



الهيئة العامة للإحصاء  
General Authority for Statistics

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## Internal Trade Survey

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2018 (Q1)



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## Introduction

Internal trade survey of annually quarter is defined as a set of economic data and statistics that used in a short term in measuring trade sector performance to evaluate sector growth as well as know the strength or weakness of the sector. Furthermore, Internal trade activity is one of essential economic activities since it contributes to domestic product and labor force exactly like the retail activity which is considered as a link between producers and consumers.

The data of this survey has been collected through field visits, as researchers visited the establishments and completed data according to the survey form items. Also, all large establishments have been covered in this survey. However, a representative sample has been used for small, very small, and medium establishments.

Moreover, the trade indicators survey is a periodic study that focuses on the properties and components of institutions involved in vehicle sales and repair activities, wholesale and retail trade. Internal trade indicators survey of annually quarter is significant as it provides short-term indicators on the number of employees by gender and nationality, employees' compensations that need to be paid, operating expenses, in addition to operating revenues (sales) that include electronic sales.

In conclusion, GASTAT would like to express its deep thanks to all those who participated in this survey, particularly the establishments that work in the internal trade sector for their cooperation in providing GASTAT with required statistical data. It is worth mentioning that GASTAT hopes that all planners and researchers of this field would benefit from the information mentioned in this report. Therefore, please provide us with any comments that might help in improving this report in the future.

**General Authority for Statistics**

**Department of Industry and Business Statistics**





## Survey key features

### First: Survey objectives

1. providing updated statistical data to help decision makers reduce unemployment and increase employment in the private sector in the internal trade activity.
2. Knowing the volume of internal trade activity (wholesale and retail) in a short time.
3. Measuring internal trade activity growth rates as well as quarterly fluctuations.
4. knowing the volume of electronic sales of net sales in the market.
5. Recognizing the average number of employees, employees' compensations , operating expenses, operating revenues (sales),electronic sales and the change of fixed assets in internal trade sector.

### Second: Benefits

The internal trade survey data supports decision makers and planners in Saudi labor market. The survey indicators help in developing programs and plans that aim at increasing the job opportunities and decrease unemployment. Regional and international organizations, researchers, academics, and those who are interested in labor market may get benefited from the outputs of this survey by using them in their reports, studies, and research.

### Third: Survey coverage

The survey covers establishments involved in the sale and repair activity of motor vehicles and motorcycles. Moreover, it covers wholesale and retail trade establishments excluding motor vehicles and motorcycles according to ISIC4.





## Fourth: Survey sample:

A stratified random sample, which includes all internal trade activities at the level of the fourth limit according to (ISIC4), was selected. It consists of (11,300) establishments distributed on(13)administrative regions.

## Fifth: Training

An integrated training program was held for all survey participants including employees and collaborators. The training schedule of the program aims at identifying survey objectives, data collection method, and how to deal with establishments. It also answers all expected questions through special lectures with a detailed explanations.





## General definitions and concepts

### 1- Institution

It is an economic unit of business with a legal entity that has a fixed position in which a certain economic activity is carried out, owned by a person, a group of persons, a company, a semi-governmental sector or an enterprise. Additionally, it is the smallest economic unit that can have data on workers and their compensation, as well as expenditure, revenues and capital formation.

### 2- Economic activity

What is performed or provided by the institution, work or services to achieve a return. It should be noted that institutions sometimes do not achieve a return as in the case of charities that rely on donations.

### 3- Workers

All individuals (Saudis and non-Saudis) who are already working whether paid or unpaid work, and the owners of the institutions, their families or their employees, whether they work full time or part thereof, whether they are permanent or temporary male or female. Regardless of whether their wages are paid on a daily, weekly or monthly basis, including partners and members of joint stock companies, heads of directors and members of the boards of directors, as well as employees with paid leave.

### 4- Compensations of employees

All payable amounts that should be paid periodically by the institution to its employees during the year including wages and salaries for regular working hours





and fixed bonuses, as well as all types of benefits and allowances such as housing and social insurance.

