STATISTIČNI URAD REPUBLIKE SLOVENIJE
STATISTICAL OFFICE OF THE REPUBLIC OF SLOVENIA

STATISTIČNE INFORMACIJE
RAPID REPORTS

5. APRIL 2006
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št./No 77

20 TRGOVINA IN DRUGE STORITVENE DEJAVNOSTI
DISTRIBUTIVE TRADE AND OTHER SERVICE ACTIVITIES

št./No 15

POSLOVNE TENDENCE V TRGOVINI NA DROBNO, SLOVENIJA, MAREC 2006

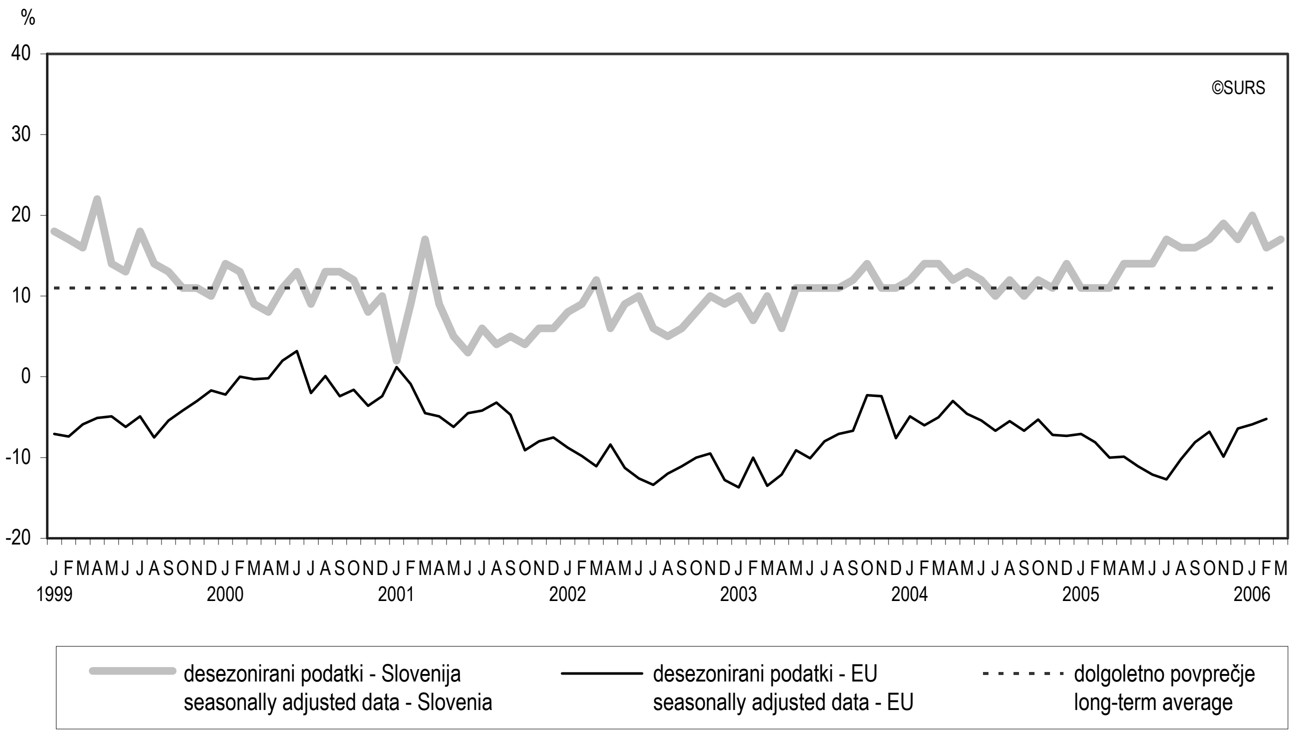
BUSINESS TENDENCY IN RETAIL TRADE, SLOVENIA, MARCH 2006

- Desezonirana vrednost kazalnika zaupanja v trgovini na drobno je bila za 1 odstotno točko višja od vrednosti v preteklem mesecu. Za 5 odstotnih točk je bila višja od vrednosti v lanskem marcu in za 2 odstotni točki višja je bila od lanskega povprečja.
- Na rast vrednosti kazalnika zaupanja so vplivale vse tri komponente kazalnika: poslovni položaj, obseg zalog in pričakovani poslovni položaj.
- Kazalniki stanj so se v primerjavi s preteklim mesecem večinoma poslabšali (razen kazalnikov prodajne cene, finančni položaj in raven prodaje). Kazalniki pričakovanj pa so se večinoma izboljšali (razen kazalnika pričakovana prodaja).

- The seasonally adjusted retail trade confidence indicator increased by 1 percentage point in comparison with the previous month. Compared to March 2005 and last year's average it was up by 5 percentage points and 2 percentage points.
- This increase of the indicator was influenced by all three components: business situation, volume of stocks and expected business situation.
- The observed indicators for appreciation of the situation mainly decreased compared to the previous month (except the following indicators: selling prices, financial situation and level of sales). Indicators of expectations increased compared to the previous month (except the indicator of expected sales).

1. KAZALNIK ZAUPANJA[1)] V SLOVENIJI IN EU[2)] JANUAR 1999– MAREC 2006

CONFIDENCE INDICATOR[1)] IN SLOVENIA AND EU[2)] JANUARY 1999 – MARCH 2006



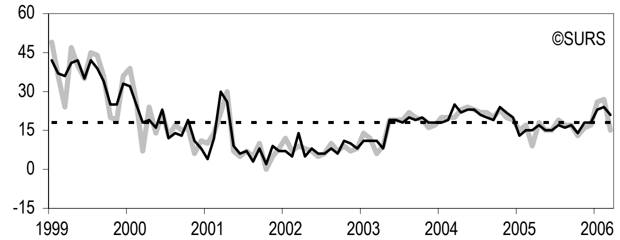
1) Kazalnik zaupanja je povprečje odgovorov (ravnotežij) na vprašanja o sedanjem in pričakovanem poslovnem položaju ter sedanjem obsegu zalog (obrnjen predznak).
The confidence indicator is an average of responses (balances) to questions on present and expected business situation and present volume of stocks (the latter with inverted sign).

