



Retail Sales Index

March 2004 (First Estimates)
February 2004 (Final Figures)

The line graph illustrates the monthly change in the labor force over a two-year period. The Y-axis, labeled 'Change in millions', ranges from -3.0 to 9.0 in increments of 3.0. The X-axis marks the time from March 2002 to March 2004. The data shows a period of relative stability with minor fluctuations between March 2002 and June 2002, followed by a sharp increase peaking at approximately 5.0 million in late 2002. This is followed by a significant drop to nearly -2.0 million in early 2003, a subsequent recovery to around 4.0 million by mid-2003, another sharp decline to -1.0 million in late 2003, and finally a strong upward trend reaching about 6.0 million by March 2004.

Month	Change in millions
Mar-02	1.5
Apr-02	0.5
May-02	1.0
Jun-02	0.0
Jul-02	0.5
Aug-02	0.0
Sep-02	2.5
Oct-02	1.0
Nov-02	0.5
Dec-02	0.0
Jan-03	-0.5
Feb-03	5.0
Mar-03	-0.5
Apr-03	2.5
May-03	4.0
Jun-03	4.0
Jul-03	-1.5
Aug-03	4.0
Sep-03	0.5
Oct-03	4.0
Nov-03	0.5
Dec-03	1.0
Jan-04	1.0
Feb-04	0.5
Mar-04	6.0

	Volume Index	Value Index
March 2003	101.2	107.7
March 2004	106.3	113.7
% change	+5.0%	+5.6%

The volume of retail sales (i.e. excluding price effects) increased by 5.0% in March 2004 compared to March 2003. There was a monthly increase of 4.1%. If Motor Trades are excluded the annual increase was 3.6% and there was a monthly increase of 2.7%.

The value of retail sales increased by 5.6% in March 2004 compared to March 2003 and increased by 4.5% in the month. However, if Motor Trades are excluded, the annual increase was 4.0% and the monthly change was +1.7%.

February is the latest month for which final detailed figures are available. The three-month December 2003 – February 2004 volume figures show that, compared with the three months ending November 2003:

- The largest increase in the volume of sales was in the Other Retail Sales (+11.2%) sector.
- The largest decrease in the volume of sales was in the Pharmaceutical, Medical & Cosmetic Articles (-9.5%) sector.

All figures in this release are trading day and seasonally adjusted. The seasonal factors are based on unadjusted indices up to November 2003.

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Table 1 Seasonally Adjusted Indices of Total Retail Sales¹**Base Year: 2000 = 100**

Total Retail Sales for all Businesses Combined						
Period	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
2001 Year	103.5	3.5	3.5	101.8	1.8	1.8
2002 Year	106.2	2.6	2.6	101.9	0.1	0.1
2003 Year	109.5	3.1	3.1	102.7	0.8	0.8
2002 1st quarter	103.3	-3.1	3.6	99.9	-4.2	1.7
2nd quarter	103.7	0.4	2.1	100.0	0.1	-0.4
3rd quarter	106.2	2.4	2.9	101.5	1.5	0.2
4th quarter	108.4	2.1	1.7	103.0	1.5	-1.2
2003 1st quarter	107.4	-0.9	4.0	101.1	-1.8	1.2
2nd quarter	107.2	-0.2	3.4	101.3	0.2	1.3
3rd quarter	109.1	1.8	2.7	102.0	0.7	0.5
4th quarter	111.0	1.8	2.4	103.5	1.5	0.5
2004 1st quarter ²	111.1	0.1	3.5	103.9	0.3	2.7
2002 October	107.5	-0.1	1.9	102.6	-0.8	-0.9
November	107.2	-0.3	1.5	102.2	-0.4	-1.1
December	110.1	2.7	1.6	104.0	1.8	-1.6
2003 January	108.8	-1.2	7.1	102.5	-1.5	4.0
February	105.6	-3.0	0.6	99.6	-2.8	-2.0
March	107.7	2.1	4.4	101.2	1.6	1.6
April	109.2	1.4	6.2	102.6	1.4	3.4
May	103.3	-5.4	-1.2	98.6	-4.0	-2.8
June	108.6	5.2	4.6	102.4	3.9	3.0
July	107.7	-0.8	1.7	100.3	-2.0	-0.5
August	110.1	2.2	5.1	102.8	2.5	3.0
September	109.5	-0.5	1.7	102.6	-0.2	-0.8
October	110.2	0.6	2.5	103.2	0.5	0.6
November	109.7	-0.4	2.3	102.8	-0.4	0.6
December	112.8	2.8	2.4	104.3	1.5	0.3
2004 January	110.2	-2.3	1.3	102.6	-1.7	0.1
February	108.9	-1.2	3.1	102.1	-0.5	2.5
March ²	113.7	4.5	5.6	106.3	4.1	5.0

