HELLENIC REPUBLIC
HELLENIC STATISTICAL AUTHORITY

Piraeus, 23 March 2023

EVOLUTION OF TURNOVER OF ENTERPRISES IN

RETAIL TRADE

JANUARY 2023

The Hellenic Statistical Authority (ELSTAT) with this sectoral publication, presents in detail the evolution of the sales/turnover of all classes of activity of the retail trade section. Retail trade is the basic business model of the modern consumer supply chain, through the resale of material goods or services and the promotion of products for profit.

Therefore, retail trade has always been an important productive tertiary sector of the Greek economy with a significant contribution to the Gross Domestic Product.

In addition, monitoring the aggregates of the retail trade, leads to conclusions on the evolution of consumption (in terms of volume, characteristics, preferences and substitution of products) of the Greek society, the citizens and the enterprises of the country.

This current publication is part of the sequel of the announcements published by ELSTAT (link) since April 2020, incorporating the most recent data on turnover from Administrative Sources for **January 2023.**

In particular, ELSTAT announces:

- monthly data on turnover for **the enterprises obliged to double-entry accounting bookkeeping** classified in the activity classes of the retail trade divisions, for the total of Greece and per Region of Greece,
- monthly data on turnover for **the enterprises obliged to double-entry accounting bookkeeping** classified in the activity classes of the retail trade divisions, **excluding vehicles, food and fuel classes,** for the total of Greece and per Region of Greece.

In addition, ELSTAT announces for the first time:

- monthly data on turnover for **the small and medium sized enterprises obliged to double-entry accounting bookkeeping** classified in the activity classes of the retail trade divisions, for the total of Greece and
- monthly data on turnover for **the small and medium sized enterprises obliged to double-entry accounting bookkeeping** classified in the activity classes of the retail trade divisions, **excluding vehicles, food and fuel classes,** for the total of Greece.

Starting from the current announcement, an updated framework for the determination of the enterprises is used, which occurs from the linking at micro-data level of administrative transactions files, of the reference years 2019, 2020, 2021, 2022 and 2023, administrative registers of enterprises, of the reference years 2021 and 2022, and of the final Statistical Business Register, of the reference year 2020, that provides a standardized set of data, harmonized with European classifications.

Based on the above-mentioned determination framework, an updated time series with the evolution of turnover for the period January 2019 - January 2023 (on a monthly and quarterly level) has been compiled, which is available on ELSTAT's website (www.statistics.gr), at the following link: https://www.statistics.gr/en/statistics/-/publication/SBR04/-.

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1. **Enterprises in retail trade divisions obliged to double-entry accounting bookkeeping** (Tables 1, 2, 3)

For the **enterprises in retail trade divisions obliged to double-entry accounting bookkeeping**, for which data are available on a monthly basis, the turnover in January 2023 amounted to 3.10 billion euro, recording an increase of 31.6% in comparison with January 2022, when the respective turnover was 2.35 billion euro and a decrease of 20.5% in comparison with December 2022, when the respective turnover was 3.90 billion euro.

The activities that recorded the <u>biggest increase</u> in turnover in **January 2023** compared with January 2022 are:

- Sale of other motor vehicles, increase 76.1%.
- Retail sale of music and video recordings in specialized stores, increase 67.6%.

The activities that recorded <u>decrease</u> in turnover in **January 2023** compared with January 2022 are:

- Retail sale of carpets, rugs, wall and floor coverings in specialized stores, decrease 8.2%.
- Other retail sale of new goods in specialized stores, decrease 4.1%.

The Regions that recorded the <u>biggest increase</u> in turnover in **January 2023** compared with January 2022 are:

- Region of Krete, increase 36.3%.
- Region of Notio Aigaio, increase 24.9%.

The Region that recorded <u>decrease</u> in turnover in **January 2023** compared with January 2022 is:

- Region of Voreio Aigaio, decrease 0.9%

For the **small and medium sized enterprises[1] in retail trade divisions obliged to double-entry accounting bookkeeping**, for which data are available on a monthly basis, the turnover in January 2023 amounted to 1.0 billion euro, recording an increase of 26.2% in comparison with January 2022, when the respective turnover was 0.79 billion euro.

2. **Enterprises in retail trade divisions, excluding vehicles, food and fuel classes[2]** (Tables 1, 2, 3)

For the enterprises in retail trade divisions, excluding vehicles, food and fuel classes, obliged to double-entry accounting bookkeeping, for which data are available on a monthly basis, the turnover in January 2023 amounted to 0.95 billion euro, recording an increase of 51.4% in comparison with January 2022, when the respective turnover was 0.62 billion euro and a decrease of 25.3% in comparison with December 2022, when the respective turnover was 1.27 billion euro.

The Regions that recorded the <u>biggest increase</u> in turnover in **January 2023** compared with January 2022 are:

- Region of Dytiki Makedonia, increase 50.5%.
- Region of Notio Aigaio, increase 50.5%.

