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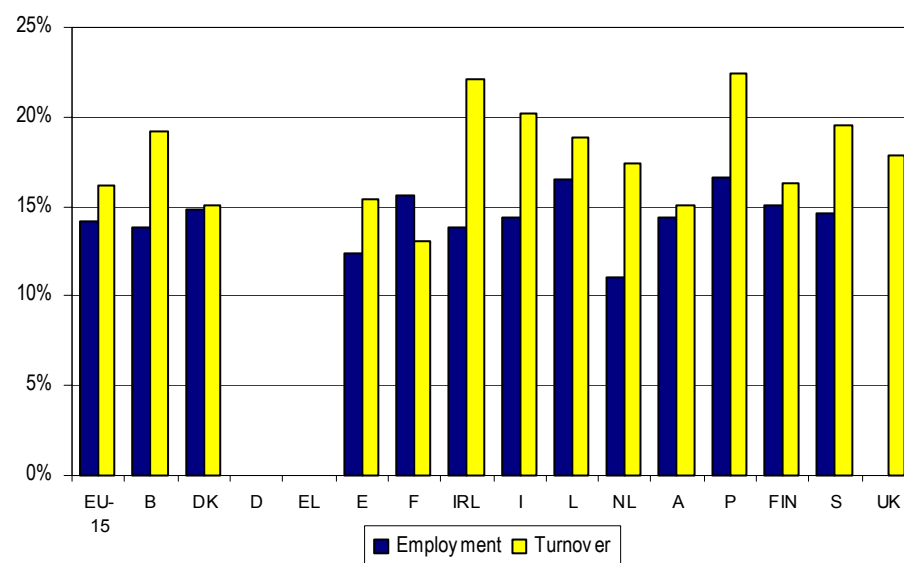
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# The motor trade in the EU

*Joachim Hubertus*

- The majority of the EU Member States registered slightly **rising employment** figures and a strong **increase in turnover** (in current prices) in the motor trade between 1996 and 2000.
- **Sale of motor vehicles** was the most important activity in the motor trade for **turnover** and generally also for **employment**. **Maintenance and repair of motor vehicles** (employment) and **retail sale of automotive fuel** (turnover) were next in line.
- A report by the European Commission's Competition DG revealed substantial **passenger car price differentials** for new cars in different EU Member States.

Figure 1: Motor trade as a proportion of total distributive trades, 2000



Data for 2000 are provisional; EU-15 data are estimated  
D: data for NACE Rev. 1 groups 50.2, 51.1 and 52.7 are not available; therefore this country is not included in the comparison  
IRL: 1998 data; L: 1998 data for number of persons employed.

Source: Eurostat, SBS database

This analysis covers the following activities, according to the NACE Rev. 1 classification:

50: Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel;

50.1: Sale of motor vehicles;

50.2: Maintenance and repair of motor vehicles;

50.3: Sale of motor vehicle parts and accessories;

50.4: Sale, maintenance and repair of motorcycles and related parts and accessories;

50.5: Retail sale of automotive fuel.



## Motor trade as a proportion of total distributive trades

Estimates for 2000, based on provisional figures supplied by the Member States, put the number of persons employed in the EU motor trade at nearly 3 million people. This represented 14% of the total workforce in the EU distributive trades sector (**Figure 1**).

Of the Member States that provided data, Italy recorded the highest absolute figure, with 478 000 persons employed in the motor trade in the year 2000. Germany employed nearly 441 000 persons in this sector, but the figure does not include NACE Rev. 1 group 50.2 (maintenance and repair of motor vehicles); for the UK no recent employment data are available for the motor trade (**Table 1**).

The relative importance of motor trade employment in total distributive trades showed no significant differences at national level. The proportions ranged from 11% (the Netherlands) to around 17% (Luxembourg, Portugal).

The total turnover generated in the EU motor trade reached nearly 947 billion euro in 2000 and accounted for about 16% of the turnover in total distributive trades (estimated figures).

**Table 1: Number of enterprises, employment and turnover in the motor trade and in total distributive trades, 2000**

	Number of enterprises (units)		Number of persons employed (units)		Turnover (Mio. euro)	
	Motor trade	Total distributive trades	Motor trade	Total distributive trades	Motor trade	Total distributive trades
EU-15	:	:	2 936 900	20 732 700	946 504	5 835 214
B	20 321	144 004	82 697	599 225	49 263	256 042
DK	8 727	50 140	65 080	439 940	19 696	130 323
D	37 175	388 961	440 629	4 147 675	123 244	1 058 474
EL	:	:	:	:	:	:
E	69 594	774 893	343 516	2 779 382	74 960	487 448
F	80 888	621 712	435 901	2 795 588	124 442	950 025
IRL	5 631	33 680	33 601	242 306	9 994	45 316
I	159 090	1 300 425	477 915	3 321 915	145 413	720 161
L	836	6 647	5 885	35 590	2 834	15 064
NL	21 485	166 940	147 538	1 330 391	63 776	367 229
A	8 082	60 391	78 677	544 633	20 305	134 797
P	26 954	212 080	117 313	706 672	23 574	105 158
FIN	9 161	49 957	34 785	230 881	13 227	80 982
S	18 500	117 171	79 684	544 800	34 771	177 747
UK	72 298	409 096	:	:	212 424	1 192 026

Data for 2000 are provisional; EU-15 data are estimated.