¹ Based on Seasonal Patterns up to November 2003² Provisional value and volume of sales indices based on early returns from sample retailers

Table 2 Seasonally Adjusted Indices of Total Retail Sales (Excluding Motor Trades)¹**Base Year: 2000 = 100**

Total Retail Sales for all Businesses Combined (Excl Motor Trades)						
Period	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
2001 Year	110.1	10.1	10.1	107.1	7.1	7.1
2002 Year	114.8	4.3	4.3	108.9	1.7	1.7
2003 Year	119.0	3.7	3.7	110.4	1.4	1.4
2002 1st quarter	111.9	-0.6	7.0	105.3	-5.1	3.7
2nd quarter	111.5	-0.4	3.7	107.0	1.6	1.3
3rd quarter	114.2	2.4	4.5	106.8	-0.2	2.2
4th quarter	115.5	1.1	2.6	111.0	3.9	0.0
2003 1st quarter	116.4	0.8	4.0	106.7	-3.9	1.3
2nd quarter	116.8	0.3	4.8	110.2	3.3	3.0
3rd quarter	117.5	0.6	2.9	107.3	-2.6	0.5
4th quarter	119.3	1.5	3.3	112.3	4.7	1.2
2004 1st quarter ²	120.3	0.9	3.4	109.5	-2.5	2.6
2002 October	114.4	0.0	2.7	110.2	0.5	0.2
November	114.8	0.4	3.2	111.3	1.0	0.4
December	116.9	1.8	1.9	111.4	0.1	-0.6
2003 January	116.0	-0.8	5.7	102.4	-8.1	2.4
February	116.7	0.6	4.3	108.2	5.6	2.0
March	116.5	-0.1	2.6	109.0	0.7	-0.1
April	119.0	2.2	8.4	111.6	2.4	6.1
May	113.4	-4.7	1.4	107.7	-3.4	0.0
June	117.7	3.8	4.6	111.2	3.2	3.2
July	116.7	-0.9	2.3	101.9	-8.4	-0.4
August	117.0	0.2	2.5	107.6	5.6	0.0
September	118.5	1.4	3.7	111.3	3.5	1.5
October	119.4	0.7	4.3	112.5	1.0	2.0
November	118.2	-1.0	3.0	112.0	-0.4	0.6
December	120.1	1.6	2.7	112.4	0.4	0.9
2004 January	120.5	0.3	3.9	104.8	-6.7	2.3
February	119.1	-1.2	2.1	109.9	4.9	1.6
March ²	121.1	1.7	4.0	112.9	2.7	3.6

¹ Based on Seasonal Patterns up to November 2003² Provisional value and volume of sales indices based on early returns from sample retailers

Table 3 Seasonally Adjusted¹ Value and Volume Indices of Retail Sales for 13 Retail Businesses
(Preliminary Estimates) Base Year: 2000 = 100

