

**THE FEDERAL DEMOCRATIC REPUBLIC OF
ETHIOPIA**

CENTRAL STATISTICAL AGENCY

**REPORT ON
URBAN DISTRIBUTIVE TRADE SURVEY**

2013/2014 (2006 E.C.)

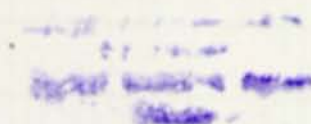
ADDIS ABABA

AUGUST, 2015

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PART I

INTRODUCTION AND OBJECTIVES OF THE SURVEY

1.1 Introduction

Distributive trade is the exchange of goods and services from the point of production to the point of consumption to satisfy human wants. It is the supply of material goods to consumers, through retailing and wholesaling or the act or process of buying, selling or exchanging goods and services at either wholesale or retail, within a country or between countries. This activity has been a constant part of human life and a vital element for the proper functioning of markets.

Any exchange of items of value between persons or companies for money is a deal of distributive trade. When certain needed products / services are developed and / or offered, people trade money for those products or access to the services. This transaction speeds up the development of commodities by individuals and companies to profit from their trade, thus, making distributive trade more wide spread and one of the largest sectors of an economy.

The performance of distributive trade in Ethiopia has a major impact on the everyday lives of the citizens of the country. It engages a multitude of traders who provide the avenues for exchanging commodities and money between producers and consumers and transmit information from the final users to the producers on the trend in demand for and taste of the commodity. It also promotes new ideas, technologies, and investments through the prospect of making a profit.

The scale of turnover and employment opportunities rendered by distributive trade are two of the pivotal roles that have earned the sector a recognition by policy makers, researchers, traders, and others in the country. It is not disputable in the sense that it will even receive national prominence in the wake of the Growth and Transformation Plan and become an immediate domestic policy concern.

The role that distributive trade plays in a country's political, economic and social stability makes measures of the trade essential. Statistics collected on distributive trade are, therefore, required to be reliable by data users. To deal with this issue convincingly and dispel the doubts of users, information on distributive trade has to be collected using standard procedures of data collection.

With this principle in mind, the Central Statistical Agency (CSA) has provided statistical information on the country's distributive trade for the fifth time to alert policy interventionists on the changes taking place in this sector. As part of this task, this fifth sample survey of distributive trade for 2013/14 (2006 E.C) was conducted to provide data on number of establishments involved, magnitude of income, employment, value added, and other items of interest for the specified year.

The last three surveys exclude the service trade as per the guidance of the **International Recommendations for Distributive Trade Statistics, 2008, United Nations** which recommends the service trade be dealt with separately. Thus, in this survey, distributive trade corresponds to the wholesale and retail trade; repair of motor vehicles and motor cycles only. It includes the sale, maintenance and repair of motor vehicles and motorcycles; wholesale trade and commission trade, except of motor vehicles and motorcycles, and retail trade, except of motor vehicles and motorcycles. The survey results are presented in print and on electronic media for data users.

The report comprises three parts. Part I contains Introduction and Objectives of the survey. Part II deals with survey methodology, data collection, and processing and Part III includes the survey results. The questionnaire is presented in Appendix I. Estimates of the standard errors with the corresponding coefficients of variations for key results of the survey are presented in Appendix II and the Estimation procedures and formulation of estimates of totals, and variance in Appendix III.

1.2 Objectives of the Survey

The general objective of Distributive Trade Sample Survey is to collect basic quantitative information on the country's trade that is essential for planning, policy formulation, monitoring and evaluation of the performance of the trade sector, ensure the smooth supply and distribution of commodities, and deal with the problems that crop up in the sector.

The specific objectives of Distributive Trade survey are to estimate the total number of establishments involved, employment, income obtained, volume of trade, and other variables of interest. The specific objectives also enable to establish the number and distribution of establishments in the regions and major towns of the country, the sector's contribution to the economy, the investment situation, etc. The report is based on establishments dealing with wholesale and retail trade; repair of motor vehicles and motor cycles in the country and compiled at regional level.

PART II

SURVEY METHODOLOGY, DATA COLLECTION & PROCESSING

2.1 Scope and Coverage

The scope of distributive trade defined in this survey is wholesale and retail trade; repair of motor vehicles and motor cycles. The range of data items that the 2013/14 (2006 E.C) distributive trade sample survey comprises are number of establishments involved, employment, income obtained, volume of trade, distribution of establishments in the regions and major towns of the country, the investment situation, and others within the distributive trade sector. Establishments engaged in at least one or more of the activities of distributive trade were enumerated and data on the sector was acquired.

The 2013/14 (2006 E.C) distributive trade survey covered only urban parts of the country. Sixteen major urban centers (regional capitals and other major towns) and other towns were covered in the survey. Time, cost, and manageability of field work taken into account, a sample of 2152 whole sale trade establishments, 5719 retail trade establishments and 418 motor vehicles, repair, and spare parts' establishments (an overall total of 8289 establishments) was planned to be covered at national level. But the survey actually covered a sample of 1906 whole sale trade establishments, 5751 retail trade establishments, and 441 motor vehicles, repair, and spare parts' establishments (an overall total of 8098 establishments). A total of 191 establishments were not covered owing to various reasons. This sample is allocated to each region based on the number of major and other urban centers located in the region and the number of whole sale, retail, and motor vehicles, repair and spare parts' establishments within each major and other urban centre in the region. The distribution of sampling units by type of establishments and urban centers at regional level is given in Table A.

2.2 Sampling Frame

The sampling frame which is a list of distributive trade establishments by type of trade was collected from the pertinent ministries, agencies, bureaus and authorities as shown below.

- Ministry of Trade,
- Ethiopian Revenue and Customs Authority
- Federal Small and Micro Enterprises Development Agency
- Regional Trade and Industry Bureaus.

2.3 Sample Design

The survey units were the set of selected establishments in the cities and towns of the country. The study utilized a two stage stratified sampling design for each region, major towns, and other towns, separately, to attain unbiased and precise estimates. In the first stage regional capitals, major towns, and other towns for each region were selected. In the second stage distributive trade establishments were randomly selected by trade type, type in this case being whole sale, retail, and motor vehicles, spare parts sales, and repair for each selected town. The estimation procedure and measure of precision are given in Appendix I

Table A: Number of planned and Covered Distributive Trade Establishments

Region	Wholesale		Retail		Motor Vehicles	
	Planned	Covered	Planned	Covered	Planned	Covered
Tigray	95	97	525	533	40	25
Mekele	70	69	285	284	33	19
Other towns	25	28	240	249	7	6
Afar	32	28	38	38	-	-
Asayita	5	5	16	18	-	-
Other towns	27	23	22	20	-	-
Amhara	314	304	938	921	125	100
Bahir Dar	25	27	90	107	18	15
Gonder	31	26	64	69	29	27
Dessie	28	27	65	76	16	14
Other towns	230	224	719	669	62	44
Oromia	307	295	1,779	1,742	62	76
Nazareth	30	28	33	210	20	20
Jimma	19	12	38	36	14	12
Debre Zeit	7	7	32	38	7	7
Shashemene	13	13	32	31	6	5
Other towns	238	235	1,644	1,637	15	-
Somali	307	47	39	59	8	7
Jijiga	33	30	15	39	8	7
Other towns	19	17	24	20	-	-
Benishangul	22	24	90	87	3	3
Asosa	7	7	55	60	3	3
Other towns	15	17	35	27	-	-
SNNPR	152	130	573	507	54	42
Awasa	31	9	48	87	14	14
Other towns	121	121	525	420	40	28
Gambela	17	7	75	77	-	-
Gambela	7	2	21	21	-	-
Other towns	10	5	54	54	-	-
Harari	14	14	35	39	10	6
Addis Ababa	1,120	906	1,567	1,688	93	160
Dire Dawa	27	54	60	60	23	22
Total	2152	1,906	5719	5,751	418	441

2.3 Concepts and Definitions

Data items of distributive trade have to be distinctly defined and identified, so that the information about the items becomes accurate and useful. Stating data items and related terms is a prerequisite in the standard procedures of data collection and compilation. The purpose of using standard concepts and definitions is not only to provide quality data but also to ensure that the right items are enumerated and measured accurately to reflect the distributive trade situation.

Standard concepts and definitions used in a survey help to maintain consistent enumeration and measurement of variables of interest. To achieve this, the CSA communicates concepts and definitions to the field staff through training and instruction manuals. Thus, concepts and definitions used for the purpose of data collection during this survey included the following.

Distributive Trade: - is defined, for this survey, as an economic activity which includes wholesale and retail trade; repair of motor vehicles and motor cycles.

Productive activity: - is, for this survey, the act of selling or making available commodities/service (in whole or in part) to customers at the enterprise in cash or in kind.

Establishment: - is an economic unit producing goods and/or services and owning assets, incurring liabilities and involving in economic activities and in transactions with other economic entities. It is an economic entity performing transaction with autonomy in financial and investment decision making as well as allocating resources for the production of goods and services. It may be engaged in one or more productive activities at one location.

Wholesale trade: - is defined as the resale (sale without transformation) of new and used goods to retailers, businesses (industrial, commercial, institutional or professional users) and others.

Retail trade: - is defined as the resale (sale without transformation) of new and used goods mainly to the general public for personal or household consumption or utilization.

Repair of Motor Vehicles and Motorcycles: - is an economic activity which is part of distributive trade and includes sale of motor vehicles, maintenance and repair of motor vehicles, sale of motor vehicle parts and accessories, and sale, maintenance and repair of motorcycles and related parts and accessories.

Minor Repair: - is repair made to maintain the existing condition of fixed assets.

Work Permit (License): - is a legal document or certificate issued by a government office (Ministry of Trade and Industry, City Administration, etc.) as permission for the operation of an enterprise.

Partnership: - is a type of ownership where by an enterprise with legal status is run by more than one person. The responsibility / liability are equal for all the partners irrespective of their share.

Share Company: - is an establishment / enterprise with legal status and owned by five or more persons. A share can be transferred from one owner to another.

Private Limited Company (PLC): - is an establishment / enterprise with legal status owned by at least two and not more than 50 individuals. In order to transfer the share of a PLC a $\frac{3}{4}$ consensus (approval) of the share holders is required.

Cooperative: - is a union/group of more than one person or family where all members of the union centralise their energy/money/assets and knowledge for and fully participate in the activity of the establishment / enterprise they own.

Book of Accounts: - is a ledger containing details of financial activities of an establishment / enterprise including the balance sheet. It is usually opened and closed at the beginning and end of the budget year of the establishment / enterprise respectively.

Initial Capital: - is capital that has been contributed by individual owners or share holders of an establishment / enterprise at the start of its operation. Initial capital can be assets or cash.

Machinery: - is any power driven instrument used in production, and service delivery, e.g. washing machines, electric power driven saw mill, welding instruments, bakery hardware, etc.

Hand tools and equipment: - are tools which are not power driven, e.g. shovel, axe, hammer, etc.

Persons engaged: - are workers taking part in the activity of the establishment / enterprise with or without payment. They can be family members, and apprentices. This concept includes permanent, contract, and temporary workers.

Employer: - a person who hires at least one employee for their establishment / enterprise. Anyone using hired labour for their establishment / enterprise and taking part in the productive activity is also included in this category.

Employee: - is any worker hired by an establishment / enterprise on permanent, contract, and temporary basis. The compensation could be in cash or in kind on a monthly, weekly, and or daily basis.

Number employed: - are all employees on the payroll including seasonal/ temporary workers.

Self employed worker: - is an individual who works in his own establishment / enterprise without hiring anyone. For this survey this concept / definition also includes Enterprises using family labour without payment.

Unpaid family worker: - is any family member of the owner of an establishment / enterprise working for the establishment / enterprise without payment.

Apprentice: - includes workers working to gain experience with or without payment.

Permanent employee: - is a worker hired by an establishment/enterprise on salary basis to work for unlimited period of time.

Temporary worker: - a worker hired on verbal agreement between the worker and the establishment / enterprise to work for certain hours/days/weeks or even months. His compensation could be on a daily, weekly, or monthly basis.

Wages and Salaries: - are compensations made to employees in cash or in kind during the reference year for the work done for the establishment / enterprise.

Fixed assets: - are assets with a productive life of one year or more, which are intended for the use of distributive trade activity by establishments/enterprises.

Revenue from sales: - is the total sales value of all goods and services during the reference year valued at market price.

Gross value of income: - is the sales value of all products and services, rent of machinery and equipment, the net change in stocks between the beginning and end of the reference period in the value of merchandise goods and the value of work in progress and other income.

Intermediate cost: - is the cost of raw materials/merchandise goods, cost of energy and other costs of items consumed / sold.

Value Added (in the National Account Concept, at Factor Cost): - is the difference between the gross value of income and total intermediate costs and indirect taxes.

Operating Surplus: - is defined here as the difference between values added in the national account concept at factor cost and total wages and salaries and employees' benefits.

2.4 Organization of Field Work

The conduct of a survey cannot be executed without the arrangement of fieldwork. In recognition of this, the organization of fieldwork for this survey has been entrusted to the 25 Branch Statistical Offices spread across the regions. All Branch Offices took part in the survey execution especially in recruiting the enumerators, participating in the first stage training, organizing the 2nd stage training, assigning the field staff to their sites of

enumeration, supervising the data collection and retrieving completed questionnaires and submitting them to the Head Office for data processing.

The Branch Offices were also responsible for administering the financial and logistic aspects of the survey within their areas of operation. A total of 800 enumerators, 160 field supervisors, 25 coordinators and 50 statisticians were involved in the data collection where on the average one supervisor was assigned to supervise five enumerators during data collection. All the enumerators were supplied with the necessary survey equipment after the completion of the training to ensure the smooth operation of the survey. To facilitate the data collection activities, about 75 four-wheel drive vehicles were used.

2.5 Training of Field Staff

The execution of a survey and quality of data acquired from the survey highly depend on the type of training given to the enumerators and supervisors and the consequent understanding of the tasks to be performed and the standard procedures to be followed by the enumerators and supervisors in the survey undertaking. The quality and completeness of data are ensured when the training meets its objective of producing responsible and fervent enumerators and supervisors.

In light of this point, the training was given to the field staff in two stages. The first stage training, which took place at the Head Quarters of CSA and lasted 6 days targeted staff from the Head Office, statisticians and senior field supervisors from Branch Statistical Offices. The staff that took part in the first stage training was then assigned to conduct similar training for the enumerators and other supervisors for 10 days in all the twenty- five Branch Statistical Offices distributed across the country.

In the training, the field staff was given detailed classroom instruction on interviewing procedures, how to collect, edit and code data, and verify them, etc. The training also included demonstrations and classroom exercises to reinforce their understanding of concepts, definitions and theories discussed in the classroom with regard to interviewing methods, data collection, and other related activities.

2.6 Method of Data Collection

The distributive trade data for the year 2013/14 (2006 E.C) was collected from establishments/enterprises in urban centres by interviewing the selected establishments/enterprises and recording the data to obtain the required information on activities of distributive trade. The data obtained were recorded in a set of forms designed for this purpose.

For this purpose an enumerator was assigned to randomly selected enumeration area to list the entire establishments/enterprises with the help of a list frame which was obtained from the Ethiopian Revenue and Customs Authority and later updated to include changes that occurred after the registration with the authority.

In order to identify the establishments / enterprises engaged in distributive trade activity to be surveyed, the following tasks were performed in the order shown below.

- i) All the establishments on the list were first verified on the ground.
- ii) The missing establishments were replaced with similar existing ones.
- iii) The existing establishments / enterprises were then separated into three groups namely, wholesale trade, retail trade, and Motor vehicles and motorcycles sales and repair.

The reference year for the survey was 2013/14 (2006 E.C) despite the fact that the survey was conducted in April, 2015 (2007 E.C).

2.7 DATA PROCESSING

a) Editing, Coding and Verification

Statistical data editing plays an important role in ensuring the quality of the collected survey data. It minimizes the effects of errors introduced while collecting data in the field, hence the need for data editing, coding and verification. Although coding and editing are done by the enumerators and supervisors in the field, respectively, verification of this task is also done at the Head Office comprehensively.

An editing, coding and verification instruction manual was prepared and reproduced for this purpose. Then about 40 editors-coders and verifiers were trained for one day in editing, coding and verification using the aforementioned manual as a reference and power point as a teaching aid. The completed questionnaires were edited, coded and later verified on a 100 % basis before the questionnaires were passed over to the data entry unit. The editing, coding and verification exercise of all questionnaires took 20 days.

b) Data Entry, Cleaning and Tabulation

Before data entry, the Business Statistics Directorate of the CSA prepared edit specification for the survey for use on personal computers for data consistency checking purposes. The data on the edited and coded questionnaires were then entered into personal computers. The data were then checked and cleaned using the edit specifications prepared earlier for this purpose. The data entry operation involved about 30 data encoders and it took 20 days to finish the job. Finally, summarization of the data was done on personal computers to produce statistical tables as per the tabulation plan.

PART III

SUMMARY OF SURVEY RESULTS

3.1 Description of Results

The healthy performance of distributive trade affirms a steady supply and distribution of commodities. This accomplishment in trade does not only mean the availability and demand for products and service at affordable prices in the market, but also is an indication of a positive aspect of the economy. In regard to this, collective efforts are being geared to ensuring reliable supply and distribution of products and services of the desired level/quality at reasonable prices so that stability in the economy is maintained.

The major distributive trade items on which data are collected are number & type of trade enterprises & commodities involved in the business of distributive trade; proprietorship, age, & distribution of enterprises; initial capital, practice of keeping book of accounts, number of persons engaged, & remuneration of employees; value of goods purchased, operating cost of establishments/enterprises, investment, value of fixed assets, fixed capital formation, gross value of income, value added, etc.

In the statistical tables, these data items are categorized into various groups for simplicity of description, clarity, and comparison purposes. In this regard, the following statistical tables attempt to paint a picture of the functioning of distributive trade in Ethiopia.

Table 1 shows the number and distribution of distributive trade establishments in 2013/14 (2006 E.F.Y.) The estimated number of wholesale establishments for the year indicated was 51,994 nine percent of all distributive trade establishments. This is 116% more than that of the 2010/11 corresponding estimate. The number of retail establishments reported was also more than 511,219 more than 88% of all establishments. This demonstrates that most of the distributive trade establishments were engaged in retail trade. This is 94% more than the 2010/11 parallel estimate. More than 13,786 of the establishments, higher than two percent, were reported to be dealing with motor vehicles sales, repair & maintenance. More detailed information is portrayed in the table.

Distributive Trade Enterprises

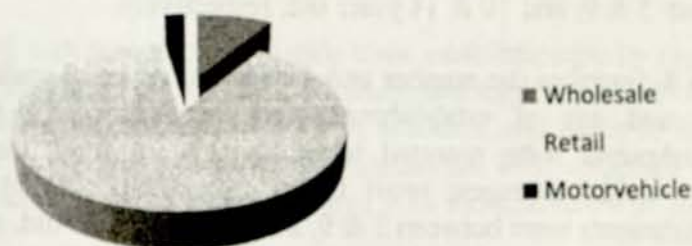


Table 2 illustrates the number & distribution of wholesale trade establishments by type and region. Of all wholesale establishments about 77% were reported to be domestic wholesalers and more than 18% were importers. The remaining percent was spread over exporters, exporters & importers, and others. The number of domestic wholesalers for 2013/14 was about 134% more than that of 2010/11 similar result while the number of exporters and importers for 2013/14 was 5% less and 53% greater than that of 2010/11 equivalent estimate, respectively. The regional distribution is depicted in more detail in the table.

Table 3 presents the number and distribution of motor vehicles sales, and maintenance establishments by region and type. About 30% of these establishments were reported to be dealing with motor vehicle maintenance, about 34%, and 15% dealt with motor vehicles spare parts' sales and motor cycles and their parts' sales and maintenance, respectively. Regional breakdowns and further information are given in the same table.

Table 4 portrays the number and distribution of wholesale establishments by commodity group and proprietorship. It shows that more than 52% and more than 11% of the wholesale establishments were involved in food, beverage, and tobacco; and agricultural raw materials and live animals' wholesale trade, respectively. About 86% of the wholesale establishments were individually owned.

Table 5 reveals the number and distribution of retail trade establishments by commodity group and proprietorship. It shows that more than 36%, 16%, and about 16% of the retail trade establishments were involved in food; clothing, foot wear, and leather articles; and beverages retail trade, respectively. More than 95% of the retail trade establishments were individually owned.

Table 6 demonstrates the number and distribution of motor vehicles' sales and maintenance establishments by commodity group and proprietorship. More than 33% and about 30% of the establishments were engaged in motor vehicles spare parts sales, and motor vehicles maintenance, respectively. More than 83% of these establishments were individually owned.

