

# Retail trade industry, 2015

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## Retail trade industry, 2015

### 1. Introduction

This publication presents estimates in respect of the 2015 retail trade large sample survey (LSS). The 2015 retail trade LSS collected data from a sample of approximately 2 800 enterprises. The reporting period was the financial year ended on any date between 1 July 2014 and 30 June 2015. The data for the number of employees were provided for the last pay period ended on or before 30 June 2015. The sample was stratified in such a way that all large enterprises (those with turnover equal to or greater than R117 million) were included.

The last retail trade LSS was conducted for 2012 (Report No. 62-01-02 (2012)).

#### 1.1 Scope and coverage

The 2015 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 (SIC 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, capital expenditure on new assets, details of sales of goods, details of 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 2014 and 30 June 2015**, according to the usual reporting schedule of the enterprise.

#### **Examples**

- 1 October 2013–30 September 2014
- 1 January 2014–31 December 2014
- 1 February 2014–31 January 2015
- 1 March 2014–28 February 2015

- 1 April 2014–31 March 2015

#### **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 the 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

### 2.1 Income

**Table A – Income in the retail trade industry, 2005–2015**

| Type of retail trade  | 2005           |                | 2009           |                | 2012           |                | 2015           |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | R million      | % contribution | R million      | % contribution | R million      | % contribution | R million      | % contribution |
| Non-specialised stores with food, beverages and tobacco predominating | 80 868         | 26,6           | 155 291        | 32,1           | 226 509        | 35,2           | 288 275        | 35,2           |
| Other non-specialised stores  | 31 619         | 10,4           | 41 860         | 8,7            | 48 846         | 7,6            | 58 297         | 7,1            |
| Food, beverages and tobacco in specialised stores                     | 34 607         | 11,4           | 42 436         | 8,8            | 52 044         | 8,1            | 68 089         | 8,3            |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 16 909         | 5,6            | 32 079         | 6,6            | 45 419         | 7,1            | 59 079         | 7,2            |
| Textiles, clothing, footwear and leather goods                        | 60 058         | 19,7           | 98 362         | 20,3           | 133 799        | 20,8           | 172 398        | 21,0           |
| Household furniture, appliances, articles and equipment               | 23 838         | 7,8            | 37 682         | 7,8            | 38 777         | 6,0            | 49 544         | 6,0            |
| Hardware, paints and glass  | 18 568         | 6,1            | 28 278         | 5,8            | 43 783         | 6,8            | 60 594         | 7,4            |
| Other specialised stores  | 21 745         | 7,1            | 27 698         | 5,7            | 36 214         | 5,6            | 43 213         | 5,3            |
| Second-hand goods in stores   | 978            | 0,3            | 1 528          | 0,3            | 1 709          | 0,3            | 1 894          | 0,2            |
| Repair of personal and household goods and retail trade not in stores | 15 170         | 5,0            | 18 270         | 3,8            | 15 553         | 2,4            | 17 988         | 2,2            |
| <b>Total</b>  | <b>304 360</b> | <b>100,0</b>   | <b>483 484</b> | <b>100,0</b>   | <b>642 653</b> | <b>100,0</b>   | <b>819 371</b> | <b>100,0</b>   |

Source: Report No. 62-01-02

The total income for the retail trade industry in 2015 was R819,4 billion. The total income represents an increase of 8,4% per annum over the income reported in the corresponding survey of 2012 (R642,7 billion). Comparing 2012 and 2015, large increases were reported for 'non-specialised stores with food, beverages and tobacco predominating' (+R61,8 billion) and 'textiles, clothing, footwear and leather goods' (+R38,6 billion).

Between 2005 and 2015, 'non-specialised stores with food, beverages and tobacco predominating' gained the biggest percentage share of income (8,6 percentage points) (from a percentage contribution of 26,6% in 2005 to 35,2% in 2015). 'Other non-specialised stores' lost the biggest percentage share (3,3 percentage points) in the same period (from 10,4% in 2005 to 7,1% in 2015).

**Table B – Concentration ratios for total income in the retail trade industry, 2005–2015**

| Concentration ratio | 2005 | 2009 | 2012 | 2015 |
|---------------------|------|------|------|------|
|                     | %    |      |      |      |
| CR5                 | 29,1 | 30,7 | 31,6 | 31,2 |
| CR10                | 38,5 | 40,0 | 41,1 | 41,5 |
| CR20                | 47,1 | 47,7 | 49,0 | 49,3 |
| CR50                | 53,9 | 52,9 | 54,6 | 54,8 |
| CR100               | 57,9 | 56,5 | 58,4 | 58,3 |

Source: Report No. 62-01-02

In 2015 the top 100 enterprises in the retail trade industry contributed 58,3% to the total income. The highest concentration ratio of the top 100 enterprises (CR100) in the four periods was at 58,4% in 2012. The concentration ratio of the top 5 enterprises was the highest in 2012 at 31,6%, while the concentration ratios of the top 10, 20 and 50 enterprises were the highest in 2015 at 41,5%, 49,3% and 54,8%, respectively. There is considerable variation in concentration ratios between the different types of retail trade, as shown in Table 9.



**Table C – Profit margin in the retail trade industry, 2005–2015**

| Type of retail trade  | Net profit/loss after tax |               |               |               | Turnover       |                |                |                | Profit margin |            |            |            |
|---|---------------------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|---------------|------------|------------|------------|
|   | 2005                      | 2009          | 2012          | 2015          | 2005           | 2009           | 2012           | 2015           | 2005          | 2009       | 2012       | 2015       |
|   | R million                 |               |               |               |                |                |                |                | %             |            |            |            |
| Non-specialised stores with food, beverages and tobacco predominating | 1 812                     | 2 934         | 4 836         | 6 135         | 79 235         | 153 002        | 223 772        | 284 940        | 2,3           | 1,9        | 2,2        | 2,2        |
| Other non-specialised stores  | 869                       | 1 435         | 1 317         | 1 100         | 30 772         | 41 493         | 48 252         | 57 935         | 2,8           | 3,5        | 2,7        | 1,9        |
| Food, beverages and tobacco in specialised stores                     | 444                       | 89            | 774           | 1 064         | 34 330         | 42 019         | 51 698         | 67 591         | 1,3           | 0,2        | 1,5        | 1,6        |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 361                       | 605           | 1 213         | 1 265         | 16 683         | 31 394         | 44 510         | 57 744         | 2,2           | 1,9        | 2,7        | 2,2        |
| Textiles, clothing, footwear and leather goods                        | 4 943                     | 9 701         | 6 865         | 13 083        | 56 910         | 93 419         | 126 823        | 162 663        | 8,7           | 10,4       | 5,4        | 8,0        |
| Household furniture, appliances, articles and equipment               | 1 824                     | 769           | 2 475         | -2 496        | 20 529         | 34 130         | 36 052         | 46 240         | 8,9           | 2,3        | 6,9        | -5,4       |
| Hardware, paints and glass  | 916                       | 1 121         | 1 478         | 2 237         | 18 147         | 27 872         | 43 185         | 59 746         | 5,0           | 4,0        | 3,4        | 3,7        |
| Other specialised stores  | 591                       | 1 039         | 1 199         | 533           | 21 297         | 27 347         | 35 748         | 42 520         | 2,8           | 3,8        | 3,4        | 1,3        |
| Second-hand goods in stores   | 39                        | 78            | 43            | 99            | 960            | 1 488          | 1 657          | 1 794          | 4,1           | 5,2        | 2,6        | 5,5        |
| Repair of personal and household goods and retail trade not in stores | 222                       | 451           | -187          | 232           | 14 979         | 17 671         | 15 361         | 17 200         | 1,5           | 2,6        | -1,2       | 1,3        |
| <b>Total</b>  | <b>12 021</b>             | <b>18 222</b> | <b>20 013</b> | <b>23 252</b> | <b>293 842</b> | <b>469 835</b> | <b>627 058</b> | <b>798 373</b> | <b>4,1</b>    | <b>3,9</b> | <b>3,2</b> | <b>2,9</b> |

Source: Report No. 62-01-02

The profit margin for the retail trade industry was 2,9% in 2015. 'Textiles, clothing, footwear and leather goods' had the highest profit margin at 8,0%, followed by 'second-hand goods in stores' at 5,5% and 'hardware, paints and glass' at 3,7%. 'Household furniture, appliances, articles and equipment' had the only negative profit margin in the industry at -5,4%. Between 2005 and 2015, the retail trade industry recorded a highest profit margin of 4,1% in 2005. The highest profit margin by type of retail trade was 'textiles, clothing, footwear and leather goods' at 10,4% in 2009.

## 2.2 Employment

**Table D – Employment in the retail trade industry for the last pay period ended on or before 30 June, 2005–2015**

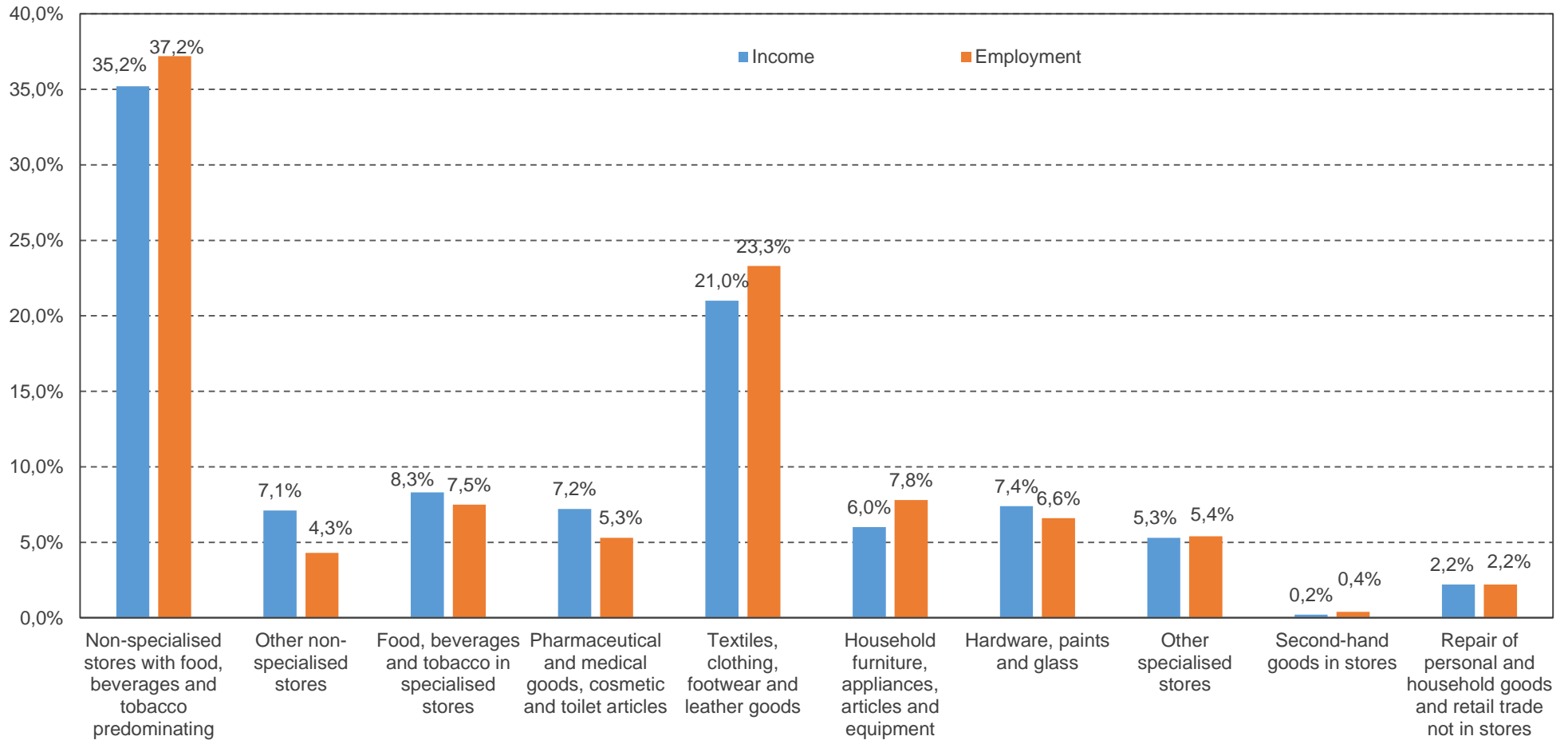
| Type of retail trade  | 2005           |                | 2009           |                | 2012           |                | 2015           |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | Number         | % contribution | Number         | % contribution | Number         | % contribution | Number         | % contribution |
| Non-specialised stores with food, beverages and tobacco predominating | 145 011        | 25,0           | 184 344        | 29,7           | 239 227        | 34,0           | 302 433        | 37,2           |
| Other non-specialised stores  | 54 759         | 9,4            | 46 150         | 7,4            | 40 730         | 5,8            | 35 256         | 4,3            |
| Food, beverages and tobacco in specialised stores                     | 68 653         | 11,8           | 53 148         | 8,6            | 55 071         | 7,8            | 60 678         | 7,5            |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 23 908         | 4,1            | 31 743         | 5,1            | 35 667         | 5,1            | 43 169         | 5,3            |
| Textiles, clothing, footwear and leather goods                        | 124 536        | 21,5           | 131 128        | 21,1           | 168 132        | 23,9           | 189 022        | 23,3           |
| Household furniture, appliances, articles and equipment               | 48 844         | 8,4            | 63 742         | 10,3           | 57 174         | 8,1            | 63 308         | 7,8            |
| Hardware, paints and glass  | 37 196         | 6,4            | 34 965         | 5,6            | 42 530         | 6,1            | 53 428         | 6,6            |
| Other specialised stores  | 33 900         | 5,8            | 36 813         | 5,9            | 39 501         | 5,6            | 43 607         | 5,4            |
| Second-hand goods in stores   | 2 830          | 0,5            | 2 645          | 0,4            | 3 229          | 0,5            | 3 019          | 0,4            |
| Repair of personal and household goods and retail trade not in stores | 40 628         | 7,0            | 36 357         | 5,9            | 21 558         | 3,1            | 18 184         | 2,2            |
| <b>Total</b>  | <b>580 265</b> | <b>100,0</b>   | <b>621 035</b> | <b>100,0</b>   | <b>702 819</b> | <b>100,0</b>   | <b>812 104</b> | <b>100,0</b>   |

