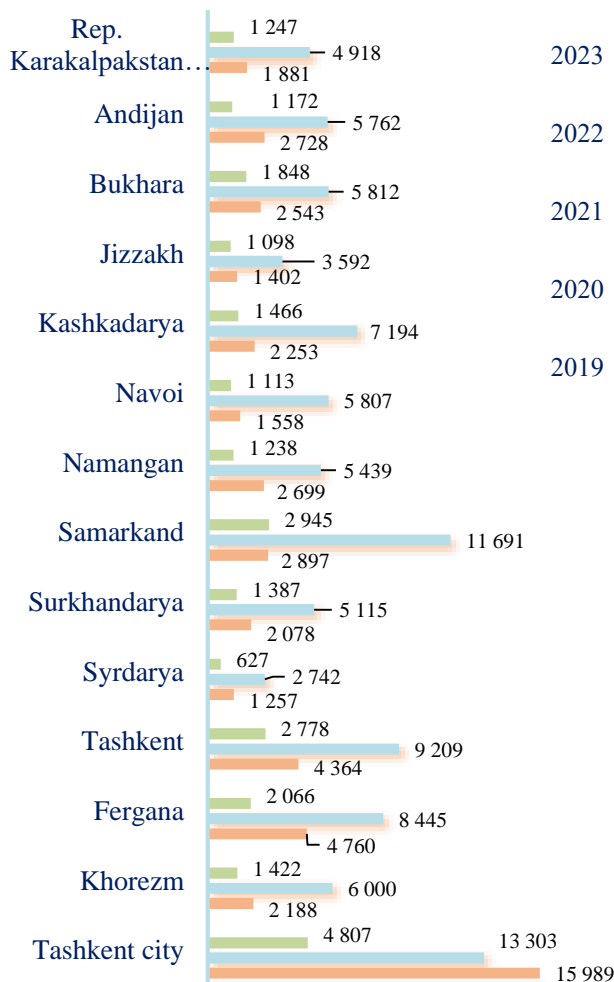


## VII. CONSUMER MARKET

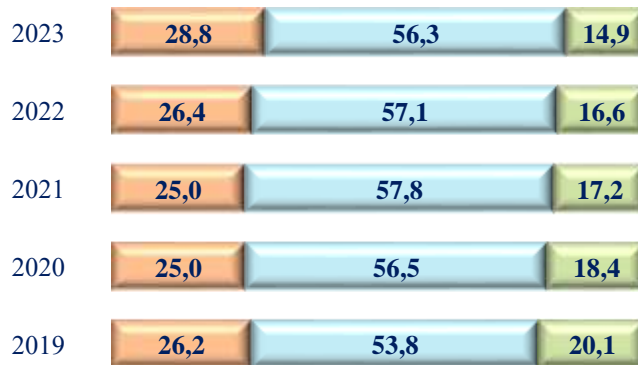
### SECTION 1. NUMBER OF OPERATING TRADE ENTERPRISES

**Statistical data** are the most important tool for describing and managing socio-economic phenomena and processes occurring in society. Currently, it is impossible to make informed management decisions in the field of public policy without the use of high-quality statistical data. Among them, the formation of trade statistics is important. These include, for example, the turnover indicator of wholesale, retail and public catering enterprises.

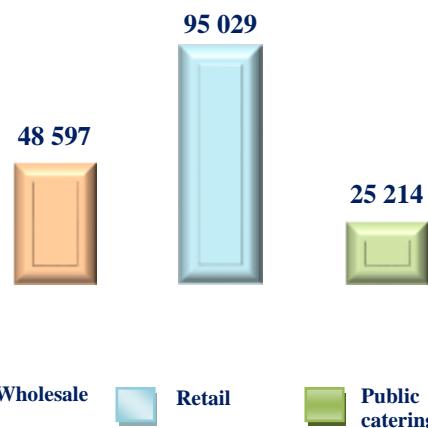
**Number of operating trading enterprises  
by territory, units  
(as of January 1, 2024)**



