STATISTIČNI URAD REPUBLIKE SLOVENIJE
STATISTICAL OFFICE OF THE REPUBLIC OF SLOVENIA

STATISTIČNE INFORMACIJE
RAPID REPORTS

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25. MAREC 2004
25 MARCH 2004

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

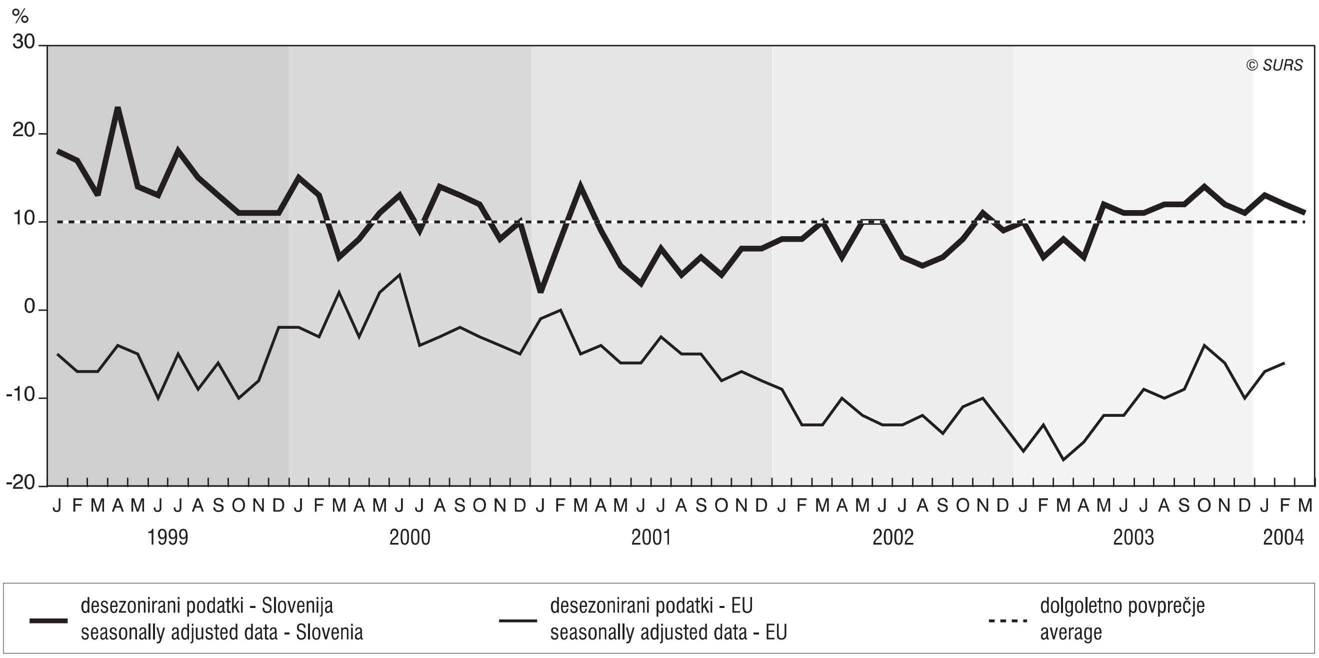
št./No 9

POSLOVNE TENDENCE V TRGOVINI NA DROBNO, SLOVENIJA, JANUAR 1999 - MAREC 2004
BUSINESS TENDENCY IN RETAIL TRADE, SLOVENIA, JANUARY 1999 - MARCH 2004

- Tendence v trgovini na drobno so se v primerjavi s preteklim mesecem poslabšale: desezonirana vrednost kazalnika zaupanja je bila za 1 odstotno točko nižja kot v preteklem mesecu. V primerjavi z lanskim marcem pa je bila ta vrednost za 3 odstotne točke višja, za 1 odstotno točko pa je presegla lansko povprečje.
- Na gibanje kazalnika zaupanja sta vplivali predvsem ocena sedanjega in ocena pričakovanega poslovnega položaja.
- Kazalniki stanj so se večinoma izboljšali; izjema sta bila kazalnik prodajnih cen in kazalnik gibanja prodaje. Kazalniki pričakovanj so se večinoma poslabšali, izjema je bil kazalec pričakovanega zaposlovanja.

