



METHODOLOGICAL EXPLANATION

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TURNOVER IN DISTRIBUTIVE TRADE

This methodological explanation relates to the data releases:

Turnover in retail trade, Slovenia, monthly (First Release)



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1 PURPOSE

The purpose of publishing data on turnover indices in retail trade, trade and repair of motor vehicles, and wholesale trade is to show monthly changes in value and volume turnover in these activities.

Key statistics include data on turnover in retail trade and wholesale by activities. Such statistics are:

- Index of turnover in retail trade
- Index of turnover in the motor trade and repair of motor vehicles
- Index of turnover in wholesale and commission trade

2 LEGAL FRAMEWORK

- [Annual Programme of Statistical Surveys \(LPSR\)](#) (only in Slovene)
- [National Statistics Act](#) (OJ RS, No. 45/95 and 9/01)
- [Regulation \(EU\) 2019/2152 of the European Parliament and of the Council of 27 November 2019 on European business statistics, repealing 10 legal acts in the field of business statistics](#) (CELEX: 32019R2152)

3 UNIT DESCRIBED BY THE PUBLISHED DATA

The units described by the published data are turnover in retail trade, turnover in trade and repair of motor vehicles and turnover in wholesale and commission trade in enterprises whose main activity is trade (section G according to the Standard Classification of Activities NACE Rev.2). In most cases, data on turnover refer to the total enterprise turnover. However, for some major enterprises, turnover is observed at the level of kind of activity units (KAU). Turnover is observed according to enterprises activity based on NACE Rev. 2.

4 SELECTION OF OBSERVATION UNIT

Observation units in Retail trade, sale and maintenance of motor vehicles (TRG/M) survey- are enterprises whose principal activity is classified under divisions 47 Retail trade, except of motor vehicles and motorcycles or 45 Wholesale and retail trade and repair of motor vehicles and motorcycles and in Wholesale (TRG-D/M) survey units whose principal activity is classified in division 46 Wholesale and commission trade of the Standard Classification of Activities (SKD 2008 or NACE Rev. 2). Some units that are primarily part of the Monthly report on service activities (STOR/M) survey are also observed, if one or more of their secondary activities are part of section G of NACE Rev. 2. In most cases, data refer to the whole enterprise, including possible secondary activity not related to trade. Some major enterprises are observed at a more

detailed level, i.e. at the level of kind of activity units (KAU). These enterprises divide their turnover among main and one or more secondary activities, which is then included in suitable activity. Enterprises are selected to the survey according to their main activity. If they are selected to report at the KAU level, all data are reported on the questionnaire suitable to their main activity, even if their secondary activity is not.

Observation units in the TRG/M and TRG-D/M surveys are selected based on threshold coverage. The criteria for the definition of units included in the survey are the principal registered activity, annual turnover of the enterprise and the number of persons in paid employment according to the Statistical Register of Employment. The survey covers all enterprises whose main activity is in section G of NACE Rev. 2, that:

- have annual turnover higher than EUR 180,000 for the units from previous coverage or EUR 300,000 for newly selected units,
- have annual turnover higher than EUR 90,000 and more than 2 persons in paid employment for the units from previous coverage or EUR 150,000 and more than 2 persons in paid employment for newly selected units,
- have more than 5 persons in paid employment.

Data on employed persons are obtained from the Statistical Register of Employment (SRDAP). The TRG/M survey includes approximately 3,700 units and the TRG-D/M survey approximately 4,500 units. From the above-described selection we determine units that will complete the questionnaire, while data of the remaining units are obtained from the administrative source.

Observation units that answer the questionnaires (about 10% of the observed units) are determined on the basis of their previous turnover in two steps: at the level of the survey and at the level of the activity group. The units are sorted by descending turnover, and then sufficient number of units are selected from the beginning of the list so as to exceed the defined share (approximately 60%) of turnover in the total turnover of units covered in the selected activity group.

Units that are observed at the KAU level and whose main activity is covered in the STOR/M survey are selected to report in the STOR/M survey. More about that in the methodological explanation for the STOR/M survey.

5 SOURCES AND METHODS OF DATA COLLECTION

Data are collected on a monthly basis.

The data are mostly obtained with two surveys: "Retail trade, sale and maintenance of motor vehicles" (TRG/M) and "Wholesale" (TRG-D/M). The data in these surveys are obtained by:

- monthly questionnaire "Retail trade, sale and maintenance of motor vehicles« (TRG/M), which is filled out by units electronically,
- monthly questionnaire "Wholesale" (TRG-D/M), which is filled out by units electronically,

- administrative data being reported by enterprises to the Financial Administration of the Republic of Slovenia for the value added tax purpose (DDV-O forms). These data are available to the Statistical Office approximately 45 days after the reference period.