Retail Business - NACE REV 1	March 2004					
	Value of Sales			Volume of Sales		
	Index	% change on previous month	Annual % change	Index	% change on previous month	Annual % change
Motor Trades - NACE 50	97.2	7.8	9.7	97.6	15.1	9.3
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	125.7	3.2	6.5	109.9	3.2	5.9
Department Stores - NACE 52.12	118.7	3.5	0.7	120.9	3.2	2.2
of which:-						
Clothing and Footwear	118.6	5.0	4.2			
Furniture, Soft Furnishing, etc.	105.1	5.4	3.0			
Other Goods and Services	120.9	-1.8	-3.4			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	118.2	0.6	2.7	101.5	1.0	1.6
Pharmaceutical, Medical & Cosmetic Articles	131.6	-1.6	4.2	116.0	0.0	2.5
Textiles and Clothing	120.5	-0.3	3.2	136.8	-2.0	6.8
Footwear and Leather	116.2	-2.4	-1.6	133.0	-3.1	2.7
Furniture and Lighting	113.0	15.3	4.4	103.0	15.7	3.6
Electrical Goods	123.4	6.6	2.1	115.8	7.1	2.2
Hardware, Paints and Glass	131.5	0.5	3.9	115.4	-0.2	1.1
Books, Newspapers and Stationery	114.9	-0.2	-2.0	100.1	1.3	-4.3
Other Retail Sales	115.0	-2.3	0.9	106.5	-1.4	0.9
Bars - NACE 55.4	109.3	1.1	1.1	90.2	1.8	-1.0
All Businesses excl. Motor Trades	121.1	1.7	4.0	112.9	2.7	3.6
All Businesses	113.7	4.5	5.6	106.3	4.1	5.0
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	120.1	-0.3	2.6	135.5	-3.2	6.4
Household Equipment	125.8	5.5	3.3	113.3	5.4	1.8
Books, Newspapers, Stationery & Other Goods	114.6	-2.1	0.4	102.2	-1.8	-0.7
Food Businesses	125.2	3.1	6.2	108.9	2.9	5.4
All Non-Food	120.9	0.6	2.1	113.1	0.5	1.5
All Businesses excl. Motor Trades & Bars	123.1	1.8	4.5	115.4	2.1	4.2

¹ Based on Seasonal Patterns up to November 2003, individual series are independently adjusted

Table 4 Seasonally Adjusted¹ Value and Volume Indices of Retail Sales for 13 Retail Businesses
Base Year: 2000 = 100

Retail Business - NACE REV 1	February 2004					
	Value of Sales			Volume of Sales		
	Index	% change on previous month	Annual % change	Index	% change on previous month	Annual % change
Motor Trades - NACE 50	90.2	-3.3	5.0	84.8	0.4	3.9
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	121.8	-2.7	2.7	106.5	-3.8	1.9
Department Stores - NACE 52.12	114.7	-14.0	-0.6	117.2	-18.5	1.2
of which:-						
Clothing and Footwear	113.0	-15.9	-0.2			
Furniture, Soft Furnishing, etc.	99.7	-21.6	-0.5			
Other Goods and Services	123.1	-7.8	-1.0			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	117.5	6.9	2.4	100.4	6.2	0.8
Pharmaceutical, Medical & Cosmetic Articles	133.8	4.3	7.8	116.0	13.9	5.6
Textiles and Clothing	120.9	3.1	3.6	139.6	1.4	7.8
Footwear and Leather	119.0	-4.3	1.1	137.2	-8.3	6.9
Furniture and Lighting	98.0	-18.1	-8.0	89.1	-21.3	-8.3
Electrical Goods	115.8	-6.2	-1.2	108.2	-6.4	-1.4
Hardware, Paints and Glass	130.8	0.5	2.6	115.6	-0.5	-0.5
Books, Newspapers and Stationery	115.1	1.1	1.0	98.9	-1.4	-1.3
Other Retail Sales	117.7	1.8	2.9	108.1	-0.1	2.2
Bars - NACE 55.4	108.0	1.3	-0.9	88.6	1.5	-3.7
All Businesses excl. Motor Trades	119.1	-1.2	2.1	109.9	4.9	1.6
All Businesses	108.9	-1.2	3.1	102.1	-0.5	2.5
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	120.4	2.2	3.3	140.0	-9.8	7.8
Household Equipment	119.2	-4.7	-0.6	107.5	-5.5	-2.2
Books, Newspapers, Stationery & Other Goods	117.0	1.8	2.5	104.4	0.6	1.2
Food Businesses	121.4	-1.8	2.7	105.7	-1.2	1.4
All Non-Food	120.2	-1.6	2.3	112.5	-1.8	1.4
All Businesses excl. Motor Trades & Bars	121.0	-1.4	2.5	113.0	0.4	2.3

