

# Statistical release

## P6301

# Motor trade industry, 2012 (Preliminary)

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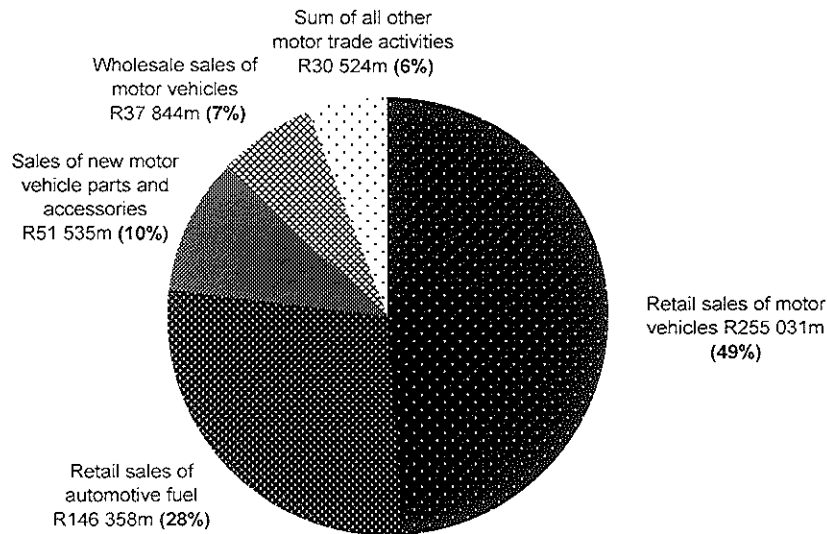
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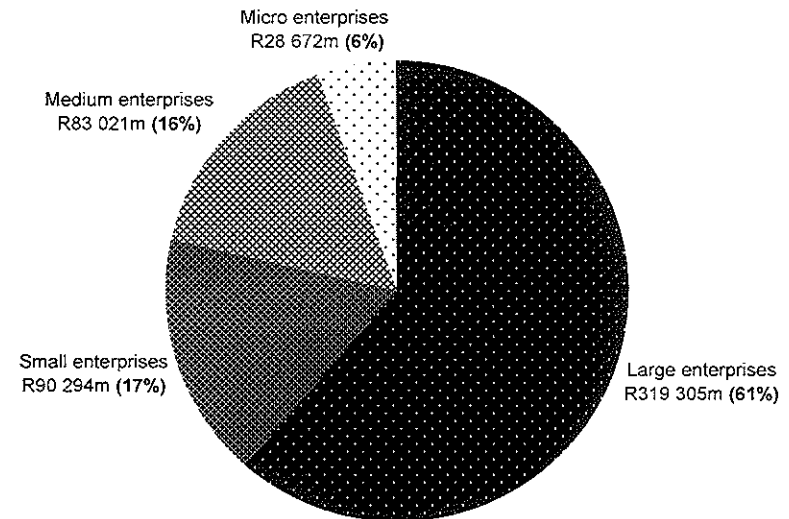
1. Summary of findings for the year 2012

Figure 1 – Income in the motor trade industry, 2012



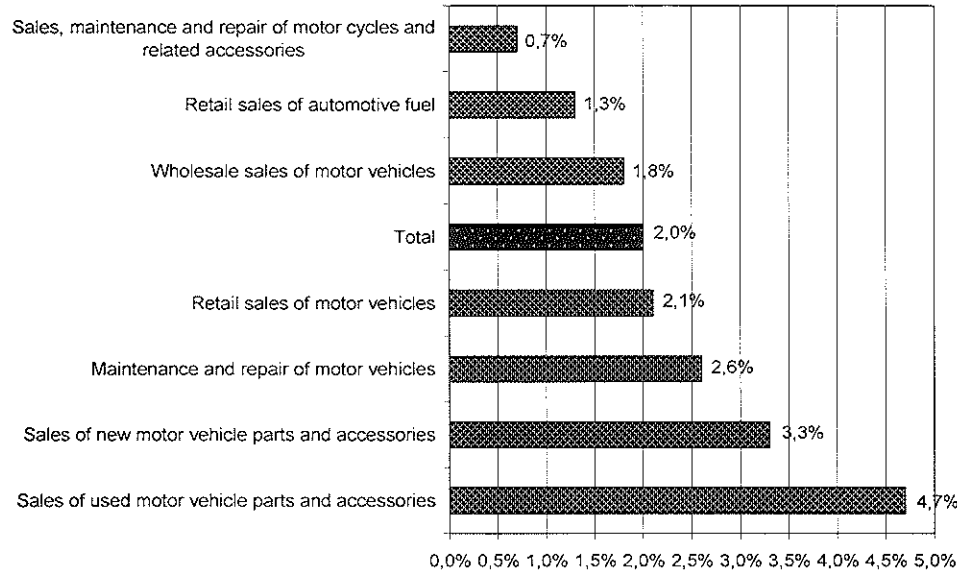
The total income for the motor trade industry in 2012 was R521 292 million. The largest contributor to the total income was 'retail sales of motor vehicles' (R255 031million or 49%), followed by 'retail sales of automotive fuel' (R146 358 million or 28%), 'sales of new motor vehicle parts and accessories' (R51 535 million or 10%), and 'wholesale sales of motor vehicles' (R37 844 million or 7%) (Figure 1 and Table 1, page 6).

