

# **Retail trade industry, 2012**

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Statistics South Africa

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## Retail trade industry, 2012

### 1. Introduction

This publication presents estimates in respect of the 2012 retail trade large sample survey (LSS). The 2012 retail trade LSS collected data from a sample of approximately 3 000 enterprises. The reporting period was the financial year ended on any date between 1 July 2011 and 30 June 2012. The data for the number of employees were provided for the last pay period ended on or before 30 June 2012. The sample was stratified in such a way that all large enterprises (those with turnover equal to or greater than R78 million) were included.

The last retail trade LSS was conducted for 2009 (Report No. 62-01-02 (2009)).

#### 1.1 Scope and coverage

The 2012 retail trade LSS covers enterprises registered for VAT (value added tax) that are mainly engaged in the following activities classified according to the January 1993 edition of the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth edition, Report No. 09-09-02:

- Non-specialised stores with food, beverages and tobacco predominating (SIC 6211)
- Other non-specialised stores (6219)
- Food, beverages and tobacco in specialised stores (SIC 6220)
- Pharmaceutical and medical goods, cosmetic and toilet articles (SIC 6231)
- Textiles, clothing, footwear and leather goods (SIC 6232)
- Household furniture, appliances, articles and equipment (SIC 6233)
- Hardware, paints and glass (SIC 6234)
- Other specialised stores (SIC 6239)
- Second-hand goods in stores (SIC 6240)
- Repair of personal and household goods and retail trade not in stores (SIC 6251, 6252, 6259 and 6260)

#### 1.2 Data items

The following categories of data items were collected: industrial classification, details of employment, trading income, expenditure, profit or loss, inventories, carrying value of assets, details of sales of goods, services and purchases, information and communication technology usage, client base and method of payment.

### 1.3 Reference period

The questionnaires were completed for the financial year of the enterprise which **ended on any date between 1 July 2011 and 30 June 2012**, according to the usual reporting schedule of the enterprise.

#### *Examples*

- 1 October 2010 – 30 September 2011
- 1 January 2011 – 31 December 2011
- 1 February 2011 – 31 January 2012
- 1 March 2011 – 29 February 2012
- 1 April 2011 – 31 March 2012

### 1.4 Current prices

The rand values are at current prices.

### 1.5 Reliability of data

All estimates compiled for this industry are subject to both sampling and non-sampling errors.

The estimates presented in this publication are subject to sampling variability since they are based on information obtained from a sample. That is, they might differ from the figures that would have been produced if the data had been obtained from all enterprises in the retail trade industry in South Africa.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate. The larger the RSE, the less reliable the estimate. The following are some of the likely sources of non-sampling errors: sampling frame not up to date, wrong definitions and classification, phrasing of questions, non-response, processing and estimation. Every effort is made to minimise non-sampling errors by the careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures to maximise collection rate. Non-sampling errors occur in both sample surveys and censuses.

### 1.6 Confidentiality

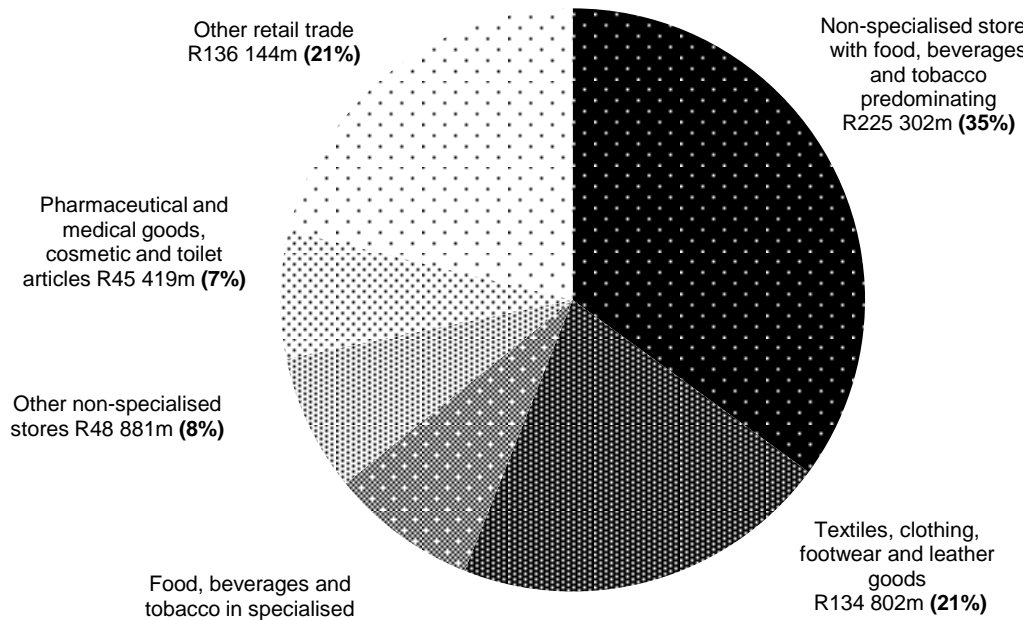
According to section 17 of the Statistics Act, 1999 (Act No. 6 of 1999), completed questionnaires remain confidential to Statistics South Africa (Stats SA). Individual business information is never disclosed. Results are presented in aggregated form only.

### 1.7 Reporting unit

The statistical unit for the collection of information is an enterprise. An enterprise is a legal unit (or a combination of legal units) that includes and directly controls all functions necessary to carry out its activities. Each enterprise is classified to an industry that reflects its predominant activity.

2. Summary of findings for the year 2012

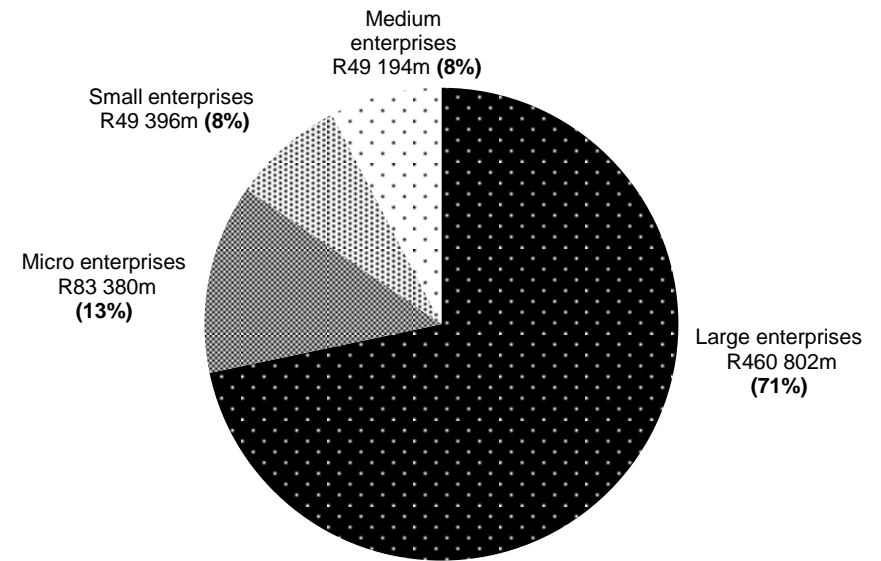
Figure 1 – Income in the retail trade industry, 2012



The total income for the retail trade industry for 2012 was R642 772 million. The largest contributor to the total income was 'non-specialised stores with food, beverages and tobacco predominating' (R225 302 million or 35%), followed by 'textiles, clothing, footwear and leather goods' (R134 802 million or 21%) (Figure 1 and Table 6, page 12).

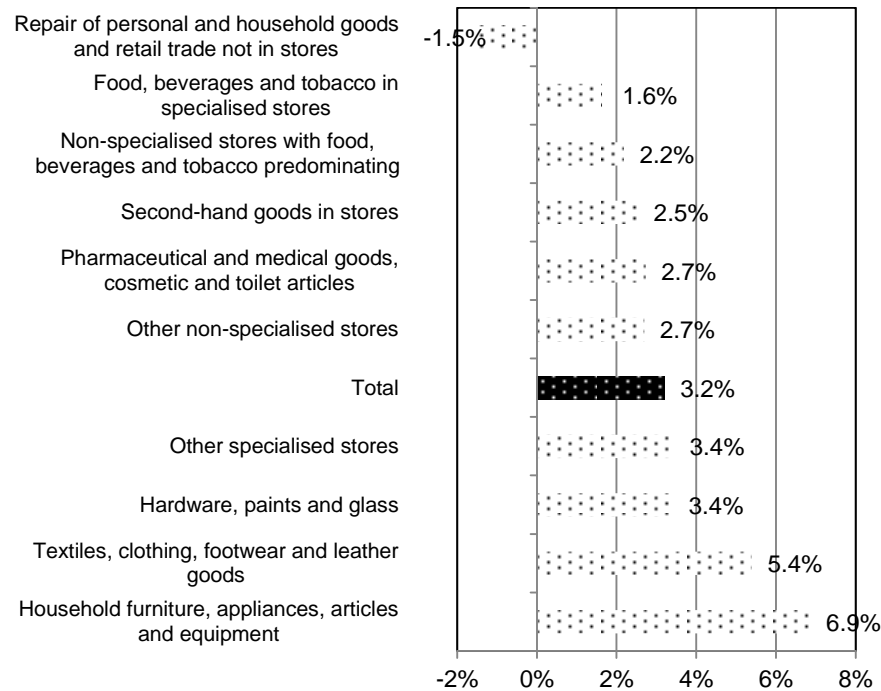
The total income represents an increase of 10,0% per annum over that reported for the corresponding period of 2009 (R483 484 million).