Source: Report No. 62-01-02

The total number of persons employed in the retail trade industry as at the end of June 2015 was 812 104. 'Non-specialised stores with food, beverages and tobacco predominating' employed the largest number of persons (302 433 or 37,2%), followed by 'textiles, clothing, footwear and leather goods' (189 022 or 23,3%).

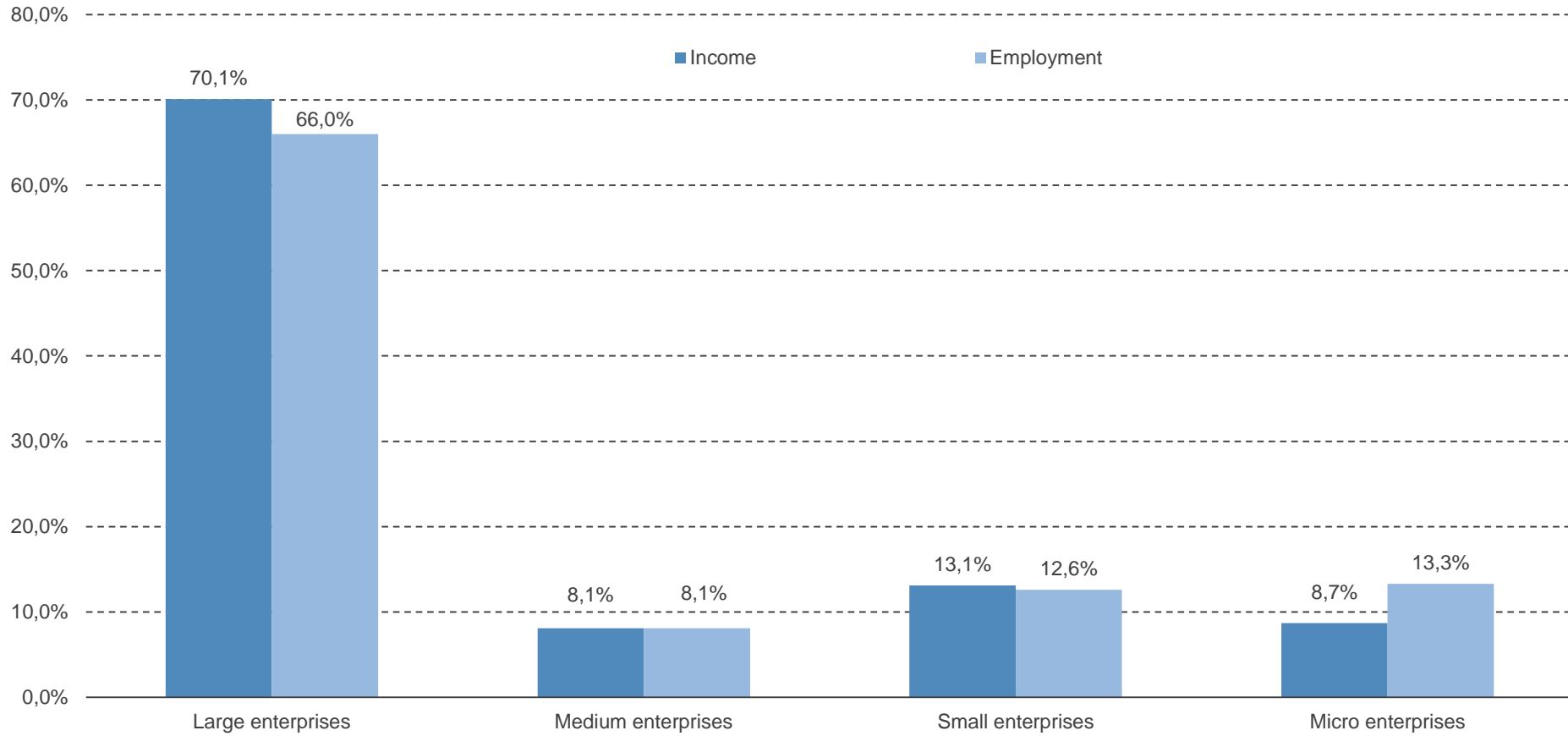
Formal employment in the retail industry increased from 580 265 in 2005 to 812 104 in 2015 (a gain of 231 839 jobs between 2005 and 2015). The highest growth in employment since 2005 was in 'non-specialised stores with food, beverages and tobacco predominating' (+157 422), followed by 'textiles, clothing, footwear and leather goods' (+64 486). The biggest loss in employment during the same period was in 'repair of personal and household goods and retail trade not in stores' (-22 444 jobs).

**Figure 1 – Income and employment by type of service (% contribution) in the retail trade industry, 2015**



The type of retail trade with the highest proportion of employment compared with its proportion of income was 'textiles, clothing, footwear and leather goods' (23,3% of employment and 21,0% of income), followed by 'non-specialised stores with food, beverages and tobacco predominating' (contributing 37,2% of employment and 35,2% of income) and 'household furniture, appliances, articles and equipment' (7,8% of employment and 6,0% of income).

**Figure 2 – Income and employment by enterprise size (% contribution) in the retail trade industry, 2015**



Large enterprises contributed 70,1% of the total income of the retail trade industry in 2015 whereas their contribution to employment was 66,0%. Large enterprises contributed the most to employment in the industry, with small, medium and micro enterprises (SMMEs) contributing only 34,0%.

**Table E – Average salaries and wages in the retail trade industry, 2005–2015**

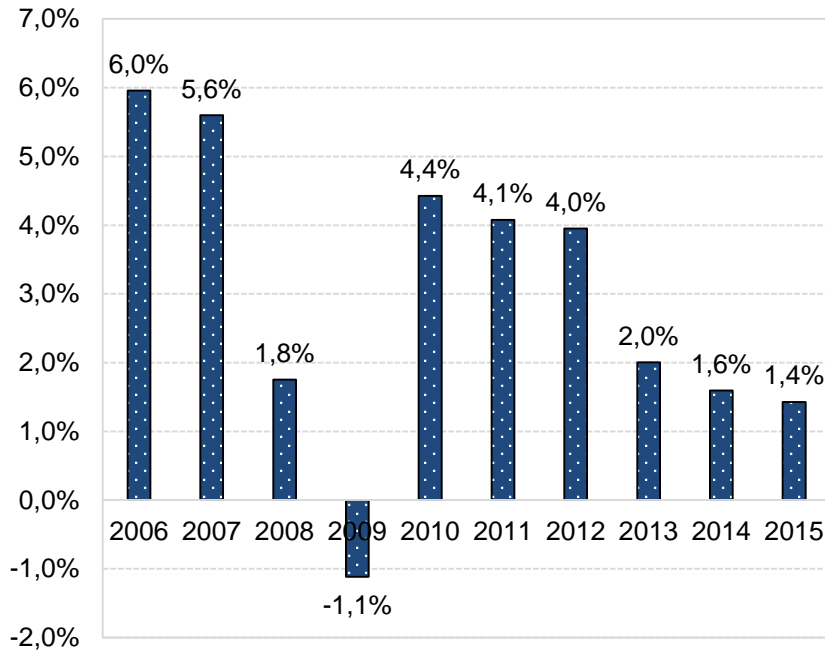
| Type of retail trade  | 2005               |                 |                            | 2009               |                 |                            | 2012               |                 |                            | 2015               |                 |                            |
|---|--------------------|-----------------|----------------------------|--------------------|-----------------|----------------------------|--------------------|-----------------|----------------------------|--------------------|-----------------|----------------------------|
|   | Salaries and wages | Total employees | Average salaries and wages | Salaries and wages | Total employees | Average salaries and wages | Salaries and wages | Total employees | Average salaries and wages | Salaries and wages | Total employees | Average salaries and wages |
|   | R million          | Number          | Rands                      | R million          | Number          | Rands                      | R million          | Number          | Rands                      | R million          | Number          | Rands                      |
| Non-specialised stores with food, beverages and tobacco predominating | 6 316              | 145 011         | 43 555                     | 12 205             | 184 344         | 66 208                     | 14 768             | 239 227         | 61 732                     | 19 974             | 302 433         | 66 044                     |
| Other non-specialised stores  | 3 462              | 54 759          | 63 222                     | 3 341              | 46 150          | 72 394                     | 3 980              | 40 730          | 97 717                     | 4 699              | 35 256          | 133 282                    |
| Food, beverages and tobacco in specialised stores                     | 2 180              | 68 653          | 31 754                     | 2 397              | 53 148          | 45 100                     | 3 154              | 55 071          | 57 272                     | 4 043              | 60 678          | 66 630                     |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 1 807              | 23 908          | 75 581                     | 3 111              | 31 743          | 98 006                     | 4 819              | 35 667          | 135 111                    | 6 739              | 43 169          | 156 107                    |
| Textiles, clothing, footwear and leather goods                        | 6 674              | 124 536         | 53 591                     | 11 327             | 131 128         | 86 381                     | 15 700             | 168 132         | 93 379                     | 19 947             | 189 022         | 105 527                    |
| Household furniture, appliances, articles and equipment               | 3 476              | 48 844          | 71 165                     | 5 757              | 63 742          | 90 317                     | 6 217              | 57 174          | 108 738                    | 6 583              | 63 308          | 103 984                    |
| Hardware, paints and glass  | 1 437              | 37 196          | 38 633                     | 2 607              | 34 965          | 74 560                     | 4 267              | 42 530          | 100 329                    | 6 259              | 53 428          | 117 148                    |
| Other specialised stores  | 1 953              | 33 900          | 57 611                     | 3 310              | 36 813          | 89 914                     | 4 294              | 39 501          | 108 706                    | 5 292              | 43 607          | 121 357                    |
| Second-hand goods in stores   | 114                | 2 830           | 40 283                     | 192                | 2 645           | 72 590                     | 263                | 3 229           | 81 449                     | 283                | 3 019           | 93 740                     |
| Repair of personal and household goods and retail trade not in stores | 1 722              | 40 628          | 42 385                     | 2 346              | 36 357          | 64 527                     | 1 842              | 21 558          | 85 444                     | 2 220              | 18 184          | 122 085                    |
| <b>Total</b>  | <b>29 141</b>      | <b>580 265</b>  | <b>50 220</b>              | <b>46 593</b>      | <b>621 035</b>  | <b>75 025</b>              | <b>59 304</b>      | <b>702 819</b>  | <b>84 380</b>              | <b>76 039</b>      | <b>812 104</b>  | <b>93 632</b>              |

Source: Report No. 62-01-02

The average value of salaries and wages in the retail trade industry in 2015 was R93 632. The type of retail trade with the highest average salaries and wages in 2015 was 'pharmaceutical and medical goods, cosmetic and toilet articles' (R156 107), followed by 'other non-specialised stores' (R133 282) and 'repair of personal and household goods and retail trade not in stores' (R122 085). The type of retail trade with the lowest average salaries and wages in 2015 was 'non-specialised stores with food, beverages and tobacco predominating' (R66 044). Average salaries and wages in retail trade increased from R50 220 in 2005 to R93 632 in 2015, an annualised growth rate of 6,4%.

