



# SAOPŠTENJE FIRST RELEASE



Molimo korisnike da prilikom upotrebe podataka obavezno navedu izvor  
*Users are kindly requested to mention the data source*

GODINA/ YEAR I

SARAJEVO, 20.07.2010.

BROJ/ NUMBER 2

## STATISTIKA DISTRIBUTIVNE TRGOVINE *Distributive Trade Statistics*

Ukupan promet distributivne trgovine u BiH za I kvartal 2010. iznosio je 4,86 milijardi KM. Podaci su obrađeni prema pretežnoj djelatnosti.

Najveće učešće u prometu ostvareno je u trgovini na veliko (62,7%), potom slijede trgovina na malo (18,8%), te trgovina i održavanje motornih vozila i trgovina gorivima i mazivima (11,3%). Promet od trgovine ostvaren u svim ostalim djelatnostima iznosio je 7,1% od ukupnog prometa.

U trgovini na veliko ostvaren je ukupan promet od 3,05 milijardi KM. U tom iznosu najveće učešće ima trgovina na veliko nepoljoprivrednim poluproizvodima i otpacima (30,7%), ostala trgovina na veliko za vlastiti račun (24,5%) i trgovina na veliko hranom, pićima i duhanom (22,6 %). 22,2 % ukupnog prometa otpada na ostale grane trgovine na veliko.

Ukupan promet u trgovini na malo za I kvartal 2010. iznosio je 912 miliona KM od čega je u nespecializiranim prodavnicama ostvareno 486 miliona KM ili 53,4 %. Ostala trgovina na malo novom robom u specializiranim prodavnicama učestvovala je sa 21,2%, trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima sa 14,9 %. Sve ostale grane trgovine na malo učestvovala su sa 10,5 %.

551 milion KM prometa u I kvartalu 2010. dolazi iz trgovine i održavanja motornih vozila i motocikla, te trgovine na malo motornim gorivima i mazivima.

Promet trgovačke robe ostvaren u preduzećima čija pretežna djelatnost nije trgovina iznosio je 345 miliona KM u I kvartalu 2010.

Učešće prometa u djelatnostima distributivne trgovine prema pretežnoj djelatnosti prikazano je u grafikonu.

*The realized turnover (including VAT) in distributive trade was 4.86 billion KM in BiH for 1<sup>st</sup> quarter of 2010. Data were processed according to the main activity.*

*The greatest share of turnover in wholesale trade (62.7%), followed by retail trade (18.8%) and trade, maintenance and repair of motor vehicles and motorcycles, retail trade of fuel and lubricants (11.3%). Turnover of trade realized in all other activities is 7.1% of total turnover.*

*In the wholesale trade, realized a total turnover of 3.05 billion KM. In this amount the greatest share of a wholesale non-agricultural intermediate products and scraps (30.7%), other wholesale trade on own account (24.5%) and wholesale of food, beverages and tobacco (22.6%). The other activities of wholesale trade are participated with 22.2% of total turnover.*

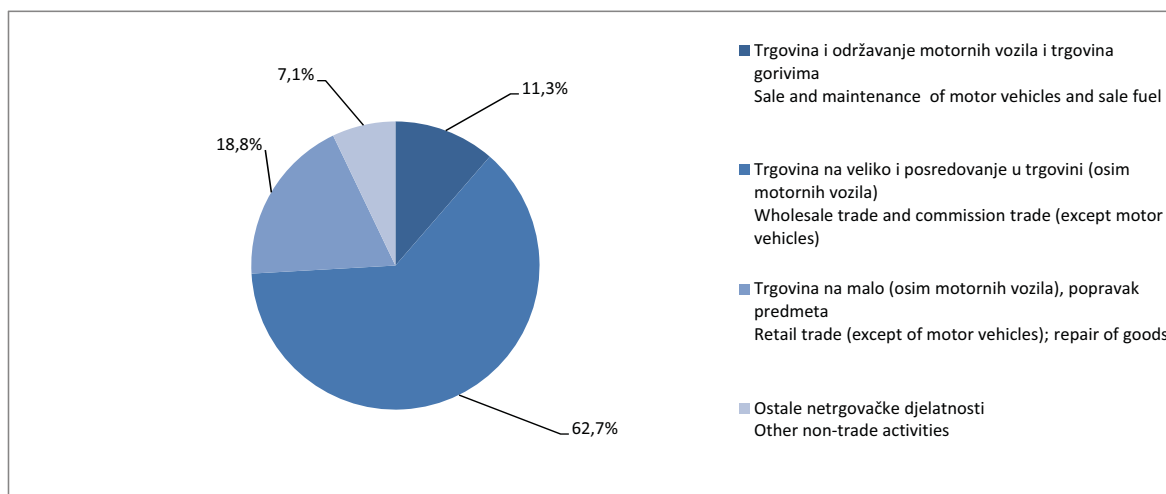
*The realized total turnover in retail trade is 912 million KM for 1<sup>st</sup> quarter of 2010 of which are in non - specialized stores realized 486 million KM or 53.4%. Other retail sale of new goods in specialized stores participated with 21.2%, retail sale of pharmaceutical and medical goods, cosmetic and toilet articles with 14.9%. All other retail trade activities were involved with 10.5%.*