Table 7 describes the number and distribution of wholesale establishments by commodity group and age of establishments. It indicates the demography of distributive trade establishments. More than 52% and about 12% of the wholesale establishments were reported to be dealers of food, beverage, tobacco; and agricultural raw materials and live animals', respectively. More than 58% and about 22% of the wholesale establishments were between 5 & 9, and 10 & 14 years old, respectively.

Table 8 describes the number and distribution of retail trade establishments by commodity group and age of establishments. About 38%, 16%, and 16% of the retail trade establishments were reported to be engaged in food; clothing, foot wear, and leather articles; and beverages; retail trade, respectively. About 63% and 23% of the retail establishments were between 5 & 9, and 10 & 14 years old, respectively.

Tables 9, 10, 11, and 12 illustrate similar demographic trend of establishments by commodity group and region to that of Table 8.

Table 13 indicates the number and distribution of distributive trade establishments reporting disruption of operation by reason and type of trade. Of all wholesale establishments reporting disruption of work more than 32%, and 17% reported that the disruption was caused by seasonality of businesses, and delay in launching businesses respectively, while 21% of the retail trade establishments said the problem on their part was caused by seasonality of businesses. More than 37% and 17% of the motor vehicles establishments said that the disruption was caused by other reasons, lack of market, and delay in launching businesses, in the same order.

Tables 14, 15, and 16 show the number and distribution of trade establishments by proprietorship and region similar to that described above in Tables 4, 5, and 6. More than 95%, 85%, and 83% of the retail, wholesale, and motor vehicles establishments are individually owned. The details are better illustrated in the tables themselves.

Table 17 indicates the distribution of initial capital of wholesale establishments by region and proprietorship. Of the total reported initial capital of more than 28 billion about 37% was reported for individual proprietorship, and 23% for private limited. The initial capital of wholesale trade establishments reported for 2013/14 is 60% more than the analogous data for 2010/11. The regional distribution is displayed in the table.

Table 18 presents the same information as in Table 17 for retail trade establishments. Of the total reported initial capital of about 17 billion 77% was reported for individual proprietorship. The initial capital of retail trade establishments reported for 2013/14 is 240% more than the analogous data for 2010/11. Similarly, the regional distribution is displayed in the table.

Table 19 presents the same information as in Table 18 for motor vehicles sales & repair establishments. Of the total reported initial capital of about 4 billion about 67% was reported for private limited proprietorship, and 33% for individual proprietorship. The regional distribution is displayed in the table in a similar fashion.

Table 20 depicts the number and distribution of individually owned trade establishments by region, trade, and sex of owner. Of all (542,382) trade establishments about 73% is owned by males and 27% by females. A more or less similar percentage (trend) of ownership by sex is observed in the retail trade establishments alone.

Table 21 exhibits number and distribution of wholesale trade establishments by region and practice of keeping book of accounts. Of all (51,994) wholesale establishments 37% had complete book of accounts, 26% had incomplete book of accounts, and again 37% had no book of accounts at all. The number of wholesale establishments with complete book of accounts in 2013/14 has increased by about 94% compared with the equivalent of 2010/11.

Table 22 paints the same picture as Table 21 for retail trade establishments. Out of all (511,219) retail trade establishments 78% did not have any book of accounts. Only 15% and

7% had incomplete and complete book of accounts in the same order. The number of retail trade establishments with complete book of accounts in 2013/14 has increased by 85% compared with the corresponding result of 2010/11.

Table 23 displays the same pattern of keeping book of accounts in the motor vehicle sales, & repair establishments as in tables 21 and 22. The table offers more details.

Table 24 reveals similar pattern of keeping book of accounts in the wholesale, retail, and motor vehicle sales & repair enterprises by proprietorship. The same trend of keeping book of accounts by the different proprietors is observed in the table as in the above tables. More detailed illustrations are given in the table.

Table 25 discloses the number and distribution of trade establishments by type and nationality of share holders. Almost all (more than 99%) of the capital in wholesale, more than 99% of the capital in retail trade, and more than 99% of the capital in motor vehicle sales & repair establishments is entirely owned by Ethiopians.

Table 26 shows the number and distribution of persons engaged in wholesale trade by region, work status and sex. More than 236,000 persons were permanently employed in the wholesale establishments in 2013/14 of which about 153,000 were males. The total employed workforce excluding seasonal / temporary workers involved in the wholesale business was estimated to be more than 324,000 of which about 86,000 were unpaid family workers excluding apprentice & seasonal workers. More details are provided in the table.

Table 27 also gives the same information as Table 26 on retail trade establishments. About 220,000 persons were permanently employed in the retail trade establishments in 2013/14 of which about 149,000 were males. The total workforce involved in the retail trade business was estimated to be more than 1.1 million of which about 867,000 were unpaid family workers excluding apprentice & seasonal workers. The number of family workers, and permanent employees engaged in retail trade in 2013/14 increased by 102% and 314% over the corresponding figures for 2010/11 in the same order. Further details are afforded by the table.

Table 28 shows the number and distribution of persons engaged in motor vehicle sales & repair establishments by region, work status and sex. More than 50,000 persons were permanently employed in the motor vehicle sales & repair enterprises in 2013/14 of which more than 40,000 were males. The total workforce involved in the motor vehicle sales & repair business was estimated to be about 81,000 of which about 20,000 were unpaid family workers excluding apprentice & seasonal workers. More details are provided in the table.

Table 29 presents the amount of payments made to employees by type of trade and region. The salaries and wages paid to employees and seasonal workers by the wholesale trade establishments totalled more than 20 billion Birr in 2013/14 exceeding the parallel figure for 2010/11 by 987%. The same remuneration given to employees by the retail trade establishments in the same year amounted to more than 3 billion Birr 389% more than the corresponding amount for 2010/11. The motor vehicle sales & repair establishments paid

more than 2 billion to their employees and seasonal workers in 2013/14. More details are available in the table.

Tables 30, 31, and 32 illustrate the value of goods purchased for sale by commodity group and supplier. As indicated in the tables, the value of goods purchased for sale from producers by wholesale trade establishments is nearly half of the total value of goods purchased from all suppliers. As to the retail trade establishments, purchases valued at nearly half of the total value of all goods for sale were purchased from wholesalers. Most of the purchases made by motor vehicle and repair establishments were from producers. The value of these transactions carried out in 2013/14 is much greater than the same transaction performed in 2010/11 with the exception of motor vehicles & repair establishments.

Table 33 portrays operating cost of distributive trade establishments by expenditure and trade type. During the survey year 70% of the wholesale establishments' operating cost went for transport, 8% for house rent, and 7% for insurance, interest and bank services. The retail trade establishments spent 19% of their expenditure on transport, 44% on house rent, and 7% went for other expenditures. The motor vehicle sales and repair establishments spent 43% of their expenses on transport 19% on house rent, 9% on insurance, interest and bank services. The operating cost of wholesale and retail trade establishments in 2013/14 increased by 988%, and 366% over the corresponding expenses for 2010/11 in the same order.

Table 34 presents investment by trade in 2013/14. The table indicates that more than 5% of the investment was in fixed assets while the remaining was in working capital. The wholesale trade establishments accounted for 67% of the total investment in fixed assets by all distributive trade establishments. The investment made by wholesale trade establishments in 2013/14 was five times the parallel for 2010/11, and that of the retail trade enterprises increased almost six fold for the same years.

Table 35 shows payable and receivable accounts by establishments in the beginning and end of year.

Table 36 demonstrates the value of fixed assets owned by trade establishments under study. The value of buildings accounted for 43% of all fixed assets owned by the establishments of which 20% was that of the wholesale trade establishments and 18% that of retail trade. The value of fixed assets of wholesale trade establishments in 2013/14 increased by 742% from that of 2010/11 while the retail trade establishments' value of fixed assets increased by 775% for the same years.

Table 37 depicts net fixed capital formation accumulated by the establishments. Of the total capital formed by the three trade types 55% was made wholesale trade, 29% by retail trade and the remaining by the motor vehicle sales & repair enterprise. The capital formation made by wholesale trade establishments in 2013/14 increased by 431% from that of 2010/11 while the retail trade establishments' capital formation increased by 655% for the same years.

Tables 38, 39, and 40 show the sales income of the distributive trade establishments surveyed in 2013/14. Of the total income of all the three trade types 62% was that of wholesale trade establishments, 31% that of retail trade establishments and the remaining was that of motor vehicle sales & repair establishments. The sales income earned by both wholesale and retail trade establishments in 2013/14 increased by 162%, and 225% over that of 2010/11, respectively.

Tables 41, 42, and 43 portray the gross value of income and its distribution by region and establishment. Wholesale, retail, and motor vehicle sales & repair establishments made up 63%, 30%, and 7% of all the income earned from distributive trade, respectively. The gross value of income received by wholesale and retail trade establishments in 2013/14 increased by 160%, and 228% over that of 2010/11 in the same order.

Tables 44, 45, and 46 demonstrate the same pattern/trend of distribution of gross value of income by establishments as in tables 41, 42, and 43 but by commodity group. More than 33% of the total income made by wholesale establishments was drawn from sales of food, beverages, and tobacco, and 29% of the gross value of income acquired by retail trade establishments was derived from the sale of food items.

Table 47 points out the value added in the national account concept by distributive trade establishments. Of all the value added (more than 126 billion Birr) by all establishments 27% was contributed by wholesale establishments, 70% by retail trade establishments, and the remaining 3% by motor vehicle sales & repair establishments. A similar trend is also displayed by operating surplus. The value added by wholesale trade establishments decreased by 8%, and the value added by retail trade establishments increased by 709% in 2013/14 over the corresponding value for 2010/11 in the same order. The operating surplus also shows a similar pattern of percentage increase for the same years.

Tables 48 – 53 indicate the number of enterprises reporting problems and their intentions (plans) and the support they are seeking by type. Further details are available in the tables.

3.2 Statistical Tables (Tables 1-53)

Table 1 - Number and Percentage Distribution of Trade Establishments by Region and Type, 2006 E.F.Y. (2013/14)

Region	Wholesale		Retail		Motor Vehicles		Total	
	Number	%	Number	%	Number	%	Number	%
Tigray	2,424	4.78	47,375	93.34	956	1.88	50,755	100.00
Mekele	635	5.08	11,394	91.14	473	3.78	12,502	100.00
Other towns	1,789	4.68	35,981	94.06	483	1.26	38,253	100.00
Afar	316	7.85	3,713	92.15	-	-	4,029	100.00
Asayita	37	2.40	1,511	97.60	-	-	1,548	100.00
Other towns	279	11.25	2,202	88.75	-	-	2,481	100.00
Amhara	5,581	4.28	122,709	94.19	1,987	1.53	130,276	100.00
Bahir Dar	653	6.59	8,981	90.53	286	2.89	9,920	100.00
Gonder	635	8.58	6,469	87.46	293	3.96	7,397	100.00
Dessie	267	3.85	6,515	93.85	160	2.31	6,942	100.00
Other towns	4,025	3.80	100,745	95.03	1,248	1.18	106,018	100.00
Oromia	11,949	7.59	143,387	91.12	2,029	1.29	157,365	100.00
Nazareth	453	5.96	6,944	91.35	205	2.70	7,602	100.00
Jimma	138	3.52	3,643	92.74	147	3.74	3,929	100.00
Debre Zeit	69	2.04	3,242	95.80	73	2.16	3,384	100.00
Shashemene	56	8.68	564	88.01	21	3.31	641	100.00
Other towns	11,233	7.92	128,994	90.96	1,583	1.12	141,810	100.00
Somali	1,115	33.06	2,197	65.11	62	1.83	3,373	100.00
Jijiga	571	27.26	1,463	69.80	62	2.94	2,095	100.00
Other towns	544	42.57	734	57.43	-	-	1,278	100.00
Benishangul	294	6.78	4,006	92.55	29	0.67	4,329	100.00
Asosa	58	4.71	1,151	92.94	29	2.34	1,238	100.00
Other towns	235	7.61	2,855	92.39	-	-	3,091	100.00
SNNPR	5,063	9.46	47,491	88.75	956	1.79	53,510	100.00
Awasa	199	6.24	2,845	89.30	142	4.46	3,186	100.00
Other towns	4,864	9.67	44,646	88.72	814	1.62	50,324	100.00
Gambela	78	5.98	1,221	94.02	-	-	1,299	100.00
Gambela	5	0.72	624	99.28	-	-	629	100.00
Other towns	73	10.92	597	89.08	-	-	670	100.00
Harari	223	7.64	2,614	89.43	86	2.94	2,923	100.00
Addis Ababa	22,795	14.16	130,516	81.08	7,658	4.76	160,969	100.00
Dire Dawa	2,157	26.40	5,991	73.32	23	0.29	8,171	100.00
Total	51,994	9.01	511,219	88.60	13,786	2.39	576,999	100.00

Table 2 - Number and Percentage Distribution of Wholesale Trade Establishments by Region and Type, 2006 E.F.Y. (2013/14)

Region	Domestic wholesalers		Exporters		Importers		Exporters & Importers		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	1,812	74.74	92	3.77	375	15.46	9	0.38	137	5.65	2,424	100.00
Mekele	534	84.06	28	4.35	55	8.70	9	1.45	9	1.45	635	100.00
Other towns	1,278	71.43	64	3.57	320	17.86	-	-	128	7.14	1,789	100.00
Afar	304	96.16	-	-	12	3.84	-	-	-	-	316	100.00
Asayita	37	100.00	-	-	-	-	-	-	-	-	37	100.00
Other towns	267	95.65	-	-	12	4.35	-	-	-	-	279	100.00
Amhara	5,335	95.60	36	0.64	199	3.57	-	-	10	0.18	5,581	100.00
Bahir Dar	653	100.00	-	-	-	-	-	-	-	-	653	100.00
Gonder	635	100.00	-	-	-	-	-	-	-	-	635	100.00
Dessie	237	88.89	-	-	20	7.41	-	-	10	3.70	267	100.00
Other towns	3,810	94.64	36	0.89	180	4.46	-	-	-	-	4,025	100.00
Oromia	9,831	82.27	164	1.37	1,556	13.02	-	-	399	3.34	11,949	100.00
Nazareth	356	78.57	16	3.57	65	14.29	-	-	16	3.57	453	100.00
Jimma	115	83.33	-	-	23	16.67	-	-	-	-	138	100.00
Debre Zeit	39	57.14	-	-	30	42.86	-	-	-	-	69	100.00
Shashemene	47	84.62	4	7.69	4	7.69	-	-	-	-	56	100.00
Other towns	9,273	82.55	143	1.28	1,434	12.77	-	-	382	3.40	11,233	100.00
Somali	605	54.23	-	-	408	36.61	51	4.58	51	4.58	1,115	100.00
Jijiga	381	66.67	-	-	152	26.67	19	3.33	19	3.33	571	100.00
Other towns	224	41.18	-	-	256	47.06	32	5.88	32	5.88	544	100.00
Benishangul	258	87.73	-	-	36	12.27	-	-	-	-	294	100.00
Asosa	50	85.71	-	-	8	14.29	-	-	-	-	58	100.00
Other towns	208	88.24	-	-	28	11.76	-	-	-	-	235	100.00
SNNPR	4,559	90.04	-	-	504	9.96	-	-	-	-	5,063	100.00
Awasa	177	88.89	-	-	22	11.11	-	-	-	-	199	100.00
Other towns	4,382	90.08	-	-	482	9.92	-	-	-	-	4,864	100.00
Gambela	78	100.00	-	-	-	-	-	-	-	-	78	100.00
Gambela	5	100.00	-	-	-	-	-	-	-	-	5	100.00
Other towns	73	100.00	-	-	-	-	-	-	-	-	73	100.00
Harari	96	42.86	-	-	80	35.71	-	-	48	21.43	223	100.00
Addis Ababa	15,599	68.43	151	0.66	6,164	27.04	554	2.43	327	1.43	22,795	100.00
Dire Dawa	1,358	62.96	40	1.85	280	12.96	-	-	479	22.22	2,157	100.00
Total	39,833	76.61	482	0.93	9,614	18.49	614	1.18	1,451	2.79	51,994	100.00

Table 3 - Number and Percentage Distribution of Motor Vehicles Sales & Maintenance Establishments by Region and Type, 2006 E.F.Y. (2013/14)

Region	Motor vehicle sales		Motor vehicle maintenance		Motor vehicle spare parts sales		Motor cycles sales & maintenance		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	-	-	676	70.75	125	13.02	81	8.42	75	7.81	956	100.00
Mekele	-	-	274	57.89	125	26.32	-	-	75	15.79	473	100.00
Other towns	-	-	403	83.33	-	-	81	16.67	-	-	483	100.00
Afar	-	-	-	-	-	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-
Amhara	28	1.43	655	32.96	567	28.52	258	13.00	479	24.09	1,987	100.00
Bahir Dar	-	-	-	-	115	40.00	38	13.33	134	46.67	286	100.00
Gonder	-	-	195	66.67	54	18.52	22	7.41	22	7.41	293	100.00
Dessie	-	-	34	21.43	114	71.43	-	-	11	7.14	160	100.00
Other towns	28	2.27	425	34.09	284	22.73	199	15.91	312	25.00	1,248	100.00
Oromia	-	-	968	47.70	354	17.47	268	13.20	439	21.63	2,029	100.00
Nazareth	-	-	72	35.00	82	40.00	41	20.00	10	5.00	205	100.00
Jimma	-	-	74	50.00	-	-	49	33.33	25	16.67	147	100.00
Debre Zeit	-	-	31	42.86	21	28.57	21	28.57	-	-	73	100.00
Shashemene	-	-	-	-	4	20.00	9	40.00	9	40.00	21	100.00
Other towns	-	-	792	50.00	247	15.62	148	9.37	396	25.00	1,583	100.00
Somali	-	-	26	42.86	35	57.14	-	-	-	-	62	100.00
Jijiga	-	-	26	42.86	35	57.14	-	-	-	-	62	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-
Benishangul	-	-	-	-	10	33.33	-	-	19	66.67	29	100.00
Asosa	-	-	-	-	10	33.33	-	-	19	66.67	29	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-
SNNPR	29	3.04	264	27.65	301	31.47	275	28.71	87	9.12	956	100.00
Awasa	-	-	61	42.86	10	7.14	71	50.00	-	-	142	100.00
Other towns	29	3.57	203	25.00	291	35.71	204	25.00	87	10.71	814	100.00
Gambela	-	-	-	-	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-
Harari	-	-	43	50.00	14	16.67	-	-	29	33.33	86	100.00
Addis Ababa	622	8.13	1,484	19.38	3,207	41.88	1,149	15.00	1,196	15.63	7,658	100.00
Dire Dawa	-	-	-	-	-	-	-	-	-	-	-	-
Total	680	4.93	4,124	29.92	4,619	33.50	2,035	14.76	2,328	16.89	13,786	100.00

Table 4 - Number and Percentage Distribution of Wholesale Trade Establishments by Commodity Group and Proprietorship, 2006 E.F.Y. (2013/14)

Commodity	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Wholesale agents and brokers except for motor vehicles	25	100.00	-	-	-	-	-	-	-	-	-	-	-	-	25	100.00
Agricultural raw materials and live animals	5,454	90.09	460	7.59	-	-	25	0.42	24	0.40	48	0.79	43	0.71	6,054	100.00
Food, beverages, and tobacco	24,560	90.18	965	3.54	115	0.42	637	2.34	75	0.28	882	3.24	-	-	27,235	100.00
Chat	155	63.84	-	-	40	16.52	-	-	-	-	48	19.64	-	-	243	100.00
Textile, clothing, and footwear	2,625	80.73	201	6.19	50	1.55	327	10.06	-	-	48	1.47	-	-	3,252	100.00
Other household goods	4,511	78.31	360	6.24	126	2.18	764	13.26	-	-	-	-	-	-	5,761	100.00
Computers, computer peripheral equipment and software	644	86.49	-	-	25	3.38	75	10.14	-	-	-	-	-	-	745	100.00
Electronic, and telecommunications equipment and parts	802	84.16	-	-	-	-	151	15.84	-	-	-	-	-	-	953	100.00
Agricultural machinery, equipment and supplies	-	-	-	-	25	50.00	25	50.00	-	-	-	-	-	-	50	100.00
Other machinery and equipment	377	60.00	101	16.00	25	4.00	126	20.00	-	-	-	-	-	-	629	100.00
Solid, liquid, gaseous fuels and related products	356	75.00	43	9.09	-	-	75	15.91	-	-	-	-	-	-	474	100.00
Metals and metal ores	722	87.76	25	3.06	-	-	75	9.18	-	-	-	-	-	-	822	100.00
Construction materials, hardware, plumbing and heating equipment and supplies	2,291	78.62	95	3.24	75	2.59	428	14.68	-	-	-	-	25	0.86	2,914	100.00
Waste and scrap and other products n.e.c.	50	33.33	25	16.67	50	33.33	25	16.67	-	-	-	-	-	-	151	100.00
Others	2,063	76.81	199	7.40	49	1.84	327	12.18	-	-	48	1.78	-	-	2,686	100.00
Total	44,636	85.85	2,473	4.76	582	1.12	3,062	5.89	100	0.19	1,073	2.06	68	0.13	51,994	100.00

