



الهيئة العامة للإحصاء  
General Authority for Statistics

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## Internal Trade Bulletin

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2018(Q4)



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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.





## 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- Value of Electronic sale

All sales are realized as a result of an established practice of electronic sales, whether directly or through an intermediary.





## Methodology of the survey

### Search for needs

A workshop was held for the survey 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:

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- 4- The quality sample is automatically withdrawn at the city and researcher level.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







## Trade Survey Results 2018 (Q4)





Table 1

جدول 1

### عدد المنشآت حسب النشاط الاقتصادي خلال الربع الرابع 2018

No. of establishments by economic activity, 4th. Qrt. 2018

Economic activity	عدد المنشآت	النشاط الاقتصادي
	No. of establishments	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	92,779	بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	34,843	تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	343,201	تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>470,823</b>	<b>الجملة</b>

Source: Genral Authority Staistics ( Internal Trade Survey (Q4) 2018)

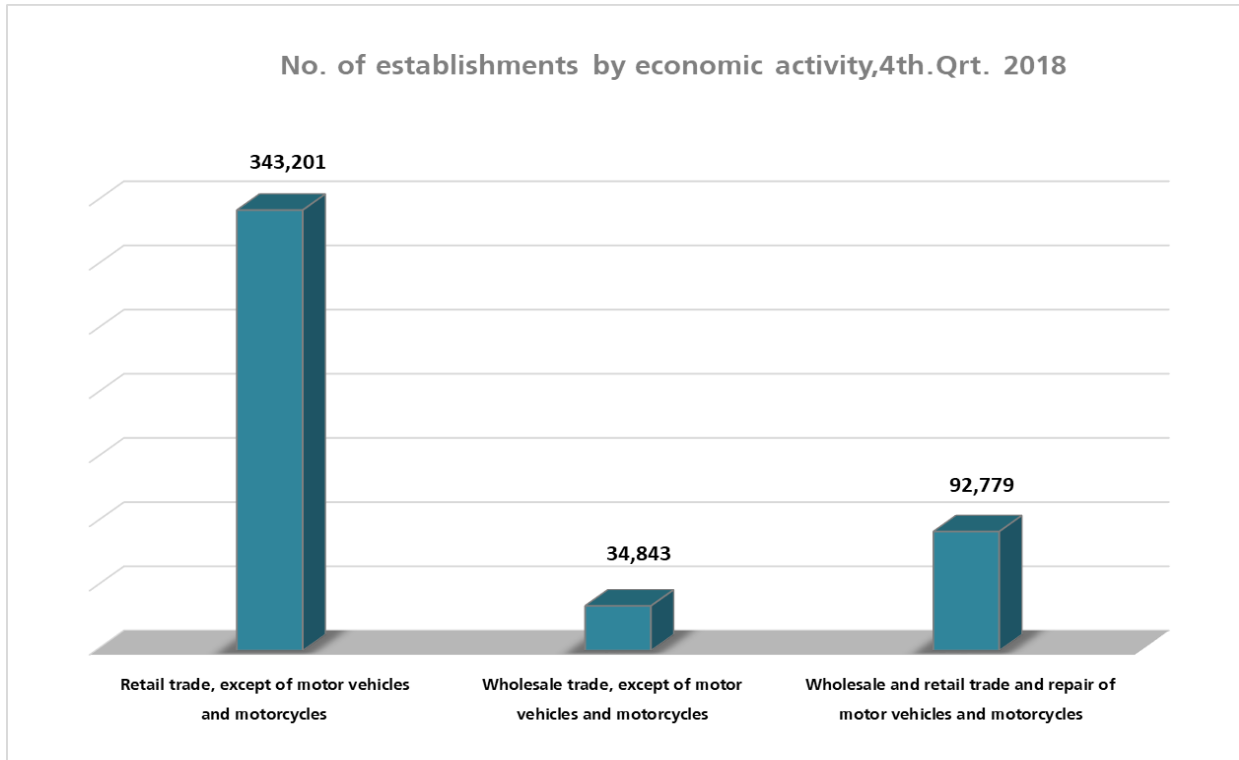




Table 2

جدول 2

عدد المشتغلين في القطاع الخاص والقطاع العام حسب النشاط الاقتصادي للمنشأة الربع الرابع 2018

Number of Employees in the private sector and public sector by establishment 's economic activity, 4th. Qrt. 2018

Administrative Area	التجارة Commerce	المنطقة الإدارية
1 Riyadh	830,414	الرياض 1
2 Makkah	608,065	مكة المكرمة 2
3 Madinah	101,116	المدينة المنورة 3
4 Qassim	70,934	القصيم 4
5 Easte. Prov.	357,452	المنطقة الشرقية 5
6 Asir	65,940	عسير 6
7 Tabuk	25,327	تبوك 7
8 Hail	22,117	حائل 8
9 North.Bord.	8,533	الحدود الشمالية 9
10 Jazan	46,530	جازان 10
11 Najran	23,008	نجران 11
12 AL - Baha	20,926	الباحة 12
13 AL - Jouf	14,526	الجوف 13
<b>Total</b>	<b>2,194,888</b>	<b>الجملة</b>

source: GOSI



Number of Employees in the private sector and public sector by establishment 's economic activity, 4th. Qrt. 2018

