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Motor trade industry, 2009

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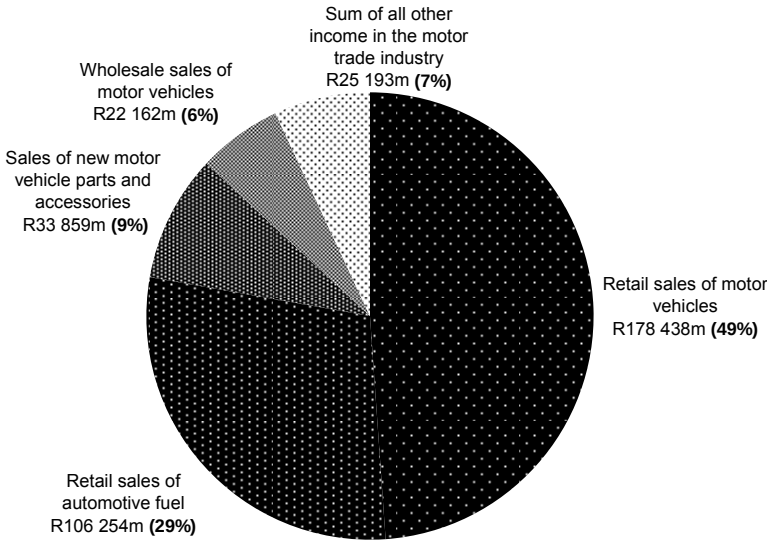
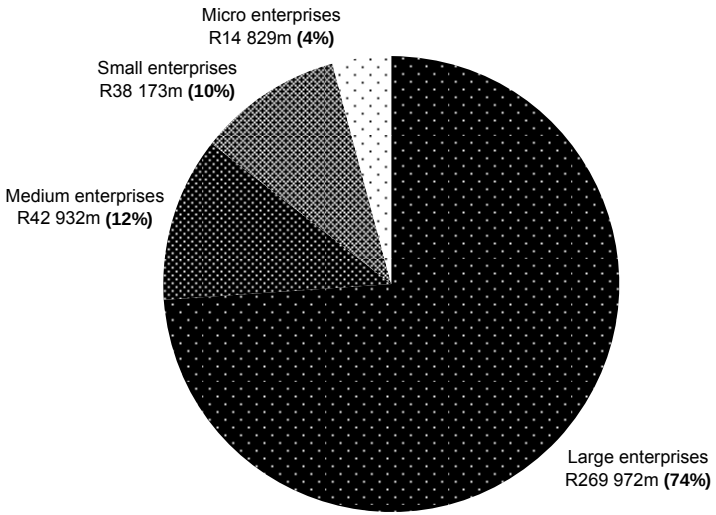
Summary of findings for the year 2009

Figure 1 – Income in the motor trade industry, 2009



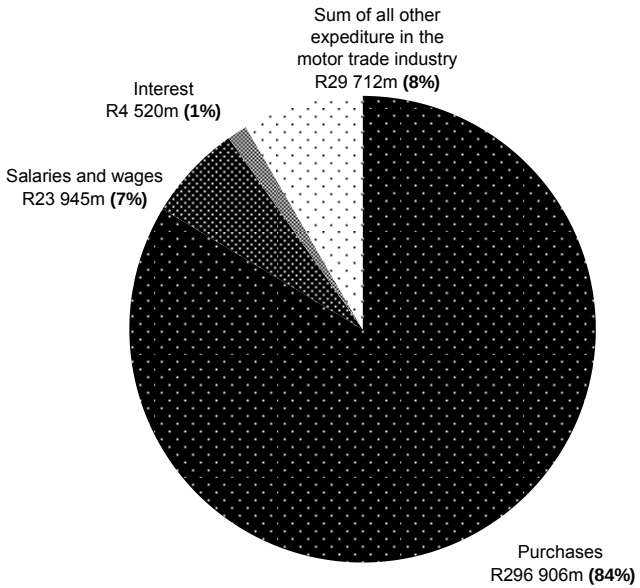
The total income for the motor trade industry in 2009 was R365 906 million. The largest contributor to the total income was 'retail sales of motor vehicles' (R178 438 million or 49%), followed by 'retail sales of automotive fuel' (R106 254 million or 29%) and 'sales of new motor vehicle parts and accessories' (R33 859 million or 9%) (Figure 1 and Table 1, page 6).