Table 5 - Number and Percentage Distribution of Retail Trade Establishments by Commodity Group and Proprietorship, 2006 E.F.Y. (2013/14)

Commodity	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Food	177,673	94.52	7,246	3.85	232	0.12	67	0.04	77	0.04	2,499	1.33	187	0.10	187,981	100.00
Beverages	76,397	94.29	2,895	3.57	-	-	-	-	77	0.10	1,577	1.95	80	0.10	81,027	100.00
Tobacco	7,017	98.16	113	1.58	-	-	-	-	-	-	18	0.25	-	-	7,148	100.00
Chat	2,801	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,801	100.00
Automotive fuel	2,021	92.89	77	3.55	-	-	77	3.55	-	-	-	-	-	-	2,176	100.00
Computers, peripheral units, software, telecommunications equipment	5,891	92.90	245	3.86	-	-	173	2.73	-	-	-	-	33	0.52	6,341	100.00
Audio and video	494	100.00	-	-	-	-	-	-	-	-	-	-	-	-	494	100.00
Textile	10,838	92.64	467	3.99	-	-	-	-	-	-	394	3.37	-	-	11,699	100.00
Hardware, paints, and glass	8,916	95.65	184	1.97	-	-	222	2.38	-	-	-	-	-	-	9,321	100.00
Carpets, Rugs, wall, and floor coverings	1,291	100.00	-	-	-	-	-	-	-	-	-	-	-	-	1,291	100.00
Electrical household appliances, furniture, lighting equipment, and other household articles	10,376	96.41	77	0.72	155	1.44	155	1.44	-	-	-	-	-	-	10,763	100.00
Books, newspapers, and Stationery	5,797	89.16	473	7.28	77	1.19	155	2.38	-	-	-	-	-	-	6,502	100.00
Music and video recordings	938	92.11	-	-	-	-	-	-	-	-	80	7.89	-	-	1,018	100.00
Sporting equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Games and toys	445	100.00	-	-	-	-	-	-	-	-	-	-	-	-	445	100.00
Clothing, footwear, and leather articles	80,722	97.74	1,161	1.41	155	0.19	155	0.19	77	0.09	318	0.39	-	-	82,588	100.00
Pharmaceutical and medical goods, cosmetic and toilet articles	52,665	95.51	1,551	2.81	-	-	232	0.42	-	-	534	0.97	161	0.29	55,143	100.00
Others not included in the above two	9,208	92.20	315	3.16	77	0.77	309	3.10	-	-	-	-	77	0.77	9,987	100.00
Second hand goods	261	72.04	-	-	-	-	-	-	-	-	-	-	101	27.96	362	100.00
Others	32,538	95.32	865	2.53	155	0.45	390	1.14	-	-	80	0.24	106	0.31	34,133	100.00
Total	486,286	95.12	15,669	3.07	851	0.17	1,934	0.38	232	0.05	5,502	1.08	745	0.15	511,219	100.00

Table 6 - Number and Percentage Distribution of Motor vehicles Sales & Maintenance Establishments by Commodity Group and Proprietorship, 2006 E.F.Y.
(2013/14)

Commodity	Individual proprietorship		Partnership		Share		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Motor vehicle sales	584	85.92	-	-	-	-	96	14.08	-	-	-	-	-	-	680	100.00
Motor vehicle maintenance	3,330	80.74	402	9.74	108	2.62	96	2.32	-	-	189	4.58	-	-	4,124	100.00
Motor vehicle spare parts sales	3,944	85.40	175	3.80	144	3.11	287	6.22	-	-	39	0.85	29	0.63	4,619	100.00
Motor cycles & spare parts	1,886	92.70	41	2.00	-	-	48	2.35	-	-	60	2.95	-	-	2,035	100.00
Others	1,715	73.64	325	13.96	-	-	239	10.28	-	-	49	2.12	-	-	2,328	100.00
Total	11,459	83.12	943	6.84	252	1.82	766	5.55	-	-	338	2.45	29	0.21	13,786	100.00

Table 7 - Number and Percentage Distribution of Wholesale Trade Establishments by Commodity Group and Age, 2006 E.F.Y. (2013/14)

Commodity	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Wholesale agents and brokers except for motor vehicles	-	-	25	100.00	-	-	-	-	-	-	-	-	25	100.00
Agricultural raw materials and live animals	114	1.88	3,331	55.02	1,329	21.95	661	10.92	343	5.66	277	4.58	6,054	100.00
Food, beverages, and tobacco	742	2.72	17,710	65.03	5,497	20.19	1,660	6.09	575	2.11	1,051	3.86	27,235	100.00
Chat	-	-	196	80.36	-	-	-	-	48	19.64	-	-	243	100.00
Textile, clothing, and footwear	75	2.32	1,479	45.47	900	27.66	421	12.93	226	6.96	151	4.64	3,252	100.00
Other household goods	75	1.30	2,863	49.70	1,391	24.15	498	8.65	441	7.65	493	8.56	5,761	100.00
Computers, computer peripheral equipment and software	-	-	277	37.16	216	29.05	75	10.14	50	6.76	126	16.89	745	100.00
Electronic, and telecommunications equipment and parts	34	3.61	443	46.50	148	15.58	101	10.56	50	5.28	176	18.48	953	100.00
Agricultural machinery, equipment and supplies	-	-	25	50.00	25	50.00	-	-	-	-	-	-	50	100.00
Other machinery and equipment	-	-	252	40.00	201	32.00	126	20.00	-	-	50	8.00	629	100.00
Solid, liquid, gaseous fuels and related products	18	3.79	184	38.78	117	24.57	144	30.30	-	-	12	2.56	474	100.00
Metals and metal ores	49	6.00	345	41.98	327	39.78	25	3.06	-	-	75	9.18	822	100.00
Construction materials, hardware, plumbing and heating equipment and supplies	25	0.86	1,776	60.96	377	12.95	254	8.73	169	5.80	312	10.70	2,914	100.00
Waste and scrap and other products n.e.c.	-	-	50	33.33	75	50.00	-	-	-	-	25	16.67	151	100.00
Others	-	-	1,406	52.36	593	22.07	386	14.36	141	5.24	160	5.96	2,686	100.00
Total	1,133	2.18	30,362	58.40	11,197	21.54	4,350	8.37	2,043	3.93	2,909	5.59	51,994	100.00

Table 8 - Number and Percentage Distribution of Retail Trade Establishments by Commodity Group and Age, 2006 E.F.Y. (2013/14)

Commodity	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Food	3,616	1.92	115,646	61.52	43,963	23.39	11,431	6.08	5,308	2.82	8,018	4.27	187,981	100.00
Beverages	804	0.99	50,567	62.41	18,811	23.22	4,178	5.16	3,190	3.94	3,478	4.29	81,027	100.00
Tobacco	-	-	4,897	68.51	1,064	14.89	660	9.24	214	3.00	312	4.37	7,148	100.00
Chat	77	2.76	1,665	59.46	412	14.69	151	5.38	191	6.81	305	10.90	2,801	100.00
Automotive fuel	146	6.73	1,050	48.27	630	28.94	155	7.11	40	1.84	155	7.11	2,176	100.00
Computers, peripheral units, software, telecommunications equipment	77	1.22	4,755	74.99	1,277	20.13	-	-	-	-	232	3.66	6,341	100.00
Audio and video	-	-	228	46.23	228	46.17	-	-	-	-	38	7.60	494	100.00
Textile	-	-	6,075	51.93	3,058	26.14	1,201	10.26	418	3.57	947	8.10	11,699	100.00
Hardware, paints, and glass	222	2.38	6,131	65.77	2,106	22.59	554	5.94	77	0.83	232	2.49	9,321	100.00
Carpets, Rugs, wall, and floor coverings	-	-	898	69.58	315	24.43	-	-	-	-	77	5.99	1,291	100.00
Electrical household appliances, furniture, lighting equipment, and other household articles	120	1.12	7,158	66.51	1,899	17.64	507	4.71	383	3.55	696	6.47	10,763	100.00
Books, newspapers, and Stationery	158	2.43	3,541	54.46	1,457	22.41	268	4.12	77	1.19	1,001	15.40	6,502	100.00
Music and video recordings	-	-	839	82.43	80	7.89	18	1.79	-	-	80	7.89	1,018	100.00
Sporting equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Games and toys	-	-	261	58.70	184	41.30	-	-	-	-	-	-	445	100.00
Clothing, footwear, and leather articles	1,422	1.72	52,940	64.10	19,201	23.25	3,170	3.84	2,426	2.94	3,429	4.15	82,588	100.00
Pharmaceutical and medical goods, cosmetic and toilet articles	1,184	2.15	36,813	66.76	11,540	20.93	2,368	4.29	1,396	2.53	1,841	3.34	55,143	100.00
Others not included in the above two	80	0.80	6,153	61.61	2,210	22.13	787	7.88	297	2.97	459	4.59	9,987	100.00
Second hand goods	-	-	211	58.39	151	41.61	-	-	-	-	-	-	362	100.00
Others	967	2.83	22,198	65.03	6,524	19.11	1,939	5.68	986	2.89	1,520	4.45	34,133	100.00
Total	8,874	1.74	322,028	62.99	115,108	22.52	27,386	5.36	15,003	2.93	22,820	4.46	511,219	100.00

Table 9 - Number and Percentage Distribution of Motor Vehicles Sales & Maintenance Establishments by Commodity Group and Age, 2006 E.F.Y. (2013/14)

Commodity	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Motor vehicle sales	-	-	345	50.70	287	42.25	-	-	-	-	48	7.04	680	100.00
Motor vehicle maintenance	11	0.26	2,634	63.87	879	21.32	62	1.50	84	2.03	455	11.03	4,124	100.00
Motor vehicle spare parts sales	222	4.81	2,513	54.41	867	18.77	547	11.85	269	5.82	201	4.35	4,619	100.00
Motor cycles & spare parts sales & maintenance	58	2.86	1,289	63.32	341	16.75	78	3.83	77	3.78	193	9.46	2,035	100.00
Others	31	1.35	1,148	49.32	553	23.73	206	8.86	185	7.96	204	8.78	2,328	100.00
Total	322	2.34	7,929	57.51	2,927	21.23	893	6.48	615	4.46	1,100	7.98	13,786	100.00

Table 10 - Number and Percentage Distribution of Wholesale Trade Establishments by Region and Age, 2006 E.F.Y. (2013/14)

Region	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	92	3.77	1,345	55.48	531	21.89	292	12.06	73	3.02	92	3.77	2,424	100.00
Mekele	28	4.35	386	60.87	147	23.19	37	5.80	9	1.45	28	4.35	635	100.00
Other towns	64	3.57	958	53.57	383	21.43	256	14.29	64	3.57	64	3.57	1,789	100.00
Afar	-	-	228	72.28	32	10.02	24	7.68	-	-	32	10.02	316	100.00
Asayita	-	-	22	60.00	7	20.00	-	-	-	-	7	20.00	37	100.00
Other towns	-	-	206	73.91	24	8.70	24	8.70	-	-	24	8.70	279	100.00
Amhara	265	4.75	3,601	64.53	882	15.80	481	8.62	160	2.86	192	3.43	5,581	100.00
Bahir Dar	97	14.81	436	66.67	48	7.41	48	7.41	24	3.70	-	-	653	100.00
Gonder	24	3.85	440	69.23	73	11.54	73	11.54	-	-	24	3.85	635	100.00
Dessie	-	-	138	51.85	59	22.22	-	-	10	3.70	59	22.22	267	100.00
Other towns	144	3.57	2,588	64.29	701	17.41	359	8.93	126	3.13	108	2.68	4,025	100.00
Oromia	239	2.00	7,433	62.21	2,286	19.13	1,150	9.63	537	4.50	303	2.54	11,949	100.00
Nazareth	-	-	323	71.43	81	17.86	32	7.14	-	-	16	3.57	453	100.00
Jimma	-	-	104	75.00	23	16.67	-	-	12	8.33	-	-	138	100.00
Debre Zeit	-	-	49	71.43	10	14.29	10	14.29	-	-	-	-	69	100.00
Shashemene	-	-	26	46.15	21	38.46	9	15.38	-	-	-	-	56	100.00
Other towns	239	2.13	6,931	61.70	2,151	19.15	1,099	9.79	526	4.68	287	2.55	11,233	100.00
Somali	19	1.71	828	74.25	236	21.18	32	2.87	-	-	-	-	1,115	100.00
Jijiga	19	3.33	476	83.33	76	13.33	-	-	-	-	-	-	571	100.00
Other towns	-	-	352	64.71	160	29.41	32	5.88	-	-	-	-	544	100.00
Benishangul	-	-	244	83.02	28	9.43	22	7.55	-	-	-	-	294	100.00
Asosa	-	-	50	85.71	-	-	8	14.29	-	-	-	-	58	100.00
Other towns	-	-	194	82.35	28	11.76	14	5.88	-	-	-	-	235	100.00
SNNPR	40	0.79	3,228	63.76	1,353	26.72	241	4.76	80	1.59	121	2.38	5,063	100.00
Awasa	-	-	133	66.67	66	33.33	-	-	-	-	-	-	199	100.00
Other towns	40	0.83	3,095	63.64	1,286	26.45	241	4.96	80	1.65	121	2.48	4,864	100.00
Gambela	-	-	40	50.97	18	23.55	-	-	20	25.48	-	-	78	100.00
Gambela	-	-	3	66.67	-	-	-	-	2	33.33	-	-	5	100.00
Other towns	-	-	37	50.00	18	25.00	-	-	18	25.00	-	-	73	100.00
Harari	-	-	96	42.86	80	35.71	16	7.14	-	-	32	14.29	223	100.00
Addis Ababa	478	2.10	12,001	52.65	5,233	22.96	1,812	7.95	1,132	4.97	2,139	9.38	22,795	100.00
Dire Dawa	-	-	1,318	61.11	519	24.07	280	12.96	40	1.85	-	-	2,157	100.00
Total	1,133	2.18	30,362	58.40	11,197	21.54	4,350	8.37	2,043	3.93	2,909	5.59	51,994	100.00

Table 11 - Number and Percentage Distribution of Retail Trade Establishments by Region and Age, 2006 E.F.Y. (2013/14)

Region	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	1,421	3.00	27,628	58.32	10,981	23.18	3,773	7.96	1,991	4.20	1,581	3.34	47,375	100.00
Mekele	120	1.06	6,820	59.86	2,889	25.35	883	7.75	401	3.52	281	2.46	11,394	100.00
Other towns	1,301	3.61	20,808	57.83	8,092	22.49	2,890	8.03	1,590	4.42	1,301	3.61	35,981	100.00
Afar	-	-	1,799	48.44	1,080	29.10	304	8.19	362	9.75	168	4.52	3,713	100.00
Asayita	-	-	588	38.89	420	27.78	84	5.56	252	16.67	168	11.11	1,511	100.00
Other towns	-	-	1,211	55.00	661	30.00	220	10.00	110	5.00	-	-	2,202	100.00
Amhara	2,752	2.24	75,361	61.41	28,116	22.91	7,496	6.11	4,145	3.38	4,839	3.94	122,709	100.00
Bahir Dar	-	-	6,211	69.16	1,846	20.56	588	6.54	-	-	336	3.74	8,981	100.00
Gonder	-	-	4,125	63.77	1,406	21.74	563	8.70	188	2.90	188	2.90	6,469	100.00
Dessie	343	5.26	2,229	34.21	1,372	21.05	171	2.63	343	5.26	2,057	31.58	6,515	100.00
Other towns	2,409	2.39	62,796	62.33	23,492	23.32	6,174	6.13	3,614	3.59	2,259	2.24	100,745	100.00
Oromia	2,032	1.42	95,549	66.64	32,040	22.35	6,657	4.64	3,894	2.72	3,215	2.24	143,387	100.00
Nazareth	-	-	4,123	59.38	2,604	37.50	-	-	217	3.13	-	-	6,944	100.00
Jimma	-	-	2,732	75.00	607	16.67	101	2.78	202	5.56	-	-	3,643	100.00
Debre Zeit	85	2.63	1,877	57.89	1,109	34.21	171	5.26	-	-	-	-	3,242	100.00
Shashemene	18	3.23	419	74.19	73	12.90	36	6.45	18	3.23	-	-	564	100.00
Other towns	1,929	1.50	86,398	66.98	27,647	21.43	6,349	4.92	3,456	2.68	3,215	2.49	128,994	100.00
Somali	-	-	1,455	66.22	555	25.24	38	1.71	75	3.41	75	3.41	2,197	100.00
Jijiga	-	-	1,088	74.36	188	12.82	38	2.56	75	5.13	75	5.13	1,463	100.00
Other towns	-	-	367	50.00	367	50.00	-	-	-	-	-	-	734	100.00
Benishangul	-	-	2,575	64.27	1,028	25.66	327	8.15	77	1.92	-	-	4,006	100.00
Asosa	-	-	671	58.33	288	25.00	115	10.00	77	6.67	-	-	1,151	100.00
Other towns	-	-	1,904	66.67	740	25.93	212	7.41	-	-	-	-	2,855	100.00
SNNPR	638	1.34	30,524	64.27	12,077	25.43	1,488	3.13	1,063	2.24	1,701	3.58	47,491	100.00
Awasa	-	-	2,354	82.76	490	17.24	-	-	-	-	-	-	2,845	100.00
Other towns	638	1.43	28,169	63.10	11,587	25.95	1,488	3.33	1,063	2.38	1,701	3.81	44,646	100.00
Gambela	20	1.65	798	65.34	278	22.76	86	7.07	26	2.13	13	1.06	1,221	100.00
Gambela	20	3.23	383	61.29	161	25.81	60	9.68	-	-	-	-	624	100.00
Other towns	-	-	415	69.57	117	19.57	26	4.35	26	4.35	13	2.17	597	100.00
Harari	-	-	1,273	48.72	670	25.64	201	7.69	134	5.13	335	12.82	2,614	100.00
Addis Ababa	2,010	1.54	81,573	62.50	26,985	20.68	6,418	4.92	2,938	2.25	10,593	8.12	130,516	100.00
Dire Dawa	-	-	3,495	58.33	1,298	21.67	599	10.00	300	5.00	300	5.00	5,991	100.00
Total	8,874	1.74	322,028	62.99	115,108	22.52	27,386	5.36	15,003	2.93	22,820	4.46	511,219	100.00

Table 12 - Number and Percentage Distribution of Motor Vehicles, Spare parts Sales, & Maintenance Establishments by Region and Age, 2006 E.F.Y. (2013/14)

Region	Less than 1 year		1 - 5 years		6 - 10 years		11 - 15 years		16 - 20 years		21+ years		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	-	-	695	72.74	130	13.63	50	5.21	81	8.42	-	-	956	100.00
Mekele	-	-	373	78.95	50	10.53	50	10.53	-	-	-	-	473	100.00
Other towns	-	-	322	66.67	81	16.67	-	-	81	16.67	-	-	483	100.00
Afar	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amhara	30	1.51	1,232	62.02	425	21.37	124	6.25	57	2.85	119	6.00	1,987	100.00
Bahir Dar	19	6.67	153	53.33	115	40.00	-	-	-	-	-	-	286	100.00
Gonder	11	3.70	217	74.07	43	14.81	11	3.70	-	-	11	3.70	293	100.00
Dessie	-	-	69	42.86	11	7.14	-	-	-	-	80	50.00	160	100.00
Other towns	-	-	794	63.64	255	20.45	113	9.09	57	4.55	28	2.27	1,248	100.00
Oromia	62	3.04	1,603	78.98	266	13.11	27	1.32	12	0.60	60	2.95	2,029	100.00
Nazareth	-	-	164	80.00	31	15.00	10	5.00	-	-	-	-	205	100.00
Jimma	12	8.33	98	66.67	12	8.33	12	8.33	12	8.33	-	-	147	100.00
Debre Zeit	-	-	42	57.14	21	28.57	-	-	-	-	10	14.29	73	100.00
Shashemene	-	-	13	60.00	4	20.00	4	20.00	-	-	-	-	21	100.00
Other towns	49	3.12	1,286	81.25	198	12.50	-	-	-	-	49	3.12	1,583	100.00
Somali	-	-	26	42.86	18	28.57	9	14.29	-	-	9	14.29	62	100.00
Jijiga	-	-	26	42.86	18	28.57	9	14.29	-	-	9	14.29	62	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Benishangul	-	-	19	66.67	10	33.33	-	-	-	-	-	-	29	100.00
Asosa	-	-	19	66.67	10	33.33	-	-	-	-	-	-	29	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SNNPR	87	9.12	568	59.41	214	22.35	58	6.08	29	3.04	-	-	956	100.00
Awasa	-	-	132	92.86	10	7.14	-	-	-	-	-	-	142	100.00
Other towns	87	10.71	436	53.57	203	25.00	58	7.14	29	3.57	-	-	814	100.00
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Harari	-	-	43	50.00	43	50.00	-	-	-	-	-	-	86	100.00
Addis Ababa	144	1.88	3,733	48.75	1,819	23.75	622	8.13	431	5.63	909	11.88	7,658	100.00
Dire Dawa	-	-	8	36.36	3	13.64	3	13.64	5	22.73	3	13.64	23	100.00
Total	322	2.34	7,929	57.51	2,927	21.23	893	6.48	615	4.46	1,100	7.98	13,786	100.00