## 5- Operating expenses

All the institutions' expenses as a result of its economic activity, whether it was purchased in the same year or from purchases made in previous years.

## 6- Operating revenues (Sales)

The sales of the goods that purchased for the purpose of selling them in the same condition, for which purchases were made for these goods, whether the sales were for the main activity (wholesale or retail), or were for the secondary activity (wholesale or retail), and it also includes cash revenues earned as a result of the maintenance and repair of motor vehicles or other minor activities performed by the establishments.

## 7- Change in fixed assets

It is the identifying of fixed assets (holdings) and changes in the form of purchased additions or exclusions.

## 8- E-commerce

It is the process of making all sales, purchases and marketing electronically between two parties or more without using paper documents. It is done through the use of the internet network or any other electronic mean, including all related processes from payment and collection of funds which is called electronic transfer of money.





## Methodology of the survey

### Search for needs

A workshop was held for the survey on 30/3/2017 at GASTAT with the participation of a number of officials of the Ministry of Commerce and Investment, Small and Medium Enterprises General Authority, Council of Saudi Chambers, Job Creation Commission and businessmen of the private sector, in order to determine the requirement of those entities to provide the required data and to consider their opinions before the implementation of the survey.

### Survey form design

The survey form included geographic data which are locational data to determine the location of the establishment. It also included economic data such as an accurate description of the economic establishment's activity, data on the number of employees and their compensation, data on expenditure and sales (revenues), change in fixed assets, as well as sales through the Internet.

### Sample selection

The optimal size of the main sample was determined to meet the survey objectives at the Kingdom level and administrative regions, the sampling units were then withdrawn to the main sample, including the counting areas distributed to all the administrative regions. Prior to the withdrawal of the primary sampling units (enumeration areas) of the main sample, small enumeration areas or located in remote areas were integrated in order to replace them with similar counting areas to ensure proper representation for those classes and to obtain accurate results and estimates for all classes.

### Data collection method

The survey data collection process is conducted by using personal interview method by qualified researchers under the direct supervision of GASTAT staff.







## Data collection tools

Data collection is done on the field through the electronic survey form by using the tablet designed for this purpose, which contains the data of small and very small enterprises as well as the paper survey form, which is delivered to large and medium enterprises. Then data are entered by using tablets, and also by using special links for self-fulfillment by the enterprises.

## Upload and archive data and metadata collected on databases

It is done by using field researchers in different regions of the Kingdom for the synchronization feature available on tablets, the survey data are transferred directly to the database at the headquarter of the Authority to be stored for review and processing.

## Evaluation and data quality

The main lines of data quality application are as follows:

- Development and preparation of various software to examine the data and ensure its accuracy and validity.
- Ensure that the researcher arrives at the desired site and complies with the time of the survey.
- Frequent periodic visits are made by a team of specialists at the Authority to every city included in the survey according to specific timetable.
- The quality sample is automatically withdrawn at the city and researcher level.
- Special follow-up from quality monitors during field work also after the completion of the survey.
- Consider the feedback and suggestions received from clients.
- Evaluate the work periodically and follow up the international updates in this regard.
- Make the necessary procedures and steps to improve data quality.





## Survey Results

Table 1

جدول ١

### عدد المنشآت حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

No. of establishments by economic activity, 1st.Qrt. 2018

Economic activity	عدد المنشآت No. of establishments	النشاط الاقتصادي
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	95,298	بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	36,379	تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	340,210	تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>471,887</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