2.3 Trade industry value added

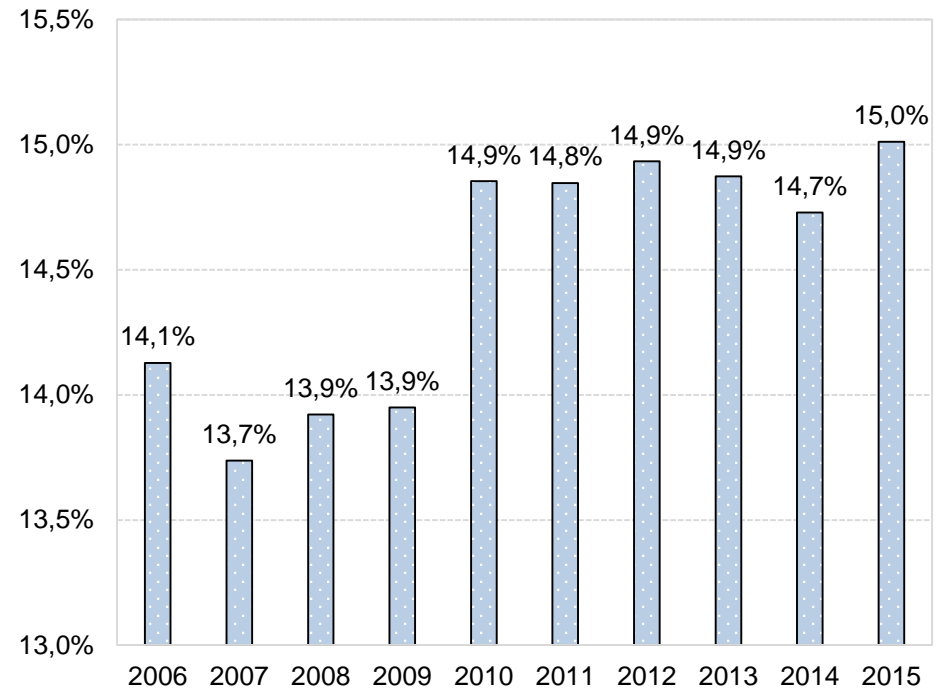
Figure 3 – Trade value added, annual percentage change (constant 2010 prices), 2006–2015



Source: P0441, GDP annual and regional tables, 2016

Trade value added at constant 2010 prices increased from R334 billion in 2006 to R421,4 billion in 2015. The annual growth rate fell from 5,6% in 2007 to 1,8% in 2008, and in 2009 there was a contraction of 1,1%. The average annual growth rate during 2010–2012 was 4,2%, but this fell to 1,7% during 2013–2015.

Figure 4 – Percentage contribution of trade to total value added (current prices), 2006–2015



Source: P0441, GDP annual and regional tables, 2016

In the period 2006–2015, the average contribution of the trade industry to total value added was 14,6%. The contribution ranged from 13,7% in 2007 to 15% in 2015 (P0441, GDP annual and regional tables, 2016).

## 2.4 Capital expenditure on new assets

Table F – Capital expenditure on new assets in the retail trade industry, 2005–2015

| Type of retail trade  | 2005         |                | 2009         |                | 2012          |                | 2015          |                |
|---|--------------|----------------|--------------|----------------|---------------|----------------|---------------|----------------|
|   | R million    | % contribution | R million    | % contribution | R million     | % contribution | R million     | % contribution |
| Non-specialised stores with food, beverages and tobacco predominating | 1 317        | 24,6           | 2 823        | 37,6           | 4 810         | 32,6           | 5 902         | 36,9           |
| Other non-specialised stores  | 950          | 17,7           | 337          | 4,5            | 1 115         | 7,6            | 836           | 5,2            |
| Food, beverages and tobacco in specialised stores                     | 221          | 4,1            | 540          | 7,2            | 495           | 3,4            | 739           | 4,6            |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 140          | 2,6            | 184          | 2,5            | 689           | 4,7            | 401           | 2,5            |
| Textiles, clothing, footwear and leather goods                        | 1 069        | 19,9           | 1 431        | 19,1           | 4 196         | 28,4           | 4 614         | 28,8           |
| Household furniture, appliances, articles and equipment               | 921          | 17,2           | 480          | 6,4            | 1 507         | 10,2           | 823           | 5,1            |
| Hardware, paints and glass  | 250          | 4,7            | 651          | 8,7            | 939           | 6,4            | 1 320         | 8,3            |
| Other specialised stores  | 272          | 5,1            | 434          | 5,8            | 538           | 3,6            | 1 183         | 7,4            |
| Second-hand goods in stores   | 21           | 0,4            | 21           | 0,3            | 28            | 0,2            | 47            | 0,3            |
| Repair of personal and household goods and retail trade not in stores | 201          | 3,7            | 599          | 8,0            | 432           | 2,9            | 135           | 0,8            |
| <b>Total</b>  | <b>5 362</b> | <b>100,0</b>   | <b>7 500</b> | <b>100</b>     | <b>14 749</b> | <b>100</b>     | <b>16 000</b> | <b>100</b>     |

Source: Report No. 62-01-02

The expenditure on new assets in 2015 (R16,0 billion) represents an increase of 2,8% per annum from the expenditure reported in the corresponding survey of 2012 (R14,7 billion). Comparing 2012 and 2015, the largest increase was reported for retail trade in 'non-specialised stores with food, beverages and tobacco predominating' (+R1,1 billion).

Since 2005, retail trade in 'non-specialised stores with food, beverages and tobacco predominating' gained the biggest percentage share (12,3 percentage points) in capital expenditure on new assets when compared with the results of 2015 (from a percentage contribution of 24,6% in 2005 to 36,9% in 2015). 'Other non-specialised stores' lost the biggest percentage share (-12,5 percentage points) in the same period (from 17,7% in 2005 to 5,2% in 2015).

**PJ Lehohla**  
**Statistician-General**

### 3. Tables

**Table 1 – Principal statistics in the trade industry<sup>1</sup>, 2012 and 2015**

| Year                       | Turnover    | Total income | Total expenditure | Total value of opening inventory | Total value of closing inventory | Net profit before tax | Capital expenditure on new assets | Number of employees |
|----------------------------|-------------|--------------|-------------------|----------------------------------|----------------------------------|-----------------------|-----------------------------------|---------------------|
|                            |             |              |                   |                                  |                                  |                       |                                   |                     |
| 2012*                      | 2 338 013   | 2 394 956    | 2 339 558         | 214 520                          | 253 336                          | 94 214                | 41 557                            | 1 726 634           |
| 2015**                     | 3 109 440   | 3 172 330    | 3 086 337         | 304 104                          | 334 360                          | 116 249               | 49 975                            | 1 856 378           |
| <b>Annualised % change</b> | <b>10,0</b> | <b>9,8</b>   | <b>9,7</b>        | <b>12,3</b>                      | <b>9,7</b>                       | <b>7,3</b>            | <b>6,3</b>                        | <b>2,4</b>          |

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

\*Revised figures.

\*\*Preliminary figures.

**Table 2 – Principal statistics in the retail trade industry, 2012 and 2015**

| Year                       | Turnover   | Total income | Total expenditure | Total value of opening inventory | Total value of closing inventory | Net profit before tax | Capital expenditure on new assets | Number of employees |
|----------------------------|------------|--------------|-------------------|----------------------------------|----------------------------------|-----------------------|-----------------------------------|---------------------|
|                            |            |              |                   |                                  |                                  |                       |                                   |                     |
| 2012*                      | 627 058    | 642 653      | 622 031           | 58 692                           | 66 472                           | 28 402                | 14 749                            | 702 819             |
| 2015**                     | 798 373    | 819 371      | 793 965           | 85 162                           | 92 716                           | 32 960                | 16 000                            | 812 104             |
| <b>Annualised % change</b> | <b>8,4</b> | <b>8,4</b>   | <b>8,5</b>        | <b>13,2</b>                      | <b>11,7</b>                      | <b>5,1</b>            | <b>2,8</b>                        | <b>4,9</b>          |

\*Revised figures.

\*\*Preliminary figures.



**Table 3 – Principal statistics in the retail trade industry, 2012 and 2015**

| Type of retail trade  | Total income   |                |                        | Total expenditure |                |                        | Total opening inventory |               |                        |
|---|----------------|----------------|------------------------|-------------------|----------------|------------------------|-------------------------|---------------|------------------------|
|   | 2012*          | 2015**         | Annualised<br>% change | 2012*             | 2015**         | Annualised<br>% change | 2012*                   | 2015**        | Annualised<br>% change |
|   | R million      |                |                        | R million         |                |                        | R million               |               |                        |
| Non-specialised stores with food, beverages and tobacco predominating | 226 509        | 288 275        | 8,4                    | 221 529           | 281 931        | 8,4                    | 14 215                  | 21 193        | 14,2                   |
| Other non-specialised stores  | 48 846         | 58 297         | 6,1                    | 48 329            | 57 317         | 5,9                    | 5 106                   | 8 494         | 18,5                   |
| Food, beverages and tobacco in specialised stores                     | 52 044         | 68 089         | 9,4                    | 51 257            | 67 328         | 9,5                    | 2 682                   | 3 657         | 10,9                   |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 45 419         | 59 079         | 9,2                    | 44 239            | 57 750         | 9,3                    | 3 550                   | 5 017         | 12,2                   |
| Textiles, clothing, footwear and leather goods                        | 133 799        | 172 398        | 8,8                    | 125 872           | 156 972        | 7,6                    | 15 659                  | 22 901        | 13,5                   |
| Household furniture, appliances, articles and equipment               | 38 777         | 49 544         | 8,5                    | 35 837            | 52 089         | 13,3                   | 5 003                   | 7 525         | 14,6                   |
| Hardware, paints and glass  | 43 783         | 60 594         | 11,4                   | 42 239            | 58 117         | 11,2                   | 5 118                   | 7 052         | 11,3                   |
| Other specialised stores  | 36 214         | 43 213         | 6,1                    | 35 331            | 43 054         | 6,8                    | 6 259                   | 7 684         | 7,1                    |
| Second-hand goods in stores   | 1 709          | 1 894          | 3,5                    | 1 644             | 1 782          | 2,7                    | 303                     | 280           | -2,6                   |
| Repair of personal and household goods and retail trade not in stores | 15 553         | 17 988         | 5,0                    | 15 754            | 17 625         | 3,8                    | 797                     | 1 359         | 19,5                   |
| <b>Total</b>  | <b>642 653</b> | <b>819 371</b> | <b>8,4</b>             | <b>622 031</b>    | <b>793 965</b> | <b>8,5</b>             | <b>58 692</b>           | <b>85 162</b> | <b>13,2</b>            |

\*Revised figures.

\*\*Preliminary figures.

