



# RETAIL SALES INDEX

THIRD QUARTER (Q3) 2020

**Department of Statistics**  
**Department of Economic Planning and Statistics**  
**Minister of Finance and Economy**  
**Brunei Darussalam**

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# RETAIL SALES INDEX

## 3<sup>rd</sup> QUARTER 2020

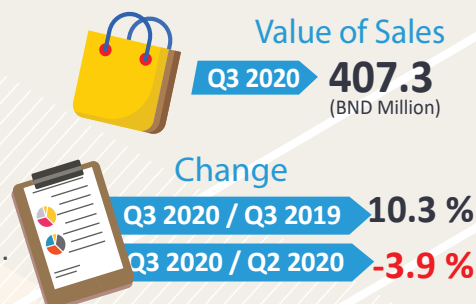


### Highlight

In the third quarter (Q3) 2020, retail sales continued to record a positive growth of 10.3 per cent year-on-year, after increasing by 1.6 per cent in Q2 2020. On a quarter-on-quarter basis, retail sales decreased by 3.9 per cent. The total value of retail sales in Q3 2020 was estimated at BND407.3 million. Almost one-third (30.7 per cent) was contributed by department stores with sales worth BND124.8 million, followed by supermarkets (BND59.2 million or 14.5 per cent).

### Year-On-Year nominal change

Retail sales recorded an increase of 10.3 per cent in Q3 2020 compared to Q3 2019. This was mainly attributed to higher sales of Computer & Telecommunication Equipment activity by 42.2 per cent, following a continuous demand of these equipment for online learning and teaching, as well as for work-from-home (WHF) arrangements compared to Q3 2019.



Supermarkets and Department Stores, which are the top two activities in Retail Trade also recorded increases in their sales by 10.6 per cent and 9.0 per cent respectively.

In addition, the impact of travel restrictions abroad was reflected in the increase of domestic sales of several retail activities including Recreational Goods; Electrical Household Appliances and Lighting Equipment; Watches and Jewellery; Furniture & Household Equipment; and Pharmaceutical and Medical Goods, Cosmetic and Toilet Articles.

On the other hand, declines were recorded in the sales of, among others, Books, Newspapers and Stationery; Hardware, Paints and Glass; and Textiles, Wearing Apparel & Footwear; due to lower spending by households on less essential items.

### Quarter-On-Quarter nominal change

Retail sales recorded a decrease of 3.9 per cent in Q3 2020 compared to Q2 2020. The decrease was mainly attributed to the decrease in sales recorded in Textiles, Wearing Apparel & Footwear; Furniture & Household Equipment; Electrical Household Appliances and Lighting Equipment; Department Store; Supermarket; Hardware, Paints and Glass; and Computer & Telecommunication Equipment.

On the other hand, increases were recorded in the sales of the other retail activities, such as Books, Newspapers and Stationery which recorded an increase by 23.3 per cent due opening of schools in this quarter after schools closure due to COVID-19 outbreak in Q2 2020.

### Value of Sales and Growth Rate by Activities (2017 = 100)

Activity	Q3 2020 Index (2017 = 100)	Value of Sales Q3 2020 BND Million	Growth Rate Q3 2020 / Q2 2020	Growth Rate Q3 2020 / Q3 2019
1. Department Store	113.6	124.8	(9.4)	9.0
2. Supermarket	107.9	59.2	(5.1)	10.6
3. Mini mart	89.1	10.7	4.4	2.0
4. Food and beverages in specialized stores	112.9	7.0	15.4	2.8
5. Petrol station	118.6	43.2	21.5	(3.7)
6. Computer & Telecommunications Equipment	118.5	26.6	(1.0)	42.2
7. Textiles, Wearing apparel & footwear	77.9	11.9	(20.2)	(0.6)
8. Hardware, paints and glass in specialized stores	66.6	22.2	(4.1)	(9.5)
9. Furniture & Household equipment	95.7	13.4	(15.5)	19.6
10. Electrical household appliances and lighting equipment in specialized stores	120.3	31.0	(15.3)	28.2
11. Books, newspapers and stationery in specialized stores	56.6	3.7	23.3	(23.6)
12. Recreational Goods	141.0	9.3	12.2	41.5
13. Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	98.0	10.5	5.5	11.7
14. Watches & Jewellery	108.6	12.4	8.5	23.3
15. Others	118.3	21.8	0.7	20.7
<b>TOTAL</b>	<b>106.1</b>	<b>407.3</b>	<b>(3.9)</b>	<b>10.3</b>

# TECHNICAL NOTES



## Introduction

Retail trade refers to the resale (sale without transformation) of new and used goods mainly to the general public for personal or household consumption or utilization. Retail trade is one of the important sectors that contributes to Brunei Darussalam's economy, accounting for nearly 22 per cent of the number of enterprises; employing around 11 per cent of the workforce; and generating about 6 per cent of the total operating revenue of the private sector in 2017.

