

III. Enterprises by size category*
1 Small and medium-sized enterprises**
Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
I. Income statement													
Sales	1 364.3	1 400.2	1 439.9	1 513.8	1 534.5	1 506.4	1 510.3	1 549.5	1 613.5	1 732.8	1 754.6	1 811.6	1 704.4
Change in finished goods	9.5	9.6	15.4	14.1	11.5	10.7	8.5	7.7	10.4	0.6	31.6	20.6	7.7
Gross revenue	1 373.8	1 409.9	1 455.3	1 527.9	1 546.0	1 517.1	1 518.8	1 557.2	1 623.9	1 733.4	1 786.2	1 832.2	1 712.1
Interest and similar income	4.5	4.7	4.9	5.7	6.0	5.4	4.7	4.5	4.6	5.2	6.5	7.1	5.0
Other income	54.9	61.0	62.0	66.4	67.7	73.3	69.6	68.9	70.4	74.0	80.1	79.1	71.4
of which: Income from long-term equity investments	4.8	5.9	5.7	6.0	4.7	3.3	3.1	3.0	2.9	3.7	4.4	4.4	3.4
Total income	1 433.2	1 475.7	1 522.2	1 600.0	1 619.7	1 595.8	1 593.1	1 630.5	1 699.0	1 812.6	1 872.8	1 918.4	1 788.6
Cost of materials	750.8	769.0	792.0	832.2	835.5	809.1	808.0	832.2	872.9	938.0	966.6	986.5	907.2
Personnel expenses	330.1	334.6	343.5	359.6	368.0	368.0	363.1	362.0	369.8	380.2	395.3	408.8	402.7
Depreciation	62.4	64.2	64.6	67.5	68.3	68.0	64.8	60.5	59.9	62.5	65.0	66.0	65.0
of which: Depreciation of tangible fixed assets	57.9	59.9	60.8	62.8	62.5	61.5	59.8	56.3	56.2	58.7	61.1	61.1	61.1
Interest and similar expenses	28.8	28.9	28.3	29.6	30.4	29.0	26.6	25.0	24.5	25.3	26.3	27.3	25.0
Operating taxes	3.0	2.6	2.7	2.6	2.1	2.0	2.1	2.1	2.1	2.3	2.4	2.4	2.2
of which: Excise duties	0.1	0.1	0.1	0.2	0.1	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2
Other expenses	218.6	226.6	238.3	256.5	264.5	268.4	269.4	276.4	291.5	313.1	316.4	329.7	315.3
Total expenses before taxes on income	1 393.7	1 426.0	1 469.3	1 548.1	1 568.9	1 544.5	1 533.9	1 558.3	1 620.7	1 721.3	1 772.0	1 820.8	1 717.3
Annual result before taxes on income	39.5	49.7	52.8	52.0	50.8	51.4	59.2	72.2	78.3	91.2	100.8	97.6	71.2
Taxes on income	11.4	12.7	13.5	13.4	12.9	12.2	13.4	15.0	16.5	17.5	20.2	18.1	15.1
Annual result	28.0	36.9	39.4	38.5	37.9	39.2	45.8	57.3	61.9	73.7	80.6	79.5	56.1
Profit and loss transfers (parent company)	-1.2	-1.2	-1.5	-1.0	-0.2	0.1	0.2	0.6	0.7	1.1	1.1	1.5	1.0
Profit and loss transfers (subsidiary)	-0.9	-0.7	-0.2	-0.4	-0.2	-0.2	0.5	1.2	2.2	3.2	4.2	4.4	2.1
Profit for the year	27.7	36.4	38.1	37.9	38.0	39.4	45.6	56.7	60.4	71.7	77.5	76.6	55.0
Cash flow	.	105.9	111.6	114.5	108.0	106.3	112.5	120.8	125.9	144.0	144.0	141.5	115.8
II. Balance sheet													
Assets													
Intangible fixed assets	5.0	5.8	7.0	7.3	8.1	7.7	7.7	7.8	8.6	9.1	9.0	9.5	9.7
Tangible fixed assets	288.9	302.4	313.7	325.4	331.9	336.8	334.7	334.7	343.9	358.5	362.5	374.1	379.3
of which: Land and buildings	138.4	146.3	151.0	157.4	158.6	157.5	153.7	148.3	148.1	149.5	146.1	148.1	148.0
Inventories	219.1	222.7	230.5	231.7	225.3	218.1	206.1	201.7	208.9	199.6	233.2	240.1	227.6
Raw materials, consumables and supplies	25.1	25.9	26.3	28.3	27.5	26.2	25.1	25.6	26.3	28.5	30.9	30.9	30.3
Work in progress	77.9	76.9	85.7	82.9	80.7	79.1	73.5	69.0	72.1	59.2	84.4	87.2	83.2
Finished goods and merchandise	112.1	115.9	113.6	116.8	113.6	109.5	104.3	104.3	107.2	108.7	113.5	116.9	110.2
Prepayments (inventories)	3.9	4.0	4.9	3.7	3.5	3.3	3.2	2.8	3.3	3.3	4.3	5.0	3.9
Non-financial assets	512.9	530.9	551.2	564.4	565.2	562.7	548.5	544.2	561.4	567.2	604.7	623.7	616.6
Cash	61.0	68.4	71.5	74.0	76.2	77.1	79.1	84.4	91.6	95.6	100.8	104.1	110.5
Receivables	250.7	258.0	275.4	293.8	293.0	287.8	280.3	277.4	288.2	319.0	329.1	322.8	315.8
Short-term	234.3	242.5	259.5	277.0	274.9	272.3	264.6	262.5	271.9	302.4	311.8	305.5	298.1
of which													
Trade receivables	142.8	143.2	153.3	161.1	156.7	148.5	144.1	141.5	148.1	168.7	168.1	159.8	148.7
Receivables from affiliated companies	52.5	59.2	65.8	71.5	75.0	79.2	76.9	76.3	79.2	82.9	88.2	89.9	94.8
Long-term	16.4	15.4	16.0	16.8	18.0	15.5	15.7	15.0	16.3	16.6	17.3	17.3	17.7
of which: Loans to affiliated companies	7.0	6.5	6.1	5.9	6.3	5.6	5.6	4.9	5.5	5.9	6.4	6.4	7.0
Securities	5.5	6.4	8.0	9.8	10.2	10.8	10.9	11.8	12.2	11.0	12.2	10.7	8.9
Short-term securities	2.8	3.4	4.7	6.4	6.1	6.7	6.5	7.1	6.6	6.5	6.2	4.9	4.5
Long-term securities	2.7	2.9	3.3	3.4	4.1	4.1	4.5	4.7	5.6	4.4	6.0	5.8	4.4
Other long-term equity investments	26.2	30.3	34.6	36.6	35.3	35.4	35.6	36.0	37.4	38.2	40.0	40.3	41.5
of which: Goodwill	6.2	7.2	8.2	9.2	8.1	8.5	7.9	8.4	8.7	9.7	8.9	8.5	8.3
Prepaid expenses	6.4	6.4	7.0	7.3	7.6	7.7	7.6	7.5	7.6	7.7	8.5	8.7	8.5
Financial assets	349.9	369.3	396.4	421.5	422.4	418.8	413.6	417.1	436.9	471.5	490.6	486.6	485.2
Balance sheet total (adjusted)	862.8	900.2	947.6	985.9	987.6	981.5	962.1	961.3	998.4	1 038.7	1 095.4	1 110.3	1 101.9
Capital													
Equity (adjusted)	73.4	85.2	98.3	117.2	125.1	135.3	146.5	162.1	178.3	193.4	210.3	222.9	240.6
Liabilities	701.0	722.9	750.4	762.9	754.1	737.7	705.2	686.4	702.3	720.6	758.2	761.9	739.9
Short-term	450.8	456.5	473.7	488.1	484.2	475.6	459.9	444.9	454.8	465.3	506.9	511.1	493.6
of which													
Liabilities to banks	138.7	142.5	142.9	146.0	144.4	142.6	135.1	124.8	119.4	119.8	123.9	128.5	121.5
Trade payables	129.0	124.4	129.3	134.8	128.1	119.4	114.9	112.4	116.7	128.4	132.5	123.4	115.1
Liabilities to affiliated companies	55.2	56.7	61.4	69.6	73.5	76.6	77.0	79.9	86.4	99.0	102.9	105.0	109.2
Payments received on account of orders	60.3	62.9	66.7	63.5	63.3	61.9	58.8	54.7	57.6	44.7	68.9	75.3	69.7
Long-term	250.3	266.4	276.7	274.8	269.9	262.1	245.3	241.5	247.4	255.3	251.4	250.7	246.3
of which													
Liabilities to banks	184.2	198.0	206.6	209.7	208.8	205.2	190.5	185.8	186.1	192.4	187.4	186.1	180.0
Liabilities to affiliated companies	51.1	53.1	55.4	50.6	44.4	40.6	38.4	37.9	41.6	42.0	42.0	41.7	43.4
Provisions	84.4	88.1	93.4	100.0	102.6	103.0	104.9	106.7	111.2	116.4	119.1	117.7	113.7
of which:													
Provisions for pensions	23.3	23.7	25.3	26.0	27.2	27.7	28.4	27.7	28.8	28.6	28.8	28.5	29.3
Half of the special tax-allowable reserve	9.6	10.6	12.1	14.0	13.6	12.7	12.6	13.0	12.2	13.2	10.4	7.7	6.4
Deferred income	4.1	4.0	5.5	5.8	5.8	5.5	5.5	6.1	6.6	8.3	7.7	7.9	7.6
Liabilities and provisions	789.5	815.0	849.3	868.7	862.4	846.2	815.6	799.2	820.1	845.3	885.1	887.4	861.3
Balance sheet total (adjusted)	862.8	900.2	947.6	985.9	987.6	981.5	962.1	961.3	998.4	1 038.7	1 095.4	1 110.3	1 101.9

