

West German enterprises' profitability and financing in 1996

According to the figures of the Bundesbank's corporate balance sheet statistics, which are still provisional, the west German enterprises in the producing, wholesale/retail trade and transport sectors suffered a deterioration in their profitability in 1996, which was primarily due to sluggish growth in the economy. Despite this unfavourable setting, enterprises were largely able to stabilise their financial situation. With the economy returning to a course of overall expansion, there has also been – according to the figures from the national accounts – an improvement this year in profitability which has, however, not yet been witnessed across the board.

The annex to this article explains in detail the changeover of the corporate balance sheet statistics to the new EU-wide harmonised industrial classification with effect from 1994. This results in a statistical break in the time series, which has to be taken into account in longer-term level comparisons. For that reason, the analysis often uses 1994 as a reference period.

Cyclical setting

Overall, the west German economy was characterised by a marked slackening of business activity in 1996. Real gross domestic product grew by no more than just under 1½%, and hence somewhat less, in fact, than in 1995

Macro-economic trends in western Germany

when the sustained slowdown had begun. Aggregate output did not recover significantly until after the turn of 1996-7. The cyclical picture last year was chiefly marked by the continuing weakness of investment activity, which was also reflected in the balance sheets of west German enterprises. This was offset to a certain extent by foreign demand which had already bottomed out at the turn of 1995-6 following the normalisation of foreign exchange rates, and had gained increasing momentum thereafter.

The sectors included in the corporate balance sheet statistics, i.e. the producing sector,¹ wholesale/retail trade and transport, were hit particularly severely by the sluggishness of economic growth. The real gross value added of those sectors as a whole stagnated at the 1995 level, whereas the enterprises of the less cyclical services sector in its narrow definition stepped up net output by 4 ½%. However, the latter is hardly represented in the balance sheet data of the Bundesbank and cannot therefore be the subject of this analysis. Overall, the enterprises analysed here are likely to have underperformed the average of the west German enterprises in 1996 in terms of earnings and financing.

Even within the manufacturing sector, demand and, hence, output developed unevenly in 1996. The more export-oriented branches benefited from the sharp upturn in foreign orders, whereas the sectors which are geared more to the domestic market suffered a distinct decline in orders in some cases. Manufacturing output as a whole contracted by almost ½%. Construction work declined

across the board, however, namely by 7 ½% in terms of construction output. One factor was that the public sector made a perceptible reduction in spending on infrastructure, chiefly on account of the need for consolidation in the public sector budgets. Additionally, in west German residential housing construction, new building construction returned to normal at a lower level following the high number of previous completions. Thirdly, the decline in investment in commercial buildings was mainly due to industry's capacity reserves, which were still abundant in 1996. Empirical evidence shows that this tends to dampen the propensity to make construction-intensive investment in capacity extensions. In addition, there was an oversupply of office space in some locations, which squeezed the market.

Measured at constant prices, gross value added in the west German wholesale/retail trade sector was only ½% higher in 1996 than a year before. The decisive factor in this was the decline in business activity in wholesaling. This is normally closely interconnected with the trend in manufacturing and construction. The retail sector was able to raise value added by 1½% despite consumers' generally low propensity to spend. The low level of industrial activity was likewise evident in transport, especially in goods transport.

Economic trends in wholesale/retail trade and transport

Economic situation in manufacturing and construction

¹ Electricity, gas and water supply, mining, manufacturing and construction.

Annual results

*Trend in profits
negative overall*

As expected, the economic slowdown in 1996 severely affected the profitability of the sectors analysed here. According to initial data of the Bundesbank's corporate balance sheet statistics,² the annual result before taxes on income was 5% below its 1995 level and thus again below its 1994 level,³ too. As a proportion of turnover, it was no more than 2½%, compared with a gross profit-turnover ratio of 3½% in 1990, when profits hit a record level. After taking account of the income tax burden, the annual result shrank, in fact, by 8% in 1996. The difference from the corresponding gross figure was due solely to the fact that, given more or less the same burden of taxes on income as in 1995, the after-tax reference variable was one-third lower. At slightly more than 1½% in 1996, the net profit-turnover ratio was therefore also below the corresponding figures for 1994 and 1995. Since 1991, when it stood at 2%, there has been comparatively little fluctuation in the net profit-turnover ratio over the economic cycle. The decisive factor here is, firstly, the mechanism built into the tax system which contributes to a certain stabilisation of after-tax profits in the form of losses brought forward and carrybacks. Secondly, the various extensive changes in tax legislation have to be taken into consideration, such as the concessions in the case of the trade earnings tax in 1993, the lowering of corporation tax rates and the cut in the top rate of income tax for industrial earnings in 1994, and the introduction of the solidarity surcharge, which was raised for the first time in 1995 and which at least partially offset the

previous relief provided by the reduction of corporation tax.

The construction industry, in particular, was affected by the slump in profits of the west German producing enterprises as a whole. According to the provisional balance sheet figures, the annual result before tax was an estimated 50% lower than a year before, owing, in particular, to the appreciable decline in demand for construction work which was described at the beginning of the article. On an after-tax basis, the fall was as much as three-fifths. Since 1994, gross profits have declined by two-thirds; as a proportion of turnover, they went down from about 2½% to less than 1%. In 1996, the construction industry thus occupied the second-last position among the economic sectors when ranked by profit-turnover ratio. Only the transport sector had a lower profit margin.

*Deterioration of
profitability in
construction ...*

2 The following analysis encompasses some 18,500 sets of annual accounts, and thus almost one-third of the total balance sheet data to be expected for 1996. For the purposes of analysis, the expanded results for 1995, updated on the basis of the Federal Statistical Office's turnover tax statistics, were extrapolated on the basis of the trend in a likewise expanded cylindrical sample of enterprises, so as to obtain figures which are comparable with those of 1995. Past experience shows that this method of calculation reflects the major changes quite well, although it cannot equal the accuracy of the final expansion, which is based on about 60,000 sets of annual accounts.

3 In this analysis for western Germany, the focus will, for the first time, be on the annual results before and after taxes on income rather than on the profit/loss for the year. The annual result corresponds to the profit/loss for the year before transfers and provides a better indication of the profits generated by the enterprises analysed in this article, since numerous enterprises are associated through profit transfer agreements (and partial profit transfer agreements) with enterprises which are not recorded in the corporate balance sheet statistics (e.g. affiliated enterprises) to which their profits/losses are transferred.

... and in manu-
facturing

In the manufacturing sector (which alone accounts for 44 % of aggregate turnover in the corporate balance sheet statistics), the annual result before income taxes fell by 7 ½ % in 1996 following a strong recovery in the previous two years from the recession-induced slump in 1993. This was mainly due to the economic downturn which began in 1995 and persisted until the end of 1996. The gross profit-turnover ratio fell back to the 1994 level of 3 %. This sector hence fared better than most other sectors, but clearly failed to achieve the average gross profit-turnover ratio recorded between 1987 and 1991 (slightly above 4 %). However, these aggregate ratios conceal considerable differences between individual branches of manufacturing. According to the available figures, some capital goods producers, including the electrical engineering industry, significantly improved their profitability in 1996, whereas construction-related branches suffered considerable losses in profits in the wake of poor construction activity. The same holds true for many producers of durable and non-durable consumer goods; especially in the textile and clothing industry, the downward trend of corporate profits continued.

Higher annual
results of the
public utilities
and the retail
sector

By contrast, the gross result of the west German electricity, gas and water supply sector again rose at a double-digit rate; furthermore, in the ranking of gross profit/turnover ratios it held the top position (8 ½ %) among the sectors analysed in this article. One major factor in this was that there was hardly any further rise in labour cost on account of the appreciable cuts in jobs. Secondly, the electricity generation enterprises benefited from a

Enterprises' profit and loss account *

| Item | 1994 | 1995 | 1996 | 1995 | 1996 |
|---|------------------|---------|---------|--|------|
| | DM billion | | | Change from previous year in % | |
| Income | | | | | |
| Turnover | 5,013.7 | 5,174.2 | 5,198 | 3.2 | 0.5 |
| Change in stocks of own products ¹ | 26.8 | 30.4 | 29.5 | 13.3 | -3 |
| Total output | 5,040.5 | 5,204.6 | 5,227.5 | 3.3 | 0.5 |
| Interest received | 36.5 | 34.1 | 32 | -6.6 | -6 |
| Other income | 225.6 | 231.8 | 235 | 2.7 | 1.5 |
| of which | | | | | |
| from participating interests | 30.4 | 24.4 | 24.5 | -19.5 | 0.5 |
| from profit and loss transfers | 27.7 | 30.1 | 30 | 8.6 | -0.5 |
| Total income | 5,302.6 | 5,470.4 | 5,494.5 | 3.2 | 0.5 |
| Cost | | | | | |
| Cost of materials | 3,106.6 | 3,230.0 | 3,251 | 4.0 | 0.5 |
| Labour cost ² | 988.4 | 1,006.2 | 1,009 | 1.8 | 0.5 |
| Depreciation | 205.9 | 198.5 | 196.5 | -3.6 | -1 |
| of tangible fixed assets | 182.0 | 176.8 | 172.5 | -2.8 | -2.5 |
| Other ³ | 24.0 | 21.7 | 24 | -9.3 | 10.5 |
| Interest paid | 79.9 | 76.8 | 73 | -3.9 | -5 |
| Taxes | 151.7 | 164.8 | 168.5 | 8.6 | 2.5 |
| on income and earnings ⁴ | 42.6 | 47.2 | 47.5 | 10.6 | 0.5 |
| Other ⁵ | 109.1 | 117.6 | 121 | 7.8 | 3 |
| of which | | | | | |
| Excise taxes | 90.5 | 93.8 | 98.5 | 3.7 | 5 |
| Other cost | 685.2 | 712.7 | 720.5 | 4.0 | 1 |
| of which | | | | | |
| Profit and loss transfers | 31.4 | 37.7 | 36 | 19.8 | -4.5 |
| Total cost | 5,217.8 | 5,388.9 | 5,418.5 | 3.3 | 0.5 |
| Profit for the year | 84.8 | 81.5 | 76 | -3.9 | -6.5 |
| Memo item | | | | | |
| Annual result ⁶ | 88.5 | 89.1 | 82 | 0.6 | -8 |
| Annual result before taxes on income ⁷ | 131.2 | 136.2 | 129.5 | 3.9 | -5 |
| Net interest paid | 43.4 | 42.7 | 41 | -1.6 | -4 |
| | as % of turnover | | | Change from previous year in percentage points | |
| Gross income ⁸ | 38.6 | 38.2 | 38 | -0.4 | 0 |
| Annual result ⁶ | 1.8 | 1.7 | 1.5 | -0.1 | 0 |
| Annual result before taxes on income ⁷ | 2.6 | 2.6 | 2.5 | 0.0 | 0 |
| Net interest paid | 0.9 | 0.8 | 1 | -0.1 | 0 |

* Expanded figures. 1996: estimated figures, rounded to the nearest half or full DM billion or percentage point. — ¹ Including other capitalised production. — ² Wages, salaries, social security contributions and voluntary social security expenditure. — ³ Predominantly, write-downs of debtors, investments and participating interests. — ⁴ In the case of partnerships and sole proprietorships trade earnings tax only. — ⁵ Including trading capital tax. — ⁶ Profit for the year before transfers. — ⁷ Taxes on income and earnings. — ⁸ Total output less cost of materials.

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sharp fall in rental costs for production facilities, which are reported under "other cost" in the Bundesbank's analysis. This was mainly due to the decline in depreciation on those facilities. The retail sector, given a moderate growth of business, was likewise able to improve its profitability slightly; however, as a proportion of turnover, profits were quite low when viewed over the longer term.

*Improved
profitability of
big groups*

When interpreting the annual results of the enterprises as a whole – as the special analysis of almost 150 consolidated accounts shows – it has to be borne in mind that large German enterprises improved their profitability distinctly in 1996, regaining the profit level of the early nineties. This discrepancy vis-à-vis the general profit trend would appear to be attributable mainly to the fact that large enterprises are benefiting more strongly from the recovery of export demand than the small- and medium-sized enterprises which are geared more to the domestic market. Furthermore, through their foreign subsidiaries, large enterprises were able to participate to a greater extent in the very vigorous economic growth witnessed in some regions. In addition, the large enterprises seem to have started their restructuring programmes earlier and have now made good progress, which has resulted in a considerable rise in productivity.

Income and cost

Total output

Enterprises' total output, which comprises turnover plus changes in stocks of own products and other capitalised production, rose by

no more than ½ % in 1996, after having expanded by 2 % and 3 ½ % in the two preceding years. However, it should be taken into account that producer prices (in the domestic market) in the electricity, gas and water supply sector were 5 ½ % lower than in 1995. This was primarily due to price cuts resulting from the new provisions for hard coal financing as of January 1, 1996, and thus did not act as a strain on profitability. At constant prices, business activity therefore increased much more strongly than is indicated by the turnover figure (+ ½ %). Wholesale prices likewise fell by ½ % in Germany; the decline in this sector's business activity of 1% in value terms is likely to exaggerate the trend at constant prices. With prices virtually unchanged, total construction output fell by around 3 %, whereas it rose by around 1% in manufacturing. Although the retail sector expanded its turnover by 2 %, half of this was attributable to price increases.

Interest income again declined sharply, i.e. by 6 %, in 1996. This mainly reflects a fall in the computed average rate of interest by ½ percentage point to 4 %. However, this drop in interest rates was cushioned somewhat by a distinct increase in interest-bearing loan portfolios, including securities portfolios, by just under 3 ½ % on an annual average. Other income, which mostly includes income from participating interests, income from the release of provisions as well as profit and loss transfers, rose by 1 ½ %; given the differences in volumes, this was sufficient to more than offset the decline in interest income. Total income, i.e. total output plus interest income

*Interest
received,
other income*

and other income, exceeded the 1995 level by almost ½ %.

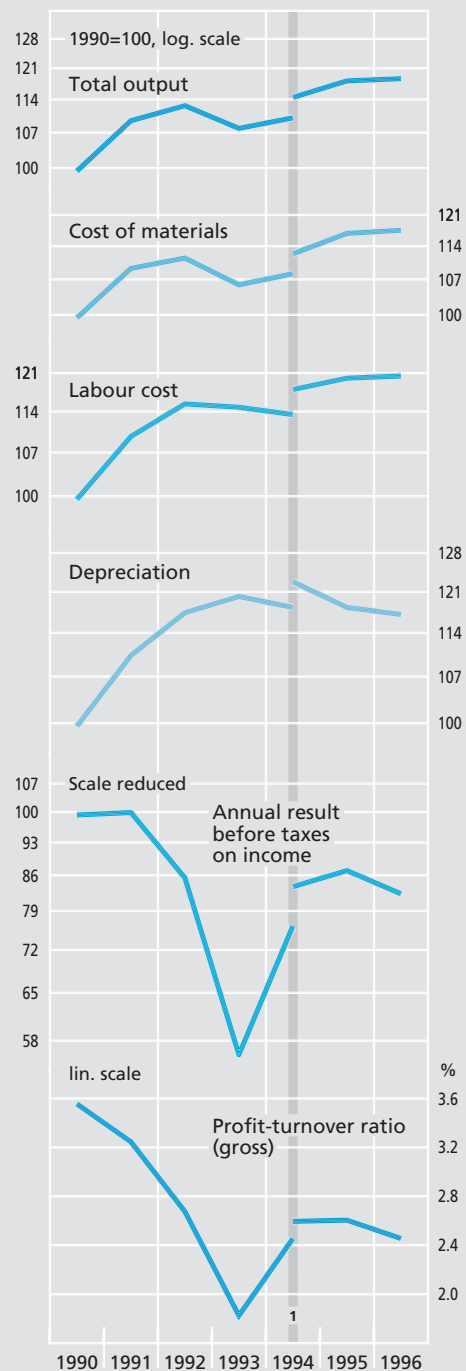
*Total cost
and cost of
materials*

All in all, cost rose by slightly more than ½ %, and hence only slightly less than profits, although the fact has to be taken into consideration that even small differences in trend have a significant impact on balance; as described above, the 1996 annual results deteriorated noticeably on account of this leverage effect. In this connection, the rise in the cost of materials, which is the most important cost item in quantitative terms, by slightly more than ½ % was of major importance. The share of the cost of materials as a proportion of total output was already showing a rising trend in the two previous years when profits were still expanding vigorously. This also reflects the enterprises' efforts to cut costs by reducing the level of vertical integration and intensifying the inter-company division of labour.

