

I. Enterprises by economic sector

1 Total\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	3 319.1	3 412.0	3 502.9	3 746.3	3 850.2	3 809.2	3 851.4	4 012.5	4 234.5	4 600.0	4 794.2	5 080.2
Change in finished goods	14.3	13.9	19.1	21.7	17.3	11.2	13.5	13.1	14.7	6.5	47.7	34.1
Gross revenue	3 333.4	3 425.9	3 522.1	3 768.0	3 867.5	3 820.4	3 864.9	4 025.6	4 249.2	4 606.5	4 841.8	5 114.3
Interest and similar income	19.3	20.0	19.7	24.3	27.0	25.1	22.3	20.4	21.0	25.5	33.0	33.8
Other income	156.0	184.0	195.2	201.9	214.6	229.8	207.9	200.8	209.2	226.8	262.7	271.6
of which: Income from long-term equity investments	17.5	28.0	24.6	30.2	31.2	22.7	21.1	17.9	20.3	28.9	26.7	31.9
Total income	3 508.7	3 630.0	3 737.0	3 994.2	4 109.0	4 075.3	4 095.1	4 246.8	4 479.4	4 858.8	5 137.5	5 419.8
Cost of materials	2 009.0	2 065.9	2 125.1	2 318.9	2 394.1	2 334.0	2 362.9	2 490.6	2 677.0	2 954.5	3 121.2	3 349.1
Personnel expenses	658.3	669.9	686.2	699.5	711.1	719.2	717.0	716.0	727.2	752.6	776.0	796.2
Depreciation	144.8	150.8	149.7	165.0	161.2	164.9	161.9	149.9	145.1	152.7	158.9	170.2
of which: Depreciation of tangible fixed assets	132.9	136.7	137.7	144.1	143.1	143.5	146.3	135.8	133.1	138.0	144.8	146.5
Interest and similar expenses	50.0	51.1	50.7	57.3	63.0	61.8	56.2	52.8	51.6	55.4	62.2	67.6
Operating taxes	53.3	50.8	51.9	56.8	58.2	64.6	69.9	64.6	62.5	63.3	61.6	62.5
of which: Excise duties	44.5	46.2	46.0	51.3	52.9	60.0	65.9	60.6	58.4	59.1	56.7	57.8
Other expenses	488.3	507.9	539.2	568.0	590.0	598.9	597.6	613.8	632.0	671.6	698.9	762.2
Total expenses before taxes on income	3 403.7	3 496.3	3 602.9	3 865.7	3 977.7	3 943.4	3 965.5	4 087.6	4 295.5	4 650.2	4 878.9	5 207.8
Annual result before taxes on income	105.0	133.7	134.1	128.6	131.3	131.9	129.6	159.2	183.9	208.6	258.7	212.0
Taxes on income	33.4	41.2	41.5	38.5	37.0	32.8	35.1	40.5	44.1	45.8	52.8	46.8
Annual result	71.6	92.5	92.5	90.0	94.3	99.1	94.5	118.7	139.8	162.8	205.8	165.1
Profit and loss transfers (parent company)	2.6	1.5	3.6	5.2	4.4	6.7	10.8	14.1	18.2	26.2	27.6	25.7
Profit and loss transfers (subsidiary)	9.4	9.1	10.6	9.0	17.0	25.3	25.2	32.3	40.9	46.2	56.1	60.7
Profit for the year	64.9	85.0	85.5	86.3	81.7	80.5	80.2	100.5	117.0	142.8	177.3	130.1
Cash flow		253.5	268.4	262.0	262.4	274.9	264.6	285.4	309.1	337.3	390.8	352.7
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	16.9	21.1	23.7	52.8	52.6	56.9	51.5	49.8	48.9	49.3	50.0	51.3
Tangible fixed assets	704.5	718.0	738.0	741.8	754.8	758.7	755.7	755.3	764.4	787.4	806.1	839.0
of which: Land and buildings	288.6	302.3	305.9	303.4	304.8	302.5	298.5	289.2	285.3	290.5	285.7	290.7
Inventories	421.9	424.0	437.3	448.8	440.7	431.7	421.6	422.6	436.0	444.3	515.0	548.4
Raw materials, consumables and supplies	57.2	59.2	60.4	65.4	64.7	61.8	59.8	63.5	65.1	71.4	80.0	83.8
Work in progress	141.9	137.1	145.2	145.4	144.0	142.4	136.3	131.3	136.2	127.5	168.6	180.9
Finished goods and merchandise	210.9	215.7	219.0	224.7	221.5	212.8	210.8	212.4	218.5	224.8	241.8	254.5
Prepayments (inventories)	12.0	12.0	12.8	13.4	10.5	14.6	14.8	15.4	16.2	20.7	24.6	29.2
Non-financial assets	1 143.3	1 163.0	1 198.9	1 243.5	1 248.2	1 247.2	1 228.8	1 227.7	1 249.2	1 280.9	1 371.1	1 438.6
Cash	124.2	127.2	124.7	127.9	138.8	151.5	175.8	179.4	185.8	192.4	199.9	202.6
Receivables	665.7	704.7	753.9	828.4	843.4	862.2	866.5	870.9	908.5	1 014.6	1 085.2	1 106.1
Short-term	617.8	653.9	704.2	754.0	785.1	791.5	797.7	801.9	830.9	925.3	990.9	1 020.1
of which												
Trade receivables	292.3	294.3	317.5	337.5	328.2	313.5	304.7	309.0	323.5	358.9	373.2	362.9
Receivables from affiliated companies	234.3	267.7	289.5	311.7	357.0	370.6	393.0	389.2	400.9	447.3	485.2	512.2
Long-term	47.9	50.8	49.7	74.4	58.4	70.6	68.7	69.0	77.6	89.3	94.3	86.0
of which: Loans to affiliated companies	24.0	29.8	27.8	52.6	29.8	44.8	40.0	36.7	39.7	46.6	54.1	48.8
Securities	65.8	72.0	76.0	72.3	61.3	65.7	71.2	82.6	79.5	94.3	87.0	87.8
Short-term securities	42.7	46.0	42.8	38.7	31.0	27.5	29.8	34.1	38.9	46.6	37.6	35.4
Long-term securities	23.2	26.0	33.2	33.6	30.3	38.2	41.4	48.5	40.6	47.7	49.4	52.4
Other long-term equity investments	218.8	258.2	308.3	328.4	385.6	421.8	432.8	436.6	476.5	509.8	567.1	593.0
of which: Goodwill	12.4	13.5	16.9	17.5	17.2	21.5	24.4	26.3	29.1	29.9	30.6	31.4
Prepaid expenses	10.9	11.2	12.1	12.8	13.5	13.8	14.5	14.0	14.1	14.6	16.1	17.5
Financial assets	1 085.4	1 173.4	1 275.0	1 369.8	1 442.6	1 514.9	1 560.8	1 583.7	1 664.4	1 825.9	1 955.3	2 007.0
Balance sheet total (adjusted)	2 228.7	2 336.4	2 473.9	2 613.3	2 690.8	2 762.1	2 789.7	2 811.4	2 913.7	3 106.8	3 326.4	3 445.6
<b>Capital</b>												
Equity (adjusted)	442.2	491.1	535.8	566.5	602.1	652.6	677.1	720.8	766.0	815.4	898.8	907.3
Liabilities	1 320.5	1 369.4	1 437.2	1 539.0	1 572.0	1 579.4	1 571.7	1 533.2	1 565.3	1 687.4	1 793.6	1 882.7
Short-term	897.6	922.3	972.7	1 070.5	1 099.1	1 083.6	1 089.8	1 073.9	1 109.3	1 192.0	1 305.0	1 370.2
of which												
Liabilities to banks	203.1	208.6	216.1	219.2	219.2	205.5	194.9	177.9	167.8	176.9	188.4	200.5
Trade payables	247.4	240.9	250.3	270.2	253.0	242.5	236.6	242.5	253.3	278.0	293.2	284.6
Liabilities to affiliated companies	201.7	219.2	245.0	302.0	344.4	362.3	381.1	391.4	417.2	471.6	502.7	530.2
Payments received on account of orders	120.2	118.3	121.5	119.5	120.1	124.5	127.8	126.1	130.9	126.0	171.4	190.0
Long-term	422.9	447.1	464.5	468.5	472.9	495.8	482.0	459.2	456.0	495.5	488.6	512.4
of which												
Liabilities to banks	249.4	270.3	288.6	286.4	286.2	278.6	262.2	255.6	258.0	273.3	270.3	286.5
Liabilities to affiliated companies	102.7	115.0	117.9	120.4	123.2	151.1	164.8	147.9	140.8	157.7	147.8	153.6
Provisions	452.4	461.4	482.0	487.5	495.1	510.3	521.7	537.0	560.7	580.9	610.7	631.3
of which:												
Provisions for pensions	162.2	167.5	174.4	178.0	182.2	190.8	195.0	202.8	212.3	216.2	221.2	224.2
Half of the special tax-allowable reserve	22.5	23.2	25.1	25.8	24.5	22.2	20.5	20.2	19.6	20.2	17.8	14.8
Deferred income	13.5	14.5	18.8	20.3	21.6	19.8	19.1	20.5	21.6	23.2	23.1	24.3
Liabilities and provisions	1 786.5	1 845.2	1 938.1	2 046.7	2 088.7	2 109.5	2 112.5	2 090.6	2 147.6	2 291.4	2 427.5	2 538.3
Balance sheet total (adjusted)	2 228.7	2 336.4	2 473.9	2 613.3	2 690.8	2 762.1	2 789.7	2 811.4	2 913.7	3 106.8	3 326.4	3 445.6

\* Manufacturing, mining and quarrying, energy and water supply, disposal, construction, trade, transportation and storage, accommodation and food service activities information and communication and business services. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

1 Total\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 e
<b>I. Income statement</b>											
Sales	4 654.4	5 094.9	5 576.1	5 721.0	5 728.6	5 809.8	5 892.3	5 933.2	6 257.5	6 563.3	6 755.0
Change in finished goods	7.4	30.8	40.1	28.7	28.8	23.4	28.9	30.5	43.6	54.6	51.3
Gross revenue	4 661.8	5 125.7	5 616.2	5 749.7	5 757.4	5 833.2	5 921.3	5 963.7	6 301.1	6 617.9	6 806.3
Interest and similar income	23.1	21.4	22.9	22.4	17.5	17.5	19.7	19.2	20.0	17.4	19.3
Other income	253.0	261.0	264.2	271.1	268.7	269.5	307.9	229.9	241.0	247.2	264.0
of which: Income from long-term equity investments	26.1	33.8	29.6	32.0	39.1	35.4	48.4	44.4	48.0	62.0	68.9
Total income	4 938.0	5 408.1	5 903.4	6 043.1	6 043.6	6 120.2	6 248.8	6 212.9	6 562.1	6 882.5	7 089.6
Cost of materials	3 004.9	3 342.1	3 740.2	3 834.9	3 811.0	3 809.2	3 831.8	3 823.9	4 058.0	4 293.1	4 407.3
Personnel expenses	776.9	802.9	845.5	880.5	913.2	950.4	992.7	1 017.3	1 069.1	1 127.7	1 171.7
Depreciation	161.8	154.5	160.3	162.1	167.3	172.0	179.9	186.3	187.3	192.0	203.3
of which: Depreciation of tangible fixed assets	145.1	141.9	144.3	147.6	153.4	159.3	162.0	169.8	170.5	177.9	185.8
Interest and similar expenses	57.0	65.4	69.3	66.3	67.0	68.4	83.5	59.3	64.2	79.8	72.2
Operating taxes	62.9	63.4	64.2	64.2	64.8	65.8	63.4	8.8	4.4	4.5	4.3
of which: Excise duties	58.3	58.9	59.8	59.3	60.3	61.3	58.9	4.4	0.0	0.0	0.0
Other expenses	720.6	760.8	793.0	800.6	799.1	819.9	880.2	847.8	868.1	904.1	939.2
Total expenses before taxes on income	4 784.0	5 189.1	5 672.5	5 808.5	5 822.4	5 885.6	6 031.6	5 943.4	6 251.0	6 601.1	6 798.0
Annual result before taxes on income	154.0	219.0	230.8	234.6	221.2	234.6	217.3	269.5	311.1	281.4	291.6
Taxes on income	37.4	45.6	50.7	48.0	47.8	53.3	51.7	57.2	61.7	59.8	59.8
Annual result	116.6	173.4	180.2	186.6	173.5	181.3	165.5	212.3	249.4	221.6	231.8
Profit and loss transfers (parent company)	22.2	33.3	27.1	19.0	28.3	36.6	46.0	41.2	47.1	47.0	46.6
Profit and loss transfers (subsidiary)	44.4	60.1	54.9	59.5	50.4	56.7	52.6	59.9	72.8	63.9	69.8
Profit for the year	94.4	146.7	152.3	146.1	151.4	161.2	158.9	193.6	223.6	204.8	208.6
Cash flow	273.8	313.3	357.7	338.7	363.9	373.0	399.1	389.6	441.2	445.1	466.5
<b>II. Balance sheet</b>											
<b>Assets</b>											
Intangible fixed assets	50.7	51.9	55.0	55.0	60.5	61.9	65.6	68.1	71.0	73.3	76.2
Tangible fixed assets	846.5	872.1	898.2	940.5	973.6	1 003.4	1 043.7	1 084.8	1 123.2	1 162.6	1 207.0
of which: Land and buildings	299.9	305.0	304.1	311.3	318.0	326.4	336.1	345.7	352.8	360.5	373.0
Inventories	517.4	563.4	617.3	627.9	633.4	645.7	666.1	687.9	733.1	793.6	832.5
Raw materials, consumables and supplies	75.2	84.3	92.4	92.0	91.3	92.5	93.1	96.0	104.0	112.7	114.7
Work in progress	175.9	194.5	213.4	222.1	227.0	229.9	241.3	254.9	274.5	308.5	331.5
Finished goods and merchandise	235.8	252.0	279.6	283.9	286.2	293.5	302.7	311.9	328.6	344.4	357.0
Prepayments (inventories)	30.5	32.6	31.9	29.8	28.9	29.8	29.0	25.1	26.0	28.1	29.3
Non-financial assets	1 414.6	1 487.4	1 570.4	1 623.4	1 667.5	1 711.1	1 775.4	1 840.7	1 927.4	2 029.5	2 115.6
Cash	238.5	253.7	248.4	258.1	274.9	283.8	298.5	321.5	329.8	354.8	354.7
Receivables	1 077.1	1 182.5	1 230.0	1 247.1	1 284.0	1 302.8	1 375.0	1 438.0	1 533.6	1 618.1	1 676.6
Short-term	986.1	1 093.5	1 140.7	1 155.4	1 180.4	1 190.8	1 254.4	1 305.0	1 367.0	1 446.4	1 485.9
of which											
Trade receivables	330.5	378.2	397.1	406.0	399.9	398.9	395.5	412.7	441.6	460.8	459.9
Receivables from affiliated companies	519.3	583.3	605.8	608.2	634.6	650.3	716.2	751.7	777.3	825.6	860.3
Long-term	91.0	89.0	89.3	91.7	103.6	112.0	120.6	133.0	166.6	171.8	190.7
of which: Loans to affiliated companies	53.0	66.6	65.5	70.1	82.3	90.0	90.2	101.7	138.6	145.4	157.8
Securities	95.7	87.5	85.8	82.5	87.2	96.2	103.9	104.7	109.1	106.9	107.5
Short-term securities	43.3	40.4	42.1	36.7	38.0	40.2	43.6	46.1	39.3	37.7	39.6
Long-term securities	52.4	47.1	43.7	45.8	49.2	56.0	60.4	58.6	69.8	69.2	67.9
Other long-term equity investments	589.0	623.1	640.1	680.1	710.6	773.4	830.8	866.9	937.3	980.2	1 041.8
of which: Goodwill	30.9	30.8	33.1	33.3	39.9	35.0	32.6	32.0	34.9	29.2	26.8
Prepaid expenses	19.2	18.9	19.2	19.2	20.1	20.8	21.5	22.1	23.1	25.0	26.0
Financial assets	2 019.6	2 165.7	2 223.5	2 286.9	2 376.7	2 476.9	2 629.7	2 753.2	2 932.8	3 085.1	3 206.6
Balance sheet total (adjusted)	3 434.2	3 653.1	3 793.9	3 910.3	4 044.3	4 188.0	4 405.1	4 594.0	4 860.2	5 114.6	5 322.2
<b>Capital</b>											
Equity (adjusted)	939.7	1 048.3	1 098.5	1 165.1	1 207.9	1 271.9	1 329.0	1 418.6	1 521.8	1 587.6	1 674.9
Liabilities	1 841.3	1 963.1	2 035.5	2 094.4	2 160.8	2 219.8	2 324.8	2 426.1	2 582.8	2 737.9	2 825.7
Short-term	1 296.4	1 401.5	1 489.5	1 521.0	1 538.9	1 576.6	1 661.7	1 722.0	1 825.9	1 947.5	2 021.0
of which											
Liabilities to banks	184.5	184.5	196.0	189.9	189.2	195.1	201.7	192.8	204.9	213.8	232.6
Trade payables	259.1	292.2	308.5	315.5	308.4	309.9	309.7	320.9	343.2	360.9	356.5
Liabilities to affiliated companies	515.5	563.4	603.9	634.7	654.5	678.0	747.9	789.4	839.7	880.3	916.3
Payments received on account of orders	190.8	209.2	222.2	222.4	225.6	227.7	231.4	243.1	253.3	285.1	310.5
Long-term	544.8	561.7	545.9	573.4	621.9	643.2	663.1	704.1	756.9	790.4	804.7
of which											
Liabilities to banks	294.3	291.4	282.2	296.4	303.0	301.1	315.1	313.3	315.4	324.9	333.5
Liabilities to affiliated companies	167.8	184.1	182.5	186.2	218.4	224.3	230.6	262.0	302.4	332.5	324.2
Provisions	625.4	613.8	632.1	623.4	645.1	665.0	718.0	714.8	717.6	747.7	775.8
of which:											
Provisions for pensions	229.5	201.7	202.6	203.6	214.6	221.3	246.1	231.6	238.2	264.6	282.6
Half of the special tax-allowable reserve	14.5	11.2	10.4	9.6	8.7	8.5	7.7	1.5	0.7	0.7	0.5
Deferred income	27.8	27.9	27.8	27.4	30.5	31.3	33.4	34.5	38.0	41.4	45.7
Liabilities and provisions	2 494.5	2 604.8	2 695.4	2 745.2	2 836.4	2 916.1	3 076.2	3 175.4	3 338.4	3 527.0	3 647.3
Balance sheet total (adjusted)	3 434.2	3 653.1	3 793.9	3 910.3	4 044.3	4 188.0	4 405.1	4 594.0	4 860.2	5 114.6	5 322.2

\* Manufacturing, mining and quarrying, energy and water supply, disposal, construction, trade, transportation and storage, accommodation and food service activities information and communication and business services. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 1. Total\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.6	99.6	99.5	99.4	99.6	99.7	99.7	99.7	99.7	99.9	99.0	99.3
Change in finished goods	0.4	0.4	0.5	0.6	0.4	0.3	0.3	0.3	0.3	0.1	1.0	0.7
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.6	0.6	0.6	0.6	0.7	0.7	0.6	0.5	0.5	0.6	0.7	0.7
Other income	4.7	5.4	5.5	5.4	5.5	6.0	5.4	5.0	4.9	4.9	5.4	5.3
Total income	105.3	106.0	106.1	106.0	106.2	106.7	106.0	105.5	105.4	105.5	106.1	106.0
Cost of materials	60.3	60.3	60.3	61.5	61.9	61.1	61.1	61.9	63.0	64.1	64.5	65.5
Personnel expenses	19.7	19.6	19.5	18.6	18.4	18.8	18.6	17.8	17.1	16.3	16.0	15.6
Depreciation	4.3	4.4	4.3	4.4	4.2	4.3	4.2	3.7	3.4	3.3	3.3	3.3
Interest and similar expenses	1.5	1.5	1.4	1.5	1.6	1.6	1.5	1.3	1.2	1.2	1.3	1.3
Operating taxes	1.6	1.5	1.5	1.5	1.5	1.7	1.8	1.6	1.5	1.4	1.3	1.2
of which: Excise duties	1.3	1.3	1.3	1.4	1.4	1.6	1.7	1.5	1.4	1.3	1.2	1.1
Other expenses	14.6	14.8	15.3	15.1	15.3	15.7	15.5	15.2	14.9	14.6	14.4	14.9
Total expenses before taxes on income	102.1	102.1	102.3	102.6	102.8	103.2	102.6	101.5	101.1	100.9	100.8	101.8
Annual result before taxes on income	3.1	3.9	3.8	3.4	3.4	3.5	3.4	4.0	4.3	4.5	5.3	4.1
Taxes on income	1.0	1.2	1.2	1.0	1.0	0.9	0.9	1.0	1.0	1.0	1.1	0.9
Annual result	2.1	2.7	2.6	2.4	2.4	2.6	2.4	2.9	3.3	3.5	4.3	3.2
	Percentage of sales											
Annual result before taxes on income	3.2	3.9	3.8	3.4	3.4	3.5	3.4	4.0	4.3	4.5	5.4	4.2
Cash flow	.	7.4	7.7	7.0	6.8	7.2	6.9	7.1	7.3	7.3	8.2	6.9
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.8	0.9	1.0	2.0	2.0	2.1	1.8	1.8	1.7	1.6	1.5	1.5
Tangible fixed assets	31.6	30.7	29.8	28.4	28.1	27.5	27.1	26.9	26.2	25.3	24.2	24.3
Inventories	18.9	18.1	17.7	17.2	16.4	15.6	15.1	15.0	15.0	14.3	15.5	15.9
Cash	5.6	5.4	5.0	4.9	5.2	5.5	6.3	6.4	6.4	6.2	6.0	5.9
Receivables	29.9	30.2	30.5	31.7	31.3	31.2	31.1	31.0	31.2	32.7	32.6	32.1
Short-term	27.7	28.0	28.5	28.9	29.2	28.7	28.6	28.5	28.5	29.8	29.8	29.6
Long-term	2.1	2.2	2.0	2.8	2.2	2.6	2.5	2.5	2.7	2.9	2.8	2.5
Securities	3.0	3.1	3.1	2.8	2.3	2.4	2.6	2.9	2.7	3.0	2.6	2.5
Other long-term equity investments	9.8	11.1	12.5	12.6	14.3	15.3	15.5	15.5	16.4	16.4	17.0	17.2
Capital												
Equity (adjusted)	19.8	21.0	21.7	21.7	22.4	23.6	24.3	25.6	26.3	26.2	27.0	26.3
Liabilities												
Short-term	40.3	39.5	39.3	41.0	40.8	39.2	39.1	38.2	38.1	38.4	39.2	39.8
Long-term	19.0	19.1	18.8	17.9	17.6	17.9	17.3	16.3	15.7	15.9	14.7	14.9
Provisions	20.3	19.7	19.5	18.7	18.4	18.5	18.7	19.1	19.2	18.7	18.4	18.3
of which: Provisions for pensions	7.3	7.2	7.0	6.8	6.8	6.9	7.0	7.2	7.3	7.0	6.6	6.5
Memo item: Sales	148.9	146.0	141.6	143.4	143.1	137.9	138.1	142.7	145.3	148.1	144.1	147.4
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	12.7	12.4	12.5	12.0	11.4	11.3	10.9	10.5	10.3	9.7	10.7	10.8
Short-term receivables	18.6	19.2	20.1	20.1	20.4	20.8	20.7	20.0	19.6	20.1	20.7	20.1
	Percentage of tangible fixed assets											
Equity (adjusted)	61.3	66.5	70.4	71.3	74.6	80.0	83.9	89.5	94.2	97.5	105.0	101.9
Long-term equity and liabilities	145.5	152.8	157.5	155.9	158.7	166.9	170.3	174.3	178.8	184.9	190.0	186.3
	Percentage of fixed assets											
Long-term equity and liabilities	103.8	105.1	104.1	100.6	100.0	101.1	101.8	103.2	103.3	104.3	103.8	102.3
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	87.4	89.7	89.6	86.0	86.9	89.6	92.1	94.6	95.2	97.7	94.1	91.8
Cash resources, short-term receivables and inventories	134.4	135.6	134.6	127.9	127.0	129.4	130.8	133.9	134.5	135.0	133.6	131.8
	Percentage of liabilities and provisions less cash											
Cash Flow	.	14.8	14.8	13.7	13.5	14.0	13.7	14.9	15.8	16.1	17.5	15.1
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.5	6.1	5.8	5.6	5.8	5.8	5.4	6.1	6.6	7.0	8.1	6.8

\* Manufacturing, mining and quarrying, energy and water supply, disposal, construction, trade, transportation and storage, accommodation and food service activities, information and communication and business services. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 1. Total\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 e
<b>I. Income statement ratios</b>											
Percentage of gross revenue											
Sales	99.8	99.4	99.3	99.5	99.5	99.6	99.5	99.5	99.3	99.2	99.2
Change in finished goods	0.2	0.6	0.7	0.5	0.5	0.4	0.5	0.5	0.7	0.8	0.8
Gross revenue	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Other income	5.4	5.1	4.7	4.7	4.7	4.6	5.2	3.9	3.8	3.7	3.9
Total income	105.9	105.5	105.1	105.1	105.0	104.9	105.5	104.2	104.1	104.0	104.2
Cost of materials	64.5	65.2	66.6	66.7	66.2	65.3	64.7	64.1	64.4	64.9	64.8
Personnel expenses	16.7	15.7	15.1	15.3	15.9	16.3	16.8	17.1	17.0	17.0	17.2
Depreciation	3.5	3.0	2.9	2.8	2.9	2.9	3.0	3.1	3.0	2.9	3.0
Interest and similar expenses	1.2	1.3	1.2	1.2	1.2	1.2	1.4	1.0	1.0	1.2	1.1
Operating taxes	1.3	1.2	1.1	1.1	1.1	1.1	1.1	0.1	0.1	0.1	0.1
of which: Excise duties	1.3	1.1	1.1	1.0	1.0	1.1	1.0	0.1	0.0	0.0	0.0
Other expenses	15.5	14.8	14.1	13.9	13.9	14.1	14.9	14.2	13.8	13.7	13.8
Total expenses before taxes on income	102.6	101.2	101.0	101.0	101.1	100.9	101.9	99.7	99.2	99.7	99.9
Annual result before taxes on income	3.3	4.3	4.1	4.1	3.8	4.0	3.7	4.5	4.9	4.3	4.3
Taxes on income	0.8	0.9	0.9	0.8	0.8	0.9	0.9	1.0	1.0	0.9	0.9
Annual result	2.5	3.4	3.2	3.2	3.0	3.1	2.8	3.6	4.0	3.3	3.4
Percentage of sales											
Annual result before taxes on income	3.3	4.3	4.1	4.1	3.9	4.0	3.7	4.5	5.0	4.3	4.3
Cash flow	5.9	6.1	6.4	5.9	6.4	6.4	6.8	6.6	7.1	6.8	6.9
<b>II. Balance sheet ratios</b>											
Percentage of the balance sheet total (adjusted)											
Assets											
Intangible fixed assets	1.5	1.4	1.4	1.4	1.5	1.5	1.5	1.5	1.5	1.4	1.4
Tangible fixed assets	24.6	23.9	23.7	24.1	24.1	24.0	23.7	23.6	23.1	22.7	22.7
Inventories	15.1	15.4	16.3	16.1	15.7	15.4	15.1	15.0	15.1	15.5	15.6
Cash	6.9	6.9	6.5	6.6	6.8	6.8	6.8	7.0	6.8	6.9	6.7
Receivables	31.4	32.4	32.4	31.9	31.7	31.1	31.2	31.3	31.6	31.6	31.5
Short-term	28.7	29.9	30.1	29.5	29.2	28.4	28.5	28.4	28.1	28.3	27.9
Long-term	2.6	2.4	2.4	2.3	2.6	2.7	2.7	2.9	3.4	3.4	3.6
Securities	2.8	2.4	2.3	2.1	2.2	2.3	2.4	2.3	2.2	2.1	2.0
Other long-term equity investments	17.2	17.1	16.9	17.4	17.6	18.5	18.9	18.9	19.3	19.2	19.6
Capital											
Equity (adjusted)	27.4	28.7	29.0	29.8	29.9	30.4	30.2	30.9	31.3	31.0	31.5
Liabilities											
Short-term	37.8	38.4	39.3	38.9	38.1	37.6	37.7	37.5	37.6	38.1	38.0
Long-term	15.9	15.4	14.4	14.7	15.4	15.4	15.1	15.3	15.6	15.5	15.1
Provisions	18.2	16.8	16.7	15.9	16.0	15.9	16.3	15.6	14.8	14.6	14.6
of which: Provisions for pensions	6.7	5.5	5.3	5.2	5.3	5.3	5.6	5.0	4.9	5.2	5.3
Memo item: Sales	135.5	139.5	147.0	146.3	141.6	138.7	133.8	129.2	128.7	128.3	126.9
<b>III. Other ratios</b>											
Percentage of sales											
Inventories	11.1	11.1	11.1	11.0	11.1	11.1	11.3	11.6	11.7	12.1	12.3
Short-term receivables	21.2	21.5	20.5	20.2	20.6	20.5	21.3	22.0	21.8	22.0	22.0
Percentage of tangible fixed assets											
Equity (adjusted)	104.7	113.5	115.3	117.0	116.8	119.4	119.8	123.0	127.4	128.5	130.5
Long-term equity and liabilities	192.7	197.3	194.9	196.0	198.5	201.3	202.5	204.3	210.8	213.9	215.3
Percentage of fixed assets											
Long-term equity and liabilities	106.1	108.3	107.6	107.6	108.2	106.9	105.9	106.5	106.3	107.6	106.9
Percentage of short-term liabilities											
Cash resources and short-term receivables	97.8	99.0	96.1	95.3	97.0	96.1	96.1	97.1	95.1	94.4	93.0
Cash resources, short-term receivables and inventories	137.7	139.2	137.5	136.6	138.2	137.0	136.2	137.1	135.2	135.2	134.2
Percentage of liabilities and provisions less cash											
Cash Flow	12.1	13.3	14.6	13.6	14.2	14.2	14.4	13.7	14.7	14.0	14.2
Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.1	6.5	6.6	6.5	5.9	6.0	5.7	5.9	6.5	5.9	5.7

\* Manufacturing, mining and quarrying, energy and water supply, disposal, construction, trade, transportation and storage, accommodation and food service activities, information and communication and business services. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

2 Production sector \*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	1 575.4	1 612.0	1 635.4	1 746.4	1 806.7	1 784.5	1 805.1	1 892.1	2 017.3	2 232.4	2 353.6	2 516.0
Change in finished goods	9.0	8.9	13.5	16.0	13.0	7.9	11.0	11.3	11.5	5.5	41.1	28.2
Gross revenue	1 584.4	1 620.9	1 648.9	1 762.4	1 819.7	1 792.5	1 816.1	1 903.4	2 028.7	2 237.9	2 394.7	2 544.2
Interest and similar income	12.5	13.0	12.8	14.2	16.3	14.7	14.7	13.3	13.3	16.6	21.2	21.3
Other income	82.0	101.4	101.0	105.3	115.3	123.8	111.3	108.7	108.2	120.6	136.2	153.3
of which: Income from long-term equity investments	11.5	20.5	17.0	21.5	17.7	17.1	15.1	12.3	14.2	22.5	19.3	21.7
Total income	1 678.9	1 735.3	1 762.6	1 882.0	1 951.3	1 931.0	1 942.1	2 025.4	2 150.2	2 375.1	2 552.2	2 718.8
Cost of materials	866.6	896.8	914.5	1 010.4	1 064.9	1 036.8	1 055.4	1 123.8	1 234.5	1 400.0	1 511.3	1 646.3
Personnel expenses	366.6	367.3	372.8	375.8	376.4	378.7	377.5	375.9	382.0	392.6	404.7	413.7
Depreciation	78.4	80.4	80.4	83.2	83.8	84.4	83.8	82.0	79.2	85.3	86.0	94.5
of which: Depreciation of tangible fixed assets	72.1	72.0	73.0	74.3	74.0	73.7	73.8	72.5	71.5	75.1	78.5	79.6
Interest and similar expenses	23.3	24.0	24.0	26.7	30.3	29.6	27.1	26.5	25.9	29.0	34.0	36.6
Operating taxes	40.2	39.0	39.6	43.3	42.5	47.4	53.5	51.8	50.6	51.6	49.3	50.3
of which: Excise duties	35.9	36.7	36.5	40.4	39.8	44.9	51.3	49.7	48.6	49.4	46.6	47.8
Other expenses	238.1	244.8	257.1	262.5	273.9	273.2	272.6	281.6	286.0	307.2	326.3	366.0
Total expenses before taxes on income	1 613.1	1 652.4	1 688.4	1 801.8	1 871.7	1 850.1	1 869.9	1 941.5	2 058.3	2 265.7	2 411.6	2 607.4
Annual result before taxes on income	65.7	82.9	74.2	80.2	79.5	80.9	72.2	83.9	92.0	109.4	140.5	111.3
Taxes on income	20.3	24.6	25.2	23.6	22.2	20.8	20.7	23.9	26.0	27.2	32.3	27.4
Annual result	45.5	58.4	49.0	56.6	57.3	60.1	51.5	59.9	66.0	82.2	108.2	83.9
Profit and loss transfers (parent company)	2.6	1.5	3.9	1.6	4.4	14.5	6.3	10.3	14.0	20.3	25.1	20.3
Profit and loss transfers (subsidiary)	9.0	9.6	11.3	10.8	15.9	17.5	18.4	24.9	28.7	33.3	42.8	43.9
Profit for the year	39.0	50.3	41.6	47.4	45.7	57.1	39.4	45.4	51.3	69.2	90.5	60.3
Cash flow		140.4	141.8	142.0	143.2	150.2	145.5	151.7	167.7	179.0	208.4	197.8
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	9.3	10.7	11.6	13.9	14.2	17.5	17.8	18.0	17.6	17.6	19.1	19.5
Tangible fixed assets	361.8	367.3	375.6	381.6	389.9	396.0	399.2	403.2	408.3	420.9	434.4	460.5
of which: Land and buildings	128.2	131.4	133.1	135.6	136.8	135.8	134.7	132.0	130.9	134.8	134.7	139.8
Inventories	245.8	245.5	254.0	260.3	259.1	251.7	247.2	249.4	257.9	262.3	314.3	336.6
Raw materials, consumables and supplies	48.7	50.6	51.6	55.5	54.9	52.7	51.2	54.8	56.2	61.6	69.1	73.2
Work in progress	120.7	115.6	121.6	121.0	118.2	116.2	109.7	106.5	110.8	103.5	139.0	148.5
Finished goods and merchandise	68.5	71.3	73.2	75.6	78.9	75.5	78.8	80.7	83.3	86.8	93.0	99.4
Prepayments (inventories)	7.9	8.0	7.6	8.1	7.0	7.4	7.5	7.4	7.5	10.4	13.1	15.5
Non-financial assets	616.9	623.5	641.2	655.8	663.2	665.1	664.2	670.6	683.9	700.8	767.8	816.6
Cash	68.8	68.2	65.1	63.4	71.0	78.5	91.4	87.2	96.3	99.8	104.3	105.0
Receivables	390.2	415.3	432.1	454.9	480.1	503.1	493.7	508.0	541.2	616.1	652.1	668.5
Short-term	361.1	381.6	401.8	423.2	444.3	458.4	446.0	460.1	484.5	554.4	590.7	616.6
of which												
Trade receivables	152.9	151.1	159.9	170.5	168.2	158.7	154.0	157.8	165.0	184.0	190.2	189.9
Receivables from affiliated companies	160.8	185.2	194.2	201.1	228.7	247.4	244.5	253.2	267.8	310.7	331.7	348.3
Long-term	29.1	33.7	30.3	31.7	35.8	44.7	47.7	47.8	56.7	61.7	61.5	51.9
of which: Loans to affiliated companies	15.5	21.6	18.5	20.1	18.0	28.2	29.6	26.8	30.7	32.3	34.9	27.9
Securities	52.7	57.7	60.3	57.7	46.1	49.4	54.2	64.2	57.9	72.4	66.0	59.2
Short-term securities	36.0	39.0	35.4	31.7	24.9	20.5	22.4	27.1	30.0	37.3	28.0	22.0
Long-term securities	16.7	18.7	24.9	26.0	21.2	28.9	31.8	37.0	27.9	35.1	38.0	37.2
Other long-term equity investments	164.3	185.7	200.2	213.6	227.5	252.8	270.7	272.3	310.0	330.2	349.5	370.1
of which: Goodwill	4.8	4.9	6.1	6.7	7.8	10.2	12.6	14.4	14.8	13.7	15.7	16.2
Prepaid expenses	5.1	5.0	5.7	5.8	6.1	6.3	6.7	6.0	5.9	6.0	7.0	7.8
Financial assets	681.0	731.9	763.4	795.4	830.8	890.1	916.8	937.7	1 011.3	1 124.4	1 179.0	1 210.7
Balance sheet total (adjusted)	1 297.9	1 355.4	1 404.7	1 451.2	1 494.0	1 555.3	1 581.0	1 608.3	1 695.2	1 825.2	1 946.8	2 027.4
<b>Capital</b>												
Equity (adjusted)	304.9	334.3	343.0	356.6	373.4	408.2	422.2	441.8	468.6	506.8	549.9	550.4
Liabilities	664.0	690.9	719.4	749.7	772.4	791.4	791.8	790.1	828.1	908.4	970.3	1 029.0
Short-term	481.8	495.4	518.0	549.9	568.9	575.6	583.2	590.2	617.4	678.0	743.2	782.4
of which												
Liabilities to banks	92.0	95.8	98.9	97.9	99.9	93.5	90.0	83.2	74.8	79.3	83.6	88.4
Trade payables	110.7	107.4	109.2	119.7	114.0	108.2	106.5	111.6	117.9	132.5	141.5	140.4
Liabilities to affiliated companies	117.8	131.8	145.6	161.4	187.4	206.0	220.9	234.1	257.6	303.4	316.2	321.9
Payments received on account of orders	96.2	92.2	94.0	91.0	91.8	91.8	94.3	92.8	97.4	94.0	129.9	142.6
Long-term	182.1	195.5	201.4	199.8	203.5	215.8	208.5	199.9	210.8	230.4	227.1	246.6
of which												
Liabilities to banks	115.6	123.8	129.5	131.5	135.1	131.7	121.5	122.2	125.6	135.1	132.3	145.3
Liabilities to affiliated companies	49.9	55.6	56.2	48.3	47.0	58.2	58.5	49.5	54.4	57.8	54.2	59.9
Provisions	322.7	323.7	333.1	335.9	339.9	348.3	360.3	368.8	389.7	401.4	418.8	438.2
of which:												
Provisions for pensions	119.3	122.9	126.2	129.2	131.6	137.5	141.5	146.2	154.4	153.3	156.2	160.1
Half of the special tax-allowable reserve	13.9	14.3	15.3	14.7	14.0	12.4	11.6	11.5	11.7	11.8	10.2	9.1
Deferred income	6.4	6.5	9.1	9.1	8.3	7.4	6.8	7.5	8.8	8.6	7.8	9.8
Liabilities and provisions	993.0	1 021.1	1 061.7	1 094.7	1 120.5	1 147.1	1 158.9	1 166.4	1 226.6	1 318.4	1 396.9	1 477.0
Balance sheet total (adjusted)	1 297.9	1 355.4	1 404.7	1 451.2	1 494.0	1 555.3	1 581.0	1 608.3	1 695.2	1 825.2	1 946.8	2 027.4

\* Mining and quarrying, manufacturing, energy and water supply, disposal and construction. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

2 Production sector \*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	2 255.9	2 543.3	2 847.6	2 941.1	2 937.8	2 939.8	2 951.1	2 895.9	3 061.8	3 217.9
Change in finished goods	4.4	25.8	32.0	22.4	23.0	18.9	19.4	22.8	34.9	41.6
Gross revenue	2 260.3	2 569.1	2 879.6	2 963.6	2 960.8	2 958.7	2 970.5	2 918.7	3 096.7	3 259.5
Interest and similar income	13.8	13.6	15.0	14.3	11.0	11.3	12.9	12.9	13.0	10.9
Other income	137.1	143.1	141.0	150.3	146.9	151.3	178.1	131.6	144.7	149.3
of which: Income from long-term equity investments	16.9	24.2	19.9	23.0	28.3	24.6	36.4	31.3	34.9	46.4
Total income	2 411.2	2 725.8	3 035.7	3 128.3	3 118.6	3 121.3	3 161.5	3 063.3	3 254.4	3 419.7
Cost of materials	1 441.1	1 669.6	1 928.8	1 996.3	1 984.6	1 945.1	1 933.3	1 872.2	2 004.1	2 137.5
Personnel expenses	395.2	407.4	431.3	447.6	464.3	482.2	499.6	508.7	531.5	558.7
Depreciation	88.0	83.8	88.1	88.1	91.6	92.4	96.4	103.0	100.0	102.8
of which: Depreciation of tangible fixed assets	77.9	77.0	77.5	79.5	82.8	84.0	86.4	91.9	90.6	94.3
Interest and similar expenses	30.3	38.1	42.0	39.6	40.0	42.5	54.8	37.1	41.1	52.7
Operating taxes	50.6	51.0	51.5	51.0	50.6	50.8	49.2	6.4	2.0	1.9
of which: Excise duties	48.5	48.7	49.4	48.9	48.5	48.6	47.0	4.4	0.0	0.0
Other expenses	333.9	354.3	374.3	375.8	375.6	381.9	425.2	403.5	411.0	424.3
Total expenses before taxes on income	2 339.2	2 604.2	2 916.0	2 998.5	3 006.6	2 995.0	3 058.6	2 930.9	3 089.8	3 277.9
Annual result before taxes on income	72.1	121.6	119.7	129.7	112.0	126.3	102.9	132.3	164.7	141.8
Taxes on income	21.3	26.8	29.7	27.4	27.2	30.1	28.5	30.3	32.2	30.1
Annual result	50.8	94.8	90.0	102.4	84.8	96.2	74.4	102.0	132.5	111.7
Profit and loss transfers (parent company)	13.6	20.5	21.5	17.9	21.5	28.4	29.5	30.2	31.5	30.7
Profit and loss transfers (subsidiary)	29.7	42.1	38.3	45.1	34.7	40.1	34.3	37.0	50.0	40.4
Profit for the year	34.7	73.3	73.2	75.2	71.5	84.5	69.6	95.2	114.0	102.0
Cash flow	134.9	167.2	193.8	181.7	193.0	203.1	209.0	203.3	219.5	230.1
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	21.5	20.8	21.7	22.9	25.3	25.6	26.8	28.0	33.3	34.4
Tangible fixed assets	462.2	484.8	508.5	537.9	560.2	581.7	603.5	626.4	648.4	670.7
of which: Land and buildings	139.2	142.7	143.5	147.2	149.7	155.9	159.3	165.4	169.9	173.8
Inventories	312.5	348.1	379.8	390.4	395.8	399.9	410.7	424.6	452.8	494.2
Raw materials, consumables and supplies	65.1	73.6	80.9	80.5	80.4	81.3	81.9	84.1	91.2	98.9
Work in progress	142.5	160.3	174.1	181.5	186.1	189.8	198.6	210.2	225.8	253.8
Finished goods and merchandise	89.8	99.4	109.1	113.9	114.8	113.8	114.4	116.6	121.6	126.0
Prepayments (inventories)	15.1	14.9	15.6	14.5	14.5	15.0	15.8	13.7	14.1	15.5
Non-financial assets	796.2	853.7	910.0	951.3	981.4	1 007.3	1 041.1	1 078.9	1 134.5	1 199.3
Cash	127.7	135.3	126.5	136.6	144.9	147.9	154.2	165.0	171.1	182.6
Receivables	633.9	698.0	733.5	740.0	754.0	756.8	793.7	833.1	860.1	909.1
Short-term	578.3	648.4	684.2	688.1	701.8	697.4	729.1	759.0	773.6	807.9
of which										
Trade receivables	167.6	195.7	208.5	213.6	209.2	204.1	197.1	205.1	214.9	222.3
Receivables from affiliated companies	339.8	385.6	401.4	399.2	414.3	420.0	459.5	487.2	488.2	509.0
Long-term	55.7	49.6	49.4	51.9	52.2	59.4	64.6	74.1	86.5	101.2
of which: Loans to affiliated companies	31.3	37.9	36.4	41.0	41.1	48.7	53.5	60.7	71.9	87.3
Securities	64.6	54.9	55.0	55.2	59.2	67.7	72.7	74.0	75.9	76.2
Short-term securities	27.8	24.5	27.1	26.9	28.1	30.9	33.1	34.9	27.9	27.6
Long-term securities	36.8	30.4	27.9	28.3	31.2	36.8	39.6	39.1	48.0	48.7
Other long-term equity investments	368.3	403.9	416.1	446.5	459.0	498.0	552.7	583.9	631.8	673.0
of which: Goodwill	15.3	15.9	14.6	14.3	12.5	11.5	11.3	9.9	12.4	12.0
Prepaid expenses	9.7	9.1	9.3	9.6	9.9	10.3	10.7	10.8	10.6	11.8
Financial assets	1 204.3	1 301.3	1 340.4	1 387.7	1 427.1	1 480.8	1 584.0	1 666.7	1 749.6	1 852.6
Balance sheet total (adjusted)	2 000.5	2 155.0	2 250.4	2 339.0	2 408.5	2 488.0	2 625.1	2 745.6	2 884.1	3 051.9
<b>Capital</b>										
Equity (adjusted)	562.5	638.4	666.2	704.5	728.8	763.4	787.6	840.0	897.1	942.7
Liabilities	992.5	1 080.5	1 131.8	1 190.2	1 218.0	1 247.5	1 320.9	1 387.6	1 481.7	1 587.1
Short-term	725.2	796.1	848.5	874.7	881.6	894.4	952.4	993.6	1 046.4	1 126.2
of which										
Liabilities to banks	84.7	83.7	84.7	85.0	86.1	86.8	91.4	82.3	88.8	92.3
Trade payables	121.5	143.3	152.9	154.5	152.4	151.6	148.0	153.2	165.2	173.6
Liabilities to affiliated companies	305.1	338.6	366.8	389.9	395.1	405.6	455.0	487.0	516.1	546.1
Payments received on account of orders	141.0	158.2	167.6	168.5	171.1	173.0	178.4	187.4	192.1	215.4
Long-term	267.3	284.5	283.3	315.4	336.4	353.1	368.5	394.1	435.3	460.9
of which										
Liabilities to banks	146.6	149.3	153.4	162.8	166.6	168.0	178.6	175.8	174.4	177.9
Liabilities to affiliated companies	73.0	89.8	88.0	106.2	114.5	116.2	121.2	139.2	173.6	204.0
Provisions	432.5	423.2	439.8	431.9	447.5	462.5	501.1	501.6	486.9	502.5
of which:										
Provisions for pensions	161.9	139.2	140.1	143.6	151.2	156.8	171.6	163.7	167.1	185.1
Half of the special tax-allowable reserve	9.6	7.0	6.5	5.9	5.6	5.1	4.3	1.1	0.6	0.6
Deferred income	12.9	12.8	12.5	12.5	14.1	14.6	15.5	16.4	18.4	19.6
Liabilities and provisions	1 438.0	1 516.6	1 584.1	1 634.5	1 679.7	1 724.6	1 837.4	1 905.6	1 987.0	2 109.3
Balance sheet total (adjusted)	2 000.5	2 155.0	2 250.4	2 339.0	2 408.5	2 488.0	2 625.1	2 745.6	2 884.1	3 051.9

\* Mining and quarrying, manufacturing, energy and water supply, disposal and construction. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 2 Production sector\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.4	99.5	99.2	99.1	99.3	99.6	99.4	99.4	99.4	99.8	98.3	98.9
Change in finished goods	0.6	0.5	0.8	0.9	0.7	0.4	0.6	0.6	0.6	0.2	1.7	1.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.7	0.7	0.7	0.9	0.8
Other income	5.2	6.3	6.1	6.0	6.3	6.9	6.1	5.7	5.3	5.4	5.7	6.0
Total income	106.0	107.1	106.9	106.8	107.2	107.7	106.9	106.4	106.0	106.1	106.6	106.9
Cost of materials	54.7	55.3	55.5	57.3	58.5	57.8	58.1	59.0	60.9	62.6	63.1	64.7
Personnel expenses	23.1	22.7	22.6	21.3	20.7	21.1	20.8	19.8	18.8	17.5	16.9	16.3
Depreciation	4.9	5.0	4.9	4.7	4.6	4.7	4.6	4.3	3.9	3.8	3.6	3.7
Interest and similar expenses	1.5	1.5	1.5	1.5	1.7	1.7	1.5	1.4	1.3	1.3	1.4	1.4
Operating taxes	2.5	2.4	2.4	2.5	2.3	2.6	2.9	2.7	2.5	2.3	2.1	2.0
of which: Excise duties	2.3	2.3	2.2	2.3	2.2	2.5	2.8	2.6	2.4	2.2	1.9	1.9
Other expenses	15.0	15.1	15.6	14.9	15.1	15.2	15.0	14.8	14.1	13.7	13.6	14.4
Total expenses before taxes on income	101.8	101.9	102.4	102.2	102.9	103.2	103.0	102.0	101.5	101.2	100.7	102.5
Annual result before taxes on income	4.1	5.1	4.5	4.6	4.4	4.5	4.0	4.4	4.5	4.9	5.9	4.4
Taxes on income	1.3	1.5	1.5	1.3	1.2	1.2	1.1	1.3	1.3	1.2	1.3	1.1
Annual result	2.9	3.6	3.0	3.2	3.1	3.4	2.8	3.1	3.3	3.7	4.5	3.3
	Percentage of sales											
Annual result before taxes on income	4.2	5.1	4.5	4.6	4.4	4.5	4.0	4.4	4.6	4.9	6.0	4.4
Cash flow	.	8.7	8.7	8.1	7.9	8.4	8.1	8.0	8.3	8.0	8.9	7.9
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.7	0.8	0.8	1.0	0.9	1.1	1.1	1.1	1.0	1.0	1.0	1.0
Tangible fixed assets	27.9	27.1	26.7	26.3	26.1	25.5	25.3	25.1	24.1	23.1	22.3	22.7
Inventories	18.9	18.1	18.1	17.9	17.3	16.2	15.6	15.5	15.2	14.4	16.1	16.6
Cash	5.3	5.0	4.6	4.4	4.7	5.0	5.8	5.4	5.7	5.5	5.4	5.2
Receivables	30.1	30.6	30.8	31.3	32.1	32.3	31.2	31.6	31.9	33.8	33.5	33.0
Short-term	27.8	28.2	28.6	29.2	29.7	29.5	28.2	28.6	28.6	30.4	30.3	30.4
Long-term	2.2	2.5	2.2	2.2	2.4	2.9	3.0	3.0	3.3	3.4	3.2	2.6
Securities	4.1	4.3	4.3	4.0	3.1	3.2	3.4	4.0	3.4	4.0	3.4	2.9
Other long-term equity investments	12.7	13.7	14.3	14.7	15.2	16.3	17.1	16.9	18.3	18.1	18.0	18.3
Capital												
Equity (adjusted)	23.5	24.7	24.4	24.6	25.0	26.2	26.7	27.5	27.6	27.8	28.2	27.1
Liabilities	51.2	51.0	51.2	51.7	51.7	50.9	50.1	49.1	48.9	49.8	49.8	50.8
Short-term	37.1	36.5	36.9	37.9	38.1	37.0	36.9	36.7	36.4	37.1	38.2	38.6
Long-term	14.0	14.4	14.3	13.8	13.6	13.9	13.2	12.4	12.4	12.6	11.7	12.2
Provisions	24.9	23.9	23.7	23.1	22.8	22.4	22.8	22.9	23.0	22.0	21.5	21.6
of which: Provisions for pensions	9.2	9.1	9.0	8.9	8.8	8.8	9.0	9.1	9.1	8.4	8.0	7.9
Memo item: Sales	121.4	118.9	116.4	120.3	120.9	114.7	114.2	117.6	119.0	122.3	120.9	124.1
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	15.6	15.2	15.5	14.9	14.3	14.1	13.7	13.2	12.8	11.7	13.4	13.4
Short-term receivables	22.9	23.7	24.6	24.2	24.6	25.7	24.7	24.3	24.0	24.8	25.1	24.5
	Percentage of tangible fixed assets											
Equity (adjusted)	82.2	88.4	88.6	90.1	92.4	98.7	101.2	104.9	110.0	115.6	121.2	114.7
Long-term equity and liabilities	167.1	176.4	177.1	177.1	178.8	187.2	188.0	189.8	198.5	205.8	208.0	201.3
	Percentage of fixed assets											
Long-term equity and liabilities	106.7	108.3	106.7	105.0	104.9	104.6	102.2	102.7	103.0	104.3	104.5	102.9
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	96.7	98.7	97.0	94.3	95.0	96.8	96.0	97.3	98.9	102.0	97.3	95.1
Cash resources, short-term receivables and inventories	147.7	148.2	146.0	141.6	140.5	140.6	138.4	139.6	140.7	140.7	139.6	138.1
	Percentage of liabilities and provisions less cash											
Cash Flow	.	14.7	14.2	13.8	13.6	14.1	13.6	14.1	14.8	14.7	16.1	14.4
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.3	6.1	5.2	5.7	5.9	5.8	5.0	5.4	5.4	6.1	7.3	5.9

\* Mining and quarrying, manufacturing, energy and water supply, disposal and construction. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 2 Production sector\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.8	99.0	98.9	99.2	99.2	99.4	99.3	99.2	98.9	98.7
Change in finished goods	0.2	1.0	1.1	0.8	0.8	0.6	0.7	0.8	1.1	1.3
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.6	0.5	0.5	0.5	0.4	0.4	0.4	0.4	0.4	0.3
Other income	6.1	5.6	4.9	5.1	5.0	5.1	6.0	4.5	4.7	4.6
Total income	106.7	106.1	105.4	105.6	105.3	105.5	106.4	105.0	105.1	104.9
Cost of materials	63.8	65.0	67.0	67.4	67.0	65.7	65.1	64.1	64.7	65.6
Personnel expenses	17.5	15.9	15.0	15.1	15.7	16.3	16.8	17.4	17.2	17.1
Depreciation	3.9	3.3	3.1	3.0	3.1	3.1	3.2	3.5	3.2	3.2
Interest and similar expenses	1.3	1.5	1.5	1.3	1.4	1.4	1.8	1.3	1.3	1.6
Operating taxes	2.2	2.0	1.8	1.7	1.7	1.7	1.7	0.2	0.1	0.1
of which: Excise duties	2.1	1.9	1.7	1.6	1.6	1.6	1.6	0.1	0.0	0.0
Other expenses	14.8	13.8	13.0	12.7	12.7	12.9	14.3	13.8	13.3	13.0
Total expenses before taxes on income	103.5	101.4	101.3	101.2	101.5	101.2	103.0	100.4	99.8	100.6
Annual result before taxes on income	3.2	4.7	4.2	4.4	3.8	4.3	3.5	4.5	5.3	4.3
Taxes on income	0.9	1.0	1.0	0.9	0.9	1.0	1.0	1.0	1.0	0.9
Annual result	2.2	3.7	3.1	3.5	2.9	3.3	2.5	3.5	4.3	3.4
Percentage of sales										
Annual result before taxes on income	3.2	4.8	4.2	4.4	3.8	4.3	3.5	4.6	5.4	4.4
Cash flow	6.0	6.6	6.8	6.2	6.6	6.9	7.1	7.0	7.2	7.2
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.1	1.0	1.0	1.0	1.1	1.0	1.0	1.0	1.2	1.1
Tangible fixed assets	23.1	22.5	22.6	23.0	23.3	23.4	23.0	22.8	22.5	22.0
Inventories	15.6	16.2	16.9	16.7	16.4	16.1	15.6	15.5	15.7	16.2
Cash	6.4	6.3	5.6	5.8	6.0	5.9	5.9	6.0	5.9	6.0
Receivables	31.7	32.4	32.6	31.6	31.3	30.4	30.2	30.3	29.8	29.8
Short-term	28.9	30.1	30.4	29.4	29.1	28.0	27.8	27.6	26.8	26.5
Long-term	2.8	2.3	2.2	2.2	2.2	2.4	2.5	2.7	3.0	3.3
Securities	3.2	2.5	2.4	2.4	2.5	2.7	2.8	2.7	2.6	2.5
Other long-term equity investments	18.4	18.7	18.5	19.1	19.1	20.0	21.1	21.3	21.9	22.1
Capital										
Equity (adjusted)	28.1	29.6	29.6	30.1	30.3	30.7	30.0	30.6	31.1	30.9
Liabilities										
Short-term	36.3	36.9	37.7	37.4	36.6	35.9	36.3	36.2	36.3	36.9
Long-term	13.4	13.2	12.6	13.5	14.0	14.2	14.0	14.4	15.1	15.1
Provisions	21.6	19.6	19.5	18.5	18.6	18.6	19.1	18.3	16.9	16.5
of which: Provisions for pensions	8.1	6.5	6.2	6.1	6.3	6.3	6.5	6.0	5.8	6.1
Memo item: Sales	112.8	118.0	126.5	125.7	122.0	118.2	112.4	105.5	106.2	105.4
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	13.9	13.7	13.3	13.3	13.5	13.6	13.9	14.7	14.8	15.4
Short-term receivables	25.6	25.5	24.0	23.4	23.9	23.7	24.7	26.2	25.3	25.1
Percentage of tangible fixed assets										
Equity (adjusted)	116.3	126.3	125.6	125.6	124.5	125.7	124.9	128.4	131.6	133.7
Long-term equity and liabilities	207.0	211.5	206.7	208.5	208.7	210.5	211.3	213.8	220.1	225.4
Percentage of fixed assets										
Long-term equity and liabilities	106.0	108.0	107.1	107.5	108.3	106.4	103.5	103.5	103.6	104.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	101.2	101.5	98.7	97.3	99.2	98.0	96.2	96.5	93.0	90.4
Cash resources, short-term receivables and inventories	144.3	145.3	143.5	142.0	144.1	142.7	139.3	139.2	136.2	134.3
Percentage of liabilities and provisions less cash										
Cash Flow	10.3	12.1	13.3	12.1	12.6	12.9	12.4	11.7	12.1	11.9
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	4.1	6.2	5.9	6.1	5.2	5.6	4.9	5.1	6.0	5.4