* 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.

** Enterprises with sales of less than € 50 million.

III. Enterprises by size category*
continued: 1 Small and medium-sized enterprises**
Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
I. Income statement												
Sales	1 785.6	1 883.7	1 905.8	1 921.8	1 960.0	1 998.5	2 048.1	2 100.8	2 165.5	2 224.4	2 217.3	2 295.0
Change in finished goods	21.0	20.7	19.9	19.1	16.7	19.6	24.8	29.6	34.0	33.3	6.0	62.9
Gross revenue	1 806.6	1 904.4	1 925.7	1 940.8	1 976.7	2 018.2	2 072.9	2 130.4	2 199.5	2 257.8	2 223.3	2 358.0
Interest and similar income	4.3	4.5	4.4	3.9	3.7	3.7	3.4	3.7	3.3	3.5	3.1	3.5
Other income	71.5	71.9	73.5	75.2	75.3	77.1	65.2	65.7	66.1	68.6	98.9	115.4
of which: Income from long-term equity investments	4.3	4.5	3.9	4.3	5.1	5.6	5.9	6.2	5.6	6.3	7.0	7.8
Total income	1 882.4	1 980.9	2 003.6	2 019.9	2 055.6	2 098.9	2 141.6	2 199.8	2 268.9	2 329.9	2 325.3	2 476.9
Cost of materials	958.3	1 013.3	1 014.9	1 005.8	1 009.9	1 020.3	1 035.4	1 058.7	1 093.6	1 109.7	1 097.2	1 180.2
Personnel expenses	416.1	434.3	453.6	468.6	486.5	505.3	523.3	543.7	562.9	591.2	588.2	604.8
Depreciation	62.9	64.6	65.8	67.4	67.9	70.6	72.6	73.1	74.7	78.6	81.2	82.0
of which: Depreciation of tangible fixed assets	59.6	61.3	62.2	63.6	64.6	67.4	69.3	69.9	71.3	74.5	77.2	78.5
Interest and similar expenses	24.5	24.4	24.1	23.4	22.5	21.8	19.8	18.8	18.6	18.7	18.0	17.3
Operating taxes	2.4	2.5	2.4	2.3	2.4	2.5	2.2	2.3	2.4	2.4	2.5	2.5
of which: Excise duties	0.2	0.2	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	328.8	341.6	346.6	352.1	358.5	360.7	361.6	369.0	381.8	392.6	391.5	407.7
Total expenses before taxes on income	1 793.1	1 880.6	1 907.5	1 919.7	1 947.8	1 981.1	2 015.0	2 065.6	2 134.0	2 193.1	2 178.6	2 294.4
Annual result before taxes on income	89.3	100.3	96.2	100.2	107.8	117.8	126.6	134.2	134.9	136.8	146.7	182.5
Taxes on income	17.2	19.3	18.9	19.8	21.4	23.3	25.1	26.6	27.5	28.4	30.8	35.5
Annual result	72.1	81.0	77.3	80.5	86.4	94.5	101.5	107.6	107.4	108.4	115.9	146.9
Profit and loss transfers (parent company)	1.1	1.2	1.3	1.6	1.5	1.5	1.8	2.3	1.7	1.7	1.9	2.8
Profit and loss transfers (subsidiary)	3.9	4.9	4.0	3.9	4.5	5.0	4.6	6.0	5.8	5.8	5.3	8.4
Profit for the year	69.3	77.3	74.6	78.2	83.3	90.9	98.7	103.9	103.4	104.3	112.5	141.3
Cash flow	128.7	145.9	143.5	149.6	157.5	168.9	173.7	183.7	185.3	189.5	212.3	240.1
II. Balance sheet												
Assets												
Intangible fixed assets	9.6	10.8	10.8	12.6	13.1	12.9	14.0	13.6	13.8	14.3	14.9	14.7
Tangible fixed assets	387.9	398.7	412.4	423.1	435.4	446.1	461.7	463.4	467.7	489.3	492.8	497.7
of which: Land and buildings	148.1	146.0	148.6	149.3	150.8	154.4	158.9	160.5	153.1	159.9	163.6	162.5
Inventories	244.7	259.2	267.1	271.2	277.2	284.8	296.5	317.1	340.2	358.2	334.4	400.9
Raw materials, consumables and supplies	31.0	32.1	32.1	31.5	32.4	32.4	33.2	34.8	35.9	37.2	37.5	45.0
Work in progress	95.2	102.5	110.9	113.7	116.9	120.6	128.1	142.7	161.0	174.0	150.1	196.5
Finished goods and merchandise	113.8	119.3	119.2	121.0	122.6	126.3	129.6	132.8	136.1	139.7	139.2	148.9
Prepayments (inventories)	4.7	5.3	4.9	5.0	5.2	5.6	5.6	6.7	7.2	7.4	7.6	10.6
Non-financial assets	642.2	668.7	690.3	706.9	725.7	743.8	772.2	794.0	821.6	861.9	842.1	913.3
Cash	115.4	120.5	122.5	129.7	140.3	151.0	161.2	165.2	173.4	184.1	225.9	236.8
Receivables	328.1	333.4	342.0	352.5	353.7	362.3	369.1	389.1	399.4	410.4	429.2	466.3
Short-term	313.3	317.9	327.0	336.3	337.4	345.4	351.7	370.5	380.4	389.5	407.3	442.5
of which												
Trade receivables	162.1	165.7	168.4	169.6	168.4	169.2	173.4	183.1	189.5	189.6	184.3	203.2
Receivables from affiliated companies	96.0	97.6	102.7	110.0	111.8	119.6	119.6	124.5	124.3	132.0	143.6	154.8
Long-term	14.8	15.4	14.9	16.2	16.2	16.9	17.5	18.6	19.0	20.8	21.9	23.7
of which: Loans to affiliated companies	7.0	7.5	7.7	8.9	9.0	9.5	10.0	10.3	10.9	12.5	12.7	14.1
Securities	9.0	8.2	8.4	8.8	9.8	9.3	9.6	9.9	9.8	10.2	11.5	15.3
Short-term securities	4.5	4.1	3.9	4.2	4.9	4.4	4.3	4.4	4.3	4.0	4.9	6.8
Long-term securities	4.5	4.1	4.4	4.6	4.9	4.9	5.3	5.6	5.5	6.2	6.7	8.5
Other long-term equity investments	40.8	40.1	42.5	45.2	46.5	47.7	50.5	52.9	53.9	56.0	59.0	61.8
of which: Goodwill	8.6	8.2	8.5	8.3	8.3	8.1	8.7	9.1	9.8	11.1	10.2	8.8
Prepaid expenses	8.1	8.3	8.4	8.9	9.0	9.5	9.4	9.0	9.1	10.1	9.6	10.9
Financial assets	501.5	510.4	523.7	545.0	559.3	579.8	599.9	626.2	645.5	670.7	735.3	791.0
Balance sheet total (adjusted)	1 143.7	1 179.1	1 214.0	1 252.0	1 284.9	1 323.6	1 372.0	1 420.2	1 467.1	1 532.6	1 577.4	1 704.3
Capital												
Equity (adjusted)	260.1	279.5	298.8	318.1	331.9	359.4	392.3	410.2	416.7	440.5	474.8	508.5
Liabilities	767.2	782.7	797.1	812.8	828.4	835.0	849.0	876.0	913.0	951.3	947.0	1 027.8
Short-term	523.1	541.9	549.6	561.4	578.5	581.5	594.5	625.8	657.9	688.2	654.8	736.0
of which												
Liabilities to banks	127.1	123.8	127.6	127.7	131.8	130.0	128.5	129.7	134.3	141.7	125.8	125.9
Trade payables	125.5	129.0	126.8	124.2	121.3	120.8	122.8	125.6	133.5	131.9	123.2	139.6
Liabilities to affiliated companies	109.6	118.9	120.5	130.3	140.7	142.5	145.2	153.4	148.1	153.3	163.0	175.0
Payments received on account of orders	80.2	87.6	93.7	97.2	99.6	103.1	110.5	124.2	143.4	156.8	137.9	181.4
Long-term	244.1	240.7	247.5	251.5	250.0	253.5	254.5	250.1	255.2	263.0	292.2	291.8
of which												
Liabilities to banks	177.5	174.3	177.6	179.9	175.3	179.8	181.8	178.3	179.2	185.9	210.9	211.7
Liabilities to affiliated companies	41.6	41.4	44.7	46.5	49.3	48.9	48.1	48.0	51.6	51.9	53.0	52.4
Provisions	108.6	108.8	109.7	111.6	115.3	119.7	120.5	123.0	126.5	129.6	143.9	155.1
of which:												
Provisions for pensions	24.5	23.1	23.5	24.5	25.2	27.6	26.7	27.9	27.8	28.9	32.8	33.4
Half of the special tax-allowable reserve	4.6	4.6	4.0	3.3	3.0	2.6	0.6	0.1	0.1	0.1	0.1	0.1
Deferred income	7.7	8.2	8.3	9.4	9.3	9.6	10.2	11.0	10.8	11.2	11.7	12.9
Liabilities and provisions	883.5	899.6	915.2	933.8	953.0	964.2	979.7	1 010.0	1 050.3	1 092.1	1 102.6	1 195.8
Balance sheet total (adjusted)	1 143.7	1 179.1	1 214.0	1 252.0	1 284.9	1 323.6	1 372.0	1 420.2	1 467.1	1 532.6	1 577.4	1 704.3

* 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.