Table 13 - Number and Percentage Distribution of Trade Establishments Reporting Disruption of Operations by Reason and Type, 2006 E.F.Y. (2013/14)

Reason	Wholesale		Retail		Motor Vehicles, spare parts sales and maintenance	
	Number	%	Number	%	Number	%
Delay in launching business	1,991	17.37	20,841	19.51	388	17.46
Shortage of commodities	1,162	10.14	3,757	3.52	86	3.90
Lack of Market	1,518	13.25	17,256	16.16	390	17.57
Shortage of capital	411	3.58	8,142	7.62	138	6.23
Government rules and regulations	611	5.33	4,949	4.63	57	2.55
Seasonality of business	3,673	32.05	11,733	10.99	76	3.43
Personal reasons	608	5.30	22,818	21.37	254	11.46
Others	1,485	12.96	17,302	16.20	830	37.40
Total	11,459	100.00	106,798	100.00	2,220	100.00

Table 14 - Number and Percentage Distribution of Wholesale Trade Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

Region	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	2,241	92.45	92	3.77	-	-	28	1.14	-	-	64	2.64	-	-	2,424	100.00
Mekele	580	91.30	28	4.35	-	-	28	4.35	-	-	-	-	-	-	635	100.00
Other towns	1,661	92.86	64	3.57	-	-	-	-	-	-	64	3.57	-	-	1,789	100.00
Afar	284	89.98	12	3.84	-	-	-	-	-	-	20	6.18	-	-	316	100.00
Asayita	30	80.00	-	-	-	-	-	-	-	-	7	20.00	-	-	37	100.00
Other towns	255	91.30	12	4.35	-	-	-	-	-	-	12	4.35	-	-	279	100.00
Amhara	5,354	95.94	108	1.93	24	0.43	-	-	24	0.44	52	0.94	18	0.32	5,581	100.00
Bahir Dar	629	96.30	-	-	24	3.70	-	-	-	-	-	-	-	-	653	100.00
Gonder	586	92.31	-	-	-	-	-	-	24	3.85	24	3.85	-	-	635	100.00
Dessie	257	96.30	-	-	-	-	-	-	-	-	10	3.70	-	-	267	100.00
Other towns	3,882	96.43	108	2.68	-	-	-	-	-	-	18	0.45	18	0.45	4,025	100.00
Oromia	10,476	87.67	1,122	9.39	-	-	16	0.14	-	-	335	2.80	-	-	11,949	100.00
Nazareth	437	96.43	-	-	-	-	16	3.57	-	-	-	-	-	-	453	100.00
Jimma	115	83.33	23	16.67	-	-	-	-	-	-	-	-	-	-	138	100.00
Debre Zeit	69	100.00	-	-	-	-	-	-	-	-	-	-	-	-	69	100.00
Shashemene	56	100.00	-	-	-	-	-	-	-	-	-	-	-	-	56	100.00
Other towns	9,799	87.23	1,099	9.79	-	-	-	-	-	-	335	2.98	-	-	11,233	100.00
Somali	1,020	91.46	76	6.83	-	-	-	-	-	-	19	1.71	-	-	1,115	100.00
Jijiga	476	83.33	76	13.33	-	-	-	-	-	-	19	3.33	-	-	571	100.00
Other towns	544	100.00	-	-	-	-	-	-	-	-	-	-	-	-	544	100.00
Benishangul	294	100.00	-	-	-	-	-	-	-	-	-	-	-	-	294	100.00
Asosa	58	100.00	-	-	-	-	-	-	-	-	-	-	-	-	58	100.00
Other towns	235	100.00	-	-	-	-	-	-	-	-	-	-	-	-	235	100.00
SNNPR	4,902	96.82	40	0.79	40	0.79	-	-	-	-	80	1.59	-	-	5,063	100.00
Awasa	199	100.00	-	-	-	-	-	-	-	-	-	-	-	-	199	100.00
Other towns	4,703	96.69	40	0.83	40	0.83	-	-	-	-	80	1.65	-	-	4,864	100.00
Gambela	59	76.45	-	-	-	-	18	23.55	-	-	-	-	-	-	78	100.00
Gambela	5	100.00	-	-	-	-	-	-	-	-	-	-	-	-	5	100.00
Other towns	55	75.00	-	-	-	-	18	25.00	-	-	-	-	-	-	73	100.00
Harari	191	85.71	16	7.14	-	-	16	7.14	-	-	-	-	-	-	223	100.00
Addis Ababa	17,738	77.81	1,006	4.42	478	2.10	2,944	12.91	75	0.33	503	2.21	50	0.22	22,795	100.00
Dire Dawa	2,077	96.30	-	-	40	1.85	40	1.85	-	-	-	-	-	-	2,157	100.00
Total	44,636	85.85	2,473	4.76	582	1.12	3,062	5.89	100	0.19	1,073	2.06	68	0.13	51,994	100.00

Table 15 - Number and Percentage Distribution of Retail Trade Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

Region	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	46,941	99.08	289	0.61	-	-	145	0.31	-	-	-	-	-	-	47,375	100.00
Mekele	11,394	100.00	-	-	-	-	-	-	-	-	-	-	-	-	11,394	100.00
Other towns	35,547	98.80	289	0.80	-	-	145	0.40	-	-	-	-	-	-	35,981	100.00
Afar	3,409	91.81	304	8.19	-	-	-	-	-	-	-	-	-	-	3,713	100.00
Asayita	1,427	94.44	84	5.56	-	-	-	-	-	-	-	-	-	-	1,511	100.00
Other towns	1,982	90.00	220	10.00	-	-	-	-	-	-	-	-	-	-	2,202	100.00
Amhara	120,682	98.35	1,338	1.09	-	-	-	-	-	-	688	0.56	-	-	122,709	100.00
Bahir Dar	8,897	99.07	84	0.93	-	-	-	-	-	-	-	-	-	-	8,981	100.00
Gonder	6,375	98.55	94	1.45	-	-	-	-	-	-	-	-	-	-	6,469	100.00
Dessie	6,172	94.74	257	3.95	-	-	-	-	-	-	86	1.32	-	-	6,515	100.00
Other towns	99,239	98.51	904	0.90	-	-	-	-	-	-	602	0.60	-	-	100,745	100.00
Oromia	130,563	91.06	9,210	6.42	-	-	99	0.07	-	-	3,093	2.16	423	0.29	143,387	100.00
Nazareth	6,510	93.75	434	6.25	-	-	-	-	-	-	-	-	-	-	6,944	100.00
Jimma	2,834	77.78	607	16.67	-	-	-	-	-	-	101	2.78	101	2.78	3,643	100.00
Debre Zeit	2,986	92.11	256	7.89	-	-	-	-	-	-	-	-	-	-	3,242	100.00
Shashemene	491	87.10	36	6.45	-	-	18	3.23	-	-	18	3.23	-	-	564	100.00
Other towns	117,742	91.28	7,876	6.11	-	-	80	0.06	-	-	2,974	2.31	321	0.25	128,994	100.00
Somali	2,010	91.50	149	6.79	-	-	-	-	-	-	38	1.71	-	-	2,197	100.00
Ijiga	1,313	89.74	113	7.69	-	-	-	-	-	-	38	2.56	-	-	1,463	100.00
Other towns	697	95.00	37	5.00	-	-	-	-	-	-	-	-	-	-	734	100.00
Benishangul	4,006	100.00	-	-	-	-	-	-	-	-	-	-	-	-	4,006	100.00
Asosa	1,151	100.00	-	-	-	-	-	-	-	-	-	-	-	-	1,151	100.00
Other towns	2,855	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,855	100.00
SNNPR	45,095	94.96	810	1.70	-	-	-	-	-	-	1,341	2.82	245	0.52	47,491	100.00
Awasa	2,681	94.25	65	2.30	-	-	-	-	-	-	65	2.30	33	1.15	2,845	100.00
Other towns	42,414	95.00	744	1.67	-	-	-	-	-	-	1,276	2.86	213	0.48	44,646	100.00
Gambela	1,155	94.58	33	2.71	-	-	-	-	-	-	33	2.71	-	-	1,221	100.00
Gambela	584	93.55	20	3.23	-	-	-	-	-	-	20	3.23	-	-	624	100.00
Other towns	571	95.65	13	2.17	-	-	-	-	-	-	13	2.17	-	-	597	100.00
Harari	2,413	92.31	134	5.13	-	-	67	2.56	-	-	-	-	-	-	2,614	100.00
Addis Ababa	124,021	95.02	3,402	2.61	851	0.65	1,624	1.24	232	0.18	309	0.24	77	0.06	130,516	100.00
Dire Dawa	5,991	100.00	-	-	-	-	-	-	-	-	-	-	-	-	5,991	100.00
Total	486,286	95.12	15,669	3.07	851	0.17	1,934	0.38	232	0.05	5,502	1.08	745	0.15	511,219	100.00

Table 16 - Number and Percentage Distribution of Motor Vehicles, Spare parts Sales & Maintenance Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

Region	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	906	94.79	50	5.21	-	-	-	-	-	-	-	-	-	-	956	100.00
Mekele	423	89.47	50	10.53	-	-	-	-	-	-	-	-	-	-	473	100.00
Other towns	483	100.00	-	-	-	-	-	-	-	-	-	-	-	-	483	100.00
Afar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amhara	1,926	96.93	39	1.97	-	-	-	-	-	-	22	1.09	-	-	1,987	100.00
Bahir Dar	286	100.00	-	-	-	-	-	-	-	-	-	-	-	-	286	100.00
Gonder	260	88.89	11	3.70	-	-	-	-	-	-	22	7.41	-	-	293	100.00
Dessie	160	100.00	-	-	-	-	-	-	-	-	-	-	-	-	160	100.00
Other towns	1,219	97.73	28	2.27	-	-	-	-	-	-	-	-	-	-	1,248	100.00
Oromia	1,453	71.59	383	18.88	12	0.60	-	-	-	-	181	8.93	-	-	2,029	100.00
Nazareth	185	90.00	-	-	-	-	-	-	-	-	21	10.00	-	-	205	100.00
Jimma	86	58.33	37	25.00	12	8.33	-	-	-	-	12	8.33	-	-	147	100.00
Debre Zeit	73	100.00	-	-	-	-	-	-	-	-	-	-	-	-	73	100.00
Shashemene	21	100.00	-	-	-	-	-	-	-	-	-	-	-	-	21	100.00
Other towns	1,088	68.75	346	21.87	-	-	-	-	-	-	148	9.37	-	-	1,583	100.00
Somali	62	100.00	-	-	-	-	-	-	-	-	-	-	-	-	62	100.00
Jijiga	62	100.00	-	-	-	-	-	-	-	-	-	-	-	-	62	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Benishangul	19	66.67	10	33.33	-	-	-	-	-	-	-	-	-	-	29	100.00
Asosa	19	66.67	10	33.33	-	-	-	-	-	-	-	-	-	-	29	100.00
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SNNPR	811	84.79	29	3.04	-	-	-	-	-	-	87	9.12	29	3.04	956	100.00
Awasa	142	100.00	-	-	-	-	-	-	-	-	-	-	-	-	142	100.00
Other towns	669	82.14	29	3.57	-	-	-	-	-	-	87	10.71	29	3.57	814	100.00
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Harari	86	100.00	-	-	-	-	-	-	-	-	-	-	-	-	86	100.00
Addis Ababa	6,174	80.63	431	5.63	239	3.13	766	10.00	-	-	48	0.63	-	-	7,658	100.00
Dire Dawa	22	95.45	1	4.55	-	-	-	-	-	-	-	-	-	-	23	100.00
Total	11,459	83.12	943	6.84	252	1.82	766	5.55	-	-	338	2.45	29	0.21	13,786	100.00

Table 17 - Distribution of Initial Capital of Wholesale Trade Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

in Birr

Region	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%
Tigray	262,885,894	94.52	2,009,800	0.72	-	-	11,960,000	4.30	-	-	1,278,000	0.46	-	-	278,133,694	100
Mekelle	145,704,540	91.62	1,370,800	0.86	-	-	11,960,000	7.52	-	-	-	-	-	-	159,035,340	100
Other towns	117,181,354	98.39	639,000	0.54	-	-	-	-	-	-	1,278,000	1.07	-	-	119,098,354	100
Afar	14,996,214	93.33	242,600	1.51	-	-	-	-	-	-	829,100	5.16	-	-	16,067,914	100
Azawit	1,484,000	86.96	-	-	-	-	-	-	-	-	222,600	13.04	-	-	1,706,600	100
Other towns	13,512,214	94.09	242,600	1.69	-	-	-	-	-	-	606,300	4.22	-	-	14,361,114	100
Amhara	1,132,059,399	71.30	12,794,640	0.81	32,670,000	2.06	-	-	366,300,000	23.07	42,570,000	2.68	1,284,855	0.08	1,587,678,894	100
Bahir Dar	283,436,340	88.97	-	-	32,670,000	11.03	-	-	-	-	-	-	-	-	296,106,340	100
Gonder	311,284,304	45.69	-	-	-	-	-	-	366,300,000	53.77	3,663,000	0.54	-	-	681,247,304	100
Debre	42,369,749	93.46	-	-	-	-	-	-	-	-	2,967,000	6.54	-	-	45,336,749	100
Other towns	514,968,986	91.15	12,794,640	2.26	-	-	-	-	-	-	35,940,000	6.36	1,284,855	0.23	564,988,481	100
Oromia	2,014,295,178	95.69	39,846,950	1.89	-	-	12,936,000	0.61	-	-	37,837,715	1.80	-	-	2,104,915,843	100
Harar	760,354,391	98.33	-	-	-	-	12,936,000	1.67	-	-	-	-	-	-	773,290,391	100
Jumla	7,632,860	97.78	172,950	2.22	-	-	-	-	-	-	-	-	-	-	7,805,810	100
Debre Zeit	2,834,750	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,834,750	100
Shashemene	3,197,160	100.00	-	-	-	-	-	-	-	-	-	-	-	-	3,197,160	100
Other towns	1,340,374,013	94.12	39,674,000	3.01	-	-	-	-	-	-	37,837,715	2.87	-	-	1,417,787,732	100
Somali	121,979,840	65.45	63,974,400	34.33	-	-	-	-	-	-	418,880	0.22	-	-	186,373,120	100
Jijiga	44,667,840	40.96	63,974,400	58.66	-	-	-	-	-	-	418,880	0.38	-	-	109,061,120	100
Other towns	77,312,000	100.00	-	-	-	-	-	-	-	-	-	-	-	-	77,312,000	100
Benishangul	22,109,160	100.00	-	-	-	-	-	-	-	-	-	-	-	-	22,109,160	100
Asosa	3,310,980	100.00	-	-	-	-	-	-	-	-	-	-	-	-	3,310,980	100
Other towns	18,798,180	100.00	-	-	-	-	-	-	-	-	-	-	-	-	18,798,180	100
SNNPR	1,052,389,596	96.42	6,030,000	0.55	2,472,300	0.23	-	-	-	-	30,552,000	2.80	-	-	1,091,444,296	100
Arba	24,553,100	100.00	-	-	-	-	-	-	-	-	-	-	-	-	24,553,100	100
Other towns	1,027,836,496	96.34	6,030,000	0.57	2,472,300	0.23	-	-	-	-	30,552,000	2.86	-	-	1,086,891,196	100
Gambela	7,573,800	12.88	-	-	-	-	51,240,000	87.12	-	-	-	-	-	-	58,813,800	100
Gambela	1,882,500	100.00	-	-	-	-	-	-	-	-	-	-	-	-	1,882,500	100
Other towns	5,691,300	10.00	-	-	-	-	51,240,000	90.00	-	-	-	-	-	-	56,931,300	100
Harari	9,452,420	85.57	797,000	7.22	-	-	797,000	7.22	-	-	-	-	-	-	11,046,420	100
Addis Ababa	4,861,571,091	22.10	1,229,284,313	5.59	2,903,036,959	13.20	6,443,284,482	29.29	6,290,000,000	28.60	265,472,821	1.21	2,138,600	0.01	21,894,788,268	100
Dire Dawa	1,009,020,396	94.04	-	-	21,964,000	2.23	39,940,000	3.72	-	-	-	-	-	-	1,070,924,396	100
Total	10,508,333,387	96.97	1,954,979,703	4.77	2,962,143,259	10.42	6,540,157,482	23.08	6,654,300,000	23.42	378,958,517	1.33	8,423,455	0.01	28,424,295,803	100

Table 18 - Distribution of Initial Capital of Retail Trade Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

In Birr

Region	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%
Tigray	876,728,889	93.82	14,450,000	1.55	-	-	43,350,000	4.64	-	-	-	-	-	-	934,528,889	100
Mekele	317,948,111	100.00	-	-	-	-	-	-	-	-	-	-	-	-	317,948,111	100
Other towns	558,780,778	90.63	14,450,000	2.34	-	-	43,350,000	7.03	-	-	-	-	-	-	616,580,778	100
Afar	51,762,608	82.21	11,198,249	17.79	-	-	-	-	-	-	-	-	-	-	62,960,858	100
Asayita	14,636,888	81.89	3,238,019	18.11	-	-	-	-	-	-	-	-	-	-	17,874,908	100
Other towns	37,125,720	82.34	7,960,230	17.66	-	-	-	-	-	-	-	-	-	-	45,085,950	100
Amhara	1,717,370,291	96.10	22,756,492	1.27	-	-	-	-	-	-	46,856,466	2.62	-	-	1,786,983,249	100
Bahir Dar	129,052,447	98.40	2,098,250	1.60	-	-	-	-	-	-	-	-	-	-	131,150,697	100
Gonder	155,634,844	98.52	2,343,750	1.48	-	-	-	-	-	-	-	-	-	-	157,978,594	100
Dessie	125,171,773	86.16	5,966,112	4.11	-	-	-	-	-	-	14,143,800	9.74	-	-	145,281,685	100
Other towns	1,307,511,228	96.67	12,348,380	0.91	-	-	-	-	-	-	32,712,666	2.42	-	-	1,352,572,274	100
Oromia	2,300,663,777	84.01	320,233,664	11.69	-	-	2,684,100	0.10	-	-	96,153,015	3.51	18,908,663	0.69	2,738,643,218	100
Nazareth	84,706,601	97.26	2,387,000	2.74	-	-	-	-	-	-	-	-	-	-	87,093,601	100
Jimma	43,537,252	70.79	11,395,120	18.53	-	-	-	-	-	-	445,280	0.72	6,122,600	9.96	61,500,252	100
Debre Zeit	45,321,984	88.50	5,887,080	11.50	-	-	-	-	-	-	-	-	-	-	51,209,064	100
Shashemene	5,959,317	84.95	418,600	5.97	-	-	273,000	3.89	-	-	364,000	5.19	-	-	7,014,917	100
Other towns	2,121,138,623	83.78	300,145,864	11.85	-	-	2,411,100	0.10	-	-	95,343,735	3.77	12,786,063	0.51	2,531,825,384	100
Somali	77,507,900	93.33	3,293,600	3.97	-	-	-	-	-	-	2,250,000	2.71	-	-	83,051,500	100
Jijiga	53,212,500	91.02	3,000,000	5.13	-	-	-	-	-	-	2,250,000	3.85	-	-	58,462,500	100
Other towns	24,295,400	98.81	293,600	1.19	-	-	-	-	-	-	-	-	-	-	24,589,000	100
Benishangul	89,263,376	100.00	-	-	-	-	-	-	-	-	-	-	-	-	89,263,376	100
Asosa	11,041,159	100.00	-	-	-	-	-	-	-	-	-	-	-	-	11,041,159	100
Other towns	78,222,218	100.00	-	-	-	-	-	-	-	-	-	-	-	-	78,222,218	100
SNNPR	1,175,821,695	59.52	22,123,815	1.12	-	-	-	-	-	-	46,012,546	2.33	731,474,600	37.03	1,975,432,655	100
Awasa	122,418,990	97.96	327,000	0.26	-	-	-	-	-	-	1,242,600	0.99	981,000	0.78	124,969,590	100
Other towns	1,053,402,705	56.93	21,796,815	1.18	-	-	-	-	-	-	44,769,946	2.42	730,493,600	39.48	1,850,463,065	100
Gambela	9,152,257	95.69	82,800	0.87	-	-	-	-	-	-	329,860	3.45	-	-	9,564,917	100
Gambela	4,954,460	95.91	50,350	0.97	-	-	-	-	-	-	161,120	3.12	-	-	5,165,930	100
Other towns	4,197,797	95.43	32,450	0.74	-	-	-	-	-	-	168,740	3.84	-	-	4,398,987	100
Harari	59,690,559	84.77	4,021,200	5.71	-	-	6,702,000	9.52	-	-	-	-	-	-	70,413,759	100
Addis Ababa	6,471,342,400	72.33	121,067,811	1.35	567,374,160	6.34	1,735,834,000	19.40	1,391,760	0.02	25,540,342	0.29	24,622,399	0.28	8,947,172,873	100
Dire Dawa	143,633,227	100.00	-	-	-	-	-	-	-	-	-	-	-	-	143,633,227	100
Total	12,972,936,978	77.03	519,227,631	3.08	567,374,160	3.37	1,788,570,100	10.62	1,391,760	0.01	217,142,229	1.29	775,005,663	4.60	16,841,648,521	100