D: data exclude NACE Rev. 1 group 50.2 (motor trade) and 50.2, 51.1 and 52.7 (total distributive trades);

IRL: all data from 1998, data on turnover in million ECU; L: 1998 data for number of enterprises and employment.

Number of enterprises: 1999 data, except for D, IRL, I, L, NL, P (1998 data).

Source: Eurostat, SBS database

In Belgium, Sweden and Italy, motor trade turnover accounted for around a fifth of distributive trade turnover, and for as much as 22% in Portugal and Ireland (1998).

The available figures on numbers of enterprises date from 1999 (1998 for some countries - see footnote to Table 1).

Of the countries that provided data, Italy recorded the highest absolute figure for motor trade businesses, with around 160 000 businesses in 1999. The relative importance of motor trade businesses in distributive trades ranged from 9% (Spain) to 18% (Finland).

## Evolution of employment and turnover in the motor trade

**Table 2** provides an overview of the development of employment and turnover figures between 1996 and 2000.

All countries, which provided data for the entire observation period showed increasing turnover figures in the motor trade sector.

A number of countries (B, I, NL, FIN, S) showed steep increases of more than 40% over this period. In

Ireland, turnover increased by 47% between 1996 and 1998.

However, the data have to be interpreted with caution, as they are at current prices (thus not deflated).

For **employment**, most countries recorded stable or slightly rising figures between 1996 and 2000. The steepest increases in this period were observed in Finland (+20%) and the Netherlands

(+14%).

Portugal (-15%) and Germany (-7%) were the countries whose employment figures declined. In the case of Germany, it has to be noted that the observed data do not include NACE Rev. 1 group 50.2 (maintenance and repair of motor vehicles), for which no German data are available.

**Table 2: Motor trade, evolution of employment and turnover, (1996=100)**

Year	Number of persons employed					Turnover				
	1996	1997	1998	1999	2000	1996	1997	1998	1999	2000
EU-15	:	:	:	:	:	:	:	:	:	:
B	100.0	97.8	102.6	104.0	107.3	100.0	109.5	127.7	130.8	151.1
DK	:	:	:	:	:	:	:	:	:	:
D	100.0	95.5	95.9	92.2	93.0	100.0	104.0	107.9	109.3	105.2
EL	:	:	:	:	:	:	:	:	:	:
E	:	:	:	:	:	:	:	:	:	:
F	100.0	100.5	99.8	103.1	104.3	100.0	101.2	111.5	120.9	127.0
IRL	100.0	111.1	124.1	:	:	100.0	117.4	147.3	:	:
I	100.0	99.2	101.1	103.9	109.9	100.0	112.2	132.9	128.9	151.2
L	100.0	98.4	101.0	:	:	100.0	106.4	112.2	124.4	133.1
NL	100.0	103.4	107.4	105.9	114.3	100.0	105.9	119.2	132.3	147.4
A	100.0	99.4	104.8	103.2	105.1	100.0	103.5	111.8	116.6	117.3
P	100.0	105.0	98.3	88.9	85.0	100.0	110.1	129.0	120.4	119.3
FIN	100.0	107.8	117.7	120.8	120.1	100.0	113.6	129.2	139.7	143.6
S	:	100.0	105.1	105.7	110.5	100.0	109.4	112.5	132.6	155.7
UK	:	:	:	:	:	100.0	111.2	115.0	120.1	120.9

Data for 2000 are provisional. S: 1997=100 for number of persons employed. D: NACE Rev. 1 group 50.2 excluded

Source: Eurostat, SBS database

## Performance indicators

**Figure 2** provides a first impression of performance in the EU motor trade, showing turnover per person employed. The EU average (estimated) in 2000 amounted to 322 000 euro per person employed.

The disparities between the Member States were substantial. Belgium stood well above the EU average, with a turnover of 596 000 euro per person employed in the motor trade. Sweden and the Netherlands follow, reaching more than 430 000 euro per person employed.

The lowest values were recorded in Spain and Portugal, at 218 000 euro and 201 000 euro respectively per person employed.