**Specific weight of number trading  
enterprises in general number  
of trading  
enterprises (in%)**



**Number of trading enterprises  
(as of January 1, 2024, units)**



## SECTION 2. RETAIL TRADE

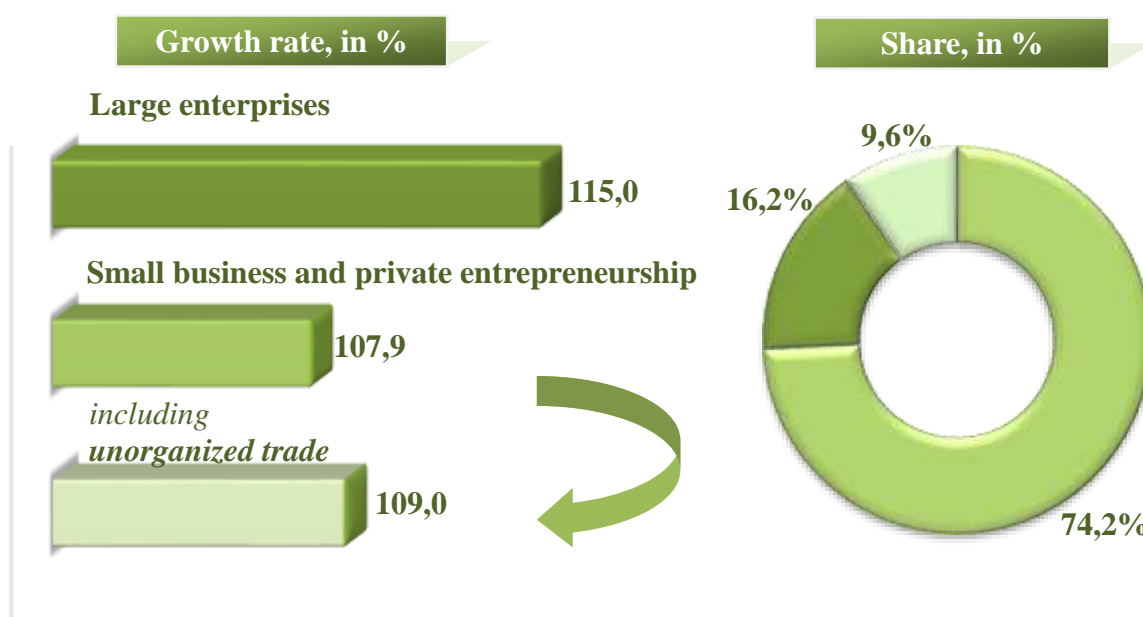
*(excluding turnover of catering establishments  
and retail trade of motor vehicles and their accessories)*

As of January 1, 2024, the number of enterprises operating in the retail trade sector was 95 029 units, which, compared to data for January 1, 2023, decreased by 19 026 units (growth rate - 83.3%). Of these, the number of operating large enterprises was 311, and small enterprises and micro-firms – 94 718.

Retail trade indicators also include data collected on the basis of observations of organized and unorganized trade by individuals operating in the field of trade without forming a legal entity.

Retail trade turnover in January-December 2023 reached 326 160.1 billion soums and increased, compared to the same period in 2022, by 109.1%, also the turnover of large enterprises amounted to 52 720.2 billion soums (growth rate - 115.0%), and small businesses and private entrepreneurship – 242 177.1 billion soums (growth rate - 107.9%), including unorganized trade amounted to 31 262.7 billion soums (growth rate - 109.0%).

### Main indicators of retail turnover



The share of large enterprises in retail turnover was 16.2%, small businesses - 74.2%, including in unorganized trade - 9.6%.

**Retail turnover** – This is the cost of goods sold to the population for personal, family, household and other similar use not related to business activities.

Retail trade turnover, excluding the turnover of food establishments, increased per capita by 6.8% and amounted to 8 957.4 thousand soums (in the corresponding period of 2022 – 7 593.3 thousand soums). The highest average per capita trade turnover was noted in Tashkent city (27 901.9 thousand soums), Navoi (11 250.1 thousand soums) and Tashkent (9 968.5 thousand soums) regions, the lowest - in the Republic of Karakalpakstan (5 665.9 thousand soums), Syrdarya (5 802.3 thousand soums) and Kashkadarya (6 119.4 thousand soums) regions.