Figure 2 – Income by enterprise size in the retail trade industry, 2012



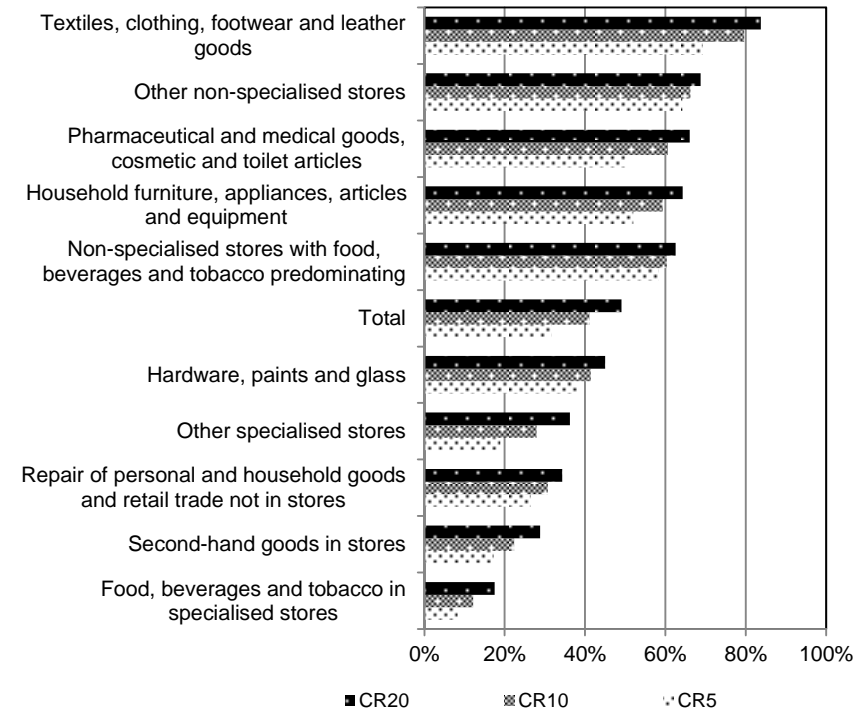
Large enterprises (those with turnover equal to or greater than R78 million) generated R460 802 million or 71% of the total income in the retail trade industry in 2012 (Figure 2 and Table 7, page 13).

**Figure 3 – Profit margin in the retail trade industry, 2012**



The profit margin for the retail trade industry was 3,2% in 2012. ‘Household furniture, appliances, articles and equipment’ had the highest profit margin at 6,9%, followed by ‘textiles, clothing, footwear and leather goods’ at 5,4% and ‘hardware, paints and glass’ at 3,4% (Figure 3 and Table 4, page 10).

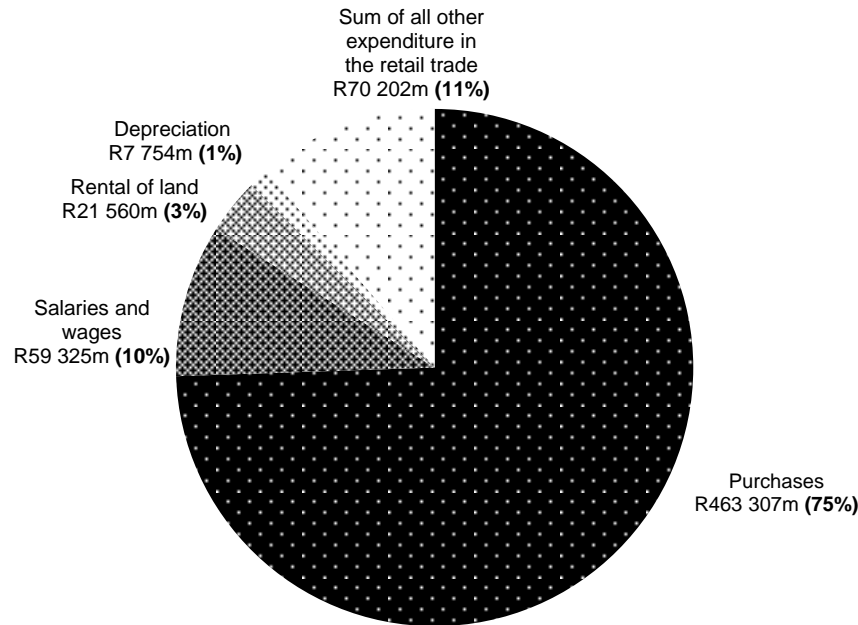
**Figure 4 – Concentration ratios (CR) in the retail trade industry, 2012**



The 20 largest enterprises contributed 49,0% of the total income in the retail trade industry in 2012. ‘Textiles, clothing, footwear and leather goods’ had the highest concentration ratios in all three categories: CR5 (69,3%), CR10 (79,6%) and CR20 (83,7%). ‘Food, beverages and tobacco in specialised stores’ had the lowest concentration ratios in all three categories: CR5 (8,3%), CR10 (12,1%) and CR20 (17,5%) (Figure 5 and Table 8, page 14).

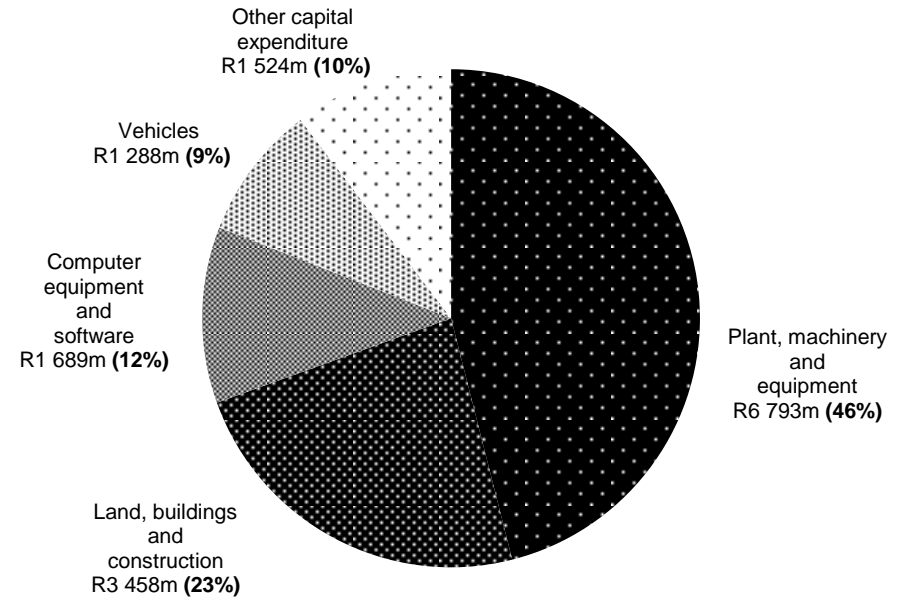


**Figure 5 – Composition of expenditure in the retail trade industry, 2012**



Expenditure in the retail trade industry in 2012 amounted to R622 148 million. The expenditure consisted primarily of ‘purchases’ (R463 307 million or 75%), followed by ‘salaries and wages’ (R59 325 million or 10%) and ‘rental of land’ (R21 560 million or 3%) (Figure 5 and Table 9, pages 15 - 16).

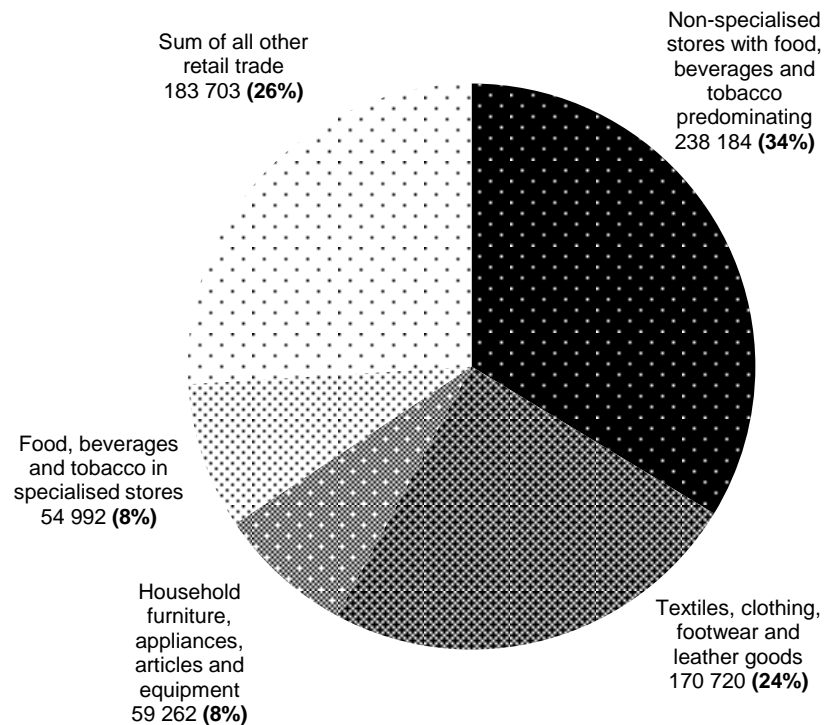
**Figure 6 – Capital expenditure on new assets in the retail trade industry, 2012**



The total capital expenditure on new assets in the retail trade industry in 2012 was R14 752 million. The largest category of capital expenditure was ‘plant, machinery and other office equipment’ (R6 793 million or 47%), followed by ‘land, buildings and construction’ (R3 458 million or 23%) and ‘computer equipment and software’ (R1 689 million or 12%) (Figure 6 and Table 15, page 22).

Capital expenditure on ‘new assets’ increased by 14,5% per annum compared with the corresponding period of 2009 (R9 828 million).

