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Statistician-General

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1. Introduction

1.1 Aim and collection unit

This publication presents estimates in respect of the wholesale trade industry, 2018. The survey aims to provide financial, production, employment and related information for the wholesale trade industry in South Africa.

The last survey was conducted in 2015 (Report No. 61-01-01 (2015)).

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

1.2 Scope and coverage

The 2018 wholesale trade industry survey 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 trade on a fee or contract basis (SIC 6110).
- Agricultural raw materials and livestock (SIC 6121).
- Food, beverages and tobacco (SIC 6122).
- Textiles, clothing and footwear (SIC 6131).
- Other household goods (SIC 6139).
- Solid, liquid and gaseous fuels and related products (SIC 6141).
- Metals and metal ores (SIC 6142).
- Construction materials, hardware, plumbing and heating equipment and supplies (SIC 6143).
- Other intermediate products, waste and scrap (SIC 6149).
- Machinery, equipment and supplies (SIC 6150).
- General and other wholesale trade (SIC 6190).

1.3 Data items

The following categories of data items were collected: industrial classification, employment, trading income, expenditure, profit or loss, inventories, capital expenditure on new assets, sales, services, purchases, client base, salaries and wages, and information and communication technology usage.

N.B.: The 2015 figures are revised, while the 2018 figures are preliminary.

1.4 Reference period

The questionnaires were completed for the financial year ended on any date between 1 July 2017 and 30 June 2018, according to the usual reporting schedule of the enterprise, with the following exception:

- Employment as on 30 June 2018.

1.5 Current prices

The rand values are at current prices.

1.6 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 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.

1.7 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. Summary of findings

2.1 Income

Table A – Income in the wholesale trade industry, 2009–2018

Type of wholesale trade	2009		2012		2015		2018	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale trade on a fee or contract basis	16 491	1,9	28 994	2,5	39 320	2,5	58 353	3,1
Wholesale trade in agricultural raw materials and livestock	77 701	8,7	94 516	8,1	125 840	7,9	147 426	7,8
Wholesale trade in food, beverages and tobacco	155 764	17,5	229 017	19,7	253 421	16,0	354 895	18,7
Wholesale trade in textiles, clothing and footwear	27 696	3,1	36 405	3,1	45 355	2,9	57 663	3,0
Wholesale trade in other household goods	113 194	12,7	176 344	15,2	231 550	14,6	270 505	14,2
Wholesale trade in solid, liquid and gaseous fuels and related products	105 623	11,9	152 595	13,1	242 430	15,3	259 672	13,7
Wholesale trade in metals and metal ores	48 047	5,4	41 418	3,6	42 789	2,7	60 964	3,2
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	56 458	6,3	66 846	5,7	91 227	5,7	111 963	5,9
Wholesale trade in other intermediate products, waste and scrap	50 494	5,7	52 063	4,5	68 985	4,3	102 034	5,4
Wholesale trade in machinery, equipment and supplies	168 286	18,9	203 882	17,5	249 418	15,7	294 918	15,5
General and other wholesale trade	70 471	7,9	81 711	7,0	197 093	12,4	179 888	9,5
Total	890 225	100	1 163 791	100	1 587 428	100	1 898 281	100

Source: Report No. 61-01-01

The total income for the wholesale trade industry in 2018 was R1 898,3 billion. The total income represents an increase of 6,1% per annum over the income reported in the corresponding survey of 2015 (R1 587,4 billion). Comparing 2015 and 2018, large increases were reported for 'wholesale trade in food, beverages and tobacco' (+R101,5 billion), 'wholesale trade in machinery, equipment and supplies' (+R45,5 billion) and 'wholesale trade in other household goods' (+R39,0 billion).

Since 2009, 'wholesale trade in solid, liquid and gaseous fuels and related products' gained the biggest percentage share (+1,8 percentage points) in income when compared with the results of 2018 (from a percentage contribution of 11,9% in 2009 to 13,7% in 2018). 'Wholesale trade in machinery, equipment and supplies' lost the biggest percentage share (-3,4 percentage points) over the same period (from 18,9% in 2009 to 15,5% in 2018).

Table B – Concentration ratios for total income in the wholesale trade industry, 2009–2018

Concentration ratio	2009	2012	2015	2018
	%			
CR5	12,0	10,6	10,5	9,1
CR10	16,2	14,7	14,6	12,5
CR20	21,6	19,1	19,0	16,7
CR50	31,4	26,9	26,7	24,9
CR100	40,0	34,9	34,7	33,3

Source: Report No. 61-01-01

In 2018, the top 100 enterprises in the wholesale trade industry contributed 33,3% to the total income. The highest concentration ratio for the top 100 enterprises (CR100) in the four periods shown in Table B was 40,0% in 2009. The concentration ratios of the top 5, 10, 20, 50 and 100 enterprises were lowest in 2018 at 9,1%, 12,5%, 16,7%, 24,9% and 33,3%, respectively. This indicates a slight decline in the dominance of the large enterprises.

Table C – Profit margin in the wholesale trade industry, 2009–2018

Type of wholesale trade	Net profit/loss after tax				Turnover				Profit margin			
	2009	2012	2015	2018	2009	2012	2015	2018	2009	2012	2015	2018
	R million								%			
Wholesale trade on a fee or contract basis	1 291	845	2 557	1 009	16 092	28 501	38 544	56 318	8,0	3,0	6,6	1,8
Wholesale trade in agricultural raw materials and livestock	1 281	2 064	976	857	75 906	91 232	121 550	144 797	1,7	2,3	0,8	0,6
Wholesale trade in food, beverages and tobacco	3 358	3 899	4 385	7 884	153 660	222 528	247 894	346 345	2,2	1,8	1,8	2,3
Wholesale trade in textiles, clothing and footwear	776	1 348	785	1 159	27 035	35 827	44 772	56 438	2,9	3,8	1,8	2,1
Wholesale trade in other household goods	4 647	7 803	4 577	9 914	109 784	169 266	227 265	260 662	4,2	4,6	2,0	3,8
Wholesale trade in solid, liquid and gaseous fuels and related products	1 071	1 753	3 811	2 710	104 110	151 675	240 279	256 764	1,0	1,2	1,6	1,1
Wholesale trade in metals and metal ores	2 525	1 039	1 820	545	46 896	40 284	41 117	59 091	5,4	2,6	4,4	0,9
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	1 656	1 474	2 687	4 454	55 737	65 525	90 118	110 175	3,0	2,2	3,0	4,0
Wholesale trade in other intermediate products, waste and scrap	1 429	1 344	1 339	2 859	49 761	51 559	67 983	100 413	2,9	2,6	2,0	2,8
Wholesale trade in machinery, equipment and supplies	9 344	9 627	9 869	12 733	164 119	199 449	244 494	287 649	5,7	4,8	4,0	4,4
General and other wholesale trade	2 312	1 972	5 112	4 398	68 948	78 610	194 590	177 193	3,4	2,5	2,6	2,5
Total	29 690	33 168	37 918	48 522	872 048	1 134 456	1 558 606	1 855 845	3,4	2,9	2,4	2,6

Source: Report No. 61-01-01

The profit margin for the wholesale trade industry in 2018 was 2,6%. 'Wholesale trade in machinery, equipment and supplies' had the highest profit margin at 4,4%, followed by 'wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies' at 4,0% and 'wholesale trade in other household goods' at 3,8%. 'Wholesale trade in agricultural raw materials and livestock' had the lowest profit margin of 0,6%.

Between 2009 and 2018, the wholesale trade industry recorded a highest profit margin of 3,4% in 2009. The highest profit margin by type of wholesale trade was 'wholesale trade on a fee or contract basis' at 8,0% in 2009. 'Wholesale trade in agricultural raw materials and livestock', 'wholesale trade in food, beverages and tobacco' and 'wholesale trade in solid, liquid and gaseous fuels and related products' are the only types of wholesale trade which had profit margins consistently lower than the overall profit margin in all four years surveyed.