2) Vir podatkov je Evropska komisija (http://europa.eu.int/comm/economy_finance/indicators/businessandconsumersurveys_en.htm). Podatki o EU za zadnji mesec niso na voljo.
The source for EU data is the European Commission (http://europa.eu.int/comm/economy_finance/indicators/businessandconsumersurveys_en.htm). Data for the EU for the last month are not available.

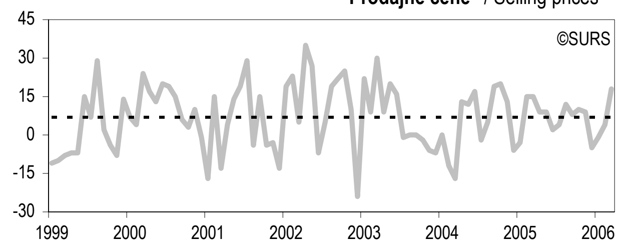
2. GIBANJE EKONOMSKIH KAZALNIKOV V TRGOVINI NA DROBNO V SLOVENIJI, JANUAR 1999 - MAREC 2006
EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA, JANUARY 1999 - MARCH 2006

Ocena stanj
Appreciation of situation

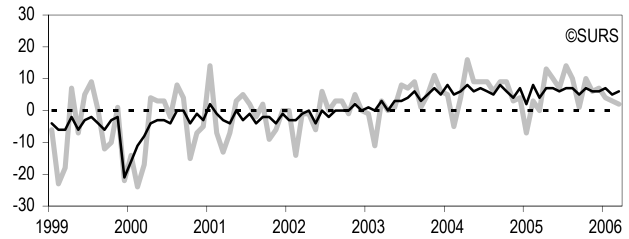
%   **Poslovni položaj** / Business situation



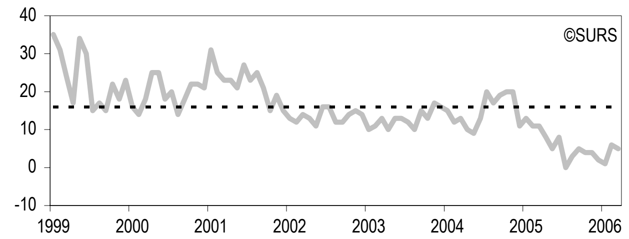
%   **Prodajne cene**[1)] / Selling prices[1)]



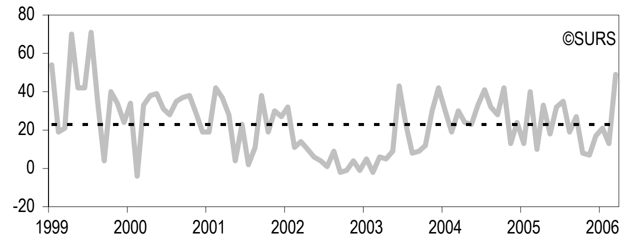
%   **Finančni položaj** / Financial situation



%   **Obseg zalog**[1)] / Volume of stocks[1)]

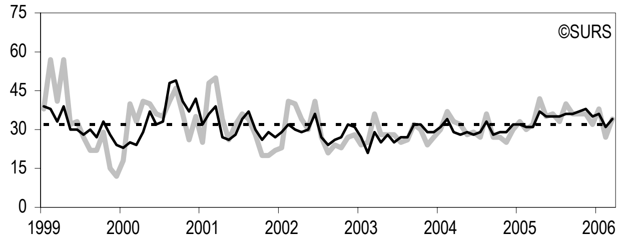


%   **Raven prodaje**[1)] / Level of sales[1)]

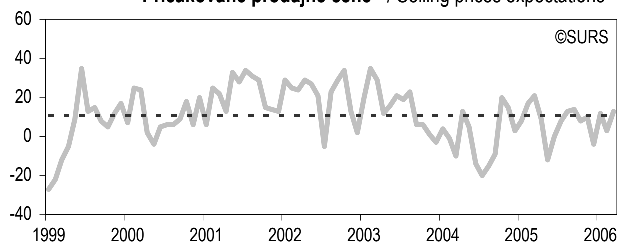


Pričakovanja v naslednjih 3 mesecih
Expectations in the next 3 months

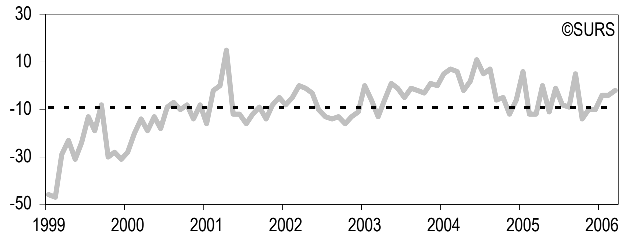
%   **Pričakovani poslovni položaj** / Expected business situation



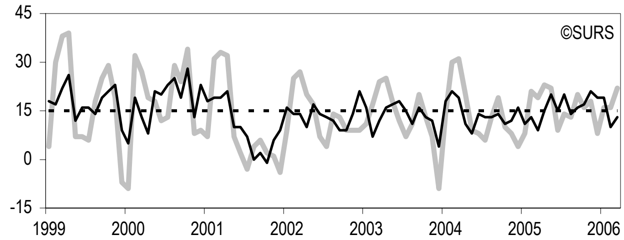
%   **Pričakovane prodajne cene**[1)] / Selling prices expectations[1)]



