

Food and beverages industry, 2009

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Food and beverages industry, 2009

1. Introduction

This publication presents estimates in respect of the 2009 food and beverages large sample survey (LSS). The 2009 food and beverages LSS collected data from a sample of approximately 2 000 enterprises drawn from a sampling frame of 10 700 enterprises. The sample was stratified in such a way that all large enterprises (those with turnover equal to or greater than R13 million) were included. The data for the number of employees were provided for the last pay period ended on or before 30 June 2009. Data were collected at the 5-digit SIC level of classification of enterprises.

The previous food and beverages LSS was conducted in 2007 (Food and beverages industry, 2007).

1.1 Scope and coverage

The 2009 food and beverages LSS covers enterprises registered in the taxation system 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*:

- Restaurants and coffee shops (SIC 64201 and SIC 64202).
- Takeaway and fast food outlets (SIC 64203).
- Caterers and other catering services (SIC 64204 and SIC 64209).

1.2 Data items

The following categories of data items were collected: industrial classification, information communication technology, details of employment, trading income, expenditure, profit or loss, inventories, book value of assets, details of sales of goods and purchases.

1.3 Reference period

The questionnaires were completed for the financial year of the enterprise which **ended on any date between 1 July 2008 and 30 June 2009**, according to the usual reporting schedule of the enterprise.

Example

- 1 October 2007 – 30 September 2008
- 1 January 2008 – 31 December 2008
- 1 February 2008 – 31 January 2009
- 1 March 2008 – 28 February 2009
- 1 April 2008 – 31 March 2009

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 food and beverages 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. 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.

2. Background to the large sample surveys

The LSSs serve to document comprehensively the nature and structure of all industries within the economy.

Previously, Stats SA periodically conducted industry censuses, i.e. collections covering all entities known to be mainly engaged in particular sectors. The last industry 'census' was conducted for the manufacturing sector in 1996. Since then, Stats SA has replaced industry censuses with periodic LSSs of industry sectors. These surveys are based on larger samples than the sub annual and annual surveys. They do not attempt to completely enumerate all entities within the industry scope of the surveys, but are based on stratified random samples which are representative of the survey population.

2.1 Purpose and uses of large sample surveys

The LSS results are used in constructing and refreshing supply and use tables, and for benchmarking the gross domestic product (GDP) and its components, as well as production and price indices, and annual and short-term statistical series.

Users of the LSSs include the following:

- i. Price statisticians, particularly in refreshing the commodity basket of producer price indices;
- ii. Policy advisers in government, for monitoring the performance of industries and their contribution to the South African economy and evaluating the effectiveness of industry policies;
- iii. Industry associations monitoring trends in their own and competing or complementary industries in order to inform their members of market changes; and
- iv. Individual businesses using the data to analyse their performance relative to their industry.

2.2 Scope and coverage

The LSSs cover enterprises registered in the taxation system (VAT and income tax) that are mainly engaged in the following industries, as defined in the Standard Industrial Classification of all Economic Activities (SIC):

- i. Mining and quarrying;
- ii. Manufacturing;
- iii. Electricity, gas and water supply;
- iv. Construction;
- v. Wholesale and retail trade, sale and repair of motor vehicles, motor cycles and personal and household goods, and hotels and restaurants;
- vi. Transport, storage and communication;
- vii. Financial intermediation, insurance, real estate and business services; and
- viii. Community, social and personal services (except national, provincial and local government activities).