2.2 Employment

Table D – Employment in the wholesale trade industry for the last pay period ended on or before 30 June, 2009–2018

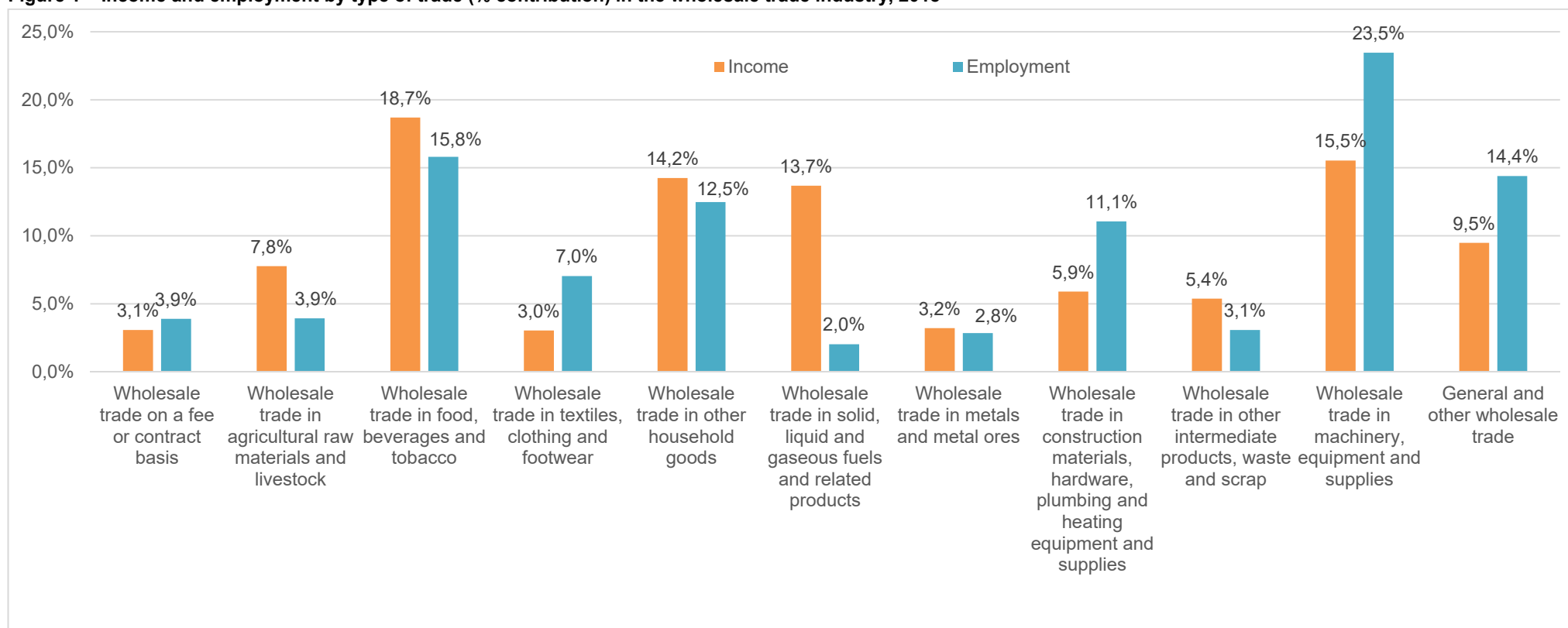
Type of wholesale trade	2009		2012		2015		2018	
	Number	% contribution	Number	% contribution	Number	% contribution	Number	% contribution
Wholesale trade on a fee or contract basis	40 061	9,6	21 866	4,8	12 887	2,8	18 805	3,9
Wholesale trade in agricultural raw materials and livestock	17 121	4,1	23 162	5,1	23 881	5,1	18 984	3,9
Wholesale trade in food, beverages and tobacco	56 202	13,4	73 362	16,0	73 309	15,7	76 359	15,8
Wholesale trade in textiles, clothing and footwear	18 991	4,5	28 098	6,1	22 966	4,9	33 999	7,0
Wholesale trade in other household goods	51 289	12,2	62 779	13,7	61 038	13,1	60 266	12,5
Wholesale trade in solid, liquid and gaseous fuels and related products	8 350	2,0	8 258	1,8	12 478	2,7	9 794	2,0
Wholesale trade in metals and metal ores	9 101	2,2	12 032	2,6	12 835	2,8	13 734	2,8
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	40 830	9,7	46 708	10,2	53 211	11,4	53 405	11,1
Wholesale trade in other intermediate products, waste and scrap	13 011	3,1	11 742	2,6	17 611	3,8	14 832	3,1
Wholesale trade in machinery, equipment and supplies	67 639	16,2	90 626	19,8	96 681	20,7	113 307	23,5
General and other wholesale trade	96 196	23,0	79 367	17,3	79 672	17,1	69 520	14,4
Total	418 791	100	458 000	100	466 569	100	483 005	100

Source: Report No. 61-01-01

The total number of persons employed in the wholesale trade industry as at the end of June 2018 was 483 005. This represents an increase of 1,2% per annum over the employment recorded in 2015 (466 569 persons). 'Wholesale trade in machinery, equipment and supplies' employed the largest number of persons (113 307 or 23,5%), followed by 'wholesale trade in food, beverages and tobacco' (76 359 or 15,8%) and 'general and other wholesale trade' (69 520 or 14,4%).

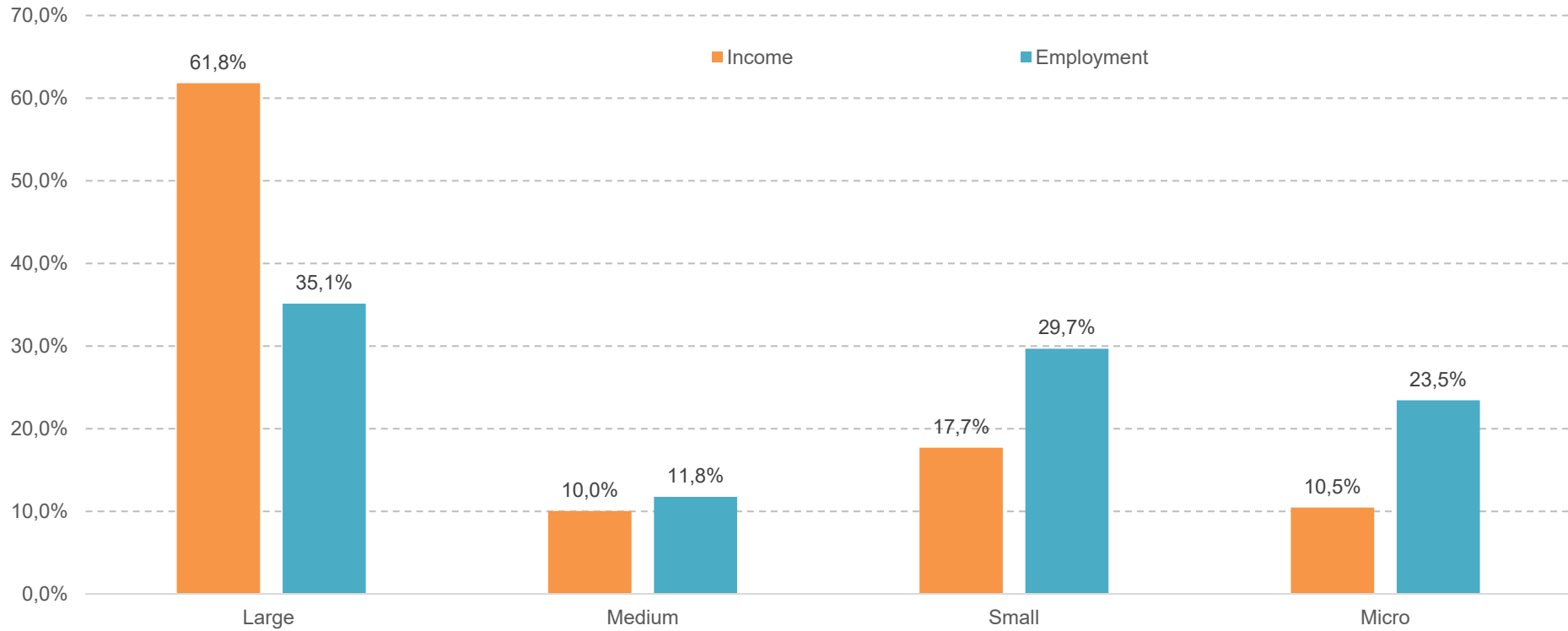
Formal employment increased from 418 791 in 2009 to 483 005 in 2018 (a gain of 64 214 jobs). The highest growth in employment since 2009 was in 'wholesale trade in machinery, equipment and supplies' (+45 668), 'wholesale trade in food, beverages and tobacco' (+20 157) and 'wholesale trade in textiles, clothing and footwear' (+15 008). The biggest loss in employment was in 'general and other wholesale trade' (-26 676 jobs).

Figure 1 – Income and employment by type of trade (% contribution) in the wholesale trade industry, 2018



The type of wholesale trade with the highest proportion of employment compared with its proportion of income was 'wholesale trade in textiles, clothing and footwear' (7,0% of employment and 3,0% of income), followed by 'wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies' (contributing 11,1% of employment and 5,9% of income) and 'general and other wholesale trade' (14,4% of employment and 9,5% of income). Although 'wholesale trade in food, beverages and tobacco' contributed 18,7% of the total income of the wholesale trade industry in 2018, its contribution to employment was 15,8%.

Figure 2 – Income and employment by enterprise size (% contribution) in the wholesale trade industry, 2018



Whereas large enterprises (those with annual turnover greater than R384 million) contributed 61,8% of the total income of the wholesale trade industry in 2018, their contribution to employment was only 35,1%. Most (64,9%) of the employment in the industry was created by small, medium and micro enterprises (SMMEs) while their contribution to income was 38,2%.