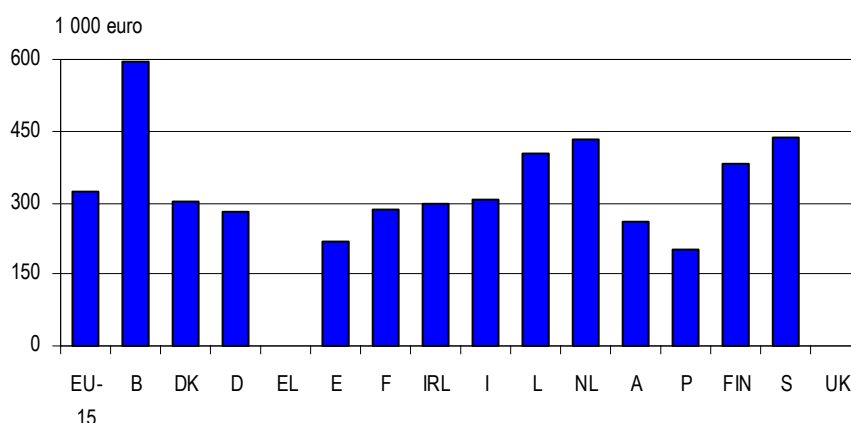
**Figure 3** shows the indicator simple (or apparent) labour productivity indicator for the motor trade of the Member States that provide data on this variable (only 1999 or older data are available).

The indicator is a simple labour productivity measure and describes the ratio of value added to the number of persons employed.

The values for the observed Member States range from 30 000 euro to 40 000 euro per person employed.

Luxembourg recorded the highest figure at 46 000 ECU, and Portugal the lowest at 16 000 ECU per person employed (both 1998 data).

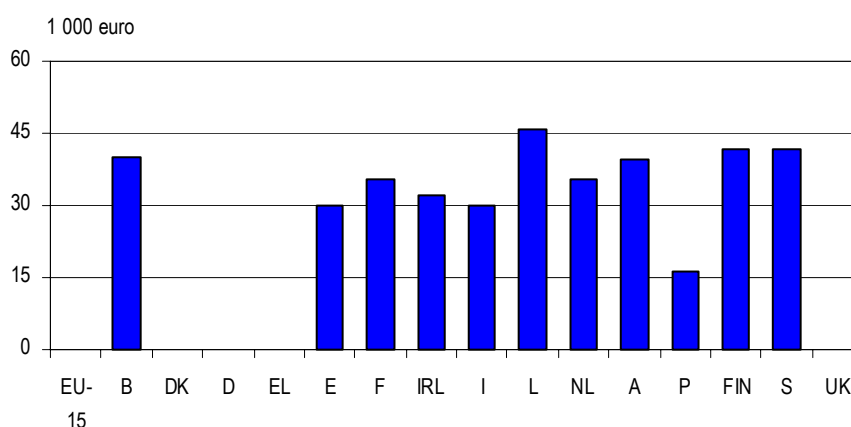
**Figure 2: Motor trade, turnover per person employed, 2000**



Data for 2000 are provisional. D: data exclude NACE Rev. 1 group 50.2; IRL, L: 1998 data in 1 000 ECU.

Source: Eurostat, SBS database

**Figure 3: Motor trade, value added per person employed, 1999**



IRL, I, L, NL, P: 1998 data in 1 000 ECU

Source: Eurostat, SBS database

## Motor trade activities

According to the NACE Rev. 1 nomenclature, the motor trade is broken down into five main activities (see box on page 1).

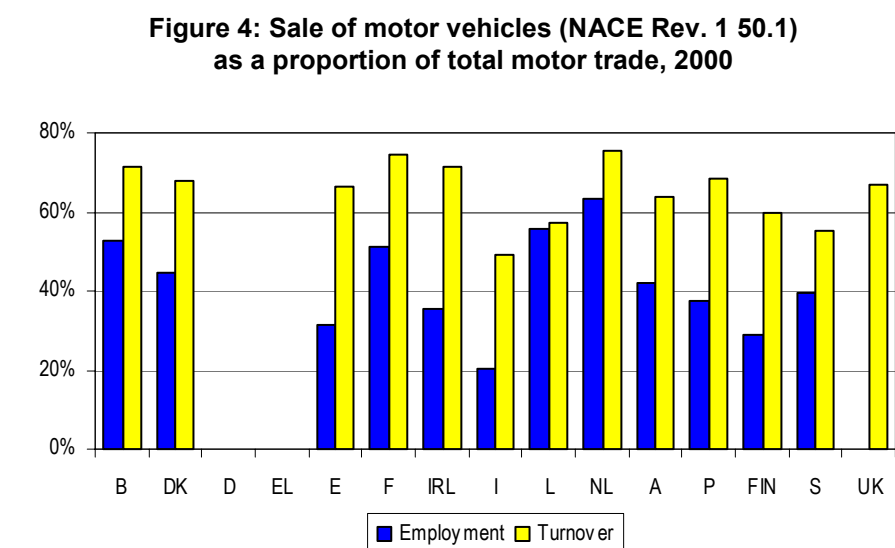
In most of the observed Member States, the **sale of motor vehicles** (NACE Rev. 1 50.1), which comprises sales of new and used cars, lorries, trailers etc., was the most important motor trade activity (**Figure 4**).