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



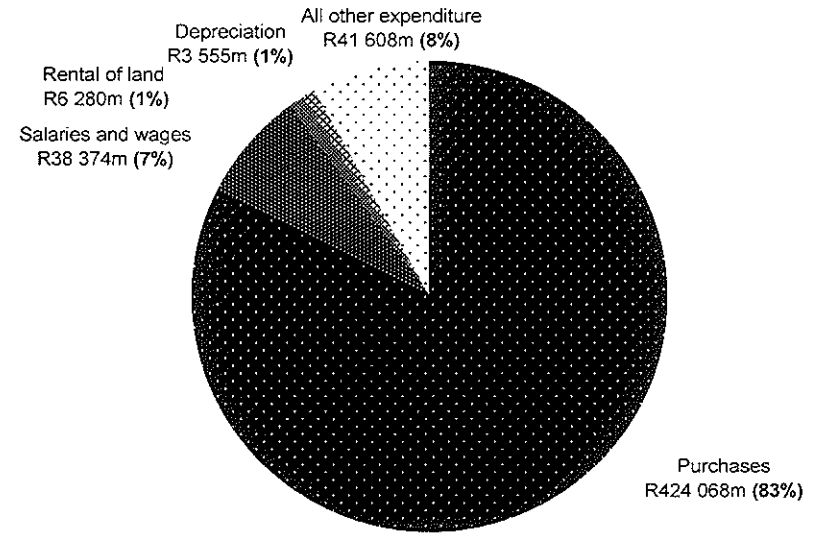
Large enterprises (those with turnover equal to or greater than R78 million) generated 61% or R319 305 million of the total income of the motor trade industry in 2012 (Figure 2 and Table 4, page 9).

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



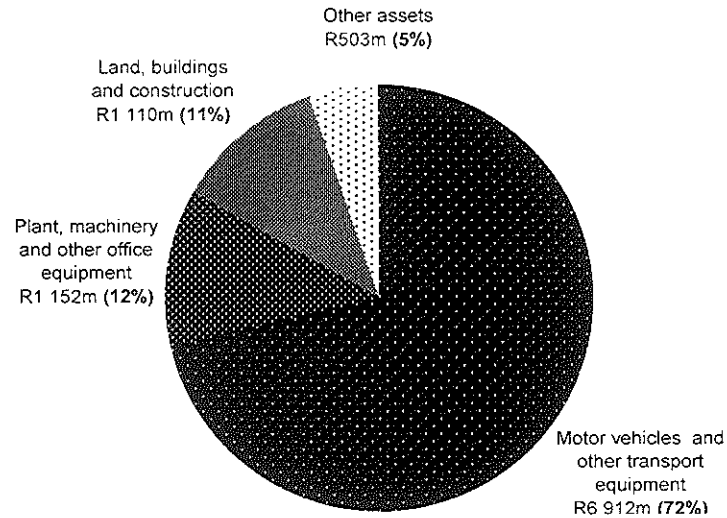
The profit margin for the motor trade industry was 2,0% in 2012. ‘Sales of used motor vehicle parts and accessories’ had the highest profit margin at 4,7%, followed by ‘sales of new motor vehicle parts and accessories’ at 3,3%. ‘Sales, maintenance and repair of motor cycles and related accessories’ had the lowest profit margin at 0,7% (Figure 3 and Table 2, page 7).

