

Motor trade industry, 2015

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PJ Lehohla
Statistician-General

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For technical enquiries, please contact: Mosima Makuwa / Katumetso Honwani

Tel.: 012 339 2663 / 012 310 8435

Email: mosimam@statssa.gov.za / katumetsots@statssa.gov.za

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Motor trade industry, 2015

1. Introduction

This publication presents estimates in respect of the 2015 motor trade industry large sample survey (LSS). The 2015 motor trade industry LSS is based on data from a sample of approximately 3 000 enterprises. The data for the number of employees were provided for working proprietors and employees who received salaries and wages for the last pay period ended on or before 30 June 2015.

The last motor trade industry LSS was conducted for 2012 (Motor trade industry; Report No. 63-01-02 (2012)).

1.1. Scope and coverage

The 2015 motor trade industry LSS covers enterprises registered for value added tax (VAT) 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:

- Wholesale sales of motor vehicles (SIC 6311).
- Retail sales of motor vehicles (SIC 6312).
- Maintenance and repair of motor vehicles (SIC 6320).
- Sale of new motor vehicle parts and accessories (SIC 6331).
- Sale of used motor vehicle parts and accessories (SIC 6332).
- Sale, maintenance and repair of motor cycles and related parts and accessories (SIC 6340).
- Retail sales of automotive fuel (SIC 6350).

The following activities are excluded:

- Renting of cars or trucks with drivers (SIC 7122).
- Freight transportation by road (SIC 7123).
- Non-scheduled passenger land transport (SIC 7122).
- Renting of motor vehicles and motorcycles without drivers (SIC 8511).

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, and information and communication technology usage.

1.3. Reference period

The questionnaires were completed for the financial year of the enterprise which **ended on any date between 01 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 motor 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 error 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. 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 industry is classified to an industry that reflects its predominant activity.

2. Summary of findings for the year 2015

2.1. Income

Table A – Income in the motor trade industry, 2006–2015

Type of motor trade	2006		2009		2012		2015	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale sales of motor vehicles	16 519	6,0	27 767	7,3	36 332	7,2	51 389	8,6
Retail sales of motor vehicles	158 411	57,6	192 722	50,9	236 978	46,9	279 790	46,6
Maintenance and repair of motor vehicles	26 289	9,6	19 696	5,2	24 944	4,9	27 189	4,5
Sales of new motor vehicle parts and accessories	20 627	7,5	35 190	9,3	51 503	10,2	58 485	9,7
Sales of used motor vehicle parts and accessories	1 021	0,4	2 017	0,5	2 156	0,4	2 368	0,4
Sales, maintenance and repair of motorcycles and related accessories	1 890	0,7	2 779	0,7	3 355	0,7	4 025	0,7
Retail sales of automotive fuel	50 154	18,2	98 095	25,9	150 312	29,7	177 086	29,5
Total	274 911	100,0	378 266	100,0	505 580	100,0	600 332	100,0

Source: Report No. 63-01-02

The total income for the motor trade industry in 2015 was R600,3 billion. The total income represents an increase of 5,9% per annum over the income reported in the corresponding survey of 2012 (R505,6 billion). Comparing 2012 and 2015, large increases were reported for 'retail sales of motor vehicles' (+R42,8 billion), 'retail sales of automotive fuel' (+R26,8 billion) and 'wholesale sales of motor vehicles' (+R15,1 billion).

Since 2006, 'retail sales of automotive fuel' gained the biggest percentage share (+11,3 percentage points) in income from the motor trade industry when compared with the results of 2015 (from a percentage contribution of 18,2% in 2006 to 29,5% in 2015). 'Retail sales of motor vehicles' lost the biggest percentage share (-11,0 percentage points) in the same period (from 57,6% in 2006 to 46,6% in 2015).

Table B – Concentration ratio for total income in the motor trade industry, 2006–2015

Concentration ratio	2006	2009	2012	2015
	%			
CR5	27,5	18,9	17,6	15,9
CR10	32,9	26,4	22,5	20,9
CR20	38,0	31,3	27,2	26,5
CR50	44,4	37,9	33,5	33,9
CR100	49,9	42,9	38,7	39,6

Source: Report No. 63-01-02

In 2006 the top five enterprises (those with the highest income) contributed 27,5% of total income. The CR5 ratio dropped to 18,9% in 2009 and 17,6% in 2012. Similarly the CR10, CR20, CR50 and CR100 ratios all fell between 2006 and 2009 and between 2009 and 2012. The pattern of change between 2012 and 2015 was mixed. There is considerable variation in concentration ratios between the different types of motor trade, as shown in Table 9.

Table C – Profit margin in the motor trade industry, 2006–2015

Type of motor trade	Net profit/loss after tax				Turnover				Profit margin			
	2006	2009	2012	2015	2006	2009	2012	2015	2006	2009	2012	2015
	R million				R million				%			
Wholesale sales of motor vehicles	623	413	626	1 576	16 287	27 473	35 613	50 865	3,8	1,5	1,8	3,1
Retail sales of motor vehicles	3 517	6 160	4 973	5 582	155 989	188 052	232 445	275 365	2,3	3,3	2,1	2,0
Maintenance and repair of motor vehicles	309	519	625	820	26 026	19 182	24 492	26 888	1,2	2,7	2,6	3,0
Sales of new motor vehicle parts and accessories	393	752	1 709	1 932	20 139	34 368	50 562	57 467	2,0	2,2	3,4	3,4
Sales of used motor vehicle parts and accessories	67	98	104	117	994	1 982	2 121	2 346	6,7	4,9	4,9	5,0
Sales, maintenance and repair of motorcycles and related accessories	95	12	23	76	1 870	2 734	3 307	3 975	5,1	0,4	0,7	1,9
Retail sales of automotive fuel	492	264	1 916	1 846	49 796	97 832	149 749	176 470	1,0	0,3	1,3	1,0
Total	5 496	8 218	9 976	11 949	271 101	371 623	498 289	593 376	2,0	2,2	2,0	2,0

Source: Report No. 63-01-02

The profit margin for the motor trade industry was 2,0% in 2015. 'Sales of used motor vehicle parts and accessories' had the highest profit margin at 5,0%, followed by 'sales of new motor vehicle parts and accessories' at 3,4% and 'wholesale sales of motor vehicles' at 3,1%. 'Retail sales of automotive fuel' had the lowest profit margin of 1,0%.

Between 2006 and 2015, the motor trade industry recorded a highest profit margin of 2,2% in 2009. The highest profit margin by type of motor trade was 'sales of used motor vehicle parts and accessories' at 6,7% in 2006. 'Retail sales of automotive fuel' is the only type of motor trade which had profit margins lower than the overall profit margin in all four years surveyed.