Figure 2 – Income by enterprise size in the motor trade industry, 2009



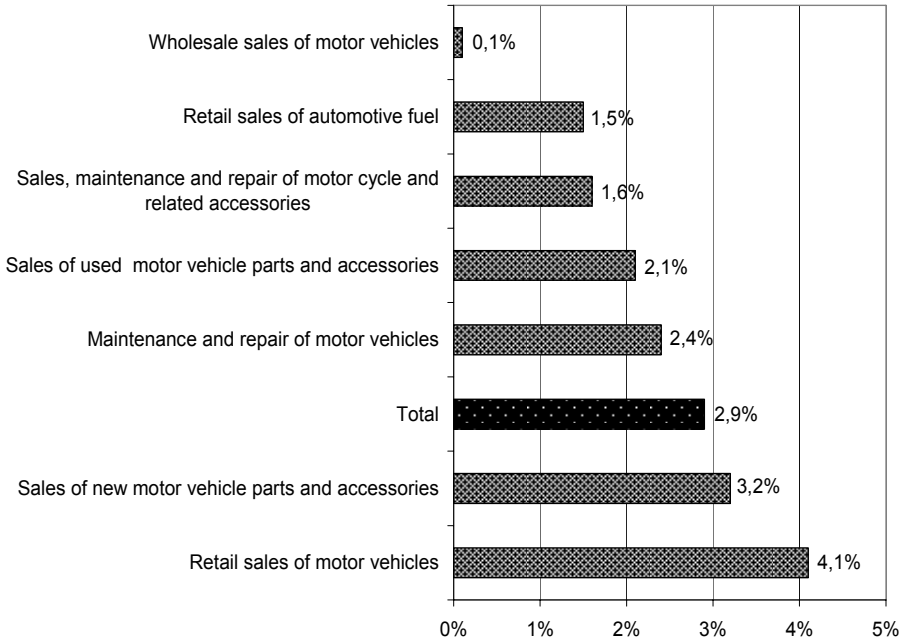
Large enterprises (those with turnover equal to or greater than R39 million) generated 74% or R269 972 million of the total income of the motor trade industry in 2009 (Figure 2 and Table 3, page 8).

Figure 3 – Composition of expenditure in the motor trade industry, 2009



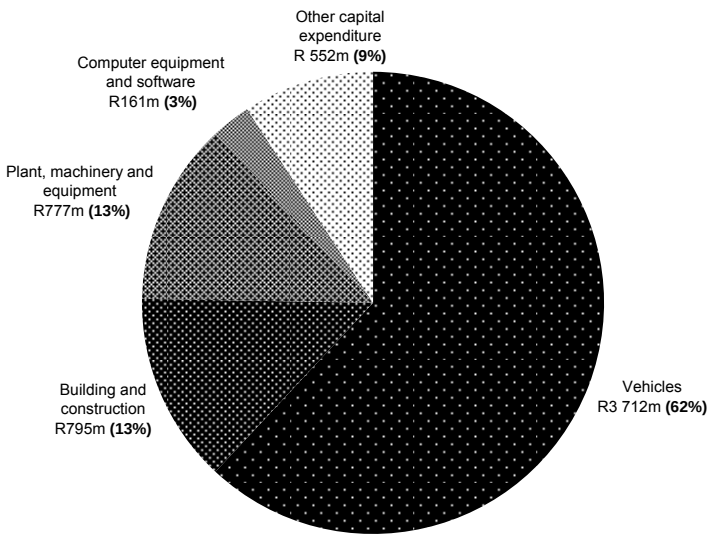
Expenditure in the motor trade industry in 2009 amounted to R355 083 million. The expenditure consisted primarily of 'purchases' (R296 906 million or 84%), followed by 'salaries and wages' (R23 945 million or 7%) and 'interest' (R4 520 million or 1%) (Figure 3 and Table 4, page 9).

