# CHAPTER

# DOMESTIC TRADE

ccording to national accounts data, in 1389, Rls. 576.5 trillion agricultural products, Rls. 1,423.9 trillion domestically manufactured products, and Rls. 707.4 trillion imported consumer goods entered the domestic distribution chain, raising the value-added of the domestic trade sector by 22.3 percent to Rls. 484.4 trillion at current prices.

In 1389, the share of domestic trade sector in GDP was 11.3 percent, indicating a slight rise as compared with the corresponding figure for 1388 (11.1 percent). In the review year, the value-added of domestic trade sector increased by 6.9 percent at constant 1376 prices. Furthermore, value-added of wholesale and retail distribution activities went up by 6.9 percent at constant 1376 prices.

# **Domestic Market Regulation and Essential Goods Procurement**

The Ministry of Commerce is obligated to adopt appropriate measures and regulations for distribution of goods and services in the domestic market. The Ministry of Commerce is also responsible for the formulation and implementation of policies, aimed at procurement of essential goods, and constant oversight of the markets. Regulation and oversight of prices and national distribution networks as well as coordination and harmonization of measures related to distribution of goods and services are also within

the sphere of the responsibilities of the Ministry of Commerce.

# **Performance of Market Control Working Group**

Government commitments to economic development always encompass domestic market regulation and control. Thus, in 1389, the Market Control Working Group adopted the following measures:

- Supervision of energy subsidy reform impacts during implementation of the Subsidy Reform Act, in coordination with the Subsidy Reform Committee;
- Formulation of the Plan for the secure strategic stock of essential goods, and communication of this Plan to relevant units;
- Formulation of executive plans and measures for the times of crisis or scarcity of commodities, special events such as the Month of Ramadan, the period when the Subsidy Reform Act was put into force (Dey through Esfand 1389), the start of the school year, and the end of the year event;
- Provision of financial support to the producers and distributors of essential goods, through coordination with the CBI and agent banks;
- Supervision of productive units' pricing of goods and services, as well as review and

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adoption of the required measures pertaining to essential and subsidized goods in pursuance of the Subsidy Reform Act.

# **Imports and Stock of Major Foodstuffs**

Based on the data released by the Government Trading Corporation of Iran (GTC), sugar and cube sugar stock shrank by almost 63.6 percent at end-1389. Wheat stock also declined by 14.4 percent to roughly 5.3 million tons.

In the review year, 9.3 thousand tons of red meat were imported by public sector. According to the data released by the State Livestock Affairs Logistics Company (SLAL), red meat stock reached approximately 2.4 thousand tons in 1389 year-end, up by over 54.3 percent compared with the respective figure for the preceding year.

#### **Government Investment**

In 1389, approved credits for the acquisition of non-financial—national assets of the domestic trade sector, including domestic market regulation and electronic commerce programs, declined by nearly 13.4 percent to Rls. 340 billion.

In this year, credits paid for the domestic market regulation program rose by 15.7 percent to almost Rls. 298.6 billion, showing a realization of nearly 112.8 percent.

# **Banking Facilities**

Net outstanding facilities extended by banks and credit institutions to domestic trade sector increased by 33 percent to Rls. 304.5 trillion in 1389 year-end. Of this amount, net outstanding facilities extended

Table 7.1. Imports and Stock of Major Foodstuffs <sup>1</sup>

(thousand tons)

|                      |                | 1388 ▲  | 1389    | Percentage change |  |
|----------------------|----------------|---------|---------|-------------------|--|
| Wheat                | Imports        | 0.0     | 0.0     | θ                 |  |
|                      | Year-end stock | 6,201.9 | 5,311.1 | -14.4             |  |
| Sugar and cube sugar | Imports        | 0.0     | 0.0     | θ                 |  |
|                      | Year-end stock | 72.5    | 26.4    | -63.5             |  |
| Red meat             | Imports        | 14.3    | 9.3     | -34.9             |  |
|                      | Year-end stock | 1.5     | 2.4     | 54.3              |  |

Source: Ministry of Commerce, and State Livestock Affairs Logistics Company (SLAL)

Table 7.2. Credits for Acquisition of Non-financial—National Assets in Domestic Trade Sector

