DISTRIBUTIVE TRADE SURVEY OF NEPAL, 2008

A STATISTICAL REPORT

Ratio of Intermediate Consumption to Trade Margin by NSIC

Government of Nepal

National Planning Commission Secretariat

Central Bureau of Statistics

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Preface

The Central Bureau of Statistics (CBS) is pleased to bring out the report of the Distributive Trade Survey 2007/08 of Nepal which is carried out as a benchmark survey for the first time in Nepal. This survey was made possible with the financial assistance of Economic Reform Technical Assistance (ERTA) project of the Government of Nepal supported by the World Bank. The survey is based on sampling of establishment and is mainly focused on wholesale and retail trade of goods. Thus, the results given in this report are limited to wholesale and retail trade of goods in Nepal.

This report comprises general information about the distributive trade survey and major findings of the survey. I believe, the survey stands as a benchmark for wholesale and retail trade sector and the information available in the report would be useful for decision makers and planners to formulate appropriate polices for the development of the trade sector in the country. In addition, I hope that businessmen and researchers also may take benefits from the report.

This report is the output of hard efforts of staffs at Branch Statistical Offices and at Trade Statistics Section of the CBS. Thus, I would like to thank all those staffs involved in the survey. My special thanks go to Mr. Prabodh Sagar Dhakal, Deputy Director General of the Bureau who provided the guidelines to prepare the report and Mr. Shanker Lal Shreshta, Director, Trade Statistics Section for his devotion to accomplish the whole tasks of the survey. Statistical Officers Mr. Pramod Raj Regmi, Mr. Guna Nidhi Sharma, and Mr. Bishowa Nath Tripathi are also thankful for their efforts. In addition, I appreciate Mr. Suman Raj Aryal, Director, Mr. Damodar Gnawali, Statistical Officer and Lila Nath Pandey, Computer Officer for their valuable contribution.

I would like to thank all respondents for their co-operation in providing information during the survey.

Finally, I would like to extend my sincere thanks to all officers involved in Economic Reform Technical Assistance (ERTA) project of the National Planning Commission Secretariat for their guidance in implementing the survey and for their sincere co-operation.

November, 2009   Uttam Narayan Malla
                                                                        Director General
                                                               Central Bureau of Statistics

Contents

List of Tables

iii

List of Figure

Acronyms

BSO   :   Branch Statistical Office

CBS   :   Central Bureau of Statistics

CPC   :   Central Product Classification

DTS   :   Distributive Trade Survey

ERTA :   Economic Reform Technical Assistance

IC   :   Intermediate Consumption

NSIC :   Nepal Standard Industrial Classification

TM   :   Trade Margin

1. Introduction of the survey

1.1 Background

Distributive trade refers to wholesale and retail trade, which can be defined as an activity comprising purchase of goods and their disposal by way of sale without intermediate physical transformation of goods. The Distributive Trade Survey 2008 (DTS) was a national level survey of trading establishments engaged in trading activities as classified under the Major Division G "Wholesale and Retail Trade on Goods" of Nepal Standard Industrial Classification (NSIC).

The DTS, first ever conducted by the Central Bureau of Statistics (CBS) was carried out under the financial support of Economic Reform Technical Assistance Project (ERTA) of the government. As wholesale and retail trade of goods has a significant contribution to the economy of the country, the DTS was implemented with the aim of providing reliable information on wholesale and retail trade to policy makers and planners for understanding the structure, contribution and other aspects of wholesale and retail trade in Nepal. Apart from that, this survey is considered as a benchmark survey for assessing the contribution of wholesale and retail trade to the national economy.

1.2 Objectives

The objectives of the survey were to :
1. collect information such as employment, compensation of employee, income, intermediate consumption, stocks and other economic data relating to wholesale and retail trade that are required for national accounts purpose;
2. estimate trade margins by some major commodities in accordance with central product classification (CPC);
3. assess the contribution of wholesale and retail trade to the national economy;
4. analyze the data and disseminate to the policy makers, planners, researchers, businessmen and other users.

1.3 Scope and coverage

All trade establishments operating in the country, having registered in any government unit were covered in this Survey. A trade establishment is an economic unit engaged in wholesale or retail trade of goods within the national territory under a single ownership or control, i.e. under a single legal entity at a single fixed location. In other words, a trade establishment is an establishment having three characteristics: economic activity (trading), legal status (registered one) and fixed location (housed in fixed structure).

This survey has collected information on wholesale and retail trade of goods envisaged under Major Division G of NSIC however the service parts of this group (repair of motor vehicles, motorcycle and personal and household appliances) have been excluded from this survey.

1.4 Limitation of the survey

The following trading activities were not included in the survey.
1. Departmental Stores
2. Public trading establishments
3. Non registered trade establishments
4. Street/vendors shops, *Hat Bazar*

1.5 Reference period

The reference period for the data collection under the survey was from July 16, 2007 to July 15, 2008 (i.e. Fiscal Year 2064/65 BS).

1.6 Survey methodology

The survey is a random sample survey and the sampling frame was constructed from the lists of all establishments. At first, the listing operation of the establishment was conducted all over the country and, nearly 59,000 trade establishments were listed in the country.

The Distributive Trade Survey (DTS) used stratified random sampling. Altogether there were 24 stratum and stratification of all establishments listed in the country was done by

rural/urban by NSIC two digits of wholesale and retail trade (50, 51 and 52) and by annual transactions. The stratification based on annual transaction was done as follows:

      (i) Less than Rs. 281,000

      (ii) Rs. 281,000 – Rs. 540,000

      (iii) Rs. 540,001 – Rs. 1,200,000

      (iv) More than Rs. 1,200,000.

The samples were selected randomly from each stratum and around 2955 establishments were selected for enumeration. Out of which, 2843 establishments were enumerated and all estimates given in this report are based on those establishments. The detailed sample design is given in the Annex.

1.7 Data items

The Distributive Trade Survey 2065 collected the information on following items of the establishment.

- Name and address
- Legal status
- Major trading activities
- Types of trade and trade establishment
- Employment, salaries/wages, and other facilities
- Fixed assets
- Sales and purchases of goods
- Other Incomes
- Operating costs
- Stocks
- Tax paid
- Financial transaction
- Problems/constraints

1.8 Training

Altogether, seven training programs were conducted. Out of which, four were for enumerators, two for supervisors and one for branch statistical officers. Nearly 150

staffs, including 33 branch statistical officers, were trained on different aspects of the DTS. The details of the trainings are as follows.