Figure 4 – Profit margin in the motor trade industry, 2009



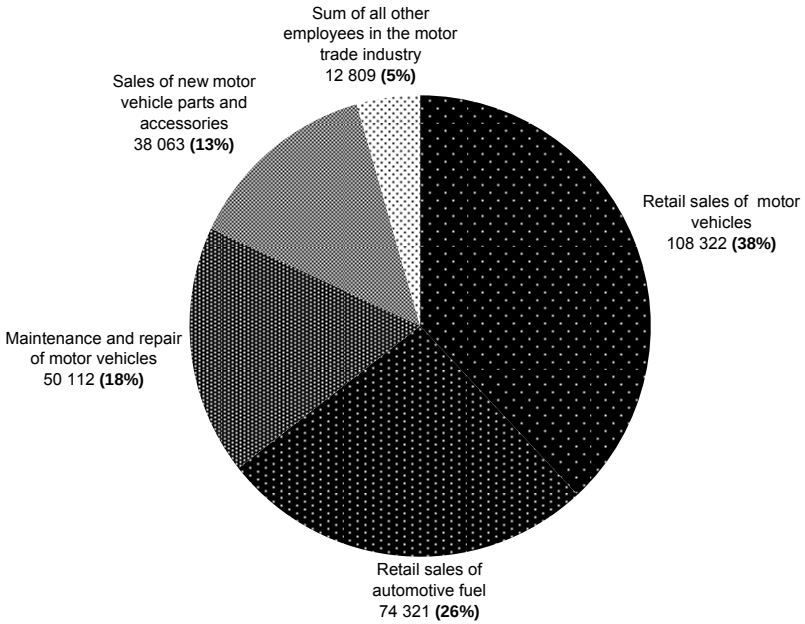
The profit margin for the motor trade industry was 2,9% in 2009. 'Retail sales of motor vehicles' had the highest profit margin at 4,1%, followed by 'sales of new motor vehicle parts and accessories' at 3,2% and 'maintenance and repair of motor vehicles' at 2,4% (Figure 4 and Table 1, page 6).

Figure 5 – Capital expenditure on new assets in the motor trade industry, 2009



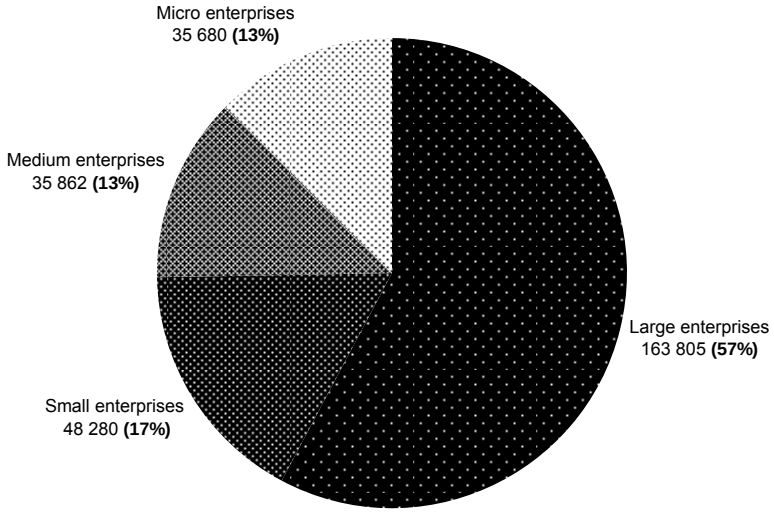
The total capital expenditure on new assets in the motor trade industry in 2009 was R5 999 million. The largest category of capital expenditure was 'vehicles' (R3 712 million or 62%), followed by 'building and construction' (R795 million or 13%) and 'plant, machinery and equipment' (R778 million or 13%) (Figure 5 and Table 8, page 14).