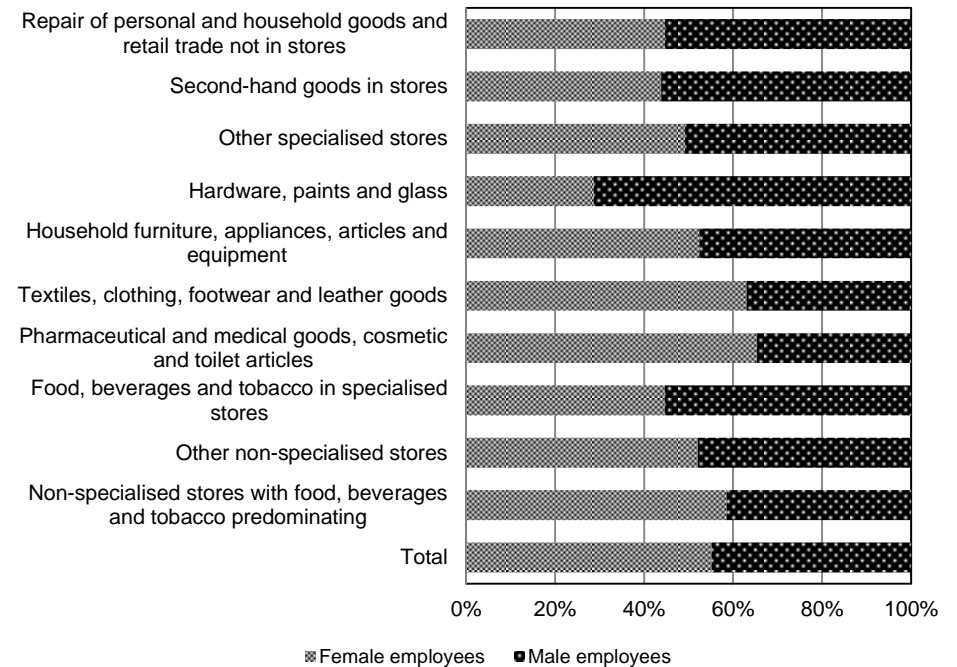
**Figure 7 – Employment in the retail trade industry, 2012**



The total number of persons employed in the retail trade industry for the last pay period ended on or before 30 June 2012 was 706 861. 'Non-specialised stores with food, beverages and tobacco predominating' had the largest number of employees (238 184 or 34%), followed by 'textiles, clothing, footwear and leather goods' (170 720 or 24%) (Figure 7 and Table 17, page 24).

Employment in the retail trade industry increased by 4,4% per annum compared with the number of employees reported in the corresponding period of 2009 (621 035).

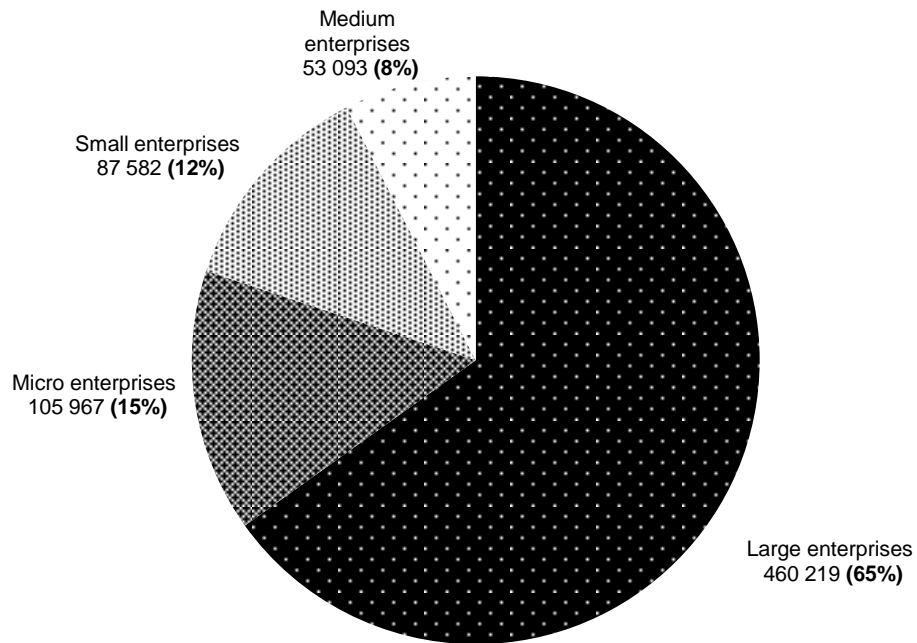
**Figure 8 – Gender ratios in the retail trade industry, 2012**



The industry with the highest proportion of females employed was 'pharmaceutical and medical goods, cosmetic and toilet articles' (65%), whilst 'hardware, paints and glass' had the highest proportion of males employed (71%) (Figure 8 and Table 17, page 24).

The proportion of females employed in the retail trade industry between 2009 and 2012 remained more or less the same at 53% and 55% respectively. The highest proportion of females was employed by 'pharmaceutical and medical goods, cosmetic and toilet articles' in 2009 at 65%.

**Figure 9 – Employment by enterprise size in the retail trade industry, 2012**



Employment by enterprise size indicates that large enterprises had the highest number of employees (460 219 or 65%), followed by micro enterprises (105 967 or 15%), small enterprises (87 582 or 12%) and medium enterprises (53 093 or 8%) (Figure 9 and Table 18, page 25).

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**Statistician-General**

**3. Tables**

**Table 1 – Principal statistics in the trade industry<sup>1</sup>, 2009 and 2012**

Item	Turnover	Total Income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit before tax	Carrying value of assets at the beginning of the financial year	Carrying value of assets at the end of the financial year	Capital expenditure on new assets	Number of employees
	R million									Number
<b>2009</b>	1 838 049	1 880 410	1 813 810	166 635	182 004	81 969	159 373	176 090	37 283	1 592 083
<b>2012</b>	2 293 034	2 352 879	2 296 197	207 238	239 545	88 989	203 362	213 840	44 086	1 735 350
<b>Annualised % change</b>	7,7	7,8	8,2	7,5	9,6	2,8	8,5	6,7	5,7	2,9

<sup>1</sup>The trade industry comprises wholesale trade, retail trade, motor trade, maintenance and repairs, hotels and restaurants.

**Table 2 – Principal statistics in the retail trade industry, 2009 and 2012**

Item	Turnover	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit before tax	Carrying value of assets at the beginning of the financial year	Carrying value of assets at the end of the financial year	Capital expenditure on new assets	Number of employees
	R million									Number
<b>2009</b>	469 832	483 484	464 266	47 166	52 558	24 610	58 151	59 911	9 828	621 035
<b>2012</b>	627 175	642 772	622 148	58 716	66 494	28 402	69 944	73 626	14 752	706 861
<b>Annualised % change</b>	10,1	10,0	10,2	7,6	8,2	4,9	6,3	7,1	14,5	4,4

**Table 3 – Principal statistics in the retail trade industry, 2012**

Type of retail trade	Total income	Total expenditure	Total value of opening inventories	Total value of closing inventories	Net profit or loss before tax	Carrying value of assets at the beginning of the financial year	Carrying value of assets at the end of the financial year	Capital expenditure on new assets
<b>R million</b>								
Non-specialised stores with food, beverages and tobacco predominating	225 302	220 240	14 139	15 919	6 842	16 426	17 525	4 761
Other non-specialised stores	48 881	48 401	5 080	6 305	1 705	2 789	3 369	1 152
Food, beverages and tobacco in specialised stores	52 224	51 434	2 704	2 927	1 013	3 172	2 994	495
Pharmaceutical and medical goods, cosmetic and toilet articles	45 419	44 239	3 549	4 036	1 667	4 031	4 296	689
Textiles, clothing, footwear and leather goods	134 802	126 886	15 783	18 131	10 264	32 375	32 914	4 236
Household furniture, appliances, articles and equipment	38 738	35 786	5 016	5 300	3 236	2 715	3 607	1 503
Hardware, paints and glass	43 895	42 351	5 126	5 655	2 073	4 476	4 756	940
Other specialised stores	35 740	34 803	6 202	6 935	1 670	2 701	2 737	509
Second-hand goods in stores	1 829	1 760	327	320	62	215	200	30
Repair of personal and household goods and retail trade not in stores	15 942	16 248	790	966	-130	1 044	1 228	437
<b>Total</b>	<b>642 772</b>	<b>622 148</b>	<b>58 716</b>	<b>66 494</b>	<b>28 402</b>	<b>69 944</b>	<b>73 626</b>	<b>14 752</b>

**Table 4 – Profit margin in the retail trade industry, 2012**

Type of retail trade	Net profit after tax		Turnover		Profit margin <sup>2</sup>	
	2009	2012	2009	2012	2009	2012
	R million				%	
Non-specialised stores with food, beverages and tobacco predominating	2 934	4 853	153 002	222 588	1,9	2,2
Other non-specialised stores	1 435	1 300	41 493	48 271	3,5	2,7
Food, beverages and tobacco in specialised stores	89	846	42 019	51 886	0,2	1,6
Pharmaceutical and medical goods, cosmetic and toilet articles	605	1 213	31 394	44 510	1,9	2,7
Textiles, clothing, footwear and leather goods	9 701	6 891	93 419	127 801	10,4	5,4
Household furniture, appliances, articles and equipment	769	2 478	34 130	35 993	2,3	6,9
Hardware, paints and glass	1 121	1 477	27 872	43 297	4,0	3,4
Other specialised stores	1 039	1 212	27 344	35 294	3,8	3,4
Second-hand goods in stores	78	45	1 488	1 773	5,2	2,5
Repair of personal and household goods and retail trade not in stores	451	-237	17 671	15 762	2,6	-1,5
<b>Total</b>	<b>18 222</b>	<b>20 078</b>	<b>469 832</b>	<b>627 175</b>	<b>3,9</b>	<b>3,2</b>

<sup>2</sup>Profit margin = Net profit after tax divided by turnover multiplied by 100.