In Belgium, France, Luxembourg and the Netherlands it accounted for more than half of the sector's **employment**. Similar proportions can be assumed for Germany (see absolute values in **Table 4**). Italy, at 20%, showed the lowest relative importance for this activity in total motor trade employment.

All observed Member States recorded a higher relative importance for **turnover** than for employment in the sales of motor vehicles, as **Figure 4** shows. In the majority of countries, this activity generated more than 60% or even 70% (B, F, IRL, NL) of motor trade turnover.

### Price differences for new cars in the EU

Within the activity 'sales of motor vehicles', the sale of new passenger cars is an important and sensitive market, and price differences across the EU Member States have always



Data for the year 2000 are provisional. IRL: 1998 data; L: 1998 data for employment.  
Source: Eurostat, SBS database

been of interest, particularly to the consumer.

**Table 3** below summarises the results of a report by the European Commission (Competition DG) on car price differences (situation at 1 May 2001). The price comparison is made without considering national taxes. The results (the reference price of 100 % for the calculation of the differentials is that of the cheapest country within the euro zone) show that there are still substantial price differentials for new cars across the EU.

Prices in the United Kingdom were

still much higher than in the euro zone, despite the depreciation of the Pound Sterling against the euro in 2001.

Within the euro zone, Germany was an expensive market, with most models mentioned in the report costing 20% more than the relevant base price.

Denmark (not a member of the euro zone) and to a lesser extent Finland and Greece are the markets where car prices were generally the lowest.

**Table 3: Price differentials in the EU for selected new cars, 1 May 2001 (%)**

	B	DK	D	EL	E	F	IRL	I	L	NL	A	P	FIN	S	UK
Small segments															
Opel Corsa	117.7	103.9	137.4	102.9	112.0	115.3	123.5	114.1	117.7	132.2	126.3	121.2	100.0	112.4	140.8
Ford Fiesta	108.3	92.8	116.5	107.6	100.0	108.0	114.2	100.2	108.3	110.8	114.0	101.8	111.8	110.5	131.2
Renault Clio	111.9	93.7	129.3	100.0	104.5	116.4	131.3	111.2	111.9	112.7	117.5	111.7	110.2	115.7	139.5
Peugeot 106	113.2	94.6	123.5	100.0	116.4	114.9	112.6	114.7	113.2	106.9	117.6	109.5	:	:	126.2
VW Polo	110.8	102.3	128.0	:	109.9	111.9	103.1	116.4	113.0	113.3	113.8	:	100.0	110.9	116.2
Medium segment															
VW Golf	124.5	104.5	133.1	106.7	127.1	124.2	111.8	130.3	126.8	120.1	126.0	124.5	100.0	127.0	134.2
Opel Astra	136.0	108.1	151.6	123.3	128.3	136.2	144.5	138.3	136.0	137.3	139.8	139.8	100.0	132.5	153.3
Ford Focus	112.0	92.1	118.6	107.5	100.0	104.8	113.7	103.3	112.0	102.8	117.8	107.4	104.7	113.3	132.1
Renault Mégane	117.8	90.6	125.8	100.0	109.7	124.2	116.0	121.6	117.8	106.2	120.7	116.0	102.2	121.9	136.6
Peugeot 306	115.7	93.9	123.4	100.0	108.0	115.2	107.0	117.0	115.7	108.0	124.2	109.9	103.6	105.1	135.2
Large segments															
BMW 318i	105.3	97.5	112.7	102.8	102.2	108.7	108.9	108.8	110.8	101.2	113.4	110.7	100.0	102.9	117.1
Audi A4	106.3	90.8	112.8	102.3	110.6	110.4	106.6	113.7	106.6	110.3	112.8	106.2	100.0	99.2	121.9
Ford Mondeo	102.1	86.5	121.7	105.5	100.0	105.8	104.9	111.2	120.1	105.1	122.2	115.3	108.3	113.3	131.0
Opel Vectra	142.6	92.2	148.5	130.8	130.4	128.6	119.9	136.3	142.6	125.1	142.5	137.3	100.0	124.0	141.4
VW Passat	122.3	91.1	121.2	101.2	112.3	110.4	100.0	113.8	117.3	111.4	111.8	112.1	100.5	117.3	119.3