**Figure 4 – Composition of expenditure in the motor trade industry, 2012**



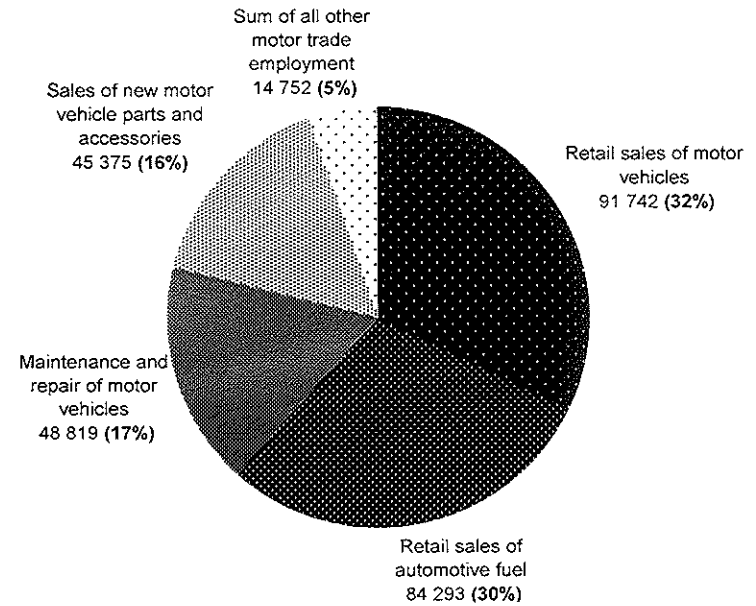
Expenditure in the motor trade industry in 2012 amounted to R513 885 million. The largest contributor to total expenditure was ‘purchases’ (R424 068 million or 83%), followed by ‘salaries and wages’ (R38 374million or 7%) (Figure 4 and Table 5, pages 10-11).

**Figure 5 – Capital expenditure on new assets in the motor trade industry, 2012**



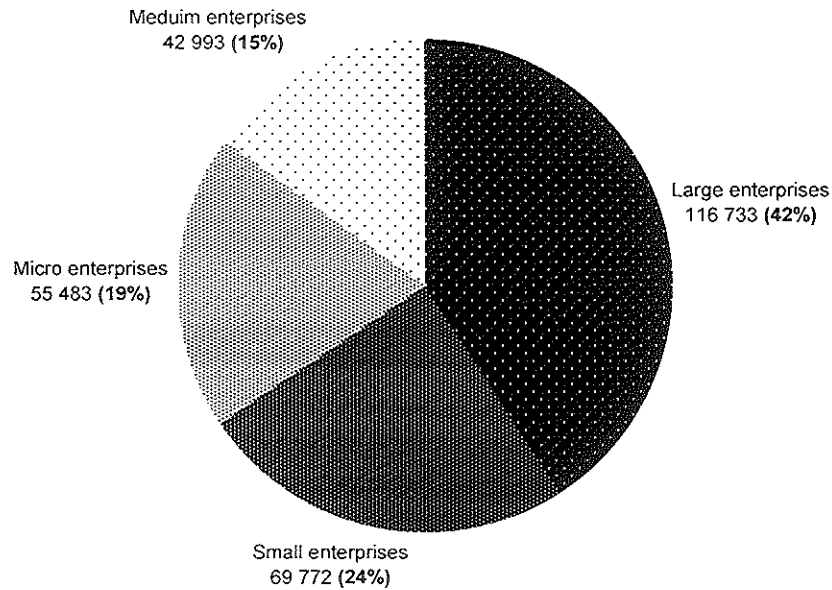
The total capital expenditure on new assets in the motor trade industry in 2012 was R9 677 million. The largest category of capital expenditure was 'motor vehicle and other transport equipment' (R6 912 million or 72%), followed by 'plant, machinery and other office equipment' (R1 152 million or 12%) and 'land, buildings and construction' (R1 110 million or 11%) (Figure 5 and Table 9, page 15).

