



Internal market in 2022



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Content-related work

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Preface

We would like to present you with the next edition of the annual "Internal market" study from the "Statistical analyses" series.

The study presents a comprehensive analysis of the activity of trade entities prepared on the basis of research results concerning these enterprises as well as basic data on the phenomena and trends observed on the market, i.e. sales volume, development of a commercial network, international conditions. The information on market processes is complemented by the presentation of data on deliveries and stocks of selected products and their consumption.

The publication uses information from statistical reports, enriched with selected administrative sources concerning all types of economic entities conducting service activity. The results of the surveys are presented in territorial division and according to the organizational structure and ownership form of the entities. Data by type of activity are presented in the Polish Classification of Activities 2007.

The study also contains detailed information on the size of commercial and catering network and their infrastructure by region.

Presenting you with the "Internal Market in 2022" publication, we would like to thank all the persons and institutions for providing information and comments which will contribute to shaping and enriching the content of the next editions of this publication.

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Symbols

Symbol	Description
(-)	magnitude zero
(0)	magnitude not zero, but less than 0,5 of a unit
(0,0)	magnitude not zero, but less than 0,05 of a unit
(.)	data not available, classified data (statistical confidentiality) or providing data impossible or purposeless
„Of which”	indicates that not all elements of the sum are given

Main abbreviations

Abbreviation	Meaning
PLN	zloty
No.	number
vol.	volume
g	gramme
kg	kilogramme
EU	European Union
art.	article
tabl.	table
GDP	Gross Domestic Product
SAD	Single Administrative Document
mln	million
bn	billion

Accepted groupings:

- EU 27 (27 countries-members of EU: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden).
- Euro-zone (19 countries-members of Economic and Monetary Union: Austria, Belgium, Cyprus, Estonia, Finland, France, Germany, Greece, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Portugal, Slovakia, Slovenia, Spain).

Synthesis

In 2022 in Poland, according to preliminary data, gross value added generated by entities conducting service activities accounted for 65.3% of the gross value added of the entire national economy. Number of people employed in these entities amounted to 63.3% of all employees. The dominant activity among service entities in terms of value added was trade, the share of which constituted 16.2% of the gross value added generated in the entire national economy.

Retail sales at current prices performed in 2022 by trade and non-trade enterprises amounted to PLN 1,185.5 billion and were by 18.5% higher than a year ago, while wholesale in trade enterprises (at current prices) amounted to PLN 2,362.3 billion and was by 33.4% higher than in the previous year.

At the end of 2022, the estimated number of stores in Poland amounted to less than 326 thousand and was by 1.6% (5.1 thousand) lower than a year ago, while the sales area of the stores increased by 1.1% and amounted to 38,553.9 m². The number of 326 thousand stores was run by approx. 260 thousand enterprises. The estimated number of petrol stations was 8,161 and increased by 0.4% compared with the previous year. The highest density of petrol stations is still recorded in the Śląskie Voivodship – in 2022 it was 60 facilities per 1,000 km².

Total revenues from catering activity in current prices in 2022 amounted to PLN 64.6 billion and increased by 32.8% compared to the previous year (in constant prices they were higher by 22.1%). The number of catering establishments (permanent and seasonal) in the country was estimated at 83.9 thousand, of which 39.8% were catering outlets, 28.2% – restaurants, 26.4% – bars and 5.6% – canteens. In comparison to 2021, the total number of catering establishments increased by 13.1%.

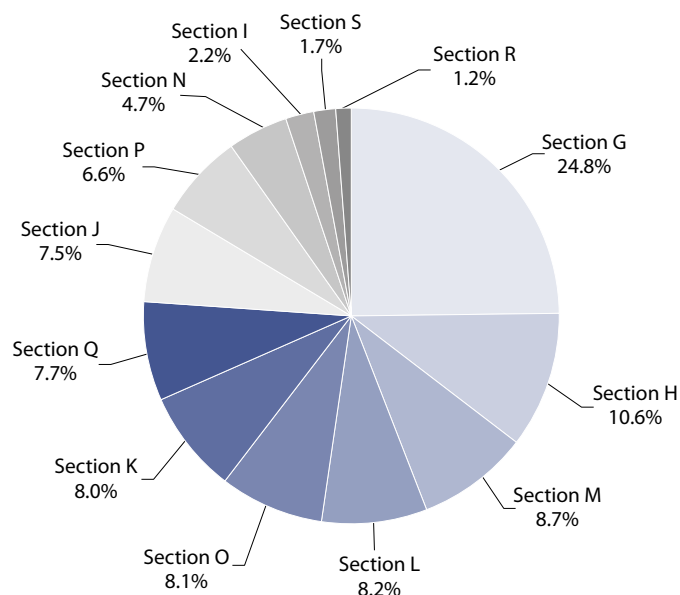
In 2022, as part of the internal market supply the deliveries of most of the surveyed examined consumer goods were higher compared with the previous year. The increase in deliveries was recorded mainly in the area of food products.

Service enterprises in Poland and in other countries of the European Union

SERVICE ACTIVITY, in accordance with the adopted convention, is the activity of entities whose main activity is classified by NACE in sections: G – Wholesale and retail trade; repair of motor vehicles and motorcycles; H – Transportation and storage; I – Accommodation and food service activities; J – Information and communication; K – Financial and insurance activities; L – Real estate activities; M – Professional, scientific and technical activities; N – Administrative and support service activities; O – Public administration and defence; compulsory social security; P – Education; Q – Human health and social work activities; R – Arts, entertainment and recreation; S – Other service activities; T – Activities of households as employers; undifferentiated goods- and services-producing activities of households for own use; U – Activities of extraterritorial organizations and bodies.

In 2022 in Poland, according to preliminary data, gross value added generated by entities conducting service activities accounted for 65.3% of the gross value added of the entire national economy. Number of people employed in these entities amounted to 63.3% of all employees. The dominant activity among service entities in terms of value added was trade, the share of which accounted for 24.8% of the value added generated by all entities conducting service activities (a decrease by 0.2 percentage points compared with 2021). The share of the second largest activity in terms of added value – transportation and storage (according to NACE section H) – accounted for 10.6% (increase by 0.8 percentage points). However, the share of professional, scientific and technical activities (according to NACE section M) was 8.7% (decrease by 0.1 percentage points). Compared to the previous year, the share of financial and insurance activities changed the most among service activities as it increased by 2.1 percentage points (according to NACE section K).

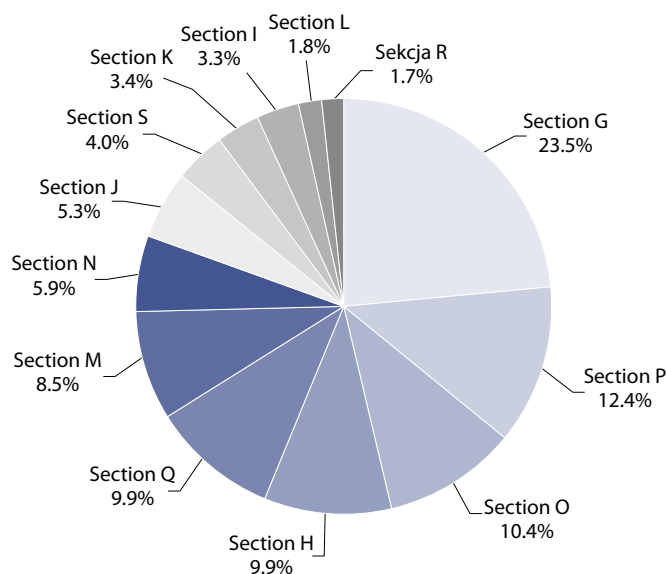
Chart 1. Structure of gross value added in services by NACE sections in 2022



At the end of 2022, the largest number of people (23.5% of the total number of employed persons in service entities) worked in enterprises of the "Trade and repair of motor vehicles" section (according to NACE section G). Second place due to the number of employed persons was held by educational activities (according to

NACE section P) – 12.4%, and subsequent section “Public administration and national defence; compulsory social security” (according to NACE section O) – 10.4%.

Chart 2. Structure of persons employed in services by NACE sections in 2022



In 2022, the dominant activity among service enterprises in terms of average employment was also trade activity (according to NACE section G), in which 1,763.0 thousand people were employed (an increase by 1.2% compared with 2021). The second position was occupied by educational activities (according to NACE section P) with an average employment of 1,132.1 thousand people (an increase also by 1.2% compared with the previous year). The highest percentage increase in average employment among service enterprises was recorded in section J “Information and communication” – by 10.3%, while the decrease was shown in activities related to real estate services (according to NACE section L) – by 1.0%. The lowest average employment of 132.6 thousand people was recorded in section R “Arts, entertainment and recreation”.

According to preliminary data, the highest average monthly gross wages and salaries in 2022 was recorded in the sections: “Information and communication” (according to NACE section J) – PLN 10,968 and “Financial and insurance activities” (according to NACE section K) – PLN 10,031. The lowest was recorded at PLN 4,128 in entities classified in section I “Accommodation and food service activity”. In section G “Trade and repair of motor vehicles”, the value of the average monthly gross wages and salaries amounted to PLN 5,615 and increased by 12.2% compared to 2021. The highest percentage increase in the average monthly wages and salaries by 22.2% was observed in section H “Transportation and storage”.

In 2022, the value added resulting from the activity of service enterprises constituted the majority of the value added generated in the European Union countries. Among the EU member states, the highest share of value added generated by services was recorded in Luxembourg – 88.3%, Malta – 85.4% and Cyprus – 84.4%. Services accounted for a large share of the added value of the entire economy in countries such as France (79.1%), the Netherlands (76.6%), Denmark and Greece (76.4% each). In the countries of Central and Eastern Europe, this share ranged from 63.3% in Romania to 73.6% in Croatia, and in Poland it accounted for 65.3%.

In relation to 2015, the most significant increase in the share of service activities in the creation of added value was observed in the Czech Republic (by 5.3 percentage points), Romania (by 3.4 percentage points), Poland (by 3.2 percentage points) and Hungary (by 3.1 percentage points). The largest decrease in the share of services compared to 2015 was recorded in Latvia (by 4.4 percentage points), Greece (by 2.8 percentage points) and Ireland (by 2.5 percentage points) and Finland (by 2.4 percentage points).

Table 1. The share of gross value added generated by services in gross value added generated by the national economy (current prices) – NACE rev. 2

Countries	Years	Share in %	Countries	Years	Share in %
Austria	2015	70.5	Lithuania	2015	66.5
	2022	69.3		2022	67.3
Belgium	2015	77.3	Luxembourg	2015	87.1
	2022	76.1		2022	88.3
Bulgaria	2015	67.5	Latvia	2015	74.3
	2022	65.5		2022	69.9
Croatia	2015	71.6	Malta	2015	85.1
	2022	73.6		2022	85.4
Cyprus	2015	86.2	Germany	2015	69.1
	2022	84.4		2022	69.3
Czech Republic	2015	60.0	Poland	2015	62.1
	2022	65.3		2022	65.3
Denmark	2015	75.9	Portugal	2015	75.2
	2022	76.4		2022	76.3
Estonia	2015	69.2	Romania	2015	59.9
	2022	70.0		2022	63.3
Finland	2015	70.4	Slovakia	2015	63.6
	2022	68.0		2022	65.6
France	2015	78.5	Slovenia	2015	65.2
	2022	79.1		2022	65.9
Greece	2015	79.2	Sweden	2015	73.4
	2022	76.4		2022	71.5
Spain	2015	74.9	Hungary	2015	64.2
	2022	74.6		2022	67.3
Netherlands	2015	77.9	Italy	2015	74.5
	2022	76.6		2022	71.5
Ireland	2015	57.8			
	2022	55.3			

Source: Eurostat 06.10.2023; according to ESA 2010.

Trading activity

GROSS DOMESTIC PRODUCT (GDP) presents the final result of the activity of all entities of the national economy. Gross domestic product is equal to the sum of gross value added generated by all national institutional units increased by taxes on products and decreased by subsidies on products. Gross domestic product is calculated at market prices.

GROSS VALUE ADDED (GVA) measures the newly generated value as a result of the production activity of national institutional units. Gross value added is the difference between gross output and intermediate consumption and is presented at basic prices.

In 2022, according to preliminary data, the share of trade in the creation of gross domestic product amounted to 14.4%, and in gross value added – 16.2%.