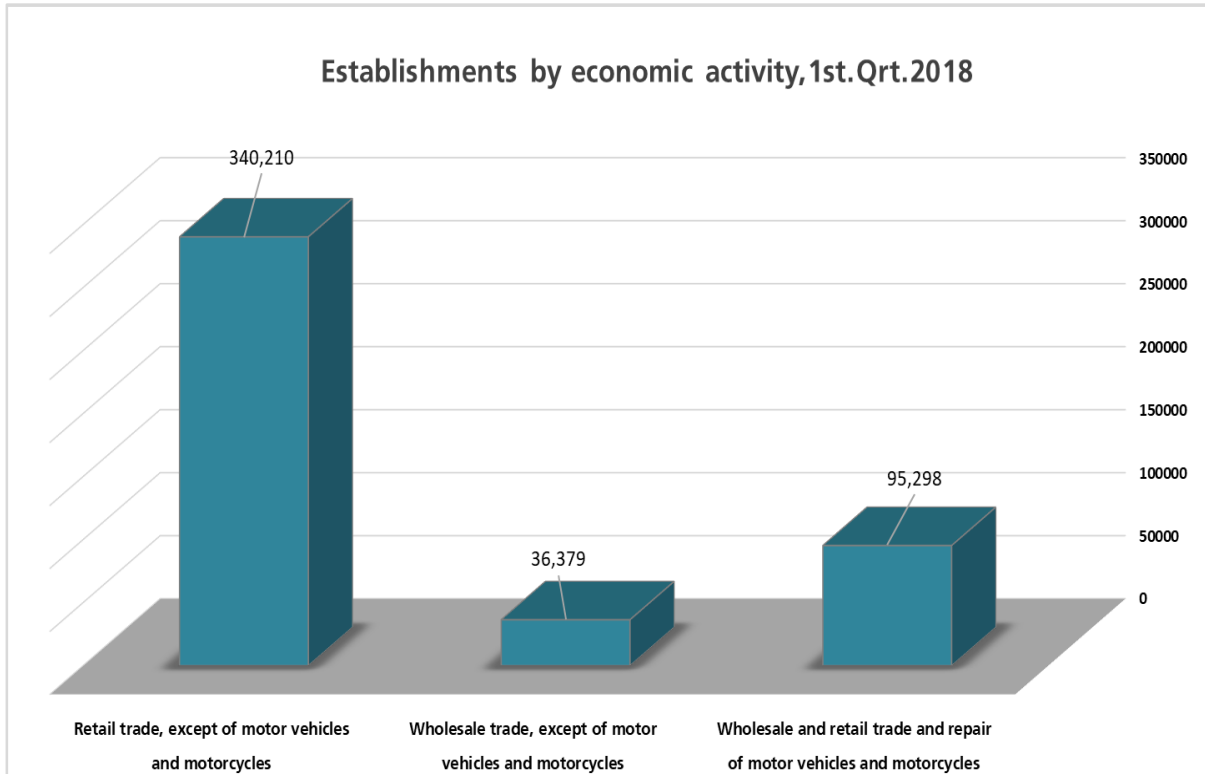




Table 2

جدول ٢

## عدد المشتغلين السعوديين حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

No. of Saudi employees by economic activity, 1st.Qrt. 2018

Economic activity	No. of Saudi employees عدد المشتغلين السعوديين			النشاط الاقتصادي
	جملة Total	أناث Female	ذكور Male	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	81,129	723	80,407	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	71,050	2,038	69,012	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	280,398	10,684	269,714	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>432,577</b>	<b>13,445</b>	<b>419,133</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

