

Embargo: 11:00hrs 22 February 2019

RETAIL SALES STAND STILL IN FEBRUARY

Retailers reported that sales volumes were once again flat in the year to February, having been unchanged in January. However, the volumes of sales was seen to be around average for the time of year, for the first time since September, whilst orders placed on suppliers also rose modestly. Looking ahead, retailers' expectations regarding the business situation have stabilised for the first time in a year. Sales volumes are expected to rise sharply in March, with growth expectations at the highest since October 2015. Orders placed with suppliers are also expected to increase at a brisk pace next month, with sales volumes expected to remain normal for the time of year.

The quarterly survey suggested that conditions nonetheless remain challenging for the retail sector. Headcount dropped for the ninth quarter in a row, and at a faster pace than November. Investment intentions for the year ahead deteriorated further, to their weakest since February 2012. Average selling prices grew at a slower pace in the year to February compared with November, but at a pace still above the long-run average.

Growth in sales volumes within the retail sector were mixed. Volumes rose in the grocery, clothing, recreational goods and non-store sub-sectors. Meanwhile, the volume of sales fell in other sub-sectors, including: footwear & leather, furniture & carpets, and hardware & DIY.

Elsewhere, wholesalers reported a slowdown in the growth of sales volumes in the year to February, although it remained around the long-run average. Motor traders saw a strong increase in sales growth, with sales seen as well above average for the time of year, and to the greatest extent since September 2016 .

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PAGE 2 RETAILING – SALES VOLUMES FLAT
Retail sales volumes were unchanged in the year to February. Employment continued to fall, and investment intentions for the year ahead deteriorated. Retailers, are however, slightly more optimistic on conditions over the next quarter, and sales volumes are expected to rise in March.

PAGE 5 WHOLESALING – SALES GROWTH REMAINS STRONG
Wholesalers reported a small drop-off in sales growth in the year to February, although it remained above long-run average. Investment intentions were stable, and headcount remained higher than a year earlier.

PAGE 8 MOTOR TRADES - SALES IMPROVE
Sales volumes rose in the year to February, after a fall in January. Whilst investment intentions worsened slightly, headcount increased and optimism on conditions over the next quarter improved.

PAGE 11 TOTAL DISTRIBUTION – SALES GROWTH STEADY
Sales volumes rose at a steady pace in the year to February, albeit just below long-run average. Total headcount was unchanged compared with last year, but the composition moved towards higher full-time rather than part-time employment. Overall investment intentions were at their weakest since February 2012..

Retailing

February 2019

Monthly Questions

			2019													
			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
1	Volume of sales	Reported	+8	-8	-2	+11	+32	+20	+29	+23	+5	+19	-13	0	0	
		Expected	+13	+21	+16	+25	+18	+18	0	+22	+19	+17	+22	0	+24	+39
	Volume of sales - 3 month moving average	Reported	+13	+4	-1	+0	+14	+21	+27	+24	+19	+16	+4	+2	-4	
		Expected	+20	+17	+17	+21	+20	+20	+12	+13	+14	+19	+19	+13	+15	+21
2	Volume of orders placed upon suppliers	Reported	+3	+6	-5	+5	+20	-8	-19	-1	-10	+15	-23	+5	+7	
		Expected	+1	+9	+11	+12	+8	+11	-3	-9	-2	+23	+15	-18	+22	+25
3	Volume of sales for the time of year	Reported	+4	-27	-9	-12	+19	+12	-2	-1	-22	-10	-35	-37	+4	
		Expected	-7	+8	-1	+3	-10	+25	+10	-1	-1	-9	+8	-22	-21	+3
4	Volume of stocks in relation to expected demand	Reported	+28	+26	+23	+28	+12	+22	+13	+14	+9	+22	+16	+10	+9	
		Expected	+16	+25	+17	+21	+21	+4	+12	+13	+10	+8	+22	+16	+7	+9
8	Firms selling over the internet (%)	Reported	65	61	71	66	60	78	68	69	76	69	73	77	83	
9	Volume of internet sales	Reported	+45	+11	+36	+35	+52	+44	+44	+46	+56	+36	+48	+47	+47	
		Expected	+51	+56	+21	+50	+45	+48	+38	+47	+45	+62	+42	+44	+33	+40

By Sector: Q1 Volume of Sales (Reported)

			2019												
			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Grocers			+65	+22	+29	+66	+65	+35	+75	~	~	+48	-10	+48	+45
Specialist food & drink			0	-3	+3	-33	0	+3	+3	0	0	0	~	-32	-32
Non-specialised (i.e. department stores)			-45	-94	+2	~	+45	+50	+52	-5	0	+3	-47	+3	~
Clothing			-77	-15	-43	-15	-14	-15	-14	0	~	-15	-15	-43	+7
Footwear & leather			-57	+28	-83	-18	~	+70	+28	-15	+11	-31	-24	-53	-63
Durable household goods			~	~	~	~	+33	~	~	+33	~	+67	-50	~	~
Furniture & carpets			-36	-40	-20	-50	-25	-43	-75	0	-75	-25	+25	-25	-33
Hardware & DIY			+46	+33	+33	+46	+49	+36	-60	+17	-30	-22	-10	-40	-46
Cultural Goods			~	~	~	~	~	~	~	~	~	~	~	~	~
Chemists			~	~	~	0	~	~	0	-18	~	~	~	~	~
Recreational goods			0	~	+64	-50	~	+67	+25	-20	~	+25	~	~	+33
Non-store			+67	+2	-19	+6	+79	+50	+71	+26	+54	+23	+61	+29	+43
Other normal goods			~	-15	0	-29	+6	+6	+6	+40	-31	+9	-53	-14	-36

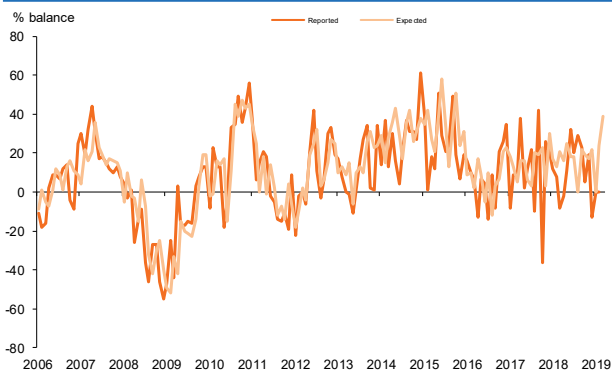
Quarterly Questions

			2017				2018				2019			
			May	Aug	Nov	Feb	May	Aug	Nov	Feb	May	Aug	Nov	Feb
5	Imports		+2	-3	+19	+15	-6	+1	+4	+6	+9	+2	+8	+2
6	Average selling prices	Reported	+23	-5	+14	+57	+62	+54	+75	+52	+58	+70	+58	+48
		Expected *	+18	+13	+14	+65	+60	+54	+70	+60	+57	+66	+58	+59
7	Employment	Reported	-3	-1	+13	-16	-23	-35	-26	-18	-6	-29	-15	-30
		Expected *	-13	-5	+14	-14	-19	-33	-19	-12	0	-35	-11	-27
8	Investment intentions		-13	+15	+4	-10	-9	+6	+6	+16	-7	-10	-3	-33
9	Business situation		+5	+7	+12	-7	-9	-8	-5	+4	-8	-8	-9	+5

~ denotes not released due to low responses. * denotes expectations for following month

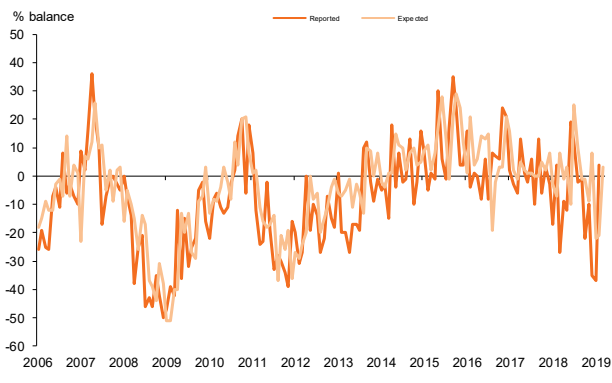
Retailing

Q 1 Volume of sales compared to a year earlier



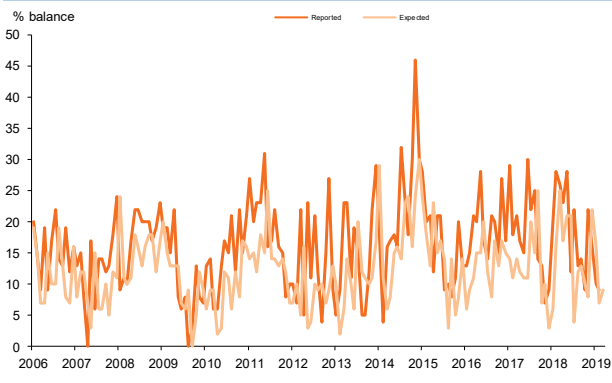
	Q1: rep	Q1: exp
Latest	0	+39
Previous	0	+24
Mean	+14	+17