Figure 6 – Employment in the motor trade industry, 2009



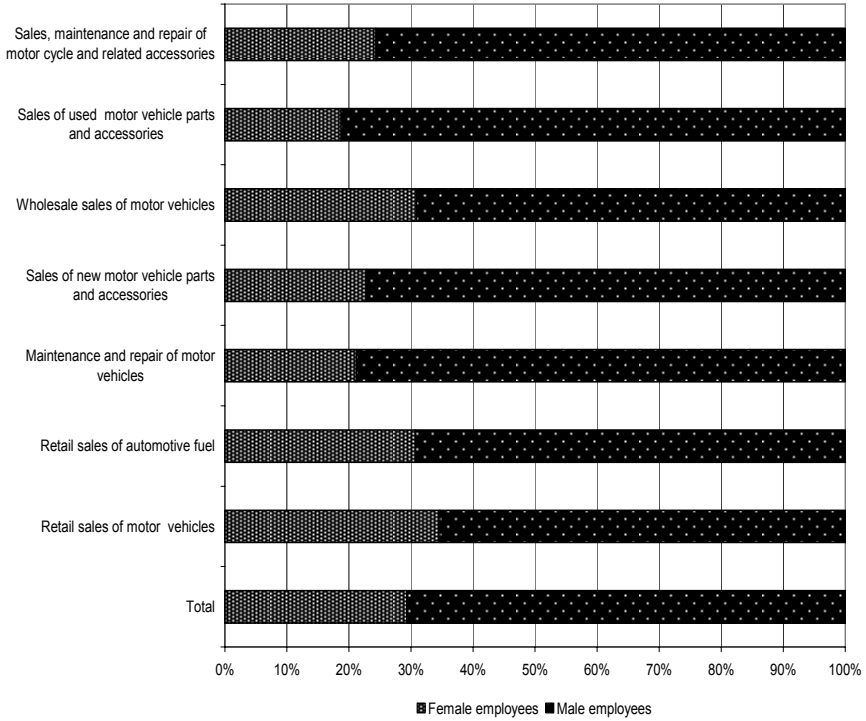
The total number of persons employed in the motor trade industry at the end of June 2009 was 283 627. 'Retail sales of motor vehicles' had the largest number of employees (108 322 or 38%), followed by 'retail sales of automotive fuel' (74 321 or 26%) and 'maintenance and repair of motor vehicles' (50 112 or 18%) (Figure 6 and Table 9, page 15).

Figure 7 – Employment by enterprise size in the motor trade industry, 2009



Employment by enterprise size indicates that the large enterprises (those with turnover equal to or greater than R39 million) employed 57% or 163 805 of the total persons employed in the motor trade industry in 2009, followed by small enterprises at 17% or 48 280, medium enterprises at 13% or 35 862 and micro enterprises at 13% or 35 680 (Figure 7 and Table 10, page 16).

Figure 8 – Gender ratios in the motor trade industry, 2009



The proportion of females out of the total persons employed was 29% and that of males was 71%. The group with the highest proportion of females employed was 'retail sales of motor vehicles' (35%), whilst 'sales of used motor vehicle parts and accessories' had the highest proportion of males employed (81%) (Figure 8 and Table 9, page 15).

PJ Lehohla

Statistician-General

2. Tables

Table 1 – Principal statistics in the motor trade industry, 2009

Type of motor trade	Total income	Total expenditure	Total value of opening inventories	Total value of closing inventories	Net profit or loss before tax	Capital expenditure on new assets	Carrying value of fixed assets at the beginning of the financial year	Carrying value of fixed assets at the end of the financial year	Profit margin
	R million								%
Wholesale sales of motor vehicles	22 162	22 033	3 760	4 223	592	68	650	623	0,1
Retail sales of motor vehicles	178 438	170 282	20 779	20 351	7 728	4 696	8 006	15 509	4,1
Maintenance and repair of motor vehicles	20 174	19 704	1 128	1 165	507	461	2 302	2 372	2,4
Sales of new motor vehicle parts and accessories	33 859	32 887	4 698	4 763	1 037	322	1 895	1 911	3,2
Sales of used motor vehicle parts and accessories	2 141	2 091	291	321	80	29	209	205	2,1
Sales, maintenance and repair of motor cycle and related accessories	2 878	2 860	580	622	61	8	142	127	1,6
Retail sales of automotive fuel	106 254	105 226	2 041	1 719	706	415	2 567	2 773	1,5
Total	**365 906**	**355 083**	**33 277**	**33 164**	**10 771**	**5 999**	**15 771**	**23 520**	**2,9**