For the **small and medium sized enterprises[1] in retail trade divisions, excluding vehicles, food and fuel classes, obliged to double-entry accounting bookkeeping**, for which data are available on a monthly basis, the turnover in January 2023 amounted to 0.39 billion euro, recording an increase of 23.1% in comparison with January 2022, when the respective turnover was 0.32 billion euro.

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[1] *The definition of the small and medium sized enterprises is available under section "Methodological notes" page 8*.

[2] *Activity classes 4511, 4519, 4520, 4531, 4532, 4540, 4711, 4721, 4722, 4723, 4724, 4725, 4729, 4730 and 4781 are not included.*

Table 1: Turnover **for the total of enterprises obliged to double-entry accounting bookkeeping** in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification)

Code NACE Rev.2	Description	TURNOVER (in thousand €)				Annual Rate of Change (%)		Monthly Rate of Change (%)	
		December 2021	January 2022	December 2022	January 2023	December 2022/2021	January 2023/2022	January 2022 / December 2021	January 2023 / December 2022
4511	Sale of cars and light motor vehicles	396,150	323,771	518,330	526,498	30.8	62.6	-18.3	1.6
4519	Sale of other motor vehicles	36,597	18,359	46,104	32,337	26.0	76.1	-49.8	-29.9
4520	Maintenance and repair of motor vehicles	25,202	16,290	**	25,007	**	53.5	-35.4	**
4531	Wholesale trade of motor vehicle parts and accessories	109,988	89,487	119,739	115,303	8.9	28.8	-18.6	-3.7
4532	Retail trade of motor vehicle parts and accessories	*	*	*	*	*	*	*	*
4540	Sale, maintenance and repair of motorcycles and related parts and accessories	22,261	19,613	28,111	28,480	26.3	45.2	-11.9	1.3
4711	Retail sale in non-specialized stores with food, beverages or tobacco predominating	1,395,906	964,829	1,481,831	1,097,353	6.2	13.7	-30.9	-25.9
4719	Other retail sale in non-specialized stores	54,921	37,031	58,278	47,092	6.1	27.2	-32.6	-19.2
4721	Retail sale of fruit and vegetables in specialized stores	7,981	6,261	**	**	**	**	-21.6	**
4722	Retail sale of meat and meat products in specialized stores	33,376	20,275	37,707	24,267	13.0	19.7	-39.3	-35.6
4723	Retail sale of fish, crustaceans and molluscs in specialized stores	2,772	3,094	2,950	3,200	6.4	3.4	11.6	8.5
4724	Retail sale of bread, cakes, flour confectionery and sugar confectionery in specialized stores	13,682	9,237	15,156	10,887	10.8	17.9	-32.5	-28.2
4725	Retail sale of beverages in specialized stores	9,300	2,481	**	3,846	**	55.0	-73.3	**
4726	Retail sale of tobacco products in specialized stores	2,214	2,263	3,597	2,934	62.5	29.7	2.2	-18.4
4729	Other retail sale of food in specialized stores	18,194	12,811	18,673	14,893	2.6	16.3	-29.6	-20.2
4730	Retail sale of automotive fuel in specialized stores	270,220	231,463	295,296	250,538	9.3	8.2	-14.3	-15.2
4741	Retail sale of computers, peripheral units and software in specialized stores	122,067	69,076	137,657	87,898	12.8	27.2	-43.4	-36.1
4742	Retail sale of telecommunications equipment in specialized stores	45,381	**	**	15,424	**	**	**	**
4743	Retail sale of audio and video equipment in specialized stores	4,992	2,682	5,586	3,945	11.9	47.1	-46.3	-29.4
4751	Retail sale of textiles in specialized stores	4,360	**	4,003	2,017	-8.2	**	**	-49.6
4752	Retail sale of hardware, paints and glass in specialized stores	57,228	31,697	68,146	44,280	19.1	39.7	-44.6	-35.0
4753	Retail sale of carpets, rugs, wall and floor coverings in specialized stores	3,390	1,085	3,625	996	6.9	-8.2	-68.0	-72.5
4754	Retail sale of electrical household appliances in specialized stores	102,299	58,829	113,274	91,647	10.7	55.8	-42.5	-19.1
4759	Retail sale of furniture, lighting equipment and other household articles in specialized stores	57,943	29,722	**	37,000	**	24.5	-48.7	**

Table 1: Turnover **for the total of enterprises obliged to double-entry accounting bookkeeping** in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification) (continue)