- Business tendencies in retail trade went down compared to the previous month. The seasonally adjusted value of the confidence indicator was 1 percentage point lower than in the previous month. Compared to March 2003 the value of the confidence indicator rose by 3 percentage points and was 1 percentage point above last year's average.
- The confidence indicator was mostly influenced by the present and expected business situation.
- IIndicators of the present situation improved, except the indicator of selling prices and evolution of sales. Expectations deteriorated, except the indicator of employment expectations.

I. KAZALEC ZAUPANJA[1] V SLOVENIJI IN EU[2], JANUAR 1999 - MAREC 2004
I. CONFIDENCE INDICATOR[1] IN SLOVENIA AND EU[2], JANUARY 1999 - MARCH 2004



[1] Kazalec zaupanja je povprečje 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 stock (the latter with inverted sign).

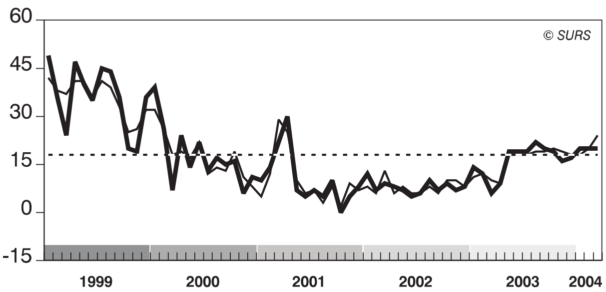
[2] Vir podatkov je Evropska komisija. Podatki o EU za zadnji mesec nam niso na voljo.
Source for EU data is European Commission. Data for EU for the last month are not available.

2. GIBANJE EKONOMSKIH KAZALCEV V TRGOVINI NA DROBNO V SLOVENIJI, JANUAR 1999 - MAREC 2004

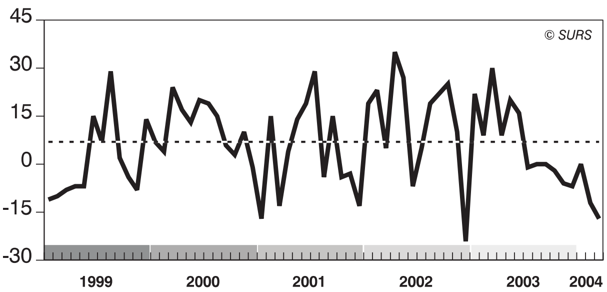
2. EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA, JANUARY 1999 - MARCH 2004

Ocena stanj / Appreciation of situation

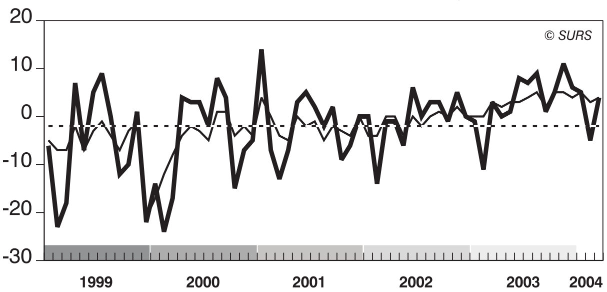
Poslovni položaj / Business situation



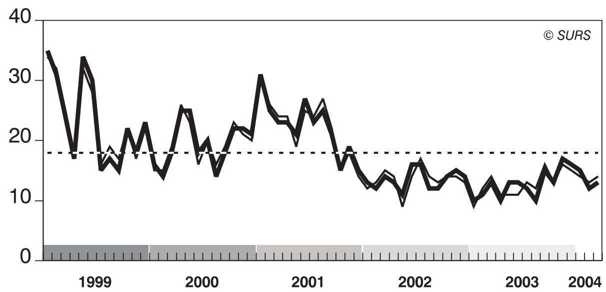
Prodajne cene[1] / Selling prices[1]



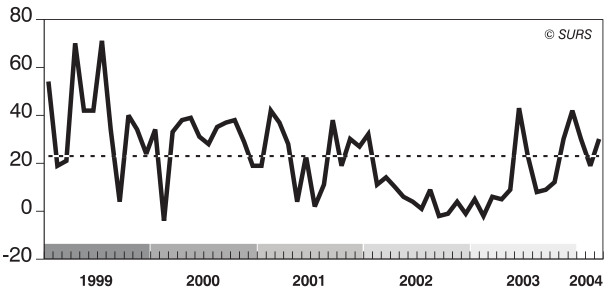
Finančni položaj / Financial situation



Obseg zalog / Present stocks

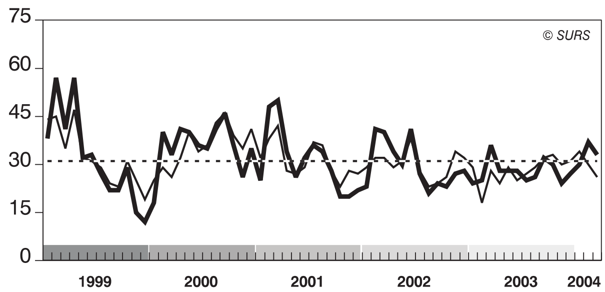


Raven prodaje[1] / Level of sales[1]