Table 19 - Distribution of Initial Capital of Motor Vehicles, Spare parts Sales & Maintenance Establishments by Region and Proprietorship, 2006 E.F.Y. (2013/14)

In Birr

	Individual proprietorship		Partnership		Share company		Private Limited		Government owned		Cooperative		Others		Total	
Region	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%	Initial Capital	%
Tigray	48,295,433	98.23	871,500	1.77	-	-	-	-	-	-	-	-	-	-	49,166,933	100
Mekele	38,530,783	97.79	871,500	2.21	-	-	-	-	-	-	-	-	-	-	39,402,283	100
Other towns	9,764,650	100.00	-	-	-	-	-	-	-	-	-	-	-	-	9,764,650	100
Afar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Anayita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amhara	136,128,624	99.22	750,900	0.55	-	-	-	-	-	-	325,500	0.24	-	-	137,205,024	100
Bahir Dar	15,890,516	100.00	-	-	-	-	-	-	-	-	-	-	-	-	15,890,516	100
Gonder	13,559,245	95.42	325,500	2.29	-	-	-	-	-	-	325,500	2.29	-	-	14,210,245	100
Dessie	12,155,805	100.00	-	-	-	-	-	-	-	-	-	-	-	-	12,155,805	100
Other towns	94,523,058	99.55	425,400	0.45	-	-	-	-	-	-	-	-	-	-	94,948,458	100
Oromia	41,422,284	65.46	7,583,540	11.96	49,000	0.08	-	-	-	-	14,228,761	22.48	-	-	63,283,585	100
Nazareth	3,950,032	24.20	-	-	-	-	-	-	-	-	12,371,750	75.80	-	-	16,321,782	100
Jimma	5,554,150	82.68	1,053,500	15.68	49,000	0.73	-	-	-	-	61,250	0.91	-	-	6,717,900	100
Debre Zeit	4,525,577	100.00	-	-	-	-	-	-	-	-	-	-	-	-	4,525,577	100
Shashemene	431,375	100.00	-	-	-	-	-	-	-	-	-	-	-	-	431,375	100
Other towns	26,961,150	76.41	6,530,040	18.51	-	-	-	-	-	-	1,795,761	5.09	-	-	35,286,951	100
Somali	2,112,000	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,112,000	100
Jijiga	2,112,000	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,112,000	100
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Benishangul	618,880	76.19	193,400	23.81	-	-	-	-	-	-	-	-	-	-	812,280	100
Asosa	618,880	76.19	193,400	23.81	-	-	-	-	-	-	-	-	-	-	812,280	100
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SNNPR	67,439,343	84.93	232,560	0.29	-	-	-	-	-	-	3,014,559	3.80	8,721,000	10.98	79,407,462	100
Awasa	6,793,800	100.00	-	-	-	-	-	-	-	-	-	-	-	-	6,793,800	100
Other towns	60,645,543	83.52	232,560	0.32	-	-	-	-	-	-	3,014,559	4.15	8,721,000	12.01	72,613,662	100
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Harari	2,819,070	100.00	-	-	-	-	-	-	-	-	-	-	-	-	2,819,070	100
Addis Ababa	845,541,950	25.45	26,260,782	0.79	9,428,420	0.28	2,440,381,400	73.46	-	-	239,300	0.01	-	-	3,321,851,852	100
Dire Dawa	2,046,595	99.32	14,098	0.68	-	-	-	-	-	-	-	-	-	-	2,060,693	100
Total	1,146,424,179	31.33	35,906,780	0.98	9,477,420	0.26	2,440,381,400	66.70	-	-	17,808,120	0.49	8,721,000	0.24	3,658,718,899	100

Table 20 - Number and Percentage Distribution of Individually Owned Trade Establishments by Region, Type and Sex, 2006 E.F.Y. (2013/14)

Region	Wholesale				Retail				Motor Vehicles Sales & Maintenance				Total			
	Male		Female		Male		Female		Male		Female		Male		Female	
	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%	Number	%
Tigray	1,839	3.67	402	0.80	30,896	61.68	16,045	32.03	881	1.76	25	0.05	33,616	67.11	16,472	32.89
Mekele	497	4.01	83	0.67	5,898	47.57	5,496	44.34	398	3.21	25	0.20	6,793	54.79	5,604	45.21
Other towns	1,342	3.56	320	0.85	24,999	66.32	10,549	27.99	483	1.28	-	-	26,823	71.17	10,868	28.83
Afar	248	6.72	36	0.99	2,685	72.70	724	19.60	-	-	-	-	2,933	79.42	760	20.58
Asayita	30	2.04	-	-	923	63.39	504	34.57	-	-	-	-	953	65.43	504	34.57
Other towns	218	9.76	36	1.63	1,762	78.76	220	9.85	-	-	-	-	1,980	88.53	257	11.47
Amhara	4,563	3.57	791	0.62	87,771	68.59	32,912	25.72	1,704	1.33	222	0.170	94,038	73.49	33,924	26.51
Bahir Dar	339	3.45	290	2.96	5,036	51.32	3,861	39.35	210	2.14	76	0.78	5,585	56.92	4,228	43.08
Gonder	488	6.76	98	1.35	3,281	45.44	3,094	42.84	217	3.00	43	0.60	3,987	55.21	3,235	44.79
Dessie	178	2.70	79	1.20	3,857	58.54	2,314	35.13	114	1.73	46	0.69	4,150	62.98	2,439	37.02
Other towns	3,558	3.41	323	0.31	75,596	72.45	23,643	22.66	1,163	1.11	57	0.05	80,317	76.98	24,023	23.02
Oromia	9,602	6.74	873	0.61	103,061	72.33	27,502	19.30	1,199	0.84	254	0.18	113,862	79.91	28,629	20.09
Nazareth	307	4.31	129	1.81	5,859	82.16	651	9.13	113	1.58	72	1.01	6,279	88.05	852	11.95
Jimma	115	3.80	-	-	2,024	66.70	810	26.68	86	2.83	-	-	2,225	73.32	810	26.68
Debre Zeit	59	1.89	10	0.32	1,621	51.82	1,365	43.64	52	1.67	21	0.67	1,732	55.38	1,396	44.62
Shashemene	39	6.78	17	3.01	328	57.65	164	28.82	9	1.50	13	2.24	375	65.92	194	34.08
Other towns	9,082	7.06	717	0.56	93,229	72.48	24,513	19.06	940	0.73	148	0.12	103,251	80.27	25,378	19.73
Somali	829	26.81	191	6.18	1,452	46.97	558	18.04	62	1.99	-	-	2,342	75.77	749	24.23
Jijiga	381	20.58	95	5.15	975	52.70	338	18.24	62	3.33	-	-	1,417	76.61	433	23.39
Other towns	448	36.09	96	7.73	477	38.44	220	17.74	-	-	-	-	925	74.53	316	25.47
Benishangul	271	6.29	22	0.51	3,353	77.63	653	15.12	19	0.45	-	-	3,644	84.36	675	15.64
Asosa	50	4.07	8	0.68	921	74.94	230	18.73	19	1.57	-	-	990	80.59	239	19.41
Other towns	221	7.17	14	0.45	2,432	78.70	423	13.69	-	-	-	-	2,654	85.87	437	14.13
SNNPR	4,299	8.46	603	1.19	36,411	71.66	8,684	17.09	742	1.46	68	0.13	41,453	81.59	9,355	18.41
Awasa	199	6.58	-	-	1,864	61.67	818	27.05	132	4.36	10	0.34	2,195	72.62	828	27.38
Other towns	4,100	8.58	603	1.26	34,547	72.30	7,866	16.46	610	1.28	58	0.12	39,258	82.16	8,527	17.84
Gambela	59	4.89	-	-	977	80.41	179	14.70	-	-	-	-	1,036	85.30	179	14.70
Gambela	5	0.76	-	-	483	82.13	101	17.11	-	-	-	-	488	82.89	101	17.11
Other towns	55	8.77	-	-	493	78.79	78	12.44	-	-	-	-	548	87.56	78	12.44
Harari	143	5.33	48	1.78	1,541	57.31	871	32.39	57	2.13	29	1.06	1,742	64.77	948	35.23
Addis Ababa	12,505	8.45	5,233	3.54	76,006	51.38	48,016	32.46	5,265	3.56	909	0.61	93,775	63.39	54,158	36.61
Dire Dawa	1,677	20.73	399	4.94	3,894	48.13	2,097	25.92	19	0.24	3	0.04	5,591	69.11	2,499	30.89
Total	36,037	6.64	8,600	1.59	348,047	64.17	138,240	25.49	9,949	1.83	1,510	0.28	394,032	72.65	148,350	27.35

Table 21 - Number and Percentage Distribution of Wholesale Trade Establishments by Region and Practice of keeping Book of Accounts, 2006 E.F.Y. (2013/14)

Region	Complete Book of Accounts		Incomplete Book of Accounts		No Book of Accounts		Total	
	Number	%	Number	%	Number	%	Number	%
Tigray	1,290	53.23	156	6.43	978	40.34	2,424	100.00
Mekele	396	62.32	92	14.49	147	23.19	635	100.00
Other towns	895	50.00	64	3.57	831	46.43	1,789	100.00
Afar	36	11.51	216	68.44	63	20.04	316	100.00
Asayita	-	-	22	60.00	15	40.00	37	100.00
Other towns	36	13.04	194	69.57	49	17.39	279	100.00
Amhara	2,129	38.15	1,264	22.65	2,188	39.20	5,581	100.00
Bahir Dar	460	70.37	48	7.41	145	22.22	653	100.00
Gonder	366	57.69	122	19.23	147	23.08	635	100.00
Dessie	99	37.04	69	25.93	99	37.04	267	100.00
Other towns	1,204	29.91	1,024	25.45	1,797	44.64	4,025	100.00
Oromia	2,092	17.50	3,357	28.10	6,500	54.40	11,949	100.00
Nazareth	146	32.14	129	28.57	178	39.29	453	100.00
Jimma	58	41.67	46	33.33	35	25.00	138	100.00
Debre Zeit	59	85.71	10	14.29	-	-	69	100.00
Shashemene	13	23.08	17	30.77	26	46.15	56	100.00
Other towns	1,816	16.17	3,155	28.09	6,262	55.74	11,233	100.00
Somali	83	7.45	472	42.35	560	50.20	1,115	100.00
Jijiga	19	3.33	152	26.67	400	70.00	571	100.00
Other towns	64	11.76	320	58.82	160	29.41	544	100.00
Benishangul	14	4.71	92	31.18	188	64.11	294	100.00
Asosa	-	-	50	85.71	8	14.29	58	100.00
Other towns	14	5.88	42	17.65	180	76.47	235	100.00
SNNPR	1,433	28.30	1,375	27.15	2,255	44.54	5,063	100.00
Awasa	66	33.33	88	44.44	44	22.22	199	100.00
Other towns	1,367	28.10	1,286	26.45	2,211	45.45	4,864	100.00
Gambela	21	27.41	38	49.03	18	23.55	78	100.00
Gambela	3	66.67	2	33.33	-	-	5	100.00
Other towns	18	25.00	37	50.00	18	25.00	73	100.00
Harari	96	42.86	16	7.14	112	50.00	223	100.00
Addis Ababa	10,743	47.13	6,340	27.81	5,711	25.06	22,795	100.00
Dire Dawa	1,278	59.26	399	18.52	479	22.22	2,157	100.00
Total	19,215	36.96	13,726	26.40	19,053	36.64	51,994	100.00

Table 22 - Number and Percentage Distribution of Retail Trade Establishments by Region and Practice of Keeping Book of Accounts, 2006 E.F.Y. (2013/14)

Region	Complete Book of Accounts		Incomplete Book of Accounts		No Book of Accounts		Total	
	Number	%	Number	%	Number	%	Number	%
Tigray	3,612	7.62	4,551	9.61	39,212	82.77	47,375	100.00
Mekele	1,444	12.68	1,083	9.51	8,867	77.82	11,394	100.00
Other towns	2,168	6.02	3,468	9.64	30,345	84.34	35,981	100.00
Afar	304	8.19	860	23.16	2,549	68.64	3,713	100.00
Asayita	84	5.56	420	27.78	1,007	66.67	1,511	100.00
Other towns	220	10.00	440	20.00	1,541	70.00	2,202	100.00
Amhara	5,148	4.19	20,063	16.35	97,498	79.45	122,709	100.00
Bahir Dar	420	4.67	504	5.61	8,057	89.72	8,981	100.00
Gonder	750	11.59	938	14.49	4,781	73.91	6,469	100.00
Dessie	514	7.89	2,057	31.58	3,943	60.53	6,515	100.00
Other towns	3,464	3.44	16,565	16.44	80,716	80.12	100,745	100.00
Oromia	5,218	3.64	19,737	13.76	118,433	82.60	143,387	100.00
Nazareth	-	-	1,953	28.13	4,991	71.88	6,944	100.00
Jimma	405	11.11	607	16.67	2,631	72.22	3,643	100.00
Debre Zeit	597	18.42	683	21.05	1,962	60.53	3,242	100.00
Shashemene	36	6.45	18	3.23	510	90.32	564	100.00
Other towns	4,179	3.24	16,476	12.77	108,339	83.99	128,994	100.00
Somali	-	-	927	42.21	1,269	57.79	2,197	100.00
Jijiga	-	-	450	30.77	1,013	69.23	1,463	100.00
Other towns	-	-	477	65.00	257	35.00	734	100.00
Benishangul	106	2.64	288	7.19	3,612	90.17	4,006	100.00
Asosa	-	-	77	6.67	1,074	93.33	1,151	100.00
Other towns	106	3.70	212	7.41	2,538	88.89	2,855	100.00
SNNPR	1,652	3.48	5,773	12.16	40,067	84.37	47,491	100.00
Awasa	164	5.75	883	31.03	1,799	63.22	2,845	100.00
Other towns	1,488	3.33	4,890	10.95	38,268	85.71	44,646	100.00
Gambela	59	4.84	160	13.08	1,003	82.08	1,221	100.00
Gambela	20	3.23	121	19.35	483	77.42	624	100.00
Other towns	39	6.52	39	6.52	519	86.96	597	100.00
Harari	402	15.38	536	20.51	1,675	64.10	2,614	100.00
Addis Ababa	16,856	12.91	23,583	18.07	90,078	69.02	130,516	100.00
Dire Dawa	499	8.33	499	8.33	4,993	83.33	5,991	100.00
Total	33,855	6.62	76,977	15.06	400,387	78.32	511,219	100.00

Region	Complete Book of Accounts		Incomplete Book of Accounts		No Book of Accounts		Total	
	Number	%	Number	%	Number	%	Number	%
Tigray	174	18.23	224	23.44	558	58.33	956	100.00
Mekele	174	36.84	224	47.37	75	15.79	473	100.00
Other towns	-	-	-	-	483	100.00	483	100.00
Afar	-	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-
Amhara	236	11.89	311	15.65	1,440	72.47	1,987	100.00
Bahir Dar	57	20.00	19	6.67	210	73.33	286	100.00
Gonder	65	22.22	76	25.93	152	51.85	293	100.00
Dessie	57	35.71	46	28.57	57	35.71	160	100.00
Other towns	57	4.55	170	13.64	1,021	81.82	1,248	100.00
Oromia	223	10.97	383	18.89	1,423	70.14	2,029	100.00
Nazareth	41	20.00	31	15.00	133	65.00	205	100.00
Jimma	49	33.33	25	16.67	74	50.00	147	100.00
Debre Zeit	21	28.57	31	42.86	21	28.57	73	100.00
Shashemene	13	60.00	-	-	9	40.00	21	100.00
Other towns	99	6.25	297	18.75	1,187	75.00	1,583	100.00
Somali	-	-	9	14.29	53	85.71	62	100.00
Jijiga	-	-	9	14.29	53	85.71	62	100.00
Other towns	-	-	-	-	-	-	-	-
Benishangul	-	-	10	33.33	19	66.67	29	100.00
Asosa	-	-	10	33.33	19	66.67	29	100.00
Other towns	-	-	-	-	-	-	-	-
SNNPR	185	19.31	244	25.53	527	55.16	956	100.00
Awassa	10	7.14	41	28.57	91	64.29	142	100.00
Other towns	174	21.43	203	25.00	436	53.57	814	100.00
Gambela	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-
Harari	-	-	14	16.67	72	83.33	86	100.00
Addis Ababa	3,494	45.63	1,723	22.50	2,441	31.88	7,658	100.00
Dire Dawa	6	27.27	8	36.36	8	36.36	23	100.00
Total	4,318	31.32	2,927	21.23	6,541	47.45	13,786	100.00

Table 24 - Number and Percentage Distribution of Trade Establishments by Type, Proprietorship, and Practice of Keeping Book of Accounts, 2006 E.F.Y. (

Proprietorship	Complete Book of Accounts		Incomplete Book of Accounts		No Book of Accounts		Total	
	Number	%	Number	%	Number	%	Number	%
Wholesale	19,215	36.96	13,726	26.40	19,053	36.64	51,994	100.00
Individual	14,870	33.31	11,886	26.63	17,880	40.06	44,636	100.00
Partnership	847	34.26	871	35.21	755	30.53	2,473	100.00
Share company	457	78.40	75	12.96	50	8.64	582	100.00
Private Limited	2,407	78.63	512	16.74	142	4.64	3,062	100.00
Public	100	100.00	-	-	-	-	100	100.00
Union	467	43.49	381	35.52	225	20.99	1,073	100.00
Others	68	100.00	-	-	-	-	68	100.00
Retail	33,855	6.62	76,977	15.06	400,387	78.32	511,219	100.00
Individual	28,670	5.90	69,043	14.20	388,574	79.91	486,286	100.00
Partnership	2,162	13.80	5,294	33.79	8,214	52.42	15,669	100.00
Share company	464	54.55	232	27.27	155	18.18	851	100.00
Private Limited	1,149	59.44	376	19.47	408	21.09	1,934	100.00
Public	77	33.33	-	-	155	66.67	232	100.00
Union	1,175	21.36	1,845	33.54	2,482	45.10	5,502	100.00
Others	158	21.16	187	25.05	401	53.80	745	100.00
Motor Vehicles	4,318	31.32	2,927	21.23	6,541	47.45	13,786	100.00
Individual	3,058	26.69	2,459	21.46	5,942	51.85	11,459	100.00
Partnership	301	31.94	279	29.57	363	38.50	943	100.00
Share company	239	95.13	-	-	12	4.87	252	100.00
Private Limited	670	87.50	-	-	96	12.50	766	100.00
Public	-	-	-	-	-	-	-	-
Union	49	14.64	160	47.27	129	38.09	338	100.00
Others	-	-	29	100.00	-	-	29	100.00
Total	57,388	9.95	93,630	16.23	425,981	73.83	576,999	100.00

Table 24 - Number and Percentage Distribution of Trade Establishments by Type, Proprietorship, and Practice of Keeping Book of Accounts, 2006 E.F.Y.
(2013/14)