**Figure 6 – Employment in the motor trade industry, 2012**



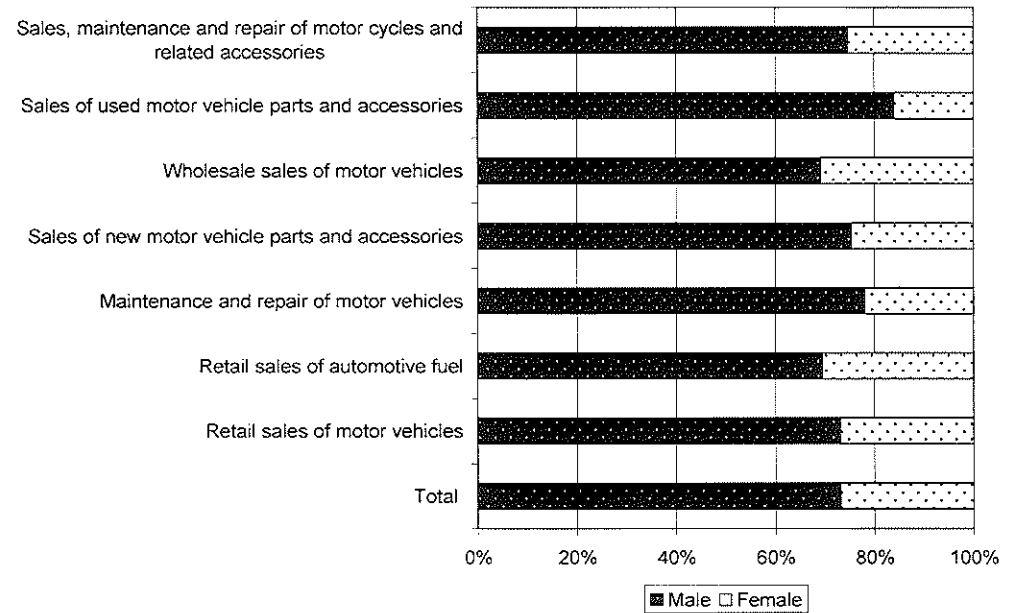
The total number of persons employed in the motor trade industry at the end of June 2012 was 284 981. 'Retail sales of motor vehicles' employed the largest number of persons (91 742 or 32%), followed by 'retail sales of automotive fuel' (84 289 or 30%), 'maintenance and repair of motor vehicles' (48 819 or 17%), and 'sales of new motor vehicles parts and accessories' (45 375 or 16%) (Figure 6 and Table 10 page 16).

Figure 7 – Employment by size in the motor trade industry, 2012




Employment by enterprise size indicates that the large enterprises (those with turnover equal to or greater than R78 million) had the highest number of employees (116 733 or 42%), followed by small enterprises (69 772 or 24%), micro enterprises (55 483 or 19%) and medium enterprises (42 993 or 15%) (Figure 7 and Table 11, page 17).

Figure 8 – Gender ratios in the motor trade industry, 2012



The proportion of females out of the total persons employed was 27%. The industries with the highest proportion of females employed were 'wholesale sales of motor vehicles' and 'retail sales of automotive fuel', both at (31%) (Figure 8 and Table 10, page 16).

  
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 Statistician-General

2. Tables

Table 1 – Principal statistics in the motor trade industry, 2012

Type of service	Income	Expenditure	Opening inventories	Closing inventories	Net profit or loss before tax	Carrying value of fixed assets at the beginning of the financial year	Capital expenditure on new assets	Carrying value of fixed assets at the end of the financial year
	R million							
Wholesale sales of motor vehicles	37 844	38 169	5 924	7 379	1 130	698	116	683
Retail sales of motor vehicles	255 031	251 950	25 989	30 481	7 573	21 873	7 869	21 160
Maintenance and repair of motor vehicles	25 000	24 270	1 337	1 469	861	3 010	596	3 083
Sales of new motor vehicle parts and accessories	51 535	50 169	6 457	7 520	2 430	3 758	475	3 715
Sales of used motor vehicle parts and accessories	2 331	2 251	245	311	147	210	38	215
Sales, maintenance and repair of motor cycles and related accessories	3 193	3 134	756	735	39	160	34	166
Retail sales of automotive fuel	146 358	143 942	2 293	2 417	2 541	4 345	549	4 571
<b>Total</b>	<b>521 292</b>	<b>513 885</b>	<b>43 001</b>	<b>50 312</b>	<b>14 721</b>	<b>34 054</b>	<b>9 677</b>	<b>33 593</b>

**Table 2 – Profit margin in the motor trade industry, 2012**

Type of service	Net profit/loss after tax	Turnover	Profit margin <sup>1</sup>
	R million		%
Wholesale sales of motor vehicles	688	37 349	1,8
Retail sales of motor vehicles	5 402	251 323	2,1
Maintenance and repair of motor vehicles	641	24 776	2,6
Sales of new motor vehicle parts and accessories	1 676	50 600	3,3
Sales of used motor vehicle parts and accessories	108	2 293	4,7
Sales, maintenance and repair of motor cycles and related accessories	21	3 144	0,7
Retail sales of automotive fuel	1 930	145 711	1,3
<b>Total</b>	<b>10 466</b>	<b>515 196</b>	<b>2,0</b>

<sup>1</sup>Net profit after tax divided by turnover multiplied by 100.