The Retail Sales Index (RSI) measures the movements of retail sales activities. It serves as a leading economic indicator of the retail trade performance as well as consumer spending behavior.

## Scope and coverage

The Retail Trade activities are classified in accordance with the **Brunei Darussalam Standard Industrial Classification (BDSIC) 2011** which is based on the United Nation's International Standard Industrial Classification (ISIC), Revision 4.

Group	Business Group Description
47	RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES
471	Retail sale of non-specialized stores
472	Retail sale of food and beverages in specialized stores
473	Retail sale of automotive fuel in specialized stores
474	Retail sale of information and communication equipment in specialized stores
475	Retail sale of other household equipment in specialized stores
476	Retail sale of cultural and recreational goods in specialized stores
477	Retail sale of other goods in specialized stores
478	Retail sale via stalls and markets
479	Retail trade not in stores, stalls or markets

## Data Sources

RSI is compiled using data from the Quarterly Survey of Businesses (QSB) conducted by the Department of Economic Planning and Statistics (JPES) every quarter. A sample of 362 enterprises are covered in the QSB for retail trade activities.

The weight for each activity reflects its relative importance in the overall retail trade sector. The weights are computed based on the retail sales of each activity obtained from the Annual Census of Enterprises (ACE) for reference year 2017.

## Index Compilation

The overall RSI is a weighted average of indices at the detailed activity level. The sales index at the activity level is derived by aggregating the sales value of enterprises belonging to the same activity and dividing it by the average quarterly sales for the same activity in the base year (2017). The overall RSI is then computed by summing all the weighted activities indices using the Laspeyres formula.

The indices are based on sales values at current prices. Hence the changes in the value indices may be due to changes in both price and quantity. The indices are also not seasonally adjusted.

## Revision Policy

Revisions will only be made to the published figures for the previous periods if there are any changes based on the latest available data.

**Annex 1: Quarterly Retail Sales Index (2017 = 100)**

No.	Description	Weights	2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	Department Store	2,852	100.0	100.8	114.0	97.5	99.8	103.2	116.5	104.2	105.6	111.3	125.4	113.6
2	Supermarket	1,425	100.0	96.5	104.5	99.0	101.7	99.4	105.9	97.5	99.9	125.2	113.7	107.9
3	Mini mart	282	100.0	91.8	96.0	90.8	90.6	87.5	89.2	87.4	87.6	88.0	85.4	89.1
4	Food and beverages in specialized stores	161	100.0	100.1	121.2	104.8	100.4	107.9	122.8	109.8	109.9	103.1	97.8	112.9
5	Petrol station	945	100.0	105.2	108.9	110.0	107.9	117.9	119.4	123.1	114.9	114.6	97.6	118.6
6	Computer & Telecommunications Equipment	582	100.0	96.9	65.9	83.2	83.7	99.7	75.3	83.3	80.0	109.1	119.7	118.5
7	Textiles, Wearing apparel & footwear	455	100.0	88.0	140.4	84.1	98.0	93.2	144.4	78.3	95.8	90.2	97.6	77.9
8	Hardware, paints and glass in specialized stores	869	100.0	96.2	93.8	65.5	106.1	76.5	83.9	73.6	66.3	74.8	69.4	66.6
9	Furniture & Household equipment	365	100.0	91.5	132.0	74.8	90.9	97.9	126.7	80.0	83.3	96.8	113.2	95.7
10	Electrical household appliances and lighting equipment in specialized stores	669	100.0	105.5	117.9	94.9	93.2	103.0	120.3	93.8	95.6	109.7	142.0	120.3
11	Books, newspapers and stationery in specialized stores	171	100.0	105.7	72.0	76.6	108.4	98.1	69.3	74.1	106.1	82.9	45.9	56.6
12	Recreational Goods	171	100.0	107.1	102.8	100.8	120.7	110.6	97.0	99.7	124.5	107.1	125.7	141.0
13	Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	279	100.0	87.9	85.8	90.0	83.9	86.6	83.0	87.7	81.9	83.7	92.8	98.0
14	Watches & Jewellery	297	100.0	94.6	106.9	92.9	95.4	91.5	102.3	88.1	97.4	89.0	100.1	108.6
15	Others	477	100.0	102.2	99.8	95.0	93.0	107.9	112.9	98.0	105.6	107.4	117.5	118.3
	<b>Total</b>	<b>10,000</b>	<b>100.0</b>	<b>98.8</b>	<b>106.7</b>	<b>92.8</b>	<b>98.9</b>	<b>100.0</b>	<b>108.6</b>	<b>96.2</b>	<b>97.8</b>	<b>105.7</b>	<b>110.3</b>	<b>106.1</b>

