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## **1. Introduction**

### **1.1 Aim and collection unit**

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

The last survey was conducted in 2015 (Report No. 62-01-02 (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 retail trade industry survey large sample 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:

- Retail trade in non-specialised stores with food, beverages and tobacco predominating (SIC 6211).
- Retail trade in other non-specialised stores (SIC 6219).
- Retail trade in food, beverages and tobacco in specialised stores (SIC 6220).
- Retail trade in pharmaceutical and medical goods, cosmetic and toilet articles (SIC 6231).
- Retail trade in textiles, clothing, footwear and leather goods (SIC 6232).
- Retail trade in household furniture, appliances, articles and equipment (SIC 6233).
- Retail trade in hardware, paints and glass (SIC 6234).
- Retail trade in other specialised stores (SIC 6239).
- Retail trade in second-hand goods in stores (SIC 6240).
- Repair of personal and household goods and retail trade not in stores (SIC 6251, 6252, 6259 and 6260).

### **1.3 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 at 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 retail trade industry in South Africa.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage 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 retail trade industry, 2009–2018**

Type of retail trade	2009		2012		2015		2018	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Non-specialised stores with food, beverages and tobacco predominating	155 291	32,1	226 509	35,2	322 577	39,3	390 388	38,7
Other non-specialised stores	41 860	8,7	48 846	7,6	68 724	8,4	83 746	8,3
Food, beverages and tobacco in specialised stores	42 436	8,8	52 044	8,1	67 871	8,3	80 410	8,0
Pharmaceutical and medical goods, cosmetic and toilet articles	32 079	6,6	45 419	7,1	59 079	7,2	83 747	8,3
Textiles, clothing, footwear and leather goods	98 362	20,3	133 799	20,8	146 734	17,9	188 382	18,7
Household furniture, appliances, articles and equipment	37 682	7,8	38 777	6,0	41 613	5,1	42 790	4,2
Hardware, paints and glass	28 278	5,8	43 783	6,8	50 962	6,2	64 063	6,4
Other specialised stores	27 698	5,7	36 214	5,6	41 052	5,0	58 683	5,8
Second-hand goods in stores	1 528	0,3	1 709	0,3	1 894	0,2	3 121	0,3
Repair of personal and household goods and retail trade not in stores	18 270	3,8	15 553	2,4	20 988	2,6	13 373	1,3
<b>Total</b>	<b>483 484</b>	<b>100,0</b>	<b>642 653</b>	<b>100,0</b>	<b>821 494</b>	<b>100,0</b>	<b>1 008 703</b>	<b>100,0</b>

Source: Report No. 62-01-02

The total income for the retail trade industry in 2018 was R1 008,7 billion. The total income represents an increase of 7,1% per annum over the income reported in the corresponding survey of 2015 (R821,5 billion). Comparing 2015 and 2018, large increases were reported for 'non-specialised stores with food, beverages and tobacco predominating' (+R67,8 billion) and 'textiles, clothing, footwear and leather goods' (+R41,6 billion).

Between 2009 and 2018, 'non-specialised stores with food, beverages and tobacco predominating' gained the biggest percentage share (6,6 percentage points) in income from the retail trade industry (from a percentage contribution of 32,1% in 2009 to 38,7% in 2018). 'Household furniture, appliances, articles and equipment' lost the biggest percentage share (3,6 percentage points) over the same period (from 7,8% in 2009 to 4,2% in 2018).

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

Concentration ratio	2009	2012	2015	2018
	%			
CR5	30,7	31,6	31,3	31,3
CR10	40,0	41,1	42,3	41,5
CR20	47,7	49,0	49,6	51,1
CR50	52,9	54,6	54,7	57,8
CR100	56,5	58,4	58,2	61,5

Source: Report No. 62-01-02

In 2018, the top 100 enterprises in the retail trade industry contributed 61,5% to the total income compared with 56,5% in 2009. The concentration ratios of the top 20, 50 and 100 enterprises were the highest in 2018 at 51,1%, 57,8% and 61,5%, respectively. This illustrates the growing dominance of the top enterprises in the retail trade industry in 2018.



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

Type of retail trade	Net profit/loss after tax				Turnover				Profit margin			
	2009	2012	2015	2018	2009	2012	2015	2018	2009	2012	2015	2018
	R million								%			
Non-specialised stores with food, beverages and tobacco predominating	2 934	4 836	8 244	9 708	153 002	223 772	318 594	385 164	1,9	2,2	2,6	2,5
Other non-specialised stores	1 435	1 317	1 539	1 985	41 493	48 252	68 307	82 802	3,5	2,7	2,3	2,4
Food, beverages and tobacco in specialised stores	89	774	1 017	1 884	42 019	51 698	67 376	79 874	0,2	1,5	1,5	2,4
Pharmaceutical and medical goods, cosmetic and toilet articles	605	1 213	1 265	2 580	31 394	44 510	57 744	82 317	1,9	2,7	2,2	3,1
Textiles, clothing, footwear and leather goods	9 701	6 865	10 592	2 696	93 419	126 823	136 583	178 323	10,4	5,4	7,8	1,5
Household furniture, appliances, articles and equipment	769	2 475	779	1 577	34 130	36 052	39 658	40 542	2,3	6,9	2	3,9
Hardware, paints and glass	1 121	1 478	1 844	2 184	27 872	43 185	50 198	62 020	4,0	3,4	3,7	3,5
Other specialised stores	1 039	1 199	436	1 216	27 347	35 748	40 383	56 932	3,8	3,4	1,1	2,1
Second-hand goods in stores	78	43	99	141	1 488	1 657	1 794	2 957	5,2	2,6	5,5	4,8
Repair of personal and household goods and retail trade not in stores	451	-187	-279	-657	17 671	15 361	20 094	13 130	2,6	-1,2	-1,4	-5,0
<b>Total</b>	<b>18 222</b>	<b>20 013</b>	<b>25 536</b>	<b>23 314</b>	<b>469 835</b>	<b>627 058</b>	<b>800 731</b>	<b>984 061</b>	<b>3,9</b>	<b>3,2</b>	<b>3,2</b>	<b>2,4</b>

Source: Report No. 62-01-02

The profit margin for the retail trade industry in 2018 was 2,4%. 'Second-hand goods in stores' had the highest profit margin at 4,8%, followed by 'household furniture, appliances, articles and equipment' at 3,9% and 'hardware, paints and glass' at 3,5%. 'Repair of personal and household goods and retail trade not in stores' had the only negative profit margin in the industry at -5,0% in 2018.

Between 2009 and 2018, the retail trade industry recorded a highest profit margin of 3,9% in 2009. The highest profit margin by type of retail trade was 'textiles, clothing, footwear and leather goods' at 10,4% in 2009.