2.2. Employment

Table D – Employment in the motor trade industry for the last pay period ended on or before 30 June, 2006–2015

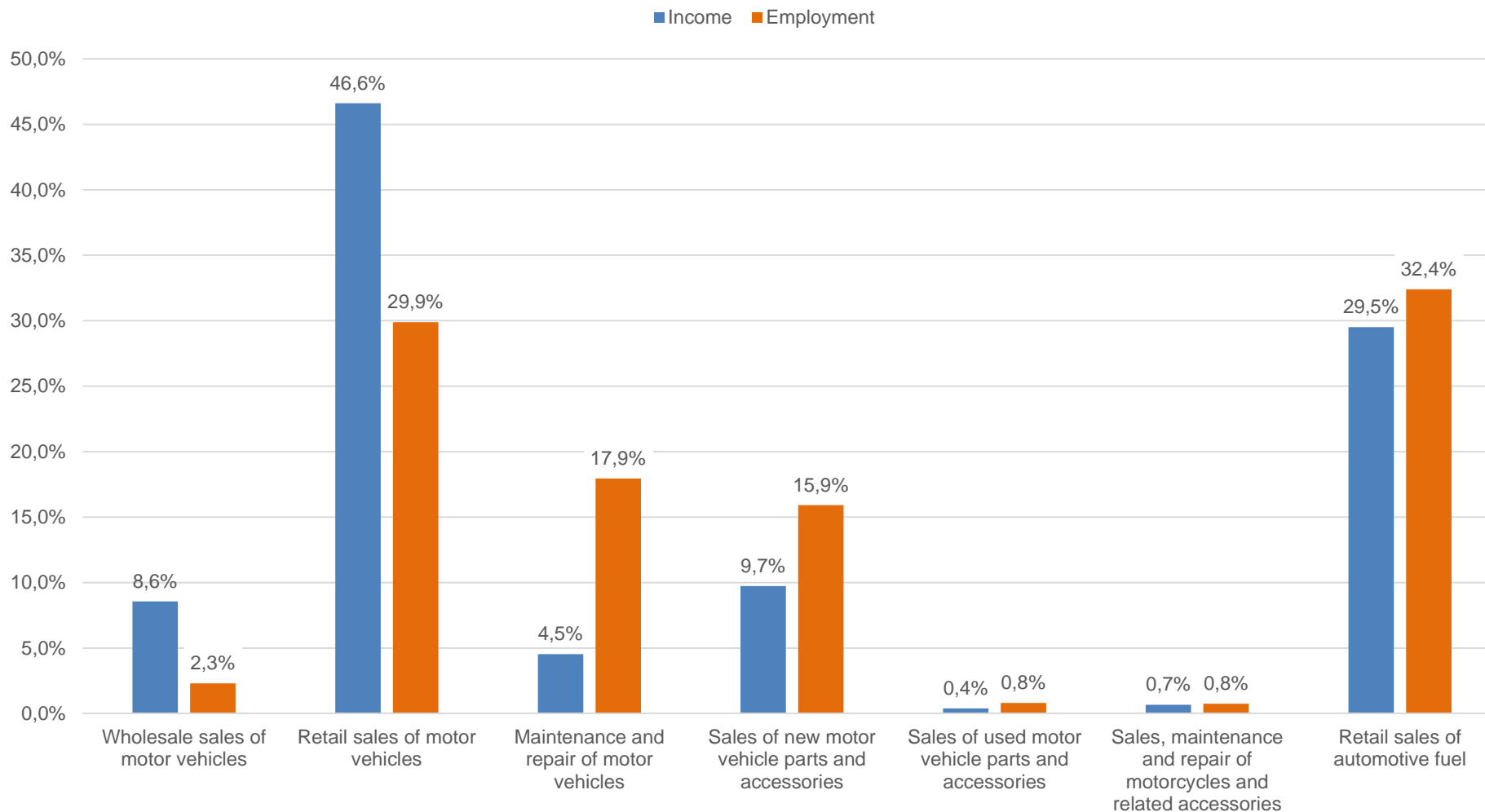
Type of motor trade	2006		2009		2012		2015	
	Number of employees							
	Number	% contribution	Number	% contribution to total	Number	% contribution to total	Number	% contribution to total
Wholesale sales of motor vehicles	6 044	2,3	9 279	3,6	8 951	3,2	6 238	2,3
Retail sales of motor vehicles	62 819	24,0	82 815	32,1	83 344	30,0	80 809	29,9
Maintenance and repair of motor vehicles	106 055	40,5	49 729	19,2	48 762	17,6	48 543	17,9
Sales of new motor vehicle parts and accessories	32 767	12,5	39 307	15,2	45 586	16,4	43 012	15,9
Sales of used motor vehicle parts and accessories	2 570	1,0	3 571	1,4	2 764	1,0	2 175	0,8
Sales, maintenance and repair of motorcycles and related accessories	1 701	0,7	1 857	0,7	2 561	0,9	2 030	0,8
Retail sales of automotive fuel	49 728	19,0	71 819	27,8	85 692	30,9	87 633	32,4
Total	261 684	100,0	258 377	100,0	277 660	100,0	270 440	100,0

Source: Report No. 63-01-02

The total number of persons employed in the motor trade industry as at the end of June 2015 was 270 440. 'Retail sales of automotive fuel' employed the largest number of persons (87 633 or 32,4%), followed by 'retail sales of motor vehicles' (80 809 or 29,9%) and 'maintenance and repair of motor vehicles' (48 543 or 17,9%).