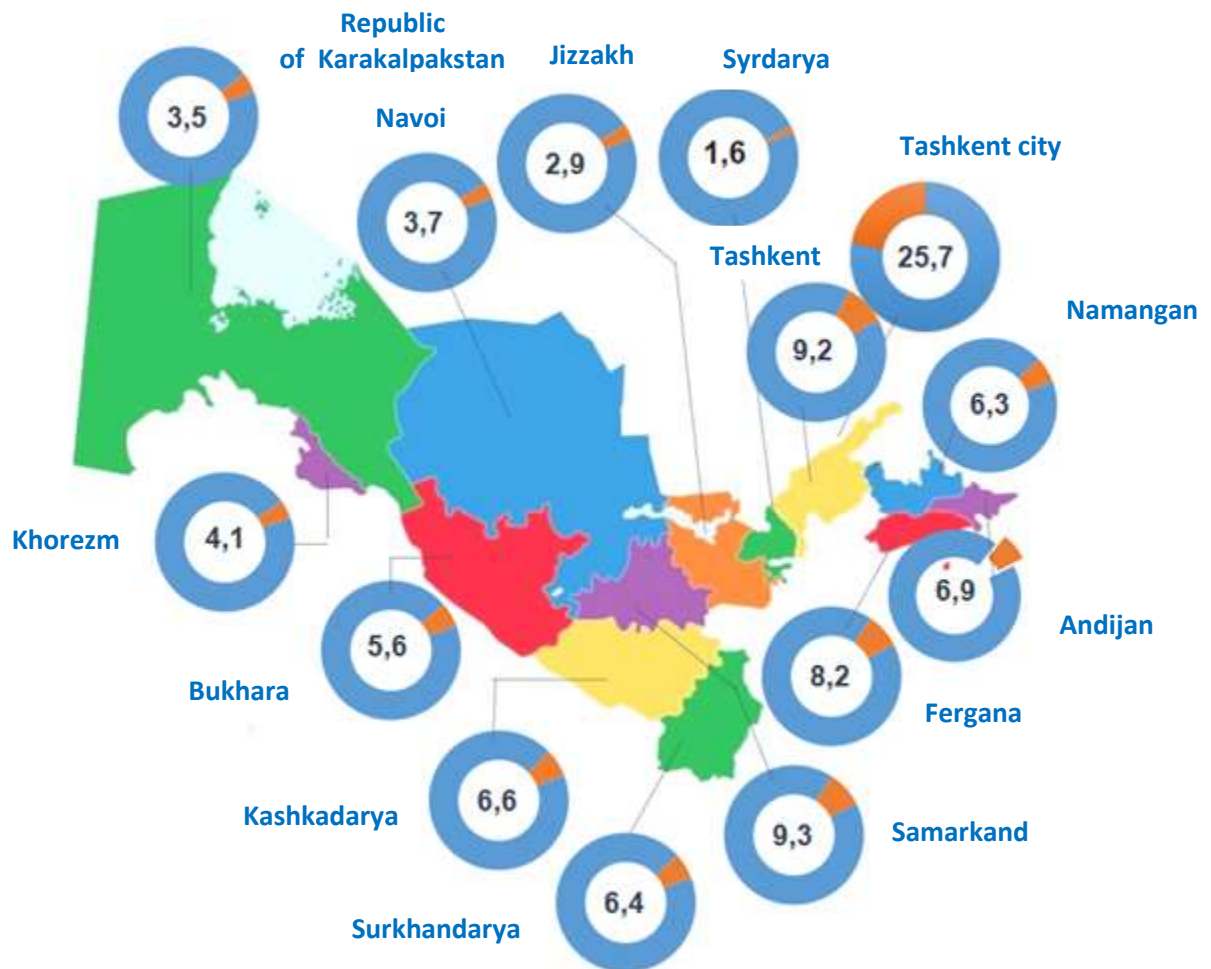
**Retail turnover**  
(for January-December 2023)

	<i>Total</i>		<i>Per capita</i>	
	<i>billion soums</i>	<i>in % to 2022</i>	<i>thousand soums</i>	<i>in % to 2022</i>
<b>Republic of Uzbekistan</b>	<b>326 160,1</b>	<b>109,1</b>	<b>8 957,4</b>	<b>106,8</b>
Republic of Karakalpakstan	11 271,8	107,0	5 665,9	105,5
<i>regions:</i>				
Andijan	22 636,3	107,8	6 740,0	105,5
Bukhara	18 358,3	107,4	9 057,3	105,6
Jizzakh	9 484,6	107,2	6 359,1	104,9
Kashkadarya	21 549,4	107,7	6 119,4	105,4
Navoi	11 985,8	107,5	11 250,1	105,4
Namangan	20 650,7	108,2	6 811,4	105,8
Samarkand	30 216,6	108,0	7 257,7	105,7
Surkhandarya	20 787,5	108,0	7 314,9	105,5
Syrdarya	5 252,8	107,0	5 802,3	104,9
Tashkent	30 130,8	108,3	9 968,5	106,3
Fergana	26 776,0	108,2	6 662,5	106,0
Khorezm	13 392,9	107,4	6 775,0	105,5
Tashkent city	83 666,6	112,1	27 901,9	108,8

The highest growth rates of retail turnover in January-December 2023, compared to the same period in 2022 were noted in Tashkent city (112.1%), Tashkent (108.3%), Namangan (108.2%) and Fergana (108.2%) regions.

