



# RETAIL SALES INDEX

FOURTH QUARTER (Q4) 2021

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

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# RETAIL SALES INDEX

## 4<sup>TH</sup> QUARTER 2021



Value of  
Sales

**417.1**  
(BND Million)



Percentage  
Changes

**-8.6%**

Q4 2021 / Q4 2020

**7.0%**

Q4 2021 / Q3 2021





# RETAIL SALES INDEX

## 4<sup>TH</sup> QUARTER 2021

### Highlight

In the fourth quarter (Q4) 2021, retail sales continued to record a negative growth of 8.6 per cent year-on-year, after decreasing by 4.4 per cent (revised from negative 5.2 per cent) in Q3 2021. On a quarter-on-quarter basis, retail sales increased by 7.0 per cent after decreasing by 16.4 per cent (revised from negative 17.1 per cent) in Q3 2021.

The total value of retail sales in Q4 2021 was estimated at BND417.1 million. Almost one-third (29.3 per cent) was contributed by department stores with sales worth BND122.0 million, followed by supermarkets (BND62.8 million or 15.1 per cent).

### Year-On-Year nominal change

Retail sales recorded a decrease of 8.6 per cent in Q4 2021 compared to Q4 2020. This was mainly attributed to the decrease in the sales of Textiles, Wearing Apparel and Footwear by 33.3 per cent, following a lower demand of these items compared to Q4 2020.

Department Stores recorded a decrease in their sales by 10.3 per cent, while Supermarkets recorded an increase by 1.4 per cent.

In addition, the impact of the second wave COVID-19 outbreak with the continued directive to stay at home for the most part of Q4 2021 was reflected in the decrease in sales of most retail activities, among the highest included Textiles, Wearing Apparel and Footwear; Petrol Station; Furniture and Household Equipment; Department Store; and Electrical Household Appliances and Lighting Equipment in specialized stores.

### Quarter-On-Quarter nominal change

Retail sales recorded an increase of 7.0 per cent in Q4 2021 compared to Q3 2021. The increase was mainly attributed to the increase in sales of Recreational Goods; Computer and Telecommunications Equipment; Watches and Jewellery; Hardware, Paints and Glass in specialized stores; and Electrical Household Appliances and Lighting Equipment in specialized stores.



### VALUE OF SALES

Q4 2021 **417.1**  
(BND Million)