** Enterprises with sales of less than € 50 million.

III. Enterprises by size category*
continued: 1 Small and medium-sized enterprises**
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
I. Income statement ratios													
Percentage of gross revenue													
Sales	99.3	99.3	98.9	99.1	99.3	99.3	99.4	99.5	99.4	100.0	98.2	98.9	99.5
Change in finished goods	0.7	0.7	1.1	0.9	0.7	0.7	0.6	0.5	0.6	0.0	1.8	1.1	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.4	0.4	0.3
Other income	4.0	4.3	4.3	4.3	4.4	4.8	4.6	4.4	4.3	4.3	4.5	4.3	4.2
Total income	104.3	104.7	104.6	104.7	104.8	105.2	104.9	104.7	104.6	104.6	104.8	104.7	104.5
Cost of materials	54.7	54.5	54.4	54.5	54.0	53.3	53.2	53.4	53.8	54.1	54.1	53.8	53.0
Personnel expenses	24.0	23.7	23.6	23.5	23.8	24.3	23.9	23.3	22.8	21.9	22.1	22.3	23.5
Depreciation	4.5	4.6	4.4	4.4	4.4	4.5	4.3	3.9	3.7	3.6	3.6	3.6	3.8
Interest and similar expenses	2.1	2.1	1.9	1.9	2.0	1.9	1.8	1.6	1.5	1.5	1.5	1.5	1.5
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	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	0.0
Other expenses	15.9	16.1	16.4	16.8	17.1	17.7	17.7	17.8	17.9	18.1	17.7	18.0	18.4
Total expenses before taxes on income	101.4	101.1	101.0	101.3	101.5	101.8	101.0	100.1	99.8	99.3	99.2	99.4	100.3
Annual result before taxes on income	2.9	3.5	3.6	3.4	3.3	3.4	3.9	4.6	4.8	5.3	5.6	5.3	4.2
Taxes on income	0.8	0.9	0.9	0.9	0.8	0.8	0.9	1.0	1.0	1.0	1.1	1.0	0.9
Annual result	2.0	2.6	2.7	2.5	2.5	2.6	3.0	3.7	3.8	4.3	4.5	4.3	3.3
Percentage of sales													
Annual result before taxes on income	2.9	3.5	3.7	3.4	3.3	3.4	3.9	4.7	4.9	5.3	5.7	5.4	4.2
Cash flow	.	7.6	7.7	7.6	7.0	7.1	7.4	7.8	7.8	8.3	8.2	7.8	6.8
II. Balance sheet ratios													
Percentage of the balance sheet total (adjusted)													
Assets													
Intangible fixed assets	0.6	0.6	0.7	0.7	0.8	0.8	0.8	0.8	0.9	0.9	0.8	0.9	0.9
Tangible fixed assets	33.5	33.6	33.1	33.0	33.6	34.3	34.8	34.8	34.4	34.5	33.1	33.7	34.4
Inventories	25.4	24.7	24.3	23.5	22.8	22.2	21.4	21.0	20.9	19.2	21.3	21.6	20.7
Cash	7.1	7.6	7.5	7.5	7.7	7.9	8.2	8.8	9.2	9.2	9.2	9.4	10.0
Receivables	29.1	28.7	29.1	29.8	29.7	29.3	29.1	28.9	28.9	30.7	30.0	29.1	28.7
Short-term	27.2	26.9	27.4	28.1	27.8	27.7	27.5	27.3	27.2	29.1	28.5	27.5	27.1
Long-term	1.9	1.7	1.7	1.7	1.8	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6
Securities	0.6	0.7	0.8	1.0	1.0	1.1	1.1	1.2	1.2	1.1	1.1	1.0	0.8
Other long-term equity investments	3.0	3.4	3.6	3.7	3.6	3.6	3.7	3.7	3.7	3.7	3.7	3.6	3.8
Capital													
Equity (adjusted)	8.5	9.5	10.4	11.9	12.7	13.8	15.2	16.9	17.9	18.6	19.2	20.1	21.8
Liabilities													
Short-term	52.2	50.7	50.0	49.5	49.0	48.5	47.8	46.3	45.6	44.8	46.3	46.0	44.8
Long-term	29.0	29.6	29.2	27.9	27.3	26.7	25.5	25.1	24.8	24.6	22.9	22.6	22.4
Provisions	9.8	9.8	9.9	10.1	10.4	10.5	10.9	11.1	11.1	11.2	10.9	10.6	10.3
of which: Provisions for pensions	2.7	2.6	2.7	2.6	2.8	2.8	2.9	2.9	2.9	2.8	2.6	2.6	2.7
Memo item: Sales	158.1	155.5	152.0	153.5	155.4	153.5	157.0	161.2	161.6	166.8	160.2	163.2	154.7
III. Other ratios													
Percentage of sales													
Inventories	16.1	15.9	16.0	15.3	14.7	14.5	13.6	13.0	12.9	11.5	13.3	13.3	13.4
Short-term receivables	17.2	17.3	18.0	18.3	17.9	18.1	17.5	16.9	16.9	17.5	17.8	16.9	17.5
Percentage of tangible fixed assets													
Equity (adjusted)	25.0	27.6	30.6	35.2	36.8	39.3	42.8	47.3	50.6	52.6	56.6	58.1	61.9
Long-term equity and liabilities	121.3	125.2	128.6	129.8	128.2	127.1	126.4	129.7	132.4	133.4	134.8	132.9	134.3
Percentage of fixed assets													
Long-term equity and liabilities	105.1	108.1	110.1	110.9	109.7	109.6	108.7	111.6	113.4	114.9	115.2	114.0	115.5
Percentage of short-term liabilities													
Cash resources and short-term receivables	66.1	68.9	70.8	73.2	73.8	74.9	76.1	79.6	81.4	87.0	82.6	81.1	83.7
Cash resources, short-term receivables and inventories	114.7	117.6	119.5	120.7	120.3	120.7	121.0	124.9	127.3	129.9	128.6	128.1	129.8
Percentage of liabilities and provisions less cash													
Cash Flow	.	14.2	14.3	14.4	13.7	13.8	15.3	16.9	17.3	19.2	18.4	18.1	15.4
Percentage of the balance sheet total (adjusted)													
Annual result and interest and similar expenses	6.6	7.3	7.1	6.9	6.9	6.9	7.5	8.6	8.6	9.5	9.8	9.6	7.4

* 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.