Q 3 Volume of sales for the time of year



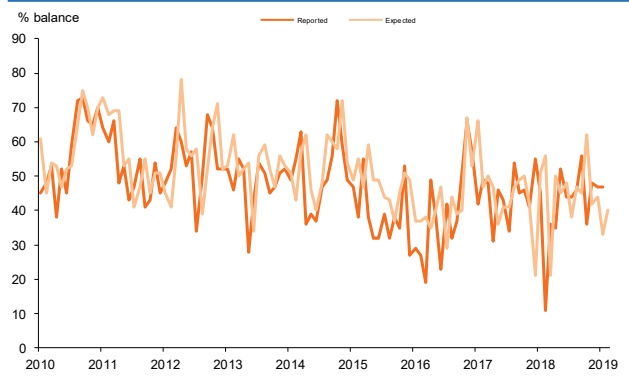
	Q3: rep	Q3: exp
Latest	+4	+3
Previous	-37	-21
Mean	-4	+0

Q 4 Volumes of stocks in relation to expected sales



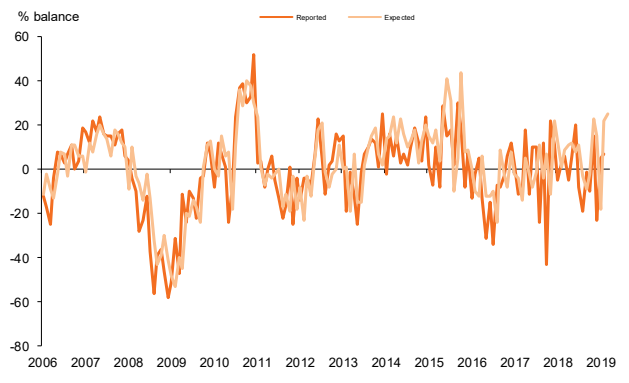
	Q4: rep	Q4: exp
Latest	+9	+9
Previous	+10	+7
Mean	+18	+13

Q 9 Volume of internet sales compared to a year ago



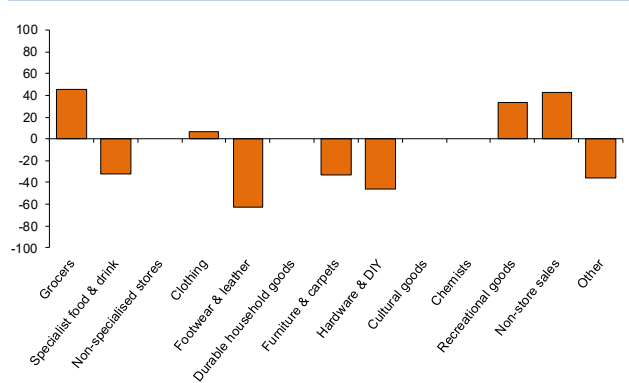
	Q9: rep	Q9: exp
Latest	+47	+40
Previous	+44	+33
Mean	+47	+50

Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp
Latest	+7	+25
Previous	+5	+22
Mean	+5	+6

Q 16 Sales sector breakdown

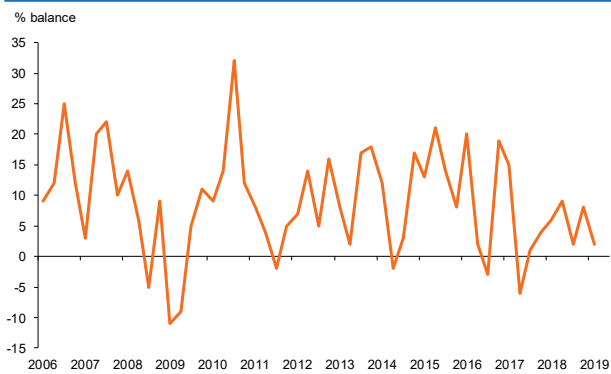


Note

The February 2019 CBI Distributive Trades Survey was conducted between 28 January and 13 February. 47 retailers replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from July 1983 to date.

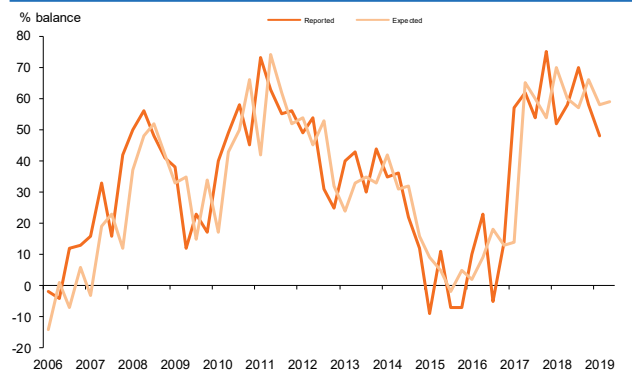
Retailing

Q 5 Imports



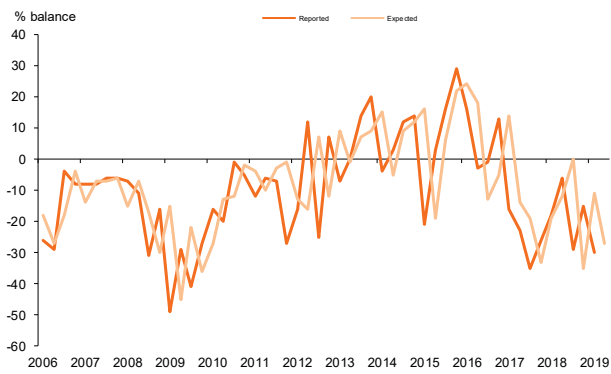
	Q5
Latest	+2
Previous	+8
Mean	+12

Q 6 Average selling prices



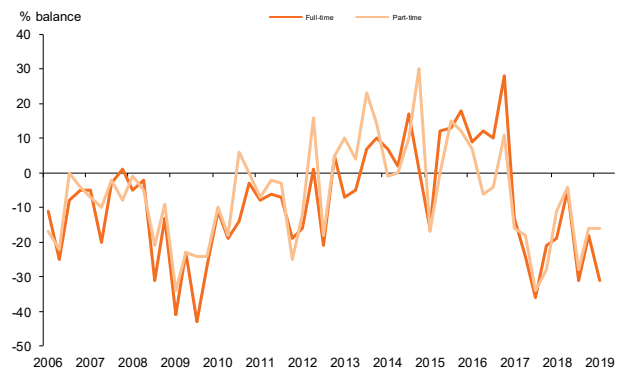
	Q6: rep	Q6: exp
Latest	+48	+59
Previous	+58	+58
Mean	+26	+26

Q 7 Employment



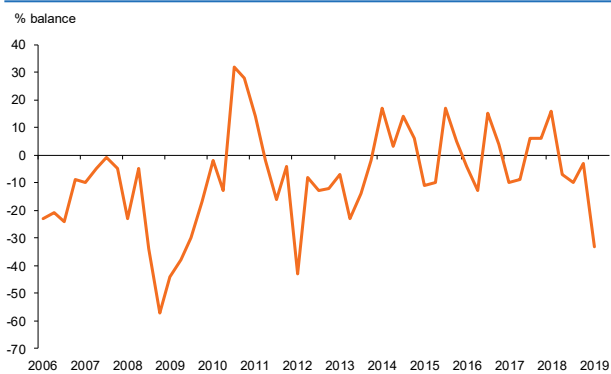
	Q7: rep	Q7: exp
Latest	-30	-27
Previous	-15	-11
Mean	-3	-2

Q 7a & b Employment: full-time and part-time



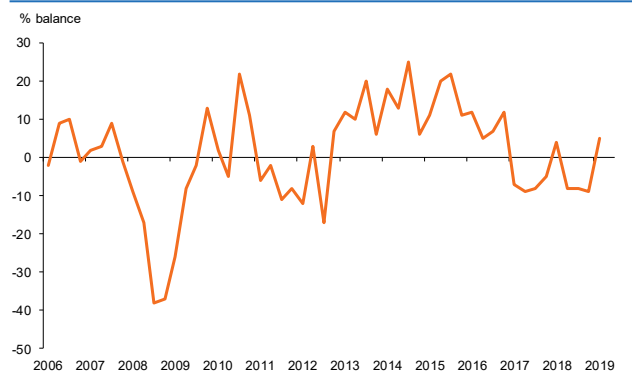
	Q7a	Q7b
Latest	-31	-16
Previous	-18	-16
Mean	-5	+2