### Saudi employees by economic activity, 1st.Qrt.2018

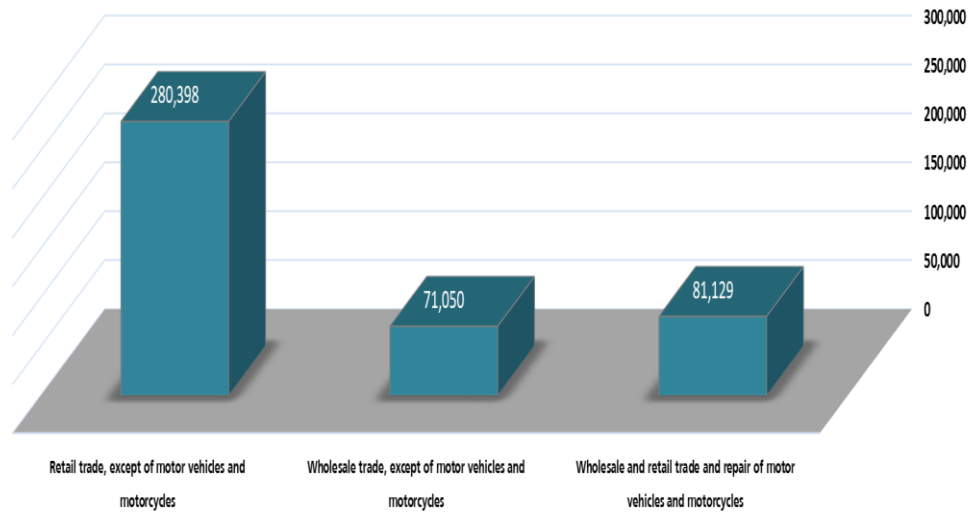




Table 3

جدول ٣

## عدد المشتغلين غير السعوديين حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

No. of Non-Saudi employees by economic activity, 1st.Qrt. 2018

Economic activity	عدد المشتغلين غير السعوديين			النشاط الاقتصادي
	جملة Total	أناث Female	ذكور Male	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	299,787	12	299,775	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	170,027	787	169,239	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	758,791	2,873	755,917	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>1,228,605</b>	<b>3,672</b>	<b>1,224,931</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)



## Non - saudi employees by economic

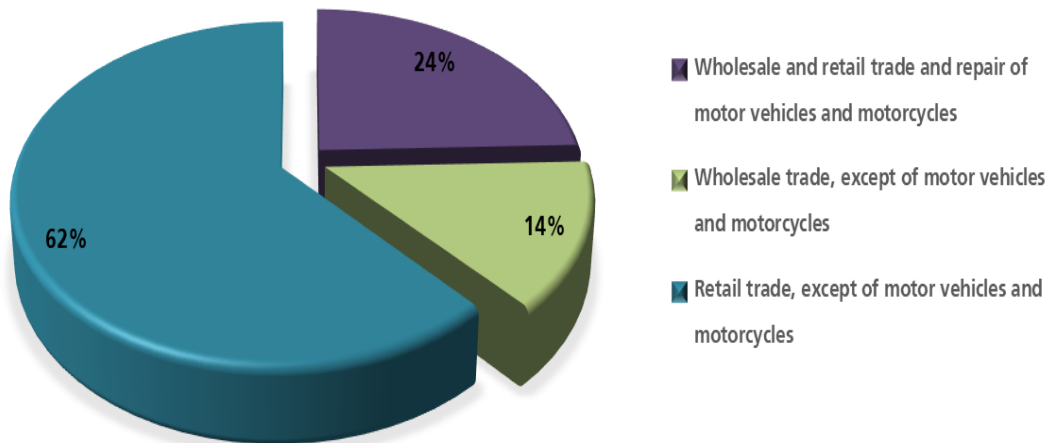




Table 4

جدول ٤

## عدد المشتغلين حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

No. of employees by economic activity, 1st.Qrt. 2018

Economic activity	عدد المشتغلين			النشاط الاقتصادي
	جملة Total	أنث Female	ذكور Male	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	380,917	735	380,182	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	241,076	2,825	238,251	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	1,039,188	13,557	1,025,631	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>1,661,181</b>	<b>17,117</b>	<b>1,644,064</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

### employees by economic activity, 1st.Qrt.2018

- Wholesale and retail trade and repair of motor vehicles and motorcycles
- Wholesale trade, except of motor vehicles and motorcycles
- Retail trade, except of motor vehicles and motorcycles

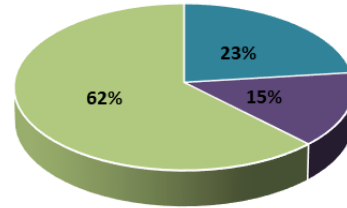




Table 5

جدول ٥

### متوسط التعويضات الشهرية المدفوعة للمشتغلين حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

Average monthly compensation paid to employees by economic activity, 1st.Qrt. 2018

Economic activity	متوسط التعويضات Avg. compensation	تعويضات المشتغلين Comensation	جملة المشتغلين Total	النشاط الاقتصادي
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	2,308	2,637,828,572	380,917	٤٥ بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	2,323	1,679,826,326	241,076	٤٦ تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	2,254	7,026,936,933	1,039,188	٤٧ تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>2,276</b>	<b>11,344,591,831</b>	<b>1,661,181</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

