

Informations *Rapides*

22 septembre 2016 - n° 249



Main indicators

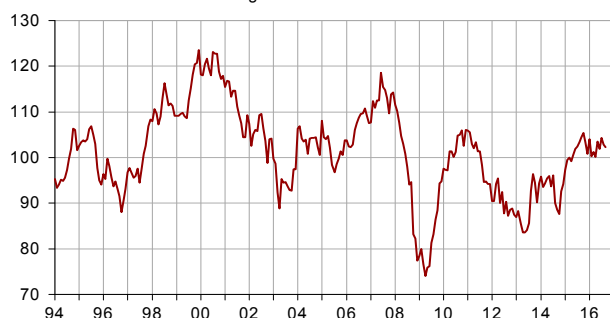
■ Monthly survey in retail trade and in trade and repair of motor vehicles - September 2016

In September 2016, the business climate declines slightly in retail trade and in trade and repair of motor vehicles

According to the managers surveyed in retail trade and in trade and repair of motor vehicles, the business climate has slightly declined in September 2016. The composite indicator that measures it has lost one point for the second consecutive month and stands at 102. It has remained above its long term average (100) since May 2015.

Business climate synthetic indicator

Standardised indicator: average = 100 and standard deviation = 10



Tendency in retail trade and in trade and repair of motor vehicles

Balances of opinion, in %, S.A.

	Ave. (1)	June 16	July 16	Aug. 16	Sept. 16
Business climate	100	102	104	103	102
General business outlook	-30	-22	-18	-22	-19
Recent sales	-7	-5	-5	-4	-11
Expected sales	-3	-1	2	0	-2
Ordering intentions	-9	-5	-2	-3	-4
Stocks	11	10	16	14	13
Past selling prices (2)	-7		-7		-7
Expected selling prices	-3	-9	-5	-5	-8
Cash position (2)	-15		-16		-18
Workforce size: recent trend	1	-2	-4	-1	0
Workforce size: future trend	-3	-5	-3	-4	-6

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

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

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

More traders consider their sales lower

More traders than in August have declared a fall in their past activity. The corresponding balance of opinion has gone below its long term average. Concerning the next few months, the managers are a little less optimistic about their sales and their ordering intentions. However they are slightly more confident about general business outlook. Each of the three balances stands above its mean level.

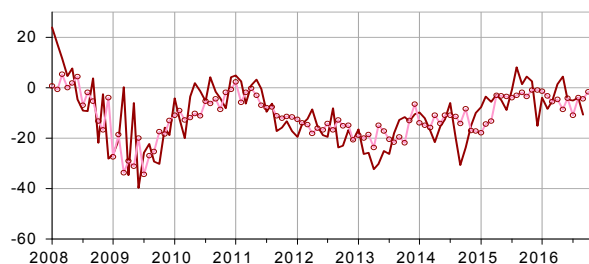
Stocks are deemed practically stable and above their standard level.

As many retailers as on the last interrogation have indicated falls in prices over the last few months, but more of them expect some in the coming months.

The cash position is considered a little more difficult than in July.

Recent sales and ordering intentions

Balances of opinion, %, SA



— Recent sales —○— Ordering intentions (3 months forward)

Slightly more pessimistic forecasts on employment

The balance concerning the recent workforce size is virtually stable and close to its average. Conversely, the expected workforce one has decreased again. In retail trade, these balances stand below their mean level, while in trade and repair of motor vehicles, they are above.

In retail trade, the business climate indicator remains virtually stable

In retail trade, the business climate indicator is virtually stable (-1 point after +1 point), and close to its long-term average (100). More **non-specialised** retailers than in August have pointed out a rise in their past sales, but the balance remains below its average. In **specialised** trade, the balance has plummeted to the low level of the beginning of 2015: this drop has been pronounced in the “culture, recreational and luxury goods” sector, where the balance has come back to its level of the beginning of 2010.

Overall, retailers maintain their expectations: the balances concerning expected sales and ordering intentions are practically stable, close to their average.

Roughly as many traders as on the last interrogation have declared falls in selling prices, on the past as on the future.

The cash position is estimated difficult.