Reporting units are obliged to deliver the requested data for the previous month to the Statistical Office no later than the 8th of the month.

The data reported by units selected to report at the level of KAU and whose main activity is covered by the STOR/M survey are included in the STOR/M survey. More about that in the methodological explanation for the STOR/M survey.

Administrative data used in the survey are data being reported by enterprises to the Financial Administration of the Republic of Slovenia for the value added tax purpose (DDV-O forms).

6 DEFINITIONS

Retail trade is purchase of goods and their subsequent sale to consumers (for personal and household use) in stores, stalls, via mail or Internet, door-to-door sales, etc.

Wholesale is resale (sale without transformation) to traders and other sole proprietors, legal persons and other individuals who are buying goods for the performance of their trade or profession. Wholesalers frequently physically assemble and sort goods, prepare goods for distribution, store, deliver and install goods and engage in sales promotion. All these common manipulations, carried out for their own account, are considered as part of the wholesale trade.

Commission trade is activity of commercial agents and wholesale traders trading on their own behalf and on third party account or activity of those who act as agents between sellers and buyers and take over trade business on behalf of the owner of goods. The agents sales income is the commission.

Turnover comprises:

- the totals invoiced by the observation unit during the reference period, and this corresponds to market sales of goods or services supplied to third parties,
- all other charges (transport, packaging, etc.) passed on to the customer, even if these charges are listed separately in the invoice.

It excludes:

- VAT and other similar deductible taxes directly linked to turnover as well as all duties and taxes on the goods or services invoiced by the unit;
- sale of assets
- income classified as other operating income, financial income and extraordinary income in company accounts.

Reduction in prices, rebates and discounts as well as the value of returned packing must be deducted. Sales on a lease are comprised in a month of the invoice.

7 EXPLANATIONS

7.1 CLASSIFICATIONS

Results are published according to SKD 2008, the national version of the standard classification, which includes the entire European classification of activities (NACE Rev. 2) but also adds some national subclasses.

A more detailed explanation of the classification is available on the following link: <http://www.stat.si/StatWeb/Methods/Classifications>.

Activities and codes by the Standard Classification of Activities (NACE Rev. 2) included in the results of the surveys

NACE Rev. 2 ACTIVITIES	NACE Rev. 2 CODES
G WHOLESALE AND RETAIL TRADE; REPAIR OF MOTOR VEHICLES AND MOTORCYCLES	45, 46, 47
TOTAL RETAIL TRADE AND WHOLESALE, RETAIL TRADE, REPAIR OF MOTOR VEHICLES AND MOTORCYCLES	45, 47
WHOLESALE AND RETAIL TRADE AND REPAIR OF MOTOR VEHICLES AND MOTORCYCLES	45
Motor vehicles, motorcycles, spare parts and accessories	45.1, 45.3, 45.4
Maintenance and repair of motor vehicles	45.2
WHOLESALE TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES	46
RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES	47
RETAIL TRADE, EXCEPT FUEL	47 except 47.3
Automotive fuel in specialised stores	47.3
Food, beverages and tobacco	47.11, 47.2
Non-specialised stores, predominantly with food	47.11
Food, beverages and tobacco in specialised stores	47.2
Retail trade with non-food, except fuel	47.19, 47.4, 47.5, 47.6, 47.7, 47.8, 47.9
Non-specialised stores, predominantly with non-food	47.19
Pharmaceutical, medical, cosmetic and toilet products in specialised stores	47.73, 47.74, 47.75
Textiles, clothing, footwear and leather products in specialised stores	47.51, 47.71, 47.72
Furniture, household equipment, construction material, audio and video equipment in specialised stores	47.43, 47.52, 47.54, 47.59, 47.63
- Retail trade of furniture and construction material in	47.52, 47.59

specialised stores	
- Retail trade of household equipment, audio and video equipment in specialised stores	47.43, 47.54, 47.63
Computers, telecommunications equipment, books, sport equipment, toys, etc. in specialised stores	47.41, 47.42, 47.53, 47.61, 47.62, 47.64, 47.65, 47.76, 47.77, 47.78
Retail sale via mail order houses or via Internet	47.91

7.2 DATA PROCESSING

DATA EDITING

Data were edited with the combination of systematic corrections, individual corrections and imputation procedures. The following imputation methods were used: logical imputations, mean imputations, historical imputations and structural imputations.