*551 million KM turnover for 1<sup>st</sup> quarter of 2010. comes from trade and maintenance of motor vehicles and motorcycles and retail trade of fuel and lubricant.*

*Realized turnover of trade goods in enterprise which main activities are not trade were 345 million KM in 1<sup>st</sup> quarter of 2010.*

*Share of turnover in distributive trade by main activity are shown in the chart.*

**G.1 Učešće djelatnosti u ukupnom prometu distributivne trgovine, prema pretežnoj djelatnosti**  
*Activity share in total turnover of distributive trade, by main activity*



**T.1 PODACI DISTRIBUTIVNE TRGOVINE PREMA PRETEŽNOJ DJELATNOSTI POSLOVNOG SUBJEKTA ZA I KVARTAL 2010. - BiH**  
**DISTRIBUTIVE TRADE DATA BY MAIN ACTIVITY OF BUSINESS UNIT FOR I QUARTER 2010. - BiH**

Naziv djelatnosti	I Kvartal 2010 / I Quarter 2010				Name of activity
	Promet s PDV- om u hiljadama KM <i>Turnover with VAT in thousands KM</i>	PDV VAT	Zalihe Stocks	Broj zaposlenih na kraju kvartala <i>Number of persons employed at the end of quarter</i>	
<b>UKUPNO DISTRIBUTIVNA TRGOVINA</b>	<b>4.856.398</b>	<b>701.697</b>	<b>3.714.205</b>	<b>78.200</b>	<b>TOTAL DISTRIBUTIVE TRADE</b>
<b>Ukupno trgovačke djelatnosti</b>	<b>4.510.807</b>	<b>651.944</b>	<b>3.105.499</b>	<b>70.108</b>	<b>Total trade activities</b>
<b>Trgovina, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima</b>	<b>551.074</b>	<b>77.740</b>	<b>335.339</b>	<b>8.260</b>	<b>Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel</b>
- Trgovina motornih vozila	125.408	16.870	71.690	1.208	- Sale of motor vehicles
- Održavanje i popravak motornih vozila	34.439	4.641	35.616	891	- Maintenance and repair of motor vehicles
- Trgovina dijelovima i priborom za vozila	82.175	11.520	140.988	1.646	- Sale of motor vehicles parts and accessories
- Trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	809	117	4.298	27	- Sale, maintenance and repair of motorcycles and related parts and accessories
- Trgovina na malo motornim gorivima i mazivima	308.243	44.593	82.747	4.488	- Retail sale of automotive fuel
<b>Trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima</b>	<b>3.047.389</b>	<b>443.001</b>	<b>1.840.808</b>	<b>38.067</b>	<b>Wholesale trade and commission trade, except of motor vehicles and motorcycles</b>
- Trgovina na veliko preko posrednika	98.904	13.665	73.388	1.588	- Wholesale on a fee or contract basis
- Trgovina na veliko poljoprivrednim sirovinama i živim životinjama za vlastiti račun	26.687	3.858	16.304	438	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
- Trgovina na veliko hranom, pićima i duhanom za vlastiti račun	687.601	102.609	266.507	8.377	- Wholesale of food, beverages and tobacco, only wholesale on own account
- Trgovina na veliko predmetima za domaćinstvo za vlastiti račun	493.790	71.232	403.064	6.940	- Wholesale of household goods, only wholesale on own account
- Trgovina na veliko nepoljoprivrednim poluproizvodima, ostacima i otpacima za vlastiti račun	936.230	134.438	452.029	7.364	- Wholesale of non- agricultural intermediate products, waste and scrap, only wholesale on own account
- Trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	56.493	8.000	48.813	958	- Wholesale of machinery, equipment and supplies, only wholesale on own account
- Ostala trgovina na veliko za vlastiti račun	747.684	109.199	580.703	12.402	- Other wholesale, only wholesale on own account
<b>Trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo</b>	<b>912.345</b>	<b>131.202</b>	<b>929.353</b>	<b>23.781</b>	<b>Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods</b>
- Trgovina na malo u nespecializiranim prodavnicama	486.808	70.403	430.610	11.937	- Retail sale in non- specialized stores
- Trgovina na malo hranom, pićima i duhanskim proizvodima u specializiranim prodavnicama	68.032	9.045	26.447	1.729	- Retail sale of food, beverages and tobacco in specialized stores
- Trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	136.165	19.818	106.659	3.245	- Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- Ostala trgovina na malo novom robom u specializiranim prodavnicama	193.284	27.854	347.434	6.329	- Other retail sale of new goods in specialized stores
- Trgovina na malo polovnom robom, u prodavnicama	220	32	454	32	- Retail sale of second- hand goods in stores
- Trgovina na malo izvan prodavnica	12.561	1.840	11.886	320	- Retail sale not in stores
- Popravak predmeta za ličnu upotrebu i domaćinstvo	15.275	2.209	5.863	189	- Repair of personal and household goods
<b>Trgovina ostvarena u netrgovačkim djelatnostima</b>	<b>345.591</b>	<b>49.753</b>	<b>608.706</b>	<b>8.092</b>	<b>Trade realized in non-trade activities</b>
- Poljoprivreda, lov, šumarstvo i ribarstvo	42.252	6.069	26.624	1.315	- Agriculture, hunting, forestry and fishing
- Industrijske djelatnosti	246.562	35.265	518.100	5.345	- Industrial activities
- Građevinarstvo	18.034	2.662	29.145	421	- Construction
- Ugostiteljstvo	488	70	362	55	- Hotels and restaurants
- Saobraćaj, skladištenje i komunikacije	22.659	3.428	12.716	450	- Transport, storage and communication
- Poslovanje nekretninama, iznajmljivanje i ostale poslovne djelatnosti	15.596	2.260	21.760	506	- Real estate, renting and other business activities