Code NACE Rev.2	Description	TURNOVER (in thousand €)				Annual Rate of Change (%)		Monthly Rate of Change (%)	
		December 2021	January 2022	December 2022	January 2023	December 2022/2021	January 2023/2022	January 2022 / December 2021	January 2023 / December 2022
4761	Retail sale of books in specialized stores	9,795	4,451	9,691	5,340	-1.1	20.0	-54.6	-44.9
4762	Retail sale of newspapers and stationery in specialized stores	1,704	**	1,607	1,368	-5.7	**	**	-14.9
4763	Retail sale of music and video recordings in specialized stores	99	37	102	62	3.0	67.6	-62.6	-39.2
4764	Retail sale of sporting equipment in specialized stores	40,585	31,280	53,392	42,580	31.6	36.1	-22.9	-20.3
4765	Retail sale of games and toys in specialized stores	135,922	39,897	152,036	**	11.9	**	-70.6	**
4771	Retail sale of clothing in specialized stores	214,398	126,695	264,218	174,587	23.2	37.8	-40.9	-33.9
4772	Retail sale of footwear and leather goods in specialized stores	26,941	15,013	30,488	17,418	13.2	16.0	-44.3	-42.9
4773	Dispensing chemist in specialized stores	38,497	39,440	_49,247_	_46,293_	_27.9_	_17.4_	2.4	-6.0
4774	Retail sale of medical and orthopaedic goods in specialized stores	4,691	3,494	4,429	_3,728_	-5.6	_6.7_	-25.5	_-15.8_
4775	Retail sale of cosmetic and toilet articles in specialized stores	68,855	39,482	92,232	55,344	34.0	40.2	-42.7	-40.0
4776	Retail sale of flowers, plants, seeds, fertilisers, pet animals and pet food in specialized stores	15,045	**	_16,956_	_13,464_	_12.7_	**	**	-20.6
4777	Retail sale of watches and jewellery in specialised stores	25,311	10,995	_29,145_	_14,749_	_15.1_	_34.1_	-56.6	-49.4
4778	Other retail sale of new goods in specialized stores	26,680	17,134	26,068	16,427	-2.3	-4.1	-35.8	-37.0
4779	Retail sale of second-hand goods in stores	888	473	**	**	**	**	-46.7	**
4781	Retail sale via stalls and markets of food, beverages and tobacco products	*	*	*	*	*	*	*	*
4782	Retail sale via stalls and markets of textiles, clothing and footwear	*	*	*	*	*	*	*	*
4789	Retail sale via stalls and markets of other goods	*	*	*	*	*	*	*	*
4791	Retail sale via mail order houses or via Internet	41,582	**	**	_29,881_	**	**	**	**
4799	Other retail sale not in stores, stalls or markets	3,653	3,260	_3,726_	_2,863_	_2.0_	_-12.2_	-10.8	-23.2
	Total without vehicles, food and fuel classes[2]	**1,109,443**	**624,999**	**1,266,987**	**945,977**	**14.2**	**51.4**	**-43.7**	**-25.3**
	Total	**3,464,009**	**2,353,850**	**3,898,134**	**3,097,543**	**12.5**	**31.6**	**-32.0**	**-20.5**

Notes:

The table and the total include the turnover of the economic class "4531: Wholesale trade of motor vehicle parts and accessories", given that several enterprises classified in this class have as secondary activity retail trade and in order to present all classes of division "45: Wholesale and retail trade and repair of motor vehicles and motorcycles".

[*]   _Data are not published due to statistical confidentiality reasons and regarding the protection of the identity of the reporting enterprises._

[**]   _Extraordinary transactions were recorded in the data. Therefore, they are not published as they are not comparable._

(Single underline) It includes the turnover of enterprises that changed the submission of data to tax authorities from a quarterly basis to a monthly basis and have an impact in the aggregated data of more than 3.0% in absolute figures.

(Double underline) It includes the turnover of enterprises that changed the submission of data to tax authorities from a monthly basis to a quarterly basis and have an impact in the aggregated data of more than 3.0% in absolute figures.

(2)   In the "Total without vehicles, food and fuel classes" the economic activities 4511, 4519, 4520, 4531, 4532, 4540, 4711, 4721, 4722, 4723, 4724, 4725, 4729, 4730 and 4781 are not included.

Table 2: Turnover (in thousand €) for **the Total or Retail Trade** and for the **Total of Retail Trade excluding vehicle, food and fuel classes,** for all enterprises obliged to double-entry accounting bookkeeping, per Region of Greece.