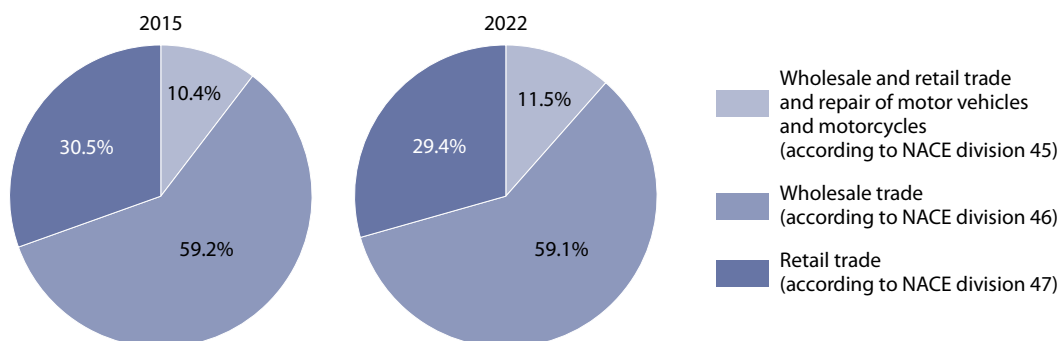
Table 2. The share of trade in the creation of GDP and value added

Specification	2019	2020	2021	2022
Share of trade in creation GDP (%)	14.1	14.1	14.2	14.4
Share of trade in gross value added (%)	16.1	16.0	16.3	16.2

NET REVENUES FROM SALE OF PRODUCTS, GOODS AND MATERIALS include domestic and export sales of products (finished, semi-finished products and services) manufactured by the unit together with packaging, equipment and third party services if invoiced along with products to customers, sales of goods and materials, i.e. tangible current assets purchased for resale in the same condition as received and products manufactured by the unit if they are sold in a chain of own stores along with the third-party goods, as well as amounts due for goods and materials sold regardless whether or not they have been paid.

In 2022, according to preliminary data, net revenues from the sale of products, goods and materials at current prices achieved by enterprises classified under section G "Wholesale and retail trade; repair of motor vehicles, including motorcycles" were higher by 17.5% than in the previous year. The largest part of these revenues was realized by enterprises conducting wholesale activities 59.1%. The share of retail trade amounted to 29.4%, while wholesale and retail trade in motor vehicles and their repair amounted to 11.5%. Revenues of enterprises with 10 or more people in employment accounted for 72.9% of total revenues, and revenues of enterprises with the number of employees of up to 9 persons accounted for 27.1%.

Chart 3. Structure of revenues from the sale of products, goods and materials (current prices)



COSTS OF PRODUCTS, GOODS AND MATERIALS SOLD include cost of products sold (i.e. basic operational costs decreased by the costs of generating benefits for the need of the unit and corrected by change in stock products) and value of goods and materials sold according to procurement or purchase prices.

In 2022, according to preliminary data, the costs of basic operating activities at current prices incurred by trade entities were 17.6% higher than in the previous year. The costs incurred by units with 10 or more persons employed constituted 73.6% of the total operating costs reported by trade entities, and the costs of entities with 9 or fewer persons employed accounted for 26.4%.

Flow of trade goods¹

An important element enabling the assessment of distribution and circulation channels of goods is the analysis of the structure of revenues by types of customers and the division of purchases made in commercial enterprises by types of suppliers (Tables 18 and 19). Both the behaviour of wholesale and retail companies in the selection of their suppliers and the structure of their customers remained stable. In trade enterprises – wholesale and retail, the share of purchases directly from domestic producers and manufacturers compared to the previous year – remained at a similar level (slightly above 50%). The shares of import purchases and purchases from wholesalers also did not change in relation to the previous year and amounted to 29% and 19%, respectively.

Depending on the type of running trade activity (wholesale or retail trade), the structure of purchases was more diverse. In the field of wholesale trade, most enterprises (approx, 49%) were purchased from domestic producers and manufacturers, while 31% of them directly from imports. The share of wholesaler-wholesaler purchases slightly increased and amounted to over 18%. In retail, purchases of goods were made mainly directly from domestic producers and manufacturers (56%), less frequently from wholesalers (21%) and the share of purchases directly from imports increased from 19% to 21%.

Foreign-owned enterprises most often made purchases directly from domestic producers and manufacturers, or directly from imports (in both cases they accounted for slightly over 44%), while less frequently from wholesalers (10%).

In the structure of revenues of wholesale enterprises, 44% of revenues derived from sales to wholesale, almost 25% came from retailers and 20% from domestic producers. Direct revenue from individual consumers were slightly above 6%.

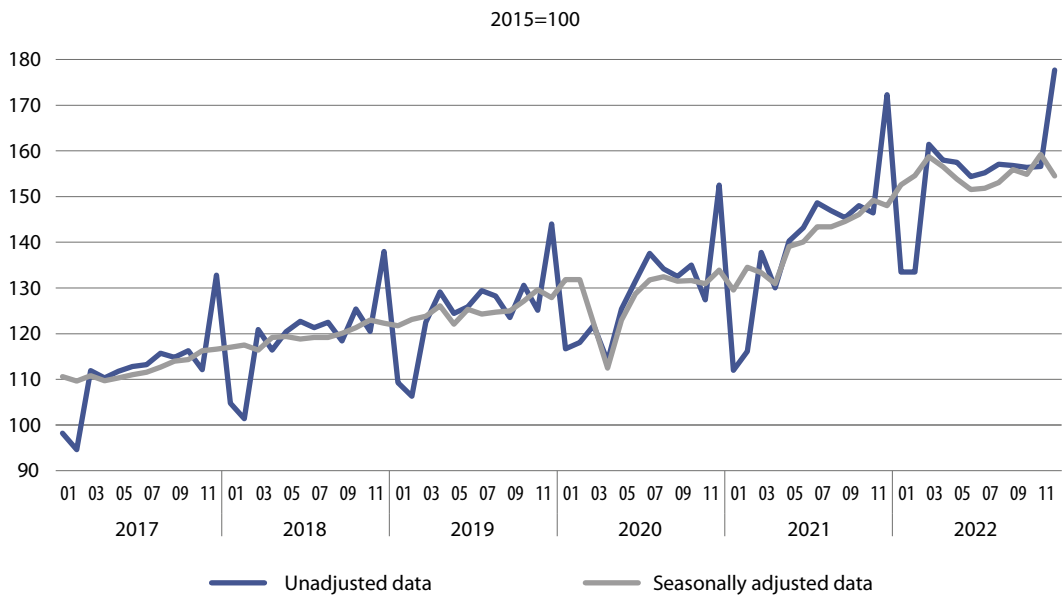
¹ The data concerns enterprises employing more than 9 persons.

Turnover in retail trade

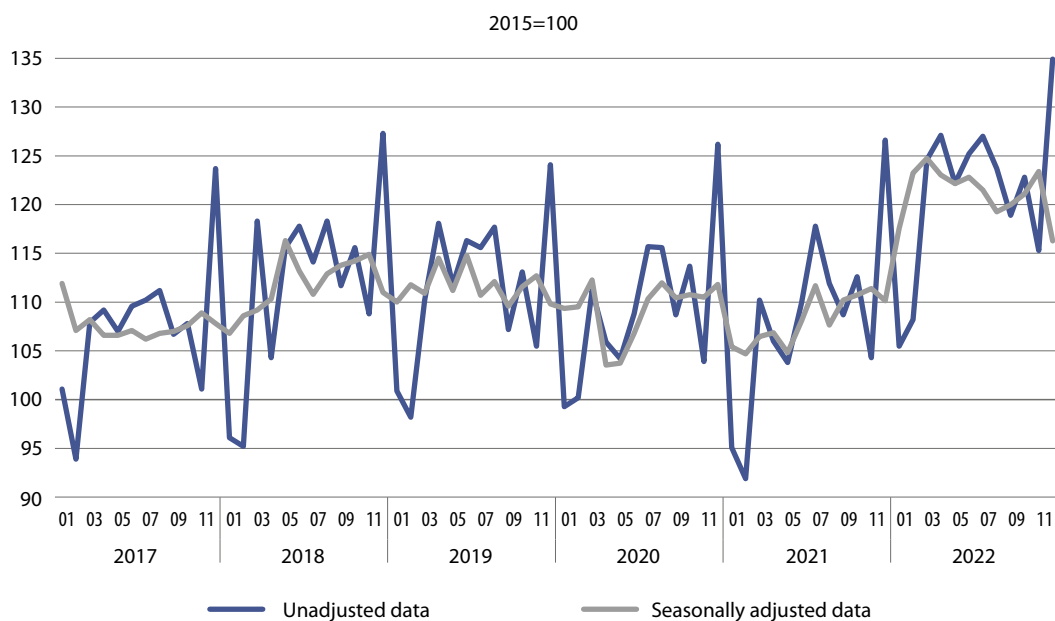
TURNOVER, otherwise net sales revenues include the value of products sold outside the enterprise (finished goods and services), goods and materials, expressed in real sales prices taking into account reduction in prices, discounts and rebates – excluding value added tax (VAT). However the sale of fixed assets components, subsidies, other operating income, and revenues from financial operations is not taken into account (dividends from these shares, gained interest).

In 2022, retail turnover (in constant prices) was 10.2% higher compared to the previous year. The increase in turnover was recorded both in enterprises selling food, beverages, tobacco products (by 12.0%) and in those selling non-food goods (by 9.5%). Turnover of entities engaged in retail sale of petrol increased by 10.4%.

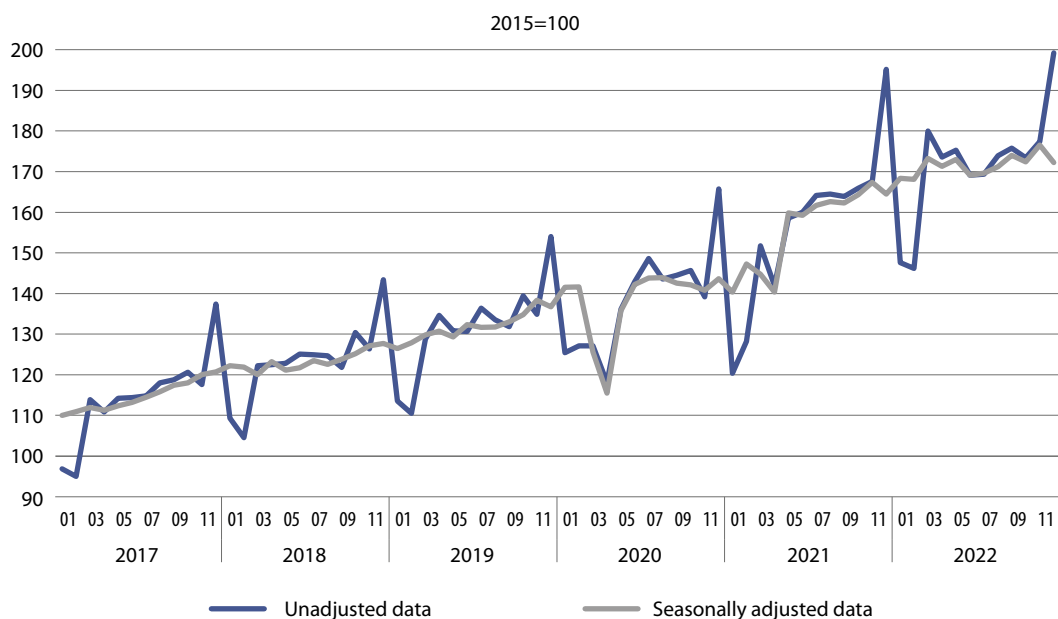
Chart 4. Deflated turnover indices in retail enterprises^a (constant prices)



^a Enterprises classified according to NACE Rev.2 in the division 47.

Chart 5. Deflated turnover indices in enterprises selling food, beverages, tobacco^a (constant prices)

a Enterprises classified according to NACE Rev.2 in the class 47.11 and group 47.2.