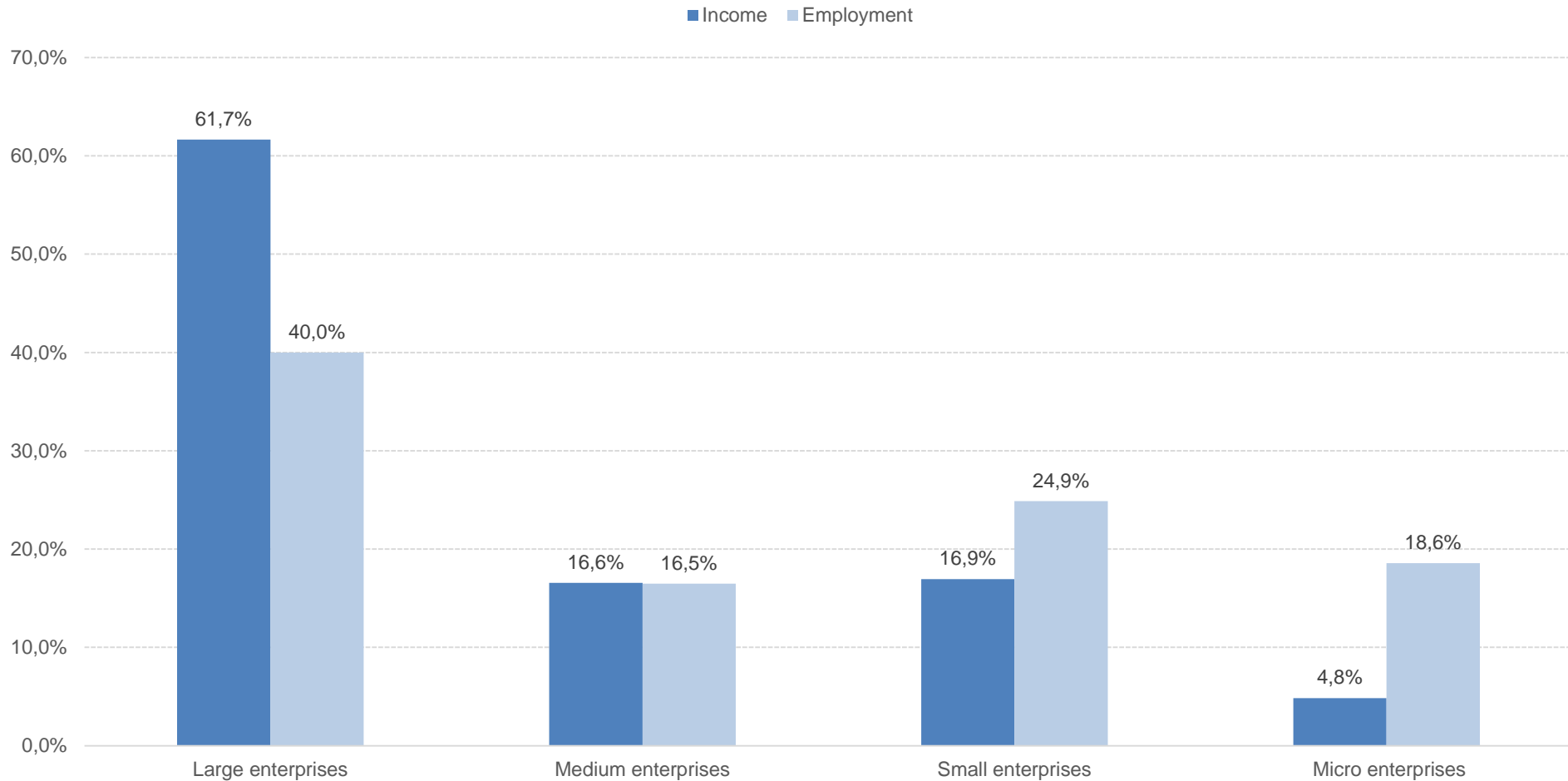
Formal employment increased from 261 684 in 2006 to 277 660 in 2012 before showing a slight decline to 270 440 in 2015 (a gain of 8 756 jobs between 2006 and 2015). The highest growth in employment since 2006 was in 'retail sales of automotive fuel' (+37 905) and 'retail sales of motor vehicles' (+17 990). The biggest loss in employment was in 'maintenance and repair of motor vehicles' (-57 512 jobs).

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



The division with the highest proportion of employment compared with its proportion of income was 'maintenance and repair of motor vehicles' (contributing 17,9% of employment and 4,5% of income), followed by 'sales of new motor vehicle parts and accessories' (15,9% of employment and 9,7% of income) and 'retail sales of automotive fuel' (32,4% of employment and 29,5% of income). Although 'retail sales of motor vehicles' contributed 46,6% to the total income of the motor trade industry in 2015, its contribution to employment was only 29,9%.

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



Whereas large enterprises (those with turnover equal to or greater than R117 million) contributed 61,7% of the total income of the motor trade industry in 2015, their contribution to employment was only 40,0%. Most (60,0%) of the employment in the industry was created by small, medium and micro enterprises (SMMEs).

Table E – Average salaries and wages in the motor trade industry, 2006–2015

Type of motor trade	2006			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
Wholesale sales of motor vehicles	675	6 044	111 681	1 055	9 279	113 698	1 425	8 951	159 200	1 688	6 238	270 600
Retail sales of motor vehicles	8 764	62 819	139 512	11 705	82 815	141 339	15 489	83 344	185 844	18 070	80 809	223 614
Maintenance and repair of motor vehicles	5 571	106 055	52 529	3 886	49 729	78 144	5 257	48 762	107 809	5 878	48 543	121 089
Sales of new motor vehicle parts and accessories	2 491	32 767	76 022	3 630	39 307	92 350	5 791	45 586	127 035	6 398	43 012	148 749
Sales of used motor vehicle parts and accessories	164	2 570	63 813	305	3 571	85 410	324	2 764	117 221	326	2 175	149 885
Sales, maintenance and repair of motorcycles and related accessories	130	1 701	76 426	233	1 857	125 471	346	2 561	135 103	350	2 030	172 414
Retail sales of automotive fuel	2 046	49 728	41 144	3 898	71 819	54 275	6 395	85 692	74 628	7 019	87 633	80 095
Total	19 841	261 684	75 820	24 712	258 377	95 643	35 027	277 660	126 151	39 729	270 440	146 905

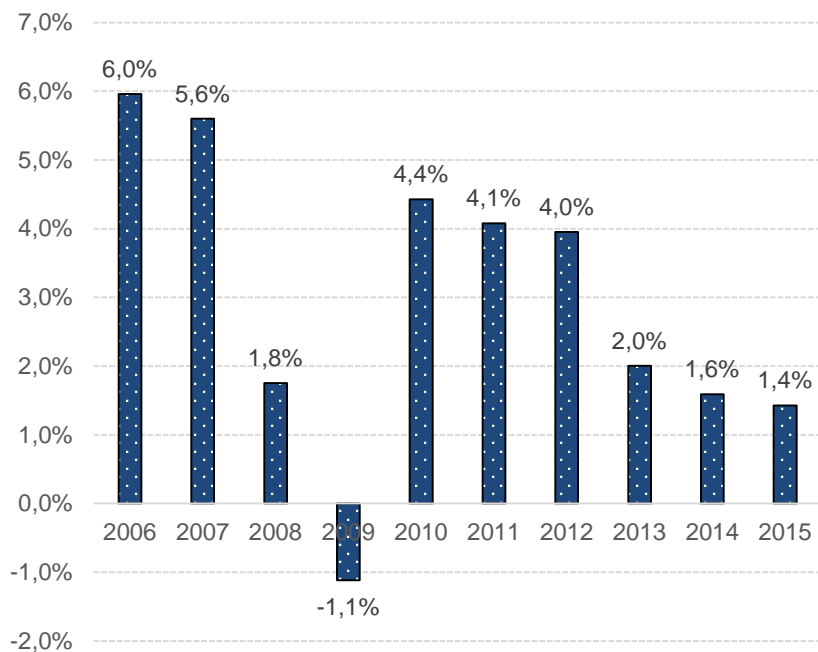
Sources: Report No. 63-01-02

The average value of salaries and wages in the motor trade industry in 2015 was R146 905. The type of motor trade with the highest average salaries and wages in 2015 was 'wholesale sales of motor vehicles' (R270 600), followed by 'retail sales of motor vehicles' (R223 614) and 'sales, maintenance and repair of motorcycles and related accessories' (R172 414). The type of motor trade with the lowest average salaries and wages in 2015 was 'retail sales of automotive fuel' (R80 095).