**Table 5 – Income in the retail trade industry, 2009 and 2012**

Income item	2009	2012	Annualised % change
	R million		
Sales of goods	461 394	618 024	10,2
Services	7 799	8 046	1,0
Interest	6 640	6 177	-2,4
Dividends	1 735	2 071	6,1
Profit on sale or revaluation of assets	661	861	9,2
Royalties	181	780	62,7
Other income	5 074	6 813	10,3
<b>Total</b>	<b>483 484</b>	<b>642 772</b>	<b>10,0</b>

**Table 6 – Income in the retail trade industry, 2012**

Type of retail trade	Sales of goods	Services	Interest	Dividends	Profit on financial and other assets	Royalties	Other income	Total income
	R million							
Non-specialised stores with food, beverages and tobacco predominating	221 088	979	379	97	127	382	2 250	<b>225 302</b>
Other non-specialised stores	47 991	272	228	6	81	35	268	<b>48 881</b>
Food, beverages and tobacco in specialised stores	51 770	76	134	1	77	8	158	<b>52 224</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	44 231	245	69	6	26	18	824	<b>45 419</b>
Textiles, clothing, footwear and leather goods	125 879	1 725	3 617	1 066	344	194	1 977	<b>134 802</b>
Household furniture, appliances, articles and equipment	33 712	2 192	1 365	862	69	0	538	<b>38 738</b>
Hardware, paints and glass	42 953	151	207	6	50	143	385	<b>43 895</b>
Other specialised stores	34 531	761	121	12	54	0	261	<b>35 740</b>
Second-hand goods in stores	1 723	41	21	0	5	0	39	<b>1 829</b>
Repair of personal and household goods and retail trade not in stores	14 146	1 604	36	15	28	0	113	<b>15 942</b>
<b>Total</b>	<b>618 024</b>	<b>8 046</b>	<b>6 177</b>	<b>2 071</b>	<b>861</b>	<b>780</b>	<b>6 813</b>	<b>642 772</b>



**Table 7 – Income by enterprise size in the retail trade industry, 2012**

Type of retail trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	R million				
Non-specialised stores with food, beverages and tobacco predominating	187 895	19 308	4 292	13 807	<b>225 302</b>
Other non-specialised stores	34 439	5 375	3 815	5 252	<b>48 881</b>
Food, beverages and tobacco in specialised stores	15 620	6 825	12 332	17 447	<b>52 224</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	31 454	1 844	4 103	8 018	<b>45 419</b>
Textiles, clothing, footwear and leather goods	120 261	2 848	5 891	5 802	<b>134 802</b>
Household furniture, appliances, articles and equipment	26 317	3 033	4 073	5 315	<b>38 738</b>
Hardware, paints and glass	22 076	5 391	4 023	12 405	<b>43 895</b>
Other specialised stores	17 710	1 921	8 162	7 947	<b>35 740</b>
Second-hand goods in stores and repair of personal and household goods and retail trade not in stores <sup>3</sup>	5 030	2 649	2 705	7 387	<b>17 771</b>
<b>Total</b>	<b>460 802</b>	<b>49 194</b>	<b>49 396</b>	<b>83 380</b>	<b>642 772</b>

<sup>3</sup>Second-hand goods in stores and repair of personal and household goods and retail trade not in stores are combined due to confidentiality.

**Table 8 – Relative contribution (concentration ratios) of the largest enterprises in the retail trade industry, 2012**

Type of retail trade	Total income	Income of 5 largest enterprises	Relative contribution of 5 largest enterprises	Income of 10 largest enterprises	Relative contribution of 10 largest enterprises	Income of 20 largest enterprises	Relative contribution of 20 largest enterprises
	R million		%	R million	%	R million	%
Non-specialised stores with food, beverages and tobacco predominating	<b>225 302</b>	131 538	58,4	135 838	60,3	140 770	62,5
Other non-specialised stores	<b>48 881</b>	31 406	64,2	32 359	66,2	33 597	68,7
Food, beverages and tobacco in specialised stores	<b>52 224</b>	4 310	8,3	6 300	12,1	9 145	17,5
Pharmaceutical and medical goods, cosmetic and toilet articles	<b>45 419</b>	22 726	50,0	27 525	60,6	29 995	66,0
Textiles, clothing, footwear and leather goods	<b>134 802</b>	93 434	69,3	107 280	79,6	112 843	83,7
Household furniture, appliances, articles and equipment	<b>38 738</b>	20 131	52,0	22 985	59,3	24 891	64,3
Hardware, paints and glass	<b>43 895</b>	16 789	38,2	18 175	41,4	19 759	45,0
Other specialised stores	<b>35 740</b>	6 765	18,9	9 988	27,9	12 947	36,2
Second-hand goods in stores	<b>1 829</b>	314	17,2	408	22,3	526	28,8
Repair of personal and household goods and retail trade not in stores	<b>15 942</b>	4 232	26,5	4 898	30,7	5 467	34,3
<b>Total</b>	<b>642 772</b>	<b>202 959<sup>4</sup></b>	<b>31,6</b>	<b>264 128</b>	<b>41,1</b>	<b>315 064</b>	<b>49,0<sup>5</sup></b>

<sup>4</sup>These figures reflect the income of the 5, 10 and 20 largest enterprises respectively, and not the column totals.

<sup>5</sup>Relative contribution = income of the largest enterprises divided by total income multiply by 100.

**Table 9 – Expenditure in the retail trade industry, 2012**

Type of retail trade	Purchases	Salaries and wages	Rental of land	Advertising	Depreciation	Interest
	R million					
Non-specialised stores with food, beverages and tobacco predominating	182 704	14 672	4 181	570	2 450	678
Other non-specialised stores	38 610	3 949	1 855	80	476	352
Food, beverages and tobacco in specialised stores	43 311	3 157	1 060	116	420	164
Pharmaceutical and medical goods, cosmetic and toilet articles	33 930	4 819	676	519	440	103
Textiles, clothing, footwear and leather goods	75 171	15 861	8 030	1 647	2 356	4 538
Household furniture, appliances, articles and equipment	19 447	6 272	2 014	950	432	415
Hardware, paints and glass	32 774	4 268	1 104	150	510	218
Other specialised stores	24 443	4 230	2 150	329	425	139
Second-hand goods in stores	1 063	283	105	29	27	17
Repair of personal and household goods and retail trade not in stores	11 854	1 814	385	233	218	84
<b>Total</b>	<b>463 307</b>	<b>59 325</b>	<b>21 560</b>	<b>4 623</b>	<b>7 754</b>	<b>6 708</b>

**Table 9 – Expenditure in the retail trade industry, 2012 (concluded)**

Type of retail trade	Motor vehicle running expenditure	Repair and maintenance	Water and electricity	Other expenditure	Total expenditure
	R million				
Non-specialised stores with food, beverages and tobacco predominating	1 549	1 907	2 598	8 931	<b>220 240</b>
Other non-specialised stores	91	119	170	2699	<b>48 401</b>
Food, beverages and tobacco in specialised stores	305	271	446	2 184	<b>51 434</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	169	81	183	3 319	<b>44 239</b>
Textiles, clothing, footwear and leather goods	371	771	1 443	16 698	<b>126 886</b>
Household furniture, appliances, articles and equipment	519	265	328	5 144	<b>35 786</b>
Hardware, paints and glass	478	169	127	2 553	<b>42 351</b>
Other specialised stores	173	103	187	2 624	<b>34 803</b>
Second-hand goods in stores	23	13	13	187	<b>1 760</b>
Repair of personal and household goods and retail trade not in stores	198	98	86	1278	<b>16 248</b>
<b>Total</b>	<b>3 876</b>	<b>3 797</b>	<b>5 581</b>	<b>45 617</b>	<b>622 148</b>

**Table 10 – Carrying value of assets at the end of the financial year in the retail trade industry, 2009 and 2012**

Type of asset	2009	2012	Annualised % change	2009	2012
	R million			% contribution to total carrying value	
Land, buildings and construction	10 899	14 902	11,0	18,2	20,2
Computers and other IT equipment	1 211	1 911	16,4	2,0	2,6
Motor vehicles	3 344	3 691	3,3	5,6	5,0
Plant, machinery and equipment	14 293	20 577	12,9	23,9	27,9
Intangible assets	29 129	32 180	3,4	48,6	43,8
Other assets	1 035	365	-29,3	1,7	0,5
<b>Total</b>	<b>59 911</b>	<b>73 626</b>	<b>7,1</b>	<b>100,0</b>	<b>100,0</b>

**Table 11 – Carrying value of assets at the end of the financial year in the retail trade industry, 2012**

Type of retail trade	Land, buildings and construction	Computers and other IT equipment	Motor vehicles	Plant, machinery and equipment	Intangible assets	Other assets	Total carrying value
	R million						
Non-specialised stores with food, beverages and tobacco predominating	5 600	102	599	8 477	2 676	71	<b>17 525</b>
Other non-specialised stores	643	158	219	1 807	526	16	<b>3 369</b>
Food, beverages and tobacco in specialised stores	764	40	502	1 031	574	83	<b>2 994</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	305	124	131	631	3 104	1	<b>4 296</b>
Textiles, clothing, footwear and leather goods	2 591	1 097	474	6 126	22 541	85	<b>32 914</b>
Household furniture, appliances, articles and equipment	1 993	190	551	638	191	44	<b>3 607</b>
Hardware, paints and glass	2 298	76	606	848	905	23	<b>4 756</b>
Other specialised stores	447	82	266	678	1 239	25	<b>2 737</b>
Second-hand goods in stores	71	4	46	62	17	0	<b>200</b>
Repair of personal and household goods and retail trade not in stores	190	38	297	279	407	17	<b>1 228</b>
<b>Total</b>	<b>14 902</b>	<b>1 911</b>	<b>3 691</b>	<b>20 577</b>	<b>32 180</b>	<b>365</b>	<b>73 626</b>