### Average monthly compensation paid to employees by economic activity, 1st.Qrt.2018

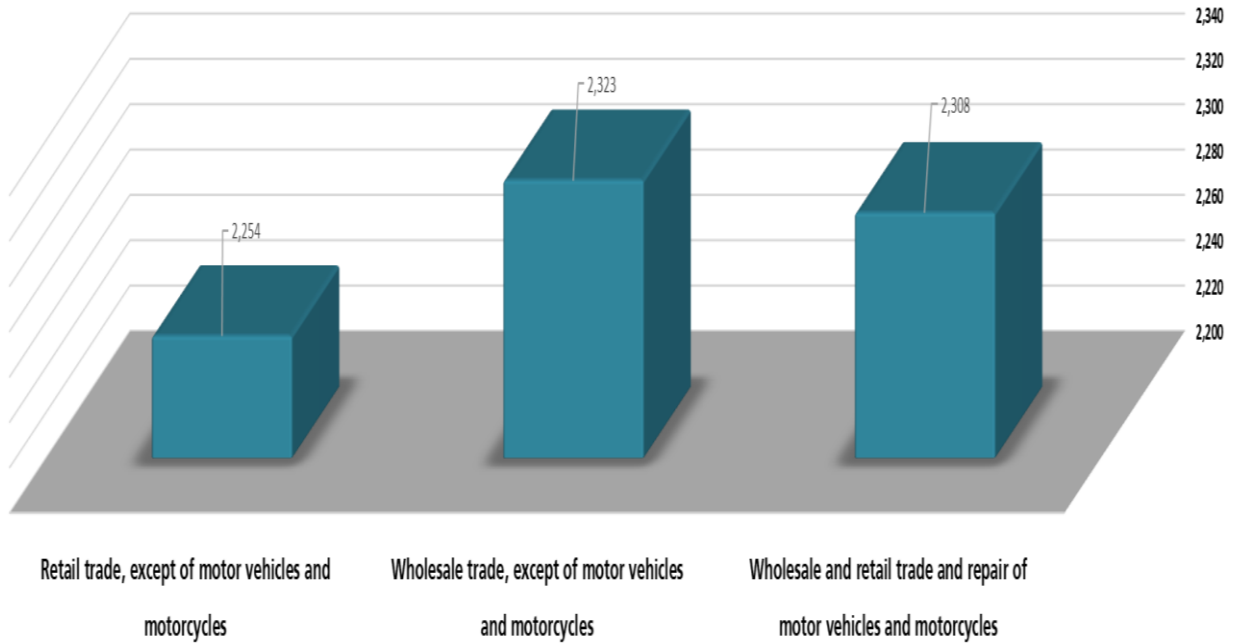




Table 6

جدول ٦

### النفقات والإيرادات التشغيلية ( المبيعات ) حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

Operating expenditures and revenues by economic activity, 1st.Qrt. 2018

Economic activity	الإيرادات التشغيلية (المبيعات)	النفقات التشغيلية	النشاط الاقتصادي
	Revenues(Sales)	Expenditures	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	34,742,972,960	18,816,710,013	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	54,080,825,540	33,062,516,737	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	57,201,609,402	34,035,938,340	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>146,025,407,902</b>	<b>85,915,165,090</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