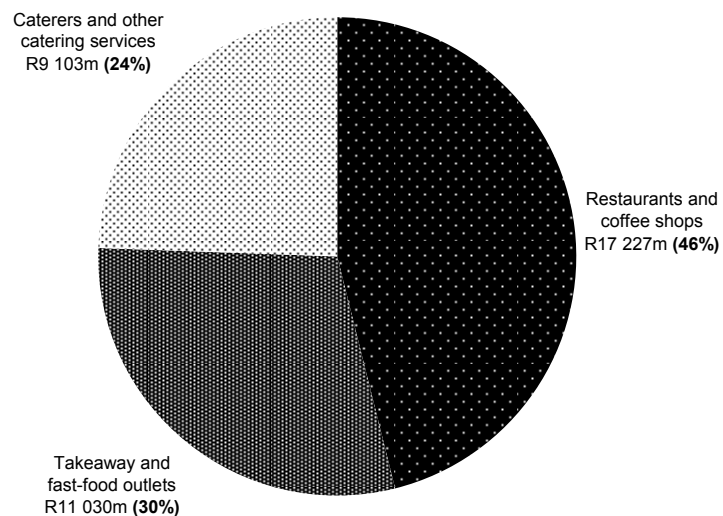
Note: The agriculture, forestry, fishing, hunting and related services industry (SIC 1) is not included as it is covered by a separate programme within Stats SA. Similarly, the public administration and defence activities industry (SIC 91), the financial intermediation industry (SIC 81) and insurance and pension funding industry (SIC 82) are covered by other programmes within both Stats SA and elsewhere (e.g. the South African Reserve Bank (SARB)).

2.3 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.

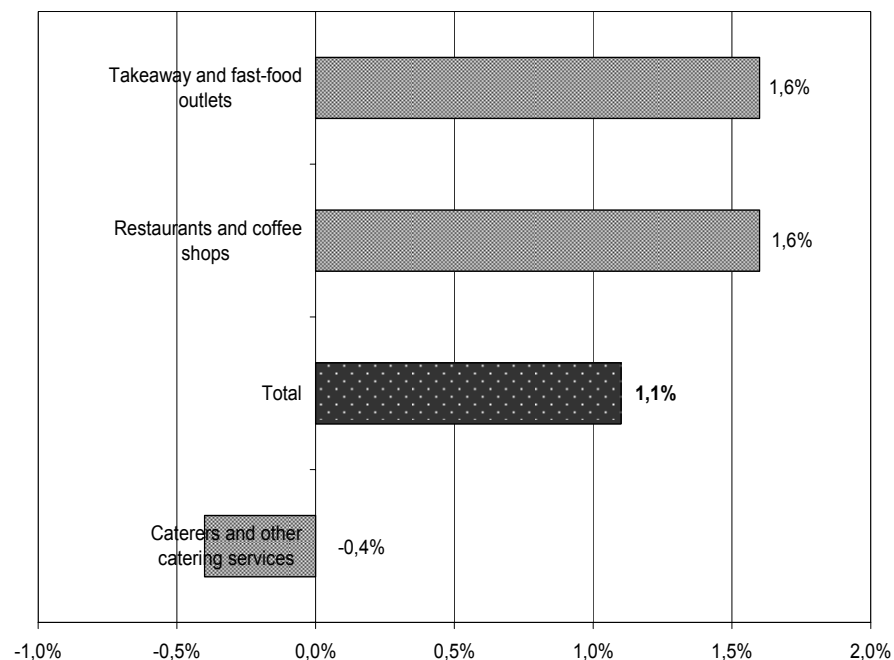
3. Summary of findings for the year 2009