Prices exclude taxes

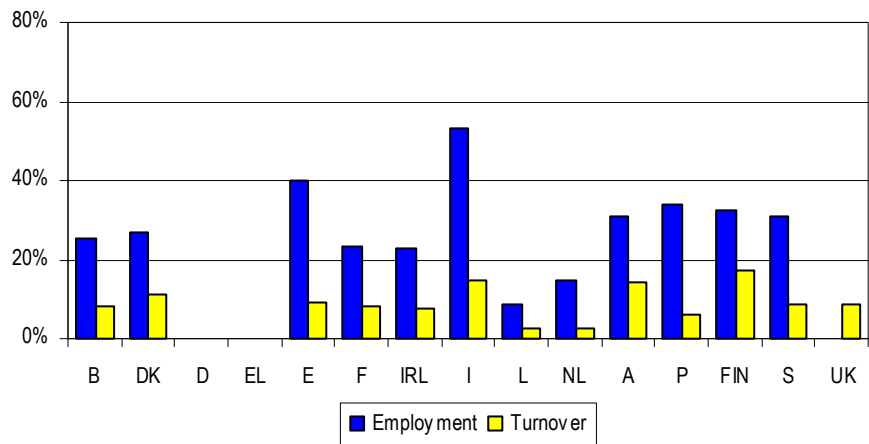
Source: European Commission, Competition DG

**Maintenance and repair of motor vehicles (NACE Rev. 1 50.2) follows sales of motor vehicles in terms of relative importance in motor trade employment.**

In most of the Member States which provide data, this activity employed 25% or more of the motor trade workforce. In Italy more than half (53%) of those employed in the motor trade worked in this activity, and in Spain 40% (Figure 5).

For **turnover**, however, this activity is clearly less important: no Member State recorded values above 18%. This is due to the fact that in car sales the unit value of the products sold is much higher, while repair generally sells low-value products (mostly spare parts), and most of the turnover is generated by the services provided.

**Figure 5: Maintenance and repair of motor vehicles (NACE Rev. 1 50.2) as a proportion of total motor trade, 2000**



Data for 2000 are provisional.

IRL: 1998 data; L: 1998 data for employment.

Source: Eurostat, SBS database

**Table 4: Motor trade, main variables by activity (NACE group), 2000**

	EU-15	B	DK	D	EL	E	F	IRL	I	L	NL	A	P	FIN	S	UK
Number of enterprises (units)																
50	:	20 321	8 727	:	:	69 594	80 888	5 631	159 090	836	21 485	8 082	26 954	9 161	18 500	72 298
50.1	:	6 923	2 250	21 523	:	11 457	28 910	1 032	13 342	379	13 610	1 942	4 227	1 486	3 760	29 761
50.2	:	8 298	4 878	:	:	43 691	34 615	2 377	99 638	126	3 390	3 111	14 908	4 849	10 195	26 089
50.3	:	2 014	558	6 956	:	7 192	6 209	:	10 978	112	2 150	827	2 873	1 428	1 742	7 630
50.4	:	911	119	1 857	:	2 296	4 647	:	9 464	12	705	251	2 938	181	698	2 077
50.5	:	2 175	922	6 839	:	4 958	6 507	1 433	25 668	207	1 630	1 951	2 008	1 217	2 105	6 741
Number of persons employed (units)																
50	2 936 900	82 697	65 080	:	:	343 516	435 901	33 601	477 915	5 885	147 538	78 677	117 313	34 785	79 684	:
50.1	:	43 643	28 930	308 417	:	108 594	222 882	11 990	96 721	3 289	93 361	33 238	44 202	10 071	31 478	:
50.2	:	20 950	17 530	:	:	136 646	102 621	7 702	255 127	498	21 670	24 153	39 622	11 307	24 429	:
50.3	:	10 210	6 150	85 327	:	41 878	70 567	:	43 759	714	16 092	11 356	14 651	6 496	8 564	:
50.4	:	1 520	540	9 550	:	6 318	14 697	:	22 417	45	2 729	1 004	5 203	436	1 649	:
50.5	:	6 374	11 930	37 335	:	50 080	25 134	10 164	59 891	1 339	13 686	8 926	13 635	6 475	13 564	:
Turnover (Mio. euro)																
50	946 504	49 263	19 696	:	:	74 960	124 442	9 994	145 413	2 834	63 776	20 305	23 574	13 227	34 771	212 424
50.1	:	35 234	13 390	97 079	:	49 738	92 488	7 135	71 667	1 618	48 265	12 911	16 135	7 872	19 247	142 412
50.2	:	3 988	2 213	:	:	6 916	10 133	775	21 519	74	1 633	2 897	1 454	2 267	3 072	18 430
50.3	:	5 271	1 180	18 035	:	5 933	12 767	:	9 703	138	5 636	2 332	1 871	1 504	5 636	17 591
50.4	:	543	183	2 646	:	1 079	3 871	:	6 168	10	944	331	417	178	581	3 175
50.5	:	4 226	2 730	5 484	:	11 294	5 183	1 537	36 355	995	7 298	1 835	3 698	1 406	6 236	30 816
Value added at factor cost (Mio. euro)																
50	:	3 213	2 356	:	:	8 172	15 244	1 078	11 543	269	4 920	3 067	2 197	1 460	3 165	26 997
50.1	:	1 881	1 225	:	:	3 814	8 701	680	3 704	166	3 310	1 555	1 213	586	1 455	15 807
50.2	:	638	618	:	:	2 099	3 056	143	4 557	18	562	782	458	396	737	5 668
50.3	:	444	269	:	:	1 017	2 374	:	1 573	24	615	412	264	275	393	3 533
50.4	:	59	19	:	:	145	446	:	456	2	100	52	83	17	52	305
50.5	:	190	227	:	:	1 097	668	142	1 253	60	334	265	179	187	529	1 683
Gross operating surplus (Mio. euro)																
50	:	1 382	814	:	:	:	3 565	:	6 369	128	1 863	1 128	925	607	1 032	14 599
50.1	:	768	382	:	:	:	2 066	:	1 849	78	1 230	598	604	266	470	9 325
50.2	:	290	264	:	:	:	801	:	2 434	9	220	253	148	164	251	2 737
50.3	:	160	79	:	:	:	475	:	916	4	234	133	91	107	122	1 561
50.4	:	38	6	:	:	:	129	:	284	1	49	23	39	9	22	111
50.5	:	126	83	:	:	:	93	:	886	37	128	122	44	62	167	865
Personnel costs (Mio. euro)																
50	:	1 831	1 543	:	:	4 953	11 679	:	5 174	141	3 061	1 939	1 271	853	2 134	12 398
50.1	:	1 113	842	:	:	2 120	6 634	:	1 855	88	2 082	958	609	320	985	6 482
50.2	:	348	354	:	:	1 407	2 255	:	2 124	9	342	529	310	232	486	2 931
50.3	:	285	189	:	:	629	1 899	:	658	20	381	279	173	168	271	1 972
50.4	:	21	13	:	:	69	317	:	171	1	51	30	44	8	31	194
50.5	:	64	144	:	:	728	575	:	367	23	205	143	135	125	362	819