Table E – Average salaries and wages in the wholesale trade industry, 2009–2018

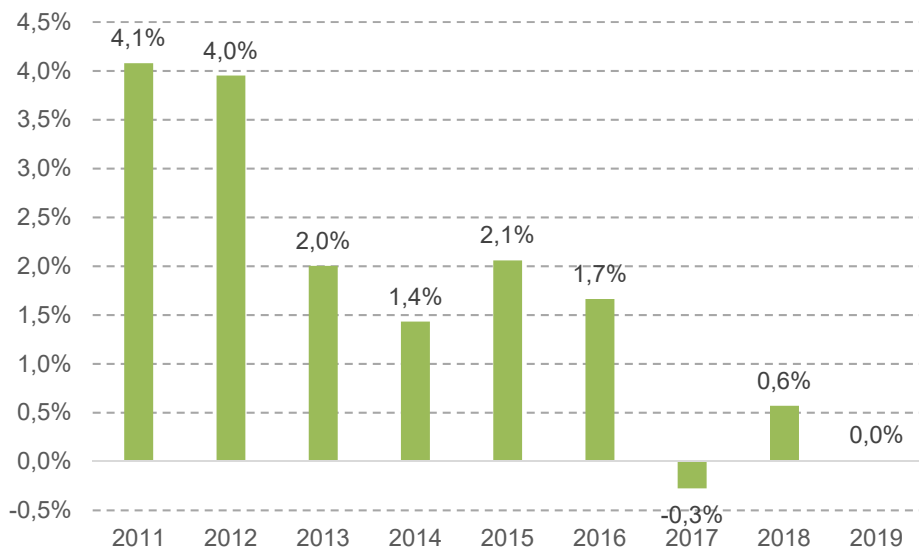
Type of service	2009			2012			2015			2018		
	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages
	R million	Number	Rands	R million	Number	Rands	R million	Number	Rands	R million	Number	Rands
Wholesale trade on a fee or contract basis	3 908	40 061	97 551	3 922	21 866	179 365	4 288	12 887	332 738	4 632	18 805	246 317
Wholesale trade in agricultural raw materials and livestock	2 461	17 121	143 742	4 043	23 162	174 553	4 956	23 881	207 529	6 489	18 984	341 814
Wholesale trade in food, beverages and tobacco	6 024	56 202	107 185	12 882	73 362	175 595	14 246	73 309	194 328	12 019	76 359	157 401
Wholesale trade in textiles, clothing and footwear	2 263	18 991	119 162	3 178	28 098	113 104	3 781	22 966	164 635	5 685	33 999	167 211
Wholesale trade in other household goods	8 739	51 289	170 387	14 495	62 779	230 889	16 063	61 038	263 164	19 832	60 266	329 074
Wholesale trade in solid, liquid and gaseous fuels and related products	1 417	8 350	169 701	1 830	8 258	221 603	3 471	12 478	278 170	3 020	9 794	308 352
Wholesale trade in metals and metal ores	1 588	9 101	174 486	1 805	12 032	150 017	2 910	12 835	226 724	3 845	13 734	279 962
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	5 181	40 830	126 892	6 166	46 708	132 012	8 704	53 211	163 575	10 661	53 405	199 626
Wholesale trade in other intermediate products, waste and scrap	2 082	13 011	160 018	2 586	11 742	220 235	3 449	17 611	195 844	4 445	14 832	299 690
Wholesale trade in machinery, equipment and supplies	15 505	67 639	229 232	21 938	90 626	242 072	24 835	96 681	256 876	33 562	113 307	296 204
General and other wholesale trade	6 404	96 196	66 572	6 909	79 367	87 051	12 097	79 672	151 835	11 130	69 520	160 098
Total	55 572	418 791	132 696	79 754	458 000	174 135	98 800	466 569	211 759	115 320	483 005	238 755

Source: Report No. 61-01-01

The average salaries and wages in the wholesale trade industry in 2018 was R238 755. The type of wholesale trade with the highest average salaries and wages in 2018 was 'wholesale trade in agricultural raw materials and livestock' (R341 814), followed by 'wholesale trade in other household goods' (R329 074) and 'wholesale trade in solid, liquid and gaseous fuels and related products' (R308 352). The type of wholesale trade with the lowest average salaries and wages in 2018 was 'wholesale trade in food, beverages and tobacco' (R157 401).

2.3 Trade industry value added ¹

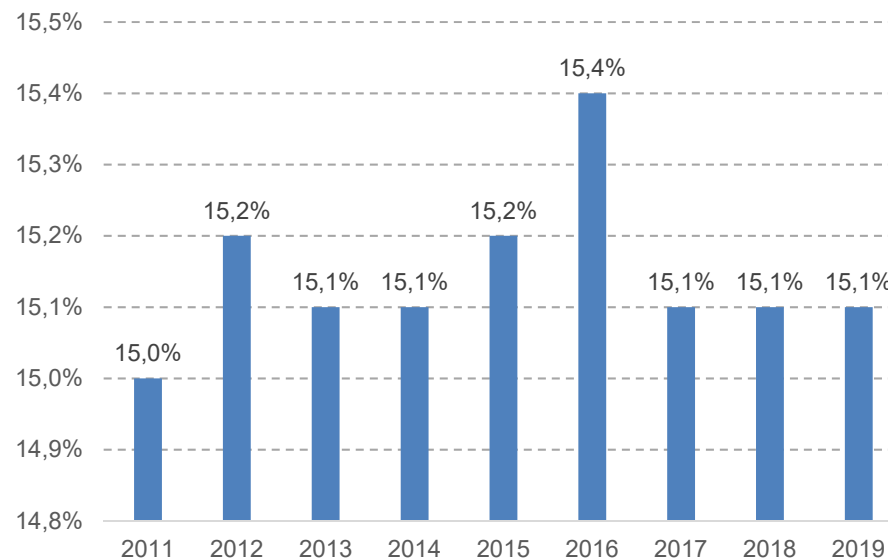
Figure 3 – Trade industry value added, annual percentage change (constant 2010 prices), 2011–2019



Source: P0441, GDP annual and regional tables, 2020

Trade industry value added at constant 2010 prices increased from R385,7 billion in 2011 to R431,7 billion in 2019. The annual growth rate fell from 4,0% in 2012 to 2,0% in 2013, and in 2017 there was a contraction of 0,3%. The average annual growth rate during 2011–2019 was 1,7% (P0441, GDP annual and regional tables, 2020).

Figure 4 – Percentage contribution of the trade industry to total value added (current prices), 2011–2019



Source: P0441, GDP annual and regional tables, 2020

Between 2015 and 2018, the contribution of the trade industry to total value added declined slightly from 15,2% to 15,1%. For the period 2011 to 2019, the highest contribution of the trade industry to total value added was 15,4% in 2016.

¹ Wholesale, retail, motor, tourist accommodation, and food and beverages.

2.4 Capital expenditure on new assets

Table F – Capital expenditure on new assets in the wholesale trade industry, 2009–2018

Type of wholesale trade	2009		2012		2015		2018	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale trade on a fee or contract basis	808	8,1	361	2,4	279	1,3	367	1,7
Wholesale trade in agricultural raw materials and livestock	393	3,9	1 035	6,8	1 448	6,8	1 072	5,0
Wholesale trade in food, beverages and tobacco	1 474	14,7	1 929	12,6	2 405	11,2	3 721	17,3
Wholesale trade in textiles, clothing and footwear	141	1,4	270	1,8	365	1,7	1 118	5,2
Wholesale trade in other household goods	909	9,1	2 274	14,8	4 424	20,7	2 574	12,0
Wholesale trade in solid, liquid and gaseous fuels and related products	626	6,2	914	6,0	2 369	11,1	2 492	11,6
Wholesale trade in metals and metal ores	520	5,2	268	1,8	320	1,5	474	2,2
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	477	4,8	1 032	6,7	1 430	6,7	1 881	8,7
Wholesale trade in other intermediate products, waste and scrap	481	4,8	503	3,3	888	4,1	1 165	5,4
Wholesale trade in machinery, equipment and supplies	3 090	30,8	5 149	33,6	4 445	20,8	4 222	19,6
General and other wholesale trade	1 116	11,1	1 579	10,3	3 038	14,2	2 424	11,3
Total	10 035	100	15 314	100	21 411	100	21 510	100

Source: Report No. 61-01-01

The capital expenditure on new assets in 2018 (R21,5 billion) represents an increase of 0,1% per annum over the expenditure reported in the corresponding survey of 2015 (R21,4 billion). The largest contributor to capital expenditure on new assets was 'wholesale trade in machinery, equipment and supplies' (R4,2 billion or 19,6%), followed by 'wholesale trade in food, beverages and tobacco' (R3,7 billion or 17,3%) and 'wholesale trade in other household goods' (R2,6 billion or 12,0%).

Since 2009, 'wholesale trade in solid, liquid and gaseous fuels and related products' gained the biggest percentage share (+5,4 percentage points) in capital expenditure on new assets when compared with the results of 2018 (from a percentage contribution of 6,2% in 2009 to 11,6% in 2018). 'Wholesale trade in machinery, equipment and supplies' lost the biggest percentage share (-11,2 percentage points) over the same period (from 30,8% in 2009 to 19,6% in 2018).



