









## Retail Sales Index and Food & Beverage Services Index

April 2020

### KEY INDICATORS OF RETAIL TRADE

	<b>TOTAL RETAIL SALES</b>	Year-on-Year ▼ - 40.5%	Month-on-Month (Seasonally adjusted) ▼ - 31.7%
	<b>Excluding Motor Vehicles</b>	▼ - 32.8%	▼ - 26.0%
	<b>TOTAL SALES VALUE</b>	<b>\$2.1 Billion</b>	of which <b>Online Sales Proportion</b> <b>17.8%</b>
<b>ONLINE SALES PROPORTION</b> (out of the total sales of the respective industry)	 Supermarkets & Hypermarkets <b>7.7%</b>	 Computer & Telecommunications Equipment <b>70.6%</b>	 Furniture & Household Equipment <b>50.4%</b>

### KEY INDICATORS OF FOOD & BEVERAGE SERVICES

	<b>TOTAL FOOD &amp; BEVERAGE SALES</b>	Year-on-Year ▼ - 53.0%	Month-on-Month (Seasonally adjusted) ▼ - 38.8%
	<b>TOTAL SALES VALUE</b>	<b>\$397 Million</b>	of which <b>Online Sales Proportion</b> <b>39.2%</b>

## OVERVIEW – RETAIL TRADE

Retail sales decreased 40.5% in April 2020 compared to April 2019. Excluding motor vehicles, retail sales fell 32.8%. The decline was mainly attributed to the Circuit Breaker measures<sup>1</sup> from 7 April to contain the COVID-19 outbreak. Compared to the previous month, seasonally adjusted retail sales declined 31.7% in April 2020. Excluding motor vehicles, seasonally adjusted retail sales decreased 26.0%.

The estimated total retail sales value in April 2020 was about \$2.1 billion. Of these, online retail sales made up an estimated 17.8%. Online retail sales of the Computer & Telecommunications Equipment, Furniture & Household Equipment industries and Supermarkets & Hypermarkets made up 70.6%, 50.4% and 7.7% of the total sales of their respective industry.

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

On a year-on-year basis, retailers of Watches & Jewellery, Wearing Apparel & Footwear, as well as Department Stores experienced declines in sales of between 84.6% and 87.8% in April 2020, due to the closure of physical stores for most of the month. Likewise, motor vehicles sales declined 77.0% as a result of the closure of car showrooms and suspension of COE bidding.





























In contrast, sales of Supermarkets & Hypermarkets and Mini-marts & Convenience Stores grew by 74.6% and 10.7% respectively, due to higher demand for groceries as more people stay at home with the closure of most workplace premises and full home-based learning for students.

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

Based on seasonally adjusted data, sales of the Watches & Jewellery industry and Department Stores declined 81.3% and 75.0% respectively. Likewise, retailers of Wearing Apparel & Footwear, Motor Vehicles and Recreational Goods recorded declines in sales of between 55.3% and 74.8%.

On the other hand, sales of Supermarkets & Hypermarkets and Mini-marts & Convenience Stores increased 30.0% and 5.3% respectively.

## Change In Retail Sales By Industry

<b>Department Stores</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-84.6%</b>  <b>-75.0%</b>	<b>Supermarkets &amp; Hypermarkets</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>+74.6%</b>  <b>+30.0%</b>	<b>Mini-marts &amp; Convenience Stores</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>+10.7%</b>  <b>+5.3%</b>
<b>Food &amp; Alcohol</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-53.4%</b>  <b>-24.2%</b>	<b>Motor Vehicles</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-77.0%</b>  <b>-67.9%</b>	<b>Petrol Service Stations</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-47.7%</b>  <b>-41.8%</b>
<b>Cosmetics, Toiletries &amp; Medical Goods</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-46.2%</b>  <b>-32.6%</b>	<b>Wearing Apparel &amp; Footwear</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-85.3%</b>  <b>-74.8%</b>	<b>Furniture &amp; Household Equipment</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-37.9%</b>  <b>-39.5%</b>
<b>Recreational Goods</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-63.4%</b>  <b>-55.3%</b>	<b>Watches &amp; Jewellery</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-87.8%</b>  <b>-81.3%</b>	<b>Computer &amp; Telecommunications Equipment</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-1.4%</b>  <b>-4.7%</b>
<b>Optical Goods &amp; Books</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-64.5%</b>  <b>-53.9%</b>	<b>Others</b> Year-on-Year  Month-on-Month <sup>2</sup> <b>-58.5%</b>  <b>-55.8%</b>	

<sup>1</sup> The Circuit Breaker measures included closure of non-essential services, prohibition of social gatherings and allowing only delivery/take-away for food & beverage establishments.