EU-15 data are estimated; only employment and turnover data are 2000 provisional data. All other data are from 1999 or older. IRL all data from 1998; L all data from 1998 except for turnover; D, IRL, I, NL, P: all data are from 1998 except data for employment and turnover; financial data before 1999 are in Mio. ECU

Source: Eurostat, SBS database

**Table 4** and **Table 5** show the main variables and indicators of EU motor trade, broken down by activity (NACE groups).

In the majority of Member States providing data, most **enterprises** operated in **maintenance and repair of motor vehicles** (NACE Rev. 1 50.2). Italy stood out with nearly 100 000 enterprises (1999).

For **employment, sale of motor vehicles** (NACE Rev. 1 50.1) was the most important activity in most of the observed countries. Germany recorded the highest absolute employment figure for this activity, with 308 000 people in 2000.

Italy, Spain and Finland were the only countries to employ more people in maintenance and repair

than in sales of motor vehicles.

For **turnover**, motor vehicle sales were the most important activity in all observed countries. The United Kingdom recorded the highest absolute value, amounting to 142 billion euro in 2000.

In nine of the fifteen EU Member States, **retail sale of automotive fuel** (NACE Rev. 1 50.5) generated the second highest turnover among the motor trade activities. This activity was particularly important in Luxembourg, where it accounted for 35% of total motor trade turnover.

For turnover per person employed, motor vehicle sales outstripped the other activities in all observed countries except Luxembourg, the Netherlands and Sweden. In the

latter, the **sale of motor vehicle parts and accessories** (NACE Rev. 1 50.3) registered the highest value in the motor trade for this indicator; in Luxembourg and the Netherlands the retail sale of automotive fuel came first.

Labour productivity (value added per person employed) was highest in motor vehicle sales in nearly all observed countries, albeit at different levels.

The Netherlands were the sole exception, as the **sale, maintenance and repair of motorcycles and related parts and accessories** (NACE Rev. 1 50.4) recorded the highest level of productivity, at 41 600 ECU per person employed in 1998.