\* Mining and quarrying, manufacturing, energy and water supply, disposal and construction. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3 Manufacturing sector\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	1 204.5	1 248.7	1 275.9	1 387.1	1 429.5	1 412.8	1 424.1	1 502.8	1 576.9	1 705.6	1 817.5	1 873.5
Change in finished goods	4.1	5.3	2.3	9.1	8.2	2.7	6.6	8.8	7.5	10.6	21.1	16.5
Gross revenue	1 208.7	1 254.1	1 278.2	1 396.2	1 437.8	1 415.5	1 430.8	1 511.6	1 584.4	1 716.2	1 838.6	1 889.9
Interest and similar income	8.6	9.0	8.7	10.3	12.4	11.1	11.5	10.4	10.2	12.9	16.7	15.7
Other income	60.4	76.5	75.8	79.6	90.5	95.5	85.5	82.5	85.2	94.5	105.7	117.4
of which: Income from long-term equity investments	8.4	15.4	12.9	18.3	14.8	14.3	12.6	10.2	11.9	20.0	16.7	17.7
Total income	1 277.7	1 339.5	1 362.7	1 486.1	1 540.7	1 522.1	1 527.8	1 604.5	1 679.8	1 823.5	1 961.0	2 023.0
Cost of materials	662.8	696.9	713.4	806.8	842.3	818.1	828.4	887.7	949.3	1 046.1	1 135.5	1 176.8
Personnel expenses	274.0	277.2	282.5	289.4	294.0	298.2	299.1	302.7	308.2	317.9	324.7	332.1
Depreciation	52.0	55.0	55.5	59.1	60.2	61.1	61.1	59.8	57.5	62.0	62.6	69.8
of which: Depreciation of tangible fixed assets	47.2	48.0	49.4	52.0	52.1	52.3	52.7	52.1	51.0	53.1	56.3	56.9
Interest and similar expenses	14.5	15.0	15.2	18.4	21.6	21.0	18.9	19.0	18.5	21.5	25.8	27.5
Operating taxes	38.7	37.7	38.0	40.7	40.0	45.0	50.1	48.1	47.2	46.4	43.8	45.1
of which: Excise duties	35.4	36.0	36.0	38.9	38.2	43.2	48.6	46.8	45.8	45.2	42.3	43.6
Other expenses	186.0	194.2	202.8	209.7	221.3	220.4	219.8	228.4	232.6	249.7	264.2	295.3
Total expenses before taxes on income	1 227.9	1 275.9	1 307.3	1 424.1	1 479.4	1 463.8	1 477.4	1 545.7	1 613.2	1 743.7	1 856.6	1 946.8
Annual result before taxes on income	49.8	63.6	55.4	62.1	61.2	58.4	50.4	58.7	66.6	79.8	104.4	76.2
Taxes on income	13.3	17.5	17.2	18.3	16.5	14.7	14.5	16.5	18.0	18.1	22.7	20.0
Annual result	36.5	46.1	38.2	43.7	44.7	43.7	35.9	42.2	48.6	61.8	81.7	56.2
Profit and loss transfers (parent company)	3.1	2.3	4.2	1.8	3.7	13.9	5.1	9.0	12.6	18.5	20.2	17.6
Profit and loss transfers (subsidiary)	6.2	6.5	7.4	7.3	11.6	11.0	11.9	17.6	21.6	25.1	31.5	28.6
Profit for the year	33.4	41.9	35.0	38.3	36.8	46.6	29.1	33.6	39.6	55.2	70.3	45.2
Cash flow		107.5	98.8	112.2	112.4	112.5	103.7	111.9	121.9	131.3	155.5	135.8
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	7.1	8.5	9.0	11.4	11.5	14.4	14.6	15.0	14.5	14.6	16.2	15.3
Tangible fixed assets	187.7	192.6	201.1	209.9	219.5	223.8	224.9	227.9	227.4	234.4	246.7	263.2
of which: Land and buildings	76.2	77.9	79.3	82.7	85.0	86.4	86.8	86.4	85.7	87.8	89.3	93.7
Inventories	166.5	170.3	170.3	182.1	187.3	181.9	182.8	192.5	199.1	214.7	244.6	262.0
Raw materials, consumables and supplies	41.6	43.3	44.4	48.7	48.5	46.7	45.7	49.7	50.7	55.8	62.2	65.2
Work in progress	63.0	61.3	59.6	63.4	67.0	65.8	62.9	66.5	69.2	74.3	89.6	96.6
Finished goods and merchandise	55.8	59.7	60.6	63.7	66.4	63.7	68.5	70.3	73.0	75.4	81.3	86.6
Prepayments (inventories)	6.0	6.0	5.6	6.3	5.4	5.7	5.8	6.0	6.2	9.2	11.5	13.6
Non-financial assets	361.3	371.4	380.3	403.4	418.3	420.0	422.4	435.4	440.9	463.8	507.5	540.4
Cash	41.8	39.7	39.4	40.1	46.2	54.7	67.6	63.6	70.8	71.1	75.0	76.4
Receivables	263.9	288.7	303.5	326.9	346.6	367.5	358.4	368.8	388.3	442.7	476.8	462.1
Short-term	245.5	265.4	283.4	305.4	318.7	335.5	327.8	340.5	353.9	407.0	435.3	426.3
of which												
Trade receivables	106.4	106.2	113.6	122.7	119.5	113.8	110.6	115.3	118.1	129.3	136.4	127.2
Receivables from affiliated companies	113.2	132.6	141.1	148.3	168.3	187.5	186.1	193.0	202.7	237.6	253.5	251.0
Long-term	18.4	23.3	20.2	21.4	28.0	32.0	30.6	28.2	34.4	35.7	41.4	35.8
of which: Loans to affiliated companies	10.8	16.5	13.8	14.5	14.4	18.9	15.8	13.4	16.8	16.4	20.8	15.1
Securities	28.7	32.8	32.6	33.9	26.2	30.5	36.9	45.9	38.3	52.7	45.0	41.7
Short-term securities	23.2	26.4	22.1	21.7	18.9	14.5	17.2	21.8	24.9	32.5	23.1	17.9
Long-term securities	5.5	6.3	10.6	12.2	7.4	16.0	19.7	24.1	13.4	20.2	21.9	23.9
Other long-term equity investments	128.0	146.7	158.0	182.8	195.0	213.4	225.9	236.5	272.3	290.5	305.3	320.9
of which: Goodwill	4.1	4.1	5.1	5.6	6.7	9.2	11.8	13.1	13.5	12.5	14.5	14.5
Prepaid expenses	2.2	2.3	2.6	2.5	3.0	3.2	3.7	3.3	3.3	3.5	3.9	4.2
Financial assets	464.5	510.2	536.2	586.3	617.1	669.3	692.6	718.1	773.0	860.5	906.0	905.3
Balance sheet total (adjusted)	825.8	881.6	916.5	989.7	1 035.4	1 089.3	1 114.9	1 153.6	1 213.9	1 324.3	1 413.5	1 445.8
<b>Capital</b>												
Equity (adjusted)	219.6	246.3	256.1	269.2	283.9	314.0	322.0	339.8	357.6	384.9	427.4	427.2
Liabilities	396.3	419.0	439.2	489.9	512.5	527.2	537.3	548.2	575.1	650.6	684.9	706.9
Short-term	299.2	315.6	330.5	378.2	398.5	402.5	413.9	432.1	450.8	513.4	549.9	557.1
of which												
Liabilities to banks	48.6	51.8	55.3	58.9	61.8	53.7	52.2	51.1	45.1	52.2	54.8	56.0
Trade payables	75.3	75.3	76.0	86.2	82.0	78.6	78.2	84.2	86.7	96.8	104.1	96.1
Liabilities to affiliated companies	88.2	101.0	112.4	134.1	154.8	170.6	184.0	195.0	214.3	249.2	254.6	245.4
Payments received on account of orders	45.5	42.6	40.2	41.6	45.4	47.2	50.6	54.8	56.9	65.7	85.3	95.3
Long-term	97.1	103.4	108.7	111.7	114.1	124.7	123.4	116.1	124.3	137.2	135.0	149.8
of which												
Liabilities to banks	53.9	58.8	63.0	64.3	67.6	64.1	59.3	55.1	57.0	64.1	64.0	74.9
Liabilities to affiliated companies	34.6	36.9	37.0	33.9	33.2	41.5	41.2	39.1	43.5	43.9	40.0	42.9
Provisions	208.4	214.9	219.1	228.9	237.2	246.4	253.9	263.7	279.0	286.5	298.8	308.8
of which:												
Provisions for pensions	99.4	104.0	106.6	109.7	113.3	119.1	121.8	126.4	133.4	132.7	134.9	139.2
Half of the special tax-allowable reserve	6.2	6.3	6.9	6.7	6.3	5.1	4.8	4.2	4.4	4.5	3.7	3.4
Deferred income	1.5	1.4	2.0	1.7	1.8	1.7	1.7	1.8	2.1	2.2	2.3	2.8
Liabilities and provisions	606.2	635.3	660.4	720.5	751.5	775.3	792.9	813.8	856.3	939.4	986.1	1 018.5
Balance sheet total (adjusted)	825.8	881.6	916.5	989.7	1 035.4	1 089.3	1 114.9	1 153.6	1 213.9	1 324.3	1 413.5	1 445.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3 Manufacturing sector\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	1 565.2	1 771.9	1 978.3	2 010.2	2 013.1	2 053.3	2 070.3	2 062.2	2 164.0	2 230.6
Change in finished goods	- 2.6	13.6	21.0	11.1	11.7	10.7	10.1	9.2	14.5	18.9
Gross revenue	1 562.7	1 785.5	1 999.3	2 021.4	2 024.9	2 064.0	2 080.4	2 071.4	2 178.5	2 249.6
Interest and similar income	10.6	10.2	11.7	11.2	8.4	8.3	8.4	10.1	9.3	8.1
Other income	100.3	111.2	107.9	113.6	113.9	113.7	139.3	101.3	105.1	114.7
of which: Income from long-term equity investments	13.3	20.6	16.9	19.9	24.1	20.4	32.3	27.1	30.0	41.1
Total income	1 673.6	1 906.9	2 118.9	2 146.1	2 147.2	2 186.0	2 228.2	2 182.8	2 292.9	2 372.3
Cost of materials	926.5	1 084.0	1 250.7	1 265.7	1 264.4	1 271.2	1 271.9	1 258.8	1 335.3	1 385.8
Personnel expenses	313.7	322.7	340.2	353.6	367.4	380.4	393.4	397.7	413.8	434.7
Depreciation	63.4	59.7	61.6	62.4	62.7	63.0	64.6	67.5	68.6	70.1
of which: Depreciation of tangible fixed assets	55.3	53.9	53.2	55.2	56.1	56.8	57.7	60.5	61.4	63.6
Interest and similar expenses	22.3	27.6	30.1	27.4	27.2	27.9	37.6	22.8	27.4	38.0
Operating taxes	45.1	45.3	45.2	44.7	44.2	44.9	43.4	5.4	1.3	1.2
of which: Excise duties	43.8	43.9	43.9	43.4	42.9	43.4	42.1	4.2	0.0	0.0
Other expenses	265.6	284.2	297.1	301.2	299.7	306.0	344.7	329.0	332.8	345.3
Total expenses before taxes on income	1 636.5	1 823.5	2 024.8	2 054.8	2 065.5	2 093.4	2 155.6	2 081.1	2 179.2	2 275.2
Annual result before taxes on income	37.0	83.4	94.1	91.2	81.7	92.5	72.6	101.6	113.6	97.2
Taxes on income	13.7	18.9	24.1	20.9	20.4	23.6	22.6	23.3	24.1	21.4
Annual result	23.4	64.5	70.0	70.3	61.3	69.0	50.0	78.3	89.6	75.7
Profit and loss transfers (parent company)	11.7	15.7	18.5	16.4	19.5	25.0	27.2	27.5	27.8	27.1
Profit and loss transfers (subsidiary)	16.5	24.6	29.3	29.3	27.6	29.3	26.5	34.4	33.5	29.6
Profit for the year	18.5	55.6	59.2	57.4	53.2	64.6	50.7	71.4	84.0	73.3
Cash flow	80.8	110.8	136.5	127.9	136.2	139.3	150.3	147.1	156.8	162.1
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	17.5	17.5	18.1	18.9	20.7	20.0	22.1	23.1	28.7	30.1
Tangible fixed assets	256.6	262.3	270.3	283.7	293.1	302.7	315.6	328.4	339.0	353.5
of which: Land and buildings	92.5	95.4	95.2	98.5	101.2	104.9	107.8	111.3	114.8	117.9
Inventories	237.0	262.4	288.5	294.8	297.3	302.9	307.8	315.8	330.6	352.0
Raw materials, consumables and supplies	57.2	65.1	72.2	71.6	71.5	72.2	72.8	75.2	81.9	89.6
Work in progress	89.2	98.8	108.2	111.1	112.7	116.2	119.4	124.6	127.2	136.8
Finished goods and merchandise	77.5	85.8	94.7	99.4	100.6	101.0	102.0	104.4	109.8	112.8
Prepayments (inventories)	13.1	12.7	13.4	12.7	12.6	13.5	13.6	11.7	11.7	12.8
Non-financial assets	511.1	542.2	576.9	597.4	611.1	625.6	645.5	667.4	698.4	735.6
Cash	94.7	101.0	90.3	99.4	104.6	103.9	106.6	109.9	114.2	122.6
Receivables	432.6	479.1	499.2	501.4	516.7	523.2	563.5	600.7	626.0	664.0
Short-term	397.7	454.1	472.4	473.7	486.0	490.2	527.1	560.9	573.9	591.1
of which										
Trade receivables	113.4	127.8	135.9	137.2	134.9	133.6	130.6	135.6	140.8	143.5
Receivables from affiliated companies	245.1	286.0	293.5	294.3	307.8	314.8	354.0	380.3	387.0	400.4
Long-term	34.9	25.0	26.8	27.7	30.7	33.0	36.4	39.9	52.1	72.9
of which: Loans to affiliated companies	14.4	16.5	17.3	20.1	23.0	25.7	29.1	32.5	44.1	64.7
Securities	48.6	41.2	41.8	42.4	47.0	50.4	54.8	55.1	59.1	58.9
Short-term securities	23.6	20.3	23.2	23.4	25.0	26.7	28.8	30.9	25.8	25.1
Long-term securities	25.0	20.9	18.5	19.0	21.9	23.7	26.1	24.2	33.3	33.8
Other long-term equity investments	321.9	352.1	369.8	400.2	404.5	429.4	481.5	495.8	530.3	572.3
of which: Goodwill	13.8	14.4	13.0	13.0	11.4	10.3	10.1	8.8	10.9	10.6
Prepaid expenses	3.9	3.8	3.8	4.1	4.2	4.8	5.2	5.8	5.9	6.2
Financial assets	901.8	977.2	1 004.9	1 047.5	1 077.0	1 111.7	1 211.5	1 267.3	1 335.4	1 424.0
Balance sheet total (adjusted)	1 412.9	1 519.4	1 581.8	1 644.8	1 688.1	1 737.3	1 857.0	1 934.6	2 033.7	2 159.6
<b>Capital</b>										
Equity (adjusted)	429.5	486.4	512.8	539.1	555.0	579.7	598.0	624.2	663.3	694.6
Liabilities	677.8	740.5	770.9	812.0	826.7	843.2	908.3	957.4	1 018.5	1 096.4
Short-term	512.4	564.1	604.7	622.3	623.6	631.2	687.8	719.1	738.6	796.2
of which										
Liabilities to banks	54.2	48.7	52.8	51.0	50.8	49.9	55.1	48.0	52.5	55.9
Trade payables	83.2	103.0	109.7	109.6	110.1	109.2	107.6	111.3	120.1	125.1
Liabilities to affiliated companies	234.9	263.1	285.1	307.2	310.1	318.8	366.8	396.9	411.4	450.3
Payments received on account of orders	91.6	100.6	106.4	103.7	103.5	105.6	105.4	107.6	102.1	106.0
Long-term	165.3	176.5	166.2	189.7	203.1	212.0	220.5	238.3	279.9	300.2
of which										
Liabilities to banks	72.4	71.9	69.6	72.3	73.5	73.2	79.0	77.9	78.3	82.2
Liabilities to affiliated companies	55.7	67.3	63.4	80.4	83.9	81.4	84.9	94.6	128.0	152.7
Provisions	301.3	288.2	293.8	289.5	301.4	308.3	343.7	344.6	341.4	357.7
of which:										
Provisions for pensions	140.6	122.1	122.0	124.9	132.3	133.8	147.4	139.0	139.1	154.0
Half of the special tax-allowable reserve	3.1	2.7	2.0	1.9	1.4	1.3	1.2	0.7	0.6	0.5
Deferred income	4.3	4.2	4.3	4.2	5.1	6.1	6.9	8.5	10.5	10.8
Liabilities and provisions	983.4	1 033.0	1 069.0	1 105.7	1 133.2	1 157.6	1 259.0	1 310.5	1 370.4	1 465.0
Balance sheet total (adjusted)	1 412.9	1 519.4	1 581.8	1 644.8	1 688.1	1 737.3	1 857.0	1 934.6	2 033.7	2 159.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3 Manufacturing sector\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.7	99.6	99.8	99.4	99.4	99.8	99.5	99.4	99.5	99.4	98.9	99.1
Change in finished goods	0.3	0.4	0.2	0.6	0.6	0.2	0.5	0.6	0.5	0.6	1.1	0.9
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.7	0.7	0.7	0.7	0.9	0.8	0.8	0.7	0.6	0.8	0.9	0.8
Other income	5.0	6.1	5.9	5.7	6.3	6.7	6.0	5.5	5.4	5.5	5.7	6.2
Total income	105.7	106.8	106.6	106.4	107.2	107.5	106.8	106.1	106.0	106.3	106.7	107.0
Cost of materials	54.8	55.6	55.8	57.8	58.6	57.8	57.9	58.7	59.9	61.0	61.8	62.3
Personnel expenses	22.7	22.1	22.1	20.7	20.5	21.1	20.9	20.0	19.5	18.5	17.7	17.6
Depreciation	4.3	4.4	4.3	4.2	4.2	4.3	4.3	4.0	3.6	3.6	3.4	3.7
Interest and similar expenses	1.2	1.2	1.2	1.3	1.5	1.5	1.3	1.3	1.2	1.3	1.4	1.5
Operating taxes	3.2	3.0	3.0	2.9	2.8	3.2	3.5	3.2	3.0	2.7	2.4	2.4
of which: Excise duties	2.9	2.9	2.8	2.8	2.7	3.1	3.4	3.1	2.9	2.6	2.3	2.3
Other expenses	15.4	15.5	15.9	15.0	15.4	15.6	15.4	15.1	14.7	14.5	14.4	15.6
Total expenses before taxes on income	101.6	101.7	102.3	102.0	102.9	103.4	103.3	102.3	101.8	101.6	101.0	103.0
Annual result before taxes on income	4.1	5.1	4.3	4.4	4.3	4.1	3.5	3.9	4.2	4.7	5.7	4.0
Taxes on income	1.1	1.4	1.3	1.3	1.1	1.0	1.0	1.1	1.1	1.1	1.2	1.1
Annual result	3.0	3.7	3.0	3.1	3.1	3.1	2.5	2.8	3.1	3.6	4.4	3.0
	Percentage of sales											
Annual result before taxes on income	4.1	5.1	4.3	4.5	4.3	4.1	3.5	3.9	4.2	4.7	5.7	4.1
Cash flow	.	8.6	7.7	8.1	7.9	8.0	7.3	7.4	7.7	7.7	8.6	7.2
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.9	1.0	1.0	1.1	1.1	1.3	1.3	1.3	1.2	1.1	1.1	1.1
Tangible fixed assets	22.7	21.8	21.9	21.2	21.2	20.5	20.2	19.8	18.7	17.7	17.5	18.2
Inventories	20.2	19.3	18.6	18.4	18.1	16.7	16.4	16.7	16.4	16.2	17.3	18.1
Cash	5.1	4.5	4.3	4.1	4.5	5.0	6.1	5.5	5.8	5.4	5.3	5.3
Receivables	32.0	32.7	33.1	33.0	33.5	33.7	32.1	32.0	32.0	33.4	33.7	32.0
Short-term	29.7	30.1	30.9	30.9	30.8	30.8	29.4	29.5	29.2	30.7	30.8	29.5
Long-term	2.2	2.6	2.2	2.2	2.7	2.9	2.7	2.4	2.8	2.7	2.9	2.5
Securities	3.5	3.7	3.6	3.4	2.5	2.8	3.3	4.0	3.2	4.0	3.2	2.9
Other long-term equity investments	15.5	16.6	17.2	18.5	18.8	19.6	20.3	20.5	22.4	21.9	21.6	22.2
Capital												
Equity (adjusted)	26.6	27.9	27.9	27.2	27.4	28.8	28.9	29.5	29.5	29.1	30.2	29.6
Liabilities	48.0	47.5	47.9	49.5	49.5	48.4	48.2	47.5	47.4	49.1	48.5	48.9
Short-term	36.2	35.8	36.1	38.2	38.5	37.0	37.1	37.5	37.1	38.8	38.9	38.5
Long-term	11.8	11.7	11.9	11.3	11.0	11.4	11.1	10.1	10.2	10.4	9.6	10.4
Provisions	25.2	24.4	23.9	23.1	22.9	22.6	22.8	22.9	23.0	21.6	21.1	21.4
of which: Provisions for pensions	12.0	11.8	11.6	11.1	10.9	10.9	10.9	11.0	11.0	10.0	9.5	9.6
Memo item: Sales	145.9	141.6	139.2	140.2	138.1	129.7	127.7	130.3	129.9	128.8	128.6	129.6
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	13.8	13.6	13.3	13.1	13.1	12.9	12.8	12.8	12.6	12.6	13.5	14.0
Short-term receivables	20.4	21.3	22.2	22.0	22.3	23.7	23.0	22.7	22.4	23.9	24.0	22.8
	Percentage of tangible fixed assets											
Equity (adjusted)	112.7	122.5	121.9	121.6	122.9	131.9	134.4	139.9	147.9	154.6	162.6	153.4
Long-term equity and liabilities	216.8	228.7	227.7	224.7	224.0	236.4	238.8	241.4	256.2	264.7	266.7	258.5
	Percentage of fixed assets											
Long-term equity and liabilities	121.8	121.9	119.9	113.6	112.2	112.7	110.9	110.3	110.3	110.7	111.0	109.2
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	103.8	105.1	104.3	97.1	96.3	100.5	99.7	98.6	99.7	99.5	97.0	93.4
Cash resources, short-term receivables and inventories	159.4	159.1	155.8	145.3	143.3	145.7	143.9	143.1	143.9	141.3	141.5	140.5
	Percentage of liabilities and provisions less cash											
Cash Flow	.	18.1	15.9	16.5	15.9	15.6	14.3	14.9	15.5	15.1	17.1	14.4
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.2	6.9	5.8	6.3	6.4	5.9	4.9	5.3	5.5	6.3	7.6	5.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3 Manufacturing sector\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	100.2	99.2	98.9	99.4	99.4	99.5	99.5	99.6	99.3	99.2
Change in finished goods	- 0.2	0.8	1.1	0.6	0.6	0.5	0.5	0.4	0.7	0.8
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.7	0.6	0.6	0.6	0.4	0.4	0.4	0.5	0.4	0.4
Other income	6.4	6.2	5.4	5.6	5.6	5.5	6.7	4.9	4.8	5.1
Total income	107.1	106.8	106.0	106.2	106.0	105.9	107.1	105.4	105.2	105.5
Cost of materials	59.3	60.7	62.6	62.6	62.4	61.6	61.1	60.8	61.3	61.6
Personnel expenses	20.1	18.1	17.0	17.5	18.1	18.4	18.9	19.2	19.0	19.3
Depreciation	4.1	3.3	3.1	3.1	3.1	3.1	3.1	3.3	3.1	3.1
Interest and similar expenses	1.4	1.5	1.5	1.4	1.3	1.4	1.8	1.1	1.3	1.7
Operating taxes	2.9	2.5	2.3	2.2	2.2	2.2	2.1	0.3	0.1	0.1
of which: Excise duties	2.8	2.5	2.2	2.1	2.1	2.1	2.0	0.2	0.0	0.0
Other expenses	17.0	15.9	14.9	14.9	14.8	14.8	16.6	15.9	15.3	15.4
Total expenses before taxes on income	104.7	102.1	101.3	101.7	102.0	101.4	103.6	100.5	100.0	101.1
Annual result before taxes on income	2.4	4.7	4.7	4.5	4.0	4.5	3.5	4.9	5.2	4.3
Taxes on income	0.9	1.1	1.2	1.0	1.0	1.1	1.1	1.1	1.1	1.0
Annual result	1.5	3.6	3.5	3.5	3.0	3.3	2.4	3.8	4.1	3.4
Percentage of sales										
Annual result before taxes on income	2.4	4.7	4.8	4.5	4.1	4.5	3.5	4.9	5.3	4.4
Cash flow	5.2	6.3	6.9	6.4	6.8	6.8	7.3	7.1	7.2	7.3
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.2	1.2	1.1	1.1	1.2	1.2	1.2	1.2	1.4	1.4
Tangible fixed assets	18.2	17.3	17.1	17.2	17.4	17.4	17.0	17.0	16.7	16.4
Inventories	16.8	17.3	18.2	17.9	17.6	17.4	16.6	16.3	16.3	16.3
Cash	6.7	6.6	5.7	6.0	6.2	6.0	5.7	5.7	5.6	5.7
Receivables	30.6	31.5	31.6	30.5	30.6	30.1	30.3	31.1	30.8	30.7
Short-term	28.2	29.9	29.9	28.8	28.8	28.2	28.4	29.0	28.2	27.4
Long-term	2.5	1.6	1.7	1.7	1.8	1.9	2.0	2.1	2.6	3.4
Securities	3.4	2.7	2.6	2.6	2.8	2.9	3.0	2.8	2.9	2.7
Other long-term equity investments	22.8	23.2	23.4	24.3	24.0	24.7	25.9	25.6	26.1	26.5
Capital										
Equity (adjusted)	30.4	32.0	32.4	32.8	32.9	33.4	32.2	32.3	32.6	32.2
Liabilities										
Short-term	36.3	37.1	38.2	37.8	36.9	36.3	37.0	37.2	36.3	36.9
Long-term	11.7	11.6	10.5	11.5	12.0	12.2	11.9	12.3	13.8	13.9
Provisions	21.3	19.0	18.6	17.6	17.9	17.7	18.5	17.8	16.8	16.6
of which: Provisions for pensions	9.9	8.0	7.7	7.6	7.8	7.7	7.9	7.2	6.8	7.1
Memo item: Sales	110.8	116.6	125.1	122.2	119.3	118.2	111.5	106.6	106.4	103.3
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	15.1	14.8	14.6	14.7	14.8	14.8	14.9	15.3	15.3	15.8
Short-term receivables	25.4	25.6	23.9	23.6	24.1	23.9	25.5	27.2	26.5	26.5
Percentage of tangible fixed assets										
Equity (adjusted)	156.7	173.8	177.8	178.2	176.8	179.6	177.1	177.5	180.4	181.1
Long-term equity and liabilities	269.4	281.5	278.4	282.8	284.2	287.1	286.4	285.1	294.5	299.6
Percentage of fixed assets										
Long-term equity and liabilities	112.6	116.2	114.1	114.2	115.7	114.6	109.7	110.0	110.1	108.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	100.7	102.0	96.9	95.9	98.7	98.4	96.3	97.6	96.7	92.8
Cash resources, short-term receivables and inventories	147.0	148.5	144.6	143.2	146.4	146.3	141.1	141.5	141.4	137.0
Percentage of liabilities and provisions less cash										
Cash Flow	9.1	11.9	13.9	12.7	13.2	13.2	13.0	12.3	12.5	12.1
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	3.2	6.1	6.3	5.9	5.2	5.6	4.7	5.2	5.8	5.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3a) Manufacture of food products, beverages and tobacco products\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	152.7	151.8	150.2	156.7	162.9	161.3	161.6	165.9	167.2	173.1	182.8	194.7
Change in finished goods	0.0	0.2	0.0	0.3	0.4	0.0	0.2	0.2	0.3	0.3	0.6	0.5
Gross revenue	152.7	152.0	150.2	157.0	163.3	161.3	161.8	166.1	167.4	173.4	183.4	195.2
Interest and similar income	0.6	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.5	0.6	0.7	0.8
Other income	5.2	5.4	5.2	5.3	6.4	6.0	6.5	6.2	7.0	6.7	6.2	6.9
of which: Income from long-term equity investments	0.5	0.6	0.6	0.7	0.9	0.7	0.8	0.7	0.9	1.2	1.1	1.0
Total income	158.5	157.9	155.9	162.8	170.3	167.9	168.9	172.9	174.9	180.6	190.4	202.9
Cost of materials	91.9	91.2	88.0	92.9	97.0	94.3	95.5	99.4	99.7	105.0	114.0	121.7
Personnel expenses	19.8	19.5	20.0	20.7	21.5	21.6	21.7	22.5	22.3	21.8	21.8	23.0
Depreciation	5.8	5.7	5.4	5.5	5.5	5.5	5.5	6.0	5.1	5.5	6.3	5.6
of which: Depreciation of tangible fixed assets	5.4	5.3	5.1	5.1	5.0	4.9	5.1	5.4	4.8	5.1	5.2	5.2
Interest and similar expenses	1.6	1.6	1.6	1.7	1.9	1.7	1.7	1.6	1.5	1.7	1.9	2.0
Operating taxes	10.7	10.1	10.3	10.6	10.7	11.8	11.8	10.8	11.6	12.7	12.2	14.5
of which: Excise duties	8.9	9.2	9.1	9.6	9.6	10.7	11.1	10.2	11.0	12.2	11.5	13.8
Other expenses	24.1	24.4	25.2	25.8	26.9	26.7	26.2	26.4	26.7	26.9	28.5	29.9
Total expenses before taxes on income	154.0	152.5	150.5	157.2	163.4	161.5	162.4	166.7	167.0	173.7	184.7	196.8
Annual result before taxes on income	4.5	5.4	5.5	5.6	6.9	6.3	6.5	6.1	7.9	7.0	5.6	6.1
Taxes on income	1.4	1.6	1.6	1.5	1.4	1.6	1.3	1.3	1.5	1.5	1.3	1.2
Annual result	3.1	3.8	3.9	4.1	5.4	4.8	5.2	4.8	6.4	5.5	4.3	4.9
Profit and loss transfers (parent company)	- 0.1	0.0	- 0.1	- 0.1	0.0	0.2	0.1	0.2	0.1	0.2	0.3	0.2
Profit and loss transfers (subsidiary)	0.3	0.6	0.5	0.4	1.0	0.4	1.1	0.8	2.0	1.8	1.3	1.2
Profit for the year	2.7	3.1	3.3	3.7	4.4	4.5	4.2	4.2	4.5	4.0	3.3	3.9
Cash flow	.	9.4	9.8	10.2	10.8	10.5	11.4	10.9	11.5	11.2	10.2	11.3
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.7	0.8	0.9	0.9	0.9	1.0	1.0	0.9	0.9	0.8	1.2	1.1
Tangible fixed assets	23.9	23.6	23.3	24.0	24.5	24.3	25.2	26.4	26.1	27.1	27.3	27.2
of which: Land and buildings	11.2	11.3	11.4	11.9	12.2	12.0	12.6	13.0	12.7	13.4	13.0	12.6
Inventories	11.8	11.5	11.7	12.1	12.3	12.3	12.0	12.1	12.4	12.4	13.1	13.6
Raw materials, consumables and supplies	4.3	4.4	4.4	4.7	4.8	4.6	4.5	4.4	4.4	4.5	4.9	4.7
Work in progress	1.1	1.1	1.1	1.1	1.2	1.2	1.1	1.3	1.4	1.2	1.4	1.4
Finished goods and merchandise	6.4	6.0	6.1	6.2	6.3	6.4	6.3	6.3	6.6	6.5	6.7	7.4
Prepayments (inventories)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Non-financial assets	36.4	35.9	35.9	37.0	37.7	37.6	38.2	39.5	39.4	40.3	41.6	41.9
Cash	3.3	3.2	3.3	3.0	3.3	3.4	3.7	3.6	3.8	4.6	4.8	4.4
Receivables	21.7	23.6	24.6	25.0	26.4	25.6	26.9	28.1	27.2	29.1	35.6	36.2
Short-term	19.1	20.8	21.9	22.2	23.8	22.9	24.2	25.2	24.5	26.7	33.1	33.9
of which												
Trade receivables	10.2	10.2	10.4	11.0	11.6	11.0	10.9	11.4	11.4	11.8	13.4	12.8
Receivables from affiliated companies	6.5	7.9	8.4	7.9	9.2	9.0	10.6	11.1	10.6	12.0	16.0	17.4
Long-term	2.7	2.8	2.8	2.8	2.6	2.7	2.8	2.9	2.7	2.3	2.5	2.3
of which: Loans to affiliated companies	0.8	0.8	0.9	1.1	1.0	1.0	0.9	1.2	0.9	0.8	0.9	0.8
Securities	1.0	1.1	1.0	1.8	1.9	2.3	2.2	2.4	2.1	2.1	2.0	1.7
Short-term securities	0.7	0.7	0.5	1.1	1.3	1.3	1.1	1.4	1.2	1.1	1.1	0.9
Long-term securities	0.3	0.4	0.5	0.6	0.6	1.0	1.1	0.9	0.9	1.0	0.9	0.8
Other long-term equity investments	7.4	8.0	8.0	8.5	9.4	11.2	11.2	13.8	15.3	16.5	11.1	11.4
of which: Goodwill	0.3	0.3	0.4	0.5	0.6	0.5	0.8	0.9	1.0	0.8	0.9	1.1
Prepaid expenses	0.2	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4
Financial assets	33.6	36.2	37.1	38.5	41.2	42.7	44.4	48.2	48.7	52.7	53.9	54.1
Balance sheet total (adjusted)	70.0	72.1	73.1	75.4	78.9	80.3	82.6	87.6	88.2	93.0	95.5	96.0
<b>Capital</b>												
Equity (adjusted)	15.3	15.8	16.3	17.2	18.6	19.5	21.5	25.9	27.7	29.4	29.2	30.1
Liabilities	42.9	44.6	44.4	45.3	47.4	47.6	47.3	47.7	46.6	49.5	52.5	51.3
Short-term	29.4	29.6	30.0	30.7	32.5	32.7	32.5	33.3	33.0	35.2	38.4	37.6
of which												
Liabilities to banks	7.9	7.7	8.2	8.2	8.1	7.5	7.5	8.0	7.3	7.2	8.1	7.6
Trade payables	10.6	9.9	8.9	9.5	9.4	9.0	9.0	8.9	9.1	9.7	10.9	10.2
Liabilities to affiliated companies	6.1	7.1	8.1	8.5	9.8	10.3	11.0	11.5	12.0	14.1	14.1	14.3
Payments received on account of orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0
Long-term	13.5	15.0	14.5	14.6	15.0	14.9	14.8	14.4	13.6	14.3	14.1	13.7
of which												
Liabilities to banks	9.9	10.8	10.4	10.3	10.2	9.9	9.4	8.9	8.3	8.6	8.6	8.8
Liabilities to affiliated companies	2.8	3.3	3.2	2.9	3.0	3.5	3.4	3.6	3.8	4.3	4.5	3.8
Provisions	11.7	11.7	12.3	12.8	12.8	13.1	13.7	13.9	13.8	14.1	13.7	14.4
of which:												
Provisions for pensions	4.8	4.9	5.1	5.5	5.7	5.5	5.9	6.0	6.0	6.0	5.7	5.9
Half of the special tax-allowable reserve	0.9	0.9	0.8	0.8	0.7	0.7	0.7	0.6	0.6	0.6	0.5	0.4
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2
Liabilities and provisions	54.7	56.3	56.8	58.2	60.3	60.8	61.1	61.7	60.5	63.6	66.3	65.9
Balance sheet total (adjusted)	70.0	72.1	73.1	75.4	78.9	80.3	82.6	87.6	88.2	93.0	95.5	96.0

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3a) Manufacture of food products, beverages and tobacco products\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	184.6	190.3	203.3	208.3	219.0	215.2	208.8	203.1	205.7	206.9
Change in finished goods	- 0.4	0.1	0.5	0.9	0.7	0.0	0.2	0.1	0.6	0.6
Gross revenue	184.2	190.4	203.8	209.2	219.7	215.3	209.0	203.2	206.3	207.6
Interest and similar income	0.6	0.5	0.5	0.5	0.4	0.4	0.3	0.3	0.4	0.3
Other income	6.2	8.1	6.8	6.8	7.1	7.3	6.8	4.6	4.2	4.5
of which: Income from long-term equity investments	0.5	0.9	1.1	1.3	1.3	1.1	1.0	0.6	0.6	0.9
Total income	191.0	199.1	211.0	216.5	227.2	223.0	216.1	208.2	210.9	212.3
Cost of materials	109.5	115.2	126.7	132.3	139.3	132.6	124.8	126.2	133.9	132.3
Personnel expenses	22.8	23.1	24.5	24.4	25.8	27.0	28.0	28.9	28.9	29.9
Depreciation	5.3	5.4	5.3	5.3	5.3	5.4	5.5	5.8	5.9	5.8
of which: Depreciation of tangible fixed assets	4.9	5.0	5.0	5.0	5.0	5.1	5.2	5.5	5.7	5.6
Interest and similar expenses	1.7	1.7	1.8	1.8	1.7	1.6	1.6	1.3	1.3	1.4
Operating taxes	15.3	15.0	14.7	14.6	14.6	14.8	14.5	4.4	0.2	0.2
of which: Excise duties	14.8	14.4	14.2	14.2	14.3	14.4	14.2	4.2	0.0	0.0
Other expenses	29.9	30.8	31.8	31.5	33.8	33.7	34.2	34.0	33.4	34.4
Total expenses before taxes on income	184.5	191.2	204.7	209.9	220.5	215.1	208.5	200.5	203.7	204.1
Annual result before taxes on income	6.5	7.9	6.3	6.6	6.7	7.8	7.6	7.6	7.2	8.3
Taxes on income	1.3	1.2	1.2	1.2	1.2	1.4	1.5	1.4	1.4	1.5
Annual result	5.2	6.7	5.2	5.4	5.5	6.5	6.2	6.2	5.8	6.8
Profit and loss transfers (parent company)	0.4	0.4	0.4	0.6	0.7	0.5	0.5	1.0	1.0	1.0
Profit and loss transfers (subsidiary)	1.8	2.1	1.9	1.8	1.8	1.8	2.1	2.4	1.8	2.1
Profit for the year	3.8	4.9	3.6	4.2	4.4	5.2	4.6	4.7	5.0	5.7
Cash flow	10.1	11.6	10.7	10.6	11.3	11.6	12.2	11.8	11.9	13.6
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.9	1.1	1.2	1.0	1.1	0.9	1.0	1.1	1.2	1.2
Tangible fixed assets	26.7	27.5	29.0	30.0	31.5	33.3	34.6	36.4	37.0	38.5
of which: Land and buildings	11.9	12.5	13.0	13.2	13.6	13.9	14.2	14.8	14.9	15.4
Inventories	12.8	13.2	14.7	15.8	16.6	16.0	15.8	15.9	16.4	17.4
Raw materials, consumables and supplies	4.4	4.7	5.2	5.5	5.5	5.5	5.9	6.1	6.2	6.6
Work in progress	1.3	1.3	1.4	1.6	1.6	1.8	1.7	1.7	1.8	1.8
Finished goods and merchandise	6.9	7.1	8.0	8.7	9.3	8.6	8.1	7.9	8.2	8.8
Prepayments (inventories)	0.1	0.1	0.2	0.1	0.2	0.1	0.1	0.1	0.1	0.1
Non-financial assets	40.4	41.9	45.0	46.9	49.2	50.2	51.4	53.3	54.5	57.1
Cash	5.5	5.3	4.8	5.0	6.1	6.4	6.8	7.3	6.9	7.0
Receivables	35.3	35.6	36.8	39.3	40.1	40.0	39.8	39.9	41.3	42.4
Short-term	33.3	34.0	35.0	37.6	38.4	38.2	38.0	38.3	33.5	34.3
of which										
Trade receivables	12.1	13.0	14.1	14.6	14.7	14.4	13.7	13.9	14.1	14.1
Receivables from affiliated companies	17.5	17.3	17.3	19.4	19.7	19.9	20.9	20.8	15.2	15.7
Long-term	2.0	1.6	1.7	1.7	1.8	1.9	1.8	1.7	7.8	8.1
of which: Loans to affiliated companies	0.9	0.7	0.8	0.7	0.8	0.8	0.7	0.7	6.8	7.0
Securities	1.6	1.4	1.7	1.3	1.4	1.3	1.3	1.1	1.3	1.4
Short-term securities	0.7	1.1	1.4	1.1	1.1	0.4	0.4	0.6	0.6	0.8
Long-term securities	0.8	0.4	0.3	0.2	0.3	0.9	0.9	0.5	0.7	0.7
Other long-term equity investments	10.3	12.2	11.9	12.1	12.2	12.1	11.9	12.5	12.3	13.7
of which: Goodwill	0.9	1.8	1.8	1.6	1.2	1.0	0.8	0.7	0.6	0.5
Prepaid expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Financial assets	52.9	54.8	55.5	58.0	60.2	60.0	60.2	61.2	62.1	64.9
Balance sheet total (adjusted)	93.4	96.7	100.5	104.9	109.4	110.3	111.6	114.6	116.6	121.9
<b>Capital</b>										
Equity (adjusted)	29.7	32.3	32.7	33.2	35.4	37.5	39.0	40.8	41.9	44.6
Liabilities	49.6	50.5	53.6	57.6	59.3	58.3	57.6	58.9	59.6	61.3
Short-term	36.1	36.5	40.5	42.5	42.9	42.8	42.5	42.3	42.7	43.5
of which										
Liabilities to banks	7.1	7.1	7.3	7.4	6.7	6.7	6.5	5.6	6.0	6.4
Trade payables	9.4	10.2	11.2	12.0	12.4	11.5	11.2	11.4	11.7	11.6
Liabilities to affiliated companies	14.4	14.4	16.7	17.1	18.1	19.1	19.3	19.9	19.6	20.1
Payments received on account of orders	0.0	0.0	0.1	0.1	0.1	0.0	0.1	0.1	0.0	0.1
Long-term	13.4	14.0	13.1	15.0	16.4	15.6	15.1	16.6	16.9	17.8
of which										
Liabilities to banks	8.7	8.0	8.1	7.9	9.0	8.5	8.0	8.5	8.7	9.1
Liabilities to affiliated companies	3.5	4.8	4.0	5.7	5.3	4.7	4.9	5.4	6.1	6.3
Provisions	13.9	13.6	13.6	14.0	14.5	14.3	14.9	14.8	15.0	16.0
of which:										
Provisions for pensions	5.2	5.0	5.2	5.3	5.7	5.4	5.7	5.0	5.1	5.5
Half of the special tax-allowable reserve	0.4	0.3	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0
Deferred income	0.3	0.3	0.6	0.2	0.1	0.1	0.1	0.0	0.1	0.1
Liabilities and provisions	63.7	64.4	67.8	71.7	73.9	72.7	72.6	73.7	74.7	77.4
Balance sheet total (adjusted)	93.4	96.7	100.5	104.9	109.4	110.3	111.6	114.6	116.6	121.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3a) Manufacture of food products, beverages and tobacco products\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	100.0	99.9	100.0	99.8	99.8	100.0	99.9	99.9	99.8	99.8	99.7	99.7
Change in finished goods	0.0	0.1	0.0	0.2	0.2	0.0	0.1	0.1	0.2	0.2	0.3	0.3
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.4	0.3	0.4	0.4	0.4	0.4	0.4	0.3	0.4	0.4	0.4
Other income	3.4	3.5	3.5	3.4	3.9	3.7	4.0	3.7	4.2	3.8	3.4	3.5
Total income	103.8	103.9	103.8	103.7	104.3	104.1	104.4	104.1	104.5	104.2	103.8	103.9
Cost of materials	60.2	60.0	58.6	59.2	59.4	58.5	59.0	59.9	59.5	60.6	62.1	62.4
Personnel expenses	13.0	12.8	13.3	13.2	13.2	13.4	13.4	13.5	13.3	12.6	11.9	11.8
Depreciation	3.8	3.7	3.6	3.5	3.4	3.4	3.4	3.6	3.0	3.2	3.4	2.9
Interest and similar expenses	1.1	1.1	1.0	1.1	1.2	1.1	1.0	1.0	0.9	1.0	1.0	1.0
Operating taxes	7.0	6.6	6.9	6.7	6.5	7.3	7.3	6.5	6.9	7.3	6.7	7.4
of which: Excise duties	5.8	6.0	6.0	6.1	5.9	6.6	6.8	6.2	6.6	7.0	6.3	7.1
Other expenses	15.8	16.1	16.7	16.4	16.5	16.5	16.2	15.9	16.0	15.5	15.5	15.3
Total expenses before taxes on income	100.9	100.4	100.2	100.1	100.1	100.2	100.4	100.4	99.7	100.2	100.7	100.8
Annual result before taxes on income	2.9	3.5	3.6	3.6	4.2	3.9	4.0	3.7	4.7	4.0	3.1	3.1
Taxes on income	0.9	1.0	1.1	1.0	0.9	1.0	0.8	0.8	0.9	0.9	0.7	0.6
Annual result	2.0	2.5	2.6	2.6	3.3	3.0	3.2	2.9	3.8	3.2	2.4	2.5
	Percentage of sales											
Annual result before taxes on income	2.9	3.5	3.6	3.6	4.2	3.9	4.0	3.7	4.7	4.0	3.1	3.1
Cash flow	.	6.2	6.5	6.5	6.6	6.5	7.1	6.6	6.9	6.5	5.6	5.8
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	1.0	1.1	1.3	1.2	1.2	1.2	1.3	1.1	1.0	0.9	1.2	1.1
Tangible fixed assets	34.1	32.7	31.9	31.8	31.0	30.3	30.5	30.1	29.6	29.1	28.5	28.4
Inventories	16.9	16.0	16.0	16.0	15.6	15.3	14.5	13.9	14.1	13.3	13.8	14.2
Cash	4.7	4.5	4.5	4.0	4.1	4.3	4.5	4.1	4.3	5.0	5.0	4.6
Receivables	31.1	32.7	33.7	33.1	33.4	31.8	32.6	32.0	30.9	31.3	37.3	37.7
Short-term	27.2	28.9	29.9	29.4	30.1	28.5	29.3	28.8	27.8	28.7	34.6	35.3
Long-term	3.8	3.8	3.8	3.7	3.3	3.3	3.3	3.3	3.0	2.5	2.7	2.4
Securities	1.4	1.6	1.4	2.3	2.5	2.8	2.7	2.7	2.4	2.3	2.1	1.7
Other long-term equity investments	10.5	11.1	10.9	11.3	11.9	13.9	13.6	15.8	17.4	17.8	11.6	11.9
Capital												
Equity (adjusted)	21.9	21.9	22.3	22.8	23.6	24.3	26.0	29.6	31.4	31.6	30.5	31.4
Liabilities												
Short-term	42.0	41.0	41.0	40.7	41.2	40.7	39.3	38.0	37.4	37.9	40.2	39.2
Long-term	19.4	20.8	19.8	19.4	19.0	18.6	17.9	16.4	15.4	15.4	14.8	14.2
Provisions	16.7	16.2	16.8	17.0	16.2	16.3	16.6	15.9	15.7	15.1	14.4	15.0
of which: Provisions for pensions	6.9	6.9	7.0	7.3	7.2	6.9	7.2	6.9	6.8	6.5	6.0	6.2
Memo item: Sales	218.2	210.5	205.6	207.8	206.5	200.8	195.7	189.3	189.6	186.2	191.4	202.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	7.7	7.6	7.8	7.7	7.6	7.6	7.4	7.3	7.4	7.1	7.2	7.0
Short-term receivables	12.5	13.7	14.6	14.2	14.6	14.2	15.0	15.2	14.7	15.4	18.1	17.4
	Percentage of tangible fixed assets											
Equity (adjusted)	62.3	64.7	67.1	69.1	73.3	77.2	81.7	94.9	102.6	105.2	102.6	106.4
Long-term equity and liabilities	140.6	150.3	150.9	153.2	157.6	161.0	163.5	171.9	177.6	180.1	174.2	177.2
	Percentage of fixed assets											
Long-term equity and liabilities	98.8	103.2	103.1	103.6	105.4	101.4	103.9	104.6	104.4	105.1	115.3	117.1
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	78.2	83.9	85.4	85.8	87.3	84.5	89.2	90.7	89.5	92.2	101.6	104.2
Cash resources, short-term receivables and inventories	118.3	122.9	124.3	125.2	125.2	122.0	126.1	127.1	127.3	127.3	135.9	140.4
	Percentage of liabilities and provisions less cash											
Cash Flow	.	17.8	18.2	18.5	18.9	18.3	19.8	18.7	20.2	19.0	16.5	18.4
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.7	7.5	7.4	7.7	9.3	8.1	8.3	7.4	9.0	7.7	6.5	7.2

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3a) Manufacture of food products, beverages and tobacco products\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	100.2	99.9	99.7	99.6	99.7	100.0	99.9	100.0	99.7	99.7
Change in finished goods	- 0.2	0.1	0.3	0.4	0.3	0.0	0.1	0.0	0.3	0.3
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.1
Other income	3.4	4.3	3.3	3.3	3.2	3.4	3.3	2.3	2.0	2.2
Total income	103.7	104.5	103.5	103.5	103.4	103.6	103.4	102.4	102.2	102.3
Cost of materials	59.5	60.5	62.2	63.2	63.4	61.6	59.7	62.1	64.9	63.7
Personnel expenses	12.4	12.1	12.0	11.7	11.7	12.5	13.4	14.2	14.0	14.4
Depreciation	2.9	2.8	2.6	2.5	2.4	2.5	2.6	2.8	2.8	2.8
Interest and similar expenses	0.9	0.9	0.9	0.9	0.8	0.7	0.8	0.6	0.7	0.7
Operating taxes	8.3	7.9	7.2	7.0	6.7	6.9	6.9	2.2	0.1	0.1
of which: Excise duties	8.0	7.6	7.0	6.8	6.5	6.7	6.8	2.1	0.0	0.0
Other expenses	16.2	16.2	15.6	15.1	15.4	15.7	16.4	16.7	16.2	16.6
Total expenses before taxes on income	100.2	100.4	100.4	100.3	100.4	99.9	99.8	98.7	98.7	98.3
Annual result before taxes on income	3.5	4.1	3.1	3.2	3.0	3.6	3.7	3.8	3.5	4.0
Taxes on income	0.7	0.6	0.6	0.6	0.5	0.6	0.7	0.7	0.7	0.7
Annual result	2.8	3.5	2.5	2.6	2.5	3.0	3.0	3.1	2.8	3.3
Percentage of sales										
Annual result before taxes on income	3.5	4.1	3.1	3.2	3.1	3.6	3.7	3.8	3.5	4.0
Cash flow	5.5	6.1	5.3	5.1	5.1	5.4	5.8	5.8	5.8	6.6
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.0	1.2	1.2	1.0	1.0	0.8	0.9	0.9	1.0	1.0
Tangible fixed assets	28.6	28.5	28.9	28.6	28.8	30.2	31.0	31.8	31.7	31.6
Inventories	13.7	13.7	14.7	15.1	15.1	14.5	14.1	13.9	14.0	14.2
Cash	5.9	5.5	4.8	4.8	5.6	5.8	6.1	6.4	5.9	5.7
Receivables	37.8	36.8	36.6	37.4	36.7	36.3	35.7	34.9	35.4	34.8
Short-term	35.7	35.1	34.9	35.8	35.1	34.6	34.1	33.4	28.7	28.1
Long-term	2.1	1.7	1.7	1.6	1.6	1.7	1.6	1.5	6.7	6.6
Securities	1.7	1.5	1.7	1.2	1.3	1.2	1.2	1.0	1.1	1.2
Other long-term equity investments	11.0	12.6	11.8	11.6	11.2	10.9	10.7	10.9	10.5	11.3
Capital										
Equity (adjusted)	31.8	33.4	32.5	31.6	32.4	34.0	35.0	35.7	35.9	36.6
Liabilities	53.1	52.3	53.3	54.9	54.2	52.9	51.6	51.4	51.2	50.3
Short-term	38.7	37.8	40.3	40.5	39.2	38.8	38.1	36.9	36.6	35.7
Long-term	14.4	14.5	13.1	14.3	15.0	14.1	13.6	14.5	14.5	14.6
Provisions	14.8	14.1	13.5	13.3	13.3	13.0	13.3	12.9	12.8	13.1
of which: Provisions for pensions	5.6	5.2	5.2	5.0	5.3	4.9	5.1	4.3	4.4	4.5
Memo item: Sales	197.6	196.8	202.2	198.5	200.3	195.2	187.1	177.3	176.4	169.7
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	6.9	7.0	7.2	7.6	7.6	7.4	7.6	7.8	8.0	8.4
Short-term receivables	18.0	17.8	17.2	18.0	17.5	17.7	18.2	18.8	16.3	16.6
Percentage of tangible fixed assets										
Equity (adjusted)	107.2	112.5	108.1	106.9	108.6	109.6	109.6	109.0	109.9	112.3
Long-term equity and liabilities	176.2	179.8	169.5	172.8	176.9	171.2	168.4	166.8	167.8	171.1
Percentage of fixed assets										
Long-term equity and liabilities	119.7	120.3	116.0	119.0	123.0	119.5	119.4	119.8	108.7	109.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	109.5	110.4	101.9	102.7	106.3	105.1	106.7	109.3	96.1	96.7
Cash resources, short-term receivables and inventories	144.8	146.6	138.3	140.0	144.9	142.5	143.8	146.9	134.4	136.6
Percentage of liabilities and provisions less cash										
Cash Flow	17.4	19.5	17.0	15.9	16.6	17.5	18.6	17.7	17.5	19.3
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	7.4	8.7	7.0	6.9	6.6	7.3	6.9	6.6	6.1	6.7

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3b) Manufacture of textiles, apparel, leather, leather goods and shoes\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	31.2	32.3	32.0	32.2	31.3	28.6	27.3	27.5	25.9	25.7	25.7	25.1
Change in finished goods	0.2	0.1	-0.1	0.1	0.1	-0.1	0.0	0.1	0.0	0.0	0.1	0.1
Gross revenue	31.4	32.4	31.9	32.3	31.4	28.5	27.3	27.5	25.9	25.8	25.8	25.3
Interest and similar income	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other income	1.4	1.6	1.4	1.4	1.5	1.4	1.8	1.8	1.2	1.2	1.3	1.3
of which: Income from long-term equity investments	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2
Total income	32.9	34.2	33.5	33.8	33.1	30.1	29.2	29.5	27.2	27.0	27.2	26.7
Cost of materials	18.6	19.3	18.5	19.0	18.5	16.6	15.8	16.0	15.1	15.1	15.3	15.0
Personnel expenses	6.9	7.0	7.1	6.9	6.7	6.2	5.9	5.7	5.4	5.2	5.1	5.1
Depreciation	1.0	1.1	1.1	1.1	1.1	1.0	1.0	0.8	0.7	0.7	0.7	0.8
of which: Depreciation of tangible fixed assets	0.9	1.0	1.0	0.9	0.9	0.8	0.7	0.7	0.6	0.6	0.6	0.6
Interest and similar expenses	0.5	0.5	0.5	0.5	0.6	0.5	0.4	0.4	0.4	0.3	0.4	0.4
Operating taxes	0.0	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 duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	4.8	5.1	5.2	5.2	5.3	5.0	5.1	4.9	4.6	4.7	4.7	4.7
Total expenses before taxes on income	31.8	33.0	32.5	32.7	32.3	29.3	28.3	27.8	26.2	26.1	26.3	26.1
Annual result before taxes on income	1.1	1.2	1.0	1.1	0.8	0.8	0.9	1.7	1.0	0.9	1.0	0.6
Taxes on income	0.3	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.3	0.2
Annual result	0.8	0.9	0.6	0.8	0.5	0.5	0.6	1.4	0.7	0.7	0.7	0.4
Profit and loss transfers (parent company)	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.3
Profit and loss transfers (subsidiary)	0.1	0.1	-0.1	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.1	0.1
Profit for the year	0.6	0.7	0.6	0.7	0.5	0.6	0.5	1.3	0.7	0.7	0.6	0.6
Cash flow	.	2.0	1.7	1.8	1.7	1.3	1.6	2.1	1.3	1.3	1.3	1.2
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.3	0.3	0.3
Tangible fixed assets	3.8	4.0	3.9	3.8	3.9	3.5	3.4	3.3	3.2	2.9	2.9	3.0
of which: Land and buildings	1.9	1.9	1.9	1.8	1.9	1.8	1.7	1.7	1.7	1.5	1.4	1.4
Inventories	5.7	5.9	5.8	5.9	5.6	5.0	4.7	4.7	4.6	4.4	4.5	4.6
Raw materials, consumables and supplies	1.7	1.7	1.7	1.8	1.6	1.4	1.3	1.3	1.3	1.3	1.3	1.3
Work in progress	1.0	1.0	1.0	0.9	0.9	0.8	0.8	0.8	0.7	0.7	0.7	0.7
Finished goods and merchandise	3.0	3.2	3.1	3.2	3.1	2.8	2.5	2.6	2.6	2.4	2.5	2.6
Prepayments (inventories)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-financial assets	9.6	10.0	9.9	9.8	9.7	8.7	8.2	8.1	8.0	7.6	7.8	7.8
Cash	0.8	0.8	0.9	0.9	0.9	1.0	1.1	1.2	1.2	1.2	1.0	1.0
Receivables	5.9	6.3	6.5	6.5	6.5	6.1	5.9	5.7	5.1	5.0	5.0	4.8
Short-term	5.5	5.9	6.0	6.0	6.1	5.7	5.4	5.2	4.7	4.6	4.6	4.3
of which												
Trade receivables	3.3	3.3	3.3	3.4	3.1	2.8	2.7	2.7	2.5	2.3	2.3	2.1
Receivables from affiliated companies	1.6	1.9	2.2	2.0	2.2	2.2	2.0	1.9	1.7	1.5	1.5	1.5
Long-term	0.4	0.5	0.5	0.5	0.4	0.4	0.5	0.5	0.3	0.4	0.4	0.5
of which: Loans to affiliated companies	0.3	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.2	0.3	0.3	0.4
Securities	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.1
Short-term securities	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1
Long-term securities	0.0	0.1	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.0
Other long-term equity investments	1.1	1.2	1.2	1.3	1.2	1.3	1.4	1.9	1.9	1.7	1.6	1.6
of which: Goodwill	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1
Prepaid expenses	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Financial assets	7.9	8.6	8.7	8.9	8.8	8.6	8.6	9.1	8.4	8.2	7.9	7.6
Balance sheet total (adjusted)	17.6	18.6	18.6	18.7	18.5	17.2	16.8	17.2	16.4	15.8	15.7	15.4
<b>Capital</b>												
Equity (adjusted)	4.3	4.8	4.6	4.6	4.6	4.6	4.8	5.6	5.7	5.4	5.5	5.0
Liabilities	10.9	11.3	11.5	11.7	11.5	10.3	9.8	9.4	8.6	8.4	8.4	8.5
Short-term	7.5	7.9	8.1	8.4	8.4	7.6	7.2	7.1	6.3	5.9	6.1	6.2
of which												
Liabilities to banks	2.2	2.4	2.5	2.5	2.7	2.2	2.1	1.7	1.5	1.3	1.5	1.5
Trade payables	2.6	2.5	2.3	2.4	2.2	1.8	1.6	1.5	1.5	1.5	1.4	1.3
Liabilities to affiliated companies	1.7	1.8	2.2	2.4	2.4	2.5	2.5	2.8	2.5	2.4	2.3	2.5
Payments received on account of orders	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term	3.3	3.4	3.5	3.3	3.1	2.8	2.6	2.3	2.3	2.4	2.3	2.3
of which												
Liabilities to banks	1.9	1.9	2.0	1.9	1.7	1.4	1.3	1.3	1.0	1.2	1.1	1.1
Liabilities to affiliated companies	1.2	1.2	1.2	1.1	1.1	1.1	0.9	0.8	0.7	0.8	0.8	0.8
Provisions	2.5	2.5	2.5	2.4	2.4	2.3	2.2	2.2	2.1	2.0	1.9	1.8
of which:												
Provisions for pensions	1.1	1.1	1.0	1.0	1.1	1.0	1.0	0.9	0.9	0.8	0.8	0.7
Half of the special tax-allowable reserve	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	13.3	13.8	14.0	14.1	13.9	12.6	12.0	11.6	10.7	10.4	10.3	10.4
Balance sheet total (adjusted)	17.6	18.6	18.6	18.7	18.5	17.2	16.8	17.2	16.4	15.8	15.7	15.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3b) Manufacture of textiles, apparel, leather, leather goods and shoes\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	22.5	24.1	25.5	24.8	24.1	25.4	25.4	25.2	25.7	25.4
Change in finished goods	- 0.3	0.1	0.3	0.1	0.0	0.2	0.0	0.1	0.1	0.1
Gross revenue	22.3	24.2	25.8	24.9	24.1	25.6	25.4	25.3	25.7	25.5
Interest and similar income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other income	1.3	1.2	1.2	1.3	1.1	1.4	1.3	0.9	0.9	0.9
of which: Income from long-term equity investments	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.4	0.4
Total income	23.7	25.4	27.1	26.2	25.3	27.1	26.8	26.2	26.7	26.4
Cost of materials	12.9	14.1	15.5	14.6	14.2	14.9	14.6	14.3	14.5	14.3
Personnel expenses	4.7	4.7	4.8	4.8	4.7	4.9	5.1	5.2	5.2	5.3
Depreciation	0.7	0.6	0.6	0.8	0.5	0.5	0.6	0.6	0.7	0.7
of which: Depreciation of tangible fixed assets	0.6	0.5	0.5	0.7	0.5	0.5	0.5	0.5	0.6	0.6
Interest and similar expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2
Operating taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	4.3	4.4	4.6	4.6	4.4	5.0	4.9	4.7	4.8	4.9
Total expenses before taxes on income	23.0	24.2	25.7	25.2	24.1	25.6	25.5	25.0	25.5	25.5
Annual result before taxes on income	0.8	1.2	1.3	1.0	1.2	1.5	1.4	1.2	1.2	1.0
Taxes on income	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Annual result	0.6	1.0	1.0	0.7	0.9	1.1	1.0	0.9	0.9	0.7
Profit and loss transfers (parent company)	0.0	0.0	0.0	0.2	0.1	0.2	0.2	0.2	0.2	0.2
Profit and loss transfers (subsidiary)	0.0	0.2	0.1	- 0.1	0.2	0.3	0.2	0.1	0.1	0.0
Profit for the year	0.5	0.9	0.9	1.0	0.9	1.1	1.1	1.0	1.0	0.8
Cash flow	1.2	1.5	1.7	1.4	1.5	1.7	1.7	1.5	1.5	1.5
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.3	0.3	0.3	0.2	0.1	0.2	0.3	0.2	0.3	0.3
Tangible fixed assets	2.9	2.7	2.9	2.9	2.8	3.0	3.3	3.4	3.5	3.5
of which: Land and buildings	1.3	1.3	1.4	1.4	1.2	1.3	1.3	1.3	1.4	1.5
Inventories	4.1	4.4	4.8	4.5	4.4	4.7	4.8	4.8	5.0	5.2
Raw materials, consumables and supplies	1.1	1.3	1.4	1.3	1.3	1.3	1.3	1.2	1.3	1.3
Work in progress	0.6	0.6	0.7	0.6	0.7	0.7	0.7	0.7	0.7	0.7
Finished goods and merchandise	2.3	2.4	2.7	2.6	2.4	2.7	2.8	2.8	3.0	3.0
Prepayments (inventories)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.2
Non-financial assets	7.4	7.4	8.0	7.6	7.3	7.9	8.4	8.5	8.9	9.0
Cash	1.3	1.2	1.1	1.1	1.1	1.3	1.4	1.5	1.4	1.4
Receivables	4.6	4.6	4.8	4.9	4.5	4.4	4.8	4.9	4.8	4.7
Short-term	4.2	4.2	4.4	4.6	4.1	4.1	4.4	4.4	4.4	4.3
of which										
Trade receivables	2.0	2.1	2.1	2.0	1.9	2.0	1.9	1.8	1.9	1.9
Receivables from affiliated companies	1.6	1.6	1.7	2.0	1.7	1.6	2.1	2.1	1.8	1.8
Long-term	0.4	0.3	0.3	0.4	0.4	0.3	0.4	0.4	0.4	0.3
of which: Loans to affiliated companies	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.2
Securities	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.1	0.2
Short-term securities	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Long-term securities	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Other long-term equity investments	1.7	1.5	1.6	1.6	1.5	1.5	1.8	1.9	2.0	1.9
of which: Goodwill	0.2	0.1	0.2	0.1	0.1	0.1	0.1	0.0	0.1	0.1
Prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1
Financial assets	7.7	7.4	7.6	7.7	7.2	7.5	8.3	8.4	8.4	8.2
Balance sheet total (adjusted)	15.1	14.7	15.6	15.3	14.6	15.4	16.8	16.8	17.3	17.2
<b>Capital</b>										
Equity (adjusted)	5.3	5.3	5.6	5.9	5.6	6.0	6.9	6.7	7.2	7.3
Liabilities	7.9	7.7	8.3	7.7	7.3	7.6	8.1	8.3	8.4	8.0
Short-term	6.0	6.0	6.3	6.4	5.6	5.8	6.1	6.1	6.3	6.4
of which										
Liabilities to banks	1.3	1.2	1.3	1.5	1.1	1.0	1.1	1.0	1.0	1.3
Trade payables	1.2	1.3	1.4	1.2	1.2	1.3	1.2	1.2	1.2	1.2
Liabilities to affiliated companies	2.7	2.5	2.8	2.9	2.6	2.8	3.0	3.2	3.4	3.1
Payments received on account of orders	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Long-term	2.0	1.7	1.9	1.4	1.6	1.8	2.1	2.2	2.0	1.7
of which										
Liabilities to banks	1.1	1.0	1.1	0.8	0.8	1.0	1.2	1.3	1.2	0.9
Liabilities to affiliated companies	0.6	0.5	0.6	0.4	0.5	0.6	0.6	0.8	0.7	0.7
Provisions	1.8	1.7	1.8	1.7	1.6	1.7	1.8	1.8	1.7	1.8
of which:										
Provisions for pensions	0.8	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7
Half of the special tax-allowable reserve	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	9.8	9.4	10.1	9.4	8.9	9.4	9.9	10.1	10.1	9.9
Balance sheet total (adjusted)	15.1	14.7	15.6	15.3	14.6	15.4	16.8	16.8	17.3	17.2

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3b) Manufacture of textiles, apparel, leather, leather goods and shoes\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.4	99.6	100.4	99.6	99.6	100.4	100.1	99.7	100.0	99.9	99.4	99.4
Change in finished goods	0.6	0.4	-0.4	0.4	0.4	-0.4	-0.1	0.3	0.0	0.1	0.6	0.6
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.4	0.4	0.4	0.5	0.5	0.5	0.4	0.4	0.5	0.5	0.5
Other income	4.4	4.9	4.5	4.3	4.8	4.9	6.6	6.7	4.7	4.5	5.0	5.2
Total income	104.8	105.3	104.9	104.7	105.3	105.4	107.0	107.1	105.2	105.0	105.4	105.7
Cost of materials	59.3	59.3	58.1	58.9	58.8	58.1	58.0	58.1	58.2	58.7	59.4	59.4
Personnel expenses	22.0	21.7	22.3	21.2	21.5	21.6	21.5	20.8	20.7	20.1	19.8	20.1
Depreciation	3.2	3.4	3.6	3.3	3.6	3.5	3.6	3.0	2.8	2.7	2.8	3.3
Interest and similar expenses	1.5	1.5	1.5	1.6	1.8	1.7	1.6	1.3	1.4	1.3	1.5	1.8
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	15.2	15.7	16.2	16.2	17.0	17.6	18.9	17.7	17.9	18.4	18.1	18.7
Total expenses before taxes on income	101.4	101.7	101.9	101.3	102.8	102.6	103.6	101.0	101.1	101.3	101.7	103.4
Annual result before taxes on income	3.5	3.6	3.0	3.5	2.5	2.8	3.4	6.0	4.0	3.6	3.8	2.3
Taxes on income	1.1	1.0	1.1	1.0	0.9	1.0	1.1	1.1	1.2	0.9	1.1	0.8
Annual result	2.4	2.7	1.9	2.5	1.7	1.8	2.3	4.9	2.8	2.7	2.7	1.5
	Percentage of sales											
Annual result before taxes on income	3.5	3.7	3.0	3.5	2.6	2.8	3.4	6.0	4.0	3.6	3.8	2.3
Cash flow	.	6.2	5.3	5.5	5.4	4.7	5.8	7.6	5.1	5.0	5.0	4.7
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.6	0.6	0.6	0.8	0.8	0.9	0.8	1.0	1.6	1.8	1.9
Tangible fixed assets	21.7	21.4	21.1	20.3	21.4	20.6	20.0	19.0	19.6	18.4	18.7	19.3
Inventories	32.5	31.8	31.3	31.6	30.5	28.9	27.7	27.4	28.3	28.1	29.0	29.7
Cash	4.7	4.6	5.0	4.8	4.8	6.1	6.8	7.0	7.1	7.6	6.6	6.7
Receivables	33.7	34.2	34.8	34.8	35.1	35.2	35.0	33.0	31.0	31.5	31.9	31.1
Short-term	31.2	31.7	32.3	32.4	33.1	33.0	32.0	30.3	29.0	28.9	29.1	27.7
Long-term	2.5	2.5	2.5	2.4	2.0	2.3	3.0	2.7	2.0	2.6	2.8	3.4
Securities	0.4	0.5	0.6	0.7	0.7	0.6	1.2	1.4	1.3	1.3	1.3	0.9
Other long-term equity investments	6.1	6.7	6.3	6.7	6.5	7.5	8.1	11.1	11.4	11.0	10.4	10.2
Capital												
Equity (adjusted)	24.2	25.8	24.6	24.6	24.7	26.8	28.5	32.6	34.9	34.4	34.7	32.6
Liabilities	61.8	60.8	62.1	62.7	62.2	60.0	58.2	54.7	52.4	53.0	53.3	55.4
Short-term	42.7	42.6	43.3	44.9	45.7	43.9	42.8	41.4	38.7	37.6	38.7	40.2
Long-term	19.0	18.2	18.8	17.8	16.6	16.1	15.4	13.3	13.8	15.4	14.6	15.2
Provisions	13.9	13.4	13.3	12.7	13.0	13.1	13.2	12.7	12.7	12.6	12.0	12.0
of which: Provisions for pensions	6.2	6.0	5.6	5.5	5.8	5.7	5.8	5.3	5.5	5.4	4.8	4.8
Memo item: Sales	177.4	174.2	172.1	172.4	169.3	166.2	162.6	159.9	158.0	163.2	163.5	163.2
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	18.3	18.2	18.2	18.3	18.0	17.4	17.0	17.1	17.9	17.2	17.7	18.2
Short-term receivables	17.6	18.2	18.8	18.8	19.5	19.8	19.7	18.9	18.3	17.7	17.8	17.0
	Percentage of tangible fixed assets											
Equity (adjusted)	108.6	117.1	113.4	117.5	111.7	125.8	136.9	164.4	169.0	171.2	169.1	154.1
Long-term equity and liabilities	226.7	232.2	230.5	233.7	217.3	232.0	242.7	261.4	265.2	276.5	265.4	250.5
	Percentage of fixed assets											
Long-term equity and liabilities	162.3	162.4	162.5	161.2	156.4	158.2	156.6	152.5	158.9	163.1	160.1	151.5
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	84.3	85.5	86.7	84.0	84.1	89.8	92.7	92.6	95.6	99.8	94.7	86.9
Cash resources, short-term receivables and inventories	160.3	160.0	159.0	154.5	150.9	155.7	157.4	158.6	168.8	174.6	169.6	160.8
	Percentage of liabilities and provisions less cash											
Cash Flow	.	15.6	13.0	13.3	13.1	11.5	14.6	20.1	14.0	14.0	14.0	12.7
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.9	7.3	5.8	7.0	5.9	5.8	6.3	10.0	6.7	6.6	6.8	5.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3b) Manufacture of textiles, apparel, leather, leather goods and shoes\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	101.1	99.6	98.8	99.7	99.9	99.3	99.9	99.6	99.8	99.7
Change in finished goods	- 1.1	0.4	1.2	0.3	0.1	0.7	0.1	0.4	0.2	0.3
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.3	0.4	0.3	0.2	0.3	0.2	0.2	0.2	0.1
Other income	6.0	4.8	4.7	5.0	4.7	5.3	5.3	3.5	3.5	3.4
Total income	106.4	105.1	105.1	105.3	105.0	105.6	105.5	103.7	103.7	103.5
Cost of materials	57.7	58.5	60.1	58.7	58.7	58.3	57.5	56.7	56.3	55.9
Personnel expenses	21.1	19.5	18.5	19.4	19.4	19.0	20.0	20.4	20.3	20.9
Depreciation	3.1	2.4	2.3	3.2	2.3	2.1	2.3	2.5	2.7	2.9
Interest and similar expenses	1.5	1.3	1.3	1.3	1.0	1.0	1.0	0.8	0.8	0.8
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	19.4	18.3	17.8	18.5	18.4	19.4	19.3	18.4	18.8	19.2
Total expenses before taxes on income	103.0	100.1	100.0	101.2	99.9	99.9	100.1	98.9	99.0	99.7
Annual result before taxes on income	3.4	5.0	5.1	4.1	5.1	5.7	5.4	4.9	4.7	3.8
Taxes on income	0.9	1.0	1.1	1.2	1.1	1.3	1.3	1.2	1.1	1.2
Annual result	2.5	4.0	4.0	2.9	3.9	4.4	4.0	3.7	3.5	2.6
Percentage of sales										
Annual result before taxes on income	3.4	5.1	5.2	4.2	5.1	5.7	5.4	4.9	4.7	3.8
Cash flow	5.3	6.1	6.6	5.7	6.0	6.8	6.6	6.1	6.0	5.9
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	2.2	2.0	1.9	1.2	0.9	1.2	1.8	1.5	1.8	1.8
Tangible fixed assets	19.5	18.3	18.8	18.9	19.4	19.5	19.8	19.9	20.3	20.3
Inventories	27.3	29.6	30.5	29.5	29.9	30.8	28.7	28.8	29.2	30.3
Cash	8.4	8.1	7.0	7.0	7.8	8.6	8.6	8.7	8.2	8.0
Receivables	30.4	30.9	30.5	32.1	30.6	28.6	28.6	28.8	27.8	27.2
Short-term	27.8	28.8	28.3	29.8	28.2	26.4	26.4	26.4	25.4	25.3
Long-term	2.6	2.1	2.2	2.4	2.4	2.3	2.2	2.4	2.3	1.9
Securities	1.0	0.8	0.6	0.6	0.9	1.0	1.1	1.0	0.7	1.0
Other long-term equity investments	11.0	10.0	10.3	10.3	10.1	9.9	11.0	11.0	11.6	11.1
Capital										
Equity (adjusted)	35.4	36.1	35.7	38.5	38.7	39.2	40.9	39.9	41.5	42.6
Liabilities	52.6	52.2	52.9	50.6	50.0	49.7	48.4	49.5	48.5	46.8
Short-term	39.5	40.4	40.6	41.5	38.8	37.8	36.2	36.4	36.8	37.2
Long-term	13.1	11.8	12.3	9.0	11.3	11.9	12.2	13.1	11.8	9.7
Provisions	11.9	11.6	11.4	10.9	11.2	11.1	10.5	10.5	9.9	10.6
of which: Provisions for pensions	5.0	4.4	4.1	4.0	4.3	3.9	4.0	4.1	3.8	4.1
Memo item: Sales	149.3	163.2	162.7	161.8	165.4	165.3	151.6	149.4	148.7	148.4
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	18.3	18.1	18.7	18.2	18.1	18.6	18.9	19.3	19.7	20.5
Short-term receivables	18.6	17.7	17.4	18.4	17.1	16.0	17.4	17.7	17.1	17.1
Percentage of tangible fixed assets										
Equity (adjusted)	163.3	177.8	172.1	191.0	190.2	189.3	189.2	186.3	187.6	192.9
Long-term equity and liabilities	248.0	259.0	252.7	256.7	267.5	266.3	264.7	266.7	258.2	255.3
Percentage of fixed assets										
Long-term equity and liabilities	150.8	160.9	156.5	156.3	163.0	165.0	161.7	161.1	156.2	157.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.0	92.8	88.1	89.4	93.9	93.8	97.9	97.4	92.1	90.2
Cash resources, short-term receivables and inventories	162.0	166.0	163.3	160.4	171.1	175.3	177.2	176.5	171.7	171.9
Percentage of liabilities and provisions less cash										
Cash Flow	14.1	17.9	18.7	17.0	18.7	21.7	19.7	17.7	17.7	17.6
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	5.9	8.7	8.6	6.8	8.2	9.0	7.6	6.7	6.5	5.1