**Table 12 – Details of assets in the retail trade industry, 2012**

Type of retail trade	Current assets					Non-current assets					Total assets
	Bank	Debtors	Inventory	Other current assets	Total current assets	Fixed non-current assets	Goodwill	Long-term investment	Other non-current assets	Total non-current assets	
	R million										
Non-specialised stores with food, beverages and tobacco predominating	4 786	5 167	15 919	1 916	27 788	15 448	2 070	7 655	2 710	27 883	<b>55 671</b>
Other non-specialised stores	868	1 506	6 305	3 282	11 961	3 059	299	2 236	239	5 833	<b>17 794</b>
Food, beverages and tobacco in specialised stores	1 241	1 311	2 927	217	5 696	2 480	493	485	1 200	4 658	<b>10 354</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	1 152	10 263	4 036	598	16 049	1 929	2 367	319	916	5 531	<b>21 580</b>
Textiles, clothing, footwear and leather goods	7 241	18 807	18 131	4 608	48 787	20 623	12 291	4 804	6 465	44 183	<b>92 970</b>
Household furniture, appliances, articles and equipment	1 758	12 073	5 300	3 686	22 817	3 466	141	2 332	2 986	8 925	<b>31 742</b>
Hardware, paints and glass	2 313	2 511	5 655	1 866	12 345	3 944	812	698	979	6 433	<b>18 778</b>
Other specialised stores	2 015	1 697	6 935	1 321	11 968	1 886	833	395	497	3 611	<b>15 579</b>
Second-hand goods in stores	77	147	320	54	598	183	17	136	26	362	<b>960</b>
Repair of personal and household goods and retail trade not in stores	606	621	966	148	2 341	886	342	80	495	1 803	<b>4 144</b>
<b>Total</b>	<b>22 057</b>	<b>54 103</b>	<b>66 494</b>	<b>17 696</b>	<b>160 350</b>	<b>53 904</b>	<b>19 665</b>	<b>19 140</b>	<b>16 513</b>	<b>109 222</b>	<b>269 572</b>

**Table 13 – Details of liabilities and owners’ equity in the retail trade industry, 2012**

Type of retail trade	Current liabilities				Non-current liabilities			Total liabilities	Owners’ equity	Equity and liabilities
	Creditors	Overdraft	Other current liabilities	Total current liabilities	Long-term loans	Other non-current liabilities	Total non-current liabilities			
	R million									
Non-specialised stores with food, beverages and tobacco predominating	23 402	1 525	6 516	31 443	5 996	3 493	9 489	<b>40 932</b>	<b>14 739</b>	<b>55 671</b>
Other non-specialised stores	8 170	285	4 436	12 891	728	905	1 633	<b>14 524</b>	<b>3 270</b>	<b>17 794</b>
Food, beverages and tobacco in specialised stores	2 695	632	727	4 054	2 169	1 414	3 583	<b>7 637</b>	<b>2 717</b>	<b>10 354</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	12 672	153	843	13 668	1 328	423	1 751	<b>15 419</b>	<b>6 161</b>	<b>21 580</b>
Textiles, clothing, footwear and leather goods	16 504	835	14 969	32 308	22 323	5 711	28 034	<b>60 342</b>	<b>32 628</b>	<b>92 970</b>
Household furniture, appliances, articles and equipment	5 738	1 094	6 948	13 780	4 132	1 552	5 684	<b>19 464</b>	<b>12 278</b>	<b>31 742</b>
Hardware, paints and glass	5 668	719	1 537	7 924	3 689	629	4 318	<b>12 242</b>	<b>6 536</b>	<b>18 778</b>
Other specialised stores	4 691	235	1 326	6 252	2 043	914	2 957	<b>9 209</b>	<b>6 370</b>	<b>15 579</b>
Second-hand goods in stores	168	33	26	227	260	100	360	<b>587</b>	<b>373</b>	<b>960</b>
Repair of personal and household goods and retail trade not in stores	1 196	83	278	1 557	2 915	366	3 281	<b>4 838</b>	<b>-694</b>	<b>4 144</b>
<b>Total</b>	<b>80 904</b>	<b>5 594</b>	<b>37 606</b>	<b>124 104</b>	<b>45 583</b>	<b>15 507</b>	<b>61 090</b>	<b>185 194</b>	<b>84 378</b>	<b>269 572</b>



**Table 14 – Capital expenditure on new assets in the retail trade industry, 2009 and 2012**

Type of asset	2009	2012	Annualised % change	2009	2012
	R million			% contribution to total capital expenditure on new assets	
Land, buildings and construction	1 630	3 458	28,5	16,6	23,4
Computer equipment and software	808	1 689	27,9	8,2	11,4
Vehicles	1 140	1 288	4,2	11,6	8,7
Plant, machinery and equipment	5 468	6 793	7,5	55,6	46,2
Other capital expenditure	782	1 524	24,9	8,0	10,3
<b>Total</b>	<b>9 828</b>	<b>14 752</b>	<b>14,5</b>	<b>100,0</b>	<b>100,0</b>

**Table 15 – Capital expenditure on new assets in the retail trade industry, 2012**

Type of retail trade	Land, buildings and construction	Computer equipment and software	Vehicles	Plant, machinery and other office equipment	Other capital expenditure	Total capital expenditure on new assets
	R million					
Non-specialised stores with food, beverages and tobacco predominating	1 459	336	181	2 681	104	4 761
Other non-specialised stores	121	132	57	739	103	1 152
Food, beverages and tobacco in specialised stores	91	32	152	210	10	495
Pharmaceutical and medical goods, cosmetic and toilet articles	20	62	79	200	328	689
Textiles, clothing, footwear and leather goods	492	891	122	2 166	565	4 236
Household furniture, appliances, articles and equipment	803	98	180	360	62	1 503
Hardware, paints and glass	376	70	259	137	98	940
Other specialised stores	62	46	123	159	119	509
Second-hand goods in stores	3	1	12	13	1	30
Repair of personal and household goods and retail trade not in stores	31	21	123	128	134	437
<b>Total</b>	<b>3 458</b>	<b>1 689</b>	<b>1 288</b>	<b>6 793</b>	<b>1 524</b>	<b>14 752</b>

**Table 16 – Employment in the retail trade industry for the last pay period ended on or before 30 June 2009 and 30 June 2012**

Type of retail trade	Female employees			Male employees			Total employees		
	2009	2012	Annualised % change	2009	2012	Annualised % change	2009	2012	Annualised % change
Non-specialised stores with food, beverages and tobacco predominating	103 617	139 442	10,4	80 727	98 742	6,9	184 344	238 184	8,9
Other non-specialised stores	24 497	21 212	-4,7	21 653	19 507	-3,4	46 150	40 719	-4,1
Food, beverages and tobacco in specialised stores	23 312	24 542	1,7	29 836	30 450	0,7	53 148	54 992	1,1
Pharmaceutical and medical goods, cosmetic and toilet articles	20 501	23 320	4,4	11 242	12 348	3,2	31 743	35 668	4,0
Textiles, clothing, footwear and leather goods	81 599	107 630	9,7	49 530	63 090	8,4	131 128	170 720	9,2
Household furniture, appliances, articles and equipment	30 801	31 078	0,3	32 941	28 184	-5,1	63 742	59 262	-2,4
Hardware, paints and glass	11 222	12 209	2,8	23 744	30 351	8,5	34 965	42 560	6,8
Other specialised stores	16 897	19 512	4,9	19 916	20 168	0,4	36 813	39 680	2,5
Second-hand goods in stores	1 042	1 527	13,6	1 602	1 953	6,8	2 645	3 480	9,6
Repair of personal and household goods and retail trade not in stores	17 623	9 660	-18,2	18 734	11 936	-14,0	36 357	21 596	-15,9
<b>Total</b>	<b>331 111</b>	<b>390 132</b>	<b>5,6</b>	<b>289 925</b>	<b>316 729</b>	<b>3,0</b>	<b>621 035</b>	<b>706 861</b>	<b>4,4</b>

**Table 17 – Employment by status (working proprietors, permanent, temporary or casual) in the retail trade industry for the pay period ended on or before 30 June 2012**

Type of retail trade	Working proprietors			Permanent			Temporary			Casual			Total
	Female	Male	Total	Female	Male	Total	Female	Male	Total	Female	Male	Total	
Number of employees													
Non-specialised stores with food, beverages and tobacco predominating	1 203	1 877	<b>3 080</b>	109 565	76 139	<b>185 704</b>	17 786	9 074	<b>26 860</b>	10 888	11 652	<b>22 540</b>	<b>238 184</b>
Other non-specialised stores	408	665	<b>1 073</b>	15 721	14 566	<b>30 287</b>	4 010	3 021	<b>7 031</b>	1 073	1 255	<b>2 328</b>	<b>40 719</b>
Food, beverages and tobacco in specialised stores	1 002	2 631	<b>3 633</b>	22 531	25 433	<b>47 964</b>	353	1 425	<b>1 778</b>	656	961	<b>1 617</b>	<b>54 992</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	266	761	<b>1 027</b>	21 590	10 627	<b>32 217</b>	733	456	<b>1 189</b>	731	504	<b>1 235</b>	<b>35 668</b>
Textiles, clothing, footwear and leather goods	953	1 447	<b>2 400</b>	69 518	46 176	<b>115 694</b>	4 947	2 089	<b>7 036</b>	32 212	13 378	<b>45 590</b>	<b>170 720</b>
Household furniture, appliances, articles and equipment	466	829	<b>1 295</b>	27 285	26 326	<b>53 611</b>	2 971	700	<b>3 671</b>	356	329	<b>685</b>	<b>59 262</b>
Hardware, paints and glass	350	1 016	<b>1 366</b>	11 538	28 346	<b>39 884</b>	137	404	<b>541</b>	184	585	<b>769</b>	<b>42 560</b>
Other specialised stores	452	1 522	<b>1 974</b>	16 411	16 605	<b>33 016</b>	202	186	<b>388</b>	2 447	1 855	<b>4 302</b>	<b>39 680</b>
Second-hand goods in stores	94	194	<b>288</b>	1 225	1 585	<b>2 810</b>	99	87	<b>186</b>	109	87	<b>196</b>	<b>3 480</b>
Repair of personal and household goods and retail trade not in stores	482	766	<b>1 248</b>	8 102	10 121	<b>18 223</b>	860	786	<b>1 646</b>	216	263	<b>479</b>	<b>21 596</b>
<b>Total</b>	<b>5 676</b>	<b>11 708</b>	<b>17 384</b>	<b>303 486</b>	<b>255 924</b>	<b>559 410</b>	<b>32 098</b>	<b>18 228</b>	<b>50 326</b>	<b>48 872</b>	<b>30 869</b>	<b>79 741</b>	<b>706 861</b>

**Table 18 – Employment by enterprise size in the retail trade industry for the last pay period ended on or before 30 June 2012**

Type of retail trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	Number of employees				
Non-specialised stores with food, beverages and tobacco predominating	186 785	21 405	8 414	21 580	<b>238 184</b>
Other non-specialised stores	20 003	5 308	6 576	8 832	<b>40 719</b>
Food, beverages and tobacco in specialised stores	11 013	5 672	18 451	19 856	<b>54 992</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	19 148	2 250	5 912	8 358	<b>35 668</b>
Textiles, clothing, footwear and leather goods	146 747	4 731	12 368	6 874	<b>170 720</b>
Household furniture, appliances, articles and equipment	42 444	2 764	8 095	5 959	<b>59 262</b>
Hardware, paints and glass	16 131	5 013	7 938	13 478	<b>42 560</b>
Other specialised stores	16 565	2 791	12 467	7 857	<b>39 680</b>
Second-hand goods in stores and repair of personal and household goods and retail trade not in stores <sup>3</sup>	1 383	3 159	7 361	13 173	<b>25 076</b>
<b>Total</b>	<b>460 219</b>	<b>53 093</b>	<b>87 582</b>	<b>105 967</b>	<b>706 861</b>

<sup>3</sup>Second-hand goods in stores and repair of personal and household goods and retail trade not in stores are combined due to confidentiality.