The highest share in the total volume of retail trade turnover was noted in Tashkent city and it amounted to 25.7%, Samarkand - 9.3%, Tashkent - 9.2%, Fergana - 8.2% and Andijan - 6.9% regions. The lowest share was recorded in Syrdarya - 1.6% and Jizzakh - 2.9% areas.

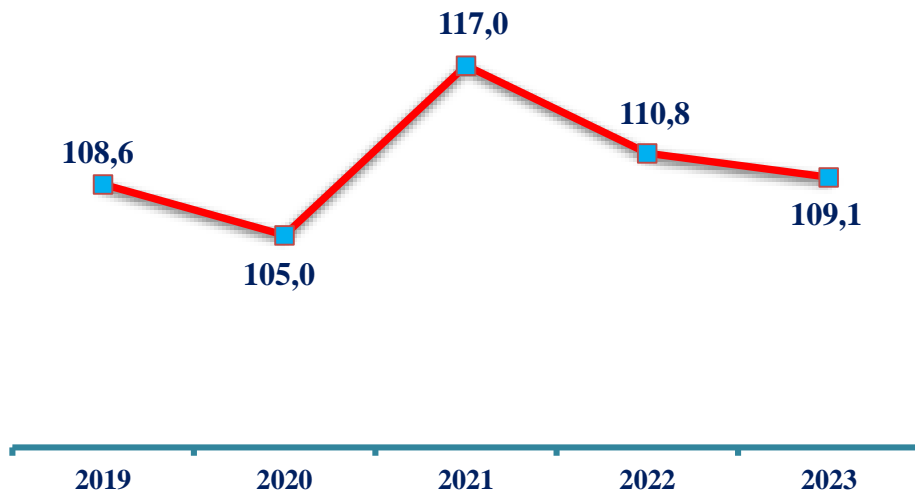
**Specific weight based on the results of retail trade turnover by territory**  
(for January-December 2023, in%)



In the structure of retail trade turnover of the republic, a significant share is noted in the Tashkent city, which amounts to 25.7%, or 83 666.6 billion soums.

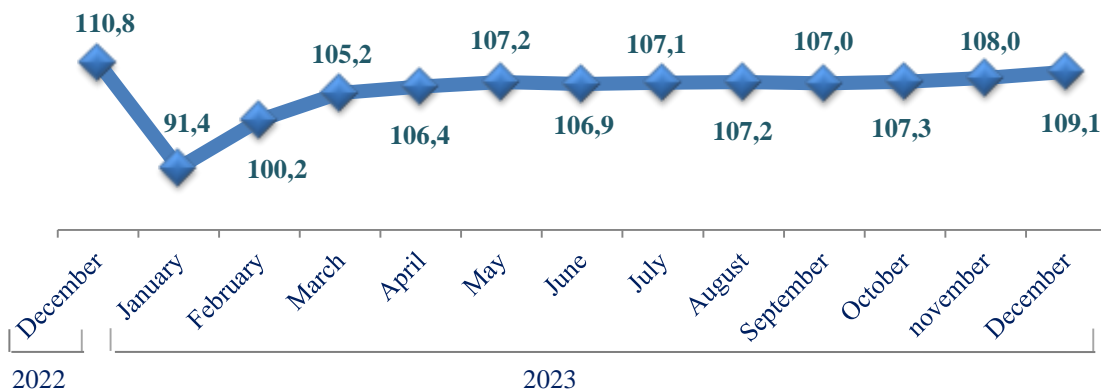
Also in the structure of retail trade turnover during the period under review, the smallest share was recorded at 1.6%, or 5 252.8 billion soums, which was noted in the Syrdarya region.

**Dynamics of turnover and growth rates of retail trade**  
(for January-December, in %)



Over the past five years (2019 – 2023), high growth rates of retail trade turnover were noted in 2021, while, if we compare with the corresponding period of the previous year, this figure was 117.0%.