** Enterprises with sales of less than € 50 million.

III. Enterprises by size category*
continued: 1 Small and medium-sized enterprises**
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
I. Income statement ratios												
	Percentage of gross revenue											
Sales	98.8	98.9	99.0	99.0	99.2	99.0	98.8	98.6	98.5	98.5	99.7	97.3
Change in finished goods	1.2	1.1	1.0	1.0	0.8	1.0	1.2	1.4	1.5	1.5	0.3	2.7
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	0.1	0.1
Other income	4.0	3.8	3.8	3.9	3.8	3.8	3.1	3.1	3.0	3.0	4.4	4.9
Total income	104.2	104.0	104.0	104.1	104.0	104.0	103.3	103.3	103.2	103.2	104.6	105.0
Cost of materials	53.0	53.2	52.7	51.8	51.1	50.6	49.9	49.7	49.7	49.2	49.3	50.1
Personnel expenses	23.0	22.8	23.6	24.1	24.6	25.0	25.2	25.5	25.6	26.2	26.5	25.6
Depreciation	3.5	3.4	3.4	3.5	3.4	3.5	3.5	3.4	3.4	3.5	3.7	3.5
Interest and similar expenses	1.4	1.3	1.3	1.2	1.1	1.1	1.0	0.9	0.8	0.8	0.8	0.7
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	18.2	17.9	18.0	18.1	18.1	17.9	17.4	17.3	17.4	17.4	17.6	17.3
Total expenses before taxes on income	99.3	98.7	99.1	98.9	98.5	98.2	97.2	97.0	97.0	97.1	98.0	97.3
Annual result before taxes on income	4.9	5.3	5.0	5.2	5.5	5.8	6.1	6.3	6.1	6.1	6.6	7.7
Taxes on income	1.0	1.0	1.0	1.0	1.1	1.2	1.2	1.2	1.2	1.3	1.4	1.5
Annual result	4.0	4.3	4.0	4.1	4.4	4.7	4.9	5.0	4.9	4.8	5.2	6.2
	Percentage of sales											
Annual result before taxes on income	5.0	5.3	5.0	5.2	5.5	5.9	6.2	6.4	6.2	6.1	6.6	8.0
Cash flow	7.2	7.7	7.5	7.8	8.0	8.5	8.5	8.7	8.6	8.5	9.6	10.5
II. Balance sheet ratios												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.8	0.9	0.9	1.0	1.0	1.0	1.0	1.0	0.9	0.9	0.9	0.9
Tangible fixed assets	33.9	33.8	34.0	33.8	33.9	33.7	33.6	32.6	31.9	31.9	31.2	29.2
Inventories	21.4	22.0	22.0	21.7	21.6	21.5	21.6	22.3	23.2	23.4	21.2	23.5
Cash	10.1	10.2	10.1	10.4	10.9	11.4	11.8	11.6	11.8	12.0	14.3	13.9
Receivables	28.7	28.3	28.2	28.2	27.5	27.4	26.9	27.4	27.2	26.8	27.2	27.4
Short-term	27.4	27.0	26.9	26.9	26.3	26.1	25.6	26.1	25.9	25.4	25.8	26.0
Long-term	1.3	1.3	1.2	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.4
Securities	0.8	0.7	0.7	0.7	0.8	0.7	0.7	0.7	0.7	0.7	0.7	0.9
Other long-term equity investments	3.6	3.4	3.5	3.6	3.6	3.6	3.7	3.7	3.7	3.7	3.7	3.6
Capital												
Equity (adjusted)	22.7	23.7	24.6	25.4	25.8	27.2	28.6	28.9	28.4	28.7	30.1	29.8
Liabilities												
Short-term	45.7	46.0	45.3	44.8	45.0	43.9	43.3	44.1	44.8	44.9	41.5	43.2
Long-term	21.3	20.4	20.4	20.1	19.5	19.2	18.6	17.6	17.4	17.2	18.5	17.1
Provisions	9.5	9.2	9.0	8.9	9.0	9.0	8.8	8.7	8.6	8.5	9.1	9.1
of which: Provisions for pensions	2.1	2.0	1.9	2.0	2.0	2.1	1.9	2.0	1.9	1.9	2.1	2.0
Memo item: Sales	156.1	159.8	157.0	153.5	152.5	151.0	149.3	147.9	147.6	145.1	140.6	134.7
III. Other ratios												
	Percentage of sales											
Inventories	13.7	13.8	14.0	14.1	14.1	14.3	14.5	15.1	15.7	16.1	15.1	17.5
Short-term receivables	17.5	16.9	17.2	17.5	17.2	17.3	17.2	17.6	17.6	17.5	18.4	19.3
	Percentage of tangible fixed assets											
Equity (adjusted)	65.4	68.3	70.6	73.0	74.0	78.3	82.5	86.0	86.6	87.5	93.5	99.2
Long-term equity and liabilities	134.2	133.8	135.6	137.1	136.0	140.1	141.7	144.3	145.4	145.4	157.5	162.7
	Percentage of fixed assets											
Long-term equity and liabilities	116.5	116.8	118.3	119.1	118.2	121.7	122.8	124.2	125.0	124.8	134.3	137.5
	Percentage of short-term liabilities											
Cash resources and short-term receivables	82.8	81.7	82.5	83.8	83.4	86.1	87.0	86.3	84.8	83.9	97.4	93.2
Cash resources, short-term receivables and inventories	129.6	129.5	131.1	132.1	131.4	135.1	136.9	137.0	136.5	136.0	148.5	147.7
	Percentage of liabilities and provisions less cash											
Cash Flow	16.8	18.7	18.1	18.6	19.4	20.8	21.2	21.8	21.1	20.9	24.2	25.0
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	8.5	8.9	8.4	8.3	8.5	8.8	8.8	8.9	8.6	8.3	8.5	9.6

* 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.

