

# **Wholesale sales and retail sales by group of goods**

## **1. Purpose and economic importance**

The observation is annual and provides information for the wholesale and retail sales by commodity groups, content of which is in accordance with the Classification of Individual Consumption - COICOP.

The sales are at prices of realization (incl. VAT and excises) and are realized by the non-financial enterprises in the country as main or secondary trade activity, independently from their branch classification of NACE.BG 2008.

The information allows to trace the structural changes and the trends in the market consumption of the observed commodity groups and it gives the possibilities to be used for preparing economic analysis, estimates and medium-term forecasts. The data are useful also for calculating the Gross Domestic Production by the method of final use.

## **2. Indicators definition and information sources**

Wholesale sales in the country include the value of the purchased and sold in the same type ready goods to other wholesalers or retailers for further resale, as well as of producers and other large consumers for production needs.

Retail sales in the country include the value of the sold own production, goods and materials to the final consumer, directly from the producer or with trade intermediation. In this is not included the value of the sold kitchen production in the catering establishments.

The enterprises, compiling balance sheets, fill in data for realized of them wholesale and/or retail sales in a form for the sales by group of goods, included in the annual report of non-financial enterprises. The form contains the denomination and the code of the observed group of goods by approved nomenclature.

## **3. Survey coverage**

The survey covers all enterprises compiling balance sheets which have indicated in their annual reports for the last reported year wholesale and/or retail sales by group of goods from the approved nomenclature.

The population for enterprises non-compiling balance sheets includes all of them which have indicated the revenue receipts from sales of goods in their annual report. The non-commercial units are included to relevant trade activities through use of code table (transition key) of correlation between production and trade.

## **4. Calculation of the indicators**

Wholesale and retail sales by commodity groups are obtained as an amount of the exhaustive survey on the enterprises, compiling balance sheets, for the relevant commodity group of the nomenclature and the values for the same commodity group from the enterprises non-compiling balance sheets, done with a structure.

## **5. Non-response valuation**

The survey is exhaustive and all enterprises are obligated by Law on Statistics to submit an annual report for their activity. If for an enterprise is known, that it is active, but for various reasons, has not presented such a report, the data for that enterprise are determined on the base of the existing information and are added to the aggregated data for all levels of aggregation, which are concerned.

## **6. Dissemination of information**

Wholesale and retail sales by groups of goods are published on NSI website and in the Statistical Yearbook of Republic of Bulgaria.