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Statistician-General

3. Tables

Table 1 – Principal statistics in the trade industry¹, 2015 and 2018

	Turnover	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit before tax	Capital expenditure on new assets	Number of employees
	R million							Number
2015	3 049 350	3 109 038	3 015 407	294 042	315 865	115 454	54 548	1 821 779
2018	3 628 691	3 710 988	3 604 059	395 054	418 625	130 500	60 106	1 856 290
Annualised % change	6,0	6,1	6,1	10,3	9,8	4,2	3,3	0,6

¹ The trade industry comprises wholesale trade, retail trade, motor trade, tourist accommodation, and food and beverages.

Table 2 – Principal statistics in the wholesale trade industry, 2015 and 2018

	Turnover	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit before tax	Capital expenditure on new assets	Number of employees
	R million							Number
2015	1 558 606	1 587 428	1 542 406	151 736	161 785	55 071	21 411	466 569
2018	1 855 845	1 898 281	1 844 868	207 865	220 890	66 438	21 510	483 005
Annualised % change	6,0	6,1	6,2	11,1	10,9	6,5	0,2	1,2

Table 3 – Principal statistics by type of wholesaler in the wholesale trade industry, 2015 and 2018

Type of wholesale trade	Total income			Total expenditure			Total opening inventory		
	2015	2018	Annualised % change	2015	2018	Annualised % change	2015	2018	Annualised % change
	R million			R million			R million		
Wholesale trade on a fee or contract basis	39 320	58 353	14,1	36 298	54 873	14,8	1 755	4 079	32,5
Wholesale trade in agricultural raw materials and livestock	125 840	147 426	5,4	126 288	147 207	5,2	13 884	18 733	10,5
Wholesale trade in food, beverages and tobacco	253 421	354 895	11,9	247 409	346 012	11,8	13 590	20 886	15,4
Wholesale trade in textiles, clothing and footwear	45 355	57 663	8,3	44 684	55 878	7,7	6 987	11 717	18,8
Wholesale trade in other household goods	231 550	270 505	5,3	224 210	258 072	4,8	25 848	30 257	5,4
Wholesale trade in solid, liquid and gaseous fuels and related products	242 430	259 672	2,3	235 196	255 352	2,8	7 754	5 319	-11,8
Wholesale trade in metals and metal ores	42 789	60 964	12,5	41 354	59 856	13,1	7 042	10 092	12,7
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	91 227	111 963	7,1	88 759	107 557	6,6	13 243	15 973	6,4
Wholesale trade in other intermediate products, waste and scrap	68 985	102 034	13,9	68 328	100 365	13,7	6 770	10 495	15,7
Wholesale trade in machinery, equipment and supplies	249 418	294 918	5,7	238 446	282 597	5,8	39 003	47 105	6,5
General and other wholesale trade	197 093	179 888	-3,0	191 434	177 099	-2,6	15 860	33 209	27,9
Total	1 587 428	1 898 281	6,1	1 542 406	1 844 868	6,2	151 736	207 865	11,1

Table 3 – Principal statistics by type of wholesaler in the wholesale trade industry, 2015 and 2018 (concluded)

Type of wholesale trade	Total closing inventory			Net profit or loss before tax			Capital expenditure on new assets		
	2015	2018	Annualised % change	2015	2018	Annualised % change	2015	2018	Annualised % change
	R million			R million			R million		
Wholesale trade on a fee or contract basis	1 870	2 228	6,0	3 137	1 629	-19,6	279	367	9,6
Wholesale trade in agricultural raw materials and livestock	15 820	19 948	8,0	1 488	1 434	-1,2	1 448	1 072	-9,5
Wholesale trade in food, beverages and tobacco	14 043	22 797	17,5	6 465	10 794	18,6	2 405	3 721	15,7
Wholesale trade in textiles, clothing and footwear	7 706	11 945	15,7	1 390	2 013	13,1	365	1 118	45,2
Wholesale trade in other household goods	27 133	32 007	5,7	8 625	14 183	18,0	4 424	2 574	-16,5
Wholesale trade in solid, liquid and gaseous fuels and related products	5 527	4 492	-6,7	5 007	3 493	-11,3	2 369	2 492	1,7
Wholesale trade in metals and metal ores	7 745	9 812	8,2	2 138	828	-27,1	320	474	14,0
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	14 511	17 360	6,2	3 736	5 793	15,7	1 430	1 881	9,6
Wholesale trade in other intermediate products, waste and scrap	8 079	12 012	14,1	1 966	3 186	17,5	888	1 165	9,5
Wholesale trade in machinery, equipment and supplies	41 849	52 026	7,5	13 818	17 242	7,7	4 445	4 222	-1,7
General and other wholesale trade	17 502	36 263	27,5	7 301	5 843	-7,2	3 038	2 424	-7,2
Total	161 785	220 890	10,9	55 071	66 438	6,5	21 411	21 510	0,2

Table 4 – Profit margin in the wholesale trade industry, 2015 and 2018

Type of wholesale trade	Net profit or loss after tax		Turnover		Profit margin ²	
	2015	2018	2015	2018	2015	2018
	R million		R million		%	
Wholesale trade on a fee or contract basis	2 557	1 009	38 544	56 318	6,6	1,8
Wholesale trade in agricultural raw materials and livestock	976	857	121 550	144 797	0,8	0,6
Wholesale trade in food, beverages and tobacco	4 385	7 884	247 894	346 345	1,8	2,3
Wholesale trade in textiles, clothing and footwear	785	1 159	44 772	56 438	1,8	2,1
Wholesale trade in other household goods	4 577	9 914	227 265	260 662	2,0	3,8
Wholesale trade in solid, liquid and gaseous fuels and related products	3 811	2 710	240 279	256 764	1,6	1,1
Wholesale trade in metals and metal ores	1 820	545	41 117	59 091	4,4	0,9
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	2 687	4 454	90 118	110 175	3,0	4,0
Wholesale trade in other intermediate products, waste and scrap	1 339	2 859	67 983	100 413	2,0	2,8
Wholesale trade in machinery, equipment and supplies	9 869	12 733	244 494	287 649	4,0	4,4
Other wholesale trade	5 112	4 398	194 590	177 193	2,6	2,5
Total	37 918	48 522	1 558 606	1 855 845	2,4	2,6

² Profit margin = Net profit after tax divided by turnover multiplied by 100.

Table 5 – Income in the wholesale trade industry, 2015 and 2018

Income item	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Sales of goods	1 515 402	1 802 265	95,5	94,9	5,9
Services	40 737	51 102	2,6	2,7	7,8
Interest	5 745	9 480	0,4	0,5	18,2
Rental, leasing income	2 467	2 478	0,2	0,1	0,1
Other income	23 077	32 956	1,5	1,7	12,6
Total	1 587 428	1 898 281	100	100	6,1

Table 6 – Income in the wholesale trade industry, 2018

Type of wholesale trade	Sales of goods	Services	Interest	Rental, leasing income	Other income	Total
	R million					
Wholesale trade on a fee or contract basis	48 033	8 153	381	132	1 654	58 353
Wholesale trade in agricultural raw materials and livestock	138 185	6 532	1 011	80	1 618	147 426
Wholesale trade in food, beverages and tobacco	339 906	6 191	1 139	248	7 411	354 895
Wholesale trade in textiles, clothing and footwear	55 823	589	440	26	785	57 663
Wholesale trade in other household goods	258 878	1 645	1 332	139	8 511	270 505
Wholesale trade in solid, liquid and gaseous fuels and related products	256 363	264	527	137	2 381	259 672
Wholesale trade in metals and metal ores	58 793	183	218	115	1 655	60 964
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	109 721	292	485	162	1 303	111 963
Wholesale trade in other intermediate products, waste and scrap	95 983	4 350	779	80	842	102 034
Wholesale trade in machinery, equipment and supplies	270 855	15 498	2 333	1 296	4 936	294 918
General and other wholesale trade	169 725	7 405	835	63	1 860	179 888
Total	1 802 265	51 102	9 480	2 478	32 956	1 898 281

Table 7 – Income by enterprise size in the wholesale trade industry, 2018

Type of wholesale trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	R million				
Wholesale trade on a fee or contract basis	35 690	8 612	10 873	3 178	58 353
Wholesale trade in agricultural raw materials and livestock	123 840	5 402	10 519	7 665	147 426
Wholesale trade in food, beverages and tobacco	229 347	39 294	60 325	25 929	354 895
Wholesale trade in textiles, clothing and footwear	23 249	9 049	17 476	7 889	57 663
Wholesale trade in other household goods	179 647	26 353	37 514	26 991	270 505
Wholesale trade in solid, liquid and gaseous fuels and related products	217 096	15 840	23 220	3 516	259 672
Wholesale trade in metals and metal ores	43 231	5 566	10 353	1 814	60 964
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	35 122	17 923	39 933	18 985	111 963
Wholesale trade in other intermediate products, waste and scrap	59 817	15 163	20 259	6 795	102 034
Wholesale trade in machinery, equipment and supplies	152 581	33 480	63 419	45 438	294 918
General and other wholesale trade	72 845	14 023	42 395	50 625	179 888
Total	1 172 465	190 705	336 286	198 825	1 898 281

Table 8 – Concentration ratios (relative contribution of the largest enterprises) in the wholesale trade industry, 2018