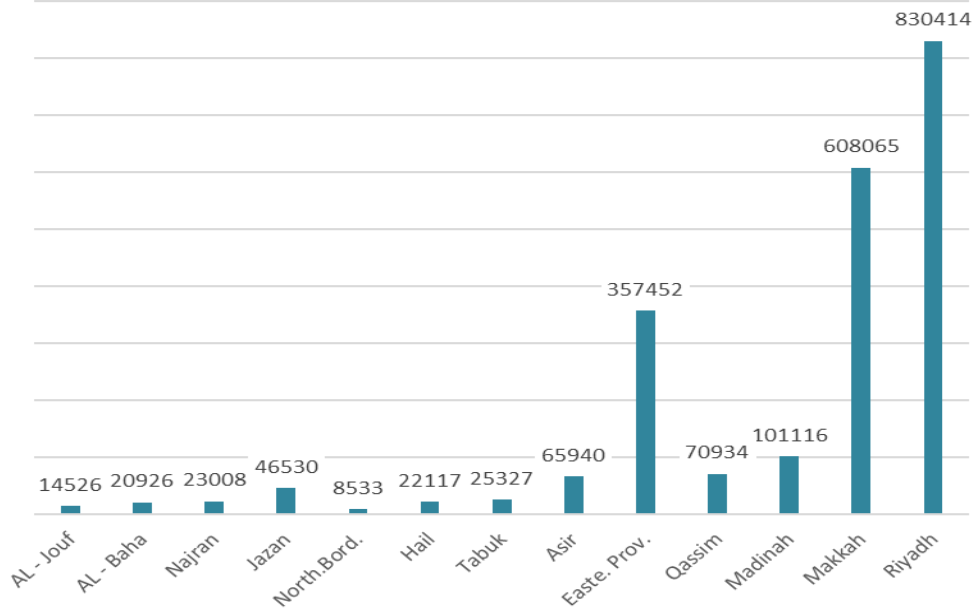




Table 3

جدول 3

### متوسط التعويضات الشهرية المدفوعة للمشتغلين حسب النشاط الاقتصادي خلال الربع الرابع 2018 Average monthly compensation paid to employees by economic activity, 4th.Qrt. 2018

Economic activity	متوسط التعويضات	النشاط الاقتصادي
	Avg. compensation	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	2,384	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	2,373	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	2,224	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>2.281</b>	<b>الجملة</b>

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

### Average monthly compensation paid to employees by economic activity, 4th.Qrt. 2018

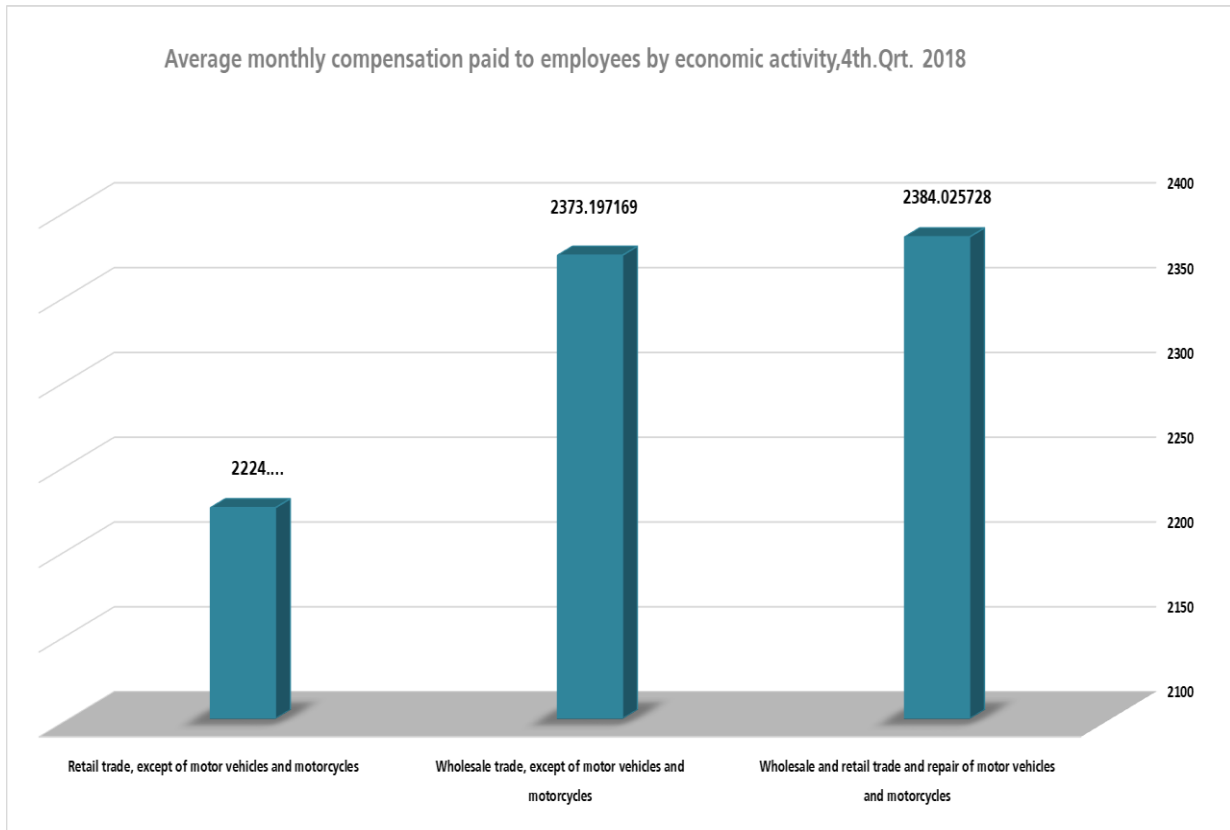




Table 4

جدول 4

## النفقات والإيرادات التشغيلية ( المبيعات ) حسب النشاط الاقتصادي خلال الربع الرابع 2018

Operating expenditures and revenues by economic activity,4th.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	36,397,268,532	18,615,917,843	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	54,723,284,507	33,299,483,788	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	58,792,199,105	36,193,937,211	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>149,912,752,143</b>	<b>88,109,338,842</b>	<b>الجملة</b>

