles and motorcycles | -11,6 | 8,5 | -8,0 | 87,8 | 105,9 | 112,6 | 107,8 | 95,3 |
| 46.1 | Wholesale on a fee or contract basis | -18,2 | 4,4 | -17,4 | 56,5 | 74,9 | 82,3 | 72,1 | 59,0 |
| 46.2 | Wholesale of agricultural raw materials and live animals | 20,2 | -8,5 | -3,9 | 193,3 | 206,0 | 189,6 | 147,1 | 176,9 |
| 46.3 | Wholesale of food, beverages and tobacco | -9,5 | 3,7 | -9,7 | 96,4 | 114,3 | 121,5 | 110,4 | 99,9 |
| 46.4 | Wholesale of household goods | -5,8 | 11,7 | 0,9 | 93,2 | 102,1 | 106,8 | 110,4 | 104,0 |
| 46.5 | Wholesale of information and communication equipment | -21,2 | 0,4 | -7,0 | 110,5 | 114,0 | 112,1 | 140,8 | 110,9 |
| 46.6 | Wholesale of other machinery, equipment and supplies | -30,4 | 10,5 | -11,8 | 137,6 | 164,8 | 169,0 | 218,6 | 152,1 |
| 46.7 | Other specialised wholesale | -11,1 | 16,2 | -7,6 | 79,0 | 103,5 | 111,7 | 103,3 | 91,8 |
| 46.9 | Non-specialised wholesale trade | -16,8 | 2,6 | -12,4 | 83,6 | 98,8 | 106,3 | 103,1 | 85,8 |
| 47 | Retail trade, except of motor vehicles and motorcycles | -15,3 | 3,6 | -12,1 | 110,6 | 131,8 | 143,7 | 135,3 | 114,6 |
| 47.3 | Retail sale of automotive fuel in specialised stores | -15,3 | 15,0 | -8,8 | 95,8 | 119,0 | 138,3 | 129,9 | 110,1 |
| 47-47.3 | Retail trade, excluding retail trade of automotive fuel | -15,4 | 0,3 | -13,2 | 115,9 | 136,4 | 145,7 | 137,3 | 116,2 |

**data for the previous period are revised*

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

| Code KD BiH 2010 | Activity - KD BiH 2010 |
|---------------------|--|
| G | Wholesale and retail trade; repair of motor vehicles and motorcycles |
| 45 | Wholesale and retail trade and repair of motor vehicles and motorcycles |
| 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 |
| 46 | Wholesale trade, except of motor vehicles and motorcycles |
| 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 |
| 47 | Retail trade, except of motor vehicles and motorcycles |
| 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 survey

Services statistics take an important place in the national economy and have 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. 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. 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 stratificational variable the number of employees is used. The chosen sample on distributive trade in 2017 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

In conducting the survey the three statistical institutions in BiH participate. The main observation variable is 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 shown in nominal terms and they are calculated compared with the base year (2010), which is revised every five years according to the EU-STS regulations. Value index of distributive trade is expressed in current prices (unadjusted for price change).

Seasonal and working day adjustment of index

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 work days. 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 is performed in Demetra application (version 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 applied method for 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

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.ba). The presentation and interpretation of the index is 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 an 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 bases, 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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