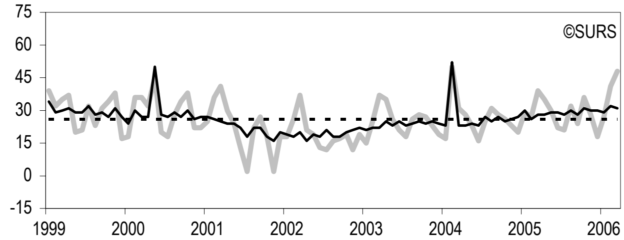
%   **Pričakovano zaposlovanje**[1)] / Expected employment[1)]



%   **Pričakovana skupna nabava** / Expected orders



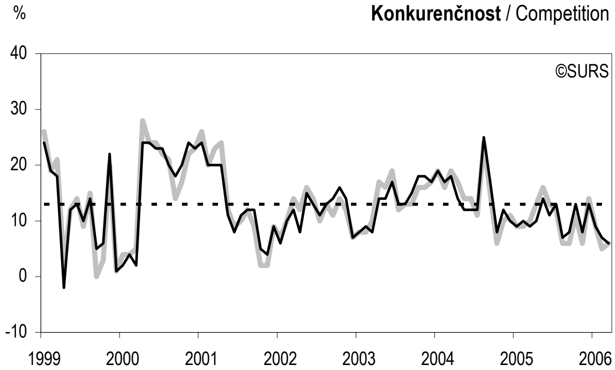
%   **Pričakovana prodaja** / Expected sales

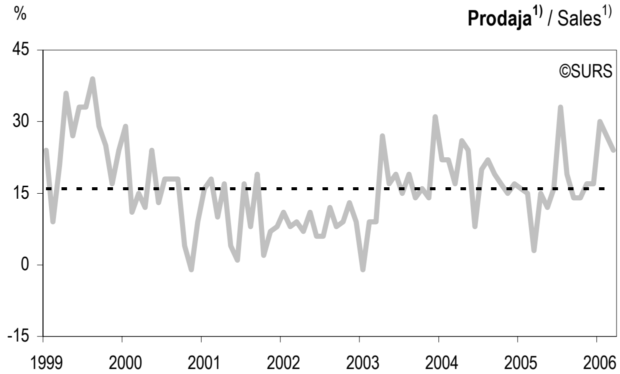


originalni podatki raw data	desezonirani podatki seasonally adjusted data	dolgoletno povprečje long-term average

1) Sezonska komponenta ni prisotna. / No seasonal component.

Ocena konkurenčnosti in gibanje prodaje / Appreciation of competition and evolution of sales

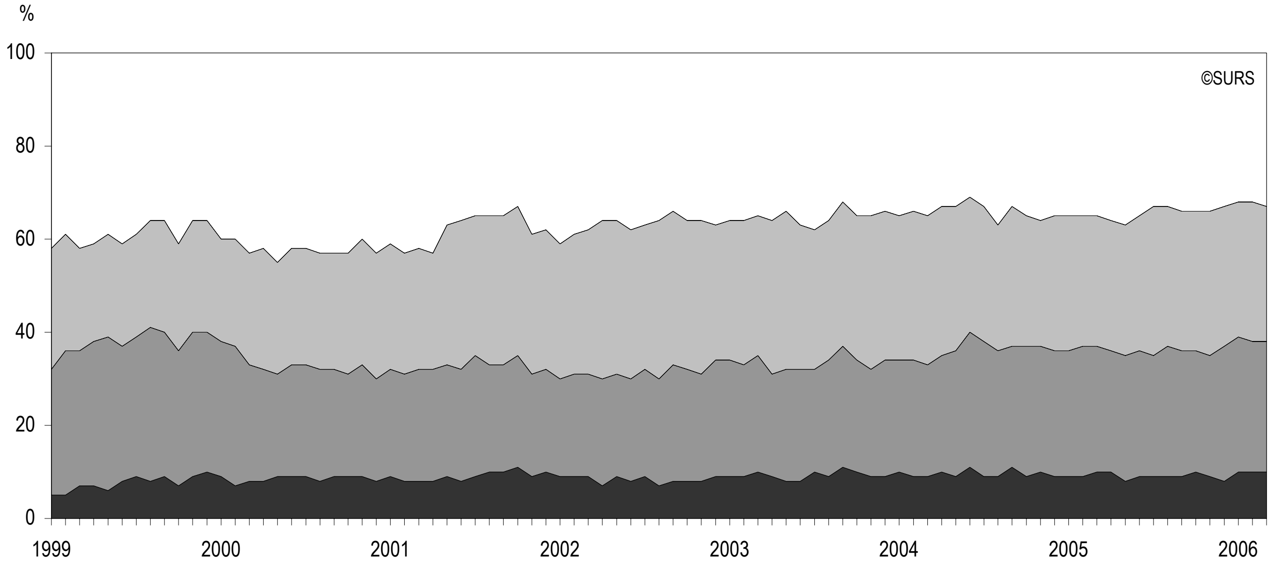




originalni podatki raw data	desezonirani podatki seasonally adjusted data	dolgoletno povprečje long-term average

1) Sezonska komponenta ni prisotna. / No seasonal component.