**Dynamics of retail trade growth rates by month (since the beginning of the year)**  
2022-2023, in %

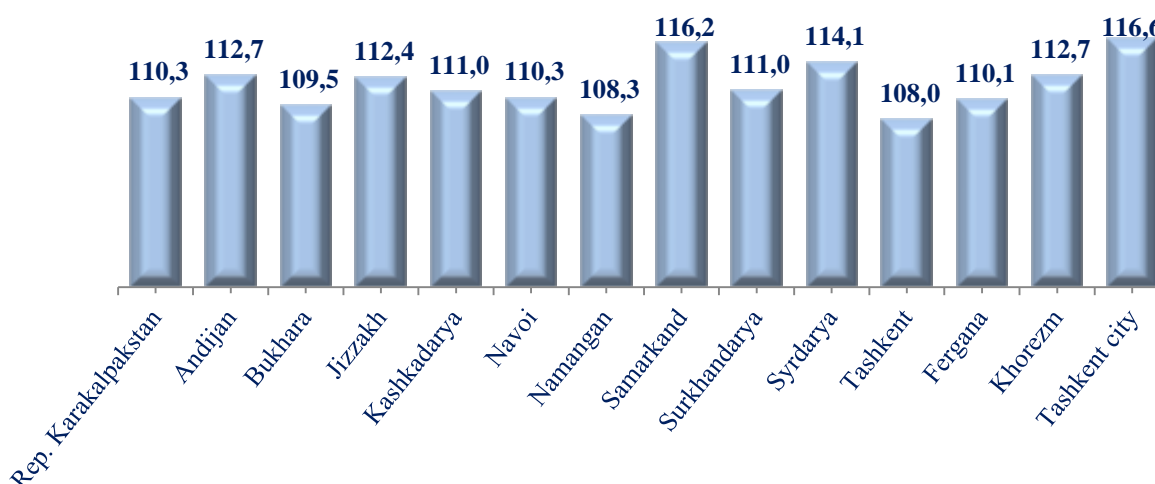


In 2022, high growth rates of retail turnover were observed in December - 110.8%, and low growth rates in January 2023 - 91.4%.

**Turnover of catering establishments**

As of January 1, 2024, the number of enterprises operating in the field of public catering amounted to 25 039 units, which, compared to data as of January 1, 2023, decreased by 7 106, and the growth rate was 76.2%, from The number of operating large enterprises amounted to 77 units, and small enterprises and micro-firms – 25 137.

**Growth rate of turnover of public catering enterprises  
by region, in%**



Compared to the same period in 2022, significant growth rates in the turnover of public catering enterprises were noted in Tashkent city (116.6%), Samarkand (116.2%) and Syrdarya (114.1%) regions.

**SECTION 3. WHOLESALE TRADE**  
*(except for wholesale trade in motor vehicles  
means and their accessories)*

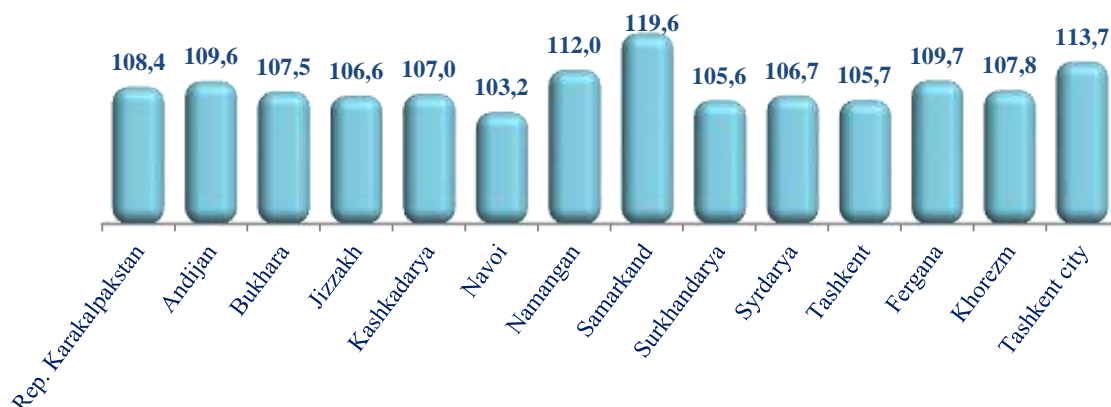
**Wholesale turnover** – this is the cost of goods purchased externally for the purpose of resale and actually shipped without modification to third parties and individual entrepreneurs for use in business activities or for the purposes of one’s own use (processing), regardless of whether payment has been made for these goods or not.