**Annex 2: Quarterly Retail Estimated Value of Sales (BND Million)**

No.	Description	Weights	2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	Department Store	2,852	109.9	110.8	125.2	107.1	109.6	113.4	128.0	114.5	116.0	122.3	137.8	124.8
2	Supermarket	1,425	54.9	53.0	57.3	54.4	55.8	54.6	58.1	53.5	54.8	68.7	62.4	59.2
3	Mini mart	282	12.0	11.0	11.5	10.9	10.9	10.5	10.7	10.5	10.5	10.5	10.2	10.7
4	Food and beverages in specialized stores	161	6.2	6.2	7.5	6.5	6.2	6.7	7.6	6.8	6.8	6.4	6.1	7.0
5	Petrol station	945	36.4	38.3	39.7	40.1	39.3	42.9	43.5	44.8	41.8	41.7	35.5	43.2
6	Computer & Telecommunications Equipment	582	22.4	21.7	14.8	18.6	18.8	22.3	16.9	18.7	17.9	24.5	26.8	26.6
7	Textiles, Wearing apparel & footwear	455	15.3	13.5	21.5	12.9	15.0	14.3	22.1	12.0	14.7	13.8	14.9	11.9
8	Hardware, paints and glass in specialized stores	869	33.3	32.0	31.2	21.8	35.3	25.5	27.9	24.5	22.1	24.9	23.1	22.2
9	Furniture & Household equipment	365	14.0	12.9	18.5	10.5	12.8	13.7	17.8	11.2	11.7	13.6	15.9	13.4
10	Electrical household appliances and lighting equipment in specialized stores	669	25.8	27.2	30.4	24.5	24.0	26.6	31.0	24.2	24.7	28.3	36.6	31.0
11	Books, newspapers and stationery in specialized stores	171	6.6	7.0	4.7	5.0	7.1	6.5	4.6	4.9	7.0	5.5	3.0	3.7
12	Recreational Goods	171	6.6	7.1	6.8	6.7	8.0	7.3	6.4	6.6	8.2	7.1	8.3	9.3
13	Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	279	10.8	9.5	9.2	9.7	9.0	9.3	8.9	9.4	8.8	9.0	10.0	10.5
14	Watches & Jewellery	297	11.4	10.8	12.2	10.6	10.9	10.5	11.7	10.1	11.1	10.2	11.4	12.4
15	Others	477	18.4	18.8	18.3	17.5	17.1	19.8	20.7	18.0	19.4	19.7	21.6	21.8
	<b>Total</b>	<b>10,000</b>	<b>384.0</b>	<b>379.5</b>	<b>409.8</b>	<b>356.5</b>	<b>379.9</b>	<b>383.8</b>	<b>416.9</b>	<b>369.4</b>	<b>375.6</b>	<b>406.0</b>	<b>423.7</b>	<b>407.3</b>