Q 8 Investment intentions



	Q8
Latest	-33
Previous	-3
Mean	-4

Q 9 Business situation



	Q9
Latest	+5
Previous	-9
Mean	+9

Wholesaling

February 2019

Monthly Questions

			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2019				
														Jan	Feb	Mar		
1	Volume of sales	Reported	+38	+11	+28	+25	+2	+32	+18	+41	+22	+29	+30	+37	+23			
		Expected	+44	+45	+30	+19	+19	+20	+26	+20	+44	+7	+29	+24	+32	+26		
	Volume of sales - 3 month moving average	Reported	+34	+28	+26	+21	+18	+20	+17	+30	+27	+31	+27	+32	+30			
		Expected	+33	+40	+40	+31	+23	+19	+22	+22	+30	+24	+27	+20	+28	+27		
2	Volume of orders placed upon suppliers	Reported	+25	+19	+19	+13	+11	+26	+10	+25	+13	+31	+35	+35	-14			
		Expected	+27	+37	+13	+11	+22	+30	+27	+4	+17	+7	+19	+27	+13	-2		
3	Volume of sales for the time of year	Reported	+39	+11	+33	+30	+29	+36	+18	+37	+30	+37	+27	+28	+27			
		Expected	+39	+32	+19	+24	+30	+32	+27	+8	+37	+21	+26	+19	+22	+14		
4	Volume of stocks in relation to expected demand	Reported	+6	+9	+15	+6	-11	+15	+13	+30	+16	+13	+9	+46	+8			
		Expected	+11	+11	+9	+14	+6	-12	+16	+18	+28	+13	+15	+32	+45	+9		

By Sector: Q1 Volume of Sales (Reported)

	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2019	
												Jan	Feb
Industrial materials	+36	+45	+26	-29	+2	+45	-16	-7	+41	+45	-4	+17	+41
Building materials	-7	-51	-21	+36	+57	+67	+57	+71	+45	+57	+38	+43	+28
Agricultural & industrial machinery	+12	+33	+28	+64	+40	+29	+22	+17	+14	+29	-20	+14	+28
Computer, electronic & office equipment	~	~	~	~	~	+33	~	+100	~	~	~	~	~
Clothing, textiles & footwear	-2	-32	-66	0	-32	+23	~	-100	~	-66	+9	-9	0
Food & drink	+35	-64	+49	0	-37	+50	+15	+79	+29	-25	0	+78	+86
Durable household goods	+27	+6	+11	-32	-5	-22	+1	-11	-16	+18	+48	-37	-15
Other goods	+88	+74	+62	+23	+23	+23	+27	+46	+15	+35	+50	+60	0

Quarterly Questions

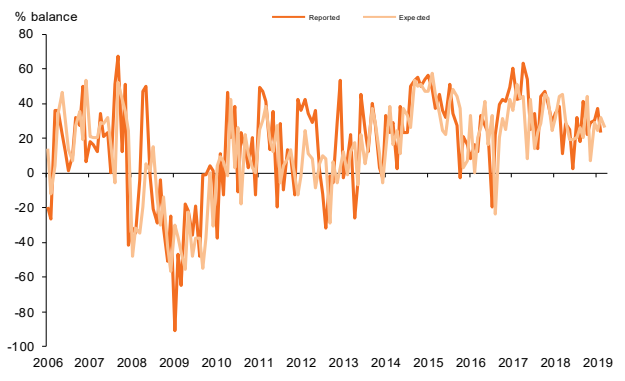
By Sector: Q1 Volume of Sales (Reported)

e		2017			2018			2019						
		May	Aug	Nov	Feb	May	Aug	Nov	Feb	May	Aug	Nov	Feb	
5	Imports	+8	-10	+4	-2	+7	+10	+8	0	0	-18	+3	-10	
6	Average selling prices	Reported	+27	-3	+49	+65	+70	+71	+72	+67	+65	+69	+51	+18
		Expected *	+10	-2	+51	+51	+75	+59	+69	+69	+65	+70	+43	+17
7	Employment	Reported	+35	+32	+13	+50	+8	+19	+12	+26	+20	+13	+19	+20
		Expected *	+35	+15	+20	+42	+5	+13	+11	+22	+18	+13	+29	+40
8	Investment intentions	+1	-20	-11	+9	+23	+12	-2	+16	+21	-2	+22	-2	
9	Business situation	+27	+11	+31	+26	+29	+10	+4	+26	+21	+16	+9	-1	

~ denotes not released due to low responses. * denotes expectations for following month

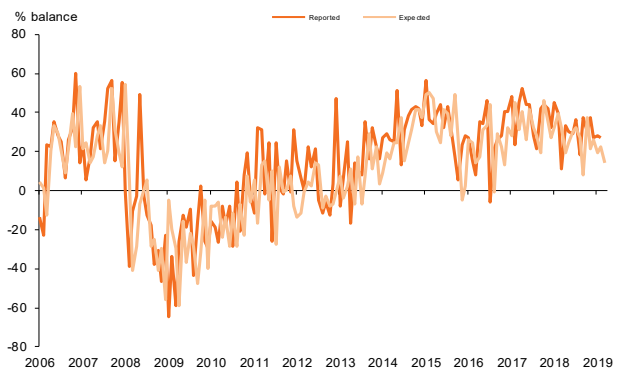
Wholesaling

Q 1 Volume of sales compared to a year earlier



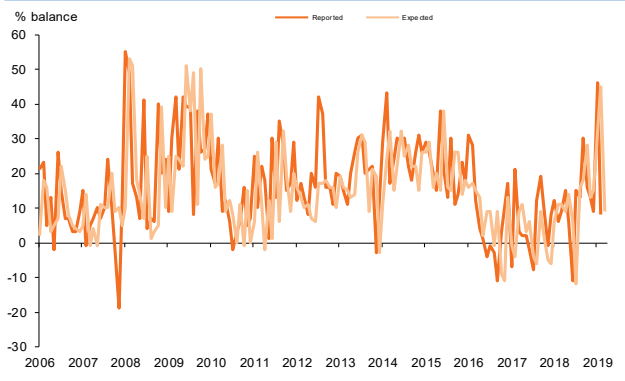
	Q1: rep	Q1: exp
Latest	+23	+26
Previous	+37	+32
Mean	+19	+15

Q 3 Volume of sales for the time of year



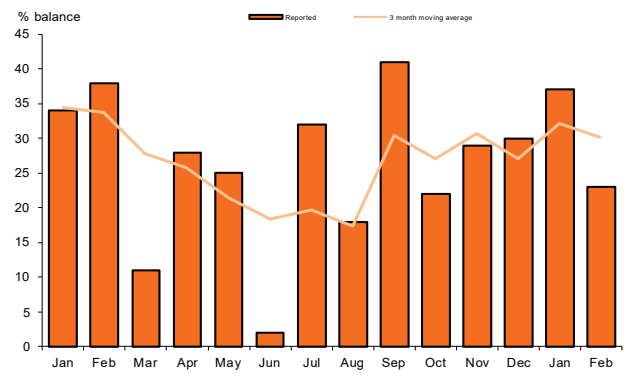
	Q3: rep	Q3: exp
Latest	+27	+14
Previous	+28	+22
Mean	+12	+8

Q 4 Volumes of stocks in relation to expected sales

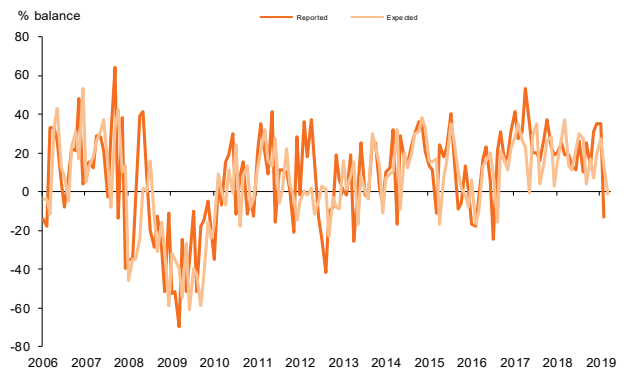


	Q4: rep	Q4: exp
Latest	+8	+9
Previous	+46	+45
Mean	+16	+14

Q 1 Volume of sales compared to a year earlier

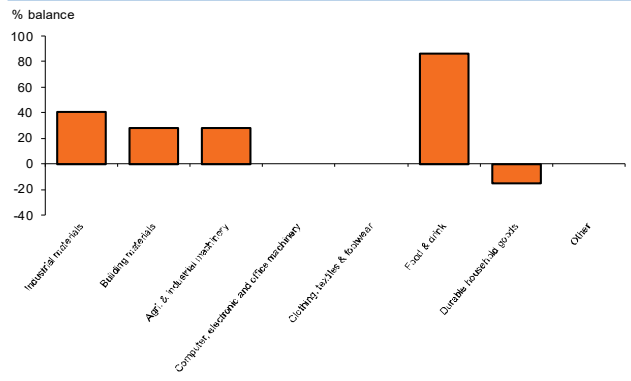


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp
Latest	-14	-2
Previous	+35	+13
Mean	+9	+6

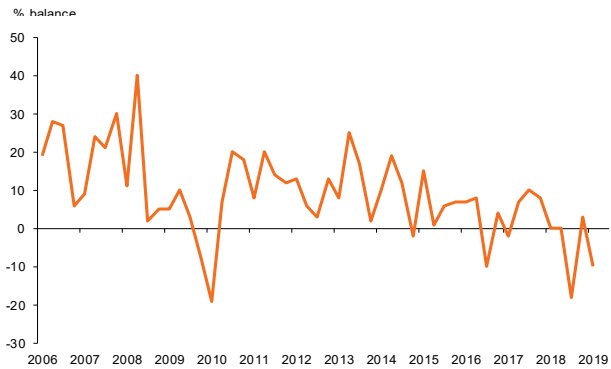
Q 1 Sales sector breakdown



Note
The February 2019 CBI Distributive Trades Survey was conducted between 28 January and 13 February. 45 wholesalers replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from July 1983 to date.