**Table 3 – Income in the motor trade industry, 2012**

Type of service	Sales	Services	Rental and leasing income	Interest	Profit on sale or revaluation of assets	Other	Total
	R million						
Wholesale sales of motor vehicles	36 870	465	14	151	12	332	<b>37 844</b>
Retail sales of motor vehicles	224 112	23 770	3 441	853	229	2 626	<b>255 031</b>
Maintenance and repair of motor vehicles	7 525	17 186	65	61	37	126	<b>25 000</b>
Sales of new motor vehicle parts and accessories	48 955	1 545	100	184	60	691	<b>51 535</b>
Sales of used motor vehicle parts and accessories	2 220	71	2	9	5	24	<b>2 331</b>
Sales, maintenance and repair of motor cycles and related accessories	2 995	148	1	9	5	35	<b>3 193</b>
Retail sales of automotive fuel	142 121	3 418	172	168	283	196	<b>146 358</b>
<b>Total</b>	<b>464 798</b>	<b>46 603</b>	<b>3 795</b>	<b>1 435</b>	<b>631</b>	<b>4 030</b>	<b>521 292</b>

**Table 4 – Income by enterprise size in the motor trade industry, 2012**

Type of service	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	R million				
Wholesale sales of motor vehicles	30 343	2 980	3 563	958	<b>37 844</b>
Retail sales of motor vehicles	223 733	14 333	13 810	3 155	<b>255 031</b>
Maintenance and repair of motor vehicles	3 389	3 031	8 916	9 664	<b>25 000</b>
Sales of new motor vehicle parts and accessories	24 349	7 352	14 098	5 736	<b>51 535</b>
Sales of used motor vehicle parts and accessories	524	580	843	384	<b>2 331</b>
Sales, maintenance and repair of motor cycles and related accessories	509	806	1 290	588	<b>3 193</b>
Retail sales of automotive fuel	36 458	53 939	47 774	8 187	<b>146 358</b>
<b>Total</b>	<b>319 305</b>	<b>83 021</b>	<b>90 294</b>	<b>28 672</b>	<b>521 292</b>

**Table 5 – Expenditure in the motor trade industry, 2012**

Type of service	Purchases	Salaries and wages	Rental of land, buildings and other structures	Depreciation	Total subcontractors paid	Interest	Motor vehicle running expenditure	Advertising	Provisions
	R million								
Wholesale sales of motor vehicles	32 124	1 508	304	83	41	211	67	412	294
Retail sales of motor vehicles	205 454	18 869	2 727	2 311	3 099	2 130	845	723	1 065
Maintenance and repair of motor vehicles	14 336	5 267	739	425	167	184	509	77	11
Sales of new motor vehicle parts and accessories	37 666	5 773	878	396	25	394	497	196	10
Sales of used motor vehicle parts and accessories	1 574	344	36	22	1	11	26	14	0
Sales, maintenance and repair of motor cycles and related accessories	2 402	326	57	23	1	18	26	32	4
Retail sales of automotive fuel	130 512	6 287	1 539	295	16	208	170	86	6
<b>Total</b>	<b>424 068</b>	<b>38 374</b>	<b>6 280</b>	<b>3 555</b>	<b>3 350</b>	<b>3 156</b>	<b>2 140</b>	<b>1 540</b>	<b>1 390</b>

**Table 5 – Expenditure in the motor trade industry, 2012 (concluded)**

Type of service	Administration and management fees	Water and electricity	Insurance	Bank charges	Telecommunication services	Repairs and maintenance	Other	Total
	R million							
Wholesale sales of motor vehicles	185	32	56	46	51	47	2 708	<b>38 169</b>
Retail sales of motor vehicles	511	359	417	242	418	396	12 384	<b>251 950</b>
Maintenance and repair of motor vehicles	180	200	298	126	224	158	1 369	<b>24 270</b>
Sales of new motor vehicle parts and accessories	173	176	226	214	248	177	3 120	<b>50 169</b>
Sales of used motor vehicle parts and accessories	8	14	23	18	13	17	130	<b>2 251</b>
Sales, maintenance and repair of motor cycles and related accessories	34	16	21	17	19	12	126	<b>3 134</b>
Retail sales of automotive fuel	260	545	230	486	147	298	2 857	<b>143 942</b>
<b>Total</b>	<b>1 351</b>	<b>1 342</b>	<b>1 271</b>	<b>1 149</b>	<b>1 120</b>	<b>1 105</b>	<b>22 694</b>	<b>513 885</b>