Total average salaries and wages increased from R75 820 in 2006 to R146 905 in 2015, an annualised growth rate of 7,6%. The highest annualised growth rate for total average salaries and wages (over a three-year period) was 9,7% between 2009 and 2012.

2.3. Trade industry value added

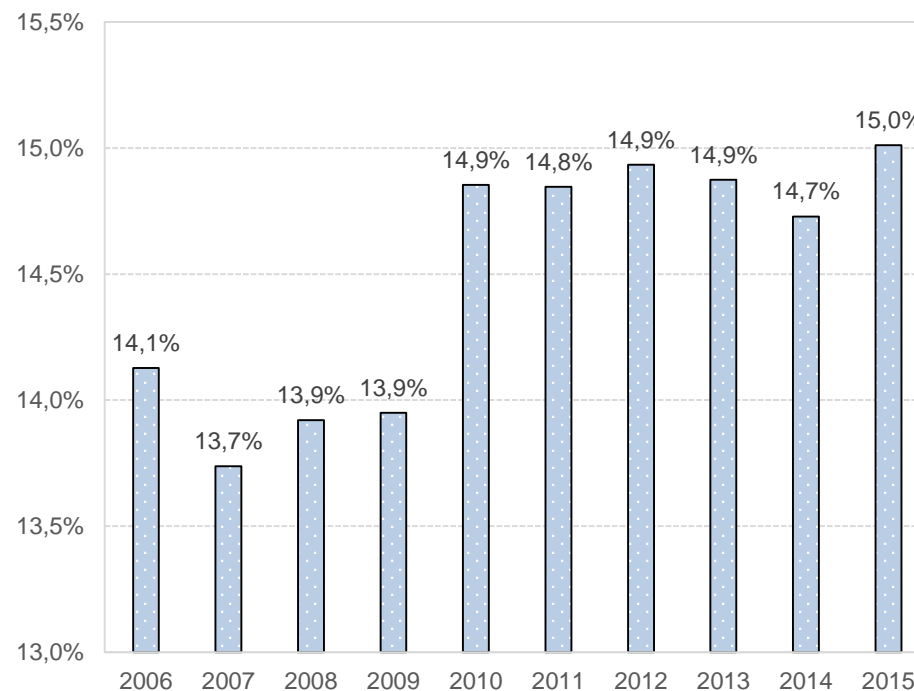
Figure 3 – Trade value added, annual percentage change (constant 2010 prices), 2006–2015



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. During this period, the increase was only recorded between 2009 and 2010 (+5,5%). The biggest decline was recorded between 2007 and 2008 (-3,8%), followed by a decrease between 2008 and 2009 (-2,9%).

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 motor trade industry, 2006–2015

Type of motor trade	2006		2009		2012		2015	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale sales of motor vehicles	222	8,7	86	1,6	132	2,2	352	4,8
Retail sales of motor vehicles	1 792	70,3	4 312	78,2	4 066	69,0	4 929	67,4
Maintenance and repair of motor vehicles	195	7,7	470	8,5	592	10,1	783	10,7
Sales of new motor vehicle parts and accessories	191	7,5	337	6,1	481	8,2	564	7,7
Sales of used motor vehicle parts and accessories	8	0,3	23	0,4	37	0,6	56	0,8
Sales, maintenance and repair of motorcycles and related accessories	18	0,7	7	0,1	33	0,6	54	0,7
Retail sales of automotive fuel	123	4,8	276	5,0	549	9,3	570	7,8
Total	2 549	100,0	5 511	100,0	5 890	100,0	7 308	100,0

Source: Report No. 63-01-02

The total capital expenditure on new assets in the motor trade industry in 2015 was R7,3 billion. The largest contributor to total capital expenditure was 'retail sales of motor vehicles' (R4,9 billion or 67,4%), followed by 'maintenance and repair of motor vehicles' (R783 million or 10,7%) and 'retail sales of automotive fuel' (R570 million or 7,8%).

The expenditure on new assets represents an increase of 7,5% per annum over the expenditure reported in the corresponding survey of 2012 (R5,9 billion). Comparing 2012 and 2015, the largest increase was reported for 'retail sales of motor vehicles' (+R863 million).

Since 2006, 'maintenance and repair of motor vehicles' and 'retail sales of automotive fuel' gained the biggest percentage share (3,0 percentage points) in capital expenditure on new assets when compared with the results of 2015. 'Wholesale sales of motor vehicles' lost the biggest percentage share (-3,9 percentage points) in the same period (from 8,7% in 2006 to 4,8% in 2015).

PJ Lehohla
Statistician-General

3. Tables

Table 1 – Principal statistics in the trade industry¹, 2012 and 2015

Year	Turnover	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit or loss 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
Annualised % change	10,0	9,8	9,7	12,3	9,7	7,3	6,3	2,4

¹The 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 motor trade industry, 2012 and 2015

Year	Turnover	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit or loss before tax	Capital expenditure on new assets	Number of employees
2012*	498 498	505 580	498 865	40 645	47 953	14 023	5 890	277 660
2015**	593 376	600 332	587 884	55 164	58 674	15 958	7 308	270 440
Annualised % change	6,0	5,9	5,6	10,7	7,0	4,4	7,5	-0,9

*Revised figures.

**Preliminary figures.

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

Type of motor trade	Total income			Total expenditure			Total value of opening inventories			Total value of closing inventories		
	2012*	2015**	Annualised % change	2012*	2015**	Annualised % change	2012*	2015**	Annualised % change	2012*	2015**	Annualised % change
	R million			R million			R million			R million		
Wholesale sales of motor vehicles	36 332	51 389	12,3	36 628	48 720	10,0	6 023	9 529	16,5	7 373	9 006	6,9
Retail sales of motor vehicles	236 978	279 790	5,7	234 207	275 239	5,5	23 911	31 430	9,5	28 073	34 329	6,9
Maintenance and repair of motor vehicles	24 944	27 189	2,9	24 252	26 375	2,8	1 288	1 515	5,6	1 444	1 750	6,6
Sales of new motor vehicle parts and accessories	51 503	58 485	4,3	50 115	56 580	4,1	6 374	8 849	11,6	7 462	9 550	8,6
Sales of used motor vehicle parts and accessories	2 156	2 368	3,2	2 068	2 254	2,9	220	301	11,0	271	334	7,2
Sales, maintenance and repair of motorcycles and related accessories	3 355	4 025	6,3	3 293	3 983	6,5	853	672	-7,6	832	734	-4,1
Retail sales of automotive fuel	150 312	177 086	5,6	148 302	174 733	5,6	1 976	2 868	13,2	2 498	2 971	6,0
Total	505 580	600 332	5,9	498 865	587 884	5,6	40 645	55 164	10,7	47 953	58 674	7,0

*Revised figures.