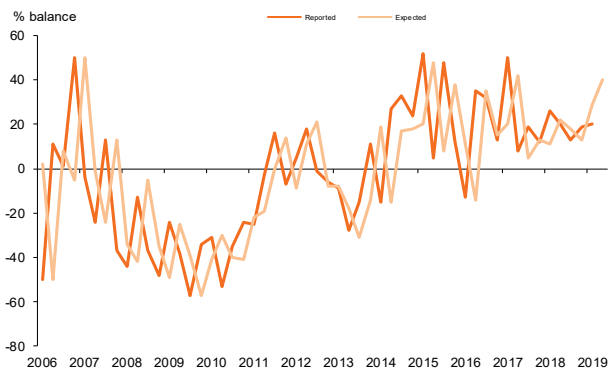
Wholesaling

Q 5 Imports



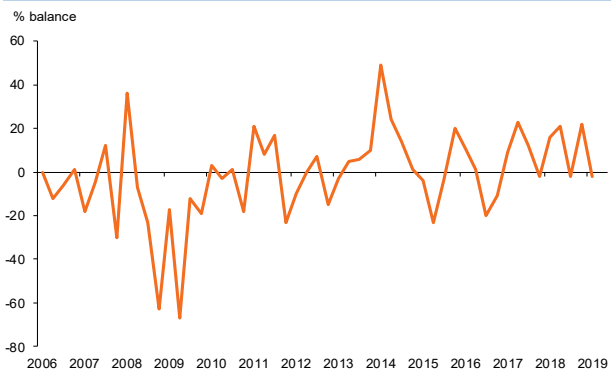
	Q5
Latest	-10
Previous	+3
Mean	+10

Q 7 Employment



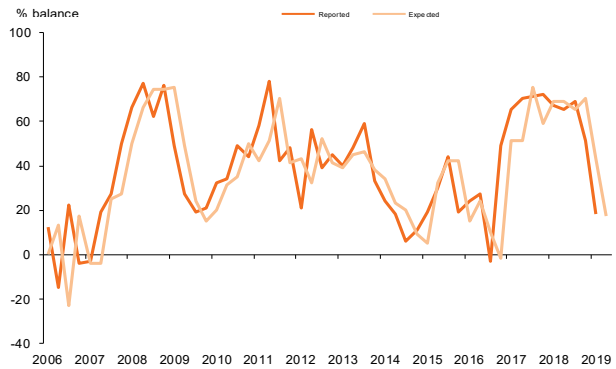
	Q7: rep	Q7: exp
Latest	+20	+40
Previous	+19	+29
Mean	+0	-1

Q 8 Investment intentions



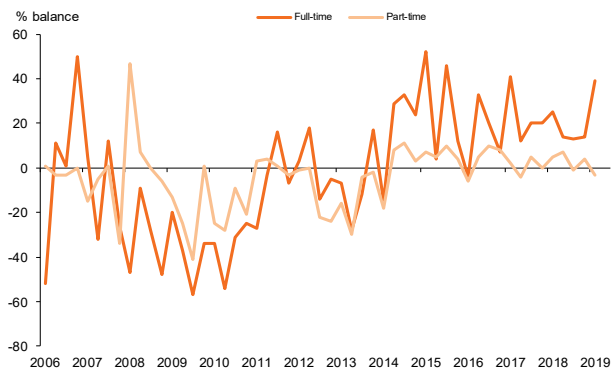
	Q8
Latest	-2
Previous	+22
Mean	+0

Q 6 Average selling prices



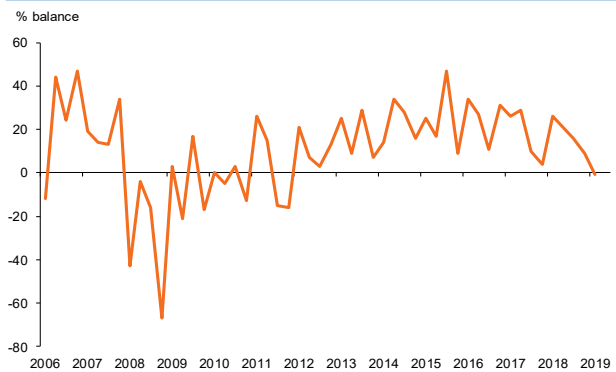
	Q6: rep	Q6: exp
Latest	+18	+17
Previous	+51	+43
Mean	+28	+27

Q 7a & b Employment: full-time and part-time



	Q7a	Q7b
Latest	+39	-3
Previous	+14	+4
Mean	+0	-2

Q 9 Business situation



	Q9
Latest	-1
Previous	+9
Mean	+12

Motor Trades

February 2019

Monthly Questions

		2019													
		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
1	Volume of sales	Reported	+53	+27	-16	+13	+16	+21	+25	+1	+40	-11	+30	-1	+30
		Expected	-18	+63	+27	+14	+7	+33	+61	+15	+1	+14	-13	+40	-1
	Volume of sales - 3 month moving average	Reported	+19	+21	+21	+8	+4	+17	+21	+16	+22	+10	+20	+6	+20
		Expected	-1	+17	+24	+35	+16	+18	+34	+36	+26	+10	+1	+14	+9
2	Volume of orders placed upon suppliers	Reported	+28	+13	-44	+16	+16	-2	+32	-5	+7	-4	+15	-16	+30
		Expected	-18	+38	+8	-18	-7	+33	+30	+22	-5	+7	-4	+8	-16
3	Volume of sales for the time of year	Reported	+5	+17	-1	+21	+20	+13	+15	+12	+29	+1	+30	-8	+74
		Expected	+5	+22	+12	+12	+12	+36	+37	+5	+12	+29	+1	+61	-5
4	Volume of stocks in relation to expected demand	Reported	+7	0	+43	-3	+10	-2	0	+15	-19	+12	+7	+15	+30
		Expected	+22	+7	0	+28	-7	+10	+7	0	+15	-25	+18	0	+15

By Sector: Q1 Volume of Sales (Reported)

		2019												
		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Vehicles		+33	-9	-41	-32	-28	+7	+28	-12	+32	-12	-17	-2	+14
Parts & accessories		+83	+83	+21	+83	+83	+42	+21	+21	+52	-9	~	+1	~

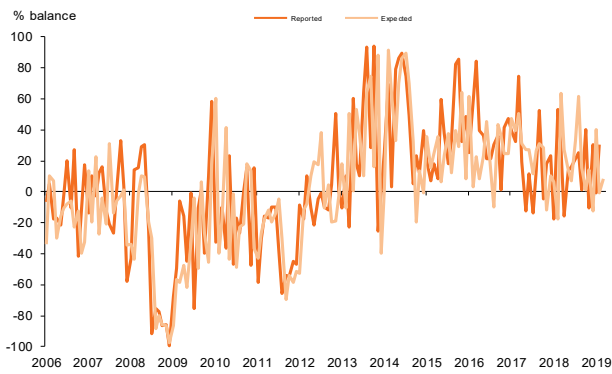
Quarterly Questions

		2017						2018						2019
		May	Aug	Nov	Feb	May	Aug	Nov	Feb	May	Aug	Nov	Feb	
5	Imports	+11	+14	0	+21	-5	-5	+3	+8	0	-10	-6	+30	
6	Average selling prices	Reported	+13	+43	+17	+83	+84	+37	-10	+23	+45	+8	+43	+40
		Expected *	+5	+43	+17	+83	+67	+20	-16	+23	+37	+32	+43	+36
7	Employment	Reported	+22	+50	+44	+31	+39	+62	+27	-8	+34	+22	-5	+40
		Expected *	+22	+38	+34	+28	+22	+58	+10	-8	+21	+22	-11	+36
8	Investment intentions	+24	-13	+32	+27	+22	0	+6	+28	+25	+46	-1	-4	
9	Business situation	+16	0	0	+13	-5	0	-24	0	+8	+22	-5	+22	