**Table 3 – Principal statistics in the retail trade industry, 2012 and 2015 (concluded)**

| Type of retail trade  | Total closing inventory |               |                        | Net profit or loss before tax |               |                        | Capital expenditure on new assets |               |                        |
|---|-------------------------|---------------|------------------------|-------------------------------|---------------|------------------------|-----------------------------------|---------------|------------------------|
|   | 2012*                   | 2015**        | Annualised<br>% change | 2012*                         | 2015**        | Annualised<br>% change | 2012*                             | 2015**        | Annualised<br>% change |
|   | R million               |               |                        | R million                     |               |                        | R million                         |               |                        |
| Non-specialised stores with food, beverages and tobacco predominating | 16 068                  | 23 162        | 13,0                   | 6 833                         | 8 313         | 6,8                    | 4 810                             | 5 902         | 7,1                    |
| Other non-specialised stores  | 6 325                   | 8 915         | 12,1                   | 1 736                         | 1 401         | -6,9                   | 1 115                             | 836           | -9,2                   |
| Food, beverages and tobacco in specialised stores                     | 2 899                   | 4 306         | 14,1                   | 1 004                         | 1 410         | 12,0                   | 495                               | 739           | 14,3                   |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 4 036                   | 5 440         | 10,5                   | 1 666                         | 1 752         | 1,7                    | 689                               | 401           | -16,5                  |
| Textiles, clothing, footwear and leather goods                        | 17 958                  | 25 036        | 11,7                   | 10 226                        | 17 561        | 19,8                   | 4 196                             | 4 614         | 3,2                    |
| Household furniture, appliances, articles and equipment               | 5 294                   | 7 875         | 14,2                   | 3 231                         | -2 195        |                        | 1 507                             | 823           | -18,3                  |
| Hardware, paints and glass  | 5 647                   | 7 716         | 11,0                   | 2 073                         | 3 141         | 14,9                   | 939                               | 1 320         | 12,0                   |
| Other specialised stores  | 7 031                   | 8 616         | 7,0                    | 1 655                         | 1 091         | -13,0                  | 538                               | 1 183         | 30,0                   |
| Second-hand goods in stores   | 297                     | 296           | -0,1                   | 59                            | 128           | 29,5                   | 28                                | 47            | 18,8                   |
| Repair of personal and household goods and retail trade not in stores | 917                     | 1 354         | 13,9                   | -81                           | 358           |                        | 432                               | 135           | -32,1                  |
| <b>Total</b>  | <b>66 472</b>           | <b>92 716</b> | <b>11,7</b>            | <b>28 402</b>                 | <b>32 960</b> | <b>5,1</b>             | <b>14 749</b>                     | <b>16 000</b> | <b>2,8</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 4 – Principal statistics in the retail trade industry, 2015**

| Type of retail trade  | Total income   | Total expenditure | Total value of opening inventories | Total value of closing inventories | Net profit or loss before tax | Capital expenditure on new assets |
|---|----------------|-------------------|------------------------------------|------------------------------------|-------------------------------|-----------------------------------|
|   | R million      |                   |                                    |                                    |                               |                                   |
| Non-specialised stores with food, beverages and tobacco predominating | 288 275        | 281 931           | 21 193                             | 23 162                             | 8 313                         | 5 902                             |
| Other non-specialised stores  | 58 297         | 57 317            | 8 494                              | 8 915                              | 1 401                         | 836                               |
| Food, beverages and tobacco in specialised stores                     | 68 089         | 67 328            | 3 657                              | 4 306                              | 1 410                         | 739                               |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 59 079         | 57 750            | 5 017                              | 5 440                              | 1 752                         | 401                               |
| Textiles, clothing, footwear and leather goods                        | 172 398        | 156 972           | 22 901                             | 25 036                             | 17 561                        | 4 614                             |
| Household furniture, appliances, articles and equipment               | 49 544         | 52 089            | 7 525                              | 7 875                              | -2 195                        | 823                               |
| Hardware, paints and glass  | 60 594         | 58 117            | 7 052                              | 7 716                              | 3 141                         | 1 320                             |
| Other specialised stores  | 43 213         | 43 054            | 7 684                              | 8 616                              | 1 091                         | 1 183                             |
| Second-hand goods in stores   | 1 894          | 1 782             | 280                                | 296                                | 128                           | 47                                |
| Repair of personal and household goods and retail trade not in stores | 17 988         | 17 625            | 1 359                              | 1 354                              | 358                           | 135                               |
| <b>Total</b>  | <b>819 371</b> | <b>793 965</b>    | <b>85 162</b>                      | <b>92 716</b>                      | <b>32 960</b>                 | <b>16 000</b>                     |

**Table 5 – Profit margin in the retail trade industry, 2012 and 2015**

| Type of retail trade  | Net profit/loss after tax |               | Turnover       |                | Profit margin <sup>2</sup> |            |
|---|---------------------------|---------------|----------------|----------------|----------------------------|------------|
|   | 2012*                     | 2015**        | 2012*          | 2015**         | 2012*                      | 2015**     |
|   | R million                 |               | R million      |                | %                          |            |
| Non-specialised stores with food, beverages and tobacco predominating | 4 836                     | 6 135         | 223 772        | 284 931        | 2,2                        | 2,2        |
| Other non-specialised stores  | 1 317                     | 1 100         | 48 252         | 57 934         | 2,7                        | 1,9        |
| Food, beverages and tobacco in specialised stores                     | 774                       | 1 064         | 51 698         | 67 589         | 1,5                        | 1,6        |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 1 213                     | 1 265         | 44 510         | 57 744         | 2,7                        | 2,2        |
| Textiles, clothing, footwear and leather goods                        | 6 865                     | 13 083        | 126 823        | 162 627        | 5,4                        | 8,0        |
| Household furniture, appliances, articles and equipment               | 2 475                     | -2 496        | 36 052         | 46 041         | 6,9                        | -5,4       |
| Hardware, paints and glass  | 1 478                     | 2 237         | 43 185         | 59 780         | 3,4                        | 3,7        |
| Other specialised stores  | 1 199                     | 533           | 35 748         | 42 520         | 3,4                        | 1,3        |
| Second-hand goods in stores   | 43                        | 99            | 1 657          | 1 794          | 2,6                        | 5,5        |
| Repair of personal and household goods and retail trade not in stores | -187                      | 232           | 15 361         | 17 200         | -1,2                       | 1,3        |
| <b>Total</b>  | <b>20 013</b>             | <b>23 252</b> | <b>627 058</b> | <b>798 160</b> | <b>3,2</b>                 | <b>2,9</b> |

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

\*Revised figures.

\*\*Preliminary figures.

**Table 6 – Income in the retail trade industry, 2012 and 2015**

| Income item               | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|---------------------------|----------------|----------------|----------------|--------------|------------------------|
|                           | R million      |                | % contribution |              |                        |
| Sales of goods            | 617 910        | 784 757        | 96,1           | 95,8         | 8,3                    |
| Services                  | 8 045          | 12 266         | 1,3            | 1,5          | 15,1                   |
| Interest received         | 6 177          | 8 928          | 1,0            | 1,1          | 13,1                   |
| Rental and leasing income | 1 103          | 1 137          | 0,2            | 0,1          | 1,0                    |
| Other                     | 9 418          | 12 283         | 1,5            | 1,5          | 9,3                    |
| <b>Total</b>              | <b>642 653</b> | <b>819 371</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,4</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 7 – Income in the retail trade industry, 2015**

| Type of retail trade  | Sales of goods | Services      | Interest received | Rental and leasing income | Other         | Total          |
|---|----------------|---------------|-------------------|---------------------------|---------------|----------------|
|   | R million      |               |                   |                           |               |                |
| Non-specialised stores with food, beverages and tobacco predominating | 282 790        | 1 667         | 949               | 474                       | 2 395         | <b>288 275</b> |
| Other non-specialised stores  | 57 665         | 219           | 114               | 50                        | 249           | <b>58 297</b>  |
| Food, beverages and tobacco in specialised stores                     | 67 494         | 41            | 113               | 54                        | 387           | <b>68 089</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 56 908         | 832           | 59                | 4                         | 1 276         | <b>59 079</b>  |
| Textiles, clothing, footwear and leather goods                        | 161 191        | 1 158         | 5 022             | 278                       | 4 749         | <b>172 398</b> |
| Household furniture, appliances, articles and equipment               | 41 513         | 4 470         | 2 195             | 58                        | 1 308         | <b>49 544</b>  |
| Hardware, paints and glass  | 59 495         | 256           | 212               | 29                        | 602           | <b>60 594</b>  |
| Other specialised stores  | 41 848         | 511           | 172               | 161                       | 521           | <b>43 213</b>  |
| Second-hand goods in stores   | 1 765          | 26            | 52                | 3                         | 48            | <b>1 894</b>   |
| Repair of personal and household goods and retail trade not in stores | 14 088         | 3 086         | 40                | 26                        | 748           | <b>17 988</b>  |
| <b>Total</b>  | <b>784 757</b> | <b>12 266</b> | <b>8 928</b>      | <b>1 137</b>              | <b>12 283</b> | <b>819 371</b> |

**Table 8 – Income by enterprise size in the retail trade industry, 2015**

| Type of retail trade  | Large enterprises | Medium enterprises | Small enterprises | Micro enterprises | Total          |
|---|-------------------|--------------------|-------------------|-------------------|----------------|
|   | R million         |                    |                   |                   |                |
| Non-specialised stores with food, beverages and tobacco predominating | 235 481           | 31 377             | 12 002            | 9 415             | <b>288 275</b> |
| Other non-specialised stores  | 42 592            | 2 884              | 6 902             | 5 919             | <b>58 297</b>  |
| Food, beverages and tobacco in specialised stores                     | 17 023            | 8 714              | 24 342            | 18 010            | <b>68 089</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 40 524            | 2 294              | 11 170            | 5 091             | <b>59 079</b>  |
| Textiles, clothing, footwear and leather goods                        | 157 490           | 2 707              | 8 530             | 3 671             | <b>172 398</b> |
| Household furniture, appliances, articles and equipment               | 32 106            | 3 293              | 4 731             | 9 414             | <b>49 544</b>  |
| Hardware, paints and glass  | 27 713            | 7 576              | 18 062            | 7 243             | <b>60 594</b>  |
| Other specialised stores  | 18 364            | 5 423              | 9 954             | 9 472             | <b>43 213</b>  |
| Second-hand goods in stores   | 134               | 0                  | 522               | 1 238             | <b>1 894</b>   |
| Repair of personal and household goods and retail trade not in stores | 3 232             | 1 815              | 10 906            | 2 035             | <b>17 988</b>  |
| <b>Total</b>  | <b>574 659</b>    | <b>66 083</b>      | <b>107 121</b>    | <b>71 508</b>     | <b>819 371</b> |

**Table 9 – Concentration ratios (relative contribution of large enterprises) in the retail trade industry, 2015**

| Type of retail trade   | Total income   | Income of the 5 largest enterprises | Relative contribution of the 5 largest enterprises <sup>4</sup> | Income of the 10 largest enterprises | Relative contribution of the 10 largest enterprises <sup>4</sup> | Income of the 20 largest enterprises | Relative contribution of the 20 largest enterprises <sup>4</sup> |
|--|----------------|-------------------------------------|---|--------------------------------------|--|--------------------------------------|--|
|  | R million      |                                     | %   | R million                            | %  | R million                            | %  |
| Non-specialised stores with food, beverages and tobacco predominating              | 288 275        | 168 924                             | 58,6  | 175 460                              | 60,9   | 181 805                              | 63,1   |
| Other non-specialised stores   | 58 297         | 39 866                              | 68,4  | 41 362                               | 71,0   | 42 677                               | 73,2   |
| Food, beverages and tobacco in specialised stores                                  | 68 089         | 5 296                               | 7,8   | 7 370                                | 10,8   | 10 556                               | 15,5   |
| Pharmaceutical and medical goods, cosmetic and toilet articles                     | 59 079         | 31 417                              | 53,2  | 36 063                               | 61,0   | 38 334                               | 64,9   |
| Textiles, clothing, footwear and leather goods                                     | 172 398        | 123 880                             | 71,9  | 141 786                              | 82,2   | 148 935                              | 86,4   |
| Household furniture, appliances, articles and equipment                            | 49 544         | 22 083                              | 44,6  | 26 489                               | 53,5   | 29 771                               | 60,1   |
| Hardware, paints and glass   | 60 594         | 21 667                              | 35,8  | 23 761                               | 39,2   | 26 142                               | 43,1   |
| Other specialised stores   | 43 213         | 7 068                               | 16,4  | 9 743                                | 22,5   | 13 141                               | 30,4   |
| Second-hand goods in stores  | 1 894          | 249                                 | 13,1  | 335                                  | 17,7   | 471                                  | 24,9   |
| Repair of personal and household goods and retail trade not in stores <sup>3</sup> | 17 988         | 2 049                               | 11,4  | 2 886                                | 16,0   | 3 676                                | 20,4   |
| <b>Total</b>   | <b>819 371</b> | <b>255 312<sup>3</sup></b>          | <b>31,2<sup>4</sup></b>   | <b>340 335<sup>3</sup></b>           | <b>41,5<sup>4</sup></b>  | <b>403 973<sup>3</sup></b>           | <b>49,3<sup>4</sup></b>  |

<sup>3</sup>These figures reflect the income of the 5, 10 and 20 largest enterprises respectively, and not the column totals.