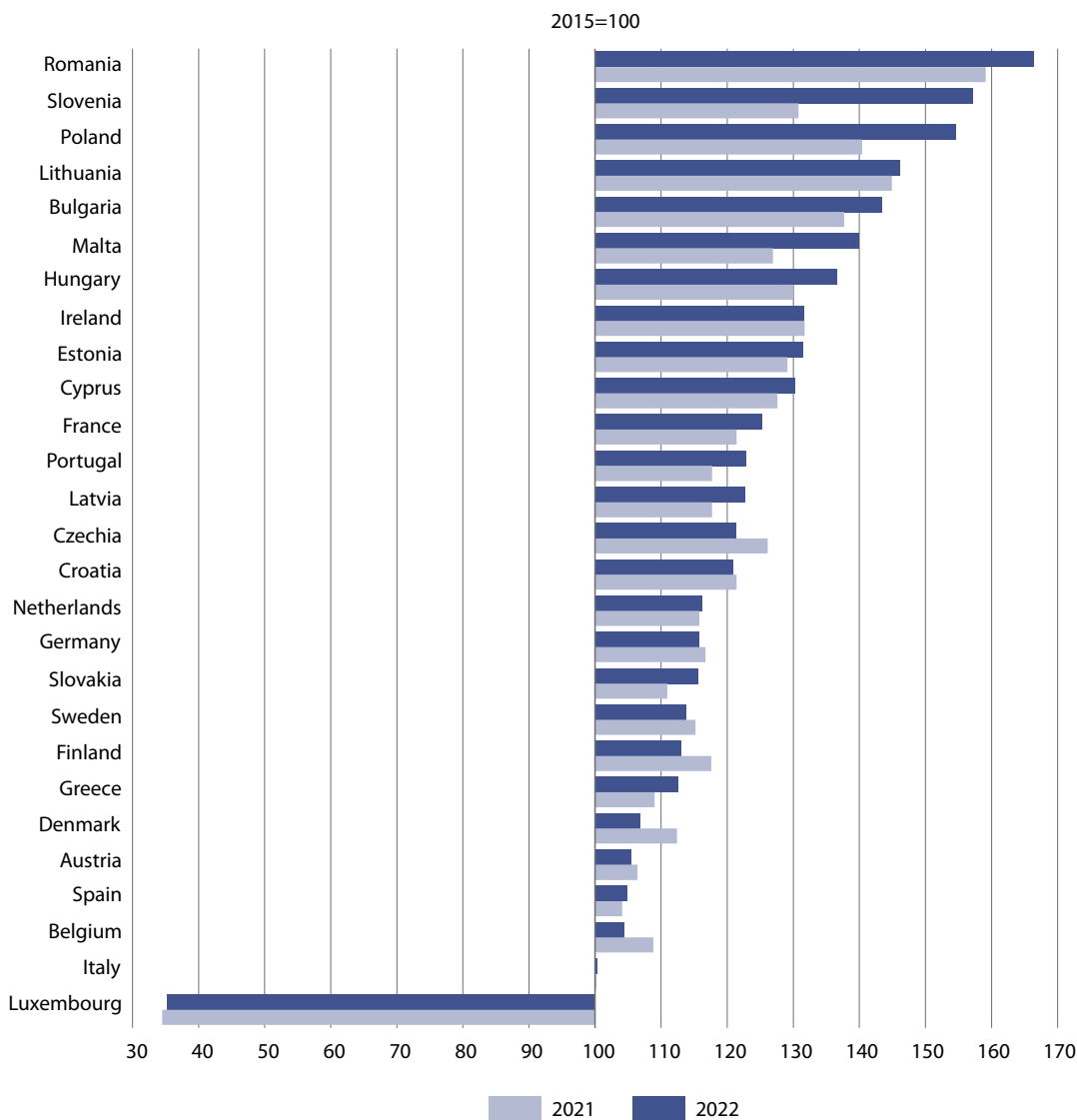
Chart 6. Deflated turnover indices in enterprises selling non-food goods^a (constant prices)

a Enterprises classified according to NACE Rev.2 in the class 47.19 and groups: 47.3–47.9.

In 2022, the turnover in retail trade of the European Union countries was higher compared to the base year (2015=100) by 17.0%. The largest increases were recorded in Romania (by 66.4%), Slovenia (by 57.2%), and Poland (by 54.7%). Among the countries of greatest importance for the European economy, the increase in turnover was recorded in France (by 25.3%) and Germany (by 15.8%). With the exception of Luxembourg (high base effect in 2015), all other EU countries did not show a decrease in turnover compared to the adopted base year.

In 2022, compared to the previous year, turnover increased significantly in Slovenia (by 20.2%), as well as in Poland and Malta (each by 10.2%). The largest decreases were recorded in Denmark (by 4.9%). Belgium (by 4.0%), Finland (by 3.8%) and the Czech Republic (by 3.7%).

Chart 7. Deflated turnover indices in retail trade of EU countries^a (constant prices)



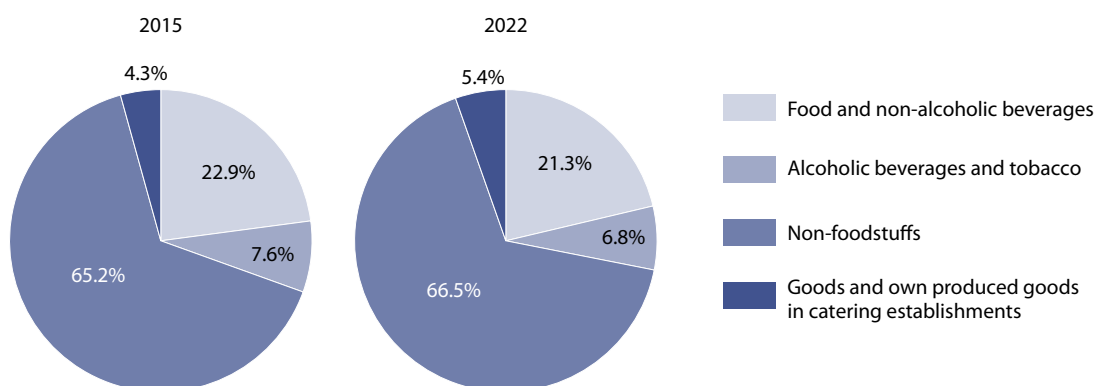
^a Data adjusted for working days.
 Source: Eurostat, short-term statistics (October 2023).

Retail sales

RETAIL SALES OF GOODS (including VAT) are sales of own goods and consignment (new and second-hand) in retail sales outlets, catering establishments and other sales outlets (e.g. stores, warehouses) in amounts satisfying individual needs of consumers.

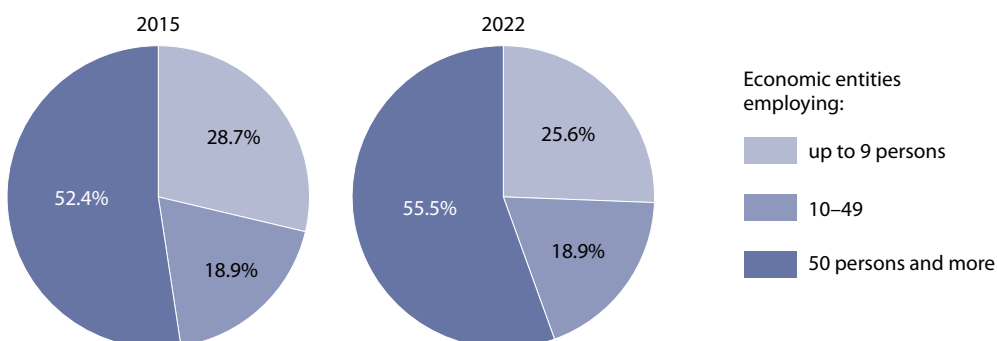
In 2022, retail sales at current prices performed by trade and non-trade enterprises amounted to PLN 1,185.5 billion and were by 18.5% higher than in the previous year. At retail sales outlets, the value of goods sold amounted to PLN 1,121.6 billion (increase by 17.8%), of which the value of food and non-alcoholic beverages – PLN 252.7 billion (increase by 16.1%), alcoholic beverages and tobacco products – PLN 81.0 billion (increase by 7.1%) and non-foodstuffs – PLN 787.9 billion (increase by 19.6%). In catering establishments, retail sales amounted to PLN 64.0 billion (an increase by 32.9%).

Chart 8. Structure of retail sales (current prices)



The share of retail sales realized in 2022 by economic entities with the number of employees of 50 or more persons amounted to 55.5%, by entities with the number of employees of up to 9 persons – 25.6%, and by enterprises with the number of employees of 10 to 49 persons – 18.9%.

Chart 9. Structure of retail sales by size of economic entities (current prices)

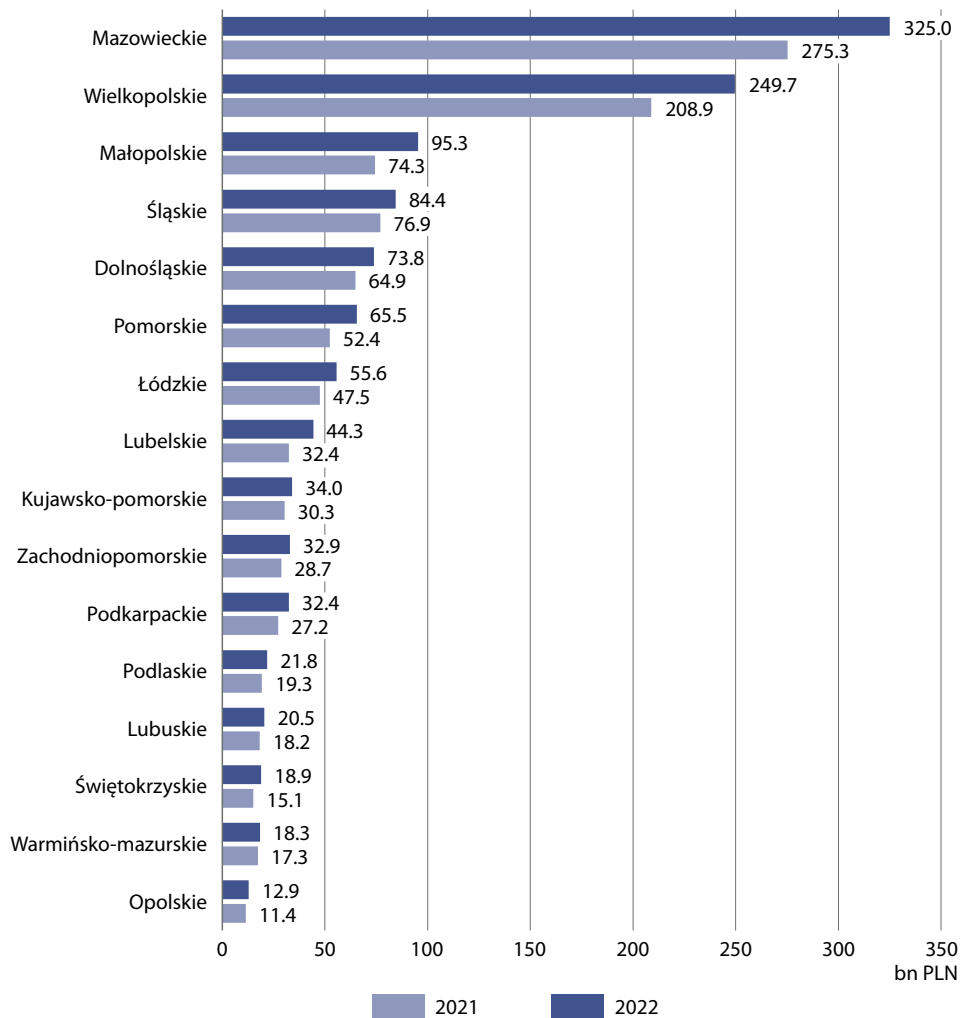


Sales in trade enterprises (at current prices) amounted to 85.2% of the total retail sales value and its share was 1.2 percentage points lower than a year ago. Other sales were carried out by enterprises whose main activity was not trade, but, for example, production or catering.

Table 3. Retail sales of goods by groups (current prices)

Specification a – absolute numbers b – corresponding period of the previous year=100	2020	2021	2022
	in million PLN		
Total	890,637.1	1,000,028.2	1,185,525.3
b	97.1	112.3	118.5
of which trade enterprises	772,257.1	864,326.3	1,009,886.3
b	103.8	111.9	116.8
Food and non-alcoholic beverages	244,930.5	261,344.5	310,558.4
b	100.6	106.7	118.8
Alcoholic beverages and tobacco	75,931.9	79,608.0	86,448.8
b	106.7	104.8	108.6
Non-foodstuffs (excluding tobacco)	569,774.8	659,075.7	788,518.1
b	94.5	115.7	119.6

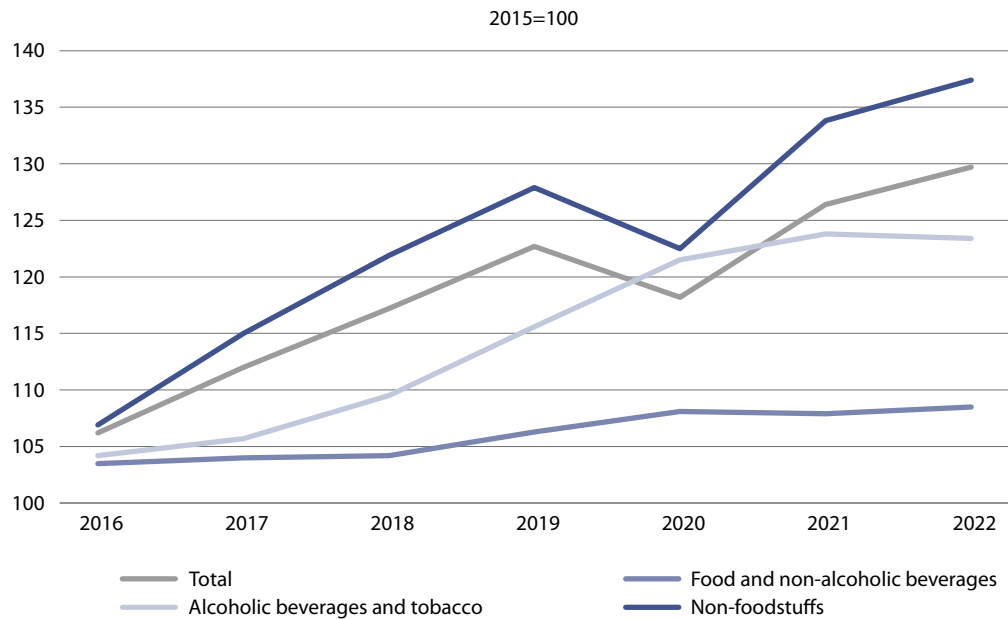
In 2022, all voivodships recorded an increase in retail sales at current prices. In the Mazowieckie Voivodship, whose share in total sales was dominant and amounted to 27.4%, sales increased by 18.0%. The second voivodship with a significant share in total sales (21.1%) was the Wielkopolskie Voivodship, and enterprises with their headquarters there reported an increase in sales by 19.6%. On the next positions were: the Małopolskie Voivodship – share of 8.0% (increase by 28.4%) and the Śląskie Voivodship – share of 7.1% (increase by 9.8%).