## 2.2 Employment

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

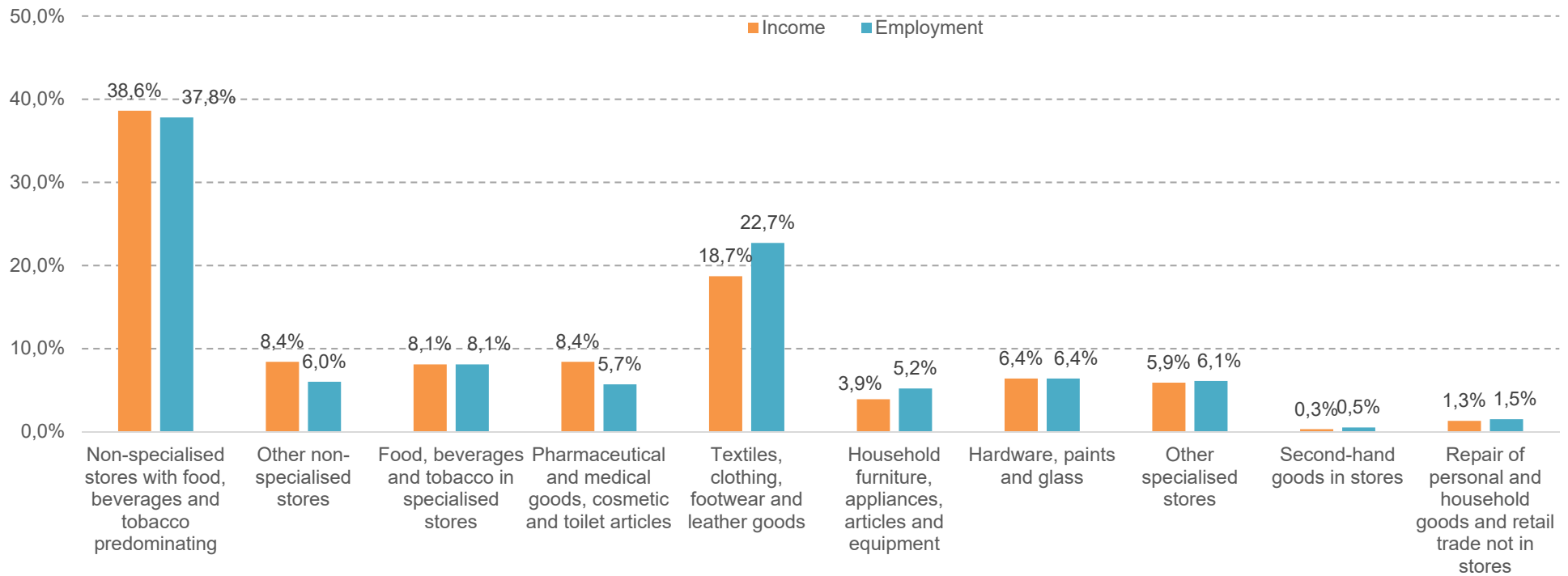
Type of retail trade	2009		2012		2015		2018	
	Number	% contribution	Number	% contribution	Number	% contribution	Number	% contribution
Non-specialised stores with food, beverages and tobacco predominating	184 344	29,7	239 227	34,0	323 115	40,0	305 442	38,4
Other non-specialised stores	46 150	7,4	40 730	5,8	44 414	5,5	46 856	5,9
Food, beverages and tobacco in specialised stores	53 148	8,6	55 071	7,8	60 947	7,5	62 312	7,8
Pharmaceutical and medical goods, cosmetic and toilet articles	31 743	5,1	35 667	5,1	43 169	5,3	54 413	6,8
Textiles, clothing, footwear and leather goods	131 128	21,1	168 132	23,9	177 490	22,0	176 668	22,2
Household furniture, appliances, articles and equipment	63 742	10,3	57 174	8,1	47 635	5,9	36 454	4,6
Hardware, paints and glass	34 965	5,6	42 530	6,1	45 770	5,7	49 354	6,2
Other specialised stores	36 813	5,9	39 501	5,6	41 355	5,1	48 490	6,1
Second-hand goods in stores	2 645	0,4	3 229	0,5	3 019	0,4	3 776	0,5
Repair of personal and household goods and retail trade not in stores	36 357	5,9	21 558	3,1	21 618	2,7	12 076	1,5
<b>Total</b>	<b>621 035</b>	<b>100,0</b>	<b>702 819</b>	<b>100,0</b>	<b>808 532</b>	<b>100,0</b>	<b>795 841</b>	<b>100,0</b>

Source: Report No. 62-01-02

The total number of persons employed in the retail trade industry as at the end of June 2018 was 795 841. 'Non-specialised stores with food, beverages and tobacco predominating' employed the largest number of persons (305 442 or 38,4%), followed by 'textiles, clothing, footwear and leather goods' (176 668 or 22,2%).

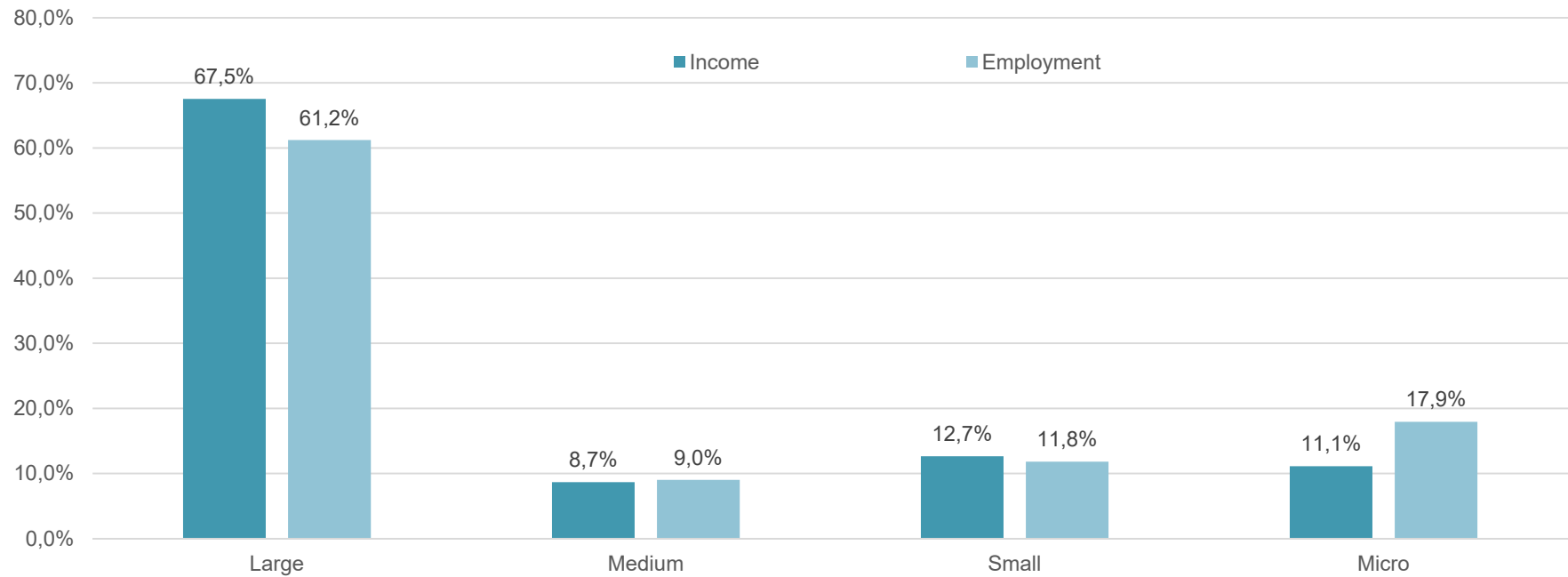
Formal employment increased from 621 035 in 2009 to 795 841 in 2018 (a gain of 174 806 jobs). The biggest gain in persons employed between 2009 and 2018 was in 'non-specialised stores with food, beverages and tobacco predominating' (+121 098 persons), followed by 'textiles, clothing, footwear and leather goods' (+45 540). The biggest loss in employment during the same period was in 'household furniture, appliances, articles and equipment' (-27 288 jobs).

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



The types of retail trade with the highest proportion of employment compared with the proportion of income were 'second-hand goods in stores (0,5% of employment and 0,3% of income), 'household furniture, appliances, articles and equipment' (5,2% of employment and 3,9% of income) and 'textiles, clothing, footwear and leather goods' (contributing 22,7% of employment and 18,7% of income).

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



Large enterprises (those with annual turnover greater than R234 million) contributed 67,5% of the total income of the retail trade industry in 2018 whereas their contribution to employment was 61,2%. Small, medium and micro enterprises (SMMEs) employed 38,8% of persons in the industry and contributed 32,5% of income.

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

Type of retail trade	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
Non-specialised stores with food, beverages and tobacco predominating	12 205	184 344	66 208	14 768	239 227	61 732	23 742	323 115	73 478	27 958	305 442	91 533
Other non-specialised stores	3 341	46 150	72 394	3 980	40 730	97 717	5 941	44 414	133 764	5 885	46 856	125 598
Food, beverages and tobacco in specialised stores	2 397	53 148	45 100	3 154	55 071	57 272	4 038	60 947	66 254	5 483	62 312	87 993
Pharmaceutical and medical goods, cosmetic and toilet articles	3 111	31 743	98 006	4 819	35 667	135 111	6 739	43 169	156 107	10 251	54 413	188 392
Textiles, clothing, footwear and leather goods	11 327	131 128	86 381	15 700	168 132	93 379	18 197	177 490	102 524	20 373	176 668	115 318
Household furniture, appliances, articles and equipment	5 757	63 742	90 317	6 217	57 174	108 738	4 649	47 635	97 596	5 307	36 454	145 581
Hardware, paints and glass	2 607	34 965	74 560	4 267	42 530	100 329	4 984	45 770	108 892	6 079	49 354	123 171
Other specialised stores	3 310	36 813	89 914	4 294	39 501	108 706	4 991	41 355	120 687	6 633	48 490	136 791
Second-hand goods in stores	192	2 645	72 590	263	3 229	81 449	283	3 019	93 740	452	3 776	119 703
Repair of personal and household goods and retail trade not in stores	2 346	36 357	64 527	1 842	21 558	85 444	2 188	21 618	101 212	2 049	12 076	169 675
<b>Total</b>	<b>46 593</b>	<b>621 035</b>	<b>75 025</b>	<b>59 304</b>	<b>702 819</b>	<b>84 380</b>	<b>75 752</b>	<b>808 532</b>	<b>93 691</b>	<b>90 470</b>	<b>795 841</b>	<b>113 678</b>