*Moderate rise
in labour cost*

Labour cost, which had risen by slightly less than 2 % in 1995, expanded by no more than just under ½ %. The trend in most sectors scarcely deviated from that average growth rate. A major exception, however, was construction where labour cost was about 4 % lower than in 1995. One major factor which played a part in this was the massive reduction in personnel, which according to the official statistics amounted to 5 ½ % of wage and salary earners in the construction, installation and building completion work industries. In addition, negotiated pay rates were only raised moderately given the sharp adjustment pressures in that sector. In manufacturing, the decline in employment and the

Selected indicators from the profit and loss accounts of west German enterprises



1 Statistical break caused by the change-over to the new economic sector classification.

rise in gross wages and salaries per employee offset each other in terms of labour cost. Wages rose comparatively sharply, especially in the metal-working and electrical engineering industry; here, the effects of the two-stage agreement of the wage settlement which had already been concluded at the beginning of 1995 were still being felt, resulting in a further sharp increase in negotiated pay rates on a monthly basis in 1996 on an annual average. There was also quite a sharp rise in negotiated pay rates in the wholesale/retail trade, only part of which could be offset by adjustments in personnel, which resulted in a perceptible increase in labour cost in this sector.

Depreciation

The rise in total cost was slowed by depreciation, which was again lower than before. Depreciation on tangible fixed assets fell by 2½%. This was mostly due to the continuation of the negative trend in investment in new machinery and equipment since 1992; there was hence also a fall in the volume of depreciation, which is linked relatively strongly to the first years of utilisation on account of the diminishing-balance depreciation method that is frequently applied. Another factor were the cutbacks in depreciation facilities under the 1993 Industrial Location Protection Act. These were felt much more strongly in 1996 than in the three preceding years. A major role is likely to have been played, in particular, by the ending of the use of the diminishing-balance depreciation method for industrial buildings where the building permit was applied for after 1993, and the extension of the depreciation period for business cars from four to five

years as from 1993, which in 1996 affected four procurement years and was thus for the first time felt in full. The share in total output accounted for by depreciation of tangible fixed assets was slightly less than 3½%. Such a low level was last seen in the mid-eighties.

Other depreciation, which mainly comprises losses on debtors and write-downs of investments and participating interests, rose by 10½%, however; in the construction sector alone, depreciation increased sharply by two-fifths. In view of the dramatic rise in insolvencies in western and eastern Germany – especially in construction – this trend might have been caused mainly by losses on debtors. This is also indicated by the fact that, according to the official insolvency statistics, claims lodged in bankruptcy proceedings in the old Länder in 1996 were 30% higher than in 1995. Value adjustments to the investment portfolio are likely to have tended to decline, since prices on national and international stock exchanges rose perceptibly in the course of the year, and the Deutsche Mark lost ground against major currencies following a strong appreciation.

The renewed decline in the amount of interest paid in 1996 likewise brought considerable relief to the profit and loss accounts of the enterprises in the producing, wholesale/retail trade and transport sectors. This was mainly due to the fact that interest rates across the whole maturity range continued to decline in the course of the year, and to the fact that the average interest rate payable by enterprises in 1996 was just over 5½%, i.e. ½ percentage point below the 1995 level and

Interest paid

2½ percentage points below the peak of 1992. This effect was moderated only slightly by the 2½% rise in the stock of interest-bearing creditors on an annual average. Since interest received – in absolute terms – fell less strongly than the corresponding cost item, net interest paid was 4% lower than the level of the previous year.

Tax burden

Enterprises' expenditure on taxes rose by 2½% in 1996, after having grown by 8½% in 1995. The burden of taxes on income and earnings was only ½% higher than in 1995, but this is likely to have been mainly due to the described deterioration of profitability. The fact that – in the construction sector, for example – this cost item was slightly more than one-quarter lower than before is in line with this development. Other taxes, which include trading capital tax, tax on land and buildings, and the various excise taxes, were 3% up on the 1995 level.

Sources and uses of funds

*Sharp rise
in financial
flows*

The deterioration of west German enterprises' profitability last year was mainly reflected in the pattern of financial flows. Total sources of funds and the uses of funds⁴ increased sharply, namely by 11% in 1996 – as is often observed in periods of mixed profit trends. On the sources side, this expansion was, however, driven by the sharp growth of external resources, whereas there was a marked contraction in the volume raised by internal resources; in line with that, its share in the total volume declined by more than 14 percentage points to 77%.

The appreciable decline in funds from internal resources was witnessed across the board. Depreciation showed a declining trend and the transfers to provisions were likewise lower. However, the reduction of profit reserves on balance (or the preponderance of withdrawals in the case of unincorporated enterprises) had the strongest impact in this respect. In some cases, this item was also weaker than a year before in those sectors which improved their annual result in 1996. This might indicate that, as far as listed enterprises are concerned, the distribution of profits is increasingly oriented towards the shareholder value principle and that the retention of profits is quite generally becoming less important than the distribution of profits.

*Internal
financing*

This is consistent with the fact that the provision of external capital in the case of the incorporated enterprises analysed in this article was somewhat higher in 1996 than a year earlier. This growth was much weaker than the rise in total sales of new shares in Germany (+ 45% in terms of the market value), which additionally includes the capital increases in the services sector in the narrow definition (including financial institutions), of consolidated groups and holding companies in the producing sector, in wholesale/retail trade and in transport. However, a comparison with total sales has to take into account the fact that the latter were influenced in 1996 by a large issue which attracted much attention from the public. Excluding this spe-

*Injection of
equity capital*

⁴ The data on the items derived from the estimates for the expansion are subject to larger uncertainties than those of the balance sheet and the profit and loss account.

cial factor, the issue volume was much lower than in the year before.

Borrowing

New borrowing expanded especially vigorously, reaching four times the previous year's level in 1996. In most of the sectors examined here, a large volume of new short-term and long-term debts arose between affiliated enterprises. This may be seen as a sign of advancing concentration and ever closer cross-shareholdings between the enterprises. In stating that, it has to be taken into consideration that short-term debts owed to affiliated enterprises include trade creditors and appropriations of operating funds. On the other hand, there was comparatively little increase in trade creditors (and trade debtors) owed to other business partners. This was mainly due, firstly, to the weak growth in business activity. Secondly, counterparty risk is still relatively high, which is reflected in the aforementioned sharp rise in corporate insolvencies. This is likely to have been a factor in the granting of credit terms. The comparatively buoyant demand for short-term bank loans should also be seen in this context. Long-term bank loans were taken up to a much larger extent than in the previous year, which probably owes something to the extremely sharp rise in the acquisition of participating interests in Germany and abroad in some sectors. That rise will be dealt with in more detail below. Construction enterprises' relatively high level of borrowing from banks is, on the other hand, more likely to be due to increasing financial constraints.

Weaker fixed asset formation

The main reason for the sharp expansion in the sources of funds was the rise in funds tied

Sources and uses of enterprises' funds *

| DM billion | | | |
|--|--------------|--------------|---------------|
| Item | 1995 | 1996 | Change 1995-6 |
| Internal funds | | | |
| Capital increases from profits and contributions to the capital of unincorporated enterprises ¹ | 15.2 | 5 | - 10 |
| Depreciation allowances (total) ² | 198.5 | 196.5 | - 2 |
| Increase in provisions ³ | 14.8 | 12.5 | - 2.5 |
| Total | 228.5 | 214 | - 14.5 |
| External funds | | | |
| Capital increases of incorporated enterprises ⁴ | 9.5 | 10.5 | 1 |
| Change in creditors | 13.4 | 54 | 40.5 |
| Short-term | 20.1 | 35.5 | 15.5 |
| Long-term | - 6.7 | 18 | 24.5 |
| Total | 22.9 | 64.5 | 41.5 |
| Sources of funds, total | 251.4 | 278.5 | 27 |
| Formation of tangible assets and stocks (gross asset formation) | | | |
| Increase in tangible fixed assets (gross) ⁵ | 174.2 | 172 | - 2 |
| Memo item | | | |
| Increase in tangible fixed assets (net) ⁵ | - 2.6 | - 0.5 | 2 |
| Depreciation of tangible fixed assets | 176.8 | 172.5 | - 4.5 |
| Change in stocks ⁶ | 20.8 | 6.5 | - 14.5 |
| Total | 195.0 | 178.5 | - 16.5 |
| Acquisition of financial assets | | | |
| Change in cash ⁷ | - 0.2 | 2.5 | 2.5 |
| Change in debtors | 31.2 | 44 | 13 |
| Short-term | 26.6 | 35.5 | 9 |
| Long-term | 4.7 | 8.5 | 4 |
| Acquisition of investments | 5.2 | 3 | - 2 |
| Acquisition of participating interests | 20.3 | 50.5 | 30 |
| Total | 56.5 | 100 | 43.5 |
| Uses of funds, total | 251.4 | 278.5 | 27 |
| Memo item | | | |
| Internal funds as % of gross asset formation | 117.2 | 120 | . |

* Expanded figures. 1996: estimated figures, rounded to the nearest half or full DM billion. — 1 Partnerships, sole proprietorships and other legal forms, other than public or private limited companies. — 2 For fixed and current assets. — 3 Including balance of prepayments and deferred income less write-ups of tangible fixed assets. — 4 Funds raised by public and private limited companies by issuing shares and transfers to capital reserves. — 5 Including intangible assets less write-ups of tangible fixed assets. — 6 Including changes in contracts in progress. — 7 Notes and coins and bank balances.

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up in the creation of financial assets. By contrast, 8½% less funds were used for fixed asset formation in 1996, especially since stocks were no longer being built up anything like as strongly. After many stocks have been expanded more or less involuntarily in 1995 owing to the poor market situation (especially in manufacturing), industrial enterprises reduced their inventories of raw materials and consumables, and finished goods last year. At 23½%, the share of stocks as a proportion of the balance sheet total was again below the figure for 1994 and hit its lowest level since the start of the time series in 1971.⁵ In the case of gross fixed asset formation, the negative trend since 1992 continued; the decline (1½% of late) seems to have slowed down, however.

*Vigorous
growth of
financial assets*

Financial asset formation, on the other hand, was almost four-fifths higher than the previous year's level. Apart from the purchase of securities, which was less attractive than before on account of relatively low bond yields, all other financial assets (including cash holdings) grew. Short- and long-term debtors to affiliated enterprises rose quite vigorously – mirroring the development on the sources side. However, the strongest influence on the use of funds, in general, and the creation of financial assets, in particular, was the massive increase of DM 30 billion in the acquisition of participating interests to DM 50½ billion, which accounted for more than the total growth rate in the sources of funds. Especially against the backdrop of persistent low capital expenditure on tangible fixed assets, this was another indication of intensifying globalisation efforts and of increased outsourcing in

the German economy. This situation is revealed, not least, by the fact that the acquisition of participating interests by investors is increasingly coming to be regarded as an alternative to investing in their own enterprise. This likewise holds true for the electricity, gas and water supply sector, which alone accounted for half of the volume of the increase. Given the forthcoming opening of the EU electricity market and the envisaged diversification into other business areas, this sector, which had long focused on the domestic market divided into territorial monopolies, obviously has a great need to make further acquisitions. In addition, manufacturing and wholesaling also perceptibly increased their budgets for the acquisition of participating interests.

Balance sheet trends and key balance sheet ratios

The shift in emphasis from tangible fixed assets to the acquisition of participating interests, which has been noted in this analysis of the sources and uses of funds, is also reflected by the trend in the corresponding balance sheet figures and structures in 1996. Non-financial assets grew by no more than DM 8 billion, or ½%, whereas financial assets grew by DM 76½ billion, or 5%. More than one-half of this notable expansion of financial assets was accounted for by the increase in participating interests, and one-third was at-

*Shift in
emphasis from
tangible fixed
assets to
financial assets*

⁵ As part of the changeover in the statistics to the new economic sector classification, the item "contracts in progress", which is of importance especially in construction and which was previously included in short-term debtors, is now reported under stocks.

tributable to a rise in amounts owed by enterprises with which the company is linked by virtue of participating interests. Since 1994, the share of financial assets as a proportion of the balance sheet total has risen further and has latterly hit a new peak of 51½%. The adjusted balance sheet total⁶ expanded by some 2½% in 1996, and hence much more strongly than in the year before.

Provision with own funds overall and by economic sector

To finance the sharp growth of assets, in general, and that of financial assets, in particular, the volume of own funds generated from internal resources and injected from external resources rose at roughly the same pace. This means that it was possible to keep the share of own funds in the balance sheet total at the 1995 level (18%), which almost corresponded to the peak level of 1992. Overall, the recession-induced cuts have generally been overcome quickly in terms of the provision of capital – in contrast to the development of profits. However, the corresponding ratios in the individual sectors diverge quite considerably from this average figure. Of the enterprises under consideration in this survey, the electricity, gas and water supply enterprises had the highest own funds ratio, at 26½%, followed by manufacturing at 24%. At 2%, retailing was at the lower end of this ranking, and, at 5½%, the situation in construction was only somewhat better. These differences are due to a whole series of factors, with the capital intensity of the respective type of production probably playing a major role. In

⁶ As part of the Bundesbank's evaluation of the annual accounts, the enterprises' own funds are adjusted for subscribed capital unpaid, own shares held, lending to partners and proprietors, etc.