Chart 10. Retail sales by voivodships^a (current prices)

a According to the official residence of the enterprise.

In 2022, retail sales at constant prices realized by trade and non-trade enterprises were by 2.6% higher than a year ago (compared to an increase of 6.9% in 2021). The largest increase was recorded in the retail sales of goods and own produced goods in catering establishments (by 14.9%). Sales increased also in the following groups: "non-foodstuffs" (by 2.7%), "food and non-alcoholic beverages" (by 0.6%). A decrease in sales was observed in the group "alcoholic beverages and tobacco products" (by 0.3%).

Chart 11. Indices of retail sales^a (constant prices)



^a With the exception of "total" – excluding sales in catering establishments.

Stores

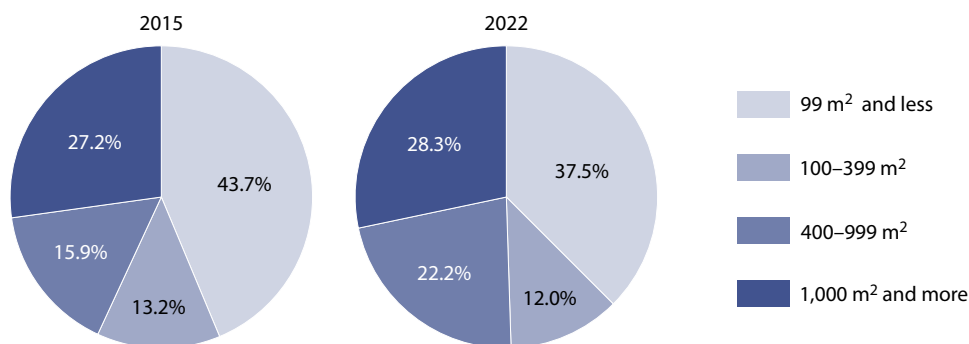
STORE is a permanent retail outlet having a special room (i.e. a store space) with a store window and an interior accessible to customers, If in large stores (e.g. in department stores, trade stores, mail order outlets) part of the sales area has been leased by another legal or natural person who on this part of the area conducts retail sales on its own account – this part is a separate store,

SALES AREA OF SHOPS is the part of shop used for goods display and sales (i.e. the part used for display of goods and service of customers) measured in square metres.

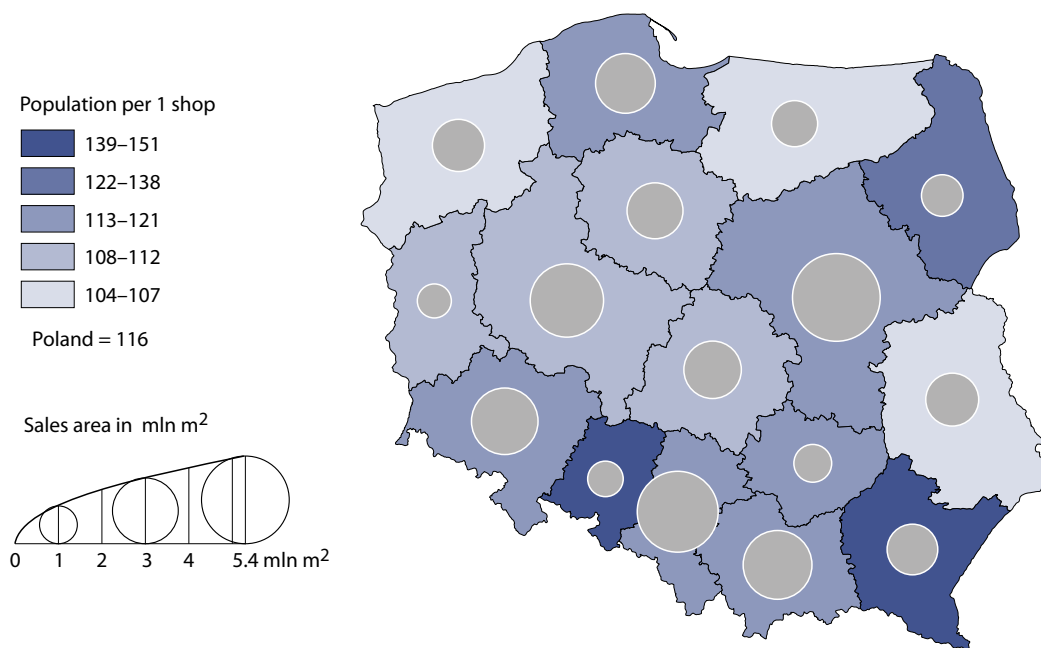
At the end of 2022, the estimated number of stores in Poland amounted to nearly 326 thousand and was by 1.6% (by 5.1 thousand) lower than a year ago, while the sales area of the stores increased by 1.1% and amounted to 38,553.9 thousand m².

In comparison to the previous year, the increase in sales area took place in stores with area ranges above 400 m², with the highest increase occurring in stores with an area range of 400–999 m² by 713.8 thousand (by 9.1%) and in this range the largest increase in the number of stores was recorded (by 9.3%). A significant increase in sales area was also observed in stores in the range of 1 000 m² and more by 298.4 thousand (by 2.8%). On the other hand, the largest decrease in sales area by 556 thousand (by 3.7%) was recorded in stores with an area of 99 m² and less, while the decrease by 20.1 thousand (by 0.4%) was recorded in stores with an area of 100–399 m².

Chart 12. Structure of sales area of stores



By voivodships, the largest amount of sales area was added in stores located in the Kujawsko-Pomorskie Voivodship by 189 thousand m² (by 9.2%) and Śląskie Voivodeship by 112 thousand m² (by 2.5%). On the other hand, the largest decrease in sales area was observed in stores located in the Małopolskie Voivodships by 197 thousand m² (by 5.6%), Warmińsko-Mazurskie Voivodship by 74 thousand m² (by 4.8%), Dolnośląskie Voivodship by 73 thousand m² (by 2.3%) and Łódzkie Voivodship by 47 thousand m² (by 2.0%).

Map 1. Stores by voivodships in 2022 (as of 31 December)

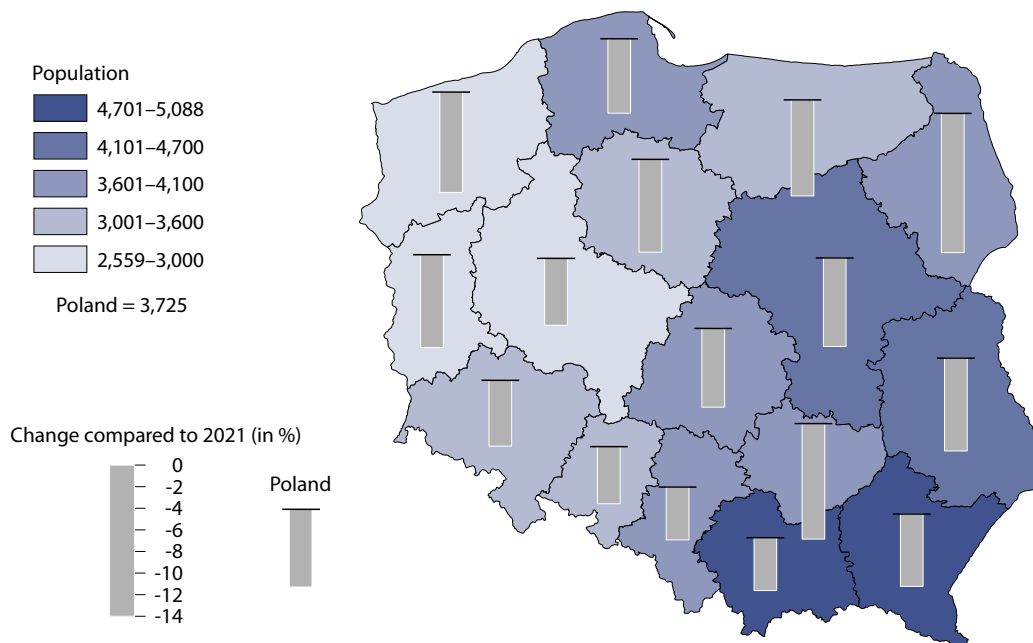
In 2022, there were 116 people for a store, while in 2021 it was 115 people. The largest population for a store was in the Opolskie Voivodship – on average 151 people, and the lowest in the Zachodniopomorskie Voivodship – on average 104 people.

In 2022, the total number of supermarkets and hypermarkets increased compared to the previous year (by 7.4%), resulting in an average of 3,725 people for store of these categories, compared to 4,016 in 2021.

By voivodships, the largest population per 1 supermarket and hypermarket was recorded in the Małopolskie Voivodship (5,088 people – compared to 5,352 people in the previous year), while the lowest number of people in the Lubuskie Voivodship – 2,559 compared to 2,800 in 2021.

In 2022, the estimated share of the value of sales made jointly by supermarkets and hypermarkets in retail sales in stores and petrol stations was 28.0% and was 0.4 percentage points higher than in a previous year.

Map 2. Number of people per 1 supermarket and hypermarket by voivodships in 2022 (as of 31 December)

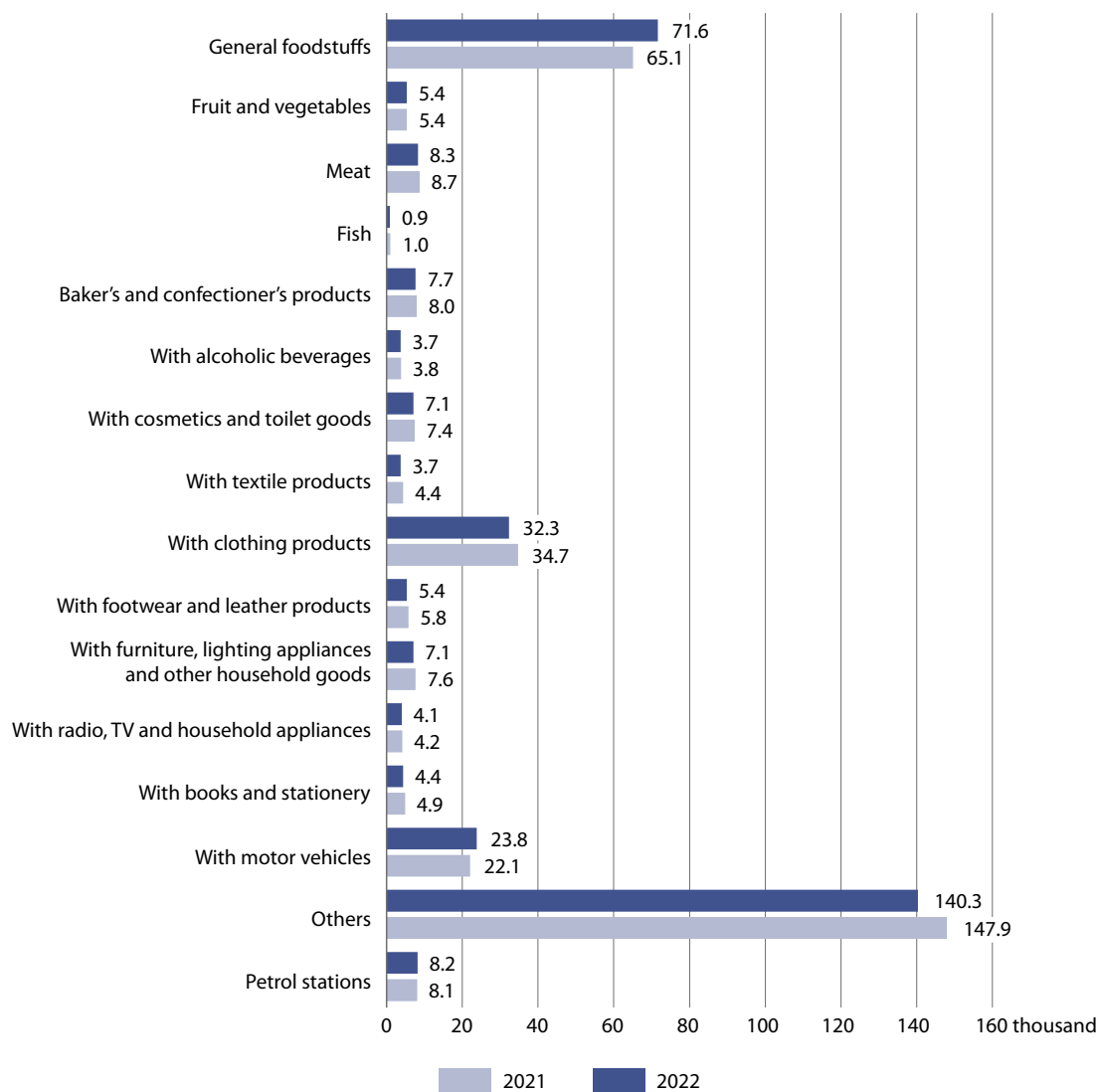


The number of 326 thousand stores estimated in 2022 was run by about 260 thousand enterprises and decreased by over 5 thousand compared to the previous year.