Type of wholesale trade	Total income	Income of 5 largest enterprises	Relative contribution of 5 largest enterprises ⁴	Income of 10 largest enterprises	Relative contribution of 10 largest enterprises ⁴	Income of 20 largest enterprises	Relative contribution of 20 largest enterprises ⁴
	R million		%	R million	%	R million	%
Wholesale trade on a fee or contract basis	58 353	28 393	48,7	32 920	56,4	37 475	64,2
Wholesale trade in agricultural raw materials and livestock	147 426	39 053	26,5	61 433	41,7	89 879	61,0
Wholesale trade in food, beverages and tobacco	354 895	98 435	27,7	123 164	34,7	147 628	41,6
Wholesale trade in textiles, clothing and footwear	57 663	12 906	22,4	17 927	31,1	23 740	41,2
Wholesale trade in other household goods	270 505	63 675	23,5	79 106	29,2	103 565	38,3
Wholesale trade in solid, liquid and gaseous fuels and related products	259 672	89 691	34,5	113 325	43,6	144 894	55,8
Wholesale trade in metals and metal ores	60 964	29 841	48,9	35 610	58,4	42 673	70,0
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	111 963	11 725	10,5	19 133	17,1	26 422	23,6
Wholesale trade in other intermediate products, waste and scrap	102 034	13 163	12,9	21 821	21,4	34 572	33,9
Wholesale trade in machinery, equipment and supplies	294 918	28 001	9,5	50 771	17,2	80 979	27,5
General and other wholesale trade	179 888	34 690	19,3	45 060	25,0	56 895	31,6
Total	1 898 281	172 445 ³	9,1	237 299 ³	12,5	316 091 ³	16,7

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 9 – Expenditure in the wholesale trade industry, 2015 and 2018

Expenditure item	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Purchases	1 287 573	1 529 562	83,4	82,9	5,9
Employment cost	92 704	115 320	6,0	6,3	7,5
Interest paid	10 813	15 210	0,7	0,8	12,0
Rental and leasing of land, buildings and other structures under operating leases	10 404	14 592	0,7	0,8	11,9
Leasing and hiring of plant, machinery, equipment and vehicles under operating leases	3 161	3 039	0,2	0,2	-1,3
Utilities (water and electricity)	3 965	4 496	0,3	0,2	4,3
Other expenditure	133 786	162 649	8,7	8,8	6,7
Total	1 542 406	1 844 868	100,0	100,0	6,2

Table 10 – Expenditure in the wholesale trade industry, 2018

Type of wholesale trade	Purchases	Employment cost	Interest paid	Rental and leasing of land, buildings and other structures under operating leases	Leasing and hiring of plant, machinery, equipment and vehicles under operating leases	Utilities (water and electricity)	Other expenditure	Total
	R million							
Wholesale trade on a fee or contract basis	41 848	4 632	404	564	146	205	7 074	54 873
Wholesale trade in agricultural raw materials and livestock	128 985	6 489	2 015	301	143	173	9 101	147 207
Wholesale trade in food, beverages and tobacco	298 538	12 019	1 600	1 841	396	971	30 647	346 012
Wholesale trade in textiles, clothing and footwear	39 693	5 685	1 144	1 221	562	140	7 433	55 878
Wholesale trade in other household goods	201 780	19 832	2 201	2 199	316	572	31 172	258 072
Wholesale trade in solid, liquid and gaseous fuels and related products	242 699	3 020	743	462	113	115	8 200	255 352
Wholesale trade in metals and metal ores	49 566	3 845	540	824	21	280	4 780	59 856
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	83 096	10 661	1 010	1 703	333	277	10 477	107 557
Wholesale trade in other intermediate products, waste and scrap	85 438	4 445	507	745	104	173	8 953	100 365
Wholesale trade in machinery, equipment and supplies	208 495	33 562	3 800	2 745	758	976	32 261	282 597
General and other wholesale trade	149 424	11 130	1 246	1 987	147	614	12 551	177 099
Total	1 529 562	115 320	15 210	14 592	3 039	4 496	162 649	1 844 868

Table 11 – Capital expenditure on new assets in the wholesale trade industry, 2015 and 2018

Type of asset	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Land and buildings	3 727	3 526	17,4	16,4	-1,8
Plant, machinery, furniture and other office equipment	7 751	8 325	36,2	38,7	2,4
Computers and other ICT equipment	2 676	1 942	12,5	9,0	-10,1
Motor vehicles and other transport equipment	5 179	5 047	24,2	23,5	-0,9
Other assets	2 078	2 670	9,7	12,4	8,7
Total	21 411	21 510	100,0	100,0	0,2

Table 12 – Capital expenditure on new assets in the wholesale trade industry, 2018

Type of wholesale trade	Land, buildings and construction	Plant, machinery, furniture and other office equipment	Computers and other ICT equipment	Motor vehicles and other transport equipment	Other capital expenditure on new assets	Total
	R million					
Wholesale trade on a fee or contract basis	51	75	33	185	23	367
Wholesale trade in agricultural raw materials and livestock	203	293	111	274	191	1 072
Wholesale trade in food, beverages and tobacco	893	1 487	283	847	211	3 721
Wholesale trade in textiles, clothing and footwear	181	670	151	72	44	1 118
Wholesale trade in other household goods	340	936	344	417	537	2 574
Wholesale trade in solid, liquid and gaseous fuels and related products	412	973	148	639	320	2 492
Wholesale trade in metals and metal ores	43	249	34	116	32	474
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	298	812	99	587	85	1 881
Wholesale trade in other intermediate products, waste and scrap	165	271	45	523	161	1 165
Wholesale trade in machinery, equipment and supplies	472	2 057	441	729	523	4 222
General and other wholesale trade	468	502	253	658	543	2 424
Total	3 526	8 325	1 942	5 047	2 670	21 510

Table 13 – Employment in the wholesale trade industry for the last pay period ended on or before 30 June, 2015 and 2018

Type of wholesale trade	Female employees			Male employees			Total employees		
	2015	2018	Annualised % change	2015	2018	Annualised % change	2015	2018	Annualised % change
	Number			Number			Number		
Wholesale trade on a fee or contract basis	4 356	6 881	16,5	8 531	11 924	11,8	12 887	18 805	13,4
Wholesale trade in agricultural raw materials and livestock	8 722	6 396	-9,8	15 159	12 588	-6,0	23 881	18 984	-7,4
Wholesale trade in food, beverages and tobacco	24 039	24 830	1,1	49 270	51 529	1,5	73 309	76 359	1,4
Wholesale trade in textiles, clothing and footwear	10 981	13 549	7,3	11 985	20 450	19,5	22 966	33 999	14,0
Wholesale trade in other household goods	24 793	26 248	1,9	36 245	34 018	-2,1	61 038	60 266	-0,4
Wholesale trade in solid, liquid and gaseous fuels and related products	3 876	3 064	-7,5	8 602	6 730	-7,9	12 478	9 794	-7,8
Wholesale trade in metals and metal ores	3 429	3 211	-2,2	9 406	10 523	3,8	12 835	13 734	2,3
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	15 219	16 496	2,7	37 992	36 909	-1,0	53 211	53 405	0,1
Wholesale trade in other intermediate products, waste and scrap	5 618	4 316	-8,4	11 993	10 516	-4,3	17 611	14 832	-5,6
Wholesale trade in machinery, equipment and supplies	30 716	37 286	6,7	65 965	76 021	4,8	96 681	113 307	5,4
General and other wholesale trade	27 913	25 730	-2,7	51 759	43 790	-5,4	79 672	69 520	-4,4
Total	159 662	168 007	1,7	306 907	314 998	0,9	466 569	483 005	1,2

Table 14 – Details of employment in the wholesale trade industry for the last pay period ended on or before 30 June, 2018

Type of wholesale trade	Full-time			Part-time			Total
	Female	Male	Total	Female	Male	Total	
	Number						
Wholesale trade on a fee or contract basis	6 561	11 263	17 824	320	661	981	18 805
Wholesale trade in agricultural raw materials and livestock	6 158	11 866	18 024	238	722	960	18 984
Wholesale trade in food, beverages and tobacco	23 592	49 903	73 495	1 238	1 626	2 864	76 359
Wholesale trade in textiles, clothing and footwear	12 896	19 677	32 573	653	773	1 426	33 999
Wholesale trade in other household goods	25 367	32 703	58 070	881	1 315	2 196	60 266
Wholesale trade in solid, liquid and gaseous fuels and related products	3 043	6 481	9 524	21	249	270	9 794
Wholesale trade in metals and metal ores	3 183	10 316	13 499	28	207	235	13 734
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	15 681	35 217	50 898	815	1 692	2 507	53 405
Wholesale trade in other intermediate products, waste and scrap	4 101	9 731	13 832	215	785	1 000	14 832
Wholesale trade in machinery, equipment and supplies	35 543	73 209	108 752	1 743	2 812	4 555	113 307
Other wholesale trade	24 845	39 850	64 695	885	3 940	4 825	69 520
Total	160 970	300 216	461 186	7 037	14 782	21 819	483 005