<sup>4</sup>Relative contribution = income of the *n* largest enterprises divided by total income multiplied by 100.



**Table 10 – Expenditure in the retail trade industry, 2012 and 2015**

| Expenditure item  | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|---|----------------|----------------|----------------|--------------|------------------------|
|   | R million      |                | % contribution |              |                        |
| Purchases   | 462 179        | 594 572        | 74,3           | 74,9         | 8,8                    |
| Employment costs  | 59 304         | 76 039         | 9,5            | 9,6          | 8,6                    |
| Rental and leasing of land, buildings and other structures under operating leases | 23 969         | 28 402         | 3,9            | 3,6          | 5,8                    |
| Water and electricity   | 6 643          | 9 803          | 1,1            | 1,2          | 13,8                   |
| Interest paid   | 6 707          | 7 199          | 1,1            | 0,9          | 2,4                    |
| Advertising   | 4 620          | 5 910          | 0,7            | 0,7          | 8,6                    |
| Railage and transport out   | 2 454          | 3 600          | 0,4            | 0,5          | 13,6                   |
| Other expenditure   | 56 155         | 68 440         | 9,0            | 8,6          | 6,8                    |
| <b>Total</b>  | <b>622 031</b> | <b>793 965</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,5</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 11 – Expenditure in the retail trade industry, 2015**

| Type of retail trade  | Purchases      | Employment costs | Rental and leasing of land, buildings and other structures under operating leases | Water and electricity | Advertising  | Interest paid | Railage and transport out | Other expenditure | Total          |
|---|----------------|------------------|---|-----------------------|--------------|---------------|---------------------------|-------------------|----------------|
|   |                |                  |   |                       |              |               |                           |                   |                |
| Non-specialised stores with food, beverages and tobacco predominating | 233 210        | 19 974           | 5 603   | 3 731                 | 916          | 752           | 997                       | 16 748            | <b>281 931</b> |
| Other non-specialised stores  | 45 866         | 4 699            | 2 375   | 1 826                 | 363          | 160           | 21                        | 2 007             | <b>57 317</b>  |
| Food, beverages and tobacco in specialised stores                     | 55 935         | 4 043            | 1 370   | 716                   | 199          | 226           | 119                       | 4 720             | <b>67 328</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 43 319         | 6 739            | 1 229   | 328                   | 115          | 401           | 504                       | 5 115             | <b>57 750</b>  |
| Textiles, clothing, footwear and leather goods                        | 100 586        | 19 947           | 10 887  | 1 752                 | 4 060        | 1 888         | 989                       | 16 863            | <b>156 972</b> |
| Household furniture, appliances, articles and equipment               | 29 129         | 6 583            | 2 232   | 594                   | 960          | 1 310         | 415                       | 10 866            | <b>52 089</b>  |
| Hardware, paints and glass  | 44 322         | 6 259            | 1 713   | 184                   | 298          | 508           | 249                       | 4 584             | <b>58 117</b>  |
| Other specialised stores  | 28 442         | 5 292            | 2 532   | 596                   | 197          | 412           | 107                       | 5 476             | <b>43 054</b>  |
| Second-hand goods in stores   | 1 061          | 283              | 115   | 19                    | 25           | 33            | 6                         | 240               | <b>1 782</b>   |
| Repair of personal and household goods and retail trade not in stores | 12 702         | 2 220            | 346   | 57                    | 66           | 220           | 193                       | 1 821             | <b>17 625</b>  |
| <b>Total</b>  | <b>594 572</b> | <b>76 039</b>    | <b>28 402</b>   | <b>9 803</b>          | <b>7 199</b> | <b>5 910</b>  | <b>3 600</b>              | <b>68 440</b>     | <b>793 965</b> |

**Table 12 – Capital expenditure on new assets in the retail trade industry, 2012 and 2015**

| Type of asset                    | 2012*         | 2015**        | 2012*          | 2015**       | Annualised<br>% change |
|----------------------------------|---------------|---------------|----------------|--------------|------------------------|
|                                  | R million     |               | % contribution |              |                        |
| Land, buildings and construction | 3 457         | 3 589         | 23,4           | 22,4         | 1,3                    |
| Plant, machinery and equipment   | 6 792         | 7 510         | 46,1           | 46,9         | 3,4                    |
| Computers                        | 1 090         | 1 193         | 7,4            | 7,5          | 3,1                    |
| Motor vehicles                   | 1 290         | 1 418         | 8,7            | 8,9          | 3,2                    |
| Other                            | 2 120         | 2 290         | 14,4           | 14,3         | 2,6                    |
| <b>Total</b>                     | <b>14 749</b> | <b>16 000</b> | <b>100,0</b>   | <b>100,0</b> | <b>2,8</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 13 – Capital expenditure on new assets in the retail trade industry, 2015**

| Type of retail trade  | Land, buildings and construction | Plant, machinery and equipment | Computers    | Motor vehicles | Other        | Total         |
|---|----------------------------------|--------------------------------|--------------|----------------|--------------|---------------|
|   | R million                        |                                |              |                |              |               |
| Non-specialised stores with food, beverages and tobacco predominating | 1 215                            | 3 710                          | 118          | 130            | 729          | <b>5 902</b>  |
| Other non-specialised stores  | 140                              | 423                            | 91           | 37             | 145          | <b>836</b>    |
| Food, beverages and tobacco in specialised stores                     | 101                              | 295                            | 75           | 247            | 21           | <b>739</b>    |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 55                               | 220                            | 63           | 32             | 31           | <b>401</b>    |
| Textiles, clothing, footwear and leather goods                        | 1 506                            | 1 585                          | 535          | 483            | 505          | <b>4 614</b>  |
| Household furniture, appliances, articles and equipment               | 224                              | 187                            | 108          | 153            | 151          | <b>823</b>    |
| Hardware, paints and glass  | 177                              | 375                            | 86           | 196            | 486          | <b>1 320</b>  |
| Other specialised stores  | 157                              | 701                            | 102          | 70             | 153          | <b>1 183</b>  |
| Second-hand goods in stores   | 1                                | 2                              | 2            | 13             | 29           | <b>47</b>     |
| Repair of personal and household goods and retail trade not in stores | 13                               | 12                             | 13           | 57             | 40           | <b>135</b>    |
| <b>Total</b>  | <b>3 589</b>                     | <b>7 510</b>                   | <b>1 193</b> | <b>1 418</b>   | <b>2 290</b> | <b>16 000</b> |

**Table 14 – Employment in the retail trade industry for the last pay period ended on or before 30 June, 2012 and 2015**

| Type of retail trade  | Female employees    |                |                     | Male employees |                |                     | Total employees |                |                     |
|---|---------------------|----------------|---------------------|----------------|----------------|---------------------|-----------------|----------------|---------------------|
|   | 2012*               | 2015**         | Annualised % change | 2012*          | 2015**         | Annualised % change | 2012*           | 2015**         | Annualised % change |
|   | Number of employees |                |                     |                |                |                     |                 |                |                     |
| Non-specialised stores with food, beverages and tobacco predominating | 140 096             | 181 556        | 9,0                 | 99 131         | 120 877        | 6,8                 | 239 227         | 302 433        | 8,1                 |
| Other non-specialised stores  | 21 398              | 16 268         | -8,7                | 19 332         | 18 988         | -0,6                | 40 730          | 35 256         | -4,7                |
| Food, beverages and tobacco in specialised stores                     | 24 499              | 29 005         | 5,8                 | 30 572         | 31 673         | 1,2                 | 55 071          | 60 678         | 3,3                 |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 23 320              | 29 008         | 7,5                 | 12 347         | 14 161         | 4,7                 | 35 667          | 43 169         | 6,6                 |
| Textiles, clothing, footwear and leather goods                        | 114 449             | 129 418        | 4,2                 | 53 683         | 59 604         | 3,5                 | 168 132         | 189 022        | 4,0                 |
| Household furniture, appliances, articles and equipment               | 29 137              | 32 054         | 3,2                 | 28 037         | 31 254         | 3,7                 | 57 174          | 63 308         | 3,5                 |
| Hardware, paints and glass  | 12 196              | 16 020         | 9,5                 | 30 334         | 37 408         | 7,2                 | 42 530          | 53 428         | 7,9                 |
| Other specialised stores  | 19 146              | 20 761         | 2,7                 | 20 355         | 22 846         | 3,9                 | 39 501          | 43 607         | 3,4                 |
| Second-hand goods in stores   | 1 424               | 1 232          | -4,7                | 1 805          | 1 787          | -0,3                | 3 229           | 3 019          | -2,2                |
| Repair of personal and household goods and retail trade not in stores | 9 710               | 7 176          | -9,6                | 11 848         | 11 008         | -2,4                | 21 558          | 18 184         | -5,5                |
| <b>Total</b>  | <b>395 375</b>      | <b>462 498</b> | <b>5,4</b>          | <b>307 444</b> | <b>349 606</b> | <b>4,4</b>          | <b>702 819</b>  | <b>812 104</b> | <b>4,9</b>          |

\*Revised figures.

\*\*Preliminary figures.

**Table 15 – Details of employment in the retail trade industry for the last pay period ended on or before 30 June, 2015**

| 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 | 199                 | 629          | 828           | 147 074        | 96 401         | 243 475        | 23 099        | 11 470        | 34 569        | 11 184        | 12 377        | 23 561        | <b>302 433</b> |
| Other non-specialised stores  | 50                  | 382          | 432           | 11 952         | 14 245         | 26 197         | 3 513         | 2 834         | 6 347         | 753           | 1 527         | 2 280         | <b>35 256</b>  |
| Food, beverages and tobacco in specialised stores                     | 648                 | 2 346        | 2 994         | 26 692         | 27 108         | 53 800         | 823           | 1 005         | 1 828         | 842           | 1214          | 2 056         | <b>60 678</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 196                 | 550          | 746           | 26 489         | 12 927         | 39 416         | 1 633         | 534           | 2 167         | 690           | 150           | 840           | <b>43 169</b>  |
| Textiles, clothing, footwear and leather goods                        | 253                 | 925          | 1 178         | 86 660         | 40 530         | 127 190        | 23 714        | 8 652         | 32 366        | 18 791        | 9 497         | 28 288        | <b>189 022</b> |
| Household furniture, appliances, articles and equipment               | 300                 | 928          | 1 228         | 28 328         | 28 162         | 56 490         | 551           | 718           | 1 269         | 2 875         | 1 446         | 4 321         | <b>63 308</b>  |
| Hardware, paints and glass  | 266                 | 1 663        | 1 929         | 14 037         | 32 746         | 46 783         | 1 466         | 2 534         | 4 000         | 251           | 465           | 716           | <b>53 428</b>  |
| Other specialised stores  | 469                 | 1 621        | 2 090         | 16 608         | 17 322         | 33 930         | 1 065         | 942           | 2 007         | 2 619         | 2 961         | 5 580         | <b>43 607</b>  |
| Second-hand goods in stores   | 49                  | 137          | 186           | 1 013          | 1 516          | 2 529          | 48            | 19            | 67            | 122           | 115           | 237           | <b>3 019</b>   |
| Repair of personal and household goods and retail trade not in stores | 185                 | 455          | 640           | 6 385          | 10 024         | 16 409         | 309           | 334           | 643           | 297           | 195           | 492           | <b>18 184</b>  |
| <b>Total</b>  | <b>2 615</b>        | <b>9 636</b> | <b>12 251</b> | <b>365 238</b> | <b>280 981</b> | <b>646 219</b> | <b>56 221</b> | <b>29 042</b> | <b>85 263</b> | <b>38 424</b> | <b>29 947</b> | <b>68 371</b> | <b>812 104</b> |