¹ Based on Seasonal Patterns up to November 2003, individual series are independently adjusted

Table 5 Seasonally Adjusted¹ Value and Volume Indices of Retail Sales for 13 Retail Businesses
Base Year: 2000 = 100

Retail Business - NACE REV 1	December 2003 - February 2004					
	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
Motor Trades - NACE 50	91.9	1.9	0.5	85.1	-1.3	-0.9
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	123.6	0.9	4.5	109.2	-0.5	3.3
Department Stores - NACE 52.12	124.0	5.4	5.0	127.7	9.4	6.3
of which:-						
Clothing and Footwear	124.0	7.2	7.7			
Furniture, Soft Furnishing, etc.	113.9	6.7	3.3			
Other Goods and Services	127.9	4.6	2.2			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	113.3	-1.5	-0.6	97.4	-2.8	-2.5
Pharmaceutical, Medical & Cosmetic Articles	131.8	-4.8	5.9	113.0	-9.5	3.6
Textiles and Clothing	118.8	2.4	3.8	135.4	5.8	7.0
Footwear and Leather	118.7	2.0	2.5	136.9	6.2	7.7
Furniture and Lighting	111.1	5.8	2.1	103.8	6.8	1.4
Electrical Goods	118.9	-1.4	-1.8	111.4	-1.2	-2.4
Hardware, Paints and Glass	129.7	4.3	3.7	114.9	5.5	0.4
Books, Newspapers and Stationery	115.4	-3.8	2.8	100.7	-4.0	0.0
Other Retail Sales	115.7	0.7	2.0	107.6	11.2	0.9
Bars - NACE 55.4	107.6	0.6	-1.1	89.0	-2.3	-4.8
All Businesses excl. Motor Trades	119.9	1.0	2.8	109.3	-2.3	1.6
All Businesses	110.8	0.9	2.3	103.1	0.3	0.9
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	118.6	2.2	3.6	139.8	11.0	7.0
Household Equipment	122.4	3.0	1.2	110.3	2.5	-0.7
Books, Newspapers, Stationery & Other Goods	115.6	0.0	2.1	103.8	-0.1	0.4
Food Businesses	122.7	0.7	4.1	107.4	-0.6	2.5
All Non-Food	121.0	1.3	2.9	113.4	0.7	1.6
All Businesses excl. Motor Trades & Bars	121.9	1.1	3.4	113.5	-0.4	2.5

¹ Based on Seasonal Patterns up to November 2003, individual series are independently adjusted

Table 6

Volume of retail trade in the euro-zone, the EU15, the EU25 and Member States¹
Annual % change compared with the same month of the previous year