REGION / REGIONAL UNIT	TURNOVER for the Total of Retail Trade (in thousand €)			TURNOVER for the Total of Retail Trade excluding vehicle, food and fuel classes[2] (in thousand €)		
	January 2022	January 2023	January 2023/2022 (%)	January 2022	January 2023	January 2023/2022 (%)
REGION OF ANATOLIKI MAKEDONIA, THRAKI	27,911	34,394	23.2	8,587	11,124	29.5
REGION OF KENTRIKI MAKEDONIA	327,043	370,521	13.3	45,885	57,106	24.5
Regional Unit of Thessaloniki	299,598	336,308	12.3	36,149	43,549	20.5
REGION OF DYTIKI MAKEDONIA	12,463	14,856	19.2	2,441	3,673	50.5
REGION OF IPEIROS	19,359	24,243	25.2	3,770	6,754	79.2
REGION OF THESSALIA	29,370	34,333	16.9	10,019	12,040	20.2
REGION OF STEREA ELLADA	20,043	25,309	26.3	9,821	13,307	35.5
REGION OF IONIA NISSIA	13,679	16,047	17.3	3,902	5,139	31.7
REGION OF DYTIKI ELLADA	33,117	36,891	11.4	8,494	9,712	14.3
REGION OF PELOPONNISOS	26,863	30,334	12.9	4,553	6,126	34.6
REGION OF ATTIKI	1,747,030	**	**	498,636	**	**
REGION OF VOREIO AIGAIO	10,728	10,636	-0.9	4,059	4,757	17.2
REGION OF NOTIO AIGAIO	25,953	32,405	24.9	4,995	7,517	50.5
REGION OF KRITI	60,292	82,192	36.3	19,837	28,415	43.2
Total	**2,353,850**	**3,097,543**	**31.6**	**624,999**	**945,977**	**51.4**

Notes:
In the table the Regional Unit of Thessaloniki is presented separately.

(2) In the "Total of Retail Trade, excluding vehicle, food and fuel classes" the economic activities 4511, 4519, 4520, 4531, 4532, 4540, 4711, 4721, 4722, 4723, 4724, 4725, 4729, 4730 and 4781 are not included.