Enterprises' balance sheet *

| Item | 1994 | 1995 | 1996 | 1995 | 1996 |
|---|----------------|----------------|----------------|--------------------------------|------------|
| | DM billion | | | Change from previous year in % | |
| Assets | | | | | |
| Non-financial assets | 1,548.4 | 1,567.1 | 1,575 | 1.2 | 0.5 |
| Tangible fixed assets ¹ | 804.3 | 802.1 | 803.5 | - 0.3 | 0 |
| Stocks ² | 744.1 | 764.9 | 771.5 | 2.8 | 1 |
| Financial assets | 1,570.2 | 1,604.9 | 1,681.5 | 2.2 | 5 |
| Cash ³ | 160.5 | 160.3 | 162.5 | - 0.1 | 1.5 |
| Debtors | 987.4 | 1,006.2 | 1,036.5 | 1.9 | 3 |
| Short-term | 911.6 | 925.7 | 947.5 | 1.5 | 2.5 |
| Long-term | 75.8 | 80.5 | 89 | 6.1 | 10.5 |
| Investments | 92.5 | 98.1 | 101 | 6.0 | 3 |
| Participating interests | 329.7 | 340.4 | 381.5 | 3.2 | 12 |
| Prepayments | 13.7 | 14.1 | 14 | 2.5 | - 0.5 |
| Total assets = balance sheet total ⁴ | 3,132.3 | 3,186.0 | 3,270.5 | 1.7 | 2.5 |
| Liabilities | | | | | |
| Own funds ^{4, 5} | 552.0 | 576.7 | 592.5 | 4.5 | 2.5 |
| Borrowed funds | 2,568.5 | 2,599.0 | 2,666.5 | 1.2 | 2.5 |
| Creditors | 1,883.5 | 1,897.0 | 1,951 | 0.7 | 3 |
| Short-term | 1,402.6 | 1,422.7 | 1,459 | 1.4 | 2.5 |
| Long-term | 480.9 | 474.3 | 492 | - 1.4 | 3.5 |
| Provisions ⁵ | 684.9 | 702.0 | 715.5 | 2.5 | 2 |
| of which Provisions for pensions | 273.3 | 278.8 | 290.5 | 2.0 | 4 |
| Deferred income | 11.9 | 10.3 | 11.5 | - 13.1 | 11.5 |
| Total liabilities = balance sheet total ⁴ | 3,132.3 | 3,186.0 | 3,270.5 | 1.7 | 2.5 |
| Memo items | | | | | |
| Turnover do. as % of balance sheet total | 5,013.7 | 5,174.2 | 5,198 | 3.2 | 0.5 |
| | 160.1 | 162.4 | 159 | . | . |

* Expanded figures. 1996: estimated figures, rounded to the nearest half or full DM billion or percentage point. — ¹ Including intangible assets. — ² Including contracts in progress. — ³ Notes and coins and bank balances. — ⁴ Less adjustments to capital accounts. — ⁵ Including pro rata share of special reserves.

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Ratios on enterprises' assets and liabilities structure *

| Item | 1994 | 1995 | 1996 |
|--|--|-------|-------|
| | as % of balance sheet total ¹ | | |
| Tangible fixed assets ² | 25.7 | 25.2 | 24.5 |
| Stocks ³ | 23.8 | 24.0 | 23.5 |
| Short-term debtors | 29.1 | 29.1 | 29 |
| Long-term liabilities ⁴ | 42.4 | 42.5 | 43 |
| of which Own funds ¹ | 17.6 | 18.1 | 18 |
| Short-term creditors | 44.8 | 44.7 | 44.5 |
| | as % of tangible fixed assets ² | | |
| Own funds ¹ | 68.6 | 71.9 | 73.5 |
| Long-term liabilities ⁴ | 165.1 | 168.8 | 174 |
| | as % of fixed assets ⁵ | | |
| Long-term liabilities ⁴ | 108.2 | 108.7 | 107.5 |
| | as % of short-term creditors | | |
| Liquid funds ⁶ and short-term debtors | 81.8 | 81.6 | 81 |
| | as % of borrowed funds ⁷ | | |
| Internally generated funds ⁸ | . | 12.5 | 11.5 |

* Expanded figures, 1996: estimated figures, rounded to the nearest half or full percentage point. — ¹ Less adjustments to capital accounts. — ² Including intangible assets. — ³ Including contracts in progress. — ⁴ Own funds, provisions for pensions, long-term creditors and special reserves. — ⁵ Tangible fixed assets including intangible assets, participating interests, long-term debtors and investments held as fixed assets. — ⁶ Cash and investments held as current assets. — ⁷ Creditors, provisions and pro rata share of special reserves less cash. — ⁸ Annual result, depreciation allowances, changes in provisions, in special reserves and in prepayments and deferred income less write-ups.

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terms of the value added, the construction sector, for example, needs fewer tangible fixed assets, and hence also fewer long-term own funds than, say, manufacturing. A typical feature of the wholesale/retail trade is that short-term external funds are needed on a relatively large scale to finance turnover of goods. Persistent structural weaknesses of the German capital market are another factor.

The horizontal own funds ratio, which reflects the ratio of own funds to tangible fixed assets, achieved a new record level of 73½%. In view of the increasing significance of participating interests, the more broadly defined ratio of long-term liabilities to total assets, which, in addition to own funds, comprise pension provisions, long-term creditors, and special reserves, is of growing interest. This ratio, however, fell again in 1996 (to 107½%), principally because of the sharp growth in participating interests. The decline of the ratio of internally generated funds (cash flow) to borrowed funds (minus cash reserves) to 11½% in 1996 should also be seen in this connection, without it being possible to derive a sustained deterioration of the ability to redeem debts from that fact alone. Liquid funds and short-term debtors accounted for 81½% of short-term debtors on average in the period between 1994 and 1996; this ratio is well above the figures for the years 1989 to 1993, and comes quite close to the average of the period from 1986 to 1988.

Liabilities and financing structures

Divergence between high-margin and low-margin enterprises and by size category

In all major ratios on profitability and financing, a sharp divergence can be noted between high-margin and low-margin enterprises as well as between large and small enterprises. This will be illustrated below for the profit-turnover ratio and the own funds ratio using a special analysis of the data material by quartile for the financial year 1995.⁷

Divergence of profit-turnover ratios ...

One-quarter of the enterprises – which is almost 12,000 in this analysis – suffered losses corresponding to an average of 4 % of turnover in 1995, whereas the enterprises in the top quartile generated a gross profit-turnover ratio of 10 %. In the two medium segments, the latter stood at slightly above ½ % and 3 %, respectively. The analysis by size category reveals that the profitability of the larger enterprises (with a turnover of DM 100 million and more) was 50 % better than that of the smaller enterprises (with a turnover of up to DM 10 million), and that it was also clearly different from the situation in the medium-sized enterprises.

... and of own funds ratios

There is even sharper differential in terms of the divergencies in the provision with own funds. In the bottom quartile, valuable assets were more than one-tenth below total liabilities; according to the figures reported in the balance sheet or after adjustments to the capital accounts performed by the Bundesbank, there was no liable capital at all. However, this decidedly poor result is partly due to factors which are dependent on the legal

Profit/turnover ratio and own funds ratio in 1995 by quartile *

| Quartile | All enterprises | enterprises with turnover ... | | |
|--------------------------------|-----------------|-------------------------------|--|---------------------------------|
| | | ... of up to DM 10 million | ... from DM 10 million to less than DM 100 million | ... of DM 100 million and above |
| Profit/turnover ratio 1 | | | | |
| Bottom | -4.2 | -5.3 | -4.3 | -3.2 |
| 25 % up to 50 % | 0.7 | 0.7 | 0.6 | 1.0 |
| 50 % up to 75 % | 2.9 | 3.0 | 2.4 | 3.2 |
| Top | 10.1 | 11.3 | 9.6 | 10.5 |
| All | 2.8 | 2.0 | 2.2 | 3.0 |
| Memo item Expanded | 2.6 | . | . | . |
| Own funds ratio 2 | | | | |
| Bottom | -11.3 | -33.3 | -6.0 | 2.1 |
| 25 % up to 50 % | 4.7 | 1.6 | 6.2 | 13.0 |
| 50 % up to 75 % | 14.5 | 10.8 | 14.6 | 24.3 |
| Top | 34.8 | 35.5 | 36.1 | 43.1 |
| All | 23.2 | 5.6 | 14.7 | 25.7 |
| Memo item Expanded | 18.1 | . | . | . |
| Number of enterprises | 47,559 | 23,311 | 20,403 | 3,845 |

* Average figures per quartile. For the calculation of the quartile ranges the enterprises recorded were grouped by profit/turnover ratio and own funds ratio. — 1 Annual result before taxes on income as a percentage of turnover. — 2 Own funds as a percentage of the balance sheet total (adjusted).

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form – sole proprietors and partnerships predominate in the bottom quartile – which make the lack of liable capital, which obviously exists, look worse than it actually is.⁸ Conversely, the enterprises in the top quartile, in which the incorporated enterprises are very strongly represented, had a

⁷ In this analysis, the enterprises were ranked – using non-expanded individual figures – in terms of their profit-turnover ratio and the own funds ratio, as well as by quartile and turnover size category. The more favourable picture presented by enterprises as a whole compared with the expanded figures (see the above table) is due to the fact that the small and medium-sized enterprises, which generally have less favourable profitability and financing, have a greater weight in the expansion. The financial year 1995 has been chosen since it offers a much broader database for analysis than 1996.

⁸ For more details see: Deutsche Bundesbank, Comparison of the annual accounts of small and medium-sized enterprises organised in different legal forms, Monthly Report, October 1993, page 33 f.

corresponding ratio of 35 %, and hence a very sound financing structure.

In summary and retrospect, the trend in the financing of west German enterprises as a whole – measured in terms of the provision with own funds – was still quite satisfactory, although profitability has deteriorated. The latter is mainly due to the “unwelcome legacies” of 1995 – namely, the sharp appreciation of the Deutsche Mark and the exaggerated pay increases in major sectors. Conditions have now improved in that respect,

and, since the beginning of 1997, the economic outlook has increasingly brightened for enterprises in Germany. That also represents a key precondition for a fundamental turnaround in the profit trend. The enterprises which are geared more towards the domestic market are now likely to benefit more strongly from the emerging recovery of domestic demand. In many cases, they have so far been unable to participate, or able to participate only on a small scale, in the upturn in exports which has been under way for some time.

Annex

Methodological notes on the changeover to the new economic sector classification

The results of the corporate balance sheet statistics presented here are based on the new, EU-wide harmonised classification of economic sectors by the Federal Statistical Office (WZ 93). In structure and in the definition of major segments and sectors, the new classification differs considerably in some cases from the previous one. It is hence, above all, not – or not entirely – possible to compare the level data of the expansion, particularly for individual sub-segments, with those of the years prior to 1994. Even the overall range of enterprises included in the expansion has changed slightly as a result of the inclusion of publishing which had previously been counted as part of the services sector, but is now assigned to manufacturing. In addition, there have been shifts between the major sectors which are included in the corporate balance sheet statistics. The most important modification concerns the mining and quarrying

sector, which was removed from manufacturing and combined with mining.⁹

The most extensive changes in, and qualifications of, the comparability of different periods relate to the sub-groups of manufacturing which had to be newly specified for the purposes of the expansion, since many definitions within the sector which are important for the corporate balance sheet statistics have changed. The new specification is based on the divisions (two-digit numerical codes) of the official economic sector classification. In some cases, these economic sectors are more broadly

⁹ In addition, the repair of personal and household goods, which was previously included in manufacturing, is now reported under retailing. Manufacturing was extended beyond publishing by the sectors manufacture of coke (previously mining), municipal slaughterhouses (previously central, regional and local authorities), and the manufacture of builders' carpentry and joinery (previously construction).

Economic sectors of the corporate balance sheet statistics
according to the old and new classification

| New classification | | Old classification | |
|--|--|---|---|
| Sector | Turnover in 1994 ¹ DM billion | Sector | Turnover in 1994 ^{1, 2} DM billion |
| Mining and quarrying * | 45.0 | Mining * | 34.3 |
| Manufacturing | 2,158.5 | Manufacturing | 2,129.1 |
| Manufacture of food products and beverages | 265.3 | Food and drink industries | 247.3 |
| Manufacture of tobacco products * | 28.6 | Tobacco industry * | 29.5 |
| Manufacture of textiles | 37.4 | Textile industry | 35.1 |
| Manufacture of textile products | 29.5 | Clothing industry | 34.3 |
| Manufacture of leather and leather products * | 10.5 | Manufacture of leather and leather goods ³ * | 10.8 |
| Manufacture of wood and wood products | 46.0 | Wood-working | 17.0 |
| Manufacture of pulp, paper and paper products | 49.4 | Manufacture of wood products ³ | 60.0 |
| Publishing and printing ⁴ | 98.8 | Manufacture of pulp, paper and board * | 20.4 |
| Manufacture of coke, refined petroleum products and nuclear fuel * | 128.5 | Processing of paper and board | 29.6 |
| Manufacture of chemicals and chemical products | 203.0 | Printing and duplicating * | 45.3 |
| Manufacture of rubber and plastic products | 70.7 | Mineral oil refining * | 120.8 |
| Manufacture of other non-metallic mineral products | 77.5 | Chemical industry (including nuclear fuels) | 215.0 |
| Manufacture of basic metals | 101.2 | Manufacture of plastic products | 53.7 |
| Manufacture of fabricated metal products, except machinery and equipment | 162.9 | Manufacture of rubber products ³ * | 18.7 |
| Manufacture of machinery and equipment n.e.c. | 250.3 | Quarrying, extraction and working up of stone and earths | 66.4 |
| Manufacture of office machinery and computers * | 24.1 | Manufacture of ceramic goods, manufacture and processing of glass * | 19.8 |
| Manufacture of electrical machinery and apparatuses n.e.c. | 154.1 | Non-ferrous metal industry (including non-ferrous metal semi-finished products industries) * | 55.9 |
| Manufacture of electrical and optical instruments | 46.9 | Iron and steel industry ⁵ | 106.8 |
| Manufacture of motor vehicles, trailers and semi-trailers | 269.7 | Foundries * | 10.5 |
| Manufacture of other transport equipment * | 42.4 | Manufacture of structural metal products ⁶ | 37.3 |
| Manufacturing n.e.c. * | 61.9 | General mechanical engineering * | 16.8 |
| Electricity, gas and water supply | 232.2 | Manufacture of tools and finished metal goods | 66.5 |
| Construction | 387.0 | Mechanical engineering ³ | 199.4 |
| Wholesale trade and commission trade | 1,185.1 | Manufacture of office machinery and data processing equipment * | 25.1 |
| Retail trade (including sale of motor vehicles and automotive fuel) ⁷ | 837.9 | Electrical engineering ³ | 227.6 |
| Transport (excluding transport via railways) ⁸ | 168.0 | Manufacture of precision and optical instruments, clocks and watches ³ * | 40.0 |
| All enterprises | 5,013.7 | Manufacture of road vehicles ³ | 285.2 |
| | | Shipbuilding, manufacture of aircraft and spacecraft * | 21.1 |
| | | Manufacture of musical instruments, toys and games, articles of jewellery, fountain pens; working up of natural carving and moulding materials, photographic and cinematographic laboratories * | 13.3 |
| | | Energy and water supply | 207.1 |
| | | Construction | 340.3 |
| | | Wholesale trade and intermediaries | 1,207.5 |
| | | Retail trade | 732.6 |
| | | Transport (excluding railways and post office) * | 172.0 |
| | | All enterprises | 4,822.9 |

* Not published in the table annex of the Monthly Report. — ¹ Results of the turnover tax statistics of the Federal Statistical Office for the former Federal territory including Berlin (west). — ² Calculated by expanding the data of the turnover tax statistics of 1992. — ³ Including repairs. — ⁴ Including reproduction of recorded media. — ⁵ Including

drawing plants, cold rolling mills, secondary transformation of metals, treatment and coating of metals. — ⁶ Including manufacture of rolling stock. — ⁷ Including repair of motor vehicles and motorcycles and personal and household goods. — ⁸ Excluding communication.

defined than those used previously in the corporate balance sheet statistics, so that some sectors which had hitherto been reported individually, or not at all, are now presented in combination with others, albeit mostly in a modified definition. For example, there are now only three economic sectors for the metal-working sector (manufacture of basic metals; manufacture of fabricated metal products, except machinery and equipment; manufacture of machinery and equipment n.e.c.), compared with seven in the previous system for which expanded results could not be published in all cases.