Omejitveni dejavniki v trgovini na drobno / Obstacles in retail trade



Grafikon o omejitvah v trgovini na drobno prikazuje deleže podjetij, ki se soočajo z naslednjimi skupinami omejitev:

- Skupina **"ni omejitev"** zajema podjetja, ki nimajo težav pri prodaji.
- Skupina **"težave s povpraševanjem"** zajema podjetja, ki imajo težave z nizkim povpraševanjem in konkurenco v sektorju.
- Skupina **"težave s ponudbo**" zajema podjetja, ki imajo težave s slabo ponudbo, visokimi stroški dela, visoko ceno denarja, težavami z dostopnostjo do bančnih posojil, premajhno prodajno površino in premajhnimi skladiščnimi prostori.
- Skupina **"hude omejitve"** zajema podjetja, ki imajo hkrati težave z dejavniki iz skupine "težave s povpraševanjem" kot tudi z dejavniki iz skupine "težave s ponudbo".

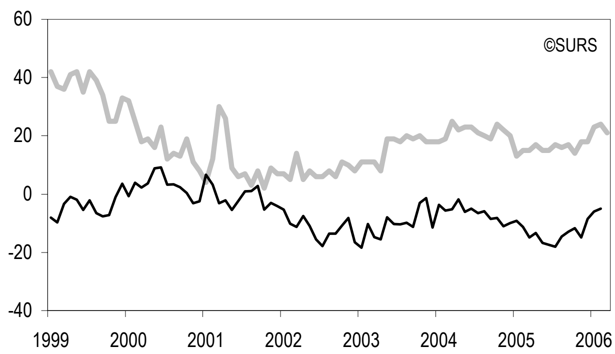
The chart on retail trade obstacles shows the share of enterprises faced with the following groups of problems:

- Group **"no limits"** includes enterprises with no limits to retail.
- Group **"demand difficulties"** includes enterprises faced with low demand and competition in own sector.
- Group **"supply difficulties**" includes enterprises faced with bad supply, high cost of labour, high cost of finance, problems with access to bank credits, small sales surface and small storage capacity.
- Group **"severe obstacles"** includes enterprises faced with problems from the group "demand difficulties" and those from the group "supply difficulties" at the same time.

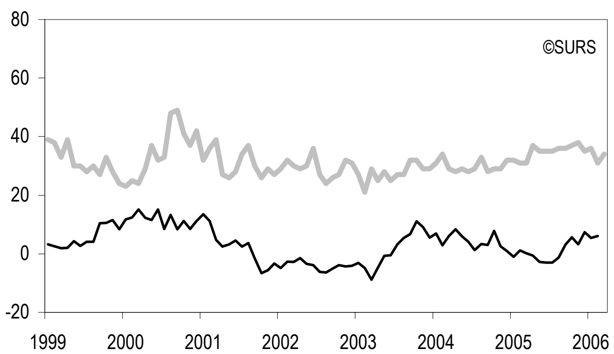
3. GIBANJE EKONOMSKIH KAZALNIKOV V TRGOVINI NA DROBNO V SLOVENIJI IN EU[1)], JANUAR 1999 – MAREC 2006
EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA AND EU[1)], JANUARY 1999 – MARCH 2006

Ocena stanj Appreciation of situation	**Pričakovanja v naslednjih 3 mesecih** Expectations in the next 3 months

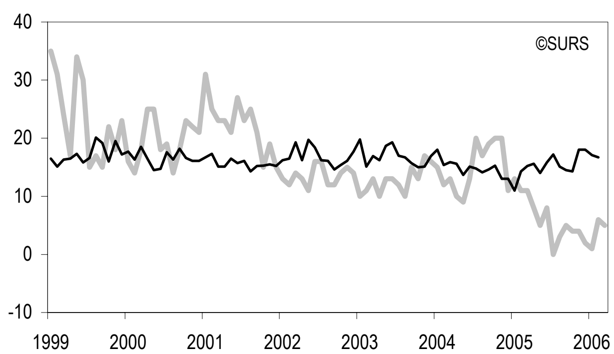
Poslovni položaj / Business situation



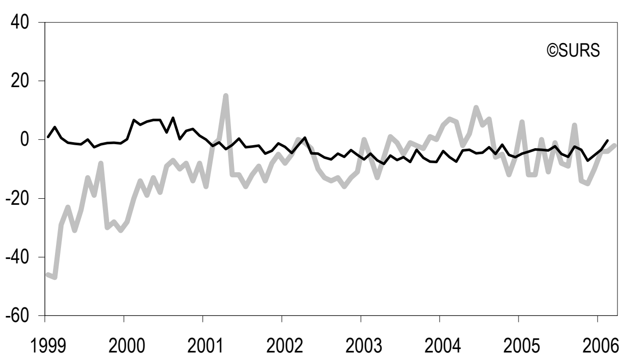
Pričakovani poslovni položaj / Expected business situation



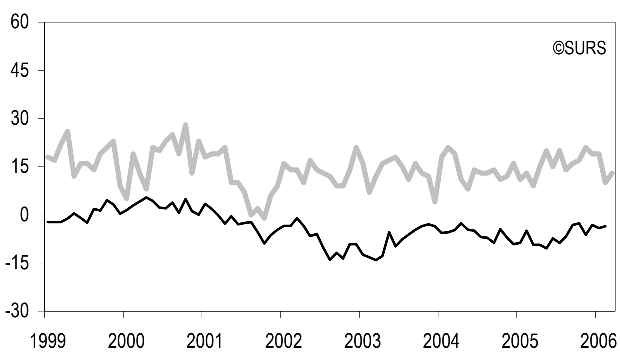
Obseg zalog / Volume of stocks



Pričakovano zaposlovanje / Expected employment



Pričakovana skupna nabava / Expected orders



desezonirani podatki - Slovenija seasonally adjusted data - Slovenia	desezonirani podatki - EU seasonally adjusted data - EU

1) Podatki o EU za zadnji mesec niso na voljo. Vir podatkov je Evropska komisija (http://europa.eu.int/comm/economy_finance/indicators/businessandconsumersurveys_en.htm).
Data for the EU for the last month are not available. The source for EU data is the European Commission (http://europa.eu.int/comm/economy_finance/indicators/businessandconsumersurveys_en.htm).