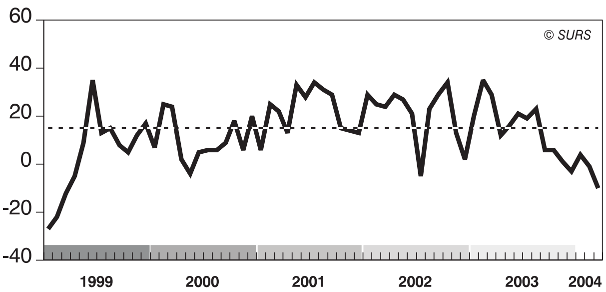


Pričakovanja v naslednjih 3 mesecih / Expectations in the next 3 months

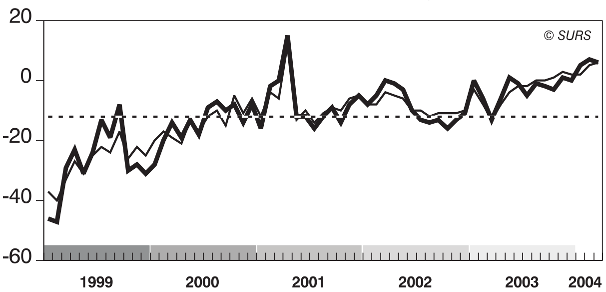
Pričakovani poslovni položaj / Expected business situation



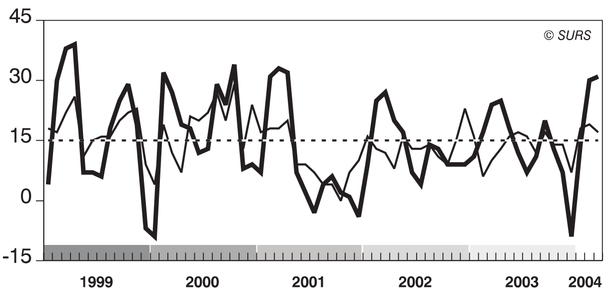
Pričakovane prodajne cene[1] / Selling prices expectations[1]



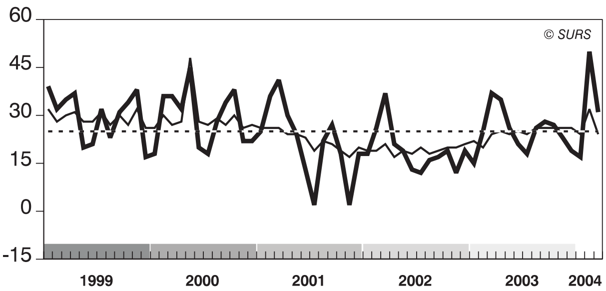
Pričakovano zaposlovanje / Expected employment



Pričakovana skupna nabava / Expected orders placed



Pričakovano povpraševanje / Expected demand

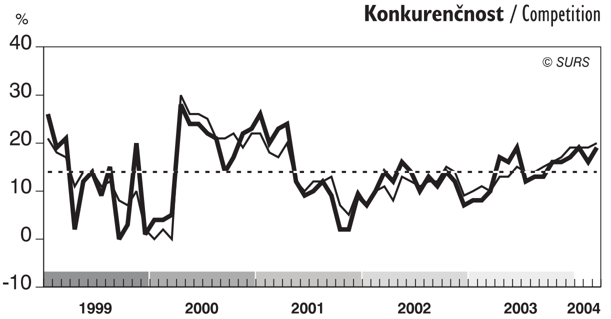


originalni podatki / raw data — desezonirani podatki / seasonally adjusted data - - - - dolgoletno povprečje / average

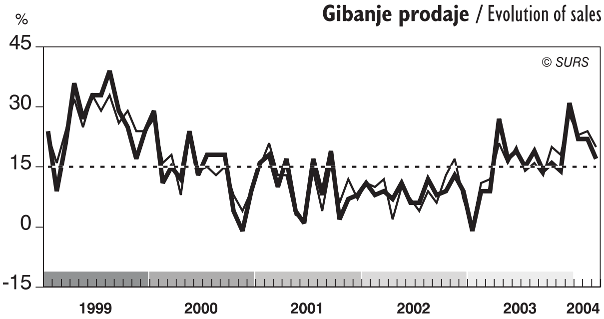
[1] Sezonska komponenta ni prisotna. / [1] No seasonal component.