~ denotes not released due to low responses. * denotes expectations for following month

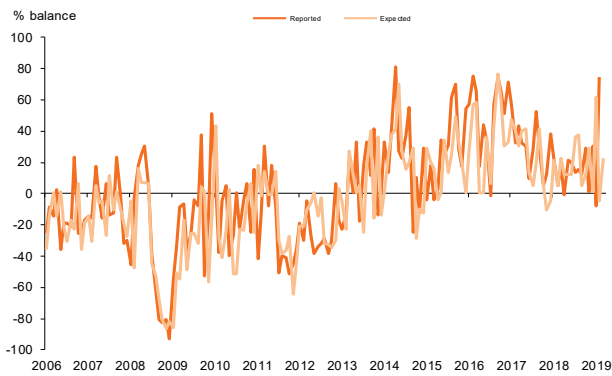
Motor Trades

Q 1 Volume of sales compared to a year earlier



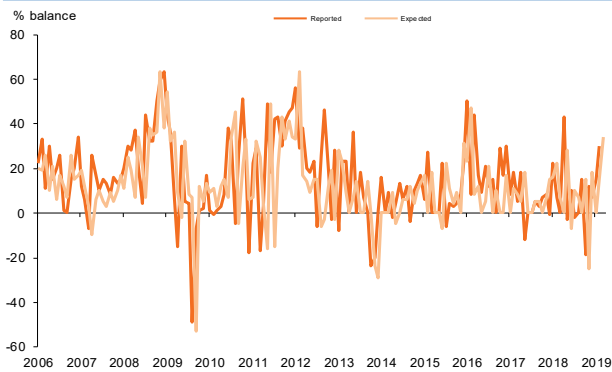
	Q1: rep	Q1: exp
Latest	+30	+8
Previous	-1	-1
Mean	-1	-3

Q 3 Volume of sales for the time of year



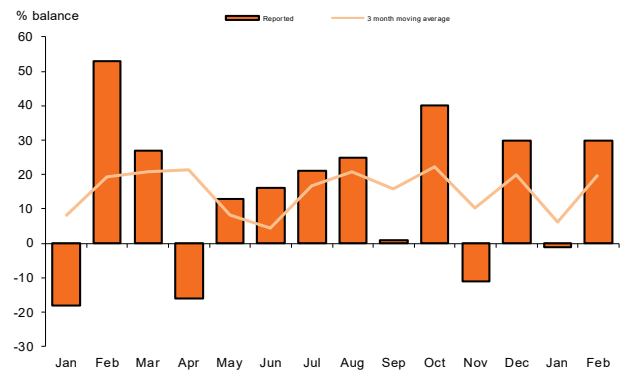
	Q3: rep	Q3: exp
Latest	+74	+22
Previous	-8	-5
Mean	-4	-6

Q 4 Volumes of stocks in relation to expected sales

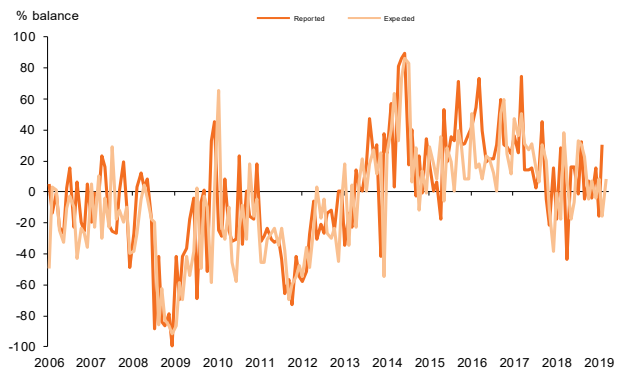


	Q4: rep	Q4: exp
Latest	+30	+34
Previous	+15	+15
Mean	+16	+13

Q 1 Volume of sales compared to a year earlier

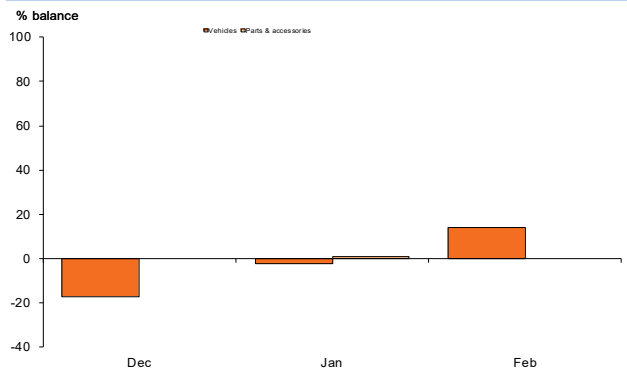


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp
Latest	+30	+8
Previous	-16	-16
Mean	-6	-9

Q 1 Sales sector breakdown

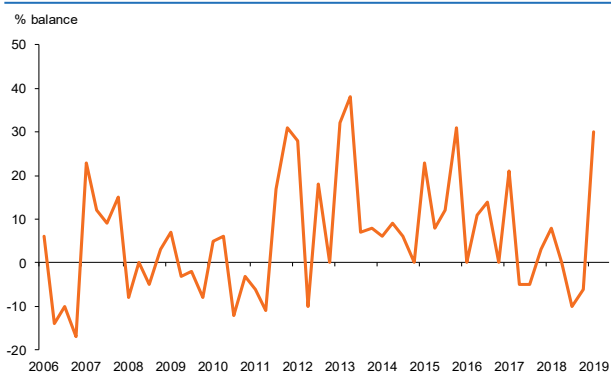


Note

The February 2019 CBI Distributive Trades Survey was conducted between 28 January and 13 February. 8 motor traders replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from July 1983 to date.

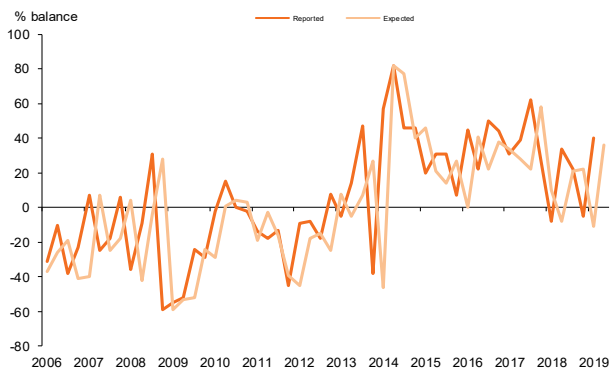
Motor Trades

Q 5 Imports



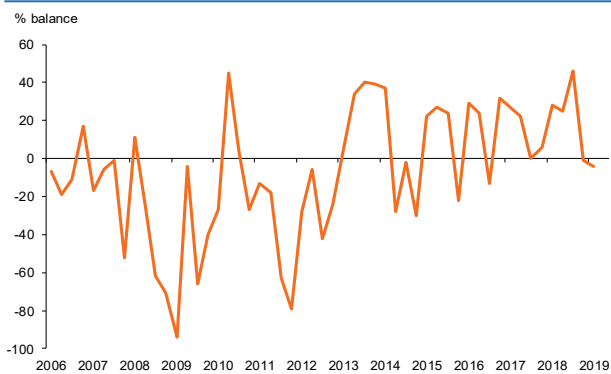
	Q5
Latest	+30
Previous	-6
Mean	+6

Q 7 Employment



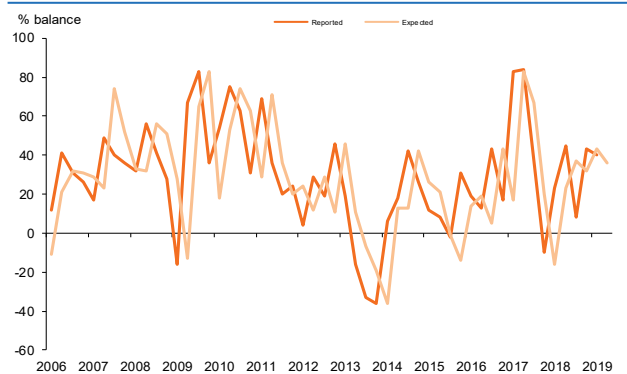
	Q7: rep	Q7: exp
Latest	+40	+36
Previous	-5	-11
Mean	+2	-1