S.N.	Name of the training	No of trainees	Duration	Location
1	Officers training	33	3 days	Hetauda, Makawanpur
2	Supervisors training (2)	33	4 days	Itahari and Mahendranagar
3	Enumerators training (4)	87	4 days	Dharan, Birgung, Gaidakot, Dhangadi

1.9 Field operation

The data collection of the distributive trade survey was done by the staffs of the branch statistical offices (BSOs) located at 33 districts. Direct interview method was used for data collection and around 120 enumerators were involved for this purpose. Due to heavy workload in Kathmandu valley, the staffs from CBS were also fielded for data collection.

To maintain the quality of the data, the field supervision was managed with branch statistical officers in their jurisdiction. In addition, the officers from central office also made frequent visits to the field in order to supervise and check the questionnaires in the field itself to minimize errors during the data collection.

1.10 Data processing

In general, the data processing of the DTS was done at central office. Upon receipts of filled up questionnaires at BSOs, any inconsistencies or incompleteness in the questionnaires were corrected at BSOs itself. After editing at BSOs, the questionnaires were sent to central office where coding, data entry, tabulation and data validation were undertaken. The software CSPro was used for data entry and SPSS for data analysis.

2. Summary of major findings

Total number of trade establishment	58816
Total number of person engaged	136835
Male	100343
Female	36492
Total number of employee	27506
Male	25293
Female	2213
Average number of person engaged per hundred establishment	
Male	171
Female	62
Total salaries, wages and benefits provided to employees ('000 Rs.)	1239164
Average annual expenditure of establishment on salaries, wages and benefits (Rs.)	94000
Average annual compensation of employees paid per paid employee (Rs.)	45000
Trade Margin	
Sale of motor vehicles and motorcycles; retail sale of automotive fuel (NSIC 50)	15.64 %
Wholesale trade and commission trade; except of motor vehicles and motorcycles (NSIC 51)	12.21 %
Retail trade; except of motor vehicles and motorcycles (NSIC 52)	16.07 %
Total value of other receipts ('000 Rs.)	1018455
Ratio of Intermediate Consumption to trade margin	
Sale of motor vehicles and motorcycles; retail sale of automotive fuel (NSIC 50)	20.4 %
Wholesale trade and commission trade; except of motor vehicles and motorcycles (NSIC 51)	17.4 %
Retail trade; except of motor vehicles and motorcycles (NSIC 52)	23.3 %
Total value of fixed assets at the beginning of the reference year ('000 Rs.)	37899333
Total value of fixed assets added during the reference year ('000 Rs.)	2336632
Change in stocks of goods for sale	3865729

3. Results of the survey

3.1 Establishment

A trade establishment is an economic unit engaged in wholesale or retail trade of goods within the national territory under a single ownership or control, i.e. under a single legal entity at a single fixed location. A total of 58816 trade establishments were listed under the survey and out of which more than 90 per cent (54199) were found to be engaged in retail trade, except of motor vehicles and motorcycles (NSIC 52). Only around three and five percent of total establishments were engaged in sales of motor vehicles, motorcycles (NSIC 50) and wholesale trade, commission trade, except of motor vehicles and motorcycles (NSIC 51) respectively. Among establishments primarily engaged in retail trade, except motor vehicle and motorcycle, the highest percentage was found in other retail trade of new goods in specialized stores (61.67%) and lowest in retail sale of second hand good in store (0.31%). Similarly, among establishments primarily engaged in wholesale trade, except motor vehicles and motorcycles, the wholesale of agricultural raw materials and live animals shared highest proportion (49.84%) and other wholesale as having lowest proportion (1.41%) (Table 1)

NSIC		Number of Establishments
50	Sale of motor vehicles and motorcycles; retail sale of automotive fuel	1776
51	Wholesale trade and commission trade; except motor vehicles and motorcycles	2841
52	Retail trade, except of motor vehicles and motorcycles	54199

Figure 1 : Number of Tradeing Establishments by NSIC
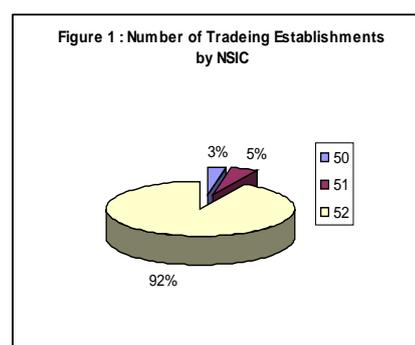
Out of total 58816 trade establishments, around 64 per cent (37545) were located in urban area and 36 per cent (21272) in rural area. In both urban and rural areas, most (more than 90 per cent) of the establishments were engaged in retail trade, except motor vehicles and motorcycles. As per expectation, the establishments engaged in sales of motor vehicles and motorcycles and wholesale trade and commission trade, except motor vehicles and motor cycles were found to be more in urban area than in rural area.

6

Not surprisingly, none of the establishments engaged in sales of motor vehicles and motorcycles and other wholesale were reported in rural areas (Table 1.1).

Type of Location	Number of Establishments
Rural	21272
Urban	37545

Figure 2 : Number of Trading Establishments by Rural/Urban
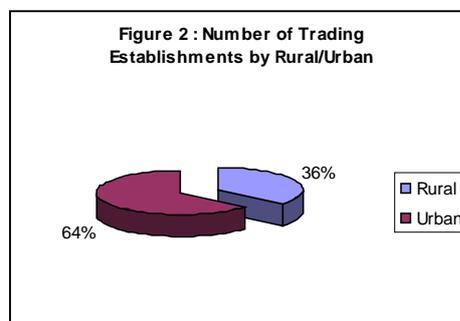
3.2 Employment

Most trading activities whether wholesale or retail are run as a family business and hence most are unpaid family workers. Nevertheless, some establishments engaged in wholesale trading and located mostly in urban areas have employed paid staff as well. According to the survey result, around 137,000 persons were reported to be working in wholesale and retail trade and most of them (80 per cent) were unpaid worker. From the Table 2, it is seen that the male workers were in majority (69% and 92% respectively) in both unpaid workers (109329) and paid employees (27506).

Retail trade, except motor vehicle and motorcycle engaged most paid employees and unpaid workers (74% and 92% respectively) whereas the sales of motor vehicles and motor cycles absorbed 13% (3649) of paid employees and 3 % (3203) of unpaid workers. Likewise, the proportion of paid employees and unpaid workers in wholesale trade and commission trade, except motor vehicle and motorcycle were estimated at 13% (3557) and 5% (5291) respectively.