Figure 1 – Income in the food and beverages industry, 2009



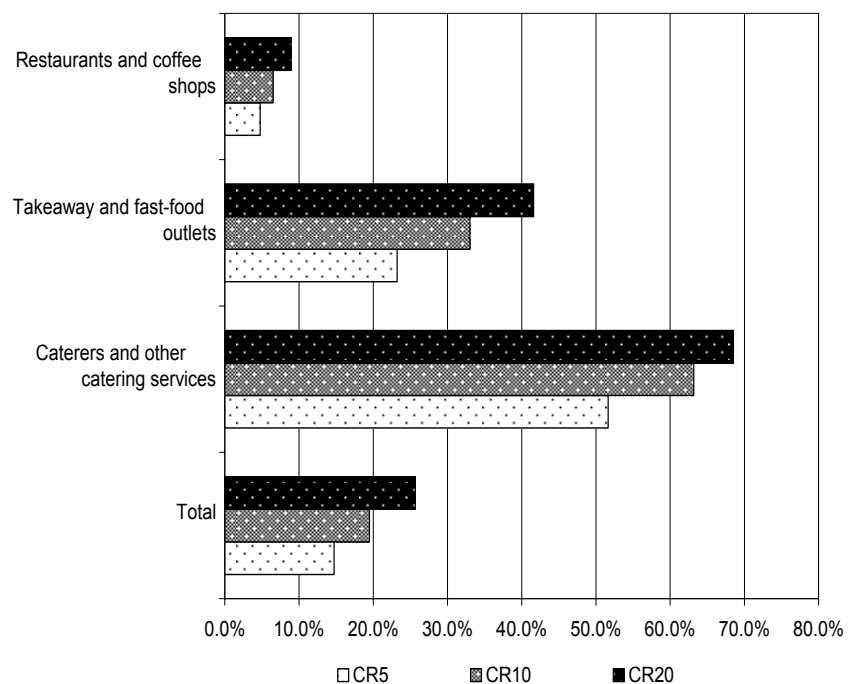
The total income for the food and beverages industry in 2009 was R37 360 million. The largest contributor to the total income was restaurants and coffee shops (R17 227 million or 46%), followed by takeaway and fast-food outlets (R11 030 million or 30%) and caterers and 'other catering services' (R9 103 million or 24%) (Figure 1 and Table 3, page 7).

Figure 2 – Profit margin in the food and beverages industry, 2009



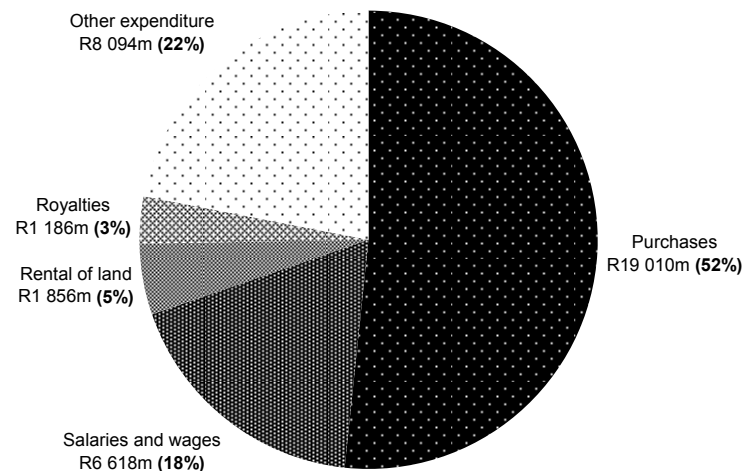
The profit margin for the food and beverages industry was 1,1% in 2009. Restaurants and coffee shops and takeaway and fast-food outlets had the highest profit margin at 1,6%, followed by caterers and 'other catering services' at -0,4% (Figure 2 and Table 2, page 6).

Figure 3 – Concentration ratios (CR) in the food and beverages industry, 2009



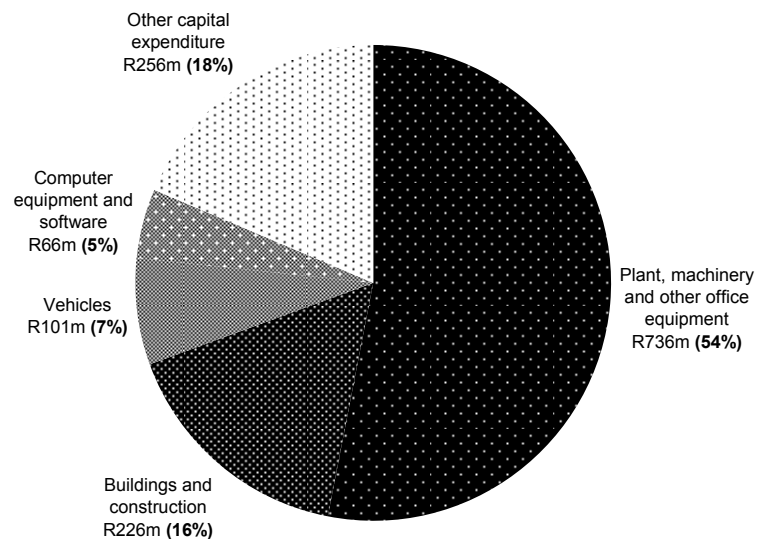
The 20 largest enterprises contributed 25,7% to the total income of the food and beverages industry in 2009. Restaurants and coffee shops had the lowest concentration ratios in all categories: CR5 (4,8%), CR10 (6,5%) and CR20 (8,9%). Caterers and ‘other catering services’ had the highest concentration ratios in all categories: CR5 (51,7%), CR10 (63,2%) and CR20 (68,5%) (Figure 3 and Table 4, page 8).