** Enterprises with sales of less than € 50 million.

III. Enterprises by size category*

2 Large enterprises**

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
I. Income statement													
Sales	1 954.8	2 011.8	2 063.0	2 232.5	2 315.8	2 302.8	2 341.1	2 463.0	2 621.0	2 867.2	3 039.6	3 268.6	2 950.0
Change in finished goods	4.8	4.3	3.7	7.6	5.8	0.5	5.0	5.4	4.3	5.9	16.1	13.5	- 0.3
Gross revenue	1 959.6	2 016.1	2 066.8	2 240.1	2 321.5	2 303.3	2 346.1	2 468.4	2 625.3	2 873.1	3 055.6	3 282.1	2 949.7
Interest and similar income	14.8	15.3	14.8	18.6	21.0	19.7	17.6	15.9	16.3	20.3	26.5	26.7	18.2
Other income	101.1	123.0	133.2	135.5	146.9	156.4	138.2	131.9	138.7	152.8	182.6	192.5	181.5
of which: Income from long-term equity investments	12.7	22.1	18.9	24.2	26.4	19.4	18.0	14.9	17.3	25.2	22.4	27.5	22.7
Total income	2 075.5	2 154.3	2 214.8	2 394.2	2 489.4	2 479.4	2 502.0	2 616.2	2 780.3	3 046.2	3 264.7	3 501.3	3 149.4
Cost of materials	1 258.2	1 296.9	1 333.1	1 486.7	1 558.5	1 524.9	1 554.9	1 658.3	1 804.1	2 016.5	2 154.7	2 362.6	2 097.7
Personnel expenses	328.2	335.3	342.7	339.9	343.1	351.2	353.9	353.9	357.3	372.4	380.7	387.4	374.2
Depreciation	82.4	86.5	85.2	97.6	93.0	96.9	97.1	89.3	85.2	90.2	93.9	104.2	96.7
of which: Depreciation of tangible fixed assets	75.0	76.8	76.9	81.3	80.6	82.0	86.5	79.5	76.9	79.3	83.7	85.4	84.0
Interest and similar expenses	21.2	22.2	22.4	27.8	32.6	32.8	29.6	27.8	27.2	30.2	35.9	40.3	32.1
Operating taxes	50.3	48.2	49.2	54.1	56.1	62.6	67.9	62.4	60.4	61.0	59.2	60.1	60.6
of which: Excise duties	44.4	46.0	45.9	51.1	52.8	59.8	65.7	60.3	58.2	58.8	56.4	57.6	58.1
Other expenses	269.7	281.2	300.9	311.5	325.5	330.6	328.2	337.4	340.6	358.5	382.5	432.5	405.3
Total expenses before taxes on income	2 010.0	2 070.3	2 133.6	2 317.6	2 408.8	2 398.9	2 431.6	2 529.2	2 674.8	2 928.8	3 106.9	3 387.0	3 066.6
Annual result before taxes on income	65.5	84.0	81.2	76.6	80.5	80.5	70.4	87.0	105.6	117.4	157.9	114.3	82.8
Taxes on income	21.9	28.4	28.1	25.1	24.1	20.6	21.7	25.5	27.7	28.3	32.6	28.7	22.3
Annual result	43.6	55.6	53.1	51.5	56.4	59.9	48.7	61.5	77.9	89.1	125.2	85.6	60.5
Profit and loss transfers (parent company)	3.8	2.8	5.1	6.2	4.5	6.6	10.6	13.5	17.6	25.1	26.5	24.2	21.2
Profit and loss transfers (subsidiary)	10.3	9.8	10.8	9.3	17.2	25.5	24.7	31.2	38.8	43.0	51.9	56.3	42.3
Profit for the year	37.1	48.6	47.4	48.4	43.8	41.0	34.6	43.8	56.6	71.1	99.9	53.5	39.4
Cash flow	.	147.6	156.8	147.5	154.4	168.5	152.1	164.6	183.2	193.3	246.7	211.3	158.1
II. Balance sheet													
Assets													
Intangible fixed assets	11.9	15.3	16.7	45.5	44.6	49.2	43.8	42.0	40.3	40.1	41.0	41.8	41.0
Tangible fixed assets	415.6	415.5	424.2	416.4	423.0	421.9	421.0	420.6	420.5	428.9	443.5	464.8	467.2
of which: Land and buildings	150.3	155.9	154.8	146.0	146.2	145.0	144.8	140.9	137.2	141.0	139.6	142.5	152.0
Inventories	202.8	201.3	206.8	217.1	215.4	213.5	215.6	220.9	227.0	244.7	281.8	308.3	289.8
Raw materials, consumables and supplies	32.0	33.4	34.1	37.1	37.1	35.6	34.7	37.9	38.8	42.9	49.1	52.9	44.9
Work in progress	64.0	60.2	59.5	62.5	63.4	63.3	62.8	62.4	64.0	68.3	84.1	93.6	92.7
Finished goods and merchandise	98.8	99.8	105.4	107.9	108.0	103.3	106.5	108.0	111.3	116.1	128.3	137.5	125.6
Prepayments (inventories)	8.1	8.0	7.9	9.7	6.9	11.3	11.6	12.6	12.9	17.4	20.3	24.3	26.6