Sex	Unpaid Worker	Paid Employee
Male	75051	25293
Female	34278	2213

Fig. 3: Number of Employment

7
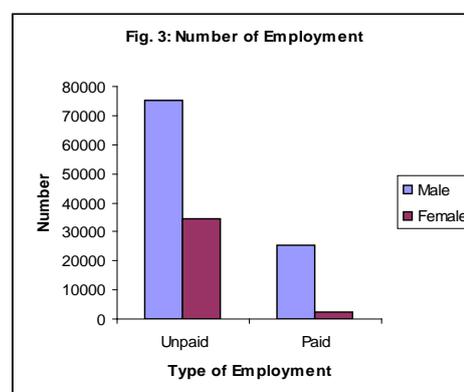
In urban, nearly 64% (69642) of total unpaid workers were absorbed whereas the proportion of total paid workers in urban was estimated at 81% (22338). But, these figures for rural areas were reported at 36% (39687) and 19% (5168) respectively (Table 2.1 and Table 2.2). Like in national level, the male dominance in paid and unpaid workers was observed in both urban and rural areas.

Type of Location	Unpaid Worker		Paid Employee	
	Male	Female	Male	Female
Rural	26685	13002	5047	121
Urban	48366	21276	20246	2092

Figure 4 : Number of Employment by Rural/Urban and Sex
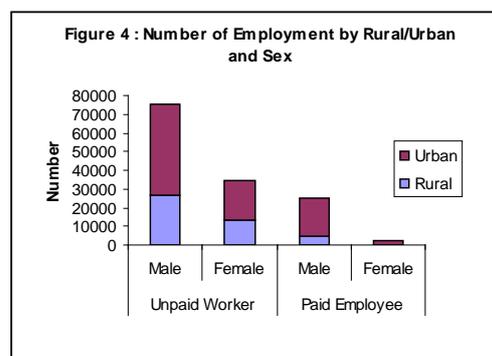
By legal status of establishments, individual establishments engaged most of the workers (97147 male and 36110 female). The lowest number of workers (864 male and 107 female) was absorbed by partnership establishments. The average number of male and female workers engaged per hundred establishments were found higher (1434 and 180 respectively) in private limited establishments whereas these figures were lower in individual establishments for male (167) and in partnership establishments for female (39) (Table 2.3).

3.3 Compensation of Employees

Total amount paid (salaries, wages and other benefits) to the employees during the reference period was estimated at 1239 million rupees. The average amount being paid by one establishment was reported to be Rs. 94,000. Out of total amount paid to the employees, the proportion of amount being spent for salary/wages was 90%. The average amount spent per establishment was found highest (Rs. 241,000) in sales of motor vehicles and motorcycles and lowest (Rs. 79,000) in retail trade, except of motor vehicle and motor cycles (Table 3).

NSIC		Compensation of Employee (Rs. '000)	
		Salaries and Wages	Benefits
50	Sale of motor vehicles and motorcycles; retail sale of automotive fuel	209964	18675
51	Wholesale trade and commission trade; except motor vehicles and motorcycles	152470	14302
52	Retail trade, except of motor vehicles and motorcycles	758676	85076

Figure 5 : Compensation of Employees by NSIC
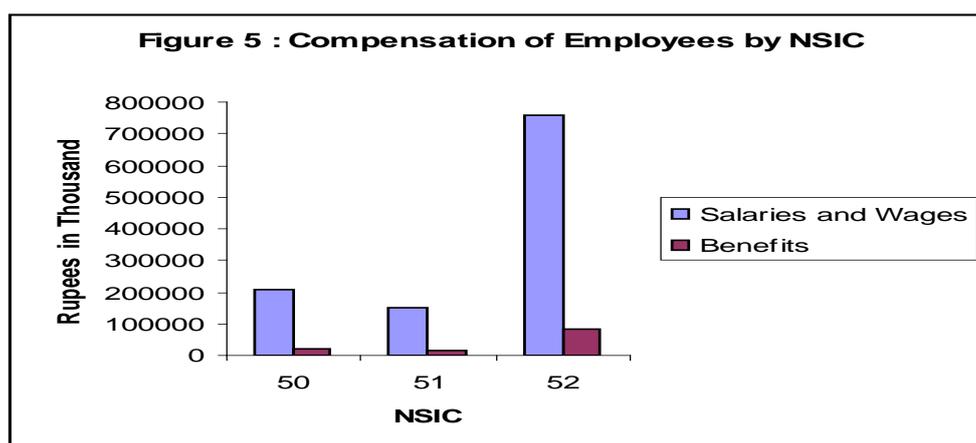
From Table 3.2, it is seen that the urban shared around 83% (1030 million) of total money paid to employees. The average amount paid by one establishment was found Rs. 97000 in urban whereas this figure was Rs. 83000 in rural areas (Table 3.1). By NSIC, both urban and rural establishments saw average amount (Rs. 270000 and Rs. 171000 respectively) paid to the employees higher in sales of motor vehicles and motorcycles and lower (Rs. 83000 and Rs. 63000 respectively) in retail trade, except of motor vehicle and motor cycles.

By legal status of establishments, individual establishments accounted for 88% (1092 million) of total amount paid to the employees whereas the partnership establishments shared less than one per cent of the total amount paid to employees. The average money being paid by one establishment was found highest (Rs. 1114900) in private limited and lowest (around Rs. 84500) was observed in individual and partnership establishments (Table 3.3).

9

Average annual compensation of employees paid per paid employee stands at Rs. 45,000, the highest being (Rs. 71,000) in sales of motor vehicles and lowest (Rs. 38,000) in wholesale of non-agricultural intermediate products, waste and scrap (Table 3.4).

	NSIC	Compensation of employee (Rs. '000)
501	Sale of motor vehicles	71
503	Sale of motor vehicles parts and accessories	48
504	Sale of motorcycles and related parts and accessories	65
505	Retail sale of automotive fuel	67
512	Wholesale of agricultural raw materials and live animals	46
513	Wholesale of household goods	48
514	Wholesale of non-agricultural intermediate products, waste and scrap	38
515	wholesale of machinery equipment and supplies	58
519	Other Wholesale	43
521	Non-specialized retail trade in store	41
522	Retail sale of food, beverages and tobacco in specialized store	46
523	Other retail trade of new goods in specialized	41
524	Retail sale of second hand goods in store	44
	Total	45

Figure 6 : Average annual compensation of employees paid per paid employee by NSIC
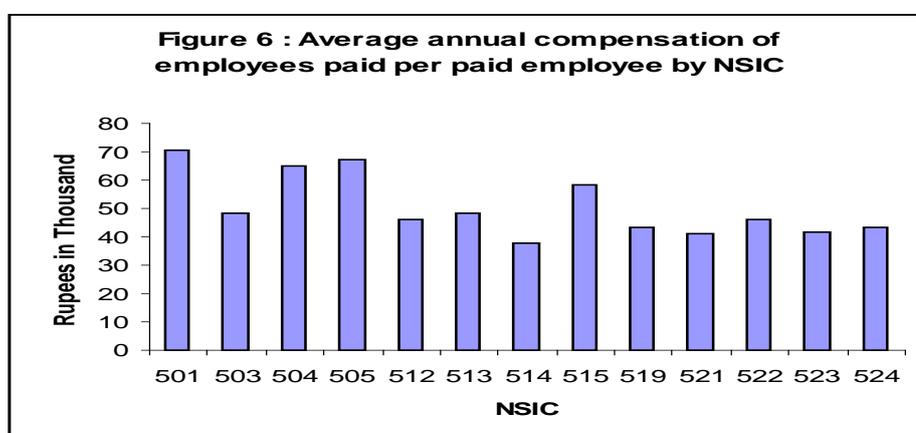
3.4 Trade Margin