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3c) Manufacture of wood and paper products and printing\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	73.1	75.7	78.3	82.7	78.6	76.1	74.2	75.3	77.3	82.1	85.3	85.1
Change in finished goods	0.2	0.4	0.1	0.6	0.2	0.2	0.2	0.3	0.2	0.1	0.8	0.2
Gross revenue	73.3	76.1	78.4	83.4	78.8	76.3	74.4	75.6	77.5	82.2	86.1	85.3
Interest and similar income	0.3	0.3	0.3	0.4	0.3	0.3	0.3	0.3	0.2	0.3	0.4	0.4
Other income	2.9	3.4	3.4	4.1	4.2	3.8	3.7	3.0	3.2	3.6	3.3	3.6
of which: Income from long-term equity investments	0.4	0.4	0.4	0.6	0.3	0.3	0.3	0.2	0.2	0.3	0.3	0.3
Total income	76.6	79.8	82.2	87.8	83.4	80.3	78.4	78.8	80.9	86.1	89.8	89.4
Cost of materials	36.6	38.5	39.6	44.5	41.3	40.1	38.9	39.7	41.6	45.5	48.8	49.1
Personnel expenses	19.1	19.3	19.8	19.6	18.6	18.2	17.7	17.3	17.1	17.2	17.1	16.9
Depreciation	4.3	4.4	4.8	4.7	4.4	4.3	4.0	3.7	3.7	3.8	3.9	4.2
of which: Depreciation of tangible fixed assets	4.0	4.1	4.3	4.5	4.2	4.1	3.8	3.6	3.6	3.6	3.8	4.1
Interest and similar expenses	1.3	1.3	1.3	1.4	1.4	1.3	1.2	1.1	1.1	1.2	1.3	1.4
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	12.3	13.2	13.5	14.1	13.9	13.6	13.6	13.8	14.2	15.0	14.9	15.4
Total expenses before taxes on income	73.7	76.7	79.1	84.5	79.8	77.6	75.5	75.5	77.8	82.7	86.1	87.0
Annual result before taxes on income	2.9	3.1	3.1	3.4	3.5	2.8	3.0	3.3	3.1	3.4	3.7	2.3
Taxes on income	0.8	1.0	0.9	0.8	0.7	0.7	0.6	0.7	0.7	0.7	0.7	0.6
Annual result	2.0	2.1	2.1	2.5	2.8	2.0	2.3	2.5	2.4	2.7	2.9	1.7
Profit and loss transfers (parent company)	0.1	0.0	0.0	0.0	0.0	0.2	0.1	0.1	0.1	0.2	0.3	0.0
Profit and loss transfers (subsidiary)	0.7	0.3	0.2	0.3	0.5	0.4	0.7	0.7	0.9	0.6	0.9	0.0
Profit for the year	1.5	1.9	1.9	2.2	2.3	1.9	1.8	2.0	1.7	2.3	2.3	1.7
Cash flow	.	7.1	7.3	7.3	6.8	6.0	6.0	6.1	6.8	7.0	6.4	6.3
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.5	0.3	0.3	0.3	0.4
Tangible fixed assets	17.7	18.8	20.1	20.4	20.1	19.9	19.3	18.8	20.5	20.9	20.9	21.8
of which: Land and buildings	7.1	7.4	7.7	7.7	7.6	7.7	7.2	7.0	7.5	7.5	7.4	7.8
Inventories	7.9	8.3	8.6	9.2	8.3	8.1	8.0	7.8	8.0	8.2	9.2	8.8
Raw materials, consumables and supplies	2.9	3.0	3.2	3.5	3.0	3.0	2.9	2.9	3.0	3.1	3.4	3.3
Work in progress	1.8	1.8	1.8	1.9	1.7	1.7	1.7	1.7	1.7	1.5	1.9	1.9
Finished goods and merchandise	3.2	3.5	3.5	3.7	3.5	3.3	3.3	3.2	3.2	3.5	3.8	3.6
Prepayments (inventories)	0.1	0.1	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Non-financial assets	25.8	27.4	29.0	29.9	28.6	28.2	27.6	27.1	28.9	29.4	30.4	31.0
Cash	2.3	2.7	2.6	2.6	2.5	2.6	2.6	2.8	2.8	3.1	2.9	3.1
Receivables	12.7	13.3	14.6	15.2	15.7	15.2	15.0	14.0	15.1	16.7	16.3	16.6
Short-term	11.7	12.0	13.4	14.2	14.5	14.2	14.1	13.2	14.4	15.8	15.4	15.6
of which												
Trade receivables	6.8	6.8	7.6	8.0	7.6	7.1	6.8	6.4	6.6	7.1	7.2	6.4
Receivables from affiliated companies	3.6	3.6	4.3	4.5	5.2	5.4	5.6	5.4	6.3	6.8	6.3	7.2
Long-term	1.1	1.3	1.1	0.9	1.2	0.9	0.9	0.8	0.7	0.9	0.9	1.0
of which: Loans to affiliated companies	0.8	0.9	0.8	0.6	0.8	0.5	0.5	0.5	0.4	0.5	0.5	0.6
Securities	0.4	0.6	0.7	0.7	0.5	0.5	0.6	0.5	0.5	0.7	0.5	0.6
Short-term securities	0.3	0.5	0.6	0.5	0.3	0.3	0.4	0.4	0.3	0.4	0.3	0.3
Long-term securities	0.1	0.1	0.2	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3
Other long-term equity investments	2.9	3.3	3.5	3.6	2.9	3.4	3.2	3.2	3.2	3.2	3.3	3.4
of which: Goodwill	0.2	0.3	0.3	0.3	0.2	0.4	0.4	0.5	0.6	0.5	0.5	0.4
Prepaid expenses	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Financial assets	18.5	20.1	21.6	22.2	21.8	21.9	21.6	20.7	22.0	23.9	23.4	24.0
Balance sheet total (adjusted)	44.3	47.5	50.6	52.1	50.4	50.1	49.2	47.8	50.8	53.3	53.8	55.0
<b>Capital</b>												
Equity (adjusted)	8.6	10.1	10.6	11.1	10.7	11.4	11.9	12.4	13.3	13.9	13.8	14.5
Liabilities	28.8	29.8	32.0	33.1	32.3	31.3	30.4	28.5	30.0	31.4	32.4	32.6
Short-term	17.4	17.8	19.6	20.6	20.3	19.7	19.2	18.2	19.1	20.1	21.3	21.2
of which												
Liabilities to banks	4.6	4.5	5.2	5.5	6.1	5.2	5.2	4.4	4.2	4.5	4.6	4.9
Trade payables	5.6	5.5	5.7	5.9	5.0	4.7	4.6	4.6	4.7	5.2	5.5	4.9
Liabilities to affiliated companies	4.0	4.3	5.1	5.4	5.8	6.4	6.1	5.9	7.0	7.5	7.8	8.2
Payments received on account of orders	0.6	0.6	0.6	0.7	0.6	0.6	0.6	0.6	0.7	0.5	0.9	0.9
Long-term	11.4	12.0	12.4	12.5	12.0	11.6	11.1	10.4	10.8	11.3	11.1	11.4
of which												
Liabilities to banks	7.7	8.1	8.5	8.7	8.3	8.1	7.6	6.9	7.3	7.3	7.6	7.7
Liabilities to affiliated companies	3.0	3.3	3.3	3.2	3.1	2.7	2.7	2.8	2.6	2.9	2.6	2.6
Provisions	6.9	7.5	7.9	7.7	7.3	7.3	7.0	6.9	7.4	7.9	7.5	7.9
of which:												
Provisions for pensions	3.3	3.6	3.8	3.7	3.2	3.2	3.0	3.0	3.1	3.3	3.2	3.2
Half of the special tax-allowable reserve	0.4	0.4	0.4	0.6	0.6	0.4	0.4	0.4	0.4	0.5	0.3	0.4
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1
Liabilities and provisions	35.7	37.3	40.0	40.9	39.7	38.6	37.4	35.4	37.5	39.4	39.9	40.5
Balance sheet total (adjusted)	44.3	47.5	50.6	52.1	50.4	50.1	49.2	47.8	50.8	53.3	53.8	55.0

\* Manufacture of wood and products of wood and cork, except furniture, manufacture of straw and plaiting materials, manufacture of paper and paper products, printing and reproduction of recorded media, Classification of

I. Enterprises by economic sector

3c) Manufacture of wood and paper products and printing\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	78.2	83.5	88.2	86.2	86.3	86.5	84.2	87.2	88.2	90.8
Change in finished goods	- 0.3	0.6	0.4	0.3	0.3	0.3	0.3	0.3	0.5	0.8
Gross revenue	77.8	84.1	88.6	86.5	86.6	86.8	84.5	87.5	88.7	91.6
Interest and similar income	0.3	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other income	3.6	3.9	3.6	3.3	3.5	3.4	3.4	2.4	2.3	2.3
of which: Income from long-term equity investments	0.3	0.5	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3
Total income	81.7	88.2	92.5	90.0	90.2	90.5	88.2	90.1	91.2	94.1
Cost of materials	43.5	49.0	53.0	51.3	51.2	50.7	49.3	50.2	51.0	52.6
Personnel expenses	16.8	16.7	16.7	16.7	17.0	17.3	17.0	17.2	17.4	17.9
Depreciation	4.2	3.9	4.1	4.1	3.6	3.7	3.3	3.4	3.2	3.2
of which: Depreciation of tangible fixed assets	4.0	3.7	3.8	3.5	3.4	3.4	3.2	3.2	3.1	3.1
Interest and similar expenses	1.2	1.3	1.4	1.2	1.2	1.2	1.1	0.9	0.9	0.9
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	14.2	15.2	15.5	14.8	14.8	14.5	14.2	14.3	14.5	14.8
Total expenses before taxes on income	80.0	86.2	90.7	88.1	87.8	87.4	85.1	86.1	87.1	89.5
Annual result before taxes on income	1.7	2.0	1.8	1.9	2.4	3.0	3.2	4.0	4.0	4.6
Taxes on income	0.4	0.5	0.5	0.6	0.6	0.7	0.7	0.7	0.7	0.8
Annual result	1.3	1.5	1.3	1.4	1.8	2.4	2.5	3.3	3.4	3.9
Profit and loss transfers (parent company)	0.1	0.4	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.1
Profit and loss transfers (subsidiary)	0.6	0.7	0.4	0.3	0.4	0.7	0.7	1.1	1.0	1.2
Profit for the year	0.8	1.2	1.2	1.4	1.7	1.9	2.1	2.5	2.6	2.8
Cash flow	5.0	5.4	5.5	5.0	5.6	6.2	5.6	6.2	6.4	7.4
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.5	0.4	0.4	0.5	0.5	0.4	0.5	0.5	0.5	0.5
Tangible fixed assets	21.2	21.0	21.0	21.1	20.8	20.1	19.8	19.5	19.8	20.0
of which: Land and buildings	7.6	7.7	7.5	7.7	7.5	7.6	7.2	7.0	7.1	7.1
Inventories	8.1	9.2	9.6	9.5	9.5	9.7	9.7	9.8	9.8	10.8
Raw materials, consumables and supplies	2.9	3.5	3.6	3.5	3.6	3.6	3.6	3.6	3.6	4.0
Work in progress	1.7	2.1	2.1	2.3	2.2	2.4	2.4	2.4	2.5	2.8
Finished goods and merchandise	3.3	3.6	3.8	3.6	3.6	3.7	3.6	3.7	3.7	4.0
Prepayments (inventories)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Non-financial assets	29.7	30.6	31.0	31.1	30.8	30.2	30.0	29.8	30.1	31.3
Cash	3.1	3.0	3.0	3.4	3.6	3.8	4.1	4.2	4.2	3.9
Receivables	15.9	15.7	16.4	16.4	16.3	16.7	16.3	17.2	17.2	18.0
Short-term	14.9	15.0	15.5	15.7	15.3	15.4	15.1	15.9	15.8	16.6
of which										
Trade receivables	5.9	6.4	6.4	6.0	5.9	5.7	5.6	5.8	5.8	5.9
Receivables from affiliated companies	7.1	7.0	7.4	8.0	7.7	8.1	7.8	8.4	8.3	8.8
Long-term	1.0	0.7	0.8	0.7	1.0	1.2	1.2	1.4	1.4	1.4
of which: Loans to affiliated companies	0.5	0.5	0.6	0.5	0.8	0.9	1.0	1.1	1.2	1.2
Securities	0.5	0.4	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4
Short-term securities	0.2	0.2	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Long-term securities	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other long-term equity investments	4.1	4.7	5.0	5.1	5.3	5.3	5.6	6.5	6.4	6.7
of which: Goodwill	0.6	0.9	0.8	0.7	0.6	0.6	0.6	0.5	0.4	0.4
Prepaid expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Financial assets	24.0	24.1	25.0	25.4	25.9	26.4	26.6	28.5	28.4	29.3
Balance sheet total (adjusted)	53.7	54.8	56.0	56.5	56.7	56.6	56.6	58.3	58.4	60.6
<b>Capital</b>										
Equity (adjusted)	15.1	15.2	16.2	17.2	18.0	18.9	18.3	19.0	20.5	21.5
Liabilities	31.1	32.1	32.1	32.0	31.2	30.0	30.7	32.2	31.0	32.0
Short-term	20.1	20.3	20.7	21.0	20.1	19.4	20.5	21.2	20.2	21.9
of which										
Liabilities to banks	4.4	4.4	4.6	4.3	4.2	3.7	3.3	3.6	3.3	3.7
Trade payables	4.6	5.2	5.1	5.1	4.9	4.8	4.6	4.7	4.8	5.1
Liabilities to affiliated companies	7.9	7.4	7.8	8.4	7.7	7.6	9.0	9.4	8.5	9.2
Payments received on account of orders	0.8	1.0	1.0	1.2	1.2	1.3	1.4	1.4	1.5	1.7
Long-term	11.0	11.8	11.4	11.0	11.1	10.6	10.2	11.0	10.8	10.1
of which										
Liabilities to banks	7.3	7.7	6.7	6.5	6.3	5.1	5.2	5.3	5.4	4.9
Liabilities to affiliated companies	2.6	2.9	3.6	3.5	3.3	3.8	3.5	4.1	4.3	4.0
Provisions	7.4	7.5	7.7	7.2	7.4	7.7	7.5	7.0	6.8	7.1
of which:										
Provisions for pensions	3.2	3.3	3.4	3.3	3.5	3.7	3.7	3.3	3.1	3.2
Half of the special tax-allowable reserve	0.3	0.3	0.2	0.2	0.1	0.1	0.1	0.0	0.0	0.0
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	0.0
Liabilities and provisions	38.6	39.6	39.8	39.3	38.7	37.7	38.3	39.3	37.9	39.1
Balance sheet total (adjusted)	53.7	54.8	56.0	56.5	56.7	56.6	56.6	58.3	58.4	60.6

\* Manufacture of wood and products of wood and cork, except furniture, manufacture of straw and plaiting materials, manufacture of paper and paper products, printing and reproduction of recorded media, Classification

I. Enterprises by economic sector

continued: 3c) Manufacture of wood and paper products and printing\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.8	99.5	99.8	99.2	99.8	99.8	99.7	99.6	99.7	99.9	99.1	99.8
Change in finished goods	0.2	0.5	0.2	0.8	0.2	0.2	0.3	0.4	0.3	0.1	0.9	0.2
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.3	0.4	0.5
Other income	4.0	4.5	4.4	4.9	5.3	5.0	5.0	3.9	4.1	4.4	3.8	4.2
Total income	104.4	104.9	104.8	105.3	105.8	105.4	105.4	104.3	104.4	104.8	104.3	104.7
Cost of materials	49.9	50.6	50.6	53.3	52.4	52.6	52.2	52.5	53.7	55.3	56.7	57.6
Personnel expenses	26.1	25.3	25.3	23.5	23.7	23.8	23.7	22.8	22.1	20.9	19.9	19.8
Depreciation	5.8	5.8	6.1	5.7	5.6	5.6	5.4	4.9	4.8	4.6	4.6	4.9
Interest and similar expenses	1.8	1.7	1.7	1.7	1.8	1.7	1.6	1.4	1.4	1.5	1.5	1.6
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	16.7	17.3	17.2	17.0	17.7	17.9	18.3	18.2	18.3	18.3	17.3	18.0
Total expenses before taxes on income	100.5	100.8	100.9	101.3	101.3	101.7	101.4	99.9	100.4	100.6	100.0	102.0
Annual result before taxes on income	3.9	4.1	3.9	4.0	4.5	3.7	4.0	4.3	4.0	4.1	4.3	2.7
Taxes on income	1.1	1.3	1.2	1.0	0.9	1.0	0.8	1.0	0.9	0.8	0.9	0.7
Annual result	2.8	2.8	2.7	3.0	3.6	2.7	3.1	3.4	3.1	3.3	3.4	2.0
	Percentage of sales											
Annual result before taxes on income	3.9	4.1	3.9	4.1	4.5	3.7	4.0	4.3	4.0	4.1	4.3	2.7
Cash flow	.	9.4	9.3	8.9	8.7	8.0	8.1	8.1	8.8	8.5	7.5	7.4
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.5	0.5	0.6	0.6	0.5	0.6	0.6	1.1	0.7	0.6	0.6	0.6
Tangible fixed assets	40.0	39.6	39.7	39.1	39.9	39.6	39.3	39.2	40.4	39.2	38.9	39.6
Inventories	17.9	17.6	17.0	17.7	16.4	16.1	16.2	16.2	15.8	15.4	17.1	16.1
Cash	5.1	5.7	5.2	4.9	4.9	5.3	5.2	5.8	5.6	5.8	5.4	5.7
Receivables	28.7	27.9	28.8	29.2	31.2	30.3	30.5	29.3	29.8	31.3	30.3	30.1
Short-term	26.3	25.3	26.5	27.3	28.8	28.4	28.6	27.7	28.4	29.6	28.6	28.4
Long-term	2.4	2.6	2.3	1.8	2.4	1.8	1.9	1.6	1.4	1.7	1.7	1.7
Securities	1.0	1.3	1.4	1.3	0.9	0.9	1.2	1.1	1.0	1.2	1.0	1.0
Other long-term equity investments	6.4	6.9	6.9	6.9	5.8	6.8	6.5	6.6	6.3	6.0	6.2	6.2
Capital												
Equity (adjusted)	19.3	21.4	21.0	21.4	21.3	22.8	24.1	25.9	26.3	26.2	25.7	26.4
Liabilities	64.9	62.7	63.3	63.5	64.0	62.5	61.7	59.7	59.0	59.0	60.2	59.2
Short-term	39.3	37.4	38.7	39.5	40.2	39.4	39.1	38.0	37.7	37.7	39.6	38.5
Long-term	25.7	25.3	24.6	24.0	23.8	23.1	22.6	21.7	21.3	21.2	20.7	20.7
Provisions	15.5	15.7	15.5	14.9	14.5	14.5	14.1	14.4	14.6	14.7	13.9	14.3
of which: Provisions for pensions	7.5	7.6	7.6	7.1	6.3	6.4	6.2	6.3	6.2	6.1	6.0	5.9
Memo item: Sales	165.1	159.5	154.8	158.9	156.0	151.9	150.8	157.5	152.0	154.1	158.7	154.6
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	10.8	11.0	11.0	11.1	10.5	10.6	10.7	10.3	10.4	10.0	10.8	10.4
Short-term receivables	15.9	15.8	17.1	17.2	18.4	18.7	18.9	17.6	18.7	19.2	18.1	18.3
	Percentage of tangible fixed assets											
Equity (adjusted)	47.8	53.2	52.2	53.8	52.7	56.9	60.4	64.1	64.0	65.7	65.2	65.5
Long-term equity and liabilities	132.2	137.5	133.9	134.9	130.0	132.1	134.5	135.3	133.1	136.6	134.2	133.0
	Percentage of fixed assets											
Long-term equity and liabilities	108.0	110.7	108.3	110.1	107.3	108.0	110.0	111.5	111.2	113.3	110.9	109.9
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	82.0	85.9	84.7	84.2	85.2	86.9	88.4	90.2	91.9	95.7	87.7	89.8
Cash resources, short-term receivables and inventories	127.4	132.8	128.5	128.9	125.9	127.7	129.9	132.9	133.7	136.4	130.9	131.6
	Percentage of liabilities and provisions less cash											
Cash Flow	.	20.6	19.6	19.1	18.3	16.8	17.3	18.7	19.7	19.2	17.2	16.9
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	7.6	7.2	6.8	7.6	8.4	6.7	7.2	7.6	6.9	7.4	7.8	5.7

\* Manufacture of wood and products of wood and cork, except furniture, manufacture of straw and plaiting materials, manufacture of paper and paper products, printing and reproduction of recorded media, Classification of

I. Enterprises by economic sector  
 continued: 3c) Manufacture of wood and paper products and printing\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	100.4	99.3	99.6	99.7	99.7	99.6	99.7	99.7	99.4	99.1
Change in finished goods	- 0.4	0.7	0.4	0.3	0.3	0.4	0.3	0.3	0.6	0.9
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.3	0.2	0.2	0.3	0.3	0.2	0.2
Other income	4.6	4.6	4.1	3.8	4.0	3.9	4.1	2.7	2.6	2.5
Total income	104.9	104.9	104.3	104.1	104.2	104.2	104.3	103.0	102.8	102.7
Cost of materials	55.9	58.2	59.8	59.3	59.2	58.4	58.3	57.4	57.5	57.4
Personnel expenses	21.6	19.8	18.8	19.3	19.6	20.0	20.1	19.7	19.6	19.5
Depreciation	5.3	4.7	4.6	4.7	4.2	4.2	3.9	3.9	3.6	3.5
Interest and similar expenses	1.5	1.6	1.5	1.4	1.4	1.3	1.4	1.0	1.0	1.0
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	18.3	18.1	17.5	17.1	17.0	16.7	16.8	16.3	16.4	16.2
Total expenses before taxes on income	102.7	102.5	102.3	101.9	101.4	100.7	100.6	98.4	98.2	97.7
Annual result before taxes on income	2.2	2.4	2.0	2.2	2.8	3.5	3.7	4.5	4.6	5.1
Taxes on income	0.5	0.6	0.6	0.6	0.7	0.7	0.8	0.8	0.8	0.9
Annual result	1.7	1.8	1.4	1.6	2.1	2.7	3.0	3.8	3.8	4.2
Percentage of sales										
Annual result before taxes on income	2.2	2.4	2.0	2.2	2.8	3.5	3.7	4.6	4.6	5.1
Cash flow	6.4	6.4	6.2	5.8	6.5	7.2	6.7	7.1	7.2	8.1
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.8	0.7	0.8	0.9	0.8	0.8	0.9	0.8	0.8	0.8
Tangible fixed assets	39.5	38.4	37.5	37.4	36.7	35.5	35.0	33.5	33.8	33.0
Inventories	15.0	16.8	17.1	16.7	16.8	17.1	17.1	16.8	16.8	17.9
Cash	5.8	5.6	5.3	5.9	6.4	6.7	7.2	7.2	7.1	6.4
Receivables	29.5	28.7	29.2	29.1	28.8	29.4	28.8	29.5	29.4	29.8
Short-term	27.7	27.4	27.7	27.8	27.0	27.3	26.6	27.2	27.0	27.4
Long-term	1.8	1.3	1.5	1.3	1.8	2.1	2.2	2.3	2.4	2.3
Securities	1.0	0.6	0.6	0.5	0.5	0.6	0.6	0.6	0.6	0.7
Other long-term equity investments	7.7	8.6	8.9	9.0	9.4	9.4	9.9	11.1	10.9	11.0
Capital										
Equity (adjusted)	28.0	27.7	28.9	30.4	31.7	33.4	32.4	32.6	35.1	35.4
Liabilities										
Short-term	37.4	37.0	37.0	37.2	35.4	34.3	36.2	36.5	34.5	36.1
Long-term	20.5	21.5	20.3	19.5	19.6	18.7	18.1	18.8	18.5	16.6
Provisions	13.9	13.7	13.7	12.8	13.1	13.5	13.3	12.0	11.7	11.7
of which: Provisions for pensions	5.9	5.9	6.1	5.9	6.2	6.6	6.6	5.6	5.3	5.4
Memo item: Sales	145.6	152.3	157.6	152.7	152.3	152.7	148.8	149.6	150.9	149.9
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	10.3	11.1	10.9	11.0	11.0	11.2	11.5	11.2	11.1	11.9
Short-term receivables	19.0	18.0	17.6	18.2	17.8	17.9	17.9	18.2	17.9	18.3
Percentage of tangible fixed assets										
Equity (adjusted)	69.5	70.9	75.5	79.4	84.4	92.0	90.3	95.0	101.4	104.7
Long-term equity and liabilities	136.1	142.3	145.4	146.6	153.9	162.1	159.4	166.3	170.3	169.7
Percentage of fixed assets										
Long-term equity and liabilities	108.9	112.8	113.6	114.9	117.7	122.2	118.4	118.8	122.1	120.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	91.0	89.8	90.1	91.3	95.0	100.0	94.3	95.1	99.7	94.5
Cash resources, short-term receivables and inventories	131.1	135.3	136.3	136.3	142.3	149.8	141.6	141.2	148.4	143.9
Percentage of liabilities and provisions less cash										
Cash Flow	14.2	14.7	14.9	13.8	16.0	18.4	16.5	17.6	18.9	20.9
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	4.6	5.2	4.7	4.6	5.3	6.2	6.4	7.2	7.3	7.8

\* Manufacture of wood and products of wood and cork, except furniture, manufacture of straw and plaiting materials, manufacture of paper and paper products, printing and reproduction of recorded media, Classification

I. Enterprises by economic sector  
 3d) Manufacture of chemicals and pharmaceuticals\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	126.2	127.0	129.1	140.6	145.9	146.3	147.2	155.5	165.2	175.6	188.5	195.6
Change in finished goods	0.5	0.3	-0.1	0.8	0.5	0.0	0.3	0.5	0.5	0.9	1.0	0.6
Gross revenue	126.7	127.3	129.1	141.4	146.4	146.4	147.5	156.0	165.6	176.5	189.5	196.3
Interest and similar income	1.2	1.2	1.1	1.5	1.6	1.9	2.6	2.2	2.3	3.5	4.9	3.5
Other income	10.1	12.7	14.6	15.3	24.7	21.6	18.2	17.4	16.7	20.7	16.6	21.0
of which: Income from long-term equity investments	2.2	3.0	3.9	5.3	3.4	4.7	4.2	3.1	2.8	5.0	2.3	4.8
Total income	137.9	141.2	144.8	158.2	172.8	169.9	168.3	175.6	184.6	200.7	211.0	220.8
Cost of materials	62.2	64.5	66.4	76.9	79.4	78.4	78.4	81.9	88.8	97.7	106.6	112.3
Personnel expenses	28.1	27.9	27.5	27.1	28.6	28.9	28.9	27.5	30.4	29.9	31.1	31.2
Depreciation	7.2	7.4	7.3	8.7	8.1	8.1	9.4	8.6	8.6	10.5	8.1	8.7
of which: Depreciation of tangible fixed assets	6.6	6.5	6.6	7.3	7.4	7.1	7.0	6.9	6.8	7.5	7.5	7.1
Interest and similar expenses	1.6	1.9	1.9	3.0	3.4	3.5	3.6	3.8	4.3	5.5	7.2	7.9
Operating taxes	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	28.7	28.8	32.3	30.4	37.3	34.7	36.7	42.1	40.7	42.0	42.0	46.1
Total expenses before taxes on income	128.0	130.6	135.6	146.3	157.0	153.7	157.2	164.1	172.9	185.6	195.1	206.5
Annual result before taxes on income	9.9	10.6	9.2	11.9	15.8	16.2	11.1	11.5	11.8	15.1	15.9	14.3
Taxes on income	3.2	3.0	2.6	3.1	2.4	2.1	2.0	2.2	3.0	3.7	2.6	2.0
Annual result	6.7	7.6	6.6	8.8	13.3	14.1	9.2	9.4	8.8	11.4	13.3	12.3
Profit and loss transfers (parent company)	0.7	0.7	0.9	0.1	0.5	0.7	-0.4	1.4	2.7	10.3	7.7	3.9
Profit and loss transfers (subsidiary)	2.3	2.0	1.8	2.1	3.0	3.8	3.0	6.0	5.9	7.2	9.1	7.4
Profit for the year	5.1	6.4	5.7	6.9	10.9	11.0	5.8	4.7	5.6	14.5	11.9	8.8
Cash flow	.	14.3	16.7	18.8	24.1	21.1	16.6	19.7	24.2	22.4	23.4	22.4
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	2.6	3.2	3.0	4.4	4.7	4.4	4.8	5.2	4.7	4.0	4.6	4.2
Tangible fixed assets	24.6	25.1	26.5	27.5	30.2	30.1	30.2	29.6	30.0	30.9	32.7	33.7
of which: Land and buildings	8.9	9.0	9.1	9.2	10.4	10.1	10.7	10.0	10.0	10.1	10.6	10.5
Inventories	15.4	15.9	16.6	17.3	18.0	17.7	17.4	19.3	19.4	20.4	22.8	24.3
Raw materials, consumables and supplies	4.1	4.1	4.4	4.5	4.6	4.4	4.4	5.0	5.1	5.2	5.7	6.2
Work in progress	3.7	3.7	3.1	2.8	3.0	4.6	4.1	5.7	5.2	5.4	6.5	7.0
Finished goods and merchandise	7.6	8.0	8.9	9.7	10.4	8.6	8.6	8.4	9.0	9.4	10.4	10.7
Prepayments (inventories)	0.1	0.1	0.1	0.2	0.1	0.1	0.3	0.2	0.1	0.4	0.3	0.4
Non-financial assets	42.6	44.1	46.1	49.2	52.9	52.2	52.4	54.1	54.1	55.3	60.1	62.2
Cash	5.2	3.3	5.3	2.6	3.5	4.3	8.0	4.9	10.9	6.4	8.0	9.3
Receivables	34.1	36.6	43.6	47.5	51.8	61.5	64.5	69.2	69.8	94.9	94.4	74.8
Short-term	30.0	33.5	40.9	42.8	46.5	51.3	58.5	63.9	61.0	86.5	83.1	69.5
of which												
Trade receivables	11.6	10.4	11.4	12.2	12.6	12.7	11.5	13.7	13.8	14.4	15.1	14.4
Receivables from affiliated companies	15.5	19.4	25.1	26.1	29.6	34.2	42.1	45.7	42.6	67.2	63.2	49.9
Long-term	4.1	3.1	2.7	4.7	5.3	10.1	6.0	5.2	8.8	8.4	11.3	5.4
of which: Loans to affiliated companies	2.1	2.2	2.1	3.6	3.4	8.5	3.7	4.0	5.8	4.9	8.2	2.1
Securities	3.8	3.0	2.2	1.9	2.1	1.9	3.0	2.4	4.5	7.6	7.0	5.2
Short-term securities	2.9	2.9	2.2	1.8	2.0	1.6	2.5	1.4	3.0	6.3	5.7	4.2
Long-term securities	1.0	0.1	0.1	0.2	0.2	0.3	0.5	1.0	1.5	1.3	1.3	1.1
Other long-term equity investments	38.9	43.7	49.5	55.7	59.9	63.8	61.5	67.5	82.8	99.9	100.6	113.1
of which: Goodwill	1.6	1.3	1.1	0.7	1.2	1.4	2.2	2.1	2.6	2.2	2.9	3.3
Prepaid expenses	0.2	0.2	0.3	0.3	0.5	0.5	0.5	0.5	0.4	0.5	0.4	0.5
Financial assets	82.3	86.8	100.9	108.0	117.9	131.9	137.5	144.6	168.4	209.2	210.5	203.0
Balance sheet total (adjusted)	124.9	130.9	147.0	157.2	170.8	184.1	189.9	198.7	222.5	264.5	270.6	265.2
<b>Capital</b>												
Equity (adjusted)	51.9	52.3	56.3	58.0	64.4	71.5	71.2	71.0	74.5	85.7	95.2	90.7
Liabilities	39.0	45.4	54.8	62.0	66.2	73.2	81.2	88.2	102.0	132.1	126.7	124.3
Short-term	31.2	35.1	43.5	49.1	53.8	50.1	57.9	67.0	73.1	96.4	92.1	91.4
of which												
Liabilities to banks	4.2	3.9	7.0	6.2	5.8	4.3	5.8	5.0	3.4	6.5	4.1	5.0
Trade payables	6.6	6.3	6.0	7.3	7.7	7.5	7.2	9.2	8.9	9.6	10.1	9.2
Liabilities to affiliated companies	16.1	19.6	23.9	25.1	33.6	31.8	37.9	44.9	54.0	67.7	66.6	60.2
Payments received on account of orders	0.7	0.6	0.6	0.6	0.4	0.9	1.7	2.5	2.4	2.9	4.6	5.2
Long-term	7.8	10.3	11.3	12.9	12.5	23.1	23.3	21.2	28.9	35.7	34.6	32.9
of which												
Liabilities to banks	2.7	3.4	5.5	6.1	6.6	7.5	6.7	5.5	6.6	10.3	7.1	9.6
Liabilities to affiliated companies	3.7	5.5	4.6	4.0	3.9	8.7	7.6	6.7	9.4	9.4	9.1	5.5
Provisions	33.7	33.1	35.7	36.9	39.6	39.1	37.3	39.1	45.6	46.3	48.2	49.6
of which:												
Provisions for pensions	19.7	20.0	21.2	21.9	22.5	23.3	22.0	23.6	27.0	28.0	29.5	31.0
Half of the special tax-allowable reserve	1.1	1.2	1.3	1.3	1.2	0.8	0.7	0.6	0.8	0.6	0.6	0.5
Deferred income	0.3	0.2	0.2	0.4	0.5	0.3	0.2	0.3	0.4	0.4	0.4	0.5
Liabilities and provisions	73.0	78.7	90.7	99.2	106.4	112.6	118.7	127.7	148.0	178.8	175.3	174.5
Balance sheet total (adjusted)	124.9	130.9	147.0	157.2	170.8	184.1	189.9	198.7	222.5	264.5	270.6	265.2

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 3d) Manufacture of chemicals and pharmaceuticals\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	168.0	197.6	212.7	215.8	220.2	220.4	215.8	218.7	234.5	242.5
Change in finished goods	0.7	0.5	1.5	-0.1	0.4	0.5	0.3	0.7	0.7	1.0
Gross revenue	168.6	198.1	214.2	215.7	220.6	220.8	216.1	219.4	235.2	243.6
Interest and similar income	2.6	2.3	2.4	2.4	1.4	1.8	1.6	2.6	2.3	2.1
Other income	16.9	19.5	19.3	20.3	22.1	22.4	27.7	21.0	24.8	23.3
of which: Income from long-term equity investments	3.2	4.7	4.3	4.5	5.8	5.8	8.3	7.8	7.1	5.9
Total income	188.2	220.0	235.9	238.4	244.1	245.1	245.5	243.0	262.3	269.0
Cost of materials	89.7	111.1	124.8	123.7	129.7	126.9	120.8	119.5	131.2	142.8
Personnel expenses	30.6	30.7	31.7	33.0	35.3	36.5	37.8	37.4	39.1	41.5
Depreciation	7.9	7.6	6.9	8.2	8.4	8.1	7.8	8.1	8.8	9.7
of which: Depreciation of tangible fixed assets	6.9	6.8	6.3	7.3	7.2	7.2	7.0	7.4	7.6	8.5
Interest and similar expenses	4.5	4.8	5.6	4.8	4.3	4.5	6.4	4.0	5.0	7.2
Operating taxes	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	43.2	47.5	47.1	51.3	47.3	48.2	53.9	50.5	51.7	52.3
Total expenses before taxes on income	176.0	201.8	216.1	221.0	225.2	224.2	226.8	219.7	236.0	253.7
Annual result before taxes on income	12.1	18.1	19.8	17.4	18.9	20.8	18.7	23.4	26.3	15.3
Taxes on income	2.4	3.2	3.4	3.1	3.2	3.9	4.2	3.8	3.7	2.4
Annual result	9.7	14.9	16.4	14.3	15.7	17.0	14.6	19.6	22.6	12.9
Profit and loss transfers (parent company)	4.6	4.5	5.3	4.4	5.8	10.0	5.3	9.4	5.3	7.9
Profit and loss transfers (subsidiary)	6.2	7.4	9.6	8.9	10.1	12.0	10.0	14.4	11.5	10.0
Profit for the year	8.2	12.0	12.1	9.8	11.4	15.0	9.9	14.6	16.3	10.8
Cash flow	14.8	17.5	21.1	21.5	25.2	24.6	25.2	26.9	32.4	25.4
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	4.3	4.3	4.3	4.3	4.5	4.0	5.0	5.4	8.8	9.3
Tangible fixed assets	32.9	34.5	34.9	36.0	39.9	41.0	42.7	43.7	44.5	46.3
of which: Land and buildings	10.3	10.9	11.3	11.5	11.9	11.9	12.1	12.0	12.2	12.6
Inventories	22.2	24.4	27.1	26.9	26.8	27.0	27.0	27.8	30.1	32.6
Raw materials, consumables and supplies	5.7	6.8	7.3	7.1	7.2	7.2	7.2	7.6	8.6	8.9
Work in progress	6.6	6.3	6.2	5.5	5.9	6.2	8.8	8.9	9.5	10.6
Finished goods and merchandise	9.6	11.0	13.1	13.8	13.2	13.2	10.5	10.8	11.6	12.5
Prepayments (inventories)	0.3	0.4	0.5	0.5	0.5	0.4	0.5	0.5	0.5	0.6
Non-financial assets	59.4	63.2	66.2	67.3	71.1	72.1	74.6	76.8	83.4	88.3
Cash	10.8	10.2	9.6	8.1	9.0	8.6	12.3	11.0	20.3	15.7
Receivables	72.5	85.9	78.3	75.4	82.7	90.2	95.2	112.0	106.3	128.2
Short-term	65.1	80.2	72.5	69.3	76.3	82.6	86.8	103.3	94.3	97.3
of which										
Trade receivables	14.6	15.5	16.2	18.0	16.6	16.3	15.5	16.0	15.0	14.8
Receivables from affiliated companies	45.8	60.1	50.2	46.2	53.6	61.3	66.2	79.5	72.8	77.0
Long-term	7.4	5.6	5.8	6.1	6.5	7.6	8.4	8.7	12.0	30.9
of which: Loans to affiliated companies	2.0	2.4	2.4	4.2	4.5	5.8	6.6	6.8	10.1	28.8
Securities	5.3	3.4	4.3	4.8	2.6	2.4	1.6	1.3	1.8	1.7
Short-term securities	3.9	2.8	3.1	3.9	1.7	1.6	1.2	0.9	1.3	0.9
Long-term securities	1.3	0.6	1.2	0.9	0.9	0.8	0.4	0.5	0.5	0.9
Other long-term equity investments	109.0	114.1	118.7	129.1	128.1	133.5	159.1	167.8	158.4	162.9
of which: Goodwill	3.5	2.7	2.4	2.9	2.9	2.4	2.6	2.3	4.2	4.9
Prepaid expenses	0.4	0.4	0.4	0.4	0.5	0.6	0.6	1.0	0.8	0.8
Financial assets	198.0	214.0	211.2	217.8	222.9	235.2	268.9	293.0	287.6	309.3
Balance sheet total (adjusted)	257.4	277.1	277.5	285.1	294.1	307.3	343.5	369.8	371.0	397.6
<b>Capital</b>										
Equity (adjusted)	94.7	104.5	111.6	116.7	121.9	126.4	129.8	130.1	128.5	136.9
Liabilities	115.4	130.2	125.7	129.0	131.6	140.7	170.6	197.0	198.9	214.3
Short-term	78.0	91.7	98.3	100.8	96.4	98.6	130.2	147.7	147.7	159.2
of which										
Liabilities to banks	3.9	3.5	3.7	3.8	3.6	3.5	4.2	4.5	4.9	4.5
Trade payables	8.6	12.0	11.1	11.7	11.7	11.1	11.3	11.3	12.1	12.6
Liabilities to affiliated companies	53.7	63.8	69.4	73.0	69.7	75.1	102.9	119.5	119.7	125.1
Payments received on account of orders	5.1	4.8	5.7	4.2	4.4	4.4	5.1	5.1	5.3	6.4
Long-term	37.4	38.5	27.4	28.3	35.2	42.1	40.4	49.3	51.2	55.1
of which										
Liabilities to banks	9.0	6.5	6.9	8.8	8.7	9.9	9.5	9.8	7.3	11.7
Liabilities to affiliated companies	9.3	16.5	9.1	9.8	13.4	9.8	11.8	17.3	16.8	18.0
Provisions	46.8	41.8	39.5	38.7	40.0	39.6	42.4	42.0	42.9	45.7
of which:										
Provisions for pensions	29.5	23.4	21.1	21.0	22.1	21.5	23.5	22.2	22.0	24.9
Half of the special tax-allowable reserve	0.5	0.4	0.3	0.3	0.2	0.2	0.2	0.1	0.1	0.1
Deferred income	0.6	0.6	0.7	0.7	0.6	0.6	0.7	0.7	0.7	0.7
Liabilities and provisions	162.8	172.6	165.8	168.4	172.2	180.9	213.7	239.7	242.5	260.7
Balance sheet total (adjusted)	257.4	277.1	277.5	285.1	294.1	307.3	343.5	369.8	371.0	397.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3d) Manufacture of chemicals and pharmaceuticals\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.6	99.7	100.1	99.5	99.7	100.0	99.8	99.7	99.7	99.5	99.5	99.7
Change in finished goods	0.4	0.3	-0.1	0.5	0.3	0.0	0.2	0.3	0.3	0.5	0.5	0.3
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.9	1.0	0.9	1.1	1.1	1.3	1.8	1.4	1.4	2.0	2.6	1.8
Other income	7.9	9.9	11.3	10.8	16.9	14.8	12.3	11.2	10.1	11.7	8.8	10.7
Total income	108.8	110.9	112.2	111.9	118.0	116.1	114.1	112.6	111.5	113.7	111.3	112.5
Cost of materials	49.1	50.6	51.4	54.4	54.2	53.6	53.1	52.5	53.6	55.3	56.3	57.2
Personnel expenses	22.2	21.9	21.3	19.2	19.5	19.7	19.6	17.6	18.3	16.9	16.4	15.9
Depreciation	5.7	5.8	5.7	6.2	5.6	5.6	6.4	5.5	5.2	5.9	4.3	4.4
Interest and similar expenses	1.3	1.5	1.5	2.1	2.3	2.4	2.4	2.5	2.6	3.1	3.8	4.0
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	22.7	22.6	25.0	21.5	25.5	23.7	24.9	27.0	24.6	23.8	22.2	23.5
Total expenses before taxes on income	101.1	102.6	105.0	103.5	107.2	105.0	106.6	105.2	104.4	105.1	102.9	105.2
Annual result before taxes on income	7.8	8.3	7.1	8.4	10.8	11.1	7.6	7.4	7.1	8.6	8.4	7.3
Taxes on income	2.5	2.3	2.0	2.2	1.7	1.5	1.3	1.4	1.8	2.1	1.4	1.0
Annual result	5.3	6.0	5.1	6.2	9.1	9.6	6.2	6.0	5.3	6.5	7.0	6.3
	Percentage of sales											
Annual result before taxes on income	7.8	8.4	7.1	8.5	10.8	11.1	7.6	7.4	7.1	8.6	8.4	7.3
Cash flow	.	11.3	12.9	13.4	16.5	14.4	11.3	12.7	14.6	12.7	12.4	11.5
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	2.1	2.4	2.1	2.8	2.8	2.4	2.5	2.6	2.1	1.5	1.7	1.6
Tangible fixed assets	19.7	19.2	18.0	17.5	17.7	16.3	15.9	14.9	13.5	11.7	12.1	12.7
Inventories	12.3	12.1	11.3	11.0	10.6	9.6	9.2	9.7	8.7	7.7	8.4	9.2
Cash	4.2	2.5	3.6	1.6	2.0	2.4	4.2	2.5	4.9	2.4	3.0	3.5
Receivables	27.3	28.0	29.6	30.2	30.4	33.4	33.9	34.8	31.4	35.9	34.9	28.2
Short-term	24.0	25.6	27.8	27.2	27.2	27.9	30.8	32.2	27.4	32.7	30.7	26.2
Long-term	3.3	2.3	1.8	3.0	3.1	5.5	3.1	2.6	4.0	3.2	4.2	2.0
Securities	3.1	2.3	1.5	1.2	1.2	1.0	1.6	1.2	2.0	2.9	2.6	2.0
Other long-term equity investments	31.1	33.4	33.7	35.4	35.1	34.7	32.4	34.0	37.2	37.8	37.2	42.7
Capital												
Equity (adjusted)	41.5	39.9	38.3	36.9	37.7	38.8	37.5	35.7	33.5	32.4	35.2	34.2
Liabilities	31.2	34.7	37.3	39.4	38.8	39.7	42.8	44.4	45.9	49.9	46.8	46.9
Short-term	25.0	26.8	29.6	31.2	31.5	27.2	30.5	33.7	32.9	36.4	34.1	34.5
Long-term	6.2	7.9	7.7	8.2	7.3	12.5	12.3	10.7	13.0	13.5	12.8	12.4
Provisions	27.0	25.2	24.3	23.4	23.2	21.3	19.6	19.7	20.5	17.5	17.8	18.7
of which: Provisions for pensions	15.7	15.3	14.4	13.9	13.2	12.7	11.6	11.9	12.2	10.6	10.9	11.7
Memo item: Sales	101.0	97.0	87.8	89.4	85.5	79.5	77.5	78.3	74.2	66.4	69.7	73.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	12.2	12.5	12.8	12.3	12.4	12.1	11.8	12.4	11.7	11.6	12.1	12.4
Short-term receivables	23.8	26.4	31.6	30.4	31.9	35.1	39.7	41.1	36.9	49.3	44.1	35.5
	Percentage of tangible fixed assets											
Equity (adjusted)	190.8	184.9	190.5	181.7	184.7	207.0	203.4	204.2	214.7	245.6	255.6	239.3
Long-term equity and liabilities	295.6	296.0	304.7	294.7	288.3	343.7	335.0	334.9	378.1	430.0	429.2	409.5
	Percentage of fixed assets											
Long-term equity and liabilities	113.1	111.5	110.1	101.7	100.3	109.1	113.9	107.3	102.7	103.9	106.3	98.6
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	122.3	113.1	111.1	96.0	96.7	114.2	119.4	104.9	102.4	102.9	105.2	90.7
Cash resources, short-term receivables and inventories	171.8	158.3	149.2	131.2	130.2	149.5	149.5	133.7	128.9	124.1	129.9	117.3
	Percentage of liabilities and provisions less cash											
Cash Flow	.	19.0	19.5	19.4	23.4	19.5	15.0	16.1	17.6	13.0	14.0	13.6
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.7	7.3	5.8	7.5	9.8	9.5	6.7	6.6	5.9	6.4	7.6	7.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3d) Manufacture of chemicals and pharmaceuticals\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	99.6	99.7	99.3	100.0	99.8	99.8	99.9	99.7	99.7	99.6
Change in finished goods	0.4	0.3	0.7	0.0	0.2	0.2	0.1	0.3	0.3	0.4
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	1.5	1.2	1.1	1.1	0.6	0.8	0.8	1.2	1.0	0.9
Other income	10.0	9.9	9.0	9.4	10.0	10.2	12.8	9.6	10.5	9.6
Total income	111.6	111.0	110.1	110.5	110.6	111.0	113.6	110.8	111.5	110.4
Cost of materials	53.2	56.1	58.2	57.4	58.8	57.4	55.9	54.5	55.8	58.6
Personnel expenses	18.1	15.5	14.8	15.3	16.0	16.5	17.5	17.0	16.6	17.0
Depreciation	4.7	3.8	3.2	3.8	3.8	3.7	3.6	3.7	3.8	4.0
Interest and similar expenses	2.7	2.4	2.6	2.2	1.9	2.0	3.0	1.8	2.1	3.0
Operating taxes	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	25.6	24.0	22.0	23.8	21.5	21.8	24.9	23.0	22.0	21.5
Total expenses before taxes on income	104.4	101.9	100.9	102.4	102.1	101.5	104.9	100.1	100.3	104.2
Annual result before taxes on income	7.2	9.2	9.2	8.1	8.6	9.4	8.7	10.6	11.2	6.3
Taxes on income	1.4	1.6	1.6	1.5	1.5	1.7	1.9	1.7	1.6	1.0
Annual result	5.8	7.5	7.6	6.6	7.1	7.7	6.7	8.9	9.6	5.3
	Percentage of sales									
Annual result before taxes on income	7.2	9.2	9.3	8.1	8.6	9.5	8.7	10.7	11.2	6.3
Cash flow	8.8	8.8	9.9	9.9	11.5	11.2	11.7	12.3	13.8	10.5
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	1.7	1.5	1.5	1.5	1.5	1.3	1.5	1.4	2.4	2.3
Tangible fixed assets	12.8	12.5	12.6	12.6	13.6	13.4	12.4	11.8	12.0	11.7
Inventories	8.6	8.8	9.8	9.4	9.1	8.8	7.9	7.5	8.1	8.2
Cash	4.2	3.7	3.4	2.8	3.1	2.8	3.6	3.0	5.5	4.0
Receivables	28.2	31.0	28.2	26.5	28.1	29.3	27.7	30.3	28.7	32.2
Short-term	25.3	28.9	26.1	24.3	25.9	26.9	25.3	27.9	25.4	24.5
Long-term	2.9	2.0	2.1	2.1	2.2	2.5	2.4	2.4	3.2	7.8
Securities	2.0	1.2	1.6	1.7	0.9	0.8	0.5	0.4	0.5	0.4
Other long-term equity investments	42.4	41.2	42.8	45.3	43.6	43.4	46.3	45.4	42.7	41.0
Capital										
Equity (adjusted)	36.8	37.7	40.2	40.9	41.4	41.1	37.8	35.2	34.6	34.4
Liabilities	44.8	47.0	45.3	45.3	44.8	45.8	49.7	53.3	53.6	53.9
Short-term	30.3	33.1	35.4	35.3	32.8	32.1	37.9	39.9	39.8	40.0
Long-term	14.5	13.9	9.9	9.9	12.0	13.7	11.8	13.3	13.8	13.9
Provisions	18.2	15.1	14.2	13.6	13.6	12.9	12.4	11.4	11.6	11.5
of which: Provisions for pensions	11.5	8.4	7.6	7.4	7.5	7.0	6.9	6.0	5.9	6.3
Memo item: Sales	65.2	71.3	76.7	75.7	74.9	71.7	62.8	59.1	63.2	61.0
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	13.2	12.3	12.7	12.5	12.2	12.3	12.5	12.7	12.8	13.4
Short-term receivables	38.7	40.6	34.1	32.1	34.6	37.5	40.2	47.2	40.2	40.1
	Percentage of tangible fixed assets									
Equity (adjusted)	254.5	269.5	285.2	289.1	274.7	280.5	272.5	265.3	241.3	245.9
Long-term equity and liabilities	435.7	430.2	409.9	411.8	404.3	422.0	407.0	411.2	379.0	389.8
	Percentage of fixed assets									
Long-term equity and liabilities	104.6	104.8	97.3	94.2	99.8	101.7	90.0	89.3	90.1	86.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	102.2	101.6	86.6	80.7	90.2	94.1	77.1	77.9	78.5	71.6
Cash resources, short-term receivables and inventories	130.7	128.3	114.2	107.4	118.0	121.6	97.8	96.7	98.9	92.1
	Percentage of liabilities and provisions less cash									
Cash Flow	9.7	10.7	13.5	13.4	15.5	14.3	12.5	11.8	14.6	10.4
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	5.5	7.1	7.9	6.7	6.8	7.0	6.1	6.4	7.4	5.1

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3e) Manufacture of rubber and plastic products, glass and glass products and other non-metallic mineral products\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	84.6	87.5	90.8	95.1	97.2	93.8	93.9	96.9	99.5	110.8	117.5	119.5
Change in finished goods	0.4	0.6	0.3	0.9	0.4	0.4	0.3	0.6	0.3	0.2	1.2	0.5
Gross revenue	85.0	88.1	91.1	96.0	97.6	94.2	94.2	97.5	99.8	111.0	118.7	120.0
Interest and similar income	0.4	0.4	0.4	0.5	0.6	0.5	0.5	0.4	0.5	0.6	0.7	0.7
Other income	4.3	4.7	5.0	5.4	5.9	6.2	6.2	5.5	5.8	5.9	6.4	6.4
of which: Income from long-term equity investments	0.6	0.6	0.7	0.8	0.9	0.9	1.0	0.7	0.8	1.0	0.9	0.7
Total income	89.6	93.2	96.5	101.9	104.1	100.9	100.9	103.4	106.1	117.5	125.8	127.1
Cost of materials	42.0	43.9	45.3	48.8	49.6	47.2	47.7	50.5	53.0	60.7	65.9	67.0
Personnel expenses	22.3	22.8	23.3	24.1	25.0	24.5	24.0	23.7	23.6	24.4	25.3	25.9
Depreciation	5.3	5.2	5.3	5.4	5.4	5.6	5.5	4.6	4.6	4.6	5.1	5.1
of which: Depreciation of tangible fixed assets	4.9	4.9	4.9	4.9	4.9	4.7	4.5	4.3	4.1	4.1	4.7	4.6
Interest and similar expenses	1.3	1.4	1.4	1.6	1.8	1.7	1.5	1.5	1.5	1.6	1.7	1.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	14.9	15.5	16.4	17.1	18.3	18.3	17.9	18.2	18.1	19.7	21.0	21.7
Total expenses before taxes on income	85.9	88.9	91.7	97.1	100.2	97.3	96.7	98.5	100.9	111.2	119.2	121.6
Annual result before taxes on income	3.7	4.4	4.8	4.8	3.9	3.5	4.2	4.9	5.2	6.3	6.6	5.5
Taxes on income	1.1	1.2	1.3	1.2	1.1	1.0	1.1	1.2	1.3	1.3	1.3	1.1
Annual result	2.7	3.2	3.5	3.6	2.8	2.5	3.1	3.7	3.8	5.0	5.2	4.4
Profit and loss transfers (parent company)	0.0	0.0	0.0	-0.2	-0.2	0.2	0.3	0.1	0.2	0.2	0.2	0.3
Profit and loss transfers (subsidiary)	0.6	0.5	0.7	1.0	0.9	0.8	0.9	1.3	1.2	1.3	1.8	1.6
Profit for the year	2.1	2.6	2.8	2.5	1.8	2.0	2.5	2.5	2.8	4.0	3.7	3.1
Cash flow	.	9.0	9.4	8.9	8.7	8.4	8.6	8.0	8.6	10.0	10.9	9.8
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.3	0.5	0.5	0.5	0.5	0.5	0.6	0.6	0.6	0.8	0.7	0.8
Tangible fixed assets	19.9	20.0	20.9	21.6	22.4	22.0	21.2	21.6	20.8	22.2	23.2	25.7
of which: Land and buildings	8.6	8.7	9.2	9.6	10.0	9.7	9.5	9.6	9.0	9.6	9.7	10.8
Inventories	10.7	11.1	11.6	12.4	12.2	12.1	11.4	12.0	12.3	13.1	15.0	15.5
Raw materials, consumables and supplies	2.9	3.0	3.2	3.5	3.5	3.4	3.3	3.6	3.7	4.0	4.5	4.7
Work in progress	2.4	2.6	2.8	3.0	2.8	2.7	2.4	2.6	2.5	2.7	3.2	3.2
Finished goods and merchandise	5.2	5.3	5.4	5.8	5.9	5.8	5.6	5.6	5.9	6.1	7.0	7.3
Prepayments (inventories)	0.1	0.2	0.2	0.1	0.1	0.2	0.1	0.1	0.1	0.2	0.3	0.2
Non-financial assets	30.9	31.6	33.0	34.5	35.1	34.6	33.1	34.2	33.7	36.0	38.9	42.0
Cash	3.6	3.2	3.2	2.8	2.9	3.2	3.9	4.1	4.7	4.4	3.8	4.2
Receivables	17.6	19.7	21.2	22.5	23.5	23.2	23.3	22.9	23.7	26.9	25.5	25.4
Short-term	16.4	17.8	19.5	20.9	21.4	21.6	21.4	21.3	21.9	25.0	24.1	23.8
of which												
Trade receivables	7.7	7.5	8.5	8.9	8.7	8.2	8.0	7.9	7.9	9.2	9.1	8.3
Receivables from affiliated companies	6.7	8.0	8.9	9.9	10.4	11.2	11.2	10.9	11.7	12.8	11.9	12.2
Long-term	1.2	1.9	1.7	1.6	2.1	1.6	1.8	1.6	1.8	1.9	1.4	1.7
of which: Loans to affiliated companies	0.8	1.3	1.2	1.0	1.5	1.1	1.3	0.9	1.1	1.0	0.9	1.0
Securities	0.4	0.4	0.5	0.6	0.5	0.4	0.7	0.9	0.9	0.9	1.0	1.2
Short-term securities	0.2	0.2	0.2	0.5	0.4	0.3	0.6	0.4	0.4	0.4	0.4	0.3
Long-term securities	0.2	0.2	0.3	0.1	0.1	0.1	0.1	0.5	0.4	0.6	0.5	0.8
Other long-term equity investments	5.9	7.3	9.0	9.7	11.2	10.9	10.2	11.2	13.8	13.9	12.1	11.3
of which: Goodwill	0.3	0.3	0.4	0.5	0.6	0.7	0.5	0.6	0.6	0.7	0.7	1.0
Prepaid expenses	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3
Financial assets	27.7	30.8	34.1	35.7	38.3	37.9	38.3	39.3	43.3	46.3	42.6	42.3
Balance sheet total (adjusted)	58.6	62.4	67.1	70.2	73.5	72.5	71.4	73.5	77.0	82.4	81.5	84.3
<b>Capital</b>												
Equity (adjusted)	14.9	15.8	18.0	18.3	19.4	20.0	20.7	22.8	24.7	26.2	26.4	27.9
Liabilities	32.4	34.5	36.5	39.3	41.0	39.1	37.1	37.4	38.6	42.2	40.6	41.4
Short-term	21.2	22.3	24.0	26.7	27.8	26.1	25.7	26.5	27.3	29.8	30.1	29.9
of which												
Liabilities to banks	5.0	5.3	5.6	6.4	6.9	5.6	5.2	6.0	5.3	6.3	5.3	5.8
Trade payables	5.2	5.1	5.4	5.8	5.6	5.4	5.1	5.3	5.5	6.6	6.9	6.3
Liabilities to affiliated companies	6.9	7.7	8.5	9.9	10.7	10.3	10.4	10.6	12.2	12.6	13.1	12.8
Payments received on account of orders	1.0	0.9	1.1	1.2	0.9	1.2	0.9	0.9	0.9	1.0	1.3	1.5
Long-term	11.1	12.2	12.4	12.6	13.2	13.0	11.4	10.8	11.3	12.5	10.5	11.5
of which												
Liabilities to banks	7.3	8.4	8.1	8.0	8.1	7.5	6.3	5.6	5.9	6.3	6.4	7.0
Liabilities to affiliated companies	3.3	3.2	3.5	3.7	3.7	3.7	3.7	3.8	4.2	4.6	2.9	3.0
Provisions	11.3	12.0	12.5	12.4	13.0	13.4	13.5	13.3	13.6	13.9	14.5	14.8
of which:												
Provisions for pensions	4.9	5.2	5.5	5.4	5.8	6.0	6.0	5.9	5.6	5.8	6.0	6.2
Half of the special tax-allowable reserve	0.6	0.5	0.6	0.5	0.5	0.4	0.4	0.3	0.3	0.3	0.3	0.3
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Liabilities and provisions	43.7	46.6	49.1	51.8	54.1	52.5	50.7	50.7	52.3	56.2	55.1	56.3
Balance sheet total (adjusted)	58.6	62.4	67.1	70.2	73.5	72.5	71.4	73.5	77.0	82.4	81.5	84.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3e) Manufacture of rubber and plastic products, glass and glass products and other non-metallic mineral products\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	105.3	116.7	130.2	128.8	130.0	134.8	134.0	136.1	141.9	147.4
Change in finished goods	- 0.4	1.0	1.0	0.8	0.7	0.7	0.5	2.1	1.2	1.0
Gross revenue	104.9	117.7	131.2	129.5	130.7	135.5	134.5	138.2	143.2	148.4
Interest and similar income	0.5	0.4	0.5	0.5	0.4	0.4	0.4	0.4	0.4	0.4
Other income	5.6	5.8	5.9	6.2	6.3	5.8	6.2	4.5	4.0	4.8
of which: Income from long-term equity investments	0.7	0.6	0.7	0.8	0.9	0.7	1.0	1.1	1.2	1.4
Total income	111.0	124.0	137.6	136.1	137.5	141.7	141.1	143.1	147.6	153.6
Cost of materials	56.0	64.6	74.6	73.4	73.3	75.3	73.8	73.7	77.1	80.5
Personnel expenses	24.6	25.8	27.1	27.4	28.6	29.8	30.2	31.1	32.1	33.3
Depreciation	5.0	4.9	4.7	4.9	5.2	5.4	5.0	5.5	5.4	5.7
of which: Depreciation of tangible fixed assets	4.7	4.6	4.4	4.4	4.6	4.8	4.7	4.9	5.1	5.2
Interest and similar expenses	1.5	1.7	1.8	1.8	1.8	1.7	1.8	1.4	1.6	1.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	20.4	22.0	23.6	22.8	22.7	23.5	23.5	23.1	23.5	24.9
Total expenses before taxes on income	107.7	119.2	132.0	130.5	131.7	135.9	134.4	134.8	139.8	146.2
Annual result before taxes on income	3.3	4.9	5.6	5.6	5.7	5.9	6.7	8.2	7.8	7.4
Taxes on income	0.8	1.0	1.2	1.1	1.0	1.2	1.4	1.5	1.5	1.4
Annual result	2.5	3.8	4.5	4.6	4.7	4.6	5.4	6.8	6.3	6.0
Profit and loss transfers (parent company)	0.1	0.3	0.4	- 0.4	0.5	0.2	0.4	0.6	0.5	0.6
Profit and loss transfers (subsidiary)	1.3	1.2	1.3	1.6	0.8	1.2	1.2	1.9	1.7	1.4
Profit for the year	1.3	2.9	3.5	2.6	4.4	3.7	4.6	5.4	5.0	5.2
Cash flow	7.9	9.4	9.4	9.1	10.3	9.0	10.5	12.7	11.6	12.4
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.8	0.9	0.8	0.9	0.9	0.8	0.7	0.9	0.9	0.9
Tangible fixed assets	25.6	25.8	26.2	26.8	28.0	28.4	28.3	30.3	31.3	32.7
of which: Land and buildings	10.4	10.5	10.2	10.3	10.9	11.1	11.0	11.3	11.6	12.1
Inventories	14.0	15.5	17.2	17.4	17.8	18.7	18.5	19.1	20.4	22.0
Raw materials, consumables and supplies	4.4	5.1	5.7	5.6	5.5	5.6	5.7	5.7	6.0	6.5
Work in progress	2.9	3.4	3.5	3.8	4.1	4.4	4.3	4.4	5.1	5.6
Finished goods and merchandise	6.4	6.8	7.6	7.7	7.8	8.2	8.2	8.6	8.8	9.2
Prepayments (inventories)	0.3	0.3	0.3	0.3	0.4	0.5	0.4	0.4	0.5	0.6
Non-financial assets	40.4	42.2	44.2	45.0	46.7	47.9	47.6	50.3	52.5	55.6
Cash	5.0	5.2	5.8	5.7	6.4	6.2	7.1	7.4	7.1	7.1
Receivables	25.8	28.0	29.5	30.0	31.4	29.5	30.2	31.9	32.6	34.4
Short-term	24.1	26.0	27.5	28.0	29.1	27.2	28.2	29.9	30.2	31.8
of which										
Trade receivables	7.7	8.5	9.1	9.0	9.2	8.8	8.8	9.1	9.6	9.8
Receivables from affiliated companies	13.5	14.6	15.4	16.0	17.1	15.6	16.9	18.1	17.8	19.1
Long-term	1.8	2.0	2.0	2.1	2.3	2.3	2.0	2.1	2.5	2.6
of which: Loans to affiliated companies	1.1	1.4	1.5	1.8	2.0	2.0	1.7	1.8	2.2	2.3
Securities	1.3	1.4	1.0	0.8	0.8	0.7	0.6	0.8	0.9	0.7
Short-term securities	0.4	0.4	0.4	0.3	0.3	0.2	0.2	0.3	0.2	0.2
Long-term securities	0.9	1.0	0.6	0.4	0.5	0.5	0.4	0.5	0.6	0.6
Other long-term equity investments	12.3	13.0	13.2	13.3	14.0	13.1	13.9	13.3	13.8	15.1
of which: Goodwill	1.0	0.8	0.5	0.8	0.8	0.5	0.7	0.7	0.7	0.6
Prepaid expenses	0.3	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3
Financial assets	44.8	47.9	49.8	50.0	52.8	49.8	52.2	53.7	54.7	57.7
Balance sheet total (adjusted)	85.2	90.1	94.0	95.1	99.4	97.7	99.8	104.0	107.1	113.3
<b>Capital</b>										
Equity (adjusted)	28.7	30.9	32.7	32.6	35.7	36.4	38.1	40.9	42.1	44.8
Liabilities	41.2	43.2	45.0	46.5	47.3	45.9	46.1	47.1	49.1	51.6
Short-term	28.8	30.7	32.1	32.8	32.9	33.0	33.3	34.3	36.1	37.5
of which										
Liabilities to banks	5.7	5.5	5.6	5.9	5.7	5.9	5.2	5.0	5.3	5.7
Trade payables	5.8	6.5	6.9	6.7	6.7	6.2	6.2	6.4	7.0	7.3
Liabilities to affiliated companies	12.7	13.5	13.8	14.8	14.8	15.3	16.3	17.5	17.8	18.1
Payments received on account of orders	1.3	1.7	1.7	1.8	2.2	2.4	2.1	2.1	2.4	2.9
Long-term	12.4	12.6	12.8	13.7	14.4	13.0	12.8	12.8	13.0	14.2
of which										
Liabilities to banks	7.5	7.8	8.4	7.8	8.3	7.6	7.4	7.5	7.6	8.0
Liabilities to affiliated companies	3.7	3.5	3.6	5.0	5.3	4.5	4.6	4.5	4.8	5.6
Provisions	15.2	16.0	16.2	15.9	16.3	15.3	15.5	15.9	15.9	16.7
of which:										
Provisions for pensions	6.5	6.9	7.0	7.1	7.8	7.5	7.6	7.7	7.7	8.5
Half of the special tax-allowable reserve	0.3	0.2	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0
Deferred income	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1
Liabilities and provisions	56.5	59.3	61.3	62.4	63.7	61.3	61.7	63.1	65.1	68.4
Balance sheet total (adjusted)	85.2	90.1	94.0	95.1	99.4	97.7	99.8	104.0	107.1	113.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3e) Manufacture of rubber and plastic products, glass and glass products and other non-metallic mineral products\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.6	99.4	99.6	99.1	99.6	99.6	99.7	99.4	99.7	99.8	99.0	99.6
Change in finished goods	0.4	0.6	0.4	0.9	0.4	0.4	0.3	0.6	0.3	0.2	1.0	0.4
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.5	0.4	0.5	0.6	0.5	0.5	0.4	0.5	0.5	0.6	0.6
Other income	5.0	5.4	5.5	5.6	6.1	6.6	6.6	5.6	5.8	5.3	5.4	5.4
Total income	105.4	105.8	105.9	106.2	106.6	107.1	107.1	106.0	106.2	105.8	106.0	105.9
Cost of materials	49.4	49.9	49.7	50.8	50.8	50.1	50.6	51.8	53.1	54.7	55.5	55.8
Personnel expenses	26.2	25.8	25.6	25.1	25.6	26.0	25.5	24.3	23.7	22.0	21.3	21.6
Depreciation	6.2	5.9	5.8	5.7	5.5	5.9	5.9	4.7	4.6	4.2	4.3	4.3
Interest and similar expenses	1.6	1.5	1.5	1.6	1.8	1.8	1.6	1.5	1.5	1.4	1.4	1.4
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	17.5	17.6	18.0	17.8	18.8	19.5	19.0	18.6	18.2	17.8	17.7	18.1
Total expenses before taxes on income	101.1	100.9	100.7	101.1	102.6	103.4	102.6	101.0	101.1	100.2	100.4	101.3
Annual result before taxes on income	4.4	4.9	5.2	5.0	4.0	3.8	4.5	5.0	5.2	5.7	5.5	4.6
Taxes on income	1.2	1.4	1.4	1.3	1.1	1.1	1.2	1.2	1.3	1.2	1.1	0.9
Annual result	3.1	3.6	3.8	3.8	2.9	2.7	3.2	3.8	3.9	4.5	4.4	3.7
	Percentage of sales											
Annual result before taxes on income	4.4	5.0	5.3	5.1	4.0	3.8	4.5	5.0	5.2	5.7	5.6	4.6
Cash flow	.	10.3	10.3	9.4	9.0	8.9	9.2	8.3	8.7	9.0	9.3	8.2
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.7	0.8	0.7	0.7	0.7	0.8	0.8	0.7	0.9	0.8	0.9
Tangible fixed assets	33.9	32.1	31.2	30.8	30.5	30.3	29.7	29.4	27.1	26.9	28.5	30.5
Inventories	18.3	17.9	17.2	17.6	16.6	16.7	15.9	16.3	15.9	15.9	18.3	18.4
Cash	6.2	5.1	4.8	3.9	3.9	4.4	5.5	5.6	6.2	5.3	4.7	4.9
Receivables	30.0	31.6	31.6	32.0	32.0	32.0	32.6	31.1	30.7	32.7	31.3	30.2
Short-term	28.0	28.5	29.0	29.8	29.2	29.8	30.0	29.0	28.4	30.3	29.5	28.2
Long-term	2.1	3.1	2.6	2.2	2.9	2.2	2.6	2.1	2.3	2.3	1.8	2.0
Securities	0.6	0.7	0.7	0.9	0.7	0.6	0.9	1.3	1.2	1.1	1.2	1.4
Other long-term equity investments	10.1	11.7	13.5	13.8	15.2	15.1	14.3	15.2	17.9	16.9	14.8	13.4
Capital												
Equity (adjusted)	25.4	25.3	26.8	26.1	26.4	27.6	29.0	31.0	32.1	31.8	32.4	33.1
Liabilities	55.3	55.4	54.4	56.0	55.8	53.9	52.0	50.8	50.2	51.3	49.8	49.2
Short-term	36.3	35.8	35.8	38.1	37.8	35.9	36.0	36.1	35.5	36.1	36.9	35.5
Long-term	19.0	19.6	18.6	17.9	18.0	18.0	16.0	14.8	14.7	15.1	12.9	13.7
Provisions	19.3	19.2	18.7	17.7	17.7	18.5	18.9	18.1	17.6	16.9	17.8	17.6
of which: Provisions for pensions	8.4	8.4	8.1	7.8	7.9	8.3	8.4	8.1	7.3	7.1	7.4	7.4
Memo item: Sales	144.5	140.4	135.4	135.6	132.3	129.4	131.5	131.9	129.3	134.5	144.2	141.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	12.6	12.7	12.7	13.0	12.6	12.9	12.1	12.3	12.3	11.8	12.7	13.0
Short-term receivables	19.4	20.3	21.4	22.0	22.0	23.0	22.8	22.0	22.0	22.6	20.5	19.9
	Percentage of tangible fixed assets											
Equity (adjusted)	73.6	77.2	83.8	83.0	84.7	89.0	95.3	102.6	115.6	114.3	110.2	105.5
Long-term equity and liabilities	155.9	165.1	170.2	167.0	170.1	175.7	176.8	179.7	196.2	195.6	180.5	173.5
	Percentage of fixed assets											
Long-term equity and liabilities	114.4	113.0	112.4	110.3	107.2	112.4	113.4	112.7	112.1	114.0	113.7	114.2
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	95.1	94.8	95.1	90.3	88.8	96.2	100.7	97.6	98.9	99.8	94.2	94.4
Cash resources, short-term receivables and inventories	145.5	144.6	143.1	136.6	132.8	142.8	145.0	142.8	143.8	143.9	143.9	146.3
	Percentage of liabilities and provisions less cash											
Cash Flow	.	20.9	20.4	18.2	17.1	16.9	18.5	17.2	18.2	19.2	21.3	18.8
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.8	7.2	7.2	7.4	6.3	5.8	6.4	7.0	6.9	8.0	8.5	7.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3e) Manufacture of rubber and plastic products, glass and glass products and other non-metallic mineral products\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	100.4	99.1	99.3	99.4	99.5	99.4	99.7	98.5	99.2	99.3
Change in finished goods	- 0.4	0.9	0.7	0.6	0.5	0.6	0.3	1.5	0.8	0.7
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3
Other income	5.4	5.0	4.5	4.8	4.8	4.3	4.6	3.2	2.8	3.2
Total income	105.8	105.3	104.9	105.1	105.1	104.6	104.9	103.5	103.1	103.5
Cost of materials	53.4	54.9	56.8	56.7	56.1	55.5	54.9	53.3	53.9	54.3
Personnel expenses	23.4	21.9	20.7	21.2	21.9	22.0	22.4	22.5	22.4	22.4
Depreciation	4.8	4.2	3.6	3.8	4.0	4.0	3.7	4.0	3.8	3.8
Interest and similar expenses	1.5	1.4	1.4	1.4	1.4	1.3	1.4	1.0	1.1	1.1
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	19.4	18.7	18.0	17.6	17.4	17.4	17.4	16.7	16.4	16.8
Total expenses before taxes on income	102.6	101.2	100.6	100.8	100.8	100.2	99.9	97.5	97.6	98.5
Annual result before taxes on income	3.2	4.1	4.3	4.4	4.4	4.3	5.0	6.0	5.5	5.0
Taxes on income	0.8	0.9	0.9	0.8	0.8	0.9	1.0	1.1	1.1	1.0
Annual result	2.4	3.3	3.4	3.5	3.6	3.4	4.0	4.9	4.4	4.0
	Percentage of sales									
Annual result before taxes on income	3.1	4.2	4.3	4.4	4.4	4.4	5.0	6.1	5.5	5.0
Cash flow	7.5	8.1	7.3	7.1	7.9	6.7	7.8	9.4	8.2	8.4
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	1.0	1.0	0.9	1.0	0.9	0.8	0.7	0.9	0.8	0.8
Tangible fixed assets	30.1	28.7	27.9	28.2	28.1	29.1	28.4	29.1	29.2	28.9
Inventories	16.4	17.2	18.3	18.3	17.9	19.2	18.6	18.4	19.0	19.4
Cash	5.9	5.8	6.2	6.0	6.4	6.3	7.1	7.1	6.6	6.2
Receivables	30.3	31.0	31.4	31.6	31.6	30.2	30.3	30.7	30.5	30.4
Short-term	28.3	28.8	29.3	29.4	29.2	27.8	28.3	28.7	28.2	28.1
Long-term	2.1	2.2	2.1	2.2	2.3	2.3	2.0	2.0	2.3	2.3
Securities	1.5	1.5	1.0	0.8	0.8	0.7	0.6	0.8	0.8	0.6
Other long-term equity investments	14.5	14.5	14.1	14.0	14.1	13.4	13.9	12.8	12.9	13.4
Capital										
Equity (adjusted)	33.7	34.3	34.8	34.3	35.9	37.3	38.2	39.4	39.3	39.6
Liabilities	48.4	48.0	47.9	48.9	47.6	47.0	46.2	45.2	45.8	45.6
Short-term	33.8	34.0	34.2	34.5	33.1	33.7	33.4	33.0	33.7	33.1
Long-term	14.6	13.9	13.7	14.4	14.5	13.3	12.8	12.3	12.1	12.5
Provisions	17.8	17.7	17.3	16.7	16.4	15.7	15.5	15.3	14.8	14.8
of which: Provisions for pensions	7.6	7.6	7.4	7.5	7.8	7.7	7.7	7.4	7.2	7.5
Memo item: Sales	123.6	129.5	138.6	135.5	130.8	137.9	134.4	130.8	132.5	130.1
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	13.3	13.3	13.2	13.5	13.7	13.9	13.8	14.0	14.3	14.9
Short-term receivables	22.9	22.3	21.1	21.7	22.4	20.2	21.1	21.9	21.3	21.6
	Percentage of tangible fixed assets									
Equity (adjusted)	108.5	115.7	121.0	117.8	124.0	124.7	131.2	131.2	130.9	133.4
Long-term equity and liabilities	181.0	189.2	194.8	193.4	201.3	195.1	201.7	196.9	195.4	200.9
	Percentage of fixed assets									
Long-term equity and liabilities	115.5	118.3	122.8	123.0	127.2	126.4	129.3	130.5	128.2	130.0
	Percentage of short-term liabilities									
Cash resources and short-term receivables	102.4	103.2	104.7	103.6	108.7	102.0	106.8	109.5	103.8	104.2
Cash resources, short-term receivables and inventories	150.8	153.8	158.2	156.6	162.9	158.9	162.4	165.2	160.2	162.9
	Percentage of liabilities and provisions less cash									
Cash Flow	15.3	17.5	17.0	16.1	17.9	16.3	19.3	22.9	20.0	20.2
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	4.7	6.1	6.7	6.7	6.5	6.5	7.2	7.9	7.3	6.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3f) Manufacture of basic metals and fabricated metal products\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	143.9	149.6	146.1	161.1	162.6	157.6	154.8	169.7	183.8	211.6	235.6	244.4
Change in finished goods	1.6	1.2	0.7	2.2	1.4	0.9	0.8	1.4	1.7	1.5	4.4	2.6
Gross revenue	145.5	150.7	146.7	163.3	164.1	158.5	155.5	171.1	185.5	213.1	240.0	247.0
Interest and similar income	0.5	0.5	0.5	0.6	0.7	0.6	0.5	0.5	0.5	0.7	0.9	1.1
Other income	9.4	8.1	8.4	6.7	7.3	9.0	7.6	6.9	6.4	7.2	7.8	7.7
of which: Income from long-term equity investments	0.8	0.8	0.7	1.1	1.0	0.8	0.8	0.6	0.6	0.8	1.0	1.1
Total income	155.5	159.3	155.7	170.6	172.1	168.1	163.7	178.4	192.5	221.0	248.7	255.8
Cost of materials	79.6	82.9	77.8	90.0	91.5	87.0	85.5	97.6	107.8	128.8	147.4	154.3
Personnel expenses	38.8	39.4	40.0	41.6	41.6	41.4	40.1	40.6	41.7	43.8	45.6	46.7
Depreciation	6.4	6.5	7.0	7.4	7.3	7.3	7.0	6.8	6.8	6.8	7.5	7.7
of which: Depreciation of tangible fixed assets	6.0	6.1	6.7	6.9	6.9	6.6	6.4	6.4	6.3	6.4	7.0	7.2
Interest and similar expenses	2.0	2.1	2.1	2.2	2.5	2.3	2.1	1.9	1.9	2.1	2.3	2.7
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	19.5	19.7	20.4	22.4	22.3	22.3	22.2	22.4	24.0	26.2	28.3	29.4
Total expenses before taxes on income	146.6	150.6	147.5	163.8	165.2	160.3	157.0	169.5	182.3	207.8	231.2	241.0
Annual result before taxes on income	8.8	8.7	8.2	6.8	6.9	7.8	6.7	9.0	10.1	13.2	17.5	14.8
Taxes on income	1.7	1.9	1.7	1.8	1.6	1.5	1.6	2.0	2.5	3.0	4.1	3.3
Annual result	7.1	6.8	6.5	5.0	5.3	6.3	5.1	7.0	7.6	10.2	13.4	11.5
Profit and loss transfers (parent company)	- 0.1	0.0	- 0.1	- 0.2	0.1	- 0.2	- 0.1	0.1	0.2	0.3	0.7	0.7
Profit and loss transfers (subsidiary)	0.4	0.3	0.3	0.4	0.8	1.4	1.0	1.6	2.3	2.9	4.4	3.7
Profit for the year	6.7	6.5	6.0	4.4	4.6	4.7	4.0	5.5	5.6	7.5	9.6	8.4
Cash flow	.	12.6	14.3	13.6	11.5	14.0	12.0	14.0	15.7	18.8	21.7	19.4
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.4	0.5	0.5	0.5	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.8
Tangible fixed assets	27.4	29.0	31.3	32.4	32.5	32.7	32.1	32.5	31.8	33.4	36.1	39.1
of which: Land and buildings	10.8	11.3	12.1	12.7	12.7	12.8	12.3	12.2	12.2	12.8	12.9	13.9
Inventories	24.5	24.6	24.5	26.2	26.6	25.5	24.2	25.8	27.9	29.3	34.2	36.5
Raw materials, consumables and supplies	6.2	6.1	6.3	7.0	6.8	6.7	6.4	7.5	7.9	8.8	10.1	10.6
Work in progress	10.3	10.5	9.9	10.9	11.0	10.5	9.6	9.7	10.6	10.8	13.5	14.4
Finished goods and merchandise	7.4	7.6	8.0	7.8	8.3	8.0	7.7	8.1	8.8	9.1	10.0	10.7
Prepayments (inventories)	0.6	0.3	0.3	0.4	0.5	0.5	0.5	0.5	0.5	0.6	0.6	0.7
Non-financial assets	52.3	54.0	56.4	59.1	59.7	58.8	56.9	59.0	60.4	63.3	71.1	76.3
Cash	4.4	4.6	4.9	4.7	5.0	5.6	5.6	5.8	7.1	7.8	8.6	9.3
Receivables	29.5	28.8	29.5	33.3	32.2	32.8	30.3	32.5	34.8	39.1	42.7	41.1
Short-term	27.3	26.4	27.5	31.1	30.0	30.8	28.8	31.1	33.2	37.3	40.7	38.4
of which												
Trade receivables	14.8	14.8	15.2	16.5	15.4	14.5	13.8	15.0	15.9	18.9	19.5	17.1
Receivables from affiliated companies	9.8	8.9	9.5	11.0	11.1	13.0	11.7	13.0	14.0	13.3	16.4	16.1
Long-term	2.1	2.4	2.1	2.2	2.2	1.9	1.5	1.4	1.7	1.8	2.0	2.7
of which: Loans to affiliated companies	1.4	1.8	1.4	1.5	1.3	1.1	0.8	0.8	0.9	0.9	1.0	1.3
Securities	0.7	1.2	1.2	1.2	0.9	1.0	1.0	1.1	1.3	1.7	1.3	1.5
Short-term securities	0.6	0.9	0.9	0.8	0.6	0.6	0.4	0.4	0.7	1.1	0.5	0.4
Long-term securities	0.2	0.3	0.4	0.4	0.3	0.4	0.5	0.7	0.6	0.6	0.8	1.0
Other long-term equity investments	8.3	7.2	8.7	9.8	9.9	10.7	9.9	8.5	9.2	8.8	10.2	15.1
of which: Goodwill	0.5	0.5	0.6	0.7	0.6	1.0	1.6	1.5	1.5	1.3	1.4	1.3
Prepaid expenses	0.4	0.4	0.4	0.4	0.5	0.4	0.4	0.4	0.4	0.4	0.5	0.6
Financial assets	43.3	42.3	44.8	49.5	48.5	50.5	47.2	48.4	52.9	57.8	63.3	67.5
Balance sheet total (adjusted)	95.6	96.3	101.1	108.6	108.2	109.3	104.1	107.4	113.3	121.2	134.4	143.8
<b>Capital</b>												
Equity (adjusted)	22.0	23.1	25.2	26.9	26.5	29.1	28.6	30.8	32.9	35.9	39.0	43.2
Liabilities	55.3	55.6	57.7	62.4	63.3	61.3	56.6	57.5	60.0	63.3	72.3	77.1
Short-term	37.3	37.5	38.8	44.8	45.5	44.8	41.6	42.4	43.7	46.0	54.5	56.3
of which												
Liabilities to banks	6.9	7.9	7.8	10.2	9.4	8.8	7.8	7.6	7.4	7.6	8.2	8.9
Trade payables	10.4	10.0	10.0	11.4	10.5	9.7	9.5	10.5	11.2	13.3	14.4	13.0
Liabilities to affiliated companies	8.6	8.4	10.6	11.8	14.1	15.1	14.1	14.1	14.5	15.3	19.1	19.4
Payments received on account of orders	5.6	5.4	4.9	5.3	5.6	5.3	4.7	4.6	4.9	4.6	6.7	8.5
Long-term	18.0	18.1	18.9	17.6	17.8	16.5	15.0	15.1	16.3	17.2	17.8	20.8
of which												
Liabilities to banks	9.5	9.9	11.3	10.3	11.7	10.4	9.4	9.3	9.7	10.7	11.2	12.0
Liabilities to affiliated companies	6.9	6.7	5.9	5.8	4.9	4.4	4.4	4.0	4.9	4.6	4.5	6.9
Provisions	18.3	17.5	18.1	19.3	18.3	18.8	18.8	19.0	20.2	21.9	23.0	23.4
of which:												
Provisions for pensions	8.7	8.0	8.4	9.0	8.7	9.1	9.0	8.8	8.8	9.2	9.7	9.5
Half of the special tax-allowable reserve	0.6	0.7	0.8	0.8	0.7	0.5	0.5	0.5	0.5	0.7	0.5	0.4
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Liabilities and provisions	73.6	73.1	75.9	81.8	81.7	80.2	75.5	76.6	80.4	85.3	95.4	100.6
Balance sheet total (adjusted)	95.6	96.3	101.1	108.6	108.2	109.3	104.1	107.4	113.3	121.2	134.4	143.8