METODOLOŠKA POJASNILA

NAMEN STATISTIČNEGA RAZISKOVANJA

Namen kvalitativne Ankete o poslovnih tendencah v trgovini na drobno (vprašalnik PA-TRG) je mesečno pridobivanje informacij o trenutnih stanjih glavnih ekonomskih kazalnikov ter ocenitev njihovega gibanja v naslednjih mesecih. Rezultati anket so osnova za izračun kazalnika zaupanja v trgovini na drobno in kazalnika gospodarske klime, ki vključuje poleg kazalnika zaupanja v trgovini na drobno tudi kazalnik zaupanja pri potrošnikih in kazalnik zaupanja v predelovalnih dejavnostih.

Panelno anketo o poslovnih tendencah v trgovini na drobno izvajamo v Sloveniji od januarja 1999 s poenotenim vprašalnikom, na podlagi poenotene metodologije in z enako periodiko, kakor jo izvajajo v državah članicah Evropske unije že več desetletij, kar omogoča neposredno primerljivost podatkov.

ENOTA OPAZOVANJA

Opazujemo podjetja, ki so po Standardni klasifikaciji dejavnosti (2002) razvrščena v trgovino na drobno, in sicer v naslednja oddelka:

- 50 - Prodaja, vzdrževanje in popravila motornih vozil, trgovina na drobno z motornimi gorivi,
- 52 - Trgovina na drobno, razen z motornimi vozili, popravila izdelkov široke porabe.

Vzorec podjetij je oblikovan na podlagi dveh meril:

- razvrstitve trgovskega podjetja po SKD-ju in
- velikosti trgovskega podjetja (prihodek, skladno z zakonom o gospodarskih družbah).

VIRI

Na vprašalnik PA - TRG odgovarjajo direktorji podjetij ali drugi vodilni delavci med 1. in 10. v mesecu.

ZAJETJE

V panelni vzorec smo zajeli vsa velika in srednje velika podjetja ter 36 % malih podjetij (ali 42 % prihodka malih podjetij), ki so razvrščena v dejavnost trgovine na drobno ali trgovine z motornimi vozili. Opisani panelni vzorec pokriva 48 % podjetij vzorčnega okvira ali 95 % prihodka v trgovini na drobno in trgovine z motornimi vozili.

NAČIN ZBIRANJA PODATKOV

Anketo izvajamo mesečno po pošti.

UTEŽEVANJE ODGOVOROV

Odgovori so uteženi tako, da odražajo relativno pomembnost posameznega podjetja v vzorcu. Znotraj razredov SKD so odgovori uteženi s prihodkom.

NEODGOVORI

Neodgovore vsak mesec obdelamo skladno s poenoteno metodologijo.

DEFINICIJE IN POJASNILA

Ravnotežje je razlika med pozitivnimi in negativnimi odgovori, izraženimi v odstotkih. Ravnotežja prikazujejo gibanje opazovanih ekonomskih kazalnikov (stanj in pričakovanj), ne pa dejanskih velikosti ekonomskih kazalnikov. Grafikoni prikazujejo ravnotežja po posameznih vprašanjih.

METHODOLOGICAL EXPLANATIONS

PURPOSE OF THE STATISTICAL SURVEY

The purpose of the qualitative Survey on Business Tendency (questionnaire PA-TRG) is to get monthly information about current situations of major economic indicators and to evaluate their movement in the following months. The results of the survey are the basis for evaluation of the confidence indicator in retail trade and latter on also for the sentiment indicator, which also includes the consumer confidence indicator and the confidence indicator in manufacturing.

The Panel Survey on Business Tendency in Retail Trade is being carried out in Slovenia since January 1999 with the harmonised questionnaire, methodology and periodicity, which have been used in EU Member States for several decades. Therefore, all data are directly comparable.

OBSERVATION UNITS

We are monitoring units that are registered in the Standard Classification of Activities (SKD, 2002) in retail trade or sale of motor vehicles in the following divisions:

- 50 - Sale, maintenance and repair of motor vehicles, retail sale of motor fuel
- 52 - Retail trade, except of motor vehicles, repair of personal and household goods

They were selected into the panel by two criteria:

- the classification of the enterprise according to the Standard Classification of Activities (SKD) and
- the size of the enterprises (turnover in accordance with the Companies Act).

SOURCES

Respondents answering to the monthly PA-TRG questionnaire are managers of enterprises or other executives. They respond between the 1st and the 10th of the month.

COVERAGE

The panel includes all large and medium-sized enterprises and 36% of small enterprises (or 42% of their turnover), the principal activity of which is classified into retail trade and sale of motor vehicles. The panel covers 48% of enterprises of the studied population or 95% of turnover in retail trade and sale of motor vehicles.

METHOD OF DATA COLLECTION

The survey is carried out monthly by mail.

WEIGHTS FOR RESPONSES

Responses to individual questions are weighted so that they reflect relative importance of an individual enterprise in the panel. Inside the SKD classes responses are weighted with the turnover.

NON-RESPONSES

Non-responses are processed every month in accordance with the harmonized methodology.

DEFINITIONS AND EXPLANATIONS

The **balance** is the difference between positive and negative answers, expressed in percent. The balance shows the movement of observed economic indicators (present situation and future expectations), and not the real size of economic indicators. The charts show the balance by individual questions.