A trade margin is the difference between the actual or imputed price realized on a good purchased for resale (either wholesale or retail) and the price that would have to be paid by the distributor to replace the good at the time it is sold or otherwise disposed of. Table 4 presents the trade margin in percentage by Nepal Standard Industrial Classification (NSIC). The retail trade, except of motor vehicles and motorcycles and sale of motor vehicles and motorcycles had almost equal trade margin (16%) whereas the wholesale trade and commission trade, except motor vehicle and motorcycles had lowest trade margin (12.21%).

NSIC		Trade Margin in percentage		
		Nepal	Rural	Urban
50	Sale of motor vehicles and motorcycles; retail sale of automotive fuel	15.64	10.91	17.18
51	Wholesale trade and commission trade; except motor vehicles and motorcycles	12.21	9.83	12.97
52	Retail trade, except of motor vehicles and motorcycles	16.07	15.58	16.4

Figure 7 : Trade Margin in percentage by NSIC
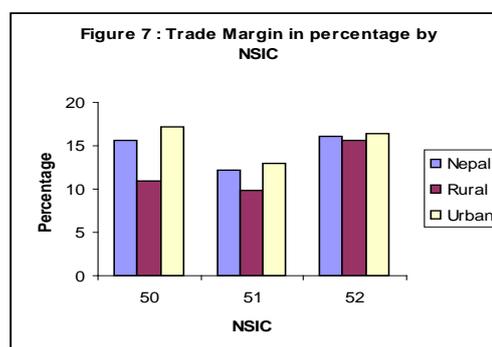
Table 4.1 and 4.2 present the trade margin in percentage by NSIC. In rural, the retail trade, except of motor vehicles and motorcycles had the highest trade margin (15.58%) whereas in urban the highest trade margin (17.18%) was observed in sale of motor vehicles and motorcycles. The lowest trade margin (9.83% and 12.97% respectively) was found in wholesale trade and commission trade, except motor vehicles and motor cycles both in rural and urban areas.

Among NSIC sub groups by three digits, the retail sale of second hand goods in store marked as establishments having top trade margin (25.42%) whereas the lowest trade margin (6.5%) was observed for establishments of retail sale of automotive fuels.

	NSIC	Trade Margin (%)
501	Sale of motor vehicles	13.71
503	Sale of motor vehicles parts and accessories	19.52
504	Sale of motorcycles and related parts and accessories	14.92
505	Retail sale of automotive fuel	6.50
512	Wholesale of agricultural raw materials and live animals	9.54
513	Wholesale of household goods	18.35
514	Wholesale of non-agricultural intermediate products, waste and scrap	11.91
515	wholesale of machinery equipment and supplies	13.10
519	Other Wholesale	9.36
521	Non-specialized retail trade in store	13.40
522	Retail sale of food, beverages and tobacco in specialized store	16.52
523	Other retail trade of new goods in specialized	17.87
524	Retail sale of second hand goods in store	25.42

Figure 8 : Trade Margin in percentage by NSIC
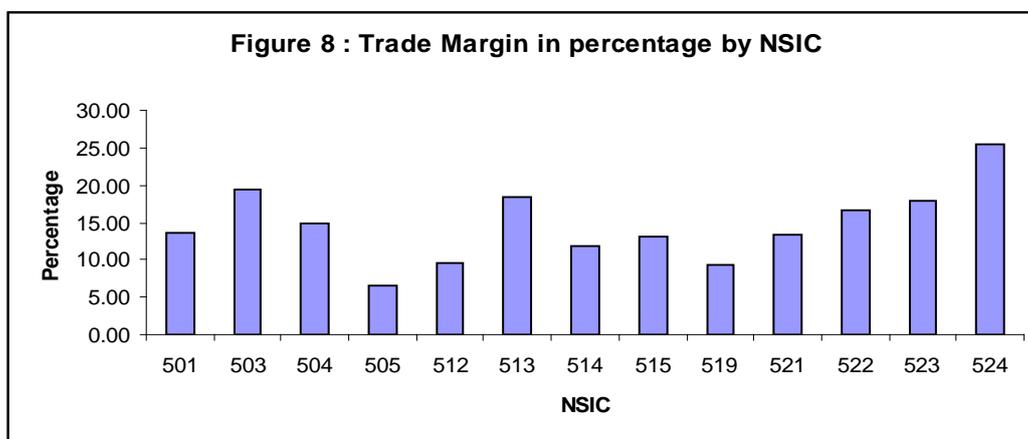
By Central Product Classification (CPC), the highest trade margin (55.56%) was observed in Tanned or dressed fur skins and artificial fur whereas the un-manufactured tobacco and petroleum oils and oils obtained from bituminous materials had lowest trade margin (6.25%) (Table 4.3).

3.5 Other Receipts

Other receipts of all establishments amounted to 1018 million rupees. The sources and shares of the total other receipts were contract and commission work for others (7.6%); repair and maintenance work done for others (14.3%) ; building and machinery rent (7.9%); land rent (0.1%) ; vehicles rent (12.6%); grant (0.5%) and others (57%). Retail trade, except of motor vehicles and motorcycles had relatively higher receipts as compared to remaining two groups of establishments.

Table 5.1 and Table 5.2 show the other receipts of establishments by NSIC and by urban rural. From the tables, it is found that the urban establishments received nearly 68% (688 million rupees) of total other receipts and remaining 32% (330 million rupees) of total other receipts was gained by rural establishments.

3.6 Intermediate Consumption

Intermediate consumption consists of the value of the goods and services consumed as inputs by a process of production, excluding fixed assets whose consumption is recorded as consumption of fixed capital. The ratio of intermediate consumption to trade margin was found higher for retail trade, except of motor vehicles and motorcycles (23.3%) as compared to other NSIC two digit groups: sale of motor vehicles and motorcycles, retail sale of automotive fuel (20.4%) and wholesale trade and commission trade, except motor vehicles and motorcycles (17.4%).

The ratio of IC to trade margin by NSIC in urban area was found similar as of national level but in rural area this ratio was found slightly higher than in national level for all NSIC two digit groups. (Table 6.1 and 6.2).