**Table 5: Motor trade, main indicators by activity (NACE group), 1999**

	EU-15	B	DK	D	EL	E	F	IRL	I	L	NL	A	P	FIN	S	UK
Number of enterprises per 10 000 inhabitants (units)																
50	:	19.9	16.4	:	:	17.7	13.4	15.2	27.6	19.5	13.7	10.0	27.0	17.7	20.9	12.2
50.1	:	6.8	4.2	2.6	:	2.9	4.8	2.8	2.3	8.8	8.7	2.4	4.2	2.9	4.2	5.0
50.2	:	8.1	9.2	:	:	11.1	5.8	6.4	17.3	2.9	2.2	3.8	15.0	9.4	11.5	4.4
50.3	:	2.0	1.0	0.8	:	1.8	1.0	:	1.9	2.6	1.4	1.0	2.9	2.8	2.0	1.3
50.4	:	0.9	0.2	0.2	:	0.6	0.8	:	1.6	0.3	0.4	0.3	2.9	0.4	0.8	0.3
50.5	:	2.1	1.7	0.8	:	1.3	1.1	3.9	4.5	4.8	1.0	2.4	2.0	2.4	2.4	1.1
Number of persons employed per enterprise (units)																
50	:	3.9	7.5	:	:	4.6	5.3	6.0	2.8	7.0	6.4	9.6	5.0	3.8	4.1	:
50.1	:	5.7	12.9	14.3	:	9.0	7.7	11.6	6.4	8.7	6.7	16.6	11.0	6.6	8.0	:
50.2	:	2.8	3.6	:	:	2.9	3.0	3.2	2.4	4.0	5.1	7.9	3.2	2.4	2.3	:
50.3	:	5.1	11.0	11.9	:	5.6	10.0	:	3.8	6.4	7.4	12.1	6.1	4.6	4.7	:
50.4	:	2.1	4.5	5.0	:	2.8	2.9	:	2.1	3.8	3.4	4.8	2.7	2.3	2.1	:
50.5	:	2.5	12.9	8.1	:	9.0	4.1	7.1	2.2	6.5	7.1	4.6	8.1	5.4	6.4	:
Turnover per person employed (1 000 euro)																
50	322.3	595.7	302.6	:	:	218.2	285.5	297.4	304.3	403.1	432.3	258.1	201.0	380.2	436.4	:
50.1	:	807.3	462.8	314.8	:	458.0	415.0	595.0	741.0	382.7	517.0	388.4	365.0	781.6	611.4	:
50.2	:	190.4	126.3	:	:	50.6	98.7	100.6	84.3	133.5	75.4	119.9	36.7	200.5	125.8	:
50.3	:	516.3	191.8	211.4	:	141.7	180.9	:	221.7	206.2	350.2	205.3	127.7	231.6	658.1	:
50.4	:	357.5	339.1	277.1	:	170.7	263.4	:	275.2	408.9	345.9	329.7	80.2	407.6	352.3	:
50.5	:	663.0	228.8	146.9	:	225.5	206.2	151.2	607.0	658.3	533.3	205.6	271.2	217.1	459.7	:
Value added per person employed (1 000 euro)																
50	:	40.1	:	:	:	30.0	35.4	32.1	30.0	45.7	35.5	39.7	16.2	41.7	41.5	:
50.1	:	47.6	:	:	:	40.0	38.9	56.7	40.0	50.3	36.2	48.2	26.2	60.0	48.4	:
50.2	:	27.7	:	:	:	20.0	29.1	18.6	20.0	35.4	32.4	31.6	9.6	34.0	32.0	:
50.3	:	43.3	:	:	:	30.0	38.2	:	40.0	33.6	38.8	41.2	15.0	41.7	47.9	:
50.4	:	30.3	:	:	:	20.0	33.4	:	20.0	44.5	41.6	43.3	10.4	40.0	35.3	:
50.5	:	35.4	:	:	:	20.0	25.0	14.0	20.0	44.7	28.8	29.3	11.1	28.3	39.3	:
Unit labour cost (1 000 euro)																
50	:	32.7	:	:	:	20.0	29.4	:	20.0	26.6	27.3	27.8	10.6	27.5	32.4	18.8
50.1	:	35.5	:	:	:	20.0	31.0	:	30.0	28.0	29.0	31.6	13.6	33.5	34.8	25.3
50.2	:	26.6	:	:	:	20.0	26.0	:	20.0	23.2	24.7	24.0	8.5	26.5	29.4	12.9
50.3	:	36.0	:	:	:	20.0	31.1	:	20.0	32.4	27.2	30.2	10.3	27.2	36.7	17.9
50.4	:	24.2	:	:	:	20.0	28.3	:	20.0	23.0	25.8	30.2	7.6	24.2	30.2	11.0
50.5	:	22.9	:	:	:	20.0	23.2	:	20.0	20.9	19.3	20.1	8.6	20.2	28.5	13.0
Gross operating rate (%)																
50	:	3.2	:	:	:	:	3.0	:	5.0	5.4	3.6	5.6	3.7	4.7	3.6	7.5
50.1	:	2.4	:	:	:	:	2.4	:	2.8	6.2	3.2	4.7	3.7	3.5	2.8	7.0
50.2	:	9.8	:	:	:	:	7.2	:	13.1	13.0	16.6	8.3	8.3	7.6	8.9	16.2
50.3	:	4.2	:	:	:	:	4.1	:	9.6	2.5	5.0	5.9	4.6	7.1	4.7	8.9
50.4	:	6.4	:	:	:	:	3.5	:	5.7	6.0	6.1	6.2	5.5	5.5	4.5	4.4
50.5	:	3.6	:	:	:	:	1.9	:	3.1	4.2	2.3	7.2	1.0	4.6	3.1	3.5