### operating expenditures and revenues by economic activity, 1sr.Qrt.2018

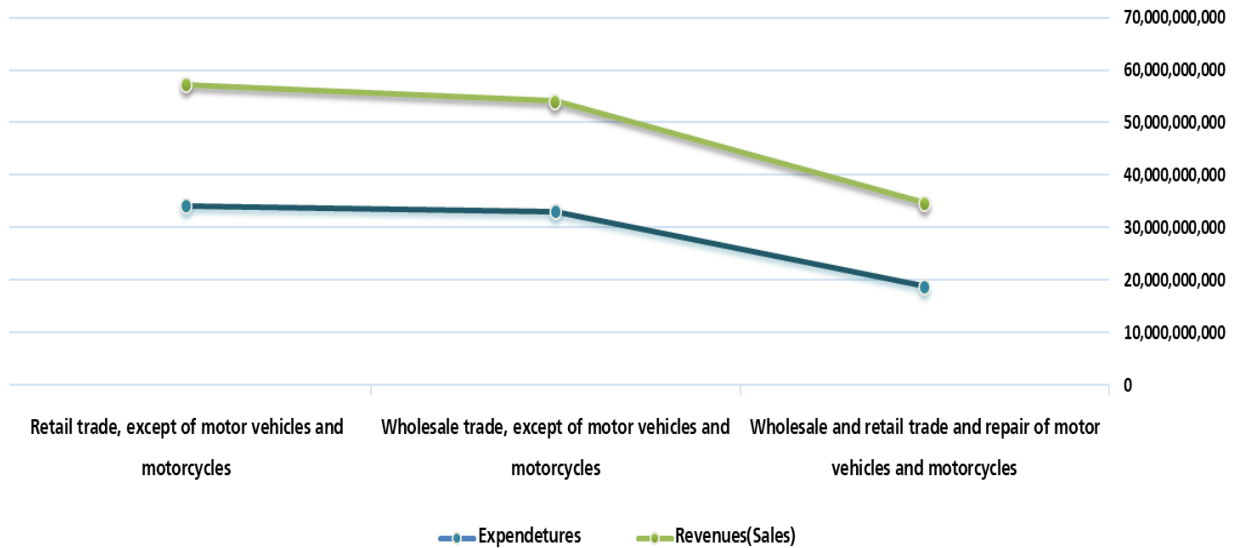




Table 7

جدول ٧

## فائض التشغيل حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

Operating surplus by economic activity, 1st.Qrt. 2018

Economic activity	فائض التشغيل Operating surplus	النشاط الاقتصادي
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	13,288,434,375	٤٥ بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	19,338,482,477	٤٦ تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	16,138,734,129	٤٧ تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>48,765,650,981</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)