NSIC		Ratio of IC to Trade Margin		
		Nepal	Rural	Urban
50	Sale of motor vehicles and motorcycles; retail sale of automotive fuel	20.4	23.3	19.4
51	Wholesale trade and commission trade; except motor vehicles and motorcycles	17.4	22.0	16.3
52	Retail trade, except of motor vehicles and motorcycles	23.3	24.4	22.6

Figure 9 : Ratio of IC to TM by NSIC
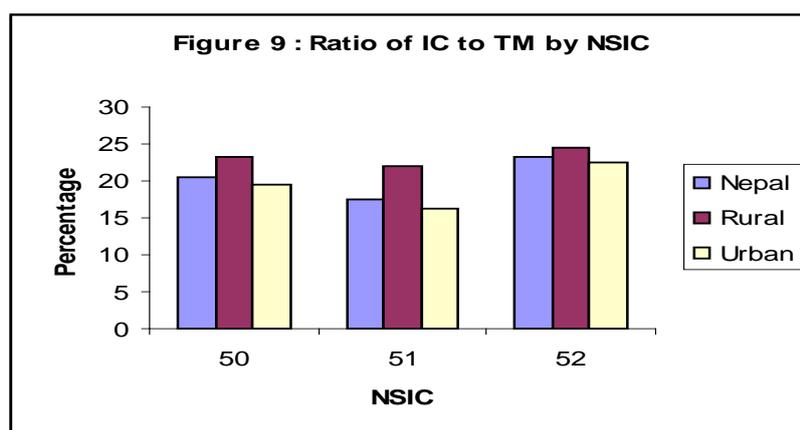
Among three digits NSIC, non-specialized retail trade in stores and other retail trade of new goods in specialized stores had highest ratio of intermediate consumption to trade margin (around 23 %) whereas the lowest ratio of intermediate consumption to trade margin was found in retail sale of second hand goods in stores (8.3 %) (Table 6).

	NSIC	Ratio of IC to Trade Margin (%)
501	Sale of motor vehicles	10.8
503	Sale of motor vehicles parts and accessories	21.2
504	Sale of motorcycles and related parts and accessories	20.0
505	Retail sale of automotive fuel	20.9
512	Wholesale of agricultural raw materials and live animals	21.5
513	Wholesale of household goods	13.1
514	Wholesale of non-agricultural intermediate products, waste and scrap	15.6
515	wholesale of machinery equipment and supplies	20.0
519	Other Wholesale	14.1
521	Non-specialized retail trade in store	23.1
522	Retail sale of food, beverages and tobacco in specialized store	21.5
523	Other retail trade of new goods in specialized	23.6
524	Retail sale of second hand goods in store	8.3

Figure 10 : Ratio of IC to TM by NSIC
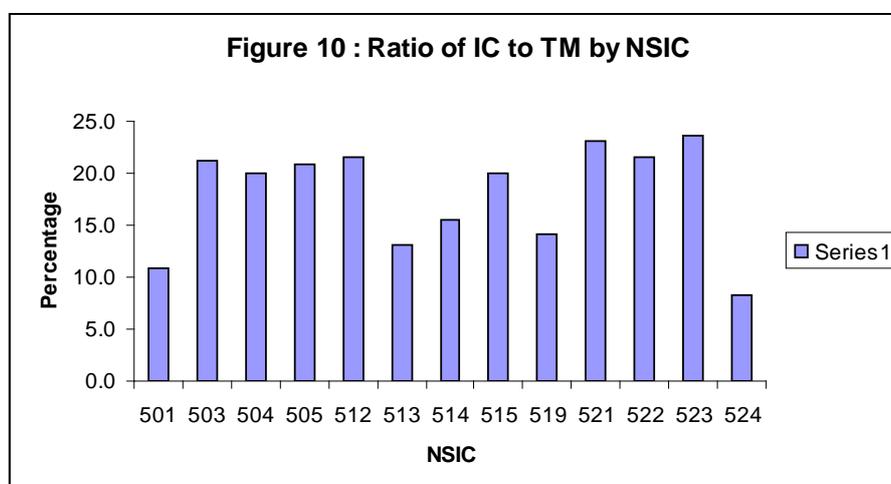
3.7 Fixed Assets

Table 7 presents the value of fixed assets at the beginning of the reference year by two digits NSIC. The total value of fixed assets at the beginning of the reference year was estimated at Rs. 37899 million. The total value of fixed assets being added during the reference year amounted to Rs. 2337 million (Table 7.1). The fixed assets includes land, building and other construction, machinery and other equipments, computer and software, vehicles, furniture, precious goods except for trading.

Table 7.2 shows other information related to fixed assets during the reference year by two digits NSIC. The total value of other fixed assets was found to be Rs. 1204 million. The other fixed assets includes repair and maintenance, work done by own labor force, sales of fixed assets, catastrophic and other loss and work in progress.

Out of total value of fixed assets, the urban establishments shared nearly 76% (Rs. 28684 million). Likewise, the proportion of urban establishments to total value of fixed assets being added during the reference year was found nearly 94 % (Rs 2193 million). Similarly, around 89% (Rs. 1079 million) of total value of other fixed assets was from urban area (Table 7.6, 7.7 and 7.8).

3.8 Stock

Table 8 presents the value of stocks at the beginning and at the end of the reference year by NSIC. The total value of stocks at the beginning and at the end of the reference year came to Rs 14862 million and Rs. 18781 million respectively. It was noticed that most of the stock is of goods for sale.

3.9 Tax and Fee

Table 9 presents the tax and fees of establishments by NSIC. The total amount paid as tax and fees was estimated at Rs. 983 million. The tax and fees includes value added tax (VAT), local tax, renewal or registration fees and other tax or fees.

3.10 Financial Transaction

Table 10 presents financial transaction of establishments by NSIC. The major financial transaction includes loan, share, securities, bond and interest/bonus. Among various financial transaction, loan was found as most noticeable. The total amount of loan issued to the establishments was estimated at Rs. 5932 millions.