In relation to the ranges of economic entities according to the number of stores owned, the highest decrease was recorded in the number of enterprises leading 1 or 2 stores – by 4.7 thousand (by 1.8%), compared to the increase in the number of these enterprises by over 10 thousand in the previous year. A significant decrease in the number of economic entities was also observed in groups of enterprises with 3 to 10 stores – 219 entities ceased operations (a decrease of 5.1%). The share of enterprises leading 1 or 2 stores in 2022 amounted to 98.0% and did not change compared to the previous year.

In the total number of 326 thousand stores, as in previous years, the largest share was accounted for facilities belonging to specialisation: other stores (43.0%), general foodstuffs (22.0%) and clothing (9.9%). The least numerous were stores with fish specialisation, which constituted only 0.3% of the total number of stores.

Compared to the previous year, there was a decrease in the number of stores in most specialisations. The largest number of stores decreased in the specialisations: other stores by 7.6 thousand, which accounted for 5.2%. Significantly fewer stores were also observed in such categories as: with clothing products by 2.5 thousand stores (7.1%), with textiles by 0.6 thousand stores (14.4%), as well as with furniture, lighting appliances and other household goods and in the category of bookstores and stationery by approx, 0.5 thousand stores (decrease by 7.1% and 10.0%, respectively). However, in the following three specialisations, an increase in the number of stores was observed: in the general foodstuffs by 6.5 thousand stores (10.0%), with motor vehicles by 1.7 thousand stores (7.7%), while in the fruit and vegetable specialisation there was a minimal increase by 28 stores (0.5%).

Chart 13. Stores by specialisation and petrol stations (as of 31 December)

In the group of enterprises with more than 9 employed persons, the number of stores owned by entities with foreign capital was higher in 2022 by 4.8% compared to the previous year, while the sales area of these stores increased by 5.0%.

The average area of stores of foreign enterprises was 685.8 m² (in stores of domestic privately owned enterprises – 221.0 m², respectively).

The share of foreign capital stores in the total area increased by 1.2 percentage points compared to 2021.

Table 4. Number of stores owned by enterprises with foreign capital^a

Specification	2021	2022
Number of stores	18,140	19,015
Share in total stores (%)	5.5	5.8
Sales area (thousand m ²)	12,415.2	13,040.1
Share in total sales area (%)	32.6	33.8

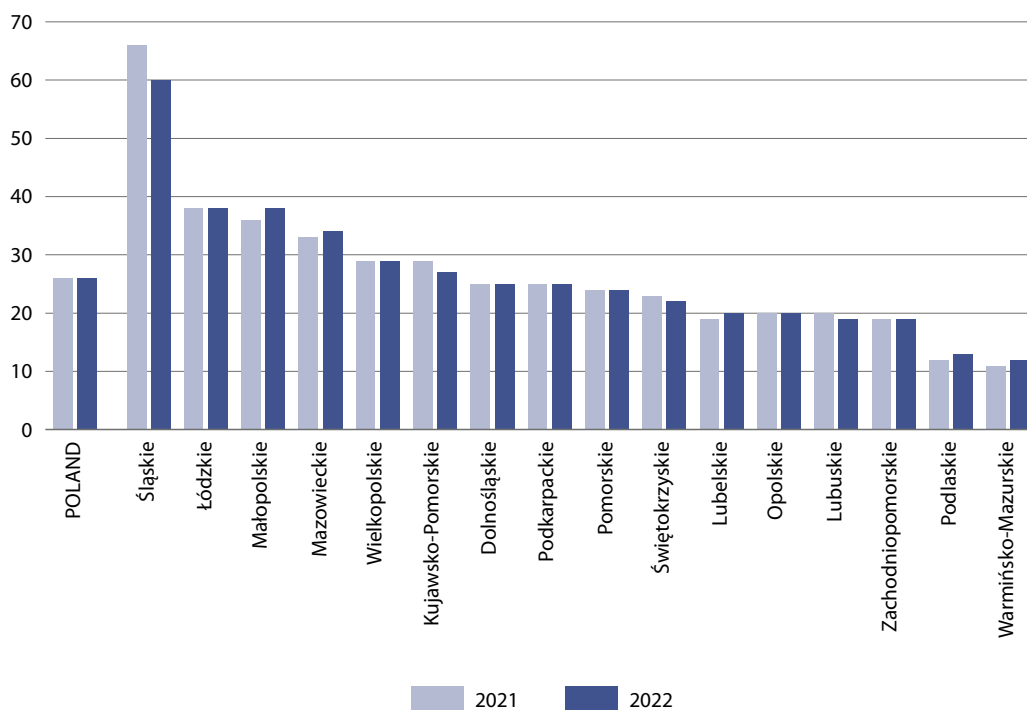
a Data concerns entities employing more than 9 persons.

Petrol stations

PETROL STATIONS are outlets conducting retail sale of gasoline, diesel oil, LPG gas, other fuels, cooling liquids, cleaning agents, etc.

At the end of 2022, the estimated number of petrol stations was 8,161 and was 0.4% higher than in the previous year. By voivodeships, the highest density of petrol stations still occurred in the Śląskie Voivodship, although in 2022 it was lower than in a previous year and amounted to 60 facilities per 1,000 km². The lowest rate was observed in the Warmińsko-Mazurskie Voivodship, where it was 12 facilities (compared to 11 in a previous year) per 1,000 km², while the average for Poland was 26 petrol stations per 1,000 km² and remained unchanged compared to the previous year.

Chart 14. Number of the petrol stations per 1,000 km² of the area in voivodeships (as of 31 December)



Marketplaces

MARKETPLACE is a separated area or building (place, street, covered market) where permanent or seasonal outlets are conducting retail sales activity every day or several days per week.

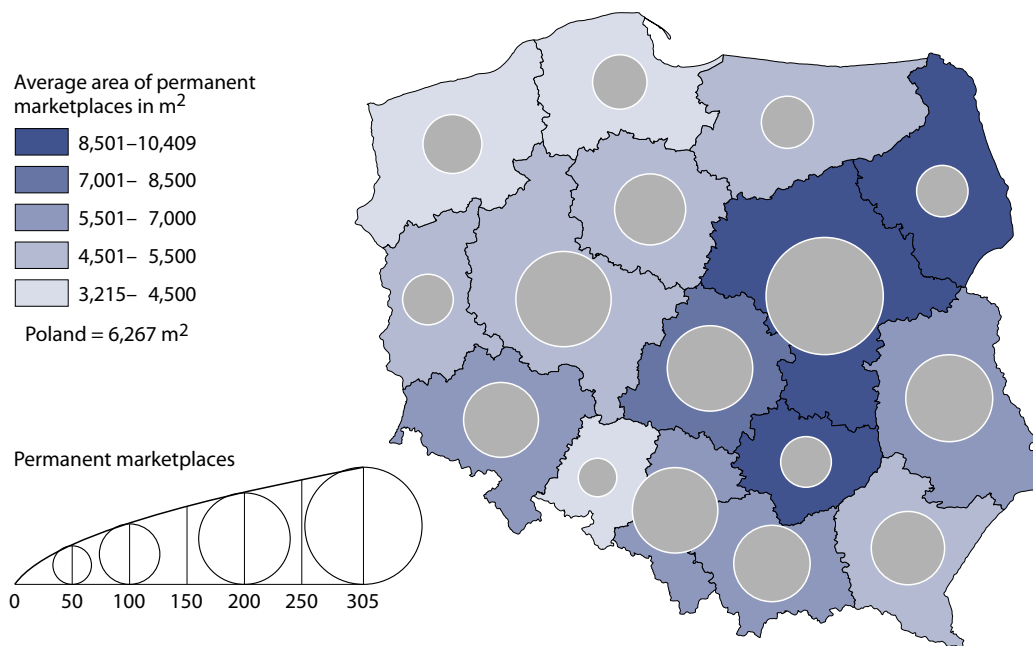
In 2022, 2,146 permanent marketplaces were registered in the national register kept by municipal self-government units (including 2,059 markets with a predominance of small-retail sales).

Compared to the previous year, the total number of permanent marketplaces was higher by 30 facilities. The largest number of marketplaces came in the Łódzkie Voivodeship – 9 facilities and 6 facilities in the Dolnośląskie as well as Śląskie Voivodships.

Compared to the previous year, the total area of permanent marketplaces decreased by 2.1%. The largest decrease in the marketplaces area took place in the following voivodships: Podkarpackie (by 67 thousand m²), Mazowieckie (by 63.2 thousand m²), Małopolskie (by 55.2 thousand m²) and Śląskie (by 28.7 thousand m²).

In the area of permanent marketplaces, transactions were made in approx. 84.3 thousand permanent small-retail sale outlets, 43.5 thousand of which operated daily. The permanent marketplaces network was supplemented by seasonal marketplaces, the number of which in 2022 increased by 902 facilities.

Map 3. Permanent marketplaces by voivodship in 2022 (as of 31 December)



Wholesale

WHOLESALE (including VAT) is an activity consisting in the resale of purchased goods on its own behalf usually to non-final recipients (other wholesalers, retailers, producers). It includes the sale of goods from commercial, one's own or leased warehouses in which stored goods are the property of a commercial enterprise. The wholesale value also includes the value of sales realized on the basis of a direct payment or contract (agents, auctioneers), as well as, the value of sales performed by cleared transit consisting in the transfer of goods directly from the supplier to the consignee omitting the warehouses that carry out the delivery.

The estimated value of wholesale in 2022 in trade enterprises (at current prices) amounted to PLN 2,362.3 billion and was 33.4% higher than a year ago. Among the presented groups of goods, an increase in wholesale was observed in all of them. The value of non-foodstuff goods increased by 34.4%, food and non-alcoholic beverages by 30.3%, and alcoholic beverages by 14.5%.

In the sales structure, the share of non-foodstuff goods increased by 0.6 percentage points, while the share of food and non-alcoholic beverages and alcoholic beverages decreased by 0.3 percentage points.

Wholesale sales realized by enterprises with 50 and more employed persons amounted to 43.8% and were 4.7 percentage points lower compared to the previous year.

Chart 15. Structure of wholesale (current prices)

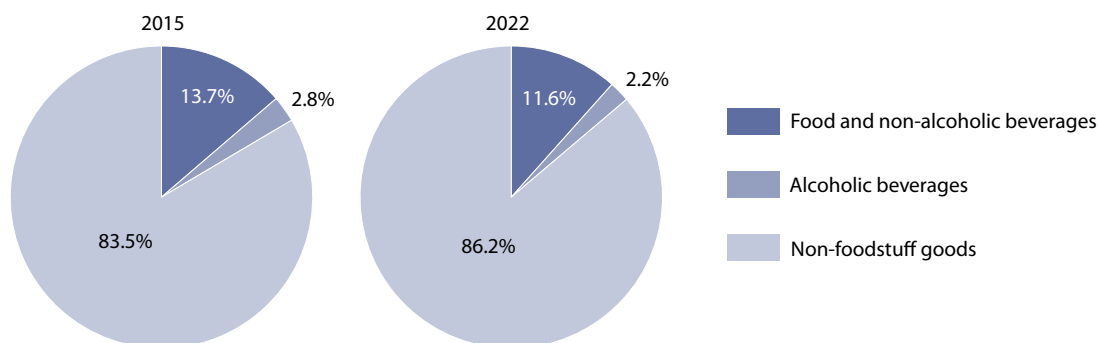


Table 5. Wholesale by groups of goods (current prices)

Specification a – absolute numbers b – corresponding period of the previous year=100	2020	2021	2022
	in million PLN		
Total	1,474,888.5	1,770,307.7	2,362,304.7
b	99.6	120.0	133.4
of which enterprises employing 50 persons and more	702,309.6	859,434.7	1,034,630.3
b	98.6	122.4	120.4
Food and non-alcoholic beverages	193,298.3	209,973.0	273,672.2
b	99.0	108.6	130.3
Alcoholic beverages	36,695.5	45,175.5	51,730.0
b	103.8	123.1	114.5
Non-foodstuff goods	1,244,894.7	1,515,159.2	2,036,902.5
b	99.6	121.7	134.4

Catering establishments

CATERING ESTABLISHMENTS include permanent and seasonal catering establishments and outlets, the scope of activity of which is the preparation and sale of meals and beverages for on-site and takeout consumption. Seasonal catering establishments are open for a certain period of time and operate not longer than six months in a calendar year. Mobile retail sales points and vending machines are not treated as catering establishments.