\* except machinery and equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3f) Manufacture of basic metals and fabricated metal products\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	176.5	210.9	249.9	246.2	235.4	236.3	240.7	239.7	263.0	274.2
Change in finished goods	- 2.0	3.6	2.7	1.6	1.7	2.0	1.3	1.6	3.5	3.9
Gross revenue	174.5	214.5	252.6	247.8	237.1	238.3	242.0	241.3	266.5	278.1
Interest and similar income	0.7	0.7	0.8	0.6	0.5	0.5	0.5	0.5	0.5	0.5
Other income	8.6	8.5	7.8	7.8	8.6	8.0	8.5	6.8	6.3	6.4
of which: Income from long-term equity investments	1.1	1.0	0.9	0.8	1.1	0.7	1.1	1.2	1.1	1.2
Total income	183.8	223.7	261.2	256.2	246.3	246.8	250.9	248.6	273.3	285.0
Cost of materials	102.7	133.8	163.1	157.1	146.3	144.1	144.7	140.1	159.2	166.8
Personnel expenses	41.3	43.6	46.9	49.1	51.1	52.8	55.1	55.5	58.4	61.0
Depreciation	7.7	7.2	7.5	8.0	8.5	7.8	8.0	8.3	8.3	9.0
of which: Depreciation of tangible fixed assets	7.2	6.8	6.8	7.2	7.7	7.3	7.4	7.8	7.9	8.1
Interest and similar expenses	2.6	2.6	3.0	2.9	2.8	2.7	2.7	2.3	2.4	2.6
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.1	0.2	0.2
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	24.6	27.1	29.3	30.2	30.2	30.8	32.4	32.5	34.0	34.9
Total expenses before taxes on income	179.0	214.4	249.9	247.4	239.0	238.3	243.1	238.8	262.6	274.4
Annual result before taxes on income	4.7	9.2	11.3	8.8	7.2	8.6	7.8	9.9	10.7	10.5
Taxes on income	1.5	1.8	2.3	2.0	1.7	1.8	1.8	2.0	2.2	2.3
Annual result	3.3	7.4	9.0	6.8	5.5	6.8	6.0	7.9	8.5	8.2
Profit and loss transfers (parent company)	0.2	0.4	0.4	0.4	0.4	0.4	0.2	0.3	0.2	0.2
Profit and loss transfers (subsidiary)	1.4	1.5	2.3	1.9	1.1	1.5	0.9	2.1	1.8	2.0
Profit for the year	2.1	6.3	7.1	5.3	4.8	5.6	5.3	6.0	6.8	6.5
Cash flow	9.3	14.0	16.6	15.0	14.6	14.9	15.3	15.0	18.3	18.3
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.8	0.8	0.9	1.0	1.0	0.9	1.0	1.0	1.1	1.2
Tangible fixed assets	39.0	39.6	40.9	42.8	43.6	44.3	46.4	49.3	50.6	51.8
of which: Land and buildings	14.0	14.0	14.1	14.8	14.9	15.2	15.8	17.0	17.5	17.8
Inventories	29.6	35.7	39.4	39.6	39.9	40.8	41.2	44.5	46.8	51.5
Raw materials, consumables and supplies	8.5	10.5	11.4	10.8	10.5	10.8	10.6	11.9	13.1	14.0
Work in progress	11.8	14.8	16.2	16.4	17.0	17.3	17.6	20.1	20.5	22.7
Finished goods and merchandise	8.7	9.8	11.0	11.6	11.5	11.8	12.0	11.8	12.5	13.7
Prepayments (inventories)	0.6	0.6	0.8	0.9	0.9	0.9	1.1	0.8	0.8	1.0
Non-financial assets	69.4	76.1	81.2	83.5	84.5	86.1	88.6	94.8	98.5	104.5
Cash	10.3	10.1	10.0	10.7	10.0	10.8	12.4	12.8	12.0	11.5
Receivables	37.3	40.3	44.0	42.7	44.0	43.2	43.0	45.5	48.8	48.4
Short-term	34.0	37.5	40.6	39.9	40.9	40.3	40.2	42.2	45.3	44.6
of which										
Trade receivables	13.6	16.6	17.6	16.9	16.9	16.5	16.2	16.5	18.3	18.2
Receivables from affiliated companies	15.8	16.5	18.0	17.6	18.7	18.6	17.6	20.6	22.0	21.3
Long-term	3.2	2.8	3.3	2.8	3.1	2.9	2.8	3.3	3.5	3.8
of which: Loans to affiliated companies	1.6	2.2	2.3	1.7	2.0	1.8	1.7	2.0	2.1	2.4
Securities	1.5	1.2	1.4	1.5	1.5	1.6	1.7	1.9	2.0	2.0
Short-term securities	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.6
Long-term securities	1.0	0.7	0.8	0.8	0.8	1.0	1.1	1.3	1.3	1.4
Other long-term equity investments	10.9	12.3	11.5	13.0	13.6	13.2	14.5	15.4	15.7	15.8
of which: Goodwill	1.2	1.1	0.9	0.9	0.8	0.7	0.8	1.0	0.8	0.7
Prepaid expenses	0.5	0.5	0.5	0.4	0.5	0.5	0.5	0.5	0.5	0.6
Financial assets	60.5	64.5	67.3	68.3	69.6	69.2	72.0	76.2	79.1	78.4
Balance sheet total (adjusted)	129.9	140.6	148.6	151.7	154.1	155.3	160.6	171.0	177.6	182.8
<b>Capital</b>										
Equity (adjusted)	41.9	45.1	47.9	50.6	52.4	55.1	56.3	61.5	64.3	65.5
Liabilities	66.2	74.3	79.2	79.4	79.3	77.4	80.2	86.4	88.8	91.6
Short-term	47.5	55.2	58.8	58.1	58.7	58.2	59.7	65.1	65.8	67.8
of which										
Liabilities to banks	9.0	8.7	9.2	9.5	9.7	9.6	9.5	8.9	9.2	9.3
Trade payables	10.2	14.4	15.2	14.5	14.0	13.3	13.3	13.8	15.1	15.6
Liabilities to affiliated companies	15.7	18.1	19.8	19.8	20.4	20.7	21.4	25.0	25.6	24.8
Payments received on account of orders	6.9	7.7	8.3	8.6	9.1	8.8	9.3	11.6	9.8	11.4
Long-term	18.7	19.1	20.4	21.4	20.6	19.1	20.4	21.3	23.0	23.8
of which										
Liabilities to banks	11.8	11.7	12.2	12.5	12.0	11.8	13.3	13.1	13.5	13.3
Liabilities to affiliated companies	4.8	5.1	5.7	6.4	6.1	5.2	5.2	6.2	7.4	8.3
Provisions	21.7	21.1	21.3	21.5	22.3	22.7	24.0	22.9	24.4	25.5
of which:										
Provisions for pensions	9.4	9.3	9.4	9.9	10.5	10.9	11.8	10.5	11.3	12.2
Half of the special tax-allowable reserve	0.3	0.2	0.2	0.2	0.1	0.1	0.1	0.0	0.0	0.0
Deferred income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2
Liabilities and provisions	88.0	95.5	100.6	101.1	101.7	100.1	104.3	109.4	113.4	117.3
Balance sheet total (adjusted)	129.9	140.6	148.6	151.7	154.1	155.3	160.6	171.0	177.6	182.8

\* except machinery and equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3f) Manufacture of basic metals and fabricated metal products\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
Percentage of gross revenue												
Sales	98.9	99.2	99.5	98.6	99.1	99.4	99.5	99.2	99.1	99.3	98.2	98.9
Change in finished goods	1.1	0.8	0.5	1.4	0.9	0.6	0.5	0.8	0.9	0.7	1.8	1.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.4
Other income	6.5	5.4	5.7	4.1	4.4	5.7	4.9	4.0	3.5	3.4	3.3	3.1
Total income	106.8	105.7	106.1	104.5	104.9	106.0	105.2	104.3	103.8	103.7	103.6	103.6
Cost of materials	54.7	55.0	53.1	55.1	55.8	54.9	55.0	57.0	58.1	60.4	61.4	62.5
Personnel expenses	26.7	26.1	27.2	25.5	25.3	26.1	25.8	23.8	22.5	20.6	19.0	18.9
Depreciation	4.4	4.3	4.8	4.5	4.5	4.6	4.5	4.0	3.7	3.2	3.1	3.1
Interest and similar expenses	1.4	1.4	1.4	1.4	1.5	1.4	1.3	1.1	1.0	1.0	1.0	1.1
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	13.4	13.1	13.9	13.7	13.6	14.1	14.3	13.1	12.9	12.3	11.8	11.9
Total expenses before taxes on income	100.8	99.9	100.5	100.3	100.7	101.1	100.9	99.1	98.3	97.5	96.3	97.6
Annual result before taxes on income	6.1	5.8	5.6	4.2	4.2	4.9	4.3	5.2	5.5	6.2	7.3	6.0
Taxes on income	1.2	1.3	1.2	1.1	1.0	0.9	1.0	1.2	1.4	1.4	1.7	1.3
Annual result	4.9	4.5	4.4	3.1	3.2	4.0	3.3	4.1	4.1	4.8	5.6	4.7
Percentage of sales												
Annual result before taxes on income	6.1	5.8	5.6	4.2	4.2	5.0	4.3	5.3	5.5	6.2	7.4	6.1
Cash flow	.	8.4	9.8	8.4	7.1	8.9	7.7	8.2	8.5	8.9	9.2	7.9
<b>II. Balance sheet ratios</b>												
Percentage of the balance sheet total (adjusted)												
Assets												
Intangible fixed assets	0.5	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.5	0.5	0.6
Tangible fixed assets	28.6	30.1	31.0	29.8	30.0	29.9	30.8	30.3	28.1	27.6	26.9	27.2
Inventories	25.6	25.5	24.2	24.2	24.6	23.4	23.3	24.0	24.6	24.2	25.4	25.4
Cash	4.6	4.8	4.8	4.4	4.6	5.1	5.3	5.4	6.3	6.4	6.4	6.5
Receivables	30.8	30.0	29.2	30.6	29.7	30.0	29.1	30.3	30.7	32.3	31.8	28.6
Short-term	28.6	27.4	27.2	28.6	27.7	28.2	27.7	29.0	29.3	30.8	30.3	26.7
Long-term	2.2	2.5	2.0	2.0	2.0	1.8	1.4	1.3	1.5	1.5	1.5	1.9
Securities	0.7	1.2	1.2	1.1	0.9	0.9	0.9	1.0	1.2	1.4	1.0	1.0
Other long-term equity investments	8.7	7.5	8.6	9.1	9.1	9.8	9.6	7.9	8.1	7.2	7.6	10.5
Capital												
Equity (adjusted)	23.0	24.0	24.9	24.7	24.5	26.6	27.5	28.7	29.1	29.6	29.0	30.0
Liabilities	57.8	57.7	57.1	57.4	58.5	56.1	54.4	53.5	53.0	52.2	53.8	53.6
Short-term	39.0	39.0	38.4	41.3	42.1	41.0	40.0	39.5	38.6	38.0	40.6	39.1
Long-term	18.8	18.7	18.7	16.2	16.4	15.1	14.4	14.1	14.4	14.2	13.2	14.5
Provisions	19.1	18.2	17.9	17.8	16.9	17.2	18.0	17.7	17.9	18.1	17.1	16.3
of which: Provisions for pensions	9.1	8.3	8.3	8.3	8.0	8.3	8.7	8.2	7.8	7.6	7.2	6.6
Memo item: Sales	150.5	155.3	144.4	148.3	150.3	144.2	148.6	158.1	162.2	174.7	175.3	169.9
<b>III. Other ratios</b>												
Percentage of sales												
Inventories	17.0	16.4	16.8	16.3	16.4	16.2	15.7	15.2	15.2	13.8	14.5	14.9
Short-term receivables	19.0	17.7	18.8	19.3	18.5	19.6	18.6	18.3	18.0	17.6	17.3	15.7
Percentage of tangible fixed assets												
Equity (adjusted)	79.0	78.6	79.1	81.7	80.0	87.4	87.7	92.8	101.2	105.3	105.8	108.3
Long-term equity and liabilities	177.2	169.5	167.4	164.8	162.3	165.9	162.7	166.3	180.1	185.1	181.8	185.5
Percentage of fixed assets												
Long-term equity and liabilities	128.2	126.6	124.0	119.7	118.2	119.1	119.1	126.0	133.1	139.3	134.3	126.1
% der kurzfristigen Verbindlichkeiten												
Percentage of short-term liabilities												
Cash resources and short-term receivables	86.6	85.0	85.6	81.8	78.3	82.6	83.8	88.2	93.7	100.4	91.3	85.5
Cash resources, short-term receivables and inventories	152.3	150.5	148.7	140.3	136.8	139.6	142.0	149.1	157.4	164.0	154.0	150.3
Percentage of liabilities and provisions less cash												
Cash Flow	.	18.4	20.1	17.6	15.0	18.8	17.2	19.8	21.4	24.2	25.0	21.3
Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	9.6	9.2	8.5	6.7	7.2	7.9	6.8	8.2	8.4	10.1	11.7	9.9

\* except machinery and equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3f) Manufacture of basic metals and fabricated metal products\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	101.1	98.3	98.9	99.3	99.3	99.2	99.5	99.3	98.7	98.6
Change in finished goods	- 1.1	1.7	1.1	0.7	0.7	0.8	0.5	0.7	1.3	1.4
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other income	4.9	3.9	3.1	3.2	3.6	3.4	3.5	2.8	2.4	2.3
Total income	105.3	104.3	103.4	103.4	103.9	103.6	103.7	103.0	102.6	102.5
Cost of materials	58.9	62.4	64.6	63.4	61.7	60.5	59.8	58.1	59.8	60.0
Personnel expenses	23.7	20.3	18.6	19.8	21.5	22.2	22.8	23.0	21.9	21.9
Depreciation	4.4	3.4	3.0	3.2	3.6	3.3	3.3	3.4	3.1	3.2
Interest and similar expenses	1.5	1.2	1.2	1.2	1.2	1.1	1.1	0.9	0.9	0.9
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	14.1	12.6	11.6	12.2	12.8	12.9	13.4	13.5	12.8	12.5
Total expenses before taxes on income	102.6	100.0	98.9	99.8	100.8	100.0	100.5	99.0	98.6	98.7
Annual result before taxes on income	2.7	4.3	4.5	3.6	3.0	3.6	3.2	4.1	4.0	3.8
Taxes on income	0.8	0.9	0.9	0.8	0.7	0.8	0.7	0.8	0.8	0.8
Annual result	1.9	3.4	3.5	2.7	2.3	2.8	2.5	3.3	3.2	3.0
Percentage of sales										
Annual result before taxes on income	2.7	4.4	4.5	3.6	3.1	3.6	3.3	4.1	4.1	3.8
Cash flow	5.3	6.6	6.6	6.1	6.2	6.3	6.4	6.2	7.0	6.7
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.6	0.6	0.6	0.7	0.7	0.6	0.6	0.6	0.6	0.6
Tangible fixed assets	30.0	28.1	27.5	28.2	28.3	28.5	28.9	28.8	28.5	28.3
Inventories	22.8	25.4	26.5	26.1	25.9	26.3	25.7	26.0	26.4	28.2
Cash	7.9	7.2	6.8	7.0	6.5	7.0	7.7	7.5	6.8	6.3
Receivables	28.7	28.7	29.6	28.1	28.6	27.8	26.8	26.6	27.5	26.5
Short-term	26.2	26.7	27.3	26.3	26.6	25.9	25.0	24.7	25.5	24.4
Long-term	2.5	2.0	2.2	1.8	2.0	1.9	1.8	1.9	2.0	2.1
Securities	1.1	0.9	0.9	1.0	1.0	1.0	1.1	1.1	1.1	1.1
Other long-term equity investments	8.4	8.8	7.7	8.6	8.8	8.5	9.0	9.0	8.9	8.7
Capital										
Equity (adjusted)	32.2	32.1	32.3	33.4	34.0	35.5	35.0	36.0	36.2	35.8
Liabilities										
Short-term	36.6	39.3	39.6	38.3	38.1	37.5	37.2	38.1	37.0	37.1
Long-term	14.4	13.6	13.8	14.1	13.4	12.3	12.7	12.5	12.9	13.0
Provisions	16.7	15.0	14.3	14.2	14.4	14.6	15.0	13.4	13.7	14.0
of which: Provisions for pensions	7.2	6.6	6.3	6.5	6.8	7.0	7.4	6.1	6.4	6.7
Memo item: Sales	135.8	150.1	168.2	162.3	152.8	152.2	149.9	140.2	148.0	150.0
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	16.8	16.9	15.8	16.1	17.0	17.3	17.1	18.6	17.8	18.8
Short-term receivables	19.3	17.8	16.3	16.2	17.4	17.0	16.7	17.6	17.2	16.3
Percentage of tangible fixed assets										
Equity (adjusted)	105.3	111.7	114.6	115.6	117.6	121.8	118.8	122.4	124.3	123.7
Long-term equity and liabilities	176.8	182.7	186.4	187.3	187.6	188.5	187.1	185.7	190.7	191.6
Percentage of fixed assets										
Long-term equity and liabilities	128.1	131.1	135.7	135.9	134.6	136.8	134.9	132.8	136.4	137.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	94.4	87.2	87.1	88.3	87.8	88.7	89.0	85.5	88.2	83.7
Cash resources, short-term receivables and inventories	156.8	151.9	154.2	156.6	155.8	158.8	158.0	153.8	159.3	159.7
Percentage of liabilities and provisions less cash										
Cash Flow	12.0	16.3	18.3	16.6	16.0	16.7	16.7	15.5	18.1	17.3
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	4.5	7.1	8.0	6.3	5.3	6.1	5.5	5.9	6.1	5.9

\* except machinery and equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3g) Manufacture of computer, electronic and optical products and electrical equipment\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	129.1	136.9	141.2	154.9	158.7	150.6	152.5	162.6	168.3	184.3	186.2	182.6
Change in finished goods	- 0.1	0.6	0.6	1.2	0.8	- 0.1	0.7	1.4	0.9	0.9	2.1	1.4
Gross revenue	128.9	137.5	141.8	156.1	159.5	150.5	153.3	164.0	169.3	185.1	188.3	184.0
Interest and similar income	1.7	2.1	2.0	2.2	2.8	2.4	2.8	2.1	1.4	1.7	2.3	2.0
Other income	5.5	8.3	10.2	10.9	12.6	13.9	10.0	10.5	11.9	14.3	12.9	18.2
of which: Income from long-term equity investments	1.1	2.4	1.5	1.4	3.9	3.9	2.0	1.5	2.9	5.5	2.6	3.5
Total income	136.1	147.9	153.9	169.2	174.9	166.8	166.0	176.6	182.6	201.1	203.5	204.2
Cost of materials	71.0	76.3	81.3	93.6	100.8	93.5	94.3	101.5	107.7	117.2	114.7	109.9
Personnel expenses	35.4	36.0	36.4	36.7	37.7	38.4	38.5	38.8	38.8	38.7	43.3	44.4
Depreciation	5.0	6.2	5.9	5.9	6.0	6.3	5.7	5.3	5.4	5.6	6.7	10.0
of which: Depreciation of tangible fixed assets	4.5	4.9	5.2	5.1	5.2	5.4	5.1	4.9	4.7	4.7	5.6	5.5
Interest and similar expenses	1.7	2.0	2.0	2.6	3.0	2.7	2.9	3.3	2.6	2.9	3.4	3.0
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	17.4	22.0	21.5	21.7	22.3	21.3	19.7	20.6	20.7	24.8	26.6	29.9
Total expenses before taxes on income	130.7	142.6	147.2	160.6	170.0	162.2	161.1	169.6	175.2	194.0	195.2	197.3
Annual result before taxes on income	5.4	5.3	6.7	8.6	5.0	4.6	4.9	7.1	7.5	7.2	8.3	6.8
Taxes on income	1.5	1.2	1.7	2.8	1.9	0.7	1.2	1.8	1.7	0.4	1.9	2.6
Annual result	3.9	4.1	5.1	5.8	3.0	3.9	3.7	5.2	5.7	6.8	6.4	4.3
Profit and loss transfers (parent company)	0.2	0.1	0.3	1.0	- 0.2	0.3	0.8	0.9	0.8	1.3	2.7	1.5
Profit and loss transfers (subsidiary)	0.9	1.0	1.2	1.6	0.5	0.9	1.1	1.0	1.4	2.2	2.0	2.4
Profit for the year	3.2	3.3	4.2	5.3	2.4	3.3	3.5	5.1	5.1	5.8	7.1	3.4
Cash flow	.	11.9	12.2	13.0	11.5	11.6	10.2	10.8	12.2	11.5	15.3	17.0
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.7	0.8	0.8	1.3	1.1	1.3	1.2	1.3	1.1	1.3	1.4	1.5
Tangible fixed assets	14.8	15.3	15.7	16.9	18.1	17.5	16.5	16.2	15.6	17.6	20.6	21.3
of which: Land and buildings	6.0	5.8	5.6	5.8	5.9	6.0	6.2	6.0	5.7	6.1	6.7	6.6
Inventories	21.8	21.8	21.2	23.6	24.6	24.0	24.4	26.4	26.4	31.0	33.6	35.2
Raw materials, consumables and supplies	4.7	5.0	4.9	6.4	6.7	5.9	5.4	5.8	5.6	6.9	7.2	7.5
Work in progress	10.3	9.8	9.5	9.6	10.4	10.9	7.0	7.7	7.6	8.7	9.9	10.6
Finished goods and merchandise	6.0	6.2	6.0	6.5	6.9	6.6	11.3	12.1	12.4	14.2	14.6	14.4
Prepayments (inventories)	0.8	0.7	0.9	1.0	0.6	0.7	0.7	0.8	0.7	1.2	2.0	2.7
Non-financial assets	37.3	37.8	37.8	41.8	43.7	42.8	42.1	43.9	43.2	49.8	55.7	58.1
Cash	3.4	4.0	4.1	8.8	8.7	14.6	15.9	13.3	11.7	13.0	11.8	11.5
Receivables	37.2	40.9	43.9	49.9	58.1	55.6	52.5	52.2	55.9	61.4	66.1	61.3
Short-term	35.9	39.2	42.2	47.5	55.4	53.1	49.6	49.3	52.3	57.7	61.8	57.3
of which												
Trade receivables	14.7	14.4	16.7	17.1	16.3	14.3	13.4	13.7	14.4	15.9	16.5	15.3
Receivables from affiliated companies	17.7	20.9	22.5	25.1	35.7	33.3	32.4	31.9	34.0	37.5	40.4	36.6
Long-term	1.3	1.7	1.7	2.4	2.6	2.5	2.9	2.9	3.6	3.7	4.3	4.0
of which: Loans to affiliated companies	0.9	1.2	1.3	1.8	1.9	1.7	2.0	1.4	2.7	2.6	3.0	3.0
Securities	8.2	9.2	9.6	9.9	8.5	12.1	15.1	19.2	6.9	15.1	12.9	12.1
Short-term securities	7.6	8.3	8.7	8.7	7.1	2.9	3.1	5.0	3.3	4.0	1.3	1.1
Long-term securities	0.6	0.8	0.9	1.2	1.3	9.2	11.9	14.2	3.6	11.1	11.6	11.0
Other long-term equity investments	15.6	17.5	19.8	25.7	27.9	31.1	40.7	40.3	56.2	47.5	50.3	47.8
of which: Goodwill	0.4	0.4	0.3	0.4	0.9	1.2	1.6	1.5	1.6	1.9	1.9	1.9
Prepaid expenses	0.2	0.2	0.3	0.2	0.3	0.3	0.6	0.3	0.3	0.4	0.5	0.5
Financial assets	64.5	71.7	77.7	94.4	103.4	113.6	124.8	125.4	131.0	137.4	141.5	133.3
Balance sheet total (adjusted)	101.8	109.5	115.5	136.2	147.2	156.5	166.9	169.3	174.1	187.2	197.2	191.4
<b>Capital</b>												
Equity (adjusted)	26.3	28.8	30.0	37.6	39.6	43.6	45.6	48.0	51.7	53.3	60.5	56.4
Liabilities	44.0	47.7	51.2	63.0	69.5	73.5	80.7	80.7	80.9	93.2	93.7	89.2
Short-term	36.7	40.1	41.4	53.0	59.9	63.5	69.2	69.9	68.5	81.5	82.2	77.7
of which												
Liabilities to banks	4.0	4.2	4.5	4.8	5.7	4.4	4.2	3.8	3.4	4.0	3.9	4.3
Trade payables	6.9	7.3	8.0	9.8	9.3	8.8	8.7	9.9	10.2	11.5	11.4	10.5
Liabilities to affiliated companies	11.8	15.4	15.9	26.3	31.5	33.4	38.3	37.4	36.2	44.6	42.6	37.1
Payments received on account of orders	9.0	8.1	7.6	6.3	7.9	10.5	12.1	13.1	12.8	15.5	18.2	20.1
Long-term	7.3	7.6	9.8	10.0	9.6	10.0	11.5	10.8	12.4	11.7	11.5	11.5
of which												
Liabilities to banks	3.2	3.7	4.2	4.4	4.7	4.3	4.1	3.1	3.6	3.6	5.4	5.0
Liabilities to affiliated companies	3.4	3.4	5.0	5.1	4.3	5.2	6.6	6.5	7.7	7.1	4.7	5.0
Provisions	31.2	32.7	33.3	35.2	37.7	38.8	40.1	40.1	41.0	40.1	42.3	45.1
of which:												
Provisions for pensions	16.0	16.9	17.3	17.2	19.4	20.5	21.8	21.0	21.8	19.2	20.3	21.1
Half of the special tax-allowable reserve	0.7	0.7	0.8	0.8	0.7	0.8	0.6	0.6	0.6	0.8	0.7	0.7
Deferred income	0.3	0.4	1.0	0.4	0.4	0.6	0.5	0.6	0.6	0.6	0.7	0.7
Liabilities and provisions	75.5	80.8	85.5	98.6	107.6	112.9	121.3	121.3	122.5	133.9	136.7	135.0
Balance sheet total (adjusted)	101.8	109.5	115.5	136.2	147.2	156.5	166.9	169.3	174.1	187.2	197.2	191.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

3g) Manufacture of computer, electronic and optical products and electrical equipment\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	153.1	172.8	190.1	183.5	182.0	188.4	191.4	197.8	211.2	216.8
Change in finished goods	0.1	1.9	1.9	1.8	0.9	1.3	1.2	1.3	1.3	1.7
Gross revenue	153.1	174.8	192.1	185.3	182.9	189.7	192.7	199.2	212.4	218.5
Interest and similar income	1.1	0.9	1.8	2.0	1.3	0.8	1.5	1.3	1.8	0.9
Other income	12.2	14.7	14.9	15.2	15.6	14.0	17.6	12.2	12.5	13.3
of which: Income from long-term equity investments	2.3	5.2	2.3	2.9	5.5	2.5	3.0	3.1	4.5	6.8
Total income	166.5	190.4	208.8	202.4	199.8	204.4	211.8	212.7	226.7	232.7
Cost of materials	89.3	100.3	111.8	106.7	103.3	106.2	107.8	113.2	118.9	120.1
Personnel expenses	40.3	43.5	45.0	46.9	49.1	50.1	51.6	50.2	53.0	54.9
Depreciation	7.5	6.4	6.8	7.6	6.3	5.8	6.6	6.3	8.1	6.6
of which: Depreciation of tangible fixed assets	5.4	5.3	5.4	5.5	5.2	4.9	5.4	5.5	5.4	5.4
Interest and similar expenses	2.2	2.4	2.8	3.0	2.8	2.8	5.5	3.0	3.0	3.7
Operating taxes	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	24.4	27.5	30.5	27.1	27.4	27.9	31.3	29.3	29.6	33.3
Total expenses before taxes on income	163.8	180.2	197.0	191.4	189.1	192.9	202.8	202.1	212.7	218.7
Annual result before taxes on income	2.6	10.2	11.8	11.1	10.7	11.6	8.9	10.6	14.0	14.0
Taxes on income	1.3	1.7	2.6	2.4	2.4	2.1	2.0	2.2	2.5	2.8
Annual result	1.4	8.5	9.2	8.6	8.3	9.4	7.0	8.4	11.5	11.1
Profit and loss transfers (parent company)	1.7	1.3	1.5	0.5	1.3	2.3	5.9	3.6	4.8	3.5
Profit and loss transfers (subsidiary)	0.9	1.8	2.2	1.5	2.0	2.1	2.0	2.9	3.4	2.5
Profit for the year	2.1	8.1	8.5	7.7	7.6	9.6	10.9	9.1	13.0	12.1
Cash flow	5.9	17.4	15.9	16.2	15.1	15.6	16.4	14.7	19.6	18.2
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	1.3	1.7	1.8	1.8	1.8	2.0	2.3	2.5	2.5	2.4
Tangible fixed assets	20.1	20.5	23.5	25.2	21.3	22.0	24.6	25.0	25.2	25.8
of which: Land and buildings	6.9	7.2	7.2	7.8	7.8	8.0	8.8	9.0	9.0	9.0
Inventories	32.7	35.6	38.7	40.9	41.0	41.8	45.9	45.8	46.8	44.0
Raw materials, consumables and supplies	6.4	7.5	8.6	8.5	8.2	8.6	9.0	9.3	10.5	11.8
Work in progress	10.0	11.5	12.5	13.1	12.7	12.3	14.1	15.0	15.2	15.7
Finished goods and merchandise	13.7	14.2	15.3	16.7	17.3	17.7	19.1	19.0	19.4	15.3
Prepayments (inventories)	2.5	2.4	2.3	2.6	2.7	3.2	3.7	2.5	1.7	1.2
Non-financial assets	54.2	57.8	63.9	67.9	64.1	65.7	72.8	73.4	74.5	72.3
Cash	13.9	17.6	12.7	13.9	14.6	14.8	16.4	16.2	15.7	16.4
Receivables	50.9	56.7	66.3	65.2	66.9	65.9	76.7	76.1	81.9	83.4
Short-term	47.5	53.4	63.1	60.8	61.4	60.7	70.7	69.7	75.8	77.0
of which										
Trade receivables	13.0	15.0	15.9	16.4	16.2	16.3	16.3	16.8	17.8	18.6
Receivables from affiliated companies	29.4	32.9	41.6	39.0	40.0	39.4	49.2	47.1	52.0	53.7
Long-term	3.4	3.3	3.1	4.4	5.5	5.2	5.9	6.4	6.2	6.4
of which: Loans to affiliated companies	2.7	2.6	2.4	3.5	4.5	4.6	5.4	5.8	5.3	5.7
Securities	13.0	12.1	10.8	10.9	11.0	12.1	12.6	11.2	11.0	11.4
Short-term securities	1.2	1.1	2.8	2.2	2.0	2.5	2.0	1.6	1.3	2.1
Long-term securities	11.8	11.0	8.0	8.7	9.0	9.6	10.6	9.6	9.7	9.2
Other long-term equity investments	44.8	47.6	52.9	56.6	51.9	56.3	65.0	64.6	67.1	80.9
of which: Goodwill	1.5	1.7	1.5	1.7	1.4	1.5	1.3	1.1	1.8	1.6
Prepaid expenses	0.5	0.5	0.5	0.6	0.6	0.7	0.6	0.8	0.9	1.0
Financial assets	123.1	134.4	143.2	147.2	145.0	149.8	171.2	169.0	176.6	193.1
Balance sheet total (adjusted)	177.3	192.2	207.2	215.1	209.1	215.5	244.0	242.4	251.0	265.4
<b>Capital</b>										
Equity (adjusted)	53.3	60.0	64.6	67.2	65.9	68.7	77.5	77.1	85.1	88.2
Liabilities	81.3	86.9	97.2	102.7	97.3	100.3	117.2	115.6	116.3	127.0
Short-term	71.2	75.9	85.5	91.0	86.2	88.6	102.5	101.3	100.4	108.4
of which										
Liabilities to banks	3.8	3.7	3.8	3.9	3.8	3.7	3.7	3.7	4.1	5.0
Trade payables	8.6	10.2	10.7	10.4	10.1	10.1	10.1	10.8	11.8	11.8
Liabilities to affiliated companies	32.2	33.9	42.9	47.1	41.7	44.3	55.7	54.1	52.9	64.3
Payments received on account of orders	20.6	21.8	22.0	23.9	24.6	24.0	26.5	25.9	25.0	21.0
Long-term	10.1	11.1	11.8	11.7	11.1	11.7	14.7	14.4	15.9	18.6
of which										
Liabilities to banks	4.1	4.6	4.6	5.0	5.4	5.3	6.4	5.2	5.0	4.7
Liabilities to affiliated companies	4.9	4.9	5.3	5.2	3.7	4.3	5.3	5.6	7.9	11.1
Provisions	42.0	44.2	44.1	43.9	44.7	45.1	48.4	48.3	48.3	48.7
of which:										
Provisions for pensions	21.6	21.8	21.5	22.1	22.8	23.7	26.2	24.8	25.4	27.0
Half of the special tax-allowable reserve	0.7	0.6	0.5	0.7	0.5	0.5	0.5	0.4	0.4	0.4
Deferred income	0.7	1.2	1.2	1.3	1.3	1.4	0.9	1.3	1.4	1.5
Liabilities and provisions	124.0	132.3	142.5	147.9	143.3	146.8	166.5	165.3	166.0	177.2
Balance sheet total (adjusted)	177.3	192.2	207.2	215.1	209.1	215.5	244.0	242.4	251.0	265.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3g) Manufacture of computer, electronic and optical products and electrical equipment\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
Percentage of gross revenue												
Sales	100.1	99.6	99.6	99.2	99.5	100.1	99.5	99.1	99.4	99.5	98.9	99.2
Change in finished goods	- 0.1	0.4	0.4	0.8	0.5	- 0.1	0.5	0.9	0.6	0.5	1.1	0.8
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	1.3	1.6	1.4	1.4	1.8	1.6	1.8	1.3	0.8	0.9	1.2	1.1
Other income	4.3	6.0	7.2	7.0	7.9	9.2	6.5	6.4	7.0	7.7	6.9	9.9
Total income	105.6	107.6	108.6	108.4	109.7	110.8	108.3	107.7	107.9	108.6	108.1	111.0
Cost of materials	55.0	55.5	57.4	60.0	63.2	62.1	61.5	61.9	63.6	63.3	60.9	59.7
Personnel expenses	27.5	26.2	25.7	23.5	23.7	25.5	25.1	23.6	22.8	23.4	23.2	24.1
Depreciation	3.9	4.5	4.1	3.8	3.8	4.2	3.7	3.2	3.2	3.0	3.6	5.5
Interest and similar expenses	1.4	1.4	1.4	1.6	1.9	1.8	1.9	2.0	1.5	1.6	1.8	1.6
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	13.5	16.0	15.1	13.9	14.0	14.1	12.9	12.6	12.2	13.4	14.1	16.3
Total expenses before taxes on income	101.4	103.7	103.8	102.9	106.6	107.8	105.1	103.4	103.5	104.8	103.7	107.2
Annual result before taxes on income	4.2	3.9	4.8	5.5	3.1	3.0	3.2	4.3	4.4	3.9	4.4	3.7
Taxes on income	1.2	0.9	1.2	1.8	1.2	0.4	0.8	1.1	1.0	0.2	1.0	1.4
Annual result	3.1	3.0	3.6	3.7	1.9	2.6	2.4	3.2	3.4	3.7	3.4	2.3
Percentage of sales												
Annual result before taxes on income	4.2	3.9	4.8	5.6	3.1	3.0	3.2	4.3	4.4	3.9	4.4	3.7
Cash flow	.	8.7	8.6	8.4	7.2	7.7	6.7	6.7	7.2	6.3	8.2	9.3
<b>II. Balance sheet ratios</b>												
Percentage of the balance sheet total (adjusted)												
Assets												
Intangible fixed assets	0.7	0.7	0.7	0.9	0.7	0.8	0.7	0.6	0.7	0.7	0.7	0.8
Tangible fixed assets	14.6	13.9	13.6	12.4	12.3	11.2	9.9	9.6	9.0	9.4	10.5	11.1
Inventories	21.4	19.9	18.4	17.3	16.7	15.4	14.6	15.6	15.2	16.6	17.0	18.4
Cash	3.4	3.6	3.5	6.4	5.9	9.3	9.5	7.9	6.7	6.9	6.0	6.0
Receivables	36.5	37.3	38.0	36.6	39.4	35.6	31.5	30.8	32.1	32.8	33.5	32.0
Short-term	35.2	35.8	36.5	34.8	37.7	34.0	29.7	29.1	30.0	30.8	31.3	29.9
Long-term	1.3	1.5	1.5	1.8	1.8	1.6	1.7	1.7	2.1	2.0	2.2	2.1
Securities	8.0	8.4	8.3	7.2	5.8	7.7	9.0	11.4	4.0	8.1	6.5	6.3
Other long-term equity investments	15.3	16.0	17.1	18.9	19.0	19.9	24.4	23.8	32.3	25.4	25.5	25.0
Capital												
Equity (adjusted)	25.8	26.3	26.0	27.6	26.9	27.9	27.3	28.3	29.7	28.5	30.7	29.5
Liabilities												
Short-term	36.0	36.6	35.8	38.9	40.7	40.6	41.5	41.3	39.3	43.5	41.7	40.6
Long-term	7.2	6.9	8.5	7.4	6.5	6.4	6.9	6.4	7.1	6.3	5.8	6.0
Provisions	30.7	29.9	28.8	25.8	25.6	24.8	24.0	23.7	23.5	21.4	21.5	23.6
of which: Provisions for pensions	15.7	15.4	15.0	12.7	13.2	13.1	13.1	12.4	12.5	10.2	10.3	11.0
Memo item: Sales	126.7	125.0	122.2	113.7	107.8	96.3	91.4	96.1	96.7	98.4	94.4	95.4
<b>III. Other ratios</b>												
Percentage of sales												
Inventories	16.9	15.9	15.0	15.2	15.5	16.0	16.0	16.2	15.7	16.8	18.1	19.3
Short-term receivables	27.8	28.6	29.9	30.6	34.9	35.3	32.6	30.3	31.0	31.3	33.2	31.4
Percentage of tangible fixed assets												
Equity (adjusted)	169.1	178.8	181.3	206.8	206.7	232.2	257.5	274.4	308.0	282.7	274.3	246.8
Long-term equity and liabilities	323.3	335.5	349.5	361.0	361.9	398.7	449.2	460.0	516.0	450.5	421.6	392.2
Percentage of fixed assets												
Long-term equity and liabilities	152.3	149.6	148.5	138.2	135.9	121.7	108.7	107.2	107.9	104.7	105.3	104.5
% der kurzfristigen Verbindlichkeiten												
Percentage of short-term liabilities												
Cash resources and short-term receivables	127.7	128.5	132.8	122.4	119.0	111.3	99.2	96.7	98.1	91.6	91.0	89.9
Cash resources, short-term receivables and inventories	187.1	182.8	184.1	166.9	160.1	149.2	134.6	134.5	136.7	129.7	131.9	135.2
Percentage of liabilities and provisions less cash												
Cash Flow	.	15.5	14.9	14.5	11.6	11.8	9.6	10.0	11.0	9.5	12.2	13.8
Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	5.6	5.6	6.2	6.1	4.1	4.2	3.9	5.0	4.8	5.2	4.9	3.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 3g) Manufacture of computer, electronic and optical products and electrical equipment\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	100.0	98.9	99.0	99.0	99.5	99.3	99.4	99.3	99.4	99.2
Change in finished goods	0.0	1.1	1.0	1.0	0.5	0.7	0.6	0.7	0.6	0.8
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.7	0.5	1.0	1.1	0.7	0.4	0.8	0.7	0.8	0.4
Other income	8.0	8.4	7.8	8.2	8.5	7.4	9.1	6.1	5.9	6.1
Total income	108.7	108.9	108.7	109.3	109.3	107.8	109.9	106.8	106.7	106.5
Cost of materials	58.3	57.4	58.2	57.6	56.5	56.0	55.9	56.8	56.0	55.0
Personnel expenses	26.3	24.9	23.4	25.3	26.8	26.4	26.8	25.2	25.0	25.1
Depreciation	4.9	3.6	3.5	4.1	3.5	3.0	3.4	3.1	3.8	3.0
Interest and similar expenses	1.4	1.4	1.4	1.6	1.5	1.5	2.9	1.5	1.4	1.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	16.0	15.7	15.9	14.6	15.0	14.7	16.2	14.7	13.9	15.2
Total expenses before taxes on income	107.0	103.1	102.6	103.3	103.4	101.7	105.3	101.5	100.1	100.1
Annual result before taxes on income	1.7	5.9	6.2	6.0	5.9	6.1	4.6	5.3	6.6	6.4
Taxes on income	0.8	1.0	1.3	1.3	1.3	1.1	1.0	1.1	1.2	1.3
Annual result	0.9	4.9	4.8	4.7	4.6	5.0	3.6	4.2	5.4	5.1
	Percentage of sales									
Annual result before taxes on income	1.7	5.9	6.2	6.0	5.9	6.1	4.7	5.3	6.6	6.4
Cash flow	3.9	10.1	8.3	8.8	8.3	8.3	8.6	7.4	9.3	8.4
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	0.8	0.9	0.9	0.8	0.9	0.9	1.0	1.0	1.0	0.9
Tangible fixed assets	11.3	10.7	11.3	11.7	10.2	10.2	10.1	10.3	10.0	9.7
Inventories	18.4	18.5	18.7	19.0	19.6	19.4	18.8	18.9	18.7	16.6
Cash	7.8	9.1	6.2	6.5	7.0	6.9	6.7	6.7	6.2	6.2
Receivables	28.7	29.5	32.0	30.3	32.0	30.6	31.4	31.4	32.6	31.4
Short-term	26.8	27.8	30.5	28.3	29.4	28.2	29.0	28.8	30.2	29.0
Long-term	1.9	1.7	1.5	2.0	2.6	2.4	2.4	2.7	2.4	2.4
Securities	7.3	6.3	5.2	5.1	5.3	5.6	5.2	4.6	4.4	4.3
Other long-term equity investments	25.3	24.8	25.5	26.3	24.8	26.1	26.6	26.7	26.7	30.5
Capital										
Equity (adjusted)	30.1	31.2	31.2	31.2	31.5	31.9	31.8	31.8	33.9	33.2
Liabilities	45.9	45.2	46.9	47.7	46.5	46.5	48.0	47.7	46.3	47.8
Short-term	40.1	39.5	41.3	42.3	41.2	41.1	42.0	41.8	40.0	40.8
Long-term	5.7	5.8	5.7	5.4	5.3	5.4	6.0	5.9	6.3	7.0
Provisions	23.7	23.0	21.3	20.4	21.4	20.9	19.8	19.9	19.2	18.3
of which: Provisions for pensions	12.2	11.3	10.4	10.3	10.9	11.0	10.7	10.2	10.1	10.2
Memo item: Sales	86.3	89.9	91.8	85.3	87.0	87.4	78.5	81.6	84.1	81.7
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	21.4	20.6	20.3	22.3	22.5	22.2	24.0	23.2	22.2	20.3
Short-term receivables	31.0	30.9	33.2	33.1	33.7	32.2	37.0	35.2	35.9	35.5
	Percentage of tangible fixed assets									
Equity (adjusted)	248.3	270.4	255.8	249.0	284.9	286.9	287.4	279.8	307.9	311.9
Long-term equity and liabilities	399.6	421.3	389.8	377.1	433.3	436.6	440.7	423.5	458.7	474.6
	Percentage of fixed assets									
Long-term equity and liabilities	105.2	111.1	110.3	105.2	111.8	110.0	109.6	107.8	114.6	107.5
	Percentage of short-term liabilities									
Cash resources and short-term receivables	88.0	95.0	92.1	84.6	90.4	88.0	87.0	86.4	92.3	88.1
Cash resources, short-term receivables and inventories	133.9	142.0	137.3	129.5	137.9	135.2	131.7	131.7	139.0	128.7
	Percentage of liabilities and provisions less cash									
Cash Flow	5.4	15.2	12.2	12.1	11.8	11.8	10.9	9.9	13.0	11.3
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	2.0	5.7	5.8	5.4	5.3	5.7	5.1	4.7	5.8	5.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 3h) Manufacture of machinery and equipment\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	143.0	151.9	148.2	158.2	163.3	161.0	160.1	171.3	181.0	199.2	224.2	244.9
Change in finished goods	0.2	0.5	-0.1	1.6	2.2	0.1	2.2	2.1	1.4	3.8	6.5	6.4
Gross revenue	143.2	152.4	148.0	159.8	165.5	161.1	162.3	173.4	182.3	203.0	230.7	251.3
Interest and similar income	1.0	1.0	0.9	1.1	1.2	1.0	0.9	0.8	0.9	1.1	1.4	1.7
Other income	6.5	7.3	8.0	7.9	7.2	8.7	8.0	7.3	8.2	8.5	9.6	10.4
of which: Income from long-term equity investments	0.8	0.9	1.0	1.4	0.7	0.9	0.8	0.8	0.8	1.0	1.0	1.7
Total income	150.7	160.7	156.9	168.9	173.9	170.9	171.2	181.5	191.3	212.7	241.8	263.3
Cost of materials	73.4	78.8	76.6	83.6	87.3	83.6	85.3	92.7	99.2	113.3	132.0	145.0
Personnel expenses	42.6	44.1	43.7	45.3	45.5	46.3	46.8	47.8	47.8	49.6	52.8	55.8
Depreciation	4.8	5.2	4.9	5.5	5.2	5.4	5.1	6.5	5.2	5.5	5.6	6.3
of which: Depreciation of tangible fixed assets	4.1	4.4	4.4	4.9	4.5	4.6	4.4	4.3	4.3	4.8	5.0	5.4
Interest and similar expenses	1.7	1.7	1.5	1.9	2.1	2.1	1.9	1.8	1.8	2.0	2.4	2.7
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	21.6	23.2	23.1	24.6	25.9	26.4	26.1	26.3	28.0	29.3	32.6	35.9
Total expenses before taxes on income	144.3	153.1	149.8	161.0	166.1	163.9	165.3	175.2	182.1	199.7	225.5	245.8
Annual result before taxes on income	6.4	7.6	7.1	7.9	7.8	7.0	5.9	6.3	9.2	12.9	16.3	17.5
Taxes on income	1.8	2.6	2.4	2.8	2.4	2.0	2.0	2.2	2.7	3.0	3.8	3.5
Annual result	4.6	5.0	4.6	5.1	5.4	5.0	3.9	4.1	6.6	9.9	12.6	14.0
Profit and loss transfers (parent company)	0.1	0.0	0.1	0.2	0.3	0.6	0.5	0.5	1.1	1.3	1.6	1.4
Profit and loss transfers (subsidiary)	0.1	1.1	0.8	0.7	1.4	1.4	1.0	1.8	2.5	3.6	5.3	6.0
Profit for the year	4.5	4.0	3.9	4.6	4.3	4.3	3.4	2.8	5.2	7.6	8.8	9.4
Cash flow	.	11.4	9.0	12.6	10.5	10.8	9.9	11.5	12.2	17.8	20.8	20.6
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.7	0.8	0.9	1.3	0.9	1.1	1.3	1.1	1.3	1.9	2.4	2.3
Tangible fixed assets	16.9	17.4	17.8	18.6	19.6	19.7	20.1	20.2	20.8	21.7	23.3	27.8
of which: Land and buildings	8.9	8.9	9.1	9.7	10.0	10.2	10.1	9.9	9.8	9.9	10.2	11.7
Inventories	35.4	35.3	33.0	36.1	36.8	35.0	35.5	36.9	38.8	44.8	55.0	62.7
Raw materials, consumables and supplies	6.9	7.3	7.2	7.9	8.0	7.9	7.6	8.4	8.7	10.0	12.1	13.8
Work in progress	20.4	18.6	17.0	19.8	20.4	18.9	19.8	20.4	21.9	25.2	31.6	35.4
Finished goods and merchandise	6.1	7.2	6.9	6.5	6.8	6.7	6.7	6.7	6.5	7.1	7.9	9.7
Prepayments (inventories)	1.9	2.2	1.7	2.0	1.6	1.4	1.4	1.5	1.7	2.4	3.4	3.7
Non-financial assets	53.0	53.6	51.6	56.0	57.4	55.7	56.9	58.3	60.9	68.4	80.7	92.7
Cash	7.2	7.5	6.7	7.5	7.5	8.0	9.1	8.6	10.1	11.9	13.6	14.9
Receivables	39.5	39.8	41.1	46.7	46.3	45.7	45.1	45.5	47.0	51.9	58.4	60.6
Short-term	37.8	38.2	39.6	44.8	44.2	43.7	43.1	43.8	45.2	50.0	56.3	58.3
of which												
Trade receivables	17.8	18.3	18.4	20.9	20.2	19.0	18.3	19.1	19.1	21.1	23.1	23.0
Receivables from affiliated companies	16.7	17.3	17.8	20.6	20.8	21.4	21.6	20.7	22.6	24.2	28.3	28.6
Long-term	1.7	1.6	1.5	1.9	2.1	2.0	2.1	1.7	1.8	1.9	2.1	2.3
of which: Loans to affiliated companies	0.8	0.8	0.9	1.2	1.2	1.3	1.1	1.0	1.0	1.1	1.1	1.3
Securities	1.7	2.0	2.1	1.9	2.1	2.1	2.4	3.2	3.8	3.7	3.4	4.0
Short-term securities	1.0	1.2	1.2	1.1	1.3	1.3	1.5	1.8	2.1	2.1	1.3	1.5
Long-term securities	0.7	0.8	0.9	0.8	0.8	0.9	0.8	1.3	1.7	1.6	2.1	2.5
Other long-term equity investments	7.8	8.2	8.5	10.3	12.9	15.3	16.3	13.7	13.8	16.5	20.8	21.8
of which: Goodwill	0.5	0.5	0.6	1.4	1.2	1.0	1.0	1.4	1.4	1.4	2.0	1.9
Prepaid expenses	0.3	0.3	0.3	0.3	0.4	0.5	0.5	0.4	0.4	0.5	0.5	0.6
Financial assets	56.4	57.8	58.7	66.8	69.2	71.7	73.3	71.5	75.2	84.4	96.8	101.9
Balance sheet total (adjusted)	109.4	111.4	110.4	122.8	126.5	127.5	130.3	129.7	136.1	152.8	177.5	194.6
<b>Capital</b>												
Equity (adjusted)	24.2	25.1	27.1	28.6	30.6	32.8	34.7	34.9	37.0	42.3	46.9	53.0
Liabilities	59.3	59.3	56.8	65.7	67.3	65.5	65.4	64.0	67.8	76.7	94.1	104.8
Short-term	48.6	48.6	46.1	54.0	54.2	52.2	53.1	52.7	56.0	64.0	81.3	87.9
of which												
Liabilities to banks	5.9	6.3	6.6	7.3	8.4	8.1	7.3	6.8	6.1	6.2	8.9	7.5
Trade payables	9.4	9.4	9.3	11.0	10.2	9.5	9.6	10.2	10.4	12.1	13.6	13.9
Liabilities to affiliated companies	10.1	10.8	10.6	12.7	12.9	12.7	14.7	13.5	15.4	17.7	22.1	25.3
Payments received on account of orders	18.4	17.2	14.6	17.4	17.5	16.6	16.1	17.1	18.4	23.0	31.4	35.4
Long-term	10.7	10.7	10.7	11.7	13.1	13.3	12.3	11.3	11.8	12.7	12.8	16.9
of which												
Liabilities to banks	5.3	5.5	5.7	7.0	8.1	7.5	7.1	6.2	6.0	6.9	6.8	10.4
Liabilities to affiliated companies	4.5	4.4	4.1	3.7	3.8	4.3	3.8	3.6	4.4	4.5	4.8	5.0
Provisions	25.9	26.9	26.4	28.4	28.5	29.0	30.0	30.7	31.2	33.5	36.3	36.6
of which:												
Provisions for pensions	10.7	11.3	11.5	11.6	11.8	12.4	12.6	12.8	12.3	12.8	13.2	13.0
Half of the special tax-allowable reserve	0.3	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Deferred income	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Liabilities and provisions	85.2	86.3	83.2	94.2	95.9	94.7	95.5	94.9	99.1	110.5	130.6	141.6
Balance sheet total (adjusted)	109.4	111.4	110.4	122.8	126.5	127.5	130.3	129.7	136.1	152.8	177.5	194.6

