

In 2019, the wholesale trade sector generated turnover in excess of 4.5 billion euros. There are 1,253 establishments operating in the sector, employing 2,586 people. It is the largest sector in terms of turnover, but only the eighth largest employer in the Principality.

It accounted for 9.3% of the Principality's Gross Domestic Product (GDP) in 2018, making it the fifth-largest contributor.

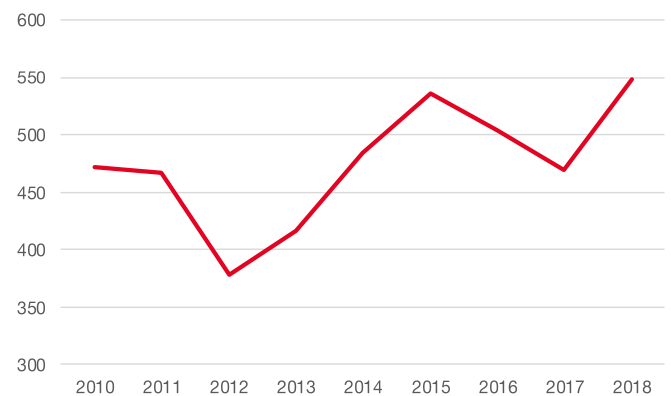
### The wholesale trade sector's contribution to GDP rose strongly in 2018

The wholesale trade sector's performance is often dependent on the international geopolitical and economic context. In some years, tensions in certain regions affected the major players in the sector, particularly in the area of petroleum product trading.

The sector's growth rate of 17.8% is almost three times that of the Principality's overall GDP (+6.1%). This strong performance is mainly driven by the gross operating surplus of companies in the sector, which rose significantly (+31%) in 2018, unlike employee pay (+0.3%).

The sector's GDP, adjusted for inflation, exceeded its previous record set in 2015 to reach almost 550 million euros, and now accounts for nearly 10% of the Principality's overall GDP.

**Graph 1 : Evolution of wholesale trade GDP**



Unit : million euros  
Source : Monaco Statistics

**Table 1 : Breakdown of GDP components in 2018**

	GDP 2018	Wholesale Trade	Weight
Compensation of employees	2,878.3	157.6	5.5%
Gross operating surplus	2,516.4	308.4	12.3%
Taxes	788.2	84.2	10.7%
Grant	-269.7	-1.4	0.5%
<b>GDP in constant millions euros</b>	<b>5,913.3</b>	<b>548.7</b>	<b>9.3%</b>

Unit : million euros  
Source : Monaco Statistics

However, since wholesale trade is not an activity that requires a substantial workforce, wages only make up 5.5% of overall GDP, whereas the gross operating surplus of companies in the sector represents 12.3%.

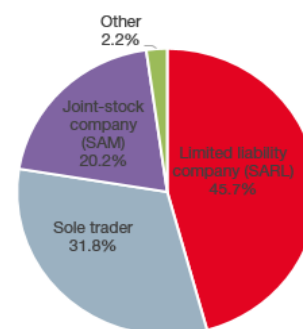
### A dynamic sector

At the end of December 2019, there were 1,253 companies operating in the wholesale trade sector, i.e. 12.6% of all those in the Principality. Over the course of the year, a total of 110 new businesses were created and 79 were struck off the companies register, for a net gain of 31 businesses. It is the fourth most prolific sector in terms of new companies created.

Almost half of businesses in this sector are SARLs (limited liability companies), whereas this legal form only accounts for 28.7% of all companies operating in Monaco.

The average age of a business currently operating is 11.7 years, relatively close to the average for the Principality (12.8 years).

**Graph 2 : Breakdown of establishments in the sector by legal form in 2019**



Sources : Business Development Agency, Monaco Statistics

The **wholesale** or intercompany trade sector comprises all companies which buy and/or sell goods and services exclusively from and/or to other businesses or to professional buyers. This sector includes wholesale trade by companies for their own account or on behalf of third parties (commission wholesale trade) and concerns domestic trade activities or international wholesale trade (import/export).