4. Tables

५. व्यापार सर्वेक्षण, २०६५ का प्रमुख नतिजा

अर्थतन्त्रका प्रमुख क्रियाकलापहरू मध्ये व्यापार (Trade) क्षेत्र पनि एक हो । यस क्षेत्रलाई आन्तरिक र वाह्य व्यापार गरी दुई भागमा वाङ्न सकिन्छ । आन्तरिक व्यापार अन्तरगत मुलुक भित्र हुने विभिन्न वस्तु तथा सेवाको व्यापार सम्बन्धी क्रियाकलापहरु पर्दछन् । मुलुकको अर्थतन्त्रमा यस्ता आर्थिक क्रियाकलापहरुले महत्वपूर्ण योगदान पुऱ्याइरहेका हुन्छन् । यसै सन्दर्भमा आन्तरिक व्यापार अन्तरगत मुलुक भित्र हुने वस्तुहरूको थोक तथा खुद्रा व्यापार क्षेत्रको अवस्था बारेमा अध्ययन गरि आधारभूत तथ्यांक उपलब्ध गर्न नेपालमा पहिलो पटक व्यापार सर्वेक्षण, २०६५ राष्ट्रिय योजना आयोगको सचिवालय आर्थिक परामर्श सेवा एकाईको आर्थिक सहयोगमा केन्द्रीय तथ्यांक बिभाग, व्यापार तथ्यांक शाखाबाट संचालन गरिएको थियो ।

यो सर्वेक्षणको प्रमुख उद्देश्य राष्ट्रिय लेखा प्रयोजनको लागि आवश्यक आर्थिक विवरण (रोजगारी, तलव ⁄ ज्याला तथा अन्य सुविधा, पूँजी निर्माण, बस्तुहरूको क्रय विक्रयको स्थिती, मौज्दात, आदि) संकलन गर्नु रहेको छ । यस सर्वेक्षणबाट विभिन्न वस्तुहरूमा हुने Trade Margin उपलब्ध हुने र प्राप्त नतिजाहरुको विश्लेषणबाट व्यापार क्षेत्रमा रहेको विद्यमान अवस्थाको चित्रण हुन गई सरकारलाई बाणिज्य नीतिमा सामयिक सुधार र परिमार्जन गर्न बस्तुनिष्ठ आधार तयार हुनुका साथै यस क्षेत्रमा सरोकार राख्ने उद्योगपती, व्यापारी, अनुसन्धानकर्ता, योजनाविद् तथा नीति निर्माता समेतको लागी उपयोगी हुने अपेक्षा गरिएको छ ।

यस सर्वेक्षणमा कुनै सरकारी निकायमा दर्ता भई निश्चित ठाउँबाट मुलुकभित्र बस्तुहरुको थोक वा खुद्रा व्यापार गर्ने व्यापारिक प्रतिष्ठनहरुबाट तथ्यांक संकलन गरिएको थियो । तर यस सर्वेक्षणले सेवा व्यापार लगायत डिपार्टमेन्टल स्टोरहरू, सरकारी निकायमा दर्ता नभएका पसलहरू, घुम्ति पसलहरू, हाट बजारका पसलहरू, सडक तथा पेटी छेंउका पसलहरू, नाङ्लो पसल, अस्थायी रूपमा टहरो वा छाप्रो बनाई संचालित पसलरू भने समेटेको थिएन । यस सर्वेक्षणको सन्दर्भ अवधि आ.व.२०६४ श्रावण देखि २०६५ अषाढ मसान्तसम्म रहेको थियो ।

53

यो सर्वेक्षण छनौट विधिमा आधारित राष्ट्रियस्तरको सर्वेक्षण हो । सर्वेक्षणको पहिलो चरणमा परिभाषाले समेटने मुलुकभित्र रहेका सम्पूर्ण थोक वा खुद्रा व्यापार गर्ने व्यापारिक प्रतिष्ठानहरुको सूचीकरण कार्य गरी दोस्रो चरणमा उक्त सूचीकृत प्रतिष्ठानहरुको आधारमा तयार गरिएको लगत सूची (Sampling Frame) बाट स्तरीकृत नमुना छनोट (Stratified Random Sampling) विधि अपनाई २९५५ व्यापारिक प्रतिष्ठानहरू छनोट गरिएको थियो जसमध्ये २८४३ व्यापारिक प्रतिष्ठानहरू बाट मात्र तथ्यांक संकलन हुन सक्यो । यस सर्वेक्षणवाट प्राप्त नतिजाहरु यिनै २८४३ व्यापारिक प्रतिष्ठानहरू बाट प्राप्त तथ्यांकका आधारमा अनुमान गरिएका हुन् ।

सर्वेक्षणको विवरण संकलन कार्य ३३ जिल्लामा अवस्थित शाखा तथ्यांक कार्यालयहरुको माध्यमबाट संचालन गरिएको थियो । सर्वेक्षणको गुणस्तर कायम गर्न यसको नियन्त्रण एवं अनुगमनको कार्य शाखाबाट खटिएका अधिकृतहरु र विभागका अधिकृतहरुले गरेका थिए । तथ्यांक संकलनको सबै काम शाखा तथ्यांक कार्यालयको मानव श्रोतले नभ्याउने भएकोले काठमाण्डौँ उपत्यकामा विवरण संकलनको काममा विभागका कर्मचारीहरुलाई समेत परिचालन गरिएको थियो ।

प्रमुख नतिजा

सर्वेक्षण अनुसार कुनै सरकारी निकायमा दर्ता भई निश्चित ठाउँबाट मुलुकभित्र बस्तुहरुको थोक वा खुद्रा व्यापार गर्ने व्यापारिक प्रतिष्ठनहरुको संख्या ५८८१६ मध्ये शहरी क्षेत्रमा ३७५४५ र ग्रामिण क्षेत्रमा २१२७२ वटा व्यापारिक प्रतिष्ठानहरु देखिएको छ । यसैगरि यस क्षेत्रमा संलग्न कुल रोजगार (Person engaged) को संख्या १३६८३५ रहेको पाइयो जसमध्ये महिला ३६४९२ र पुरूष १००३४३ जना छन् । यसलाई सय प्रतिष्ठानमा हेर्दा औषत १७१ जना पुरुष र ६२ जना महिला रोजगारीमा रहेको देखिएको छ । यसै गरि तलव/ज्याला र अन्य सुविधा पाउने संलग्न कामदारको संख्या जम्मा २७५०६ देखिएको छ जसमा महिला २२१३ र पुरूष २५२९३ जना रहेको देखियो । सर्वेक्षण अनुसार यस क्षेत्रमा तलव/ज्याला लिई काम गर्ने कामदार भन्दा तलव/ज्याला नलिई (परिवारको सदस्य)

काममा संलग्न व्यक्तिको संख्या बढि रहेको देखिएको छ । व्यापारिक प्रतिष्ठानहरुको तलव/ज्याला र अन्य सुविधामा गरी जम्मा रू.१२३९१६४ हजार खर्च देखिएको छ भने एउटा प्रतिष्ठानको तलव/ज्याला र अन्य सुविधामा औसतमा बार्षिक रू.९४ हजार खर्च देखिएको छ । यसका साथै प्रति कामदार औसतमा बार्षिक रु ४५,००० तलव/ज्याला र अन्य सुविधामा खर्च देखिएको छ ।