**Table 19 – Details of income from sales by commodity group, 2009 and 2012**

Commodity group	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Food, beverages and tobacco	184 633	258 535	40,0	41,8	11,9
Pharmaceuticals, medical goods cosmetics and toiletries	45 421	65 843	9,8	10,7	13,2
Textiles, clothing, accessories and footwear	65 592	89 675	14,2	14,5	11,0
Household furniture, appliances, equipment, articles and supplies	55 850	63 164	12,1	10,2	4,2
Hardware, building materials, paints and glass	38 127	53 650	8,3	8,7	12,1
Other goods	71 771	87 157	15,6	14,1	6,7
<b>Total sales of goods</b>	<b>461 394</b>	<b>618 024</b>	<b>100,0</b>	<b>100,0</b>	<b>10,2</b>

**Table 20 – Details of income from sales of goods by type of retail trade and commodity group, 2012**

Type of retail trade	Food, beverages and tobacco	Eyewear, pharmaceuticals, surgical and medical goods, cosmetics and toiletries	Textiles, clothing, accessories and footwear	Household furniture, appliances, equipment, articles and supplies	Hardware, building materials, paints and glass	Other goods	Total sales of goods
	R million						
Non-specialised stores with food, beverages and tobacco predominating	167 531	17 084	2 389	13 039	1 551	19 494	<b>221 088</b>
Other non-specialised stores	19 906	1 648	2 075	8 055	7 614	8 693	<b>47 991</b>
Food, beverages and tobacco in specialised stores	50 703	348	0	127	6	586	<b>51 770</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	458	41 285	6	1 257	49	1 176	<b>44 231</b>
Textiles, clothing, footwear and leather goods	14 898	4 220	82 770	7 867	715	15 409	<b>125 879</b>
Household furniture, appliances, articles and equipment	1 099	36	669	28 440	365	3 103	<b>33 712</b>
Hardware, paints and glass	110	1	0	606	41 363	873	<b>42 953</b>
Other specialised stores	418	627	1 388	2 068	534	29 496	<b>34 531</b>
Second-hand goods in stores	74	0	25	364	87	1 173	<b>1 723</b>
Repair of personal and household goods and retail trade not in stores	3 338	594	353	1 341	1 366	7 154	<b>14 146</b>
<b>Total</b>	<b>258 535</b>	<b>65 843</b>	<b>89 675</b>	<b>63 164</b>	<b>53 650</b>	<b>87 157</b>	<b>618 024</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Fruit	8 754	11 771	1,9	1,9	10,4
Vegetables	8 484	11 971	1,8	1,9	12,2
Meat and meat products	32 173	50 045	7,0	8,1	15,9
Fish	2 723	3 286	0,6	0,5	6,5
Tinned and bottled food	6 433	13 165	1,4	2,1	27,0
Dairy products	12 394	23 028	2,7	3,7	22,9
Eggs	3 642	3 998	0,8	0,6	3,2
Oils	3 091	4 197	0,7	0,7	10,7
Sugar	3 910	4 601	0,8	0,7	5,6
Chocolates, sweets and snacks	10 995	15 255	2,4	2,5	11,5
Bread	5 386	7 251	1,2	1,2	10,4
Bakery products (excluding bread)	5 874	7 280	1,3	1,2	7,4
Maize products	4 995	8 527	1,1	1,4	19,5
Rice	3 737	4 444	0,8	0,7	5,9
Pasta	1 370	1 719	0,3	0,3	7,9
Flour	2 340	2 598	0,5	0,4	3,5
Prepared meals	5 248	6 429	1,1	1,0	7,0
Coffee, tea and cocoa	4 342	5 693	0,9	0,9	9,5
Other food	19 031	21 528	4,1	3,5	4,2



**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (continued)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Non-alcoholic beverages	13 275	16 027	2,9	2,6	6,5
Alcoholic beverages	21 074	28 151	4,6	4,6	10,1
Tobacco and tobacco products	5 362	7 571	1,2	1,2	12,2
<b>Total: Food, beverages and tobacco</b>	<b>184 633</b>	<b>258 535</b>	<b>40,0</b>	<b>41,8</b>	<b>11,9</b>
Eyewear (prescription and non-prescription eyewear)	335	554	0,1	0,1	18,3
Pharmaceutical goods	21 998	32 388	4,8	5,2	13,8
Surgical, orthopaedic goods and other medical goods	3 885	4 548	0,8	0,7	5,4
Cosmetics and toiletries	19 203	28 353	4,2	4,6	13,9
<b>Total: Eyewear, pharmaceuticals, surgical and medical goods, cosmetics and toiletries</b>	<b>45 421</b>	<b>65 843</b>	<b>9,8</b>	<b>10,7</b>	<b>13,2</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (continued)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Articles of fur	90	87	0,0	0,0	-1,1
Yarn and thread (for weaving, sewing or knitting)	238	492	0,1	0,1	27,4
Fabrics	858	294	0,2	0,0	-30,0
Made-up textile articles (excluding bedding, linen, curtains and bathroom accessories)	830	897	0,2	0,1	2,6
Haberdashery	422	408	0,1	0,1	-1,1
Other textile products	1 268	1 139	0,3	0,2	-3,5
Men's and boys' clothing	15 869	22 454	3,4	3,6	12,3
Women's and girls' clothing	24 055	32 038	5,2	5,2	10,0
Infants' and children's clothing	5 750	5 414	1,2	0,9	-2,0
Accessories	3 500	5 327	0,8	0,9	15,0
Men's and boys' footwear	3 463	9 559	0,8	1,5	40,3
Women's and girls' footwear	4 862	8 593	1,1	1,4	20,9
Infants' and children's footwear	1 550	958	0,3	0,2	-14,8
Sports footwear	2 837	2 015	0,6	0,3	-10,8
<b>Total: Textiles, clothing, accessories and footwear</b>	<b>65 592</b>	<b>89 675</b>	<b>14,2</b>	<b>14,5</b>	<b>11,0</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (continued)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Household furniture	14 719	17 753	3,2	2,9	6,4
Major household appliances (e.g. stoves, freezers, washing machines, refrigerators)	5 303	5 672	1,1	0,9	2,3
Small electrical appliances (e.g. electric frying pans, irons, kettles)	4 976	6 031	1,1	1,0	6,6
Radio and television equipment and other household audio-visual equipment (including iPod and MP3 players)	6 588	7 408	1,4	1,2	4,0
Musical records, audio and video tapes, compact discs, cassettes, DVDs and MP3s	3 317	2 490	0,7	0,4	-9,1
Musical instruments and scores	150	395	0,0	0,1	38,1
Lighting equipment	1 331	902	0,3	0,1	-12,2
Kitchenware, cookware and bakeware	2 136	2 754	0,5	0,4	8,8
Cutlery, flatware and silverware	1 037	1 248	0,2	0,2	6,4
Glass and crystalware	525	890	0,1	0,1	19,2
Bedding, linen, curtains and bathroom accessories	4 262	5 718	0,9	0,9	10,3
Household cleaning supplies, chemicals and paper products	6 185	5 837	1,3	0,9	-1,9
Other household goods	5 321	6 066	1,2	1,0	4,5
<b>Total: Household furniture, appliances, equipment, articles and supplies</b>	<b>55 850</b>	<b>63 164</b>	<b>12,1</b>	<b>10,2</b>	<b>4,2</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (continued)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Plumbing, heating, cooling and electrical equipment and supplies	5 038	6 455	1,1	1,0	8,6
Hand tools and equipment for domestic use	3 869	4 273	0,8	0,7	3,4
Other hardware	4 003	7 136	0,9	1,2	21,3
Building materials (including tiles)	19 866	27 337	4,3	4,4	11,2
Paints, varnishes and lacquers	4 017	7 259	0,9	1,2	21,8
Glass and other articles of glass	1 334	1 190	0,3	0,2	-3,7
<b>Total: Hardware, building materials, paints and glass</b>	<b>38 127</b>	<b>53 650</b>	<b>8,3</b>	<b>8,7</b>	<b>12,1</b>
Books (hard cover and paperback)	1 414	2 539	0,3	0,4	21,5
Newspapers, magazines and other periodicals	1 503	2 619	0,3	0,4	20,3
Stationery, paper and cardboard	6 919	6 126	1,5	1,0	-4,0
Postcards and greeting cards	294	265	0,1	0,0	-3,4
Advertising materials	90	79	0,0	0,0	-4,3
<b>Sub-total: Reading materials and stationery</b>	<b>10 220</b>	<b>11 628</b>	<b>2,2</b>	<b>1,9</b>	<b>4,4</b>
Watches and clocks	1 281	1 289	0,3	0,2	0,2
Jewellery and other related articles	4 494	6 078	1,0	1,0	10,6
<b>Sub-total: Watches, clocks and jewellery</b>	<b>5 775</b>	<b>7 367</b>	<b>1,3</b>	<b>1,2</b>	<b>8,5</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (continued)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Hunting, fishing and camping equipment and supplies	1 354	1 272	0,3	0,2	-2,1
Hockey, baseball, football, soccer, volleyball and basketball equipment and supplies	310	473	0,1	0,1	15,1
Surf and surfboard equipment and accessories	889	678	0,2	0,1	-8,6
Golf equipment and accessories	638	818	0,1	0,1	8,6
Exercise and fitness equipment	652	780	0,1	0,1	6,2
All other sports and recreational goods	3 530	2 372	0,8	0,4	-12,4
<b>Sub-total: Sports and recreational goods</b>	<b>7 373</b>	<b>6 393</b>	<b>1,6</b>	<b>1,0</b>	<b>-4,6</b>
Computers, components and related equipment (including GPS navigation system and USB)	5 069	4 144	1,1	0,7	-6,5
Packaged computer software (including computer and video games) and musical and game downloads and eBooks	959	1 324	0,2	0,2	11,3
Cameras (still, digital and video), picture frames, binoculars and related photographic equipment and supplies	1 257	1 863	0,3	0,3	14,0
Telephones and home office electronics	2 004	465	0,4	0,1	-38,6
Cell phones	4 303	10 019	0,9	1,6	32,5
Prepaid airtime	6 129	12 473	1,3	2,0	26,7
<b>Sub-total: Computers, software, photographic materials and related items</b>	<b>19 721</b>	<b>30 288</b>	<b>4,3</b>	<b>4,9</b>	<b>15,4</b>