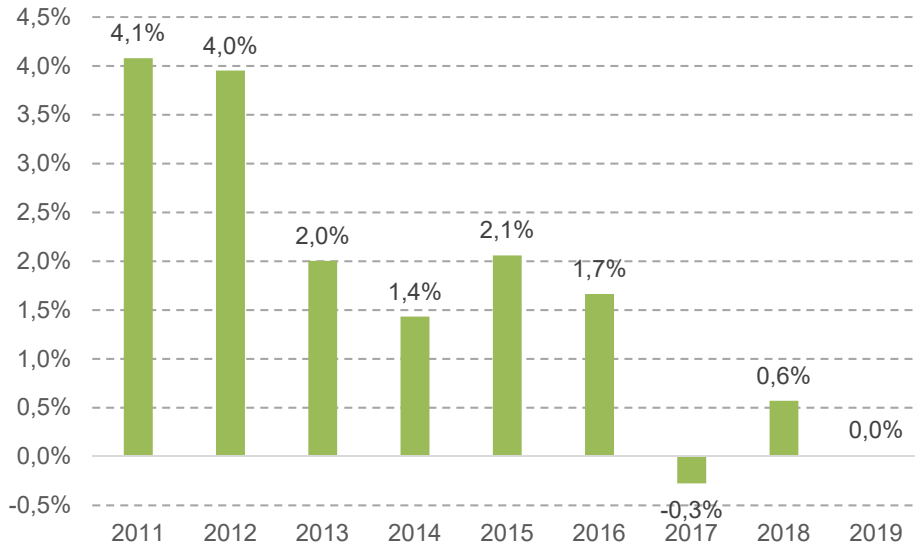
Source: Report No. 62-01-02

The average for salaries and wages in the retail trade industry in 2018 was R113 678. The type of retail trade with the highest average salaries and wages in 2018 was 'pharmaceutical and medical goods, cosmetic and toilet articles' (R188 392), followed by 'repair of personal and household goods and retail trade not in stores' (R169 675) and 'household furniture, appliances, articles and equipment' (R145 581). The type of retail trade with the lowest average salaries and wages in 2018 was 'food, beverages and tobacco in specialised stores' (R87 993).

Total average salaries and wages in the retail trade industry increased from R75 025 in 2009 to R113 678 in 2018, an annualised growth rate of 4,7%. The highest annualised growth rate between surveys in retail trade was 6,7% between 2015 and 2018.

**2.3 Trade industry value added <sup>1</sup>**

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

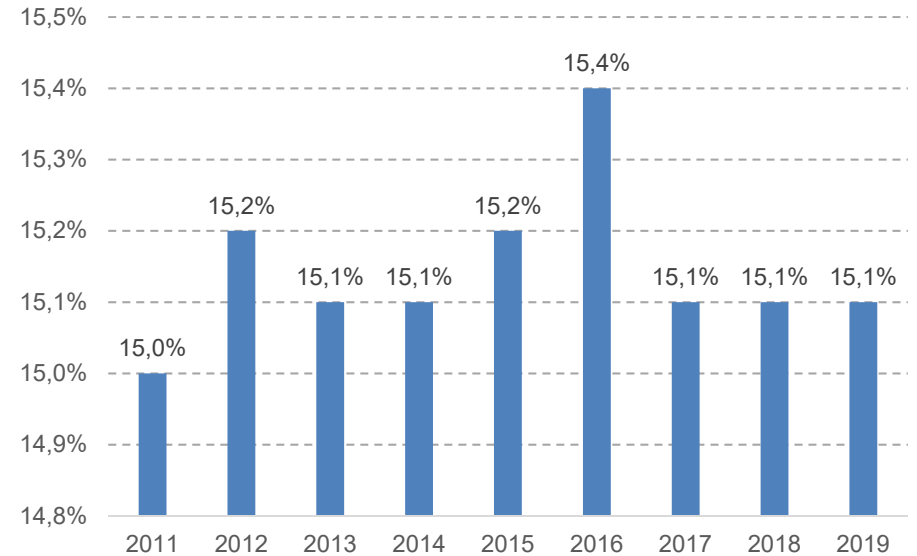


Source: P0441, GDP annual and regional tables, 2020

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).

<sup>1</sup> Wholesale, retail, motor, tourist accommodation, and food and beverages.

**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.

## 2.4 Capital expenditure on new assets

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

Type of retail trade	2009		2012		2015		2018	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Non-specialised stores with food, beverages and tobacco predominating	2 823	37,6	4 810	32,6	7 574	40,5	7 966	39,3
Other non-specialised stores	337	4,5	1 115	7,6	1 219	6,5	2 887	14,3
Food, beverages and tobacco in specialised stores	540	7,2	495	3,4	909	4,9	1 418	7,0
Pharmaceutical and medical goods, cosmetic and toilet articles	184	2,5	689	4,7	524	2,8	1 228	6,1
Textiles, clothing, footwear and leather goods	1 431	19,1	4 196	28,4	4 093	21,9	3 366	16,6
Household furniture, appliances, articles and equipment	480	6,4	1 507	10,2	902	4,8	1 142	5,6
Hardware, paints and glass	651	8,7	939	6,4	1 727	9,2	935	4,6
Other specialised stores	434	5,8	538	3,6	1 465	7,8	970	4,8
Second-hand goods in stores	21	0,3	28	0,2	47	0,3	70	0,3
Repair of personal and household goods and retail trade not in stores	599	8,0	432	2,9	243	1,3	263	1,3
<b>Total</b>	<b>7 500</b>	<b>100</b>	<b>14 749</b>	<b>100</b>	<b>18 703</b>	<b>100</b>	<b>20 245</b>	<b>100</b>

Source: Report No. 62-01-02

The capital expenditure on new assets in 2018 (R20,2 billion) represents an increase of 2,7% per annum over the expenditure reported in the corresponding survey of 2015 (R18,7 billion). The largest contributor to total capital expenditure was 'non-specialised stores with food, beverages and tobacco predominating' (R8,0 billion or 39,3%), followed by 'textiles, clothing, footwear and leather goods' (R3,4 billion or 16,6%) and 'other non-specialised stores' (R2,9 billion or 14,3%). Comparing 2015 and 2018, the largest increase was reported for 'other non-specialised stores' (+1,7 billion).

Between 2009 and 2018, 'other non-specialised stores' gained the biggest percentage share (9,8 percentage points) in capital expenditure on new assets (from a percentage contribution of 4,5% in 2009 to 14,3% in 2018). 'Repair of personal and household goods and retail trade not in stores' lost the biggest percentage share (-6,7 percentage points) over the same period (from 8,0% in 2009 to 1,3% in 2018).



**Risenga Maluleke**  
**Statistician-General**

## 3. Tables

Table 1 – Principal statistics in the trade industry<sup>1</sup>, 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

<sup>1</sup> The trade industry comprises wholesale trade, retail trade, motor trade, tourist accommodation, and food and beverages.

Table 2 – Principal statistics in the retail 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	800 731	821 494	791 633	85 412	92 913	37 362	18 703	808 532
2018	984 061	1 008 703	978 344	113 289	119 626	36 696	20 245	795 841
Annualised % change	7,1	7,1	7,3	9,9	8,8	-0,6	2,7	-0,5



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

Type of retail 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		
Non-specialised stores with food, beverages and tobacco predominating	322 577	390 388	6,6	313 779	378 338	6,4	23 436	30 983	9,8
Other non-specialised stores	68 724	83 746	6,8	67 261	81 721	6,7	9 883	16 905	19,6
Food, beverages and tobacco in specialised stores	67 871	80 410	5,8	67 145	78 609	5,4	3 654	4 060	3,6
Pharmaceutical and medical goods, cosmetic and toilet articles	59 079	83 747	12,3	57 750	80 074	11,5	5 017	6 916	11,3
Textiles, clothing, footwear and leather goods	146 734	188 382	8,7	133 163	182 737	11,1	22 065	29 062	9,6
Household furniture, appliances, articles and equipment	41 613	42 790	0,9	39 745	41 234	1,2	6 431	6 847	2,1
Hardware, paints and glass	50 962	64 063	7,9	48 894	61 571	8,0	5 591	8 067	13,0
Other specialised stores	41 052	58 683	12,6	40 920	57 151	11,8	7 387	8 894	6,4
Second-hand goods in stores	1 894	3 121	18,1	1 782	2 932	18,1	281	330	5,5
Repair of personal and household goods and retail trade not in stores	20 988	13 373	-13,9	21 194	13 977	-13,0	1 667	1 225	-9,8
<b>Total</b>	<b>821 494</b>	<b>1 008 703</b>	<b>7,1</b>	<b>791 633</b>	<b>978 344</b>	<b>7,3</b>	<b>85 412</b>	<b>113 289</b>	<b>9,9</b>