Naziv djelatnosti	IV 2009	I 2010	I 2010	Name of activity
	III 2009	IV 2009	I 2009	
<b>DISTRIBUTIVNA TRGOVINA</b>	<b>93,8</b>	<b>88,3</b>	<b>109,0</b>	<b>TOTAL DISTRIBUTIVE TRADE</b>
<b>netrgovačke djelatnosti</b>	<b>94,1</b>	<b>86,4</b>	<b>107,6</b>	<b>Total trade activities</b>
<b>prodaja, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima</b>	<b>97,3</b>	<b>87,0</b>	<b>105,0</b>	<b>Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel and lubricants</b>
trgovina motornih vozila	98,6	86,6	81,0	- Sale of motor vehicles
održavanje i popravak motornih vozila	105,0	83,8	89,7	- Maintenance and repair of motor vehicles
trgovina dijelovima i priborom za vozila	120,6	68,9	100,8	- Sale of motor vehicles parts and accessories
trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	97,2	17,9	20,9	- Sale, maintenance and repair of motorcycles and related parts and accessories
trgovina na malo motornim gorivima i mazivima	89,5	95,2	125,3	- Retail sale of automotive fuel
<b>trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima</b>	<b>93,9</b>	<b>85,5</b>	<b>108,2</b>	<b>Wholesale trade and commission trade, except of motor vehicles and motorcycles</b>
trgovina na veliko preko posrednika	94,5	87,4	120,1	- Wholesale on a fee or contract basis
trgovina na veliko poljoprivrednim sirovinama i životinjama za vlastiti račun	80,6	38,3	41,1	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
trgovina na veliko hranom, pićima i duhanom za vlastiti račun	98,6	82,4	100,1	- Wholesale of food, beverages and tobacco, only wholesale on own account
trgovina na veliko predmetima za domaćinstvo za vlastiti račun	98,2	97,4	106,4	- Wholesale of household goods, only wholesale on own account
trgovina na veliko nepoljoprivrednim proizvodima, ostacima i otpacima za vlastiti račun	90,5	87,0	138,6	- Wholesale of non-agricultural intermediate products, waste and scrap, only wholesale on own account
trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	99,2	100,7	113,0	- Wholesale of machinery, equipment and transport, only wholesale on own account
ostala trgovina na veliko za vlastiti račun	92,6	82,3	94,4	- Other wholesale, only wholesale on own account
<b>trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo</b>	<b>93,0</b>	<b>89,5</b>	<b>107,0</b>	<b>Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods</b>
trgovina na malo u nespecijaliziranim prodavnicama	91,5	86,2	100,9	- Retail sale in non-specialized stores
trgovina na malo hranom, pićima i duhanskim proizvodima u specijaliziranim prodavnicama	97,4	82,4	101,0	- Retail sale of food, beverages and tobacco in specialized stores
trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	102,7	130,6	136,7	- Retail sale of pharmaceutical and medical, cosmetic and toilet articles
ostala trgovina na malo novom robom u specijaliziranim prodavnicama	90,5	78,8	104,6	- Other retail sale of new goods in specialized stores
trgovina na malo polovnom robom, u prodavnicama	126,0	65,8	74,8	- Retail sale of second-hand goods in specialized stores
trgovina na malo izvan prodavnica	118,2	93,4	102,4	- Retail sale not in stores
popravak predmeta za ličnu upotrebu i domaćinstvo	89,3	170,7	266,2	- Repair of personal and household goods
<b>ostvarena u netrgovačkim djelatnostima</b>	<b>88,8</b>	<b>122,6</b>	<b>131,5</b>	<b>Trade realized in non-trade activities</b>
poljoprivreda, lov, šumarstvo i ribarstvo	88,6	136,0	118,2	- Agriculture, hunting, forestry and fishing
industrijske djelatnosti	90,6	149,6	159,9	- Industrial activities
građevinarstvo	83,7	73,2	103,7	- Construction