(**) Extraordinary transactions were recorded in the data. Therefore, they are not published as they are not comparable.
(Single underline) It includes the turnover of enterprises that changed the submission of data to tax authorities from a quarterly basis to a monthly basis and have an impact in the aggregated data of more than 3.0% in absolute figures.

Table 3: Turnover (in thousand €) for **the Total or Retail Trade** and for the **Total of Retail Trade excluding vehicle, food and fuel classes,** for all enterprises obliged to double-entry accounting bookkeeping, per enterprise size for the small and medium sized enterprises[1]
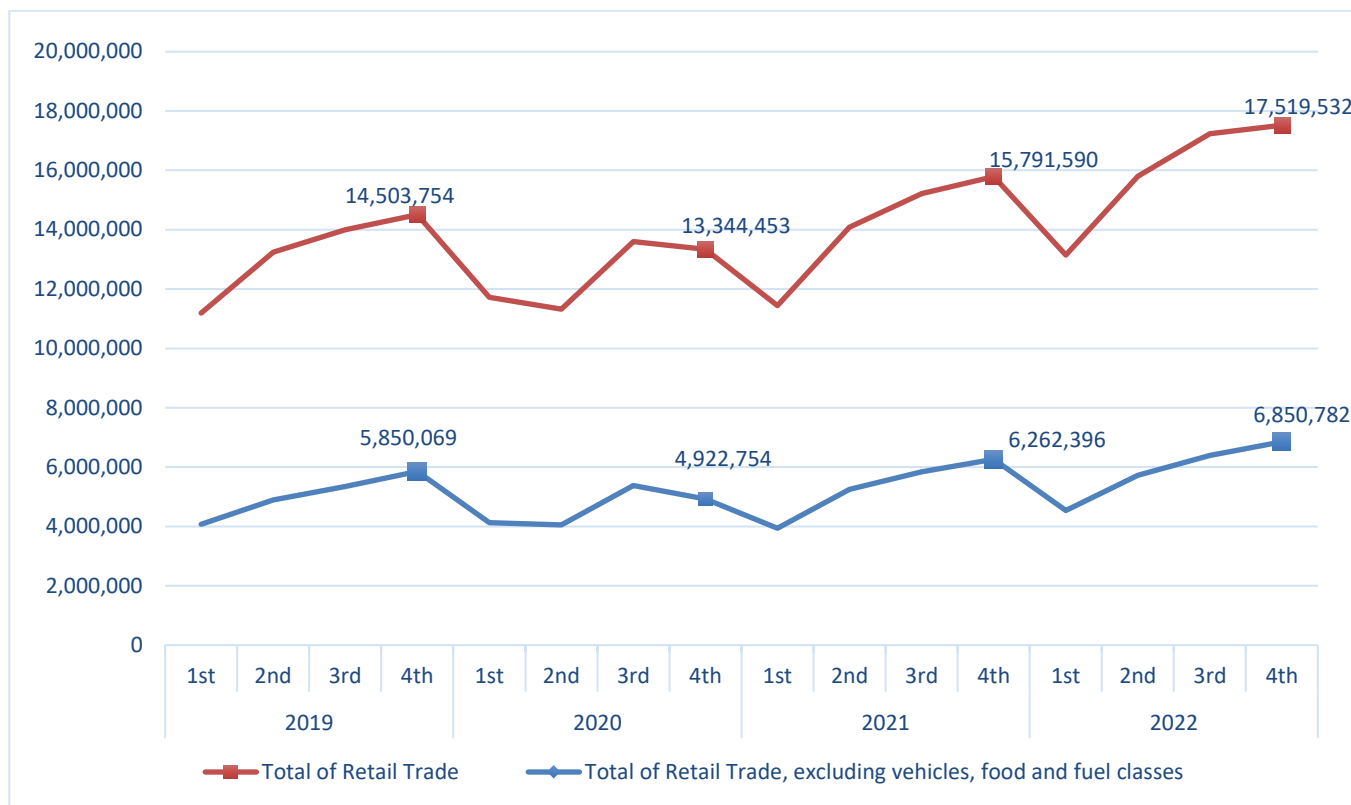
Enterprise Size	TURNOVER for the Total of Retail Trade (in thousand €)			TURNOVER for the Total of Retail Trade excluding vehicle, food and fuel classes[2] (in thousand €)		
	January 2022	January 2023	January 2023/2022 (%)	January 2022	January 2023	January 2023/2022 (%)
Medium Enterpises	269,350	359,973	33.7	106,911	132,888	24.3
Small Enterprises	370,661	444,052	19.8	140,430	166,624	18.7
Micro Enterprises	152,154	195,908	28.8	70,236	91,546	30.3
Small and Medium Sized Enterprises	**792,165**	**999,933**	**26.2**	**317,577**	**391,058**	**23.1**
Small and Medium Sized Enterprises / Total of Enterprises (%)	**33.7**	**32.3**		**50.8**	**41.3**	