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

Type of retail 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		
Non-specialised stores with food, beverages and tobacco predominating	25 815	32 294	7,7	11 177	13 361	6,1	7 574	7 966	1,7
Other non-specialised stores	10 446	17 591	19,0	2 026	2 711	10,2	1 219	2 887	33,3
Food, beverages and tobacco in specialised stores	4 288	4 629	2,6	1 360	2 370	20,3	909	1 418	16,0
Pharmaceutical and medical goods, cosmetic and toilet articles	5 440	7 150	9,5	1 752	3 907	30,6	524	1 228	32,8
Textiles, clothing, footwear and leather goods	23 648	30 941	9,4	15 154	7 524	-20,8	4 093	3 366	-6,3
Household furniture, appliances, articles and equipment	6 902	7 619	3,3	2 339	2 328	-0,2	902	1 142	8,2
Hardware, paints and glass	6 108	8 537	11,8	2 585	2 962	4,6	1 727	935	-18,5
Other specialised stores	8 201	9 160	3,8	946	1 798	23,9	1 465	970	-12,8
Second-hand goods in stores	296	325	3,2	127	184	13,2	47	70	14,2
Repair of personal and household goods and retail trade not in stores	1 769	1 380	-7,9	-104	-449	-62,8	243	263	2,7
<b>Total</b>	<b>92 913</b>	<b>119 626</b>	<b>8,8</b>	<b>37 362</b>	<b>36 696</b>	<b>-0,6</b>	<b>18 703</b>	<b>20 245</b>	<b>2,7</b>

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

Type of retail trade	Net profit/loss after tax		Turnover		Profit margin <sup>2</sup>	
	2015	2018	2015	2018	2015	2018
	R million		R million		%	
Non-specialised stores with food, beverages and tobacco predominating	8 244	9 708	318 594	385 164	2,6	2,5
Other non-specialised stores	1 539	1 985	68 307	82 802	2,3	2,4
Food, beverages and tobacco in specialised stores	1 017	1 884	67 376	79 874	1,5	2,4
Pharmaceutical and medical goods, cosmetic and toilet articles	1 265	2 580	57 744	82 317	2,2	3,1
Textiles, clothing, footwear and leather goods	10 592	2 696	136 583	178 323	7,8	1,5
Household furniture, appliances, articles and equipment	779	1 577	39 658	40 542	2,0	3,9
Hardware, paints and glass	1 844	2 184	50 198	62 020	3,7	3,5
Other specialised stores	436	1 216	40 383	56 932	1,1	2,1
Second-hand goods in stores	99	141	1 794	2 957	5,5	4,8
Repair of personal and household goods and retail trade not in stores	-279	-657	20 094	13 130	-1,4	-5,0
<b>Total</b>	<b>25 536</b>	<b>23 314</b>	<b>800 731</b>	<b>984 061</b>	<b>3,2</b>	<b>2,4</b>

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

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

Type of income	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Sales of goods	786 954	968 732	95,8	96,0	7,2
Services	12 614	13 749	1,5	1,4	2,9
Interest received	8 771	6 706	1,1	0,7	-8,6
Rental and leasing income	1 163	1 580	0,1	0,2	10,8
Other	11 992	17 936	1,5	1,8	14,4
<b>Total</b>	<b>821 494</b>	<b>1 008 703</b>	<b>100,0</b>	<b>100,0</b>	<b>7,1</b>

**Table 6 – Income in the retail trade industry, 2018**

Type of retail trade	Sales of goods	Services	Interest received	Rental and leasing income	Other	Total
	R million					
Non-specialised stores with food, beverages and tobacco predominating	380 158	3 831	908	1 175	4 316	390 388
Other non-specialised stores	82 508	264	194	30	750	83 746
Food, beverages and tobacco in specialised stores	79 780	50	189	44	347	80 410
Pharmaceutical and medical goods, cosmetic and toilet articles	80 962	1 159	137	196	1 293	83 747
Textiles, clothing, footwear and leather goods	175 951	2 338	4 174	34	5 885	188 382
Household furniture, appliances, articles and equipment	37 059	3 477	254	6	1 994	42 790
Hardware, paints and glass	61 833	164	422	23	1 621	64 063
Other specialised stores	55 827	1 052	263	53	1 488	58 683
Second-hand goods in stores	2 923	28	44	6	120	3 121
Repair of personal and household goods and retail trade not in stores	11 731	1 386	121	13	122	13 373
<b>Total</b>	<b>968 732</b>	<b>13 749</b>	<b>6 706</b>	<b>1 580</b>	<b>17 936</b>	<b>1 008 703</b>

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

Type of retail trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	R million				
Non-specialised stores with food, beverages and tobacco predominating	303 528	49 094	28 725	9 041	390 388
Other non-specialised stores	62 569	3 068	8 052	10 057	83 746
Food, beverages and tobacco in specialised stores	20 347	9 659	25 684	24 720	80 410
Pharmaceutical and medical goods, cosmetic and toilet articles	55 703	4 684	10 533	12 827	83 747
Textiles, clothing, footwear and leather goods	165 370	4 345	8 421	10 246	188 382
Household furniture, appliances, articles and equipment	20 716	3 203	5 682	13 189	42 790
Hardware, paints and glass	19 769	6 035	20 950	17 309	64 063
Other specialised stores	22 076	4 967	13 350	18 290	58 683
Second-hand goods in stores	0	113	655	2 353	3 121
Repair of personal and household goods and retail trade not in stores	3 014	1 334	4 285	4 740	13 373
<b>Total</b>	<b>673 092</b>	<b>86 502</b>	<b>126 337</b>	<b>122 772</b>	<b>1 008 703</b>

**Table 8 – Concentration ratios (relative contribution of large enterprises) in the retail trade industry, 2018**

Type of retail trade	Total income	Income of the 5 largest enterprises	Relative contribution of the 5 largest enterprises <sup>4</sup>	Income of the 10 largest enterprises	Relative contribution of the 10 largest enterprises <sup>4</sup>	Income of the 20 largest enterprises	Relative contribution of the 20 largest enterprises <sup>4</sup>
	R million		%	R million	%	R million	%
Non-specialised stores with food, beverages and tobacco predominating	390 389	256 923	65,8	269 178	69,0	276 417	70,8
Other non-specialised stores	83 746	61 462	73,4	63 272	75,6	65 040	77,7
Food, beverages and tobacco in specialised stores	80 409	12 056	15,0	14 943	18,6	18 902	23,5
Pharmaceutical and medical goods, cosmetic and toilet articles	83 747	47 318	56,5	53 626	64,0	56 394	67,3
Textiles, clothing, footwear and leather goods	188 382	133 514	70,9	144 562	76,7	155 529	82,6
Household furniture, appliances, articles and equipment	42 790	14 033	32,8	17 467	40,8	20 752	48,5
Hardware, paints and glass	64 063	14 931	23,3	17 603	27,5	20 678	32,3
Other specialised stores	58 683	13 469	23,0	16 749	28,5	20 714	35,3
Second-hand goods in stores	3 121	441	14,1	600	19,2	809	25,9
Repair of personal and household goods and retail trade not in stores <sup>3</sup>	13 373	3 884	29,0	4 535	33,9	5 168	38,6
<b>Total</b>	<b>1 008 703</b>	<b>315 834<sup>3</sup></b>	<b>31,3</b>	<b>419 012<sup>3</sup></b>	<b>41,5</b>	<b>515 724<sup>3</sup></b>	<b>57,8</b>

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

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

**Table 9 – Expenditure in the retail trade industry, 2015 and 2018**

Type of expenditure	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Purchases	597 107	717 989	75,4	73,4	6,3
Employment cost	75 752	90 470	9,6	9,2	6,1
Rental and leasing of land, buildings and other structures under operating leases	28 336	34 377	3,6	3,5	6,7
Utilities (water and electricity)	9 891	10 481	1,2	1,1	2,0
Interest paid	7 213	8 190	0,9	0,8	4,3
Leasing and hiring of plant, machinery, equipment and vehicles under operating leases		3 491		0,4	
Other expenditure	73 334	113 346	9,3	11,6	15,6
<b>Total</b>	<b>791 633</b>	<b>978 344</b>	<b>100</b>	<b>100</b>	<b>7,3</b>



