Informations Rapides

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Insee Conjoncture

Main indicators

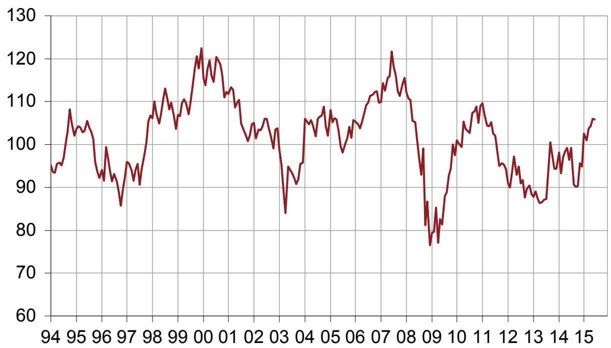
Monthly survey in the retail trade and in the trade and repair of motor vehicles - June 2015

In June 2015, the business climate remains good in the retail trade and in the trade and repair of motor vehicles

According to the managers surveyed in June 2015, the business climate remains good in the retail trade and in the trade and repair of motor vehicles. The corresponding synthetic indicator is stable. It has been over its long-term average since the beginning of the year.

Business climate synthetic indicator

Mean=100, standard deviation=10



Expectations over their average

A few more managers have indicated that their past activity has slowed down, the corresponding balance returning to its average. According to each sector, the situation is different: the balance has still remained very high in motor car trade, but has stayed under its average in retail trade.

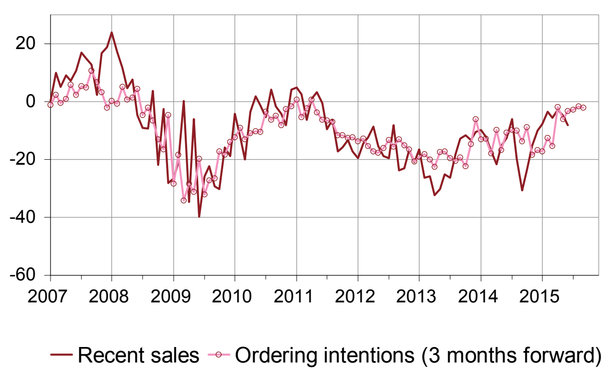
Regarding their forecasts, managers are waiting to see: the expected sales balance has declined, those corresponding to ordering intentions and general business outlook have been virtually stable. Nevertheless, each of the three balances has remained over its average.

Stocks have been replenished, but their level is still estimated below average.

Fewer business leaders than in May expect price falls over the next few months.

Recent sales and ordering intentions

Balances of opinion, %, SA



Global data

Balances of opinion, in %, S.A.

	Ave. (1)	March 15	April 15	May 15	June 15
Business climate	**100**	**104**	**104**	**106**	**106**
General business outlook	–30	–29	–26	–24	–22
Recent sales	–7	–6	–3	–5	–8
Expected sales	–3	5	0	6	0
Ordering intentions	–9	–3	–3	–2	–2
Stocks	10	11	4	3	8
Past selling prices (2)	–6	–12		–8	
Expected selling prices	–3	–8	–5	–8	–4
Cash position (2)	–15	–18		–18	
Workforce size: recent trend	0	–8	–3	–1	–1
Workforce size: future trend	–3	–5	–7	–4	–5

(1) Average since 1991 (2004 for recent and expected sales and ordering intentions).

(2) Bi-monthly question (odd-numbered months).

Source: monthly survey in the retail trade and in the trade and repair of motor vehicles - INSEE

Opinion about employment is near its average

Each of both balances concerning recent and future trends on workforce size is almost unchanged, just below its mean level.

Institut national de la statistique et des études économiques
Direction générale 18 bd A. Pinard 75675 Paris Cedex 14
Directeur de la publication : Jean-Luc Tavernier

http://www.insee.fr

- ## Retail trade

Still sluggish past activity

In **non-specialised trade**, more retailers than in May have declared a fall in their past sales, while they are fewer in the **specialised trade**. However, each of both balances is still under its mean level.

In the retail trade as a whole, forecasts have been globally less optimistic than in May: each of the balances concerning expected sales and ordering intentions has slightly fallen back, being now near its average. Nevertheless, in specialised trade, the ordering intentions balance has risen and is now over its mean level.