Grafi prikazujejo **desezonirane vrednosti.** To so vrednosti, pri katerih je izločen vpliv sezonskih dejavnikov, vsebujejo pa trend - cikel in naključno komponento. Podatki za EU so desezonirani z metodo DAINTIES, za Slovenijo pa z metodo TRAMO/SEATS, ki temelji na ARIMA modelih.

Pri oblikovanju modelov smo upoštevali obdobje od januarja 1999 do januarja 2006. Zaradi narave podatkov se modeli za leto 2006 razlikujejo od modelov za leto 2005. Pri sedanjem obsegu zalog, pričakovanem zaposlovanju, prodajnih cenah, pričakovanih prodajnih cenah, ravni prodaje in kazalniku prodaje sezonska komponenta ni prisotna.

Kazalnik zaupanja je povprečje odgovorov (ravnotežij) na vprašanja o sedanjem in pričakovanem poslovnem položaju ter sedanjem obsegu zalog (obrnjen predznak).

OBJAVLJANJE REZULTATOV

Sodelujoči v anketi prejmejo informacijo o dejavnosti, v katero so uvrščeni.

Drugim uporabnikom so ti podatki dostopni na ravni trgovine na drobno in po velikostnih razredih podjetij. Objavljamo jih mesečno v Statističnih informacijah in podatkovni bazi SI-STAT (http://www.stat.si).

VPRAŠANJA:

- Ocene stanj:
  - Ocena poslovnega položaja v zadnjih 3 mesecih: dober, zadovoljiv - normalen glede na sezono, slab?
  - Prodajne cene so v primerjavi s preteklim mesecem: višje, enake, nižje?
  - Ocena finančnega položaja v primerjavi s preteklim mesecem: boljši, enak, slabši?
  - Ocena obsega zalog: premajhne, ustrezne - normalne glede na sezono, prevelike?
  - Ocena prodaje glede na isti mesec lanskega leta: na višji ravni, na isti ravni, na nižji ravni?
  - Ocena konkurence na vašem področju glede na pretekli mesec: večja, enaka, manjša?
  - Prodaja[1)] v zadnjih treh mesecih: povečala, ostala enaka, zmanjšala?
- Pričakovanja v naslednjih mesecih:
  - Pričakovani poslovni položaj čez 6 mesecev: boljši, enak, slabši?
  - Pričakovane prodajne cene v naslednjih 3 mesecih: višje, enake, nižje?
  - Pričakovano zaposlovanje v naslednjih 3 mesecih: povečalo, ostalo enako, zmanjšalo?
  - Pričakovani obseg skupne nabave (tuji in domači dobavitelji) v naslednjih 3 mesecih: večji, enak, manjši?
  - Pričakovana prodaja[1)] v naslednjih 3 mesecih: povečala, ostala enaka, zmanjšala?
  - Dejavniki, ki ovirajo izboljšanje sedanjega položaja: ni omejitev, nizko povpraševanje, slaba ponudba, visoki stroški dela, visoka cena denarja, težka dostopnost do bančnih posojil, premajhna prodajna površina, premajhni skladiščni prostori, konkurenca v sektorju, ostalo?
  - Pričakovani obseg nabave pri domačih dobaviteljih v naslednjih 3 mesecih: večji, enak, manjši, nimamo domačih dobaviteljev?
  - Pričakovani obseg nabave pri tujih dobaviteljih v naslednjih 3 mesecih: večji, enak, manjši, nimamo tujih dobaviteljev?

[1)] Januarja 2006 smo spremenili vprašanje 'gibanje prodaje za to obdobje leta' v 'prodaja v zadnjih 3 mesecih', 'pričakovano povpraševanje' pa v 'prodaja v naslednjih 3 mesecih'.

Data in the charts are **seasonally adjusted.** Values are adjusted for the seasonal component and include the trend-cycle component and the irregular component. Data for the EU are seasonally adjusted by the DAINTIES method and for Slovenia by the TRAMO/SEATS method, which is based on ARIMA models.

The designing of the models is based on the time period from January 1999 to January 2006. Due to the nature of the data, the models for year 2006 differ from the models for year 2005. Present volume of stocks, expected employment, selling prices, selling prices expectations, level of sales and indicator of sales have no seasonal component.

The **confidence indicator** shows an average of responses (balances) to questions on present and expected business situation and present volume of stocks (the latter with inverted sign).

PUBLISHING

Participants in the survey get the information on the activity of their enterprises.

Other users can get data for retail trade and data for large, medium-sized and small enterprises published monthly in Rapid Reports and in the SI-STAT database (http://www.stat.si/eng).

QUESTIONS:

- Appreciation of situation:
  - Assessment of the present business situation over the past 3 months: good, satisfactory (normal for the season), bad?
  - Selling prices compared to the last month: up, unchanged, down?
  - Assessment of financial situation compared to the last month: better, same, worse?
  - Assessment of volume of stocks: too small, adequate (normal for the season), too large?
  - Assessment of sales compared to the same month of the previous year: at a higher level, unchanged, at a lower level?
  - Assessment of competition in own sector compared to the last month: up, unchanged, down?
  - Sales[1)] over the past 3 months: increased, remained unchanged, decreased?
- Expectations in the next months:
  - Expected business situation 6 months ahead: better, same, worse?
  - Selling price expectations for the next 3 months: up, unchanged, down?
  - Employment expectations for the next 3 months: up, unchanged, down?
  - Expectations on orders to place with total suppliers (domestic and foreign) in the next 3 months: up, unchanged, down?
  - Expected sales[1)] for the next 3 months: increased, remained unchanged, decreased?
  - Factors limiting the improvement of the present business situation: none, low demand, bad supply, high labour costs , high costs of finance, problems with access to bank credits, small sales surface, small storage capacity, competition in own sector, other?
  - Expectations on orders to place with domestic suppliers in the next 3 months: up, unchanged, down, no domestic suppliers?
  - Expectations on orders to place with foreign suppliers in the next 3 months: up, unchanged, down, no foreign suppliers?