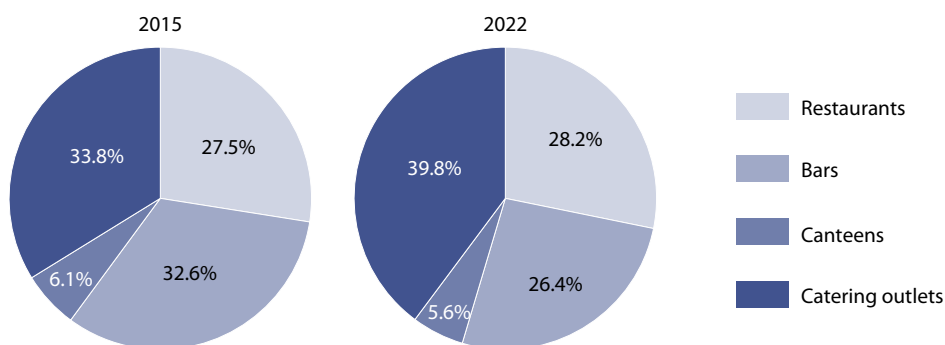
In 2022, the number of catering establishments (permanent and seasonal) in the country was estimated at 83.9 thousand, of which 39.8% were catering outlets, 28.2% – restaurants, 26.4% – bars and 5.6% – canteens. The total number of catering establishments increased by 13.1% compared to 2021. Number of all types of entities increased – bars by 14.4%, canteens by 13.6%, catering outlets by 13.2% and restaurants by 11.9%.

Table 6. Catering establishments

Specification	2020	2021	2022	
	number			2021=100
Total	64,449	74,189	83,937	113.1
Restaurants	17,676	21,161	23,670	111.9
Bars	17,170	19,373	22,166	114.4
Canteens	3,517	4,136	4,699	113.6
Catering outlets	26,086	29,519	33,402	113.2

The private sector in gastronomy covered 98.9% of all catering establishments, including: 99.6% of restaurants, 99.2% of bars, 99.1% of catering outlets and 92.5% of canteens.

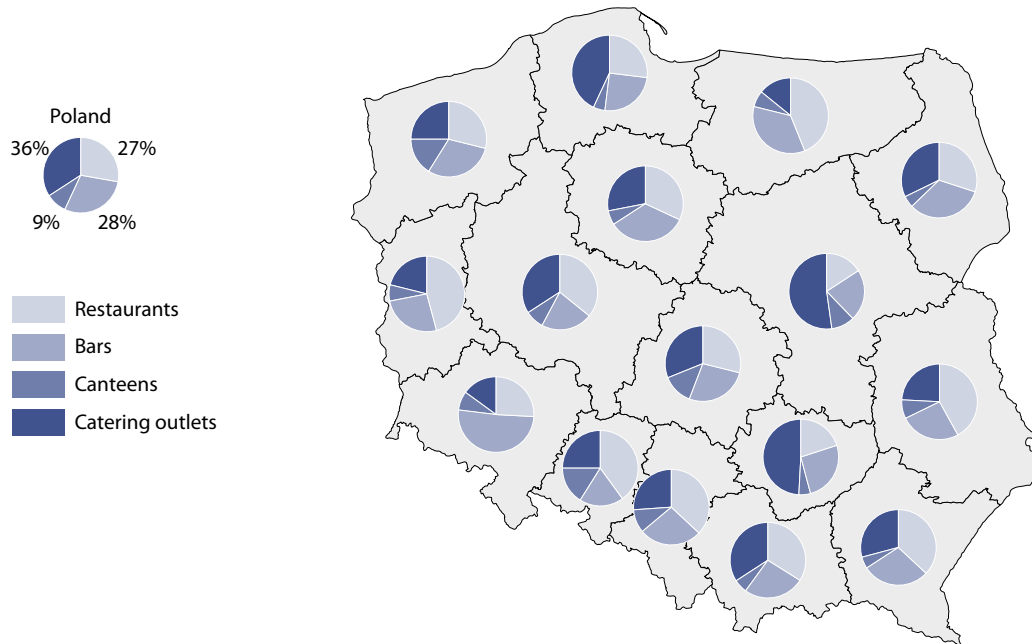
Chart 16. Structure of catering establishments



The number of catering establishments in enterprises with more than 9 employed person increased by 7.6% compared to the previous year and amounted to 20,215, which constituted 24.1% of total catering establishments in Poland. An increase was observed in all types of entities: in the number of catering outlets – by 10.8%, bars – by 7.5%, restaurants by – 4.9% and canteens – by 3.6%.

The structure of catering establishments in the voivodship system, according to the registered office of the enterprise, is presented in the chart below.

Map 4. Catering establishments by voivodships with more than 9 employees



Revenues from catering activities

In 2022, total revenues from catering activities in current prices amounted to PLN 64.6 billion and increased by 32.8% compared to the previous year (in constant prices they were higher by 22.1%). The high revenue growth was mainly due to the total lifting of restrictions related to the COVID-19 outbreak.

98.9% of the obtained revenues derived from the private sector, and 1.1% from the public sector.

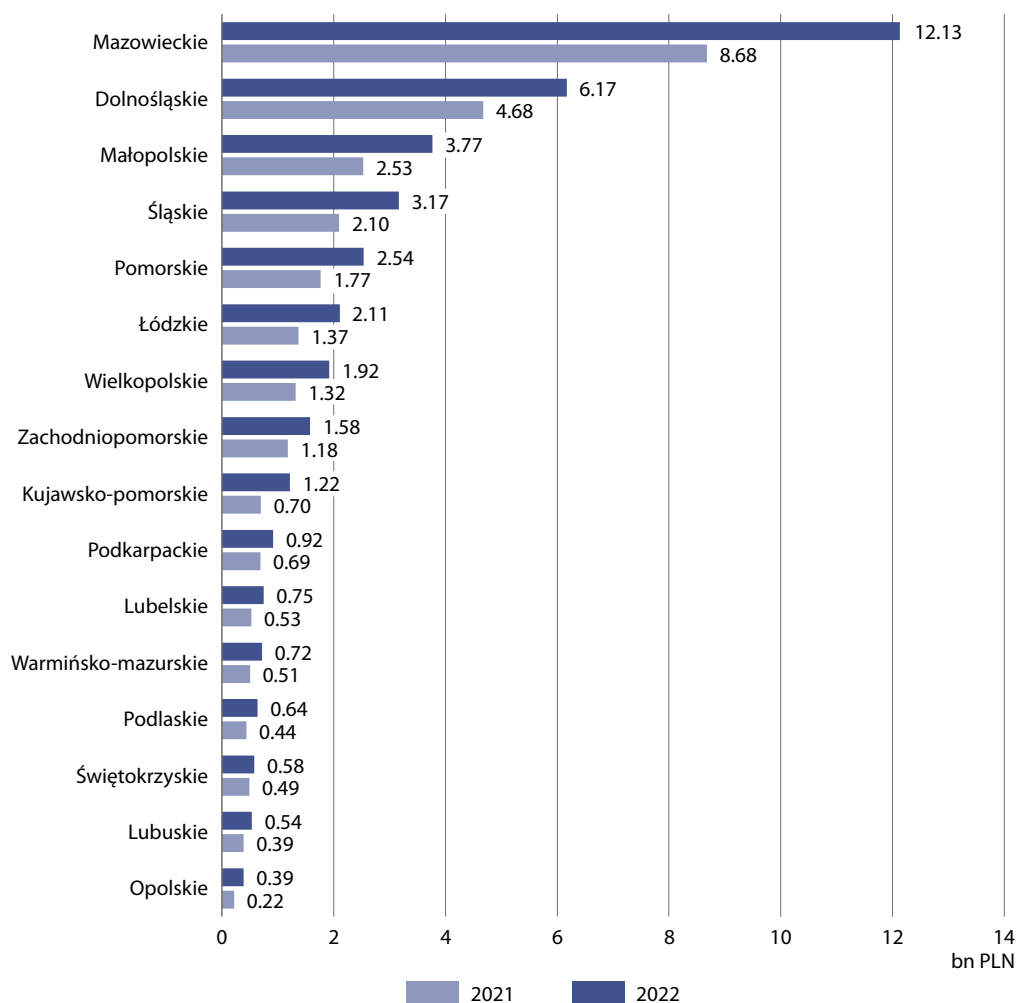
Catering production accounted for 86.8% of the value of total revenue at current prices, 12.1% – from the sale of trade commodities (including 8.4% – from the sale of alcohol and tobacco products) and 1.1% – from other activity. All types of catering activities recorded an increase in revenues compared to the previous year, the largest in the sale of trade commodities (by 40.9%).

Table 7. Revenues from catering activities (current prices)

Specification	2020	2021	2022	
	in million PLN			2021=100
Revenues total	37,645.6	48,680.6	64,643.4	132.8
from sales of commodities	4,592.1	5,569.2	7,848.2	140.9
of which from the sale of alcoholic beverages and tobacco	3,187.8	3,954.2	5,423.5	137.2
from catering production	32,596.4	42,564.8	56,107.2	131.8
from other activity	457.1	546.6	688.0	125.9

In enterprises with more than 9 employees, revenues from catering at current prices amounted to PLN 39.1 billion (an increase of 41.7% compared to the previous year), which constituted 60.6% of total revenues from catering in Poland. Revenue growth was recorded in all voivodships.

In the Mazowieckie Voivodship, whose share in revenues was the largest and amounted to 31.0%, an increase of 39.6% was observed. The second voivodship with a significant share in total revenues (15.8%) was the Dolnośląskie Voivodeship, and enterprises based in its area showed an increase in revenues by 31.7%. Subsequent positions were occupied by the following voivodships: Małopolskie – share of 9.6% and Śląskie – share of 8.1% (increase by 49.3% and 50.7%, respectively).

Chart 17. Revenues from catering activities by voivodships with more than 9 employees (current prices)

a According to the official residence of the enterprise.

Revenues from catering production accounted for 88.6% of revenues from catering activities of enterprises with more than 9 employees and amounted to approximately PLN 35.0 billion.

The second largest group of revenues from catering activities (11.0%) was of revenues from the sale of trade commodities, which amounted to approximately PLN 4.3 billion.

The third group with a value of over PLN 2.5 billion consisted of revenues from the sale of alcoholic beverages and tobacco products, and their share in the revenues from catering activity of the surveyed enterprises amounted to 6.4%.

Revenues from other activities constituted only 0.4% of total revenues and amounted to over PLN 0.1 billion.

Market supply

STOCKS OF FINISHED GOODS MANUFACTURED IN INDUSTRY UNITS is the amount of finished products in warehouses of units engaged in production activity ready-to-sale.

In 2022, the average stocks of most of the surveyed articles in producers' warehouses was higher compared with the previous year.

In the group of food products, stocks of groats and meal; beef and veal; fruit and vegetable drinks; nectars and grape wine were definitely higher.

Stocks of cheese-like products, cheese analogues; soups and broths and preparations for them; fruit jams and sugar have also increased to a large extent.

Stocks of frozen sea fish; cured meat products and sausages without poultry; meat and variety meat products from animals for slaughter decreased significantly.

Among non-food items, there was a marked increase in stocks of bicycles; electric, gas and mixed cookers; television sets and soaps, detergents and washing preparations.

The stock of automatic washing machines; tights, stockings, socks and other hosiery; and radio receivers was much smaller than in 2021.

DELIVERIES TO THE DOMESTIC MARKET are the quantity of products manufactured in the country (data refer to economic entities in which the number of employed persons exceeds 9 people) less their export and increased by import adjusted by the balance of changes in stocks of producers employing more than 49 persons.

In 2022 deliveries of most of the surveyed consumer goods were higher compared with the previous year. The increase in deliveries was recorded mainly in the field of food products.