### CHANGE

Q4 2021 / Q4 2020 **-8.6%**

Q4 2021 / Q3 2021 **7.0%**



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

Activity	Index	Value of Sales	Growth Rate	
	Q4 2021 (2017 = 100)	Q4 2021 BND Million	Q4 2021 / Q3 2021	Q4 2021 / Q4 2020
1. Department store	111.1	122.0	0.3	-10.3
2. Supermarket	114.4	62.8	-5.0	1.4
3. Mini mart	78.6	9.4	-5.5	-13.3
4. Food and beverages in specialized stores	103.1	6.4	23.0	-8.3
5. Petrol station	86.9	31.6	-7.4	-25.7
6. Computer and telecommunications equipment	158.6	35.6	28.5	4.5
7. Textiles, wearing apparel and footwear	73.3	11.2	15.0	-33.3
8. Hardware, paints and glass in specialized stores	84.2	28.0	22.0	3.1
9. Furniture and household equipment	94.7	13.3	23.0	-15.7
10. Electrical household appliances and lighting equipment in specialized stores	137.1	35.4	17.2	-6.2
11. Books, newspapers and stationery in specialized stores	80.5	5.3	62.2	-24.2
12. Recreational goods	153.5	10.1	40.6	-4.8
13. Pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	100.0	10.8	3.4	-3.4
14. Watches and jewellery	121.3	13.9	25.6	1.8
15. Others	116.0	21.3	8.8	-9.0
<b>TOTAL</b>	<b>108.5</b>	<b>417.1</b>	<b>7.0</b>	<b>-8.6</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 MOTORCYLES
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	Q4 2020 <sup>f</sup>	Q1 2021	Q2 2021	Q3 2021 <sup>f</sup>	Q4 2021
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	123.9	125.3	134.6	110.8	111.1
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	112.8	111.4	116.6	120.4	114.4
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	90.7	85.3	92.8	83.2	78.6
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	112.5	100.3	98.0	83.9	103.1
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	117.0	118.5	116.2	93.8	86.9
6	Computer and 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	151.7	115.8	101.4	123.5	158.6
7	Textiles, Wearing Apparel and 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	109.9	137.1	161.3	63.8	73.3
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	81.6	93.2	85.0	69.0	84.2
9	Furniture and 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	112.4	102.6	131.1	77.0	94.7
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	146.2	134.5	146.1	117.1	137.1
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	106.1	105.9	55.3	49.6	80.5
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	161.2	144.0	120.2	109.1	153.5
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	103.5	105.0	102.1	96.7	100.0
14	Watches and 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	119.2	144.4	137.7	96.6	121.3
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	127.5	129.8	124.8	106.6	116.0
	<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>	<b>118.7</b>	<b>118.3</b>	<b>121.3</b>	<b>101.4</b>	<b>108.5</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	Q4 2020 <sup>f</sup>	Q1 2021	Q2 2021	Q3 2021 <sup>f</sup>	Q4 2021
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	136.1	137.7	147.9	121.7	122.0
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	61.9	61.1	64.0	66.1	62.8
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	10.9	10.2	11.1	10.0	9.4
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	7.0	6.2	6.1	5.2	6.4
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	42.6	43.2	42.3	34.2	31.6
6	Computer and 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	34.0	26.0	22.7	27.7	35.6
7	Textiles, Wearing Apparel and 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	16.8	21.0	24.7	9.8	11.2
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	27.2	31.0	28.3	23.0	28.0
9	Furniture and 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	15.8	14.4	18.4	10.8	13.3
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	37.7	34.7	37.7	30.2	35.4
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	7.0	7.0	3.6	3.3	5.3
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	10.6	9.5	7.9	7.2	10.1
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	11.1	11.3	11.0	10.4	10.8
14	Watches and 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	13.6	16.5	15.7	11.0	13.9
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	23.4	23.9	22.9	19.6	21.3
	<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>	<b>455.9</b>	<b>454.4</b>	<b>464.5</b>	<b>390.0</b>	<b>417.1</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	Q4 2020 <sup>r</sup>	Q1 2021	Q2 2021	Q3 2021 <sup>r</sup>	Q4 2021
1	Department Store	2,852	2.4	2.2	6.9	5.8	7.8	7.7	9.0	17.3	12.6	7.3	-2.5	-10.3
2	Supermarket	1,425	3.0	1.4	-1.5	-1.7	26.0	7.3	10.6	13.0	-11.1	2.6	11.5	1.4
3	Mini mart	282	-4.8	-7.1	-3.8	-3.2	0.6	-4.2	2.0	3.5	-3.1	8.6	-6.7	-13.3
4	Food and Beverages in specialized stores	161	7.7	1.3	4.8	9.5	-4.4	-20.3	2.8	2.3	-2.7	0.2	-25.7	-8.3
5	Petrol Station	945	12.0	9.6	11.9	6.5	-2.8	-18.2	-3.7	1.9	3.4	19.1	-20.9	-25.7
6	Computer and Telecommunications Equipment	582	2.9	14.2	0.2	-4.5	9.5	59.0	42.2	89.8	6.1	-15.3	4.2	4.5
7	Textiles, Wearing Apparel and Footwear	455	6.0	2.8	-6.9	-2.2	-3.2	-32.4	-0.6	14.7	52.0	65.3	-18.1	-33.3
8	Hardware, Paints and Glass in specialized stores	869	-20.6	-10.5	12.4	-37.5	-2.2	-17.2	-9.5	23.1	24.7	22.3	3.6	3.1
9	Furniture and Household Equipment	365	6.9	-4.1	6.9	-8.4	-1.1	-10.7	19.6	34.9	6.0	15.8	-19.5	-15.7
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	53.0	22.6	2.9	-2.7	-6.2
11	Books, Newspapers and Stationery in specialized stores	171	-7.2	-3.8	-3.3	-2.1	-15.5	-33.8	-23.6	0.1	27.8	20.4	-12.4	-24.2
12	Recreational Goods	171	3.3	-5.6	-1.1	3.1	-3.2	29.6	41.5	29.5	34.5	-4.4	-22.6	-4.8
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	26.5	25.4	10.0	-1.3	-3.4
14	Watches and Jewellery	297	-3.3	-4.3	-5.2	2.1	-2.7	-2.1	23.3	22.3	62.2	37.5	-11.1	1.8
15	Others	477	5.6	13.1	3.1	13.6	-0.5	4.1	20.7	20.7	20.8	6.2	-9.9	-9.0
	<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>	<b>21.4</b>	<b>11.9</b>	<b>9.9</b>	<b>-4.4</b>	<b>-8.6</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	Q4 2020 <sup>r</sup>	Q1 2021	Q2 2021	Q3 2021 <sup>r</sup>	Q4 2021
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	9.0	1.2	7.4	-17.7	0.3
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	4.6	-2.6	4.7	3.2	-5.0
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	1.8	-6.0	8.8	-10.4	-5.5
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	-0.4	-10.8	-2.3	-14.4	23.0
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	-1.3	1.3	-1.9	-19.3	-7.4
6	Computer and 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	28.0	-21.0	-12.5	21.8	28.5
7	Textiles, Wearing Apparel and Footwear	455	-12.0	59.6	-40.1	16.5	-4.8	54.9	-45.7	22.3	-5.9	8.1	-20.2	41.1	24.8	17.6	-60.5	15.0
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	22.6	14.2	-8.9	-18.8	22.0
9	Furniture and 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	17.5	-8.7	27.8	-41.3	23.0
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	21.6	-8.0	8.7	-19.9	17.2
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	87.5	-0.2	-47.8	-10.2	62.2
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	14.4	-10.7	-16.5	-9.2	40.6
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	5.7	1.4	-2.8	-5.3	3.4
14	Watches and Jewellery	297	-5.4	13.0	-13.1	2.7	-4.1	11.8	-13.9	10.6	-8.7	12.5	8.5	9.7	21.1	-4.6	-29.9	25.6
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	7.7	1.8	-3.9	-14.5	8.8
	<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>	<b>11.9</b>	<b>-0.3</b>	<b>2.5</b>	<b>-16.4</b>	<b>7.0</b>