Table 2 – Income in the motor trade industry, 2009

Type of motor trade	Sales	Services	Interest	Leasing income	Other income	Total income
	R million					
Wholesale sales of motor vehicles	21 423	479	83	11	166	22 162
Retail sales of motor vehicles	157 714	15 220	1 445	1 320	2 739	178 438
Maintenance and repair of motor vehicles	7 896	11 727	68	68	415	20 174
Sales of new motor vehicle parts and accessories	31 325	1 674	283	116	461	33 859
Sales of used motor vehicle parts and accessories	1 921	184	28	2	6	2 141
Sales, maintenance and repair of motor cycle and related accessories	2 579	251	8	9	31	2 878
Retail sales of automotive fuel	104 795	717	74	475	193	106 254
Total	**327 653**	**30 252**	**1 989**	**2 001**	**4 011**	**365 906**

Table 3 – Income by enterprise size in the motor trade industry, 2009

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	R million				
Wholesale sales of motor vehicles	17 743	1 764	2 437	218	22 162
Retail sales of motor vehicles	167 462	4 655	5 384	937	178 438
Maintenance and repair of motor vehicles	4 542	2 886	7 176	5 570	20 174
Sales of new motor vehicle parts and accessories	19 242	4 406	7 206	3 005	33 859
Sales of used motor vehicle parts and accessories	505	755	509	372	2 141
Sales, maintenance and repair of motor cycle and related accessories	1 298	783	664	133	2 878
Retail sales of automotive fuel	59 180	27 683	14 797	4 594	106 254
Total	**269 972**	**42 932**	**38 173**	**14 829**	**365 906**

Table 4 – Expenditure in the motor trade industry, 2009

Type of motor trade	Purchases	Salaries and wages	Interest	Rental of land	Depreciation	Motor vehicle running expenditure	Advertising	Losses on foreign exchange
	R million							
Wholesale sales of motor vehicles	18 639	933	240	157	85	94	170	25
Retail sales of motor vehicles	141 207	10 932	3 483	1 644	1 746	637	637	1 486
Maintenance and repair of motor vehicles	11 952	3 957	165	443	419	367	66	7
Sales of new motor vehicle parts and accessories	25 074	3 471	368	473	321	458	129	31
Sales of used motor vehicle parts and accessories	1 451	310	20	30	27	34	13	0
Sales, maintenance and repair of motor cycle and related accessories	2 298	238	20	37	16	16	32	2
Retail sales of automotive fuel	96 285	4 104	224	924	226	121	70	0
Total	**296 906**	**23 945**	**4 520**	**3 708**	**2 840**	**1 727**	**1 117**	**1 551**

Table 4 – Expenditure in the motor trade industry, 2009 (concluded)

Type of motor trade	Bank charges	Insurance	Operational leasing and hiring of plant, machinery equipment	Repair and maintenance	Total telecommunication services	Other expenditure	Total expenditure
	R million						
Wholesale sales of motor vehicles	20	39	41	29	33	1 528	22 033
Retail sales of motor vehicles	164	382	401	302	405	6 856	170 282
Maintenance and repair of motor vehicles	108	242	146	149	211	1 472	19 704
Sales of new motor vehicle parts and accessories	137	186	139	98	194	1 808	32 887
Sales of used motor vehicle parts and accessories	12	18	21	17	22	116	2 091
Sales, maintenance and repair of motor cycle and related accessories	15	15	11	9	14	137	2 860
Retail sales of automotive fuel	304	174	151	218	161	2 264	105 226
Total	**760**	**1 056**	**910**	**822**	**1 040**	**14 181**	**355 083**

Table 5 – Carrying value of fixed assets at the end of financial year in the motor trade industry, 2009

Type of motor trade	Land, building and construction	Computers, network and other IT equipment	Motor vehicles and other transport equipment	Plant, machinery and other office equipment	Intangible assets	Other assets	Total carrying value of fixed assets
	R million						
Wholesale sales of motor vehicles	279	43	167	85	34	15	623
Retail sales of motor vehicles	3 772	122	9 397	1 453	546	219	15 509
Maintenance and repair of motor vehicles	582	75	774	669	203	69	2 372
Sales of new motor vehicle parts and accessories	592	150	566	337	218	48	1 911
Sales of used motor vehicle parts and accessories	58	2	58	72	12	3	205
Sales, maintenance and repair of motor cycle and related accessories	65	4	25	16	13	4	127
Retail sales of automotive fuel	768	66	296	322	1 272	49	2 773
Total	**6 116**	**462**	**11 283**	**2 954**	**2 298**	**407**	**23 520**