In trade and repair of motor vehicles, business climate declines again

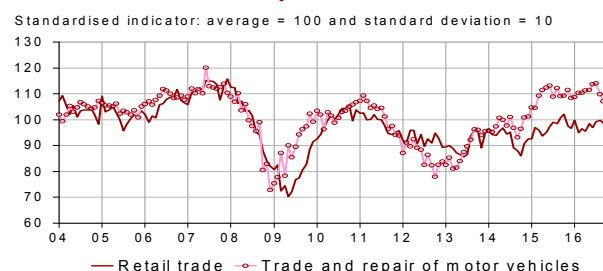
In trade and repair of motor vehicles and motor cycles, the business climate indicator has weakened for the second month in a row (-3 points). However, it has remained above its mean level (100) since the end of 2014.

The three balances concerning past and expected sales and ordering intentions have fell back significantly, albeit remaining above their mean level.

More motor vehicles traders than on the last interrogation have noted falls in selling prices, over the last as over the next few months.

The cash flow position is estimated a little less easy than in July.

Business climate synthetic indicator in retail trade and in trade and repair of motor vehicles



Detailed data

Balances of opinion, in %, S.A.

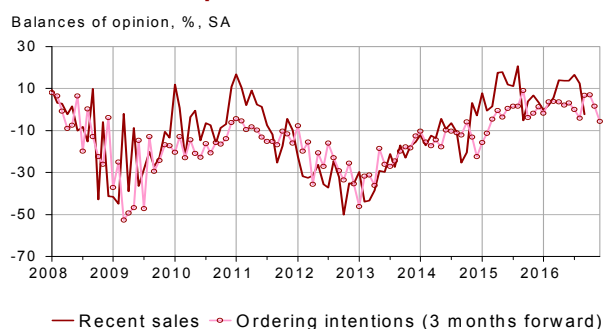
	Ave. (1)	June 16	July 16	Aug. 16	Sept. 16
Retail trade - Global data					
Business climate	100	97	99	100	99
Gener. busin. outlook	-30	-25	-21	-24	-21
Recent sales	-6	-12	-14	-11	-14
Expected sales	-1	-4	0	-2	-3
Ordering intentions	-7	-7	-5	-5	-4
Stocks	10	9	16	12	11
Past selling prices (2)	-9		-11		-9
Expected selling prices	-5	-10	-6	-7	-8
Cash position (2)	-13		-16		-18
Workforce size: recent trend	2	-3	-5	-2	0
Workforce size: future trend	-2	-5	-4	-4	-6
Non-specialised retail trade					
Recent sales	-2	-6	-8	-8	-4
Expected sales	6	5	9	6	5
Ordering intentions	1	5	5	4	5
Stocks	7	7	14	10	9
Past selling prices (2)	-9		-13		-9
Expected selling prices	-5	-8	-5	-6	-6
Cash position (2)	-7		-9		-11
Specialised retail trade					
Recent sales	-11	-20	-21	-14	-27
Expected sales	-8	-15	-9	-10	-14
Ordering intentions	-17	-21	-15	-16	-16
Stocks	13	10	15	11	12
Past selling prices (2)	-8		-9		-9
Expected selling prices	-5	-12	-8	-8	-9
Cash position (2)	-23		-24		-27
Trade and repair of motor cars and motorcycles					
Business climate	100	114	114	110	107
Gener. busin. outlook	-30	-8	-8	-15	-11
Recent sales	-9	14	17	12	-2
Expected sales	-8	6	4	8	-4
Ordering intentions	-12	7	7	2	-6
Stocks	15	14	18	19	17
Past selling prices (2)	1		1		-3
Expected selling prices	4	-6	-2	3	-6
Cash position (2)	-24		-16		-18
Workforce size: recent trend	-9	3	0	0	2
Workforce size: future trend	-7	-1	-1	-6	-6

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

Recent sales and ordering intentions in trade and repair of motor vehicles



Learn more:

The whole sector “retail trade and trade and repair of motor vehicles and motor cycles” is composed for 71% of retail trade and for 29% of trade and repair of motor vehicles and motor cycles.

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.

- 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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