Figure 4 – Composition of expenditure in the food and beverages industry, 2009



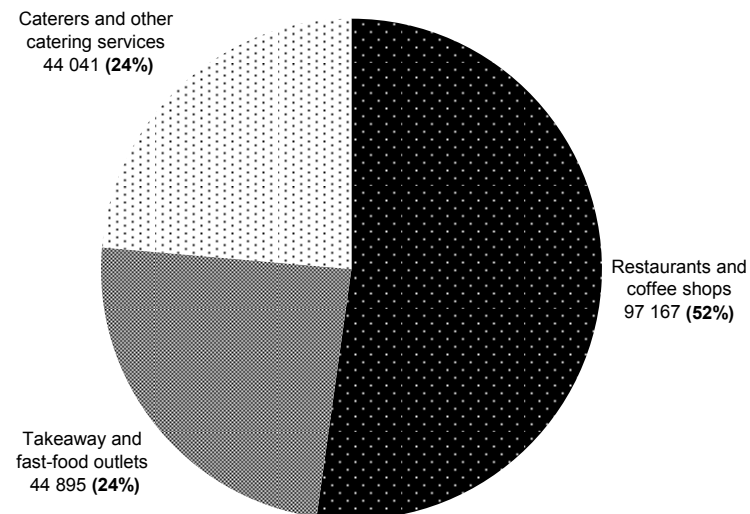
Expenditure in the food and beverages industry in 2009 amounted to R36 764 million. The expenditure consisted primarily of purchases (R19 010 million or 52%), followed by salaries and wages (R6 618 million or 18%) and rental of land (R1 856 million or 5%) (Figure 4 and Table 5, page 9).

Figure 5 – Capital expenditure on new assets in the food and beverages industry, 2009



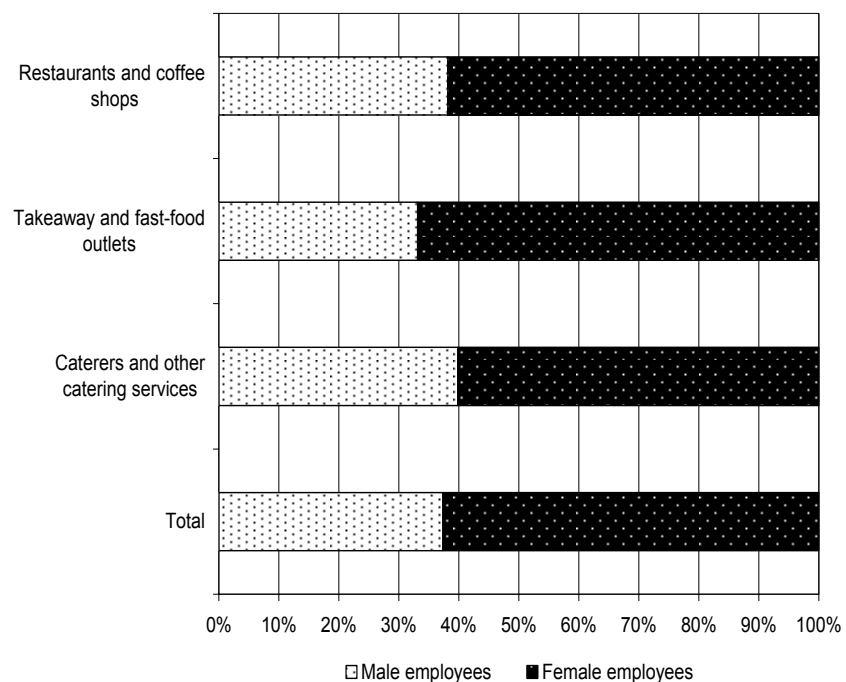
The total capital expenditure on new assets in the food and beverages industry in 2009 was R1 385 million. The largest category of capital expenditure was plant, machinery and other office equipment (R736 million or 54%), followed by buildings and construction (R226 million or 16%) and vehicles (R101 million or 7%) (Figure 5 and Table 9, page 13).