**Table 21 – Details of income from sales by commodity type, 2009 and 2012 (concluded)**

Commodity type	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total income from sales		
Toys, games, and hobby supplies (excluding computer and video games)	2 943	3 241	0,6	0,5	3,3
Leather goods, luggage and travel accessories	2 059	1 738	0,4	0,3	-5,5
Cut flowers and related floral supplies	1 789	1 258	0,4	0,2	-11,1
Lawn/garden/patio furniture	352	983	0,1	0,2	40,8
Outdoor power equipment and accessories	348	568	0,1	0,1	17,7
Other lawn and garden related products	370	941	0,1	0,2	36,5
Souvenirs and artwork	600	974	0,1	0,2	17,5
Other household goods	20 221	21 778	4,4	3,5	2,5
<b>Total: Other goods</b>	<b>71 771</b>	<b>87 157</b>	<b>15,6</b>	<b>14,1</b>	<b>6,7</b>
<b>Total: Sales of goods</b>	<b>461 394</b>	<b>618 024</b>	<b>100,0</b>	<b>100,0</b>	<b>10,2</b>

**Table 22 – Details of purchases by commodity group, 2009 and 2012**

Commodity group	2009	2012	2009	2012	Annualised % change
	R million		% contribution to total purchases		
Food, beverages and tobacco	153 689	218 947	44,1	47,3	12,5
Pharmaceutical, medical goods, cosmetics and toiletries	34 895	55 218	10,0	11,9	16,5
Textiles, clothing, accessories and footwear	41 193	56 089	11,8	12,1	10,8
Household furniture, appliances, equipment, articles and supplies	38 835	40 103	11,2	8,7	1,1
Hardware, building materials, paints and glass	33 036	42 762	9,5	9,2	9,0
Other purchases of goods	46 591	50 188	13,4	10,8	2,5
<b>Total</b>	<b>348 239</b>	<b>463 307</b>	<b>100,0</b>	<b>100,0</b>	<b>10,0</b>

**Table 23 – Details of purchases by retail trade and commodity group, 2012**

Type of retail trade	Food, beverages and tobacco	Eyewear, pharmaceuticals, surgical and medical goods, cosmetics and toiletries	Textiles, clothing, accessories and footwear	Household furniture, appliances, equipment, articles and supplies	Hardware, building materials, paints and glass	Other purchases of goods	Total purchases
	R million						
Non-specialised stores with food, beverages and tobacco predominating	144 115	14 241	1 949	12 234	1 437	8 728	<b>182 704</b>
Other non-specialised stores	16 095	6 056	1 437	4 820	6 661	3 541	<b>38 610</b>
Food, beverages and tobacco in specialised stores	42 645	240	0	59	5	362	<b>43 311</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	328	32 075	0	812	40	675	<b>33 930</b>
Textiles, clothing, footwear and leather goods	11 733	1 895	51 093	2 885	587	6 978	<b>75 171</b>
Household furniture, appliances, articles and equipment	896	21	301	16 598	431	1 200	<b>19 447</b>
Hardware, paints and glass	99	0	0	492	31 876	307	<b>32 774</b>
Other specialised stores	339	261	1 174	381	423	21 865	<b>24 443</b>
Second-hand goods in stores	62	0	17	591	71	322	<b>1 063</b>
Repair of personal and household goods and retail trade not in stores	2 635	429	118	1 231	1 231	6 210	<b>11 854</b>
<b>Total</b>	<b>218 947</b>	<b>55 218</b>	<b>56 089</b>	<b>40 103</b>	<b>42 762</b>	<b>50 188</b>	<b>463 307</b>



**Table 24 – Income from sales of goods and services rendered by client base in the retail trade industry, 2012**

Client	R million	% contribution to total income from sales of goods and services
Individuals and households	547 031	87,4
Businesses (including parastatals)	75 156	12,0
Government	3 883	0,6
<b>Total</b>	<b>626 070</b>	<b>100,0</b>

**Table 25 – Income from sales of goods and services rendered by client base and type of retailer, 2012**

Type of retail trade	Individuals and households	Businesses (including parastatals)	Government	Total Income from sales of goods and services rendered
	R million			
Non-specialised stores with food, beverages and tobacco predominating	188 876	32 870	321	<b>222 067</b>
Other non-specialised stores	37 022	11 214	27	<b>48 263</b>
Food, beverages and tobacco in specialised stores	44 570	6 941	335	<b>51 846</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	42 683	1 691	102	<b>44 476</b>
Textiles, clothing, footwear and leather goods	126 729	861	14	<b>127 604</b>
Household furniture, appliances, articles and equipment	32 135	3 473	296	<b>35 904</b>
Hardware, paints and glass	30 171	10 867	2 066	<b>43 104</b>
Other specialised stores	29 701	5 193	398	<b>35 292</b>
Second-hand goods in stores	1 534	224	6	<b>1 764</b>
Repair of personal and household goods and retail trade not in stores	13 610	1 822	318	<b>15 750</b>
<b>Total</b>	<b>547 031</b>	<b>75 156</b>	<b>3 883</b>	<b>626 070</b>

**Table 26 – Income from sales of goods and services rendered by method of payment in the retail trade industry, 2012**

Method of payment	R million	% contribution to total income from sales of goods and services
Cash	293 232	46,8
Debit card	98 587	15,7
Credit card	133 760	21,4
Retail card	34 422	5,5
Transfers (including internet transfers)	66 069	10,6
<b>Total</b>	<b>626 070</b>	<b>100,0</b>

**Table 27 – Income from sales of goods and services rendered by method of payment and type of retailer, 2012**

Type of retail trade	Cash	Debit card	Credit card	Retail card	Transfers (including internet transfers)	Total income from sales of goods and services
	R million					
Non-specialised stores with food, beverages and tobacco predominating	124 056	31 725	57 230	740	8 316	<b>222 067</b>
Other non-specialised stores	23 631	8 682	9 199	3 233	3 518	<b>48 263</b>
Food, beverages and tobacco in specialised stores	30 403	9 494	7 545	940	3 464	<b>51 846</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	17 496	7 006	7 290	659	12 025	<b>44 476</b>
Textiles, clothing, footwear and leather goods	50 591	20 297	25 111	28 055	3 549	<b>127 603</b>
Household furniture, appliances, articles and equipment	9 044	6 333	8 112	105	12 311	<b>35 905</b>
Hardware, paints and glass	19 308	8 428	7 623	414	7 332	<b>43 105</b>
Other specialised stores	12 578	4 879	8 776	209	8 849	<b>35 291</b>
Second-hand goods in stores	643	328	416	1	376	<b>1 764</b>
Repair of personal and household goods and retail trade not in stores	5 482	1 415	2 458	66	6 329	<b>15 750</b>
<b>Total</b>	<b>293 232</b>	<b>98 587</b>	<b>133 760</b>	<b>34 422</b>	<b>66 069</b>	<b>626 070</b>

**Table 28 – Information and communication technology usage by type of retail trade in the retail trade industry as at the end of June 2012**

Type of retail trade	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	% of enterprises						
Non-specialised stores with food, beverages and tobacco predominating	81,3	81,3	67,9	6,5	8,4	21,8	36,2
Other non-specialised stores	79,1	79,1	66,4	5,9	10,3	10,1	33,6
Food, beverages and tobacco in specialised stores	85,0	85,0	61,1	7,8	11,6	13,5	24,4
Pharmaceutical and medical goods, cosmetic and toilet articles	96,7	96,7	90,5	13,9	20,4	52,1	40,3
Textiles, clothing, footwear and leather goods	90,7	90,7	81,0	26,1	22,9	30,3	49,4
Household furniture, appliances, articles and equipment	100,0	100,0	89,5	48,3	28,5	29,0	41,9
Hardware, paints and glass	95,4	95,4	82,1	34,2	34,0	26,2	43,4
Other specialised stores	94,5	94,5	86,5	37,4	28,0	26,7	44,9
Second-hand goods in stores	86,2	86,2	77,5	28,4	14,5	17,3	32,2
Repair of personal and household goods and retail trade not in stores	96,6	96,6	88,2	30,0	29,8	28,8	41,4
<b>Total</b>	<b>89,5</b>	<b>89,5</b>	<b>76,2</b>	<b>21,1</b>	<b>19,7</b>	<b>24,0</b>	<b>37,7</b>

**Table 29 – Information and communication technology usage by size group in the retail trade industry as at the end of June 2012**