Table 6 – Details of assets in the motor trade industry, 2009

Type of motor trade	Current assets					Non-current assets					Total assets
	Bank	Debtors	Inventories	Other current assets	Total current assets	Fixed non-current assets	Goodwill	Long-term investment	Other non-current assets	Total non-current assets	
	R million										
Wholesale sales of motor vehicles	460	2 068	4 223	211	6 962	539	28	72	272	911	7 873
Retail sales of motor vehicles	2 400	8 085	20 351	6 332	37 168	14 787	1 896	6 395	3 457	26 535	63 703
Maintenance and repair of motor vehicles	772	2 016	1 160	219	4 167	2 176	206	253	401	3 036	7 203
Sales of new motor vehicle parts and accessories	1 081	3 501	4 763	546	9 891	1 605	190	414	473	2 682	12 573
Sales of used motor vehicle parts and accessories	135	128	321	2	586	192	12	32	26	262	848
Sales, maintenance and repair of motor cycle and related accessories	92	135	622	39	888	108	12	37	77	234	1 122
Retail sales of automotive fuel	1 146	1 288	1 719	380	4 533	1 548	1 233	585	526	3 892	8 425
Total	**6 086**	**17 221**	**33 159**	**7 729**	**64 195**	**20 955**	**3 577**	**7 788**	**5 232**	**37 552**	**101 747**

Table 7 – Detail of liabilities and equity in the motor trade industry, 2009

Type of motor trade	Current liabilities				Non-current liabilities			Total liabilities	Owners' equity	Equity and liabilities
	Creditors	Overdraft	Other current liabilities	Total current liabilities	Long-term loans	Other non-current liabilities	Total non-current liabilities			
	R million									
Wholesale sales of motor vehicles	3 488	802	1 156	5 446	607	303	910	6 356	1 517	7 873
Retail sales of motor vehicles	15 972	1 726	13 377	31 075	13 804	9 674	23 478	54 553	9 150	63 703
Maintenance and repair of motor vehicles	1 819	328	496	2 643	1 321	697	2 018	4 661	2 542	7 203
Sales of new motor vehicle parts and accessories	3 971	796	1 426	6 193	1 794	636	2 430	8 623	3 950	12 573
Sales of used motor vehicle parts and accessories	238	37	59	334	122	110	232	566	282	848
Sales, maintenance and repair of motor cycle and related accessories	346	84	35	465	176	118	294	759	363	1 122
Retail sales of automotive fuel	1 663	555	704	2 922	2 037	617	2 654	5 576	2 849	8 425
Total	**27 497**	**4 328**	**17 253**	**49 078**	**19 861**	**12 155**	**32 016**	**81 094**	**20 653**	**101 747**

Table 8 – Capital expenditure on new assets in the motor trade industry, 2009

Type of motor trade	Buildings and construction	Computer equipment and software	Vehicles	Plant, machinery and equipment	Other capital expenditure	Total capital expenditure on new assets
	R million					
Wholesale sales of motor vehicles	16	4	20	16	12	68
Retail sales of motor vehicles	663	76	3 280	436	241	4 696
Maintenance and repair of motor vehicles	69	22	192	128	50	461
Sales of new motor vehicle parts and accessories	37	46	89	90	60	322
Sales of used motor vehicle parts and accessories	0	2	22	5	0	29
Sales, maintenance and repair of motor cycle and related accessories	0	1	4	3	0	8
Retail sales of automotive fuel	10	10	105	100	190	415
Total	**795**	**161**	**3 712**	**778**	**553**	**5 999**