\* not elsewhere classified, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 3h) Manufacture of machinery and equipment\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	197.3	207.2	236.1	243.3	244.2	248.5	250.3	258.8	276.8	289.6
Change in finished goods	- 2.0	2.8	6.2	3.2	2.8	3.3	3.6	- 0.5	2.0	3.8
Gross revenue	195.3	210.0	242.2	246.5	247.0	251.7	253.9	258.4	278.9	293.4
Interest and similar income	1.0	0.9	1.0	0.9	0.8	0.9	0.9	0.8	0.8	0.7
Other income	10.4	11.9	11.6	11.5	11.2	11.2	13.5	9.4	8.8	10.1
of which: Income from long-term equity investments	1.1	1.3	1.1	1.2	1.6	1.7	1.6	1.7	2.4	2.7
Total income	206.7	222.9	254.8	259.0	259.0	263.9	268.3	268.6	288.5	304.1
Cost of materials	108.0	115.0	136.6	138.7	139.1	139.8	140.8	141.5	153.3	162.8
Personnel expenses	51.5	51.9	55.8	58.4	60.0	62.1	63.9	65.4	68.6	72.3
Depreciation	6.9	6.5	6.3	6.6	7.0	6.9	7.1	7.4	7.3	7.2
of which: Depreciation of tangible fixed assets	5.7	5.7	5.5	5.8	6.1	6.1	6.2	6.4	6.5	6.6
Interest and similar expenses	2.5	3.1	3.2	3.1	3.0	3.3	4.0	2.6	3.1	3.6
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	32.3	33.8	37.3	36.7	37.1	37.7	40.0	38.5	41.5	43.2
Total expenses before taxes on income	201.3	210.4	239.4	243.5	246.3	249.9	255.9	255.6	274.0	289.3
Annual result before taxes on income	5.4	12.4	15.4	15.5	12.7	13.9	12.3	13.0	14.5	14.8
Taxes on income	2.0	2.7	3.1	3.3	3.1	3.1	3.1	3.1	3.0	3.0
Annual result	3.4	9.7	12.3	12.2	9.7	10.8	9.3	9.9	11.5	11.8
Profit and loss transfers (parent company)	- 0.1	0.8	0.8	0.7	0.7	0.4	0.5	0.3	1.0	1.2
Profit and loss transfers (subsidiary)	0.5	3.8	4.3	4.4	3.2	3.7	2.6	3.1	4.0	4.9
Profit for the year	2.8	6.6	8.8	8.5	7.1	7.6	7.1	7.0	8.5	8.1
Cash flow	9.6	15.8	18.9	17.8	16.5	18.9	18.6	15.7	20.7	20.9
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	3.3	3.3	3.1	3.1	3.2	3.1	3.0	2.9	3.2	2.8
Tangible fixed assets	27.8	28.0	27.8	29.6	30.8	31.8	32.5	34.0	35.3	37.1
of which: Land and buildings	12.6	12.9	12.4	13.1	13.4	14.3	14.4	15.3	16.1	16.7
Inventories	55.3	58.1	63.1	65.9	65.1	66.4	68.2	67.9	69.3	76.3
Raw materials, consumables and supplies	11.6	12.2	14.0	13.9	14.0	14.5	14.2	13.8	15.1	17.3
Work in progress	31.7	32.7	36.1	38.2	37.7	38.3	39.7	39.8	39.3	42.5
Finished goods and merchandise	8.8	10.3	9.9	10.5	10.7	10.9	11.6	12.1	12.6	13.9
Prepayments (inventories)	3.2	2.9	3.1	3.2	2.7	2.7	2.7	2.1	2.3	2.5
Non-financial assets	86.3	89.3	94.0	98.5	99.1	101.4	103.7	104.8	107.8	116.2
Cash	19.5	19.6	18.1	19.9	19.7	20.3	20.0	19.9	20.0	17.9
Receivables	53.8	58.9	61.6	61.9	62.3	63.5	65.3	64.2	69.5	74.1
Short-term	51.4	56.3	58.8	58.9	59.0	60.0	61.2	60.2	65.9	69.7
of which										
Trade receivables	19.5	21.7	22.8	22.9	23.1	22.5	22.4	23.8	25.5	25.6
Receivables from affiliated companies	26.9	28.8	29.5	30.0	31.0	31.7	34.2	32.0	35.7	38.9
Long-term	2.4	2.6	2.7	3.0	3.3	3.5	4.1	3.9	3.6	4.3
of which: Loans to affiliated companies	1.3	1.6	1.7	1.9	2.2	2.4	3.0	2.8	2.4	3.1
Securities	3.7	4.1	3.3	3.1	3.5	4.0	4.4	3.7	3.9	3.7
Short-term securities	0.9	1.9	1.2	1.1	1.1	1.4	1.6	1.9	1.8	1.4
Long-term securities	2.8	2.3	2.1	2.0	2.4	2.7	2.8	1.8	2.1	2.3
Other long-term equity investments	24.5	24.7	22.4	23.5	24.4	25.1	33.5	32.4	50.2	54.0
of which: Goodwill	2.4	2.2	2.2	2.1	1.7	1.9	1.9	1.3	1.3	1.1
Prepaid expenses	0.5	0.5	0.5	0.5	0.5	0.8	0.7	0.7	0.7	0.8
Financial assets	102.0	107.8	105.9	109.0	110.5	113.7	123.8	120.9	144.3	150.5
Balance sheet total (adjusted)	188.3	197.1	199.9	207.5	209.6	215.1	227.5	225.7	252.1	266.7
<b>Capital</b>										
Equity (adjusted)	55.6	58.6	59.7	63.7	66.4	67.6	70.5	74.7	79.5	82.0
Liabilities	96.7	102.9	104.2	108.8	108.3	111.2	118.5	114.0	133.8	143.9
Short-term	78.0	82.8	86.1	90.0	89.6	93.4	94.8	92.3	94.4	102.7
of which										
Liabilities to banks	7.7	7.4	7.5	6.8	7.1	7.1	6.6	7.2	6.9	7.8
Trade payables	9.8	11.9	14.0	13.6	13.7	13.5	13.6	13.7	15.5	16.5
Liabilities to affiliated companies	22.8	23.6	23.4	27.0	29.0	31.3	31.5	31.1	32.2	35.8
Payments received on account of orders	32.7	34.7	35.6	37.3	34.9	36.8	37.8	35.4	34.4	36.8
Long-term	18.7	20.0	18.1	18.8	18.8	17.7	23.7	21.7	39.3	41.2
of which										
Liabilities to banks	11.7	12.1	9.6	9.4	8.3	7.8	11.2	9.9	9.8	10.0
Liabilities to affiliated companies	5.4	6.4	6.8	7.3	8.5	7.7	10.5	10.0	27.9	29.4
Provisions	35.8	35.4	35.8	34.8	34.6	35.9	38.0	36.4	38.3	40.1
of which:										
Provisions for pensions	13.7	13.1	13.2	13.2	13.6	14.5	15.7	14.0	15.5	16.9
Half of the special tax-allowable reserve	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Deferred income	0.2	0.2	0.2	0.3	0.3	0.4	0.5	0.5	0.6	0.7
Liabilities and provisions	132.7	138.5	140.2	143.8	143.2	147.5	157.0	151.0	172.6	184.7
Balance sheet total (adjusted)	188.3	197.1	199.9	207.5	209.6	215.1	227.5	225.7	252.1	266.7

\* not elsewhere classified, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3h) Manufacture of machinery and equipment\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.8	99.6	100.1	99.0	98.7	99.9	98.7	98.8	99.3	98.1	97.2	97.5
Change in finished goods	0.2	0.4	-0.1	1.0	1.3	0.1	1.3	1.2	0.7	1.9	2.8	2.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.7	0.7	0.6	0.7	0.7	0.6	0.6	0.5	0.5	0.5	0.6	0.7
Other income	4.5	4.8	5.4	5.0	4.4	5.4	4.9	4.2	4.5	4.2	4.2	4.1
Total income	105.2	105.4	106.0	105.7	105.1	106.0	105.5	104.7	104.9	104.8	104.8	104.8
Cost of materials	51.3	51.7	51.7	52.3	52.8	51.9	52.6	53.5	54.4	55.8	57.2	57.7
Personnel expenses	29.7	28.9	29.5	28.3	27.5	28.7	28.8	27.5	26.2	24.4	22.9	22.2
Depreciation	3.3	3.4	3.3	3.5	3.1	3.4	3.1	3.8	2.8	2.7	2.4	2.5
Interest and similar expenses	1.2	1.1	1.0	1.2	1.3	1.3	1.2	1.0	1.0	1.0	1.0	1.1
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	15.1	15.2	15.6	15.4	15.6	16.4	16.1	15.2	15.4	14.4	14.1	14.3
Total expenses before taxes on income	100.8	100.4	101.2	100.7	100.4	101.7	101.9	101.0	99.9	98.4	97.7	97.8
Annual result before taxes on income	4.4	5.0	4.8	4.9	4.7	4.4	3.6	3.7	5.1	6.4	7.1	7.0
Taxes on income	1.2	1.7	1.6	1.8	1.4	1.2	1.2	1.3	1.5	1.5	1.6	1.4
Annual result	3.2	3.3	3.1	3.2	3.3	3.1	2.4	2.4	3.6	4.9	5.4	5.6
	Percentage of sales											
Annual result before taxes on income	4.5	5.0	4.8	5.0	4.7	4.4	3.7	3.7	5.1	6.5	7.3	7.2
Cash flow	.	7.5	6.1	8.0	6.5	6.7	6.2	6.7	6.7	9.0	9.3	8.4
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.7	0.8	0.8	1.0	0.7	0.8	1.0	0.9	0.9	1.3	1.4	1.2
Tangible fixed assets	15.4	15.7	16.1	15.2	15.5	15.4	15.5	15.6	15.3	14.2	13.1	14.3
Inventories	32.3	31.7	29.9	29.4	29.1	27.5	27.3	28.5	28.5	29.3	31.0	32.2
Cash	6.6	6.8	6.1	6.1	5.9	6.3	7.0	6.7	7.4	7.8	7.7	7.7
Receivables	36.1	35.7	37.2	38.0	36.6	35.9	34.6	35.1	34.6	34.0	32.9	31.1
Short-term	34.5	34.3	35.8	36.5	34.9	34.3	33.1	33.8	33.3	32.7	31.7	29.9
Long-term	1.5	1.5	1.4	1.5	1.6	1.6	1.6	1.3	1.3	1.2	1.2	1.2
Securities	1.6	1.8	1.9	1.6	1.6	1.7	1.8	2.5	2.8	2.4	1.9	2.0
Other long-term equity investments	7.1	7.3	7.7	8.4	10.2	12.0	12.5	10.5	10.2	10.8	11.7	11.2
Capital												
Equity (adjusted)	22.1	22.6	24.6	23.3	24.2	25.7	26.7	26.9	27.2	27.7	26.4	27.2
Liabilities	54.2	53.2	51.5	53.5	53.2	51.4	50.2	49.3	49.8	50.2	53.0	53.9
Short-term	44.4	43.6	41.8	44.0	42.8	40.9	40.8	40.6	41.1	41.9	45.8	45.2
Long-term	9.8	9.6	9.7	9.5	10.4	10.4	9.4	8.7	8.6	8.3	7.2	8.7
Provisions	23.6	24.2	23.9	23.1	22.5	22.8	23.0	23.7	22.9	21.9	20.4	18.8
of which: Provisions for pensions	9.8	10.2	10.4	9.5	9.3	9.7	9.7	9.8	9.0	8.4	7.5	6.7
Memo item: Sales	130.7	136.3	134.3	128.9	129.1	126.3	122.9	132.1	133.0	130.4	126.3	125.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	24.7	23.3	22.2	22.8	22.5	21.7	22.2	21.6	21.4	22.5	24.5	25.6
Short-term receivables	26.4	25.1	26.7	28.3	27.1	27.2	26.9	25.6	25.0	25.1	25.1	23.8
	Percentage of tangible fixed assets											
Equity (adjusted)	137.2	137.5	145.2	143.6	149.0	158.1	162.5	163.3	167.5	179.3	182.8	176.5
Long-term equity and liabilities	260.9	260.2	266.0	263.3	272.2	283.6	280.0	277.1	277.6	288.9	285.0	276.9
	Percentage of fixed assets											
Long-term equity and liabilities	165.4	164.7	167.8	159.3	154.1	151.1	147.7	155.2	155.7	156.1	144.5	146.7
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	94.7	96.6	102.9	99.1	97.8	101.7	101.1	103.0	102.7	99.8	87.6	84.9
Cash resources, short-term receivables and inventories	167.6	169.3	174.4	166.0	165.7	168.8	168.0	173.0	172.0	169.8	155.3	156.2
	Percentage of liabilities and provisions less cash											
Cash Flow	.	14.4	11.7	14.6	11.9	12.5	11.5	13.3	13.7	18.1	17.8	16.2
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.8	6.0	5.6	5.7	5.9	5.6	4.5	4.5	6.1	7.8	8.4	8.6

\* not elsewhere classified, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3h) Manufacture of machinery and equipment\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	101.0	98.6	97.4	98.7	98.9	98.7	98.6	100.2	99.3	98.7
Change in finished goods	- 1.0	1.4	2.6	1.3	1.1	1.3	1.4	- 0.2	0.7	1.3
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.4	0.4	0.4	0.3	0.4	0.3	0.3	0.3	0.2
Other income	5.3	5.7	4.8	4.7	4.5	4.5	5.3	3.7	3.2	3.4
Total income	105.9	106.1	105.2	105.1	104.9	104.8	105.7	103.9	103.5	103.7
Cost of materials	55.3	54.7	56.4	56.2	56.3	55.5	55.5	54.8	55.0	55.5
Personnel expenses	26.3	24.7	23.0	23.7	24.3	24.7	25.2	25.3	24.6	24.6
Depreciation	3.5	3.1	2.6	2.7	2.8	2.8	2.8	2.9	2.6	2.5
Interest and similar expenses	1.3	1.5	1.3	1.2	1.2	1.3	1.6	1.0	1.1	1.2
Operating taxes	0.1	0.1	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	16.6	16.1	15.4	14.9	15.0	15.0	15.8	14.9	14.9	14.7
Total expenses before taxes on income	103.1	100.2	98.8	98.8	99.7	99.3	100.8	98.9	98.3	98.6
Annual result before taxes on income	2.8	5.9	6.4	6.3	5.1	5.5	4.9	5.0	5.2	5.1
Taxes on income	1.0	1.3	1.3	1.3	1.2	1.2	1.2	1.2	1.1	1.0
Annual result	1.7	4.6	5.1	5.0	3.9	4.3	3.7	3.8	4.1	4.0
Percentage of sales										
Annual result before taxes on income	2.7	6.0	6.5	6.4	5.2	5.6	4.9	5.0	5.2	5.1
Cash flow	4.9	7.6	8.0	7.3	6.8	7.6	7.4	6.1	7.5	7.2
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.7	1.7	1.5	1.5	1.5	1.5	1.3	1.3	1.3	1.0
Tangible fixed assets	14.7	14.2	13.9	14.3	14.7	14.8	14.3	15.1	14.0	13.9
Inventories	29.3	29.5	31.6	31.7	31.0	30.9	30.0	30.1	27.5	28.6
Cash	10.3	9.9	9.0	9.6	9.4	9.4	8.8	8.8	7.9	6.7
Receivables	28.6	29.9	30.8	29.8	29.7	29.5	28.7	28.4	27.6	27.8
Short-term	27.3	28.6	29.4	28.4	28.1	27.9	26.9	26.7	26.1	26.2
Long-term	1.3	1.3	1.4	1.5	1.6	1.6	1.8	1.7	1.4	1.6
Securities	2.0	2.1	1.7	1.5	1.7	1.9	1.9	1.6	1.5	1.4
Other long-term equity investments	13.0	12.5	11.2	11.3	11.7	11.7	14.7	14.4	19.9	20.3
Capital										
Equity (adjusted)	29.5	29.7	29.9	30.7	31.7	31.4	31.0	33.1	31.5	30.7
Liabilities	51.3	52.2	52.1	52.4	51.7	51.7	52.1	50.5	53.1	54.0
Short-term	41.4	42.0	43.1	43.4	42.7	43.4	41.7	40.9	37.5	38.5
Long-term	9.9	10.2	9.1	9.0	9.0	8.2	10.4	9.6	15.6	15.4
Provisions	19.0	18.0	17.9	16.7	16.5	16.7	16.7	16.1	15.2	15.0
of which: Provisions for pensions	7.3	6.6	6.6	6.4	6.5	6.7	6.9	6.2	6.1	6.3
Memo item: Sales	104.7	105.1	118.1	117.2	116.5	115.5	110.0	114.7	109.8	108.6
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	28.0	28.0	26.7	27.1	26.6	26.7	27.2	26.2	25.0	26.3
Short-term receivables	26.1	27.2	24.9	24.2	24.2	24.2	24.5	23.3	23.8	24.1
Percentage of tangible fixed assets										
Equity (adjusted)	179.2	187.6	193.2	195.0	195.0	193.2	198.5	202.2	206.4	205.5
Long-term equity and liabilities	284.6	294.2	295.0	293.1	290.4	285.6	309.4	299.1	348.7	351.2
Percentage of fixed assets										
Long-term equity and liabilities	145.4	151.1	156.7	156.5	153.9	150.9	145.0	147.1	142.2	139.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	92.1	93.9	90.7	88.8	89.1	87.4	87.3	88.8	92.8	86.7
Cash resources, short-term receivables and inventories	163.0	164.0	164.0	162.0	161.7	158.5	159.2	162.3	166.2	160.9
Percentage of liabilities and provisions less cash										
Cash Flow	8.4	13.3	15.4	14.4	13.4	14.9	13.6	12.0	13.6	12.5
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	3.1	6.5	7.8	7.4	6.1	6.6	5.8	5.5	5.8	5.8

\* not elsewhere classified, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 3i) Manufacture of transport equipment\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	196.0	212.7	231.5	253.5	273.0	278.2	284.4	302.2	317.3	339.9	369.1	364.2
Change in finished goods	0.6	0.8	0.8	0.8	1.5	0.4	1.6	1.0	0.9	0.9	1.8	2.0
Gross revenue	196.5	213.5	232.2	254.3	274.5	278.6	286.0	303.2	318.2	340.7	370.9	366.2
Interest and similar income	2.4	2.1	2.4	2.8	3.5	2.7	2.5	2.9	3.3	3.7	4.8	4.8
Other income	10.8	20.2	14.8	17.7	15.1	17.2	17.7	18.8	19.4	21.3	34.7	35.6
of which: Income from long-term equity investments	1.5	5.6	3.5	6.4	3.3	1.8	2.4	2.2	2.2	4.8	6.9	3.9
Total income	209.7	235.8	249.4	274.8	293.2	298.6	306.2	324.9	340.9	365.8	410.4	406.5
Cost of materials	125.3	141.0	154.8	173.7	189.9	190.5	198.7	212.9	224.6	239.1	266.0	266.1
Personnel expenses	41.8	42.1	45.3	47.1	48.1	51.9	54.6	57.5	59.5	60.6	59.2	59.1
Depreciation	8.9	9.6	10.4	11.2	13.6	11.1	14.0	13.8	13.9	15.4	14.9	16.8
of which: Depreciation of tangible fixed assets	7.7	7.8	8.1	9.3	9.9	10.5	12.1	12.3	12.6	12.8	13.6	13.3
Interest and similar expenses	1.6	1.5	1.7	2.3	3.6	4.0	2.5	2.8	2.6	3.1	4.1	4.3
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	27.2	27.4	29.9	32.1	32.2	34.2	33.1	34.4	36.3	41.0	44.7	59.3
Total expenses before taxes on income	205.0	221.6	242.1	266.5	287.4	291.8	302.9	321.5	337.0	359.2	389.1	405.8
Annual result before taxes on income	4.6	14.2	7.3	8.3	5.7	6.8	3.3	3.4	3.9	6.5	21.3	0.8
Taxes on income	0.4	3.4	3.5	2.4	3.1	3.8	3.4	3.6	2.9	2.6	5.0	4.0
Annual result	4.2	10.8	3.8	6.0	2.6	3.0	-0.1	-0.1	1.1	3.9	16.2	-3.2
Profit and loss transfers (parent company)	1.3	0.9	2.3	0.0	2.3	8.5	3.2	4.3	6.8	3.7	5.9	7.8
Profit and loss transfers (subsidiary)	0.6	0.5	2.0	0.5	0.7	0.4	1.1	1.1	1.5	2.3	2.8	2.3
Profit for the year	5.0	11.1	4.0	5.4	4.2	11.1	1.9	3.1	6.4	5.3	19.4	2.3
Cash flow	.	25.9	13.6	20.3	19.9	19.2	20.3	19.5	20.4	24.4	35.8	17.1
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.7	1.0	1.3	1.5	1.8	3.8	3.7	3.7	4.0	4.0	4.0	3.3
Tangible fixed assets	23.6	24.8	26.6	29.9	33.4	37.3	41.0	43.9	43.6	42.1	42.4	45.8
of which: Land and buildings	6.9	7.3	7.1	8.0	8.1	8.7	9.5	10.3	10.5	10.1	10.4	11.3
Inventories	18.8	21.1	22.1	24.9	26.9	27.2	29.7	31.6	33.1	34.2	38.6	43.5
Raw materials, consumables and supplies	4.6	5.2	5.5	5.5	5.3	5.4	5.6	6.2	6.2	6.7	7.5	7.7
Work in progress	6.5	6.9	7.2	8.8	10.0	9.3	10.8	11.3	12.1	12.4	14.4	16.9
Finished goods and merchandise	6.6	7.8	8.0	9.1	10.0	10.3	11.4	12.2	12.8	11.5	12.7	13.9
Prepayments (inventories)	1.1	1.1	1.3	1.6	1.6	2.2	1.8	1.9	2.1	3.6	4.0	5.1
Non-financial assets	43.1	46.9	50.0	56.3	62.1	68.3	74.4	79.3	80.7	80.3	85.0	92.6
Cash	8.7	7.6	5.9	4.4	9.2	8.7	14.5	15.1	14.0	14.4	15.8	13.9
Receivables	42.4	56.4	54.4	55.3	60.9	63.5	63.4	67.9	77.2	86.4	101.3	109.8
Short-term	39.9	49.4	49.5	51.8	52.6	54.8	52.8	58.3	65.7	74.0	87.2	96.3
of which												
Trade receivables	10.0	11.3	11.7	13.5	13.5	13.1	14.5	14.7	15.4	16.4	17.6	15.2
Receivables from affiliated companies	24.5	33.6	31.8	30.6	32.8	34.9	31.9	36.4	41.9	47.7	55.6	67.6
Long-term	2.5	7.0	4.9	3.5	8.3	8.7	10.6	9.6	11.4	12.3	14.1	13.5
of which: Loans to affiliated companies	2.0	6.3	4.3	3.1	2.5	2.8	4.1	2.4	2.9	2.9	3.4	3.3
Securities	11.2	14.0	13.6	14.3	7.9	8.4	9.8	13.1	15.2	19.3	15.3	14.5
Short-term securities	9.9	11.5	7.5	6.8	5.2	5.6	6.7	9.7	12.7	16.0	11.2	8.7
Long-term securities	1.3	2.4	6.2	7.5	2.7	2.8	3.1	3.4	2.5	3.3	4.1	5.8
Other long-term equity investments	33.2	42.8	41.9	51.7	53.4	56.9	62.2	65.9	65.6	72.5	84.8	85.4
of which: Goodwill	0.2	0.2	0.7	0.6	0.7	0.7	1.4	2.1	1.7	1.1	1.8	1.8
Prepaid expenses	0.1	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.4	0.5
Financial assets	95.6	120.9	116.0	126.0	131.6	137.8	150.1	162.3	172.3	193.0	217.7	224.2
Balance sheet total (adjusted)	138.8	167.8	166.0	182.2	193.7	206.2	224.6	241.6	252.9	273.3	302.7	316.9
<b>Capital</b>												
Equity (adjusted)	37.8	56.0	53.8	52.5	54.8	64.6	64.5	67.6	69.3	72.7	89.1	84.2
Liabilities	49.3	54.6	55.6	69.8	75.1	72.6	84.8	92.8	97.0	108.7	117.0	132.5
Short-term	42.8	48.7	48.7	61.5	65.6	63.3	73.6	80.7	87.4	97.2	104.9	112.7
of which												
Liabilities to banks	3.4	3.6	3.0	3.2	3.6	2.6	2.8	3.9	2.5	4.4	5.6	6.8
Trade payables	12.1	13.4	14.0	16.3	15.4	15.9	16.9	18.0	18.6	20.1	21.6	20.1
Liabilities to affiliated companies	16.1	19.4	18.6	23.4	25.0	27.1	34.4	39.7	44.4	51.5	51.2	49.3
Payments received on account of orders	4.6	4.8	5.2	6.3	7.6	8.5	9.4	11.1	11.8	13.0	16.2	20.0
Long-term	6.6	5.8	6.9	8.4	9.5	9.3	11.1	12.1	9.6	11.6	12.1	19.7
of which												
Liabilities to banks	2.1	2.2	2.4	2.6	3.2	3.1	3.0	4.3	4.1	4.7	4.7	8.2
Liabilities to affiliated companies	3.2	2.9	3.3	2.2	2.7	2.7	3.9	4.4	3.5	3.6	3.9	6.9
Provisions	51.5	57.0	56.4	59.6	63.5	68.7	75.0	80.8	86.3	91.5	96.3	99.7
of which:												
Provisions for pensions	23.3	26.0	25.6	26.9	27.6	29.4	31.7	34.6	38.3	39.7	39.5	41.3
Half of the special tax-allowable reserve	0.4	0.4	0.4	0.3	0.3	0.2	0.3	0.2	0.2	0.2	0.2	0.2
Deferred income	0.2	0.2	0.2	0.3	0.3	0.2	0.3	0.4	0.4	0.4	0.3	0.5
Liabilities and provisions	101.0	111.8	112.2	129.8	138.8	141.5	160.0	174.0	183.7	200.6	213.6	232.6
Balance sheet total (adjusted)	138.8	167.8	166.0	182.2	193.7	206.2	224.6	241.6	252.9	273.3	302.7	316.9

\* Manufacture of motor vehicles, trailers and semi-trailers and of other transport equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany

I. Enterprises by economic sector  
 3i) Manufacture of transport equipment\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	297.8	356.0	403.9	420.9	427.2	463.8	508.4	529.1	548.5	557.0
Change in finished goods	0.6	0.9	3.1	0.5	2.2	1.0	1.0	1.0	1.7	2.6
Gross revenue	298.4	357.0	407.0	421.4	429.4	464.8	509.4	530.1	550.2	559.6
Interest and similar income	3.4	3.8	4.0	3.6	3.0	2.8	2.7	3.6	2.5	2.5
Other income	29.1	28.8	29.2	33.3	28.9	31.6	45.8	33.0	35.0	43.0
of which: Income from long-term equity investments	3.3	5.5	5.3	6.7	4.9	5.9	14.8	10.2	11.2	20.2
Total income	330.8	389.6	440.2	458.3	461.2	499.2	557.8	566.6	587.7	605.1
Cost of materials	209.7	248.1	287.2	297.8	305.9	330.3	369.9	373.7	389.9	397.2
Personnel expenses	57.2	58.7	62.6	67.0	68.9	72.5	76.2	77.4	80.2	86.3
Depreciation	14.2	13.2	15.1	13.3	13.7	14.8	16.4	17.6	16.6	17.4
of which: Depreciation of tangible fixed assets	12.2	11.7	11.6	12.1	12.7	13.7	14.4	15.0	15.4	16.3
Interest and similar expenses	4.7	8.0	8.6	7.0	7.8	8.3	12.3	6.0	8.4	14.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.2	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	49.8	51.7	52.9	58.4	56.9	59.0	84.9	77.8	74.8	76.3
Total expenses before taxes on income	335.7	379.8	426.5	443.6	453.3	485.1	559.9	552.6	570.1	592.0
Annual result before taxes on income	-4.8	9.8	13.6	14.8	8.0	14.1	-2.1	14.0	17.6	13.1
Taxes on income	2.6	5.0	7.9	5.5	5.6	7.7	6.4	6.8	7.1	5.5
Annual result	-7.4	4.7	5.7	9.3	2.4	6.4	-8.4	7.3	10.5	7.6
Profit and loss transfers (parent company)	4.4	7.0	8.5	9.0	8.7	10.1	13.7	11.7	14.0	11.8
Profit and loss transfers (subsidiary)	3.2	3.4	4.8	5.8	4.5	4.9	5.1	3.8	4.7	3.1
Profit for the year	-6.2	8.3	9.3	12.5	6.6	11.6	0.2	15.1	19.8	16.3
Cash flow	8.9	7.4	26.7	20.1	24.4	27.7	33.3	28.7	21.7	30.7
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	4.3	3.7	4.2	4.9	6.3	6.4	6.9	7.4	8.7	9.7
Tangible fixed assets	42.0	43.6	44.7	48.9	53.5	57.9	61.4	64.2	67.0	71.3
of which: Land and buildings	10.3	11.1	10.6	11.4	12.5	14.1	15.0	15.9	16.3	17.2
Inventories	41.3	44.9	51.0	49.8	51.7	55.4	56.4	58.7	63.4	68.4
Raw materials, consumables and supplies	6.6	6.9	8.0	8.5	8.7	9.3	9.9	10.1	10.8	11.8
Work in progress	17.2	19.3	22.5	21.6	22.4	24.2	23.5	24.3	24.9	26.1
Finished goods and merchandise	11.8	13.1	15.0	15.4	16.0	17.1	18.8	20.1	22.4	24.4
Prepayments (inventories)	5.7	5.6	5.4	4.3	4.6	4.8	4.2	4.2	5.3	6.0
Non-financial assets	87.7	92.2	99.9	103.6	111.5	119.7	124.7	130.3	139.1	149.4
Cash	19.9	22.7	18.9	24.9	27.6	23.8	17.9	21.0	18.8	34.2
Receivables	103.8	117.8	124.8	126.8	129.7	130.1	150.5	162.4	180.5	185.2
Short-term	93.1	114.9	121.2	123.3	125.7	124.5	143.2	152.9	168.9	174.3
of which										
Trade receivables	13.4	15.9	17.3	16.7	17.2	18.6	18.0	18.2	19.8	21.6
Receivables from affiliated companies	71.6	90.2	95.4	97.6	98.4	96.5	115.1	123.8	137.0	138.7
Long-term	10.7	2.9	3.6	3.5	4.1	5.6	7.3	9.5	11.6	10.9
of which: Loans to affiliated companies	2.3	2.4	2.7	3.1	3.7	5.2	6.9	9.1	11.2	10.6
Securities	20.6	16.1	18.1	19.1	24.5	27.4	31.7	33.9	37.1	36.7
Short-term securities	15.2	11.7	13.1	13.7	17.8	19.6	22.3	24.5	19.3	18.7
Long-term securities	5.4	4.4	5.0	5.5	6.7	7.8	9.5	9.5	17.8	18.1
Other long-term equity investments	94.0	102.3	113.7	128.2	135.8	151.9	159.0	164.0	184.7	202.4
of which: Goodwill	1.1	1.7	1.5	1.0	1.0	0.8	0.8	0.7	0.6	0.5
Prepaid expenses	0.6	0.6	0.7	0.8	0.9	1.0	1.3	1.5	1.5	1.7
Financial assets	238.8	259.6	276.1	299.9	318.6	334.1	360.5	382.7	422.7	460.2
Balance sheet total (adjusted)	326.5	351.8	376.0	403.6	430.2	453.8	485.2	513.0	561.8	609.6
<b>Capital</b>										
Equity (adjusted)	80.5	100.6	106.8	114.7	116.2	126.2	124.9	132.6	151.7	159.9
Liabilities	143.6	159.6	171.4	193.4	210.0	217.1	224.0	240.2	275.1	308.9
Short-term	110.6	122.2	132.3	137.0	148.3	148.8	156.5	161.2	180.0	203.3
of which										
Liabilities to banks	7.4	2.9	5.5	4.3	5.0	4.9	11.0	4.5	8.0	7.1
Trade payables	18.8	23.4	26.1	26.1	27.5	29.2	28.4	29.9	33.1	34.8
Liabilities to affiliated companies	56.5	67.0	68.4	77.7	85.9	83.7	87.0	94.5	108.0	127.8
Payments received on account of orders	20.2	22.8	25.6	21.1	21.6	21.9	18.9	18.9	19.4	20.9
Long-term	33.0	37.4	39.1	56.3	61.7	68.2	67.5	79.0	95.1	105.6
of which										
Liabilities to banks	6.8	8.5	7.3	8.5	9.0	10.3	11.1	11.8	12.2	11.7
Liabilities to affiliated companies	17.6	18.0	21.1	32.2	33.7	36.9	34.2	37.0	48.4	66.2
Provisions	100.5	90.2	96.7	94.2	101.8	107.5	132.0	134.9	128.1	133.8
of which:										
Provisions for pensions	43.1	30.6	32.2	33.5	36.4	36.3	42.1	39.8	36.9	42.0
Half of the special tax-allowable reserve	0.1	0.5	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Deferred income	1.9	1.4	1.1	1.3	2.2	3.1	4.2	5.3	6.9	7.0
Liabilities and provisions	246.0	251.1	269.2	288.9	314.0	327.6	360.2	380.4	410.1	449.7
Balance sheet total (adjusted)	326.5	351.8	376.0	403.6	430.2	453.8	485.2	513.0	561.8	609.6

\* Manufacture of motor vehicles, trailers and semi-trailers and of other transport equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany

I. Enterprises by economic sector  
 continued: 3i) Manufacture of transport equipment\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.7	99.6	99.7	99.7	99.5	99.9	99.4	99.7	99.7	99.7	99.5	99.5
Change in finished goods	0.3	0.4	0.3	0.3	0.5	0.1	0.6	0.3	0.3	0.3	0.5	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	1.2	1.0	1.0	1.1	1.3	1.0	0.9	1.0	1.0	1.1	1.3	1.3
Other income	5.5	9.4	6.4	7.0	5.5	6.2	6.2	6.2	6.1	6.3	9.4	9.7
Total income	106.7	110.4	107.4	108.1	106.8	107.2	107.1	107.2	107.1	107.4	110.6	111.0
Cost of materials	63.8	66.0	66.6	68.3	69.2	68.4	69.5	70.2	70.6	70.2	71.7	72.7
Personnel expenses	21.3	19.7	19.5	18.5	17.5	18.6	19.1	19.0	18.7	17.8	16.0	16.1
Depreciation	4.5	4.5	4.5	4.4	4.9	4.0	4.9	4.5	4.4	4.5	4.0	4.6
Interest and similar expenses	0.8	0.7	0.7	0.9	1.3	1.4	0.9	0.9	0.8	0.9	1.1	1.2
Operating taxes	0.1	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	13.9	12.8	12.9	12.6	11.7	12.3	11.6	11.4	11.4	12.0	12.1	16.2
Total expenses before taxes on income	104.3	103.8	104.3	104.8	104.7	104.7	105.9	106.0	105.9	105.4	104.9	110.8
Annual result before taxes on income	2.4	6.6	3.1	3.3	2.1	2.4	1.2	1.1	1.2	1.9	5.7	0.2
Taxes on income	0.2	1.6	1.5	0.9	1.1	1.4	1.2	1.2	0.9	0.8	1.4	1.1
Annual result	2.2	5.0	1.6	2.3	0.9	1.1	0.0	0.0	0.3	1.1	4.4	-0.9
	Percentage of sales											
Annual result before taxes on income	2.4	6.7	3.1	3.3	2.1	2.4	1.2	1.1	1.2	1.9	5.8	0.2
Cash flow	.	12.2	5.9	8.0	7.3	6.9	7.2	6.4	6.4	7.2	9.7	4.7
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.5	0.6	0.8	0.8	0.9	1.8	1.6	1.5	1.6	1.5	1.3	1.0
Tangible fixed assets	17.0	14.8	16.1	16.4	17.3	18.1	18.3	18.2	17.2	15.4	14.0	14.5
Inventories	13.5	12.5	13.3	13.7	13.9	13.2	13.2	13.1	13.1	12.5	12.7	13.7
Cash	6.3	4.5	3.6	2.4	4.7	4.2	6.5	6.3	5.5	5.3	5.2	4.4
Receivables	30.6	33.6	32.8	30.4	31.4	30.8	28.2	28.1	30.5	31.6	33.5	34.7
Short-term	28.8	29.4	29.8	28.4	27.2	26.6	23.5	24.1	26.0	27.1	28.8	30.4
Long-term	1.8	4.2	2.9	1.9	4.3	4.2	4.7	4.0	4.5	4.5	4.7	4.3
Securities	8.1	8.3	8.2	7.9	4.1	4.1	4.4	5.4	6.0	7.1	5.0	4.6
Other long-term equity investments	23.9	25.5	25.3	28.4	27.6	27.6	27.7	27.3	25.9	26.5	28.0	26.9
Capital												
Equity (adjusted)	27.2	33.4	32.4	28.8	28.3	31.4	28.7	28.0	27.4	26.6	29.4	26.6
Liabilities	35.6	32.5	33.5	38.3	38.8	35.2	37.7	38.4	38.3	39.8	38.6	41.8
Short-term	30.8	29.0	29.3	33.7	33.9	30.7	32.8	33.4	34.5	35.6	34.6	35.6
Long-term	4.7	3.5	4.1	4.6	4.9	4.5	4.9	5.0	3.8	4.2	4.0	6.2
Provisions	37.1	34.0	34.0	32.7	32.8	33.3	33.4	33.5	34.1	33.5	31.8	31.5
of which: Provisions for pensions	16.8	15.5	15.4	14.7	14.3	14.3	14.1	14.3	15.1	14.5	13.0	13.0
Memo item: Sales	141.2	126.8	139.4	139.1	141.0	134.9	126.7	125.1	125.4	124.4	122.0	114.9
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	9.6	9.9	9.5	9.8	9.8	9.8	10.4	10.5	10.4	10.1	10.4	11.9
Short-term receivables	20.4	23.2	21.4	20.4	19.3	19.7	18.6	19.3	20.7	21.8	23.6	26.5
	Percentage of tangible fixed assets											
Equity (adjusted)	155.2	216.8	192.9	167.3	155.7	157.2	144.2	141.9	145.7	157.7	191.9	171.5
Long-term equity and liabilities	279.3	341.5	310.8	280.4	262.0	251.9	240.8	240.3	246.8	269.3	303.4	296.0
	Percentage of fixed assets											
Long-term equity and liabilities	110.8	112.9	107.2	93.5	92.6	94.5	89.4	90.4	92.4	92.5	94.3	94.5
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	136.8	140.6	129.2	102.6	102.1	109.1	100.5	103.0	105.8	107.5	109.0	105.5
Cash resources, short-term receivables and inventories	180.7	183.8	174.5	143.1	143.1	152.1	140.8	142.2	143.7	142.7	145.7	144.1
	Percentage of liabilities and provisions less cash											
Cash Flow	.	24.8	12.8	16.2	15.4	14.4	14.0	12.3	12.0	13.1	18.1	7.8
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	4.2	7.3	3.3	4.5	3.2	3.4	1.1	1.1	1.5	2.6	6.7	0.3

\* Manufacture of motor vehicles, trailers and semi-trailers and of other transport equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 3i) Manufacture of transport equipment\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.8	99.7	99.2	99.9	99.5	99.8	99.8	99.8	99.7	99.5
Change in finished goods	0.2	0.3	0.8	0.1	0.5	0.2	0.2	0.2	0.3	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	1.1	1.1	1.0	0.8	0.7	0.6	0.5	0.7	0.5	0.5
Other income	9.8	8.1	7.2	7.9	6.7	6.8	9.0	6.2	6.4	7.7
Total income	110.9	109.1	108.2	108.8	107.4	107.4	109.5	106.9	106.8	108.1
Cost of materials	70.3	69.5	70.6	70.7	71.2	71.1	72.6	70.5	70.9	71.0
Personnel expenses	19.2	16.5	15.4	15.9	16.0	15.6	15.0	14.6	14.6	15.4
Depreciation	4.7	3.7	3.7	3.2	3.2	3.2	3.2	3.3	3.0	3.1
Interest and similar expenses	1.6	2.2	2.1	1.7	1.8	1.8	2.4	1.1	1.5	2.6
Operating taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	16.7	14.5	13.0	13.9	13.3	12.7	16.7	14.7	13.6	13.6
Total expenses before taxes on income	112.5	106.4	104.8	105.3	105.6	104.4	109.9	104.2	103.6	105.8
Annual result before taxes on income	- 1.6	2.7	3.4	3.5	1.9	3.0	- 0.4	2.6	3.2	2.3
Taxes on income	0.9	1.4	2.0	1.3	1.3	1.7	1.2	1.3	1.3	1.0
Annual result	- 2.5	1.3	1.4	2.2	0.6	1.4	- 1.7	1.4	1.9	1.4
Percentage of sales										
Annual result before taxes on income	- 1.6	2.7	3.4	3.5	1.9	3.0	- 0.4	2.6	3.2	2.4
Cash flow	3.0	2.1	6.6	4.8	5.7	6.0	6.5	5.4	4.0	5.5
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.3	1.0	1.1	1.2	1.5	1.4	1.4	1.4	1.6	1.6
Tangible fixed assets	12.9	12.4	11.9	12.1	12.4	12.8	12.7	12.5	11.9	11.7
Inventories	12.6	12.8	13.6	12.3	12.0	12.2	11.6	11.4	11.3	11.2
Cash	6.1	6.4	5.0	6.2	6.4	5.2	3.7	4.1	3.4	5.6
Receivables	31.8	33.5	33.2	31.4	30.2	28.7	31.0	31.7	32.1	30.4
Short-term	28.5	32.7	32.2	30.6	29.2	27.4	29.5	29.8	30.1	28.6
Long-term	3.3	0.8	1.0	0.9	0.9	1.2	1.5	1.9	2.1	1.8
Securities	6.3	4.6	4.8	4.7	5.7	6.0	6.5	6.6	6.6	6.0
Other long-term equity investments	28.8	29.1	30.2	31.8	31.6	33.5	32.8	32.0	32.9	33.2
Capital										
Equity (adjusted)	24.7	28.6	28.4	28.4	27.0	27.8	25.8	25.8	27.0	26.2
Liabilities										
Short-term	33.9	34.7	35.2	34.0	34.5	32.8	32.3	31.4	32.0	33.3
Long-term	10.1	10.6	10.4	14.0	14.3	15.0	13.9	15.4	16.9	17.3
Provisions	30.8	25.6	25.7	23.4	23.7	23.7	27.2	26.3	22.8	22.0
of which: Provisions for pensions	13.2	8.7	8.6	8.3	8.5	8.0	8.7	7.7	6.6	6.9
Memo item: Sales	91.2	101.2	107.4	104.3	99.3	102.2	104.8	103.1	97.6	91.4
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	13.9	12.6	12.6	11.8	12.1	11.9	11.1	11.1	11.6	12.3
Short-term receivables	31.3	32.3	30.0	29.3	29.4	26.8	28.2	28.9	30.8	31.3
Percentage of tangible fixed assets										
Equity (adjusted)	173.7	212.7	218.3	213.0	194.2	196.4	182.9	185.2	200.4	197.5
Long-term equity and liabilities	338.1	357.5	364.3	380.0	358.1	359.2	343.4	351.1	374.8	379.8
Percentage of fixed assets										
Long-term equity and liabilities	100.1	107.8	104.1	107.1	103.8	100.5	96.1	98.7	97.9	98.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	115.9	122.2	115.8	118.2	115.4	112.8	117.2	123.0	115.1	111.8
Cash resources, short-term receivables and inventories	153.2	158.9	154.3	154.5	150.2	150.0	153.2	159.4	150.3	145.4
Percentage of liabilities and provisions less cash										
Cash Flow	3.9	3.2	10.6	7.6	8.5	9.1	9.7	8.0	5.5	7.4
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	- 0.8	3.6	3.8	4.0	2.4	3.3	0.8	2.6	3.4	3.7

\* Manufacture of motor vehicles, trailers and semi-trailers and of other transport equipment, Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 4 Energy and water supply; disposal\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	150.2	148.8	140.5	146.2	171.1	176.9	192.8	212.2	260.8	333.9	339.9	424.7
Change in finished goods	0.9	0.8	0.8	0.8	0.8	0.7	0.8	0.6	0.8	0.5	1.0	1.0
Gross revenue	151.0	149.7	141.4	147.0	171.9	177.6	193.6	212.9	261.6	334.4	340.9	425.7
Interest and similar income	2.7	2.9	2.9	2.8	2.8	2.7	2.2	2.1	2.2	2.6	3.2	4.1
Other income	10.3	11.8	12.8	14.1	13.7	16.2	15.0	15.5	14.8	16.5	18.7	24.6
of which: Income from long-term equity investments	1.7	2.6	2.8	1.9	1.9	2.1	1.9	1.6	1.9	1.7	1.8	2.3
Total income	164.1	164.3	157.0	163.9	188.5	196.5	210.7	230.5	278.6	353.5	362.8	454.4
Cost of materials	91.6	91.2	83.0	91.3	115.4	119.1	130.8	145.8	192.2	257.9	261.0	347.9
Personnel expenses	21.7	22.2	21.6	20.8	19.5	19.6	21.0	21.3	22.3	25.4	22.7	23.1
Depreciation	16.1	15.7	15.1	14.5	14.7	15.0	15.3	15.5	15.5	16.7	16.5	17.3
of which: Depreciation of tangible fixed assets	15.7	15.2	14.8	14.0	14.3	14.3	14.6	14.7	14.9	16.0	15.8	16.0
Interest and similar expenses	4.0	4.1	4.2	3.8	4.3	4.6	4.8	4.6	4.7	4.8	5.2	6.0
Operating taxes	0.5	0.3	1.0	2.1	2.0	2.2	2.9	3.0	3.2	4.9	5.2	4.8
of which: Excise duties	0.1	0.1	0.4	1.5	1.5	1.7	2.4	2.4	2.8	4.2	4.3	4.2
Other expenses	20.2	19.0	20.9	20.4	20.8	21.8	23.4	24.4	24.7	26.9	29.2	35.7
Total expenses before taxes on income	154.0	152.6	145.8	152.9	176.7	182.4	198.1	214.6	262.6	336.6	339.7	434.8
Annual result before taxes on income	10.1	11.7	11.2	11.0	11.7	14.1	12.6	15.9	16.0	16.9	23.1	19.6
Taxes on income	5.1	5.1	5.9	3.4	3.9	4.3	4.4	4.9	5.1	6.1	7.5	4.7
Annual result	5.0	6.6	5.3	7.6	7.8	9.8	8.2	11.0	10.9	10.9	15.6	14.9
Profit and loss transfers (parent company)	- 0.1	- 0.5	0.1	0.1	0.5	0.4	0.8	1.0	1.3	0.9	0.9	1.8
Profit and loss transfers (subsidiary)	2.4	2.6	3.1	3.2	3.9	5.0	5.2	6.5	6.8	6.6	9.2	11.9
Profit for the year	2.5	3.5	2.3	4.5	4.5	5.2	3.9	5.6	5.4	5.1	7.3	4.8
Cash flow	.	16.8	25.6	16.1	18.0	22.5	27.9	25.4	31.6	29.0	33.4	41.4
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	1.8	1.8	2.1	2.1	2.1	2.2	2.3	2.2	2.3	2.1	2.1	2.9
Tangible fixed assets	133.9	132.8	131.7	129.1	129.6	134.0	139.1	143.4	148.7	152.9	152.5	160.2
of which: Land and buildings	29.7	29.2	29.0	27.4	27.1	26.8	27.0	27.0	26.9	28.0	27.2	28.6
Inventories	5.6	5.4	5.3	5.0	4.7	4.9	5.0	5.7	6.5	8.1	8.2	10.4
Raw materials, consumables and supplies	2.9	2.7	2.4	2.2	2.0	2.0	2.1	2.3	2.6	2.8	3.2	4.3
Work in progress	1.1	1.4	1.4	1.4	1.4	1.3	1.3	1.4	1.5	1.6	1.6	1.3
Finished goods and merchandise	1.3	1.1	1.3	1.3	1.2	1.3	1.2	1.5	2.0	3.3	2.9	4.2
Prepayments (inventories)	0.3	0.2	0.2	0.2	0.2	0.2	0.4	0.5	0.5	0.4	0.5	0.5
Non-financial assets	141.3	140.0	139.1	136.2	136.4	141.1	146.5	151.3	157.6	163.2	162.8	173.6
Cash	8.6	7.5	7.7	8.3	9.9	9.5	9.7	10.5	11.8	13.8	13.0	13.4
Receivables	71.0	70.5	72.0	73.5	81.0	82.5	85.8	91.4	101.6	111.4	115.9	146.4
Short-term	64.0	63.7	65.8	66.5	76.2	72.8	73.0	77.7	87.9	96.2	102.7	133.8
of which												
Trade receivables	16.5	16.1	16.5	19.4	22.4	21.0	21.3	23.6	27.5	31.0	30.6	39.9
Receivables from affiliated companies	35.8	38.7	39.9	38.8	45.9	43.8	43.8	45.3	49.6	54.4	60.8	77.1
Long-term	7.0	6.9	6.3	6.9	4.8	9.7	12.9	13.7	13.7	15.2	13.2	12.7
of which: Loans to affiliated companies	2.8	3.3	2.7	3.9	2.2	7.7	11.4	11.1	11.5	13.6	11.6	10.7
Securities	21.4	21.9	24.3	20.6	17.6	16.7	15.5	16.6	17.8	18.2	19.2	15.9
Short-term securities	10.9	10.5	10.9	7.8	4.7	4.6	3.9	4.2	3.9	3.7	3.7	3.2
Long-term securities	10.5	11.4	13.3	12.8	12.9	12.1	11.6	12.4	13.9	14.4	15.5	12.7
Other long-term equity investments	28.7	30.6	33.9	23.0	25.1	31.7	36.8	27.5	27.9	30.2	33.6	40.4
of which: Goodwill	0.3	0.3	0.4	0.4	0.4	0.5	0.4	0.9	0.9	0.8	0.8	1.3
Prepaid expenses	0.9	0.9	1.2	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.4	1.9
Financial assets	130.6	131.5	139.1	126.7	134.9	141.6	149.1	147.2	160.4	174.9	183.1	218.1
Balance sheet total (adjusted)	271.9	271.5	278.3	262.9	271.3	282.8	295.6	298.5	318.0	338.0	345.9	391.7
<b>Capital</b>												
Equity (adjusted)	73.4	74.6	73.9	72.4	74.3	76.4	80.5	80.0	83.3	89.0	91.8	96.0
Liabilities	104.0	108.1	110.4	102.0	112.9	124.1	128.1	133.0	144.0	156.5	159.9	191.4
Short-term	54.0	53.9	56.8	50.8	56.5	61.3	67.8	70.2	78.0	85.7	90.5	116.3
of which												
Liabilities to banks	12.0	11.7	12.5	9.7	11.0	13.8	16.7	14.1	13.3	11.4	11.9	14.9
Trade payables	10.9	9.4	9.2	11.4	11.9	11.2	11.6	13.1	16.4	19.4	19.6	26.9
Liabilities to affiliated companies	20.1	20.7	23.2	18.0	21.6	23.4	25.9	28.0	32.5	40.7	47.1	60.9
Payments received on account of orders	3.9	5.0	4.5	4.5	4.6	3.8	4.2	5.1	5.7	6.1	3.6	2.7
Long-term	49.9	54.1	53.7	51.2	56.4	62.8	60.3	62.8	66.0	70.7	69.4	75.2
of which												
Liabilities to banks	35.9	36.8	37.8	39.3	42.3	45.9	43.6	52.2	54.2	55.3	52.5	55.2
Liabilities to affiliated companies	8.0	11.0	10.9	6.8	8.1	11.6	12.9	6.4	7.2	9.8	10.0	12.9
Provisions	89.9	84.1	87.1	81.4	77.9	76.7	82.2	80.2	84.3	86.5	89.0	97.8
of which:												
Provisions for pensions	15.2	13.9	14.2	14.1	13.2	12.8	13.9	13.8	14.7	14.1	14.1	13.6
Half of the special tax-allowable reserve	6.7	6.8	7.1	6.8	6.5	6.1	5.7	6.2	6.3	5.9	5.6	5.3
Deferred income	4.6	4.7	6.9	7.1	6.2	5.5	4.9	5.4	6.4	6.0	5.2	6.5
Liabilities and provisions	198.5	196.9	204.4	190.5	197.0	206.3	215.1	218.5	234.7	249.0	254.2	295.7
Balance sheet total (adjusted)	271.9	271.5	278.3	262.9	271.3	282.8	295.6	298.5	318.0	338.0	345.9	391.7

\* Electricity, gas, steam and air conditioning supply; water supply; sewerage, waste management and remediation activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden

I. Enterprises by economic sector  
 4 Energy and water supply; disposal\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	476.3	550.3	625.9	683.5	669.7	620.6	605.1	548.4	597.6	666.8
Change in finished goods	0.9	1.1	1.3	1.1	1.1	1.2	1.4	1.2	1.5	1.7
Gross revenue	477.2	551.4	627.3	684.6	670.8	621.8	606.5	549.6	599.1	668.5
Interest and similar income	2.4	2.7	2.5	2.4	1.9	2.2	3.8	2.1	3.0	2.1
Other income	27.6	22.7	22.0	27.5	22.4	26.5	27.8	20.6	27.5	21.3
of which: Income from long-term equity investments	2.0	2.1	2.2	2.3	2.4	2.5	2.7	2.8	3.2	3.6
Total income	507.2	576.8	651.8	714.5	695.1	650.5	638.0	572.3	629.5	691.8
Cost of materials	398.0	462.6	543.8	595.1	581.7	533.8	518.0	463.8	507.7	577.8
Personnel expenses	23.3	24.0	26.2	26.4	26.7	27.5	28.4	28.5	29.8	31.7
Depreciation	17.5	17.0	18.9	17.7	20.0	20.4	22.3	26.2	21.2	22.2
of which: Depreciation of tangible fixed assets	16.0	16.4	17.1	16.8	18.5	19.0	20.0	22.6	19.9	21.0
Interest and similar expenses	5.4	7.5	8.8	9.1	9.8	11.5	13.9	11.3	10.1	10.8
Operating taxes	5.3	5.3	6.0	6.0	6.0	5.6	5.4	0.6	0.3	0.3
of which: Excise duties	4.7	4.8	5.5	5.5	5.6	5.2	4.9	0.1	0.0	0.0
Other expenses	35.4	35.5	39.7	36.3	36.6	35.4	38.3	32.4	33.9	31.6
Total expenses before taxes on income	484.9	551.9	643.4	690.6	680.8	634.3	626.2	562.8	603.0	674.5
Annual result before taxes on income	22.4	24.8	8.4	23.9	14.3	16.2	11.8	9.6	26.5	17.4
Taxes on income	5.3	5.6	2.8	3.9	4.0	3.5	2.4	3.3	4.0	3.7
Annual result	17.1	19.2	5.6	19.9	10.3	12.6	9.3	6.3	22.5	13.7
Profit and loss transfers (parent company)	1.9	4.6	2.7	1.3	1.8	2.6	2.6	2.8	3.1	3.1
Profit and loss transfers (subsidiary)	12.6	15.8	7.5	14.3	5.2	8.1	7.2	1.9	15.3	9.5
Profit for the year	6.3	8.0	0.7	6.9	6.9	7.1	4.8	7.1	10.4	7.2
Cash flow	35.8	40.3	33.7	33.0	34.5	38.7	32.8	27.9	27.5	35.8
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	2.4	2.4	2.6	3.2	3.5	4.2	4.0	3.8	3.7	3.5
Tangible fixed assets	168.3	183.6	197.8	212.1	223.5	233.4	241.3	246.9	255.4	260.7
of which: Land and buildings	29.7	29.9	30.9	31.7	31.1	32.8	33.0	33.3	34.5	34.6
Inventories	11.3	13.1	13.8	14.0	13.6	12.9	11.5	10.7	11.0	12.0
Raw materials, consumables and supplies	4.4	5.0	5.1	5.1	5.4	5.4	5.3	4.9	5.2	5.2
Work in progress	1.6	1.8	1.8	1.9	1.8	2.1	2.2	2.0	2.1	2.5
Finished goods and merchandise	4.8	5.7	6.5	6.8	6.2	5.1	3.7	3.5	3.3	4.0
Prepayments (inventories)	0.5	0.6	0.4	0.2	0.2	0.3	0.2	0.3	0.3	0.3
Non-financial assets	182.1	199.1	214.2	229.3	240.7	250.5	256.8	261.4	270.2	276.2
Cash	16.6	17.3	17.8	18.1	20.5	22.1	23.0	27.8	27.3	27.3
Receivables	143.0	161.0	170.8	174.1	171.6	167.6	161.6	164.8	159.2	164.3
Short-term	124.9	139.1	150.9	152.2	152.6	144.0	138.3	137.9	133.6	144.3
of which										
Trade receivables	32.2	45.5	47.5	51.2	47.5	43.6	39.9	40.9	44.1	46.2
Receivables from affiliated companies	74.7	80.1	86.4	83.2	84.1	83.6	83.6	85.0	76.1	80.2
Long-term	18.0	21.9	19.9	21.9	19.0	23.6	23.2	26.9	25.5	20.0
of which: Loans to affiliated companies	15.5	19.5	17.4	19.4	16.6	21.1	20.4	24.4	23.2	17.9
Securities	14.5	12.5	12.2	11.7	11.4	16.4	17.0	15.4	12.0	12.3
Short-term securities	3.2	3.3	3.2	2.8	2.5	3.5	3.8	3.5	1.4	1.7
Long-term securities	11.3	9.2	9.0	8.9	8.9	12.8	13.2	11.9	10.5	10.6
Other long-term equity investments	39.4	42.3	40.6	39.8	45.3	58.8	60.4	77.4	87.0	86.8
of which: Goodwill	1.1	1.0	1.1	0.9	0.7	0.8	0.7	0.7	1.1	1.0
Prepaid expenses	4.2	4.1	4.3	4.3	4.5	4.4	4.3	3.7	3.5	4.4
Financial assets	217.6	237.2	245.7	248.1	253.2	269.3	266.3	288.9	289.0	295.0
Balance sheet total (adjusted)	399.7	436.3	460.0	477.4	493.9	519.7	523.0	550.3	559.2	571.3
<b>Capital</b>										
Equity (adjusted)	104.5	121.1	119.8	129.9	137.4	143.6	148.2	169.4	179.3	188.3
Liabilities	188.3	202.1	218.0	229.5	234.4	248.1	245.1	253.7	268.7	271.2
Short-term	107.0	114.8	122.3	125.3	123.6	129.1	123.3	125.5	141.8	141.4
of which										
Liabilities to banks	13.9	18.1	15.5	16.7	17.5	20.0	19.8	17.7	18.8	18.7
Trade payables	21.6	22.9	24.2	25.8	23.0	24.2	22.5	22.8	24.8	27.1
Liabilities to affiliated companies	57.6	60.6	68.0	67.4	66.1	66.6	65.8	68.1	79.4	68.4
Payments received on account of orders	2.6	2.9	2.8	3.2	3.0	3.4	3.3	3.6	3.6	4.3
Long-term	81.3	87.3	95.7	104.3	110.8	119.1	121.8	128.2	126.9	129.8
of which										
Liabilities to banks	60.9	64.2	70.2	76.6	78.4	80.1	81.9	79.4	76.8	74.3
Liabilities to affiliated companies	13.0	18.1	20.0	21.4	26.1	30.5	31.0	39.0	39.9	45.5
Provisions	98.6	104.8	114.3	110.0	113.5	119.9	121.7	119.8	103.6	103.4
of which:										
Provisions for pensions	14.0	10.5	11.2	11.5	11.9	15.8	16.9	17.1	19.1	22.2
Half of the special tax-allowable reserve	6.1	4.0	4.3	3.8	4.0	3.6	3.0	0.4	0.0	0.0
Deferred income	8.3	8.3	7.8	7.9	8.6	8.1	8.1	7.4	7.5	8.4
Liabilities and provisions	295.2	315.2	340.2	347.5	356.5	376.1	374.8	380.9	379.8	383.0
Balance sheet total (adjusted)	399.7	436.3	460.0	477.4	493.9	519.7	523.0	550.3	559.2	571.3

\* Electricity, gas, steam and air conditioning supply; water supply; sewerage, waste management and remediation activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden

I. Enterprises by economic sector  
 continued: 4 Energy and water supply; disposal\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
Percentage of gross revenue												
Sales	99.4	99.4	99.4	99.4	99.5	99.6	99.6	99.7	99.7	99.9	99.7	99.8
Change in finished goods	0.6	0.6	0.6	0.6	0.5	0.4	0.4	0.3	0.3	0.1	0.3	0.2
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	1.8	1.9	2.0	1.9	1.7	1.5	1.1	1.0	0.8	0.8	0.9	1.0
Other income	6.8	7.9	9.0	9.6	8.0	9.1	7.7	7.3	5.6	4.9	5.5	5.8
Total income	108.6	109.8	111.1	111.5	109.6	110.6	108.9	108.3	106.5	105.7	106.4	106.7
Cost of materials	60.6	60.9	58.7	62.1	67.1	67.1	67.6	68.5	73.5	77.1	76.6	81.7
Personnel expenses	14.4	14.8	15.3	14.2	11.4	11.0	10.8	10.0	8.5	7.6	6.6	5.4
Depreciation	10.6	10.5	10.7	9.8	8.5	8.5	7.9	7.3	5.9	5.0	4.8	4.1
Interest and similar expenses	2.6	2.7	3.0	2.6	2.5	2.6	2.5	2.2	1.8	1.4	1.5	1.4
Operating taxes	0.3	0.2	0.7	1.4	1.2	1.2	1.5	1.4	1.2	1.5	1.5	1.1
of which: Excise duties	0.1	0.1	0.3	1.0	0.9	1.0	1.3	1.1	1.1	1.3	1.3	1.0
Other expenses	13.4	12.7	14.8	13.9	12.1	12.3	12.1	11.5	9.4	8.1	8.6	8.4
Total expenses before taxes on income	102.0	101.9	103.1	104.0	102.8	102.7	102.3	100.8	100.4	100.7	99.6	102.1
Annual result before taxes on income	6.7	7.8	7.9	7.5	6.8	7.9	6.5	7.5	6.1	5.1	6.8	4.6
Taxes on income	3.4	3.4	4.2	2.3	2.3	2.4	2.3	2.3	1.9	1.8	2.2	1.1
Annual result	3.3	4.4	3.8	5.2	4.5	5.5	4.2	5.2	4.2	3.2	4.6	3.5
Percentage of sales												
Annual result before taxes on income	6.7	7.9	8.0	7.5	6.9	8.0	6.5	7.5	6.1	5.1	6.8	4.6
Cash flow	.	11.3	18.2	11.0	10.5	12.7	14.5	12.0	12.1	8.7	9.8	9.7
<b>II. Balance sheet ratios</b>												
Percentage of the balance sheet total (adjusted)												
Assets												
Intangible fixed assets	0.6	0.7	0.8	0.8	0.8	0.8	0.8	0.7	0.7	0.6	0.6	0.7
Tangible fixed assets	49.3	48.9	47.3	49.1	47.8	47.4	47.1	48.0	46.8	45.2	44.1	40.9
Inventories	2.1	2.0	1.9	1.9	1.7	1.7	1.7	1.9	2.1	2.4	2.4	2.7
Cash	3.2	2.8	2.8	3.2	3.7	3.4	3.3	3.5	3.7	4.1	3.8	3.4
Receivables	26.1	26.0	25.9	27.9	29.9	29.2	29.0	30.6	31.9	32.9	33.5	37.4
Short-term	23.5	23.4	23.6	25.3	28.1	25.7	24.7	26.0	27.6	28.5	29.7	34.2
Long-term	2.6	2.5	2.3	2.6	1.8	3.4	4.4	4.6	4.3	4.5	3.8	3.2
Securities	7.9	8.1	8.7	7.8	6.5	5.9	5.3	5.6	5.6	5.4	5.6	4.1
Other long-term equity investments	10.6	11.3	12.2	8.7	9.3	11.2	12.4	9.2	8.8	8.9	9.7	10.3
Capital												
Equity (adjusted)	27.0	27.5	26.5	27.6	27.4	27.0	27.2	26.8	26.2	26.3	26.5	24.5
Liabilities												
Short-term	19.9	19.9	20.4	19.3	20.8	21.7	22.9	23.5	24.5	25.4	26.2	29.7
Long-term	18.4	19.9	19.3	19.5	20.8	22.2	20.4	21.0	20.8	20.9	20.1	19.2
Provisions	33.1	31.0	31.3	31.0	28.7	27.1	27.8	26.9	26.5	25.6	25.7	25.0
of which: Provisions for pensions	5.6	5.1	5.1	5.4	4.9	4.5	4.7	4.6	4.6	4.2	4.1	3.5
Memo item: Sales	55.2	54.8	50.5	55.6	63.1	62.6	65.2	71.1	82.0	98.8	98.3	108.4
<b>III. Other ratios</b>												
Percentage of sales												
Inventories	3.7	3.7	3.7	3.4	2.8	2.8	2.6	2.7	2.5	2.4	2.4	2.5
Short-term receivables	42.6	42.8	46.8	45.5	44.5	41.1	37.8	36.6	33.7	28.8	30.2	31.5
Percentage of tangible fixed assets												
Equity (adjusted)	54.1	55.5	55.2	55.2	56.4	56.1	56.9	55.0	55.2	57.4	59.4	58.8
Long-term equity and liabilities	107.0	111.1	111.2	110.1	114.3	116.1	113.4	111.8	112.7	115.9	117.0	116.5
Percentage of fixed assets												
Long-term equity and liabilities	79.8	81.5	79.5	83.1	86.2	83.4	79.1	81.8	82.4	83.7	83.4	83.0
% der kurzfristigen Verbindlichkeiten												
Percentage of short-term liabilities												
Cash resources and short-term receivables	154.5	151.4	148.7	162.7	160.6	141.8	127.6	131.6	132.7	132.6	132.0	129.4
Cash resources, short-term receivables and inventories	164.9	161.5	158.0	172.6	169.0	149.8	135.1	139.8	141.1	142.1	141.1	138.4
Percentage of liabilities and provisions less cash												
Cash Flow	.	8.9	13.0	8.8	9.6	11.4	13.6	12.2	14.2	12.3	13.9	14.7
Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	3.3	3.9	3.4	4.4	4.5	5.1	4.4	5.2	4.9	4.6	6.0	5.3

\* Electricity, gas, steam and air conditioning supply; water supply; sewerage, waste management and remediation activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesba

I. Enterprises by economic sector  
 continued: 4 Energy and water supply; disposal\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.8	99.8	99.8	99.8	99.8	99.8	99.8	99.8	99.7	99.8
Change in finished goods	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.2
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.5	0.4	0.3	0.3	0.4	0.6	0.4	0.5	0.3
Other income	5.8	4.1	3.5	4.0	3.3	4.3	4.6	3.8	4.6	3.2
Total income	106.3	104.6	103.9	104.4	103.6	104.6	105.2	104.1	105.1	103.5
Cost of materials	83.4	83.9	86.7	86.9	86.7	85.8	85.4	84.4	84.8	86.4
Personnel expenses	4.9	4.3	4.2	3.8	4.0	4.4	4.7	5.2	5.0	4.7
Depreciation	3.7	3.1	3.0	2.6	3.0	3.3	3.7	4.8	3.5	3.3
Interest and similar expenses	1.1	1.4	1.4	1.3	1.5	1.9	2.3	2.1	1.7	1.6
Operating taxes	1.1	1.0	1.0	0.9	0.9	0.9	0.9	0.1	0.1	0.0
of which: Excise duties	1.0	0.9	0.9	0.8	0.8	0.8	0.8	0.0	0.0	0.0
Other expenses	7.4	6.4	6.3	5.3	5.5	5.7	6.3	5.9	5.7	4.7
Total expenses before taxes on income	101.6	100.1	102.6	100.9	101.5	102.0	103.3	102.4	100.7	100.9
Annual result before taxes on income	4.7	4.5	1.3	3.5	2.1	2.6	1.9	1.7	4.4	2.6
Taxes on income	1.1	1.0	0.5	0.6	0.6	0.6	0.4	0.6	0.7	0.6
Annual result	3.6	3.5	0.9	2.9	1.5	2.0	1.5	1.1	3.8	2.0
Percentage of sales										
Annual result before taxes on income	4.7	4.5	1.3	3.5	2.1	2.6	1.9	1.7	4.4	2.6
Cash flow	7.5	7.3	5.4	4.8	5.1	6.2	5.4	5.1	4.6	5.4
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.7	0.7	0.6
Tangible fixed assets	42.1	42.1	43.0	44.4	45.3	44.9	46.1	44.9	45.7	45.6
Inventories	2.8	3.0	3.0	2.9	2.7	2.5	2.2	1.9	2.0	2.1
Cash	4.2	4.0	3.9	3.8	4.1	4.3	4.4	5.0	4.9	4.8
Receivables	35.8	36.9	37.1	36.5	34.7	32.2	30.9	29.9	28.5	28.8
Short-term	31.3	31.9	32.8	31.9	30.9	27.7	26.5	25.1	23.9	25.3
Long-term	4.5	5.0	4.3	4.6	3.8	4.5	4.4	4.9	4.6	3.5
Securities	3.6	2.9	2.6	2.5	2.3	3.1	3.2	2.8	2.1	2.2
Other long-term equity investments	9.9	9.7	8.8	8.3	9.2	11.3	11.5	14.1	15.6	15.2
Capital										
Equity (adjusted)	26.1	27.8	26.1	27.2	27.8	27.6	28.3	30.8	32.1	33.0
Liabilities										
Short-term	26.8	26.3	26.6	26.2	25.0	23.6	22.8	22.8	25.4	24.7
Long-term	20.3	20.0	20.8	21.8	22.4	22.9	23.3	23.3	22.7	22.7
Provisions	24.7	24.0	24.9	23.0	23.0	23.1	23.3	21.8	18.5	18.1
of which: Provisions for pensions	3.5	2.4	2.4	2.4	2.4	3.0	3.2	3.1	3.4	3.9
Memo item: Sales	119.2	126.1	136.1	143.2	135.6	119.4	115.7	99.6	106.9	116.7
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	2.4	2.4	2.2	2.1	2.0	2.1	1.9	2.0	1.8	1.8
Short-term receivables	26.2	25.3	24.1	22.3	22.8	23.2	22.9	25.1	22.4	21.6
Percentage of tangible fixed assets										
Equity (adjusted)	61.2	65.1	59.8	60.4	60.5	60.5	60.4	67.6	69.2	71.3
Long-term equity and liabilities	120.5	119.9	115.2	115.9	116.3	118.7	118.2	125.7	125.5	128.8
Percentage of fixed assets										
Long-term equity and liabilities	85.9	85.9	85.5	87.3	87.9	84.8	84.8	85.9	85.1	89.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	135.2	139.1	140.5	138.2	142.0	131.4	133.9	134.8	114.5	122.6
Cash resources, short-term receivables and inventories	145.8	150.6	151.7	149.4	153.0	141.4	143.2	143.3	122.3	131.1
Percentage of liabilities and provisions less cash										
Cash Flow	12.8	13.5	10.4	10.0	10.3	10.9	9.3	7.9	7.8	10.1
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	5.6	6.1	3.1	6.1	4.1	4.7	4.4	3.2	5.8	4.3

\* Electricity, gas, steam and air conditioning supply; water supply; sewerage, waste management and remediation activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden