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

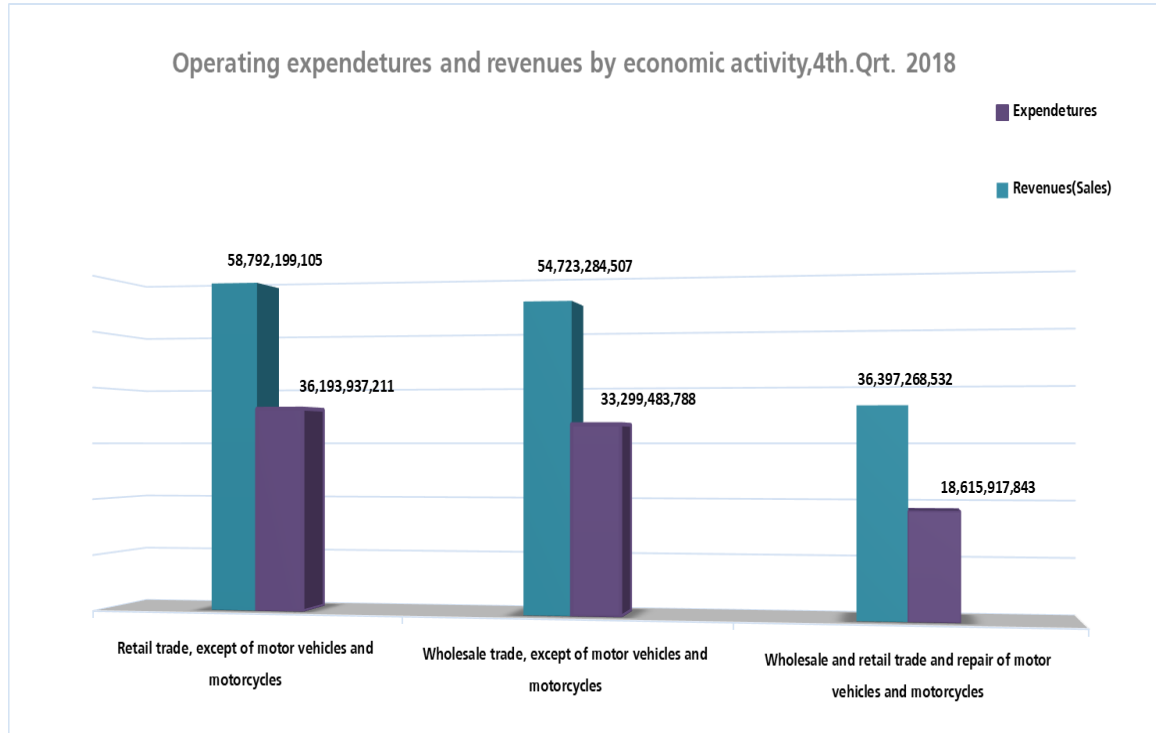




Table 5

جدول 5

### فائض التشغيل حسب النشاط الاقتصادي خلال الربع الرابع 2018

Operating surplus by economic activity, 4th .Qrt. 2018

Economic activity	فائض التشغيل	النشاط الاقتصادي
	Operating surplus	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	14,998,513,217	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	19,674,680,836	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	15,276,202,190	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>49,949,396,242</b>	<b>الجملة</b>

Source: Genral Authority Statistics ( Internal Trade Survey (Q4) 2018)

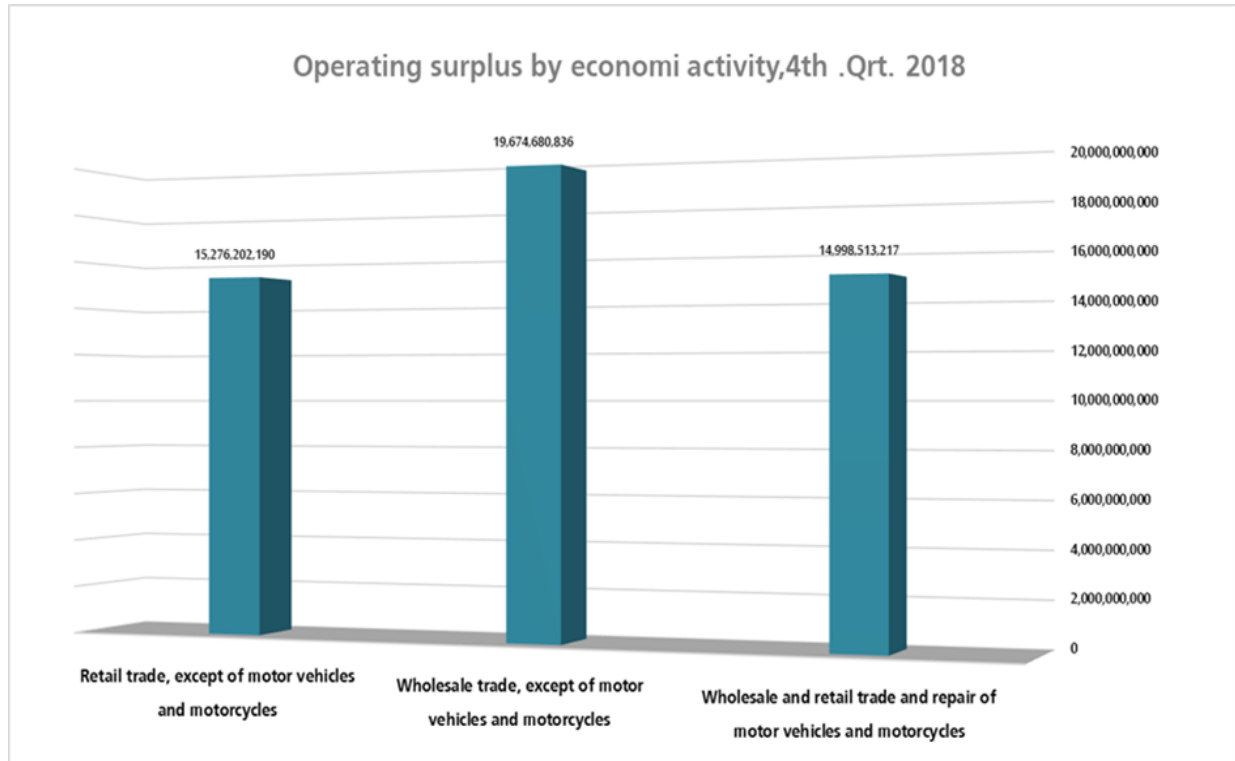




Table 6

جدول 6

### معدل إنتاجية المشتغل الشهرية حسب النشاط الاقتصادي خلال الربع الرابع 2018

Monthly worker productivity by economic activity, 4th.Qrt. 2018

Economic activity	إنتاجية المشتغل	النشاط الاقتصادي
	Worker productivity	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	31,181	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	74,248	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	17,860	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية
<b>Total</b>	<b>28,851</b>	<b>الجملة</b>