Figure 6 – Employment in the food and beverages industry, 2009



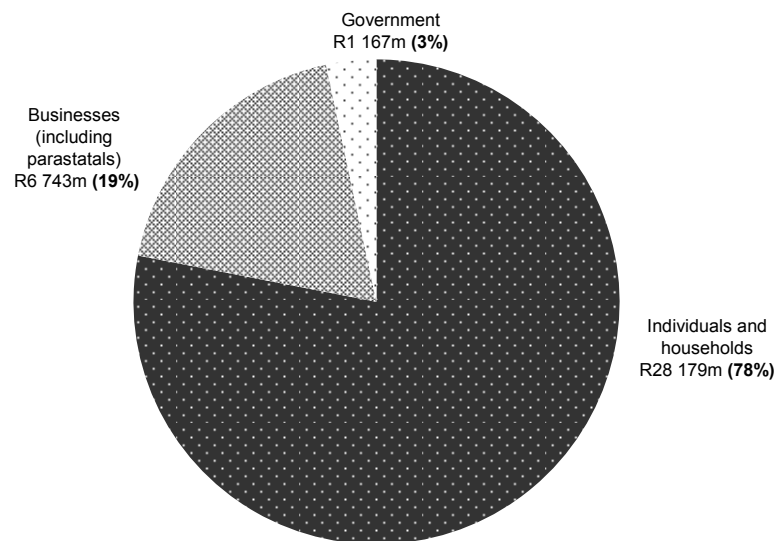
The total number of persons employed in the food and beverages industry at the end of June 2009 was 186 103. Restaurants and coffee shops employed the largest number of persons (97 167 or 52%), followed by takeaway and fast-food outlets (44 895 or 24%) and caterers and 'other catering services' (44 041 or 24%) (Figure 6 and Table 10, page 14).

Figure 7 – Gender ratios in the food and beverages industry, 2009



The proportion of females out of the total persons employed was 63% and that of males was 37%. The industry with the highest proportion of females employed was takeaway and fast-food outlets (67%), whilst caterers and 'other catering services' had the highest proportion of males employed (40%) (Figure 7 and Table 10, page 14).

Figure 8 – Income from sales of goods and services rendered, by type of client in the food and beverages industry, 2009



Individuals and households were the dominant clients in the food and beverages industry in 2009, with income from sales of goods amounting to R28 179 million or 78% (Figure 8 and Table 13, page 17).

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4. Tables

Table 1 – Principal statistics in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Total income	17 227	11 030	9 103	37 360
Total expenditure	16 870	10 780	9 114	36 764
Total value of opening inventories	331	155	198	684
Total value of closing inventories	363	179	201	743
Net profit or loss before tax	388	273	-9	652
Carrying value of assets at the beginning of the financial year	3 405	2 509	1 957	7 871
Carrying value of assets at the end of the financial year	3 398	2 815	1 836	8 049
Capital expenditure on new assets	526	697	162	1 385

Table 2 – Profit margin in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
Net profit after tax (R million)	264	175	-37	402
Turnover (R million)	16 985	10 872	8 435	36 292
Profit margin¹ %	1,6	1,6	-0,4	1,1

¹ Profit margin = (Net profit after tax * 100) / Turnover.