I. Enterprises by economic sector

5 Construction\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	208.1	201.7	206.0	199.0	191.6	180.4	173.0	161.6	163.5	175.6	178.8	198.1
Change in finished goods	4.0	2.7	10.3	6.1	3.9	4.5	3.5	1.8	3.1	- 5.6	19.0	10.5
Gross revenue	212.1	204.4	216.3	205.0	195.5	184.9	176.5	163.4	166.6	170.0	197.8	208.6
Interest and similar income	0.9	0.9	1.0	0.9	0.9	0.7	0.7	0.6	0.5	0.6	0.8	0.9
Other income	9.4	10.5	9.9	9.8	8.9	8.7	7.7	7.0	6.8	7.2	8.5	8.2
of which: Income from long-term equity investments	1.1	1.2	1.0	0.8	0.8	0.4	0.3	0.3	0.2	0.4	0.6	0.6
Total income	222.4	215.8	227.2	215.7	205.2	194.4	184.9	171.0	173.9	177.8	207.0	217.7
Cost of materials	106.7	103.6	112.8	105.9	100.3	93.8	89.5	83.8	86.6	88.7	107.3	112.8
Personnel expenses	67.5	64.2	64.9	61.9	59.1	57.0	53.9	48.4	48.0	45.8	53.6	54.8
Depreciation	8.9	8.4	8.3	7.9	7.4	6.8	6.0	5.2	5.0	4.9	5.5	5.8
of which: Depreciation of tangible fixed assets	7.9	7.6	7.4	7.0	6.4	5.8	5.3	4.6	4.3	4.4	5.0	5.2
Interest and similar expenses	4.6	4.6	4.4	4.3	4.2	3.7	3.2	2.6	2.5	2.5	2.7	2.8
Operating taxes	0.5	0.5	0.4	0.4	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	29.2	29.0	30.4	29.4	28.3	27.3	26.3	25.3	25.2	26.9	28.0	30.3
Total expenses before taxes on income	217.5	210.2	221.1	209.7	199.6	188.9	179.1	165.6	167.5	169.1	197.5	206.8
Annual result before taxes on income	4.8	5.6	6.0	5.9	5.6	5.5	5.8	5.4	6.3	8.7	9.6	10.9
Taxes on income	1.4	1.4	1.5	1.4	1.2	1.0	1.1	1.1	1.2	1.4	1.6	1.8
Annual result	3.4	4.2	4.5	4.6	4.4	4.5	4.7	4.3	5.1	7.3	8.0	9.2
Profit and loss transfers (parent company)	- 0.4	- 0.4	- 0.5	- 0.3	- 0.1	0.0	0.2	0.0	- 0.1	0.0	0.1	0.1
Profit and loss transfers (subsidiary)	0.0	0.0	0.0	0.0	0.0	- 0.1	0.0	0.1	0.0	0.1	0.2	0.5
Profit for the year	3.1	3.8	4.0	4.3	4.2	4.5	4.9	4.3	5.1	7.3	7.8	8.9
Cash flow	.	12.4	14.0	11.8	10.5	11.0	10.6	8.6	9.9	13.3	14.7	13.9
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.3	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.3	0.3
Tangible fixed assets	34.1	35.4	35.7	35.5	33.9	30.8	28.6	25.5	25.0	25.5	27.3	29.3
of which: Land and buildings	19.0	20.9	20.9	21.8	20.7	18.8	17.4	15.2	14.6	14.8	14.7	14.4
Inventories	72.6	68.5	77.1	71.6	65.9	63.7	58.1	50.0	51.2	38.2	60.1	62.6
Raw materials, consumables and supplies	3.8	4.2	4.3	4.1	4.0	3.5	2.9	2.4	2.5	2.6	3.2	3.2
Work in progress	56.3	52.6	60.3	55.7	49.6	48.8	45.2	38.3	39.9	27.3	47.6	50.1
Finished goods and merchandise	10.9	10.0	10.8	10.2	10.9	10.0	8.6	8.4	7.8	7.6	8.2	8.0
Prepayments (inventories)	1.6	1.7	1.8	1.6	1.4	1.4	1.3	0.9	0.9	0.7	1.1	1.3
Non-financial assets	107.0	104.1	113.1	107.4	100.1	94.8	87.0	75.8	76.4	64.0	87.7	92.2
Cash	17.7	20.2	17.4	14.4	14.1	13.8	13.5	11.9	12.0	11.9	14.1	14.3
Receivables	49.6	49.2	50.5	48.3	45.7	42.3	39.7	34.6	34.8	39.0	41.2	41.4
Short-term	47.2	46.7	48.0	46.2	43.6	40.2	37.9	33.1	33.1	37.6	39.4	39.4
of which												
Trade receivables	29.1	27.9	28.7	27.2	25.4	22.7	20.9	18.0	18.2	22.5	21.9	21.2
Receivables from affiliated companies	9.7	10.7	11.5	11.6	11.3	11.1	10.9	9.6	9.6	9.4	10.9	11.2
Long-term	2.5	2.5	2.5	2.1	2.1	2.0	1.7	1.6	1.7	1.4	1.8	2.0
of which: Loans to affiliated companies	1.2	1.2	1.1	0.8	0.7	0.8	0.7	0.6	0.7	0.5	0.7	0.8
Securities	2.2	2.3	2.4	2.3	1.5	1.8	1.6	1.5	1.5	1.3	1.6	1.5
Short-term securities	1.7	1.6	1.8	1.7	1.1	1.3	1.2	1.1	1.1	0.9	1.1	0.9
Long-term securities	0.5	0.7	0.6	0.7	0.5	0.5	0.4	0.4	0.5	0.4	0.5	0.6
Other long-term equity investments	3.9	4.0	4.2	4.3	3.9	3.9	4.1	3.4	3.1	3.2	4.3	3.6
of which: Goodwill	0.3	0.4	0.5	0.6	0.6	0.4	0.3	0.3	0.3	0.3	0.4	0.3
Prepaid expenses	2.0	1.8	1.9	1.8	1.8	1.7	1.6	1.3	1.2	1.0	1.5	1.5
Financial assets	75.3	77.5	76.5	71.2	66.9	63.4	60.4	52.7	52.6	56.5	62.7	62.3
Balance sheet total (adjusted)	182.3	181.6	189.6	178.6	167.0	158.2	147.3	128.5	129.0	120.5	150.4	154.5
<b>Capital</b>												
Equity (adjusted)	6.3	7.3	7.5	9.6	9.9	11.1	12.1	12.0	13.3	13.8	16.9	18.5
Liabilities	157.8	156.6	163.1	150.8	140.2	130.4	118.8	101.2	100.7	91.0	115.7	118.7
Short-term	124.7	121.0	126.6	116.4	109.2	104.2	95.8	82.0	82.2	70.6	94.9	99.0
of which												
Liabilities to banks	30.8	31.5	30.3	28.3	26.2	24.9	20.2	17.4	15.9	15.2	16.4	16.9
Trade payables	23.5	21.7	23.2	21.2	19.3	17.5	15.8	13.6	13.9	15.2	16.9	16.4
Liabilities to affiliated companies	7.9	7.9	8.4	8.1	9.0	8.3	8.0	7.5	7.1	7.9	9.1	9.1
Payments received on account of orders	46.7	44.5	49.1	44.5	41.6	40.7	39.4	32.8	34.6	22.1	40.9	44.5
Long-term	33.1	35.6	36.5	34.4	30.9	26.2	23.0	19.2	18.5	20.4	20.7	19.7
of which												
Liabilities to banks	24.5	26.8	27.0	26.5	24.0	20.5	17.5	14.0	13.7	14.8	15.0	14.3
Liabilities to affiliated companies	6.8	6.9	7.6	6.6	5.0	4.3	3.7	3.3	3.0	3.5	3.5	3.2
Provisions	18.0	17.4	18.8	17.9	16.7	16.5	16.3	15.0	14.9	15.3	17.7	16.9
of which:												
Provisions for pensions	3.4	3.3	3.8	3.8	3.5	3.7	3.8	3.5	3.4	3.3	3.9	3.8
Half of the special tax-allowable reserve	0.8	1.0	1.0	1.1	1.0	1.0	0.9	0.9	0.9	1.2	0.7	0.2
Deferred income	0.2	0.3	0.2	0.2	0.3	0.2	0.2	0.3	0.2	0.4	0.2	0.4
Liabilities and provisions	176.0	174.4	182.1	169.0	157.2	147.1	135.2	116.5	115.7	106.7	133.5	136.0
Balance sheet total (adjusted)	182.3	181.6	189.6	178.6	167.0	158.2	147.3	128.5	129.0	120.5	150.4	154.5

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

5 Construction\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	197.3	203.8	224.9	229.1	237.3	248.8	259.4	270.5	284.2	303.8
Change in finished goods	6.2	11.1	9.5	10.2	10.1	6.9	7.6	12.3	18.9	21.2
Gross revenue	203.5	214.9	234.4	239.3	247.4	255.7	267.0	282.9	303.2	325.0
Interest and similar income	0.6	0.6	0.6	0.6	0.5	0.5	0.4	0.5	0.5	0.5
Other income	6.6	6.8	7.1	7.7	7.6	7.6	7.7	7.6	9.8	9.9
of which: Income from long-term equity investments	0.5	0.6	0.5	0.5	0.6	0.7	0.7	0.8	1.0	1.0
Total income	210.7	222.3	242.1	247.5	255.6	263.8	275.1	291.0	313.5	335.4
Cost of materials	108.8	115.2	125.9	127.5	130.5	131.9	136.1	142.9	154.1	166.6
Personnel expenses	54.3	57.1	61.2	64.0	66.7	70.7	74.2	79.3	84.3	88.7
Depreciation	5.6	5.8	6.1	6.6	7.0	7.4	7.5	8.0	8.4	8.8
of which: Depreciation of tangible fixed assets	5.2	5.4	5.7	6.1	6.4	6.7	7.0	7.5	7.8	8.3
Interest and similar expenses	2.5	2.6	2.7	2.6	2.6	2.5	2.4	2.3	2.8	2.9
Operating taxes	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	29.1	30.5	32.6	34.0	34.9	35.8	36.9	38.5	40.4	42.5
Total expenses before taxes on income	200.5	211.4	228.8	235.0	242.0	248.7	257.3	271.4	290.5	309.9
Annual result before taxes on income	10.2	11.0	13.3	12.6	13.6	15.1	17.8	19.7	23.0	25.5
Taxes on income	1.7	1.8	2.1	2.2	2.4	2.6	3.0	3.4	3.9	4.6
Annual result	8.5	9.2	11.2	10.4	11.2	12.5	14.7	16.3	19.2	20.9
Profit and loss transfers (parent company)	0.1	0.1	0.0	0.1	0.0	0.1	0.1	0.3	0.3	0.1
Profit and loss transfers (subsidiary)	0.3	0.5	0.3	0.5	0.6	0.7	0.9	0.7	0.6	0.4
Profit for the year	8.4	8.8	10.9	10.0	10.6	11.9	13.9	15.9	18.8	20.6
Cash flow	13.8	14.3	18.0	17.4	18.6	20.7	23.3	25.3	29.3	31.3
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.3	0.3	0.3	0.4	0.4	0.4	0.5	0.5	0.5	0.5
Tangible fixed assets	28.3	29.8	31.2	33.0	34.3	35.9	36.8	41.3	43.6	45.7
of which: Land and buildings	13.4	13.6	13.5	13.4	13.7	14.4	14.5	16.9	16.8	17.2
Inventories	62.6	71.0	75.9	80.1	83.4	82.7	89.8	96.4	109.7	128.9
Raw materials, consumables and supplies	3.0	2.9	3.1	3.2	3.0	3.2	3.2	3.4	3.5	3.6
Work in progress	51.3	59.4	63.9	68.4	71.4	71.2	76.8	83.4	96.3	114.2
Finished goods and merchandise	6.8	7.1	7.1	6.9	7.4	6.9	7.8	7.8	7.8	8.8
Prepayments (inventories)	1.5	1.6	1.8	1.6	1.7	1.3	2.0	1.7	2.2	2.4
Non-financial assets	91.2	101.1	107.4	113.4	118.1	119.0	127.0	138.2	153.8	175.1
Cash	15.2	15.6	17.0	17.5	18.4	20.2	22.9	25.2	27.2	30.3
Receivables	40.6	41.0	44.1	45.7	46.6	47.2	47.2	50.7	57.1	62.6
Short-term	38.9	39.7	42.7	44.3	45.1	45.4	45.3	48.9	55.1	60.7
of which										
Trade receivables	20.4	21.3	23.9	24.1	25.3	25.2	25.5	27.0	28.9	31.5
Receivables from affiliated companies	11.6	11.5	11.5	12.8	12.6	13.0	12.6	14.2	17.4	19.8
Long-term	1.8	1.3	1.4	1.4	1.5	1.7	1.8	1.8	2.0	1.9
of which: Loans to affiliated companies	0.6	0.6	0.7	0.7	0.8	1.0	1.1	0.9	1.0	1.0
Securities	1.4	1.2	0.9	0.9	0.7	0.8	0.8	0.9	1.0	1.0
Short-term securities	0.9	0.8	0.6	0.6	0.5	0.6	0.5	0.6	0.7	0.7
Long-term securities	0.5	0.4	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.3
Other long-term equity investments	3.5	3.5	3.4	4.2	4.0	3.9	4.1	4.7	6.3	6.5
of which: Goodwill	0.4	0.4	0.4	0.4	0.3	0.4	0.5	0.4	0.4	0.4
Prepaid expenses	1.5	1.0	1.0	1.0	1.0	1.0	1.0	1.1	1.1	1.1
Financial assets	62.3	62.3	66.3	69.3	70.8	73.1	76.0	82.7	92.6	101.6
Balance sheet total (adjusted)	153.5	163.4	173.7	182.7	188.9	192.1	203.0	220.9	246.4	276.7
<b>Capital</b>										
Equity (adjusted)	18.9	20.3	23.3	25.6	25.5	29.3	32.4	37.9	44.8	50.0
Liabilities	117.6	127.2	133.7	140.0	145.8	144.4	151.1	162.3	179.4	202.7
Short-term	99.5	108.9	114.7	120.8	125.4	124.2	130.2	138.9	155.1	176.4
of which										
Liabilities to banks	16.0	16.3	15.8	16.8	17.0	16.4	15.9	16.0	16.9	17.1
Trade payables	15.8	16.6	18.0	18.2	18.4	17.3	17.1	18.1	19.2	20.2
Liabilities to affiliated companies	8.7	9.0	9.5	11.4	12.4	12.6	13.4	14.2	16.6	17.5
Payments received on account of orders	46.7	54.5	58.3	61.5	64.5	63.9	69.6	76.0	86.3	105.0
Long-term	18.2	18.3	19.0	19.2	20.5	20.2	21.0	23.4	24.2	26.3
of which										
Liabilities to banks	12.3	12.1	12.8	13.1	13.9	13.9	14.7	16.3	17.2	18.9
Liabilities to affiliated companies	3.5	3.6	3.8	3.5	3.8	3.7	3.7	4.1	4.2	4.3
Provisions	16.6	15.7	16.4	16.8	17.2	18.1	19.0	20.2	21.9	23.5
of which:										
Provisions for pensions	3.8	3.1	3.1	3.1	3.0	3.4	3.2	3.4	3.5	3.6
Half of the special tax-allowable reserve	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Deferred income	0.3	0.2	0.3	0.3	0.4	0.3	0.4	0.5	0.4	0.4
Liabilities and provisions	134.6	143.1	150.4	157.1	163.4	162.8	170.6	183.0	201.7	226.6
Balance sheet total (adjusted)	153.5	163.4	173.7	182.7	188.9	192.1	203.0	220.9	246.4	276.7

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 5 Construction\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	98.1	98.7	95.2	97.0	98.0	97.5	98.0	98.9	98.1	103.3	90.4	95.0
Change in finished goods	1.9	1.3	4.8	3.0	2.0	2.5	2.0	1.1	1.9	- 3.3	9.6	5.0
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.5	0.5	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.4	0.4
Other income	4.4	5.1	4.6	4.8	4.5	4.7	4.4	4.3	4.1	4.2	4.3	3.9
Total income	104.9	105.6	105.0	105.2	105.0	105.1	104.7	104.7	104.4	104.6	104.7	104.4
Cost of materials	50.3	50.7	52.2	51.6	51.3	50.7	50.7	51.3	52.0	52.2	54.3	54.1
Personnel expenses	31.9	31.4	30.0	30.2	30.2	30.8	30.5	29.6	28.8	27.0	27.1	26.2
Depreciation	4.2	4.1	3.8	3.9	3.8	3.7	3.4	3.2	3.0	2.9	2.8	2.8
Interest and similar expenses	2.2	2.3	2.0	2.1	2.1	2.0	1.8	1.6	1.5	1.5	1.4	1.4
Operating taxes	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	13.8	14.2	14.0	14.3	14.5	14.8	14.9	15.5	15.1	15.8	14.1	14.5
Total expenses before taxes on income	102.6	102.8	102.2	102.3	102.1	102.1	101.4	101.3	100.6	99.5	99.8	99.1
Annual result before taxes on income	2.3	2.7	2.8	2.9	2.9	3.0	3.3	3.3	3.8	5.1	4.8	5.2
Taxes on income	0.7	0.7	0.7	0.7	0.6	0.6	0.6	0.7	0.7	0.8	0.8	0.8
Annual result	1.6	2.0	2.1	2.2	2.2	2.4	2.7	2.6	3.1	4.3	4.0	4.4
	Percentage of sales											
Annual result before taxes on income	2.3	2.8	2.9	3.0	2.9	3.1	3.4	3.3	3.9	4.9	5.3	5.5
Cash flow	.	6.1	6.8	6.0	5.5	6.1	6.1	5.3	6.0	7.6	8.2	7.0
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Tangible fixed assets	18.7	19.5	18.8	19.9	20.3	19.5	19.4	19.9	19.4	21.2	18.2	19.0
Inventories	39.8	37.7	40.7	40.1	39.4	40.2	39.4	38.9	39.7	31.7	39.9	40.5
Cash	9.7	11.1	9.2	8.1	8.4	8.7	9.1	9.3	9.3	9.9	9.3	9.3
Receivables	27.2	27.1	26.7	27.1	27.3	26.7	26.9	27.0	26.9	32.4	27.4	26.8
Short-term	25.9	25.7	25.3	25.9	26.1	25.4	25.7	25.7	25.7	31.2	26.2	25.5
Long-term	1.4	1.4	1.3	1.2	1.2	1.3	1.2	1.2	1.3	1.2	1.2	1.3
Securities	1.2	1.3	1.3	1.3	0.9	1.1	1.1	1.1	1.2	1.1	1.1	1.0
Other long-term equity investments	2.1	2.2	2.2	2.4	2.3	2.5	2.8	2.6	2.4	2.7	2.8	2.3
Capital												
Equity (adjusted)	3.5	4.0	4.0	5.4	5.9	7.0	8.2	9.4	10.3	11.5	11.2	12.0
Liabilities	86.5	86.2	86.0	84.5	83.9	82.4	80.6	78.7	78.0	75.5	76.9	76.8
Short-term	68.4	66.6	66.7	65.2	65.4	65.9	65.0	63.8	63.7	58.6	63.1	64.1
Long-term	18.1	19.6	19.3	19.3	18.5	16.6	15.6	14.9	14.3	17.0	13.8	12.8
Provisions	9.9	9.6	9.9	10.0	10.0	10.5	11.1	11.7	11.5	12.7	11.7	10.9
of which: Provisions for pensions	1.9	1.8	2.0	2.1	2.1	2.3	2.6	2.7	2.7	2.7	2.6	2.4
Memo item: Sales	114.1	111.1	108.6	111.4	114.7	114.0	117.4	125.7	126.7	145.7	118.8	128.3
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	34.9	33.9	37.4	36.0	34.4	35.3	33.6	31.0	31.3	21.8	33.6	31.6
Short-term receivables	22.7	23.2	23.3	23.2	22.8	22.3	21.9	20.5	20.2	21.4	22.1	19.9
	Percentage of tangible fixed assets											
Equity (adjusted)	18.4	20.3	20.9	26.8	28.9	35.6	41.9	46.7	52.5	53.7	61.2	62.5
Long-term equity and liabilities	126.9	132.3	135.6	136.7	132.3	134.8	137.9	138.3	142.9	150.4	153.1	142.6
	Percentage of fixed assets											
Long-term equity and liabilities	105.8	110.3	112.5	114.3	111.3	111.7	113.5	114.5	118.5	125.6	123.5	118.1
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	53.3	56.7	53.1	53.5	53.8	53.0	54.9	56.2	56.2	71.4	57.5	55.2
Cash resources, short-term receivables and inventories	111.6	113.3	114.0	115.0	114.1	114.1	115.6	117.2	118.5	125.5	120.8	118.4
	Percentage of liabilities and provisions less cash											
Cash Flow	.	8.0	8.5	7.7	7.4	8.3	8.7	8.2	9.5	14.1	12.3	11.4
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	4.4	4.8	4.7	5.0	5.1	5.1	5.4	5.4	5.9	8.2	7.1	7.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 5 Construction\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	97.0	94.8	95.9	95.7	95.9	97.3	97.2	95.6	93.8	93.5
Change in finished goods	3.0	5.2	4.1	4.3	4.1	2.7	2.8	4.4	6.2	6.5
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.1
Other income	3.3	3.2	3.0	3.2	3.1	3.0	2.9	2.7	3.2	3.1
Total income	103.6	103.4	103.3	103.5	103.3	103.2	103.0	102.9	103.4	103.2
Cost of materials	53.5	53.6	53.7	53.3	52.8	51.6	51.0	50.5	50.8	51.3
Personnel expenses	26.7	26.5	26.1	26.7	27.0	27.6	27.8	28.0	27.8	27.3
Depreciation	2.7	2.7	2.6	2.7	2.8	2.9	2.8	2.8	2.8	2.7
Interest and similar expenses	1.2	1.2	1.1	1.1	1.0	1.0	0.9	0.8	0.9	0.9
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	14.3	14.2	13.9	14.2	14.1	14.0	13.8	13.6	13.3	13.1
Total expenses before taxes on income	98.6	98.3	97.6	98.2	97.8	97.2	96.4	95.9	95.8	95.4
Annual result before taxes on income	5.0	5.1	5.7	5.2	5.5	5.9	6.7	7.0	7.6	7.8
Taxes on income	0.8	0.8	0.9	0.9	1.0	1.0	1.1	1.2	1.3	1.4
Annual result	4.2	4.3	4.8	4.3	4.5	4.9	5.5	5.8	6.3	6.4
	Percentage of sales									
Annual result before taxes on income	5.2	5.4	5.9	5.5	5.7	6.1	6.9	7.3	8.1	8.4
Cash flow	7.0	7.0	8.0	7.6	7.8	8.3	9.0	9.4	10.3	10.3
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Tangible fixed assets	18.5	18.2	17.9	18.0	18.1	18.7	18.1	18.7	17.7	16.5
Inventories	40.8	43.4	43.7	43.8	44.2	43.0	44.2	43.6	44.5	46.6
Cash	9.9	9.5	9.8	9.6	9.8	10.5	11.3	11.4	11.0	11.0
Receivables	26.5	25.1	25.4	25.0	24.7	24.6	23.2	23.0	23.2	22.6
Short-term	25.3	24.3	24.6	24.3	23.9	23.7	22.3	22.2	22.4	21.9
Long-term	1.1	0.8	0.8	0.7	0.8	0.9	0.9	0.8	0.8	0.7
Securities	0.9	0.7	0.5	0.5	0.4	0.4	0.4	0.4	0.4	0.4
Other long-term equity investments	2.3	2.2	1.9	2.3	2.1	2.0	2.0	2.1	2.6	2.4
Capital										
Equity (adjusted)	12.3	12.4	13.4	14.0	13.5	15.3	16.0	17.2	18.2	18.1
Liabilities	76.7	77.8	77.0	76.6	77.2	75.2	74.5	73.5	72.8	73.3
Short-term	64.8	66.7	66.0	66.1	66.4	64.7	64.1	62.9	62.9	63.8
Long-term	11.8	11.2	10.9	10.5	10.8	10.5	10.3	10.6	9.8	9.5
Provisions	10.8	9.6	9.4	9.2	9.1	9.4	9.4	9.1	8.9	8.5
of which: Provisions for pensions	2.5	1.9	1.8	1.7	1.6	1.8	1.6	1.5	1.4	1.3
Memo item: Sales	128.5	124.7	129.5	125.4	125.6	129.5	127.8	122.5	115.3	109.8
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	31.7	34.8	33.8	35.0	35.2	33.2	34.6	35.6	38.6	42.4
Short-term receivables	19.7	19.5	19.0	19.4	19.0	18.3	17.5	18.1	19.4	20.0
	Percentage of tangible fixed assets									
Equity (adjusted)	65.9	67.4	74.0	76.8	73.5	80.8	87.0	90.6	101.6	108.3
Long-term equity and liabilities	143.3	138.8	144.6	144.0	141.7	146.1	152.2	154.7	164.5	173.1
	Percentage of fixed assets									
Long-term equity and liabilities	119.2	118.3	124.4	122.4	121.5	125.6	130.4	132.9	137.7	145.4
	Percentage of short-term liabilities									
Cash resources and short-term receivables	55.3	51.5	52.5	51.7	51.0	53.3	52.8	53.8	53.5	52.0
Cash resources, short-term receivables and inventories	118.2	116.6	118.7	118.0	117.6	119.9	121.8	123.1	124.3	125.0
	Percentage of liabilities and provisions less cash									
Cash Flow	11.6	11.2	13.5	12.5	12.8	14.5	15.8	16.1	16.8	15.9
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	7.2	7.2	8.0	7.1	7.3	7.8	8.4	8.4	8.9	8.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6 Wholesale and retail trade; repair of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	1 210.9	1 237.0	1 264.8	1 348.3	1 365.1	1 345.9	1 358.1	1 409.7	1 474.3	1 581.0	1 621.0	1 707.7
Change in finished goods	0.5	0.5	0.5	1.4	0.7	0.4	0.6	0.4	0.8	0.3	1.3	1.4
Gross revenue	1 211.4	1 237.5	1 265.2	1 349.7	1 365.8	1 346.4	1 358.7	1 410.2	1 475.0	1 581.3	1 622.3	1 709.1
Interest and similar income	3.4	3.6	3.2	3.8	4.0	3.6	3.2	2.9	3.3	3.6	4.7	4.9
Other income	31.5	32.9	33.6	35.6	36.6	40.0	38.4	36.0	39.0	38.8	42.1	48.6
of which: Income from long-term equity investments	2.8	3.3	3.2	3.6	3.2	2.2	2.9	1.9	2.1	2.5	2.7	4.3
Total income	1 246.4	1 274.0	1 302.0	1 389.0	1 406.3	1 390.0	1 400.3	1 449.0	1 517.4	1 623.8	1 669.1	1 762.5
Cost of materials	933.4	949.0	967.9	1 039.1	1 053.7	1 027.5	1 037.9	1 082.6	1 141.5	1 227.3	1 265.4	1 335.8
Personnel expenses	122.3	124.5	125.6	130.3	132.6	134.3	132.5	134.3	134.5	138.3	140.3	145.3
Depreciation	20.2	20.7	20.8	20.9	21.5	20.4	20.2	18.7	18.1	18.4	19.2	19.6
of which: Depreciation of tangible fixed assets	17.4	18.0	18.5	18.5	18.6	17.6	17.2	16.3	16.1	16.5	17.0	17.0
Interest and similar expenses	12.1	12.4	12.2	13.2	13.5	12.3	11.1	10.3	10.0	10.7	11.4	12.8
Operating taxes	11.3	10.4	11.0	12.3	14.8	16.0	15.6	11.8	10.8	10.7	11.3	11.2
of which: Excise duties	8.6	9.5	9.5	10.8	13.1	15.1	14.7	10.9	9.8	9.7	10.1	10.0
Other expenses	124.8	132.7	136.8	142.1	143.5	149.2	150.8	156.3	160.8	171.5	172.6	189.6
Total expenses before taxes on income	1 224.2	1 249.6	1 274.2	1 357.9	1 379.5	1 359.6	1 368.1	1 414.0	1 475.6	1 577.0	1 620.2	1 714.3
Annual result before taxes on income	22.2	24.4	27.8	31.1	26.8	30.3	32.2	35.0	41.7	46.8	48.9	48.2
Taxes on income	5.9	6.5	6.9	6.8	7.1	6.8	7.6	7.9	9.2	9.7	10.6	9.4
Annual result	16.3	17.9	20.9	24.3	19.7	23.5	24.7	27.1	32.6	37.1	38.3	38.8
Profit and loss transfers (parent company)	0.2	0.0	-0.1	-0.3	0.7	0.1	0.4	0.4	0.8	0.9	1.7	1.0
Profit and loss transfers (subsidiary)	1.8	1.2	1.3	1.3	2.4	4.1	1.6	1.6	3.9	4.8	5.1	6.2
Profit for the year	14.7	16.7	19.5	22.8	18.1	19.6	23.5	25.9	29.4	33.2	34.9	33.6
Cash flow	.	41.2	45.1	44.9	41.6	45.3	43.6	48.0	51.8	58.8	57.4	60.0
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	2.4	2.5	2.7	2.7	3.1	3.2	3.3	3.7	3.9	3.7	4.3	4.4
Tangible fixed assets	79.6	82.2	84.7	85.8	85.7	84.0	83.8	85.1	84.9	87.6	89.0	92.0
of which: Land and buildings	47.6	49.4	48.9	49.9	49.5	48.7	49.1	49.6	48.7	48.6	47.9	48.8
Inventories	137.7	141.5	142.1	146.5	142.2	141.3	137.7	138.9	143.2	149.4	161.8	167.7
Raw materials, consumables and supplies	5.0	5.2	5.1	5.8	5.9	5.7	5.4	5.5	5.6	6.2	6.8	6.9
Work in progress	3.9	3.9	4.1	4.7	5.4	5.5	6.4	6.6	6.5	6.4	6.8	6.2
Finished goods and merchandise	126.4	130.2	130.1	132.6	129.2	124.8	120.3	120.3	124.0	128.3	138.3	143.5
Prepayments (inventories)	2.4	2.2	2.9	3.3	1.8	5.4	5.6	6.5	7.1	8.5	9.9	11.2
Non-financial assets	219.7	226.2	229.5	235.0	231.0	228.5	224.7	227.7	232.0	240.7	255.0	264.2
Cash	23.2	23.6	25.2	26.8	29.6	30.4	33.1	34.7	36.6	40.1	41.8	42.7
Receivables	154.0	160.7	171.7	182.3	177.9	176.7	172.9	181.8	183.8	198.9	209.7	211.2
Short-term	146.6	154.2	164.7	175.5	170.9	169.7	166.7	175.8	177.5	191.4	202.1	202.4
of which												
Trade receivables	85.7	86.5	92.9	96.8	92.5	90.7	87.9	89.5	92.7	103.0	106.5	98.0
Receivables from affiliated companies	40.1	45.3	48.4	53.7	53.9	53.2	53.2	59.4	58.3	58.8	63.6	70.3
Long-term	7.3	6.5	7.1	6.9	7.1	7.0	6.2	6.0	6.3	7.5	7.6	8.9
of which: Loans to affiliated companies	3.6	2.9	2.7	2.9	3.1	3.1	2.2	2.1	2.4	3.4	3.6	4.1
Securities	1.8	2.3	2.4	2.4	2.1	3.3	4.4	5.0	5.8	5.2	4.9	6.4
Short-term securities	1.0	1.4	1.4	1.0	1.3	1.3	1.9	1.9	2.4	2.0	2.8	4.1
Long-term securities	0.8	0.9	1.0	1.4	0.9	2.0	2.5	3.0	3.3	3.2	2.1	2.3
Other long-term equity investments	27.0	32.8	37.5	34.9	35.6	43.4	42.8	42.4	41.6	45.3	56.3	54.0
of which: Goodwill	3.5	3.7	5.3	4.7	4.3	4.1	4.0	3.8	6.1	6.0	6.0	5.5
Prepaid expenses	1.9	1.9	1.9	1.9	1.9	2.1	2.2	2.3	2.4	2.5	2.7	2.7
Financial assets	207.8	221.3	238.8	248.4	247.2	255.9	255.4	266.1	270.2	292.0	315.4	317.1
Balance sheet total (adjusted)	427.5	447.5	468.2	483.3	478.2	484.4	480.1	493.8	502.2	532.7	570.3	581.4
<b>Capital</b>												
Equity (adjusted)	55.1	62.8	67.2	70.3	73.2	89.3	95.8	104.3	110.8	120.3	133.6	136.8
Liabilities	326.7	336.5	349.5	362.1	353.6	342.1	332.7	335.8	336.2	353.9	377.2	382.6
Short-term	248.5	251.4	259.3	276.1	270.1	263.8	256.8	261.4	265.4	283.6	307.6	310.5
of which												
Liabilities to banks	65.7	68.5	69.9	74.1	71.1	67.6	61.2	56.7	55.9	55.9	61.0	64.8
Trade payables	94.6	91.6	92.9	98.7	93.7	91.3	89.1	90.8	92.9	99.0	104.6	97.9
Liabilities to affiliated companies	54.7	56.2	60.0	64.8	67.0	64.4	63.9	68.7	71.4	82.9	89.0	94.4
Payments received on account of orders	5.8	5.5	6.0	7.3	5.6	9.7	10.7	12.0	11.7	12.1	16.0	16.8
Long-term	78.2	85.1	90.2	86.0	83.6	78.3	75.9	74.3	70.9	70.3	69.7	72.1
of which												
Liabilities to banks	53.0	57.3	62.1	60.2	56.4	53.3	51.4	49.2	47.3	47.9	46.6	48.1
Liabilities to affiliated companies	18.5	20.5	20.4	18.7	17.4	15.8	17.7	17.5	15.5	14.4	14.5	15.0
Provisions	44.8	47.0	49.3	48.9	49.2	51.1	49.9	51.8	53.1	56.1	56.9	59.1
of which:												
Provisions for pensions	16.8	17.5	17.7	16.3	16.6	16.9	15.7	16.2	16.2	16.3	15.8	16.8
Half of the special tax-allowable reserve	2.0	2.1	2.2	2.3	2.4	2.4	2.5	2.6	2.4	2.5	1.6	0.9
Deferred income	0.9	1.2	2.3	2.1	2.2	1.8	1.8	1.9	2.1	2.4	2.7	2.8
Liabilities and provisions	372.4	384.7	401.1	413.1	405.0	395.0	384.4	389.5	391.4	412.4	436.8	444.5
Balance sheet total (adjusted)	427.5	447.5	468.2	483.3	478.2	484.4	480.1	493.8	502.2	532.7	570.3	581.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6 Wholesale and retail trade; repair of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	1 589.4	1 689.6	1 813.8	1 838.4	1 833.3	1 877.3	1 906.9	1 955.6	2 050.8	2 140.0
Change in finished goods	1.5	0.8	2.8	0.9	1.0	0.3	1.3	1.9	2.4	2.4
Gross revenue	1 590.9	1 690.4	1 816.6	1 839.3	1 834.3	1 877.6	1 908.2	1 957.4	2 053.3	2 142.4
Interest and similar income	3.9	3.0	3.2	3.2	2.6	2.6	2.7	2.7	2.9	2.7
Other income	47.6	47.6	49.2	49.5	53.1	50.7	55.6	41.1	35.1	35.8
of which: Income from long-term equity investments	4.0	3.9	4.0	3.7	5.2	4.1	4.8	6.4	5.0	6.9
Total income	1 642.4	1 741.0	1 869.1	1 891.9	1 889.9	1 930.9	1 966.5	2 001.2	2 091.3	2 180.9
Cost of materials	1 223.6	1 306.1	1 416.9	1 437.2	1 425.0	1 454.3	1 472.0	1 509.7	1 579.2	1 651.2
Personnel expenses	145.9	147.2	152.9	157.8	163.6	169.0	175.2	180.7	190.7	198.5
Depreciation	19.6	19.4	20.6	20.8	21.4	20.4	21.4	22.9	24.5	24.5
of which: Depreciation of tangible fixed assets	17.3	17.5	18.7	18.5	19.2	18.7	19.5	20.5	21.5	22.4
Interest and similar expenses	10.8	10.1	10.7	10.2	9.4	8.9	9.1	8.0	8.4	9.1
Operating taxes	11.2	11.3	11.6	11.7	13.0	13.7	12.9	1.1	1.1	1.1
of which: Excise duties	9.8	10.2	10.4	10.4	11.8	12.7	11.9	0.0	0.0	0.0
Other expenses	189.9	193.8	201.5	203.8	204.3	207.3	216.7	213.9	219.0	226.9
Total expenses before taxes on income	1 600.9	1 688.0	1 814.1	1 841.6	1 836.7	1 873.6	1 907.3	1 936.3	2 022.9	2 111.3
Annual result before taxes on income	41.5	53.1	54.9	50.3	53.2	57.3	59.2	64.8	68.4	69.6
Taxes on income	8.4	10.2	10.6	10.2	10.1	11.1	11.7	12.7	13.5	14.1
Annual result	33.1	42.8	44.4	40.2	43.1	46.2	47.4	52.1	54.9	55.4
Profit and loss transfers (parent company)	1.7	2.1	2.6	2.5	0.7	1.7	2.1	2.8	3.4	6.1
Profit and loss transfers (subsidiary)	4.7	6.7	7.9	6.1	7.0	8.2	8.1	9.6	11.4	13.3
Profit for the year	30.1	38.2	39.0	36.6	36.8	39.8	41.4	45.4	46.9	48.3
Cash flow	56.7	60.9	66.0	60.6	65.9	69.0	72.7	78.1	85.8	85.9
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	4.9	5.2	5.2	5.0	5.0	5.3	5.8	6.3	6.4	7.2
Tangible fixed assets	98.1	101.3	104.1	109.6	110.6	114.5	119.6	126.8	128.5	132.7
of which: Land and buildings	55.0	55.8	55.7	58.2	57.6	59.3	60.6	64.0	62.3	63.8
Inventories	163.6	171.3	183.2	181.9	179.9	188.6	194.3	200.6	212.2	222.9
Raw materials, consumables and supplies	6.4	7.1	7.2	7.4	6.8	6.9	6.9	7.3	7.6	8.0
Work in progress	8.2	7.7	7.6	7.1	6.9	6.3	6.9	7.0	7.9	7.5
Finished goods and merchandise	136.1	141.4	154.5	154.1	154.1	162.7	169.5	177.4	187.8	198.4
Prepayments (inventories)	12.9	15.1	14.0	13.3	12.1	12.7	11.0	8.9	8.9	9.0
Non-financial assets	266.5	277.9	292.5	296.5	295.5	308.4	319.8	333.7	347.2	362.9
Cash	47.8	53.5	53.9	55.4	55.7	58.1	60.2	68.4	65.5	69.7
Receivables	216.0	228.0	235.5	240.5	237.7	246.3	255.5	271.0	300.7	316.0
Short-term	206.7	220.2	227.9	231.4	228.9	236.5	244.1	259.6	280.7	302.6
of which										
Trade receivables	93.4	103.5	106.8	106.2	102.8	104.2	104.0	108.9	118.5	123.7
Receivables from affiliated companies	79.1	84.7	88.6	91.6	92.8	98.5	105.5	113.9	124.1	137.8
Long-term	9.3	7.8	7.6	9.1	8.8	9.8	11.4	11.4	20.0	13.4
of which: Loans to affiliated companies	3.7	3.6	3.6	5.3	5.6	6.2	7.9	7.9	16.5	9.8
Securities	6.6	7.9	9.2	8.8	8.6	10.6	12.8	11.5	11.6	12.8
Short-term securities	4.1	4.8	5.8	5.2	4.5	5.6	7.1	5.8	4.5	4.5
Long-term securities	2.6	3.1	3.4	3.6	4.0	5.0	5.6	5.7	7.2	8.4
Other long-term equity investments	57.9	60.6	60.5	62.1	63.6	67.2	74.2	79.4	89.6	90.1
of which: Goodwill	6.1	6.0	5.8	5.2	4.4	4.0	4.4	4.8	5.4	5.0
Prepaid expenses	2.7	2.7	2.7	2.7	2.8	3.0	3.1	3.5	3.8	3.9
Financial assets	331.1	352.7	361.9	369.6	368.3	385.3	405.8	433.7	471.3	492.6
Balance sheet total (adjusted)	597.6	630.6	654.4	666.1	663.8	693.6	725.6	767.4	818.5	855.4
<b>Capital</b>										
Equity (adjusted)	154.0	165.5	178.9	186.1	191.3	203.3	217.0	235.3	255.7	267.8
Liabilities	377.5	400.0	409.4	414.1	405.1	420.3	434.5	454.5	478.4	497.1
Short-term	303.8	325.3	336.6	339.0	334.2	347.2	358.0	378.0	400.6	415.6
of which										
Liabilities to banks	57.1	57.9	59.1	60.7	58.6	61.1	61.0	63.8	66.4	71.5
Trade payables	93.0	100.1	103.3	107.9	102.6	103.8	104.9	108.5	114.8	120.4
Liabilities to affiliated companies	99.4	109.8	115.5	114.2	117.1	126.7	139.0	151.5	158.9	161.4
Payments received on account of orders	20.1	20.7	20.6	19.3	17.7	17.5	15.7	14.9	15.2	16.1
Long-term	73.8	74.7	72.8	75.1	70.9	73.1	76.5	76.6	77.8	81.5
of which										
Liabilities to banks	48.7	47.7	46.0	46.6	44.4	44.0	45.3	47.3	48.7	51.0
Liabilities to affiliated companies	16.4	16.7	16.9	17.6	16.5	17.3	18.6	17.7	18.2	18.8
Provisions	63.0	62.0	62.6	62.3	63.5	65.7	69.9	73.2	79.7	85.0
of which:										
Provisions for pensions	18.7	16.2	16.3	15.9	17.0	17.6	19.5	19.0	20.6	22.6
Half of the special tax-allowable reserve	0.7	0.5	0.4	0.3	0.2	0.2	0.2	0.1	0.1	0.1
Deferred income	3.2	3.0	3.6	3.5	4.0	4.4	4.2	4.4	4.7	5.5
Liabilities and provisions	443.7	465.0	475.6	479.9	472.6	490.4	508.6	532.1	562.8	587.6
Balance sheet total (adjusted)	597.6	630.6	654.4	666.1	663.8	693.6	725.6	767.4	818.5	855.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 6 Wholesale and retail trade; repair of motor vehicles and motorcycles\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	99.9	100.0	99.9	99.9
Change in finished goods	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.3	0.3
Other income	2.6	2.7	2.7	2.6	2.7	3.0	2.8	2.5	2.6	2.5	2.6	2.8
Total income	102.9	102.9	102.9	102.9	103.0	103.2	103.1	102.8	102.9	102.7	102.9	103.1
Cost of materials	77.1	76.7	76.5	77.0	77.2	76.3	76.4	76.8	77.4	77.6	78.0	78.2
Personnel expenses	10.1	10.1	9.9	9.7	9.7	10.0	9.7	9.5	9.1	8.7	8.6	8.5
Depreciation	1.7	1.7	1.6	1.6	1.6	1.5	1.5	1.3	1.2	1.2	1.2	1.1
Interest and similar expenses	1.0	1.0	1.0	1.0	1.0	0.9	0.8	0.7	0.7	0.7	0.7	0.8
Operating taxes	0.9	0.8	0.9	0.9	1.1	1.2	1.1	0.8	0.7	0.7	0.7	0.7
of which: Excise duties	0.7	0.8	0.7	0.8	1.0	1.1	1.1	0.8	0.7	0.6	0.6	0.6
Other expenses	10.3	10.7	10.8	10.5	10.5	11.1	11.1	11.1	10.9	10.8	10.6	11.1
Total expenses before taxes on income	101.1	101.0	100.7	100.6	101.0	101.0	100.7	100.3	100.0	99.7	99.9	100.3
Annual result before taxes on income	1.8	2.0	2.2	2.3	2.0	2.3	2.4	2.5	2.8	3.0	3.0	2.8
Taxes on income	0.5	0.5	0.5	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.7	0.6
Annual result	1.3	1.4	1.7	1.8	1.4	1.7	1.8	1.9	2.2	2.3	2.4	2.3
	Percentage of sales											
Annual result before taxes on income	1.8	2.0	2.2	2.3	2.0	2.3	2.4	2.5	2.8	3.0	3.0	2.8
Cash flow	.	3.3	3.6	3.3	3.1	3.4	3.2	3.4	3.5	3.7	3.5	3.5
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.8	0.7	0.7	0.8
Tangible fixed assets	18.6	18.4	18.1	17.8	17.9	17.3	17.4	17.2	16.9	16.5	15.6	15.8
Inventories	32.2	31.6	30.3	30.3	29.7	29.2	28.7	28.1	28.5	28.0	28.4	28.9
Cash	5.4	5.3	5.4	5.5	6.2	6.3	6.9	7.0	7.3	7.5	7.3	7.4
Receivables	36.0	35.9	36.7	37.7	37.2	36.5	36.0	36.8	36.6	37.3	36.8	36.3
Short-term	34.3	34.5	35.2	36.3	35.7	35.0	34.7	35.6	35.3	35.9	35.4	34.8
Long-term	1.7	1.5	1.5	1.4	1.5	1.4	1.3	1.2	1.3	1.4	1.3	1.5
Securities	0.4	0.5	0.5	0.5	0.4	0.7	0.9	1.0	1.1	1.0	0.9	1.1
Other long-term equity investments	6.3	7.3	8.0	7.2	7.4	9.0	8.9	8.6	8.3	8.5	9.9	9.3
Capital												
Equity (adjusted)	12.9	14.0	14.3	14.5	15.3	18.4	19.9	21.1	22.1	22.6	23.4	23.5
Liabilities	76.4	75.2	74.6	74.9	74.0	70.6	69.3	68.0	67.0	66.4	66.1	65.8
Short-term	58.1	56.2	55.4	57.1	56.5	54.5	53.5	52.9	52.8	53.2	53.9	53.4
Long-term	18.3	19.0	19.3	17.8	17.5	16.2	15.8	15.1	14.1	13.2	12.2	12.4
Provisions	10.5	10.5	10.5	10.1	10.3	10.6	10.4	10.5	10.6	10.5	10.0	10.2
of which: Provisions for pensions	3.9	3.9	3.8	3.4	3.5	3.5	3.3	3.3	3.2	3.1	2.8	2.9
Memo item: Sales	283.3	276.4	270.1	279.0	285.5	277.9	282.9	285.5	293.6	296.8	284.2	293.7
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	11.4	11.4	11.2	10.9	10.4	10.5	10.1	9.9	9.7	9.4	10.0	9.8
Short-term receivables	12.1	12.5	13.0	13.0	12.5	12.6	12.3	12.5	12.0	12.1	12.5	11.9
	Percentage of tangible fixed assets											
Equity (adjusted)	67.2	74.1	76.9	79.4	82.4	102.4	110.0	117.5	124.7	131.8	143.3	141.9
Long-term equity and liabilities	185.6	197.8	202.9	197.6	197.8	214.2	218.2	222.4	225.5	229.4	236.6	234.8
	Percentage of fixed assets											
Long-term equity and liabilities	129.9	134.1	133.3	132.8	132.7	133.9	137.0	140.8	142.9	142.2	138.5	140.1
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	68.7	71.3	73.7	73.6	74.7	76.4	78.5	81.3	81.6	82.3	80.2	80.2
Cash resources, short-term receivables and inventories	124.1	127.6	128.5	126.7	127.3	129.9	132.1	134.4	135.5	135.0	132.8	134.3
	Percentage of liabilities and provisions less cash											
Cash Flow	.	11.4	12.0	11.6	11.1	12.4	12.4	13.5	14.6	15.8	14.5	14.9
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.7	6.8	7.1	7.8	6.9	7.4	7.5	7.6	8.5	9.0	8.7	8.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 6 Wholesale and retail trade; repair of motor vehicles and motorcycles\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	99.9	100.0	99.8	100.0	99.9	100.0	99.9	99.9	99.9	99.9
Change in finished goods	0.1	0.0	0.2	0.0	0.1	0.0	0.1	0.1	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other income	3.0	2.8	2.7	2.7	2.9	2.7	2.9	2.1	1.7	1.7
Total income	103.2	103.0	102.9	102.9	103.0	102.8	103.1	102.2	101.9	101.8
Cost of materials	76.9	77.3	78.0	78.1	77.7	77.5	77.1	77.1	76.9	77.1
Personnel expenses	9.2	8.7	8.4	8.6	8.9	9.0	9.2	9.2	9.3	9.3
Depreciation	1.2	1.1	1.1	1.1	1.2	1.1	1.1	1.2	1.2	1.1
Interest and similar expenses	0.7	0.6	0.6	0.6	0.5	0.5	0.5	0.4	0.4	0.4
Operating taxes	0.7	0.7	0.6	0.6	0.7	0.7	0.7	0.1	0.1	0.1
of which: Excise duties	0.6	0.6	0.6	0.6	0.6	0.7	0.6	0.0	0.0	0.0
Other expenses	11.9	11.5	11.1	11.1	11.1	11.0	11.4	10.9	10.7	10.6
Total expenses before taxes on income	100.6	99.9	99.9	100.1	100.1	99.8	100.0	98.9	98.5	98.5
Annual result before taxes on income	2.6	3.1	3.0	2.7	2.9	3.1	3.1	3.3	3.3	3.2
Taxes on income	0.5	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.7
Annual result	2.1	2.5	2.4	2.2	2.4	2.5	2.5	2.7	2.7	2.6
	Percentage of sales									
Annual result before taxes on income	2.6	3.1	3.0	2.7	2.9	3.1	3.1	3.3	3.3	3.3
Cash flow	3.6	3.6	3.6	3.3	3.6	3.7	3.8	4.0	4.2	4.0
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Tangible fixed assets	16.4	16.1	15.9	16.5	16.7	16.5	16.5	16.5	15.7	15.5
Inventories	27.4	27.2	28.0	27.3	27.1	27.2	26.8	26.1	25.9	26.1
Cash	8.0	8.5	8.2	8.3	8.4	8.4	8.3	8.9	8.0	8.2
Receivables	36.1	36.2	36.0	36.1	35.8	35.5	35.2	35.3	36.7	36.9
Short-term	34.6	34.9	34.8	34.7	34.5	34.1	33.6	33.8	34.3	35.4
Long-term	1.6	1.2	1.2	1.4	1.3	1.4	1.6	1.5	2.4	1.6
Securities	1.1	1.2	1.4	1.3	1.3	1.5	1.8	1.5	1.4	1.5
Other long-term equity investments	9.7	9.6	9.3	9.3	9.6	9.7	10.2	10.3	11.0	10.5
Capital										
Equity (adjusted)	25.8	26.3	27.3	27.9	28.8	29.3	29.9	30.7	31.2	31.3
Liabilities	63.2	63.4	62.6	62.2	61.0	60.6	59.9	59.2	58.4	58.1
Short-term	50.8	51.6	51.4	50.9	50.3	50.0	49.3	49.3	48.9	48.6
Long-term	12.3	11.9	11.1	11.3	10.7	10.5	10.5	10.0	9.5	9.5
Provisions	10.5	9.8	9.6	9.4	9.6	9.5	9.6	9.5	9.7	9.9
of which: Provisions for pensions	3.1	2.6	2.5	2.4	2.6	2.5	2.7	2.5	2.5	2.6
Memo item: Sales	265.9	267.9	277.2	276.0	276.2	270.6	262.8	254.8	250.6	250.2
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	10.3	10.1	10.1	9.9	9.8	10.0	10.2	10.3	10.3	10.4
Short-term receivables	13.0	13.0	12.6	12.6	12.5	12.6	12.8	13.3	13.7	14.1
	Percentage of tangible fixed assets									
Equity (adjusted)	149.6	155.3	163.7	162.4	165.5	169.7	173.0	176.7	189.5	191.3
Long-term equity and liabilities	240.1	241.1	245.5	242.1	241.7	245.5	249.6	248.6	262.4	265.8
	Percentage of fixed assets									
Long-term equity and liabilities	143.0	144.3	148.4	146.5	145.5	145.8	144.5	144.2	140.7	147.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	85.1	85.6	85.4	86.2	86.5	86.5	87.0	88.3	87.6	90.7
Cash resources, short-term receivables and inventories	139.0	138.3	139.9	139.8	140.3	140.8	141.3	141.4	140.5	144.3
	Percentage of liabilities and provisions less cash									
Cash Flow	14.3	14.8	15.7	14.3	15.8	16.0	16.2	16.9	17.3	16.6
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	7.3	8.4	8.4	7.6	7.9	7.9	7.8	7.8	7.7	7.5

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6a) Wholesale and retail trade and repair of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	149.2	157.9	165.8	164.3	171.1	177.9	182.3	183.1	189.9	203.8	196.8	194.8
Change in finished goods	0.1	0.0	0.1	0.1	0.0	0.1	0.0	0.1	0.0	-0.1	0.1	0.1
Gross revenue	149.3	157.9	165.9	164.4	171.1	178.0	182.4	183.2	189.9	203.7	196.9	194.9
Interest and similar income	0.3	0.3	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.4	0.6	0.4
Other income	3.6	3.6	4.0	4.4	4.7	4.7	4.7	4.7	5.0	5.2	5.4	5.8
of which: Income from long-term equity investments	0.1	0.1	0.2	0.3	0.2	0.1	0.1	0.1	0.1	0.2	0.2	0.1
Total income	153.2	161.8	170.2	169.2	176.1	183.0	187.3	188.2	195.2	209.3	202.9	201.1
Cost of materials	118.1	124.5	130.2	127.9	134.0	138.1	140.2	139.5	146.2	156.8	150.9	148.7
Personnel expenses	14.9	15.5	16.3	17.2	17.7	18.6	19.2	19.8	19.5	20.4	20.8	20.8
Depreciation	2.4	2.7	2.9	3.0	3.0	2.9	3.0	2.9	2.9	3.2	3.3	3.2
of which: Depreciation of tangible fixed assets	2.2	2.5	2.7	2.7	2.6	2.6	2.8	2.7	2.7	3.0	3.1	2.9
Interest and similar expenses	1.9	2.0	2.1	2.4	2.3	2.2	2.1	2.1	2.1	2.2	2.4	2.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	13.8	14.5	16.0	16.7	17.3	18.7	19.4	20.2	20.3	21.6	21.2	22.5
Total expenses before taxes on income	151.3	159.4	167.6	167.4	174.4	180.5	184.0	184.5	191.0	204.3	198.7	198.0
Annual result before taxes on income	1.9	2.3	2.5	1.8	1.7	2.5	3.3	3.7	4.2	5.0	4.2	3.1
Taxes on income	0.5	0.6	0.7	0.6	0.7	0.7	0.8	0.8	1.0	1.0	0.9	0.7
Annual result	1.3	1.7	1.8	1.2	1.0	1.9	2.5	2.9	3.2	4.0	3.3	2.4
Profit and loss transfers (parent company)	0.0	0.0	0.0	0.0	0.1	0.1	0.0	-0.1	-0.1	0.0	0.0	-0.1
Profit and loss transfers (subsidiary)	0.1	0.1	0.1	0.1	-0.1	0.2	0.2	0.1	0.0	0.3	0.1	0.0
Profit for the year	1.3	1.6	1.8	1.1	1.2	1.8	2.3	2.7	3.1	3.7	3.1	2.3
Cash flow	.	4.8	5.4	4.6	4.0	5.2	5.5	6.0	6.2	7.7	6.2	5.4
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.4	0.3	0.3
Tangible fixed assets	12.8	14.1	15.4	15.9	15.3	15.6	16.4	18.3	17.7	19.2	18.7	18.6
of which: Land and buildings	7.8	8.5	9.1	9.6	8.7	8.9	9.4	10.8	10.2	10.8	10.1	10.2
Inventories	21.5	24.2	24.8	24.6	25.3	25.3	25.1	25.3	26.3	24.9	27.3	28.1
Raw materials, consumables and supplies	0.7	0.7	0.8	0.8	0.8	0.9	0.9	0.8	0.9	0.8	1.0	0.9
Work in progress	0.4	0.3	0.5	0.6	0.5	0.3	0.4	0.4	0.3	0.4	0.4	0.3
Finished goods and merchandise	20.3	23.1	23.5	23.1	24.0	24.0	23.7	24.0	25.0	23.6	25.8	26.8
Prepayments (inventories)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Non-financial assets	34.4	38.4	40.4	40.7	40.8	41.2	41.7	43.8	44.3	44.5	46.4	47.0
Cash	2.1	2.6	2.6	2.8	2.9	3.2	3.4	3.2	3.7	4.4	3.6	3.7
Receivables	16.3	17.5	18.7	19.7	20.0	20.5	21.4	22.3	22.9	24.7	25.1	23.1
Short-term	15.6	16.9	18.1	18.9	19.3	19.8	20.8	21.7	22.3	24.0	24.4	22.0
of which												
Trade receivables	9.8	10.5	11.0	11.2	11.3	11.2	10.9	10.6	10.8	12.4	12.2	10.8
Receivables from affiliated companies	3.5	3.9	4.0	4.5	5.1	5.4	6.7	7.8	8.0	7.8	8.2	7.5
Long-term	0.7	0.7	0.7	0.7	0.7	0.6	0.6	0.6	0.6	0.7	0.7	1.1
of which: Loans to affiliated companies	0.4	0.4	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.6
Securities	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2
Short-term securities	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.2	0.2
Long-term securities	0.1	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Other long-term equity investments	1.1	1.6	1.7	1.9	1.8	1.8	1.4	1.5	2.9	2.6	2.6	2.7
of which: Goodwill	0.2	0.2	0.3	0.3	0.4	0.3	0.4	0.3	1.5	1.2	1.1	1.0
Prepaid expenses	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.4	0.4
Financial assets	19.8	22.0	23.4	24.6	25.0	25.7	26.6	27.5	29.9	32.3	32.0	30.1
Balance sheet total (adjusted)	54.3	60.4	63.8	65.3	65.9	66.9	68.3	71.3	74.3	76.7	78.4	77.1
<b>Capital</b>												
Equity (adjusted)	3.5	4.0	5.0	5.2	6.1	7.3	8.1	8.7	10.3	11.4	11.7	12.4
Liabilities	45.8	51.1	52.9	53.9	53.4	52.8	53.5	55.7	57.0	57.9	59.5	57.6
Short-term	34.6	38.4	39.4	40.7	41.9	41.8	41.9	43.0	44.0	44.6	47.3	45.5
of which												
Liabilities to banks	14.1	16.2	16.6	16.7	17.6	16.7	16.6	17.0	17.0	16.6	18.6	19.9
Trade payables	11.3	11.5	11.2	11.7	12.3	12.0	11.7	11.3	11.6	11.8	12.4	10.7
Liabilities to affiliated companies	5.4	6.3	6.9	7.8	7.6	8.5	8.8	9.8	10.4	11.3	11.1	10.0
Payments received on account of orders	0.3	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4
Long-term	11.2	12.7	13.5	13.1	11.5	11.0	11.7	12.7	12.9	13.3	12.2	12.1
of which												
Liabilities to banks	8.3	9.4	10.4	10.3	8.7	8.2	8.8	9.5	9.8	10.2	9.4	8.9
Liabilities to affiliated companies	2.0	2.3	2.4	2.1	2.1	2.1	2.0	2.1	2.0	1.9	1.6	2.0
Provisions	4.8	5.1	5.6	6.1	6.2	6.6	6.5	6.7	6.8	7.2	7.0	6.9
of which:												
Provisions for pensions	1.2	1.2	1.2	1.3	1.5	1.5	1.4	1.4	1.4	1.5	1.4	1.4
Half of the special tax-allowable reserve	0.2	0.2	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.5	0.3	0.2
Deferred income	0.2	0.2	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Liabilities and provisions	50.8	56.3	58.8	60.1	59.8	59.6	60.2	62.6	64.0	65.3	66.7	64.8
Balance sheet total (adjusted)	54.3	60.4	63.8	65.3	65.9	66.9	68.3	71.3	74.3	76.7	78.4	77.1

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6a) Wholesale and retail trade and repair of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	211.2	195.2	213.1	209.7	211.8	219.6	234.6	267.0	279.9	290.6
Change in finished goods	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1
Gross revenue	211.3	195.2	213.2	209.8	211.9	219.7	234.6	267.2	280.1	290.8
Interest and similar income	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2
Other income	6.2	5.3	5.5	5.8	5.7	6.1	5.3	4.9	4.0	4.0
of which: Income from long-term equity investments	0.2	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3
Total income	217.8	200.8	219.1	215.9	217.9	226.0	240.1	272.3	284.2	295.0
Cost of materials	162.5	147.8	163.5	160.5	161.2	169.5	183.3	212.1	219.5	228.0
Personnel expenses	21.9	20.7	21.7	22.5	23.2	23.3	23.4	24.4	26.4	27.5
Depreciation	3.1	3.0	3.0	3.2	3.7	3.0	2.9	3.2	3.5	3.6
of which: Depreciation of tangible fixed assets	2.8	2.7	2.8	3.0	3.4	2.8	2.8	3.0	3.4	3.5
Interest and similar expenses	2.1	1.7	1.7	1.8	1.7	1.5	1.4	1.3	1.4	1.5
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	24.2	22.2	23.2	23.1	23.2	23.2	23.5	24.9	25.8	26.6
Total expenses before taxes on income	213.9	195.5	213.3	211.3	213.2	220.6	234.6	266.1	276.9	287.3
Annual result before taxes on income	3.9	5.3	5.8	4.6	4.7	5.4	5.5	6.2	7.4	7.7
Taxes on income	0.8	1.0	1.1	0.9	1.0	1.0	1.1	1.3	1.5	1.6
Annual result	3.1	4.3	4.7	3.7	3.7	4.4	4.4	4.9	5.8	6.0
Profit and loss transfers (parent company)	- 0.1	0.0	0.0	- 0.1	- 0.1	- 0.1	0.1	0.1	0.1	0.1
Profit and loss transfers (subsidiary)	0.0	0.3	0.4	0.2	0.2	0.4	0.3	0.5	0.5	0.6
Profit for the year	3.0	4.1	4.3	3.5	3.4	3.9	4.1	4.5	5.4	5.5
Cash flow	7.8	6.4	7.8	6.9	8.0	7.3	7.2	9.6	10.8	10.4
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	0.4	0.3	0.3	0.3	0.3	0.2	0.4	0.4	0.4	0.4
Tangible fixed assets	17.9	17.9	18.2	20.3	19.8	20.2	20.3	22.0	24.3	24.1
of which: Land and buildings	10.3	9.8	9.4	10.7	10.4	10.3	10.1	10.5	11.7	11.4
Inventories	25.9	24.2	27.8	28.1	28.4	29.8	31.0	35.8	39.9	42.7
Raw materials, consumables and supplies	0.9	0.9	0.9	0.9	0.8	0.8	0.8	0.9	0.9	0.9
Work in progress	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.4	0.5	0.5
Finished goods and merchandise	24.5	22.9	26.4	26.7	26.9	28.4	29.7	34.3	38.2	41.0
Prepayments (inventories)	0.1	0.1	0.2	0.2	0.2	0.1	0.2	0.2	0.2	0.3
Non-financial assets	44.2	42.4	46.3	48.7	48.5	50.2	51.6	58.2	64.5	67.3
Cash	4.7	5.3	5.0	5.1	5.6	5.8	5.5	6.2	6.4	7.0
Receivables	25.1	23.4	23.8	23.8	24.1	25.1	26.3	30.2	33.9	35.2
Short-term	24.1	22.7	23.1	23.1	23.5	24.4	25.6	29.2	32.9	34.1
of which										
Trade receivables	10.9	10.1	10.2	9.9	9.8	9.6	9.4	10.3	12.3	12.8
Receivables from affiliated companies	9.4	8.9	9.2	9.3	9.8	10.7	12.1	14.5	15.7	15.9
Long-term	1.0	0.7	0.7	0.7	0.6	0.7	0.8	0.9	1.0	1.0
of which: Loans to affiliated companies	0.3	0.3	0.3	0.3	0.4	0.4	0.5	0.7	0.6	0.8
Securities	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.2	0.3	0.3
Short-term securities	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2
Long-term securities	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	0.2	0.1
Other long-term equity investments	3.0	2.6	2.6	2.7	1.8	2.6	2.5	3.0	3.6	3.8
of which: Goodwill	1.1	0.9	0.9	0.9	0.3	0.2	0.6	0.8	0.9	0.8
Prepaid expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4
Financial assets	33.4	31.9	31.9	32.1	32.0	33.9	34.8	40.0	44.6	46.6
Balance sheet total (adjusted)	77.6	74.3	78.2	80.8	80.4	84.1	86.4	98.1	109.1	113.9
<b>Capital</b>										
Equity (adjusted)	14.3	14.5	15.7	16.8	16.0	17.9	18.4	20.9	24.4	25.7
Liabilities	54.5	51.9	54.4	56.1	56.0	57.8	59.6	67.3	73.3	76.1
Short-term	43.5	41.4	43.8	44.5	45.3	46.9	48.7	55.5	60.7	63.7
of which										
Liabilities to banks	16.8	15.0	16.1	17.2	17.1	17.7	18.5	21.0	23.0	24.1
Trade payables	10.5	11.1	11.2	10.7	10.4	10.5	10.5	11.4	12.5	13.2
Liabilities to affiliated companies	10.8	9.8	10.7	11.1	11.2	12.5	13.7	16.3	17.5	18.3
Payments received on account of orders	0.4	0.5	0.5	0.5	0.7	0.6	0.7	0.7	0.8	0.9
Long-term	11.0	10.5	10.6	11.5	10.6	10.9	10.9	11.8	12.6	12.4
of which										
Liabilities to banks	8.1	7.2	6.9	7.6	7.2	7.2	7.0	8.1	8.8	8.6
Liabilities to affiliated companies	1.7	1.5	1.8	2.0	1.9	2.0	2.4	2.3	2.4	2.6
Provisions	8.6	7.7	7.8	7.7	8.2	8.2	8.2	9.7	11.1	11.8
of which:										
Provisions for pensions	1.7	1.3	1.3	1.4	1.5	1.5	1.3	1.4	1.6	1.7
Half of the special tax-allowable reserve	0.1	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.2	0.2	0.3	0.2	0.3	0.2	0.2	0.2	0.3	0.3
Liabilities and provisions	63.3	59.8	62.5	64.0	64.4	66.2	68.0	77.2	84.7	88.2
Balance sheet total (adjusted)	77.6	74.3	78.2	80.8	80.4	84.1	86.4	98.1	109.1	113.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 6a) Wholesale and retail trade and repair of motor vehicles and motorcycles\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.9	100.0	100.0	99.9	100.0	99.9	100.0	100.0	100.0	100.0	99.9	100.0
Change in finished goods	0.1	0.0	0.0	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.0
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.2
Other income	2.4	2.3	2.4	2.7	2.7	2.6	2.6	2.6	2.6	2.6	2.7	3.0
Total income	102.6	102.4	102.6	102.9	102.9	102.8	102.7	102.7	102.8	102.8	103.0	103.2
Cost of materials	79.1	78.9	78.5	77.8	78.3	77.6	76.9	76.1	77.0	77.0	76.6	76.3
Personnel expenses	10.0	9.8	9.8	10.5	10.3	10.4	10.6	10.8	10.3	10.0	10.6	10.7
Depreciation	1.6	1.7	1.8	1.8	1.7	1.6	1.7	1.6	1.5	1.6	1.7	1.6
Interest and similar expenses	1.3	1.3	1.3	1.5	1.4	1.2	1.2	1.1	1.1	1.1	1.2	1.4
Operating taxes	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	9.2	9.2	9.7	10.2	10.1	10.5	10.6	11.0	10.7	10.6	10.8	11.5
Total expenses before taxes on income	101.4	101.0	101.1	101.8	101.9	101.4	100.9	100.7	100.6	100.3	100.9	101.6
Annual result before taxes on income	1.3	1.5	1.5	1.1	1.0	1.4	1.8	2.0	2.2	2.5	2.1	1.6
Taxes on income	0.4	0.4	0.4	0.3	0.4	0.4	0.4	0.4	0.5	0.5	0.5	0.4
Annual result	0.9	1.1	1.1	0.7	0.6	1.1	1.4	1.6	1.7	2.0	1.7	1.2
	Percentage of sales											
Annual result before taxes on income	1.3	1.5	1.5	1.1	1.0	1.4	1.8	2.0	2.2	2.5	2.1	1.6
Cash flow	.	3.1	3.3	2.8	2.4	2.9	3.0	3.3	3.3	3.8	3.1	2.8
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.5	0.4	0.4	0.4
Tangible fixed assets	23.6	23.3	24.2	24.4	23.3	23.4	24.0	25.6	23.9	25.0	23.9	24.1
Inventories	39.6	40.1	38.9	37.7	38.5	37.9	36.7	35.5	35.4	32.5	34.8	36.4
Cash	3.9	4.2	4.0	4.2	4.5	4.8	5.0	4.5	5.0	5.7	4.6	4.8
Receivables	30.0	29.0	29.3	30.1	30.3	30.6	31.4	31.3	30.8	32.2	32.0	29.9
Short-term	28.7	28.0	28.3	29.0	29.3	29.6	30.5	30.4	30.1	31.3	31.1	28.5
Long-term	1.2	1.1	1.0	1.1	1.0	0.9	0.9	0.8	0.8	0.9	0.9	1.4
Securities	0.2	0.2	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.3	0.3	0.3
Other long-term equity investments	2.0	2.6	2.7	2.8	2.8	2.7	2.1	2.1	3.9	3.4	3.4	3.5
Capital												
Equity (adjusted)	6.4	6.7	7.9	8.0	9.2	11.0	11.8	12.1	13.9	14.9	14.9	16.0
Liabilities	84.4	84.5	82.9	82.5	81.1	78.9	78.4	78.2	76.7	75.4	75.8	74.7
Short-term	63.8	63.6	61.8	62.4	63.7	62.5	61.3	60.3	59.3	58.1	60.3	59.0
Long-term	20.6	21.0	21.1	20.1	17.4	16.4	17.1	17.8	17.4	17.3	15.5	15.6
Provisions	8.8	8.4	8.8	9.3	9.5	9.8	9.5	9.3	9.2	9.4	9.0	9.0
of which: Provisions for pensions	2.1	2.0	1.9	2.0	2.2	2.2	2.1	2.0	1.9	1.9	1.8	1.8
Memo item: Sales	274.9	261.4	259.9	251.5	259.8	265.8	267.0	256.8	255.8	265.5	250.9	252.6
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	14.4	15.3	15.0	15.0	14.8	14.2	13.8	13.8	13.8	12.2	13.9	14.4
Short-term receivables	10.4	10.7	10.9	11.5	11.3	11.1	11.4	11.9	11.8	11.8	12.4	11.3
	Percentage of tangible fixed assets											
Equity (adjusted)	27.0	28.4	32.2	32.2	39.1	46.3	48.6	46.8	57.0	58.6	61.3	65.3
Long-term equity and liabilities	123.9	127.5	128.1	123.6	124.4	127.1	129.7	125.5	138.7	136.6	134.1	137.5
	Percentage of fixed assets											
Long-term equity and liabilities	108.4	109.8	110.8	106.1	106.9	110.1	115.2	112.3	116.0	116.3	113.6	114.3
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	51.2	50.7	52.5	53.3	53.1	55.2	58.0	58.1	59.3	64.0	59.6	56.8
Cash resources, short-term receivables and inventories	113.2	113.7	115.4	113.7	113.5	115.8	117.9	117.0	118.9	119.8	117.3	118.5
	Percentage of liabilities and provisions less cash											
Cash Flow	.	9.0	9.6	8.0	7.1	9.2	9.6	10.1	10.3	12.6	9.8	8.8
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	6.1	6.2	6.3	5.5	5.0	6.1	6.8	7.1	7.1	8.1	7.2	6.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 6a) Wholesale and retail trade and repair of motor vehicles and motorcycles\*