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

Konkurenčnost / Competition

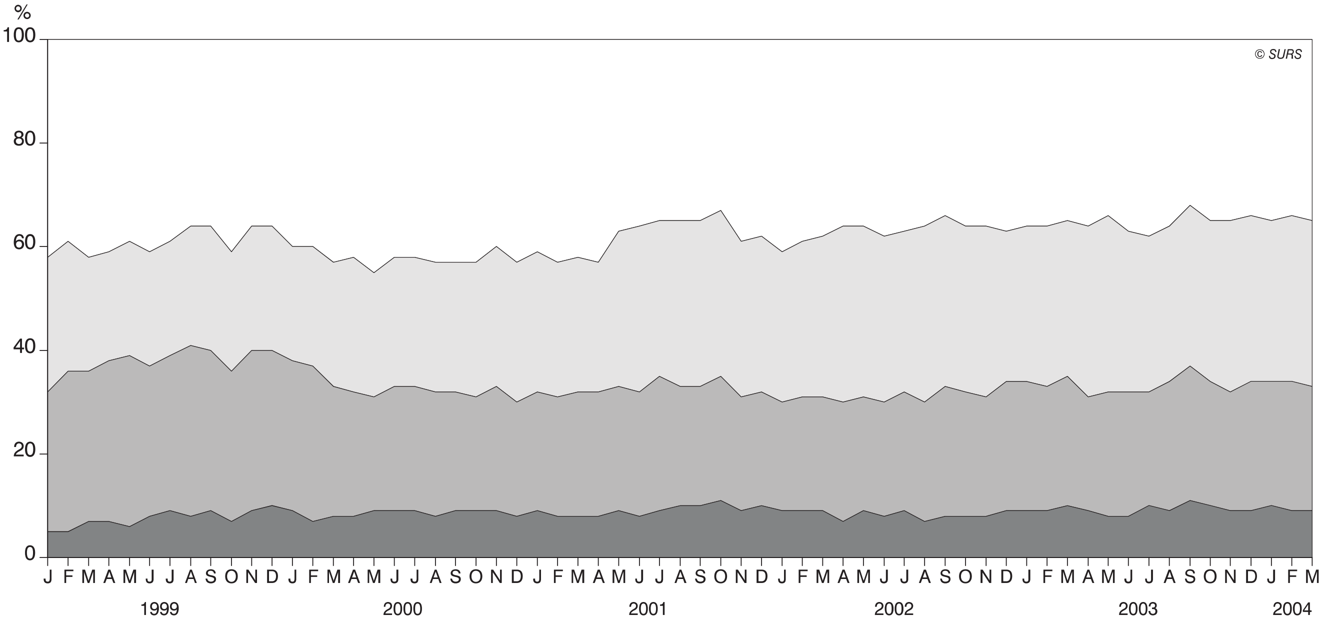


Gibanje prodaje / Evolution of sales



originalni podatki / raw data — desezonirani podatki / seasonally adjusted data - - - - dolgoletno povprečje / average

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

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

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

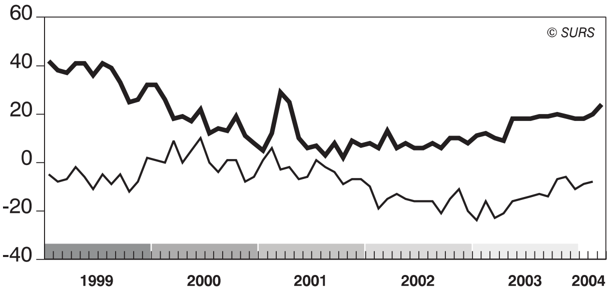
hude omejitve / severe obstacles | težave s ponudbo / supply difficulties | težave s povpraševanjem / demand difficulties | ni omejitev / no limits