[1)] In January 2006 we changed the wording 'evolution of sales for this period of year' to 'sales over the past 3 months' and 'expected demand' to 'sales for the next 3 months'.

KOMENTAR

Desezonirana vrednost kazalnika zaupanja v trgovini na drobno je bila za 1 odstotno točko višja od vrednosti v preteklem mesecu. V primerjavi z lanskim marcem je bila višja za 5 odstotnih točk in za 2 odstotni točki je bila višja od lanskega povprečja.

OCENA STANJ

POSLOVNI POLOŽAJ

Desezonirana vrednost kazalnika poslovni položaj je bila v primerjavi s preteklim mesecem nižja za 3 odstotne točke. Glede na isti mesec lani je bila višja za 6 odstotnih točk in za 5 odstotnih točk je presegla lansko povprečje.

PRODAJNE CENE

Vrednost kazalnika prodajne cene je bila v primerjavi s preteklim mesecem višja za 14 odstotnih točk. V primerjavi z istim mesecem lani je bila vrednost kazalnika višja za 3 odstotne točke in 11 odstotne točke nad povprečjem lanskega leta.

FINANČNI POLOŽAJ

Desezonirana vrednost kazalnika finančni položaj je bila v primerjavi s preteklim mesecem za 1 odstotno točko višja, v primerjavi z istim mesecem lani je bila 2 odstotni točki višja in enaka lanskemu povprečju.

OBSEG ZALOG

Kazalnik obsega zalog je bil v primerjavi s preteklim mesecem nižji za 1 odstotno točko, v primerjavi z istim mesecem lani pa nižji za 6 odstotnih točk in 1 odstotno točko pod povprečjem lanskega leta.

RAVEN PRODAJE

Vrednost kazalnika raven prodaje se je v primerjavi s preteklim mesecem povečala za 36 odstotnih točk. V primerjavi z istim mesecem lani je bila višja za 39 odstotnih točk in za 27 odstotnih točk je presegla lansko povprečje.

PRIČAKOVANJA

PRIČAKOVANI POSLOVNI POLOŽAJ

Desezonirana vrednost kazalnika pričakovani poslovni položaj je bila v primerjavi s preteklim mesecem višja za 3 odstotne točke. V primerjavi z istim mesecem lani pa je bila višja za 2 odstotnih točk in 1 odstotno točko pod lanskim povprečjem.

PRIČAKOVANE PRODAJNE CENE

Vrednost kazalnika pričakovane prodajne cene je bila v primerjavi s preteklim mesecem za 10 odstotnih točk višja, v primerjavi z istim mesecem lani za 8 odstotnih točk nižja in 5 odstotnih točk nad lanskim povprečjem.

PRIČAKOVANO ZAPOSLOVANJE

Vrednost kazalnika pričakovano zaposlovanje se je v primerjavi z vrednostjo v preteklem mesecu zvišala za 2 odstotni točki. V primerjavi z vrednostjo v istem mesecu lani in z lanskim povprečjem pa je bila višja za 10 odstotnih točk oz. 4 odstotne točke.

PRIČAKOVANA SKUPNA NABAVA

Desezonirana vrednost kazalnika pričakovana skupna nabava je bila glede na pretekli mesec višja za 3 odstotne točke. V primerjavi z vrednostjo v istem mesecu lani je bila višja za 3 odstotne točke in 3 odstotne točke pod povprečjem lanskega leta.

PRIČAKOVANA PRODAJA

V primerjavi s preteklim mesecem je bila desezonirana vrednost glede na pretekli mesec za 1 odstotno točko nižja. V primerjavi z istim mesecem lani je bila višja za 9 odstotnih točk in za 2 odstotni točki je bila višja od lanskega povprečja.

COMMENT

The seasonally adjusted retail trade confidence indicator increased by 1 percentage point in comparison with the previous month. Compared to March 2005 and last year's average it was up by 5 percentage points and 2 percentage points.

APPRECIATION OF SITUATION

BUSINESS SITUATION

The seasonally adjusted indicator of the business situation was down by 3 percentage points compared to February 2006. Compared to March 2005 it was up by 6 percentage points and compared to last year's average by 5 percentage points.

SELLING PRICES

The indicator of the selling prices went up by 14 percentage points compared to February 2006. In comparison with March 2005 the value of the indicator went up by 3 percentage points and was 11 percentage points above last year's average.

FINANCIAL SITUATION

The seasonally adjusted indicator of the financial situation was up by 1 percentage point compared to February 2006. Compared to March 2005 it was up by 2 percentage points and equal to last year's average.

VOLUME OF STOCKS

Compared to February 2006 the volume of stocks indicator went down by 1 percentage point. Compared to March 2005 it was 6 percentage points lower and 1 percentage point below last year's average.

LEVEL OF SALES

In comparison with February 2006 the indicator of the level of sales went up by 36 percentage points. Compared to March 2005 it was up by 39 percentage points and 27 percentage points above last year's average.

EXPECTATIONS

EXPECTED BUSINESS SITUATION

The seasonally adjusted indicator of the expected business situation increased by 3 percentage points compared to February 2006. In comparison with March 2005 it was up by 2 percentage points and 1 percentage point below last year's average.