Q 8 Investment intentions



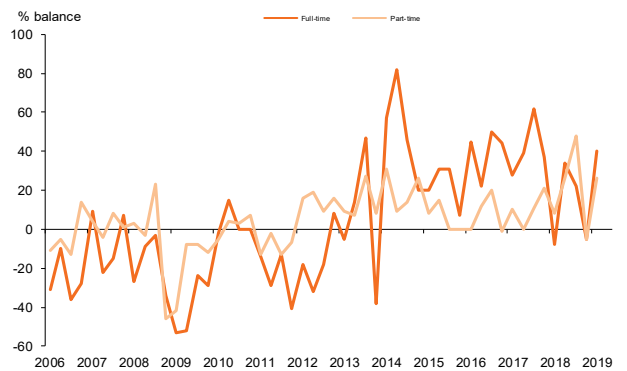
	Q8
Latest	-4
Previous	-1
Mean	-6

Q 6 Average selling prices



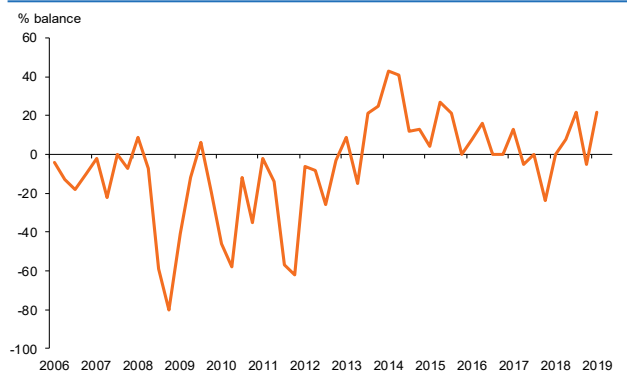
	Q6: rep	Q6: exp
Latest	+40	+36
Previous	+43	+43
Mean	+19	+20

Q 7a & b Employment: full-time and part-time



	Q7a	Q7b
Latest	+40	+26
Previous	-5	-5
Mean	+0	+1

Q 9 Business situation



	Q9
Latest	+22
Previous	-5
Mean	-4

Total Distribution

February 2019

Monthly Questions

			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2019			
														Jan	Feb	Mar	
1	Volume of sales	Reported	+27	+5	+6	+17	+18	+25	+24	+26	+17	+18	+10	+13	+14		
		Expected	+19	+37	+23	+21	+16	+21	+20	+20	+25	+13	+18	+16	+23	+29	
	Volume of sales - 3 month moving average	Reported	+22	+15	+13	+9	+14	+20	+22	+25	+22	+20	+15	+14	+12		
		Expected	+21	+25	+26	+27	+20	+19	+19	+20	+22	+19	+19	+16	+19	+23	
2	Volume of orders placed upon suppliers	Reported	+15	+12	-4	+10	+16	+6	+1	+8	+1	+18	+5	+12	+3		
		Expected	+7	+24	+11	+6	+11	+22	+14	+1	+5	+15	+13	+3	+12	+12	
3	Volume of sales for the time of year	Reported	+17	-6	+7	+9	+23	+21	+9	+16	+6	+10	-1	-8	+25		
		Expected	+11	+19	+8	+12	+9	+30	+21	+4	+16	+8	+14	+8	-2	+11	
4	Volume of stocks in relation to expected demand	Reported	+16	+15	+23	+14	+3	+15	+11	+21	+6	+17	+12	+24	+12		
		Expected	+15	+17	+11	+20	+10	-1	+13	+12	+18	+4	+19	+19	+22	+14	

By Sector: Q1 Volume of Sales (Reported)

	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2019	
												Jan	Feb
Retailing	+8	-8	-2	+11	+32	+20	+29	+23	+5	+19	-13	0	0
Wholesaling	+38	+11	+28	+25	+2	+32	+18	+41	+22	+29	+30	+37	+23
Motor trades	+53	+27	-16	+13	+16	+21	+25	+1	+40	-11	+30	-1	+30

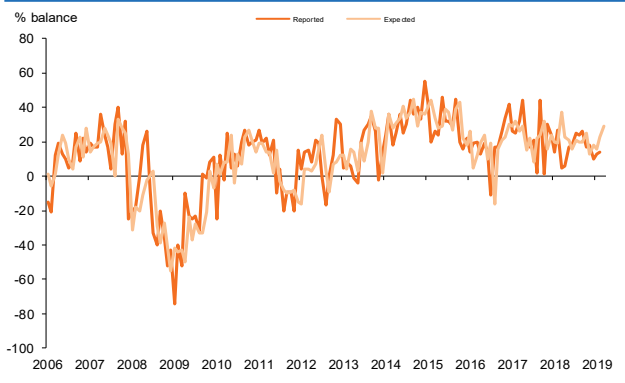
Quarterly Questions

			2017			2018			2019					
			May	Aug	Nov	Feb	May	Aug	Nov	Feb	May	Aug	Nov	Feb
5	Imports		+6	-4	+10	+9	-1	+4	+5	+4	+4	-7	+3	+2
6	Average selling prices	Reported	+23	+3	+28	+64	+68	+57	+59	+52	+58	+59	+53	+35
		Expected *	+13	+11	+29	+62	+67	+51	+55	+56	+57	+62	+50	+39
7	Employment	Reported	+16	+19	+18	+17	-2	-1	-3	-1	+11	-4	0	+2
		Expected *	+11	+9	+19	+15	-4	-3	-3	+1	+10	-7	+4	+9
8	Investment intentions		-2	-3	+2	+3	+7	+7	+3	+18	+9	+3	+7	-16
9	Business situation		+15	+8	+18	+9	+6	-1	-5	+11	+6	+6	-1	+5

~ denotes not released due to low responses. * denotes expectations for following month

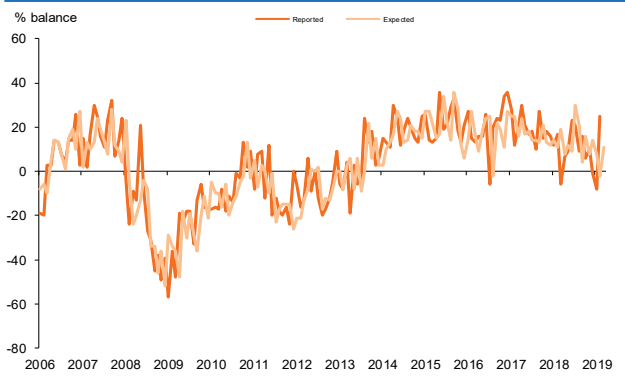
Total Distribution

Q 1 Volume of sales compared to a year earlier



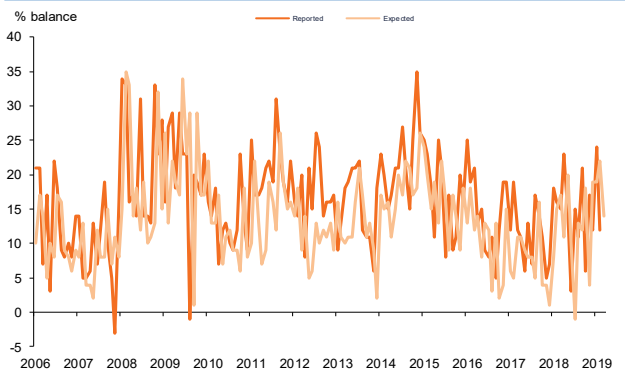
	Q1: rep	Q1: exp
Latest	+14	+29
Previous	+13	+23
Mean	+15	+14

Q 3 Volume of sales for the time of year



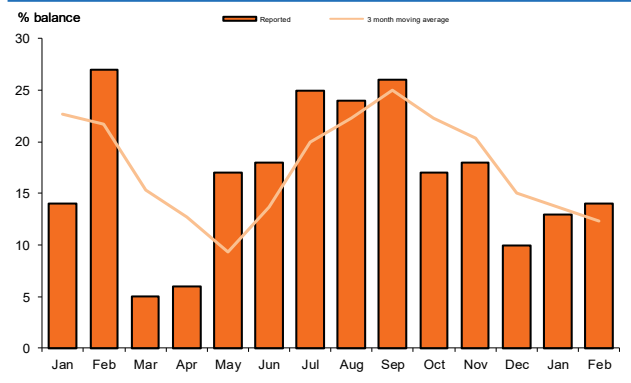
	Q3: rep	Q3: exp
Latest	+25	+11
Previous	-8	-2
Mean	+3	+3

