








# Retail Sales Index and Food & Beverage Services Index

January 2020


## KEY INDICATORS OF RETAIL SALES


		Year-on-Year	Month-on-Month (Seasonally adjusted)
	<b>TOTAL RETAIL SALES</b>	▼ - 5.3%	▲ + 0.1%
	<b>Excluding Motor Vehicles</b>	▲ + 0.6%	▼ - 0.5%

	<b>TOTAL SALES VALUE</b>	<b>\$4.1 Billion</b>	of which <b>Online Sales Proportion</b>
			<b>5.8%</b>

<b>ONLINE SALES PROPORTION</b> (out of the respective industry's total sales)			
	Supermarkets & Hypermarkets	Computer & Telecommunications Equipment	Furniture & Household Equipment
	<b>7.8%</b>	<b>25.9%</b>	<b>10.9%</b>

## KEY INDICATORS OF FOOD & BEVERAGE SERVICES

		Year-on-Year	Month-on-Month (Seasonally adjusted)
	<b>TOTAL FOOD &amp; BEVERAGE SALES</b>	▲ + 9.1%	▲ + 0.8%

	<b>TOTAL SALES VALUE</b>	<b>\$963 Million</b>	of which <b>Online Sales Proportion</b>
			<b>9.8%</b>

## OVERVIEW – RETAIL SALES

Retail sales decreased 5.3% in January 2020 compared to January 2019. Excluding motor vehicles, retail sales increased 0.6%. Compared to the previous month, retail sales (seasonally adjusted) increased marginally by 0.1% in January 2020. Excluding motor vehicles, retail sales decreased 0.5%.

The estimated total retail sales value in January 2020 was about \$4.1 billion. Of these, online retail sales made up an estimated 5.8%. Online retail sales of the Computer & Telecommunications Equipment, Furniture & Household Equipment industries and Supermarkets & Hypermarkets made up 25.9%, 10.9% and 7.8% of the total sales of their respective industry.

### Year-on-Year Change (at Current Prices)

On a year-on-year basis, sales of Motor Vehicles decreased 33.6% in January 2020, corresponding to the lower COE quota. Similarly, the Furniture & Household Equipment and Optical Goods & Books industries registered declines in sales of 16.0% and 9.4% respectively, due mainly to lower demand for household equipment and books.















In contrast, Supermarkets & Hypermarkets, as well as the Food & Alcohol and Wearing Apparel & Footwear industries registered growths in sales of between 6.4% and 8.7%, due partly to increased spending during the Chinese New Year festive season.

### Month-on-Month Change (at Current Prices, Seasonally Adjusted)

Based on seasonally adjusted data, Motor Vehicles, the Cosmetics, Toiletries & Medical Goods industry and Petrol Service Stations recorded growths in sales of between 2.4% and 4.3% in January 2020 compared to December 2019.

Conversely, sales of Department Stores, as well as the Food & Alcohol and Wearing Apparel & Footwear industries declined between 3.8% and 11.4% during this period.