Table 9 – Employment in the motor trade industry, 2009

Type of motor trade	Permanent employees			Temporary employees			Casual employees			Total employees		
	Female	Male	Total	Female	Male	Total	Female	Male	Total	Female	Male	Total
	Number of employees											
Wholesale sales of motor vehicles	2 178	5 002	7 180	19	20	39	75	61	136	2 272	5 083	7 355
Retail sales of motor vehicles	37 154	69 805	106 959	222	596	818	181	364	545	37 557	70 765	108 322
Maintenance and repair of motor vehicles	10 262	37 246	47 508	308	1 424	1 732	58	814	872	10 628	39 484	50 112
Sales of new motor vehicle parts and accessories	7 479	26 991	34 470	1 117	1 883	3 000	73	520	593	8 669	29 394	38 063
Sales of used motor vehicle parts and accessories	675	2 839	3 514	0	22	22	2	81	83	677	2 942	3 619
Sales, maintenance and repair of motor cycle and related accessories	440	1 378	1 818	4	6	10	3	4	7	447	1 388	1 835
Retail sales of automotive fuel	21 058	48 490	69 548	1 110	1 372	2 482	667	1 624	2 291	22 835	51 486	74 321
Total	**79 246**	**191 751**	**270 997**	**2 780**	**5 323**	**8 103**	**1 059**	**3 468**	**4 527**	**83 085**	**200 542**	**283 627**

Table 10 – Employment by enterprise size in the motor trade industry, 2009

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	Number of employees				
Wholesale sales of motor vehicles	4 516	769	1 413	657	7 355
Retail sales of motor vehicles	99 544	2 722	4 544	1 512	108 322
Maintenance and repair of motor vehicles	5 181	4 975	19 608	20 348	50 112
Sales of new motor vehicle parts and accessories	16 479	4 839	11 096	5 649	38 063
Sales of used motor vehicle parts and accessories	337	1 024	1 042	1 216	3 619
Sales, maintenance and repair of motor cycle and related accessories	458	469	617	291	1 835
Retail sales of automotive fuel	37 290	21 064	9 960	6 007	74 321
Total	**163 805**	**35 862**	**48 280**	**35 680**	**283 627**

Explanatory notes

Background

The results presented in this publication have been derived from the 2009 motor trade large sample survey. This is a periodic survey, which measures economic activity in the motor trade industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the motor trade industry.

The sample was drawn from Stats SA's business register. Stats SA continuously upgrades its business register, based on units registered for value added tax (VAT) and income tax (IT) at the South African Revenue Service (SARS).

All figures exclude value added tax (VAT).

Reference period

The information was collected from enterprises for their financial year, which ended on any date between 1 July 2008 and 30 June 2009.

Purpose of the survey

Results of the survey are used within Stats SA for compiling South Africa's national accounts, e.g. the gross domestic product (GDP) and gross fixed capital formation. These statistics are also used by the private sector in analyses of comparative business and industry performance.

Scope and coverage

This survey covers the following income tax-registered private and public enterprises that are mainly engaged in motor trade:

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

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 4-digit SIC level (group). 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 activities.

Size groups

The enterprises are divided into four size groups according to the value of their business register turnover. Large enterprises are enterprises with an annual turnover of R39 million and more. Table A presents the size groups defined using the Department of Trade and Industry (DTI) cut-off points.

Table A – Size groups for the motor trade industry

Size group	Turnover
Large	≥ R39 000 000
Medium	R19 000 000 ≤ VAT turnover < R39 000 000
Small	R4 000 000 ≤ VAT turnover < R19 000 000
Micro	< R4 000 000

Survey methodology and design

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

A sample of approximately 3 000 enterprises was drawn using stratified simple random sampling. The enterprises were first stratified at 4-digit level according to the SIC and then by size of enterprise. All large enterprises were completely enumerated. Business register turnover was used as the measure of size for stratification.

Weighting methodology

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

Relative standard error

Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have accrued due to sampling.

Table B – Income in the motor trade industry within 95% confidence limit: 2009

Type of motor trade	Lower limit	Total income	Upper limit	Relative standard error
	R million			%
Wholesale sales of motor vehicles	20 554	22 162	23 769	3,7
Retail sales of motor vehicles	175 640	178 438	181 235	0,8
Maintenance and repair of motor vehicles	19 145	20 174	21 202	2,6
Sales of new motor vehicle parts and accessories	32 133	33 859	35 584	2,6
Sales of used motor vehicle parts and accessories	1 914	2 141	2 367	5,4
Sales, maintenance and repair of motor cycle and related accessories	2 539	2 878	3 216	6,0
Retail sale of automotive fuel	93 133	106 254	119 374	6,3
Total	**352 279**	**365 906**	**379 532**	**1,9**

Non-sampling errors

Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Non-sampling errors occur in both sample surveys and censuses.