**Table 6 – Carrying value of fixed assets at the end of the financial year in the motor trade industry, 2012**

Type of service	Land, buildings and motor trade works	Computers and IT equipment	Motor vehicles	Plant, machinery and equipment	Other assets	Total carrying value of fixed assets
	R million					
Wholesale sales of motor vehicles	325	15	81	104	158	<b>683</b>
Retail sales of motor vehicles	7 542	168	5 376	1 761	6 313	<b>21 160</b>
Maintenance and repair of motor vehicles	972	35	949	848	279	<b>3 083</b>
Sales of new motor vehicle parts and accessories	1 151	70	648	1 275	571	<b>3 715</b>
Sales of used motor vehicle parts and accessories	121	2	50	21	21	<b>215</b>
Sales, maintenance and repair of motor cycles and related accessories	70	3	47	24	22	<b>166</b>
Retail sales of automotive fuel	1 379	40	371	595	2 186	<b>4 571</b>
<b>Total</b>	<b>11 560</b>	<b>333</b>	<b>7 522</b>	<b>4 628</b>	<b>9 550</b>	<b>33 593</b>

**Table 7 – Details of assets in the motor trade industry, 2012**

Type of service	Current assets					Non-current assets					Total assets
	Bank	Debtors	Inventory	Other	Total	Fixed	Goodwill	Long-term investment	Other	Total	
	R million										
Wholesale sales of motor vehicles	2 202	3 001	7 379	391	<b>12 973</b>	561	122	132	547	<b>1 362</b>	<b>14 335</b>
Retail sales of motor vehicles	6 010	12 382	30 481	12 380	<b>61 253</b>	16 645	4 515	2 313	6 266	<b>29 739</b>	<b>90 992</b>
Maintenance and repair of motor vehicles	961	2 235	1 469	484	<b>5 149</b>	2 904	179	155	710	<b>3 948</b>	<b>9 097</b>
Sales of new motor vehicle parts and accessories	2 302	5 615	7 520	1 167	<b>16 604</b>	3 174	541	466	1 392	<b>5 573</b>	<b>22 177</b>
Sales of used motor vehicle parts and accessories	179	117	311	45	<b>652</b>	201	14	44	49	<b>308</b>	<b>960</b>
Sales, maintenance and repair of motor cycles and related accessories	183	144	735	110	<b>1 172</b>	148	17	46	109	<b>320</b>	<b>1 492</b>
Retail sales of automotive fuel	2 141	2 035	2 417	827	<b>7 420</b>	2 444	2 127	609	1 084	<b>6 264</b>	<b>13 684</b>
<b>Total</b>	<b>13 978</b>	<b>25 529</b>	<b>50 312</b>	<b>15 404</b>	<b>105 223</b>	<b>26 077</b>	<b>7 515</b>	<b>3 765</b>	<b>10 157</b>	<b>47 514</b>	<b>152 737</b>

**Table 8 – Details of liabilities and owners’ equity in the motor trade industry, 2012**

Type of service	Current liabilities				Non-current liabilities			Total liabilities	Owners' equity	Liabilities and owners' equity
	Creditors	Overdraft	Other	Total	Long-term loans	Other	Total			
	R million									
Wholesale sales of motor vehicles	6 021	435	1 666	<b>8 122</b>	820	1 002	<b>1 822</b>	<b>9 944</b>	4 391	<b>14 335</b>
Retail sales of motor vehicles	27 557	1962	14 636	<b>44 155</b>	8782	16 889	<b>25 671</b>	<b>69 826</b>	21 166	<b>90 992</b>
Maintenance and repair of motor vehicles	2 316	399	617	<b>3 332</b>	1416	1 499	<b>2 916</b>	<b>6 248</b>	2 849	<b>9 097</b>
Sales of new motor vehicle parts and accessories	7 109	842	1 971	<b>9 922</b>	3634	1 355	<b>4 989</b>	<b>14 911</b>	7 266	<b>22 177</b>
Sales of used motor vehicle parts and accessories	204	60	42	<b>306</b>	204	81	<b>285</b>	<b>591</b>	369	<b>960</b>
Sales, maintenance and repair of motor cycles and related accessories	423	48	118	<b>589</b>	313	65	<b>378</b>	<b>967</b>	525	<b>1 492</b>
Retail sales of automotive fuel	2 525	436	782	<b>3 743</b>	2244	1 554	<b>3 798</b>	<b>7 541</b>	6 143	<b>13 684</b>
<b>Total</b>	<b>46 155</b>	<b>4182</b>	<b>19 832</b>	<b>70 169</b>	<b>17413</b>	<b>22 446</b>	<b>39 859</b>	<b>110 028</b>	<b>42 709</b>	<b>152 737</b>