## Slight fall in employment figures

Wholesale trade is not an activity requiring a large workforce. As a result, it only accounts for a small proportion of the overall number of employees (5%). The sector employed 2,586 people in 2019. That number fell (by 30 or 1.1%), whereas the number of people employed in the Principality as a whole

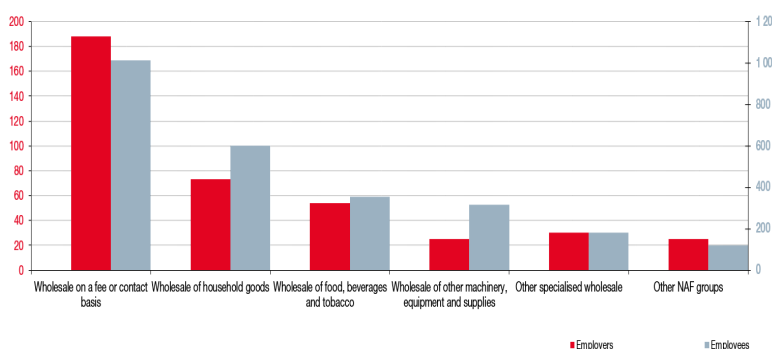
The number of hours worked also fell (by 1.0%, compared with an increase of 3.4% for the Principality as a whole). Meanwhile, the number of employers rose (by 2.3%) at a faster rate than for the Principality as a whole (+1.1%).

**Table 2 : Breakdown of employees and employers according to the NAF group in 2019**

	Employers		Employees		
	Nb	Variation 2018/2019	Nb	Variation 2018/2019	Weight
Wholesale on a fee or contact basis	188	7.4%	1,013	3.0%	39.2%
Wholesale of household goods	73	1.4%	603	-2.5%	23.3%
Wholesale of food, beverages and tobacco	54	3.8%	355	1.3%	13.7%
Wholesale of other machinery, equipment and supplies	25	-7.4%	316	-4.7%	12.2%
Other specialised wholesale	30	-14.3%	181	-1.9%	7.0%
Other NAF groups	25	0.0%	118	-20.3%	4.6%
<b>Total Wholesale</b>	<b>395</b>	<b>2.3%</b>	<b>2,586</b>	<b>-1.1%</b>	<b>100%</b>
<b>Total in Principality</b>	<b>6,182</b>	<b>1.1%</b>	<b>53,091</b>	<b>2.9%</b>	

Sources : Caisses Sociales de Monaco, Monaco Statistics

**Graph 3 : Breakdown of employees and employers according to the NAF group in 2019**



Sources : Caisses Sociales de Monaco, Monaco Statistics

The wholesale sector's workforce is less male than the average. Some 51% of employees in the sector are male, compared with 60% for the Principality as a whole.

While French and Italian nationals account for an identical proportion of the sector's workforce to that of the Monegasque workforce in general, there are three times more British nationals, and four times fewer Portuguese.

Wholesale agents account for almost 50% of employers and nearly 40% of employees in the sector.

**Table 3 : Breakdown of employees by nationality and gender in 2019**

	Men		Women		Total	Weight
	Nb	%	Nb	%		
French	875	52.6%	788	47.4%	1,663	64.3%
Italian	245	52.1%	225	47.9%	471	18.2%
British	64	58.7%	45	41.3%	109	4.2%
Portuguese	14	37.1%	24	62.9%	38	1.5%
Monegasque	11	48.1%	12	51.9%	23	0.9%
Other *	114	40.3%	168	59.7%	282	10.9%
<b>Total</b>	<b>1,323</b>	<b>51.2%</b>	<b>1,263</b>	<b>48.8%</b>	<b>2,586</b>	<b>100%</b>

\*of which not specified

Sources : Caisses Sociales de Monaco, Monaco Statistics

## The sector's turnover fell in 2019

Wholesale is the leading sector in terms of turnover, ahead of scientific and technical activities, administrative and support services, and construction. It represents more than 30% of the Principality's overall turnover, excluding financial and insurance activities.

Wholesale trade turnover fell (by 4.1%), whereas the Principality as a whole saw an increase in turnover (excluding financial and insurance activities) of 1.5%.

The decline in the sector's turnover is largely due to the lower turnover from wholesale of food, beverages and tobacco.

Commission trade, which accounts for over 40% of the sector's turnover, saw its turnover rise by 2%.

**Table 4 : Wholesale trade turnover**

	2018	2019	Variation	Weight
Wholesale on a fee or contact basis	1,812.0	1,847.6	2.0%	40.3%
Wholesale of food, beverages and tobacco	1,081.3	901.4	-16.6%	19.7%
Wholesale of household goods	823.5	851.3	3.4%	18.6%
Wholesale of other machinery, equipment and supplies	545.6	512.7	-6.0%	11.2%
Other specialised wholesale	378.6	354.6	-6.4%	7.7%
Other NAF groups	140.7	116.7	-17.1%	2.5%
<b>Total Wholesale</b>	<b>4,781.8</b>	<b>4,584.2</b>	<b>-4.1%</b>	<b>100%</b>
<b>Overall turnover of the Principality excluding Financial and insurance activities</b>	<b>14,443.7</b>	<b>14,659.4</b>	<b>1.5%</b>	

Unit : million euros

Sources : Department of Tax Services, Monaco Statistics