### operating surplus by economic activity, 1st.Qrt.2018

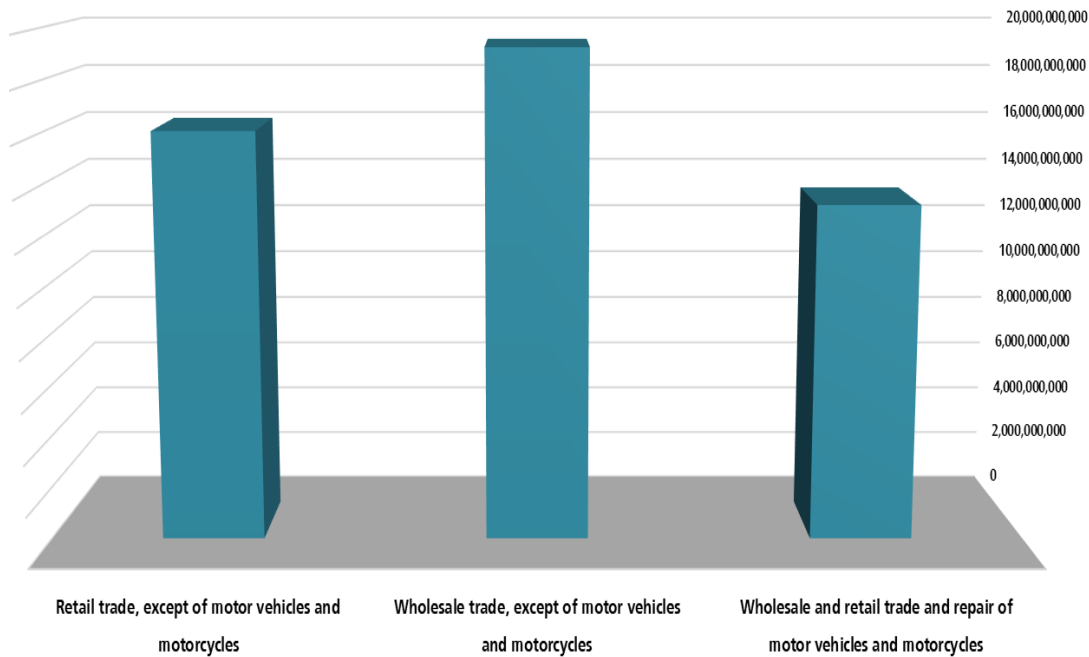






Table 8

جدول ٨

## معدل إنتاجية المشتغل الشهرية حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

Monthly worker productivity by economic activity, 1st.Qrt. 2018

Economic activity	إنتاجية المشتغل Worker productivity	الإيرادات التشغيلية Revenues	جملة المشتغلين Total	النشاط الاقتصادي
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	30,403	34,742,972,960	380,917	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	74,777	54,080,825,540	241,076	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	18,348	57,201,609,402	1,039,188	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>29,302</b>	<b>146,025,407,902</b>	<b>1,661,181</b>	<b>الجملة</b>

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)

### monthly worker productivity by economic activity, 1st.Qrt.2018

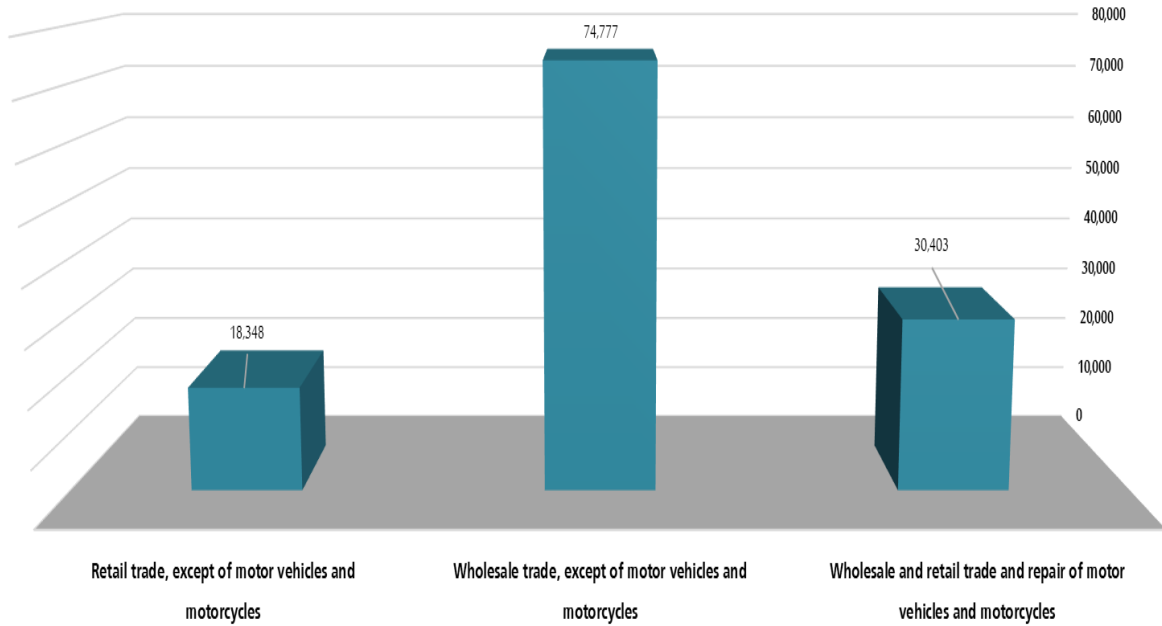




Table 9

جدول ٩

## المبيعات الإلكترونية حسب النشاط الاقتصادي خلال الربع الأول ٢٠١٨

Value of internet sales by economic activity, 1st.Qrt. 2018

Economic activity	مبيعات الإنترنت Internet sales	النشاط الاقتصادي
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	0.29%	٤٥ بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	1.14%	٤٦ تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	1.67%	٤٧ تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: General Organization for Statistics (Internal Trade Survey Q1 2018)



### value of internet sales by economic activity, 1st.Qrt.2018