**Preliminary figures.

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

Type of motor trade	Net profit or loss before tax		Capital expenditure on new assets		Annualised % change
	2012*	2015**	2012*	2015**	
	R million		R million		
Wholesale sales of motor vehicles	1 054	2 146	132	352	38,7
Retail sales of motor vehicles	6 933	7 450	4 066	4 929	6,6
Maintenance and repair of motor vehicles	848	1 049	592	783	9,8
Sales of new motor vehicle parts and accessories	2 476	2 606	481	564	5,4
Sales of used motor vehicle parts and accessories	139	147	37	56	14,8
Sales, maintenance and repair of motorcycles and related accessories	41	104	33	54	17,8
Retail sales of automotive fuel	2 532	2 456	549	570	1,3
Total	14 023	15 958	5 890	7 308	7,5

*Revised figures.

**Preliminary figures.

Table 4 – Principal statistics in the motor trade industry, 2015

Type of motor 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					
Wholesale sales of motor vehicles	51 389	48 720	9 529	9 006	2 146	352
Retail sales of motor vehicles	279 790	275 239	31 430	34 329	7 450	4 929
Maintenance and repair of motor vehicles	27 189	26 375	1 515	1 750	1 049	783
Sales of new motor vehicle parts and accessories	58 485	56 580	8 849	9 550	2 606	564
Sales of used motor vehicle parts and accessories	2 368	2 254	301	334	147	56
Sales, maintenance and repair of motorcycles and related accessories	4 025	3 983	672	734	104	54
Retail sales of automotive fuel	177 086	174 733	2 868	2 971	2 456	570
Total	600 332	587 884	55 164	58 674	15 958	7 308

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

Type of motor trade	Net profit/loss after tax		Turnover		Profit margin ²	
	2012*	2015**	2012*	2015**	2012*	2015**
	R million		R million		%	
Wholesale sales of motor vehicles	626	1 576	35 613	50 865	1,8	3,1
Retail sales of motor vehicles	4 973	5 582	232 654	275 365	2,1	2,0
Maintenance and repair of motor vehicles	625	820	24 492	26 888	2,6	3,0
Sales of new motor vehicle parts and accessories	1 709	1 932	50 562	57 467	3,4	3,4
Sales of used motor vehicle parts and accessories	104	117	2 121	2 346	4,9	5,0
Sales, maintenance and repair of motorcycles and related accessories	23	76	3 307	3 975	0,7	1,9
Retail sales of automotive fuel	1 916	1 846	149 749	176 470	1,3	1,0
Total	9 976	11 949	498 498	593 376	2,0	2,0

²Net profit/loss after tax divided by turnover multiplied by 100.

*Revised figures.

**Preliminary figures.

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

Income item	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Sales of goods	452 554	543 309	89,5	90,5	6,3
Services	42 333	47 038	8,4	7,8	3,6
Rental and leasing income	3 611	3 029	0,7	0,5	-5,7
Interest received	1 254	2 021	0,2	0,3	17,2
Other income	5 828	4 935	1,2	0,8	-5,4
Total	505 580	600 332	100,0	100,0	5,9

*Revised figures.

**Preliminary figures.

Table 7 – Income in the motor trade industry, 2015

Type of motor trade	Sales of goods	Services	Rental and leasing income	Interest received	Other income	Total
	R million					
Wholesale sales of motor vehicles	50 067	759	39	212	312	51 389
Retail sales of motor vehicles	251 140	21 430	2 795	1 331	3 094	279 790
Maintenance and repair of motor vehicles	6 831	20 030	27	78	223	27 189
Sales of new motor vehicle parts and accessories	54 878	2 572	17	219	799	58 485
Sales of used motor vehicle parts and accessories	2 321	18	7	14	8	2 368
Sales, maintenance and repair of motorcycles and related accessories	3 750	221	4	9	41	4 025
Retail sales of automotive fuel	174 322	2 008	140	158	458	177 086
Total	543 309	47 038	3 029	2 021	4 935	600 332

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

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	R million				
Wholesale sales of motor vehicles	45 160	1 881	3 665	683	51 389
Retail sales of motor vehicles	244 167	18 760	13 128	3 735	279 790
Maintenance and repair of motor vehicles	2 283	2 778	11 022	11 106	27 189
Sales of new motor vehicle parts and accessories	29 095	7 197	15 078	7 115	58 485
Sales of used motor vehicle parts and accessories	420	638	1 013	297	2 368
Sales, maintenance and repair of motorcycles and related accessories	771	980	1 564	710	4 025
Retail sales of automotive fuel	48 293	67 138	56 251	5 404	177 086
Total	370 189	99 372	101 721	29 050	600 332

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

Type of motor trade	Total Income	Income of the 5 largest enterprises	Relative contribution of the 5 largest enterprises	Income of the 10 largest enterprises	Relative contribution of the 10 largest enterprises	Income of the 20 largest enterprises	Relative contribution of the 20 largest enterprises
	R million		%	R million	%	R million	%
Wholesale sales of motor vehicles	51 389	22 868	44,5	33 967	66,1	41 907	81,5
Retail sales of motor vehicles	279 790	95 386	34,1	122 207	43,7	142 164	50,8
Maintenance and repair of motor vehicles	27 189	1 401	5,2	2 037	7,5	2 940	10,8
Sales of new motor vehicle parts and accessories	58 485	10 445	17,9	14 774	25,3	18 864	32,3
Sales of used motor vehicle parts and accessories	2 368	609	25,7	906	38,3	1 212	51,2
Sales, maintenance and repair of motorcycles and related accessories	4 025	883	21,9	1 276	31,7	1 669	41,5
Retail sales of automotive fuel	177 086	3 662	2,1	5 795	3,3	9 421	5,3
Total	600 332	95 386³	15,9⁴	125 617³	20,9⁴	159 084³	26,5⁴

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

⁴ Relative contribution = income of the largest enterprises divided by total income multiplied by 100.

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

Expenditure item	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Purchases	415 004	497 988	83,2	84,7	6,3
Employment costs	35 027	39 729	7,0	6,8	4,3
Rental and leasing of land, buildings and other structures under operating leases	6 091	7 212	1,2	1,2	5,8
Interest paid	3 069	4 075	0,6	0,7	9,9
Advertising	1 550	2 053	0,3	0,3	9,8
Other expenditure	38 124	36 827	7,6	6,3	-1,1
Total	498 865	587 884	100,0	100,0	5,6

*Revised figures.

**Preliminary figures.

Table 11 – Expenditure in the motor trade industry, 2015

Type of motor trade	Purchases	Employment costs	Rental and leasing of land, buildings and other structures under operating leases	Interest paid	Advertising	Other expenditure	Total
	R million						
Wholesale sales of motor vehicles	41 193	1 688	240	345	625	4 629	48 720
Retail sales of motor vehicles	233 744	18 070	2 949	2 722	956	16 798	275 239
Maintenance and repair of motor vehicles	16 052	5 878	810	167	100	3 368	26 375
Sales of new motor vehicle parts and accessories	43 608	6 398	1 001	449	209	4 915	56 580
Sales of used motor vehicle parts and accessories	1 609	326	35	9	11	264	2 254
Sales, maintenance and repair of motorcycles and related accessories	3 253	350	81	17	26	256	3 983
Retail sales of automotive fuel	158 529	7 019	2 096	366	126	6 597	174 733
Total	497 988	39 729	7 212	4 075	2 053	36 827	587 884

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

Type of asset	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Land, buildings and construction	994	1 185	16,9	16,2	6,0
Plant, machinery and equipment	1 161	978	19,7	13,4	-5,6
Motor vehicles	3 291	4 518	55,9	61,8	11,1
Computers	145	267	2,5	3,7	22,6
Other	299	360	5,1	4,9	6,4
Total	5 890	7 308	100,0	100,0	7,5

*Revised figures.