The range of economic sectors published in the table appended to this article has been considerably extended and now also comprises the sectors electricity, gas and water supply as well as trans-

port (excluding railways), so that, with the exception of mining, and mining and quarrying, expanded results are shown for all sectors of the reporting population. For reasons of confidentiality, not all expanded sector results are published within manufacturing. This is the case when the situation in one sector is dominated by only a few large enterprises. Economic sectors which have a comparatively low representation in the statistics or are very heterogenous in composition, and whose expanded results are needed for the calculation of the total aggregate, but provide little information for sector-specific analyses, are not presented individually. Measured by the turnover of the turnover tax statistics, the expanded results published in the following tables for the individual economic sectors of manufacturing cover 86 % of this sector (previously 79 %).

The tables accompanying this article which comprise data for individual economic sectors for 1994 and 1995, appear on the following pages.

West German enterprises' balance sheet and profit and loss account, by economic sector *

DM billion

| Item | All enterprises 1 | | Manufacturing | | of which | | | | | | | |
|---|-------------------|---------|---------------|---------|--|-------|-------------------------|------|---------------------------------|------|-------------------------|--|
| | | | | | Manufacture of food products and beverages | | Manufacture of textiles | | Manufacture of textile products | | Manu- of wood wood ucts | |
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| I. Balance sheet | | | | | | | | | | | | |
| Assets | | | | | | | | | | | | |
| Tangible fixed assets 3 | 804.3 | 802.1 | 354.7 | 352.7 | 51.6 | 49.3 | 6.1 | 5.9 | 1.9 | 2.0 | 9.9 | |
| Stocks 4 | 744.1 | 764.9 | 311.6 | 326.8 | 25.5 | 25.3 | 7.1 | 7.1 | 5.3 | 5.1 | 7.9 | |
| of which | | | | | | | | | | | | |
| Raw materials and consumables | 104.9 | 107.0 | 77.1 | 81.1 | 7.5 | 7.2 | 1.8 | 1.8 | 1.4 | 1.5 | 2.5 | |
| Work in progress | 120.0 | 124.3 | 86.7 | 87.9 | 2.3 | 2.4 | 1.5 | 1.5 | 0.7 | 0.7 | 1.4 | |
| Finished goods, goods for resale | 373.5 | 395.3 | 113.6 | 123.3 | 15.5 | 15.5 | 3.7 | 3.7 | 3.1 | 2.9 | 3.4 | |
| Non-financial assets | 1,548.4 | 1,567.1 | 666.2 | 679.5 | 77.0 | 74.6 | 13.2 | 13.0 | 7.2 | 7.1 | 17.8 | |
| Cash 5 | 160.5 | 160.3 | 78.7 | 76.3 | 4.8 | 5.1 | 1.0 | 0.9 | 0.9 | 0.8 | 1.2 | |
| Debtors | 987.4 | 1,006.2 | 458.5 | 472.0 | 42.1 | 41.6 | 7.2 | 7.6 | 4.7 | 4.8 | 7.0 | |
| Short-term | 911.6 | 925.7 | 425.8 | 436.1 | 36.1 | 36.4 | 6.6 | 7.0 | 4.4 | 4.5 | 6.6 | |
| of which | | | | | | | | | | | | |
| Trade debtors | 469.7 | 479.7 | 196.9 | 203.9 | 18.7 | 19.1 | 4.3 | 4.1 | 2.7 | 2.7 | 4.5 | |
| Long-term | 75.8 | 80.5 | 32.6 | 35.9 | 5.9 | 5.2 | 0.6 | 0.6 | 0.3 | 0.3 | 0.4 | |
| Investments | 92.5 | 98.1 | 43.7 | 45.6 | 1.2 | 1.4 | 0.2 | 0.2 | 0.0 | 0.0 | 0.1 | |
| Participating interests | 329.7 | 340.4 | 217.6 | 230.3 | 13.4 | 14.0 | 1.4 | 1.6 | 0.6 | 0.6 | 0.8 | |
| Financial assets | 1,570.2 | 1,604.9 | 798.4 | 824.1 | 61.4 | 62.1 | 9.7 | 10.3 | 6.2 | 6.2 | 9.2 | |
| Prepayments | 13.7 | 14.1 | 4.0 | 3.9 | 0.4 | 0.4 | 0.1 | 0.1 | 0.0 | 0.0 | 0.1 | |
| Balance sheet total 6 | 3,132.3 | 3,186.0 | 1,468.6 | 1,507.5 | 138.9 | 137.1 | 23.0 | 23.3 | 13.4 | 13.3 | 27.1 | |
| Liabilities | | | | | | | | | | | | |
| Own funds 7, 8 | 552.0 | 576.7 | 342.8 | 354.0 | 26.4 | 25.1 | 4.7 | 4.7 | 2.3 | 2.4 | 2.9 | |
| Creditors | 1,883.5 | 1,897.0 | 728.0 | 747.0 | 91.0 | 89.7 | 14.7 | 15.0 | 9.6 | 9.5 | 21.8 | |
| Short-term | 1,402.6 | 1,422.7 | 548.3 | 566.0 | 60.8 | 58.8 | 10.3 | 10.6 | 7.1 | 7.0 | 13.5 | |
| of which | | | | | | | | | | | | |
| to credit institutions | 270.6 | 285.4 | 93.5 | 101.4 | 14.0 | 13.9 | 3.0 | 3.0 | 2.1 | 2.2 | 4.0 | |
| Trade creditors | 415.5 | 429.1 | 143.8 | 149.0 | 23.0 | 23.2 | 3.6 | 3.4 | 2.5 | 2.4 | 4.7 | |
| Long-term | 480.9 | 474.3 | 179.7 | 181.0 | 30.2 | 30.9 | 4.4 | 4.4 | 2.5 | 2.4 | 8.3 | |
| of which | | | | | | | | | | | | |
| to credit institutions | 292.3 | 296.6 | 103.9 | 104.5 | 22.1 | 21.9 | 2.7 | 2.7 | 1.1 | 1.2 | 6.1 | |
| Provisions 8 | 684.9 | 702.0 | 395.6 | 404.4 | 21.4 | 22.1 | 3.6 | 3.6 | 1.5 | 1.5 | 2.4 | |
| of which | | | | | | | | | | | | |
| Provisions for pensions | 273.3 | 278.8 | 190.9 | 196.7 | 8.3 | 9.0 | 1.6 | 1.7 | 0.5 | 0.5 | 0.6 | |
| Borrowed funds | 2,568.5 | 2,599.0 | 1,123.5 | 1,151.4 | 112.3 | 111.8 | 18.2 | 18.6 | 11.1 | 10.9 | 24.2 | |
| Deferred income | 11.9 | 10.3 | 2.3 | 2.1 | 0.2 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Balance sheet total 6 | 3,132.3 | 3,186.0 | 1,468.6 | 1,507.5 | 138.9 | 137.1 | 23.0 | 23.3 | 13.4 | 13.3 | 27.1 | |
| II. Profit and loss account | | | | | | | | | | | | |
| Turnover | 5,013.7 | 5,174.2 | 2,158.5 | 2,262.3 | 265.3 | 265.3 | 37.4 | 36.8 | 29.5 | 28.1 | 46.0 | |
| Change in stocks of own products 9 | 26.8 | 30.4 | 3.6 | 14.2 | 0.3 | -0.1 | 0.0 | 0.0 | 0.1 | 0.0 | 0.4 | |
| Total output | 5,040.5 | 5,204.6 | 2,162.1 | 2,276.5 | 265.6 | 265.2 | 37.4 | 36.9 | 29.6 | 28.0 | 46.4 | |
| Interest received | 36.5 | 34.1 | 19.3 | 17.4 | 1.3 | 1.0 | 0.2 | 0.2 | 0.1 | 0.1 | 0.1 | |
| Other income | 225.6 | 231.8 | 115.8 | 123.6 | 12.2 | 11.1 | 2.2 | 1.9 | 0.9 | 0.9 | 1.2 | |
| Total income | 5,302.6 | 5,470.4 | 2,297.3 | 2,417.5 | 279.1 | 277.3 | 39.8 | 38.9 | 30.6 | 29.0 | 47.8 | |
| Cost of materials | 3,106.6 | 3,230.0 | 1,122.3 | 1,201.9 | 165.2 | 165.2 | 20.6 | 20.9 | 17.8 | 16.9 | 24.0 | |
| Labour cost 10 | 988.4 | 1,006.2 | 539.7 | 550.7 | 37.6 | 38.1 | 9.9 | 9.7 | 5.9 | 5.6 | 12.0 | |
| Depreciation | 205.9 | 198.5 | 106.4 | 102.0 | 11.9 | 11.9 | 1.9 | 1.7 | 0.6 | 0.5 | 2.4 | |
| of tangible fixed assets | 182.0 | 176.8 | 93.2 | 90.9 | 10.8 | 11.0 | 1.6 | 1.5 | 0.5 | 0.4 | 2.2 | |
| Other 11 | 24.0 | 21.7 | 13.3 | 11.2 | 1.2 | 0.9 | 0.3 | 0.2 | 0.1 | 0.1 | 0.2 | |
| Interest paid | 79.9 | 76.8 | 32.6 | 31.1 | 4.5 | 4.0 | 0.8 | 0.7 | 0.5 | 0.5 | 1.1 | |
| Taxes | 151.7 | 164.8 | 105.1 | 117.5 | 7.1 | 7.2 | 0.4 | 0.3 | 0.4 | 0.3 | 0.5 | |
| on income and earnings 12 | 42.6 | 47.2 | 21.4 | 24.7 | 2.1 | 2.0 | 0.3 | 0.2 | 0.3 | 0.3 | 0.4 | |
| Other 13 | 109.1 | 117.6 | 83.7 | 92.8 | 5.0 | 5.3 | 0.1 | 0.1 | 0.0 | 0.0 | 0.1 | |
| of which: Excise taxes | 90.5 | 93.8 | 72.4 | 76.5 | 2.5 | 2.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Other cost | 685.2 | 712.7 | 349.4 | 369.7 | 46.8 | 46.4 | 5.9 | 5.4 | 4.8 | 4.7 | 6.6 | |
| Total cost | 5,217.8 | 5,388.9 | 2,255.6 | 2,372.9 | 273.1 | 272.8 | 39.4 | 38.7 | 29.9 | 28.5 | 46.6 | |
| Profit for the year 14 | 84.8 | 81.5 | 41.7 | 44.6 | 5.9 | 4.5 | 0.4 | 0.2 | 0.7 | 0.5 | 1.2 | |
| Annual result before taxes on income 15 | 131.2 | 136.2 | 65.6 | 74.4 | 8.4 | 6.9 | 0.7 | 0.4 | 1.1 | 1.0 | 1.6 | |

* Expanded figures for the former Federal territory including Berlin (west) on the basis of partly estimated turnover according to the turnover tax statistics of the Federal Statistical Office. — 1 Electricity, gas and water supply, mining, manufacturing, construction, wholesale

and retail trade and transport. — 2 Including reproduction of recorded media. — 3 Including intangible assets — 4 Including contracts in progress — 5 Notes and coins and bank balances. — 6 Less adjustments to capital accounts — 7 Capital, reserves and profit