## CHANGE IN RETAIL SALES BY INDUSTRY

<b>Department Stores</b> Year-on-Year  <b>-6.9%</b> Month-on-Month <sup>1</sup> <b>-11.4%</b>	<b>Supermarkets &amp; Hypermarkets</b> Year-on-Year  <b>+8.7%</b> Month-on-Month <sup>1</sup> <b>+1.2%</b>	<b>Mini-marts &amp; Convenience Stores</b> Year-on-Year  <b>+4.5%</b> Month-on-Month <sup>1</sup> <b>+0.1%</b>
<b>Food &amp; Alcohol</b> Year-on-Year  <b>+7.4%</b> Month-on-Month <sup>1</sup> <b>-7.9%</b>	<b>Motor Vehicles</b> Year-on-Year  <b>-33.6%</b> Month-on-Month <sup>1</sup> <b>+4.3%</b>	<b>Petrol Service Stations</b> Year-on-Year  <b>+3.6%</b> Month-on-Month <sup>1</sup> <b>+2.4%</b>
<b>Cosmetics, Toiletries &amp; Medical Goods</b> Year-on-Year  <b>+1.6%</b> Month-on-Month <sup>1</sup> <b>+3.0%</b>	<b>Wearing Apparel &amp; Footwear</b> Year-on-Year  <b>+6.4%</b> Month-on-Month <sup>1</sup> <b>-3.8%</b>	<b>Furniture &amp; Household Equipment</b> Year-on-Year  <b>-16.0%</b> Month-on-Month <sup>1</sup> <b>+0.1%</b>
<b>Recreational Goods</b> Year-on-Year  <b>+0.5%</b> Month-on-Month <sup>1</sup> <b>-1.5%</b>	<b>Watches &amp; Jewellery</b> Year-on-Year  <b>+5.7%</b> Month-on-Month <sup>1</sup> <b>+1.8%</b>	<b>Computer &amp; Telecommunications Equipment</b> Year-on-Year  <b>-6.4%</b> Month-on-Month <sup>1</sup> <b>-2.3%</b>
<b>Optical Goods &amp; Books</b> Year-on-Year  <b>-9.4%</b> Month-on-Month <sup>1</sup> <b>-3.1%</b>	<b>Others</b> Year-on-Year  <b>-4.9%</b> Month-on-Month <sup>1</sup> <b>+4.6%</b>	

<sup>1</sup> Seasonally adjusted

## OVERVIEW – FOOD & BEVERAGE SERVICES

Compared to the same period last year, sales of food & beverage services grew by 9.1% in January 2020. This was due mainly to the Chinese New Year festive season being celebrated in end January in 2020. It was celebrated in February last year. On a seasonally adjusted basis, sales of food & beverage services increased 0.8% in January 2020 over the previous month.

The total sales value of food & beverage services in January 2020 was estimated at \$963 million. Of these, online food & beverage sales made up an estimated 9.8%.

### Year-on-Year Change (at Current Prices)

Turnover of Restaurants, Fast Food Outlets and Food Caterers increased between 8.0% and 16.4% in January 2020 compared to January 2019, spurred by increased spending due to the Chinese New Year celebrations.

In contrast, sales of Cafes, Food Courts & Other Eating Places decreased 2.0% during this period.

### Month-on-Month Change (at Current Prices, Seasonally Adjusted)

On a seasonally adjusted basis, Restaurants and Fast Food Outlets recorded growths in sales of 4.6% and 0.4% respectively in January 2020 compared to the previous month.

On the other hand, turnover of Food Caterers and Cafes, Food Courts & Other Eating Places fell 4.0% and 2.1% respectively during this period.

## CHANGE IN FOOD & BEVERAGE SALES BY INDUSTRY



<sup>1</sup> Seasonally adjusted

**Table 1 Percentage Change of Retail Sales Index (2017=100)**

Industry	Year-on-Year Change		Month-on-Month Change (Seasonally Adjusted)	
	at Current Prices		at Current Prices	
	Dec 19/ Dec 18	Jan 20/ Jan 19	Dec 19/ Nov 19	Jan 20/ Dec 19
<b>Total</b>	<b>-3.4</b>	<b>-5.3</b>	<b>-0.4</b>	<b>0.1</b>
Total (excl Motor Vehicles)	0.1	0.6	-0.6	-0.5
Department Stores	-5.6	-6.9	-1.6	-11.4
Supermarkets & Hypermarkets	1.1	8.7	1.9	1.2
Mini-marts & Convenience Stores	3.3	4.5	-1.2	0.1
Food & Alcohol	-0.1	7.4	0.5	-7.9
Motor Vehicles	-24.1	-33.6	0.5	4.3
Petrol Service Stations	5.4	3.6	0.7	2.4
Cosmetics, Toiletries & Medical Goods	4.7	1.6	0.8	3.0
Wearing Apparel & Footwear	2.5	6.4	-2.4	-3.8
Furniture & Household Equipment	-8.5	-16.0	-2.0	0.1
Recreational Goods	1.8	0.5	-0.2	-1.5
Watches & Jewellery	9.2	5.7	0.9	1.8
Computer & Telecommunications Equipment	-6.2	-6.4	-7.5	-2.3
Optical Goods & Books	-1.3	-9.4	1.9	-3.1
Others	-4.3	-4.9	-0.6	4.6