<sup>2</sup> Seasonally adjusted

## OVERVIEW – FOOD & BEVERAGE SERVICES

Compared to the same period last year, sales of food & beverage services fell 53.0% in April 2020. The decline was due mainly to the Circuit Breaker measures from 7 April, with all food & beverage establishments operating on a takeaway or delivery basis for most of the month. On a seasonally adjusted basis, sales of food & beverage services decreased 38.8% in April 2020 over the previous month.

The total sales value of food & beverage services in April 2020 was estimated at \$397 million. Of these, online food & beverage sales made up an estimated 39.2%.

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

Turnover of Restaurants and Food Caterers declined 66.9% and 59.8% respectively in April 2020 compared to April 2019. Similarly, sales of Cafes, Food Courts & Other Eating Places and Fast Food Outlets decreased 45.5% and 28.6% respectively during this period.

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

On a seasonally adjusted basis, turnover of Restaurants decreased 53.6% compared to the previous month. Likewise, Cafes, Food Courts & Other Eating Places, Fast Food Outlets and Food Caterers recorded lower sales of between 0.5% and 36.1% during this period.

## Change In Food & Beverage Sales By Industry

<b>Restaurants</b> 		<b>Fast Food Outlets</b> 	
Year-on-Year	Month-on-Month <sup>2</sup>	Year-on-Year	Month-on-Month <sup>2</sup>
<b>-66.9%</b>	<b>-53.6%</b>	<b>-28.6%</b>	<b>-26.0%</b>
<b>Food Caterers</b> 		<b>Cafes, Food Courts &amp; Other Eating Places</b> 	
Year-on-Year	Month-on-Month <sup>2</sup>	Year-on-Year	Month-on-Month <sup>2</sup>
<b>-59.8%</b>	<b>-0.5%</b>	<b>-45.5%</b>	<b>-36.1%</b>

<sup>2</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	
	Mar 20/ Mar 19	Apr 20/ Apr 19	Mar 20/ Feb 20	Apr 20/ Mar 20
<b>Total</b>	<b>-13.3</b>	<b>-40.5</b>	<b>-1.3</b>	<b>-31.7</b>
Total (excl Motor Vehicles)	-9.8	-32.8	1.6	-26.0
Department Stores	-38.2	-84.6	-6.5	-75.0
Supermarkets & Hypermarkets	36.4	74.6	13.4	30.0
Mini-marts & Convenience Stores	4.5	10.7	0.4	5.3
Food & Alcohol	-39.1	-53.4	-20.8	-24.2
Motor Vehicles	-28.2	-77.0	-16.4	-67.9
Petrol Service Stations	-10.5	-47.7	-7.3	-41.8
Cosmetics, Toiletries & Medical Goods	-21.8	-46.2	-3.4	-32.6
Wearing Apparel & Footwear	-41.5	-85.3	-6.5	-74.8
Furniture & Household Equipment	2.8	-37.9	9.8	-39.5
Recreational Goods	-19.4	-63.4	-8.0	-55.3
Watches & Jewellery	-34.3	-87.8	-10.1	-81.3
Computer & Telecommunications Equipment	2.6	-1.4	9.5	-4.7
Optical Goods & Books	-23.0	-64.5	-13.4	-53.9
Others	-9.0	-58.5	4.8	-55.8

**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	
	Mar 20/ Mar 19	Apr 20/ Apr 19	Mar 20/ Feb 20	Apr 20/ Mar 20
<b>Total</b>	<b>-23.6</b>	<b>-53.0</b>	<b>-9.4</b>	<b>-38.8</b>
Restaurants	-29.7	-66.9	-0.8	-53.6
Fast Food Outlets	-2.7	-28.6	-9.0	-26.0
Food Caterers	-59.4	-59.8	-42.5	-0.5
Cafes, Food Courts & Other Eating Places	-14.3	-45.5	-9.2	-36.1

## 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 retail trade statistics covers:

- (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 food & beverage services statistics covers all sales transactions of F&B establishments regardless of mode (including those transacted via food delivery platforms).

The proportion of online retail and F&B sales<sup>3</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>3</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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