3. GIBANJE EKONOMSKIH KAZALCEV V TRGOVINI NA DROBNO V SLOVENIJI IN EU[1], JANUAR 1999 - MAREC 2004

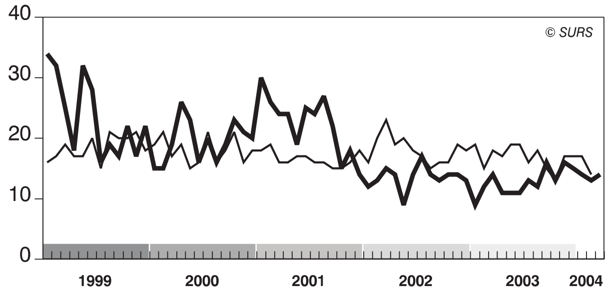
3. EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA AND EU[1], JANUARY 1999 - MARCH 2004

Ocena stanj / Appreciation of situation

Poslovni položaj / Business situation

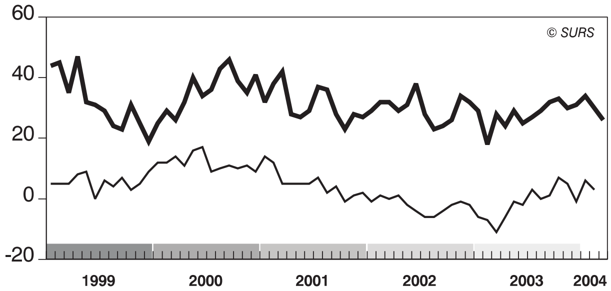


Obseg zalog / Present stocks

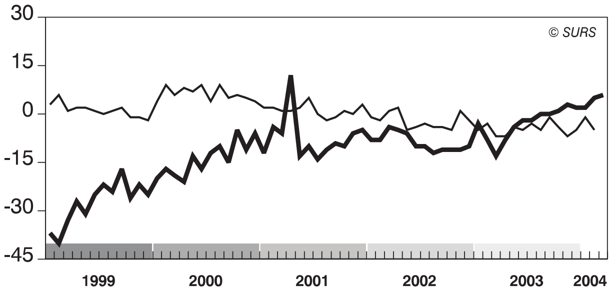


Pričakovanja v naslednjih 3 mesecih / Expectations in the next 3 months

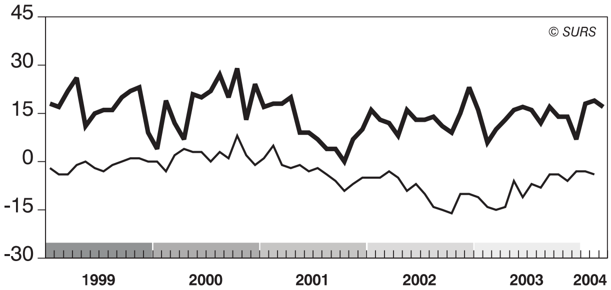
Pričakovani poslovni položaj / Expected business situation



Pričakovano zaposlovanje / Expected employement



Pričakovana skupna nabava / Expected orders placed



Slovenija / Slovenia —— EU / EU

[1] Vir podatkov je Evropska komisija. Podatki o EU za zadnji mesec nam niso na voljo. Podatki so desezonirani.
Source for EU data is European Commission. Data for EU for the last month are not available. Data are seasonally adjusted

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 kazalcev ter ocenitev njihovega gibanja v naslednjih mesecih. Rezultati anket so osnova za izračun kazalca zaupanja v trgovini na drobno.

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 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 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 94 % velikih (97 % prihodka velikih podjetij) in 90 % srednje velikih (90 % prihodka srednje velikih podjetij) ter 31 % malih podjetij (ali 37 % prihodka malih podjetij), ki so razvrščena v dejavnost trgovine na drobno ali trgovine z motornimi vozili. Opisani panelni vzorec pokriva 41 % podjetij vzorčnega okvira ali 89 % 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 kazalcev (stanj in pričakovanj), ne pa dejanskih velikosti ekonomskih kazalcev. 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.

We have been carrying out the Panel Survey on Business Tendency in Retail Trade 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 retail trade or sale of motor vehicles in the following divisions:
- 50 - Sale, maintenance and repair of motor vehicles, retail sale of fuels
- 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 (SCA) and
- the size of the enterprises (turnover in accordance with the Law on Business Companies).

SOURCES

Persons responding 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 94% of large enterprises (or 97% of their turnover), 90% of medium-sized enterprises (or 90% of their turnover) and 31% of small enterprises (or 37% of their turnover), the principal activity of which is classified into retail trade and sale of motor vehicles. The panel covers 41% of enterprises of the studied population or 89% of turnover in retail trade and sale of motor vehicles.