**Table 10 – Expenditure in the retail trade industry, 2018**

Type of retail trade	Purchases	Employment costs	Rental and leasing of land, buildings and other structures under operating leases	Water and electricity	Interest paid	Leasing and hiring of plant, machinery, equipment and vehicles under operating leases	Other expenditure	Total
	R million							
Non-specialised stores with food, beverages and tobacco predominating	299 461	27 958	10 104	4 566	2 166	724	33 359	378 338
Other non-specialised stores	67 138	5 885	1 668	1 796	589	208	4 437	81 721
Food, beverages and tobacco in specialised stores	64 519	5 483	1 315	814	373	384	5 721	78 609
Pharmaceutical and medical goods, cosmetic and toilet articles	55 772	10 251	1 288	534	298	672	11 259	80 074
Textiles, clothing, footwear and leather goods	107 975	20 373	13 690	1 917	3 504	524	34 754	182 737
Household furniture, appliances, articles and equipment	25 788	5 307	1 770	202	374	344	7 449	41 234
Hardware, paints and glass	46 511	6 079	1 945	258	337	198	6 243	61 571
Other specialised stores	40 287	6 633	2 021	305	442	390	7 073	57 151
Second-hand goods in stores	1 819	452	161	37	30	11	422	2 932
Repair of personal and household goods and retail trade not in stores	8 719	2 049	415	52	77	36	2 629	13 977
<b>Total</b>	<b>717 989</b>	<b>90 470</b>	<b>34 377</b>	<b>10 481</b>	<b>8 190</b>	<b>3 491</b>	<b>113 346</b>	<b>978 344</b>

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

Type of asset	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Land, buildings and construction	4 062	4 072	21,7	20,1	0,1
Plant, machinery and equipment	8 675	9 445	46,4	46,6	2,9
Computers	1 445	2 131	7,7	10,5	13,8
Motor vehicles	1 661	1 688	8,9	8,3	0,5
Other	2 860	2 909	15,3	14,4	0,6
<b>Total</b>	<b>18 703</b>	<b>20 245</b>	<b>100</b>	<b>100,0</b>	<b>2,7</b>

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

Type of retail trade	Land, buildings and construction	Plant, machinery and equipment	Computers	Motor vehicles	Other	Total
	R million					
Non-specialised stores with food, beverages and tobacco predominating	2 147	3 583	190	205	1 841	7 966
Other non-specialised stores	532	808	585	205	757	2 887
Food, beverages and tobacco in specialised stores	359	759	80	180	40	1 418
Pharmaceutical and medical goods, cosmetic and toilet articles	127	809	216	67	9	1 228
Textiles, clothing, footwear and leather goods	336	2 147	594	158	131	3 366
Household furniture, appliances, articles and equipment	258	366	173	324	21	1 142
Hardware, paints and glass	164	283	108	313	67	935
Other specialised stores	69	548	141	189	23	970
Second-hand goods in stores	11	37	9	10	3	70
Repair of personal and household goods and retail trade not in stores	69	105	35	37	17	263
<b>Total</b>	<b>4 072</b>	<b>9 445</b>	<b>2 131</b>	<b>1 688</b>	<b>2 909</b>	<b>20 245</b>

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

Type of retail trade	Female employees			Male employees			Total employees		
	2015	2018	Annualised % change	2015	2018	Annualised % change	2015	2018	Annualised % change
	Number			Number			Number		
Non-specialised stores with food, beverages and tobacco predominating	196 512	158 564	-6,9	126 603	146 878	5,1	323 115	305 442	-1,9
Other non-specialised stores	20 232	22 118	3,0	24 182	24 738	0,8	44 414	46 856	1,8
Food, beverages and tobacco in specialised stores	29 494	27 911	-1,8	31 453	34 401	3,0	60 947	62 312	0,7
Pharmaceutical and medical goods, cosmetic and toilet articles	28 916	35 847	7,4	14 253	18 566	9,2	43 169	54 413	8,0
Textiles, clothing, footwear and leather goods	120 772	117 195	-1,0	56 718	59 473	1,6	177 490	176 668	-0,2
Household furniture, appliances, articles and equipment	22 720	15 247	-12,4	24 915	21 207	-5,2	47 635	36 454	-8,5
Hardware, paints and glass	12 932	14 085	2,9	32 838	35 269	2,4	45 770	49 354	2,5
Other specialised stores	19 917	22 628	4,3	21 438	25 862	6,5	41 355	48 490	5,4
Second-hand goods in stores	1 244	1 528	7,1	1 775	2 248	8,2	3 019	3 776	7,7
Repair of personal and household goods and retail trade not in stores	9 281	4 716	-20,2	12 337	7 360	-15,8	21 618	12 076	-17,6
<b>Total</b>	<b>462 020</b>	<b>419 839</b>	<b>-3,1</b>	<b>346 512</b>	<b>376 002</b>	<b>2,8</b>	<b>808 532</b>	<b>795 841</b>	<b>-0,5</b>

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

Type of retail trade	Full-time			Part-time			Total
	Female	Male	Total	Female	Male	Total	
	Number						
Non-specialised stores with food, beverages and tobacco predominating	150 892	141 253	292 145	7 647	5 650	13 297	305 442
Other non-specialised stores	20 219	20 856	41 075	1 888	3 893	5 781	46 856
Food, beverage and tobacco in specialised stores	26 366	32 305	58 671	1 577	2 064	3 641	62 312
Pharmaceutical and medical goods, cosmetic and toilet articles	34 660	18 125	52 785	1 283	345	1 628	54 413
Textiles, clothing, footwear and leather goods	96 177	51 149	147 326	20 701	8 641	29 342	176 668
Household furniture, appliances, articles and equipment	14 122	19 643	33 765	495	2 194	2 689	36 454
Hardware, paints and glass	13 805	33 876	47 681	286	1 387	1 673	49 354
Other specialised stores	20 963	24 706	45 669	1 683	1 138	2 821	48 490
Second-hand goods in stores	1 436	2 123	3 559	104	113	217	3 776
Repair of personal and household goods and retail trade not in stores	4 387	6 894	11 281	351	444	795	12 076
<b>Total</b>	<b>383 027</b>	<b>350 930</b>	<b>733 957</b>	<b>36 015</b>	<b>25 869</b>	<b>61 884</b>	<b>795 841</b>

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

Type of retail trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	Number of employees				
Non-specialised stores with food, beverages and tobacco predominating	222 882	43 249	18 519	20 792	305 442
Other non-specialised stores	27 896	2 651	2 834	13 475	46 856
Food, beverages and tobacco in specialised stores	10 658	4 929	20 184	26 541	62 312
Pharmaceutical and medical goods, cosmetic and toilet articles	28 238	2 751	9 922	13 502	54 413
Textiles, clothing, footwear and leather goods	148 022	5 320	8 730	14 596	176 668
Household furniture, appliances, articles and equipment	16 923	2 839	4 200	12 492	36 454
Hardware, paints and glass	10 100	3 525	14 829	20 900	49 354
Other specialised stores	10 010	4 278	10 931	23 271	48 490
Second-hand goods in stores	0	0	221	3 555	3 776
Repair of personal and household goods and retail trade not in stores	1 146	1 004	3 209	6 717	12 076
<b>Total</b>	<b>475 875</b>	<b>70 546</b>	<b>93 579</b>	<b>155 841</b>	<b>795 841</b>

**Table 16 – Details of income from sales of goods by commodity group, 2015 and 2018**

Commodity group	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Food, beverages and tobacco	341 516	408 884	43,4	42,1	6,2
Pharmaceuticals, medical goods, cosmetics and toiletries	75 146	100 279	9,5	10,4	10,1
Textiles, clothing, accessories and footwear	127 230	156 568	16,2	16,2	7,2
Household furniture, appliances, equipment, articles and supplies	70 857	84 124	9,0	8,7	5,9
Hardware, building materials, paints and glass	63 000	79 211	8,0	8,2	7,9
Other goods	109 205	139 666	13,9	14,4	8,5
<b>Total sales of goods</b>	<b>784 506</b>	<b>968 732</b>	<b>100,0</b>	<b>100,0</b>	<b>7,2</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Fruit and vegetables	30 520	34 374	3,9	3,5	4,0
Meat and meat products	65 190	80 872	8,3	8,3	7,4
Fish	2 900	3 806	0,4	0,4	9,5
Tinned and bottled food	11 920	14 997	1,5	1,5	8,0
Dairy products	24 849	30 586	3,2	3,2	7,2
Eggs	4 580	5 407	0,6	0,6	5,7
Oils	4 732	5 428	0,6	0,6	4,7
Sugar	5 601	6 500	0,7	0,7	5,1
Chocolates, sweets and snacks	12 207	14 865	1,6	1,5	6,8
Bread	7 657	9 473	1,0	1,0	7,4
Bakery products (excluding bread)	7 835	8 271	1,0	0,9	1,8
Maize products	6 168	8 215	0,8	0,8	10,0
Rice	4 192	4 843	0,5	0,5	4,9
Pasta	2 379	2 554	0,3	0,3	2,4
Flour	2 681	4 041	0,3	0,4	14,7
Prepared meals	7 023	7 816	0,9	0,8	3,6
Coffee, tea and cocoa	6 447	7 335	0,8	0,8	4,4
Other food	42 382	56 809	5,4	5,9	10,3