**Table 9 – Capital expenditure on new assets in the motor trade industry, 2012**

Type of service	Land, building and construction	Computers, network and other IT equipment	Motor vehicles and other transport equipment	Plant, machinery and other office equipment	Other assets	Total
	R million					
Wholesale sales of motor vehicles	34	6	44	25	7	116
Retail sales of motor vehicles	777	109	6 120	630	233	7 869
Maintenance and repair of motor vehicles	37	11	328	153	67	596
Sales of new motor vehicle parts and accessories	62	19	259	129	6	475
Sales of used motor vehicle parts and accessories	12	1	18	6	1	38
Sales, maintenance and repair of motor cycles and related accessories	0	1	27	4	2	34
Retail sales of automotive fuel	188	10	116	205	30	549
<b>Total</b>	<b>1 110</b>	<b>157</b>	<b>6 912</b>	<b>1 152</b>	<b>346</b>	<b>9 677</b>



**Table 10 – Employment in the motor trade industry, 2012**

Type of service	Male employees	Female employees	Total employees
	Number		
Wholesale sales of motor vehicles	6 518	2 915	9 433
Retail sales of motor vehicles	66 951	24 791	91 742
Maintenance and repair of motor vehicles	38 065	10 754	48 819
Sales of new motor vehicle parts and accessories	34 167	11 208	45 375
Sales of used motor vehicle parts and accessories	2 454	470	2 924
Sales, maintenance and repair of motor cycles and related accessories	1 786	609	2 395
Retail sales of automotive fuel	58 481	25 812	84 293
<b>Total</b>	<b>208 422</b>	<b>76 559</b>	<b>284 981</b>

**Table 11 – Employment by enterprise size in the motor trade industry, 2012**

Type of service	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	Number of employees				
Wholesale sales of motor vehicles	3 098	539	1 894	3 902	<b>9 433</b>
Retail sales of motor vehicles	75 746	5 396	5 138	5 462	<b>91 742</b>
Maintenance and repair of motor vehicles	2 456	3 531	16 390	26 442	<b>48 819</b>
Sales of new motor vehicle parts and accessories	16 981	4 634	14 565	9 195	<b>45 375</b>
Sales of used motor vehicle parts and accessories	285	441	1 082	1 116	<b>2 924</b>
Sales, maintenance and repair of motor cycles and related accessories	163	325	1 041	866	<b>2 395</b>
Retail sales of automotive fuel	18 004	28 127	29 662	8 500	<b>84 293</b>
<b>Total</b>	<b>116 733</b>	<b>42 993</b>	<b>69 772</b>	<b>55 483</b>	<b>284 981</b>

## Explanatory notes

<b>Background</b>	<p>The results presented in this publication have been derived from the 2012 large sample survey of the motor trade industry. This is a periodic survey, which measures economic activity in the motor trade industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the motor trade industry.</p> <p>The sample was drawn from Stats SA's business register. Stats SA continuously updates its business register, based on units registered for value added tax (VAT) and income tax (IT) at the South African Revenue Service (SARS).</p> <p>All figures exclude VAT.</p>
<b>Reference period</b>	<p>The information was collected from enterprises for their financial year which ended on any date between 1 July 2011 and 30 June 2012.</p>
<b>Purpose of the survey</b>	<p>Results of the survey are used within Stats SA for compiling South Africa's national accounts, e.g. the gross domestic product (GDP) and gross fixed capital formation. These statistics are also used by the private sector in analyses of comparative business and industry performance.</p>
<b>Scope and coverage</b>	<p>This survey covers the following income tax-registered private and public enterprises that are mainly engaged in motor trade:</p> <ol style="list-style-type: none"><li>i. Wholesale sales of motor vehicles (SIC6311).</li><li>ii. Retail sales of motor vehicles (SIC 6320).</li><li>iii. Maintenance and repair of motor vehicles (SIC 6320).</li><li>iv. Sales of new vehicle parts and accessories (SIC 6331).</li><li>v. Sales of used vehicle parts and accessories (SIC 6332).</li><li>vi. Sale, maintenance and repair of motor cycles and related parts and accessories (SIC 6340).</li><li>vii. Retail sales of automotive fuel (6350).</li></ol>
<b>Classification by industry</b>	<p>The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (SIC), Fifth Edition, Report No. 09-09-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of all Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Statistics in this publication are presented at 4-digit SIC level (group). Each enterprise is classified to an industry which reflects its predominant activity.</p>
<b>Statistical unit</b>	<p>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 activities.</p>

**Size groups**

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

**Table A – Size groups for the motor trade industry**

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

**Survey methodology and design**

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

A sample of approximately 3 000 enterprises was drawn using stratified simple 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 80,1%.