For more, see the general methodological explanations [Statistical data editing](#).

WEIGHTING

Weighting was not performed.

SEASONAL ADJUSTMENT

All published time series are also seasonally adjusted. They are directly adjusted.

For seasonal adjustment of time series we use the TRAMO/SEATS method. A time series model is set up, and it is revised in detail and corrected about once a year. By using the model, the time series is decomposed into:

- the trend-cycle component (which consists of the trend and cyclical movements over a period longer than one year),
- the seasonal component (which consists of the seasonal effects and the calendar effects; the calendar effects are composed of the working day effect, the leap-year effect, the holiday effect and the Easter effect),
- the irregular component (which consists of random fluctuations and some outliers).

Seasonally adjusted data are original data from which the seasonal and calendar effects are eliminated.

For more, see the general methodological explanations [Seasonal adjustment of time series](#).

DATA PROCESSING OTHER

The deflation of turnover in trade is carried out using appropriate price indices. Deflation is carried out at the micro level, i.e. each data item is individually divided by the appropriate deflator, and thus (in terms of price changes) all data are converted to the same time point. The main advantage of deflation at the micro level is that we need only one time series of deflators (indices on a fixed base). An appropriate deflator can be a single price index, but normally it is necessary to use a combination of several price indices. The deflation of turnover in trade takes place at the level of classes and groups. Price indices are not all published using the same base year and are therefore recalculated to the same base year during the calculation of the trade turnover indices.

7.3 INDICES

The basic index for each aggregate is calculated by comparing the current monthly turnover (value or volume) with the previous one:

$$I_{M/M-1} = \frac{\sum_{i=1}^{N_M} \text{TURNOVER}_i^M}{\sum_{i=1}^{N_{M-1}} \text{TURNOVER}_i^{M-1}} * 100$$

Whereby:

M	month
$M - 1$	previous month
$I_{M/M-1}$	index based on the previous month (basic index)
TURNOVER_i^M	turnover of observation unit i (value or volume), which belongs to representative aggregate in the current month
TURNOVER_i^{M-1}	turnover of observation unit i (value or volume), which belongs to representative aggregate in the previous month

Calculation of the turnover indices for the current month:

- Indices based on the average of the base year (Ø2021 = 100)

$$I_{BAS_{M/\text{Ø}2021}} = \frac{I_{BAS_{M-1/\text{Ø}2021}} * I_{M/M-1}}{100}$$

- Indices of turnover based on the corresponding month of the previous year, which are working day adjusted:

$$I_{YEAR_{M,YCal}} = \frac{I_{BAS_{M,YCal}}}{I_{BAS_{M-12,YCal}}} * 100$$

- Indices of turnover based on the previous month, which are seasonally adjusted:

$$I_{MON_{M,SA}} = \frac{I_{BAS_{M,SA}}}{I_{BAS_{M-1,SA}}} * 100$$

Whereby:

M	month
$M - 1$	previous month
$M - 12$	corresponding month of the previous year
$I_{BAS_M / \emptyset 2021}$	index based on the average of base year
$I_{BAS_{M-1} / \emptyset 2021}$	index based on the average of base year for the previous month
$I_{M/M-1}$	index based on the previous month (basic index)
$I_{YEAR_{M,YCal}}$	index based on the corresponding month of the previous year, working day adjusted
$I_{BAS_{M,YCal}}$	index based on the average of the base year, working day adjusted
$I_{BAS_{M-12,YCal}}$	index based on the average of the base year for the corresponding month of the previous year, working day adjusted
$I_{MON_{M,SA}}$	index based on the previous month, seasonally and working day adjusted
$I_{BAS_{M,SA}}$	index based on the average of the base year, seasonally and working day adjusted
$I_{BAS_{M-1,SA}}$	index based on the average of the base year for the previous month, seasonally and working day adjusted

- Indices of the current year's cumulative values based on the corresponding period of previous year are calculated by the same method as the indices based on the corresponding month of the previous year, whereby the sum of the indices based on the average of the base year for the current year is compared to the sum of the corresponding indices from the previous year.

7.4 PRECISION

In statistical surveys different kinds of errors can occur (e.g. sampling error, non-response error, measurement error) influencing the reliability and accuracy of the statistical results. Errors deriving from the random mechanisms determine the precision and consequently the reliability of the statistical estimates. The precision of the statistical estimate is estimated by calculating the standard error (SE). The Statistical Office of the Republic of Slovenia draws attention to less reliable estimates by flagging them with a special sign.