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	100.0	100.0	100.0	99.9	100.0	100.0	100.0	99.9	99.9	100.0
Change in finished goods	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.0
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other income	2.9	2.7	2.6	2.8	2.7	2.8	2.2	1.8	1.4	1.4
Total income	103.1	102.9	102.7	102.9	102.8	102.9	102.3	101.9	101.5	101.5
Cost of materials	76.9	75.7	76.7	76.5	76.1	77.2	78.1	79.4	78.4	78.4
Personnel expenses	10.4	10.6	10.2	10.7	10.9	10.6	10.0	9.1	9.4	9.5
Depreciation	1.5	1.5	1.4	1.5	1.8	1.4	1.2	1.2	1.3	1.3
Interest and similar expenses	1.0	0.9	0.8	0.9	0.8	0.7	0.6	0.5	0.5	0.5
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	11.5	11.4	10.9	11.0	10.9	10.5	10.0	9.3	9.2	9.1
Total expenses before taxes on income	101.2	100.1	100.0	100.7	100.6	100.4	100.0	99.6	98.9	98.8
Annual result before taxes on income	1.8	2.7	2.7	2.2	2.2	2.5	2.3	2.3	2.6	2.6
Taxes on income	0.4	0.5	0.5	0.4	0.5	0.5	0.5	0.5	0.5	0.6
Annual result	1.5	2.2	2.2	1.8	1.8	2.0	1.9	1.8	2.1	2.1
Percentage of sales										
Annual result before taxes on income	1.8	2.7	2.7	2.2	2.2	2.5	2.3	2.3	2.6	2.6
Cash flow	3.7	3.3	3.6	3.3	3.8	3.3	3.1	3.6	3.9	3.6
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.5	0.4	0.4	0.4	0.4	0.3	0.4	0.4	0.3	0.4
Tangible fixed assets	23.1	24.1	23.3	25.1	24.6	24.0	23.5	22.4	22.2	21.2
Inventories	33.4	32.6	35.5	34.8	35.3	35.4	35.8	36.5	36.5	37.5
Cash	6.1	7.1	6.4	6.3	7.0	6.8	6.4	6.4	5.9	6.1
Receivables	32.3	31.5	30.4	29.5	29.9	29.8	30.5	30.7	31.1	30.9
Short-term	31.1	30.6	29.6	28.6	29.2	29.0	29.6	29.8	30.2	30.0
Long-term	1.3	1.0	0.8	0.8	0.8	0.8	0.9	1.0	0.9	0.9
Securities	0.3	0.2	0.2	0.2	0.2	0.2	0.1	0.2	0.3	0.3
Other long-term equity investments	3.9	3.6	3.4	3.3	2.2	3.1	2.9	3.1	3.3	3.3
Capital										
Equity (adjusted)	18.4	19.5	20.1	20.8	19.9	21.2	21.3	21.3	22.4	22.6
Liabilities										
Short-term	56.1	55.7	56.0	55.2	56.4	55.8	56.3	56.5	55.6	55.9
Long-term	14.1	14.1	13.6	14.2	13.2	12.9	12.7	12.1	11.5	10.9
Provisions	11.0	10.4	9.9	9.5	10.1	9.8	9.4	9.9	10.2	10.3
of which: Provisions for pensions	2.2	1.8	1.6	1.7	1.8	1.7	1.5	1.4	1.4	1.5
Memo item: Sales	272.3	262.7	272.6	259.6	263.3	261.1	271.3	272.0	256.6	255.1
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	12.3	12.4	13.0	13.4	13.4	13.6	13.2	13.4	14.2	14.7
Short-term receivables	11.4	11.6	10.8	11.0	11.1	11.1	10.9	10.9	11.8	11.7
Percentage of tangible fixed assets										
Equity (adjusted)	78.1	79.5	84.9	81.5	79.7	87.5	89.1	93.4	99.1	104.8
Long-term equity and liabilities	147.7	144.7	149.5	144.2	140.1	148.1	148.7	152.5	156.5	162.3
Percentage of fixed assets										
Long-term equity and liabilities	120.7	121.7	126.5	123.5	124.6	127.1	128.0	129.2	131.3	134.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	66.5	67.8	64.4	63.6	64.4	64.5	64.0	64.2	65.1	64.8
Cash resources, short-term receivables and inventories	125.9	126.4	127.8	126.6	127.0	128.0	127.6	128.7	130.7	131.9
Percentage of liabilities and provisions less cash										
Cash Flow	13.3	11.8	13.5	11.7	13.6	12.1	11.5	13.6	13.8	12.8
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	6.6	8.1	8.2	6.9	6.7	7.0	6.7	6.3	6.7	6.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 6b) Wholesale trade, except of motor vehicles and motorcycles\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	686.4	688.3	694.8	756.6	761.8	739.8	745.7	794.0	836.3	917.6	962.1	1 039.8
Change in finished goods	0.2	0.3	0.2	1.0	0.4	0.2	0.4	0.3	0.6	0.3	0.8	1.0
Gross revenue	686.6	688.6	695.0	757.6	762.2	739.9	746.1	794.3	836.9	917.8	963.0	1 040.9
Interest and similar income	2.0	2.1	1.9	2.3	2.3	2.1	1.8	1.7	1.9	2.0	2.7	3.2
Other income	16.2	17.6	17.3	19.4	19.7	21.3	20.9	18.8	19.9	19.7	21.9	25.6
of which: Income from long-term equity investments	2.0	2.2	1.9	2.3	2.2	1.6	2.2	1.1	1.3	1.6	1.8	3.1
Total income	704.9	708.2	714.2	779.3	784.1	763.4	768.9	814.7	858.8	939.5	987.6	1 069.6
Cost of materials	561.3	563.0	566.0	620.2	621.3	594.4	601.8	645.6	686.7	753.0	794.3	860.1
Personnel expenses	51.9	52.4	52.6	54.8	55.8	56.7	55.2	56.8	57.0	60.5	61.5	65.1
Depreciation	9.9	9.9	9.6	9.8	9.7	9.2	9.0	8.8	8.3	8.6	9.0	9.3
of which: Depreciation of tangible fixed assets	7.8	7.9	7.9	8.0	7.8	7.5	7.3	7.3	7.0	7.2	7.5	7.6
Interest and similar expenses	5.4	5.6	5.3	6.1	6.2	5.3	4.6	4.2	4.0	4.6	5.2	6.3
Operating taxes	10.6	9.6	10.6	11.8	14.3	15.5	15.2	11.5	10.4	10.3	10.8	10.6
of which: Excise duties	8.4	9.1	9.5	10.8	13.1	15.0	14.7	10.9	9.8	9.6	9.9	9.9
Other expenses	54.1	55.3	57.3	62.8	62.7	66.0	65.9	68.8	70.7	77.4	79.7	90.3
Total expenses before taxes on income	693.4	695.8	701.3	765.5	770.0	747.2	751.7	795.6	837.1	914.4	960.4	1 041.8
Annual result before taxes on income	11.5	12.5	12.9	13.7	14.1	16.2	17.1	19.1	21.7	25.1	27.3	27.8
Taxes on income	3.7	3.8	4.3	4.3	4.1	4.1	4.4	4.8	5.6	5.9	6.8	6.0
Annual result	7.8	8.7	8.6	9.5	10.0	12.1	12.7	14.2	16.1	19.2	20.5	21.8
Profit and loss transfers (parent company)	0.0	-0.1	-0.2	-0.3	0.2	-0.2	0.1	0.3	0.5	0.4	1.2	0.6
Profit and loss transfers (subsidiary)	1.2	1.0	0.9	1.3	2.3	2.8	1.6	2.6	3.9	4.5	4.6	4.8
Profit for the year	6.6	7.6	7.4	7.8	8.0	9.1	11.2	12.0	12.8	15.1	17.1	17.6
Cash flow	.	19.5	20.0	19.7	20.3	22.1	20.6	24.5	24.8	30.4	31.4	32.8
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	1.3	1.5	1.6	1.6	2.0	2.2	2.2	2.6	2.5	2.3	2.8	2.8
Tangible fixed assets	34.0	34.3	35.4	36.6	36.4	35.0	34.7	35.5	34.7	36.1	36.5	39.4
of which: Land and buildings	19.9	20.3	20.5	21.2	21.2	20.8	20.7	20.9	19.7	19.8	19.5	20.8
Inventories	59.8	59.5	59.6	63.3	60.6	61.9	61.4	64.5	66.6	74.1	83.2	88.0
Raw materials, consumables and supplies	3.0	3.0	3.0	3.6	3.5	3.4	3.2	3.5	3.7	4.2	4.6	4.9
Work in progress	2.7	2.8	2.8	3.3	4.0	3.9	4.8	5.0	5.2	4.7	5.3	4.9
Finished goods and merchandise	52.1	51.8	51.3	53.4	51.6	49.5	48.1	49.6	50.9	57.0	63.8	67.3
Prepayments (inventories)	2.0	1.9	2.6	3.0	1.5	5.0	5.3	6.3	6.8	8.2	9.5	10.8
Non-financial assets	95.2	95.4	96.7	101.6	99.0	99.1	98.3	102.6	103.9	112.5	122.5	130.2
Cash	12.9	12.9	13.4	14.6	15.9	16.0	17.7	19.8	20.4	21.8	23.5	24.9
Receivables	103.9	105.2	111.6	121.1	115.3	113.8	109.9	115.2	116.3	129.3	140.9	145.5
Short-term	99.3	101.1	107.8	116.7	110.8	109.6	105.9	111.4	112.3	124.9	136.7	140.2
of which												
Trade receivables	61.3	60.2	65.5	70.3	66.3	64.1	61.7	64.2	66.3	74.3	78.4	73.5
Receivables from affiliated companies	26.3	28.2	29.8	32.9	31.4	32.1	31.3	33.9	32.2	35.0	40.1	45.9
Long-term	4.6	4.2	3.8	4.4	4.6	4.2	4.0	3.8	4.0	4.4	4.2	5.3
of which: Loans to affiliated companies	2.3	1.9	1.7	2.0	2.3	2.0	1.5	1.4	1.8	2.1	1.9	2.3
Securities	1.2	1.7	1.8	1.6	1.4	2.5	3.6	3.9	4.1	3.9	3.6	5.0
Short-term securities	0.7	1.1	1.1	0.7	0.9	0.9	1.5	1.4	1.3	1.3	1.9	3.0
Long-term securities	0.5	0.7	0.7	0.9	0.4	1.6	2.2	2.5	2.7	2.6	1.7	2.0
Other long-term equity investments	16.4	20.0	22.1	21.7	22.9	28.4	27.0	25.8	26.1	27.2	34.0	38.5
of which: Goodwill	1.5	1.6	2.2	1.9	2.2	2.2	1.9	1.8	2.4	2.6	2.7	2.3
Prepaid expenses	0.9	0.9	0.9	0.9	0.9	1.0	1.1	1.1	1.1	1.2	1.2	1.3
Financial assets	135.3	140.8	149.8	160.0	156.4	161.7	159.3	165.8	168.0	183.4	203.3	215.1
Balance sheet total (adjusted)	230.5	236.2	246.5	261.5	255.4	260.8	257.6	268.4	271.8	295.9	325.8	345.4
<b>Capital</b>												
Equity (adjusted)	39.1	42.9	45.4	48.0	49.7	63.5	66.8	71.2	72.5	80.0	91.3	96.9
Liabilities	165.9	167.0	172.9	184.8	176.4	167.2	161.7	166.6	168.2	182.2	198.6	210.6
Short-term	136.3	134.6	141.3	153.0	145.1	139.4	134.3	140.0	142.5	156.1	172.0	179.5
of which												
Liabilities to banks	31.3	32.7	33.6	36.1	33.6	31.4	27.4	24.1	24.3	25.3	27.8	30.1
Trade payables	51.7	48.2	49.3	52.3	47.3	46.1	44.3	46.8	47.2	51.5	55.1	51.7
Liabilities to affiliated companies	35.9	35.5	38.6	42.6	42.9	38.4	37.7	41.6	44.2	51.6	56.3	62.5
Payments received on account of orders	4.5	4.2	4.6	5.7	4.1	8.1	9.0	10.4	10.0	10.2	13.7	14.5
Long-term	29.6	32.4	31.6	31.8	31.3	27.8	27.4	26.5	25.7	26.1	26.6	31.2
of which												
Liabilities to banks	17.3	18.1	18.8	19.4	18.3	16.8	16.2	15.4	13.4	14.9	15.5	19.4
Liabilities to affiliated companies	9.9	11.1	9.8	9.7	9.9	8.7	8.7	8.1	9.3	8.1	7.9	8.1
Provisions	25.1	25.8	27.2	27.7	28.1	29.2	28.3	29.7	30.1	32.7	34.7	36.6
of which:												
Provisions for pensions	9.5	9.8	10.0	10.0	10.3	10.5	9.9	10.3	10.1	10.3	10.5	11.5
Half of the special tax-allowable reserve	0.9	0.9	0.9	0.9	1.0	0.9	0.9	0.9	0.9	0.9	0.6	0.4
Deferred income	0.3	0.6	1.0	1.0	1.1	0.8	0.8	0.9	1.0	1.0	1.2	1.2
Liabilities and provisions	191.4	193.3	201.1	213.5	205.7	197.3	190.8	197.1	199.3	215.9	234.5	248.5
Balance sheet total (adjusted)	230.5	236.2	246.5	261.5	255.4	260.8	257.6	268.4	271.8	295.9	325.8	345.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6b) Wholesale trade, except of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	922.4	1 027.7	1 121.3	1 137.3	1 125.1	1 150.3	1 150.9	1 147.2	1 207.9	1 262.6
Change in finished goods	1.0	0.3	2.4	0.4	0.8	- 0.1	0.7	1.2	1.6	1.5
Gross revenue	923.4	1 028.0	1 123.7	1 137.7	1 125.9	1 150.2	1 151.6	1 148.4	1 209.5	1 264.1
Interest and similar income	2.4	1.9	2.1	2.1	1.7	1.8	1.8	1.8	2.0	1.8
Other income	26.0	28.3	29.5	29.7	32.0	29.0	34.4	25.7	21.7	21.4
of which: Income from long-term equity investments	2.8	2.9	3.1	2.9	4.2	3.2	3.9	5.4	3.4	4.5
Total income	951.8	1 058.2	1 155.3	1 169.4	1 159.5	1 181.0	1 187.8	1 175.9	1 233.2	1 287.3
Cost of materials	751.2	841.3	929.0	942.6	928.0	944.0	938.8	936.2	985.6	1 033.8
Personnel expenses	64.6	67.2	70.0	71.6	74.2	77.4	81.0	82.9	87.5	90.5
Depreciation	9.5	9.5	10.6	10.1	10.2	9.9	10.6	10.8	12.2	11.8
of which: Depreciation of tangible fixed assets	7.9	8.1	9.1	8.4	8.7	8.7	9.1	9.5	9.9	10.2
Interest and similar expenses	5.1	5.2	5.6	5.2	4.8	4.6	5.0	4.3	4.6	5.2
Operating taxes	10.7	10.8	10.9	11.1	12.5	13.1	12.3	0.7	0.6	0.7
of which: Excise duties	9.7	10.1	10.1	10.1	11.6	12.4	11.6	0.0	0.0	0.0
Other expenses	88.7	96.2	99.1	101.1	100.1	100.3	106.4	103.5	103.8	105.9
Total expenses before taxes on income	929.7	1 030.3	1 125.1	1 141.6	1 129.8	1 149.4	1 154.1	1 138.4	1 194.3	1 247.8
Annual result before taxes on income	22.1	27.9	30.2	27.9	29.7	31.6	33.7	37.4	38.8	39.4
Taxes on income	4.9	6.1	6.4	6.1	5.8	6.6	7.0	7.5	8.0	8.2
Annual result	17.2	21.8	23.8	21.8	23.9	25.0	26.7	30.0	30.8	31.3
Profit and loss transfers (parent company)	0.8	1.6	1.9	1.8	0.3	1.3	1.8	2.1	2.6	5.2
Profit and loss transfers (subsidiary)	4.0	5.1	6.4	5.0	5.9	6.9	7.0	8.0	9.1	10.7
Profit for the year	14.0	18.3	19.3	18.5	18.3	19.4	21.4	24.1	24.3	25.7
Cash flow	29.4	31.9	35.5	31.6	34.8	36.7	40.7	41.6	47.3	47.1
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	3.2	3.7	3.5	3.5	3.3	3.5	3.6	4.0	3.9	4.8
Tangible fixed assets	42.8	45.4	46.9	48.4	49.3	51.7	55.0	57.0	58.6	60.4
of which: Land and buildings	24.0	24.9	25.4	25.8	26.3	27.4	28.5	29.2	29.8	30.4
Inventories	86.3	94.6	99.5	98.6	97.9	103.0	105.3	105.2	110.5	115.6
Raw materials, consumables and supplies	4.4	5.0	5.1	5.4	5.0	4.9	4.9	5.5	5.7	6.1
Work in progress	6.9	5.9	5.9	5.1	4.8	4.5	5.2	5.3	5.7	5.1
Finished goods and merchandise	62.5	69.1	75.1	75.2	76.5	81.4	84.9	86.3	90.9	96.3
Prepayments (inventories)	12.5	14.6	13.5	12.8	11.5	12.2	10.3	8.2	8.1	8.1
Non-financial assets	132.4	143.7	149.9	150.5	150.5	158.2	163.9	166.2	173.0	180.8
Cash	26.9	29.3	29.8	30.0	30.7	33.2	34.5	41.0	37.7	40.2
Receivables	147.8	162.2	169.2	172.5	168.4	175.0	182.2	192.8	212.8	223.5
Short-term	142.2	157.4	164.4	167.3	163.3	169.2	176.6	187.2	199.4	216.4
of which										
Trade receivables	69.3	78.5	81.7	81.2	77.2	78.5	79.2	82.4	88.7	91.8
Receivables from affiliated companies	51.9	59.8	63.9	66.4	66.4	71.0	76.8	83.4	89.0	101.5
Long-term	5.6	4.8	4.7	5.1	5.1	5.7	5.5	5.5	13.4	7.1
of which: Loans to affiliated companies	2.3	2.6	2.5	3.2	3.5	3.7	3.6	3.6	11.7	5.3
Securities	5.6	6.2	7.8	6.7	7.5	9.1	11.2	9.7	9.9	11.1
Short-term securities	3.4	3.6	4.7	3.6	3.7	4.4	5.8	4.4	3.3	3.4
Long-term securities	2.3	2.6	3.1	3.1	3.7	4.7	5.3	5.3	6.6	7.7
Other long-term equity investments	43.0	47.5	47.9	49.1	53.1	55.4	60.8	64.2	71.5	71.2
of which: Goodwill	3.0	3.0	2.9	2.6	2.3	2.1	1.8	2.0	2.0	1.7
Prepaid expenses	1.4	1.4	1.4	1.4	1.5	1.7	1.8	2.1	2.3	2.3
Financial assets	224.8	246.6	256.1	259.7	261.2	274.3	290.4	309.7	334.2	348.4
Balance sheet total (adjusted)	357.2	390.4	406.1	410.2	411.8	432.5	454.3	475.9	507.2	529.2
<b>Capital</b>										
Equity (adjusted)	109.0	119.6	126.9	131.5	136.2	143.6	152.5	163.6	178.2	186.2
Liabilities	207.5	229.4	236.6	236.4	232.4	243.9	253.2	262.5	274.8	284.6
Short-term	175.2	196.6	204.6	202.5	200.9	209.1	215.6	225.5	236.8	244.9
of which										
Liabilities to banks	26.2	28.7	28.2	28.1	28.9	29.7	28.5	29.3	30.4	32.4
Trade payables	48.5	55.0	57.1	61.5	58.1	58.7	59.9	61.9	64.9	68.2
Liabilities to affiliated companies	64.5	74.8	79.9	76.2	79.9	86.2	94.6	101.8	106.5	108.8
Payments received on account of orders	17.8	18.2	17.8	16.2	14.5	14.4	12.0	11.1	11.2	11.6
Long-term	32.2	32.8	32.0	33.8	31.6	34.8	37.6	37.1	38.0	39.7
of which										
Liabilities to banks	19.0	19.0	19.0	19.2	18.2	19.2	20.5	20.8	21.5	23.4
Liabilities to affiliated companies	9.6	10.0	9.4	10.0	9.0	9.8	10.6	10.4	11.0	10.5
Provisions	39.4	40.1	40.8	40.6	41.1	42.7	46.5	47.5	51.7	55.1
of which:										
Provisions for pensions	13.2	12.0	12.4	11.9	13.0	13.3	15.1	14.6	15.8	17.5
Half of the special tax-allowable reserve	0.4	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0
Deferred income	1.4	1.3	1.8	1.7	2.0	2.3	2.1	2.2	2.6	3.2
Liabilities and provisions	248.2	270.8	279.2	278.7	275.6	289.0	301.8	312.3	329.0	342.9
Balance sheet total (adjusted)	357.2	390.4	406.1	410.2	411.8	432.5	454.3	475.9	507.2	529.2

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

continued: 6b) Wholesale trade, except of motor vehicles and motorcycles\*

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	100.0	100.0	100.0	99.9	99.9	100.0	99.9	100.0	99.9	100.0	99.9	99.9
Change in finished goods	0.0	0.0	0.0	0.1	0.1	0.0	0.1	0.0	0.1	0.0	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.3
Other income	2.4	2.6	2.5	2.6	2.6	2.9	2.8	2.4	2.4	2.4	2.1	2.3
Total income	102.7	102.9	102.8	102.9	102.9	103.2	103.0	102.6	102.6	102.4	102.6	102.8
Cost of materials	81.7	81.8	81.4	81.9	81.5	80.3	80.7	81.3	82.1	82.0	82.5	82.6
Personnel expenses	7.6	7.6	7.6	7.2	7.3	7.7	7.4	7.1	6.8	6.6	6.4	6.3
Depreciation	1.4	1.4	1.4	1.3	1.3	1.2	1.2	1.1	1.0	0.9	0.9	0.9
Interest and similar expenses	0.8	0.8	0.8	0.8	0.8	0.7	0.6	0.5	0.5	0.5	0.5	0.6
Operating taxes	1.6	1.4	1.5	1.6	1.9	2.1	2.0	1.4	1.2	1.1	1.1	1.0
of which: Excise duties	1.2	1.3	1.4	1.4	1.7	2.0	2.0	1.4	1.2	1.0	1.0	0.9
Other expenses	7.9	8.0	8.2	8.3	8.2	8.9	8.8	8.7	8.4	8.4	8.3	8.7
Total expenses before taxes on income	101.0	101.0	100.9	101.0	101.0	101.0	100.8	100.2	100.0	99.6	99.7	100.1
Annual result before taxes on income	1.7	1.8	1.9	1.8	1.9	2.2	2.3	2.4	2.6	2.7	2.8	2.7
Taxes on income	0.5	0.5	0.6	0.6	0.5	0.6	0.6	0.6	0.7	0.6	0.7	0.6
Annual result	1.1	1.3	1.2	1.2	1.3	1.6	1.7	1.8	1.9	2.1	2.1	2.1
	Percentage of sales											
Annual result before taxes on income	1.7	1.8	1.9	1.8	1.9	2.2	2.3	2.4	2.6	2.7	2.8	2.7
Cash flow	.	2.8	2.9	2.6	2.7	3.0	2.8	3.1	3.0	3.3	3.3	3.2
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.6	0.7	0.6	0.8	0.8	0.8	1.0	0.9	0.8	0.9	0.8
Tangible fixed assets	14.8	14.5	14.4	14.0	14.3	13.4	13.5	13.2	12.8	12.2	11.2	11.4
Inventories	25.9	25.2	24.2	24.2	23.7	23.7	23.8	24.0	24.5	25.0	25.5	25.5
Cash	5.6	5.5	5.4	5.6	6.2	6.1	6.9	7.4	7.5	7.4	7.2	7.2
Receivables	45.1	44.6	45.3	46.3	45.2	43.6	42.7	42.9	42.8	43.7	43.3	42.1
Short-term	43.1	42.8	43.7	44.6	43.4	42.0	41.1	41.5	41.3	42.2	42.0	40.6
Long-term	2.0	1.8	1.5	1.7	1.8	1.6	1.5	1.4	1.5	1.5	1.3	1.5
Securities	0.5	0.7	0.7	0.6	0.5	1.0	1.4	1.5	1.5	1.3	1.1	1.4
Other long-term equity investments	7.1	8.5	9.0	8.3	9.0	10.9	10.5	9.6	9.6	9.2	10.4	11.2
Capital												
Equity (adjusted)	17.0	18.1	18.4	18.4	19.5	24.3	25.9	26.5	26.7	27.0	28.0	28.1
Liabilities	72.0	70.7	70.1	70.7	69.1	64.1	62.8	62.1	61.9	61.6	61.0	61.0
Short-term	59.1	57.0	57.3	58.5	56.8	53.4	52.1	52.2	52.4	52.8	52.8	52.0
Long-term	12.9	13.7	12.8	12.2	12.3	10.7	10.6	9.9	9.5	8.8	8.2	9.0
Provisions	10.9	10.9	11.0	10.6	11.0	11.2	11.0	11.1	11.1	11.0	10.7	10.6
of which: Provisions for pensions	4.1	4.1	4.1	3.8	4.0	4.0	3.8	3.9	3.7	3.5	3.2	3.3
Memo item: Sales	297.8	291.4	281.9	289.3	298.3	283.7	289.5	295.9	307.7	310.1	295.3	301.1
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	8.7	8.6	8.6	8.4	8.0	8.4	8.2	8.1	8.0	8.1	8.6	8.5
Short-term receivables	14.5	14.7	15.5	15.4	14.5	14.8	14.2	14.0	13.4	13.6	14.2	13.5
	Percentage of tangible fixed assets											
Equity (adjusted)	110.5	119.6	122.6	125.5	129.5	170.7	181.2	186.8	194.7	208.3	232.0	229.6
Long-term equity and liabilities	223.8	239.7	237.5	237.3	240.5	276.2	284.8	286.0	293.3	305.6	327.8	331.6
	Percentage of fixed assets											
Long-term equity and liabilities	139.1	141.5	138.2	139.1	139.3	144.0	149.9	155.4	155.9	161.7	162.6	159.1
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	82.8	85.5	86.6	86.3	88.0	90.8	93.1	94.7	94.0	94.8	94.2	93.7
Cash resources, short-term receivables and inventories	126.6	129.7	128.8	127.7	129.7	135.2	138.9	140.7	140.8	142.3	142.6	142.7
	Percentage of liabilities and provisions less cash											
Cash Flow	.	10.8	10.7	9.9	10.7	12.2	11.9	13.8	13.8	15.6	14.9	14.7
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.8	6.0	5.6	5.9	6.4	6.7	6.7	6.9	7.4	8.1	7.9	8.1

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 6b) Wholesale trade, except of motor vehicles and motorcycles\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.9	100.0	99.8	100.0	99.9	100.0	99.9	99.9	99.9	99.9
Change in finished goods	0.1	0.0	0.2	0.0	0.1	0.0	0.1	0.1	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.2	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.1
Other income	2.8	2.8	2.6	2.6	2.8	2.5	3.0	2.2	1.8	1.7
Total income	103.1	102.9	102.8	102.8	103.0	102.7	103.1	102.4	102.0	101.8
Cost of materials	81.4	81.8	82.7	82.9	82.4	82.1	81.5	81.5	81.5	81.8
Personnel expenses	7.0	6.5	6.2	6.3	6.6	6.7	7.0	7.2	7.2	7.2
Depreciation	1.0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0	0.9
Interest and similar expenses	0.6	0.5	0.5	0.5	0.4	0.4	0.4	0.4	0.4	0.4
Operating taxes	1.2	1.1	1.0	1.0	1.1	1.1	1.1	1.1	0.1	0.1
of which: Excise duties	1.0	1.0	0.9	0.9	1.0	1.1	1.0	0.0	0.0	0.0
Other expenses	9.6	9.4	8.8	8.9	8.9	8.7	9.2	9.0	8.6	8.4
Total expenses before taxes on income	100.7	100.2	100.1	100.3	100.3	99.9	100.2	99.1	98.7	98.7
Annual result before taxes on income	2.4	2.7	2.7	2.4	2.6	2.8	2.9	3.3	3.2	3.1
Taxes on income	0.5	0.6	0.6	0.5	0.5	0.6	0.6	0.7	0.7	0.6
Annual result	1.9	2.1	2.1	1.9	2.1	2.2	2.3	2.6	2.5	2.5
Percentage of sales										
Annual result before taxes on income	2.4	2.7	2.7	2.4	2.6	2.7	2.9	3.3	3.2	3.1
Cash flow	3.2	3.1	3.2	2.8	3.1	3.2	3.5	3.6	3.9	3.7
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.9	0.9	0.9	0.9	0.8	0.8	0.8	0.8	0.8	0.9
Tangible fixed assets	12.0	11.6	11.5	11.8	12.0	12.0	12.1	12.0	11.6	11.4
Inventories	24.2	24.2	24.5	24.0	23.8	23.8	23.2	22.1	21.8	21.8
Cash	7.5	7.5	7.3	7.3	7.5	7.7	7.6	8.6	7.4	7.6
Receivables	41.4	41.6	41.7	42.0	40.9	40.4	40.1	40.5	42.0	42.2
Short-term	39.8	40.3	40.5	40.8	39.7	39.1	38.9	39.3	39.3	40.9
Long-term	1.6	1.2	1.2	1.3	1.2	1.3	1.2	1.2	2.6	1.3
Securities	1.6	1.6	1.9	1.6	1.8	2.1	2.5	2.0	2.0	2.1
Other long-term equity investments	12.0	12.2	11.8	12.0	12.9	12.8	13.4	13.5	14.1	13.5
Capital										
Equity (adjusted)	30.5	30.6	31.2	32.1	33.1	33.2	33.6	34.4	35.1	35.2
Liabilities										
Short-term	49.1	50.4	50.4	49.4	48.8	48.3	47.5	47.4	46.7	46.3
Long-term	9.0	8.4	7.9	8.3	7.7	8.1	8.3	7.8	7.5	7.5
Provisions	11.0	10.3	10.1	9.9	10.0	9.9	10.2	10.0	10.2	10.4
of which: Provisions for pensions	3.7	3.1	3.0	2.9	3.2	3.1	3.3	3.1	3.1	3.3
Memo item: Sales	258.2	263.2	276.2	277.3	273.2	265.9	253.3	241.1	238.1	238.6
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	9.4	9.2	8.9	8.7	8.7	9.0	9.1	9.2	9.1	9.2
Short-term receivables	15.4	15.3	14.7	14.7	14.5	14.7	15.3	16.3	16.5	17.1
Percentage of tangible fixed assets										
Equity (adjusted)	236.7	243.4	251.7	253.2	258.6	260.0	260.2	268.2	285.0	285.8
Long-term equity and liabilities	336.1	335.1	340.2	341.6	343.4	347.3	350.3	353.1	371.0	373.6
Percentage of fixed assets										
Long-term equity and liabilities	159.7	158.2	161.5	162.4	157.7	158.4	157.6	158.4	150.5	161.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	98.5	96.8	97.2	99.2	98.4	98.9	100.6	103.2	101.5	106.2
Cash resources, short-term receivables and inventories	147.7	144.9	145.9	147.9	147.2	148.1	149.4	149.9	148.1	153.4
Percentage of liabilities and provisions less cash										
Cash Flow	13.3	13.2	14.2	12.7	14.2	14.3	15.2	15.3	16.2	15.6
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	6.3	6.9	7.2	6.6	7.0	6.9	7.0	7.2	7.0	6.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6c) Retail trade, except of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	375.4	390.9	404.2	427.4	432.3	428.3	430.1	432.7	448.0	459.7	462.1	473.0
Change in finished goods	0.2	0.1	0.2	0.3	0.2	0.2	0.2	0.1	0.1	0.0	0.3	0.2
Gross revenue	375.6	391.0	404.4	427.7	432.5	428.4	430.3	432.8	448.2	459.8	462.4	473.3
Interest and similar income	1.1	1.2	1.0	1.2	1.3	1.1	1.1	0.9	1.1	1.3	1.4	1.3
Other income	11.6	11.8	12.3	11.8	12.2	14.0	12.8	12.5	14.2	13.9	14.8	17.3
of which: Income from long-term equity investments	0.7	0.9	1.0	1.0	0.9	0.5	0.6	0.6	0.7	0.7	0.7	1.1
Total income	388.3	404.0	417.6	440.6	446.1	443.6	444.2	446.1	463.4	474.9	478.6	491.8
Cost of materials	254.0	261.4	271.7	291.0	298.4	295.1	295.9	297.5	308.6	317.5	320.3	326.9
Personnel expenses	55.5	56.6	56.7	58.3	59.1	59.0	58.0	57.7	58.0	57.4	58.0	59.5
Depreciation	7.9	8.1	8.3	8.1	8.9	8.2	8.2	7.0	6.9	6.7	6.9	7.0
of which: Depreciation of tangible fixed assets	7.3	7.6	7.9	7.7	8.1	7.4	7.1	6.3	6.4	6.3	6.5	6.5
Interest and similar expenses	4.8	4.8	4.7	4.7	4.9	4.8	4.4	4.0	3.9	3.9	3.8	3.9
Operating taxes	0.5	0.7	0.3	0.4	0.4	0.4	0.3	0.2	0.2	0.3	0.4	0.4
of which: Excise duties	0.2	0.4	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.1
Other expenses	56.8	62.8	63.5	62.5	63.4	64.5	65.5	67.4	69.9	72.5	71.7	76.8
Total expenses before taxes on income	379.5	394.4	405.3	424.9	435.1	432.0	432.3	433.8	447.5	458.2	461.1	474.5
Annual result before taxes on income	8.8	9.6	12.4	15.6	11.0	11.6	11.8	12.3	15.9	16.7	17.5	17.3
Taxes on income	1.7	2.1	1.9	2.0	2.2	2.1	2.4	2.3	2.6	2.8	3.0	2.7
Annual result	7.1	7.5	10.5	13.7	8.8	9.5	9.4	10.0	13.2	13.8	14.5	14.6
Profit and loss transfers (parent company)	0.1	0.1	0.1	0.0	0.4	0.2	0.4	0.3	0.3	0.5	0.5	0.5
Profit and loss transfers (subsidiary)	0.4	0.1	0.2	-0.1	0.2	1.1	-0.2	-1.1	0.0	0.1	0.3	1.4
Profit for the year	6.7	7.5	10.3	13.9	9.0	8.6	10.0	11.3	13.6	14.3	14.7	13.7
Cash flow	.	16.9	19.7	20.5	17.3	18.0	17.6	17.4	20.9	20.7	19.9	21.8
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.9	0.9	0.9	0.9	1.0	0.9	0.9	0.9	1.1	1.0	1.1	1.3
Tangible fixed assets	32.7	33.8	33.9	33.2	34.0	33.3	32.7	31.3	32.5	32.4	33.7	34.1
of which: Land and buildings	19.8	20.6	19.4	19.1	19.5	19.0	19.0	17.9	18.8	18.0	18.4	17.8
Inventories	56.4	57.8	57.6	58.5	56.3	54.1	51.2	49.1	50.3	50.4	51.3	51.6
Raw materials, consumables and supplies	1.4	1.5	1.3	1.4	1.5	1.3	1.2	1.1	1.0	1.2	1.2	1.1
Work in progress	0.9	0.8	0.8	0.8	0.9	1.3	1.2	1.1	0.9	1.3	1.0	1.0
Finished goods and merchandise	53.9	55.3	55.3	56.1	53.6	51.3	48.6	46.7	48.1	47.7	48.8	49.3
Prepayments (inventories)	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.2	0.2	0.3	0.2
Non-financial assets	90.0	92.4	92.4	92.6	91.2	88.3	84.8	81.2	83.9	83.8	86.1	87.0
Cash	8.2	8.1	9.2	9.5	10.7	11.2	12.0	11.7	12.5	13.9	14.6	14.2
Receivables	33.8	38.0	41.4	41.5	42.6	42.4	41.7	44.3	44.6	44.9	43.6	42.7
Short-term	31.8	36.3	38.8	39.8	40.8	40.3	40.0	42.7	42.8	42.4	41.0	40.2
of which												
Trade receivables	14.6	15.8	16.5	15.3	14.9	15.3	15.2	14.7	15.6	16.3	15.9	13.7
Receivables from affiliated companies	10.3	13.2	14.6	16.3	17.4	15.8	15.3	17.7	18.0	16.1	15.3	16.9
Long-term	2.0	1.7	2.6	1.7	1.8	2.2	1.7	1.6	1.7	2.4	2.6	2.5
of which: Loans to affiliated companies	0.9	0.6	0.7	0.6	0.5	0.9	0.4	0.5	0.4	1.1	1.4	1.2
Securities	0.4	0.4	0.5	0.7	0.7	0.7	0.7	0.9	1.5	1.2	1.0	1.2
Short-term securities	0.2	0.3	0.2	0.3	0.3	0.3	0.4	0.5	1.0	0.6	0.8	0.9
Long-term securities	0.2	0.2	0.3	0.4	0.4	0.4	0.3	0.4	0.5	0.5	0.3	0.3
Other long-term equity investments	9.5	11.2	13.7	11.4	10.9	13.2	14.3	15.1	12.7	15.5	19.7	12.8
of which: Goodwill	1.9	1.9	2.8	2.5	1.7	1.7	1.7	1.7	2.2	2.2	2.1	2.3
Prepaid expenses	0.7	0.7	0.8	0.7	0.8	0.9	0.9	0.9	0.9	0.9	1.0	1.0
Financial assets	52.7	58.5	65.6	63.8	65.7	68.4	69.5	72.9	72.2	76.3	80.0	71.9
Balance sheet total (adjusted)	142.7	150.9	158.0	156.5	156.9	156.7	154.3	154.1	156.1	160.1	166.1	158.9
<b>Capital</b>												
Equity (adjusted)	12.5	15.9	16.8	17.0	17.4	18.5	20.9	24.4	28.0	28.9	30.6	27.6
Liabilities	114.9	118.5	123.7	123.4	123.8	122.1	117.5	113.4	111.0	113.8	119.1	114.4
Short-term	77.6	78.4	78.6	82.4	83.0	82.6	80.6	78.4	78.8	82.9	88.2	85.5
of which												
Liabilities to banks	20.3	19.5	19.7	21.4	19.9	19.5	17.2	15.6	14.5	14.1	14.6	14.8
Trade payables	31.7	31.9	32.4	34.6	34.1	33.3	33.0	32.7	34.1	35.8	37.1	35.6
Liabilities to affiliated companies	13.4	14.4	14.5	14.3	16.5	17.5	17.4	17.3	16.8	19.9	21.6	21.9
Payments received on account of orders	1.1	1.1	1.1	1.3	1.3	1.3	1.4	1.3	1.3	1.6	1.9	1.9
Long-term	37.4	40.1	45.1	41.0	40.8	39.5	36.8	35.1	32.2	30.9	30.9	28.9
of which												
Liabilities to banks	27.4	29.8	33.0	30.5	29.5	28.3	26.3	24.4	24.0	22.8	21.7	19.8
Liabilities to affiliated companies	6.6	7.2	8.2	6.8	5.4	5.0	7.0	7.2	4.3	4.3	5.0	4.9
Provisions	14.9	16.2	16.4	15.2	14.8	15.3	15.1	15.5	16.2	16.2	15.1	15.6
of which:												
Provisions for pensions	6.1	6.6	6.4	5.0	4.8	4.9	4.4	4.4	4.7	4.5	3.8	3.9
Half of the special tax-allowable reserve	0.9	1.0	1.1	1.1	1.1	1.1	1.2	1.2	1.1	1.1	0.7	0.3
Deferred income	0.4	0.4	1.0	0.9	0.9	0.8	0.8	0.8	0.9	1.2	1.3	1.4
Liabilities and provisions	130.2	135.0	141.2	139.4	139.5	138.1	133.4	129.7	128.1	131.2	135.5	131.3
Balance sheet total (adjusted)	142.7	150.9	158.0	156.5	156.9	156.7	154.3	154.1	156.1	160.1	166.1	158.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

6c) Retail trade, except of motor vehicles and motorcycles\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	455.8	466.8	479.3	491.4	496.4	507.4	521.4	541.4	563.1	586.8
Change in finished goods	0.4	0.5	0.4	0.4	0.1	0.3	0.5	0.4	0.7	0.8
Gross revenue	456.2	467.3	479.7	491.8	496.5	507.6	521.9	541.8	563.7	587.6
Interest and similar income	1.1	0.8	0.8	0.8	0.6	0.6	0.7	0.7	0.7	0.7
Other income	15.4	14.0	14.2	13.9	15.4	15.6	16.0	10.5	9.5	10.4
of which: Income from long-term equity investments	1.0	0.9	0.7	0.6	0.7	0.7	0.8	0.8	1.3	2.1
Total income	472.7	482.0	494.7	506.5	512.5	523.9	538.6	553.0	573.9	598.6
Cost of materials	309.9	317.0	324.4	334.1	335.8	340.8	349.9	361.4	374.1	389.4
Personnel expenses	59.4	59.3	61.2	63.7	66.1	68.3	70.8	73.3	76.8	80.5
Depreciation	7.0	6.9	7.1	7.5	7.5	7.5	7.9	8.9	8.7	9.0
of which: Depreciation of tangible fixed assets	6.5	6.7	6.8	7.0	7.1	7.2	7.6	8.0	8.3	8.7
Interest and similar expenses	3.6	3.2	3.3	3.3	2.9	2.7	2.7	2.4	2.4	2.5
Operating taxes	0.4	0.4	0.5	0.5	0.4	0.5	0.5	0.2	0.3	0.3
of which: Excise duties	0.1	0.1	0.3	0.3	0.2	0.3	0.3	0.0	0.0	0.0
Other expenses	77.0	75.4	79.2	79.6	81.0	83.8	86.8	85.5	89.5	94.5
Total expenses before taxes on income	457.3	462.2	475.7	488.7	493.8	503.6	518.6	531.8	551.7	576.2
Annual result before taxes on income	15.5	19.8	19.0	17.8	18.8	20.3	20.0	21.2	22.2	22.5
Taxes on income	2.7	3.2	3.1	3.2	3.3	3.5	3.6	3.9	4.0	4.3
Annual result	12.8	16.6	15.9	14.6	15.5	16.8	16.4	17.3	18.3	18.1
Profit and loss transfers (parent company)	1.1	0.6	0.7	0.8	0.4	0.5	0.2	0.6	0.7	0.8
Profit and loss transfers (subsidiary)	0.7	1.4	1.1	0.9	0.9	0.8	0.7	1.0	1.8	1.9
Profit for the year	13.1	15.8	15.4	14.5	15.0	16.5	15.9	16.9	17.1	17.0
Cash flow	19.4	22.6	22.8	22.2	23.1	25.0	24.8	26.9	27.8	28.5
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	1.3	1.2	1.4	1.2	1.4	1.6	1.9	1.9	2.2	2.1
Tangible fixed assets	37.3	38.0	39.0	40.9	41.4	42.6	44.3	47.8	45.6	48.2
of which: Land and buildings	20.8	21.2	20.9	21.7	21.0	21.6	22.0	24.2	20.8	22.0
Inventories	51.4	52.5	55.9	55.2	53.7	55.8	58.0	59.5	61.9	64.5
Raw materials, consumables and supplies	1.1	1.2	1.2	1.1	1.0	1.2	1.2	1.0	1.0	1.0
Work in progress	0.9	1.4	1.4	1.6	1.7	1.4	1.3	1.3	1.6	1.9
Finished goods and merchandise	49.1	49.5	53.0	52.2	50.6	52.8	55.0	56.8	58.8	61.1
Prepayments (inventories)	0.3	0.3	0.3	0.3	0.3	0.4	0.5	0.5	0.5	0.6
Non-financial assets	90.0	91.7	96.3	97.3	96.5	100.0	104.2	109.2	109.7	114.8
Cash	16.1	18.9	19.1	20.4	19.4	19.2	20.2	21.2	21.4	22.5
Receivables	43.1	42.4	42.6	44.2	45.2	46.3	47.0	48.1	54.0	57.3
Short-term	40.4	40.1	40.3	41.0	42.1	42.9	41.9	43.1	48.4	52.1
of which										
Trade receivables	13.3	14.9	14.9	15.1	15.9	16.1	15.3	16.2	17.5	19.2
Receivables from affiliated companies	17.8	16.0	15.5	15.8	16.6	16.9	16.7	16.0	19.3	20.4
Long-term	2.8	2.3	2.2	3.3	3.1	3.4	5.1	4.9	5.6	5.2
of which: Loans to affiliated companies	1.0	0.7	0.8	1.8	1.7	2.0	3.8	3.7	4.1	3.7
Securities	0.8	1.5	1.2	1.9	0.9	1.3	1.5	1.5	1.4	1.4
Short-term securities	0.6	1.1	1.0	1.5	0.7	1.1	1.2	1.2	1.1	0.9
Long-term securities	0.2	0.4	0.3	0.4	0.2	0.2	0.3	0.3	0.4	0.5
Other long-term equity investments	11.9	10.5	10.0	10.4	8.6	9.1	10.8	12.1	14.5	15.1
of which: Goodwill	2.0	2.0	2.0	1.7	1.8	1.7	2.0	2.0	2.5	2.5
Prepaid expenses	1.0	1.0	1.0	1.0	1.0	1.1	1.0	1.1	1.1	1.2
Financial assets	72.9	74.2	73.9	77.8	75.1	77.0	80.6	84.1	92.5	97.5
Balance sheet total (adjusted)	162.9	165.9	170.2	175.2	171.6	177.0	184.8	193.3	202.2	212.4
<b>Capital</b>										
Equity (adjusted)	30.7	31.5	36.3	37.9	39.1	41.9	46.1	50.7	53.1	55.9
Liabilities	115.6	118.7	118.3	121.6	116.7	118.6	121.6	124.7	130.4	136.4
Short-term	85.0	87.3	88.2	91.9	88.0	91.1	93.7	97.0	103.1	107.0
of which										
Liabilities to banks	14.2	14.2	14.7	15.4	12.6	13.7	14.0	13.5	13.0	14.9
Trade payables	34.0	34.0	35.0	35.7	34.2	34.5	34.4	35.2	37.5	39.0
Liabilities to affiliated companies	24.2	25.2	24.9	26.8	26.0	27.9	30.7	33.4	34.9	34.3
Payments received on account of orders	1.9	2.0	2.2	2.6	2.5	2.5	3.0	3.1	3.2	3.7
Long-term	30.6	31.5	30.2	29.7	28.7	27.4	28.0	27.6	27.3	29.4
of which										
Liabilities to banks	21.6	21.5	20.1	19.8	19.0	17.6	17.9	18.4	18.5	19.1
Liabilities to affiliated companies	5.0	5.2	5.7	5.6	5.5	5.5	5.7	5.0	4.9	5.7
Provisions	15.0	14.2	14.0	14.1	14.2	14.8	15.2	16.0	16.9	18.2
of which:										
Provisions for pensions	3.9	2.9	2.7	2.7	2.5	2.8	3.0	2.9	3.2	3.4
Half of the special tax-allowable reserve	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Deferred income	1.6	1.5	1.5	1.6	1.6	1.8	1.9	1.9	1.8	1.9
Liabilities and provisions	132.2	134.4	133.9	137.3	132.5	135.2	138.7	142.6	149.1	156.5
Balance sheet total (adjusted)	162.9	165.9	170.2	175.2	171.6	177.0	184.8	193.3	202.2	212.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 6c) Retail trade, except of motor vehicles and motorcycles\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.9	100.0	100.0	99.9	99.9	100.0	100.0	100.0	100.0	100.0	99.9	99.9
Change in finished goods	0.1	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.3	0.3
Other income	3.1	3.0	3.0	2.8	2.8	3.3	3.0	2.9	3.2	3.0	3.2	3.6
Total income	103.4	103.3	103.3	103.0	103.1	103.5	103.2	103.1	103.4	103.3	103.5	103.9
Cost of materials	67.6	66.8	67.2	68.0	69.0	68.9	68.8	68.7	68.9	69.1	69.3	69.1
Personnel expenses	14.8	14.5	14.0	13.6	13.7	13.8	13.5	13.3	12.9	12.5	12.5	12.6
Depreciation	2.1	2.1	2.0	1.9	2.1	1.9	1.9	1.6	1.5	1.4	1.5	1.5
Interest and similar expenses	1.3	1.2	1.2	1.1	1.1	1.1	1.0	0.9	0.9	0.8	0.8	0.8
Operating taxes	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	15.1	16.1	15.7	14.6	14.7	15.1	15.2	15.6	15.6	15.8	15.5	16.2
Total expenses before taxes on income	101.1	100.9	100.2	99.4	100.6	100.8	100.5	100.3	99.9	99.7	99.7	100.3
Annual result before taxes on income	2.3	2.5	3.1	3.7	2.5	2.7	2.7	2.8	3.5	3.6	3.8	3.7
Taxes on income	0.4	0.5	0.5	0.5	0.5	0.5	0.6	0.5	0.6	0.6	0.6	0.6
Annual result	1.9	1.9	2.6	3.2	2.0	2.2	2.2	2.3	3.0	3.0	3.1	3.1
	Percentage of sales											
Annual result before taxes on income	2.3	2.5	3.1	3.7	2.5	2.7	2.7	2.8	3.5	3.6	3.8	3.7
Cash flow	.	4.3	4.9	4.8	4.0	4.2	4.1	4.0	4.7	4.5	4.3	4.6
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.6	0.7	0.8
Tangible fixed assets	22.9	22.4	21.4	21.2	21.6	21.3	21.2	20.3	20.8	20.2	20.3	21.5
Inventories	39.5	38.3	36.5	37.4	35.9	34.5	33.2	31.8	32.2	31.5	30.9	32.5
Cash	5.8	5.4	5.9	6.1	6.8	7.2	7.7	7.6	8.0	8.7	8.8	8.9
Receivables	23.7	25.2	26.2	26.5	27.2	27.1	27.0	28.8	28.6	28.0	26.3	26.9
Short-term	22.3	24.0	24.6	25.5	26.0	25.7	25.9	27.7	27.5	26.5	24.7	25.3
Long-term	1.4	1.1	1.6	1.1	1.2	1.4	1.1	1.1	1.1	1.5	1.6	1.6
Securities	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.6	1.0	0.7	0.6	0.8
Other long-term equity investments	6.7	7.4	8.7	7.3	7.0	8.4	9.3	9.8	8.1	9.7	11.9	8.1
Capital												
Equity (adjusted)	8.8	10.5	10.6	10.9	11.1	11.8	13.6	15.9	17.9	18.1	18.4	17.4
Liabilities												
Short-term	54.3	52.0	49.8	52.7	52.9	52.7	52.3	50.8	50.5	51.8	53.1	53.8
Long-term	26.2	26.5	28.6	26.2	26.0	25.2	23.9	22.8	20.6	19.3	18.6	18.2
Provisions	10.5	10.7	10.4	9.7	9.4	9.7	9.8	10.0	10.4	10.1	9.1	9.8
of which: Provisions for pensions	4.3	4.4	4.1	3.2	3.0	3.1	2.9	2.9	3.0	2.8	2.3	2.4
Memo item: Sales	263.0	259.1	255.9	273.2	275.5	273.4	278.8	280.7	287.0	287.2	278.2	297.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	15.0	14.8	14.3	13.7	13.0	12.6	11.9	11.3	11.2	11.0	11.1	10.9
Short-term receivables	8.5	9.3	9.6	9.3	9.4	9.4	9.3	9.9	9.6	9.2	8.9	8.5
	Percentage of tangible fixed assets											
Equity (adjusted)	37.2	45.8	48.4	50.0	49.8	54.2	62.3	76.0	83.4	86.6	88.0	78.0
Long-term equity and liabilities	169.1	183.4	199.7	188.0	183.5	187.2	188.8	202.6	196.8	196.1	189.8	171.4
	Percentage of fixed assets											
Long-term equity and liabilities	125.4	133.1	135.1	134.7	133.3	128.2	127.1	132.1	136.1	126.3	115.0	118.9
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	51.8	56.9	61.3	60.2	62.4	62.6	64.9	70.0	71.5	68.7	63.9	64.6
Cash resources, short-term receivables and inventories	124.5	130.6	134.7	131.2	130.2	128.1	128.4	132.6	135.3	129.5	122.1	125.0
	Percentage of liabilities and provisions less cash											
Cash Flow	.	13.3	14.9	15.8	13.4	14.2	14.5	14.7	18.0	17.7	16.5	18.6
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	8.3	8.1	9.6	11.8	8.7	9.1	8.9	9.1	11.0	11.1	11.0	11.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 6c) Retail trade, except of motor vehicles and motorcycles\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
	Percentage of gross revenue									
Sales	99.9	99.9	99.9	99.9	100.0	99.9	99.9	99.9	99.9	99.9
Change in finished goods	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other income	3.4	3.0	3.0	2.8	3.1	3.1	3.1	3.1	1.9	1.7
Total income	103.6	103.1	103.1	103.0	103.2	103.2	103.2	102.1	101.8	101.9
Cost of materials	67.9	67.8	67.6	67.9	67.6	67.1	67.1	66.7	66.4	66.3
Personnel expenses	13.0	12.7	12.8	13.0	13.3	13.5	13.6	13.5	13.6	13.7
Depreciation	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.6	1.5	1.5
Interest and similar expenses	0.8	0.7	0.7	0.7	0.6	0.5	0.5	0.5	0.4	0.4
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	0.0
of which: Excise duties	0.0	0.0	0.1	0.1	0.0	0.1	0.1	0.0	0.0	0.0
Other expenses	16.9	16.1	16.5	16.2	16.3	16.5	16.6	15.8	15.9	16.1
Total expenses before taxes on income	100.2	98.9	99.2	99.4	99.4	99.2	99.4	98.2	97.9	98.1
Annual result before taxes on income	3.4	4.2	4.0	3.6	3.8	4.0	3.8	3.9	3.9	3.8
Taxes on income	0.6	0.7	0.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Annual result	2.8	3.6	3.3	3.0	3.1	3.3	3.1	3.2	3.2	3.1
	Percentage of sales									
Annual result before taxes on income	3.4	4.2	4.0	3.6	3.8	4.0	3.8	3.9	3.9	3.8
Cash flow	4.3	4.8	4.8	4.5	4.6	4.9	4.8	5.0	4.9	4.8
<b>II. Balance sheet ratios</b>										
	Percentage of the balance sheet total (adjusted)									
Assets										
Intangible fixed assets	0.8	0.7	0.8	0.7	0.8	0.9	1.0	1.0	1.1	1.0
Tangible fixed assets	22.9	22.9	22.9	23.3	24.2	24.1	24.0	24.7	22.6	22.7
Inventories	31.5	31.6	32.9	31.5	31.3	31.5	31.4	30.8	30.6	30.4
Cash	9.9	11.4	11.2	11.6	11.3	10.8	10.9	11.0	10.6	10.6
Receivables	26.5	25.5	25.0	25.3	26.3	26.1	25.4	24.9	26.7	27.0
Short-term	24.8	24.1	23.7	23.4	24.5	24.2	22.7	22.3	23.9	24.5
Long-term	1.7	1.4	1.3	1.9	1.8	1.9	2.8	2.5	2.8	2.5
Securities	0.5	0.9	0.7	1.1	0.5	0.7	0.8	0.8	0.7	0.7
Other long-term equity investments	7.3	6.3	5.9	5.9	5.0	5.2	5.9	6.3	7.2	7.1
Capital										
Equity (adjusted)	18.9	19.0	21.3	21.6	22.8	23.6	24.9	26.2	26.3	26.3
Liabilities	71.0	71.6	69.5	69.4	68.0	67.0	65.8	64.5	64.5	64.2
Short-term	52.2	52.6	51.8	52.5	51.3	51.5	50.7	50.2	51.0	50.4
Long-term	18.8	19.0	17.7	17.0	16.7	15.5	15.1	14.3	13.5	13.8
Provisions	9.2	8.5	8.2	8.0	8.3	8.3	8.2	8.3	8.4	8.6
of which: Provisions for pensions	2.4	1.7	1.6	1.5	1.5	1.6	1.6	1.5	1.6	1.6
Memo item: Sales	279.8	281.3	281.7	280.6	289.3	286.6	282.2	280.1	278.5	276.3
<b>III. Other ratios</b>										
	Percentage of sales									
Inventories	11.3	11.2	11.7	11.2	10.8	11.0	11.1	11.0	11.0	11.0
Short-term receivables	8.9	8.6	8.4	8.3	8.5	8.5	8.0	8.0	8.6	8.9
	Percentage of tangible fixed assets									
Equity (adjusted)	79.6	80.3	89.8	89.9	91.2	94.7	99.8	102.0	111.1	111.2
Long-term equity and liabilities	169.4	168.2	171.5	167.2	164.4	163.2	166.9	163.6	174.9	176.4
	Percentage of fixed assets									
Long-term equity and liabilities	122.3	126.0	131.0	125.4	128.6	126.7	123.6	121.2	122.4	124.8
	Percentage of short-term liabilities									
Cash resources and short-term receivables	67.1	68.9	68.5	68.3	70.7	69.3	67.6	67.6	68.8	70.6
Cash resources, short-term receivables and inventories	127.6	129.0	131.9	128.5	131.7	130.6	129.6	128.9	128.8	131.0
	Percentage of liabilities and provisions less cash									
Cash Flow	16.8	19.5	19.9	19.0	20.4	21.5	20.9	22.1	21.7	21.2
	Percentage of the balance sheet total (adjusted)									
Annual result and interest and similar expenses	10.0	12.0	11.3	10.2	10.7	11.0	10.3	10.2	10.2	9.7

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 7 Transportation and storage\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	164.7	170.4	178.6	194.8	200.5	197.0	201.9	210.9	225.7	241.9	252.4	266.1
Change in finished goods	2.0	1.8	2.0	1.2	0.7	1.0	0.9	0.6	0.6	0.7	0.8	0.9
Gross revenue	166.7	172.3	180.6	196.0	201.2	198.0	202.8	211.5	226.3	242.5	253.2	267.0
Interest and similar income	1.0	1.0	1.1	1.1	1.3	1.2	1.1	1.3	1.6	1.8	2.6	3.1
Other income	16.8	20.5	22.7	19.1	18.5	21.8	20.0	17.4	21.4	19.1	22.2	22.4
of which: Income from long-term equity investments	0.9	1.5	1.7	1.5	0.9	1.0	1.0	1.2	1.2	0.9	1.7	1.5
Total income	184.5	193.8	204.3	216.2	221.1	221.1	223.9	230.2	249.3	263.4	278.1	292.5
Cost of materials	76.1	78.6	82.8	92.7	95.0	91.1	94.0	101.9	111.9	125.2	130.0	144.1
Personnel expenses	54.3	57.1	59.6	57.0	55.7	56.5	56.2	54.5	54.7	55.9	58.0	57.6
Depreciation	14.2	15.8	16.1	16.7	17.2	17.0	16.4	15.4	15.6	16.7	17.7	17.3
of which: Depreciation of tangible fixed assets	13.9	15.4	15.8	16.2	16.1	15.8	15.8	15.0	15.1	16.1	17.0	16.2
Interest and similar expenses	3.6	3.8	3.9	4.2	4.4	4.2	4.3	4.5	4.8	5.2	6.0	6.7
Operating taxes	0.8	0.7	0.7	0.5	0.5	0.5	0.5	0.5	0.7	0.5	0.5	0.5
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	35.1	35.3	41.2	44.2	45.9	48.2	47.2	46.0	50.8	51.4	55.0	57.4
Total expenses before taxes on income	184.2	191.3	204.3	215.1	218.6	217.5	218.6	222.9	238.6	254.9	267.2	283.7
Annual result before taxes on income	0.3	2.5	0.0	1.1	2.4	3.6	5.4	7.3	10.7	8.5	10.8	8.8
Taxes on income	1.0	1.9	1.4	1.5	0.9	1.1	1.2	1.5	1.7	1.7	1.9	2.4
Annual result	-0.7	0.6	-1.4	-0.4	1.5	2.6	4.2	5.8	9.0	6.9	9.0	6.5
Profit and loss transfers (parent company)	0.6	0.3	-0.1	1.6	-0.1	1.3	-0.9	0.7	0.4	1.1	1.5	-1.2
Profit and loss transfers (subsidiary)	-1.5	-2.1	-2.7	-2.6	-1.5	-1.1	-1.2	-0.8	0.7	0.3	0.9	1.5
Profit for the year	1.3	3.0	1.2	3.7	2.9	5.0	4.5	7.4	8.8	7.7	9.6	3.7
Cash flow	.	20.3	20.0	12.2	18.4	20.4	18.2	21.3	24.0	25.5	33.0	23.3
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	0.8	1.1	1.1	1.0	1.1	1.7	1.7	1.7	1.9	2.0	1.9	2.0
Tangible fixed assets	109.3	121.2	126.1	124.0	122.8	124.7	124.5	125.7	129.1	133.4	138.0	141.0
of which: Land and buildings	46.5	53.7	53.4	47.8	46.5	47.0	46.1	43.6	43.2	45.0	43.6	41.9
Inventories	3.6	3.4	3.9	4.4	3.7	3.4	3.0	3.1	3.7	4.0	3.8	4.3
Raw materials, consumables and supplies	1.3	1.4	1.6	1.7	1.4	1.3	1.3	1.2	1.4	1.6	1.9	1.7
Work in progress	0.8	0.5	0.6	1.2	1.0	0.9	0.7	0.7	0.9	0.9	0.8	1.1
Finished goods and merchandise	1.4	1.4	1.7	1.5	1.3	1.2	1.0	1.1	1.1	1.3	1.0	1.2
Prepayments (inventories)	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.1	0.2	0.2	0.1	0.3
Non-financial assets	113.7	125.7	131.1	129.4	127.6	129.9	129.2	130.5	134.6	139.4	143.8	147.3
Cash	8.9	7.8	7.5	8.1	8.7	11.7	11.6	15.5	11.0	9.9	10.7	10.4
Receivables	36.3	39.2	42.8	44.0	46.2	43.8	46.0	46.6	52.2	56.2	64.4	67.2
Short-term	32.1	35.5	38.7	40.1	39.8	38.5	40.2	42.1	47.5	48.8	51.2	52.2
of which												
Trade receivables	13.5	14.0	15.9	16.7	16.5	15.9	15.7	15.6	17.1	17.5	18.4	17.3
Receivables from affiliated companies	11.6	12.1	14.4	16.2	17.1	15.3	18.6	20.9	24.3	25.2	26.2	28.1
Long-term	4.1	3.7	4.2	4.0	6.4	5.3	5.8	4.5	4.7	7.4	13.2	15.0
of which: Loans to affiliated companies	2.0	2.2	2.6	2.4	4.7	4.3	4.6	3.3	3.4	5.2	10.9	12.8
Securities	1.7	2.2	1.8	1.9	2.3	2.1	2.0	3.1	4.9	5.1	3.3	6.9
Short-term securities	1.1	1.6	0.9	1.0	0.3	1.2	1.2	1.7	2.9	2.8	2.4	6.0
Long-term securities	0.6	0.7	0.9	0.9	2.0	1.0	0.8	1.4	2.0	2.2	0.9	0.9
Other long-term equity investments	8.4	10.0	17.1	15.9	17.2	20.4	20.6	19.8	27.5	26.9	31.2	33.1
of which: Goodwill	0.3	0.3	0.6	0.7	0.5	0.5	0.5	0.4	0.6	0.9	0.9	0.8
Prepaid expenses	1.3	1.2	1.4	1.5	1.7	1.6	1.5	1.5	1.4	1.6	1.6	1.4
Financial assets	56.5	60.4	70.7	71.5	76.0	79.6	81.7	86.5	97.1	99.7	111.2	119.1
Balance sheet total (adjusted)	170.2	186.1	201.9	200.9	203.6	209.4	210.9	216.9	231.7	239.1	254.9	266.4
<b>Capital</b>												
Equity (adjusted)	36.5	44.0	45.3	48.8	51.6	53.5	53.0	56.3	67.6	70.5	75.9	73.2
Liabilities	95.5	100.1	109.6	109.5	109.0	111.6	115.3	117.7	121.4	124.3	129.1	143.6
Short-term	48.4	44.8	50.5	53.3	54.3	55.0	59.6	59.5	64.5	65.0	67.5	80.1
of which												
Liabilities to banks	13.2	11.2	13.1	15.9	15.8	15.1	16.1	13.6	14.6	15.9	15.1	16.9
Trade payables	14.3	13.8	15.3	15.1	13.4	12.9	12.9	12.7	13.9	14.4	14.9	13.3
Liabilities to affiliated companies	10.7	10.9	12.4	12.1	14.4	15.9	20.5	23.6	24.6	24.4	26.9	39.6
Payments received on account of orders	0.7	0.5	0.7	0.9	0.9	1.1	1.1	1.3	1.5	1.3	1.4	1.8
Long-term	47.0	55.3	59.1	56.1	54.7	56.6	55.7	58.2	56.9	59.3	61.6	63.4
of which												
Liabilities to banks	25.7	31.6	34.1	32.7	32.1	33.9	33.4	33.6	33.3	36.1	37.0	40.7
Liabilities to affiliated companies	17.6	19.8	21.1	13.8	11.6	12.1	12.0	13.6	13.6	13.5	13.0	11.6
Provisions	37.2	40.9	45.4	40.3	40.9	42.3	40.4	40.1	40.0	41.7	47.4	47.5
of which:												
Provisions for pensions	9.0	10.9	13.3	12.4	12.7	12.8	12.9	13.3	13.6	14.8	16.1	16.0
Half of the special tax-allowable reserve	4.2	4.3	4.9	5.2	4.6	4.0	3.3	3.0	2.5	3.0	3.7	3.3
Deferred income	1.1	1.2	1.6	2.3	2.2	2.1	2.2	2.8	2.8	2.6	2.5	2.1
Liabilities and provisions	133.7	142.1	156.6	152.1	152.1	156.0	157.8	160.6	164.1	168.5	179.0	193.2
Balance sheet total (adjusted)	170.2	186.1	201.9	200.9	203.6	209.4	210.9	216.9	231.7	239.1	254.9	266.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 7 Transportation and storage\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	242.3	260.0	274.9	278.8	281.4	288.1	294.8	303.3	322.5	338.0
Change in finished goods	0.8	0.5	1.0	0.9	0.8	1.0	1.4	1.1	1.5	1.7
Gross revenue	243.1	260.5	275.9	279.7	282.1	289.1	296.2	304.4	324.0	339.6
Interest and similar income	2.2	1.4	1.3	1.1	1.0	0.9	0.9	0.8	0.8	0.8
Other income	20.9	20.9	21.9	21.6	21.6	21.0	24.2	16.9	20.6	19.3
of which: Income from long-term equity investments	1.5	1.3	1.7	1.7	2.0	1.8	2.2	1.8	2.6	2.7
Total income	266.2	282.8	299.1	302.4	304.7	311.0	321.3	322.1	345.4	359.8
Cost of materials	128.0	140.7	152.4	153.6	151.0	153.2	154.2	156.2	168.3	178.3
Personnel expenses	58.4	59.9	61.5	63.3	65.7	69.0	72.5	74.4	78.3	83.1
Depreciation	18.7	16.5	16.3	16.3	16.7	16.8	18.1	17.7	17.7	18.0
of which: Depreciation of tangible fixed assets	17.4	15.7	15.2	15.5	15.7	16.2	16.8	17.2	17.3	17.5
Interest and similar expenses	6.1	5.8	6.0	5.6	5.9	5.7	7.1	3.9	4.6	7.0
Operating taxes	0.5	0.5	0.5	0.7	0.5	0.5	0.6	0.6	0.6	0.6
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	52.0	56.4	57.6	57.7	58.4	61.6	63.6	60.0	61.5	64.0
Total expenses before taxes on income	263.7	279.9	294.3	297.2	298.3	306.8	316.1	312.7	330.9	351.1
Annual result before taxes on income	2.5	3.0	4.8	5.1	6.5	4.3	5.2	9.4	14.4	8.7
Taxes on income	0.9	1.6	1.0	1.4	1.6	1.9	0.6	2.7	2.9	2.4
Annual result	1.6	1.4	3.8	3.7	4.8	2.4	4.6	6.7	11.5	6.3
Profit and loss transfers (parent company)	0.4	2.3	1.5	2.8	2.1	1.9	5.5	1.8	3.7	2.7
Profit and loss transfers (subsidiary)	0.8	-0.1	1.7	0.9	1.1	1.2	0.7	0.3	0.9	0.7
Profit for the year	1.2	3.7	3.6	5.5	5.8	3.0	9.5	8.2	14.3	8.3
Cash flow	20.0	14.5	19.8	16.6	22.4	19.6	24.2	20.4	31.1	26.8
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	2.1	2.0	2.1	2.4	2.4	2.9	2.9	2.8	2.8	2.7
Tangible fixed assets	143.6	144.8	143.0	146.9	152.5	154.9	157.1	160.5	168.7	173.0
of which: Land and buildings	45.8	46.5	47.6	48.0	50.2	51.8	52.4	53.3	55.4	56.0
Inventories	4.2	4.5	9.7	9.8	10.4	10.8	11.9	11.9	12.8	13.2
Raw materials, consumables and supplies	1.6	1.7	2.0	2.1	2.0	2.0	2.0	2.1	2.6	2.8
Work in progress	1.2	1.3	1.5	1.4	1.1	1.4	1.4	1.2	1.3	1.6
Finished goods and merchandise	1.2	1.3	6.1	6.3	7.2	7.3	8.1	7.9	8.2	8.1
Prepayments (inventories)	0.1	0.1	0.0	0.1	0.1	0.1	0.3	0.7	0.7	0.8
Non-financial assets	149.9	151.3	154.9	159.1	165.3	168.6	171.9	175.3	184.3	188.9
Cash	13.6	14.7	12.7	12.5	14.7	14.2	16.0	15.9	16.3	17.2
Receivables	64.6	70.6	70.7	72.1	73.6	75.9	79.6	84.0	92.8	95.0
Short-term	49.0	55.4	55.9	58.0	59.5	60.1	64.8	66.9	73.4	75.7
of which										
Trade receivables	16.6	18.6	19.3	20.2	21.0	21.9	21.7	22.9	24.5	26.5
Receivables from affiliated companies	25.3	28.6	29.6	30.1	31.2	31.0	35.7	35.9	40.1	39.2
Long-term	15.6	15.1	14.8	14.1	14.1	15.8	14.8	17.2	19.4	19.3
of which: Loans to affiliated companies	13.7	13.9	13.7	13.0	13.0	14.6	13.7	16.3	18.4	18.7
Securities	9.5	9.6	7.7	3.9	4.2	2.4	2.5	3.9	5.5	4.6
Short-term securities	8.4	8.6	6.3	2.5	2.7	0.6	0.8	2.4	3.7	2.5
Long-term securities	1.2	1.0	1.4	1.4	1.5	1.8	1.7	1.5	1.8	2.0
Other long-term equity investments	34.5	25.9	27.4	27.5	29.5	32.9	32.5	35.9	42.8	43.7
of which: Goodwill	0.8	0.8	0.7	0.9	0.7	0.6	1.0	1.7	1.6	1.4
Prepaid expenses	1.3	1.3	1.3	1.2	1.2	1.2	1.2	1.2	1.2	1.3
Financial assets	123.6	122.1	119.9	117.2	123.2	126.6	131.7	141.0	158.7	161.7
Balance sheet total (adjusted)	273.5	273.4	274.8	276.4	288.6	295.2	303.6	316.2	343.0	350.6
<b>Capital</b>										
Equity (adjusted)	71.4	76.5	79.1	83.0	85.9	89.6	94.5	102.9	117.8	119.4
Liabilities	152.9	150.9	149.8	150.9	159.1	161.3	163.3	169.5	179.4	182.8
Short-term	73.8	72.8	78.5	76.7	80.9	79.0	85.6	90.0	96.0	100.1
of which										
Liabilities to banks	15.0	14.7	19.6	15.6	15.6	15.1	16.7	17.0	17.7	16.2
Trade payables	13.0	14.8	15.7	16.2	15.7	16.4	16.2	17.6	19.3	19.9
Liabilities to affiliated companies	35.7	31.1	32.5	33.8	37.5	35.3	37.5	40.5	43.6	43.8
Payments received on account of orders	1.6	1.5	1.8	1.7	1.6	1.9	2.1	2.9	3.2	3.7
Long-term	79.1	78.1	71.3	74.2	78.3	82.3	77.8	79.5	83.4	82.8
of which										
Liabilities to banks	50.1	49.2	43.0	42.0	44.3	43.3	40.0	41.4	40.6	42.2
Liabilities to affiliated companies	14.9	13.8	13.0	14.9	13.5	18.4	19.5	18.8	19.3	20.3
Provisions	47.2	43.5	43.3	39.8	41.0	41.7	43.2	41.5	43.3	45.8
of which:										
Provisions for pensions	16.8	13.2	13.7	10.8	11.5	11.9	13.7	12.7	11.1	12.7
Half of the special tax-allowable reserve	3.3	3.0	2.9	2.8	2.5	2.2	2.1	0.1	0.0	0.0
Deferred income	1.9	2.5	2.6	2.6	2.6	2.7	2.6	2.4	2.6	2.5
Liabilities and provisions	202.1	196.9	195.7	193.4	202.7	205.6	209.1	213.4	225.3	231.2
Balance sheet total (adjusted)	273.5	273.4	274.8	276.4	288.6	295.2	303.6	316.2	343.0	350.6