	Complete Book of Accounts		Incomplete Book of Accounts		No Book of Accounts		Total	
	Number	%	Number	%	Number	%	Number	%
Proprietorship								
<i>Wholesale</i>	19,215	36.96	13,726	26.40	19,053	36.64	51,994	100.00
Individual	14,870	33.31	11,886	26.63	17,880	40.06	44,636	100.00
Partnership	847	34.26	871	35.21	755	30.53	2,473	100.00
Share company	457	78.40	75	12.96	50	8.64	582	100.00
Private Limited	2,407	78.63	512	16.74	142	4.64	3,062	100.00
Public	100	100.00	-	-	-	-	100	100.00
Union	467	43.49	381	35.52	225	20.99	1,073	100.00
Others	68	100.00	-	-	-	-	68	100.00
<i>Retail</i>	33,855	6.62	76,977	15.06	400,387	78.32	511,219	100.00
Individual	28,670	5.90	69,043	14.20	388,574	79.91	486,286	100.00
Partnership	2,162	13.80	5,294	33.79	8,214	52.42	15,669	100.00
Share company	464	54.55	232	27.27	155	18.18	851	100.00
Private Limited	1,149	59.44	376	19.47	408	21.09	1,934	100.00
Public	77	33.33	-	-	155	66.67	232	100.00
Union	1,175	21.36	1,845	33.54	2,482	45.10	5,502	100.00
Others	158	21.16	187	25.05	401	53.80	745	100.00
<i>Motor Vehicles</i>	4,318	31.32	2,927	21.23	6,541	47.45	13,786	100.00
Individual	3,058	26.69	2,459	21.46	5,942	51.85	11,459	100.00
Partnership	301	31.94	279	29.57	363	38.50	943	100.00
Share company	239	95.13	-	-	12	4.87	252	100.00
Private Limited	670	87.50	-	-	96	12.50	766	100.00
Public	-	-	-	-	-	-	-	-
Union	49	14.64	160	47.27	129	38.09	338	100.00
Others	-	-	29	100.00	-	-	29	100.00
Total	57,388	9.95	93,630	16.23	425,981	73.83	576,999	100.00

Table 25 - Number and Percentage Distribution of Trade Establishments by Type and Nationality, 2006 E.F.Y. (2013/14)

Share of Capital	Wholesale		Retail		Motor Vehicles sales & Maintenance		Total	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
<i>Ethiopian</i>	51,775	8.99	510,675	88.65	13,613	2.36	576,063	100.00
Entirely Ethiopian	51,626	8.98	509,549	88.65	13,585	2.36	574,760	100.00
51% and above Ethiopian	148	11.39	1,126	86.43	28	2.18	1,303	100.00
<i>Foreigners</i>	101	15.32	460	70.10	96	14.57	657	100.00
Entirely foreigners	50	100.00	-	-	-	-	50	100.00
51% and above foreigners	50	8.30	460	75.92	96	15.78	606	100.00
<i>Others</i>	119	42.44	84	30.03	77	27.53	279	100.00
Total	51,994	9.01	511,219	88.60	13,786	2.39	576,999	100.00

Region	Unpaid partners		Permanent employees		Apprentice				Total		Seasonal workers
	Family workers				Paid		Unpaid				
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
Tigray	3,658	1,189	1,704	394	-	-	18	-	5,381	1,583	10,560
Mekele	846	294	810	202	-	-	18	-	1,674	497	4,425
Other towns	2,812	895	895	192	-	-	-	-	3,706	1,086	6,134
Afar	384	216	711	49	-	-	-	-	1,095	265	243
Asayita	45	156	7	-	-	-	-	-	52	156	-
Other towns	340	61	704	49	-	-	-	-	1,043	109	243
Amhara	8,577	2,925	4,656	859	18	-	91	73	13,342	3,857	17,389
Bahir Dar	750	387	1,041	290	-	-	73	73	1,863	750	1,041
Gonder	1,099	391	733	317	-	-	-	-	1,832	708	1,929
Dessie	277	99	475	89	-	-	-	-	752	188	762
Other towns	6,451	2,049	2,408	162	18	-	18	-	8,895	2,210	13,657
Oromia	17,733	5,373	13,914	3,874	536	10	191	-	32,373	9,257	161,785
Nazareth	695	210	501	32	-	-	-	-	1,197	243	10,058
Jimma	161	104	323	46	-	-	-	-	484	150	830
Debre Zeit	69	49	197	20	10	10	-	-	276	79	-
Shashemene	77	39	34	-	-	-	-	-	111	39	184
Other towns	16,730	4,971	12,858	3,776	526	-	191	-	30,305	8,747	150,713
Somali	1,319	427	1,567	70	-	-	-	32	2,886	529	2,157
Jijiga	647	267	895	38	-	-	-	-	1,542	305	685
Other towns	672	160	672	32	-	-	-	32	1,344	224	1,472
Benishangul	349	75	58	-	-	-	-	-	407	75	83
Asosa	58	33	17	-	-	-	-	-	75	33	-
Other towns	291	42	42	-	-	-	-	-	332	42	83
SNNPR	7,578	2,255	5,889	888	40	-	-	-	13,507	3,144	51,641
Awasa	221	44	221	44	-	-	-	-	442	88	265
Other towns	7,357	2,211	5,668	844	40	-	-	-	13,065	3,055	51,376
Gambela	207	37	44	-	-	-	-	-	251	37	128
Gambela	6	-	8	-	-	-	-	-	14	-	-
Other towns	201	37	37	-	-	-	-	-	238	37	128
Harari	207	128	112	96	-	-	-	-	319	223	4,256
Addis Ababa	19,826	9,737	121,246	76,587	604	226	377	101	142,053	86,651	62,246
Dire Dawa	2,636	719	2,636	919	-	-	-	40	5,272	1,677	8,947
Total	62,475	23,080	152,537	83,735	1,198	236	678	245	216,887	107,297	319,434

Table 27 - Number of Persons Engaged in Retail Trade Establishments by Region, Work Status, and Sex, 2006 E.F.Y. (2013/14)

Region	Unpaid partners		Permanent employees		Apprentice				Total		Seasonal workers
	Family workers				Paid		Unpaid				
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
Tigray	39,862	34,089	1,677	1,324	-	-	-	-	41,540	35,414	10,722
Mekele	7,783	9,669	1,244	602	-	-	-	-	9,027	10,271	6,098
Other towns	32,079	24,421	434	723	-	-	-	-	32,513	25,143	4,624
Afar	4,347	1,862	278	84	-	-	-	-	4,625	1,946	771
Asayita	1,595	1,091	168	84	-	-	-	-	1,763	1,175	-
Other towns	2,752	771	110	-	-	-	-	-	2,863	771	771
Amhara	131,419	87,344	21,240	3,316	546	271	1,600	301	154,804	91,232	76,106
Bahir Dar	8,729	7,554	1,259	671	-	84	-	-	9,988	8,309	3,945
Gonder	5,344	5,906	1,688	281	94	188	94	-	7,219	6,375	3,094
Dessie	7,115	3,257	3,686	857	-	-	-	-	10,801	4,115	13,801
Other towns	110,232	70,627	14,607	1,506	452	-	1,506	301	126,797	72,434	55,267
Oromia	170,251	104,872	24,803	5,541	5,923	10,609	1,286	643	202,264	121,665	194,645
Nazareth	6,293	5,425	434	-	217	-	-	-	6,944	5,425	4,123
Jimma	3,846	2,024	1,012	202	-	-	-	-	4,858	2,226	-
Debre Zeit	3,327	2,474	939	85	-	-	-	-	4,266	2,560	4,437
Shashemene	546	273	237	109	-	-	-	-	783	382	109
Other towns	156,239	94,676	22,182	5,144	5,706	10,609	1,286	643	185,414	111,071	185,976
Somali	2,684	1,041	851	38	37	-	111	-	3,683	1,079	38
Jijiga	1,950	638	338	38	-	-	38	-	2,325	675	38
Other towns	734	404	514	-	37	-	73	-	1,358	404	-
Benishangul	4,795	2,488	58	-	-	-	-	-	4,852	2,488	317
Asosa	1,093	690	58	-	-	-	-	-	1,151	690	-
Other towns	3,701	1,798	-	-	-	-	-	-	3,701	1,798	317
SNNPR	57,336	29,126	9,403	1,055	850	-	1,382	319	68,971	30,499	80,452
Awasa	2,910	2,126	1,537	523	-	-	-	-	4,447	2,649	2,322
Other towns	54,426	27,000	7,866	532	850	-	1,382	319	64,524	27,851	78,131
Gambela	1,610	880	131	52	-	-	40	-	1,782	932	451
Gambela	806	503	40	-	-	-	40	-	886	503	282
Other towns	805	376	91	52	-	-	-	-	896	428	169
Harari	3,083	2,078	335	134	-	-	-	-	3,418	2,212	11,192
Addis Ababa	106,006	71,057	88,609	58,995	1,546	464	1,856	1,082	198,017	131,599	78,789
Dire Dawa	6,091	4,493	1,098	799	-	-	-	100	7,189	5,392	7,688
Total	527,484	339,330	148,483	71,337	8,902	11,344	6,274	2,445	691,144	424,457	461,171

Table 28 - Number of Persons Engaged in Motor Vehicles Sales & Maintenance Establishments by Region, Work Status, and Sex, 2006 E.F.Y. (2013/14)

Region	Unpaid partners shareholders and Family workers		Permanent employees		Apprentice				Total		Seasonal workers
					Paid		Unpaid				
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
Tigray	981	100	1,132	249	621	-	374	-	3,107	349	1,504
Mekele	498	100	971	249	299	-	374	-	2,141	349	1,021
Other towns	483	-	161	-	322	-	-	-	966	-	483
Afar	-	-	-	-	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-
Amhara	2,777	368	4,367	392	809	33	3,035	399	10,988	1,191	3,693
Bahir Dar	363	76	573	76	172	-	38	-	1,145	153	687
Gonder	445	76	445	54	336	33	347	87	1,573	250	141
Dessie	183	46	343	34	46	-	126	-	697	80	-
Other towns	1,787	170	3,006	227	255	-	2,524	312	7,572	709	2,864
Oromia	3,061	557	2,717	157	463	-	1,366	63	7,607	776	6,474
Nazareth	287	41	226	21	82	-	133	-	728	62	1,087
Jimma	368	37	294	37	233	-	196	-	1,090	74	1,985
Debre Zeit	73	21	156	42	-	-	146	63	375	125	188
Shashemene	9	13	13	9	-	-	-	-	21	21	-
Other towns	2,325	445	2,028	49	148	-	890	-	5,392	495	3,216
Somali	70	-	53	-	18	-	26	-	167	-	220
Jijiga	70	-	53	-	18	-	26	-	167	-	220
Other towns	-	-	-	-	-	-	-	-	-	-	-
Benishangul	39	-	19	-	39	-	10	-	106	-	-
Asosa	39	-	19	-	39	-	10	-	106	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-
SNNPR	1,238	243	2,536	148	389	-	1,029	29	5,192	420	6,753
Awasa	162	10	588	61	41	-	41	-	831	71	852
Other towns	1,076	233	1,948	87	349	-	988	29	4,361	349	5,901
Gambela	-	-	-	-	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-	-	-	-	-
Harari	86	29	200	14	43	-	86	-	415	43	358
Addis Ababa	8,423	1,579	29,195	9,189	766	48	957	144	39,341	10,960	22,303
Dire Dawa	32	7	37	5	4	-	14	2	87	15	65
Total	16,707	2,882	40,256	10,154	3,152	80	6,896	636	67,011	13,754	41,369

Table 29 – Payments made to Employees by Type of Trade and Region, 2006 E.F.Y. (2013/14)

Region	Wholesale				Retail				Motor Vehicles & motor Cycles sales and Maintenance			
	Salaries and wages	Commissions, bonuses and other allowances	Food, housing, education, and medical allowances	Pension and insurance	Salaries and wages	Commissions, bonuses and other allowances	Food, housing, education, and medical allowances	Pension and insurance	Salaries and wages	Commissions, bonuses and other allowances	Food, housing, education, and medical allowances	Pension and insurance
Tigray	43,697,488	1,161,040	447,460	1,671,732	37,536,826	866,932	1,543,818	-	11,309,184	201,350	12,450	47,061
Mekele	31,355,523	1,161,040	255,760	1,671,732	28,858,156	144,432	1,543,818	-	10,125,834	136,950	12,450	47,061
Other towns	12,341,966	-	191,700	-	8,678,670	722,500	-	-	1,183,350	64,400	-	-
Afar	23,716,801	997,219	177,098	87,506	4,113,096	-	822,777	-	-	-	-	-
Asayita	37,100	-	-	-	3,122,196	-	327,327	-	-	-	-	-
Other towns	23,679,701	997,219	177,098	87,506	990,900	-	495,450	-	-	-	-	-
Amhara	55,361,639	1,623,977	521,605	452,267	353,717,023	7,515,427	5,498,939	1,522,216	42,964,092	631,642	1,858,289	225,731
Bahir Dar	10,446,535	-	-	-	15,819,966	184,646	-	-	4,126,494	-	362,137	102,819
Gonder	14,448,581	1,015,872	146,032	-	15,869,906	196,875	3,408,750	-	6,852,643	24,738	595,665	-
Dessie	2,057,911	-	-	128,807	224,150,428	1,050,070	-	1,522,216	2,654,618	-	-	-
Other towns	28,408,611	608,105	375,573	323,460	97,876,723	6,083,836	2,090,189	-	29,330,337	606,904	900,487	122,912
Oromia	259,293,132	73,841,714	8,235,068	582,327	339,914,560	4,821,626	23,893,976	144,948	36,422,657	258,045	408,525	-
Nazareth	7,215,183	-	-	-	2,122,260	19,530	-	-	2,397,475	18,450	61,500	-
Jimma	6,071,433	337,771	-	-	6,381,672	-	-	42,302	3,513,423	22,050	-	-
Debre Zeit	3,148,199	153,422	140,998	179,373	8,332,010	59,724	755,935	-	2,506,538	93,870	154,364	-
Shashemene	205,440	2,568	-	-	2,477,384	21,840	-	-	173,400	-	4,675	-
Other towns	242,652,876	73,347,953	8,094,070	402,954	320,601,234	4,720,532	23,138,041	80,370	27,831,822	123,675	187,986	-
Somali	78,354,710	495,520	342,720	-	32,295,690	278,920	1,240,650	-	2,412,960	-	158,400	-
Jijiga	17,559,830	57,120	342,720	-	4,286,250	-	525,000	-	2,412,960	-	158,400	-
Other towns	60,794,880	438,400	-	-	28,009,440	278,920	715,650	-	-	-	-	-
Benishangul	180,240	8,304	-	-	585,854	12,690	203,615	-	187,985	-	-	-
Asosa	10,008	-	-	-	78,254	-	575	-	187,985	-	-	-
Other towns	170,232	8,304	-	-	507,600	12,690	203,040	-	-	-	-	-
SNNPR	99,715,696	2,769,780	4,128,480	1,754,971	91,559,144	6,723,483	4,780,145	-	27,318,246	613,377	469,903	-
Awasa	3,113,448	-	132,600	-	18,863,976	175,403	1,748,469	-	6,799,884	-	243,157	-
Other towns	96,602,248	2,769,780	3,995,880	1,754,971	72,695,168	6,548,080	3,031,676	-	20,518,362	613,377	226,746	-
Gambela	4,531,800	26,670	-	-	637,444	16,112	4,028	-	-	-	-	-
Gambela	176,400	26,670	-	-	120,840	16,112	4,028	-	-	-	-	-
Other towns	4,355,400	-	-	-	516,604	-	-	-	-	-	-	-
Harari	5,023,810	87,670	-	123,312	4,883,077	234,570	402,120	-	4,261,518	-	-	-
Addis Ababa	19,443,125,200	382,097,900	125,796,352	364,354,364	2,216,579,914	30,422,791	72,105,230	171,265,269	2,126,831,827	41,868,550	28,179,633	56,949,475
Dire Dawa	67,947,965	1,489,762	2,549,370	1,815,513	29,811,516	-	49,925	455,715	1,130,129	47,382	-	-
Total	20,080,948,481	464,599,556	142,198,152	370,841,992	3,111,634,145	50,892,551	110,545,223	173,388,149	2,252,838,597	43,620,346	31,087,200	57,222,267

Table 30 –Value of Purchases of Goods intended for Sale in Wholesale Trade Establishments by Commodity Group and Supplier, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Supplier			Total
	Producer	Wholesaler	Others	
Wholesale agents and brokers except for motor vehicles	-	-	32,516,809	32,516,809
Agricultural raw materials and live animals	12,114,608,511	1,820,791,771	2,191,081,006	16,126,481,288
Food, beverages, and tobacco	87,698,181,224	114,853,980,731	19,650,871,123	222,203,033,078
Chat	120,805,290	-	606,769,930	727,575,220
Textile, clothing, and footwear	2,637,141,500	8,070,511,224	429,354,782	11,137,007,506
Other household goods	19,625,108,555	11,423,031,915	18,195,045,467	49,243,185,937
Computers, computer peripheral equipment and software	206,927,992	6,273,805,816	202,014,427	6,682,748,236
Electronic, and telecommunications equipment and parts	7,552,300,693	2,994,935,518	608,463,848	11,155,700,059
Agricultural machinery, equipment and supplies	2,163,760	476,342,480	-	478,506,240
Other machinery and equipment	2,137,027,475	1,891,461,774	3,529,143,836	7,557,633,085
Solid, liquid, gaseous fuels and related products	51,786,569,370	7,323,476,182	1,056,096,885	60,166,142,437
Metals and metal ores	15,322,967,807	5,796,926,679	417,668,378	21,537,562,864
Construction materials, hardware, plumbing and heating equipment and supplies	10,052,113,416	7,987,802,096	688,114,481	18,728,029,993
Waste and scrap and other products n.e.c.	139,797,389	352,960,530	295,060,560	787,818,479
Others	18,845,744,856	41,730,311,007	7,603,294,156	68,179,350,019
Total	228,241,457,836	210,996,337,725	55,505,495,690	494,743,291,251

Table 31 – Value of Purchases of Goods Intended for Sale in Retail Trade Enterprises by Commodity Group and Supplier, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Supplier			Total
	Producer	Wholesaler	Others	
Food	39,336,847,977	15,027,453,211	12,090,005,962	66,454,307,151
Beverages	1,332,491,149	4,718,757,293	3,232,220,942	9,283,469,384
Tobacco	-	157,782,585	209,132,906	366,915,490
Chat	259,865,420	111,246,392	80,450,996	451,562,807
Automotive fuel	136,856,400	272,110,731	101,851,344	510,818,475
Computers, peripheral units, software, telecommunications equipment	106,273,400	3,559,171,013	2,763,906,242	6,429,350,655
Audio and video	-	133,570,614	35,421,160	168,991,774
Textile	39,653,181	660,290,885	430,556,601	1,130,500,667
Hardware, paints, and glass	446,763,434	2,512,533,434	487,091,133	3,446,388,001
Carpets, Rugs, wall, and floor coverings	23,190,124	73,653,392	72,716,965	169,560,481
Electrical household appliances, furniture, lighting equipment, and other household articles	557,135,541	2,660,684,974	357,189,028	3,575,009,543
Books, newspapers, and Stationery	41,254,631	1,305,667,803	252,898,658	1,599,821,092
Music and video recordings	579,900	152,101,943	39,614,333	192,296,176
Sporting equipment	270,215	21,127,972	108,375	21,506,562
Games and toys	-	24,448,782	6,210,407	30,659,189
Clothing, footwear, and leather articles	293,276,251	13,585,427,544	2,899,760,871	16,778,464,667
Pharmaceutical and medical goods, cosmetic and toilet articles	90,791,020	8,084,660,187	4,118,691,314	12,294,142,520
Others not included in the above two	308,833,406	2,638,006,764	1,504,530,504	4,451,370,675
Second hand goods	-	8,546,164	24,420,213	32,966,377
Others	4,769,477,749	25,323,752,014	9,576,960,372	39,670,190,135
Total	47,743,559,799	81,030,993,698	38,283,738,325	167,058,291,822

Table 32 – Value of Purchases of Goods intended for Sale in Motor vehicle sales & Maintenance Establishments by Commodity Group and Supplier,, 2006
E.F.Y. (2013/14)

In Birr

Commodity group	Supplier			Total
	Producer	Wholesaler	Others	
Motor vehicle sales	41,618,560,314	2,087,347,429	361,212,987	44,067,120,729
Motor vehicle maintenance	-	34,882,664	23,679,032	58,561,696
Motor vehicle spare parts sales	434,877,724	4,700,102,377	306,658,902	5,441,639,003
Motor cycles & spare parts sales & maintenance	143,593,020	1,671,784,222	38,024,777	1,853,402,019
Others	221,564,064	1,416,582,891	1,566,158,202	3,204,305,158
Total	42,418,595,123	9,910,699,582	2,295,733,900	54,625,028,605