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

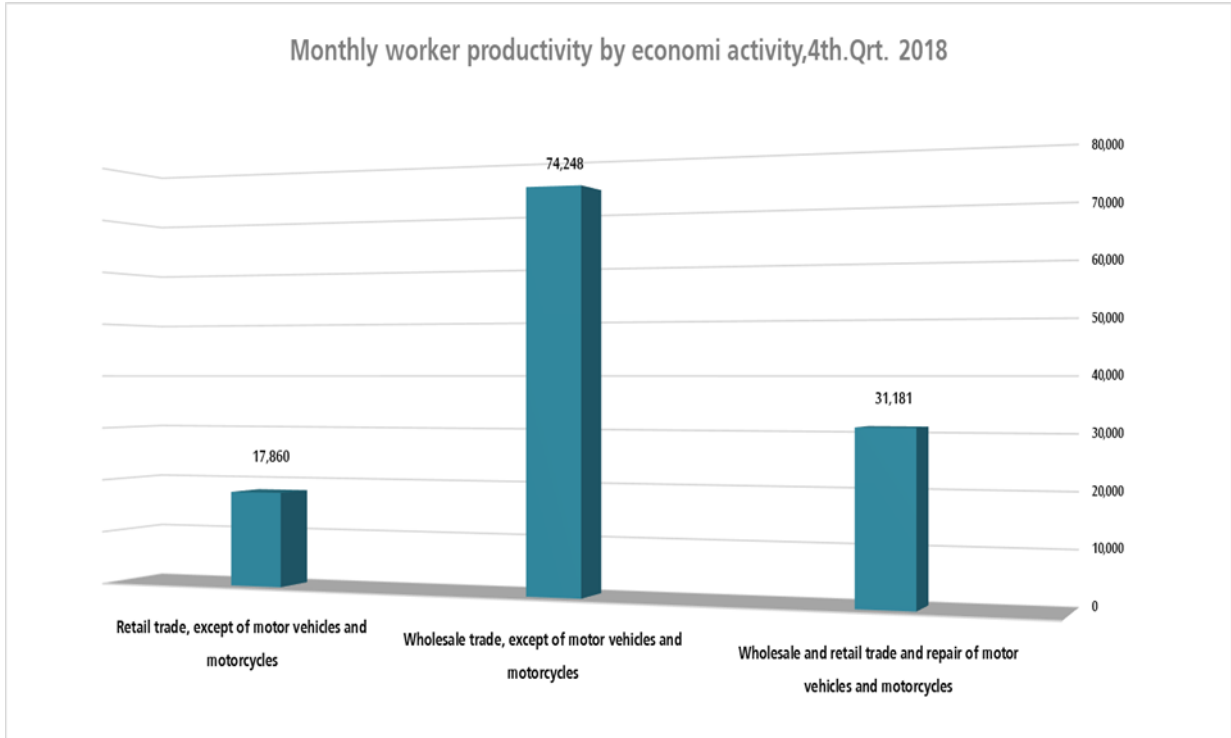




Table 7

جدول 7

### المبيعات الإلكترونية حسب النشاط الاقتصادي خلال الربع الرابع 2018

Value of internet sales by economic activity,4th.Qrt. 2018

Economic activity	مبيعات الانترنت	النشاط الاقتصادي
	Internet sales	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	0.37%	بيع وإصلاح المركبات ذات المحركات والدراجات النارية 45
46 Wholesale trade, except of motor vehicles and motorcycles	1.31%	تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية 46
47 Retail trade, except of motor vehicles and motorcycles	1.96%	تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية 47

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

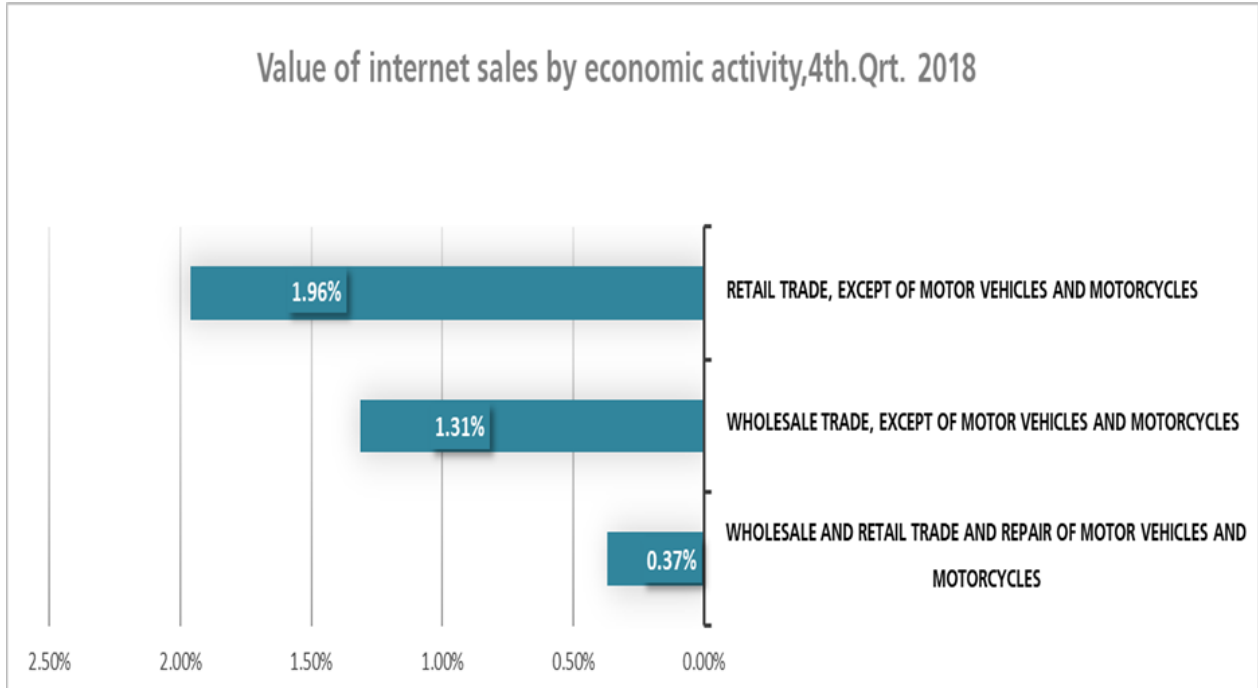






Table 8

جدول 8

## نسبة المنشآت التي لديها دفاتر محاسبية حسب النشاط الاقتصادي خلال الربع الرابع 2018

Percentage of establishments with accounting books by economic activity,4th.Qrt. 2018