**Table 2 Percentage Change of Food & Beverage Services Index (2017=100)**

Industry	Year-on-Year Change		Month-on-Month Change (Seasonally Adjusted)	
	at Current Prices		at Current Prices	
	Dec 19/ Dec 18	Jan 20/ Jan 19	Dec 19/ Nov 19	Jan 20/ Dec 19
<b>Total</b>	<b>2.6</b>	<b>9.1</b>	<b>-0.2</b>	<b>0.8</b>
Restaurants	1.9	16.4	-0.3	4.6
Fast Food Outlets	7.7	16.4	0.6	0.4
Food Caterers	-2.8	8.0	0.8	-4.0
Cafes, Food Courts & Other Eating Places	3.2	-2.0	-0.7	-2.1

## EXPLANATORY NOTES

### Introduction

The Retail Sales Index (RSI) and Food & Beverage Services Index (FSI) measure the short-term performance of the retail trade and food & beverage (F&B) services industries based on the sales records of retail trade and F&B services establishments respectively. Sales figure refers to the value of retail goods or food & beverages sold to consumers during the month, excluding taxes on products such as Goods and Services Tax (GST), Additional Registration Fee (ARF) and Certificates of Entitlement (COE).

The RSI and FSI are available at current prices and in volume terms. The indices at current prices measure the changes of sales values which can result from changes in both price and quantity, while the indices in volume terms measure the changes in the volume of economic activity by removing the price effect.

### Data Collection

Data used to compile the RSI and FSI are obtained primarily from the monthly surveys of retail trade and F&B services establishments. Retail trade establishments sell merchandise directly to the consumers, while F&B services establishments sell prepared food and drinks for consumption on premises or on a take-away basis.

### Index Compilation

To derive the RSI and FSI at detailed industry level, the monthly sales for that industry is divided by the average monthly sales for the same industry in the reference year. The overall RSI and FSI are then computed by combining the sales indices of the detailed industries, using weights which measure each industry's relative importance in the overall retail trade and F&B services industries respectively.

With effect from March 2020 (for data for reference month January 2020), indices in chained volume terms are released in place of the constant price indices.

The indices in chained volume terms better reflect current economic conditions as their relative price weights are updated annually.

To derive the indices in chained volume terms, the sales indices at current prices at detailed industry level are first deflated by the appropriate price indices. These component indices are then weighted using previous years' weights to derive the overall indices in chained volume terms. The reference year of the indices is 2017.

### Online Retail and Food & Beverage Sales Proportions

The RSI covers retail sales of:

- (a) (multi-channel) retailers in Singapore that sell via both physical stores and online/e-commerce sites;
- (b) retailers in Singapore that sell via physical stores only; and
- (c) retailers in Singapore that sell mainly via online/e-commerce sites.

The FSI covers food & beverage (F&B) sales of all F&B establishments regardless of the modes of sales transactions (including those transacted via food delivery platforms).

The proportion of online retail and F&B sales<sup>2</sup> out of the respective industry's total retail and F&B sales is estimated for the overall retail trade sector, selected retail industries and the overall food & beverage services sector.

### Seasonal Adjustment

Seasonal effects are observed in both the RSI and FSI as there are usually intra-year periodic variations that repeat during the fixed period of time every year. To better reflect the underlying trend of the monthly sales, both indices are seasonally adjusted to remove the seasonal effects.

<sup>2</sup> Online retail and F&B sales refers to the sales of goods where the order is received and the price and terms of sale are agreed upon via online means, e.g. through company's website, third-party websites, mobile applications, extranet or Electronic Data Interchange. Payment and delivery may or may not be made online.



More data are available on the SingStat Website at  
[www.singstat.gov.sg/find-data/search-by-theme/industry/services/latest-data](http://www.singstat.gov.sg/find-data/search-by-theme/industry/services/latest-data)

or through the QR code below.



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