Table 3 – Income in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Sales	16 673	10 740	8 007	35 420
Services	257	12	400	669
Lease income	55	120	28	203
Interest	48	44	25	117
Other income	194	114	643	951
Total income	17 227	11 030	9 103	37 360

Table 4 – Relative contribution of the largest enterprises in the food and beverages industry, 2009

Item		Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
Total income	R million	17 227	11 030	9 103	37 360
Income of the 5 largest enterprises		819	2 561	4 703	5 499¹
Relative contribution of the 5 largest enterprises	%	4,8	23,2	51,7	14,7
Income of the 10 largest enterprises	R million	1 119	3 643	5 752	7 281¹
Relative contribution of the 10 largest enterprises	%	6,5	33,0	63,2	19,5
Income of the 20 largest enterprises	R million	1 535	4 588	6 239	9 589¹
Relative contribution of the 20 largest enterprises	%	8,9	41,6	68,5	25,7

¹ These figures reflect the income of the 5 (respectively 10 and 20) largest enterprises, and not the row totals.

Table 5 – Expenditure in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Purchases	8 015	5 732	5 263	19 010
Salaries and wages	3 300	1 540	1 778	6 618
Rental of land	1 240	478	138	1 856
Royalties	580	592	14	1 186
Depreciation	509	382	160	1 051
Advertising	368	399	31	798
Interest	201	219	182	602
Operational leasing and hiring of plant, machinery and equipment	222	133	138	493
Water and electricity	278	174	55	507
Labour/employment brokers	38	7	573	618
Repair and maintenance	256	137	69	462
Other expenditure	1 863	987	713	3 563
Total expenditure	16 870	10 780	9 114	36 764

Table 6 – Carrying value of assets at the end of the financial year in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Land, buildings and construction	556	754	154	1 464
Computers and other IT equipment	98	66	26	190
Motor vehicles	217	136	176	529
Plant, machinery and other office equipment	1 451	962	247	2 660
Intangible assets	914	797	1 188	2 899
Other assets	162	100	45	307
Total carrying value	3 398	2 815	1 836	8 049

Table 7 – Details of assets in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	Current assets (R million)			
Bank	402	364	446	1 212
Debtors	295	156	891	1 342
Inventory	363	179	201	743
Other current assets	215	160	100	475
Total current assets	1 275	859	1 638	3 772
Non-current assets (R million)				
Fixed non-current assets	2 553	2 270	903	5 726
Goodwill	845	545	933	2 323
Long-term investment	461	120	89	670
Other non-current assets	367	768	141	1 276
Total non-current assets	4 226	3 703	2 066	9 995
Total assets	5 501	4 562	3 704	13 767

Table 8 – Details of liabilities and owners' equity in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	Current liabilities (R million)			
Creditors	688	651	1 209	2 548
Overdraft	141	100	65	306
Other current liabilities	624	537	426	1 587
Total current liabilities	1 453	1 288	1 700	4 441
	Non-current liabilities (R million)			
Long-term loan	2 123	1 027	1 430	4 580
Other non-current liabilities	731	1 246	223	2 200
Total non-current liabilities	2 854	2 273	1 653	6 780
Total liabilities	4 307	3 561	3 353	11 221
Owners' equity	1 194	1 001	351	2 546
Equity and liabilities	5 501	4 562	3 704	13 767

Table 9 – Capital expenditure on new assets in the food and beverages industry, 2009

Item	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Buildings and construction	61	160	5	226
Computer equipment and software	25	32	9	66
Vehicles	34	40	27	101
Plant, machinery and other office equipment	302	357	77	736
Other capital expenditure	104	108	44	256
Total capital expenditure on new assets	526	697	162	1 385