Economic activity	لا	نعم	النشاط الاقتصادي
	No	Yes	
45.0000 Wholesale and retail trade and repair of motor vehicles and motorcycles	87.5%	12.5%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46.0000 Wholesale trade, except of motor vehicles and motorcycles	79.3%	20.7%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47.0000 Retail trade, except of motor vehicles and motorcycles	90.5%	9.5%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

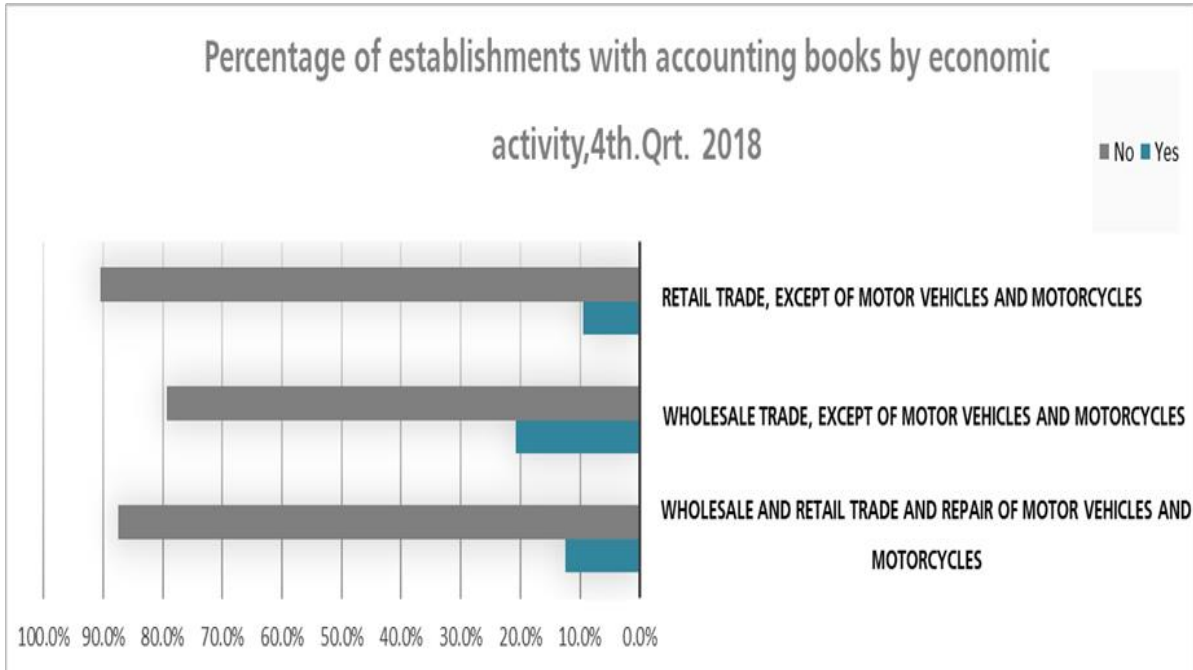




Table 9

جدول 9

نسبة المنشآت التي تستخدم أنظمة محاسبية إلكترونية حسب النشاط الاقتصادي خلال الربع الرابع 2018  
Percentage of establishments using electronic accounting systems by economic activity, 4th. Qrt. 2018

Economic activity	لا	نعم	النشاط الاقتصادي
	No	Yes	
45.0000 Wholesale and retail trade and repair of motor vehicles and motorcycles	95.7%	4.3%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46.0000 Wholesale trade, except of motor vehicles and motorcycles	85.4%	14.6%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47.0000 Retail trade, except of motor vehicles and motorcycles	96.4%	3.6%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