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| 1995 | Manufacture of pulp, paper and paper products | | Publishing and printing ² | | Manufacture of chemicals and chemical products | | Manufacture of rubber and plastic products | | Manufacture of other non-metallic mineral products | | Item |
|------|---|------|--------------------------------------|-------|--|-------|--|------|--|------|--|
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | |
| 9.9 | 13.9 | 14.0 | 18.3 | 18.3 | 41.8 | 42.9 | 13.4 | 13.4 | 18.8 | 21.4 | I. Balance sheet |
| 8.6 | 6.0 | 6.9 | 7.8 | 8.6 | 24.0 | 26.2 | 8.4 | 9.0 | 9.2 | 10.3 | Assets |
| 2.6 | 2.6 | 2.8 | 1.8 | 2.2 | 6.7 | 7.2 | 2.8 | 2.9 | 2.5 | 2.6 | Tangible fixed assets ³ |
| 1.4 | 0.7 | 1.0 | 2.0 | 2.1 | 3.9 | 3.8 | 1.4 | 1.6 | 1.4 | 1.7 | Stocks ⁴ |
| 3.9 | 2.6 | 3.0 | 3.7 | 4.0 | 13.3 | 15.0 | 3.9 | 4.2 | 4.7 | 5.2 | of which |
| | | | | | | | | | | | Raw materials and consumables |
| | | | | | | | | | | | Work in progress |
| | | | | | | | | | | | Finished goods, goods for resale |
| 18.5 | 19.9 | 20.9 | 26.1 | 26.9 | 65.8 | 69.1 | 21.8 | 22.4 | 28.0 | 31.7 | Non-financial assets |
| 1.1 | 1.5 | 1.6 | 3.9 | 4.0 | 9.9 | 8.6 | 1.6 | 1.7 | 4.6 | 4.7 | Cash ⁵ |
| 6.8 | 9.0 | 8.7 | 21.7 | 23.6 | 49.7 | 52.3 | 13.8 | 14.3 | 15.1 | 14.3 | Debtors |
| 6.2 | 8.0 | 8.2 | 19.5 | 21.4 | 45.3 | 46.2 | 12.8 | 13.3 | 13.8 | 13.1 | Short-term |
| | | | | | | | | | | | of which |
| 4.4 | 4.2 | 4.6 | 10.5 | 11.5 | 18.0 | 17.6 | 7.0 | 7.2 | 6.3 | 6.0 | Trade debtors |
| 0.6 | 0.9 | 0.6 | 2.2 | 2.2 | 4.4 | 6.1 | 0.9 | 1.0 | 1.3 | 1.2 | Long-term |
| 0.1 | 0.5 | 0.4 | 0.8 | 1.0 | 8.4 | 7.2 | 0.2 | 0.2 | 0.5 | 0.6 | Investments |
| 0.7 | 4.7 | 3.1 | 5.4 | 5.0 | 59.2 | 71.9 | 4.1 | 4.1 | 9.6 | 9.1 | Participating interests |
| 8.8 | 15.6 | 13.8 | 31.8 | 33.6 | 127.3 | 140.0 | 19.7 | 20.4 | 29.9 | 28.7 | Financial assets |
| 0.1 | 0.1 | 0.1 | 0.3 | 0.3 | 0.3 | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 | Prepayments |
| 27.4 | 35.6 | 34.8 | 58.1 | 60.8 | 193.4 | 209.3 | 41.6 | 42.9 | 58.1 | 60.5 | Balance sheet total ⁶ |
| 3.1 | 8.2 | 7.4 | 7.2 | 8.2 | 77.1 | 84.2 | 9.0 | 9.3 | 14.7 | 15.2 | Liabilities |
| 21.9 | 21.8 | 21.2 | 37.7 | 39.0 | 54.6 | 59.1 | 24.9 | 26.0 | 30.4 | 31.7 | Own funds ^{7, 8} |
| 13.5 | 12.2 | 12.6 | 24.8 | 27.2 | 42.3 | 46.8 | 17.5 | 18.2 | 21.4 | 21.4 | Creditors |
| | | | | | | | | | | | Short-term |
| 4.2 | 2.6 | 3.2 | 5.1 | 5.9 | 3.4 | 4.5 | 4.1 | 4.5 | 4.6 | 4.9 | of which |
| 4.7 | 4.0 | 3.8 | 7.5 | 8.2 | 10.2 | 10.8 | 4.4 | 4.7 | 5.0 | 5.1 | to credit institutions |
| 8.5 | 9.5 | 8.6 | 12.9 | 11.7 | 12.3 | 12.3 | 7.4 | 7.7 | 8.9 | 10.2 | Trade creditors |
| | | | | | | | | | | | Long-term |
| 6.3 | 5.6 | 5.4 | 8.0 | 7.7 | 4.5 | 4.4 | 4.7 | 4.9 | 5.7 | 6.1 | of which |
| 2.4 | 5.6 | 6.2 | 12.7 | 13.0 | 61.6 | 65.9 | 7.7 | 7.6 | 13.0 | 13.7 | to credit institutions |
| 0.6 | 2.8 | 3.0 | 7.2 | 7.2 | 37.0 | 39.8 | 3.5 | 3.5 | 5.7 | 5.9 | Provisions ⁸ |
| | | | | | | | | | | | of which |
| | | | | | | | | | | | Provisions for pensions |
| 24.3 | 27.4 | 27.4 | 50.4 | 52.0 | 116.2 | 125.0 | 32.6 | 33.6 | 43.3 | 45.3 | Borrowed funds |
| 0.0 | 0.0 | 0.0 | 0.6 | 0.6 | 0.1 | 0.1 | 0.0 | 0.0 | 0.1 | 0.0 | Deferred income |
| 27.4 | 35.6 | 34.8 | 58.1 | 60.8 | 193.4 | 209.3 | 41.6 | 42.9 | 58.1 | 60.5 | Balance sheet total ⁶ |
| 47.3 | 49.4 | 55.8 | 98.8 | 103.1 | 203.0 | 214.4 | 70.7 | 75.6 | 77.5 | 78.0 | II. Profit and loss account |
| 0.5 | 0.1 | 0.6 | 0.2 | 0.3 | 0.1 | 0.8 | 0.3 | 0.6 | 0.1 | 1.1 | Turnover |
| 47.9 | 49.5 | 56.4 | 99.1 | 103.4 | 203.1 | 215.1 | 71.0 | 76.3 | 77.6 | 79.1 | Change in stocks of own products ⁹ |
| 0.1 | 0.3 | 0.2 | 0.9 | 0.8 | 2.3 | 2.2 | 0.3 | 0.3 | 0.6 | 0.6 | Total output |
| 1.5 | 2.5 | 2.2 | 6.5 | 6.4 | 15.5 | 15.1 | 3.3 | 3.1 | 5.1 | 4.5 | Interest received |
| | | | | | | | | | | | Other income |
| 49.4 | 52.3 | 58.9 | 106.4 | 110.6 | 220.9 | 232.4 | 74.6 | 79.7 | 83.2 | 84.2 | Total income |
| 25.7 | 26.4 | 31.4 | 38.2 | 41.1 | 96.5 | 102.8 | 34.9 | 39.3 | 33.9 | 35.0 | Cost of materials |
| 12.2 | 11.6 | 12.3 | 32.2 | 32.9 | 52.0 | 53.5 | 20.0 | 20.6 | 20.6 | 21.1 | Labour cost ¹⁰ |
| 2.3 | 3.2 | 3.1 | 5.7 | 5.5 | 14.0 | 12.5 | 3.9 | 4.0 | 5.5 | 5.4 | Depreciation |
| 2.0 | 3.0 | 2.9 | 4.8 | 4.9 | 11.5 | 11.1 | 3.6 | 3.5 | 5.2 | 5.1 | of tangible fixed assets |
| 0.3 | 0.2 | 0.2 | 0.8 | 0.6 | 2.5 | 1.3 | 0.2 | 0.5 | 0.3 | 0.4 | Other ¹¹ |
| 1.1 | 1.1 | 1.1 | 2.0 | 2.0 | 2.6 | 2.7 | 1.3 | 1.2 | 1.4 | 1.4 | Interest paid |
| 0.5 | 0.6 | 0.5 | 1.4 | 1.3 | 4.1 | 5.7 | 1.0 | 0.9 | 1.9 | 1.9 | Taxes |
| 0.4 | 0.5 | 0.4 | 1.3 | 1.2 | 3.5 | 5.1 | 0.8 | 0.8 | 1.7 | 1.7 | on income and earnings ¹² |
| 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.6 | 0.6 | 0.1 | 0.1 | 0.2 | 0.2 | Other ¹³ |
| 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | of which: Excise taxes |
| 6.7 | 8.9 | 10.3 | 24.6 | 25.2 | 44.5 | 47.7 | 12.3 | 12.5 | 16.1 | 16.4 | Other cost |
| 48.4 | 51.8 | 58.6 | 104.0 | 108.0 | 213.7 | 224.9 | 73.3 | 78.5 | 79.4 | 81.1 | Total cost |
| 1.0 | 0.5 | 0.3 | 2.4 | 2.6 | 7.2 | 7.6 | 1.3 | 1.2 | 3.8 | 3.1 | Profit for the year ¹⁴ |
| 1.4 | 1.0 | 1.0 | 4.3 | 4.2 | 11.5 | 14.9 | 2.6 | 2.3 | 6.0 | 5.6 | Annual result before taxes on income ¹⁵ |

brought forward less adjustments to capital accounts. — ⁸ Including pro rata share of special reserves. — ⁹ Including other capitalised production. — ¹⁰ Wages, salaries, social security contributions and voluntary social security expenditure. — ¹¹ Write-downs of current

and financial assets — ¹² In the case of partnerships and sole proprietorships trade earnings tax only. — ¹³ Including trading capital tax. — ¹⁴ Total income less total cost. — ¹⁵ Profit for the year before profit and loss transfers and before taxes on income and earnings.

West German enterprises' balance sheet and profit and loss account, by economic sector * (cont'd)

DM billion

| Item | Manufacturing sector (cont'd); of which | | | | | | | | | | | |
|--|---|-------|--|-------|---|-------|--|-------|---|------|---------------------------------|--|
| | Manufacture of basic metals | | Manufacture of fabricated metal products | | Manufacture of machinery and equipment n.e.c. | | Manufacture of electrical machinery and apparatus n.e.c. | | Manufacture of electrical and optical instruments | | Manu- of vehicles, and trailers | |
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| I. Balance sheet | | | | | | | | | | | | |
| Assets | | | | | | | | | | | | |
| Tangible fixed assets ³ | 21.5 | 19.9 | 30.7 | 30.4 | 34.7 | 34.1 | 19.5 | 20.2 | 6.8 | 6.8 | 39.2 | |
| Stocks ⁴ | 15.2 | 15.4 | 29.5 | 31.6 | 60.0 | 66.3 | 31.7 | 32.7 | 10.0 | 10.8 | 23.0 | |
| of which | | | | | | | | | | | | |
| Raw materials and consumables | 4.8 | 4.6 | 6.7 | 7.4 | 12.0 | 13.6 | 6.4 | 7.2 | 2.5 | 2.7 | 5.8 | |
| Work in progress | 4.6 | 4.8 | 10.9 | 11.1 | 26.9 | 28.9 | 6.7 | 6.8 | 3.5 | 3.6 | 6.2 | |
| Finished goods, goods for resale | 5.3 | 5.7 | 8.3 | 9.5 | 12.4 | 14.4 | 7.8 | 8.7 | 3.5 | 3.6 | 10.8 | |
| Non-financial assets | 36.7 | 35.3 | 60.2 | 61.9 | 94.7 | 100.4 | 51.2 | 52.9 | 16.8 | 17.5 | 62.1 | |
| Cash ⁵ | 1.7 | 1.7 | 5.1 | 5.0 | 11.7 | 10.8 | 4.3 | 4.4 | 1.9 | 1.5 | 15.6 | |
| Debtors | 21.3 | 21.1 | 34.2 | 35.0 | 70.6 | 76.6 | 44.5 | 46.3 | 11.4 | 12.0 | 41.9 | |
| Short-term | 19.5 | 19.5 | 31.9 | 32.6 | 67.8 | 72.5 | 42.9 | 45.0 | 10.7 | 11.2 | 39.5 | |
| of which | | | | | | | | | | | | |
| Trade debtors | 9.0 | 9.1 | 18.0 | 18.8 | 34.8 | 37.2 | 17.8 | 19.4 | 6.1 | 6.3 | 13.1 | |
| Long-term | 1.8 | 1.6 | 2.3 | 2.5 | 2.8 | 4.2 | 1.6 | 1.3 | 0.8 | 0.8 | 2.4 | |
| Investments | 0.4 | 0.4 | 1.0 | 1.0 | 5.2 | 5.1 | 14.0 | 15.0 | 1.1 | 0.8 | 4.3 | |
| Participating interests | 9.4 | 10.3 | 7.8 | 8.0 | 20.2 | 19.3 | 25.4 | 26.3 | 2.0 | 2.4 | 27.2 | |
| Financial assets | 32.8 | 33.5 | 48.1 | 49.1 | 107.7 | 111.8 | 88.2 | 92.0 | 16.3 | 16.7 | 89.0 | |
| Prepayments | 0.1 | 0.1 | 0.4 | 0.4 | 0.5 | 0.5 | 0.2 | 0.1 | 0.1 | 0.1 | 0.4 | |
| Balance sheet total ⁶ | 69.6 | 68.9 | 108.7 | 111.5 | 202.9 | 212.7 | 139.6 | 145.0 | 33.2 | 34.3 | 151.6 | |
| Liabilities | | | | | | | | | | | | |
| Own funds ^{7, 8} | 16.8 | 18.8 | 16.9 | 17.6 | 42.5 | 43.9 | 34.1 | 36.6 | 6.3 | 6.6 | 39.0 | |
| Creditors | 30.7 | 29.0 | 70.6 | 72.4 | 111.8 | 118.2 | 58.3 | 59.9 | 18.1 | 18.4 | 44.8 | |
| Short-term | 23.3 | 22.2 | 50.3 | 51.7 | 90.8 | 97.4 | 48.9 | 49.8 | 13.0 | 13.2 | 38.7 | |
| of which | | | | | | | | | | | | |
| to credit institutions | 2.9 | 3.5 | 10.3 | 11.4 | 14.8 | 15.6 | 5.3 | 6.0 | 3.0 | 3.0 | 5.0 | |
| Trade creditors | 5.8 | 5.4 | 13.0 | 13.4 | 17.7 | 19.6 | 8.5 | 9.6 | 2.8 | 3.0 | 16.2 | |
| Long-term | 7.4 | 6.8 | 20.3 | 20.7 | 21.0 | 20.8 | 9.4 | 10.2 | 5.1 | 5.3 | 6.0 | |
| of which | | | | | | | | | | | | |
| to credit institutions | 3.8 | 3.6 | 11.9 | 11.9 | 11.3 | 11.0 | 4.3 | 4.3 | 2.7 | 2.8 | 2.7 | |
| Provisions ⁸ | 22.1 | 21.1 | 21.2 | 21.4 | 48.3 | 50.3 | 47.0 | 48.4 | 8.8 | 9.3 | 67.5 | |
| of which | | | | | | | | | | | | |
| Provisions for pensions | 12.8 | 12.2 | 10.9 | 11.2 | 21.8 | 22.5 | 21.8 | 22.2 | 5.2 | 5.5 | 29.2 | |
| Borrowed funds | 52.8 | 50.1 | 91.8 | 93.8 | 160.2 | 168.6 | 105.3 | 108.3 | 26.9 | 27.8 | 112.3 | |
| Deferred income | 0.0 | 0.0 | 0.1 | 0.1 | 0.3 | 0.2 | 0.1 | 0.1 | 0.0 | 0.0 | 0.3 | |
| Balance sheet total ⁶ | 69.6 | 68.9 | 108.7 | 111.5 | 202.9 | 212.7 | 139.6 | 145.0 | 33.2 | 34.3 | 151.6 | |
| II. Profit and loss account | | | | | | | | | | | | |
| Turnover | 101.2 | 109.2 | 162.9 | 173.9 | 250.3 | 268.3 | 154.1 | 165.7 | 46.9 | 49.2 | 269.7 | |
| Change in stocks of own products ⁹ | 0.1 | 1.5 | 0.7 | 2.5 | 0.0 | 5.0 | 0.4 | 1.0 | 0.1 | 0.4 | 0.3 | |
| Total output | 101.2 | 110.7 | 163.5 | 176.4 | 250.3 | 273.3 | 154.5 | 166.7 | 47.0 | 49.6 | 269.9 | |
| Interest received | 0.5 | 0.5 | 0.9 | 0.8 | 2.5 | 2.3 | 3.5 | 2.4 | 0.3 | 0.3 | 2.7 | |
| Other income | 6.1 | 5.3 | 6.6 | 6.3 | 15.2 | 15.8 | 9.1 | 15.0 | 2.4 | 2.4 | 12.6 | |
| Total income | 107.8 | 116.6 | 171.1 | 183.6 | 268.0 | 291.4 | 167.1 | 184.1 | 49.7 | 52.3 | 285.3 | |
| Cost of materials | 62.6 | 69.3 | 75.9 | 83.9 | 121.1 | 138.4 | 85.2 | 93.0 | 20.9 | 22.1 | 162.6 | |
| Labour cost ¹⁰ | 24.9 | 23.9 | 52.0 | 55.0 | 82.7 | 86.4 | 49.0 | 49.4 | 16.7 | 17.4 | 65.7 | |
| Depreciation | 5.2 | 4.9 | 8.1 | 8.3 | 10.3 | 10.0 | 7.5 | 7.3 | 2.0 | 1.9 | 16.3 | |
| of tangible fixed assets | 4.8 | 4.4 | 7.5 | 7.5 | 8.9 | 8.5 | 6.1 | 6.1 | 1.8 | 1.7 | 13.9 | |
| Other ¹¹ | 0.5 | 0.5 | 0.6 | 0.8 | 1.4 | 1.5 | 1.4 | 1.3 | 0.3 | 0.3 | 2.4 | |
| Interest paid | 1.4 | 1.4 | 3.1 | 3.0 | 4.1 | 3.9 | 3.0 | 2.7 | 0.9 | 0.8 | 2.2 | |
| Taxes | 0.7 | 1.2 | 2.2 | 2.2 | 3.6 | 3.7 | 1.4 | 2.0 | 0.6 | 0.8 | 1.8 | |
| on income and earnings ¹² | 0.5 | 1.0 | 1.9 | 2.0 | 3.2 | 3.1 | 1.1 | 1.7 | 0.5 | 0.7 | 1.2 | |
| Other ¹³ | 0.2 | 0.2 | 0.3 | 0.3 | 0.5 | 0.5 | 0.3 | 0.3 | 0.1 | 0.1 | 0.6 | |
| of which: Excise taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Other cost | 12.6 | 13.2 | 25.3 | 26.6 | 42.0 | 44.5 | 19.0 | 26.5 | 8.1 | 8.6 | 34.6 | |
| Total cost | 107.4 | 113.8 | 166.6 | 179.0 | 263.9 | 286.8 | 165.1 | 181.0 | 49.1 | 51.6 | 283.2 | |
| Profit for the year ¹⁴ | 0.4 | 2.8 | 4.4 | 4.6 | 4.1 | 4.6 | 2.0 | 3.1 | 0.6 | 0.8 | 2.1 | |
| Annual result before taxes on income ¹⁵ | 0.9 | 4.0 | 6.2 | 6.6 | 7.2 | 6.8 | 2.3 | 3.0 | 1.1 | 1.6 | 5.4 | |