Table 15 – Employment by enterprise size in the wholesale trade industry for the last pay period ended on or before 30 June, 2018

Type of wholesale trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	Number of employees				
Wholesale trade on a fee or contract basis	1 274	4 924	9 093	3 514	18 805
Wholesale trade in agricultural raw materials and livestock	13 719	1 628	1 375	2 262	18 984
Wholesale trade in food, beverages and tobacco	23 992	11 773	22 289	18 305	76 359
Wholesale trade in textiles, clothing and footwear	14 224	3 280	8 335	8 160	33 999
Wholesale trade in other household goods	24 689	9 311	13 860	12 406	60 266
Wholesale trade in solid, liquid and gaseous fuels and related products	4 650	1 299	2 636	1 209	9 794
Wholesale trade in metals and metal ores	8 655	812	3 296	972	13 734
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	15 204	6 105	20 517	11 579	53 405
Wholesale trade in other intermediate products, waste and scrap	5 503	1 658	3 983	3 688	14 832
Wholesale trade in machinery, equipment and supplies	35 995	12 154	38 829	26 329	113 307
General and other wholesale trade	21 313	3 916	19 374	24 917	69 520
Total	169 218	56 860	143 587	113 341	483 005

Table 16 – Details of income from sales of goods by commodity group in the wholesale trade industry, 2015 and 2018

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Agricultural raw material and livestock	129 628	171 240	8,6	9,5	9,7
Food, beverages and tobacco	278 866	380 386	18,4	21,1	10,9
Textiles, clothing, accessories and footwear	47 373	55 184	3,1	3,1	5,2
Household furniture, appliances, supplies, articles and equipment	82 711	69 342	5,5	3,8	-5,7
Precious stones, jewellery and silverware	22 109	33 165	1,5	1,8	14,5
Pharmaceuticals, medical goods, cosmetics and toiletries	121 465	172 536	8,0	9,6	12,4
Miscellaneous consumer and sports and recreational goods	27 278	39 453	1,8	2,2	13,1
Intermediate products, building material, hardware, waste and scrap	494 067	554 233	32,6	30,8	3,9
Machinery, equipment and supplies	298 980	300 973	19,7	16,7	0,2
Other sales of goods	12 925	25 753	0,9	1,4	25,8
Total sales of goods	1 515 402	1 802 265	100	100	5,9

Table 17 – Details of income from sales by commodity type in the wholesale trade industry, 2015 and 2018

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Maize	36 729	55 765	2,4	3,1	14,9
Other cereal grains and seeds, agricultural material, waste, residue and by-products used for animal feeding (e.g. bran, molasses, lucerne, forage)	54 300	71 183	3,6	3,9	9,4
Oleaginous fruit (olives, sunflower seeds and other plant products for the production of vegetable oil)	16 806	16 588	1,1	0,9	-0,4
Flowers and plants	2 492	3 867	0,2	0,2	15,8
Unprocessed tobacco and other agricultural and livestock products	16 165	19 447	1,1	1,1	6,4
Livestock, pet animals, and live other animals	3 136	4 390	0,2	0,2	11,9
Total sales from agricultural raw materials (not processed) and live animals	129 628	171 240	8,6	9,5	9,7
Fruits (fresh, frozen, preserved, processed and dried)	31 721	36 908	2,1	2,0	5,2
Vegetables (fresh, frozen, preserved, processed and dried)	40 442	58 904	2,7	3,3	13,4
Dairy products (e.g. milk, butter, cheese, cream, yogurt, ice cream), eggs and egg products	7 386	9 866	0,5	0,5	10,1
Edible oils and fats of animal or vegetable origin	10 088	12 793	0,7	0,7	8,2
Meat and meat products	36 084	65 809	2,4	3,7	22,2
Fish and other seafood products	10 231	21 222	0,7	1,2	27,5
Sugar, chocolates, cocoa, sweets and sugar confectionary	18 405	23 994	1,2	1,3	9,2
Bread	2 288	2 723	0,2	0,2	6,0
Other bakery products (excluding bread)	1 588	2 529	0,1	0,1	16,8
Coffee, tea and cocoa	5 130	4 939	0,3	0,3	-1,3
Maize products	10 190	11 520	0,7	0,6	4,2
Rice	8 655	9 886	0,6	0,5	4,5
Prepared meals (fresh and frozen), including oven-ready meals and other edible food products (e.g. salty snacks)	12 703	14 856	0,8	0,8	5,4
Non-alcoholic beverages	14 861	19 147	1,0	1,1	8,8
Distilled beverages (brandy, liqueur, vodka, gin, whisky, etc.)	19 641	27 175	1,3	1,5	11,4
Fermented beverages (beer, cider, mead, etc.)	13 939	26 872	0,9	1,5	24,5
Wines and fortified wines (madeira wine, marsala wine, port wine, sherry, etc.)	10 462	15 848	0,7	0,9	14,8
Tobacco and tobacco products	25 052	15 395	1,7	0,9	-15,0
Total sales from food, beverages and tobacco products	278 866	380 386	18,4	21,1	10,9

Table 17 – Details of income from sales by commodity type in the wholesale trade industry, 2015 and 2018 (continued)

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Yarn and thread (for weaving, sewing or knitting)	881	1 134	0,1	0,1	8,8
Fabrics	7 466	8 960	0,5	0,5	6,3
Other textile products	3 489	7 519	0,2	0,4	29,2
Men's and boys' clothing	9 629	10 422	0,6	0,6	2,7
Women's and girls' clothing	6 757	7 755	0,4	0,4	4,7
Infants' and children's clothing	951	839	0,1	0,0	-4,1
Accessories	4 974	4 347	0,3	0,2	-4,4
Men's and boys' footwear (excluding sports footwear)	5 921	5 058	0,4	0,3	-5,1
Women's and girls' footwear (excluding sports footwear)	5 239	5 707	0,3	0,3	2,9
Sports footwear	2 066	3 443	0,1	0,2	18,6
Total sales from textiles, clothing, clothing accessories and footwear	47 373	55 184	3,1	3,1	5,2
Household furniture and wickerwork, cork goods and wooden household articles	4 763	4 343	0,3	0,2	-3,0
Sound and visual apparatus (including iPods and MP3 players) and musical instruments	12 976	12 322	0,9	0,7	-1,7
Household appliances	36 786	29 749	2,4	1,7	-6,8
Household articles and supplies (including pots, pans, dishes, cutlery, brooms and brushes)	9 777	8 383	0,6	0,5	-5,0
Books (hard cover and paperback)	4 703	3 380	0,3	0,2	-10,4
Paper stationery (e.g. postcards, greeting cards, writing pads, diaries, exercise books, files) and other print	13 706	11 165	0,9	0,6	-6,6
Total sales from household furniture, appliances, articles, components, equipment, reading materials and stationery	82 711	69 342	5,5	3,8	-5,7
Diamonds and other precious stones	13 997	27 541	0,9	1,5	25,3
Watches and clocks, jewellery, gold, silverware and medals	8 112	5 624	0,5	0,3	-11,5
Total sales from precious stones, jewellery and silverware	22 109	33 165	1,5	1,8	14,5
Pharmaceutical goods	62 393	78 611	4,1	4,4	8,0
Prescription and non-prescription eyewear	1 775	5 910	0,1	0,3	49,3
Surgical and orthopaedic instruments and supplies, including orthopaedic footwear and other medical goods	25 105	42 223	1,7	2,3	18,9
Cosmetics and toiletries	24 327	29 942	1,6	1,7	7,2
Household cleaning supplies, chemicals and paper products	7 865	15 850	0,5	0,9	26,3
Total sales from pharmaceuticals, medical and orthopaedic goods, cosmetics and toiletries, and cleaning preparations	121 465	172 536	8,0	9,6	12,4

Table 17 – Details of income from sales by commodity type in the wholesale trade industry, 2015 and 2018 (continued)