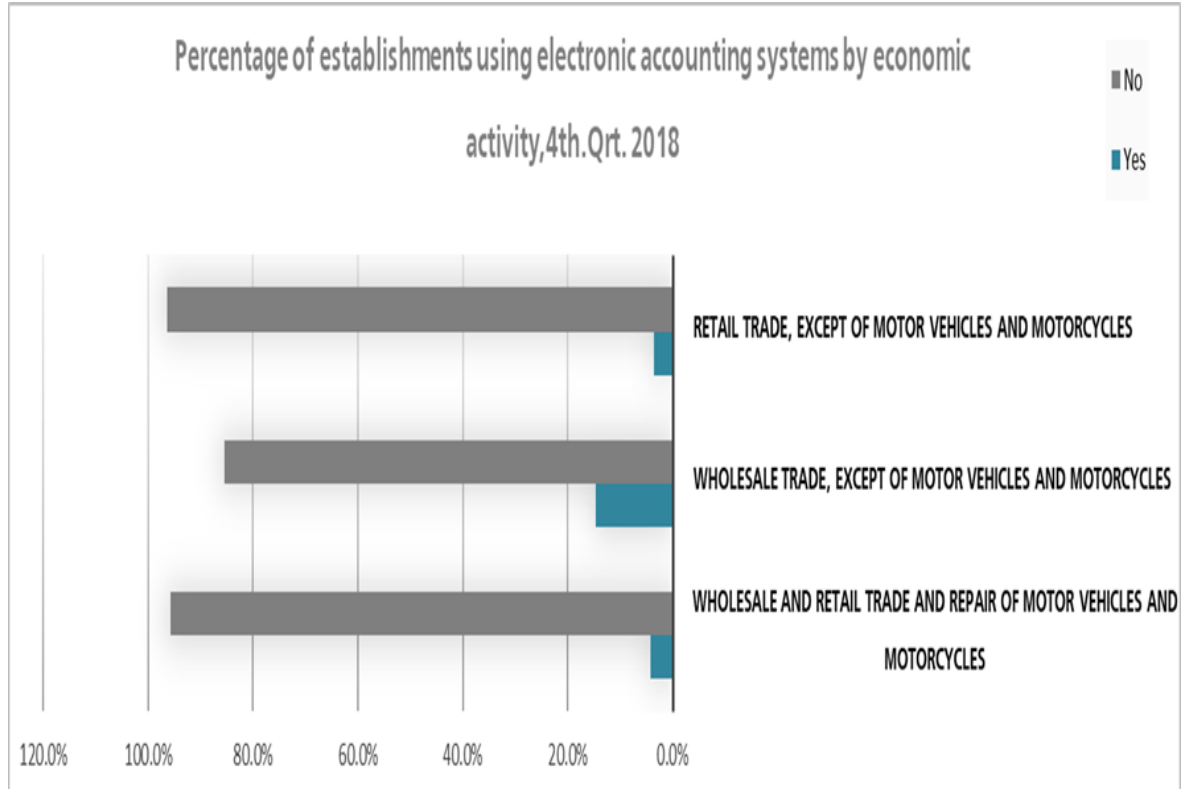




Table 10

جدول 10

## متطلب التوظيف للسعوديين حسب النشاط الاقتصادي خلال الربع الرابع 2018

Employment requirements for Saudis by economic activity ,4th.Qrt. 2018

Economic activity	جامعي	تقني	ثانوي	اقل من ثانوي	النشاط الاقتصادي
	Academic	Technical	High School	less than High school	
45.0000 Wholesale and retail trade and repair of motor vehicles and motorcycles	5.7%	47.9%	38.1%	8.3%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46.0000 Wholesale trade, except of motor vehicles and motorcycles	11.6%	12.1%	69.2%	7.1%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47.0000 Retail trade, except of motor vehicles and motorcycles	14.8%	10.1%	69.8%	5.3%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: General Authority Statistics (Internal Trade Survey (Q4) 2018)

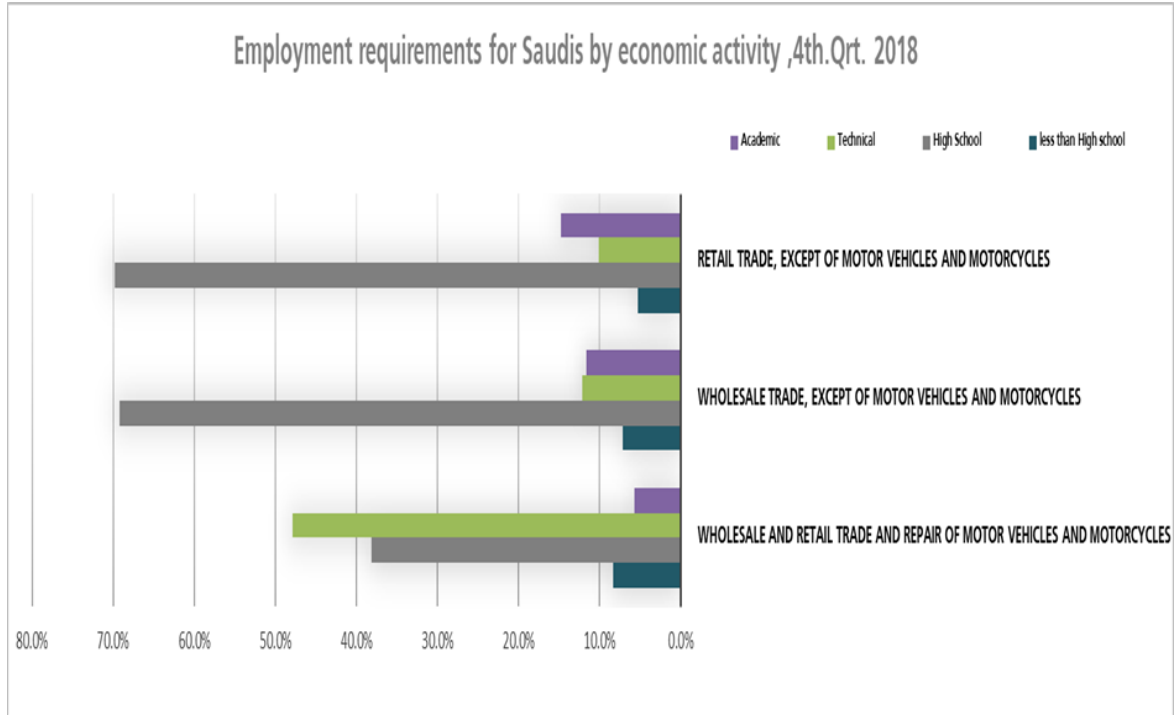




Table 11

جدول 11

## متطلب التوظيف لغير السعوديين حسب النشاط الاقتصادي خلال الربع الرابع 2018

Employment requirements for non - Saudis by economic activity ,4th.Qrt. 2018

Economic activity	جامعي	تقني	ثانوي	اقل من ثانوي	النشاط الاقتصادي
	Academic	Technical	High School	less than High school	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	10.9%	51.8%	26.5%	10.8%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	29.6%	20.0%	34.2%	16.2%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	34.0%	22.4%	40.9%	2.7%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: General Authority Statistics ( Internal Trade Survey (Q4) 2018)