According to preliminary data, in January-December 2023, the volume of wholesale trade turnover reached 320 443.1 billion soums and, compared to the same period in 2022, increased by 12.2%.

The highest growth rates of wholesale trade turnover of large enterprises, compared to 2022, were observed in Samarkand (196.1%), Fergana (142.9%) and Andijan (133.6%) regions.

As of January 1, 2024, the number of enterprises operating in the field of wholesale trade amounted to 48 597 units, which, compared to data for January 1, 2023, decreased by 4 143 units, and the growth rate was 92.1%, of which the number of operating large enterprises was 335 units, small enterprises and micro-firms – 48 262.

**Growth rate of wholesale trade turnover by region, in %**



**Volume of wholesale trade turnover by region  
(for January-December 2023)**

	<i>Total (billion soums)</i>	<i>in % by 2022</i>	<i>large enterprises (billion soums)</i>	<i>in % by 2022</i>	<i>small business (billion soums)</i>	<i>in % by 2022</i>
<b>Republic of Uzbekistan</b>	<b>320 443,1</b>	<b>112,2</b>	<b>79 674,2</b>	<b>122,6</b>	<b>240 769,0</b>	<b>109,2</b>
Republic of Karakalpakstan	4 334,7	108,4	362,4	76,0	3 972,3	112,8
<i>region:</i>						
Andijan	7 630,3	109,6	526,3	133,6	7 103,9	108,2
Bukhara	15 929,2	107,5	4 040,3	88,1	11 889,0	116,2
Jizzakh	4 155,0	106,6	216,9	43,6	3 938,1	115,9
Kashkadarya	7 256,8	107,0	828,6	84,1	6 428,2	110,9
Navoi	3 740,7	103,2	575,2	58,6	3 165,5	119,8
Namangan	11 700,5	112,0	2 125,7	129,9	9 574,8	108,7
Samarkand	17 107,1	119,6	6 485,4	196,1	10 621,7	96,6
Surkhandarya	6 724,3	105,6	795,1	58,0	5 929,2	118,7
Syrdarya	4 153,6	106,7	555,8	118,9	3 597,7	105,0
Tashkent	30 256,9	105,7	4 550,4	96,2	25 706,5	107,6
Fergana	19 343,6	109,7	982,5	142,9	18 361,2	108,4
Khorezm	7 186,2	107,8	777,3	92,8	6 409,0	109,9
Tashkent city	180 924,2	113,7	56 852,3	127,7	124 072,0	108,3

The highest growth rates of wholesale trade, compared to the same period in 2022, were noted in the Samarkand region (119.6%).

### Explanations of statistical indicators

**Retail** - activities in the field of trade, involving the sale of goods individually or in small quantities for cash to the population for final consumption, i.e. represents the final stage in the movement of goods when they move from the sphere of circulation to the sphere of personal or collective consumption;

**Retail turnover** – the cost of consumer goods sold to the population in cash or paid for with plastic or credit cards, bank checks (which is also counted as cash sales) regardless of the channels of sale of goods;

**Catering** – carrying out activities by legal entities specializing in the production, sale and organization of consumption of culinary products;

**Public catering turnover** – reflects revenue from the sale of its own culinary products (dishes, culinary products and semi-finished products), purchased goods without culinary processing (flour, confectionery, bakery) to the population for on-site consumption, as well as to organizations and individual entrepreneurs for catering for various segments of the population;

**Inventory** – balances of goods intended for subsequent sale, listed on the balance sheet of retail trade enterprises;

**Commodity structure of trade turnover** – composition of trade turnover, the relationship between individual goods and product groups in its total volume, which is reflected in total sales using a relative indicator - specific weight (share) as a percentage of the total;

**Wholesale** - sale of purchased goods via non-cash payment for their use for commercial purposes or for their own production and economic needs;

**Consumer goods** - goods and services that directly satisfy human needs, intended for final consumption (family or personal);

**Products for industrial and technical purposes** – products intended for industrial consumption include raw materials, supplies, fuel, components, tools, machines, spare parts, semi-finished products, etc.;

**Wholesale turnover** – represents revenue from the sale of goods under concluded contracts in non-cash form of payment for use for commercial purposes (further processing or sale) or for own production and economic needs;

**Inventory** – goods in the sphere of commodity circulation, or residual goods listed on the balance sheet of wholesale enterprises and intended for subsequent sale.