**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (continued)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Non-alcoholic beverages	28 938	32 333	3,7	3,3	3,8
Fermented beverages (e.g. beer, ciders)	24 962	27 379	3,2	2,8	3,1
Distilled beverages (e.g. brandy, gin, whisky)	18 957	20 476	2,4	2,1	2,6
Wines (natural, sparkling, fortified)	8 993	9 895	1,1	1,0	3,2
Tobacco and tobacco products	10 403	12 609	1,3	1,3	6,6
<b>Total: Food, beverages and tobacco</b>	<b>341 516</b>	<b>408 884</b>	<b>43,5</b>	<b>42,2</b>	<b>6,2</b>
Eyewear (prescription and non-prescription eyewear)	413	1 091	0,1	0,1	38,2
Pharmaceutical goods	34 288	47 825	4,4	4,9	11,7
Surgical and orthopaedic instruments and supplies, including orthopaedic footwear	4 827	6 336	0,6	0,7	9,5
Other medical goods	4 112	5 013	0,5	0,5	6,8
Cosmetics and toiletries	31 506	40 014	4,0	4,1	8,3
<b>Total: Eyewear, pharmaceuticals, surgical and medical goods, cosmetics and toiletries</b>	<b>75 146</b>	<b>100 279</b>	<b>9,6</b>	<b>10,4</b>	<b>10,1</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (continued)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Yarn and thread (for weaving, sewing or knitting)	199	495	0,0	0,1	35,5
Fabrics	334	1 269	0,0	0,1	56,0
Made-up household and other textile articles (e.g. bedding, linen, curtains, rugs, tents, ropes, netting), including haberdashery (e.g. needles, buttons, lace, zips)	18 866	25 255	2,4	2,6	10,2
Men's and boys' clothing	34 335	38 564	4,4	4,0	3,9
Women's and girls' clothing	36 278	42 226	4,6	4,4	5,2
Infants' and children's clothing	5 322	7 325	0,7	0,8	11,2
Accessories	5 605	6 830	0,7	0,7	6,8
Men's and boys' footwear	9 333	12 853	1,2	1,3	11,3
Women's and girls' footwear	10 961	13 958	1,4	1,4	8,4
Infants' and children's footwear	921	1 125	0,1	0,1	6,9
Sports footwear	5 076	6 668	0,6	0,7	9,5
<b>Total: Textiles, clothing, accessories and footwear</b>	<b>127 230</b>	<b>156 568</b>	<b>16,2</b>	<b>16,2</b>	<b>7,2</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (continued)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Household furniture	24 451	24 064	3,1	2,5	-0,5
Major household appliances (e.g. stoves, freezers, washing machines, refrigerators)	8 005	10 523	1,0	1,1	9,5
Small electrical appliances (e.g. electric frying pans, irons, kettles)	3 912	5 330	0,5	0,6	10,9
Radio and television equipment and other household audio-visual equipment (including iPod and MP3 players)	8 294	11 610	1,1	1,2	11,9
Musical records, audio and video tapes, compact discs, cassettes, DVDs and MP3s	1 235	1 164	0,2	0,1	-2,0
Musical instruments and scores	426	617	0,1	0,1	13,1
Lighting equipment	2 283	3 476	0,3	0,4	15,0
Kitchenware, cookware and bakeware	2 361	3 204	0,3	0,3	10,7
Cutlery, flatware and silverware	2 504	2 833	0,3	0,3	4,2
Glass and crystalware	1 162	1 322	0,1	0,1	4,4
Household fuel	992	1 230	0,1	0,1	7,4
Household cleaning supplies, chemicals and paper products	10 328	11 886	1,3	1,2	4,8
Other household goods	4 904	6 865	0,6	0,7	11,9
<b>Total: Household furniture, appliances, equipment, articles and supplies</b>	<b>70 857</b>	<b>84 124</b>	<b>9,0</b>	<b>8,7</b>	<b>5,9</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (continued)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Plumbing, heating, cooling and electrical equipment and supplies	8 522	12 294	1,1	1,3	13,0
Hand tools and equipment for domestic use	4 355	5 341	0,6	0,6	7,0
Other hardware	4 584	8 233	0,6	0,8	21,6
Building materials (including tiles)	37 617	42 356	4,8	4,4	4,0
Paints, varnishes and lacquers	6 868	8 752	0,9	0,9	8,4
Glass and other articles of glass	1 054	2 235	0,1	0,2	28,5
<b>Total: Hardware, building materials, paints and glass</b>	<b>63 000</b>	<b>79 211</b>	<b>8,0</b>	<b>8,2</b>	<b>7,9</b>
Books (hardcover and paperback), newspapers, magazines and other periodicals in print	4 970	6 041	0,6	0,6	6,7
Stationery of paper and cardboard (e.g. diaries, exercise books, letter pads, file covers, notebooks, postcards, greeting cards), commercial advertising materials and other printed matter	6 549	8 509	0,8	0,9	9,1
<b>Sub-total: Reading materials and stationery</b>	<b>11 519</b>	<b>14 550</b>	<b>1,5</b>	<b>1,5</b>	<b>8,1</b>
Watches and clocks	4 303	4 835	0,5	0,5	4,0
Jewellery and other related articles	6 205	9 063	0,8	0,9	13,5
<b>Sub-total: Watches, clocks and jewellery</b>	<b>10 508</b>	<b>13 898</b>	<b>1,3</b>	<b>1,4</b>	<b>9,8</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (continued)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Hunting, fishing and camping equipment and supplies	1 652	2 111	0,2	0,2	8,5
Sports goods (e.g. rugby, golf, soccer, cricket, tennis, hockey, surf), equipment and accessories	2 122	4 625	0,3	0,5	29,7
All other sports and recreational goods (e.g. bicycles, pleasure boats, pool tables, gymnasium exercise and fitness equipment, playground equipment)	7 393	9 357	0,9	1,0	8,2
<b>Sub-total: Sports and recreational goods</b>	<b>11 167</b>	<b>16 093</b>	<b>1,4</b>	<b>1,7</b>	<b>13,0</b>
Computers, tablets, components and related equipment and devices (e.g. USBs), packaged computer software, including computer and video games, musical and game downloads and eBooks, office and accounting machinery, including office furniture	6 067	9 354	0,8	1,0	15,5
Cameras (still, digital and video), picture frames, binoculars and related photographic equipment and supplies	1 797	2 087	0,2	0,2	5,1
Telephones and home office electronics	389	1 237	0,0	0,1	47,1
Cellphones	12 812	15 404	1,6	1,6	6,3
Prepaid airtime	8 341	9 799	1,1	1,0	5,5
<b>Sub-total: Computers, software, photographic materials and related items</b>	<b>29 406</b>	<b>37 881</b>	<b>3,7</b>	<b>3,9</b>	<b>8,8</b>

**Table 17 – Details of income from sales of goods by commodity type, 2015 and 2018 (concluded)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Toys, games and hobby supplies (excluding computer and video games)	2 968	4 610	0,4	0,5	15,8
Leather goods, luggage and travel accessories	3 130	5 455	0,4	0,6	20,3
Cut flowers and related floral supplies	1 583	2 328	0,2	0,2	13,7
Outdoor power equipment and accessories	797	967	0,1	0,1	6,7
Other lawn and garden-related products	737	1 131	0,1	0,1	15,3
Souvenirs and artwork	2 249	2 792	0,3	0,3	7,5
Used/second-hand merchandise and antiques	2 061	1 007	0,3	0,1	-21,2
Pets and pet food	4 060	3 956	0,5	0,4	-0,9
Other miscellaneous goods	29 020	34 998	11,2	11,8	6,4
<b>Sub-total: Miscellaneous goods</b>	<b>46 605</b>	<b>57 244</b>	<b>5,9</b>	<b>5,9</b>	<b>7,1</b>
<b>Total: Other goods</b>	<b>109 205</b>	<b>139 666</b>	<b>13,9</b>	<b>14,4</b>	<b>8,5</b>
<b>Total: Sales of goods</b>	<b>786 954</b>	<b>968 732</b>	<b>100,0</b>	<b>100,0</b>	<b>7,2</b>