Enterprise size	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	% of enterprises						
Large enterprises	99,7	99,7	94,0	39,7	23,3	32,0	54,6
Medium enterprises	98,8	98,8	92,3	33,0	17,8	22,0	52,2
Small enterprises	96,1	96,1	84,7	23,6	23,2	31,1	43,2
Micro enterprises	85,3	85,3	70,2	18,1	18,0	20,6	33,2
<b>Total</b>	<b>89,5</b>	<b>89,5</b>	<b>76,2</b>	<b>21,1</b>	<b>19,7</b>	<b>24,0</b>	<b>37,7</b>

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**Explanatory notes**

<b>Background</b>	<p>The results presented in this publication have been derived from the 2012 retail trade large sample survey. This is a periodic survey, which measures economic activity in the retail trade industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the retail trade industry.</p> <p>The sample was drawn from Stats SA's business register, based on the units registered for value added tax (VAT).</p>
<b>Value added tax (VAT)</b>	<p>All figures exclude value added tax (VAT).</p>
<b>Reference period</b>	<p>The information was collected from enterprises for their financial year, which ended on any date between 1 July 2011 and 30 June 2012.</p>
<b>Purpose of the survey</b>	<p>Results of the survey are used within Stats SA for compiling South Africa's national accounts, e.g. the gross domestic product (GDP) and gross fixed capital formation. These statistics are also used by the private sector in analyses of comparative business and industry performance.</p>
<b>Scope and coverage</b>	<p>This survey covers the following income tax-registered private and public enterprises that are mainly engaged in retail trade:</p> <ol style="list-style-type: none"><li>i. Non-specialised stores with food, beverages and tobacco predominating (SIC 6211).</li><li>ii. Other non-specialised stores (SIC 6219).</li><li>iii. Food, beverages and tobacco in specialised stores (SIC 6220).</li><li>iv. Pharmaceutical and medical goods, cosmetic and toilet articles (SIC 6231).</li><li>v. Textiles, clothing, footwear and leather goods (SIC 6232).</li><li>vi. Household furniture, appliances, articles and equipment (SIC 6233).</li><li>vii. Hardware, paints and glass (SIC 6234).</li><li>viii. Other specialised stores (SIC 6239).</li><li>ix. Second-hand goods in stores (SIC 6240).</li><li>x. Repair of personal and household goods and retail trade not in stores (SIC 6260).</li></ol>
<b>Classification by industry</b>	<p>The 1993 edition of the <i>Standard Industrial Classification of All Economic Activities</i> (SIC), Fifth Edition, Report No. 09-09-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of All Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to an industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four-digit) level.</p>

**Statistical unit** The statistical unit for the collection of the information is known as an enterprise. An enterprise is a legal unit (or combination of legal units) that includes and directly controls all functions necessary to carry out its activities.

**Size groups** The enterprises are divided into four size groups according to the value of their business register turnover. Large enterprises are enterprises with an annual turnover of R78 million and more. Table A presents the size groups defined using the Department of Trade and Industry (DTI).

**Table 31 – Size groups for the retail trade industry**

Size group	Turnover
Large	Turnover ≥ R78 000 000
Medium	R38 000 000 ≤ Turnover < R78 000 000
Small	R8 000 000 ≤ Turnover < R38 000 000
Micro	Turnover < R8 000 000

**Survey methodology and design** The survey was conducted by post, email, fax, telephone and personal visits.

A sample of approximately 3 000 enterprises was drawn using stratified random sampling. The enterprises were first stratified at 4-digit level according to the SIC and then by size of enterprise. All large and medium enterprises were completely enumerated. Business register turnover was used as the measure of size for stratification. The collection rate was 81,1%.

**Collection rate** Collection rate = ((collected + finalised investigations) / sample size) x 100.

**Weighting methodology** For small and micro enterprises, that is those who were not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates were calculated and then aggregated with the completely enumerated stratum to form group estimates. These procedures, which are in line with international best practice, are described in more detail on the Stats SA website at [www.statssa.gov.za/publications/publicationsearch.asp](http://www.statssa.gov.za/publications/publicationsearch.asp).

**Revisions to 2009 results** Revisions were made to 2009 results due to new information obtained after the publication.

**Relative standard error**

Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they might differ from the figures that would have been produced if the data had been obtained from all enterprises in the retail trade industry in South Africa.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance as only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate.

**Table 32 – Income in the retail trade industry within 95% confidence limits, 2012**

Type of retail trade	Lower limit	Total income	Upper limit	Relative standard error
	R million			%
Non-specialised stores with food, beverages and tobacco predominating	219 120	225 302	231 484	1,4
Other non-specialised stores	46 677	48 881	51 085	2,3
Food, beverages and tobacco in specialised stores	47 311	52 224	57 137	4,8
Pharmaceutical and medical goods, cosmetic and toilet articles	43 193	45 419	47 645	2,5
Textiles, clothing, footwear and leather goods	132 688	134 802	136 916	0,8
Household furniture, appliances, articles and equipment	36 308	38 738	41 168	3,2
Hardware, paints and glass	41 314	43 895	46 476	3,0
Other specialised stores	32 798	35 740	38 682	4,2
Second-hand goods in stores	1 585	1 829	2 073	6,8
Repair of personal and household goods and retail trade not in stores	14 473	15 942	17 411	4,7
<b>Total</b>	<b>632 693</b>	<b>642 772</b>	<b>652 851</b>	<b>0,8</b>

**Non-sampling errors**

Inaccuracies might occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Non-sampling errors occur in both sample surveys and censuses.



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**Rounding-off of figures** Where necessary, the figures in the tables have been rounded off to the nearest final digit shown. There might therefore be slight discrepancies between the sums of the constituent items of the totals shown.

<b>Abbreviations</b>	BR	Business register
	CR	Concentration ratio
	DTI	Department of Trade and Industry
	GDP	Gross domestic product
	ISIC	International Standard Industrial Classification of All Economic Activities
	IT	Income tax
	RSE	Relative standard error
	SARS	South African Revenue Service
	SE	Standard error
	SIC	Standard Industrial Classification of All Economic Activities
	SNA	System of National Accounts
	Stats SA	Statistics South Africa
	VAT	Value added tax
	0	Nil or less than half the final digit shown

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**Glossary**

<b>Casual employees</b>	Employees who fall neither within the 'permanent employees' category nor the 'temporary employees' category. Such employees are typically working daily or hourly.
<b>Concentration ratio</b>	The ratio of the income of the $n$ largest enterprises to the total income.
<b>Current assets</b>	Assets that are expected to be turned into cash within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• trade and other receivables;</li><li>• cash and bank;</li><li>• inventories; and</li><li>• other current assets.</li></ul>
<b>Current liabilities</b>	Debts or obligations that are due within one year. They include: <ul style="list-style-type: none"><li>• trade and other payables;</li><li>• bank overdraft; and</li><li>• other current liabilities.</li></ul>
<b>Employees</b>	Persons employed by a business or organisation and who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June 2012.
<b>Enterprise</b>	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
<b>Equity</b>	The residual interest in the entity's assets after deducting its liabilities.
<b>Income from rental, leasing and hiring</b>	Includes: Income from rental and leasing of land, buildings and other structures and income from leasing and hiring of motor vehicles, other transport equipment, plant, machinery and equipment.
<b>Industry</b>	An industry consists of a group of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the <i>System of National Accounts</i> (SNA) in the same way as in the <i>Standard Industrial Classification of All Economic Activities</i> , Fifth Edition, Report No. 09-90-02 of January 1993 (SIC).

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<b>Net profit or loss after tax</b>	Net profit or loss after tax is derived as:  Net profit or loss before tax <i>minus</i> company tax
<b>Net profit or loss before tax</b>	Net profit or loss before tax is derived as:  Total income <i>plus</i> closing inventories <i>minus</i> total expenditure <i>minus</i> opening inventories
<b>Non-current assets</b>	Assets which are not easily convertible to cash or not expected to become cash within the next year. They include: <ul style="list-style-type: none"><li>• property, plant and equipment and intangible assets;</li><li>• long-term investments; and</li><li>• other non-current assets.</li></ul>
<b>Non-current liabilities</b>	Liabilities not due to be paid within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• long-term loans; and</li><li>• other non-current liabilities.</li></ul>
<b>Other expenditure</b>	Other expenditure includes:  Bursaries for own employees (staff bursaries); containers and packaging materials; excise and customs duty; losses on foreign exchange as a result of variations in foreign exchange rates; losses on financial and other liabilities: redemption, liquidation or revaluation; property taxes paid; research and development; severance, termination and redundancy payments; and skills development levy.
<b>Other income</b>	Other income includes:  Net profit on foreign loans as a result of variations in foreign exchange rates; royalties, franchise fees, copyright, trade names and patent rights received; profit on financial and other liabilities: redemption, liquidation and revaluation and other liabilities.
<b>Permanent employees</b>	Employees appointed on an open-ended contract with no stipulated termination date or fixed-term contract for periods of more than one year.

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<b>Profit margin</b>	Profit margin is derived as: Net profit or loss after tax <b><i>divided by</i></b> turnover <b><i>multiplied by</i></b> 100
<b>Statistical unit</b>	A unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.
<b>Stratum</b>	A stratum is constructed by concatenating the SIC classification and size group variables.
<b>Subcontractors</b>	Include labour brokers.
<b>Temporary employees</b>	Employees appointed on a short-term contract basis with a stipulated termination date for periods not exceeding one year.
<b>Turnover</b>	Turnover includes: <ul style="list-style-type: none"><li>• the value of sales;</li><li>• amounts received for work done;</li><li>• amounts received for services rendered;</li><li>• rent and or lease payments received for land and buildings; and</li><li>• rent, leasing and hiring received for machinery, vehicles and other equipment.</li></ul> Turnover excludes: <ul style="list-style-type: none"><li>• value added tax (VAT);</li><li>• net profit or loss on sales or revaluation of fixed assets (including profit or loss on foreign exchange);</li><li>• export freight charges;</li><li>• interest received; and</li><li>• excise duty.</li></ul>

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