नेपाल स्तरिय औद्यौगिक वर्गिकरण (Nepal Standard Industrial Classification NSIC) को मुख्य विभाजन G अन्तर्गत दुई अंकको विभाजन ५० (मोटर, मोटरसाईकल आदिको थोक तथा खुद्रा विकी कार्य), ५१ (मोटर, मोटरसाईकल आदि वाहेक थोक र कमिसन व्यापार) र ५२ (मोटर, मोटरसाईकल आदि वाहेकको खुद्रा व्यापार) मा क्रमशः १५.६४ प्रतिशत, १२.२१ प्रतिशत र १६.०७ प्रतिशत Trade Margin रहेको यस सर्वेक्षण अनुसार देखिएको छ । त्यसैगरी दुई अंकको विभाजन ५०, ५१ र ५२ मा Trade Margin मा मध्यवर्ती उपभोगको अनुपात क्रमशः २०.४ प्रतिशत, १७.४ प्रतिशत र २३.३ प्रतिशत रहेको देखिएको छ ।

सर्वेक्षण अनुसार व्यापारिक प्रतिष्ठानको आफ्नो मुख्य कार्य बाहेक अन्य कियाकलापवाट जम्मा रू. १०१८४५५ हजार अन्य आम्दानीको रुपमा रहेको देखिएको छ । सन्दर्भ अवधिका शुरूमा व्यापारिक प्रतिष्ठानको स्थायी सम्पत्तिको मूल्य जम्मा रू. ३७८९९३३३ हजार देखियो भने सन्दर्भ अवधिमा थप भएको स्थायी सम्पत्तिको मूल्य जम्मा रू. २३३६६३२ हजार रहेको पाईयो । यसका साथै सन्दर्भ अवधिका शुरू र अन्त्यमा व्यापारिक वस्तुहरूको मौज्दातमा भएको परिवर्तनको मूल्य जम्मा रू. ३८६५७२९ हजार रहेको देखियो ।

Annexes

A. Concepts and Definitions

Distributive Trade: Distributive trade refers to wholesale and retail trade, which can be defined as an activity comprising purchase of goods and their disposal by way of sale without intermediate physical transformation of goods.

Trade Establishment: A trade establishment is an economic unit engaged in wholesale or retail trade of goods within the national territory under a single ownership or control, i.e. under a single legal entity at a single fixed location. In other words, a trade establishment is that establishment having three characteristics: economic activity (trading), legal status (registered one) and fixed location (housed in fixed structure).

Wholesale Trade: Wholesale is selling (sale without transformation) the new or used goods to retail vendors, to industry, commercial and office users and other wholesalers as well as the sale agents and dealers of the goods.

Retail Trade: Retail is selling the new or used goods to common people for personal or household uses. This is done by stores, chain stores and consumption co-operative companies as well as vending booths.

Number of Employees: Number of person who work in or for the establishment and receive pay, in cash or in kind at a regular intervals. It includes manager, administrative worker, technical worker and sales person; whether they are in fulltime employment or part time employment.

Unpaid Family workers: Number of persons working for the establishment and do not receive regular pay. It includes working proprietors, active business partners, family member and other unpaid workers.

Number of persons engaged: Number of employees plus number of unpaid family workers.

Salaries and wages: Payments in cash or in kind to all employees. It includes direct wages, salaries and facilities (i.e. cash remuneration of current work performed, direct cash payment in respect of public holidays and other leave facilities).

Benefits: Benefits like housing and family education allowances directly paid by employer plus bonuses and gratuities (year end and seasonal bonuses, profits sharing bonuses) plus payment in kind (directly paid by employer).

Goods and services provided to employees free of charges or at reduced cost by the employer including:

Contribution to retirement funds, provident funds, pension, compensation for work related injuries plus cost of education, recreational and related facilities plus contribution to employees insurance and cost of medical and health services provided to employees.

Trade Margin: A trade margin is the difference between the actual or imputed price realised on a good purchased for resale (either wholesale or retail) and the price that would have to be paid by the distributor to replace the good at the time it is sold or otherwise disposed of.

Intermediate Consumption: Intermediate consumption consists of the value of the goods and services consumed as inputs by a process of production, excluding fixed assets whose consumption is recorded as consumption of fixed capital.

Other receipt: It is the amount received from

  (a) Contract and commission work for others
  (b) Repair and maintenance work done for other
  (c) Building and machinery rent

(d) Land rent

(e) Vehicles rent

(f) Grant

(g) Other

Fixed assets: Fixed assets are physical assets expected to have productive lives of more than one year and intended for use and/or being used by the establishment. It Includes land, buildings, other structures and land improvements, transport equipment, machinery and equipment, computer and software, furniture, precious goods except for trading, and other fixed assets.

Stock: It refers to the stock of goods owned by and under the control of the establishment as of a fixed date, regardless of where the stocks are located. Valuation should be at current replacement cost in purchaser's (market) prices. Replacement cost is the cost of an item in terms of its present price rather than its original cost.

Change in stock: It is computed as the total value of ending stock less the total beginning stock.

Taxes: It refers value added tax, local taxes and other taxes etc.

B. Sample Design

Economic censuses or surveys are the major source of statistics on economic activities. The economy of Nepal has under gone significant changes during the past decades. We can easily observe changing pattern of contribution of different economic activities in total gross domestic product. Domestic distributive trading activities is one of the major sectors. The need for obtaining reliable information on trade sector to measure the performance and contribution in the economy is in great demand. This sector's performance will be properly measured when information is made available through survey or census. This sector covers a major portion of the economy which generates employment and contributes significantly to the gross domestic product. At present, it shares is estimated to be about 15% of the total national economy.

Distributive trade statistics reflects characteristics and activities of the units belonging to distributive trade sector of an economy. According to the international recommendations, all resident entities are recognized as statistical unit in distributive trade sector and are classified under section G of International Standard Industrial Classifications.

The production of distributive trade statistics is based on the compilation of various data sources. However, there are two major distinct methods to collect distributive trade data i.e. administrative records and statistical operations (survey/census).