* Expanded figures for the former Federal territory including Berlin (west) on the basis of partly estimated turnover according to the turnover tax statistics of the Federal Statistical Office. — 1 Including repair of motor vehicles and motorcycles and personal and household

goods. — 2 Excluding communication. — 3 Including intangible assets — 4 Including contracts in progress — 5 Notes and coins and bank balances. — 6 Less adjustments to capital accounts — 7 Capital, reserves and profit brought forward less adjustments to capital

Deutsche Bundesbank

| Manufacture of motor vehicles and trailers, semi-trailers | Electricity, gas and water supply | | Construction | | Wholesale trade and commission trade | | Retail trade (including sale of motor vehicles and automotive fuel) 1 | | Transport 2 (excluding transport via railways) | | Item |
|--|--|--|---|---|---|--|---|---|---|---|---|
| | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| 38.5 24.5 | 161.6 11.5 | 161.3 10.2 | 43.0 148.3 | 46.3 144.9 | 69.3 119.2 | 68.4 126.5 | 79.3 145.3 | 80.8 149.8 | 77.2 4.1 | 73.5 2.8 | I. Balance Sheet Assets |
| 5.8 6.5 11.9 | 7.4 0.7 1.8 | 6.9 0.4 1.6 | 6.3 28.3 10.5 | 6.4 29.9 11.6 | 5.9 2.5 106.4 | 6.3 3.7 112.6 | 4.6 1.0 138.0 | 3.9 1.3 143.2 | 2.4 0.6 0.6 | 1.1 0.8 0.5 | Tangible fixed assets 3 Stocks 4 of which Raw materials and consumables Work in progress Finished goods, goods for resale |
| 62.9 14.0 46.7 42.0 | 173.0 15.3 75.1 66.4 | 171.5 15.0 72.6 63.3 | 191.3 19.7 91.9 86.6 | 191.2 17.0 93.4 87.8 | 188.4 24.9 209.8 198.7 | 194.9 26.4 214.5 204.3 | 224.6 13.9 88.6 81.3 | 230.6 15.5 90.5 83.3 | 81.3 6.8 41.6 36.9 | 76.3 8.7 40.5 34.3 | Non-financial assets Cash 5 Debtors Short-term of which Trade debtors Long-term Investments Participating interests |
| 12.9 4.7 6.0 32.7 | 26.6 8.7 34.0 49.0 | 26.5 9.3 38.1 46.3 | 54.9 5.3 8.1 6.3 | 55.7 5.6 7.5 6.7 | 123.8 11.1 4.1 29.2 | 127.0 10.3 4.4 26.1 | 44.1 7.3 1.0 12.9 | 44.0 7.2 0.9 15.0 | 19.3 4.6 0.5 7.1 | 18.8 6.1 0.7 8.0 | Financial assets Prepayments |
| 99.4 0.4 | 173.4 1.1 | 171.9 1.4 | 126.1 4.1 | 124.5 4.1 | 268.1 1.4 | 271.4 1.4 | 116.4 1.5 | 121.8 1.6 | 55.9 1.3 | 57.9 1.3 | Balance sheet total 6 |
| 162.7 | 347.6 | 344.8 | 321.5 | 319.8 | 458.0 | 467.6 | 342.5 | 354.0 | 138.5 | 135.5 | Liabilities Own funds 7, 8 Creditors Short-term of which to credit institutions Trade creditors Long-term of which to credit institutions Provisions 8 of which Provisions for pensions |
| 40.7 51.2 44.5 | 82.3 126.4 70.9 | 91.9 110.0 63.4 | 19.1 267.3 231.9 | 18.9 266.5 228.5 | 66.9 345.5 277.2 | 68.1 353.4 285.9 | 12.2 301.4 210.8 | 11.6 313.3 216.5 | 18.5 98.2 52.8 | 21.8 91.0 52.3 | |
| 5.4 17.3 6.7 | 6.0 14.6 55.5 | 5.1 15.2 46.6 | 26.8 44.8 35.4 | 31.7 45.5 38.0 | 63.0 108.9 68.4 | 65.3 113.1 67.5 | 66.7 82.2 90.5 | 68.2 84.7 96.8 | 13.5 18.7 45.4 | 12.4 19.2 38.7 | |
| 3.1 70.5 | 28.2 131.6 | 22.8 137.0 | 25.0 34.7 | 27.1 34.1 | 38.6 44.9 | 39.2 45.4 | 63.4 28.2 | 71.1 28.5 | 30.3 21.3 | 29.0 22.0 | |
| 31.6 | 32.6 | 32.2 | 7.6 | 7.6 | 16.2 | 16.2 | 11.0 | 11.0 | 9.0 | 8.7 | |
| 121.7 0.3 | 257.9 7.3 | 247.1 5.9 | 302.0 0.4 | 300.6 0.4 | 390.4 0.7 | 398.8 0.7 | 329.6 0.7 | 341.8 0.7 | 119.5 0.5 | 113.1 0.6 | Borrowed funds Deferred income |
| 162.7 | 347.6 | 344.8 | 321.5 | 319.8 | 458.0 | 467.6 | 342.5 | 354.0 | 138.5 | 135.5 | Balance sheet total 6 |
| 284.0 | 232.2 | 237.1 | 387.0 | 392.8 | 1,185.1 | 1,212.9 | 837.9 | 853.2 | 168.0 | 171.2 | II. Profit and loss account Turnover Change in stocks of own products 9 |
| 0.9 | 1.5 | 1.3 | 20.5 | 13.5 | 0.7 | 0.7 | 1.2 | 0.5 | 0.3 | 0.4 | |
| 285.0 3.0 15.2 | 233.7 5.0 16.7 | 238.4 4.8 16.6 | 407.5 2.3 12.0 | 406.3 2.1 12.1 | 1,185.8 5.6 32.5 | 1,213.6 5.3 33.1 | 839.1 2.6 25.1 | 853.7 2.5 24.3 | 168.3 1.0 18.6 | 171.5 1.2 17.4 | Total output Interest received Other income |
| 303.1 177.0 68.1 14.8 13.1 1.7 1.9 2.3 1.8 0.5 0.0 36.2 | 255.3 147.6 34.0 22.8 22.0 0.8 4.4 7.2 5.7 1.5 0.5 32.8 | 259.8 148.4 35.1 22.0 21.6 0.5 3.8 9.2 7.7 1.5 0.5 35.6 | 421.7 201.5 139.5 15.7 13.5 2.3 6.5 4.1 3.3 0.8 0.0 48.2 | 420.6 203.3 139.0 15.3 12.8 2.5 6.8 3.4 2.6 0.8 0.0 49.3 | 1,223.9 953.1 99.7 20.8 16.1 4.7 14.7 21.5 6.9 14.6 11.1 100.3 | 1,252.0 977.6 103.9 20.0 15.3 4.7 14.2 21.1 6.9 14.2 10.3 101.5 | 866.8 594.5 112.2 18.4 16.7 1.8 15.9 7.7 3.3 4.5 3.7 105.6 | 880.5 607.8 113.5 18.9 17.0 1.9 15.6 7.1 3.0 4.1 3.3 107.7 | 187.9 69.3 49.9 17.5 16.7 0.8 5.1 2.3 1.1 1.2 0.0 40.2 | 190.1 72.5 49.8 16.8 16.0 0.8 4.6 2.3 1.2 1.1 0.0 40.9 | Total income Cost of materials Labour cost 10 Depreciation of tangible fixed assets Other 11 Interest paid Taxes on income and earnings 12 Other 13 of which: Excise taxes Other cost |
| 300.3 2.9 7.4 | 248.8 6.5 14.8 | 254.1 5.7 17.3 | 415.5 6.2 9.6 | 417.1 3.5 6.2 | 1,210.2 13.7 22.7 | 1,238.4 13.6 22.4 | 854.4 12.4 15.6 | 870.5 10.0 13.3 | 184.3 3.6 0.6 | 186.9 3.2 0.0 | Total cost Profit for the year 14 Annual result before taxes on income 15 |

accounts. — 8 Including pro rata share of special reserves. — 9 Including other capitalised production. — 10 Wages, salaries, social security contributions and voluntary social security expenditure. — 11 Write-downs of current and financial assets. — 12 In the case of

partnerships and sole proprietorships trade earnings tax only. — 13 Including trading capital tax. — 14 Total income less total cost. — 15 Profit for the year before profit and loss transfers and before taxes on income and earnings.

Selected ratios *

| Item | All enterprises ¹ | | Manufacturing | | of which | | | | | | | |
|--|-------------------------------------|-------|---------------|-------|--|-------|-------------------------|-------|---------------------------------|-------|---------------|--|
| | | | | | Manufacture of food products and beverages | | Manufacture of textiles | | Manufacture of textile products | | Manu- of wood | |
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| I. Balance sheet ratios | % of balance sheet total (adjusted) | | | | | | | | | | | |
| Assets | | | | | | | | | | | | |
| Tangible fixed assets ³ | 25.7 | 25.2 | 24.2 | 23.4 | 37.1 | 36.0 | 26.5 | 25.3 | 14.4 | 15.3 | 36.5 | |
| Stocks ⁴ | 23.8 | 24.0 | 21.2 | 21.7 | 18.3 | 18.4 | 30.7 | 30.4 | 39.3 | 38.0 | 29.0 | |
| Cash ⁵ | 5.1 | 5.0 | 5.4 | 5.1 | 3.5 | 3.7 | 4.3 | 4.0 | 6.4 | 5.9 | 4.5 | |
| Debtors | 31.5 | 31.6 | 31.2 | 31.3 | 30.3 | 30.3 | 31.3 | 32.4 | 35.1 | 35.8 | 25.9 | |
| Short-term | 29.1 | 29.1 | 29.0 | 28.9 | 26.0 | 26.6 | 28.9 | 29.8 | 32.8 | 33.9 | 24.4 | |
| Long-term | 2.4 | 2.5 | 2.2 | 2.4 | 4.3 | 3.8 | 2.5 | 2.6 | 2.3 | 1.9 | 1.5 | |
| Investments | 3.0 | 3.1 | 3.0 | 3.0 | 0.8 | 1.0 | 0.7 | 0.7 | 0.2 | 0.1 | 0.4 | |
| Participating interests | 10.5 | 10.7 | 14.8 | 15.3 | 9.6 | 10.2 | 6.0 | 6.8 | 4.3 | 4.6 | 3.1 | |
| Liabilities | | | | | | | | | | | | |
| Own funds (adjusted) ⁶ | 17.6 | 18.1 | 23.3 | 23.5 | 19.0 | 18.3 | 20.6 | 20.3 | 16.8 | 18.0 | 10.8 | |
| Creditors | 60.1 | 59.5 | 49.6 | 49.6 | 65.5 | 65.4 | 63.9 | 64.3 | 71.9 | 71.0 | 80.3 | |
| Short-term | 44.8 | 44.7 | 37.3 | 37.5 | 43.8 | 42.9 | 44.6 | 45.4 | 52.9 | 52.7 | 49.7 | |
| Long-term | 15.4 | 14.9 | 12.2 | 12.0 | 21.7 | 22.6 | 19.2 | 18.8 | 19.0 | 18.3 | 30.6 | |
| Provisions ⁶ | 21.9 | 22.0 | 26.9 | 26.8 | 15.4 | 16.1 | 15.5 | 15.3 | 11.2 | 11.0 | 8.9 | |
| of which: Provisions for pensions | 8.7 | 8.8 | 13.0 | 13.0 | 5.9 | 6.6 | 6.9 | 7.3 | 3.6 | 4.0 | 2.3 | |
| Memo item: Turnover | 160.1 | 162.4 | 147.0 | 150.1 | 191.0 | 193.5 | 162.9 | 157.8 | 220.5 | 210.6 | 169.4 | |
| II. Profit and loss account ratios | % of total output | | | | | | | | | | | |
| Turnover | 99.5 | 99.4 | 99.8 | 99.4 | 99.9 | 100.1 | 100.0 | 99.9 | 99.7 | 100.1 | 99.1 | |
| Change in stocks of own products ⁷ | 0.5 | 0.6 | 0.2 | 0.6 | 0.1 | -0.1 | 0.0 | 0.1 | 0.3 | -0.1 | 0.9 | |
| Total output | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | |
| Interest received | 0.7 | 0.7 | 0.9 | 0.8 | 0.5 | 0.4 | 0.5 | 0.5 | 0.4 | 0.4 | 0.3 | |
| Other income | 4.5 | 4.5 | 5.4 | 5.4 | 4.6 | 4.2 | 5.8 | 5.1 | 3.0 | 3.1 | 2.7 | |
| Total income | 105.2 | 105.1 | 106.3 | 106.2 | 105.1 | 104.6 | 106.2 | 105.5 | 103.4 | 103.6 | 103.0 | |
| Cost of materials | 61.6 | 62.1 | 51.9 | 52.8 | 62.2 | 62.3 | 54.9 | 56.6 | 60.0 | 60.3 | 51.8 | |
| Labour costs ⁸ | 19.6 | 19.3 | 25.0 | 24.2 | 14.2 | 14.4 | 26.4 | 26.2 | 20.1 | 19.9 | 25.8 | |
| Depreciation of tangible fixed assets | 3.6 | 3.4 | 4.3 | 4.0 | 4.1 | 4.1 | 4.4 | 4.0 | 1.5 | 1.5 | 4.7 | |
| Other depreciation ⁹ | 0.5 | 0.4 | 0.6 | 0.5 | 0.4 | 0.4 | 0.7 | 0.4 | 0.4 | 0.4 | 0.4 | |
| Interest paid | 1.6 | 1.5 | 1.5 | 1.4 | 1.7 | 1.5 | 2.1 | 2.0 | 1.7 | 1.6 | 2.4 | |
| Taxes | 3.0 | 3.2 | 4.9 | 5.2 | 2.7 | 2.7 | 1.0 | 0.9 | 1.2 | 1.2 | 1.1 | |
| on income and earnings ¹⁰ | 0.8 | 0.9 | 1.0 | 1.1 | 0.8 | 0.7 | 0.8 | 0.7 | 1.1 | 1.0 | 0.9 | |
| Other cost | 13.6 | 13.7 | 16.2 | 16.2 | 17.6 | 17.5 | 15.7 | 14.8 | 16.1 | 16.7 | 14.2 | |
| Total cost | 103.5 | 103.5 | 104.3 | 104.2 | 102.9 | 102.9 | 105.2 | 105.0 | 101.0 | 101.6 | 100.5 | |
| Profit for the year | 1.7 | 1.6 | 1.9 | 2.0 | 2.2 | 1.7 | 1.1 | 0.6 | 2.4 | 1.9 | 2.5 | |
| Annual result ¹¹ | 1.8 | 1.7 | 2.0 | 2.2 | 2.4 | 1.9 | 1.1 | 0.5 | 2.7 | 2.4 | 2.6 | |
| Annual result before taxes on income ¹² | 2.6 | 2.6 | 3.0 | 3.3 | 3.2 | 2.6 | 1.8 | 1.1 | 3.7 | 3.4 | 3.6 | |
| Internally generated funds ¹³ | . | 5.9 | . | 7.1 | . | 6.6 | . | 4.8 | . | 4.1 | . | |
| III. Other ratios | % of turnover | | | | | | | | | | | |
| Stocks | 14.8 | 14.8 | 14.4 | 14.4 | 9.6 | 9.5 | 18.8 | 19.3 | 17.8 | 18.0 | 17.1 | |
| Short-term debtors | 18.2 | 17.9 | 19.7 | 19.3 | 13.6 | 13.7 | 17.7 | 18.9 | 14.9 | 16.1 | 14.4 | |
| Own funds (adjusted) | 68.6 | 71.9 | 96.7 | 100.4 | 51.1 | 51.0 | 77.6 | 80.4 | 116.9 | 118.1 | 29.5 | |
| Long-term liabilities ¹⁴ | 165.1 | 168.8 | 204.3 | 210.5 | 128.9 | 135.3 | 181.6 | 189.5 | 276.8 | 266.0 | 121.8 | |
| Long-term liabilities ¹⁴ | 108.2 | 108.7 | 118.9 | 118.7 | 93.4 | 96.9 | 135.7 | 136.5 | 188.7 | 185.7 | 108.1 | |
| Liquid funds ¹⁶ and short-term debtors | 81.8 | 81.6 | 99.2 | 97.4 | 68.8 | 72.4 | 74.9 | 75.1 | 74.3 | 75.7 | 59.0 | |
| Liquid funds ¹⁶ , short-term debtors and stocks | 134.9 | 135.4 | 156.0 | 155.2 | 110.7 | 115.4 | 143.7 | 142.1 | 148.5 | 147.7 | 117.5 | |
| Internally generated funds ¹³ | . | 12.5 | . | 14.8 | . | 16.4 | . | 10.1 | . | 11.4 | . | |
| Annual result ¹¹ and interest paid | 5.4 | 5.2 | 5.2 | 5.4 | 7.8 | 6.5 | 5.2 | 3.8 | 9.7 | 8.4 | 8.6 | |