SELLING PRICES EXPECTATIONS

Selling prices expectations indicator was up by 10 percentage points compared to the previous month. Compared to March 2005 it went down by 8 percentage points and was 5 percentage points above last year's average.

EXPECTED EMPLOYMENT

The indicator of the expected employment was up by 2 percentage points compared to the previous month. Compared to March 2005 it increased by 10 percentage points and was 4 percentage points above last year's average.

EXPECTED ORDERS

The seasonally adjusted indicator of the expected orders was up by 3 percentage points. The indicator went up by 3 percentage points when compared to March 2005 and down by 3 percentage points when compared to last year's average.

EXPECTED SALES

The seasonally adjusted indicator of the expected sales decreased by 1 percentage point compared to February 2006. It was up by 9 percentage points compared to March 2005 and 2 percentage points above last year's average.

KONKURENČNOST

Desezonirana vrednost kazalnika konkurenčnost je bila za 1 odstotno točko nižja od vrednosti v preteklem mesecu. V primerjavi z istim mesecem lani in lanskim povprečjem pa je bila nižja za 4 odstotne točke.

PRODAJA

Vrednost prodaje je bila v primerjavi z vrednostjo v preteklem mesecu nižja za 3 odstotne točke. V primerjavi z istim mesecem lanskega leta in lanskim povprečjem je bila vrednost tega kazalnika za 21 oz. 8 odstotnih točk višja.

OMEJITVENI DEJAVNIKI V TRGOVINI NA DROBNO

V trgovini na drobno se je 33 % podjetij (oz. 27 % prihodka) srečevalo z dejavniki iz skupine *hude omejitve.* Delež teh podjetij je bil v primerjavi s preteklim mesecem za 1 odstotno točko višji in za 2 odstotni točki nižji kot v marcu 2005.

Podjetij, ki so se srečevala z dejavniki iz skupine *težave s ponudbo,* je bilo 29 % (oz. 23 % prihodka), to je za 1 odstotno točko manj kot v preteklem mesecu in za 1 odstotno točko več kot marca lani.

Podjetij, ki so se srečevala s skupino dejavnikov *težave s povpraševanjem,* je bilo 28 % (oz. 31 % prihodka), to je enako kot v preteklem mesecu in za 1 odstotno točko več kot v marcu 2005.

Podjetij, ki pri svojem poslovanju *niso imela omejitev*, je bilo 10 % (oz. 19 % prihodka) oziroma prav toliko kot v preteklem mesecu in v lanskem marcu.

Podrobnejši pregled omejitvenih dejavnikov v trgovini na drobno[1)]:

- 49 % podjetij (ali 52 % prihodka) je omejevala konkurenca v sektorju,
- 36 % podjetij (ali 38 % prihodka) so omejevali visoki stroški dela,
- 30 % podjetij (ali 23 % prihodka) je omejevalo nezadostno povpraševanje,
- 20 % podjetij (ali 21 % prihodka) je omejevala visoka cena denarja,
- 12 % podjetij (ali 6 % prihodka) je omejevala premajhna prodajna površina,
- 13 % podjetij (ali 5 % prihodka) so omejevali drugi dejavniki, kot so finančna nedisciplina, visoke najemnine, slaba lokacija itd.,
- 9 % podjetij (ali 5 % prihodka) je omejevala dostopnost do bančnih posojil,
- 11 % podjetij (ali 19 % prihodka) ni imelo omejitev v poslovanju,
- 8 % podjetij (ali 5 % prihodka) so omejevali premajhni skladiščni prostori,
- 2 % podjetij (ali 1 % prihodka) je omejevala slaba ponudba.

COMPETITION

In comparison with the previous month, the seasonally adjusted indicator of the competition decreased by 1 percentage point. Compared to March 2005 and last year's average it went down by 4 percentage points.

SALES

The value of sales indicator was down by 3 percentage points compared to the previous month. Compared to March 2005 and last year's average it was up by 21 and 8 percentage points respectively.

OBSTACLES IN RETAIL TRADE

33% of enterprises in retail trade (27% of turnover) were faced with *"severe obstacles"* in trading. Compared to the previous month the share was 1 percentage point higher and 2 percentage points lower than in March 2005.

The share of enterprises faced with *"supply difficulties"* was 29% (23% of turnover). This share was 1 percentage point lower than in February 2006 and 1 percentage point higher than in March 2005.

The share of enterprises faced with *"demand difficulties"* was 28% (31% of turnover), which was the same as in February 2006 and 1 percentage point higher than in March 2005.

Only 10% of enterprises (19% of turnover) experienced *no obstacles.* The share of these enterprises was the same as in February 2006 and in March 2005.

A more detailed overview of obstacles in retail trade[1)] shows that:

- 49% of enterprises (or 52% of turnover) were limited by competition in their own sector,
- 36% of enterprises (or 38% of turnover) were limited by high cost of labour,
- 30% of enterprises (or 23% of turnover) were limited by insufficient demand,
- 20% of enterprises (or 21% of turnover) were limited by the high cost of money,
- 12% of enterprises (or 6% of turnover) were limited by shortage of sales surface,
- 13% of enterprises (or 5% of turnover) were limited by other factors such as lack of financial discipline, high rents, bad location, etc.,
- 9% of enterprises (or 5% of turnover) were limited in their access to bank credits,
- 11% of enterprises (or 19% of turnover) experienced no obstacles,
- 8% of enterprises (or 5% of turnover) were limited by small storage capacity,
- 2% of enterprises (or 1% of turnover) were limited by supply shortage.

1) Podjetja lahko označijo več dejavnikov, ki omejujejo njihovo poslovanje, zato vsota odstotkov ni 100.
Enterprises can select several obstacles to their business, so the total is not 100%.

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