**Table 16 – Employment by enterprise size in the retail trade industry for the last pay period ended on or before 30 June, 2015**

| Type of retail trade  | Large enterprises   | Medium enterprises | Small enterprises | Micro enterprises | Total          |
|---|---------------------|--------------------|-------------------|-------------------|----------------|
|   | Number of employees |                    |                   |                   |                |
| Non-specialised stores with food, beverages and tobacco predominating | 231 835             | 36 569             | 12 960            | 21 069            | <b>302 433</b> |
| Other non-specialised stores  | 21 358              | 2 299              | 5 937             | 5 662             | <b>35 256</b>  |
| Food, beverages and tobacco in specialised stores                     | 9 182               | 6 678              | 21 547            | 23 271            | <b>60 678</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 26 592              | 1 897              | 8 906             | 5 774             | <b>43 169</b>  |
| Textiles, clothing, footwear and leather goods                        | 166 681             | 3 616              | 11 265            | 7 460             | <b>189 022</b> |
| Household furniture, appliances, articles and equipment               | 43 552              | 4 245              | 5 093             | 10 418            | <b>63 308</b>  |
| Hardware, paints and glass  | 18 485              | 5 022              | 17 985            | 11 936            | <b>53 428</b>  |
| Other specialised stores  | 15 756              | 3 897              | 8 699             | 15 255            | <b>43 607</b>  |
| Second-hand goods in stores   | 115                 | 0                  | 531               | 2 373             | <b>3 019</b>   |
| Repair of personal and household goods and retail trade not in stores | 2 607               | 1 901              | 9 175             | 4 501             | <b>18 184</b>  |
| <b>Total</b>  | <b>536 163</b>      | <b>66 124</b>      | <b>102 098</b>    | <b>107 719</b>    | <b>812 104</b> |

**Table 17 – Details of income from sales of goods by commodity group, 2012 and 2015**

| Commodity group  | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|--|----------------|----------------|----------------|--------------|------------------------|
|  | R million      |                | % contribution |              |                        |
| Food, beverages and tobacco  | 264 016        | 328 708        | 42,7           | 41,9         | 7,6                    |
| Pharmaceuticals, medical goods cosmetics<br>and toiletries           | 65 776         | 85 316         | 10,6           | 10,9         | 9,1                    |
| Textiles, clothing, accessories and footwear                         | 93 226         | 123 520        | 15,1           | 15,7         | 9,8                    |
| Household furniture, appliances, equipment,<br>articles and supplies | 60 708         | 72 902         | 9,8            | 9,3          | 6,3                    |
| Hardware, building materials, paints and glass                       | 51 526         | 69 959         | 8,3            | 8,9          | 10,7                   |
| Other goods  | 82 658         | 104 352        | 13,4           | 13,3         | 8,1                    |
| <b>Total sales of goods</b>  | <b>617 910</b> | <b>784 757</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,3</b>             |

\*Revised figures.

\*\*Preliminary figures.



**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015**

| Commodity type                    | 2012*     | 2015** | 2012*          | 2015** | Annualised<br>% change |
|-----------------------------------|-----------|--------|----------------|--------|------------------------|
|                                   | R million |        | % contribution |        |                        |
| Fruit and vegetables              | 26 671    | 30 601 | 4,3            | 3,9    | 4,7                    |
| Meat and meat products            | 49 585    | 63 425 | 8,0            | 8,1    | 8,6                    |
| Fish                              | 2 734     | 3 184  | 0,4            | 0,4    | 5,2                    |
| Tinned and bottled food           | 11 968    | 12 968 | 1,9            | 1,7    | 2,7                    |
| Dairy products                    | 24 006    | 28 109 | 3,9            | 3,6    | 5,4                    |
| Eggs                              | 4 057     | 5 267  | 0,7            | 0,7    | 9,1                    |
| Oils                              | 4 642     | 6 192  | 0,8            | 0,8    | 10,1                   |
| Sugar                             | 4 683     | 5 757  | 0,8            | 0,7    | 7,1                    |
| Chocolates, sweets and snacks     | 13 046    | 14 804 | 2,1            | 1,9    | 4,3                    |
| Bread                             | 6 339     | 7 380  | 1,0            | 0,9    | 5,2                    |
| Bakery products (excluding bread) | 8 384     | 12 674 | 1,4            | 1,6    | 14,8                   |
| Maize products                    | 8 742     | 9 872  | 1,4            | 1,3    | 4,1                    |
| Rice                              | 4 532     | 5 033  | 0,7            | 0,6    | 3,6                    |
| Pasta                             | 1 705     | 1 841  | 0,3            | 0,2    | 2,6                    |
| Flour                             | 3 565     | 3 985  | 0,6            | 0,5    | 3,8                    |
| Prepared meals                    | 7 045     | 7 863  | 1,1            | 1,0    | 3,7                    |
| Coffee, tea and cocoa             | 5 037     | 5 660  | 0,8            | 0,7    | 4,0                    |
| Other food                        | 23 488    | 29 285 | 3,8            | 3,7    | 7,6                    |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (continued)**

| Commodity type   | 2012*          | 2015**         | 2012*          | 2015**      | Annualised<br>% change |
|--|----------------|----------------|----------------|-------------|------------------------|
|  | R million      |                | % contribution |             |                        |
| Non-alcoholic beverages  | 16 611         | 25 055         | 2,7            | 3,2         | 14,7                   |
| Fermented beverages (e.g. beer, ciders)  | 13 224         | 19 098         | 2,1            | 2,4         | 13,0                   |
| Distilled beverages (e.g. brandy, gin, whisky)   | 9 979          | 12 835         | 1,6            | 1,6         | 8,8                    |
| Wines (natural, sparkling, fortified)  | 6 139          | 7 776          | 1,0            | 1,0         | 8,2                    |
| Tobacco and tobacco products   | 7 834          | 10 044         | 1,3            | 1,3         | 8,6                    |
| <b>Total: Food, beverages and tobacco</b>  | <b>264 016</b> | <b>328 708</b> | <b>42,7</b>    | <b>41,9</b> | <b>7,6</b>             |
| Eyewear (prescription and non-prescription eyewear)  | 500            | 652            | 0,1            | 0,1         | 9,3                    |
| Pharmaceutical goods   | 33 112         | 42 653         | 5,4            | 5,4         | 8,8                    |
| Surgical and orthopaedic instruments and supplies,<br>including orthopaedic footwear             | 2 949          | 3 702          | 0,5            | 0,5         | 7,9                    |
| Other medical goods  | 1 798          | 2 341          | 0,3            | 0,3         | 9,2                    |
| Cosmetics and toiletries   | 27 417         | 35 968         | 4,4            | 4,6         | 9,5                    |
| <b>Total: Eyewear, pharmaceuticals, surgical and<br/>medical goods, cosmetics and toiletries</b> | <b>65 776</b>  | <b>85 316</b>  | <b>10,6</b>    | <b>10,9</b> | <b>9,1</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (continued)**

| Commodity type  | 2012*         | 2015**         | 2012*          | 2015**      | Annualised<br>% change |
|---|---------------|----------------|----------------|-------------|------------------------|
|   | R million     |                | % contribution |             |                        |
| Yarn and thread (for weaving, sewing or knitting)   | 140           | 167            | 0,0            | 0,0         | 6,1                    |
| Fabrics   | 355           | 407            | 0,1            | 0,1         | 4,7                    |
| Made-up household and other textile articles (e.g. bedding, linen, curtains, rugs, tents, ropes, netting), including haberdashery (e.g. needles, buttons, lace, zips) | 10 209        | 12 517         | 1,7            | 1,6         | 7,0                    |
| Men's and boys' clothing  | 23 071        | 34 105         | 3,7            | 4,3         | 13,9                   |
| Women's and girls' clothing   | 28 900        | 38 906         | 4,7            | 5,0         | 10,4                   |
| Infants' and children's clothing  | 5 346         | 5 527          | 0,9            | 0,7         | 1,1                    |
| Accessories   | 3 996         | 5 010          | 0,6            | 0,6         | 7,8                    |
| Men's and boys' footwear  | 9 063         | 10 326         | 1,5            | 1,3         | 4,4                    |
| Women's and girls' footwear   | 8 975         | 12 452         | 1,5            | 1,6         | 11,5                   |
| Infants' and children's footwear  | 867           | 918            | 0,1            | 0,1         | 1,9                    |
| Sports footwear   | 2 304         | 3 185          | 0,4            | 0,4         | 11,4                   |
| <b>Total: Textiles, clothing, accessories and footwear</b>  | <b>93 226</b> | <b>123 520</b> | <b>15,1</b>    | <b>15,7</b> | <b>9,8</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (continued)**

| Commodity type   | 2012*         | 2015**        | 2012*          | 2015**     | Annualised<br>% change |
|--|---------------|---------------|----------------|------------|------------------------|
|  | R million     |               | % contribution |            |                        |
| Household furniture  | 19 305        | 23 864        | 3,1            | 3,0        | 7,3                    |
| Major household appliances (e.g. stoves, freezers, washing machines, refrigerators)                        | 6 962         | 7 964         | 1,1            | 1,0        | 4,6                    |
| Small electrical appliances (e.g. electric frying pans, irons, kettles)                                    | 4 452         | 6 218         | 0,7            | 0,8        | 11,8                   |
| Radio and television equipment and other household audio-visual equipment (including iPod and MP3 players) | 7 668         | 9 259         | 1,2            | 1,2        | 6,5                    |
| Musical records, audio and video tapes, compact discs, cassettes, DVDs and MP3s                            | 1 684         | 1 715         | 0,3            | 0,2        | 0,6                    |
| Musical instruments and scores   | 391           | 438           | 0,1            | 0,1        | 3,9                    |
| Lighting equipment   | 1 967         | 1 973         | 0,3            | 0,3        | 0,1                    |
| Kitchenware, cookware and bakeware   | 2 567         | 2 738         | 0,4            | 0,3        | 2,2                    |
| Cutlery, flatware and silverware   | 2 148         | 2 929         | 0,3            | 0,4        | 10,9                   |
| Glass and crystalware  | 675           | 1 000         | 0,1            | 0,1        | 14,0                   |
| Household fuel   | 768           | 950           | 0,1            | 0,1        | 7,3                    |
| Household cleaning supplies, chemicals and paper products  | 7 681         | 8 906         | 1,2            | 1,1        | 5,1                    |
| Other household goods  | 4 440         | 4 948         | 0,7            | 0,6        | 3,7                    |
| <b>Total: Household furniture, appliances, equipment, articles and supplies</b>                            | <b>60 708</b> | <b>72 902</b> | <b>9,8</b>     | <b>9,3</b> | <b>6,3</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (continued)**