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 7 Transportation and storage\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	98.8	98.9	98.9	99.4	99.6	99.5	99.6	99.7	99.7	99.7	99.7	99.7
Change in finished goods	1.2	1.1	1.1	0.6	0.4	0.5	0.4	0.3	0.3	0.3	0.3	0.3
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.6	0.6	0.6	0.6	0.7	0.6	0.6	0.6	0.7	0.7	1.0	1.2
Other income	10.1	11.9	12.6	9.8	9.2	11.0	9.9	8.2	9.5	7.9	8.8	8.4
Total income	110.7	112.5	113.2	110.3	109.9	111.6	110.4	108.8	110.1	108.6	109.8	109.6
Cost of materials	45.6	45.6	45.9	47.3	47.2	46.0	46.4	48.2	49.4	51.6	51.3	54.0
Personnel expenses	32.6	33.1	33.0	29.1	27.7	28.5	27.7	25.8	24.2	23.0	22.9	21.6
Depreciation	8.5	9.2	8.9	8.5	8.5	8.6	8.1	7.3	6.9	6.9	7.0	6.5
Interest and similar expenses	2.2	2.2	2.2	2.1	2.2	2.1	2.1	2.1	2.1	2.1	2.4	2.5
Operating taxes	0.5	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	21.1	20.5	22.8	22.5	22.8	24.3	23.3	21.7	22.4	21.2	21.7	21.5
Total expenses before taxes on income	110.5	111.0	113.2	109.8	108.7	109.8	107.8	105.4	105.4	105.1	105.5	106.2
Annual result before taxes on income	0.2	1.5	0.0	0.6	1.2	1.8	2.6	3.5	4.7	3.5	4.3	3.3
Taxes on income	0.6	1.1	0.8	0.8	0.4	0.5	0.6	0.7	0.7	0.7	0.7	0.9
Annual result	-0.4	0.3	-0.8	-0.2	0.8	1.3	2.1	2.8	4.0	2.8	3.5	2.4
	Percentage of sales											
Annual result before taxes on income	0.2	1.5	0.0	0.6	1.2	1.8	2.7	3.5	4.7	3.5	4.3	3.3
Cash flow	.	11.9	11.2	6.3	9.2	10.3	9.0	10.1	10.6	10.5	13.1	8.7
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.5	0.6	0.5	0.5	0.6	0.8	0.8	0.8	0.8	0.8	0.8	0.7
Tangible fixed assets	64.2	65.1	62.5	61.7	60.3	59.6	59.0	57.9	55.7	55.8	54.1	52.9
Inventories	2.1	1.8	1.9	2.2	1.8	1.6	1.4	1.4	1.6	1.7	1.5	1.6
Cash	5.2	4.2	3.7	4.1	4.3	5.6	5.5	7.1	4.8	4.1	4.2	3.9
Receivables	21.3	21.1	21.2	21.9	22.7	20.9	21.8	21.5	22.5	23.5	25.3	25.2
Short-term	18.9	19.1	19.2	19.9	19.5	18.4	19.1	19.4	20.5	20.4	20.1	19.6
Long-term	2.4	2.0	2.1	2.0	3.1	2.5	2.7	2.1	2.0	3.1	5.2	5.6
Securities	1.0	1.2	0.9	0.9	1.1	1.0	1.0	1.4	2.1	2.1	1.3	2.6
Other long-term equity investments	4.9	5.4	8.5	7.9	8.4	9.7	9.7	9.1	11.9	11.3	12.2	12.4
Capital												
Equity (adjusted)	21.4	23.6	22.4	24.3	25.3	25.5	25.2	26.0	29.2	29.5	29.8	27.5
Liabilities												
Short-term	28.4	24.0	25.0	26.5	26.7	26.3	28.3	27.4	27.8	27.2	26.5	30.1
Long-term	27.6	29.7	29.3	27.9	26.8	27.0	26.4	26.8	24.6	24.8	24.2	23.8
Provisions	21.8	22.0	22.5	20.1	20.1	20.2	19.2	18.5	17.2	17.4	18.6	17.8
of which: Provisions for pensions	5.3	5.9	6.6	6.1	6.3	6.1	6.1	6.1	5.9	6.2	6.3	6.0
Memo item: Sales	96.8	91.6	88.5	96.9	98.5	94.1	95.7	97.2	97.4	101.2	99.0	99.9
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	2.2	2.0	2.2	2.3	1.8	1.7	1.5	1.5	1.6	1.6	1.5	1.6
Short-term receivables	19.5	20.8	21.6	20.6	19.8	19.5	19.9	19.9	21.1	20.2	20.3	19.6
	Percentage of tangible fixed assets											
Equity (adjusted)	33.2	36.0	35.6	39.0	41.6	42.3	42.0	44.2	51.6	52.1	54.2	51.2
Long-term equity and liabilities	87.9	93.6	96.4	98.0	99.8	100.4	99.0	102.6	107.3	109.0	112.4	109.1
	Percentage of fixed assets											
Long-term equity and liabilities	78.5	83.8	82.1	84.0	82.7	82.9	81.5	85.4	85.1	85.8	85.0	81.2
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	87.0	100.1	93.3	92.2	89.8	93.3	89.0	99.5	95.4	94.7	95.3	85.6
Cash resources, short-term receivables and inventories	94.4	107.7	101.0	100.5	96.6	99.5	94.1	104.7	101.1	100.8	100.9	91.0
	Percentage of liabilities and provisions less cash											
Cash Flow	.	15.1	13.4	8.5	12.8	14.1	12.4	14.6	15.6	16.1	19.6	12.7
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	1.7	2.4	1.2	1.9	2.9	3.2	4.0	4.8	6.0	5.0	5.9	5.0

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 7 Transportation and storage\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.7	99.8	99.6	99.7	99.7	99.6	99.5	99.6	99.5	99.5
Change in finished goods	0.3	0.2	0.4	0.3	0.3	0.4	0.5	0.4	0.5	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.9	0.6	0.5	0.4	0.3	0.3	0.3	0.3	0.3	0.2
Other income	8.6	8.0	7.9	7.7	7.7	7.3	8.2	5.5	6.4	5.7
Total income	109.5	108.6	108.4	108.1	108.0	107.6	108.5	105.8	106.6	105.9
Cost of materials	52.7	54.0	55.2	54.9	53.5	53.0	52.1	51.3	51.9	52.5
Personnel expenses	24.0	23.0	22.3	22.6	23.3	23.9	24.5	24.4	24.2	24.5
Depreciation	7.7	6.3	5.9	5.8	5.9	5.8	6.1	5.8	5.5	5.3
Interest and similar expenses	2.5	2.2	2.2	2.0	2.1	2.0	2.4	1.3	1.4	2.1
Operating taxes	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	21.4	21.6	20.9	20.6	20.7	21.3	21.5	19.7	19.0	18.8
Total expenses before taxes on income	108.5	107.4	106.6	106.3	105.7	106.1	106.7	102.7	102.2	103.4
Annual result before taxes on income	1.0	1.1	1.7	1.8	2.3	1.5	1.8	3.1	4.4	2.6
Taxes on income	0.4	0.6	0.4	0.5	0.6	0.6	0.2	0.9	0.9	0.7
Annual result	0.7	0.5	1.4	1.3	1.7	0.8	1.6	2.2	3.6	1.9
Percentage of sales										
Annual result before taxes on income	1.1	1.1	1.8	1.8	2.3	1.5	1.8	3.1	4.5	2.6
Cash flow	8.2	5.6	7.2	5.9	8.0	6.8	8.2	6.7	9.6	7.9
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.8	0.7	0.8	0.9	0.8	1.0	1.0	0.9	0.8	0.8
Tangible fixed assets	52.5	53.0	52.0	53.1	52.9	52.5	51.7	50.8	49.2	49.3
Inventories	1.5	1.7	3.5	3.6	3.6	3.7	3.9	3.8	3.7	3.8
Cash	5.0	5.4	4.6	4.5	5.1	4.8	5.3	5.0	4.8	4.9
Receivables	23.6	25.8	25.7	26.1	25.5	25.7	26.2	26.6	27.1	27.1
Short-term	17.9	20.3	20.4	21.0	20.6	20.4	21.4	21.1	21.4	21.6
Long-term	5.7	5.5	5.4	5.1	4.9	5.4	4.9	5.4	5.6	5.5
Securities	3.5	3.5	2.8	1.4	1.5	0.8	0.8	1.2	1.6	1.3
Other long-term equity investments	12.6	9.5	10.0	10.0	10.2	11.2	10.7	11.4	12.5	12.5
Capital										
Equity (adjusted)	26.1	28.0	28.8	30.0	29.8	30.3	31.1	32.5	34.3	34.1
Liabilities										
Short-term	27.0	26.6	28.6	27.7	28.0	26.8	28.2	28.4	28.0	28.5
Long-term	28.9	28.6	25.9	26.9	27.1	27.9	25.6	25.1	24.3	23.6
Provisions	17.3	15.9	15.8	14.4	14.2	14.1	14.2	13.1	12.6	13.1
of which: Provisions for pensions	6.2	4.8	5.0	3.9	4.0	4.0	4.5	4.0	3.2	3.6
Memo item: Sales	88.6	95.1	100.0	100.9	97.5	97.6	97.1	95.9	94.0	96.4
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	1.7	1.7	3.5	3.5	3.7	3.7	4.0	3.9	4.0	3.9
Short-term receivables	20.2	21.3	20.3	20.8	21.1	20.9	22.0	22.0	22.8	22.4
Percentage of tangible fixed assets										
Equity (adjusted)	49.0	52.1	54.5	55.6	55.4	56.8	59.0	63.0	68.7	68.0
Long-term equity and liabilities	117.1	116.4	115.1	114.4	115.0	117.8	117.5	119.5	123.8	122.3
Percentage of fixed assets										
Long-term equity and liabilities	86.6	90.4	88.5	88.9	89.1	89.2	90.0	89.6	90.1	89.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	96.1	108.1	95.5	95.3	95.1	94.8	95.4	94.6	97.3	95.3
Cash resources, short-term receivables and inventories	101.8	114.3	107.9	108.1	108.0	108.4	109.3	107.9	110.7	108.5
Percentage of liabilities and provisions less cash										
Cash Flow	10.6	8.0	10.8	9.2	11.9	10.3	12.5	10.3	14.9	12.5
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	2.8	2.6	3.6	3.4	3.7	2.8	3.9	3.3	4.7	3.8

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 8 Information and communication\*  
 Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	127.7	140.4	155.7	172.7	187.3	190.9	194.3	199.9	203.8	208.5	211.4	216.4
Change in finished goods	1.7	1.4	1.5	1.3	1.3	0.6	0.5	0.4	1.0	1.0	1.2	0.8
Gross revenue	129.4	141.7	157.2	174.0	188.5	191.5	194.8	200.4	204.8	209.5	212.6	217.2
Interest and similar income	1.2	1.2	1.3	3.5	3.7	3.9	1.9	1.7	1.5	2.0	2.3	2.3
Other income	10.5	12.6	21.0	22.6	24.9	23.0	17.8	18.3	18.3	23.5	37.1	21.6
of which: Income from long-term equity investments	1.0	1.1	1.3	1.6	8.3	1.5	1.3	1.8	1.9	1.5	1.8	2.9
Total income	141.1	155.6	179.5	200.1	217.1	218.4	214.6	220.3	224.5	235.0	252.0	241.1
Cost of materials	52.3	57.5	68.6	79.9	86.0	83.9	82.5	85.1	87.0	92.0	93.9	95.0
Personnel expenses	31.2	33.3	36.9	39.1	43.2	45.3	46.1	46.3	47.3	51.0	50.0	49.2
Depreciation	17.2	18.2	16.4	26.9	21.6	25.5	24.6	18.5	17.2	16.5	18.5	21.4
of which: Depreciation of tangible fixed assets	15.3	16.1	14.9	18.3	18.2	20.5	23.5	17.4	16.0	15.3	16.0	17.8
Interest and similar expenses	5.0	4.8	4.6	6.9	8.4	9.4	7.8	6.1	5.7	5.2	5.1	5.6
Operating taxes	0.4	0.3	0.1	0.2	0.1	0.3	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	29.6	33.3	38.7	47.7	51.8	52.3	49.4	52.6	52.7	55.1	57.2	57.4
Total expenses before taxes on income	135.8	147.3	165.4	200.6	211.2	216.7	210.4	208.7	209.9	219.9	224.7	228.7
Annual result before taxes on income	5.3	8.2	14.1	-0.5	5.9	1.7	4.2	11.7	14.6	15.1	27.3	12.3
Taxes on income	3.5	5.2	4.7	3.3	3.8	1.3	2.5	3.9	3.6	3.4	3.4	3.0
Annual result	1.7	3.0	9.4	-3.8	2.2	0.4	1.7	7.8	11.0	11.7	23.9	9.3
Profit and loss transfers (parent company)	-0.4	-0.1	0.2	2.6	-0.6	-9.3	4.9	2.5	3.0	3.5	-1.1	5.1
Profit and loss transfers (subsidiary)	-0.2	0.0	0.1	-1.5	-1.0	4.2	5.2	5.0	6.0	6.0	5.9	6.5
Profit for the year	1.5	2.9	9.6	0.2	2.5	-13.1	1.3	5.3	8.0	9.2	16.9	7.9
Cash flow	.	22.0	28.3	28.6	27.8	28.5	27.4	28.7	27.9	31.2	46.9	29.5
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	3.2	5.2	6.4	32.4	30.9	31.0	25.6	24.1	22.3	22.6	21.4	22.3
Tangible fixed assets	78.6	70.3	70.1	66.1	67.8	67.3	62.6	57.8	57.8	57.3	56.4	55.4
of which: Land and buildings	21.9	21.7	21.6	18.8	17.5	16.8	15.6	14.9	14.1	13.5	12.7	12.4
Inventories	13.2	10.2	12.9	14.1	12.0	10.9	10.6	10.2	9.4	8.1	8.1	8.5
Raw materials, consumables and supplies	0.7	0.7	0.7	0.7	0.9	0.7	0.6	0.7	0.5	0.6	0.5	0.5
Work in progress	1.9	2.1	2.5	2.5	2.5	2.2	2.5	2.4	2.3	2.6	2.6	2.9
Finished goods and merchandise	10.2	7.0	9.0	10.2	7.9	7.2	6.8	6.4	5.9	4.4	4.4	4.3
Prepayments (inventories)	0.5	0.5	0.8	0.8	0.7	0.9	0.7	0.7	0.7	0.5	0.5	0.8
Non-financial assets	95.0	85.8	89.4	112.6	110.6	109.3	98.8	92.1	89.5	88.0	85.9	86.2
Cash	10.1	11.8	9.8	12.0	10.9	11.9	19.6	20.0	18.5	17.8	15.6	15.6
Receivables	29.5	32.9	46.0	77.2	69.7	66.4	82.4	63.7	56.0	61.0	67.1	68.0
Short-term	26.3	29.6	41.4	49.8	66.2	58.1	79.5	59.5	52.8	55.3	62.1	62.9
of which												
Trade receivables	14.3	15.8	19.7	21.6	20.0	18.5	17.4	17.5	18.3	20.0	21.0	21.8
Receivables from affiliated companies	8.3	10.0	15.7	20.6	37.7	31.4	55.1	35.7	27.2	27.3	33.1	32.5
Long-term	3.2	3.2	4.5	27.3	3.5	8.2	2.9	4.2	3.2	5.7	4.9	5.1
of which: Loans to affiliated companies	1.9	2.0	3.2	26.1	2.1	7.0	1.7	2.7	1.1	3.4	2.2	2.3
Securities	5.9	5.9	6.9	5.6	6.1	5.5	5.0	5.0	5.8	6.2	7.2	9.7
Short-term securities	2.6	2.0	3.0	2.6	2.4	1.9	1.9	1.1	1.7	2.1	2.2	1.4
Long-term securities	3.4	3.9	3.8	3.0	3.7	3.6	3.1	3.9	4.1	4.1	5.0	8.3
Other long-term equity investments	11.1	20.1	43.5	52.2	95.4	93.8	88.2	92.0	86.7	94.6	116.6	121.4
of which: Goodwill	0.7	0.9	1.0	1.4	1.2	2.2	3.4	4.4	4.4	5.3	4.4	5.1
Prepaid expenses	1.1	1.5	1.3	1.7	1.7	1.7	1.9	2.2	2.1	2.3	2.6	2.9
Financial assets	57.7	72.1	107.4	148.7	183.8	179.3	197.1	182.9	169.1	181.8	209.1	217.5
Balance sheet total (adjusted)	152.7	157.9	196.8	261.3	294.4	288.6	295.8	275.0	258.6	269.8	295.0	303.7
<b>Capital</b>												
Equity (adjusted)	37.5	41.8	69.1	73.0	84.3	80.3	82.2	90.8	88.2	82.7	98.3	101.8
Liabilities	92.2	91.9	101.1	155.8	173.7	169.3	173.2	141.0	127.4	141.0	145.6	151.7
Short-term	36.0	43.8	55.8	97.6	111.5	92.0	94.7	72.2	69.5	65.2	73.8	78.8
of which												
Liabilities to banks	7.7	7.6	10.9	8.5	8.9	6.1	5.2	3.9	3.8	3.7	5.6	8.6
Trade payables	12.3	12.6	15.4	17.5	14.5	13.0	11.7	11.4	12.1	13.1	12.5	13.2
Liabilities to affiliated companies	7.7	8.8	14.8	48.2	59.8	57.6	57.5	46.7	43.1	37.6	44.6	44.2
Payments received on account of orders	1.9	2.4	3.1	3.2	3.5	2.7	2.7	2.7	2.7	2.5	2.6	3.4
Long-term	56.2	48.0	45.3	58.2	62.3	77.3	78.4	68.8	57.9	75.8	71.8	72.9
of which												
Liabilities to banks	10.8	9.8	10.5	8.5	8.1	6.9	6.7	5.8	7.3	10.6	10.4	10.1
Liabilities to affiliated companies	4.2	6.5	6.8	27.3	36.8	54.4	66.6	58.3	47.5	61.1	56.5	56.9
Provisions	21.8	23.2	25.4	30.5	33.4	35.6	36.8	39.7	39.5	42.0	46.7	45.3
of which:												
Provisions for pensions	9.7	8.7	9.0	11.9	12.7	14.4	14.7	16.8	17.0	20.2	21.3	20.0
Half of the special tax-allowable reserve	0.5	0.5	0.5	0.5	0.6	0.6	0.5	0.3	0.3	0.3	0.2	0.1
Deferred income	1.3	1.1	1.2	2.0	3.0	3.3	3.6	3.5	3.5	4.1	4.4	5.0
Liabilities and provisions	115.3	116.2	127.6	188.3	210.1	208.2	213.6	184.2	170.4	187.1	196.7	201.9
Balance sheet total (adjusted)	152.7	157.9	196.8	261.3	294.4	288.6	295.8	275.0	258.6	269.8	295.0	303.7

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 8 Information and communication\*  
 Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	212.3	223.7	233.6	240.4	241.5	248.0	262.3	274.3	289.4	305.2
Change in finished goods	0.9	1.6	1.6	1.0	1.3	1.0	2.7	1.9	1.4	2.6
Gross revenue	213.1	225.4	235.2	241.4	242.8	249.0	265.0	276.1	290.8	307.8
Interest and similar income	1.6	2.0	2.0	2.3	1.6	1.4	1.8	1.5	1.9	1.5
Other income	22.1	23.0	26.1	24.0	18.9	20.6	21.6	16.1	16.9	16.9
of which: Income from long-term equity investments	2.5	2.5	2.2	2.3	2.3	2.5	2.0	2.1	3.2	3.4
Total income	236.9	250.4	263.3	267.7	263.3	270.9	288.4	293.7	309.6	326.2
Cost of materials	92.9	99.4	103.0	104.8	104.5	104.4	114.8	120.0	129.4	138.3
Personnel expenses	50.8	52.4	54.7	57.5	61.1	63.9	68.5	68.0	72.9	78.8
Depreciation	18.2	17.5	18.0	18.7	19.6	24.5	24.5	22.5	24.0	24.0
of which: Depreciation of tangible fixed assets	16.2	15.4	16.7	17.4	18.7	23.5	20.5	21.3	21.3	22.4
Interest and similar expenses	4.6	6.0	5.3	5.4	6.1	5.8	6.7	5.2	5.3	5.9
Operating taxes	0.1	0.2	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	56.1	62.5	61.3	62.3	56.9	61.6	64.7	59.7	60.0	64.9
Total expenses before taxes on income	222.7	237.9	242.5	248.8	248.4	260.4	279.3	275.5	291.7	312.0
Annual result before taxes on income	14.1	12.5	20.7	18.9	14.9	10.5	9.0	18.2	17.9	14.2
Taxes on income	2.9	2.5	4.3	3.9	3.0	3.9	3.8	3.7	4.9	4.6
Annual result	11.2	9.9	16.4	15.0	11.8	6.7	5.3	14.6	13.0	9.6
Profit and loss transfers (parent company)	5.9	7.9	0.9	-5.0	3.5	4.0	8.1	5.9	7.4	6.2
Profit and loss transfers (subsidiary)	6.5	9.1	4.4	4.8	5.1	4.8	7.0	10.4	7.4	5.8
Profit for the year	10.6	8.7	12.9	5.2	10.2	5.9	6.4	10.1	13.0	9.9
Cash flow	30.6	29.5	35.3	35.5	33.6	33.7	36.6	31.9	42.3	37.7
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	18.5	20.4	22.3	20.9	23.2	22.9	25.2	26.1	24.2	24.2
Tangible fixed assets	53.8	50.3	51.7	51.6	51.4	53.3	56.4	61.3	61.5	65.2
of which: Land and buildings	12.6	12.0	12.0	12.0	11.8	12.4	13.1	13.2	12.9	14.0
Inventories	8.1	8.9	8.7	8.7	9.2	9.0	9.5	9.8	10.1	11.8
Raw materials, consumables and supplies	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.6	0.6
Work in progress	2.8	3.5	3.7	3.7	3.9	3.9	4.3	4.8	4.8	5.7
Finished goods and merchandise	4.1	4.2	3.9	4.0	4.1	4.2	4.2	4.0	4.2	4.9
Prepayments (inventories)	0.8	0.7	0.6	0.6	0.6	0.5	0.5	0.5	0.5	0.5
Non-financial assets	80.4	79.5	82.7	81.3	83.7	85.2	91.1	97.1	95.8	101.1
Cash	19.2	18.5	21.3	19.7	22.2	23.5	24.2	25.3	26.2	31.9
Receivables	75.7	91.6	93.1	91.5	108.2	112.5	126.2	125.7	147.3	155.5
Short-term	70.1	79.9	80.6	79.5	84.5	90.2	102.3	102.0	114.9	125.7
of which										
Trade receivables	20.4	22.7	23.7	23.8	24.4	25.5	26.3	27.4	29.6	31.2
Receivables from affiliated companies	40.9	49.0	48.9	47.9	51.5	55.5	65.7	65.1	75.4	84.7
Long-term	5.6	11.7	12.5	12.0	23.7	22.3	24.0	23.7	32.4	29.8
of which: Loans to affiliated companies	2.5	8.7	9.1	8.1	19.6	18.0	11.6	12.6	26.8	24.5
Securities	9.8	9.8	9.9	10.1	10.8	11.3	12.3	11.4	11.5	8.7
Short-term securities	1.3	0.8	1.1	0.6	0.8	1.1	1.1	1.1	1.2	1.1
Long-term securities	8.6	9.1	8.8	9.5	10.0	10.2	11.2	10.3	10.3	7.6
Other long-term equity investments	113.2	116.5	118.9	126.1	140.0	156.5	152.2	148.3	152.5	150.2
of which: Goodwill	5.1	4.5	8.2	9.1	18.7	15.4	12.7	11.5	11.3	7.0
Prepaid expenses	3.1	3.5	3.6	3.3	3.7	3.9	4.1	4.1	4.6	4.9
Financial assets	221.1	240.0	246.9	250.7	284.9	307.6	319.1	314.8	342.2	351.2
Balance sheet total (adjusted)	301.5	319.4	329.5	332.0	368.6	392.8	410.2	411.9	437.9	452.3
<b>Capital</b>										
Equity (adjusted)	101.9	111.4	111.2	125.1	129.2	140.5	141.9	145.3	151.2	148.8
Liabilities	147.8	153.9	163.2	150.1	180.2	190.5	199.4	202.8	216.9	229.4
Short-term	75.5	82.2	94.9	93.7	97.2	108.4	116.2	107.4	117.6	127.1
of which										
Liabilities to banks	6.1	5.5	10.7	4.0	5.0	8.3	9.0	5.8	6.9	6.1
Trade payables	12.4	12.8	14.2	14.3	14.0	14.7	16.0	16.6	17.8	19.6
Liabilities to affiliated companies	44.2	50.2	54.2	60.3	62.8	65.6	72.2	67.1	74.9	81.0
Payments received on account of orders	3.7	3.9	4.0	3.8	4.3	4.7	4.0	4.8	5.1	5.9
Long-term	72.3	71.8	68.3	56.4	83.0	82.1	83.1	95.4	99.4	102.3
of which										
Liabilities to banks	12.7	10.1	6.4	12.5	12.7	13.4	13.6	10.4	11.6	12.6
Liabilities to affiliated companies	52.9	53.0	54.3	34.8	61.9	59.0	58.7	73.7	77.8	75.2
Provisions	46.0	47.9	48.8	50.7	52.2	54.6	60.3	55.6	61.3	64.6
of which:										
Provisions for pensions	20.8	22.9	22.9	23.1	24.2	25.6	30.4	26.0	28.3	31.5
Half of the special tax-allowable reserve	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	5.8	6.2	6.3	6.0	7.0	7.3	8.6	8.3	8.4	9.5
Liabilities and provisions	199.5	208.0	218.3	206.8	239.4	252.4	268.3	266.6	286.7	303.5
Balance sheet total (adjusted)	301.5	319.4	329.5	332.0	368.6	392.8	410.2	411.9	437.9	452.3

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 8 Information and communication\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	98.7	99.0	99.0	99.2	99.3	99.7	99.7	99.8	99.5	99.5	99.4	99.6
Change in finished goods	1.3	1.0	1.0	0.8	0.7	0.3	0.3	0.2	0.5	0.5	0.6	0.4
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.9	0.8	0.8	2.0	2.0	2.1	1.0	0.8	0.7	0.9	1.1	1.1
Other income	8.1	8.9	13.4	13.0	13.2	12.0	9.2	9.1	8.9	11.2	17.5	10.0
Total income	109.0	109.7	114.2	115.0	115.2	114.0	110.1	109.9	109.6	112.2	118.5	111.0
Cost of materials	40.5	40.6	43.6	45.9	45.6	43.8	42.3	42.5	42.5	43.9	44.2	43.8
Personnel expenses	24.1	23.5	23.5	22.5	22.9	23.7	23.6	23.1	23.1	24.3	23.5	22.7
Depreciation	13.3	12.8	10.5	15.4	11.5	13.3	12.6	9.2	8.4	7.9	8.7	9.9
Interest and similar expenses	3.9	3.4	2.9	4.0	4.5	4.9	4.0	3.0	2.8	2.5	2.4	2.6
Operating taxes	0.3	0.2	0.1	0.1	0.0	0.2	0.0	0.1	0.0	0.0	0.0	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	22.9	23.5	24.6	27.4	27.5	27.3	25.4	26.2	25.7	26.3	26.9	26.4
Total expenses before taxes on income	105.0	103.9	105.2	115.3	112.0	113.2	108.0	104.1	102.5	104.9	105.7	105.3
Annual result before taxes on income	4.1	5.8	9.0	-0.3	3.2	0.9	2.1	5.8	7.1	7.2	12.8	5.7
Taxes on income	2.7	3.7	3.0	1.9	2.0	0.7	1.3	1.9	1.8	1.6	1.6	1.4
Annual result	1.3	2.1	6.0	-2.2	1.2	0.2	0.9	3.9	5.4	5.6	11.2	4.3
	Percentage of sales											
Annual result before taxes on income	4.1	5.9	9.1	-0.3	3.2	0.9	2.2	5.8	7.2	7.3	12.9	5.7
Cash flow	.	15.7	18.2	16.6	14.8	14.9	14.1	14.4	13.7	15.0	22.2	13.6
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	2.1	3.3	3.2	12.4	10.5	10.8	8.6	8.8	8.6	8.4	7.3	7.4
Tangible fixed assets	51.5	44.5	35.6	25.3	23.0	23.3	21.2	21.0	22.3	21.2	19.1	18.2
Inventories	8.7	6.5	6.6	5.4	4.1	3.8	3.6	3.7	3.6	3.0	2.7	2.8
Cash	6.6	7.5	5.0	4.6	3.7	4.1	6.6	7.3	7.2	6.6	5.3	5.1
Receivables	19.3	20.8	23.4	29.5	23.7	23.0	27.9	23.2	21.7	22.6	22.7	22.4
Short-term	17.2	18.8	21.0	19.1	22.5	20.1	26.9	21.6	20.4	20.5	21.1	20.7
Long-term	2.1	2.0	2.3	10.5	1.2	2.9	1.0	1.5	1.2	2.1	1.7	1.7
Securities	3.9	3.7	3.5	2.1	2.1	1.9	1.7	1.8	2.2	2.3	2.4	3.2
Other long-term equity investments	7.3	12.7	22.1	20.0	32.4	32.5	29.8	33.4	33.5	35.0	39.5	40.0
Capital												
Equity (adjusted)	24.5	26.4	35.1	27.9	28.6	27.8	27.8	33.0	34.1	30.7	33.3	33.5
Liabilities	60.4	58.2	51.4	59.6	59.0	58.7	58.5	51.3	49.3	52.3	49.4	49.9
Short-term	23.6	27.8	28.4	37.4	37.9	31.9	32.0	26.2	26.9	24.2	25.0	25.9
Long-term	36.8	30.4	23.0	22.3	21.2	26.8	26.5	25.0	22.4	28.1	24.3	24.0
Provisions	14.3	14.7	12.9	11.7	11.3	12.4	12.4	14.4	15.3	15.6	15.8	14.9
of which: Provisions for pensions	6.3	5.5	4.6	4.6	4.3	5.0	5.0	6.1	6.6	7.5	7.2	6.6
Memo item: Sales	83.6	88.9	79.1	66.1	63.6	66.2	65.7	72.7	78.8	77.3	71.7	71.2
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	10.4	7.3	8.3	8.2	6.4	5.7	5.5	5.1	4.6	3.9	3.8	3.9
Short-term receivables	20.6	21.1	26.6	28.9	35.4	30.5	40.9	29.8	25.9	26.5	29.4	29.1
	Percentage of tangible fixed assets											
Equity (adjusted)	45.8	55.3	90.4	74.1	85.5	81.7	93.3	110.8	110.1	103.5	126.3	131.0
Long-term equity and liabilities	126.9	131.1	162.1	145.9	162.0	175.6	199.4	215.8	203.9	224.1	246.2	250.6
	Percentage of fixed assets											
Long-term equity and liabilities	104.4	96.4	96.6	79.3	79.4	84.6	96.4	97.1	93.9	97.2	93.8	91.7
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	108.1	99.1	97.1	65.9	71.3	78.2	106.6	111.7	105.1	115.4	108.4	101.4
Cash resources, short-term receivables and inventories	144.9	122.5	120.3	80.4	82.1	90.1	117.7	125.8	118.6	127.8	119.4	112.1
	Percentage of liabilities and provisions less cash											
Cash Flow	.	21.1	24.0	16.2	13.9	14.5	14.1	17.5	18.4	18.4	25.9	15.8
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	4.4	5.0	7.1	1.2	3.6	3.4	3.2	5.0	6.5	6.3	9.8	4.9

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector  
 continued: 8 Information and communication\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	99.6	99.3	99.3	99.6	99.5	99.6	99.0	99.3	99.5	99.1
Change in finished goods	0.4	0.7	0.7	0.4	0.5	0.4	1.0	0.7	0.5	0.9
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.8	0.9	0.8	0.9	0.7	0.6	0.7	0.5	0.6	0.5
Other income	10.4	10.2	11.1	9.9	7.8	8.3	8.1	5.8	5.8	5.5
Total income	111.1	111.1	111.9	110.9	108.4	108.8	108.8	106.4	106.5	106.0
Cost of materials	43.6	44.1	43.8	43.4	43.1	41.9	43.3	43.4	44.5	44.9
Personnel expenses	23.8	23.2	23.3	23.8	25.2	25.7	25.8	24.6	25.1	25.6
Depreciation	8.5	7.8	7.7	7.7	8.1	9.9	9.2	8.1	8.2	7.8
Interest and similar expenses	2.1	2.6	2.3	2.2	2.5	2.3	2.5	1.9	1.8	1.9
Operating taxes	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.0	0.0	0.0
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	26.3	27.7	26.1	25.8	23.4	24.7	24.4	21.6	20.6	21.1
Total expenses before taxes on income	104.5	105.6	103.1	103.1	102.3	104.6	105.4	99.8	100.3	101.4
Annual result before taxes on income	6.6	5.5	8.8	7.8	6.1	4.2	3.4	6.6	6.2	4.6
Taxes on income	1.4	1.1	1.8	1.6	1.3	1.6	1.4	1.3	1.7	1.5
Annual result	5.3	4.4	7.0	6.2	4.9	2.7	2.0	5.3	4.5	3.1
Percentage of sales										
Annual result before taxes on income	6.7	5.6	8.9	7.9	6.1	4.3	3.4	6.6	6.2	4.7
Cash flow	14.4	13.2	15.1	14.8	13.9	13.6	14.0	11.6	14.6	12.4
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	6.1	6.4	6.8	6.3	6.3	5.8	6.2	6.3	5.5	5.3
Tangible fixed assets	17.8	15.7	15.7	15.5	13.9	13.6	13.7	14.9	14.0	14.4
Inventories	2.7	2.8	2.6	2.6	2.5	2.3	2.3	2.4	2.3	2.6
Cash	6.4	5.8	6.5	5.9	6.0	6.0	5.9	6.1	6.0	7.0
Receivables	25.1	28.7	28.3	27.6	29.3	28.6	30.8	30.5	33.6	34.4
Short-term	23.2	25.0	24.5	24.0	22.9	23.0	24.9	24.8	26.2	27.8
Long-term	1.9	3.7	3.8	3.6	6.4	5.7	5.9	5.8	7.4	6.6
Securities	3.3	3.1	3.0	3.0	2.9	2.9	3.0	2.8	2.6	1.9
Other long-term equity investments	37.6	36.5	36.1	38.0	38.0	39.8	37.1	36.0	34.8	33.2
Capital										
Equity (adjusted)	33.8	34.9	33.7	37.7	35.1	35.8	34.6	35.3	34.5	32.9
Liabilities										
Short-term	25.1	25.7	28.8	28.2	26.4	27.6	28.3	26.1	26.8	28.1
Long-term	24.0	22.5	20.7	17.0	22.5	20.9	20.3	23.1	22.7	22.6
Provisions	15.3	15.0	14.8	15.3	14.2	13.9	14.7	13.5	14.0	14.3
of which: Provisions for pensions	6.9	7.2	7.0	7.0	6.6	6.5	7.4	6.3	6.5	7.0
Memo item: Sales	70.4	70.0	70.9	72.4	65.5	63.1	63.9	66.6	66.1	67.5
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	3.8	4.0	3.7	3.6	3.8	3.6	3.6	3.6	3.5	3.9
Short-term receivables	33.0	35.7	34.5	33.1	35.0	36.4	39.0	37.2	39.7	41.2
Percentage of tangible fixed assets										
Equity (adjusted)	141.1	157.7	150.3	172.5	173.4	184.3	173.9	166.3	176.5	166.5
Long-term equity and liabilities	270.0	291.9	273.7	282.2	317.3	325.6	313.1	305.3	325.5	316.3
Percentage of fixed assets										
Long-term equity and liabilities	97.7	99.2	94.5	93.0	95.3	93.6	95.0	98.9	99.3	102.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	119.8	120.7	108.5	106.5	110.6	105.9	109.8	119.6	121.1	124.8
Cash resources, short-term receivables and inventories	130.6	131.5	117.7	115.8	120.0	114.1	118.0	128.7	129.7	134.1
Percentage of liabilities and provisions less cash										
Cash Flow	17.0	15.5	17.9	19.0	15.5	14.7	15.0	13.2	16.2	13.9
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	5.2	5.0	6.6	6.1	4.9	3.2	2.9	4.8	4.2	3.4

\* Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden, Germany.

I. Enterprises by economic sector

9 Business services\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement</b>												
Sales	184.3	195.8	210.7	224.4	230.5	231.9	233.6	240.7	253.0	273.5	292.2	309.0
Change in finished goods	1.1	1.3	1.7	1.6	1.6	1.2	0.4	0.3	0.8	- 1.0	3.2	2.9
Gross revenue	185.4	197.1	212.4	226.1	232.1	233.1	234.0	240.9	253.8	272.5	295.4	311.9
Interest and similar income	1.0	1.1	1.1	1.5	1.5	1.4	1.3	1.1	1.2	1.3	2.0	2.1
Other income	12.4	13.3	13.3	16.3	16.1	17.2	16.8	17.1	18.5	20.8	21.2	21.9
of which: Income from long-term equity investments	1.1	1.3	1.0	1.8	1.0	0.7	0.6	0.7	0.7	1.3	1.1	1.4
Total income	198.8	211.4	226.8	243.8	249.7	251.7	252.0	259.2	273.5	294.7	318.5	335.9
Cost of materials	65.6	69.5	76.6	81.4	79.2	79.6	78.2	82.2	86.6	93.7	103.9	110.5
Personnel expenses	66.2	69.9	73.4	79.0	84.1	85.0	85.9	86.1	90.0	95.9	103.9	110.8
Depreciation	10.8	11.8	12.2	13.5	13.2	13.9	13.5	12.2	11.8	12.6	14.3	14.2
of which: Depreciation of tangible fixed assets	10.2	11.2	11.8	12.9	12.3	12.3	12.5	11.5	11.2	11.8	13.1	12.9
Interest and similar expenses	3.4	3.5	3.6	4.0	4.0	3.8	3.6	3.4	3.2	3.5	3.9	4.1
Operating taxes	0.4	0.3	0.3	0.4	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	42.3	43.4	46.6	52.2	55.4	56.3	57.6	57.0	60.3	63.9	65.7	69.2
Total expenses before taxes on income	188.7	198.3	212.7	230.5	236.1	238.9	239.0	241.1	252.2	269.9	292.1	309.2
Annual result before taxes on income	10.1	13.1	14.1	13.3	13.6	12.9	13.0	18.1	21.2	24.8	26.4	26.7
Taxes on income	2.2	2.5	2.8	2.8	2.6	2.4	2.7	2.8	3.2	3.4	4.1	3.9
Annual result	7.9	10.6	11.3	10.5	11.0	10.4	10.3	15.3	18.0	21.4	22.3	22.8
Profit and loss transfers (parent company)	- 0.3	- 0.1	- 0.2	- 0.2	0.1	0.0	0.2	0.1	0.1	0.3	0.4	0.5
Profit and loss transfers (subsidiary)	0.3	0.4	0.5	0.8	1.0	0.7	1.1	1.7	1.9	1.7	1.3	2.5
Profit for the year	7.4	10.1	10.6	9.5	10.0	9.8	9.4	13.7	16.2	20.0	21.5	20.8
Cash flow	.	23.5	25.8	27.4	24.8	24.8	24.5	30.1	31.2	35.8	38.3	35.5
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	1.1	1.2	1.4	2.3	2.8	3.0	2.8	1.9	2.7	2.9	2.9	2.5
Tangible fixed assets	43.2	45.5	48.8	51.2	52.2	50.9	51.5	51.9	52.7	56.6	58.1	60.1
of which: Land and buildings	19.8	21.8	23.7	24.7	25.0	25.2	25.1	23.6	23.0	23.5	23.6	24.9
Inventories	20.3	22.0	22.9	22.0	22.4	23.1	21.9	19.8	20.5	19.3	26.0	30.0
Raw materials, consumables and supplies	1.1	1.1	1.1	1.3	1.4	1.2	1.1	1.0	1.0	1.1	1.4	1.2
Work in progress	14.5	14.9	16.4	15.8	16.8	17.6	16.9	15.0	15.5	14.1	19.3	22.1
Finished goods and merchandise	3.5	4.7	4.0	3.7	3.3	3.4	3.0	3.1	3.4	3.0	4.3	5.2
Prepayments (inventories)	1.2	1.3	1.4	1.2	1.0	0.9	0.9	0.7	0.6	1.0	1.0	1.4
Non-financial assets	64.6	68.7	73.1	75.5	77.5	77.0	76.2	73.7	75.9	78.8	86.9	92.6
Cash	11.4	13.9	14.9	15.3	16.5	16.9	17.9	19.6	20.8	21.8	24.6	26.0
Receivables	49.4	49.7	53.9	62.7	61.7	63.8	63.3	63.6	67.4	74.6	83.5	83.4
Short-term	45.9	46.5	51.0	58.6	56.6	58.8	57.8	57.6	61.4	68.3	77.0	78.8
of which												
Trade receivables	24.4	25.5	27.7	30.3	29.4	28.1	27.9	27.2	28.9	32.6	35.3	34.3
Receivables from affiliated companies	10.6	11.6	13.3	16.7	15.7	18.9	17.9	16.5	19.4	21.8	27.2	29.7
Long-term	3.5	3.2	2.9	4.1	5.2	5.0	5.5	5.9	6.0	6.3	6.4	4.5
of which: Loans to affiliated companies	0.9	0.9	0.7	1.0	1.7	2.2	1.9	1.8	1.8	2.1	2.3	1.5
Securities	3.4	3.7	4.4	4.6	4.5	5.0	5.4	5.2	5.1	5.3	5.3	5.3
Short-term securities	1.8	1.9	2.0	2.4	2.0	2.5	2.3	2.1	1.8	2.3	2.1	1.9
Long-term securities	1.6	1.8	2.4	2.2	2.5	2.6	3.1	3.1	3.2	3.0	3.2	3.4
Other long-term equity investments	7.0	8.6	8.9	10.7	8.7	10.2	9.4	9.0	9.6	11.8	12.6	13.2
of which: Goodwill	2.7	3.4	3.4	3.7	2.9	4.1	3.6	3.0	2.8	3.7	3.2	3.3
Prepaid expenses	1.2	1.2	1.3	1.5	1.7	1.7	1.8	1.7	1.8	1.9	1.9	2.2
Financial assets	72.5	77.1	83.5	94.8	93.2	97.6	97.8	99.1	104.6	115.4	127.8	130.1
Balance sheet total (adjusted)	137.1	145.8	156.6	170.3	170.7	174.6	174.0	172.7	180.5	194.2	214.7	222.7
<b>Capital</b>												
Equity (adjusted)	14.0	14.6	16.1	22.8	23.2	24.6	26.1	28.4	31.1	35.3	40.8	43.6
Liabilities	96.2	103.2	110.2	114.4	113.4	115.3	112.3	106.3	109.8	117.4	130.6	136.5
Short-term	66.3	71.3	74.1	78.9	79.3	81.1	79.4	75.5	77.7	84.5	97.2	103.3
of which												
Liabilities to banks	17.0	18.4	17.5	17.2	17.7	16.8	15.9	14.5	13.9	16.4	17.9	17.4
Trade payables	12.5	12.9	14.7	16.4	14.7	14.3	13.7	13.5	13.8	16.1	16.6	16.7
Liabilities to affiliated companies	8.5	9.6	10.5	13.6	13.5	15.9	15.7	15.5	17.2	20.5	22.9	26.5
Payments received on account of orders	15.5	17.5	17.5	17.0	18.1	19.0	18.8	16.9	17.2	15.7	21.4	25.1
Long-term	29.9	32.0	36.1	35.5	34.2	34.2	32.9	30.8	32.1	32.9	33.4	33.2
of which												
Liabilities to banks	19.6	21.5	24.4	25.1	24.1	23.3	22.8	20.9	20.9	21.3	23.1	22.0
Liabilities to affiliated companies	8.8	8.9	9.9	8.9	7.8	8.6	8.0	7.2	7.9	8.6	7.1	8.0
Provisions	23.3	23.7	25.9	28.5	28.4	29.7	31.1	33.6	35.2	36.2	37.9	38.2
of which:												
Provisions for pensions	6.7	6.8	7.4	7.5	7.8	8.6	9.5	10.0	10.8	11.2	11.6	11.0
Half of the special tax-allowable reserve	1.2	1.3	1.5	2.1	2.0	1.8	1.8	1.9	1.8	1.8	1.4	1.0
Deferred income	3.7	4.3	4.4	4.6	5.6	5.0	4.6	4.4	4.3	5.2	5.5	4.5
Liabilities and provisions	123.2	131.2	140.5	147.5	147.5	150.0	147.9	144.3	149.4	158.9	173.9	179.2
Balance sheet total (adjusted)	137.1	145.8	156.6	170.3	170.7	174.6	174.0	172.7	180.5	194.2	214.7	222.7

\* Professional, scientific and technical activities without activities of head offices; administrative and support service activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden

I. Enterprises by economic sector

9 Business services\*

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement</b>										
Sales	290.7	311.5	335.7	349.2	359.7	378.2	395.3	417.8	442.7	467.6
Change in finished goods	- 0.2	2.0	2.7	3.4	2.8	2.2	3.5	2.9	3.3	6.3
Gross revenue	290.5	313.5	338.4	352.6	362.5	380.4	398.8	420.7	446.1	473.9
Interest and similar income	1.4	1.2	1.3	1.3	1.2	1.1	1.2	1.2	1.2	1.3
Other income	21.9	22.3	21.6	22.3	24.7	22.1	24.8	21.2	19.7	22.2
of which: Income from long-term equity investments	1.1	1.9	1.7	1.3	1.4	2.3	2.9	2.7	2.3	2.5
Total income	313.8	337.0	361.3	376.2	388.4	403.6	424.8	443.1	467.0	497.4
Cost of materials	102.5	108.8	120.5	124.0	126.0	131.5	136.4	144.4	153.9	163.9
Personnel expenses	106.9	115.6	123.4	131.9	135.3	142.0	150.4	157.3	166.3	177.8
Depreciation	14.1	13.9	14.0	14.9	14.8	14.7	15.7	16.8	17.6	19.0
of which: Depreciation of tangible fixed assets	13.3	13.1	13.0	13.6	13.7	13.7	14.9	15.6	16.5	17.6
Interest and similar expenses	3.7	3.8	4.0	4.1	4.3	4.2	4.6	4.0	3.9	4.1
Operating taxes	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.5
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	65.4	69.7	73.0	75.0	77.9	80.4	82.4	82.3	86.7	92.4
Total expenses before taxes on income	292.9	312.2	335.3	350.2	358.7	373.2	389.9	405.3	428.7	457.6
Annual result before taxes on income	20.9	24.8	26.0	25.9	29.7	30.4	34.9	37.8	38.3	39.8
Taxes on income	3.4	3.8	4.4	4.4	5.0	5.4	6.1	6.6	6.9	7.2
Annual result	17.6	21.0	21.6	21.6	24.7	25.0	28.8	31.2	31.4	32.5
Profit and loss transfers (parent company)	0.6	0.5	0.6	0.7	0.6	0.6	0.7	0.5	1.0	1.2
Profit and loss transfers (subsidiary)	2.6	2.0	2.3	2.4	2.3	2.2	2.1	2.3	2.8	3.2
Profit for the year	15.5	19.4	19.9	19.9	23.0	23.3	27.4	29.4	29.6	30.5
Cash flow	26.2	34.7	35.3	37.2	41.6	39.6	47.6	46.6	52.9	54.5
<b>II. Balance sheet</b>										
<b>Assets</b>										
Intangible fixed assets	3.0	3.1	3.3	3.4	4.2	4.8	4.4	4.5	3.8	4.2
Tangible fixed assets	59.0	59.8	62.3	65.5	68.8	70.0	76.2	78.2	84.4	89.2
of which: Land and buildings	24.3	23.7	24.1	24.6	26.5	26.2	29.3	28.3	30.7	31.3
Inventories	27.9	29.4	34.6	35.8	36.8	36.0	38.4	39.7	43.8	50.1
Raw materials, consumables and supplies	1.4	1.2	1.5	1.3	1.3	1.5	1.4	1.7	1.6	2.1
Work in progress	21.1	21.6	26.3	28.4	28.8	28.4	30.0	31.5	34.6	39.8
Finished goods and merchandise	3.8	4.8	5.1	4.8	5.0	4.8	5.6	5.1	5.9	6.0
Prepayments (inventories)	1.5	1.8	1.7	1.3	1.6	1.5	1.3	1.3	1.8	2.3
Non-financial assets	89.8	92.3	100.2	104.7	109.8	110.8	119.0	122.3	132.1	143.5
Cash	27.2	28.1	29.9	29.7	33.2	35.5	38.8	41.1	44.7	47.0
Receivables	78.2	85.7	88.2	93.2	100.6	101.1	109.3	113.2	120.5	129.2
Short-term	74.1	81.5	83.8	89.2	96.4	96.9	104.2	107.2	112.9	122.2
of which										
Trade receivables	30.9	36.0	37.0	40.0	40.4	41.2	44.1	46.0	51.4	54.1
Receivables from affiliated companies	30.5	31.6	33.4	35.1	40.8	40.9	45.4	44.7	44.2	49.3
Long-term	4.1	4.1	4.3	4.0	4.1	4.1	5.1	6.0	7.6	7.0
of which: Loans to affiliated companies	1.4	2.1	2.3	2.3	2.5	2.3	3.2	3.8	4.7	4.5
Securities	4.9	5.1	4.0	4.5	4.4	4.0	3.5	3.7	4.3	4.4
Short-term securities	1.7	1.7	1.7	1.5	1.9	1.8	1.3	1.8	1.9	2.1
Long-term securities	3.2	3.4	2.2	2.9	2.5	2.2	2.1	2.0	2.4	2.4
Other long-term equity investments	13.9	14.8	16.1	16.7	17.3	17.7	18.2	18.3	18.8	21.2
of which: Goodwill	3.2	3.1	3.3	3.2	3.2	3.0	2.9	3.6	3.3	2.9
Prepaid expenses	2.0	1.9	1.8	1.9	2.0	1.8	2.0	2.1	2.4	2.7
Financial assets	126.3	135.6	140.0	145.9	157.4	160.1	171.8	178.4	190.6	204.6
Balance sheet total (adjusted)	216.1	227.9	240.1	250.6	267.1	271.0	290.8	300.7	322.7	348.1
<b>Capital</b>										
Equity (adjusted)	47.7	53.4	58.2	60.5	66.3	67.9	79.2	84.8	88.9	97.2
Liabilities	130.8	137.2	144.9	152.3	160.8	163.9	169.2	174.0	187.6	201.4
Short-term	100.9	106.0	112.8	118.1	125.8	129.2	130.6	134.3	145.4	157.4
of which										
Liabilities to banks	16.0	15.8	16.0	18.6	18.1	18.4	18.7	19.1	20.3	22.8
Trade payables	16.0	17.5	18.6	18.8	19.7	19.6	20.3	21.1	21.6	22.6
Liabilities to affiliated companies	27.5	29.7	31.0	32.3	37.4	40.5	39.9	38.3	41.3	42.8
Payments received on account of orders	24.0	24.4	27.7	28.6	30.4	30.0	30.5	32.4	36.9	43.2
Long-term	29.9	31.2	32.0	34.2	35.0	34.7	38.6	39.7	42.2	43.9
of which										
Liabilities to banks	18.9	19.0	19.7	19.0	20.9	19.3	23.2	24.1	25.8	27.2
Liabilities to affiliated companies	7.9	8.2	8.3	10.2	9.9	10.7	10.1	10.1	10.7	11.1
Provisions	33.8	34.3	34.4	35.5	37.6	37.2	40.3	39.4	42.8	45.8
of which:										
Provisions for pensions	11.0	9.9	9.1	9.9	10.4	9.3	10.7	10.0	10.9	12.5
Half of the special tax-allowable reserve	0.4	0.3	0.2	0.2	0.2	0.8	0.9	0.1	0.0	0.0
Deferred income	3.7	3.1	2.6	2.4	2.5	2.0	2.1	2.5	3.4	3.8
Liabilities and provisions	168.4	174.6	181.9	190.1	200.9	203.1	211.6	216.0	233.8	250.9
Balance sheet total (adjusted)	216.1	227.9	240.1	250.6	267.1	271.0	290.8	300.7	322.7	348.1

\* Professional, scientific and technical activities without activities of head offices; administrative and support service activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wies

I. Enterprises by economic sector  
 continued: 9 Business services\*  
 Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.4	99.4	99.2	99.3	99.3	99.5	99.8	99.9	99.7	100.4	98.9	99.1
Change in finished goods	0.6	0.6	0.8	0.7	0.7	0.5	0.2	0.1	0.3	- 0.4	1.1	0.9
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.5	0.5	0.7	0.6	0.6	0.5	0.5	0.5	0.5	0.5	0.7
Other income	6.7	6.7	6.3	7.2	7.0	7.4	7.2	7.1	7.3	7.6	7.2	7.0
Total income	107.2	107.3	106.8	107.8	107.6	108.0	107.7	107.6	107.8	108.1	107.8	107.7
Cost of materials	35.4	35.3	36.1	36.0	34.1	34.1	33.4	34.1	34.1	34.4	35.2	35.4
Personnel expenses	35.7	35.5	34.6	34.9	36.2	36.5	36.7	35.7	35.5	35.2	35.2	35.5
Depreciation	5.8	6.0	5.7	6.0	5.7	5.9	5.8	5.1	4.7	4.6	4.9	4.6
Interest and similar expenses	1.8	1.8	1.7	1.8	1.7	1.6	1.5	1.4	1.3	1.3	1.3	1.3
Operating taxes	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	22.8	22.0	21.9	23.1	23.9	24.2	24.6	23.6	23.8	23.5	22.2	22.2
Total expenses before taxes on income	101.8	100.6	100.2	102.0	101.7	102.5	102.1	100.1	99.4	99.0	98.9	99.1
Annual result before taxes on income	5.5	6.6	6.6	5.9	5.9	5.5	5.6	7.5	8.4	9.1	9.0	8.6
Taxes on income	1.2	1.3	1.3	1.2	1.1	1.0	1.2	1.2	1.3	1.2	1.4	1.3
Annual result	4.3	5.4	5.3	4.6	4.7	4.5	4.4	6.3	7.1	7.9	7.6	7.3
	Percentage of sales											
Annual result before taxes on income	5.5	6.7	6.7	5.9	5.9	5.5	5.6	7.5	8.4	9.1	9.1	8.6
Cash flow	.	12.0	12.2	12.2	10.8	10.7	10.5	12.5	12.3	13.1	13.1	11.5
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.8	0.8	0.9	1.4	1.7	1.7	1.6	1.1	1.5	1.5	1.3	1.1
Tangible fixed assets	31.5	31.2	31.1	30.0	30.6	29.2	29.6	30.1	29.2	29.1	27.1	27.0
Inventories	14.8	15.1	14.6	12.9	13.1	13.2	12.6	11.5	11.3	9.9	12.1	13.5
Cash	8.3	9.5	9.5	9.0	9.7	9.7	10.3	11.3	11.5	11.2	11.4	11.7
Receivables	36.0	34.1	34.4	36.8	36.2	36.5	36.4	36.8	37.4	38.4	38.9	37.4
Short-term	33.4	31.9	32.6	34.4	33.1	33.7	33.2	33.4	34.0	35.2	35.9	35.4
Long-term	2.6	2.2	1.9	2.4	3.0	2.9	3.2	3.4	3.3	3.3	3.0	2.0
Securities	2.5	2.5	2.8	2.7	2.7	2.9	3.1	3.0	2.8	2.7	2.5	2.4
	5.1	5.9	5.7	6.3	5.1	5.8	5.4	5.2	5.3	6.1	5.9	5.9
Capital												
Equity (adjusted)	10.2	10.0	10.3	13.4	13.6	14.1	15.0	16.4	17.2	18.2	19.0	19.6
Liabilities	70.2	70.8	70.4	67.2	66.5	66.0	64.6	61.5	60.9	60.5	60.8	61.3
Short-term	48.3	48.9	47.3	46.3	46.4	46.5	45.7	43.7	43.1	43.5	45.3	46.4
Long-term	21.8	21.9	23.0	20.8	20.0	19.6	18.9	17.8	17.8	16.9	15.5	14.9
Provisions	17.0	16.3	16.5	16.7	16.7	17.0	17.8	19.5	19.5	18.7	17.7	17.2
of which: Provisions for pensions	4.9	4.7	4.7	4.4	4.6	4.9	5.5	5.8	6.0	5.8	5.4	5.0
Memo item: Sales	134.4	134.3	134.5	131.8	135.1	132.8	134.2	139.3	140.2	140.8	136.1	138.7
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	11.0	11.2	10.9	9.8	9.7	10.0	9.4	8.2	8.1	7.0	8.9	9.7
Short-term receivables	24.9	23.8	24.2	26.1	24.5	25.3	24.7	23.9	24.3	25.0	26.4	25.5
	Percentage of tangible fixed assets											
Equity (adjusted)	31.5	31.3	32.1	42.6	42.1	45.6	48.0	52.7	56.2	59.2	66.9	69.5
Long-term equity and liabilities	116.9	117.0	121.7	126.9	122.0	128.3	129.2	131.9	136.7	136.3	142.9	141.7
	Percentage of fixed assets											
Long-term equity and liabilities	91.8	90.7	94.8	96.4	93.9	96.5	96.9	98.9	102.1	100.6	104.7	105.9
	% der kurzfristigen Verbindlichkeiten											
	Percentage of short-term liabilities											
Cash resources and short-term receivables	89.2	87.5	91.6	96.7	94.7	96.3	98.1	105.1	108.1	109.3	106.7	103.3
Cash resources, short-term receivables and inventories	119.8	118.3	122.5	124.6	123.0	124.7	125.7	131.3	134.5	132.1	133.4	132.3
	Percentage of liabilities and provisions less cash											
Cash Flow	.	20.0	20.5	20.7	19.0	18.6	18.9	24.1	24.2	26.1	25.6	23.2
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	8.2	9.7	9.5	8.5	8.8	8.2	8.0	10.8	11.8	12.8	12.2	12.1

\* Professional, scientific and technical activities without activities of head offices; administrative and support service activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wiesbaden

I. Enterprises by economic sector  
 continued: 9 Business services\*  
 Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>I. Income statement ratios</b>										
Percentage of gross revenue										
Sales	100.1	99.4	99.2	99.0	99.2	99.4	99.1	99.3	99.3	98.7
Change in finished goods	- 0.1	0.6	0.8	1.0	0.8	0.6	0.9	0.7	0.7	1.3
Gross revenue	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3
Other income	7.5	7.1	6.4	6.3	6.8	5.8	6.2	5.0	4.4	4.7
Total income	108.0	107.5	106.8	106.7	107.1	106.1	106.5	105.3	104.7	105.0
Cost of materials	35.3	34.7	35.6	35.2	34.8	34.6	34.2	34.3	34.5	34.6
Personnel expenses	36.8	36.9	36.5	37.4	37.3	37.3	37.7	37.4	37.3	37.5
Depreciation	4.9	4.4	4.1	4.2	4.1	3.9	3.9	4.0	3.9	4.0
Interest and similar expenses	1.3	1.2	1.2	1.2	1.2	1.1	1.2	1.0	0.9	0.9
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
of which: Excise duties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	22.5	22.2	21.6	21.3	21.5	21.1	20.7	19.6	19.4	19.5
Total expenses before taxes on income	100.8	99.6	99.1	99.3	99.0	98.1	97.8	96.3	96.1	96.6
Annual result before taxes on income	7.2	7.9	7.7	7.4	8.2	8.0	8.8	9.0	8.6	8.4
Taxes on income	1.2	1.2	1.3	1.2	1.4	1.4	1.5	1.6	1.5	1.5
Annual result	6.1	6.7	6.4	6.1	6.8	6.6	7.2	7.4	7.0	6.9
Percentage of sales										
Annual result before taxes on income	7.2	8.0	7.7	7.4	8.2	8.0	8.8	9.1	8.6	8.5
Cash flow	9.0	11.1	10.5	10.7	11.6	10.5	12.0	11.2	12.0	11.6
<b>II. Balance sheet ratios</b>										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.4	1.4	1.4	1.3	1.6	1.8	1.5	1.5	1.2	1.2
Tangible fixed assets	27.3	26.2	25.9	26.1	25.7	25.8	26.2	26.0	26.2	25.6
Inventories	12.9	12.9	14.4	14.3	13.8	13.3	13.2	13.2	13.6	14.4
Cash	12.6	12.3	12.5	11.9	12.4	13.1	13.4	13.7	13.9	13.5
Receivables	36.2	37.6	36.7	37.2	37.6	37.3	37.6	37.6	37.3	37.1
Short-term	34.3	35.8	34.9	35.6	36.1	35.8	35.8	35.6	35.0	35.1
Long-term	1.9	1.8	1.8	1.6	1.5	1.5	1.8	2.0	2.4	2.0
Securities	2.3	2.2	1.6	1.8	1.6	1.5	1.2	1.2	1.3	1.3
	6.4	6.5	6.7	6.6	6.5	6.5	6.3	6.1	5.8	6.1
Capital										
Equity (adjusted)	22.1	23.4	24.3	24.1	24.8	25.0	27.2	28.2	27.5	27.9
Liabilities										
Short-term	46.7	46.5	47.0	47.1	47.1	47.7	44.9	44.7	45.0	45.2
Long-term	13.8	13.7	13.3	13.6	13.1	12.8	13.3	13.2	13.1	12.6
Provisions	15.7	15.0	14.3	14.2	14.1	13.7	13.8	13.1	13.3	13.1
of which: Provisions for pensions	5.1	4.3	3.8	3.9	3.9	3.4	3.7	3.3	3.4	3.6
Memo item: Sales	134.5	136.7	139.8	139.3	134.7	139.6	135.9	138.9	137.2	134.3
<b>III. Other ratios</b>										
Percentage of sales										
Inventories	9.6	9.4	10.3	10.3	10.2	9.5	9.7	9.5	9.9	10.7
Short-term receivables	25.5	26.2	25.0	25.5	26.8	25.6	26.4	25.6	25.5	26.1
Percentage of tangible fixed assets										
Equity (adjusted)	77.0	84.8	88.8	87.8	90.8	90.7	98.2	102.6	100.7	104.1
Long-term equity and liabilities	143.6	150.7	151.9	152.1	153.2	150.5	160.5	162.9	160.9	164.5
Percentage of fixed assets										
Long-term equity and liabilities	107.0	111.1	112.9	113.4	115.4	113.9	121.9	123.5	121.4	123.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	102.1	105.0	102.4	102.0	104.5	103.9	110.5	111.7	109.7	108.8
Cash resources, short-term receivables and inventories	129.7	132.7	133.0	132.3	133.8	131.8	139.9	141.2	139.8	140.6
Percentage of liabilities and provisions less cash										
Cash Flow	18.5	23.7	23.2	23.2	24.8	23.7	27.5	26.6	28.0	26.7
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	9.9	10.9	10.7	10.2	10.8	10.8	11.5	11.7	10.9	10.5

\* Professional, scientific and technical activities without activities of head offices; administrative and support service activities. Classification of Economic Activities, Edition 2008 (WZ 2008), Federal Statistical Office, Wies