(billion rials)

|   | Approved figures |       | Perfor | Performance |      | Percentage of realization |       | Share (percent) |  |
|---|------------------|-------|--------|-------------|------|---------------------------|-------|-----------------|--|
|   | 1388▲            | 1389  | 1388   | 1389        | 1388 | 1389                      | 1388  | 1389            |  |
| Domestic market regulation program <sup>1</sup> | 339.3            | 264.6 | 258.1  | 298.6       | 76.1 | 112.8                     | 91.7  | 85.2            |  |
| E-commerce program                              | 53.5             | 75.4  | 23.3   | 51.7        | 43.5 | 68.5                      | 8.3   | 14.8            |  |
| Total   | 392.8            | 340.0 | 281.4  | 350.3       | 71.6 | 103.0                     | 100.0 | 100.0           |  |

Source: Budget Law for 1389, and Treasury General, Ministry of Economic Affairs and Finance

<sup>&</sup>lt;sup>1</sup>Excludes the private sector.

<sup>&</sup>lt;sup>1</sup> Includes construction and development of silos; equipment, restoration and maintenance of wheat storage silos; construction of slaughterhouses and industrial refrigeration systems in various cities; construction of multi-purpose warehouses, provision and repair of machineries and equipment; and technical and credit assistance to private and cooperative sectors.

to non-public and public domestic trade sectors went up by 33.1 and 31.4 percent to Rls. 284.8 trillion and Rls. 19.7 trillion, respectively. Share of domestic trade sector in net outstanding banking facilities extended to "trade, services and miscellaneous" sector was 36.5 percent, and to all economic sectors 11.4 percent.

Review of banks' and credit institutions' performance indicates the lion's share of 93.5 percent in net outstanding facilities extended to the non-public domestic trade sector, which remained relatively unchanged compared with the same period previous year. Share of commercial and specialized banks in total net outstanding facilities extended to domestic trade sector reached 66.2 percent.

### **Trade Transactions**

The number of transactions registered in notary offices increased by 11 percent to almost 3.7 million in 1389. Of total transactions, about 35 percent were related to Tehran Province, up by 10.3 percent compared with 1388.

## **Cooperatives**

The number of cooperatives active in procurement and distribution of goods and

services to producers, consumers, and service sector associations registered in 1389 declined by 4.9 percent to 254. The initial capital of these cooperatives picked up by 36.8 percent to Rls. 26 billion when compared with 1388. Employment opportunities created by these cooperatives went down by 10.7 percent to 2,280 persons.

In the review year, the amount invested per employed person rose by 53.2 percent to Rls. 11.4 million, compared with 1388. The amount invested per employed person for producer cooperatives reached Rls. 4.6 million, consumer cooperatives Rls. 19.8 million, and service sector cooperatives Rls. 4.5 million.

The members of these cooperatives increased by 92.7 percent to approximately 44.7 thousand persons compared with the respective figure for the preceding year. The highest number of members by 42.5 thousand belonged to the cooperatives active in procurement of consumers' needs, up by 112.7 percent as compared with the previous year. The capital contribution of each member of producer cooperatives was Rls. 2.6 million, consumer cooperatives Rls. 0.5 million, and service sector cooperatives Rls. 2.5 million.

**Table 7.3. Net Outstanding Facilities Extended by Banks and Credit Institutions to Domestic Trade Sector**(billion rials)