## METODOLOŠKA OBJAŠNJENJA

Podaci o distributivnoj trgovini za Bosnu i Hercegovinu dobijeni su agregiranjem kvartalnih izvještaja koje su prikupili i obradili entitetski zavodi za statistiku FBiH i RS, te podružnica Agencije za statistiku BiH u Brčko Distriktu.

Izveštajne jedinice su pravni subjekti koji su prema pretežnoj djelatnosti registrovani u područje G KD BiH „Trgovina“. Izveštajima su obuhvaćeni i određeni pravni subjekti koji su prema pretežnoj djelatnosti registrovani u druge djelatnosti (industrija, građevinarstvo, ugostiteljstvo itd.), ali se uz to bave i nekom od trgovačkih djelatnosti.

Djelatnost preduzetnika koji se bave trgovinom nije obuhvaćena ovim podacima. Također, podacima nisu obuhvaćene trgovačke jedinice preduzeća iz RS koje posluju na području FBiH. Njihovo učešće nije veliko, ali će nedostatak biti otklonjen redizajiniranjem istraživanja.

**Distributivna trgovina** uključuje sve oblike trgovačkih aktivnosti, od nabavke robe, od proizvođača do isporuke robe, krajnjem potrošaču na domaćem tržištu. Ona obuhvata: trgovinu na veliko za vlastiti račun, posredovanje u trgovini na veliko, trgovinu na malo i popravke motornih vozila i motocikla, te predmeta za ličnu upotrebu i domaćinstvo.

**Trgovina na veliko (na domaćem tržištu)** je aktivnost kupovine i preprodaje robe industrijskim, trgovačkim, profesionalnim korisnicima i ustanovama i drugim poslovnim subjektima koji se bave trgovinom na veliko ili na malo. Također, uključuje i tranzitni promet robe (prodaja robe koja se po nalogu prodavača direktno isporučuje kupcu bez prethodnog uskladištenja kod prodavača).

**Posredovanje u trgovini na veliko** podrazumijeva obavljanje djelatnosti trgovine na veliko uz naplatu ili po ugovoru. Uključuje prodaju s konsignacijskih skladišta, usluge komisionara (agenata), prodaju preko posrednika za trgovačku robu i drugih veletrgovaca koji trguju u ime ili za račun drugih. Također, djelatnost subjekata koji učestvuju u povezivanju prodavača s kupcima ili poduzimaju trgovačke transakcije u ime vlasnika robe.

**Trgovina na malo** obuhvata aktivnosti prodaje roba krajnjim potrošačima odnosno stanovništvu (za ličnu potrošnju ili za upotrebu u domaćinstvu) i vršenje usluga popravke predmeta za ličnu upotrebu i domaćinstvo.

**Promet** je vrijednost svih prodanih roba i usluga na tržištu u posmatranom periodu bez obzira na to jesu li naplaćene ili ne. Podacima je prikazan promet sa PDV-om i posebno PDV.