METHOD OF DATA COLLECTING

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.

Na grafih so prikazane desezonirane vrednosti. To so vrednosti, pri katerih je izključen vpliv sezone, 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 2004. Pri prodajnih cenah, pričakovanih prodajnih cenah in ravni prodaje sezonska komponenta ni upoštevana.

Kazalec zaupanja je povprečje odgovorov (ravnotežij) na vprašanja o sedanjem in pričakovanem poslovnem položaju in 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.

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?

⇨ Pričakovanja v naslednjih mesecih:
- Pričakovani poslovni položaj čez 6 mesecev: boljši, enak, slabši?
- Pričakovane prodajne cene v naslednjih 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 meseci: večji, enak, manjši?
- Pričakovano povpraševanje v naslednjih 3 mesecih: povečalo, ostalo enako, zmanjšalo?

- Ocena konkurence na vašem področju glede na pretekli mesec: večja, enaka, manjša?
- Ocena gibanja prodaje za to obdobje leta: dobro, zadovoljivo, slabo?
- Dejavniki, ki ovirajo izboljšanje sedanjega položaja: ni omejitev, nizko povpraševanje, slaba ponudba, visoki stroški dela, visoka cena denarja, težka dostopnost do bančnih kreditov, 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?

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 DAINTIES method and for Slovenia by 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 2004. Selling prices, selling prices expectation and the level of sales have no seasonal component.

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

PUBLISHING

Persons participating 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.

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 stocks: too small, adequate (normal for the season), too large?
- Assessment of sales compared to the same month of the previous year: at a higer level, unchanged, at a lower level?

⇨ Expectation in the next months:
- Expected business situation 6 months ahead: better, same, worse?
- Selling price expectations for the next 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 demand for the next 3 months: up, unchanged, down?

- Assessment of competition in own sector compared to the last month: up, unchanged, down?
- Assessment of sales for this period of year: good, satisfactory, bad?
- 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?

KOMENTAR

Tendence v trgovini na drobno so se v primerjavi s preteklim mesecem poslabšale: desezonirana vrednost kazalnika zaupanja je bila za 1 odstotno točko nižja kot v preteklem mesecu. V primerjavi z lanskim marcem pa je bila ta vrednost za 3 odstotne točke višja, za 1 odstotno točko pa je presegla lansko povprečje.

Na gibanje kazalnika zaupanja sta vplivali predvsem ocena sedanjega in ocena pričakovanega poslovnega položaja.

Kazalniki stanj so se večinoma izboljšali; izjema sta bila kazalnik prodajnih cen in kazalnik gibanja prodaje. Kazalniki pričakovanj so se večinoma poslabšali, izjema je bil kazalec pričakovanega zaposlovanja.

PRIČAKOVANJA

PRIČAKOVANI POSLOVNI POLOŽAJ

Desezonirana vrednost kazalnika pričakovanega poslovnega položaja se je v primerjavi s preteklim mesecem znižala za 4 odstotne točke. Glede na isti mesec lani je vrednost kazalnika nižja za 3 odstotne točke in 2 odstotni točk pod lanskim povprečjem.

PRIČAKOVANE PRODAJNE CENE

Desezonirana vrednost kazalnika pričakovanih prodajnih cen se je v primerjavi s preteklim mesecem znižala za 9 odstotnih točk. Glede na isti mesec lani je vrednost kazalnika 39 odstotnih točk nižja in 25 odstotnih točk pod povprečjem.

PRIČAKOVANO ZAPOSLOVANJE

Desezonirana vrednost kazalnika pričakovanega zaposlovanja se je v primerjavi s preteklim mesecem zvišala za 1 odstotno točko. Glede na isti mesec lani je vrednost kazalnika višja za 19 odstotnih točk in 9 odstotnih točk nad povprečjem.

PRIČAKOVANA SKUPNA NABAVA

Desezonirana vrednost kazalnika pričakovane skupne nabave se je v primerjavi s preteklim mesecem znižala za 2 točki. V primerjavi z istim mesecem lani je vrednost kazalnika višja za 7 odstotnih točk in 4 odstotne točke nad lanskim povprečjem.

PRIČAKOVANO POVPRAŠEVANJE

Desezonirana vrednost kazalnika pričakovanega povpraševanja se je v primerjavi s preteklim mesecem znižala za 8 odstotnih točk. Glede na isti mesec lanskega leta je vrednost kazalnika 6 odstotnih točk nižja in enaka lanskemu povprečju.