**Collection rate**

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

**Weighting methodology**

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

**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 accrued due to sampling.

**Table B – Income in the motor trade industry within 95% confidence limits, 2012**

Type of motor trade	Lower limit	Total income	Upper limit	Relative Standard error
	R million			%
Wholesale sales of motor vehicles	36 657	37 844	39 031	1,6
Retail sales of motor vehicles	251 532	255 031	258 530	0,7
Maintenance and repairs of motor vehicles	24 020	25 000	25 980	2,0
Sales of new motor vehicle parts and accessories	49 818	51 535	53 252	1,7
Sales of used motor vehicle parts and accessories	2 189	2 331	2 473	3,1
Sales, maintenance and repair of motor cycles and related accessories	2 980	3 193	3 406	3,4
Retail sale of automotive fuel	139 473	146 358	153 243	2,4
<b>Total</b>	<b>513 118</b>	<b>521 292</b>	<b>529 466</b>	<b>0,8</b>

**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-off of figures**

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

**Symbols and 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
0	Nil or less than half the final digit shown

## Glossary

<b>Current assets</b>	Assets that are expected to be turned into cash within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• trade and other receivables;</li><li>• cash and bank;</li><li>• inventories; and</li><li>• other current assets.</li></ul>
<b>Current liabilities</b>	Debts or obligations that are due within one year. They include: <ul style="list-style-type: none"><li>• trade and other payables;</li><li>• bank overdraft; and</li><li>• other current liabilities.</li></ul>
<b>Employees</b>	Persons employed by a business or organisation and who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June 2012.
<b>Enterprise</b>	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
<b>Equity</b>	The residual interest in the entity's assets after deducting its liabilities.
<b>Exports</b>	Outward flow of goods and services leaving the economic territory of a country to the outside world.
<b>Imports</b>	Inward flow of goods and services entering the economic territory of a country from the outside world.
<b>Income from rental and leasing</b>	Includes: Income from rental and leasing of land, buildings and other structures and income from leasing and hiring of motor vehicles, other transport equipment, plant, machinery and equipment.
<b>Industry</b>	An industry consists of a group of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the <i>System of National Accounts (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>Net profit or loss after tax</b>	Net profit or loss after tax is derived as:  Net profit or loss before tax <i>minus</i> company tax

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<b>Net profit or loss before tax</b>	Net profit or loss before tax is derived as:  Total income <i>plus</i> closing inventories <i>minus</i> total expenditure <i>minus</i> opening inventories
<b>Non-current assets</b>	Assets which are not easily convertible to cash or not expected to become cash within the next year. They include: <ul style="list-style-type: none"><li>• property, plant and equipment and intangible assets;</li><li>• long-term investments; and</li><li>• other non-current assets.</li></ul>
<b>Non-current liabilities</b>	Liabilities not due to be paid within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• long-term loans; and</li><li>• other non-current liabilities.</li></ul>
<b>Other expenditure</b>	Includes:  accommodation; amortisation; bursaries; computer and other IT expenditure; containers and packaging materials; donations, sponsorships and social investment for non-employees; entertainment; excise and customs duties; losses on financial and other liabilities: redemption, liquidation or revaluation; losses on financial and other assets: disposal of assets, realisation for cash and revaluation of assets; mineral rights leases; payments to subcontractors; subscriptions; travelling; paper, printing and stationery; property tax; provisions; railage and transport-out; research and development; royalties, franchise fees, copyright, trade names and patent rights paid; security services (including IT security services); severance, termination and redundancy payments; skills development levy (net value after refund); staff training (payments to outside organisations); water and electricity; and other.
<b>Other income</b>	Includes:  Dividends; government subsidies and incentives; government capital transfers; mineral rights leases; profit on financial and other liabilities: redemption, liquidation and revaluation; profit on foreign loans as a result of variations in foreign exchange rates; provisions; royalties and franchise fees, copyright, trade names and patent rights received; customs duty received; excise duty received; and other income.
<b>Profit margin</b>	Profit margin is derived as: Net profit or loss after tax <i>divided by</i> turnover <i>multiplied by</i> 100

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<b>Statistical unit</b>	A unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.
<b>Stratum</b>	A stratum is constructed by concatenating the SIC classification and size group variables.
<b>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>

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