**Table 18 – Details of purchases by commodity group, 2015 and 2018**

Commodity group	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Food, beverages and tobacco	272 270	328 625	45,5	45,8	6,5
Pharmaceuticals, medical goods, cosmetics and toiletries	54 651	66 091	9,2	9,2	6,5
Textiles, clothing, accessories and footwear	78 895	86 348	13,2	12,0	3,1
Household furniture, appliances, equipment, articles and supplies	45 161	46 607	7,6	6,5	1,1
Hardware, building materials, paints and glass	51 780	63 848	8,7	8,9	7,2
Other purchases of goods	94 350	126 470	15,8	17,6	10,3
<b>Total</b>	<b>597 107</b>	<b>717 989</b>	<b>100,0</b>	<b>100,0</b>	<b>6,3</b>

**Table 19 – Details of purchases by commodity type in the retail trade industry, 2018**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Food	204 043	255 497	34,3	35,6	7,8
Beverages	61 054	65 447	10,3	9,1	2,3
Tobacco and tobacco products	7 173	7 681	1,2	1,1	2,3
<b>Sub-total: Food, beverages and tobacco</b>	<b>272 270</b>	<b>328 625</b>	<b>45,8</b>	<b>45,8</b>	<b>6,5</b>
<b>Sub-total: Pharmaceuticals, medical goods, cosmetics and toiletries</b>	<b>54 651</b>	<b>66 091</b>	<b>9,2</b>	<b>9,2</b>	<b>6,5</b>
Textiles, and textile products, including leather	8 978	9 488	1,5	1,3	1,9
Clothing and made-up accessories	45 735	51 787	7,7	7,2	4,2
Footwear	24 182	25 073	4,1	3,5	1,2
<b>Sub-total: Textiles, clothing, accessories and footwear</b>	<b>78 895</b>	<b>86 348</b>	<b>13,3</b>	<b>12,0</b>	<b>3,1</b>
Household furniture	20 358	18 837	3,4	2,6	-2,6
Household fuel (e.g. LPG gas, paraffin, charcoal)	1 077	1 431	0,2	0,2	9,9
Domestic (household) appliances, equipment and articles	23 726	26 339	4,0	3,7	3,5
<b>Sub-total: Household furniture, appliances, equipment, articles and supplies</b>	<b>45 161</b>	<b>46 607</b>	<b>7,6</b>	<b>6,5</b>	<b>1,1</b>



**Table 19 – Details of purchases by commodity type in the retail trade industry, 2018 (concluded)**

Commodity type	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Construction (building) materials and builders' hardware	44 181	54 009	7,4	7,5	6,9
Paints	3 318	5 037	0,6	0,7	14,9
Varnishes, lacquers and other construction chemicals	195	333	0,0	0,0	19,5
Electrical machinery, equipment, apparatus and parts thereof	4 086	4 469	0,7	0,6	3,0
<b>Sub-total: Hardware, building materials, paints and glass</b>	<b>51 780</b>	<b>63 848</b>	<b>8,7</b>	<b>8,9</b>	<b>7,2</b>
Live animals and plants, flowers, seeds	4 186	8 960	0,7	1,2	28,9
Reading materials and stationery	8 352	9 664	1,4	1,3	5,0
Petrol	596	612	0,1	0,1	0,9
Diesel	427	625	0,1	0,1	13,6
Chemicals, fertilisers, pesticides and other chemical preparations	12 742	13 755	2,1	1,9	2,6
Sports and leisure goods, toys, games and parts thereof	10 842	11 338	1,8	1,6	1,5
Jewellery, watches, clocks	6 003	7 998	1,0	1,1	10,0
Non-electrical machinery, equipment, apparatus and parts thereof	4 536	5 005	0,8	0,7	3,3
Office furniture, computers and related equipment and devices	6 057	9 108	1,0	1,3	14,6
Communication equipment, accessories and supplies	15 558	20 340	2,6	2,8	9,3
Photographic, optical and precision equipment and instruments	921	1 389	0,2	0,2	14,7
Miscellaneous consumer goods of paper, cardboard, wood, plastic, rubber, metal or any other material	10 464	22 657	1,8	3,2	29,4
Containers and packaging materials, including pallets	6 385	7 948	1,1	1,1	7,6
Consumables (e.g. protective clothing, cleaning materials)	1 108	1 503	0,2	0,2	10,7
Other purchases and transfers-in of goods not specified elsewhere	6 173	5 568	1,0	0,8	-3,4
<b>Sub-total: Other purchases and transfers-in of goods</b>	<b>94 350</b>	<b>126 470</b>	<b>15,8</b>	<b>17,6</b>	<b>10,3</b>
<b>Total</b>	<b>597 107</b>	<b>717 989</b>	<b>100</b>	<b>100</b>	<b>6,3</b>

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

Client	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Individuals	679 303	838 504	84,9	85,3	7,3
Businesses	115 707	140 083	14,5	14,3	6,6
Government	4 558	3 894	0,6	0,4	-5,1
<b>Total</b>	<b>799 568</b>	<b>982 481</b>	<b>100,0</b>	<b>100,0</b>	<b>7,1</b>

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

Type of retail trade	Individuals	Businesses (including parastatals)	Government (national, provincial and local)	Total
	R million			
Non-specialised stores with food, beverages and tobacco predominating	326 221	57 401	367	<b>383 989</b>
Other non-specialised stores	52 860	29 880	32	<b>82 772</b>
Food, beverages and tobacco in specialised stores	65 346	14 319	165	<b>79 830</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	80 865	1 255	1	<b>82 121</b>
Textiles, clothing, footwear and leather goods	178 222	67	0	<b>178 289</b>
Household furniture, appliances, articles and equipment	36 826	3 312	398	<b>40 536</b>
Hardware, paints and glass	45 406	16 182	409	<b>61 997</b>
Other specialised stores	38 938	16 483	1 458	<b>56 879</b>
Second-hand goods in stores	2 559	351	41	<b>2 951</b>
Repair of personal and household goods and retail trade not in stores	11 261	833	1023	<b>13 117</b>
<b>Total</b>	<b>838 504</b>	<b>140 083</b>	<b>3 894</b>	<b>982 481</b>

**Table 22 – Income from sales of goods and services by method of payment in the retail trade industry, 2012 and 2015**

Method of payment	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Cash	362 415	393 496	45,3	40,1	2,8
Debit card	179 676	272 756	22,5	27,8	14,9
Credit card	156 443	172 159	19,6	17,5	3,2
Retail card	44 265	58 454	5,5	5,9	9,7
Reward card		2 030		0,2	
Transfers	56 769	83 586	7,1	8,5	13,8
<b>Total</b>	<b>799 568</b>	<b>982 481</b>	<b>100,0</b>	<b>100,0</b>	<b>7,1</b>

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

Type of retail trade	Cash	Debit card	Credit card	Retail card	Reward card	Transfers, including internet (electronic transfers)	Total
	R million						
Non-specialised stores with food, beverages and tobacco predominating	152 591	122 735	92 780	10 566	476	4 841	<b>383 989</b>
Other non-specialised stores	25 527	37 914	13 026	2 135	35	4 135	<b>82 772</b>
Food, beverages and tobacco in specialised stores	41 778	18 127	7 334	1	0	12 590	<b>79 830</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	27 485	24 935	6 429	1 051	142	22 079	<b>82 121</b>
Textiles, clothing, footwear and leather goods	83 614	33 152	24 581	34 642	4	2 296	<b>178 289</b>
Household furniture, appliances, articles and equipment	14 925	4 949	5 050	9 154	0	6 458	<b>40 536</b>
Hardware, paints and glass	21 308	15 179	10 443	840	87	14 140	<b>61 997</b>
Other specialised stores	21 837	13 190	8 034	65	1 122	12 631	<b>56 879</b>
Second-hand goods in stores	1 334	812	440	0	164	201	<b>2 951</b>
Repair of personal and household goods and retail trade not in stores	3 097	1 763	4 042	0	0	4 215	<b>13 117</b>
<b>Total</b>	<b>393 496</b>	<b>272 756</b>	<b>172 159</b>	<b>58 454</b>	<b>2 030</b>	<b>83 586</b>	<b>982 481</b>

**Table 24 – Income from sales and services by method of selling in the retail trade industry, 2015 and 2018**

Method of selling	2015	2018	2015	2018	Annualised % change
	R million		% contribution		
Electronic commerce	14 957	27 979	1,9	2,8	23,2
Store or display showroom	747 000	908 358	93,3	92,5	6,7
Warehouse or office	12 399	10 094	1,6	1,0	-6,6
Mail order	1 258	3 455	0,2	0,4	40,0
Direct selling	18 228	16 466	2,3	1,7	-3,3
Commission agents, commodity brokers, auctioneers	2 198	8 114	0,3	0,8	54,6
Other methods of selling	3 528	8 015	0,4	0,8	31,5
<b>Total income from sales of goods and services rendered</b>	<b>799 568</b>	<b>982 481</b>	<b>100</b>	<b>100</b>	<b>7,1</b>