**Preliminary figures.

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

Type of motor trade	Land, buildings and construction	Plant, machinery and equipment	Motor vehicles	Computers	Other	Total
	R million					
Wholesale sales of motor vehicles	23	99	172	15	43	352
Retail sales of motor vehicles	671	453	3 485	82	238	4 929
Maintenance and repair of motor vehicles	170	111	428	29	45	783
Sales of new motor vehicle parts and accessories	142	132	234	49	7	564
Sales of used motor vehicle parts and accessories	17	3	32	4	0	56
Sales, maintenance and repair of motorcycles and related accessories	9	14	21	5	5	54
Retail sales of automotive fuel	153	166	146	83	22	570
Total	1 185	978	4 518	267	360	7 308

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

Type of motor trade	Female employees			Male employees			Total employees		
	2012*	2015**	Annualised % change	2012*	2015**	Annualised % change	2012*	2015**	Annualised % change
	Number								
Wholesale sales of motor vehicles	2 820	1 390	-21,0	6 131	4 848	-7,5	8 951	6 238	-11,3
Retail sales of motor vehicles	22 115	23 423	1,9	61 229	57 386	-2,1	83 344	80 809	-1,0
Maintenance and repair of motor vehicles	10 691	11 132	1,4	38 071	37 411	-0,6	48 762	48 543	-0,1
Sales of new motor vehicle parts and accessories	11 255	9 599	-5,2	34 331	33 413	-0,9	45 586	43 012	-1,9
Sales of used motor vehicle parts and accessories	463	441	-1,6	2 301	1 734	-9,0	2 764	2 175	-7,7
Sales, maintenance and repair of motorcycles and related accessories	632	480	-8,8	1 929	1 550	-7,0	2 561	2 030	-7,5
Retail sales of automotive fuel	26 095	29 271	3,9	59 597	58 362	-0,7	85 692	87 633	0,7
Total	74 071	75 736	0,7	203 589	194 704	-1,5	277 660	270 440	-0,9

*Revised figures.

**Preliminary figures.

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

Type of motor trade	Working proprietors			Permanent			Temporary			Casual			Total
	Female	Male	Total	Female	Male	Total	Female	Male	Total	Female	Male	Total	
	Number of employees												
Wholesale sales of motor vehicles	15	276	291	1 353	4 390	5 743	16	145	161	6	37	43	6 238
Retail sales of motor vehicles	207	856	1 063	22 902	55 896	78 798	276	551	827	38	83	121	80 809
Maintenance and repair of motor vehicles	582	2 303	2 885	9 965	32 817	42 782	465	1 846	2 311	120	445	565	48 543
Sales of new motor vehicle parts and accessories	337	1 559	1 896	8 923	30 365	39 288	250	1 021	1 271	89	468	557	43 012
Sales of used motor vehicle parts and accessories	13	70	83	410	1 606	2 016	18	56	74	0	2	2	2 175
Sales, maintenance and repair of motorcycles and related accessories	29	116	145	439	1 344	1 783	7	76	83	5	14	19	2 030
Retail sales of automotive fuel	848	1 958	2 806	27 931	55 054	82 985	264	848	1 112	228	502	730	87 633
Total	2 031	7 138	9 169	71 923	181 472	253 395	1 296	4 543	5 839	486	1 551	2 037	270 440

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

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	Number of employees				
Wholesale sales of motor vehicles	3 186	484	1 420	1 148	6 238
Retail sales of motor vehicles	67 881	4 767	4 876	3 285	80 809
Maintenance and repair of motor vehicles	1 507	2 682	16 889	27 465	48 543
Sales of new motor vehicle parts and accessories	15 734	3 888	13 916	9 474	43 012
Sales of used motor vehicle parts and accessories	161	267	1 164	583	2 175
Sales, maintenance and repair of motorcycles and related accessories	108	399	856	667	2 030
Retail sales of automotive fuel	19 872	32 053	28 130	7 578	87 633
Total	108 449	44 540	67 251	50 200	270 440

Table 17 – Details of income from sales of goods by commodity group in the motor trade industry, 2012 and 2015

Commodity group	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Wholesale sales of new vehicles	23 630	38 221	5,2	7,0	17,4
Wholesale sales of used vehicles	3 215	2 119	0,7	0,4	-13,0
Retail sales of new vehicles	116 488	139 563	25,7	25,7	6,2
Retail sales of used vehicles	79 843	87 957	17,6	16,2	3,3
Tyres, parts and accessories	79 786	97 693	17,6	18,0	7,0
Fuel	131 397	154 656	29,0	28,5	5,6
Other sales	18 195	23 100	4,0	4,3	8,3
Total sales of goods	452 554	543 309	100,0	100,0	6,3

*Revised figures.

**Preliminary figures.

Table 18A – Details of income from wholesale sales of motor vehicles by type of motor vehicle in the motor trade industry, 2012 and 2015

Type of vehicle sold	2012*		2015**	
	Number	R million	Number	R million
New vehicles				
Sedans	23 475	5 295	32 453	7 686
Hatchbacks	26 509	3 564	35 193	5 020
Minibuses	3 300	731	2 556	957
Vans	6 178	1 049	21 917	4 975
Trucks	7 445	5 317	9 759	8 614
Motorcycles	4 870	296	7 512	551
Other new vehicles	***	7 378	***	10 418
Total		23 630		38 221
Used vehicles				
Sedans	10 105	1 114	6 695	778
Hatchbacks	7 517	870	5 236	679
Vans	1 103	164	749	114
Trucks	437	193	253	126
Motorcycles	886	49	564	34
Other used vehicles	***	825	***	388
Total		3 215		2 119
Total		26 845⁵		40 340⁵

⁵Excludes direct purchases from local manufacturers

*Revised figures.

**Preliminary figures.

***Figures not published due to confidentiality and different model types within the variable.

Table 18B – Details of income from retail sales of motor vehicles by type of motor vehicle in the motor trade industry, 2012 and 2015

Type of vehicle sold	2012*		2015**	
	Number	R million	Number	R million
New vehicles				
Sedans	172 591	43 782	155 541	46 870
Hatchbacks	102 107	20 958	91 953	23 004
Minibuses	12 296	4 564	13 948	7 141
Vans	82 213	17 132	78 563	23 403
Trucks	12 520	8 982	13 053	12 907
Motorcycles	31 092	2 029	31 802	2 714
Other new vehicles	***	19 041	***	23 524
Total		116 488		139 563
Used vehicles				
Sedans	221 578	34 504	201 081	36 848
Hatchbacks	130 440	15 975	111 554	16 330
Minibuses	6 849	1 553	6 181	1 635
Vans	38 306	5 847	44 452	7 672
Trucks	5 077	2 405	5 346	2 729
Motorcycles	10 714	682	9 885	784
Other used vehicles	***	18 877	***	21 959
Total		79 843		87 957
Total		196 331		227 520

*Revised figures.