| ************************************** |           |           |           |                   |      |                 |       |
|--|-----------|-----------|-----------|-------------------|------|-----------------|-------|
|  |           |           |           | Percentage change |      | Share (percent) |       |
|  | 1387      | 1388      | 1389      | 1388              | 1389 | 1388            | 1389  |
| Public and non-public sectors          | 196,099.5 | 228,922.0 | 304,541.0 | 16.7              | 33.0 | 100.0           | 100.0 |
| Non-public sector                      | 183,218.0 | 213,904.1 | 284,806.4 | 16.7              | 33.1 | 93.4            | 93.5  |
| Commercial banks                       | 95,447.5  | 121,541.7 | 179,089.4 | 27.3              | 47.3 | 53.1            | 58.8  |
| Specialized banks                      | 589.8     | 2,975.1   | 2,774.3   | 404.4             | -6.7 | 1.3             | 0.9   |
| Private banks and credit institutions  | 87,180.7  | 89,387.3  | 102,942.7 | 2.5               | 15.2 | 39.0            | 33.8  |
| Public sector                          | 12,881.5  | 15,017.9  | 19,734.6  | 16.6              | 31.4 | 6.6             | 6.5   |
| Commercial banks                       | 12,835.7  | 15,017.9  | 19,734.6  | 17.0              | 31.4 | 6.6             | 6.5   |
| Specialized banks                      | 45.8      | 0.0       | 0.0       | -100.0            | θ    | 0.0             | 0.0   |
| Private banks and credit institutions  | 0.0       | 0.0       | 0.0       | θ                 | θ    | 0.0             | 0.0   |

<sup>&</sup>lt;sup>1</sup>Excludes profit and revenue receivables.

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**Table 7.4. Cooperatives** 

|   | 1388   | 1389   | Percentage change |
|---|--------|--------|-------------------|
| Members   | 23,190 | 44,683 | 92.7              |
| Procurement of producers' needs                   | 2,225  | 1,486  | -33.2             |
| Procurement of consumers' needs                   | 19,967 | 42,471 | 112.7             |
| Procurement of service sector associations' needs | 998    | 726    | -27.3             |
| Number  | 267    | 254    | -4.9              |
| Procurement of producers' needs                   | 89     | 91     | 2.2               |
| Procurement of consumers' needs                   | 122    | 121    | -0.8              |
| Procurement of service sector associations' needs | 56     | 42     | -25.0             |
| Capital (million rials)                           | 19,038 | 26,042 | 36.8              |
| Procurement of producers' needs                   | 4,540  | 3,931  | -13.4             |
| Procurement of consumers' needs                   | 13,710 | 20,306 | 48.1              |
| Procurement of service sector associations' needs | 788    | 1,805  | 129.1             |
| Employment (person)                               | 2,553  | 2,280  | -10.7             |
| Procurement of producers' needs                   | 816    | 850    | 4.2               |
| Procurement of consumers' needs                   | 1,222  | 1,026  | -16.0             |
| Procurement of service sector associations' needs | 515    | 404    | -21.6             |

Source: Deputy of Planning and Programming, Ministry of Cooperative

#### **Business Establishments**

According to the data released by Iran Trade and Traders Center<sup>1</sup>, at end-1389, total entities holding business permits increased by 26 percent to 1.8 million units. Of this figure, the share held by distribution units

reached 47.5 percent, services units 32.7 percent, and manufacturing units 19.9 percent. Among these entities, the number of services units holding a business permit enjoyed the highest growth by 67 percent.

Table 7.5. Number of Entities Holding Business Permits <sup>1</sup>

(thousand units)

|                               |         |         |         | Percentage change |      | Share ( | Share (percent) |  |
|-------------------------------|---------|---------|---------|-------------------|------|---------|-----------------|--|
|                               | 1387    | 1388    | 1389    | 1388              | 1389 | 1388    | 1389            |  |
| Total business establishments | 1,206.2 | 1,428.8 | 1,800.1 | 18.5              | 26.0 | 100.0   | 100.0           |  |
| Manufacturing                 | 267.5   | 308.2   | 357.9   | 15.2              | 16.1 | 21.6    | 19.9            |  |
| Distribution                  | 635.6   | 768.7   | 854.4   | 20.9              | 11.2 | 53.8    | 47.5            |  |
| Services <sup>2</sup>         | 303.1   | 351.9   | 587.8   | 16.1              | 67.0 | 24.6    | 32.7            |  |

Source: Ministry of Commerce, Iran Trade and Traders Center

<sup>&</sup>lt;sup>1</sup> Data refer to cities with business establishments.

<sup>&</sup>lt;sup>2</sup> Due to reclassification of figures in 1387, services include "services" and "technical services" units.

<sup>&</sup>lt;sup>1</sup> In accordance with Article 4, Trade System Law, and Iran Trade and Traders Center classification in 1387, business establishments are classified by type of activity into manufacturing, distribution, and services units.