Rounding-off of figures

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

Symbols and abbreviations

DTI	Department of Trade and Industry
GDP	Gross domestic product
ISIC	International Standard Industrial Classification of all Economic Activities
IT	Income tax
RSE	Relative standard error
SARS	South African Revenue Service
SE	Standard error
SIC	Standard Industrial Classification of all Economic Activities
SNA	System of National Accounts
Stats SA	Statistics South Africa
VAT	Value added tax
0	Nil or less than half the final digit shown

Glossary

Current assets

Assets on the balance sheet which are expected to be sold or otherwise used up in the near future, usually within one year. They include:

- trade and other receivables;
- cash and bank;
- inventories; and
- other current assets.

Current liabilities

Current liabilities are debts or obligations that are due within one year. They include:

- trade and other payables;
- bank overdraft; and
- other current liabilities.

Employees

Employees are those people employed by the business or organisation who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June 2009.

Temporary employees

Temporary employees are employees appointed on a short-term contract basis with a stipulated termination date for periods not exceeding one year.

Permanent employees

Permanent employees are employees appointed on an open-ended contract with no stipulated termination date or a fixed-term contract for periods of more than one year.

Casual employees

Casual employees are employees who fall neither within the 'permanent employees' category nor the 'temporary employees' category. Such employees are typically working daily or hourly.

Labour brokers

Agents who recruit and administer workers on behalf of the enterprise. They do not provide any other service.

Enterprise

The enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.

Industry

An industry consists of a group of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of all Economic Activities,* Fifth Edition, Report No. 09-90-02 of January 1993 (SIC).

Net profit or loss before tax

Net profit or loss before tax is derived as:

Total income
plus closing value of inventories
minus total expenditure
minus opening value of inventories

Net profit or loss after tax

Net profit or loss after tax is derived as:

Total income
plus closing value of inventories
minus total expenditure
minus opening value of inventories
minus company tax

Non-current assets

Non-current assets are assets which are not easily convertible to cash or not expected to become cash within the next year. They include:

- property, plant and equipment and intangible assets;
- long-term investments; and
- other non-current assets.

Non-current liabilities

Non-current liabilities are liabilities not due to be paid within one year during the normal course of business. They include:

- long-term loans; and
- other non-current liabilities.

Other expenditure

Other expenditure includes:

- accommodation;
- amortisation;
- bursaries;
- computer and other IT expenditure;
- containers and packaging materials;
- donations, sponsorships and social investment for non-employees;
- entertainment;
- excise and customs duties;
- losses on financial and other liabilities: redemption, liquidation or revaluation;
- losses on financial and other assets: disposal of assets, realisation for cash and revaluation of assets;
- mineral rights leases;
- payments to subcontractors;
- subscriptions;
- travelling;
- paper, printing and stationery;
- property tax;
- provisions;
- railage and transport-out;
- research and development;
- royalties, franchise fees, copyright, trade names and patent rights paid;
- security services (including IT security services);
- severance, termination and redundancy payments;
- skills development levy (net value after refund);
- staff training (payments to outside organisations);
- water and electricity; and
- other.

Other income

Other income includes:

- mineral rights leases;
- dividends received;
- royalties, franchise fees, copyright, trade names and patent rights received;
- government subsidies and incentives received from the South African Government;
- profit on foreign loans as a result of variations in foreign exchange rates or transactions;
- profit on financial and other liabilities: redemption, liquidation and revaluation and other liabilities;
- profit on financial and other assets: disposal of assets, realisation for cash and revaluation of assets;
- provisions; and
- other.

Owners' equity

Owners' equity is the residual interest in the entity's assets after deducting its liabilities.

Profit margin

Profit margin is derived as:

Net profit after tax
divided by turnover
multiplied by 100

Statistical unit

A statistical unit is a unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.

Stratum

A stratum is constructed by concatenating the SIC classification and size group variables.

Turnover

Turnover includes:

- 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.

General information

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