**Table 25 – Income from sales and services by method of selling in the retail trade industry, 2018**

Type of retail trade	Electronic commerce	Store or display showroom	Warehouse or office	Mail order	Direct selling	Commission agents, commodity brokers, auctioneers	Other methods of selling	Total
	R million							
Non-specialised stores with food, beverages and tobacco predominating	7 836	374 195	990	0	968	0	0	<b>383 989</b>
Other non-specialised stores	559	79 505	0	0	0	62	2 646	<b>82 772</b>
Food, beverage and tobacco in specialised stores	1 646	69 065	3 436	0	3 577	271	1 835	<b>79 830</b>
Pharmaceutical and medical goods, cosmetic and toilet articles	617	74 326	0	0	4 467	0	2 711	<b>82 121</b>
Textiles, clothing, footwear and leather goods	4 753	172 965	54	0	489	28	0	<b>178 289</b>
Household furniture, appliances, articles and equipment	3 352	32 965	552	3 016	201	450	0	<b>40 536</b>
Hardware, paints and glass	164	57 673	2 527	0	1 621	0	12	<b>61 997</b>
Other specialised stores	4 615	38 496	1 793	436	4 258	7 276	5	<b>56 879</b>
Second-hand goods in stores	500	2 137	38	3	246	27	0	<b>2 951</b>
Repair of personal and household goods and retail trade not in stores	3 937	7 031	704	0	639	0	806	<b>13 117</b>
<b>Total</b>	<b>27 979</b>	<b>908 358</b>	<b>10 094</b>	<b>3 455</b>	<b>16 466</b>	<b>8 114</b>	<b>8 015</b>	<b>982 481</b>

**Table 26 – Information and communication technology usage in the retail trade industry, 2018**

Type of retail trade	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	% of enterprises						
Non-specialised stores with food, beverages and tobacco predominating	99,2	95,8	59,3	72,6	98,9	33,5	57,8
Other non-specialised stores	100,0	96,7	43,3	63,3	93,3	40,0	46,7
Food, beverages and tobacco in specialised stores	97,8	93,5	54,6	54,1	97,3	23,8	51,9
Pharmaceutical and medical goods, cosmetic and toilet articles	100,0	100,0	59,0	70,5	100,0	32,8	45,9
Textiles, clothing, footwear and leather goods	98,5	98,5	60,6	69,7	98,5	30,3	50,0
Household furniture, appliances, articles and equipment	100,0	94,6	67,6	75,7	100,0	24,3	70,3
Hardware, paints and glass	98,4	96,7	64,2	70,7	99,2	27,6	58,5
Other specialised stores	98,6	92,8	64,5	55,8	97,1	33,3	57,2
Second-hand goods in stores	97,8	91,3	57,6	53,3	98,9	12,0	53,3
Repair of personal and household goods and retail trade not in stores	98,9	95,5	52,3	52,3	96,6	26,1	60,2
<b>Total</b>	<b>98,7</b>	<b>95,1</b>	<b>58,9</b>	<b>63,3</b>	<b>98,2</b>	<b>28,3</b>	<b>55,6</b>



**Table 27 – Information and communication technology usage by enterprise size in the retail trade industry, 2018**

Enterprise size	Use computer	Use internet	Use internet banking	Have web page	Receive orders over internet	Place orders over internet	IT outsourced
	% of enterprises						
Large enterprises	98,2	96,8	59,5	70,3	98,6	28,8	53,2
Medium enterprises	99,7	96,2	60,4	71,8	99,1	32,9	57,9
Small enterprises	98,7	95,6	57,7	55,9	97,8	27,8	54,6
Micro enterprises	98,1	92,5	57,9	55,3	97,2	23,9	55,7
<b>Total</b>	<b>98,7</b>	<b>95,1</b>	<b>58,9</b>	<b>63,3</b>	<b>98,2</b>	<b>28,3</b>	<b>55,6</b>

**Explanatory notes****Background**

The results presented in this publication have been derived from the 2018 retail trade industry large sample survey. This is a periodic survey which measures economic activity in the retail trade industry of the South African economy. The survey is based on a sample of private and public enterprises operating in retail trade industry.

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.

**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 *Standard Industrial Classification of all Economic Activities* (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 *International Standard Industrial Classification of all Economic Activities* (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 R234 million. Table 28 presents Department of Trade, Industry and Competition (DTIC) cut-off points adjusted by a factor of 6,0.

**Table 28 – Size groups for the retail trade industry, 2018**

Size group	Annual turnover
Large enterprises	Turnover > R234 000 000
Medium enterprises	R114 000 000 < turnover ≤ R234 000 000
Small enterprises	R24 000 000 < turnover ≤ R114 000 000
Micro enterprises	Turnover ≤ R24 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 76,8%.

**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 99,1%.

**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.

**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 Retail 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 29 – Income in the retail trade industry within 95% confidence limits, 2018**

Type of retail trade	Lower limit	Total income	Upper limit	Relative standard error
	R million			%
Non-specialised stores with food, beverages and tobacco predominating	364 397	384 758	405 119	2,7
Other non-specialised stores	74 231	83 752	93 273	5,8
Food, beverages and tobacco in specialised stores	73 619	80 395	87 171	4,3
Pharmaceutical and medical goods, cosmetic and toilet articles	77 181	83 747	90 313	4,0
Textiles, clothing, footwear and leather goods	176 305	186 156	196 007	2,7
Household furniture, appliances, articles and equipment	23 150	38 699	54 248	20,5
Hardware, paints and glass	58 036	64 063	70 090	4,8
Other specialised stores	53 852	58 683	63 514	4,2
Second-hand goods in stores	2 650	3 121	3 592	7,7
Repair of personal and household goods and retail trade not in stores	11 722	13 373	15 024	6,3
<b>Total</b>	<b>965 489</b>	<b>996 747</b>	<b>1 028 005</b>	<b>1,6</b>

**Revisions to previous results** Revisions were made to previous results due to editing and new information obtained after publication.

**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

<b>Concentration ratio</b>	The ratio of the income of the <i>n</i> largest enterprises to the total income.
<b>Employees</b>	Persons employed by a business or organisation and who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June 2018.
<b>Employment costs</b>	The total cost of employment, including salaries, wages, service and other bonuses, allowances (including car allowances), overtime payments, retirement benefits, contributions to medical, pension and provident funds, unemployment insurance and accident funds, and housing subsidies.
<b>Enterprise</b>	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
<b>Full-time employees</b>	Full-time employees are those (permanent, temporary or casual) who normally work 40 hours or more per week.
<b>Labour brokers</b>	Agents who recruit and administer workers on behalf of the enterprise. They do not provide any other service.
<b>Motor vehicles</b>	Motor vehicles include cars, trucks, aircraft, boats, trailers, locomotives and other transport equipment.
<b>Net profit or loss after tax</b>	Net profit or loss after tax is derived as:  Total income <b>plus</b> closing value of inventories <b>minus</b> total expenditure <b>minus</b> opening value of inventories <b>minus</b> company tax
<b>Net profit or loss before tax</b>	Net profit or loss before tax is derived as:  Total income <b>plus</b> closing value of inventories <b>minus</b> total expenditure <b>minus</b> opening value of inventories

<b>Other expenditure</b>	<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>
<b>Other income</b>	<p>Includes:</p> <p>Capital transfers received (only from the South African government); customs duty received; dividends received; excise duty received; mineral rights leases; net profit on foreign loans as a result of variations in foreign exchange rates; royalties, franchise fees, copyright, trade names and patent rights received; profit on financial and other liabilities: redemption, liquidation and revaluation of liabilities; provisions; government subsidies and incentives received (only from the South African government); and other income.</p>
<b>Part-time employees</b>	Part-time employees are those (permanent, temporary or casual) who usually work less than 40 hours per week.
<b>Profit margin</b>	<p>Profit margin is derived as:</p> <p>Net profit after tax  <i>Divided by</i> turnover  <i>Multiplied by</i> 100</p>
<b>Statistical unit</b>	A statistical unit is a unit of observation or measurement for which statistical data are collected or derived.
<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>• value of sales of goods;</li> <li>• amount received for services rendered;</li> <li>• rent and lease payments received for land and buildings; and</li> <li>• rent, leasing and hiring received for machinery, vehicles and other equipment.</li> </ul>
<b>Working proprietors</b>	Owners, members or partners actively engaged in the work of the enterprise, excluding silent or inactive partners whose principal activity is outside of the enterprise.
<b>Zero values</b>	All rand values less than R500 000.