STANJA

POSLOVNI POLOŽAJ

Desezonirana vrednost kazalnika poslovnega položaja se je v primerjavi s preteklim mesecem zvišala za 4 odstotne točke. V primerjavi z istim mesecem lanskega leta je vrednost kazalnika 14 odstotnih točk višja in 8 odstotnih točk nad lanskim povprečjem.

COMMENT

In March 2004, business tendencies in retail trade went down compared to the previous month. The seasonally adjusted value of the confidence indicator was 1 percentage point lower than in February 2004. Compared to March 2003 the value of the confidence indicator rose by 3 percentage points and was 1 percentage point above last year's average.

The evolution of the confidence indicator was mostly influenced by the present and expected business situation.

Indicators of the present situation improved, except the indicator of selling prices and evolution of sales. Expectations deteriorated, except the indicator of employment expectations.

EXPECTATIONS

EXPECTED BUSINESS SITUATION

The seasonally adjusted value of the expected business situation indicator fell by 4 percentage points compared to the previous month. Compared to March 2003 it was down by 3 percentage points and compared to last year's average by 2 percentage points.

SELLING PRICES EXPECTATIONS

The seasonally adjusted value of the selling prices expectations indicator fell by 9 percentage points compared to the previous month. Compared to March 2003 it was down by 39 percentage points and compared to last year's average by 25 percentage points.

EXPECTED EMPLOYMENT

The seasonally adjusted value of the expected employment indicator rose by 1 percentage point compared to the previous month. Compared to March 2003 it was up by 19 percentage points and compared to last year's average by 9 percentage points.

EXPECTED ORDERS

The seasonally adjusted value of the expected orders indicator fell by 2 percentage points compared to the previous month. Compared to March 2003 it was up by 7 percentage points and compared to last year's average by 4 percentage points.

EXPECTED DEMAND

The seasonally adjusted value of the expected demand indicator fell by 8 percentage points compared to the previous month. Compared to March 2003 it was down by 6 percentage points and the same as last year's average.

SITUATION

BUSINESS SITUATION

The seasonally adjusted value of the business situation indicator rose by 4 percentage points compared to the previous month. Compared to March 2003 it was up by 14 percentage points and compared to last year's average by 8 percentage points.

PRODAJNE CENE

Desezonirana vrednost kazalnika prodajnih cen se je v primerjavi s preteklim mesecem znižala za 5 odstotnih točk. Glede na isti mesec lanskega leta je vrednost kazalnika 47 odstotnih točk nižja in 25 odstotnih točk pod lanskim povprečjem.

FINANČNI POLOŽAJ

Desezonirana vrednost kazalnika finančnega položaja se je v primerjavi s preteklim mesecem zvišala za 1 odstotno točko. Glede na isti mesec lanskega leta in lansko povprečje je vrednost kazalnika 1 odstotno točko višja.

OBSEG ZALOG

Desezonirana vrednost kazalnika obsega zalog se je v primerjavi s preteklim mesecem zvišala za 1 odstotno točko. Glede na isti mesec lanskega leta je vrednost kazalnika enaka in 1 točko nad lanskim povprečjem.

RAVEN PRODAJE

Desezonirana vrednost kazalnika ravni prodaje je v primerjavi s preteklim mesecem višja za 11 odstotnih točk. Glede na isti mesec lanskega leta je vrednost kazalnika 24 odstotnih točk višja in 14 odstotnih točk nad povprečjem.

KONKURENČNOST

Desezonirana vrednost kazalnika konkurenčnosti je v primerjavi s preteklim mesecem 1 odstotno točko višja. Glede na isti mesec lanskega leta je vrednost kazalnika 9 odstotnih točk višja in 6 točk nad lanskim povprečjem.

GIBANJE PRODAJE ZA TO OBDOBJE LETA

Desezonirana vrednost kazalnika gibanja prodaje je v primerjavi s preteklim mesecem 4 odstotne točke nižja. Glede na isti mesec lanskega leta je vrednost 8 odstotnih točk višja in 4 odstotne točke nad povprečjem.

OMEJITVENI DEJAVNIKI V TRGOVINI NA DROBNO

35 % podjetij (oz. 29 % prihodka) se v trgovini na drobno srečuje z dejavniki iz skupine "hude omejitve". V primerjavi s preteklim mesecem je delež za 1 točko višji, glede na isti mesec lanskega leta pa je enak.