EU-15 data are estimated; turnover per person employed: 2000 provisional data except for IRL and L; D, I, NL; P: all data from 1998 except turnover per person employed; IRL and L all data are from 1998; financial data before 1999 are in 1 000 ECU

Source: Eurostat, SBS database

## Database

This issue of *Statistics in Focus* (SiF) is based on structural business statistics collected under the terms of Council Regulation (EC, EURATOM) No 58/97 of 20 December 1996. The reference data are stored in Eurostat's reference database *New Cronos* (Theme 4 - domain SBS – collection enterpr: annual enterprise statistics – dft tables *enter\_ms* and *prelim\_ms*).

*The figures presented reflect the situation of the database as of 20 February 2002. Data for 2000 are provisional; values for EU-15 are estimates.*

This issue presents the results of the report on car price differentials (situation at 1 May 2001) released by the European Commission (Competition DG). The report may be found at:

[http://www.europa.eu.int/comm/competition/car\\_sector/price\\_diffs/](http://www.europa.eu.int/comm/competition/car_sector/price_diffs/)

**No data are available for those Member States or EU aggregates that are not shown in the graphs or tables.**

## Statistical classification

The data were collected mainly on the basis of the Statistical Classification of Economic Activities in the European Community (NACE Rev. 1).

This SiF deals with NACE **Division 50** (Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel) which breaks down into the following groups:

**50.1:** Sale of motor vehicles;

**52.2:** Maintenance and repair of motor vehicles;

**50.3:** Sale of motor vehicle parts and accessories;

**50.4:** Sale, maintenance and repair of motorcycles and related parts

and accessories;

**50.5:** Retail sale of automotive fuel.

## Variables

### Number of enterprises

A count of the number of enterprises registered to the population concerned in the business register, corrected for errors, particularly frame errors. Dormant units are excluded.

### Number of persons employed

The total number of persons who work in the observation unit (employees receiving remuneration, working proprietors and unpaid family workers) as well as outside working persons who belong to the unit and are paid by it. It includes all persons who are on the payroll of the enterprise, whether they are temporarily absent (excluding long-term absences), part-time, seasonal or home workers, apprentices etc. The number of persons employed excludes manpower supplied to the unit by other enterprises and persons carrying out repair and maintenance work in the enquiry unit on behalf of other enterprises.

### Turnover

Turnover comprises the totals invoiced by the observation unit during the reference period, which corresponds to market sales of goods or services supplied to third parties. It includes all duties and taxes on the goods and services invoiced by the unit, with the exception of the VAT invoiced by the unit vis-à-vis its customers and other similar deductible taxes directly linked to turnover.

### Value added at factor cost

Value added at factor cost is the gross income from operating activities after adjusting for operating subsidies and indirect taxes.

### Personnel costs

Personnel costs are defined as the total remuneration, in cash or in kind, payable by an employer to an

employee in return for work done by the latter during the reference period. Personnel costs also include taxes and employees' social-security contributions retained by the unit as well as employers' compulsory and voluntary social contributions.

### Gross operating surplus

Gross operating surplus is the surplus generated by operating activities after the labour factor input has been recompensed. It can be calculated from value added at factor cost less personnel costs. It is the balance available to the unit which allows it to recompense the providers of own funds and debt, to pay taxes and eventually to finance all or a part of its investment.

The above SBS variables are laid down in Commission Regulation (EC) No 2700/98 of 17 December 1998.

### Simple labour productivity

Simple (or apparent) labour productivity is defined as value added per person employed.

### Unit labour cost

Unit labour cost is defined as personnel costs per employee.

### Gross operating rate

Gross operating rate is defined as gross operating surplus/ turnover.

More info on business statistics methodology:

<http://europa.eu.int/comm/eurostat/ramon/>

or

[http://forum.europa.eu.int/Public/irc/dsis/bmethods/info/data/new/main\\_en.html](http://forum.europa.eu.int/Public/irc/dsis/bmethods/info/data/new/main_en.html)

The above-mentioned regulations and statistical classification can be downloaded under 'legal texts'

# Further information:

## ➤ Databases

New Cronos, Theme 4  
Domain SBS

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