**Broj zaposlenih** uključuje sve osobe koje stvarno rade u preduzeću, a to su: vlasnici, suvlasnici, neplaćeni članovi porodice i zaposlenici koji redovno rade u preduzeću; osobe koje rade izvan prostorija matičnog preduzeća (npr. trgovački predstavnici, dostavljači, ekipe za popravke i održavanje); osobe odsutne sa posla na kraće vrijeme (npr. zbog bolesti, porodiljskog bolovanja, plaćenog odmora i sl); radnike u štrajku; radnike koji rade skraćeno radno vrijeme; radnike koji obavljaju posao kod kuće; sezonske radnike i pripravnike.

**Zalihe** se iskazuju sa stanjem na kraju kvartala po knjigovodstvenoj vrijednosti. Zalihe robe koje se nalaze u skladištima iskazuju se kao zalihe u trgovini na veliko, a zalihe koje se nalaze u prodavnici iskazuju se kao zalihe u trgovini na malo.

## NOTES OF METHODOLOGY

Data on distributive trade for Bosnia and Herzegovina were aggregated from quarterly reports that are collected and processed by the Statistical Office at the level of entities and Branch Office in Brcko District.

Reporting units are legal entities which are registered by the main activities in section G- trade KD BiH. Also, legal entities that are registered by main activities in other activities (industry, construction, hotels and restaurants etc.) are covered. Those legal entities are engaged in some of the commercial activities.

Activities of commercial entrepreneurs are not included in this data. Also, the data are not included, as well as, data on establishments of trade enterprises from the RS which operating in the territory of FBiH. Their participation is not great, but the shortage will be removed by redesigning of survey.

**Distributive trade** consists of all types of trade activities, from supplying goods from the producer to distributing them to the final consumer. It comprises wholesale trade on own account, wholesale on a fee or contract bases, retail trade and repair of motor vehicles and motorcycles and personal and household goods.

**Wholesale trade (on domestic market)** is an activity of sale and resale of goods to industrial, trading and professional users and organisations as well as to other business entities engaged in wholesale and retail trade. It also includes transit goods trade (sales of goods which is by a vendor's order directly delivered to a customer without being previously stored at the salesman's).

**Wholesale on a fee or contract bases** consists of performing of wholesale trade by payment or contract. It includes sales from consignment warehouses, commissioners services, mediator for trading goods and other wholesale vendors operating in the name or on the account of others, as well as an activity of those who are engaged in connecting vendors with customers or undertake trade transactions on behalf of the owner of goods.

**Retail trade** is the sale of goods to final consumers, that is to population (for personal consumption or for using in household) and services provided, irrespective of the fact whether they are paid or not.

**Turnover** is total value of all goods sold and services provided on the market in the observed period, irrespective of whether paid up or not. This data represent turnover with VAT and separately VAT.

**Number of persons employed** includes all persons actually working in the business entity: owners, co-owners, unpaid family members and employees who regularly work in the enterprise; persons work outside central premises of an enterprise (e.g. sales representatives, messengers, repair and maintenance teams); persons on short leaves (e.g. for sickness, maternity leave, paid vacation); workers on strike; part time workers; workers who are working at home; seasonal workers and trainees.

**Stocks** are presented in the state at the end of the quarter, based on bookkeeping. Stocks in warehouses are shown as stocks in the wholesale trade, while stocks in outlets are shown as stocks in the retail trade.

---

**Izdaje i štampa Agencija za statistiku Bosne i Hercegovine, 71000 Sarajevo, Zelenih beretki 26**  
*Published and printed by the Agency for Statistics of the Bosnia and Herzegovina, 71000 Sarajevo, Zelenih beretki 26*

**Telefon/Phone: +387 (33) 220 626 · Telefaks/Telefax: +387 (33) 220 622**  
**Elektronska pošta/E-mail : bhas@bhas.ba · Internetska stranica/Web site: <http://www.bhas.ba>**

**Odgovara direktor Zdenko Milinović**  
*Person responsible: Zdenko Milinović, Director General*

**Saopštenje priredili: Fahir Kanlić, Bojana Cicović i Alen Mrgud**  
*Prepared by: Mr. Fahir Kanlić, Ms. Bojana Cicović and Mr. Alen Mrgud*

**Lektor: Amra Kapetanović**  
*Language Editor: Ms. Amra Kapetanović*

**Štampa: 100 primjeraka**  
*100 copies printed*

**Podaci iz ovog saopštenja objavljuju se i na internetu**  
*First Release data are also published on the Internet*

---