Table 10 – Employment in the food and beverages industry, 2009

Employment type		Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
		Number			
Permanent	Male	29 876	13 584	13 471	56 931
	Female	49 828	27 468	21 157	98 453
	Total	79 704	41 052	34 628	155 384
Temporary	Male	2 098	312	2 267	4 677
	Female	3 806	744	3 248	7 798
	Total	5 904	1 056	5 515	12 475
Casual	Male	5 114	975	1 793	7 882
	Female	6 445	1 812	2 105	10 362
	Total	11 559	2 787	3 898	18 244
Total	Male	37 088	14 871	17 531	69 490
	Female	60 079	30 024	26 510	116 613
	Total	97 167	44 895	44 041	186 103

Table 11 – Details of sales of goods in the food and beverages industry, 2009

Commodity type	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Food, snacks and non-alcoholic beverages	14 146	10 581	6 707	31 434
Alcoholic beverages	2 319	81	1 202	3 602
Other sales	208	78	98	384
Total sales	16 673	10 740	8 007	35 420

Table 12 – Details of purchases in the food and beverages industry, 2009

Type of purchase	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Food	5 582	4 949	3 837	14 368
Alcoholic beverages	1 114	40	742	1 896
Non-alcoholic beverages	837	558	453	1 848
Other purchases	482	185	231	898
Total purchases	8 015	5 732	5 263	19 010

Table 13 – Income from sales of goods and services rendered, by type of client in the food and beverages industry, 2009

Type of client	Restaurants and coffee shops	Takeaway and fast-food outlets	Caterers and other catering services	Total
	R million			
Individuals and households	15 397	10 433	2 349	28 179
Businesses (including parastatals)	1 258	266	5 219	6 743
Government	275	53	839	1 167
Total	16 930	10 752	8 407	36 089

Table 14 – Information and communication technology usage in the food and beverages industry, 2009

Enterprise type	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	%						
Restaurants and coffee shops	86	78	69	23	15	12	43
Takeaway and fast-food outlets	80	73	66	10	5	13	36
Caterers and other catering services	69	59	52	24	13	9	27
Total	80	72	64	20	12	12	37

Explanatory notes

Background	<p>The results presented in this publication have been derived from the 2009 food and beverages large sample survey. This is a periodic survey, which measures economic activity in the food and beverages industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the food and beverages industry.</p> <p>The sample was drawn from Stats SA's Business Register. Stats SA continuously upgrades its Business Register, based on units registered for value added tax (VAT) and income tax (IT) at the South African Revenue Service (SARS).</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 1 July 2008 and 30 June 2009.
Purpose of the survey	Results of the survey are used within Stats SA for compiling South Africa's national accounts, e.g. the gross domestic product (GDP) and gross fixed capital formation. These statistics are also used by the private sector in analyses of comparative business and industry performance.
Scope and coverage	<p>This survey covers the following income tax-registered private and public enterprises that are mainly engaged in the food and beverages industry:</p> <ul style="list-style-type: none">○ Restaurants and coffee shops (SIC 64201 and SIC 64202).○ Takeaway or fast food outlets (SIC 64203).○ Caterers and other catering services (SIC 64204 and SIC 64209).
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. Each enterprise is classified to an industry, which reflects its predominant activity. Statistics in this publication are presented at SIC group (five-digit) level.
Statistical unit	The statistical unit for the collection of the information is known as an enterprise. An enterprise is a legal unit (or combination of legal units) that includes and directly controls all functions necessary to carry out its activities.

Size groups

The enterprises are divided into four size groups according to the value of their Business Register turnover. Large enterprises are enterprises with an annual turnover of R13 million and more. Table 15 presents the size groups defined using the Department of Trade and Industry (DTI) cut-off points.

Table 15 – Size groups for the food and beverages industry

Size group	Turnover
Large	Turnover \geq R13 000 000
Medium	R6 000 000 \leq Turnover $<$ R13 000 000
Small	R5 100 000 \leq Turnover $<$ R6 000 000
Micro	Turnover $<$ 5 100 000

Survey methodology and design

The survey was conducted by post, email, fax, telephone and personal visits.

