

Informations *Rapides*

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Main indicators

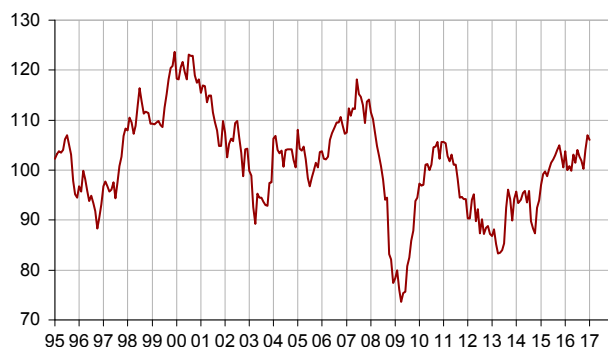
■ Monthly survey in retail trade and in trade and repair of motor vehicles - January 2017

In January 2017, the business climate is virtually stable 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 is virtually stable in January 2017. The composite indicator that measures it has lost one point and stands at 106. It has been above or equal to its average (100) since May 2015.

Business climate synthetic indicator

Standardised indicator: average = 100 and standard deviation = 10



More traders indicate a rise in their past activity

Once again, more managers than last month have declared a rise in their past activity. The corresponding balance remains above its average. As for the next months, the balances concerning expected sales and ordering intentions have barely changed. The one concerning general business outlook has decreased after having risen for two months. Each of these three balances stays above its long-term average.

The balance about stocks is virtually stable, moderately below its standard level.

Slightly more traders than in December have expected to rise their prices on the next few months. The balances on past and expected prices stand above their average. The cash position is still considered as normal.

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

Balances of opinion, in %, S.A.

	Ave. (1)	Oct. 16	Nov. 16	Dec. 16	Jan. 17
Business climate	100	100	104	107	106
General business outlook	-30	-20	-12	-10	-14
Recent sales	-7	-11	-7	-1	3
Expected sales	-3	-2	4	6	4
Ordering intentions	-8	-10	-8	0	1
Stocks	11	17	18	9	8
Past selling prices (2)	-7		-6		-5
Expected selling prices	-3	-8	-1	1	3
Cash position (2)	-15		-15		-15
Workforce size: recent trend	1	-5	-3	-1	2
Workforce size: future trend	-3	-4	-4	-3	-5

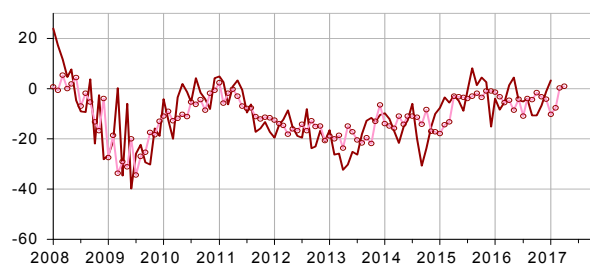
(1) Average since 1991 (2004 for recent and expected sales and ordering intentions).

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

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

Recent sales and ordering intentions

Balances of opinion, %, SA



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

The balance concerning past employment has returned to its average

The balance concerning recent workforce has risen, reaching its highest level since the mid of 2008, just above its average. By contrast, the expected workforce balance has declined, slightly below its mean level. In retail trade, these trends are the same. In trade and repair of motor vehicles, each of the two balances has been virtually stable and remains above its average.

In retail trade, the business climate has weakened

After having increased since October 2016, the business climate indicator has weakened in retail trade: it has lost two points and stands at 101 just above its long-term average (100).

In non-specialised trade, the balance concerning past sales is practically stable, well above its average. In specialised trade, this balance has continued to rise and has reached its mean level.

Overall, fewer retailers than in December expect a decrease in their sales and their orders. However, both balances remain above their average.

The level of stocks is declared lower than in December, still below its standard level.

Practically as many traders as in the last interrogation have noted a rise in their past and expected prices. The balances stand above their average.

The balance concerning the cash situation is roughly stable, close to normal.

In trade and repair of motor vehicles, the business climate remains favourable

In trade and repair of motor vehicles and motor cycles, the business climate indicator is virtually stable at 110. It stands significantly above its mean level (100), which it has exceeded since the end of 2014.

The balance concerning past sales, already above its average, has increased again. Each of the three balances concerning expected sales, ordering intentions and general outlook has decreased a little but remains above its mean level.

The balance on the prices of the last few months has increased and the one about the next few months is practically stable: both stand near their average.

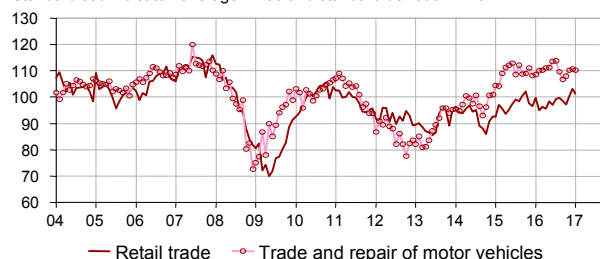
The cash flow situation is declared less easy.

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



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

Standardised indicator: average = 100 and standard deviation = 10



Detailed data

Balances of opinion, in %, S.A.

	Ave. (1)	Oct. 16	Nov. 16	Dec. 16	Jan. 17
Retail trade - Global data					
Business climate	100	97	100	103	101
Gener. busin. outlook	-30	-22	-14	-12	-16
Recent sales	-6	-14	-11	-2	1
Expected sales	0	-6	3	8	3
Ordering intentions	-7	-14	-9	3	1
Stocks	10	16	18	8	6
Past selling prices (2)	-9		-8		-7
Expected selling prices	-5	-10	-2	-3	-2
Cash position (2)	-13		-15		-14
Workforce size: recent trend	2	-4	-2	-2	2
Workforce size: future trend	-2	-4	-5	-4	-7
Non-specialised retail trade					
Recent sales	-2	-2	0	12	11
Expected sales	6	-1	12	19	16
Ordering intentions	1	-10	-2	10	10
Stocks	7	18	20	9	5
Past selling prices (2)	-9		-6		-7
Expected selling prices	-5	-9	2	0	0
Cash position (2)	-7		-9		-8
Specialised retail trade					
Recent sales	-11	-29	-25	-20	-11
Expected sales	-8	-13	-4	-8	-13
Ordering intentions	-17	-19	-19	-7	-8
Stocks	13	15	15	9	10
Past selling prices (2)	-8		-10		-8
Expected selling prices	-5	-10	-8	-6	-5
Cash position (2)	-23		-24		-21
Trade and repair of motor cars and motorcycles					
Business climate	100	108	110	111	110
Gener. busin. outlook	-29	-12	-4	-4	-8
Recent sales	-8	-2	5	2	9
Expected sales	-7	9	3	9	7
Ordering intentions	-11	-2	-3	-3	-6
Stocks	15	18	21	14	12
Past selling prices (2)	1		-3		0
Expected selling prices	4	1	3	5	4
Cash position (2)	-24		-14		-19
Workforce size: recent trend	-9	-5	-12	-2	-4
Workforce size: future trend	-7	-2	1	-3	-2

(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 retail trade and 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: <https://www.insee.fr/en/statistiques?debut=0&theme=30&conjoncture=15>
- Historical data are available on the BDM: [G1229](#), [G1230](#).
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