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Lighting equipment, components and accessories (e.g. lamps, light bulbs, tubes, lamp shades)	4 945	8 161	0,3	0,5	18,2
Photographic and optical goods (excluding eyewear)	1 358	1 068	0,1	0,1	-7,7
Toys, games and hobby supplies (excluding video and computer games)	5 915	4 150	0,4	0,2	-11,1
Leather goods, luggage and travel accessories	3 283	2 295	0,2	0,1	-11,2
Rubber and rubber products	1 982	2 097	0,1	0,1	1,9
Pet food, supplies and accessories	4 857	8 002	0,3	0,4	18,1
Lawn and garden products and equipment	1 256	2 970	0,1	0,2	33,2
Other miscellaneous consumer goods	1 561	7 585	0,1	0,4	69,4
Bicycles, parts and accessories	2 121	3 125	0,1	0,2	13,8
Total sales from miscellaneous consumer and sports and recreational goods	27 278	39 453	1,8	2,2	13,1
Solid fuels	5 025	8 736	0,3	0,5	20,2
Liquid petroleum products	229 483	254 947	15,1	14,1	3,6
Gaseous fuels	9 554	12 263	0,6	0,7	8,7
Ferrous and non-ferrous metal ore and concentration	36 153	36 298	2,4	2,0	0,1
Precious metals	3 579	6 160	0,2	0,3	19,8
Building materials (e.g. cement, bricks) and sand, aggregates, gravel, asphalt	15 563	16 962	1,0	0,9	2,9
Builders joinery and carpentry of wood (e.g. roof trusses, window and door frames, doors), timber, wood-based boards and panels, veneer sheets and sheets for plywood	9 599	12 459	0,6	0,7	9,1
Wall and floor coverings (including wallpaper, carpets and tiles)	4 334	6 307	0,3	0,3	13,3
Hand tools and equipment for domestic use	18 372	21 661	1,2	1,2	5,6
Installation fittings and fixtures (e.g. gutters, conduits, brackets) and sanitary ware (e.g. baths, wash basins)	8 078	8 279	0,5	0,5	0,8
Paint, varnishes and lacquers	10 996	9 464	0,7	0,5	-4,9
Electrical wiring, plumbing, heating, cooling and electrical equipment and supplies	15 515	16 262	1,0	0,9	1,6
Other building material	29 691	41 362	2,0	2,3	11,7
Plastic materials in primary form	6 219	6 519	0,4	0,4	1,6
Waste, scrap and materials for recycling	27 425	15 851	1,8	0,9	-16,7
Packing material	15 440	18 563	1,0	1,0	6,3
Fertilisers and agrochemical products	28 246	32 894	1,9	1,8	5,2

Table 17 – Details of income from sales by commodity type in the wholesale trade industry, 2015 and 2018 (concluded)

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Industrial chemicals	20 795	29 246	1,4	1,6	12,0
Total sales from intermediate products, building materials, hardware, waste and scrap	494 067	554 233	32,6	30,8	3,9
Computer equipment (including USB and GPS)	64 525	63 093	4,3	3,5	-0,7
Packaged computer software (including video and computer games)	4 830	8 164	0,3	0,5	19,1
Other office machinery, furniture and equipment	6 355	6 882	0,4	0,4	2,7
Transport equipment and replacement parts thereof, excluding motor vehicles, motor cycles, cycles, sport and pleasure boats	16 332	11 769	1,1	0,7	-10,3
Other electronic equipment and components (excluding computers)	19 221	23 318	1,3	1,3	6,7
Telephones, cellular phones and SIM cards	5 908	6 847	0,4	0,4	5,0
Agricultural machinery, equipment and supplies	18 636	23 737	1,2	1,3	8,4
Forestry machinery, equipment and supplies	2 949	1 071	0,2	0,1	-28,7
Construction machinery, equipment and supplies	31 540	23 101	2,1	1,3	-9,9
Mining, oil and gas machinery, equipment and supplies	29 912	16 148	2,0	0,9	-18,6
Industrial machinery, equipment and supplies	66 506	86 796	4,4	4,8	9,3
Electrical generators, motors and transformers, turbine and control panels	17 694	20 981	1,2	1,2	5,8
Industrial switchgear, circuit breakers and related materials	14 572	9 066	1,0	0,5	-14,6
Total sales from machinery, equipment and supplies	298 980	300 973	19,7	16,7	0,2
Other sales of goods	12 925	25 753	0,9	1,4	25,8
Total income from sales of goods	1 515 402	1 802 265	100,0	100,0	5,9

Table 18 – Details of purchases by commodity group in the wholesale trade industry, 2015 and 2018

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Agricultural raw materials and livestock	119 511	183 932	9,3	12,0	15,5
Food, beverages and tobacco	248 349	315 888	19,3	20,7	8,3
Textile, clothing, accessories and footwear	37 095	42 497	2,9	2,8	4,6
Household furniture, appliances, supplies, articles, equipment, reading material and stationery	47 190	46 031	3,7	3,0	-0,8
Precious stones, jewellery and silverware	19 292	32 038	1,5	2,1	18,4
Pharmaceuticals, medical goods, cosmetics and toiletries	91 280	130 359	7,1	8,5	12,6
Miscellaneous consumer goods	103 713	101 955	8,1	6,7	-0,6
Intermediate products, building material, hardware, waste and scrap	376 376	427 210	29,1	27,9	4,3
Machinery, equipment and supplies	231 038	230 547	17,9	15,1	-0,1
Other purchases and transfers-in	13 729	19 105	1,1	1,2	11,6
Total	1 287 573	1 529 562	100,0	100,0	5,9

Table 19 – Details of purchases by commodity in the wholesale trade industry, 2015 and 2018

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Agricultural raw materials	115 788	179 581	9,0	11,7	15,8
Live animals and animal products, excluding meat	3 723	4 351	0,3	0,3	5,3
Crude oil and natural gas	10 450	15 917	0,8	1,0	15,1
Metal ores and minerals	35 767	42 321	2,8	2,8	5,8
Food	173 634	232 102	13,5	15,2	10,2
Beverages	51 342	70 101	4,0	4,6	10,9
Tobacco and tobacco products	23 373	13 685	1,8	0,9	-16,3
Textiles and textile products, including leather	13 565	15 569	1,1	1,0	4,7
Clothing and made-up accessories	14 647	17 286	1,1	1,1	5,7
Footwear	8 883	9 642	0,7	0,6	2,8
Construction materials and builders' hardware	78 138	83 682	6,1	5,5	2,3
Reading materials and stationery	11 840	12 590	0,9	0,8	2,1
Fuels (solid, liquid, gaseous) and refined petroleum products	213 839	238 188	16,5	15,5	3,7
Chemicals, fertilisers, pesticides and other chemical preparations	38 193	51 493	3,0	3,4	10,5
Pharmaceuticals, medical goods, cosmetics and toiletries	91 280	130 359	7,1	8,5	12,6
Paints	5 447	4 114	0,4	0,3	-8,9
Varnishes, lacquers and other construction chemicals	1 718	2 688	0,1	0,2	16,1
Sports and leisure goods, toys, games and parts thereof	5 620	3 883	0,4	0,3	-11,6
Household furniture	5 297	6 146	0,4	0,4	5,1
Precious and semi-precious stones, jewellery and silverware	19 292	32 038	1,5	2,1	18,4
Waste and scrap	19 749	15 007	1,5	1,0	-8,7
Non-electrical machinery, equipment, apparatus and parts thereof	77 287	75 903	6,0	5,0	-0,6
Domestic (household) appliances, equipment and articles	41 893	39 885	3,3	2,6	-1,6
Office furniture, computers, related equipment and devices	72 791	67 025	5,7	4,4	-2,7
Electrical machinery, equipment, apparatus and parts thereof	80 960	87 619	6,3	5,7	2,7
Containers and packaging materials, including pallets	32 949	20 982	2,6	1,4	-14,0
Consumables (e.g. protective clothing, cleaning materials)	1 360	2 522	0,1	0,2	22,9
Miscellaneous consumer goods of any material	25 019	35 778	1,9	2,3	12,7
Other purchases and transfers-in of goods	13 729	19 105	1,1	1,2	11,6
Total	1 287 573	1 529 562	100,0	100,0	5,9

Table 20 – Income from sales of goods and services by client base in the wholesale trade industry, 2015 and 2018

Client base	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Individuals and households	70 010	73 094	4,5	3,9	1,4
Businesses (including parastatals)	1 457 083	1 734 266	93,6	93,6	6,0
Government	29 045	46 008	1,9	2,5	16,6
Total	1 556 139	1 853 367	100	100	6,0

Table 21 – Income from sales of goods and services by client base in the wholesale trade industry, 2018

Type of wholesale trade	Individuals and households	Businesses (including parastatals)	Government	Total
	R million			
Wholesale trade on a fee or contract basis	1 978	53 864	344	56 186
Wholesale trade in agricultural raw materials and livestock	2 542	136 096	6 079	144 717
Wholesale trade in food, beverages and tobacco	8 468	337 377	251	346 097
Wholesale trade in textiles, clothing and footwear	4 074	51 157	1 182	56 412
Wholesale trade in other household goods	8 549	229 689	22 285	260 523
Wholesale trade in solid, liquid and gaseous fuels and related products	6 872	248 386	1 369	256 627
Wholesale trade in metals and metal ores	305	57 166	1 505	58 976
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	7 801	101 722	490	110 013
Wholesale trade in other intermediate products, waste and scrap	594	98 958	781	100 333
Wholesale trade in machinery, equipment and supplies	14 418	260 906	11 029	286 353
General and other wholesale trade	17 493	158 945	692	177 130
Total	73 094	1 734 266	46 008	1 853 367

Table 22 – Income from sales of goods and service by method of payment in the wholesale trade industry, 2015 and 2018

Payment method	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Cash	75 908	76 105	4,9	4,1	0,1
Debit card	97 551	102 144	6,3	5,5	1,5
Credit card	24 977	22 275	1,6	1,2	-3,7
Retail card	12 699	28 577	0,8	1,5	31,0
Reward card	0	1 349	0,0	0,1	
Transfers	1 345 005	1 622 918	86,4	87,6	6,5
Total	1 556 139	1 853 367	100,0	100,0	6,0

Table 23 – Income from sales of goods and services by method of payment in the wholesale trade industry, 2018