Podjetij, ki se srečujejo s skupino dejavnikov "težave s ponudbo", je 32 % (oz. 27 % prihodka). Delež teh podjetij je glede na pretekli mesec enak in 2 točki višji od lanskega marca.

Podjetij, ki so se srečevala s skupino dejavnikov "težave s povpraševanjem", je 24 % (oz. 24 % prihodka), to je za 1 točko manj kot pretekli mesec in isti mesec lanskega leta.

Podjetij, ki niso imela omejitev v poslovanju, je 9 % (oz. 20 % prihodka). Delež teh podjetij je glede na pretekli mesec enak in 1 točko nižji od lanskega marca.

SELLING PRICES

The seasonally adjusted value of the selling prices indicator fell by 5 percentage points compared to the previous month. Compared to March 2003 it was down by 47 percentage points and compared to last year's average by 25 percentage points.

FINANCIAL SITUATION

The seasonally adjusted value of the financial situation indicator rose by 1 percentage point compared to the previous month. Compared to March 2003 and last year's average it was up by 1 percentage point.

PRESENT STOCKS

The seasonally adjusted value of the present stocks indicator rose by 1 percentage point compared to the previous month. Compared to March 2003 it remained the same while compared to last year's average it was up by 1 percentage point.

LEVEL OF SALES

The seasonally adjusted value of the level of sales indicator rose by 11 percentage points compared to the previous month. Compared to March 2003 it was up by 24 percentage points and compared to last year's average by 14 percentage points.

COMPETITION

The seasonally adjusted value of the competition indicator rose by 1 percentage point compared to the previous month. Compared to March 2003 it was up by 9 percentage points and compared to last year's average by 6 percentage points.

EVOLUTION OF SALES FOR THIS PERIOD OF YEAR

The seasonally adjusted value of the evolution of sales indicator rose by 4 percentage points compared to the previous month. Compared to March 2003 it was up by 8 percentage points and compared to last year's average by 4 percentage points.

OBSTACLES IN RETAIL TRADE

In March 2004, 35% of enterprises (29% of turnover) in retail trade were faced with "severe obstacles" in trading. Compared to the previous month the share was 1 percentage point higher while compared to March 2003 it was the same.

The share of enterprises faced with "supply difficulties" was 32% (27% of turnover). Compared to the previous month it remained the same while compared to March 2003 it was 2 percentage points higher.

The share of enterprises faced with "demand difficulties" was 24% (24% of turnover), which is 1 percentage point less than in the previous month and in March 2003.

Only 9% of enterprises (20% of turnover) experienced no obstacles. Compared to the previous month the share was the same while compared to March 2003 it was down by 1 percentage point.

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

- 42 % podjetij (ali 43 % prihodka) je omejevala konkurenca v sektorju,
- 37 % podjetij (ali 39 % prihodka) so omejevali visoki stroški dela,
- 35 % podjetij (ali 25 % prihodka) je omejevalo nezadostno povpraševanje,
- 29 % podjetij (ali 28 % prihodka) je omejevala visoka cena denarja,
- 16 % podjetij (ali 5 % prihodka) je omejevala dostopnost do bančnih kreditov,
- 13 % podjetij (ali 7 % prihodka) je omejevala premajhna prodajna površina,
- 11 % podjetij (ali 8 % prihodka) so omejevali drugi dejavniki, kot so finančna nedisciplina, visoke najemnine, slaba lokacija itd.,
- 10 % podjetij (ali 20 % prihodka) ni imelo omejitev v poslovanju,
- 8 % podjetij (ali 4 % prihodka) so omejevali premajhni skladiščni prostori,
- 4 % podjetij (ali 2 % prihodka) je omejevala slaba ponudba.

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

- 42% of enterprises (or 43% of turnover) were limited by competition in own sector,
- 37% of enterprises (or 39% of turnover) were limited by high cost of labour,
- 35% of enterprises (or 25% of turnover) were limited by demand difficulties,
- 29% of enterprises (or 28% of turnover) were limited by high cost of finance,
- 16% of enterprises (or 5% of turnover) were limited by access to bank credits,
- 13% of enterprises (or 7% of turnover) were limited by small sales surface,
- 11% of enterprises (or 8% of turnover) were limited by other factors such as lack of financial discipline, high rents, bad location, etc.,
- 10% of enterprises (or 20% of turnover) experienced no obstacles,
- 8% of enterprises (or 4% of turnover) were limited by small storage capacity,
- 4% of enterprises (or 2% of turnover) were limited by bad supply.

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

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