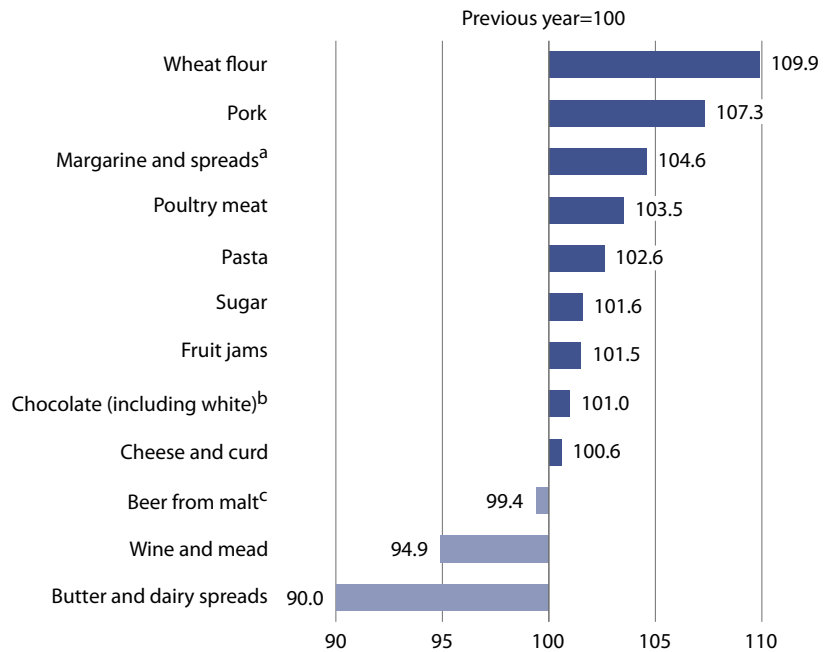
Significantly higher than in 2021 were deliveries of such food products as: canned and preserved fish; soups and broths and preparations for them; candies; beef and veal; frozen, cooked or uncooked fruit and nuts; compotes and pasteurized fruit; edible animal fats melted; non-alcoholic beer; processed (melted) cheeses.

The supply of wheat flour; meat and variety meat products and raw meat from slaughtered animals; cured meat products and sausages without poultry; tea; natural mineral waters also increased significantly.

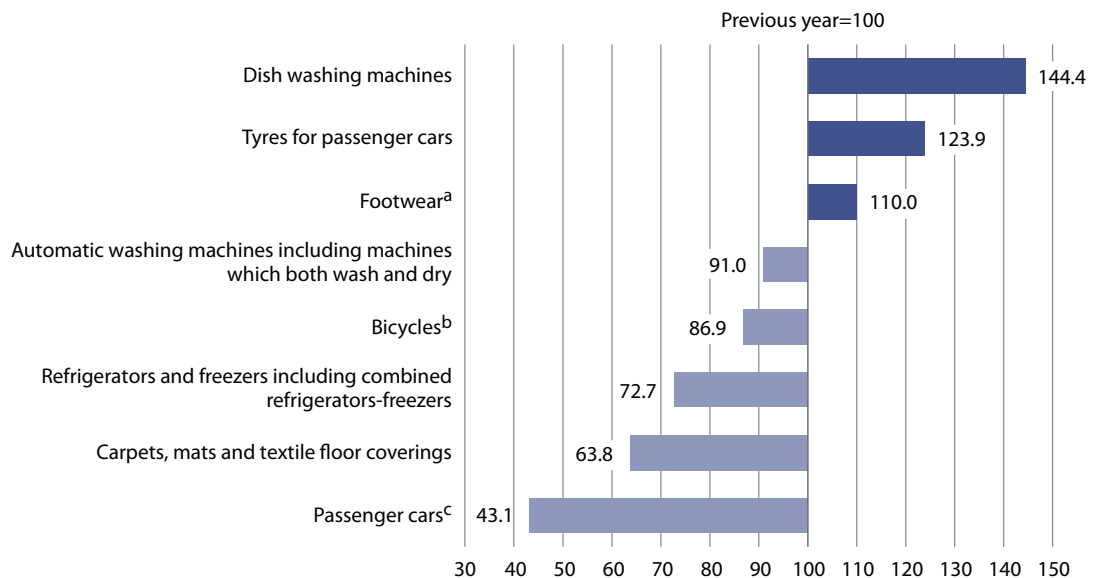
The deliveries of the following product groups were definitely lower: variety meat products from poultry; rice; butter and dairy spreads; natural roasted coffee; vodka, liqueurs, other spirit beverages in terms of 100% alcohol; milk and cream in solid form, as well as frozen sea fish.

In 2022, among non-food items, a high increase in deliveries was observed for dish washing machines of the household type; tyres for passenger cars; fabric underwear; electric, gas and mixed cookers; tableware and kitchenware made of porcelain, including Chinese, and footwear, including rubber. The deliveries of knitted outerwear and clothing; knitted underwear and vacuum cleaners of the household type also increased.

On the other hand, deliveries of passenger cars; carpets, mats and textile floor coverings; radio receivers as well as household refrigerators and freezers, including combined refrigerators-freezers, were much lower than a year earlier. The supply of pantyhose and tights; grinders, mixers, juicers with their own electric engine; soap, detergents and washing preparations; bicycles and television receivers also significantly decreased.

Chart 18. Indices of deliveries of selected foodstuffs in 2022

a Reduced and low fat, excluding liquid margarine. b With chocolates and chocolate products. c Of an alcoholic strength of 0,5% and more.

Chart 19. Indices of deliveries of selected non-foodstuffs in 2022

a Including rubber footwear. b Including children's. c Excluding motors caravans, snowmobiles, golf car similar vehicles.

Methodological notes

Sources and scope of data

The information presented in this publication was compiled on the basis of the results of statistical surveys, conducted using the following reports:

a) As regards entities employing 9 persons or less:

SP-3 Business activity report of enterprises

H-01/k Quarterly survey of revenues in commercial enterprises

b) As regards entities employing 10 persons or more:

H-01a Report on the activities of shops, pharmacies and petrol stations

H-01g Report on the network of catering establishments

H-01s Report on retail sales and wholesale

H-01w Commercial network report

DG-1 Business activity report

F-01/I-01 Report on revenues, costs and financial result as well as on expenditure on fixed assets

SP Annual enterprise survey

P-01 Production report

c) As regards entities employing more than 49 persons:

P-02 Report on the production of goods and inventories

The use was also made of the SG-01 report – Commune statistics: housing and communal economy and administrative systems information of the Ministry of Finance (SAD, INTRASTAT).

The service sector constitutes the units which conducting the main economic activity classified into the following sections of NACE rev. 2:

G – Wholesale and retail trade; repair of motor vehicles and motorcycles;

H – Transportation and storage;

I – Accommodation and food service activities;

J – Information and communication;

K – Financial and insurance activities;

L – Real estate activities;

M – Professional, scientific and technical activities;

N – Administrative and support service activities;

O – Public administration and defence; compulsory social security;

P – Education;

Q – Human health and social work activities;

R – Arts, entertainment and recreation;

S – Other service activities;

T – Activities of households as employers; undifferentiated goods- and services-producing activities of households for own use;

U – Activities of extraterritorial organizations and bodies.

According to **Polish Classification of Goods and Services** the concept of services includes:

- every activities provided for economic units, which carrying out manufacturing activities but not creating directly new material goods – services for manufacturing,
- every activities provided for the national economic units and for the population, designed for the individual, collective and national society consumption.

According to NACE Rev. 2 economic units classified to the section "WHOLESALE AND RETAIL TRADE; REPAIR OF MOTOR VEHICLES, MOTORCYCLES" are defined as trade units. These units are classified as follows:

SECTION "G" WHOLESALE AND RETAIL TRADE; REPAIR OF MOTOR VEHICLES AND MOTORCYCLES

DIVISION 45 WHOLESALE AND RETAIL TRADE AND REPAIR OF MOTOR VEHICLES AND MOTORCYCLES

GROUP

- 45.1 Sale of motor vehicles, excluding motorcycles
- 45.2 Maintenance and repair of motor vehicles, excluding motorcycles
- 45.3 Sale of motor vehicle parts and accessories, excluding motorcycles
- 45.4 Sale, maintenance and repair of motorcycles and related parts and accessories

DIVISION 46 WHOLESALE TRADE EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

GROUP

- 46.1 Wholesale on a fee or contract basis
- 46.2 Wholesale of agricultural raw materials and live animals
- 46.3 Wholesale of food, beverages and tobacco
- 46.4 Wholesale of household goods
- 46.5 Wholesale of information and communication equipment
- 46.6 Wholesale of other machinery, equipment and supplies
- 46.7 Other specialised wholesale
- 46.9 Non-specialised wholesale trade

DIVISION 47 RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

GROUP

- 47.1 Retail sale in non-specialised stores
- 47.2 Retail sale of food, beverages and tobacco in specialised stores
- 47.3 Retail sale of automotive fuel in specialised stores
- 47.4 Retail sale of information and communication equipment in specialised stores
- 47.5 Retail sale of other household equipment in specialised stores
- 47.6 Retail sale of cultural and recreation goods in specialised stores
- 47.7 Retail sale of other goods in specialised stores
- 47.8 Retail sale via stalls and markets
- 47.9 Retail trade not in stores, stalls or markets

The names of some classification levels used in the publication have been abbreviated; the list of used abbreviations and their full names are given below:

Abbreviation	Full name
SECTIONS	
Trade; repair of motor vehicles	Wholesale and retail trade; repair of motor vehicles and motorcycles
Accommodation and catering	Accommodation and food service activities
DIVISIONS	
Wholesale and retail trade; repair of motor vehicles	Wholesale and retail trade; repair of motor vehicles
Wholesale trade	Wholesale trade, except of motor vehicles and motorcycles
Retail trade	Retail trade, except of motor vehicles and motorcycles

As regards short-term statistics for turnover of retail enterprises, the following groupings of activity kinds are applied:

NACE Rev. 2	Activity kinds
47	Turnover in retail trade
47.11, 47.2	Retail sale of food, beverages and tobacco
47.19, 47.3, 47.4, 47.5, 47.6, 47.7, 47.8, 47.9	Retail sale of non-foodstuffs
47.11	Retail sale in non-specialised stores with food, beverages or tobacco predominating
47.19	Other retail sale in non-specialised stores
47.21, 47.22, 47.23, 47.24, 47.25, 47.26, 47.29	Retail sale of food, beverages and tobacco in specialised stores
47.30	Retail sale of automotive fuel in specialised stores
47.73, 47.74, 47.75	Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
47.51, 47.71, 47.72	Retail sale of textiles, clothing, footwear
47.43, 47.52, 47.54, 47.59, 47.63	Retail sale of household equipment
47.41, 47.42, 47.53, 47.61, 47.62, 47.64, 47.65, 47.76, 47.77, 47.78	Retail sale of books, newspapers and other sale in specialised stores
47.91	Retail sale via mail order houses or via Internet

Groups of retail sales by type of enterprise activity were created using undermentioned key of transition from classification units. An enterprise is included to specific type of activity according to predominating kind of sale, realized by trade and non-trade units in sales outlets.

Groups of retail sales by type of enterprise activity^a:

Specification	Production (non-trade) units	G Section		I Section
		Trade units		Catering units
		wholesale	retail	
Motor vehicles, motorcycles, accessories	29.1, 29.2, 29.3, 3091		4511, 4519, 4531, 4532, 4540	–
Solid, liquid and gaseous fuels	19.1, 19.2	4671	4730	–
Food, beverages and tobacco	10.1, 10.2, 10.3, 10.4, 10.5, 10.6, 10.7, 10.8, division 11 and 12	4617, 4631–4639	4711, 4721–4726, 4729	–
Other retail sale in non-specialised stores			4719	–
Pharmaceutical, orthopaedic goods, cosmetic articles	20.4, 21.1, 21.2, 26.6, 32.5	4645, 4646	4773–4775	–
Textile products, clothing and footwear	13.1, 13.2, 13.3, 13.9, 14.1, 14.2, 14.3, 15.1, 15.2	4616, 4624, 4641, 4642	4751, 4771, 4772	–
Furniture, radio, TV and household appliances	26.3, 26.4, 27.4, 27.5, division 31	4615, 4643, 4647, 4649	4743, 4752, 4754, 4759, 4763	–
Press, book-shops, other sale in specialised stores	1712, 17.2, 18.1, 26.2, 2652, 2823, 32.1 except for 3211, 32.3, 32.4, 58.1, 59.2	4651, 4648	4741, 4742, 4753, 4761, 4762, 4764, 4765, 4776, 4777, 4778	–
Retail sale via mail order houses or via Internet			4791	–
Others	All not mentioned in this table types of activity according to NACE Rev. 2.			

^a Retail sales are researched by type of enterprise activity, i.e. these cover sales conducted by the trade and non-trade units.