| Commodity type  | 2012*         | 2015**        | 2012*          | 2015**     | Annualised<br>% change |
|---|---------------|---------------|----------------|------------|------------------------|
|   | R million     |               | % contribution |            |                        |
| Plumbing, heating, cooling and electrical equipment and supplies  | 6 326         | 10 012        | 1,0            | 1,3        | 16,5                   |
| Hand tools and equipment for domestic use   | 4 363         | 4 924         | 0,7            | 0,6        | 4,1                    |
| Other hardware  | 6 995         | 7 521         | 1,1            | 1,0        | 2,4                    |
| Building materials (including tiles)  | 26 011        | 38 091        | 4,2            | 4,9        | 13,6                   |
| Paints, varnishes and lacquers  | 6 676         | 8 011         | 1,1            | 1,0        | 6,3                    |
| Glass and other articles of glass   | 1 155         | 1 400         | 0,2            | 0,2        | 6,6                    |
| <b>Total: Hardware, building materials, paints and glass</b>  | <b>51 526</b> | <b>69 959</b> | <b>8,3</b>     | <b>8,9</b> | <b>10,7</b>            |
| Books (hardcover and paperback), newspapers, magazines and other periodicals in print   | 5 146         | 5 891         | 0,8            | 0,8        | 4,6                    |
| Stationery of paper and cardboard (e.g. diaries, exercise books, letter pads, file covers, notebooks, postcards, greeting cards), commercial advertising materials and other printed matter | 6 427         | 6 759         | 1,0            | 0,9        | 1,7                    |
| <b>Sub-total: Reading materials and stationery</b>  | <b>11 573</b> | <b>12 650</b> | <b>1,9</b>     | <b>1,6</b> | <b>3,0</b>             |
| Watches and clocks  | 1 450         | 2 329         | 0,2            | 0,3        | 17,1                   |
| Jewellery and other related articles  | 6 004         | 6 206         | 1,0            | 0,8        | 1,1                    |
| <b>Sub-total: Watches, clocks and jewellery</b>   | <b>7 454</b>  | <b>8 535</b>  | <b>1,2</b>     | <b>1,1</b> | <b>4,6</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (continued)**

| Commodity type   | 2012*         | 2015**        | 2012*          | 2015**     | Annualised<br>% change |
|--|---------------|---------------|----------------|------------|------------------------|
|  | R million     |               | % contribution |            |                        |
| Hunting, fishing and camping equipment and supplies  | 1 300         | 1 448         | 0,2            | 0,2        | 3,7                    |
| Sports goods (e.g. rugby, golf, soccer, cricket, tennis, hockey, surf), equipment and accessories  | 1 955         | 2 829         | 0,3            | 0,4        | 13,1                   |
| All other sports and recreational goods (e.g. bicycles, pleasure boats, pool tables, gymnasium exercise and fitness equipment, playground equipment)   | 3 194         | 4 736         | 0,5            | 0,6        | 14,0                   |
| <b>Sub-total: Sports and recreational goods</b>  | <b>6 449</b>  | <b>9 013</b>  | <b>1,0</b>     | <b>1,1</b> | <b>11,8</b>            |
| Computers, tablets, components and related equipment and devices (e.g. USBs), packaged computer software, including computer and video games, musical and game downloads and eBooks, office and accounting machinery, including office furniture | 5 790         | 6 715         | 0,9            | 0,9        | 5,1                    |
| Cameras (still, digital and video), picture frames, binoculars and related photographic equipment and supplies   | 2 239         | 2 951         | 0,4            | 0,4        | 9,6                    |
| Telephones and home office electronics   | 464           | 504           | 0,1            | 0,1        | 2,8                    |
| Cellphones   | 10 376        | 13 589        | 1,7            | 1,7        | 9,4                    |
| Prepaid airtime  | 11 210        | 11 539        | 1,8            | 1,5        | 1,0                    |
| <b>Sub-total: Computers, software, photographic materials and related items</b>  | <b>30 079</b> | <b>35 298</b> | <b>4,9</b>     | <b>4,5</b> | <b>5,5</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 18 – Details of income from sales of goods by commodity type, 2012 and 2015 (concluded)**

| Commodity type   | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|--|----------------|----------------|----------------|--------------|------------------------|
|  | R million      |                | % contribution |              |                        |
| Toys, games, and hobby supplies (excluding computer and video games) | 2 881          | 3 396          | 0,5            | 0,4          | 5,6                    |
| Leather goods, luggage and travel accessories                        | 1 859          | 2 282          | 0,3            | 0,3          | 7,1                    |
| Cut flowers and related floral supplies                              | 1 291          | 1 362          | 0,2            | 0,2          | 1,8                    |
| Outdoor power equipment and accessories                              | 508            | 637            | 0,1            | 0,1          | 7,8                    |
| Other lawn and garden-related products                               | 1 454          | 2 269          | 0,2            | 0,3          | 16,0                   |
| Souvenirs and artwork  | 1 471          | 2 271          | 0,2            | 0,3          | 15,6                   |
| Used/second-hand merchandise and antiques                            | 1 244          | 2 072          | 0,2            | 0,3          | 18,5                   |
| Pets and pet food  | 4 926          | 4 966          | 0,8            | 0,6          | 0,3                    |
| Other miscellaneous goods  | 11 469         | 19 601         | 1,9            | 2,5          | 19,6                   |
| <b>Sub-total: Miscellaneous goods</b>                                | <b>27 103</b>  | <b>38 856</b>  | <b>4,4</b>     | <b>5,0</b>   | <b>12,8</b>            |
|  |                |                |                |              |                        |
| <b>Total: Other goods</b>  | <b>82 658</b>  | <b>104 352</b> | <b>13,4</b>    | <b>13,3</b>  | <b>8,1</b>             |
|  |                |                |                |              |                        |
| <b>Total: Sales of goods</b>   | <b>617 910</b> | <b>784 757</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,3</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 19 – Details of purchases by commodity group, 2012 and 2015**

| Commodity group   | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|---|----------------|----------------|----------------|--------------|------------------------|
|   | R million      |                | % contribution |              |                        |
| Food, beverages and tobacco                                       | 218 919        | 260 326        | 47,4           | 43,8         | 5,9                    |
| Pharmaceutical, medical goods, cosmetics and toiletries           | 55 243         | 58 669         | 12,0           | 9,9          | 2,0                    |
| Textiles, clothing, accessories and footwear                      | 56 169         | 79 330         | 12,2           | 13,3         | 12,2                   |
| Household furniture, appliances, equipment, articles and supplies | 41 003         | 52 681         | 8,9            | 8,9          | 8,7                    |
| Hardware, building materials, paints and glass                    | 41 221         | 58 516         | 8,9            | 9,8          | 12,4                   |
| Other purchases of goods  | 49 624         | 85 050         | 10,7           | 14,3         | 19,7                   |
| <b>Total</b>  | <b>462 179</b> | <b>594 572</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,8</b>             |

\*Revised figures.

\*\*Preliminary figures.



**Table 20 – Details of purchases by commodity type in the retail trade industry, 2015**

| Commodity type  | R million      | % contribution |
|---|----------------|----------------|
| Food  | 201 095        | 33,8           |
| Beverages   | 52 005         | 8,7            |
| Tobacco and tobacco products  | 7 226          | 1,2            |
| <b>Sub-total: Food, beverages and tobacco</b>                                       | <b>260 326</b> | <b>43,8</b>    |
|   |                |                |
| <b>Sub-total: Pharmaceuticals, medical goods, cosmetics and toiletries</b>          | <b>58 669</b>  | <b>9,9</b>     |
|   |                |                |
| Textiles, and textile products, including leather                                   | 8 190          | 1,4            |
| Clothing and made-up accessories  | 55 320         | 9,3            |
| Footwear  | 15 820         | 2,7            |
| <b>Sub-total: Textiles, clothing, accessories and footwear</b>                      | <b>79 330</b>  | <b>13,3</b>    |
|   |                |                |
| Household furniture   | 18 738         | 3,2            |
| Household fuel (e.g. LPG gas, paraffin, charcoal)                                   | 1 087          | 0,2            |
| Domestic (household) appliances, equipment and articles                             | 32 856         | 5,5            |
| <b>Sub-total: Household furniture, appliances, equipment, articles and supplies</b> | <b>52 681</b>  | <b>8,9</b>     |
|   |                |                |
| Construction (building) materials and builders' hardware                            | 49 321         | 8,3            |
| Paints  | 3 194          | 0,5            |
| Varnishes, lacquers and other construction chemicals                                | 277            | 0,0            |
| Electrical machinery, equipment, apparatus and parts thereof                        | 5 724          | 1,0            |
| <b>Sub-total: Hardware, building materials, paints and glass</b>                    | <b>58 516</b>  | <b>9,8</b>     |

**Table 20 – Details of purchases by commodity type in the retail trade industry, 2015 (concluded)**

| <b>Commodity type</b>  | <b>R million</b> | <b>% contribution</b> |
|--|------------------|-----------------------|
| Live animals and plants, flowers, seeds  | 2 089            | 0,4                   |
| Reading materials and stationery   | 11 331           | 1,9                   |
| Petrol   | 712              | 0,1                   |
| Diesel   | 552              | 0,1                   |
| Chemicals, fertilisers, pesticides and other chemical preparations                                   | 1 612            | 0,3                   |
| Sports and leisure goods, toys, games and parts thereof  | 11 290           | 1,9                   |
| Jewellery, watches, clocks   | 5 866            | 1,0                   |
| Non-electrical machinery, equipment, apparatus and parts thereof                                     | 572              | 0,1                   |
| Office furniture, computers and related equipment and devices  | 4 842            | 0,8                   |
| Communication equipment, accessories and supplies  | 16 323           | 2,7                   |
| Photographic, optical and precision equipment and instruments  | 2 519            | 0,4                   |
| Miscellaneous consumer goods of paper, cardboard, wood, plastic, rubber, metal or any other material | 19 829           | 3,3                   |
| Containers and packaging materials, including pallets  | 669              | 0,1                   |
| Consumables (e.g. protective clothing, cleaning materials)   | 1 042            | 0,2                   |
| Other purchases and transfers-in of goods not specified elsewhere                                    | 5 802            | 1,0                   |
| <b>Sub-total: Other purchases and transfers-in of goods</b>  | <b>85 050</b>    | <b>14,3</b>           |
|  |                  |                       |
| <b>Total</b>   | <b>594 572</b>   | <b>100,0</b>          |

**Table 21 – Income from sales of goods and services by client base in the retail trade industry, 2012 and 2015**

| Client                             | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|------------------------------------|----------------|----------------|----------------|--------------|------------------------|
|                                    | R million      |                | % contribution |              |                        |
| Individuals and households         | 547 030        | 693 522        | 87,4           | 87,0         | 8,2                    |
| Businesses (including parastatals) | 75 157         | 99 142         | 12,0           | 12,4         | 9,7                    |
| Government                         | 3 768          | 4 359          | 0,6            | 0,5          | 5,0                    |
| <b>Total</b>                       | <b>625 955</b> | <b>797 023</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,4</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 22 – Income from sales of goods and services by client base in the retail trade industry, 2015**

| Type of retail trade  | Individuals    | Businesses (including parastatals) | Government (national, provincial and local) | Total          |
|---|----------------|------------------------------------|---|----------------|
|   | R million      |                                    |   |                |
| Non-specialised stores with food, beverages and tobacco predominating | 239 300        | 44 952                             | 205   | <b>284 457</b> |
| Other non-specialised stores  | 40 784         | 17 100                             | 0   | <b>57 884</b>  |
| Food, beverages and tobacco in specialised stores                     | 58 392         | 8 924                              | 219   | <b>67 535</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 56 493         | 1 072                              | 175   | <b>57 740</b>  |
| Textiles, clothing, footwear and leather goods                        | 161 274        | 1 062                              | 13  | <b>162 349</b> |
| Household furniture, appliances, articles and equipment               | 42 069         | 3 461                              | 453   | <b>45 983</b>  |
| Hardware, paints and glass  | 44 080         | 13 042                             | 2 629                                       | <b>59 751</b>  |
| Other specialised stores  | 36 974         | 4 793                              | 592   | <b>42 359</b>  |
| Second-hand goods in stores   | 1 640          | 127                                | 24  | <b>1 791</b>   |
| Repair of personal and household goods and retail trade not in stores | 12 516         | 4 609                              | 49  | <b>17 174</b>  |
| <b>Total</b>  | <b>693 522</b> | <b>99 142</b>                      | <b>4 359</b>                                | <b>797 023</b> |

**Table 23 – Income from sales of goods and services by method of payment in the retail trade industry, 2012 and 2015**

| Client   | 2012*          | 2015**         | 2012*          | 2015**       | Annualised<br>% change |
|--|----------------|----------------|----------------|--------------|------------------------|
|  | R million      |                | % contribution |              |                        |
| Cash   | 293 268        | 385 758        | 46,9           | 48,4         | 9,6                    |
| Debit card   | 119 486        | 157 812        | 19,1           | 19,8         | 9,7                    |
| Credit card  | 116 921        | 152 558        | 18,7           | 19,1         | 9,3                    |
| Retail card  | 34 431         | 45 385         | 5,5            | 5,7          | 9,6                    |
| Transfers, including internet (electronic) transfers | 61 849         | 55 510         | 9,9            | 7,0          | -3,5                   |
| <b>Total</b>   | <b>625 955</b> | <b>797 023</b> | <b>100,0</b>   | <b>100,0</b> | <b>8,4</b>             |

\*Revised figures.