Non-financial assets	630.4	632.1	647.7	679.1	683.0	684.5	680.4	683.5	687.8	713.8	766.3	814.9	797.9
Cash	63.1	58.8	53.2	53.8	62.5	74.4	96.6	95.0	94.2	96.8	99.1	98.5	128.0
Receivables	415.0	446.7	478.5	534.6	550.5	574.4	586.2	593.5	620.4	695.6	756.1	783.4	761.4
Short-term	383.5	411.4	444.7	477.0	510.1	519.2	533.2	539.5	559.0	623.0	679.1	714.6	688.0
of which													
Trade receivables	149.6	151.1	164.2	176.4	171.5	164.9	160.6	167.6	175.4	190.1	205.1	203.2	181.8
Receivables from affiliated companies	181.9	208.5	223.7	240.2	282.0	291.4	316.1	312.9	321.7	364.5	397.0	422.3	424.5
Long-term	31.5	35.4	33.8	57.6	40.4	55.1	53.0	54.0	61.3	72.7	77.0	68.7	73.3
of which: Loans to affiliated companies	17.0	23.3	21.7	46.7	23.4	39.2	34.4	31.8	34.2	40.7	47.7	42.4	46.0
Securities	60.3	65.7	68.0	62.6	51.1	54.9	60.3	70.8	67.3	83.4	74.8	77.1	86.8
Short-term securities	39.8	42.6	38.1	32.4	24.9	20.8	23.3	27.0	32.3	40.1	31.4	30.6	38.8
Long-term securities	20.4	23.1	29.9	30.2	26.2	34.1	37.0	43.9	35.0	43.3	43.4	46.5	48.0
Other long-term equity investments	192.6	228.0	273.7	291.9	350.3	386.4	397.2	400.6	439.1	471.6	527.1	552.7	547.5
of which: Goodwill	6.2	6.3	8.7	8.4	9.0	13.1	16.6	18.0	20.4	20.2	21.7	23.0	22.5
Prepaid expenses	4.5	4.8	5.2	5.4	5.8	6.1	6.9	6.6	6.5	7.0	7.6	8.8	10.7
Financial assets	735.5	804.0	878.6	948.3	1 020.2	1 096.1	1 147.2	1 166.6	1 227.5	1 354.4	1 464.7	1 520.4	1 534.4
Balance sheet total (adjusted)	1 365.8	1 436.2	1 526.3	1 627.4	1 703.2	1 780.6	1 827.6	1 850.1	1 915.3	2 068.1	2 231.0	2 335.3	2 332.3
Capital													
Equity (adjusted)	368.9	406.0	437.5	449.4	476.9	517.3	530.6	558.7	587.7	622.0	688.6	684.4	699.1
Liabilities	619.5	646.5	686.8	776.1	817.9	841.7	866.5	846.8	863.0	966.8	1 035.4	1 120.8	1 101.4
Short-term	446.8	465.8	499.0	582.4	614.9	608.0	629.9	629.1	654.5	726.7	798.1	859.1	802.8
of which													
Liabilities to banks	64.4	66.1	73.1	73.2	74.9	62.9	59.8	53.1	48.4	57.1	64.4	71.9	63.0
Trade payables	118.4	116.4	121.0	135.4	125.0	123.0	121.7	130.1	136.6	149.6	160.7	161.2	144.0
Liabilities to affiliated companies	146.4	162.5	183.6	232.3	270.9	285.7	304.0	311.5	330.7	372.6	399.8	425.2	406.3
Payments received on account of orders	59.9	55.4	54.9	56.0	56.8	62.6	69.0	71.3	73.3	81.3	102.5	114.6	121.1
Long-term	172.6	180.8	187.8	193.6	203.0	233.7	236.6	217.7	208.6	240.1	237.3	261.7	298.5
of which													
Liabilities to banks	65.2	72.3	82.0	76.6	77.4	73.4	71.7	69.7	71.9	80.9	82.8	100.4	114.2
Liabilities to affiliated companies	51.5	61.9	62.5	69.8	78.8	110.4	126.4	110.0	99.2	115.7	105.8	111.9	124.3
Provisions	368.0	373.2	388.6	387.4	392.5	407.3	416.8	430.3	449.5	464.5	491.6	513.6	511.7
of which:													
Provisions for pensions	138.9	143.8	149.1	152.0	155.0	163.1	166.6	175.1	183.5	187.6	192.4	195.7	200.2
Half of the special tax-allowable reserve	12.9	12.6	13.1	11.8	10.9	9.5	7.9	7.2	7.4	7.0	7.5	7.1	8.2
Deferred income	9.5	10.4	13.3	14.5	15.8	14.4	13.6	14.3	15.1	14.8	15.4	16.5	20.1
Liabilities and provisions	997.0	1 030.2	1 088.8	1 178.0	1 226.2	1 263.4	1 297.0	1 291.4	1 327.6	1 446.2	1 542.4	1 650.9	1 633.2
Balance sheet total (adjusted)	1 365.8	1 436.2	1 526.3	1 627.4	1 703.2	1 780.6	1 827.6	1 850.1	1 915.3	2 068.1	2 231.0	2 335.3	2 332.3

* 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.