Q 4 Volumes of stocks in relation to expected sales

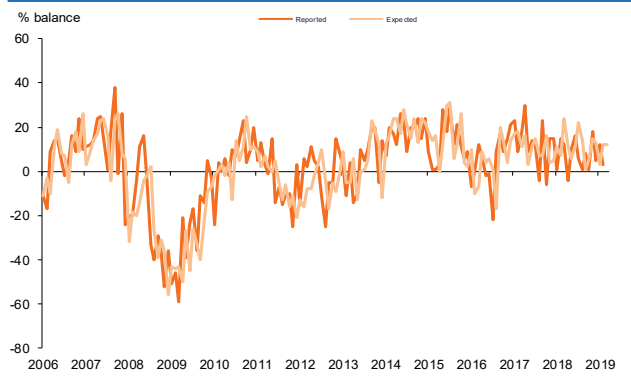


	Q4: rep	Q4: exp
Latest	+12	+14
Previous	+24	+22
Mean	+16	+13

Q 1 Volume of sales compared to a year earlier

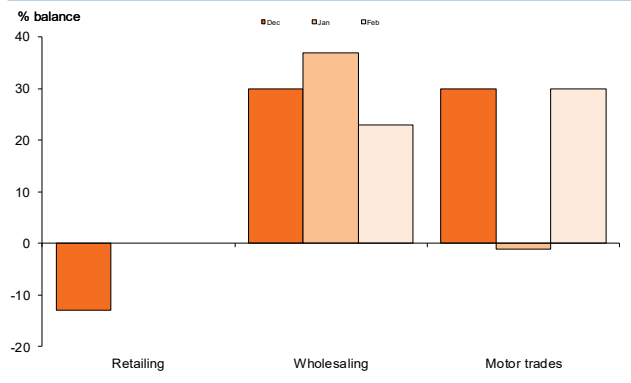


Q 2 Orders placed on suppliers



	Q2: rep	Q2: exp
Latest	+3	+12
Previous	+12	+12
Mean	+6	+5

Q 1 Sales sector breakdown

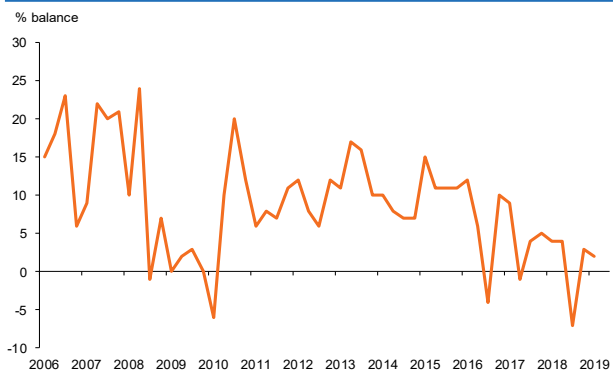


Note

The February 2019 CBI Distributive Trades Survey was conducted between 28 January and 13 February. 100 firms replied. 'Expected' questions cover expectations for the following month. Mean balances are the mean responses from July 1983 to date.

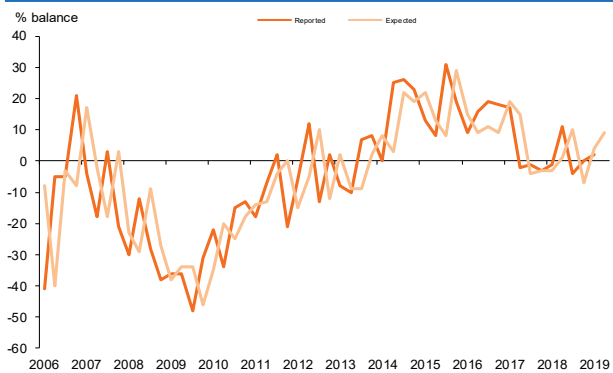
Total Distribution

Q 5 Imports



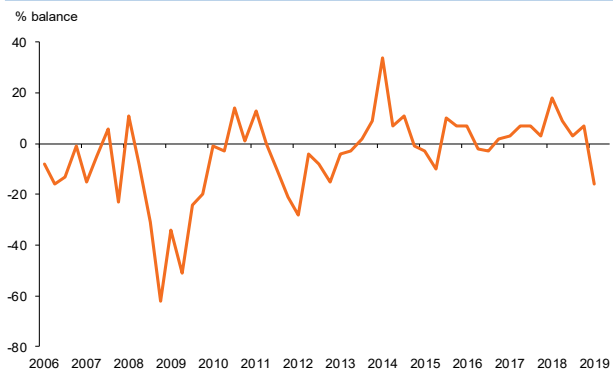
	Q5
Latest	+2
Previous	+3
Mean	+11

Q 7 Employment



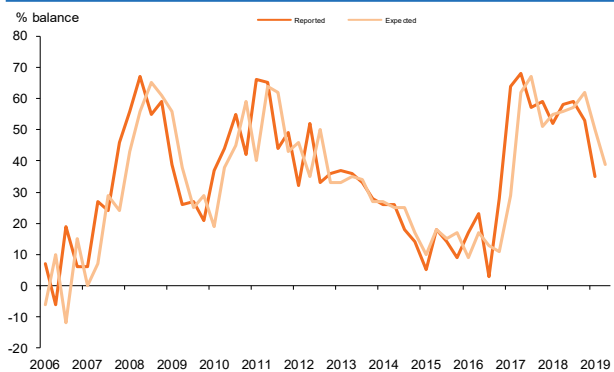
	Q7: rep	Q7: exp
Latest	+2	+9
Previous	0	+4
Mean	-1	-2

Q 8 Investment intentions



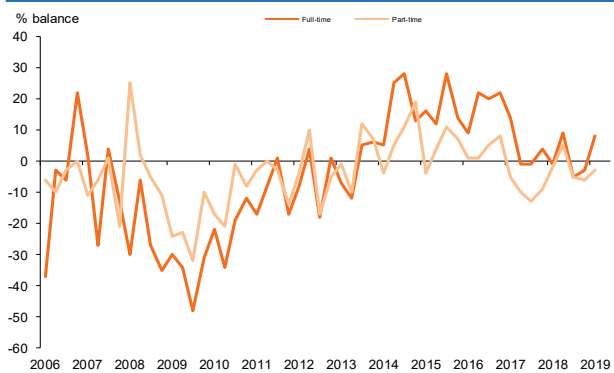
	Q8
Latest	-16
Previous	+7
Mean	-2

Q 6 Average selling prices



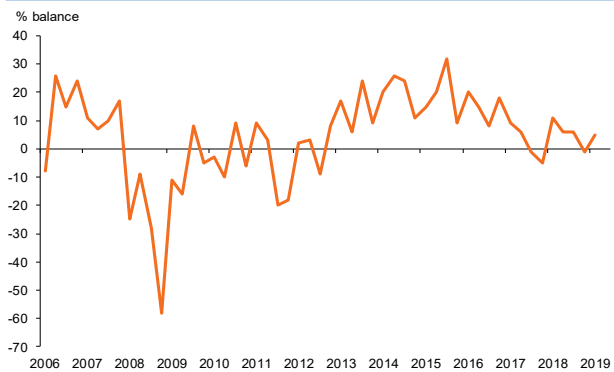
	Q6: rep	Q6: exp
Latest	+35	+39
Previous	+53	+50
Mean	+26	+26