**Preliminary figures.

***Figures not published due to confidentiality and different model types within the variable.

Table 18C – Details of income from sales of goods by other commodity type in the motor trade industry, 2012 and 2015

Commodity type	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Tyres, parts and accessories					
New tyres	21 657	25 171	4,8	4,6	5,1
New other vehicle parts and accessories	52 725	66 442	11,7	12,2	8,0
Used tyres	1 114	1 545	0,2	0,3	11,5
Used other vehicle parts and accessories	4 290	4 535	0,9	0,8	1,9
Total	79 786	97 693	17,6	18,0	7,0
Fuel and other automotive products					
Petrol	87 960	96 695	19,4	17,8	3,2
Diesel	39 452	52 635	8,7	9,7	10,1
Gas	604	824	0,1	0,2	10,9
Oil	3 381	4 502	0,7	0,8	10,0
Total	131 397	154 656	29,0	28,5	5,6
Other sales					
Food	8 203	9 619	1,8	1,8	5,5
Beverages	3 348	3 662	0,7	0,7	3,0
Tobacco	2 780	2 881	0,6	0,5	1,2
Other sales of goods	3 864	6 938	0,9	1,3	21,5
Total	18 195	23 100	4,0	4,3	8,3
Total sales of goods	452 554	543 309			6,3

*Revised figures.

**Preliminary figures.

Table 19 – Details of income from services in the motor trade industry, 2012 and 2015

Type of service	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Ordinary interval servicing	6 383	6 597	15,1	14,0	1,1
Mechanical repair and maintenance services	7 327	8 222	17,3	17,5	3,9
Electrical system repair	1 065	1 212	2,5	2,6	4,4
Panel-beating and spray-painting	11 810	12 143	27,9	25,8	0,9
Tyre and tube puncture repair and fitment services	1 263	1 862	3,0	4,0	13,8
Wheel balancing and alignment services	529	765	1,2	1,6	13,1
Emergency towing and roadside assistance as part of after-sale services	631	907	1,5	1,9	12,9
Installation of body parts, windscreens and accessories	2 103	2 414	5,0	5,1	4,7
Other services	11 222	12 916	26,5	27,5	4,8
Total	42 333	47 038	100,0	100,0	3,6

*Revised figures.

**Preliminary figures.

Table 20 – Details of purchases by commodity group in the motor trade industry, 2012 and 2015

Commodity group	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Total new vehicles	125 388	159 784	30,2	32,1	8,4
Total used vehicles	77 383	83 027	18,6	16,7	2,4
Total tyres, parts and accessories	74 199	92 197	17,9	18,5	7,5
Total fuel	116 871	135 258	28,2	27,2	5,0
Total other purchases	21 163	27 722	5,1	5,6	9,4
Total	415 004	497 988	100,0	100,0	6,3

*Revised figures.

**Preliminary figures.

Table 21 – Details of purchases by commodity type in the motor trade industry, 2012 and 2015

Commodity type	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
New vehicles					
Cars	86 799	104 277	20,9	20,9	6,3
Minibuses	4 770	7 286	1,1	1,5	15,2
Vans	16 898	23 779	4,1	4,8	12,1
Trucks and lorries	12 562	18 623	3,0	3,7	14,0
Other new vehicles	4 359	5 819	1,1	1,2	10,1
Total	125 388	159 784	30,2	32,1	8,4
Used vehicles					
Cars	64 967	69 713	15,7	14,0	2,4
Minibuses	1 210	1 284	0,3	0,3	2,0
Vans	5 466	7 546	1,3	1,5	11,3
Trucks and lorries	2 531	2 564	0,6	0,5	0,4
Other used vehicles	3 209	1 920	0,8	0,4	-15,7
Total	77 383	83 027	18,6	16,7	2,4
Tyres, parts and accessories					
New tyres	18 132	20 403	4,4	4,1	4,0
New parts and accessories	51 343	64 377	12,4	12,9	7,8
Used tyres	971	1 206	0,2	0,2	7,5
Used parts and accessories	3 753	6 211	0,9	1,2	18,3
Total	74 199	92 197	17,9	18,5	7,5

*Revised figures.

**Preliminary figures.

Table 21 – Details of purchases by commodity type in the motor trade industry, 2012 and 2015 (concluded)

Commodity type	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Fuel					
Petrol	80 399	86 531	19,4	17,4	2,5
Diesel	36 472	48 727	8,8	9,8	10,1
Total	116 871	135 258	28,2	27,2	5,0
Other purchases					
Food	7 115	8 240	1,7	1,7	5,0
Beverages	2 899	2 947	0,7	0,6	0,5
Tobacco	2 459	2 523	0,6	0,5	0,9
Other purchases	8 690	14 012	2,1	2,8	17,3
Total	21 163	27 722	5,1	5,6	9,4
Total	415 004	497 988	100,0	100,0	6,3

*Revised figures.

**Preliminary figures.

Table 22 – Income from sales of goods and services by client base in the motor trade industry, 2012 and 2015

Client	2012*	2015**	2012*	2015**	Annualised % change
	R million		% contribution		
Individuals and households	329 373	392 110	66,5	66,4	6,0
Businesses (including parastatals)	153 278	183 075	31,0	31,0	6,1
Government	12 236	15 162	2,5	2,6	7,4
Total	494 887	590 347	100,0	100,0	6,1

*Revised figures.

**Preliminary figures.

Table 23 – Income from sales of goods and services by client base in the motor trade industry, 2015

Type of motor trade	Individuals and households	Businesses (including parastatals)	Government	Total
	R million			
Wholesale sales of motor vehicles	7 488	42 643	695	50 826
Retail sales of motor vehicles	196 498	67 769	8 303	272 570
Maintenance and repair of motor vehicles	14 116	12 130	615	26 861
Sales of new motor vehicle parts and accessories	26 275	30 190	985	57 450
Sales of used motor vehicle parts and accessories	1 843	496	0	2 339
Sales, maintenance and repair of motorcycles and related accessories	3 107	855	9	3 971
Retail sales of automotive fuel	142 783	28 992	4 555	176 330
Total	392 110	183 075	15 162	590 347

Table 24 – Information and communication technology (ICT) usage in the motor trade industry, 2015