If the table contains estimated indices, publishing limitations are determined by the standard errors of the estimates (SE) of the indices. In such cases it holds:

If the standard error (SE) of the estimate of a proportion is

- 10 or below ($SE \leq 10$) the estimate is reliable enough and is published without limitations;
- between 10 and up to 30 ($10 < SE \leq 30$) the estimate is less reliable and is flagged for caution with letter M;
- over 30 ($SE > 30$), the estimate is too unreliable to be published and therefore suppressed for use by letter N.

For more, see the general methodological explanations [Precision of statistical estimates](#).

7.5 OTHER EXPLANATIONS

In 2018, we started to publish turnover indices for the entire trade (G), which includes retail trade (G47), wholesale (G46) and wholesale and retail trade and repair of motor vehicles and motorcycles (G45). In 2018, we also started to publish volume turnover indices of wholesale. Volume data relating to wholesale and the entire trade are available in the SiStat Database from 2010 onwards.

In the SiStat Database we started to publish together the data for retail trade and trade and repair of motor vehicles and motorcycles and the data for wholesale. Previously they were published separately.

The data in the first release are linked to the volume indices in retail trade (G47) and wholesale and retail trade and repair of the motor vehicles and motorcycles (G45).

From the data for the current month, which we compare to the data for the previous month, influences of the season and calendar are eliminated. Data for the current month that are compared to data for the same month of the previous year are adjusted to the number of working days.

With the release for January 2024, the base year changed to 2021 and the observation unit changed to KAU (Kind of Activity Unit). The data therefore differ from previously published data.

8 PUBLISHING

- SiStat Database: [Trade and services – Trade – Indices of turnover in retail trade, wholesale, and wholesale, retail trade and repair of motor vehicles and motorcycles](#); Value and volume indices are published as the original and adjusted data (working day adjusted and seasonally and working day adjusted), according to SKD 2008.
- First Release (Trade and services, Trade): »Turnover in retail trade, Slovenia, monthly«.
- EUROSTAT (Statistical Office of the European Union)

9 REVISION OF THE DATA

9.1 PUBLISHING OF PRELIMINARY AND FINAL DATA

Data for the last 9 months are provisional. With each release the data for the last 10 months can be corrected and supplemented with new data. The data that are published for the tenth time become final.

Publishing of provisional and final data is planned. Due to the needs of users for timely information, provisional data are published that meet the criteria of the quality of official statistical data but do not meet the quality that can be met with complete coverage. Data are revised when recent, more complete and better data can significantly contribute to the quality of data-based decision-making.

9.2 FACTORS INFLUENCING COMPARABILITY OVER TIME

From 2009 on indices are calculated and published according to the SKD 2008, while indices for the period before 2009 were calculated according to the SKD 2002. In 2009, all series from 2000 on were recalculated into the new classification of activities. Methodological explanation on revision of statistical data is available on <http://www.stat.si/dokument/5299/RevisionOfStatisticalDataMEgeneral.pdf>.

With the release for January 2024, we transitioned to the new base year 2021 and a new observation unit – kind of activity unit (KAU). The data were revised until January 2021 inclusive and are published at the level of the new observation unit. The data before that period differ from them and are published at the enterprise level.

With the release for February 2024, to comply with Eurostat recommendations, the data for the period before 2021 were recalculated to the average of the base year 2021 at the enterprise level. Previously published data were calculated using the average of the base year 2021 at the kind of activity unit (KAU) level. The data from 2021 on are still calculated at the latter level.

10 OTHER METHODOLOGICAL MATERIALS

Methodological materials on SURS's website are available at <https://www.stat.si/statweb/en/Methods/QuestionnairesMethodologicalExplanationsQualityReports>.

- Questionnaires (only in Slovene):
 - Trgovina na drobno, trgovina z motornimi vozili in popravila motornih vozil (TRG/M)

- Trgovina na debelo (TRG-D/M)

Theme: Trade and services, Subtheme: Trade

- Quality report for the survey:
 - Turnover in distributive trade (TRG/M and TRG-D/M)

Theme: Trade and services, SubTheme: Trade

- Methodological explanations:
 - Output price indices

Theme: Prices and Inflation, Subtheme: Prices in Manufacturing and Services

- Methodological explanations:
 - Import price indices

Theme: Prices and Inflation, Subtheme: Prices in Manufacturing and Services

- Methodological explanations:
 - Consumer price indices and average retail prices

Theme: Prices and Inflation, Subtheme: Consumer Prices - Inflation