Notes:
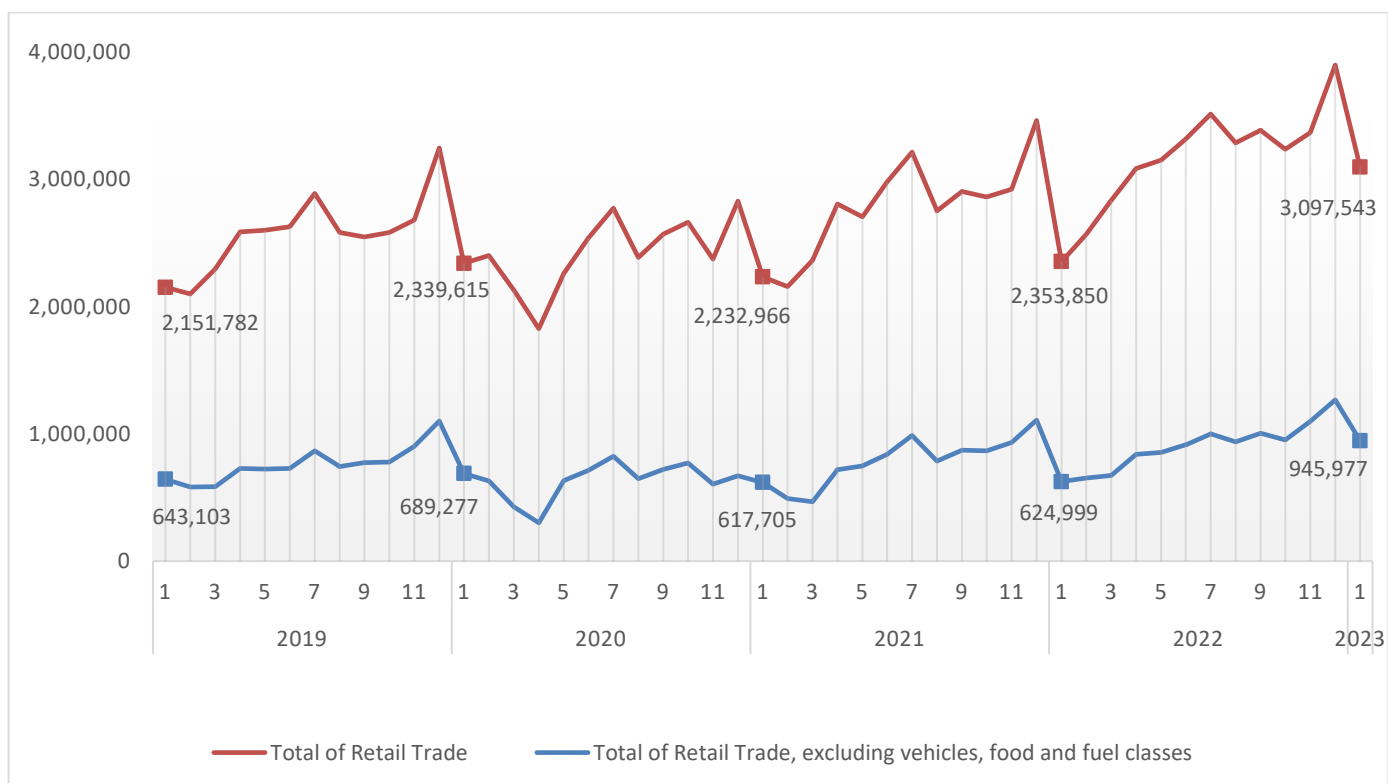*(1) The definition of the small and medium sized enterprises is available under section "Methodological notes" page 8.*
(2) In the "Total of Retail Trade, excluding vehicle, food and fuel classes" the economic activities 4511, 4519, 4520, 4531, 4532, 4540, 4711, 4721, 4722, 4723, 4724, 4725, 4729, 4730 and 4781 are not included.