Q 7a & b Employment: full-time and part-time



	Q7a	Q7b
Latest	+8	-3
Previous	-3	-6
Mean	-2	+0

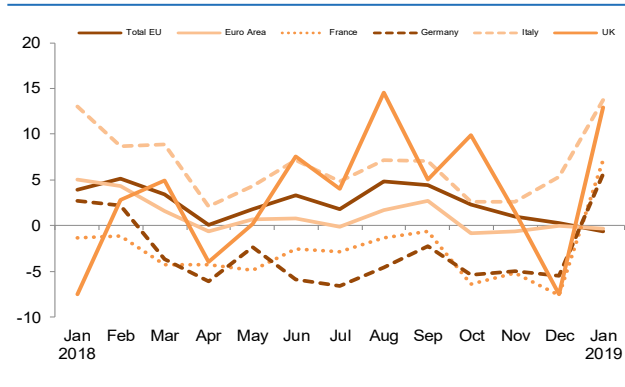
Q 9 Business situation



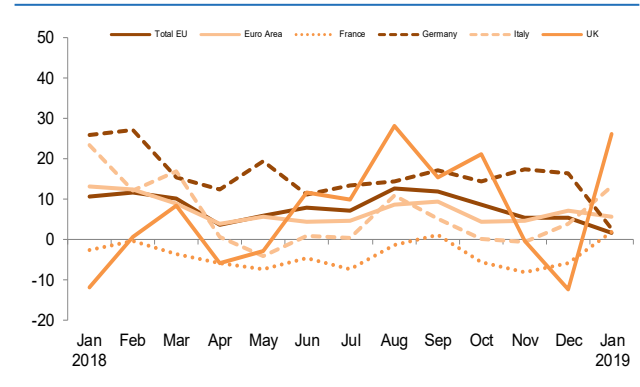
	Q9
Latest	+5
Previous	-1
Mean	+7

EU Monthly Survey of Retail Trade

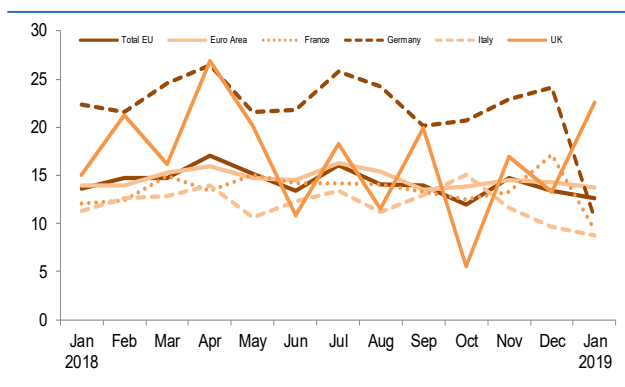
Retail confidence



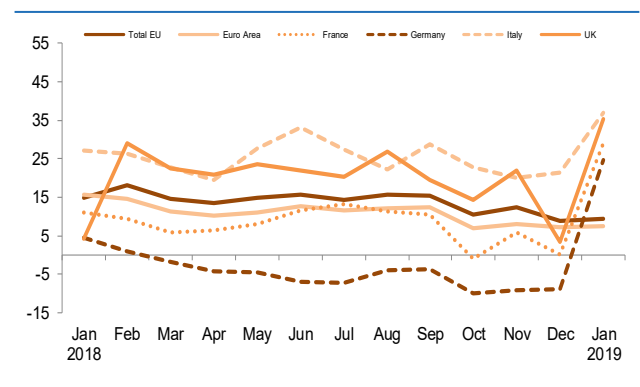
Volume of sales — past three months



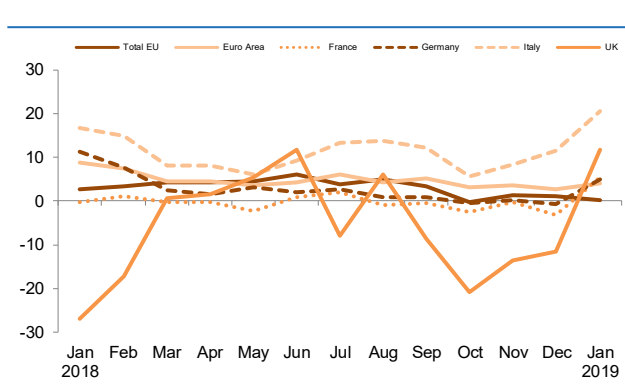
Stocks



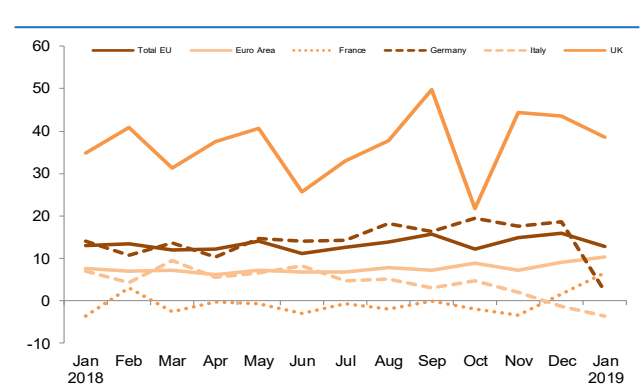
Orders placed on suppliers — next three months



Numbers employed — next three months



Prices — next three months



European Commission Monthly Survey of Retail Trade

The European Commission collates the results of surveys undertaken by national organisations in the 28 EU member states. In the case of the UK, this data is based on the CBI distributive trades survey but harmonised and seasonally adjusted to make it comparable with that supplied by other EU nations. The CBI acknowledges the European Union's financial support for the technical development and supply of this data.

The results can be found at: https://ec.europa.eu/info/business-economy-euro/indicators-statistics/economic-databases/business-and-consumer-surveys/download-business-and-consumer-survey-data/time-series_en

	2018												2019
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Retail confidence													
Total EU	+3	+5	+3	+0	+2	+4	+2	+5	+4	+3	+1	+0	-1
Euro Area	+6	+5	+3	+1	+2	+3	+2	+3	+4	+1	+1	+2	-0
France	+11	+13	+11	+11	+9	+11	+11	+11	+9	+10	+11	+11	+7
Germany	+14	+3	+7	+8	+6	+11	+8	+5	+12	+7	+2	+10	+6
Italy	+12	+15	+11	+19	+18	+19	+15	+11	+9	+7	+3	+8	+14
UK	+18	+20	+18	+13	+16	+19	+11	+14	+18	+15	+17	+16	+13
Volume of sales — next three months													
Total EU	+10	+11	+9	+4	+6	+8	+8	+13	+12	+9	+6	+5	+2
Euro Area	+14	+13	+9	+6	+8	+7	+8	+10	+12	+6	+7	+9	+6
France	+5	+8	+7	+3	+2	+2	+9	+3	+6	+5	+9	+13	+2
Germany	+22	+9	+17	+11	+10	+25	+14	+8	+21	+9	+10	+14	+3
Italy	+23	+29	+13	+29	+27	+34	+22	+11	+9	+14	+8	+5	+13
UK	+38	+31	+16	+14	+26	+26	+28	+21	+28	+25	+25	+23	+26
Stocks													
Total EU	+13	+15	+15	+17	+15	+14	+16	+14	+14	+12	+15	+13	+13
Euro Area	+13	+14	+14	+15	+14	+14	+16	+14	+13	+13	+14	+13	+14
France	+7	+7	+11	+8	+10	+6	+9	+8	+8	+7	+7	+5	+9
Germany	+9	+11	+11	+10	+12	+12	+12	+13	+11	+13	+28	+11	+11
Italy	+6	+9	+10	+3	+9	+4	+5	+5	+7	+10	+9	+13	+9
UK	+24	+20	+17	+21	+26	+22	+29	+25	+16	+26	+23	+18	+23
Overall business situation — next three months													
Total EU	+14	+18	+15	+14	+15	+16	+15	+16	+15	+11	+13	+9	+9
Euro Area	+16	+16	+13	+13	+14	+15	+14	+14	+14	+10	+11	+10	+7
France	+36	+37	+36	+37	+34	+38	+34	+38	+29	+31	+30	+28	+29
Germany	+29	+12	+16	+23	+19	+19	+21	+20	+26	+24	+24	+27	+25
Italy	+19	+27	+32	+33	+35	+29	+27	+27	+27	+17	+9	+31	+37
UK	+40	+50	+54	+46	+50	+52	+35	+47	+42	+47	+47	+45	+35
Volume of orders placed on suppliers — next three months													
Total EU	+6	+7	+6	+5	+5	+7	+6	+5	+4	+6	+5	+1	+4
Euro Area	+7	+7	+5	+5	+6	+6	+5	+6	+6	+4	+4	+4	+1
France	+19	+26	+24	+24	+21	+22	+19	+18	+19	+16	+18	+14	+16
Germany	+17	+6	+10	+10	+9	+8	+14	+9	+4	+14	+2	+22	+14
Italy	+8	+15	+12	+27	+21	+23	+20	+8	+15	+4	+6	+11	+21
UK	+15	+20	+20	+19	+15	+21	+13	+25	+11	+17	+22	+27	+10
Numbers employed — next three months													
Total EU	+2	+3	+4	+5	+5	+6	+4	+5	+4	-0	+2	+1	+0
Euro Area	+8	+7	+5	+5	+5	+5	+7	+5	+6	+4	+5	+4	+4
France	+9	+10	+9	+14	+11	+15	+11	+9	+10	+10	+8	+3	+6
Germany	+7	+8	+5	+4	+9	+6	+7	+1	+4	+6	+5	+7	+5
Italy	+15	+14	+16	+26	+31	+25	+18	+15	+17	+14	+4	+16	+21
UK	+9	+6	+4	+1	+5	+4	+2	+6	+9	+9	+13	+7	+12
Prices — next three months													
Total EU	+13	+13	+11	+12	+14	+11	+13	+14	+16	+12	+15	+16	+13
Euro Area	+8	+7	+7	+7	+9	+8	+9	+9	+9	+10	+9	+10	+10
France	+8	+5	+4	+3	+3	+1	+2	+3	+6	+6	+7	+9	+7
Germany	+5	+0	-6	-1	-1	-0	+0	-1	-2	-1	+1	-1	+2
Italy	-0	+2	-3	-0	-1	-3	-1	-2	+0	-2	-3	+2	-2
UK	+14	+14	+14	+15	+24	+25	+33	+27	+33	+30	+39	+32	+39

FURTHER INFORMATION

Economic Intelligence

The CBI Economic Intelligence team takes advantage of the CBI's diverse contacts with British business to build up an accurate assessment of the latest developments in the UK and international economy. Widely acknowledged for their professional standards, the teams' work is vital since government statistics, where available, are often slow to be published and are subject to revision. Apart from the quarterly UK economic outlook and International business outlook, the teams publish the unique CBI business surveys, covering manufacturing, distribution, consumer, business & professional services, financial services and SMEs. All results are carefully scrutinised and discussed by business people and economists before publication.

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Participation

If you wish to take part in a survey – or for more information on any CBI surveys – please contact:

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