**Annex 3: Year-On-Year Growth Rate of Quarterly Retail Sales Index (2017 = 100)**

		Per Cent (%)							
No.	Description	Weights	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	Department Store	2,852	2.4	2.2	6.9	5.8	7.8	7.7	9.0
2	Supermarket	1,425	3.0	1.4	(1.5)	(1.7)	26.0	7.3	10.6
3	Mini mart	282	(4.8)	(7.1)	(3.8)	(3.2)	0.6	(4.2)	2.0
4	Food and beverages in specialized stores	161	7.7	1.3	4.8	9.5	(4.4)	(20.3)	2.8
5	Petrol station	945	12.0	9.6	11.9	6.5	(2.8)	(18.2)	(3.7)
6	Computer & Telecommunications Equipment	582	2.9	14.2	0.2	(4.5)	9.5	59.0	42.2
7	Textiles, Wearing apparel & footwear	455	6.0	2.8	(6.9)	(2.2)	(3.2)	(32.4)	(0.6)
8	Hardware, paints and glass in specialized stores	869	(20.6)	(10.5)	12.4	(37.5)	(2.2)	(17.2)	(9.5)
9	Furniture & Household equipment	365	6.9	(4.1)	6.9	(8.4)	(1.1)	(10.7)	19.6
10	Electrical household appliances and lighting equipment in specialized stores	669	(2.4)	2.0	(1.2)	2.6	6.5	18.1	28.2
11	Books, newspapers and stationery in specialized stores	171	(7.2)	(3.8)	(3.3)	(2.1)	(15.5)	(33.8)	(23.6)
12	Recreational Goods	171	3.3	(5.6)	(1.1)	3.1	(3.2)	29.6	41.5
13	Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	279	(1.4)	(3.3)	(2.5)	(2.4)	(3.3)	11.8	11.7
14	Watches & Jewellery	297	(3.3)	(4.3)	(5.2)	2.1	(2.7)	(2.1)	23.3
15	Others	477	5.6	13.1	3.1	13.6	(0.5)	4.1	20.7
	<b>Total</b>	<b>10,000</b>	<b>1.1</b>	<b>1.7</b>	<b>3.6</b>	<b>(1.1)</b>	<b>5.8</b>	<b>1.6</b>	<b>10.3</b>

**Annex 4: Quarter-On-Quarter Growth Rate of Quarterly Retail Sales Index (2017 = 100)**

												Per Cent (%)	
No.	Description	Weights	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	Department Store	2,852	0.8	13.1	(14.5)	2.4	3.5	12.8	(10.5)	1.3	5.4	12.7	(9.4)
2	Supermarket	1,425	(3.5)	8.2	(5.2)	2.7	(2.2)	6.5	(7.9)	2.4	25.3	(9.2)	(5.1)
3	Mini mart	282	(8.2)	4.5	(5.3)	(0.3)	(3.4)	1.9	(2.0)	0.3	0.4	(2.9)	4.4
4	Food and beverages in specialized stores	161	0.1	21.1	(13.6)	(4.2)	7.4	13.9	(10.6)	0.1	(6.2)	(5.1)	15.4
5	Petrol station	945	5.2	3.5	1.0	(1.9)	9.3	1.3	3.1	(6.7)	(0.2)	(14.8)	21.5
6	Computer & Telecommunications Equipment	582	(3.1)	(31.9)	26.1	0.7	19.1	(24.4)	10.7	(4.0)	36.5	9.6	(1.0)
7	Textiles, Wearing apparel & footwear	455	(12.0)	59.6	(40.1)	16.5	(4.8)	54.9	(45.7)	22.3	(5.9)	8.1	(20.2)
8	Hardware, paints and glass in specialized stores	869	(3.8)	(2.6)	(30.2)	62.0	(27.9)	9.8	(12.3)	(9.9)	12.8	(7.1)	(4.1)
9	Furniture & Household equipment	365	(8.5)	44.2	(43.3)	21.6	7.6	29.4	(36.9)	4.2	16.1	17.0	(15.5)
10	Electrical household appliances and lighting equipment in specialized stores	669	5.5	11.7	(19.5)	(1.8)	10.5	16.8	(22.0)	1.9	14.8	29.5	(15.3)
11	Books, newspapers and stationery in specialized stores	171	5.7	(31.9)	6.4	41.4	(9.4)	(29.4)	6.9	43.1	(21.9)	(44.6)	23.3
12	Recreational Goods	171	7.1	(4.0)	(1.9)	19.8	(8.4)	(12.3)	2.7	24.9	(14.0)	17.4	12.2
13	Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	279	(12.1)	(2.4)	4.9	(6.8)	3.2	(4.2)	5.7	(6.7)	2.3	10.9	5.5
14	Watches & Jewellery	297	(5.4)	13.0	(13.1)	2.7	(4.1)	11.8	(13.9)	10.6	(8.7)	12.5	8.5
15	Others	477	2.2	(2.3)	(4.8)	(2.2)	16.1	4.6	(13.2)	7.8	1.7	9.4	0.7
	<b>Total</b>	<b>10,000</b>	<b>(1.2)</b>	<b>8.0</b>	<b>(13.0)</b>	<b>6.6</b>	<b>1.0</b>	<b>8.6</b>	<b>(11.4)</b>	<b>1.7</b>	<b>8.1</b>	<b>4.4</b>	<b>(3.9)</b>