	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04
Belgium	-2.4	-2.3	3.3	-4.2	-0.7	2.0
Germany	-3.1	-1.3	0.3	-3.2	-2.5	-2.5
Greece	11.2	5.2	3.2	6.5	1.4	2.9
Spain	1.3	2.5	4.0	2.9	6.2	4.4
France	0.2	2.2	1.2	-2.2	0.6	3.8
Ireland	2.1	2.3	3.9	1.7	2.0	3.7
Italy	-3.3	0.6	-0.5	-2.4	-1.1	-0.7
Luxembourg	2.1	2.2	4.4	4.0	3.9	:
Netherlands	-4.2	-6.0	-4.1	-5.3	-6.1	-3.1
Austria	-2.1	-0.9	1.1	-4.6	0.1	-1.1
Portugal	-2.7	-1.1	-1.8	-2.3	-2.8	-0.4
Finland	5.1	3.3	4.9	4.6	3.3	6.7
Euro-zone	-1.3	0.3	0.9	-2.0	-0.3	0.9
Denmark	5.4	1.5	4.8	3.9	3.7	4.0
Sweden	6.8	3.4	4.6	4.5	4.1	4.0
United Kingdom	2.6	3.7	3.4	3.0	4.3	6.7
EU15	-0.1	1.1	1.6	-0.5	1.0	2.3
Czech Republic	5.6	4.5	4.1	3.3	3.3	1.9
Estonia	1.5	-3.1	4.7	-1.5	0.5	13.5
Cyprus	-3.3	6.7	4.5	4.1	2.0	:
Latvia	12.9	12.3	18.1	13.1	17.0	12.5
Lithuania	13.6	10.5	13.4	12.8	20.9	13.9
Hungary	7.9	8.8	8.6	8.2	11.1	7.4
Malta	:	:	:	:	:	:
Poland	:	:	:	:	:	:
Slovenia	2.9	5.3	5.8	1.0	2.1	5.1
Slovakia	-5.3	-6.1	-5.0	-3.0	-1.1	0.8
EU25	:	:	1.7	-0.3	1.1	2.4

: Data not available

¹ Data refers to Working Day Adjusted NACE 52 : All Business excluding Motor Trades & Bars

Source: Eurostat

Background Notes

Retail Sales Index	Introduction of updated series with base year 2000 = 100. An updated Retail Sales Index (RSI) was introduced in the November 2003 release. The underlying methodology remains unchanged. The index is primarily intended to measure short-term trends. For long term analysis allowance must be made for the fact that the series does not reflect changes in retail structures between updatings.
Reference Period	The February period covers the 5 weeks from 25/01/04 to 28/02/04 and the March period covers the 5 weeks from 29/02/04 to 03/04/04.
New Base Year	The set of new monthly retail sales indices has been compiled with reference to base year 2000 = 100. The underlying structural weighting system is mainly based on the 2000 Annual Services Inquiry. Weights are updated from year to year using ratios of average weekly turnover by size class within business type.
Scope and Coverage	The Retail Sales Index covers, on a sample basis, the retail sales of retail businesses, wholesale businesses with sizeable retailing activity and the separate sales establishments of non-distribution enterprises. Excluded from the index coverage are the direct retail sales from non-distribution establishments together with the incidental retail sales of wholesale businesses. Also excluded are sales by hawkers, street stalls and other retailing activities not conducted from permanent business premises. The statistical unit used for reporting sales figures in this inquiry is the enterprise (i.e. complete business covering all branches).
Methodology	The business categories are based mainly on the Statistical Classification of Economic Activities in the European Community (NACE Rev. 1). The index system is structured on the retailing enterprises covered in the 2000 Annual Services Inquiry classified by 13 retail business categories and four turnover (excluding VAT) ranges¹. The value indices are calculated by updating the aggregate 2000 retail turnover (including VAT) of these enterprises in these fifty one cells using the monthly retail sales data provided by the enterprise respondent panel from 2000 onwards. The compilation of the index for a current month is based on the percentage change in average weekly sales in these cells over the corresponding monthly period of the previous year. The monthly volume indices are calculated by deflating the seasonally unadjusted value indices by specially constructed retail price indices derived from the Consumer Price Index (CPI).
Seasonal Adjustment	The seasonally adjusted series are updated twice yearly using patterns up to and including the preceding month. The present seasonally adjusted monthly value and volume series are based on seasonal patterns from January 1999 to November 2003. The duration is sufficient for seasonal adjustment ; the process will improve as the series is extended. The adjustment is completed by applying the X-11 Variant of the US Bureau of the Census Method 11 Seasonal Adjustment program based on a multiplicative model. The unadjusted series, from which trading day variations have been eliminated, are available on our website (www.cso.ie).
References	A detailed description of the Retail Sales Index is available on the cso website www.cso.ie. Retrospective details covering three years are provided for all series on both a seasonally adjusted and an unadjusted basis in each issue of the Statistical Bulletin.

¹ The Department Stores business category is not classified by annual turnover but is sub-divided into three retail activity categories.