Type of motor trade	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	%						
Wholesale sales of motor vehicles	100,0	100,0	95,8	72,9	45,8	45,8	41,7
Retail sales of motor vehicles	100,0	100,0	94,5	70,2	35,0	37,2	47,9
Maintenance and repair of motor vehicles	100,0	100,0	95,4	40,5	30,6	28,9	46,4
Sales of new motor vehicle parts and accessories	99,5	99,0	94,1	48,3	34,1	34,1	43,4
Sales of used motor vehicle parts and accessories	100,0	100,0	91,2	38,2	17,6	23,5	52,9
Sales, maintenance and repair of motorcycles and related accessories	100,0	100,0	97,3	51,4	18,9	24,3	40,5
Retail sales of automotive fuel	99,2	99,2	92,4	5,8	16,1	36,6	37,6
Total	99,7	99,6	94,1	40,1	27,9	34,2	43,6

Table 25 – Information and communication technology (ICT) usage by enterprise size in the motor trade industry, 2015

Enterprise size	Use computer	Use internet	Use internet banking	Have website	Receive orders through the internet	Place orders through the internet	IT outsourced
	%						
Large enterprises	100,0	100,0	94,4	51,7	30,1	38,1	46,6
Medium enterprises	98,8	98,8	94,2	31,6	22,8	33,3	42,1
Small enterprises	99,5	99,5	94,5	35,6	27,4	32,3	43,5
Micro enterprises	100,0	99,4	91,7	20,1	26,6	26,6	34,9
Total	99,7	99,6	94,1	40,1	27,9	34,2	43,6

Explanatory notes

Background	<p>The results presented in this publication have been derived from the 2015 motor trade large sample survey. This is a periodic survey which measures economic activity in the motor trade sector of the South African economy. This survey is based on a sample of private and public enterprises operating in motor trade industries.</p> <p>The sample was drawn from Stats SA's business register. The business register is based mainly on the value-added tax (VAT) database of the South African Revenue Service (SARS). Enterprises are legally bound to register for VAT. Enterprises registered in the taxation system are included on the business register, and hence were given a chance of selection in the sample for the survey.</p>
Value added tax (VAT)	All figures exclude value added tax (VAT).
Reference period	The information was collected from enterprises for their financial year, which ended on any date between 01 July 2014 and 30 June 2015.
Purpose of the survey	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.
Classification by industry	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.
Statistical unit	The statistical unit for the collection of the 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 production activities.
Size groups	The enterprises are divided into four size groups according to the value of turnover recorded for them on the Stats SA business register. Large enterprises are those with an annual recorded turnover of R117 million and above. Table 26 presents the size groups defined using the Department of Trade and Industry (DTI) cut-off points.

Table 26 – Size groups for the motor 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

Survey methodology and design	<p>The survey was conducted by post, email, fax, telephone and personal visits.</p> <p>A sample of approximately 3 000 enterprises was drawn using stratified simple random sampling. The enterprises were first stratified at the five-digit level according to the SIC and then by size of enterprise. All large enterprises were completely enumerated. Turnover as recorded on the business register was used as the measure of size for stratification. The collection rate was 80,0%.</p>
Collection rate	<p>Collection rate = $((\text{collected} + \text{finalised investigations}) / \text{sample size}) \times 100$</p>
Turnover collection rate	<p>Turnover collection rate = $((\text{weighted collected enterprises BR turnover} + \text{weighted finalised investigations BR turnover}) / \text{population turnover}) \times 100$. The turnover collection rate was 85,2%.</p>
Weighting methodology	<p>For those strata 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 division estimates.</p>
Revisions to previous results (2012)	<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 may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor 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 as a result of sampling, and thus avoids the need to refer to the size of the estimate.

Table 27– Income in the motor trade industry within 95% confidence limits, 2015

Type of motor trade	Lower limit	Total income	Upper limit	Relative standard error
	R million			%
Wholesale sales of motor vehicles	49 475	51 389	53 303	1,9
Retail sales of motor vehicles	272 113	279 790	287 467	1,4
Maintenance and repairs of motor vehicles	25 750	27 189	28 628	2,7
Sales of new motor vehicle parts and accessories	56 192	58 485	60 778	2,0
Sales of used motor vehicle parts and accessories	2 155	2 368	2 581	4,6
Sales, maintenance and repair of motorcycles and related accessories	3 607	4 025	4 443	5,3
Retail sale of automotive fuel	170 491	177 086	183 681	1,9
Total	589 742	600 332	610 922	0,9

Non-sampling errors Inaccuracies may 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.

Rounding of figures The figures in the tables have, where necessary, been rounded to the nearest final digit shown. There may therefore be slight discrepancies between the sums of the constituent items of the totals shown.

Abbreviations

BR	Business Register
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

Glossary

Casual employees	Employees who fall neither within the 'permanent employees' category nor the 'temporary employees' category. Such employees are typically working daily or hourly.
Concentration ratio	The ratio of the income of the <i>n</i> largest enterprises to the total income.
Employees	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.
Employment costs	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.
Enterprise	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
Formal employment	Employment by the formal sector. The formal sector includes all businesses that are registered for VAT.
Informal employment	Employment by the informal sector. The informal sector includes all businesses that are not registered for VAT.
Labour brokers	Agents who recruit and administer workers on behalf of the enterprise. They do not provide any other service.
Motor vehicles	Motor vehicles include cars, trucks, aircraft, boats, trailers, locomotives and other transport equipment.
Net profit or loss after tax	Net profit or loss after tax is derived as: Total income plus closing value of inventories minus total expenditure minus opening value of inventories minus company tax
Net profit or loss before tax	Net profit or loss before tax is derived as: Total income plus closing value of inventories minus total expenditure minus opening value of inventories

Other expenditure	Includes: Accommodation; amortisation, <i>excluding depreciation</i> ; bank charges; bursaries for own employees (staff bursaries); computer expenditure (when not part of non-current assets); donations, sponsorships and social investment for <i>non-employees</i> ; entertainment; excise and customs duty; leasing and hiring of plant, machinery, equipment and vehicles under operating leases; 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; subcontractors and labour and employment brokers paid; travelling; water and electricity; and other expenditure.
Other income	Includes: 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.
Other new/used vehicles	Includes: Sport utility vehicle (SUV); buses, minibuses, campers; Moon Patrol Vehicle (MPV) and minibuses (8–11 seater), caravans, trailers; ambulances; hearses; fire engines; and golf carts.
Permanent employees	Employees appointed on an open-ended contract with no stipulated termination date or fixed-term contract for periods of more than one year.
Profit margin	Profit margin is derived as: Net profit or loss after tax <i>divided by</i> turnover <i>multiplied by</i> 100
Statistical unit	A statistical unit is a unit of observation or measurement for which statistical data are collected or derived.
Stratum	A stratum is constructed by concatenating the SIC classification and size group variables.
Temporary employees	Temporary employees are employees appointed on a short-term contract basis with a stipulated termination date for periods not exceeding one year.

Turnover	Turnover includes: <ul style="list-style-type: none">• value of sales of goods;• amount received for services rendered;• rent and lease payments received for land and buildings; and• rent, leasing and hiring received for machinery, vehicles and other equipment.
Working proprietors	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.
Zero values	All rand values less than R500 000.