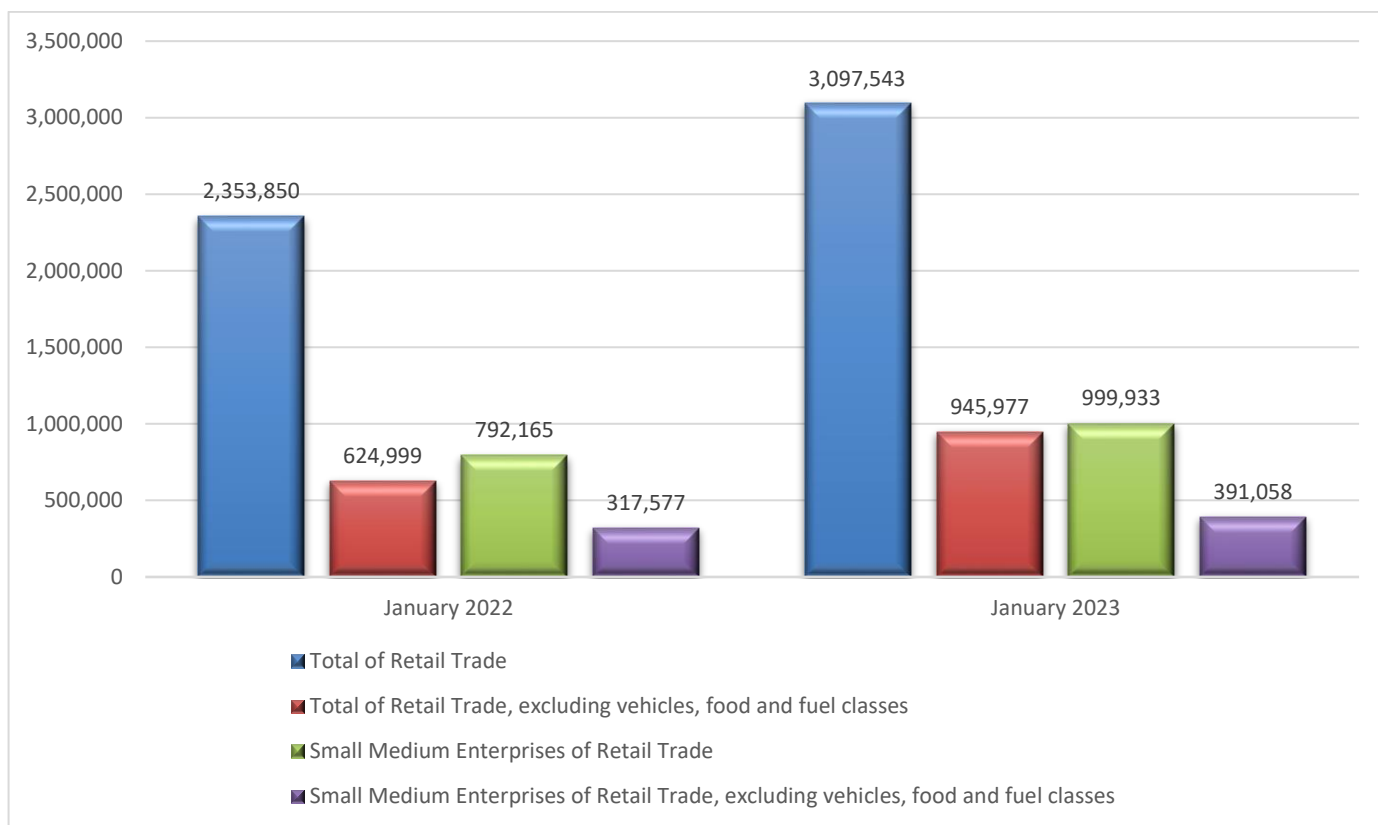
Graph 1: Turnover (in thousand euro) for the total of enterprises in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification) and for the total of enterprises in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification), excluding vehicles, food and fuel classes.
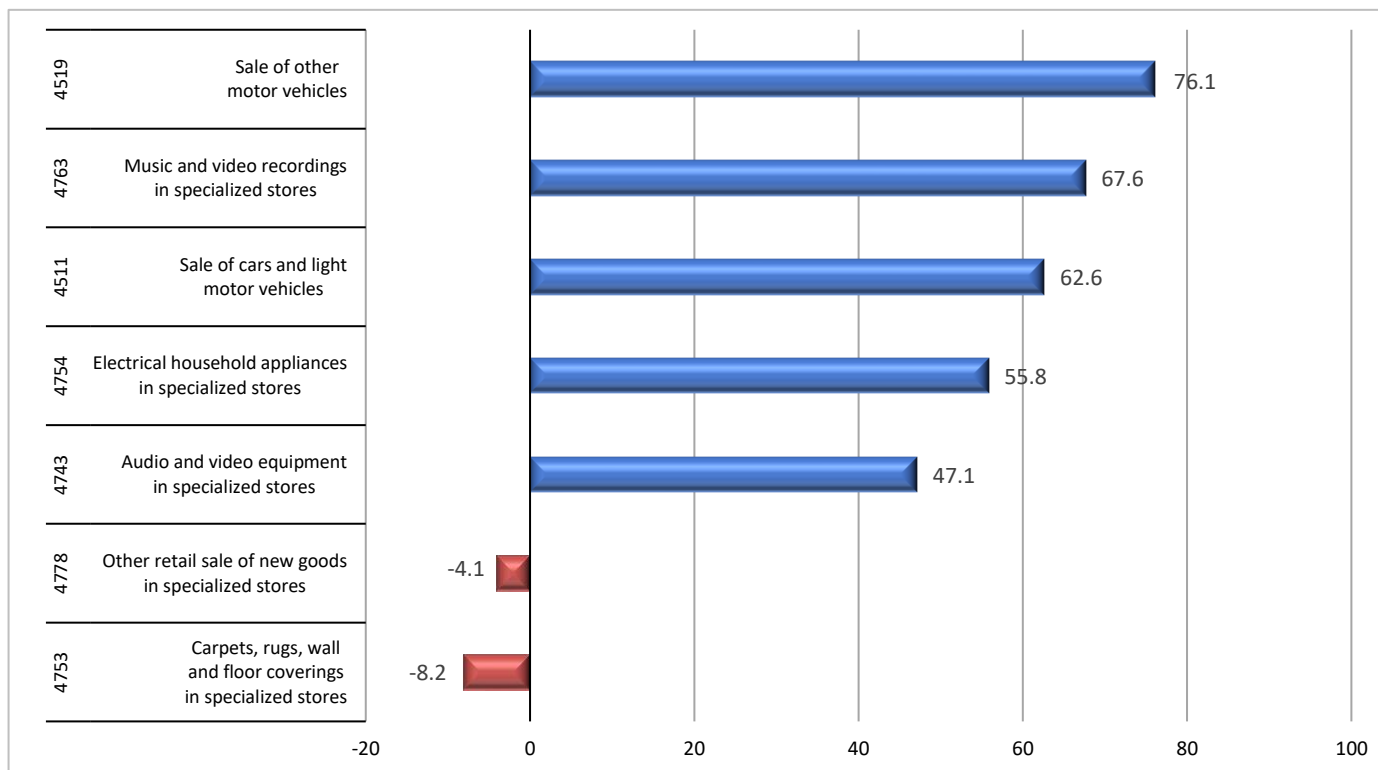