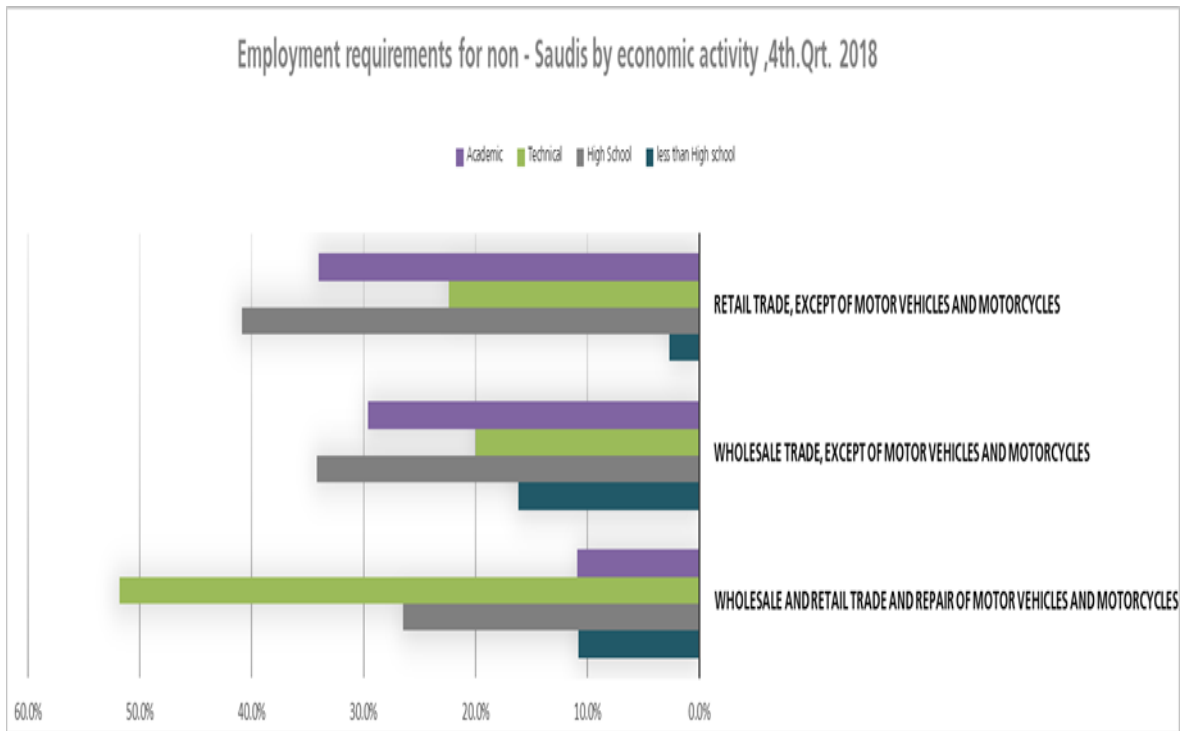




Table 12

جدول 12

### نسبة المنشآت التي يتوفر لديها موقع إلكتروني حسب النشاط الاقتصادي خلال الربع الرابع 2018

Percentage of establishments that have a website by economic activity,4th.Qrt. 2018

Economic activity	لا	نعم	النشاط الاقتصادي
	No	Yes	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	97.28 %	2.72 %	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	96.76 %	3.24 %	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	97.36 %	2.64 %	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: Genral Authority Staistics ( Internal Trade Survey (Q4) 2018)

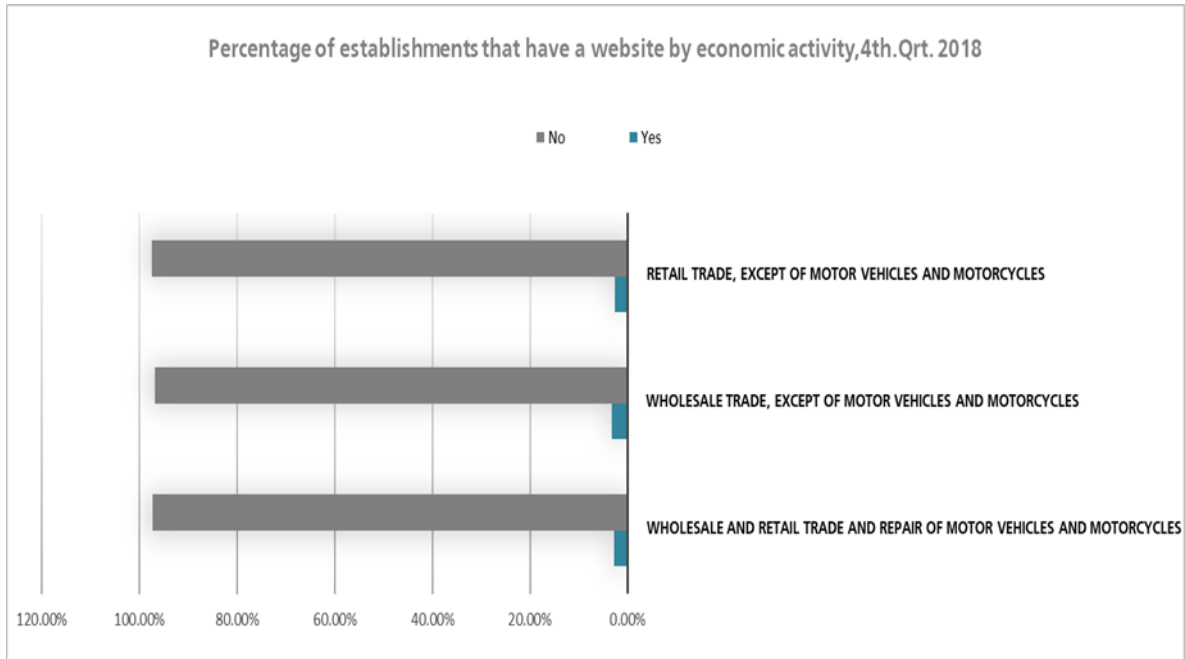




Table 13

جدول 13

### نسبة المنشآت التي تستخدم مواقع وسيطة لبيع السلع حسب النشاط الاقتصادي خلال الربع الرابع 2018

Percentage of establishments using intermediate sites for selling goods by economic activity, 3rd. Qrt. 2018

Economic activity	لا	نعم	النشاط الاقتصادي
	No	Yes	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	99.36%	0.64%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	97.48%	2.52%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	98.01%	1.99%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: Genral Authority Staistics ( Internal Trade Survey (Q4) 2018)