\*\*Preliminary figures.

**Table 24 – Income from sales of goods and services by method of payment in the retail trade industry, 2015**

| Type of retail trade  | Cash           | Debit card     | Credit card    | Retail card   | Transfers,<br>including internet<br>(electronic)<br>transfers | Total          |
|---|----------------|----------------|----------------|---------------|---|----------------|
|   | R million      |                |                |               |   |                |
| Non-specialised stores with food, beverages and tobacco predominating | 146 900        | 63 075         | 69 740         | 610           | 4 132   | <b>284 457</b> |
| Other non-specialised stores  | 37 284         | 11 335         | 3 853          | 910           | 4 502   | <b>57 884</b>  |
| Food, beverages and tobacco in specialised stores                     | 37 700         | 15 907         | 8 112          | 487           | 5 329   | <b>67 535</b>  |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 24 221         | 13 442         | 7 229          | 1 367         | 11 481  | <b>57 740</b>  |
| Textiles, clothing, footwear and leather goods                        | 68 141         | 24 168         | 31 451         | 34 685        | 3 904   | <b>162 349</b> |
| Household furniture, appliances, articles and equipment               | 22 844         | 7 030          | 6 582          | 5 895         | 3 632   | <b>45 983</b>  |
| Hardware, paints and glass  | 28 030         | 11 166         | 11 595         | 466           | 8 494   | <b>59 751</b>  |
| Other specialised stores  | 13 558         | 7 373          | 11 445         | 952           | 9 031   | <b>42 359</b>  |
| Second-hand goods in stores   | 778            | 445            | 294            | 2             | 272   | <b>1 791</b>   |
| Repair of personal and household goods and retail trade not in stores | 6 302          | 3 871          | 2 257          | 11            | 4 733   | <b>17 174</b>  |
| <b>Total</b>  | <b>385 758</b> | <b>157 812</b> | <b>152 558</b> | <b>45 385</b> | <b>55 510</b>   | <b>797 023</b> |

**Table 25 – Information and communication technology usage in the retail trade industry as at the end of June, 2015**

| 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 | 98,4             | 96,2         | 93,9                 | 18,5          | 19,6                         | 36,0                       | 61,7          |
| Other non-specialised stores  | 88,7             | 88,7         | 86,0                 | 29,8          | 17,3                         | 22,7                       | 55,2          |
| Food, beverages and tobacco in specialised stores                     | 93,4             | 92,5         | 80,1                 | 17,5          | 17,9                         | 21,0                       | 36,9          |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 100,0            | 100,0        | 94,8                 | 53,2          | 53,4                         | 56,0                       | 53,1          |
| Textiles, clothing, footwear and leather goods                        | 100,0            | 100,0        | 94,8                 | 65,0          | 27,1                         | 32,1                       | 53,2          |
| Household furniture, appliances, articles and equipment               | 100,0            | 100,0        | 97,0                 | 66,3          | 34,3                         | 28,4                       | 45,8          |
| Hardware, paints and glass  | 100,0            | 99,2         | 91,4                 | 47,7          | 24,7                         | 31,4                       | 54,2          |
| Other specialised stores  | 100,0            | 100,0        | 90,9                 | 59,9          | 36,6                         | 38,6                       | 52,1          |
| Second-hand goods in stores   | 96,9             | 95,4         | 92,8                 | 37,9          | 17,5                         | 20,6                       | 43,3          |
| Repair of personal and household goods and retail trade not in stores | 98,1             | 98,1         | 90,4                 | 34,1          | 29,8                         | 28,0                       | 46,0          |
| <b>Total</b>  | <b>97,6</b>      | <b>96,7</b>  | <b>90,1</b>          | <b>36,2</b>   | <b>25,7</b>                  | <b>31,1</b>                | <b>50,0</b>   |

**Table 26 – Information and communication technology usage by enterprise size in the retail trade industry as at the end of June, 2015**

| 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  | 99,6             | 98,4         | 93,8                 | 42,3          | 26,0                         | 35,0                       | 57,1          |
| Medium enterprises | 98,4             | 98,4         | 93,8                 | 55,5          | 32,0                         | 42,2                       | 55,5          |
| Small enterprises  | 98,1             | 97,8         | 89,2                 | 34,1          | 29,7                         | 31,0                       | 50,8          |
| Micro enterprises  | 94,1             | 93,0         | 85,0                 | 23,4          | 19,8                         | 22,3                       | 38,1          |
| <b>Total</b>       | <b>97,6</b>      | <b>96,7</b>  | <b>90,1</b>          | <b>36,2</b>   | <b>25,7</b>                  | <b>31,1</b>                | <b>50,0</b>   |



## Explanatory notes

|                                   |   |
|-----------------------------------|---|
| <b>Background</b>                 | <p>The results presented in this publication have been derived from the 2015 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>      | All figures exclude value added tax (VAT).  |
| <b>Reference period</b>           | The information was collected from enterprises for their financial year, which ended on any date between 1 July 2014 and 30 June 2015.  |
| <b>Purpose of the survey</b>      | Results of the survey are used within Stats SA for benchmarking the gross domestic product (GDP) and its components. These statistics are also used by government policy advisors in monitoring the performance and contribution of individual industries to the South African economy and the effectiveness of industry policies, and by private sector users in analyses of comparative business and industry performance.  |
| <b>Classification by industry</b> | 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. Statistics in this publication are presented at SIC group (four-digit) level. Each enterprise is classified to an industry, which reflects its predominant activity. |
| <b>Statistical unit</b>           | 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.  |
| <b>Size groups</b>                | 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 R117 million and more. Table 27 presents the size groups defined using the Department of Trade and Industry (DTI).   |

**Table 27 – Size groups for the retail trade industry, 2015**

| Size group | Turnover                                  |
|------------|---|
| Large      | ≥ R117 000 000                            |
| Medium     | R57 000 000 ≤ VAT turnover < R117 000 000 |
| Small      | R12 000 000 ≤ VAT turnover < R57 000 000  |
| Micro      | < R12 000 000                             |

|   |  |
|---|--|
| <b>Survey methodology and design</b>        | <p>The survey was conducted by email, telephone, personal visits, fax and post.</p> <p>A sample of approximately 2 800 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 80,5%.</p>  |
| <b>Collection rate</b>                      | <p>Collection rate = ((collected + finalised investigations) / sample size) x 100.</p>   |
| <b>Turnover collection rate</b>             | <p>Turnover collection rate = ((weighted collected enterprises BR turnover + weighted finalised investigations BR turnover) / population turnover) x 100. The turnover collection rate was 91,7%.</p>  |
| <b>Weighting methodology</b>                | <p>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 <a href="http://www.statssa.gov.za/publications/publicationsearch.asp">www.statssa.gov.za/publications/publicationsearch.asp</a>.</p> |
| <b>Revisions to previous results (2012)</b> | <p>Revisions were made to previous results due to editing and new information obtained after the publications.</p>   |

**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 28 – Income in the retail trade industry within 95% confidence limits, 2015**

| Type of retail trade  | Lower limit    | Total income   | Upper limit    | Relative standard error |
|---|----------------|----------------|----------------|-------------------------|
|   | R million      |                |                | %                       |
| Non-specialised stores with food, beverages and tobacco predominating | 278 670        | 288 275        | 297 880        | 1,7                     |
| Other non-specialised stores  | 53 155         | 58 297         | 63 439         | 4,5                     |
| Food, beverages and tobacco in specialised stores                     | 63 418         | 68 089         | 72 760         | 3,5                     |
| Pharmaceutical and medical goods, cosmetic and toilet articles        | 54 795         | 59 079         | 63 363         | 3,7                     |
| Textiles, clothing, footwear and leather goods                        | 168 681        | 172 398        | 176 115        | 1,1                     |
| Household furniture, appliances, articles and equipment               | 46 437         | 49 544         | 52 651         | 3,2                     |
| Hardware, paints and glass  | 57 031         | 60 594         | 64 157         | 3,0                     |
| Other specialised stores  | 39 994         | 43 213         | 46 432         | 3,8                     |
| Second-hand goods in stores   | 1 634          | 1 894          | 2 154          | 7,0                     |
| Repair of personal and household goods and retail trade not in stores | 14 709         | 17 988         | 21 267         | 9,3                     |
| <b>Total</b>  | <b>804 917</b> | <b>819 371</b> | <b>833 825</b> | <b>0,9</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.

**Abbreviations**

|          |   |
|----------|---|
| 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                                 |

## 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 <i>n</i> largest enterprises to the total income.  |
| <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 2015.  |
| <b>Employment costs</b>              | The total cost of employment, including salaries, wages, service and other bonuses, allowances (including car allowances), overtime payments, retirement benefits, contributions to medical, pension and provident funds, unemployment insurance and accident funds, and housing subsidies.   |
| <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>Formal employment</b>             | Employment by the formal sector. The formal sector includes all businesses that are registered for VAT.   |
| <b>Informal employment</b>           | Employment by the informal sector. The formal sector includes all businesses that are not registered for VAT.   |
| <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 (SNA)</i> 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). |
| <b>Labour brokers</b>                | Agents who recruit and administer workers on behalf of the enterprise. They do not provide any other service.   |
| <b>Motor vehicles</b>                | Motor vehicles include cars, trucks, aircraft, boats, trailers, locomotives and other transport equipment.  |
| <b>Net profit or loss before tax</b> | Net profit or loss before tax is derived as:<br>Total income<br><b>plus</b> closing inventories<br><b>minus</b> total expenditure<br><b>minus</b> opening inventories   |

|                                     |  |
|-------------------------------------|--|
| <b>Net profit or loss after tax</b> | <p>Net profit or loss after tax is derived as:</p> <p>Net profit or loss before tax<br/><b>minus</b> company tax</p>   |
| <b>Other expenditure</b>            | <p>Other expenditure includes:</p> <p>Accommodation; advertising; amortisation, <i>excluding depreciation</i>; bank charges; bursaries for own employees (staff bursaries); containers and packaging materials; computer expenditure (when not part of non-current assets); donations, sponsorships and social investment for <i>non-employees</i>; entertainment; 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; mineral rights leases; paper, printing and stationery; postal and courier services; property taxes paid; provisions; railage and transport-out; research and development; royalties, franchise fees, copyright, trade names, trademarks and patent rights paid; security services; severance, termination and redundancy payments; skills development levy; staff training; subscriptions; travelling; water and electricity; payments to labour brokers and other expenditure.</p> |
| <b>Other income</b>                 | <p>Includes:</p> <p>Capital transfers received (only from the South African government); customs duty received; dividends received; excise duty received; mineral rights leases; 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 of liabilities; provisions; government subsidies and incentives received (only from the South African government); and other income.</p>  |
| <b>Permanent employees</b>          | <p>Employees appointed on an open-ended contract with no stipulated termination date or fixed-term contract for periods of more than one year.</p>   |
| <b>Profit margin</b>                | <p>Profit margin is derived as:</p> <p>Net profit or loss after tax<br/><b>divided by</b> turnover<br/><b>multiplied by</b> 100</p>  |
| <b>Rental income</b>                | <p>Includes:</p> <p>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.</p>  |
| <b>Statistical unit</b>             | <p>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.</p>  |
| <b>Stratum</b>                      | <p>A stratum is constructed by concatenating the SIC classification and size group variables.</p>  |
| <b>Subcontractors</b>               | <p>Include labour brokers.</p>   |

|                            |  |
|----------------------------|--|
| <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>            | <p>Turnover includes:</p> <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> <p>Turnover excludes:</p> <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> |
| <b>Working proprietors</b> | Owners, members or partners actively engaged in the work of the enterprise, excluding silent or inactive partners whose principal activity is outside of the enterprise.   |
| <b>Zero values</b>         | All rand values less than R500 000.  |

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Central Reference Collection, Kimberley

Central Reference Library, Mmabatho

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