Graph 2: Turnover (in thousand euro) for the total of enterprises obliged to double-entry accounting bookkeeping in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification) and for the total of enterprises obliged to double-entry accounting bookkeeping in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification), excluding vehicles, food and fuel classes

Graph 3: Turnover (in thousand euro) for the total of enterprises and of the small and medium sized enterprises obliged to double-entry accounting bookkeeping in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification) and for the total of enterprises obliged to double-entry accounting bookkeeping in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification), excluding vehicles, food and fuel classes

Graph 4: Biggest changes (%) for the total of enterprises obliged to double-entry accounting bookkeeping in all classes of the retail trade divisions (divisions 45 and 47 of NACE Rev.2 classification) **January 2023 / January 2022**

Generally   The statistical data presented in this announcement have been compiled on the basis of the linking and processing of primary data from the following sources:
- The final Statistical Business Register of ELSTAT, of the reference year 2020.
- Administrative registers of enterprises, of the reference years 2021 and 2022.
- Administrative transactions files (tax, etc) of the reference years 2019, 2020, 2021, 2022 and 2023.

In particular, the following primary data have been used per source:

- Active enterprises and the economic activity class from the final Statistical Business Register of the reference year 2020.
- The economic activity class for the enterprises that started their activity after the reference year 2020 and have a significant turnover, from administrative registers of enterprises of the reference years 2021 and 2022.
- Income data from administrative transactions files of the reference years 2019, 2020, 2021, 2022 and 2023.
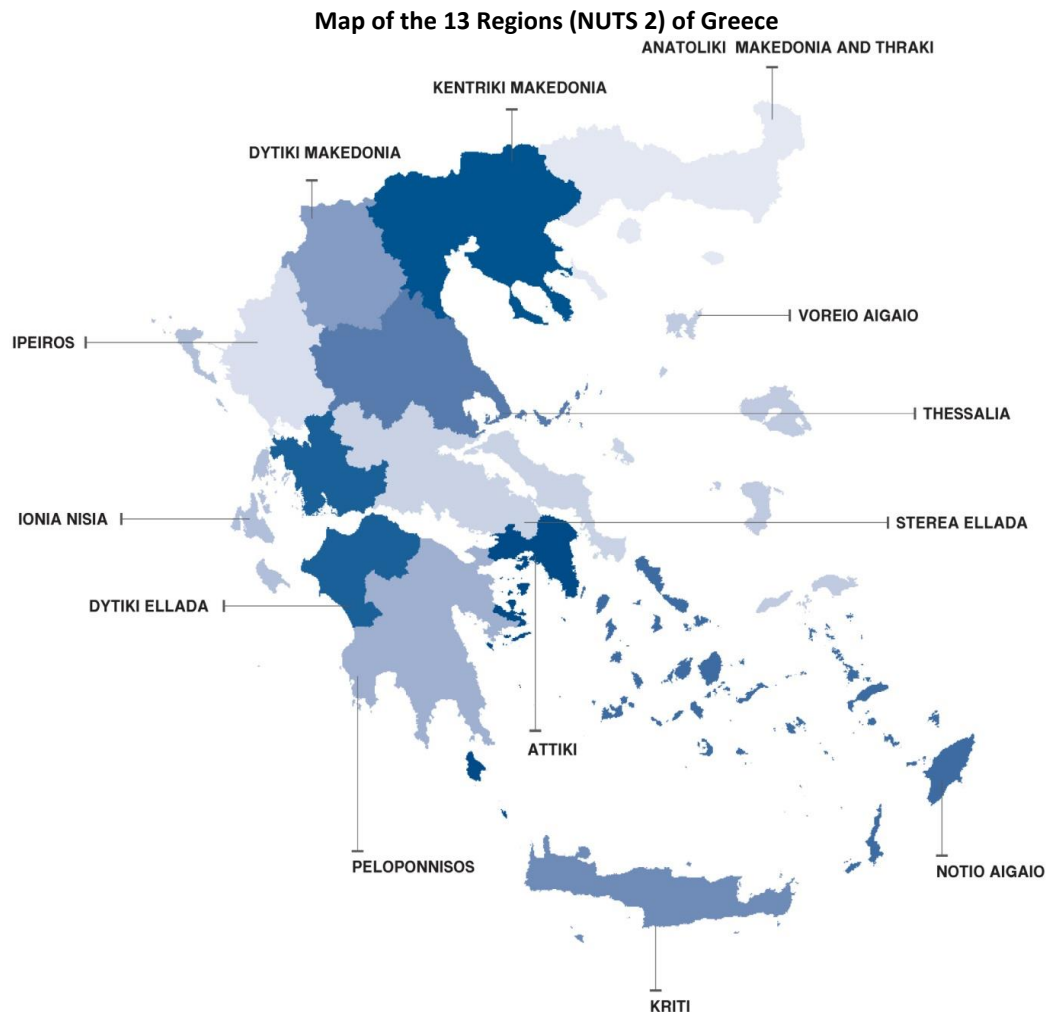
Definitions   Small and Medium sized enterprises (SMEs) (from the European business statistics methodological manual for statistical business registers – 2021 edition)

1. The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million.
2. Within the SME category, a small enterprise is defined as an enterprise which employs fewer than 50 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 10 million.
3. Within the SME category, a micro enterprise is defined as an enterprise which employs fewer than 10 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 2 million.

It is noted that as "Medium enterprises" are defined the enterprises of the "Small and Medium sized enterprises" category, which are not classified in the categories of "Small enterprises" and "Micro enterprises".

Statistical classifications   For the economic activities, the European statistical classification of economic activities NACE Rev. 2 is used.

Map of the 13 Regions (NUTS 2) of Greece

Reference Period   January 2023

Statistical unit   The statistical unit is the legal unit (distinct TIN – Tax Identification Numbers).

Comparability   The announced statistical data are comparable with the data of the final Statistical Business Register of ELSTAT, of the reference year 2020 (relevant link from the webpage of ELSTAT, where tables and information on the methodology applied are provided *Statistical Business Register)*.

References   Analytical tables are available under ELSTAT's website (www.statistics.gr) at the following link: https://www.statistics.gr/en/statistics/-/publication/SBR04/-