* Calculated from expanded figures. — ¹ Electricity, gas and water supply, mining, manufacturing, construction, wholesale and retail trade and transport. — ² Including reproduction of recorded media. — ³ Including intangible assets. — ⁴ Including contracts in progress. — ⁵ Notes and coins and bank balances. — ⁶ Including pro

rata share of special reserves. — ⁷ Including other capitalised production. — ⁸ Wages, salaries, social security contributions and voluntary social security expenditure. — ⁹ Write-downs of current and financial assets. — ¹⁰ In the case of partnerships and sole proprietorships trade earnings tax only. — ¹¹ Profit for the year before profit

Deutsche Bundesbank

| facture and products | Manufacture of pulp, paper and paper products | | Publishing and printing ² | | Manufacture of chemicals and chemical products | | Manufacture of rubber and plastic products | | Manufacture of other non-metallic mineral products | | Item |
|---|---|-------|--------------------------------------|-------|--|-------|--|-------|--|-------|--|
| | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| % of balance sheet total (adjusted) | | | | | | | | | | | I. Balance sheet ratios |
| 36.1 | 39.2 | 40.2 | 31.4 | 30.1 | 21.6 | 20.5 | 32.2 | 31.2 | 32.4 | 35.3 | Assets |
| 31.4 | 16.7 | 19.9 | 13.4 | 14.1 | 12.4 | 12.5 | 20.1 | 20.9 | 15.9 | 17.0 | Tangible fixed assets ³ |
| 4.1 | 4.1 | 4.6 | 6.6 | 6.6 | 5.1 | 4.1 | 3.9 | 4.1 | 8.0 | 7.8 | Stocks ⁴ |
| 24.8 | 25.2 | 25.0 | 37.3 | 38.8 | 25.7 | 25.0 | 33.1 | 33.4 | 26.0 | 23.6 | Cash ⁵ |
| 22.7 | 22.5 | 23.5 | 33.6 | 35.3 | 23.4 | 22.1 | 30.9 | 31.0 | 23.8 | 21.7 | Debtors |
| 2.1 | 2.7 | 1.6 | 3.7 | 3.6 | 2.3 | 2.9 | 2.2 | 2.3 | 2.3 | 1.9 | Short-term |
| 0.5 | 1.3 | 1.2 | 1.3 | 1.6 | 4.4 | 3.4 | 0.5 | 0.5 | 0.9 | 0.9 | Long-term |
| 2.5 | 13.2 | 8.9 | 9.3 | 8.2 | 30.6 | 34.4 | 9.8 | 9.6 | 16.6 | 15.0 | Investments |
| 11.2 | 23.0 | 21.2 | 12.4 | 13.6 | 39.9 | 40.2 | 21.5 | 21.7 | 25.3 | 25.1 | Participating interests |
| 80.2 | 61.1 | 61.0 | 64.8 | 64.1 | 28.2 | 28.3 | 59.8 | 60.5 | 52.3 | 52.3 | Liabilities |
| 49.2 | 34.4 | 36.3 | 42.6 | 44.8 | 21.9 | 22.4 | 41.9 | 42.5 | 36.9 | 35.4 | Own funds (adjusted) ⁶ |
| 30.9 | 26.7 | 24.8 | 22.2 | 19.3 | 6.4 | 5.9 | 17.9 | 18.0 | 15.4 | 16.9 | Creditors |
| 8.6 | 15.9 | 17.8 | 21.9 | 21.4 | 31.9 | 31.5 | 18.6 | 17.8 | 22.3 | 22.6 | Short-term |
| 2.3 | 8.0 | 8.7 | 12.3 | 11.9 | 19.1 | 19.0 | 8.4 | 8.1 | 9.9 | 9.8 | Long-term |
| 172.8 | 139.0 | 160.5 | 170.0 | 169.6 | 105.0 | 102.4 | 169.8 | 176.1 | 133.4 | 128.9 | Provisions ⁶ |
| | | | | | | | | | | | of which: Provisions for pensions |
| | | | | | | | | | | | Memo item: Turnover |
| % of total output | | | | | | | | | | | II. Profit and loss account ratios |
| 98.9 | 99.9 | 98.9 | 99.8 | 99.7 | 99.9 | 99.6 | 99.6 | 99.2 | 99.9 | 98.6 | Turnover |
| 1.1 | 0.1 | 1.1 | 0.2 | 0.3 | 0.1 | 0.4 | 0.4 | 0.8 | 0.1 | 1.4 | Change in stocks of own products ⁷ |
| 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | Total output |
| 0.3 | 0.6 | 0.4 | 0.9 | 0.7 | 1.1 | 1.0 | 0.5 | 0.4 | 0.8 | 0.7 | Interest received |
| 3.0 | 5.1 | 3.9 | 6.6 | 6.2 | 7.6 | 7.0 | 4.6 | 4.1 | 6.5 | 5.7 | Other income |
| 103.3 | 105.7 | 104.4 | 107.4 | 106.9 | 108.8 | 108.0 | 105.1 | 104.5 | 107.3 | 106.5 | Total income |
| 53.7 | 53.3 | 55.6 | 38.6 | 39.7 | 47.5 | 47.8 | 49.1 | 51.5 | 43.7 | 44.2 | Cost of materials |
| 25.4 | 23.3 | 21.7 | 32.5 | 31.8 | 25.6 | 24.9 | 28.2 | 27.0 | 26.5 | 26.6 | Labour costs ⁸ |
| 4.2 | 6.1 | 5.2 | 4.9 | 4.8 | 5.6 | 5.2 | 5.1 | 4.6 | 6.7 | 6.4 | Depreciation of tangible fixed assets |
| 0.6 | 0.4 | 0.4 | 0.8 | 0.6 | 1.3 | 0.6 | 0.3 | 0.6 | 0.4 | 0.4 | Other depreciation ⁹ |
| 2.3 | 2.3 | 2.0 | 2.0 | 1.9 | 1.3 | 1.2 | 1.8 | 1.6 | 1.9 | 1.7 | Interest paid |
| 1.0 | 1.1 | 0.9 | 1.4 | 1.3 | 2.0 | 2.7 | 1.4 | 1.2 | 2.5 | 2.4 | Taxes |
| 0.8 | 0.9 | 0.7 | 1.3 | 1.1 | 1.7 | 2.4 | 1.2 | 1.1 | 2.2 | 2.1 | on income and earnings ¹⁰ |
| 14.0 | 17.9 | 18.2 | 24.8 | 24.4 | 21.9 | 22.2 | 17.3 | 16.4 | 20.7 | 20.8 | Other cost |
| 101.2 | 104.6 | 103.9 | 105.0 | 104.4 | 105.2 | 104.5 | 103.2 | 103.0 | 102.4 | 102.5 | Total cost |
| 2.1 | 1.1 | 0.5 | 2.4 | 2.5 | 3.5 | 3.5 | 1.9 | 1.5 | 4.9 | 3.9 | Profit for the year |
| % of turnover | | | | | | | | | | | III. Other ratios |
| 2.2 | 1.0 | 1.1 | 3.1 | 3.0 | 3.9 | 4.6 | 2.4 | 2.0 | 5.6 | 5.0 | Stocks |
| 3.1 | 1.9 | 1.8 | 4.4 | 4.1 | 5.7 | 7.0 | 3.6 | 3.0 | 7.8 | 7.1 | Short-term debtors |
| 6.9 | . | 7.7 | . | 8.6 | . | 12.5 | . | 7.0 | . | 12.8 | Own funds (adjusted) |
| 18.2 | 12.0 | 12.4 | 7.9 | 8.3 | 11.8 | 12.2 | 11.8 | 11.9 | 11.9 | 13.2 | Long-term liabilities ¹⁴ |
| 13.2 | 16.2 | 14.6 | 19.8 | 20.8 | 22.3 | 21.5 | 18.2 | 17.6 | 17.8 | 16.8 | Long-term liabilities ¹⁴ |
| 30.9 | 58.6 | 52.7 | 39.4 | 45.0 | 184.5 | 196.1 | 66.8 | 69.6 | 77.9 | 70.9 | Liquid funds ¹⁶ and short-term debtors |
| 124.6 | 150.5 | 138.6 | 151.3 | 150.4 | 306.6 | 322.1 | 150.1 | 154.5 | 159.1 | 149.2 | Liquid funds ¹⁶ , short-term debtors and stocks |
| % of fixed assets ¹⁵ | | | | | | | | | | | Internally generated funds ¹³ |
| 110.3 | 106.9 | 109.9 | 106.7 | 107.9 | 121.2 | 114.0 | 109.0 | 111.2 | 100.3 | 100.5 | Annual result ¹¹ |
| 55.6 | 81.0 | 80.6 | 97.4 | 96.9 | 150.2 | 131.8 | 83.9 | 83.4 | 88.0 | 85.5 | Annual result before taxes on income ¹² |
| 119.4 | 129.6 | 135.5 | 128.9 | 128.4 | 207.0 | 187.7 | 131.8 | 132.7 | 131.0 | 133.6 | Internally generated funds ¹³ |
| % of borrowed funds ¹⁷ less cash | | | | | | | | | | | Annual result ¹¹ and interest paid |
| 14.1 | . | 16.6 | . | 18.4 | . | 23.0 | . | 16.6 | . | 24.6 | |
| % of balance sheet total (adjusted) | | | | | | | | | | | |
| 7.9 | 4.6 | 4.9 | 8.7 | 8.3 | 5.5 | 6.0 | 7.1 | 6.3 | 10.0 | 8.7 | |

and loss transfers. — ¹² Taxes on income and earnings. — ¹³ Cash flow: annual result, depreciation allowances, changes in provisions, in special reserves and prepayments and deferred income less write-ups of tangible fixed assets. — ¹⁴ Own funds, provisions for pensions, long-term creditors and special reserves. — ¹⁵ Tangible fixed assets

(including intangible assets), participating interests, long-term debtors and investments held as fixed assets. — ¹⁶ Cash and investments held as current assets. — ¹⁷ Creditors, provisions and pro rata share of special reserves.

Selected ratios * (cont'd)