Table 33 – Operating Cost of Establishments by Expenditure and Trade Type, 2006 E.F.Y. (2013/14)

In Birr

Expenditure	Trade			Total
	Wholesale	Retail	Motor vehicles sales& maintenance	
Electricity, energy, and other related items	190,604,404	376,170,548	60,648,205	627,423,157
Water	42,322,846	70,476,623	19,605,001	132,404,469
Minor repair and maintenance	401,803,083	272,371,117	123,740,290	797,914,490
Tele, post, fax, etc.	488,535,617	399,382,027	91,613,457	979,531,100
Stationery, packing material, and related	262,962,502	213,997,737	31,206,652	508,166,892
Transport	13,841,918,641	1,608,232,771	1,024,663,400	16,474,814,812
Advertisement	244,869,820	208,704,826	47,284,422	500,859,069
Auditing and legal services	243,091,543	192,928,580	50,353,298	486,373,422
House rent	1,610,277,111	3,746,588,786	443,127,481	5,799,993,379
Machinery and other fixed assets rent	111,373,072	172,622,731	25,120,611	309,116,414
Insurance, interest, bank services and commissions	1,396,231,746	490,273,899	202,907,328	2,089,412,973
Other expenditures	763,629,831	608,669,209	155,619,772	1,527,918,812
Total	19,597,620,217	8,360,418,854	2,275,889,917	30,233,928,988

Table 34 – Investment by Enterprises and Source of Funding, 2006 E.F.Y. (2013/14)

In Birr												
Enterprise	Number of Enterprises	Investment in Fixed assets					New working capital					Grand Total
		Domestic source			Foreign	Total	Domestic source			Foreign	Total	
		Own	Loan	Other			Own	Loan	Other			
Wholesale	51,994	19,686,600,809	1,497,918,079	112,638,846	1,306,280	21,298,464,015	349,491,756,875	17,964,197,286	44,235,715,213	135,880,628	411,827,550,003	433,126,014,017
Retail	511,219	8,701,246,793	174,931,737	45,444,201	64,329,967	8,985,952,697	146,358,468,107	1,898,365,884	4,525,590,684	170,861,755	152,953,286,430	161,939,239,128
Motor vehicles	13,786	658,390,199	2,299,485,558	4,187,932	4,591,280	2,966,654,969	19,971,463,860	2,534,867,024	104,069,150	121,261,016	22,781,661,050	25,698,316,019
Total	576,999	29,046,237,801	3,972,335,374	162,270,979	70,227,527	33,251,071,681	515,821,688,842	22,397,430,194	48,865,375,047	428,003,400	587,512,497,483	620,763,569,164
Percentage		4.68	0.64	0.03	0.01	5.36	83.09	3.61	7.87	0.07	94.64	100

Table 35 – Payable and Receivable Accounts by Type of Trade Establishments, 2006 E.F.Y. (2013/14)

Enterprise	Number of Enterprises	In Birr			
		Beginning of year		End of year	
		Payable	Receivable	Payable	Receivable
Wholesale	51,994	22,494,260,795	14,733,576,327	53,816,804,112	21,294,013,004
Retail	511,219	2,788,106,812	1,389,046,764	2,936,618,380	2,750,150,716
Motor vehicles	13,786	1,175,570,688	5,952,191,750	1,586,313,569	4,213,580,251
Total	576,999	26,457,938,296	22,074,814,841	58,339,736,061	28,257,743,971

Table 36 – Value of Fixed Assets by Type and Establishments, Beginning of year, 2006 E.F.Y. (2013/14)

In Birr

Enterprise	Fixed assets						Total
	Number of Enterprises	Buildings	Other Construction works	Machinery and Equipment	Vehicles	Others	
Wholesale	51,994	13,349,584,271	4,246,588,974	5,700,330,147	6,926,154,387	1,772,061,720	31,994,719,499
Retail	511,219	12,217,285,635	92,073,535	1,903,409,895	9,466,950,234	867,358,718	24,547,078,017
Motor vehicles	13,786	3,562,660,197	1,561,959,752	489,595,056	5,154,850,488	292,455,235	11,061,520,728
Total	576,999	29,129,530,103	5,900,622,261	8,093,335,098	21,547,955,109	2,931,875,673	67,603,318,244
Percentage		43.09	8.73	11.97	31.87	4.34	100

Table 36 – Value of Fixed Assets by Type and Establishments, Beginning of year, 2006 E.F.Y. (2013/14)

In Birr

Enterprise	Fixed assets						Total
	Number of Enterprises	Buildings	Other Construction works	Machinery and Equipment	Vehicles	Others	
Wholesale	51,994	13,349,584,271	4,246,588,974	5,700,330,147	6,926,154,387	1,772,061,720	31,994,719,499
Retail	511,219	12,217,285,635	92,073,535	1,903,409,895	9,466,950,234	867,358,718	24,547,078,017
Motor vehicles	13,786	3,562,660,197	1,561,959,752	489,595,056	5,154,850,488	292,455,235	11,061,520,728
Total	576,999	29,129,530,103	5,900,622,261	8,093,335,098	21,547,955,109	2,931,875,673	67,603,318,244
Percentage		43.09	8.73	11.97	31.87	4.34	100

Table 37 – Net Fixed Capital Formation by Type of Trade Establishments, 2006 E.F.Y. (2013/14)

In Birr

Fixed asset	Wholesale				Retail				Motor vehicles sales & maintenance			
	New Capital Expenditure	Sold & Disposed	Depreciation	Net fixed Capital formation	New Capital Expenditure	Sold & Disposed	Depreciation	Net fixed Capital formation	New Capital Expenditure	Sold & Disposed	Depreciation	Net fixed Capital formation
Buildings	4,798,510,277	917,707	870,786,811	17,276,390,029	376,275,838	14,124,128	3,781,206,877	8,798,230,468	1,425,556,605	1,991,885	57,796,254	4,928,428,663
Other construction works	4,909,232,374	-	296,519,026	8,859,302,322	584,518,909	8,037	10,207,337	666,377,070	648,475,355	3,868,895	311,528,613	1,895,037,599
Machinery & equipment	1,382,272,888	12,754,184	1,270,990,734	5,798,858,117	706,065,715	39,749,866	634,610,532	1,935,115,212	122,161,604	3,105,246	106,278,799	502,372,613
Vehicles	2,939,440,290	325,027,780	2,146,425,069	7,394,141,829	1,266,361,552	249,956,983	746,924,865	9,736,429,939	413,970,199	139,508,133	1,036,675,145	4,392,637,409
Others	345,516,294	76,934,969	514,449,938	1,526,193,108	153,126,994	14,994,241	286,373,675	719,117,795	29,657,279	382,880	91,270,043	230,459,591
Total	14,374,972,124	415,634,640	5,099,171,579	40,854,885,405	3,086,349,008	318,833,256	5,459,323,285	21,855,270,484	2,639,821,041	148,857,041	1,603,548,852	11,948,935,876

Table 38 – Sales and other Receipts (Income) of Wholesale Trade Establishments by Commodity group and Income type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Income type			
	Total sales	Commission received	Others	Total
Wholesale agents and brokers except for motor vehicles	279,481,985			279,481,985
Agricultural raw materials and live animals	27,597,952,066			27,597,952,066
Food, beverages, and tobacco	181,298,758,694			181,298,758,694
Chat	1,969,365,732			1,969,365,732
Textile, clothing, and footwear	20,887,283,560			20,887,283,560
Other household goods	91,282,729,056			91,282,729,056
Computers, computer peripheral equipment and software	8,912,247,164			8,912,247,164
Electronic, and telecommunications equipment and parts	13,705,523,152			13,705,523,152
Agricultural machinery, equipment and supplies	284,302,440			284,302,440
Other machinery and equipment	10,476,709,645			10,476,709,645
Solid, liquid, gaseous fuels and related products	46,799,529,731			46,799,529,731
Metals and metal ores	15,509,246,075			15,509,246,075
Construction materials, hardware, plumbing and heating equipment and supplies	21,292,801,050			21,292,801,050
Waste and scrap and other products n.e.c.	2,630,999,075			2,630,999,075
Others	63,969,024,707			63,969,024,707
Total	506,895,954,132	182,426,467	6,101,020,145	513,179,400,744

Table 39 – Sales and other Receipts (Income) of Retail Trade Establishments by Commodity group and Income type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Income type			
	Total sales	Commission received	Others	Total
Food	77,607,037,877			77,607,037,877
Beverages	16,859,254,345			16,859,254,345
Tobacco	420,832,892			420,832,892
Chat	578,604,397			578,604,397
Automotive fuel	704,541,737			704,541,737
Computers, peripheral units, software, telecommunications equipment	8,659,099,194			8,659,099,194
Audio and video	183,999,832			183,999,832
Textile	1,412,774,830			1,412,774,830
Hardware, paints, and glass	4,998,622,459			4,998,622,459
Carpets, Rugs, wall, and floor coverings	277,639,797			277,639,797
Electrical household appliances, furniture, lighting equipment, and other household articles	6,813,062,519			6,813,062,519
Books, newspapers, and Stationery	2,156,223,281			2,156,223,281
Music and video recordings	284,306,452			284,306,452
Sporting equipment	29,985,093			29,985,093
Games and toys	47,934,419			47,934,419
Clothing, footwear, and leather articles	22,528,276,203			22,528,276,203
Pharmaceutical and medical goods, cosmetic and toilet articles	32,252,219,307			32,252,219,307
Others not included in the above two	4,886,839,254			4,886,839,254
Second hand goods	78,928,669			78,928,669
Others	77,627,476,625			77,627,476,625
Total	258,407,659,182	37,133,360	1,881,929,119	260,326,721,661

Table 40 -- Sales and other Receipts (Income) of Motor Vehicles Trade Establishments by Commodity group and Income type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Income type			
	Total sales	Commission received	Others	Total
Motor vehicle sales	4,056,428,963			4,056,428,963
Motor vehicle maintenance	250,189,068			250,189,068
Motor vehicle spare parts sales	18,899,582,065			18,899,582,065
Motor cycles & spare parts sales & maintenance	1,515,768,770			1,515,768,770
Others	31,360,494,431			31,360,494,431
Total	56,082,463,298	49,009,206	1,422,004,957	57,553,477,461

Table 41 – Gross Value of Income of Wholesale Trade Establishments by Region and Type, 2006 E.F.Y. (2013/14)

Region	Number of enterprises	Total Sales	Commission	Rental Income	Other Income	In Birr	
						Stock Difference	Total income
Tigray	2,424	7,916,156,205	46,000	16,483,390	193,561,210	104,703,109	8,230,949,914
Mekele	635	4,331,098,656	46,000	16,451,440	193,369,510	142,106,015	4,683,071,621
Other towns	1,789	3,585,057,549	-	31,950	191,700	(37,402,907)	3,547,878,293
Afar	316	1,858,668,958	-	905,880	-	2,234,133	1,861,808,972
Asayita	37	57,684,312	-	178,080	-	515,349	58,377,740
Other towns	279	1,800,984,647	-	727,800	-	1,718,785	1,803,431,231
Amhara	5,581	36,975,546,096	1,437,600	7,090,064	28,972,497	282,492,443	37,295,538,700
Bahir Dar	653	6,367,138,048	-	-	141,570	19,988,547	6,387,268,164
Gonder	635	21,335,337,639	-	-	1,344,565	189,241,325	21,525,923,529
Dessie	267	1,271,633,453	-	-	148,439	13,779,895	1,285,561,787
Other towns	4,025	8,001,436,956	1,437,600	7,090,064	27,337,923	59,482,677	8,096,785,219
Oromia	11,949	27,109,076,234	12,387,494	114,719,331	236,510,332	439,407,234	27,912,100,624
Nazareth	453	7,641,787,657	2,588,494	-	-	26,175,268	7,670,551,419
Jimma	138	927,102,499	-	-	-	304,354,147	1,231,456,646
Debre Zeit	69	243,603,872	-	-	-	305,660	243,909,532
Shashemene	56	37,492,997	-	-	1,712,000	441,054	39,646,051
Other towns	11,233	18,259,089,209	9,799,000	114,719,331	234,798,332	108,131,105	18,726,536,977
Somali	1,115	14,699,575,294	-	896,000	-	257,024,096	14,957,495,390
Jijiga	571	2,168,535,934	-	-	-	121,528,512	2,290,064,446
Other towns	544	12,531,039,360	-	896,000	-	135,495,584	12,667,430,944
Benishangul	294	270,783,471	-	-	-	776,072	271,559,543
Asosa	58	33,150,533	-	-	-	1,842,306	34,992,839
Other towns	235	237,632,938	-	-	-	(1,066,234)	236,566,705
SNNPR	5,063	26,572,285,618	-	12,944,400	16,485,580	555,453,860	27,157,169,458
Awasa	199	293,796,627	-	-	83,980	(9,345,648)	284,534,959
Other towns	4,864	26,278,488,991	-	12,944,400	16,401,600	564,799,508	26,872,634,499
Gambela	78	694,227,841	-	-	-	17,449,044	711,676,885
Gambela	5	27,268,530	-	-	-	16,768,650	44,037,180
Other towns	73	666,959,311	-	-	-	680,394	667,639,705
Harari	223	265,886,851	-	-	-	18,657,945	284,544,797
Addis Ababa	22,795	364,983,437,523	163,428,994	882,038,246	4,590,381,264	32,139,978,480	402,759,264,508
Dire Dawa	2,157	25,550,310,040	5,126,379	-	31,952	4,215,874,169	29,771,342,540
Total	51,994	506,895,954,132.00	182,426,467	1,035,077,311	5,065,942,835	38,034,050,586	551,213,451,330

Table 42 – Gross Value of Income of Retail Trade Establishments by Region and Type, 2006 E.F.Y. (2013/14)

In Birr

Region	Number of enterprises	Total Sales	Commission	Rental Income	Other Income	Stock Difference	Total income
Tigray	47,375	32,182,254,674	2,870,586	13,705,740	130,549,338	304,342,354	32,633,722,692
Mekele	11,394	3,443,944,972	2,870,586	3,931,760	23,935,793	67,209,184	3,541,892,295
Other towns	35,981	28,738,309,702	-	9,773,980	106,613,545	237,133,170	29,091,830,397
Afar	3,713	544,444,777	-	962,748	1,510,740	21,575,538	568,493,803
Asayita	1,511	127,242,077	-	302,148	1,510,740	4,612,541	133,667,506
Other towns	2,202	417,202,701	-	660,600	-	16,962,997	434,826,298
Amhara	122,709	41,200,929,694	2,861,210	1,522,657	218,630,525	740,183,495	42,164,127,581
Bahir Dar	8,981	1,177,200,166	-	-	25,683,419	54,403,006	1,257,286,591
Gonder	6,469	1,015,945,875	-	46,875	10,387,969	84,476,906	1,110,857,625
Dessie	6,515	21,164,195,652	-	-	7,929,100	8,843,218	21,180,967,970
Other towns	100,745	17,843,588,001	2,861,210	1,475,782	174,630,037	592,460,364	18,615,015,394
Oromia	143,387	38,370,042,430	14,177,172	45,789,802	603,746,190	871,537,907	39,905,293,503
Nazareth	6,944	1,232,788,935	-	19,964,000	6,618,500	17,551,828	1,276,923,263
Jimma	3,643	7,453,082,168	-	3,643,200	81,658,280	6,463,543	7,544,847,191
Debre Zeit	3,242	950,932,610	-	-	1,650,942	36,854,827	989,438,379
Shashemene	564	93,930,509	72,800	-	3,276,000	7,791,984	105,071,294
Other towns	128,994	28,639,308,208	14,104,372	22,182,602	510,542,468	802,875,725	29,989,013,376
Somali	2,197	4,458,586,570	-	-	300,000	184,491,341	4,643,377,911
Jijiga	1,463	1,321,632,600	-	-	300,000	30,098,625	1,352,031,225
Other towns	734	3,136,953,969	-	-	-	154,392,716	3,291,346,686
Benishangul	4,006	1,139,707,371	126,588	230,160	11,738	19,440,162	1,159,516,019
Asosa	1,151	66,245,783	126,588	230,160	11,738	7,510,504	74,124,773
Other towns	2,855	1,073,461,588	-	-	-	11,929,658	1,085,391,245
SNNPR	47,491	30,442,681,932	3,261,390	11,688,748	146,929,836	445,122,016	31,049,683,921
Awasa	2,845	23,915,060,111	1,635,000	-	500,310	120,627,128	24,037,822,549
Other towns	44,646	6,527,621,821	1,626,390	11,688,748	146,429,526	324,494,888	7,011,861,372
Gambela	1,221	93,209,918	-	-	261,820	9,795,820	103,267,558
Gambela	624	57,599,171	-	-	261,820	5,978,519	63,839,510
Other towns	597	35,610,747	-	-	-	3,817,301	39,428,048
Harari	2,614	696,699,440	-	-	-	(4,477,338)	692,222,102
Addis Ababa	130,516	107,678,405,828	13,836,414	62,555,978	640,719,525	5,680,016,737	114,075,534,482
Dire Dawa	5,991	1,600,696,548	-	239,640	2,573,933	149,746,942	1,753,257,064
Total	511,219	258,407,659,182	37,133,360	136,695,473	1,745,233,645	8,421,774,974	268,748,496,635

Table 43 – Gross Value of Income of Motor vehicles sales & Maintenance Establishments by Region and Type, 2006 E.F.Y. (2013/14)

Region	Number of enterprises	Total Sales	Commission	Rental Income	Other Income	Stock Difference	In Birr
							Total income
Tigray	956	235,507,601	-	9,788,400	4,649,040	5,906,763	255,851,804
Mekele	473	226,207,436	-	7,470,000	3,934,200	5,786,013	243,397,649
Other towns	483	9,300,165	-	2,318,400	714,840	120,750	12,454,155
Afar	-	-	-	-	-	-	-
Asayita	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-
Amhara	1,987	2,073,247,328	56,720	34,183,287	89,642,617	75,783,545	2,272,913,497
Bahir Dar	286	106,196,658	-	4,295,250	4,974,854	6,505,624	121,972,386
Gonder	293	63,862,850	-	-	17,360	3,270,602	67,150,813
Dessie	160	199,212,613	-	-	-	5,416,094	204,628,707
Other towns	1,248	1,703,975,207	56,720	29,888,037	84,650,403	60,591,225	1,879,161,591
Oromia	2,029	694,187,881	-	1,978,800	52,800,724	(6,846,664)	742,120,740
Nazareth	205	56,671,943	-	-	3,009,400	(47,788,268)	11,893,075
Jimma	147	36,619,329	-	-	20,604,280	(2,107,000)	55,116,609
Debre Zeit	73	124,994,538	-	-	1,134,784	1,381,975	127,511,297
Shashemene	21	73,041,444	-	-	-	6,499,296	79,540,739
Other towns	1,583	402,860,627	-	1,978,800	28,052,260	35,167,333	468,059,020
Somali	62	82,100,436	-	-	5,658,400	6,096,314	93,855,150
Jijiga	62	82,100,436	-	-	5,658,400	6,096,314	93,855,150
Other towns	-	-	-	-	-	-	-
Benishangul	29	8,582,125	-	-	607,276	-	9,189,401
Asosa	29	8,582,125	-	-	607,276	-	9,189,401
Other towns	-	-	-	-	-	-	-
SNNPR	956	916,331,521	42,489,806	203,490	27,798,285	4,276,583	991,099,686
Awasa	142	123,227,415	3,042	-	5,952,180	(395,460)	128,787,177
Other towns	814	793,104,106	42,486,764	203,490	21,846,105	4,672,043	862,312,509
Gambela	-	-	-	-	-	-	-
Gambela	-	-	-	-	-	-	-
Other towns	-	-	-	-	-	-	-
Harari	86	2,432,700	-	214,650	13,247,626	4,150	15,899,126
Addis Ababa	7,658	52,034,352,359	6,462,679	871,006,629	308,330,536	3,761,052,160	56,981,204,363
Dire Dawa	23	35,721,347	-	97,482	1,797,717	488,809	38,105,355
Total	13,786	56,082,463,298	49,009,206	917,472,737	504,532,220	3,846,761,661	61,400,239,122