** Enterprises with sales of € 50 million or more.

III. Enterprises by size category*
continued: 2 Large enterprises**
Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
I. Income statement												
Sales	3 309.3	3 692.3	3 815.2	3 806.9	3 849.8	3 893.8	3 885.1	4 156.7	4 390.7	4 511.2	4 271.9	4 948.2
Change in finished goods	9.8	19.5	8.7	9.7	6.7	9.3	5.7	13.9	16.1	9.7	-2.1	23.7
Gross revenue	3 319.1	3 711.8	3 824.0	3 816.6	3 856.5	3 903.1	3 890.8	4 170.6	4 406.9	4 520.9	4 269.8	4 971.8
Interest and similar income	17.1	18.4	18.0	13.6	13.8	16.0	15.8	16.3	14.0	15.8	13.9	14.0
Other income	189.5	192.3	197.6	193.5	194.3	230.8	164.7	175.4	171.7	173.6	195.4	217.7
of which: Income from long-term equity investments	29.6	25.2	28.2	34.8	30.4	42.8	38.5	41.8	54.0	46.6	47.4	51.0
Total income	3 525.7	3 922.5	4 039.5	4 023.8	4 064.6	4 149.9	4 071.3	4 362.3	4 592.6	4 710.3	4 479.1	5 203.6
Cost of materials	2 383.8	2 726.9	2 820.0	2 805.2	2 799.3	2 811.5	2 788.5	2 999.4	3 196.5	3 277.1	3 085.7	3 657.4
Personnel expenses	386.7	411.2	426.8	444.6	463.8	487.4	494.0	525.4	563.5	580.6	573.5	613.0
Depreciation	91.6	95.7	96.4	99.9	104.1	109.3	113.7	114.2	116.6	125.4	132.2	131.8
of which: Depreciation of tangible fixed assets	82.3	83.0	85.4	89.8	94.7	94.5	100.5	100.6	105.4	109.7	112.4	112.7
Interest and similar expenses	40.8	45.0	42.2	43.6	45.9	61.7	39.5	45.4	61.7	47.5	51.7	46.9
Operating taxes	61.0	61.7	61.8	62.5	63.4	61.0	6.5	2.1	2.1	2.1	2.0	2.5
of which: Excise duties	58.7	59.5	59.1	60.1	61.1	58.7	4.4	0.0	0.0	0.0	0.0	0.0
Other expenses	432.0	451.4	454.0	447.0	461.3	519.5	486.2	499.0	516.5	543.0	533.7	565.1
Total expenses before taxes on income	3 396.0	3 791.9	3 901.1	3 902.7	3 937.9	4 050.4	3 928.4	4 185.4	4 456.9	4 575.8	4 378.8	5 016.6
Annual result before taxes on income	129.7	130.6	138.4	121.0	126.8	99.5	142.9	176.9	135.6	134.5	100.4	186.9
Taxes on income	28.4	31.4	29.1	28.0	31.8	28.4	32.0	35.1	31.9	30.3	26.0	41.3
Annual result	101.3	99.2	109.3	93.0	94.9	71.1	110.8	141.8	103.8	104.2	74.4	145.7
Profit and loss transfers (parent company)	32.2	25.9	17.7	26.8	35.1	44.5	39.4	44.8	44.6	42.2	40.4	42.2
Profit and loss transfers (subsidiary)	56.2	50.0	55.4	46.5	52.2	47.6	55.3	66.8	55.9	54.5	30.4	45.7
Profit for the year	77.3	75.0	71.5	73.2	77.8	68.0	95.0	119.7	92.6	91.9	84.4	142.3
Cash flow	184.6	211.8	195.2	214.3	215.5	230.2	216.0	257.5	244.0	237.0	249.1	360.5
II. Balance sheet												
Assets												
Intangible fixed assets	42.3	44.2	44.2	47.9	48.9	52.7	54.0	57.5	61.0	62.6	67.5	69.0
Tangible fixed assets	484.2	499.5	528.1	550.5	568.0	597.5	623.1	659.8	694.6	722.8	745.1	788.5
of which: Land and buildings	156.9	158.1	162.8	168.7	175.6	181.7	186.8	192.3	201.4	210.1	218.2	226.5
Inventories	318.8	358.0	360.8	362.2	368.5	381.3	391.4	416.1	447.8	461.2	466.3	504.4
Raw materials, consumables and supplies	53.3	60.2	59.9	59.8	60.0	60.8	62.8	69.2	76.6	80.6	85.8	114.9
Work in progress	99.3	110.8	111.2	113.2	113.0	120.7	126.8	131.8	146.1	150.5	155.7	172.0
Finished goods and merchandise	138.2	160.3	164.8	165.3	170.9	176.4	182.3	195.8	204.2	208.4	201.3	228.2
Prepayments (inventories)	27.9	26.7	24.9	23.9	24.6	23.4	19.5	19.3	21.0	21.7	23.4	25.4
Non-financial assets	845.2	901.7	933.1	960.6	985.4	1 031.6	1 068.6	1 133.3	1 203.5	1 246.7	1 278.8	1 397.9
Cash	138.3	127.9	135.6	145.2	143.4	147.5	160.2	164.6	183.9	171.5	219.0	248.1
Receivables	854.4	896.6	905.1	931.5	949.1	1 012.6	1 068.9	1 144.5	1 207.3	1 223.3	1 235.7	1 415.2
Short-term	780.2	822.8	828.4	844.1	853.3	908.9	953.3	996.5	1 054.7	1 051.7	1 078.4	1 270.9
of which												
Trade receivables	216.1	231.5	237.6	230.3	230.5	226.3	239.3	258.5	269.1	267.2	257.5	318.5
Receivables from affiliated companies	487.2	508.2	505.5	524.6	538.4	596.5	632.2	652.8	690.5	686.1	717.4	798.6
Long-term	74.2	73.8	76.7	87.4	95.8	103.7	115.6	148.0	152.5	171.6	157.3	144.3
of which: Loans to affiliated companies	59.5	58.0	62.4	73.4	81.0	80.7	91.8	128.3	135.9	157.0	136.2	124.2
Securities	78.4	77.7	74.1	78.4	86.4	94.7	95.0	99.1	96.8	81.5	95.3	99.9
Short-term securities	35.9	38.0	32.8	33.8	35.3	39.2	41.8	34.9	33.0	24.5	37.6	41.6
Long-term securities	42.5	39.6	41.3	44.6	51.2	55.5	53.2	64.2	63.8	56.9	57.6	58.2
Other long-term equity investments	582.3	600.0	637.5	665.4	726.9	783.2	816.4	884.4	941.2	928.1	969.5	1 030.2
of which: Goodwill	22.2	25.0	24.7	31.6	26.7	24.6	23.3	25.9	22.8	20.8	18.2	16.8
Prepaid expenses	10.9	10.9	10.8	11.2	11.8	12.0	12.8	14.1	15.5	16.9	16.9	28.4
Financial assets	1 664.2	1 713.1	1 763.2	1 831.7	1 917.7	2 050.0	2 153.4	2 306.7	2 444.7	2 421.3	2 536.4	2 821.8
Balance sheet total (adjusted)	2 509.5	2 614.8	2 696.3	2 792.3	2 903.1	3 081.5	3 221.9	3 440.0	3 648.2	3 668.0	3 815.2	4 219.7
Capital												
Equity (adjusted)	788.2	819.0	866.3	889.8	940.0	969.6	1 026.3	1 111.6	1 164.2	1 178.8	1 190.1	1 309.1
Liabilities	1 196.0	1 252.8	1 297.3	1 347.9	1 391.4	1 489.8	1 577.1	1 706.9	1 837.3	1 833.7	1 927.0	2 117.9
Short-term	878.3	947.6	971.4	977.5	998.2	1 080.2	1 127.5	1 200.1	1 294.6	1 331.1	1 350.2	1 558.0
of which												
Liabilities to banks	57.4	72.2	62.4	61.5	63.3	71.7	64.3	75.3	80.5	90.1	84.8	82.1
Trade payables	166.7	179.6	188.7	184.2	188.5	188.8	198.1	217.6	232.4	233.0	222.7	275.8
Liabilities to affiliated companies	453.8	485.0	514.1	524.2	537.3	605.3	644.2	686.3	725.4	756.5	779.7	882.1
Payments received on account of orders	128.9	134.6	128.7	128.4	128.2	128.4	132.5	129.1	142.3	146.8	154.9	168.4
Long-term	317.6	305.2	325.9	370.4	393.2	409.6	449.6	506.8	542.7	502.6	576.7	559.9
of which												
Liabilities to banks	113.9	107.9	118.9	123.1	125.9	135.3	131.5	137.0	151.6	162.7	175.7	176.0
Liabilities to affiliated companies	142.5	141.1	141.6	171.9	175.0	181.8	213.9	254.4	281.8	245.4	279.7	251.3
Provisions	505.2	523.3	513.7	533.5	549.7	598.3	594.3	594.5	617.1	620.1	661.9	743.7
of which:												
Provisions for pensions	177.3	179.4	180.1	190.2	196.1	218.5	204.9	210.3	234.7	239.7	261.7	285.3
Half of the special tax-allowable reserve	6.6	5.9	5.6	5.4	5.4	5.1	0.9	0.6	0.6	0.6	0.5	0.6
Deferred income	20.1	19.7	19.0	21.1	22.0	23.8	24.3	27.0	29.6	35.4	36.2	49.0
Liabilities and provisions	1 721.3	1 795.8	1 830.0	1 902.6	1 963.1	2 111.9	2 195.7	2 328.5	2 484.0	2 489.2	2 625.1	2 910.6
Balance sheet total (adjusted)	2 509.5	2 614.8	2 696.3	2 792.3	2 903.1	3 081.5	3 221.9	3 440.0	3 648.2	3 668.0	3 815.2	4 219.7