Chart 1

```
                    ┌─────────────────────────┐
                    │  Population engaged in   │
                    │     trade activity       │
                    └─────────────────────────┘
                                 │
              ┌──────────────────┴──────────────────┐
     ┌────────────────┐                    ┌────────────────┐
     │  Incorporated  │                    │ Unincorporated │
     │     Units      │                    │     Units      │
     └────────────────┘                    └────────────────┘
            │                                      │
     ┌──────┴──────┐                    ┌──────────┴──────────┐
┌──────────┐  ┌──────────┐        ┌──────────┐        ┌──────────┐
│  Large   │  │  Small   │        │  With    │        │   No     │
│  Units   │  │  Units   │        │  fixed   │        │  fixed   │
└──────────┘  └──────────┘        │ premises │        │ premises │
     │                            └──────────┘        └──────────┘
┌────┴────┐   ┌──────────┐        ┌──────────┐        ┌──────────┐
│         │   │Segment 3 │        │Segment 4 │        │Segment 5 │
│         │   └──────────┘        └──────────┘        └──────────┘
┌──────┐ ┌──────┐
│Public│ │Private│
└──────┘ └──────┘
┌────────┐┌────────┐
│Segment1││Segment2│
└────────┘└────────┘
```
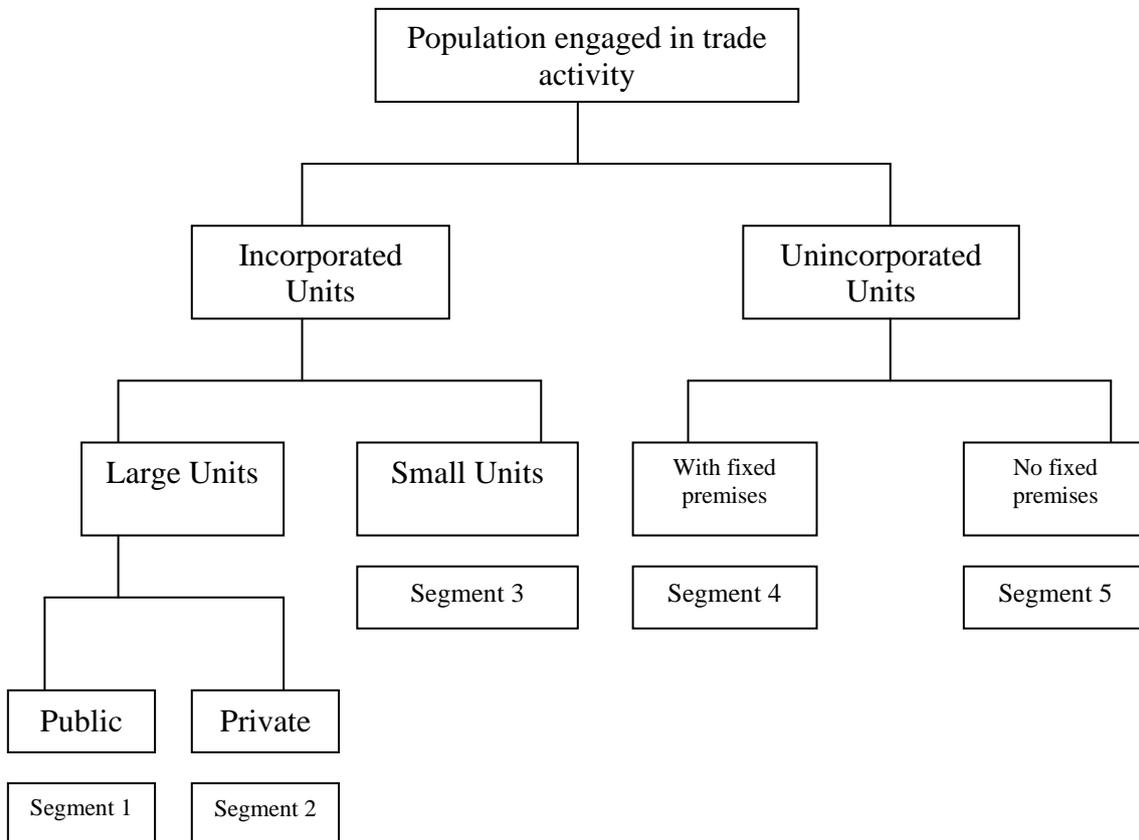
Distributive Trade Survey:

In Nepal, distributive trade activities are operated at public and private level. Beside this, informal or unrecorded trading activities are also significant. However, this survey is limited only to individual, private limited, co-operatives, and joint-ventures categories. These categories are shown in segment 3 and 4 of chart 1. There are very few public trading units in Nepal. We can have detailed economic analysis of these units through their own business accounts. Similarly, Central Bureau of Statistics has already conducted a census of departmental store in 2004/05. As such, these two categories are not included in the survey. Beside this the characteristics of the informal units are different than the units which are located in fixed location and are registered with any of the government units. Thus, this survey has the limitation of not including informal

trading units. It aims to collect and compile the statistics on employment, trade margin, capital formation, taxes incurred and other financial transaction of distributive trade sector.

Sampling Frame

The DTS used the sampling frame prepared by CBS. All trading establishment reported in any government unit and located in a fixed premises are listed. The sampling frame has the following attributes.

1. Name of the establishment
2. Address differentiated by district, Urban/Rural etc.
3. Contact phones
4. Legal status
5. Type of trade classified by wholesale/retail
6. Goods traded
7. Date of operation
8. Employment status
9. Approximate transaction

Stratification

A deep stratified sample design is used for conducting the distributive trade survey. The design is simple and seeks to get information on turnover by rural/urban and two digits ISIC classification scheme.

U/R	ISIC Level	Turnover			
		T Range	T Range	T Range	T Range
Urban	ISIC D 50				
	ISIC D 51				
	ISIC D 52				
Rural	ISIC D 50				
	ISIC D 51				
	ISIC D 52				

Optimal rule for choosing number of turnover range (strata):

Turnover ranges are determined by cumulative square root of frequency method. For this purpose, a frequency distribution of turnover by designated amount of increment was prepared. The designated amount is based on mean $\pm 2 *$ standard deviations.

The survey is designed to obtain information of around 3000 trading establishment. Samples were independently selected from each stratum. Sample size was determined on the basis of past experiences. Samples were drawn using the complex sample facility of SPSS package. Sample size was around five percent of total establishments.

Replacement Scheme

Non response units were replaced with substitution. Selection of specially designated substitute i.e. surplus samples was selected prior to field operation.

Estimation Procedure

N	number of establishment in frame
n	numbers of units in a sample
N_h	numbers of units in h^{th} stratum
n_h	numbers of sample units in h^{th} stratum
y_h	sample mean of hth stratum
s_h^2	sample variance of hth stratum

Then,

Description	Formula	Remarks
Total of hth stratum	$N_h * y_h$	
Variance of hth stratum	$\dfrac{N_h^2 S_h^2}{n_h}\left(1 - \dfrac{n_h}{N_h}\right)$	
Total of any division	$\sum_h N_h \overline{y_h}$	Summation is over all strata h which comprise the population division
Variance of any division	$\sum_h \dfrac{N_h^2 S_h^2}{n_h}\left(1 - \dfrac{n_h}{N_h}\right)$	Summation is over all strata h which comprise the population division