Table 44 – Gross Value of Income of Wholesale Trade Establishments by Commodity Group and Type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Number of enterprises	Total sales	Commission	Rental Income	Other income	Stock difference	Total Income
Wholesale agents and brokers except for motor vehicles		279,481,985					279,481,985
Agricultural raw materials and live animals		27,597,952,066					27,597,952,066
Food, beverages, and tobacco		181,298,758,694					181,298,758,694
Chat		1,969,365,732					1,969,365,732
Textile, clothing, and footwear		20,887,283,560					20,887,283,560
Other household goods		91,282,729,056					91,282,729,056
Computers, computer peripheral equipment and software		8,912,247,164					8,912,247,164
Electronic, and telecommunications equipment and parts		13,705,523,152					13,705,523,152
Agricultural machinery, equipment and supplies		284,302,440					284,302,440
Other machinery and equipment		10,476,709,645					10,476,709,645
Solid, liquid, gaseous fuels and related products		46,799,529,731					46,799,529,731
Metals and metal ores		15,509,246,075					15,509,246,075
Construction materials, hardware, plumbing and heating equipment and supplies		21,292,801,050					21,292,801,050
Waste and scrap and other products n.e.c.		2,630,999,075					2,630,999,075
Others		63,969,024,707					63,969,024,707
Total	51,994	506,895,954,132	182,426,467	1,035,077,311	5,065,942,835	38,034,050,586	551,213,451,330

Table 45 – Gross Value of Income of Retail Trade Establishments by Commodity Group and Type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Number of enterprises	Total sales	Commission	Rental Income	Other income	Stock difference	Total Income
Food		77,607,037,877					77,607,037,877
Beverages		16,859,254,345					16,859,254,345
Tobacco		420,832,892					420,832,892
Chat		578,604,397					578,604,397
Automotive fuel		704,541,737					704,541,737
Computers, peripheral units, software, telecommunications equipment		8,659,099,194					8,659,099,194
Audio and video		183,999,832					183,999,832
Textile		1,412,774,830					1,412,774,830
Hardware, paints, and glass		4,998,622,459					4,998,622,459
Carpets, Rugs, wall, and floor coverings		277,639,797					277,639,797
Electrical household appliances, furniture, lighting equipment, and other household articles		6,813,062,519					6,813,062,519
Books, newspapers, and Stationery		2,156,223,281					2,156,223,281
Music and video recordings		284,306,452					284,306,452
Sporting equipment		29,985,093					29,985,093
Games and toys		47,934,419					47,934,419
Clothing, footwear, and leather articles		22,528,276,203					22,528,276,203
Pharmaceutical and medical goods, cosmetic and toilet articles		32,252,219,307					32,252,219,307
Others not included in the above two		4,886,839,254					4,886,839,254
Second hand goods		78,928,669					78,928,669
Others		77,627,476,625					77,627,476,625
Total	511,219	258,407,659,182	37,133,360	136,695,473	1,745,233,645	8,421,774,974	268,748,496,635

Table 46 – Gross Value of Income of Motor Vehicles Sales & Maintenance Establishments by Commodity Group and Type, 2006 E.F.Y. (2013/14)

In Birr

Commodity group	Number of enterprises	Total sales	Commission	Rental Income	Other income	Stock difference	Total Income
Motor vehicle sales		4,056,428,963					4,056,428,963
Motor vehicle maintenance		250,189,068					250,189,068
Motor vehicle spare parts sales		18,899,582,065					18,899,582,065
Motor cycles & spare parts sales & maintenance		1,515,768,770					1,515,768,770
Others		31,360,494,431					31,360,494,431
Total	13,786	56,082,463,298	49,009,206	917,472,737	504,532,220	3,846,761,661	61,400,239,122

Table 47 - Value Added in the National Account Concept at Factor Cost by Establishments, 2006 E.F.Y. (2013/14)

In Birr

Enterprise	Total gross value of income	Intermediate cost					
		Purchases	Other costs	Total	Indirect tax	Value added at factor cost	Operating surplus
Wholesale	551,213,451,330	494,743,291,251	22,814,077,503	517,557,368,753	1,033,882,367	33,656,082,577	12,597,494,395
Retail	268,748,496,635	167,058,291,822	12,914,716,951	179,973,008,772	926,046,922	88,775,487,863	85,329,027,795
Motor vehicles	61,400,239,122	54,625,028,605	3,164,996,700	57,790,025,305	396,434,281	3,610,213,817	1,225,445,406
Total	881,362,187,087	716,426,611,677	38,893,791,153	755,320,402,830	2,356,363,570	126,041,784,256	99,151,967,595

Table 48 – Number of Trade Establishments Reporting Problems in the beginning of Business by Type and Enterprise, 2006 E.F.Y. (2013/14)

Problems	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
Lack of space/housing	11,741	114,801	5,484	132,026
Unavailability of commodity supplies	3,351	27,379	519	31,249
Absence of information/consultancy	1,503	9,283	423	11,209
Higher prices of commodities	1,234	12,526	163	13,923
Government rules/regulations	4,812	37,103	1,116	43,031
Lack of expertise	1,082	12,733	200	14,015
Inadequate capital	13426	186159	3077	202663
Unavailability of loans	1,266	6,606	99	7,972
Others	3,719	25,993	795	30,507
No problems encountered	9,859	78,636	1,909	90,404
Total	51,994	511,219	13,786	576,999

Table 49 – Number of Trade Establishments Reporting Problems during the Survey Year by Type and Enterprise, 2006 E.F.Y. (2013/14)

Problems	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
Lack of expertise	548	5,882	121	6,551
Labour union problems	483	3,003	332	3,818
Absence of information/consultancy	833	4,689	323	5,845
Government rules/regulations	5,288	45,260	1,418	51,967
Inadequate capital	7,344	95,107	1,958	104,409
Ambiguity of rules	2,154	16,701	416	19,271
Loss	3,824	36,532	437	40,794
Lack of market	8,533	116,740	2,482	127,754
Lack of working space	3,461	40,979	1,916	46,355
Restriction on free movements	586	1,733	97	2,416
Problems with license issuance	313	5,067	261	5,641
Cultural problems	25	1,196	-	1,221
Limitation on capacity	522	7,690	163	8,375
Unavailability of commodity supplies	4,755	21,646	298	26,700
Others	4,187	26,633	1,144	31,963
No problems encountered	9,137	82,361	2,421	93,919
Total	51,994	511,219	13,786	576,999

Table 50 – Number of Trade Establishments Planning Change of Trade, 2006 E.F.Y. (2013/14)

Planning to change	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
Yes	13,519	175,910	3,315	192,743
No	37,021	321,726	10,020	368,768
Do not know	1,454	13,583	450	15,488
Total	51,994	511,219	13,786	576,999

Table 51 – Number of Trade Establishments Planning to Change Trade by Reason, 2006 E.F.Y. (2013/14)

Reason	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
Looking for a better sector	6,121	81,126	1,337	88,584
The current trade is not profitable	3,888	46,623	1,024	51,534
Lack of buyers	1,152	26,892	294	28,337
Poor location of enterprise	666	11,667	234	12,567
Others	1,717	10,136	427	12,279
Total	13,519	175,910	3,315	192,743

Table 52 – Number of Trade Establishments Reporting Problems with Expansion of Business by Type and Enterprise , 2006 E.F.Y. (2013/14)

Problems	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
High taxes	5378	38567	1001	44946
Government rules and regulations	3793	22641	775	27209
Inappropriate competition among big businesses	3439	14328	764	18532
Competition among small businesses	933	7136	198	8267
Inadequate supply of commodities	3504	20103	159	23766
Lack of working space	7109	67259	3807	78175
Unavailability of machines and equipment	564	8044	142	8751
Inadequate capital	10076	175075	2658	187809
Lack of loans	1857	16645	594	19096
Lack of Markets	5755	81683	1112	88550
Others	3595	21624	1195	26414
No problems encountered	5989	38114	1382	45485
Total	51,994	511,219	13,786	576,999

Table 53– Number of Trade Establishments Seeking Government Support for Running Business by Enterprise and Support Type, 2006 E.F.Y. (2013/14)

Support	Enterprise			
	Wholesale	Retail	Motor vehicles Sales & Maintenance	Total
Supply of working space	14,723	185,906	7,026	207,655
Availability of houses to rent	1,853	18,930	664	21,448
Facilitating market accessibility	4,959	40,147	526	45,632
Provision of loans	7,695	82,788	1,557	92,040
Conducive government rules and regulations	9,482	62,394	1,777	73,653
Facilitating supply of commodities / services	4,840	49,243	389	54,473
Provision of technical training in running businesses	1,299	12,744	310	14,353
Provision of training in recording accounts	2,151	15,684	319	18,153
Others	4,991	43,382	1,218	49,591
Total	51,994	511,219	13,786	576,999

APPENDIX I

QUESTIONNAIRE

Central Statistical Agency

Distributive Trade Survey, 2014/15

Part I – Identification Particulars

1	2	3	4	5	6	7	8	9	10	11
Region	Zone	Wereda	City	Sub-city	Kebele	E.A.	House No.	Establishment serial number	Selection No.	Establishment's name

Part II – Basic Information about the Establishment

1	2	3
Serial No	Questions	Code
1	Type of establishment Wholesale trade = 1 Retail trade = 2 Motor vehicles, motor cycles sales & maintenance = 3 <i>If the answer for this question is 2 or 3 skip to question 3</i>	
2	If the trade establishment is wholesale, type of wholesale trade establishment Domestic wholesale = 1 Export = 2 Import = 3 Export & Import = 4 Others (specify) = 5	
3	3.1 List 3 major commodities (in terms of value) that are sold by the enterprise 1. _____ 2. _____ 3. _____ 3.2 If the establishment sells more than one commodity, write the name of the first major commodity	For office use only
4	Form of proprietorship Individual ownership = 1 Government owned = 5 Partnership = 2 Cooperative ownership = 6 Share company = 3 Others (specify) = 7 Private limited company = 4	
5	If establishment is individually owned, sex of owner Male = 1 Female = 2	
6	Does the establishment keep book of accounts? Complete book of accounts = 1 Incomplete book of accounts = 2 No book of accounts = 3	
7	How long has the establishment been operational?	Years Months
8	How many days has the establishment been operational for?	
9	If establishment was not operational for a certain period during the survey year, one major reason for operation Failure is Delay in operation = 1 Seasonality of the business = 6 Shortage of commodities = 2 Family problems = 7 No market = 3 Others (specify) = 8 Shortage of capital = 4 Restrictions of government rules and regulations = 5	 Birr
10	What was the Initial capital (in Birr) of the establishment?	
11	Ownership of capital of the establishment by nationality All Ethiopians = 1 All foreigners = 4 51% and above Ethiopians = 2 Others (specify) = 5 51% and above foreigners = 3	

Part III Employment in the Establishment

1	2	3	4	5		6
Serial No.	Job Classification	Ethiopians		Foreigners		Person / month
		Male	Female	Male	Female	
1	Unpaid family members, proprietors, and partners working in the Enterprise					
2	Unpaid apprentices					
3	Administrative, technical, clerical personnel and other permanent office workers					
4	Permanent employees directly involved in distributive trade					
5	Paid apprentices					
6	Temporary workers					
7	Total					

Part IV Expenditure of the Establishment

4.1 Salaries, wages, and other benefits paid to the establishment's employees

1	2	3	4	5	6	7	8	9	10
Serial No.	Job classification	Total gross salaries and wages paid during the survey year	Other employment benefits		Pension and insurance	Number of shifts	Hours worked/day	months	Number of workers in a shift
			Commissions bonuses allowances excluding per diem and fuel allowance	Food & house, Allowances, education, medical, and other fees paid to workers					
1	Paid apprentices								
2	Administrative, technical, clerical personnel, and other permanent office workers								
3	Permanent employees directly involved in distributive trade								
4	Temporary workers (wages)								
5	Total								

4.2 – Expenditure on Commodities Purchased for Sale

1	2	3	4	5	6	7
Serial No.	Names of major commodities	Code	Expenditure by Supplier			
			Exporter, Importer & Wholesaler	Manufacturer	Others	Total
1						
2						
3						
4						
5						
6	Others					
	Total					

4.3 – Miscellaneous Expenses

1	2	3
Serial No.	Expenditure Type	Expenditure in Birr
1	Electricity bill	
2	Energy bill (wood, charcoal, etc.)	
3	Water	
4	Minor repair and maintenance	
5	House rent	
6	Machinery & other durable property rent	
7	Advertisement	
8	Stationery and packaging material	
9	Telephone, post, telex, etc.	
10	Accounting, auditing, and legal service	
11	Transportation	
12	Insurance / premium	
13	Commission paid	
14	Bank service charge	
15	Miscellaneous expenses	
16	Total expenditure / 1 – 15/	
17	Interest paid	
18	Own consumption not paid for	
19	Money paid in fines	
20	Other expenditure / licenses, etc.	
21	Total / 17-20/	
22	Grand Total /16-21/	
23	Income tax on profit	
24	Dividends paid to share holders	
25	Indirect taxes	

4.4 – Investment by Source of Fund

1	2	3	4	5
Serial No.	Source of fund	Fixed assets	Working capital	Total
1	Domestic (2+3+4)			
2	Own			
3	Bank loan			
4	Others			
5	Foreign			
6	Total			

4.5 – Payable and Receivable Money

1	2	3	4
Serial No.	Items	Amount of Money in Birr	
		Beginning of year	End of year
1	Payable debt		
2	Receivable		

Part 5 – Fixed Assets of the Establishment

1	2	3	4	5	6	7
Serial No.	Type of fixed assets	Value in the beginning of year	Investment in fixed assets	Sold and disposed fixed assets	Depreciation	Net value of fixed assets $7 = (3+4) - (5+6)$
1	Housing/buildings					
2	Other construction works					
3	Vehicles					
4	Machines/implements etc.					
5	Office furniture and the likes					
6	Total					

Part VI – Value of Stock

1	2	3	4	5
Serial No.	Item	Value in the Beginning of year	Value in the end of year	difference $5 = 4 - 3$
1	Commodities purchased for sale			
2	Other stocks (fuel, packaging material, etc.)			
3	Total			

Part VII – Revenue of the Establishment**7.1 – Sales Revenue**

1	2	3	4
Serial No.	Type of commodities sold	code	Revenue in Birr
1			
2			
3			
4			
5			
6	Other commodities sold		
7	Total		

7.2 – Miscellaneous Revenue

1	2	3
Serial No.	Type of Revenue	Revenue in Birr
1	Interest	
2	Commission	
3	Income from renting	
4	Share income	
5	Revenue obtained from insurance	
6	Others (specify)	
7	Total	
8	Aid from donors	
9	Total	

Part 8 – Supplementary Information

1 Serial No.	2 General questions	3 Code
1	What was the major problem encountered while launching the business? Lack of working space/housing problem = 1 Unavailability of commodities = 2 Lack of information / advisory service = 3 Increasing prices of commodities = 4 Restriction of government rules and regulations = 5 Lack of skill = 6 Shortage of capital = 7 Absence of loan services = 8 No problems encountered = 9 Others (specify) = 10	
2	What was the major problem encountered while running the business during the survey period? Lack of skill = 1 Labour union problems = 2 Lack of information / advisory service = 3 Problems posed by government functionaries = 4 Shortage of working capital = 5 Ambiguity of rules and regulations = 6 Not profitable = 7 Limited marketability = 8 Lack of working space/housing problem = 9 Limitation on mobility = 10 Problems with obtaining work permit = 11 Cultural influence = 12 Limited capacity of running the business = 13 Shortage of commodities = 14 Others (specify) = 15 No problems = 16	
3	Does the establishment have any plan of changing the current business? Yes = 1 No = 2 I don't know = 3 If the answer is 2 or 3 skip to question number 5.	
4	If the answer to question number 3 is 1, What is the major reason for change? To change to a better sphere of activity = 1 The current business is not profitable = 2 Shortage of customers = 3 Inconvenient location of the business = 4 Others (specify) = 5	

Part 8 – Supplementary Information

1	2	3
Serial No.	General questions	code
5	What is the major problem encountered by the establishment to expand its business? No problems = 1 Excessive tax = 2 Restrictions of government rules and regulations = 3 Unfair competition among big establishments = 4 Competition among small establishments = 5 Shortage of commodity supplies = 6 Lack of working space/housing problem = 7 Lack of production machines/instruments = 8 Shortage of working capital = 9 Unavailability of loans = 10 Shortage of markets = 11 Others (specify) = 12	
6	How can the government offer help in running the business? Provision of working space = 1 Provision of house to rent = 2 Facilitating the availability of markets = 3 Facilitating the availability of loans = 4 Issuing rules and regulations that encourage businesses = 5 Facilitating the availability of commodities and services = 6 Provision of technical training = 7 Provision of training in accounting and trade businesses = 8 Others (specify) = 9	

Enumerator's name signature date/...../.....

Supervisor's name signature date/...../.....

APPENDIX II

ESTIMATION PROCEDURES AND FORMULATION OF ESTIMATES OF TOTALS & VARIANCE

Estimation Procedures of Total, Ratio and Sampling Errors

The following formulas were used to estimate the required variables by reporting levels.

1. Estimate of Total $\hat{Y}_h$ in Major Urban Domain (Category I) is given by

$$\hat{Y}_h = \sum_i \frac{M_h}{M_{hin_h}} \frac{N_{hi}}{n_{hi}} \sum_j \frac{E_{hi}}{e_{hi}} \sum_k y_{hik} = \sum_i \sum_j \sum_k W_{hi} y_{hik}$$

Where,

$$W_{hi} = \frac{M_h}{M_{hin_h}} \frac{N_{hi}}{n_{hi}} \frac{E_{hi}}{e_{hi}} \text{ is the basic sampling weight}$$

2. Estimate of Total $\hat{Y}_h$ in Other Urban Domain (Category II)

$$\hat{Y}_h = \sum_i \frac{M_h}{M_{hin_h}} \frac{N_{hi}}{n_{hi}} \sum_j \frac{E_{hij}}{e_{hij}} \sum_k y_{hijk} = \sum_i \sum_j \sum_k W_{hij} y_{hijk}$$

Where,

$$W_{hij} = \frac{M_h}{M_{hin_h}} \frac{N_{hi}}{n_{hi}} \frac{E_{hij}}{e_{hij}} \text{ is the basic sampling weight}$$

The following notations were used in the formula:

M_h = Total number of enterprise in stratum h obtained from the sampling frame.

M_{hi} = Total number of enterprises in distributive trade type i for major urban domain or in urban center i for other urban domain, stratum h obtained from the sampling frame.

E_{hi} = Total number of enterprises obtained from the survey of distributive trade type i stratum h for major urban domain/in sample urban center of distributive trade type i stratum h for other urban domain.

e_{hi} = Total number of enterprises successfully covered in distributive trade type i stratum h for major urban domain/in sample urban center distributive trade type i stratum h for other urban domain.

n_h = Number of successfully covered by type of distributive trade for other urban domain and for major urban domain in stratum h.

N_{hi} = Total number of distributive trade type i in stratum h for major urban/in other urban center stratum h obtained from the sampling frame

n_{hin} = Total number of sampled and covered distributive trade type in sampled distributive trade type i for major urban/urban center in stratum h

Y_{hik} = The observed value of characteristic y for enterprises k, in distributive trade type i, stratum h for major urban domain/ other urban domain stratum h.

Note: Estimate of total, $\hat{Y}$, is obtained by summing up stratum/domain total estimates.

$$\hat{Y} = \sum_h \hat{Y}_h$$

1. Sampling Variance of the Estimates:

Sampling variance of estimate of stratum total are given by the following formulas:

The variance of domain or reporting total estimate is:

$$Var(\hat{Y}_h) = \frac{n_h}{n_h - 1} \sum_{i=1}^{n_h} \left(\hat{Y}_{hi} - \frac{\hat{Y}_h}{n_h} \right)^2$$

in which

$$\hat{Y}_{hi} = \sum_j W_{hj} \sum_k y_{hik}$$

$$V(\hat{Y}) = \sum_h V(\hat{Y}_h)$$

$$SE(\hat{Y}_h) = \sqrt{Var(\hat{Y}_h)}$$

2. Coefficient of Variation (CV) and Confidence Interval (CI)

The following formulas were used to calculate CV and CI of the domain (reporting level) total.

The coefficient of variation (CV) of domain total in percentage is:

$$CV(\hat{Y}_h) = \frac{\sqrt{VAR(\hat{Y}_h)}}{\hat{Y}_h} * 100$$

and Ninety-five percent confidence interval (CI) of domain total:

$$\hat{Y}_h \pm 1.96 \cdot SE(\hat{Y}_h)$$

3. Ratio Estimates:

$$\hat{R}_h = \frac{\hat{Y}_h}{\hat{X}_h} \text{ and } \hat{R} = \frac{\hat{Y}}{\hat{X}}$$

Where: the numerator and the denominator are estimates of domain totals of characteristic y and x, respectively.

$$Var(\hat{R}_h) = \frac{1}{\hat{X}_h^2} [Var(\hat{Y}_h) + \hat{R}_h^2 Var(\hat{X}_h) - 2\hat{R}_h Cov(\hat{Y}_h, \hat{X}_h)]$$