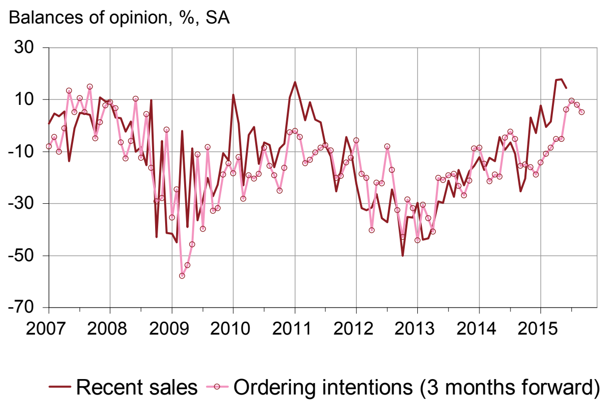
Fewer non-specialised and specialised retailers expect price falls in the next few months.

- ## Trade and repair of motor vehicles

Still dynamic activity

According to the managers in trade and repair of motor vehicles, past activity has remained good: although the corresponding balance has slightly decreased, it has stayed very high. Their anticipations are still optimistic: both balances concerning expected sales and ordering intentions have moderately changed, but are still at high levels.

Recent sales and ordering intentions in motor vehicles



More managers than in May expect rises in prices over the next few months.

Balances concerning recent and future trends in workforce size have remained well over their average.

Detailed data

Balances of opinion, in %, S.A.

	Ave. (1)	March 15	April 15	May 15	June 15
Retail trade - Global data					
Recent sales	–6	–8	–11	–14	–17
Expected sales	–1	3	–2	6	–2
Ordering intentions	–7	–6	–4	–3	–6
Stocks	10	12	0	0	8
Past selling prices (2)	–8	–19		–12	
Expected selling prices	–5	–14	–9	–12	–8
Cash position (2)	–13	–18		–18	
Workforce size: recent trend	1	–9	–3	–1	0
Workforce size: future trend	–2	–6	–9	–5	–6
Non-specialised retail trade					
Recent sales	–2	5	–1	–5	–18
Expected sales	5	16	7	17	6
Ordering intentions	1	2	11	9	3
Stocks	7	13	–9	–9	4
Past selling prices (2)	–8	–25		–10	
Expected selling prices	–5	–13	–10	–13	–6
Cash position (2)	–7	–9		–11	
Specialised retail trade					
Recent sales	–11	–25	–23	–25	–17
Expected sales	–8	–15	–13	–8	–11
Ordering intentions	–17	–18	–20	–20	–13
Stocks	14	10	12	12	13
Past selling prices (2)	–8	–15		–17	
Expected selling prices	–5	–14	–9	–12	–9
Cash position (2)	–22	–28		–26	
Trade and repair of motor cars and motorcycles					
Recent sales	–10	2	18	18	15
Expected sales	–9	11	7	5	8
Ordering intentions	–13	6	10	8	5
Stocks	15	10	12	10	8
Past selling prices (2)	1	7		4	
Expected selling prices	4	6	7	3	5
Cash position (2)	–25	–17		–15	
Workforce size: recent trend	–10	–7	–4	0	–3
Workforce size: future trend	–8	–2	–1	0	–1

(1) Average since 1991 (2003 for trade and repair of motor vehicles and 2004 for recent and expected sales and ordering intentions).
(2) Bi-monthly question (odd-numbered months).
Source: monthly survey in the retail trade and in the trade and repair of motor vehicles - INSEE

Learn more:

* A balance of opinion is the difference between weighted percentage of ‘increase’ or ‘above normal’ answers and weighted percentage of ‘decrease’ or ‘below normal’ answers.
** Non-specialized food retail trade (super / hypermarkets) is 89 % of non-specialized retail trade, non-specialized non-food retail trade (department stores, retail sale via home-shopping) 11 %. The survey doesn’t include specialized food retail trade.

- Complementary data (long series) and metadata (methodology. linked internet pages, etc.) are available on the web page of this index: http://www.insee.fr/en/themes/info-rapide.asp?id=86
- Historical data are available on the BDM: G1229, G1230.
- Press contact: bureau-de-presse@insee.fr .

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