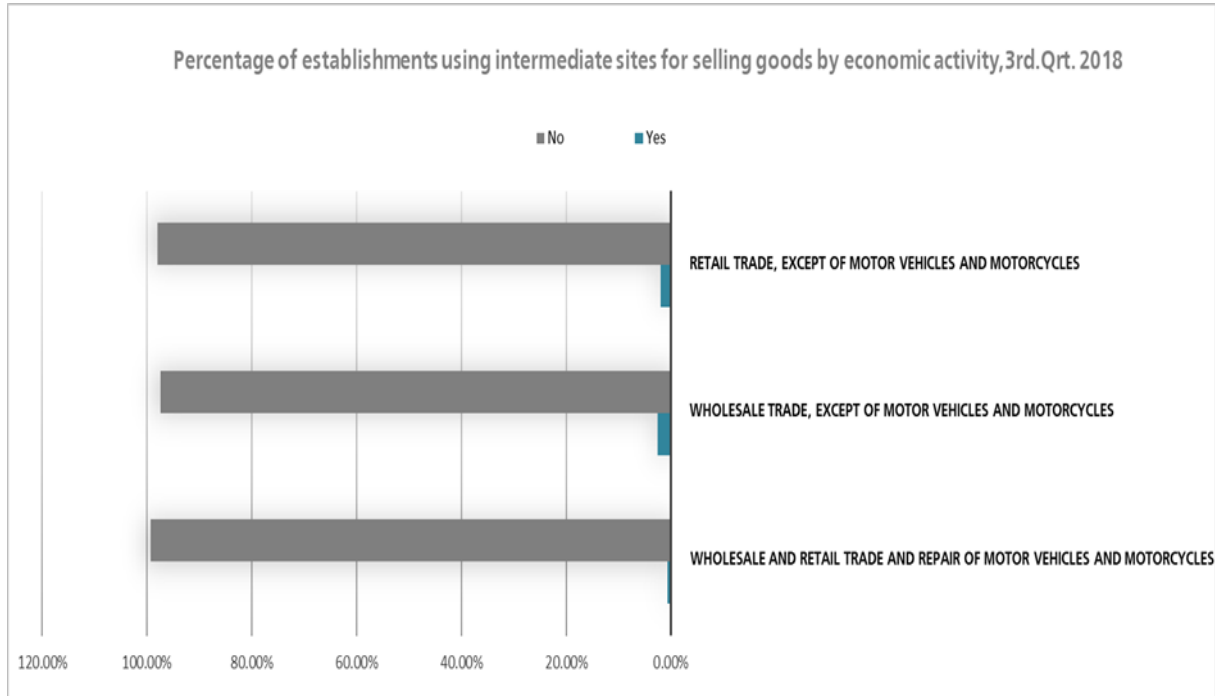




Table 14

جدول 14

## تقييم الخدمات الحكومية تجاه الأنشطة التجارية خلال الربع الرابع 2018

Evaluation of government services to business activities, 4th. Qrt. 2018

Economic activity	محايد	غير راضي	راضي	النشاط الاقتصادي
	Neutral	Not satisfied	Satisfied	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	16.1%	17.0%	66.9%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	14.6%	22.3%	63.1%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	16.2%	22.1%	61.7%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: Genral Authority Staistics ( Internal Trade Survey (Q4) 2018)

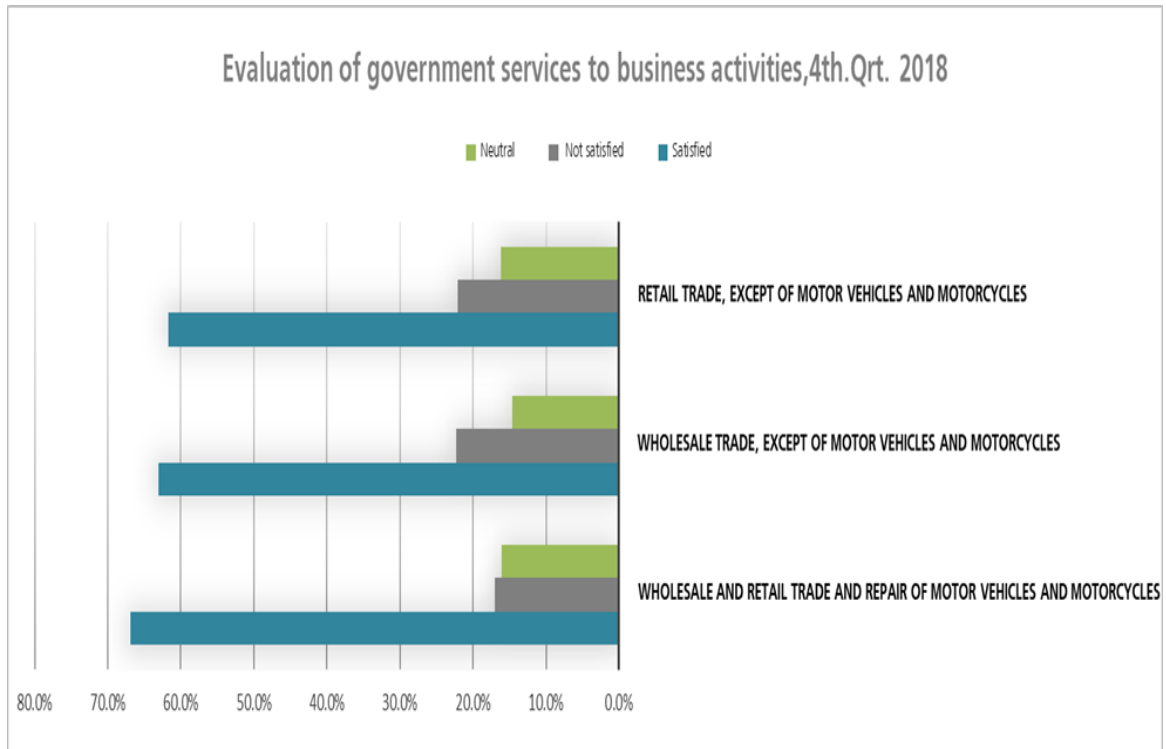




Table 15

جدول 15

### نسبة المنشآت الحاصلة على قروض تمويلية حسب النشاط الاقتصادي خلال الربع الرابع 2018

Percentage of establishments receiving financing loans by economic activity, 4th.Qrt. 2018

Economic activity	لا	نعم	النشاط الاقتصادي
	No	Yes	
45 Wholesale and retail trade and repair of motor vehicles and motorcycles	98.45%	1.55%	45 بيع وإصلاح المركبات ذات المحركات والدراجات النارية
46 Wholesale trade, except of motor vehicles and motorcycles	96.79%	3.21%	46 تجارة الجملة، باستثناء المركبات ذات المحركات والدراجات النارية
47 Retail trade, except of motor vehicles and motorcycles	94.91%	4.60%	47 تجارة التجزئة، باستثناء المركبات ذات المحركات والدراجات النارية

Source: Genral Authority Staistics ( Internal Trade Survey (Q4) 2018)