| Item | Manufacturing sector (cont'd); of which | | | | | | | | | | |
|---|---|-------|--|-------|---|-------|--|-------|---|-------|---|
| | Manufacture of basic metals | | Manufacture of fabricated metal products | | Manufacture of machinery and equipment n.e.c. | | Manufacture of electrical machinery and apparatus n.e.c. | | Manufacture of electrical and optical instruments | | Manu- of vehicles, and trailers |
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 |
| I. Balance sheet ratios | % of balance sheet total (adjusted) | | | | | | | | | | |
| Assets | | | | | | | | | | | |
| Tangible fixed assets ³ | 30.9 | 28.9 | 28.3 | 27.2 | 17.1 | 16.0 | 14.0 | 13.9 | 20.4 | 19.7 | 25.8 |
| Stocks ⁴ | 21.9 | 22.4 | 27.1 | 28.3 | 29.6 | 31.2 | 22.7 | 22.5 | 30.2 | 31.4 | 15.1 |
| Cash ⁵ | 2.5 | 2.5 | 4.7 | 4.5 | 5.8 | 5.1 | 3.1 | 3.0 | 5.6 | 4.3 | 10.3 |
| Debtors | 30.6 | 30.6 | 31.4 | 31.4 | 34.8 | 36.0 | 31.9 | 31.9 | 34.4 | 35.1 | 27.7 |
| Short-term | 28.1 | 28.2 | 29.3 | 29.2 | 33.4 | 34.1 | 30.7 | 31.1 | 32.1 | 32.6 | 26.1 |
| Long-term | 2.5 | 2.3 | 2.1 | 2.2 | 1.4 | 2.0 | 1.1 | 0.9 | 2.3 | 2.5 | 1.6 |
| Investments | 0.6 | 0.6 | 1.0 | 0.9 | 2.5 | 2.4 | 10.0 | 10.4 | 3.2 | 2.4 | 2.9 |
| Participating interests | 13.4 | 15.0 | 7.2 | 7.2 | 10.0 | 9.1 | 18.2 | 18.1 | 6.0 | 7.0 | 17.9 |
| Liabilities | | | | | | | | | | | |
| Own funds (adjusted) ⁶ | 24.2 | 27.3 | 15.5 | 15.8 | 21.0 | 20.7 | 24.5 | 25.2 | 18.9 | 19.1 | 25.7 |
| Creditors | 44.0 | 42.0 | 64.9 | 64.9 | 55.1 | 55.6 | 41.8 | 41.3 | 54.5 | 53.7 | 29.5 |
| Short-term | 33.4 | 32.1 | 46.2 | 46.4 | 44.7 | 45.8 | 35.1 | 34.3 | 39.2 | 38.3 | 25.5 |
| Long-term | 10.6 | 9.9 | 18.7 | 18.6 | 10.4 | 9.8 | 6.7 | 7.0 | 15.4 | 15.4 | 4.0 |
| Provisions ⁶ of which: Provisions for pensions | 31.8 | 30.7 | 19.5 | 19.2 | 23.8 | 23.7 | 33.7 | 33.4 | 26.5 | 27.1 | 44.5 |
| of which: Provisions for pensions | 18.4 | 17.6 | 10.1 | 10.1 | 10.8 | 10.6 | 15.6 | 15.3 | 15.6 | 16.0 | 19.3 |
| Memo item: Turnover | 145.3 | 158.5 | 149.8 | 156.0 | 123.4 | 126.1 | 110.4 | 114.2 | 141.1 | 143.3 | 177.9 |
| II. Profit and loss account ratios | % of total output | | | | | | | | | | |
| Turnover | 99.9 | 98.7 | 99.6 | 98.6 | 100.0 | 98.2 | 99.8 | 99.4 | 99.8 | 99.1 | 99.9 |
| Change in stocks of own products ⁷ | 0.1 | 1.3 | 0.4 | 1.4 | 0.0 | 1.8 | 0.2 | 0.6 | 0.2 | 0.9 | 0.1 |
| Total output | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Interest received | 0.5 | 0.5 | 0.6 | 0.5 | 1.0 | 0.9 | 2.3 | 1.4 | 0.6 | 0.6 | 1.0 |
| Other income | 6.0 | 4.8 | 4.0 | 3.6 | 6.1 | 5.8 | 5.9 | 9.0 | 5.0 | 4.8 | 4.7 |
| Total income | 106.5 | 105.3 | 104.6 | 104.1 | 107.1 | 106.6 | 108.2 | 110.5 | 105.7 | 105.5 | 105.7 |
| Cost of materials | 61.8 | 62.6 | 46.4 | 47.6 | 48.4 | 50.6 | 55.1 | 55.8 | 44.4 | 44.5 | 60.2 |
| Labour cost ⁸ | 24.6 | 21.6 | 31.8 | 31.1 | 33.0 | 31.6 | 31.7 | 29.7 | 35.4 | 35.0 | 24.3 |
| Depreciation of tangible fixed assets | 4.7 | 4.0 | 4.6 | 4.2 | 3.6 | 3.1 | 4.0 | 3.6 | 3.7 | 3.4 | 5.1 |
| Other depreciation ⁹ | 0.4 | 0.4 | 0.4 | 0.5 | 0.6 | 0.6 | 0.9 | 0.8 | 0.5 | 0.5 | 0.9 |
| Interest paid | 1.3 | 1.3 | 1.9 | 1.7 | 1.6 | 1.4 | 1.9 | 1.6 | 1.8 | 1.7 | 0.8 |
| Taxes | 0.7 | 1.1 | 1.3 | 1.3 | 1.5 | 1.3 | 0.9 | 1.2 | 1.2 | 1.6 | 0.7 |
| On income and earnings ¹⁰ | 0.5 | 0.9 | 1.2 | 1.1 | 1.3 | 1.1 | 0.7 | 1.0 | 1.0 | 1.4 | 0.5 |
| Other cost | 12.5 | 11.9 | 15.5 | 15.1 | 16.8 | 16.3 | 12.3 | 15.9 | 17.3 | 17.2 | 12.8 |
| Total cost | 106.1 | 102.8 | 101.9 | 101.5 | 105.4 | 105.0 | 106.9 | 108.6 | 104.5 | 103.9 | 104.9 |
| Profit for the year | 0.4 | 2.5 | 2.7 | 2.6 | 1.6 | 1.7 | 1.3 | 1.9 | 1.2 | 1.6 | 0.8 |
| Annual result ¹¹ | 0.4 | 2.8 | 2.6 | 2.7 | 1.6 | 1.4 | 0.8 | 0.8 | 1.3 | 1.8 | 1.6 |
| Annual result before taxes on income ¹² | 0.9 | 3.7 | 3.8 | 3.8 | 2.9 | 2.5 | 1.5 | 1.8 | 2.3 | 3.2 | 2.0 |
| Internally generated funds ¹³ | . | 6.3 | . | 7.5 | . | 5.8 | . | 6.0 | . | 6.8 | . |
| III. Other ratios | % of turnover | | | | | | | | | | |
| Stocks | 15.1 | 14.1 | 18.1 | 18.1 | 24.0 | 24.7 | 20.6 | 19.7 | 21.4 | 21.9 | 8.5 |
| Short-term debtors | 19.3 | 17.8 | 19.6 | 18.7 | 27.1 | 27.0 | 27.8 | 27.2 | 22.8 | 22.8 | 14.7 |
| Own funds (adjusted) | 78.2 | 94.5 | 54.9 | 58.0 | 122.6 | 129.0 | 175.2 | 180.9 | 92.8 | 97.1 | 99.5 |
| Long-term liabilities ¹⁴ | 175.5 | 193.2 | 158.2 | 164.8 | 248.3 | 258.1 | 341.5 | 347.6 | 246.9 | 258.3 | 193.5 |
| Long-term liabilities ¹⁴ | 115.6 | 120.7 | 118.1 | 121.4 | 145.3 | 148.8 | 142.7 | 146.5 | 175.1 | 174.2 | 108.5 |
| Liquid funds ¹⁶ and short-term debtors | 93.0 | 97.3 | 75.0 | 74.1 | 91.6 | 89.0 | 124.8 | 129.1 | 104.1 | 102.3 | 150.6 |
| Liquid funds ¹⁶ , short-term debtors and stocks | 158.5 | 166.8 | 133.6 | 135.2 | 157.7 | 157.1 | 189.6 | 194.7 | 181.3 | 184.2 | 209.9 |
| Internally generated funds ¹³ | . | 14.2 | . | 14.8 | . | 9.9 | . | 9.6 | . | 12.7 | . |
| Annual result ¹¹ and interest paid | 2.5 | 6.4 | 6.8 | 6.9 | 4.0 | 3.6 | 3.0 | 2.7 | 4.4 | 5.1 | 4.2 |

* Calculated from expanded figures. — 1 Including repair of motor vehicles and motorcycles and personal and household goods. — 2 Excluding communication. — 3 Including intangible assets. — 4 Including contracts in progress. — 5 Notes and coins and bank balances. — 6 Including pro rata share of special reserves. — 7 Includ-

ing other capitalised production. — 8 Wages, salaries, social security contributions and voluntary social security expenditure. — 9 Write-downs of current and financial assets. — 10 In the case of partnerships and sole proprietorships trade earnings tax only. — 11 Profit for the year before profit and loss transfers. — 12 Taxes on income and

| factory motor trailers semi- | Electricity, gas and water supply | | Construction | | Wholesale trade and commission trade | | Retail trade (including sale of motor vehicles and automotive fuel) 1 | | Transport 2 (excluding trans- port via railways) | | Item |
|---------------------------------------|--------------------------------------|-------|--------------|-------|--|-------|--|-------|--|-------|--|
| | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | |
| % of balance sheet total (adjusted) | | | | | | | | | | | I. Balance sheet ratios |
| 23.6 | 46.5 | 46.8 | 13.4 | 14.5 | 15.1 | 14.6 | 23.1 | 22.8 | 55.7 | 54.2 | Assets |
| 15.0 | 3.3 | 3.0 | 46.1 | 45.3 | 26.0 | 27.0 | 42.4 | 42.3 | 2.9 | 2.1 | Tangible fixed assets 3 |
| 8.6 | 4.4 | 4.3 | 6.1 | 5.3 | 5.4 | 5.6 | 4.1 | 4.4 | 4.9 | 6.5 | Stocks 4 |
| 28.7 | 21.6 | 21.0 | 28.6 | 29.2 | 45.8 | 45.9 | 25.9 | 25.6 | 30.0 | 29.9 | Cash 5 |
| 25.8 | 19.1 | 18.4 | 26.9 | 27.5 | 43.4 | 43.7 | 23.7 | 23.5 | 26.7 | 25.4 | Debtors |
| 2.9 | 2.5 | 2.7 | 1.7 | 1.8 | 2.4 | 2.2 | 2.1 | 2.0 | 3.3 | 4.5 | Short-term |
| 3.7 | 9.8 | 11.0 | 2.5 | 2.3 | 0.9 | 0.9 | 0.3 | 0.2 | 0.4 | 0.5 | Long-term |
| 20.1 | 14.1 | 13.4 | 2.0 | 2.1 | 6.4 | 5.6 | 3.8 | 4.2 | 5.1 | 5.9 | Investments |
| | | | | | | | | | | | Participating interests |
| | | | | | | | | | | | Liabilities |
| 25.0 | 23.7 | 26.6 | 5.9 | 5.9 | 14.6 | 14.6 | 3.6 | 3.3 | 13.3 | 16.1 | Own funds (adjusted) 6 |
| 31.5 | 36.4 | 31.9 | 83.1 | 83.3 | 75.4 | 75.6 | 88.0 | 88.5 | 70.9 | 67.2 | Creditors |
| 27.4 | 20.4 | 18.4 | 72.1 | 71.4 | 60.5 | 61.1 | 61.6 | 61.2 | 38.1 | 38.6 | Short-term |
| 4.1 | 16.0 | 13.5 | 11.0 | 11.9 | 14.9 | 14.4 | 26.4 | 27.3 | 32.8 | 28.6 | Long-term |
| 43.3 | 37.9 | 39.7 | 10.8 | 10.7 | 9.8 | 9.7 | 8.2 | 8.0 | 15.4 | 16.3 | Provisions 6 |
| 19.4 | 9.4 | 9.3 | 2.4 | 2.4 | 3.5 | 3.5 | 3.2 | 3.1 | 6.5 | 6.4 | of which: Provisions for pensions |
| 174.6 | 66.8 | 68.8 | 120.4 | 122.8 | 258.7 | 259.4 | 244.7 | 241.0 | 121.2 | 126.4 | Memo item: Turnover |
| % of total output | | | | | | | | | | | II. Profit and loss account ratios |
| 99.7 | 99.4 | 99.5 | 95.0 | 96.7 | 99.9 | 99.9 | 99.9 | 99.9 | 99.8 | 99.8 | Turnover |
| 0.3 | 0.6 | 0.5 | 5.0 | 3.3 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | Change in stocks of own products 7 |
| 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | Total output |
| 1.0 | 2.1 | 2.0 | 0.6 | 0.5 | 0.5 | 0.4 | 0.3 | 0.3 | 0.6 | 0.7 | Interest received |
| 5.3 | 7.1 | 7.0 | 2.9 | 3.0 | 2.7 | 2.7 | 3.0 | 2.8 | 11.1 | 10.1 | Other income |
| 106.4 | 109.3 | 109.0 | 103.5 | 103.5 | 103.2 | 103.2 | 103.3 | 103.1 | 111.7 | 110.8 | Total income |
| 62.1 | 63.2 | 62.2 | 49.4 | 50.0 | 80.4 | 80.6 | 70.8 | 71.2 | 41.2 | 42.3 | Cost of materials |
| 23.9 | 14.6 | 14.7 | 34.2 | 34.2 | 8.4 | 8.6 | 13.4 | 13.3 | 29.6 | 29.0 | Labour cost 8 |
| 4.6 | 9.4 | 9.0 | 3.3 | 3.1 | 1.4 | 1.3 | 2.0 | 2.0 | 9.9 | 9.3 | Depreciation of tangible fixed assets |
| 0.6 | 0.3 | 0.2 | 0.6 | 0.6 | 0.4 | 0.4 | 0.2 | 0.2 | 0.5 | 0.5 | Other depreciation 9 |
| 0.7 | 1.9 | 1.6 | 1.6 | 1.7 | 1.2 | 1.2 | 1.9 | 1.8 | 3.0 | 2.7 | Interest paid |
| 0.8 | 3.1 | 3.8 | 1.0 | 0.8 | 1.8 | 1.7 | 0.9 | 0.8 | 1.4 | 1.4 | Taxes |
| 0.6 | 2.5 | 3.2 | 0.8 | 0.6 | 0.6 | 0.6 | 0.4 | 0.4 | 0.6 | 0.7 | On income and earnings 10 |
| 12.7 | 14.0 | 14.9 | 11.8 | 12.1 | 8.5 | 8.4 | 12.6 | 12.6 | 23.9 | 23.8 | Other cost |
| 105.4 | 106.5 | 106.6 | 102.0 | 102.6 | 102.1 | 102.0 | 101.8 | 102.0 | 109.5 | 109.0 | Total cost |
| 1.0 | 2.8 | 2.4 | 1.5 | 0.9 | 1.2 | 1.1 | 1.5 | 1.2 | 2.2 | 1.9 | Profit for the year |
| % of turnover | | | | | | | | | | | III. Other ratios |
| 2.0 | 3.9 | 4.1 | 1.6 | 0.9 | 1.3 | 1.3 | 1.5 | 1.2 | -0.3 | -0.7 | Stocks |
| | | | | | | | | | | | Short-term debtors |
| 2.6 | 6.4 | 7.3 | 2.5 | 1.6 | 1.9 | 1.8 | 1.9 | 1.6 | 0.4 | 0.0 | Own funds (adjusted) |
| 8.1 | . | 15.9 | . | 4.6 | . | 3.0 | . | 3.4 | . | 9.9 | Long-term liabilities 14 |
| % of turnover | | | | | | | | | | | Liquid funds 16 and short-term debtors |
| 8.6 | 4.9 | 4.3 | 38.3 | 36.9 | 10.1 | 10.4 | 17.3 | 17.6 | 2.4 | 1.6 | Liquid funds 16, short-term debtors and stocks |
| 14.8 | 28.6 | 26.7 | 22.4 | 22.4 | 16.8 | 16.8 | 9.7 | 9.8 | 22.0 | 20.1 | Internally generated funds 13 |
| % of tangible fixed assets | | | | | | | | | | | Internally generated funds 13 |
| 105.8 | 50.9 | 57.0 | 44.4 | 40.9 | 96.6 | 99.6 | 15.4 | 14.4 | 23.9 | 29.6 | Annual result 11 and interest paid |
| 208.1 | 108.0 | 109.7 | 145.9 | 141.0 | 221.0 | 224.1 | 145.2 | 149.2 | 97.3 | 97.8 | |
| % of fixed assets 15 | | | | | | | | | | | |
| 102.0 | 76.5 | 77.4 | 112.0 | 108.9 | 137.2 | 143.2 | 115.1 | 116.6 | 84.4 | 82.0 | |
| % of short-term creditors | | | | | | | | | | | |
| 133.4 | 151.0 | 164.6 | 48.7 | 48.5 | 81.5 | 81.4 | 45.3 | 45.8 | 83.7 | 83.6 | |
| 188.4 | 167.2 | 180.6 | 112.7 | 112.0 | 124.5 | 125.6 | 114.3 | 115.0 | 91.4 | 88.9 | |
| % of borrowed funds 17 less cash | | | | | | | | | | | |
| 21.2 | . | 16.2 | . | 6.4 | . | 9.7 | . | 9.0 | . | 16.3 | |
| % of balance sheet total (adjusted) | | | | | | | | | | | |
| 4.6 | 3.9 | 3.9 | 4.0 | 3.2 | 6.6 | 6.4 | 8.3 | 7.3 | 3.3 | 2.5 | |

earnings. — 13 Cash flow: annual result, depreciation allowances, changes in provisions, in special reserves and prepayments and deferred income less write-ups of tangible fixed assets. — 14 Own funds, provisions for pensions, long-term creditors and special

reserves. — 15 Tangible fixed assets (including intangible assets), participating interests, long-term debtors and investments held as fixed assets. — 16 Cash and investments held as current assets. — 17 Creditors, provisions and pro rata share of special reserves.