A sample of approximately 2 000 enterprises was drawn from a frame of 10 700 using stratified simple random sampling. The enterprises were first stratified at five-digit level according to the SIC and then by size of enterprises. All large enterprises are completely enumerated. Business Register turnover was used as the measure of size for stratification.

Weighting methodology

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 are calculated and then aggregated with the completely enumerated stratum to form industry estimates. These procedures, which are in line with international best practice, are described in more detail on the Stats SA website at www.statssa.gov.za/publications/publicationsearch.asp.

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 food and beverages 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 16 – Income in the food and beverages industry within 95% confidence limits, 2009

Type of service	Lower limit	Total income	Upper limit	Relative standard error (RSE)
	R million			%
Restaurants and coffee shops	16 051	17 227	18 403	3,5
Takeaway and fast-food outlets	10 388	11 030	11 672	3,0
Caterers and other catering services	8 721	9 103	9 485	2,1
Total	35 984	37 360	38 736	1,9

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.

Rounding-off of figures

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

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

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 n largest enterprises to the total income.
Current assets	Assets that are not expected to be turned into cash within one year during the normal course of business. They include: <ul style="list-style-type: none">• trade and other receivables;• cash and bank;• inventories; and• other current assets.
Current liabilities	Debts or obligations that are due within one year. They include: <ul style="list-style-type: none">• trade and other payables;• bank overdraft; and• other current liabilities.
Employees	Persons employed by a business or organization 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 2009.
Enterprise	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
Equity	The residual interest in the entity's assets after deducting its liabilities.
Income from rental, leasing and hiring	Includes: Income from rental and leasing of land, buildings and other structures and income from leasing and hiring of motor vehicles, other transport equipment, plant, machinery and equipment.
Industry	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, Fifth Edition, Report No. 09-90-02 of January 1993 (SIC)</i> .

Net profit or loss after tax	<p>Net profit or loss after tax is derived as:</p> <p>Net profit or loss before tax <i>minus</i> company tax</p>
Net profit or loss before tax	<p>Net profit or loss before tax is derived as:</p> <p>Total income <i>plus</i> closing inventories <i>minus</i> total expenditure <i>minus</i> opening inventories</p>
Non-current assets	<p>Assets which are not easily convertible to cash or not expected to become cash within the next year. They include:</p> <ul style="list-style-type: none"> • property, plant and equipment and intangible assets; • long-term investments; and • other non-current assets.
Non-current liabilities	<p>Liabilities not due to be paid within one year during the normal course of business. They include:</p> <ul style="list-style-type: none"> • long-term loans; and • other non-current liabilities.
Other catering services	<p>Include bars, taverns, other drinking places, ice-cream parlours, etc.</p>
Other expenditure	<p>Includes:</p> <p>Bursaries for own employees (staff bursaries); containers and packaging materials; excise and customs duty; losses on foreign exchange as a result of variations in foreign exchange rates or transactions; losses on financial and other liabilities: redemption, liquidation or revaluation; prices and payouts with respect to lottery operation and gambling; property taxes paid; research and development; severance, termination and redundancy payments; and skills development levy.</p>
Other income	<p>Includes:</p> <p>Net profit on foreign loans as a result of variations in foreign exchange rates or transaction; royalties, franchise fees, copyright, trade names and patent rights received; profit on financial and other liabilities: redemption, liquidation and revaluation and other liabilities; and sundry trading income relating to manufacturing activities.</p>

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 divided by turnover multiplied by 100
Statistical unit	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.
Stratum	A stratum is constructed by concatenating the SIC classification and size group variables.
Subcontractors	Include labour brokers.
Temporary employees	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">• the value of sales;• amounts received for work done;• amounts received for services rendered;• rent and or lease payments received for land and buildings; and• rent, leasing and hiring received for machinery, vehicles and other equipment. Turnover excludes: <ul style="list-style-type: none">• value added tax (VAT);• net profit or loss on sales or revaluation of fixed assets (including profit or loss on foreign exchange);• export freight charges;• interest received; and• excise duty.