Notes:

- Directed numbers (indices, percentages) were mainly calculated on the basis of absolute data expressed with greater accuracy than those provided in the tables.
- The data included in the publication were collected according to:
 - The Polish Classification of Activities PKD 2007 was introduced on 01.01.2008 by the Regulation of the Council of Ministers of 24 December 2007 (Journal of Laws, item 1885), and was compiled on the basis of the Statistical Classification of Economic Activities in the European Community – NACE Rev. 2.
 - The Polish Classification of Goods and Services (PKWiU) 2008 was introduced on 01.01.2009 by the Regulation of the Council of Ministers of 29 October 2008 (Journal of Laws, item 1293), and was compiled on the basis of international classifications and nomenclatures.
- The presented information on retail sales, shops and petrol stations, catering activities relate to all units of the national economy conducting trade or catering activities, regardless of whether it is a predominant or subsequent activity, while data on wholesale refer to trade units, i.e. entities classified to section G according to predominant type of activity.

4. The term "foreign property" applied in the publication describes the enterprises with foreign capital or the ones in which foreign capital constitutes a majority.
5. When computing data per capita within the field of the consumption of selected consumer goods (Table 23 – XLSX format tables), population as of June 30 was adopted. In the calculation of data concerning population per shop (Table 12 – XLSX format tables), population as of 31 December was applied.
6. Number of shops and petrol stations as of 31 December by the branch specialisations and organisational forms have been established on the basis of outlets list prepared by units employing 10 and more persons, which realize retail sales (H-01w report) and for units employing up to 9 persons have been estimated on the basis of the results of a representative survey conducted on a 6% sample of these entities (SP-3).

Main definitions

AVERAGE MONTHLY GROSS WAGES AND SALARIES per paid employee were calculated assuming:

- personal wages and salaries, excluding wages and salaries of persons engaged in outwork as well as apprentices and persons employed abroad;
- payments from profit and balance surplus in co-operatives;
- annual extra wages and salaries for employees of budgetary sphere entities;
- fees paid to selected groups of employees for performing work in accordance with a labour contract, e.g. to journalists, film producers, radio and television program producers.

AVERAGE PAID EMPLOYMENT concerns full-time paid employees as well as part-time paid employees in terms of full-time paid employees (excluding persons employed abroad).

BARS are catering establishment that has similar activity as restaurant but its assortment is limited to popular meals and commodities. Usually, it is self-service outlet, such as: eating place, bar: universal, fastfood outlet, snack bar, milk bar and bistro. In this group, we include also cafes and pubs.

BASIC PRICE is defined as the amount of money received by the producer (including the trading unit) from the buyer per unit of product (product or service) less taxes on the product and any discounts and rebates plus subsidies on product.

CANTEENS are collective nourishment establishments offering meals for a particular groups of the consumers (especially dinners, but also suppers and breakfasts).

CATERING OUTLETS are catering establishments conducting limited catering activity, i.e. fry houses, drink bars, ice-cream parlours, snack-bars.

CATERING ESTABLISHMENTS include permanent and seasonal catering establishments or outlets, the scope of activity of which is the preparation and sale of meals and beverages for on-site and takeout consumption. Seasonal catering establishments are open for a certain period of time and operate not longer than six months in a calendar year. Mobile retail sales points and vending machines are not treated as catering establishments.

CONSUMPTION OF SELECTED COMMODITIES PER CAPITA the source of the information are data about the domestic output, imports, exports, stocks at producers and in the trade enterprises. The production of the selected agricultural products (i.e. 4 cereal grains in terms of processed products, potatoes, vegetables and fruit) were decreased by the consumption of those goods necessary for the production (sowing, pasturing, and the raw materials for the alcohol distillery or starch works). The terms of the four cereal grains – wheat, rye, barley and oats, are made according to the percentage share of the grind.

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Data about consumption level were compiled using balance method and are designated for assessment of global changes of food consumption in country and cannot be directly compared with data of food products consumption in households compiled on the basis of results of households surveys.

COSTS OF PRODUCTS, GOODS AND MATERIALS SOLD include cost of products sold (i.e. basic operational costs decreased by the costs of generating benefits for the need of the unit and corrected by change in stock products) and value of goods and materials sold according to procurement or purchase prices.

DELIVERIES TO THE DOMESTIC MARKET are the quantity of products manufactured in the country (data refer to economic entities in which the number of employed persons exceeds 9 people) less their export and increased by import adjusted by the balance of changes in stocks of producers employing more than 49 employed persons.

DEPARTMENT STORES are stores divided into separate departments, each selling a broad and universal assortment, particularly non-foodstuff goods, with a sales area of 2,000 m² or more. This kind of outlets usually conduct also subsidiary catering or service activity;

GLOBAL PRODUCTION in the enterprise sector includes:

- revenues from the sale of products (non-financial products and services) of one's own production;
- margin realized on the sale of goods purchased for resale;
- value of products in the form of settlements in kind;
- products intended to increase the value of one's own fixed assets;
- increase in inventories of finished goods and work in progress.

GROSS DOMESTIC PRODUCT (GDP) presents the final result of the activity of all entities of the national economy. Gross domestic product is equal to the sum of gross value added generated by all national institutional units increased by taxes on products and decreased by subsidies on products. Gross domestic product is calculated at market prices.

GROSS VALUE ADDED (GVA) measures the newly generated value as a result of the production activity of national institutional units. Gross value added is the difference between gross output and intermediate consumption and is presented at basic prices.

HYPERMARKETS are stores with a sales area of 2,500 m² or more, selling goods in a self-service system while offering a wide assortment of foodstuff goods and frequently bought non-foodstuff goods, usually with a parking place.

INTERMEDIATE CONSUMPTION is the net value of used materials (including fuels), raw materials (including packaging), energy, technical gases, and external services (external processing, transport services, rental of equipment, telecommunications and computing services, commissions paid for banking services, business travel costs without allowance) and other costs (e.g. costs of advertising, representation, lease and rental costs, business tickets costs, lump sum costs for using one's own vehicles for business purposes, exchange fees).

INVESTMENT OUTLAYS are financial or tangible outlays, the purpose of which is the creation of new fixed assets or the improvement (rebuilding, enlargement, reconstruction, adaptation or modernization) of existing capital asset items, as well as outlays on so-called initial investments.

MARKETPLACE is a separated area or building (place, street, covered market) where permanent or seasonal outlets are conducting retail sales activity every day or several days per week.

ging, equipment and third party services if invoiced along with products to customers, sales of goods and materials, i.e. tangible current assets purchased for resale in the same condition as received and products manufactured by the unit if they are sold in a chain of own stores along with the third-party goods, as well as amounts due for goods and materials sold regardless whether or not they have been paid.

OTHER SMALL RETAIL SALES OUTLETS (the mobile outlet type: mobile sale outlets, hawking sale outlets) are various outlets of the retail sales without permanent localisation, which are selling directly to the customer. They are placed usually in non-urbanized areas i.e. rural area, tourist area. Offered selection of products is primarily comprised of articles that do not require a special purchase and selection decision.

PERMANENT SMALL RETAIL SALE OUTLETS include:

- kiosk – stationery trading post with a shopping window in which the interior is not accessible to customers;
- stall – small mobile outlet with an open front, especially outdoors;
- warehouse – producer's or trade warehouses conducting the retail sales.

PETROL STATIONS are outlets conducting retail sale of gasoline, diesel oil, LPG gas, other fuels, cooling liquids, cleaning agents, etc.

RESTAURANTS are catering establishments with a wait' staff accessible to consumers and offering a wide assortment of foodstuffs and dishes according to the menu.

RETAIL SALES OF GOODS (including VAT) are sales of own goods and consignment (new and second-hand) in retail sales outlets, catering establishments and other sales outlets (e.g. stores, warehouses) in amounts satisfying individual needs of consumers.

In addition retail sales include sales made by mail order houses or via Internet.

RETAIL SALE OUTLETS include:

- large format stores;
- shops including pharmacies;
- permanent small – retail sales outlets (kiosks, market stalls);
- other mobile small – retail sales outlets;
- petrol stations.

REVENUES FROM CATERING ACTIVITY (including VAT) cover revenues from the sale of:

- trade commodities – purchased and resold in the same condition or after re-packing or bottling, including alcoholic beverages;
- catering production – culinary and confectionery products and others produced and sold in own establishments;
- other activity – offered services e.g. charges for parking-places, cloak-rooms and left-luggage offices, as well as the revenues from the amusement activity, organization of parties or hiring restaurant rooms.

SALES AREA OF SHOPS is the part of shop used for goods display and sales (i.e. the part used for display of goods and service of customers) measured in square metres.

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SALE OF ALCOHOLIC BEVERAGES covers:

- pure or high-quality spirit products, i.e. alcoholic beverages with more than 18% of alcohol;
- wine (grape, fruit and sparkling) aperitif or cocktail beverages and meads;
- beer with or without alcohol and extracts.

SALE OF FOOD is sale of products of plant and animal origin, which in the natural state or after the technological processing became the food. Excluding alcoholic beverages, tobacco products and medicines.

SALE OF NON-FOODSTUFF GOODS is sale of goods covering the necessities of the people, connected with clothing, accommodation and household maintenance, personal hygiene and health care; with culture, education, tourism and transport. As well as it includes the goods using by the households for agricultural production and construction purposes.

SEASONAL MARKETPLACES are open for a certain period of time, with the biggest turnover, but not longer than six months in a calendar year (e.g. holiday at the seaside) and every year in the same period.

SPECIALIZED STORES are stores that sell a wide range of articles to comprehensively meet specific needs, such as clothing, home furnishings, automotive, furniture, sports, herbal stores, etc.

STOCKS OF FINISHED GOODS MANUFACTURED IN INDUSTRY UNITS are the amount of finished products in warehouses of units engaged in production activity ready-to-sale.

STORAGE AREA OF WAREHOUSES is part of the surface of warehouse buildings (so-called closed warehouses), roofed rooms (so-called sheds), storage yards and other rooms adapted for storage purposes (e.g. leased or rented premises from production companies, public utilities, natural persons, etc.) which serves to store goods for longer or shorter periods of time.

STORE is a permanent retail outlet having a special room (i.e. a store space) with a store window and an interior accessible to customers. If in large stores (e.g. in department stores, trade stores, mail order outlets) part of the sales area has been leased by another legal or natural person who on this part of the area conducts retail sales on its own account – this part is a separate store.

SUPERMARKETS are stores with a sales area between 400 and 2,499 m², selling goods in a self-service system and offering a wide assortment of foodstuff goods and frequently bought non-foodstuff goods.

TRADE MARGIN is the price of the trade services. This is the difference between the purchase and sale price of the commodities, destined for the covering of the expenses and own profits. There is the gross trade margin i.e. difference between purchase value and value of sale, as well as the net trade margin – which is difference between sale value and own costs of sale.

The gross margin is:

- the percentage reductions of retail and wholesale prices;
- the percentage surcharges added to sale prices;
- amount rate added to the sale or wholesale prices.

The value of the margin and the principles of its calculating are established by the trade enterprise. The total trade margin is obtained as the sum of the retail, wholesale, and catering establishment margins and is the main source of information about revenues in a trade enterprise destined for the covering of the expenses, taxes and own profits.

TRADE WAREHOUSES are warehouses of units dealing with trade in goods, organizational and functional units occupying separate storage space equipped with equipment and technical devices enabling storing goods in accordance with the requirements of storage and having personnel for its proper handling.

Trade warehouses occupy:

- storage area (in m²) in closed warehouse buildings, roofed storage buildings (sheds), independent basements, storage yards, non-warehouse rooms, i.e. intended for purposes other than storage of goods, e.g. industrial, office, residential, social;
- usable capacity (in m³): tanks intended for storage of liquid, semi-liquid and gas products; silos (elevators) for storing loose, powdered, fine-grained goods, etc.

TURNOVER, otherwise net sales revenues include the value of products sold outside the enterprise (finished goods and services), goods and materials, expressed in real sales prices taking into account reduction in prices, discounts and rebates – excluding value added tax (VAT). However the sale of fixed assets components, subsidies, other operating income, and revenues from financial operations is not taken into account (dividends from these shares, gained interest).

UNIVERSAL STORES are stores with a sales floor area ranging from 120 m² to 399 m² selling mainly foodstuff products for everyday use and additionally often purchased non-foodstuff goods.

WHOLESALE (including VAT) is an activity consisting in the resale of purchased goods on its own behalf usually to non-final recipients (other wholesalers, retailers, producers). It includes the sale of goods from commercial, one's own or leased warehouses in which stored goods are the property of a commercial enterprise. The wholesale value also includes the value of sales realized on the basis of a direct payment or contract (agents, auctioneers), as well as the value of sales performed by cleared transit consisting in the transfer of goods directly from the supplier to the consignee omitting the warehouses that carry out the delivery.

WHOLESALE WAREHOUSES are the main units of the wholesale trade; they can be organized as separated buildings (secured warehouses), roofed magazines (sheds), silos, reservoirs and storage sites.

WORKING DAY ADJUSTMENT consists in elimination of the calendar variability effect and variability of working days (changes of working time in succeeding months).

WORKING PEOPLE include full-time and part-time employees in the main workplace.