Type of wholesale trade	Cash	Debit card	Credit card	Retail card	Reward card	Transfers	Total
	R million						
Wholesale trade on a fee or contract basis	771	563	103	0	0	54 749	56 186
Wholesale trade in agricultural raw materials and livestock	8 525	3 355	238	0	0	132 599	144 717
Wholesale trade in food, beverages and tobacco	24 269	69 470	4 905	5 039	126	242 288	346 097
Wholesale trade in textiles, clothing and footwear	1 812	2 081	1 480	0	0	51 039	56 412
Wholesale trade in other household goods	14 012	1 995	1 207	15	0	243 294	260 523
Wholesale trade in solid, liquid and gaseous fuels and related products	7 012	3 319	1 712	361	0	244 223	256 627
Wholesale trade in metals and metal ores	344	38	217	0	0	58 377	58 976
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	2 598	3 744	2 687	0	0	100 984	110 013
Wholesale trade in other intermediate products, waste and scrap	1 753	823	153	0	1 223	96 380	100 333
Wholesale trade in machinery, equipment and supplies	4 093	8 008	6 164	1	0	268 087	286 353
Other wholesale trade	10 916	8 747	3 408	23 161	0	130 898	177 130
Total	76 105	102 144	22 275	28 577	1 349	1 622 918	1 853 367

Table 24 – Information and communication technology (ICT) usage by type of wholesale trade in the wholesale trade industry, 2018

Type of wholesale trade	Use computer	Use internet	Use internet banking	Have website	Receive orders over the internet	Place orders over the internet	IT outsourced
	% of enterprises						
Wholesale trade on a fee or contract basis	100,0	100,0	83,3	77,3	42,4	71,2	9,1
Wholesale trade in agricultural raw materials and livestock	100,0	100,0	79,5	80,8	26,9	67,9	7,7
Wholesale trade in food, beverages and tobacco	100,0	97,9	83,0	73,2	45,1	57,0	7,7
Wholesale trade in textiles, clothing and footwear	98,5	99,3	78,8	73,7	42,3	59,1	11,7
Wholesale trade in other household goods	100,0	98,9	85,6	89,4	42,8	56,7	14,4
Wholesale trade in solid, liquid and gaseous fuels and related products	100,0	100,0	82,4	72,8	44,0	66,4	4,0
Wholesale trade in metals and metal ores	100,0	100,0	87,0	80,4	47,8	63,0	10,9
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	100,0	99,5	79,9	89,9	52,3	66,8	9,0
Wholesale trade in other intermediate products, waste and scrap	98,3	97,5	80,7	77,3	42,0	63,9	4,2
Wholesale trade in machinery, equipment and supplies	99,5	99,5	87,7	92,2	47,0	54,3	10,5
General and other wholesale trade	99,1	100,0	78,3	80,0	41,7	60,0	10,4
Total	99,6	99,1	82,6	81,7	44,2	61,0	9,2

Table 25 – Information and communication technology (ICT) usage by enterprise size in the wholesale trade industry, 2018

Enterprise size	Use computer	Use internet	Use internet banking	Have website	Receive orders over the internet	Place orders over the internet	IT outsourced
	% of enterprises						
Large	100,0	99,2	82,8	85,5	39,3	60,4	7,2
Medium	99,5	99,0	82,7	80,9	46,5	61,6	13,1
Small	99,7	99,7	85,0	80,8	51,6	63,4	8,4
Micro	97,3	97,3	72,3	66,1	39,3	53,6	9,8
Total	99,6	99,1	82,6	81,7	44,2	61,0	9,2

Explanatory notes

Background	<p>The results presented in this publication have been derived from the 2018 wholesale trade industry large sample survey. This is a periodic survey which measures economic activity in the wholesale trade industry of the South African economy. The survey is based on a sample of private and public enterprises operating in wholesale trade industry.</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 2017 and 30 June 2018.
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. The private sector uses the data to analyse 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 (five-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 on Stats SA's business register. Large enterprises are those with an annual turnover above R384 million. Table 26 presents Department of Trade, Industry and Competition (DTIC) cut-off points adjusted by a factor of 6,0.

Table 26 – Size groups for the wholesale trade industry, 2018

Size group	Annual turnover
Large enterprises	Turnover > R384 000 000
Medium enterprises	R192 000 000 < Turnover ≤ R384 000 000
Small enterprises	R36 000 000 < Turnover ≤ R192 000 000
Micro enterprises	Turnover ≤ R36 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 the four-digit level according to the SIC and then by size of enterprise. All large and medium enterprises were completely enumerated. Turnover as recorded on the business register was used as the measure of size for stratification. The collection rate was 78,2%.

Collection rate

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

Turnover collection rate

Turnover collection rate = ((weighted collected enterprises BR turnover + weighted finalised investigations BR turnover)/population turnover) x 100. The turnover collection rate was 88,4%.

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 were calculated and then aggregated with the completely enumerated stratum to form division estimates.

Revisions to previous results

Revisions were made to previous results due to new information obtained after the publications.

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 wholesale 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 as a result of sampling, and thus avoids the need to refer to the size of the estimate.

Table 27 – Income in the wholesale trade industry within 95% confidence limits, 2018

Type of wholesale trade	Lower limit	Total income	Upper limit	Relative standard error (%)
	R million			
Wholesale trade on a fee or contract basis	54 676	58 353	62 030	3,2
Wholesale trade in agricultural raw materials and livestock	140 491	147 426	154 361	2,4
Wholesale trade in food, beverages and tobacco	336 039	354 895	373 751	2,7
Wholesale trade in textiles, clothing and footwear	54 724	57 663	60 602	2,6
Wholesale trade in other household goods	254 069	270 505	286 941	3,1
Wholesale trade in solid, liquid and gaseous fuels and related products	253 565	259 672	265 779	1,2
Wholesale trade in metals and metal ores	58 216	60 964	63 712	2,3
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	104 721	111 963	119 205	3,3
Wholesale trade in other intermediate products, waste and scrap	96 439	102 034	107 629	2,8
Wholesale trade in machinery, equipment and supplies	278 733	294 918	311 103	2,8
General and other wholesale trade	160 496	179 888	199 280	5,5
Total	1 861 044	1 898 281	1 935 518	1,0

Abbreviations

BR	Business Register
DTIC	Department of Trade, Industry and Competition
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

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 2018.
Enterprise	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
Full-time employees	Full-time employees are those (permanent, temporary or casual) who normally work 40 hours or more per week.
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	<p>Net profit or loss after tax is derived as:</p> <p>Total income plus closing value of inventories minus total expenditure minus opening value of inventories minus company tax</p>
Net profit or loss before tax	<p>Net profit or loss before tax is derived as:</p> <p>Total income plus closing value of inventories minus total expenditure minus opening value of inventories</p>
Other expenditure	<p>Includes:</p> <p>Accommodation; advertising; amortisation, <i>excluding depreciation</i>; bank charges; bursaries for own employees (staff bursaries); containers and packaging materials; computer expenditure (when not part of non-current assets); donations, sponsorships and social investment for <i>non-employees</i>; entertainment; excise and customs duty; losses on foreign exchange as a result of variations in foreign exchange rates; losses on financial and other liabilities: redemption, liquidation or revaluation; mineral rights leases; paper, printing and stationery; postal and courier services; property taxes paid; provisions; railage and transport-out; research and development; royalties, franchise fees, copyright, trade names, trademarks and patent rights paid; security services; severance, termination and redundancy payments; skills development levy; staff training; subscriptions; travelling; water and electricity; payments to labour brokers; and other expenditure.</p>

Other income	<p>Includes:</p> <p>Capital transfers received (only from the South African government); customs duty received; dividends received; excise duty received; mineral rights leases; net profit on foreign loans as a result of variations in foreign exchange rates; royalties, franchise fees, copyright, trade names and patent rights received; profit on financial and other liabilities: redemption, liquidation and revaluation of liabilities; provisions; government subsidies and incentives received (only from the South African government); and other income.</p>
Part-time employees	<p>Part-time employees are those (permanent, temporary or casual) who usually work less than 40 hours per week.</p>
Profit margin	<p>Profit margin is derived as:</p> <p>Net profit or loss after tax divided by turnover multiplied by 100</p>
Statistical unit	<p>A unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.</p>
Profit margin	<p>Profit margin is derived as:</p> <p>Net profit after tax Divided by turnover Multiplied by 100</p>
Statistical unit	<p>A statistical unit is a unit of observation or measurement for which statistical data are collected or derived.</p>
Stratum	<p>A stratum is constructed by concatenating the SIC classification and size group variables.</p>
Temporary employees	<p>Temporary employees are employees appointed on a short-term contract basis with a stipulated termination date for periods not exceeding one year</p>
Turnover	<p>Turnover includes:</p> <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	<p>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.</p>

Wholesale trade	Includes the resale (sale without transformation) of new and used goods to other wholesalers, retailers and agricultural, industrial, commercial, institutional and professional users either directly or through agents on a fee or contract basis.
Wholesaler	An enterprise deriving more than 50% of its turnover from sale of goods to other businesses and institutions.
Zero values	All rand values less than R500 000.