* 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.

** Enterprises with sales of € 50 million or more.

III. Enterprises by size category*
continued: 2 Large enterprises**
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
I. Income statement ratios													
	Percentage of gross revenue												
Sales	99.8	99.8	99.8	99.7	99.8	100.0	99.8	99.8	99.8	99.8	99.5	99.6	100.0
Change in finished goods	0.2	0.2	0.2	0.3	0.2	0.0	0.2	0.2	0.2	0.2	0.5	0.4	0.0
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.8	0.8	0.7	0.8	0.9	0.9	0.8	0.6	0.6	0.7	0.9	0.8	0.6
Other income	5.2	6.1	6.4	6.0	6.3	6.8	5.9	5.3	5.3	5.3	6.0	5.9	6.2
Total income	105.9	106.9	107.2	106.9	107.2	107.6	106.6	106.0	105.9	106.0	106.8	106.7	106.8
Cost of materials	64.2	64.3	64.5	66.4	67.1	66.2	66.3	67.2	68.7	70.2	70.5	72.0	71.1
Personnel expenses	16.7	16.6	16.6	15.2	14.8	15.2	15.1	14.3	13.6	13.0	12.5	11.8	12.7
Depreciation	4.2	4.3	4.1	4.4	4.0	4.2	4.1	3.6	3.2	3.1	3.1	3.2	3.3
Interest and similar expenses	1.1	1.1	1.1	1.2	1.4	1.4	1.3	1.1	1.0	1.1	1.2	1.2	1.1
Operating taxes	2.6	2.4	2.4	2.4	2.4	2.7	2.9	2.5	2.3	2.1	1.9	1.8	2.1
of which: Excise duties	2.3	2.3	2.2	2.3	2.3	2.6	2.8	2.4	2.2	2.0	1.8	1.8	2.0
Other expenses	13.8	13.9	14.6	13.9	14.0	14.4	14.0	13.7	13.0	12.5	12.5	13.2	13.7
Total expenses before taxes on income	102.6	102.7	103.2	103.5	103.8	104.2	103.6	102.5	101.9	101.9	101.7	103.2	104.0
Annual result before taxes on income	3.3	4.2	3.9	3.4	3.5	3.5	3.0	3.5	4.0	4.1	5.2	3.5	2.8
Taxes on income	1.1	1.4	1.4	1.1	1.0	0.9	0.9	1.0	1.1	1.0	1.1	0.9	0.8
Annual result	2.2	2.8	2.6	2.3	2.4	2.6	2.1	2.5	3.0	3.1	4.1	2.6	2.0
	Percentage of sales												
Annual result before taxes on income	3.4	4.2	3.9	3.4	3.5	3.5	3.0	3.5	4.0	4.1	5.2	3.5	2.8
Cash flow	.	7.3	7.6	6.6	6.7	7.3	6.5	6.7	7.0	6.7	8.1	6.5	5.4
II. Balance sheet ratios													
	Percentage of the balance sheet total (adjusted)												
Assets													
Intangible fixed assets	0.9	1.1	1.1	2.8	2.6	2.8	2.4	2.3	2.1	1.9	1.8	1.8	1.8
Tangible fixed assets	30.4	28.9	27.8	25.6	24.8	23.7	23.0	22.7	22.0	20.7	19.9	19.9	20.0
Inventories	14.9	14.0	13.6	13.3	12.6	12.0	11.8	11.9	11.9	11.8	12.6	13.2	12.4
Cash	4.6	4.1	3.5	3.3	3.7	4.2	5.3	5.1	4.9	4.7	4.4	4.2	5.5
Receivables	30.4	31.1	31.3	32.9	32.3	32.3	32.1	32.1	32.4	33.6	33.9	33.5	32.6
Short-term	28.1	28.6	29.1	29.3	30.0	29.2	29.2	29.2	29.2	30.1	30.4	30.6	29.5
Long-term	2.3	2.5	2.2	3.5	2.4	3.1	2.9	2.9	3.2	3.5	3.5	2.9	3.1
Securities	4.4	4.6	4.5	3.8	3.0	3.1	3.3	3.8	3.5	4.0	3.4	3.3	3.7
Other long-term equity investments	14.1	15.9	17.9	17.9	20.6	21.7	21.7	21.7	22.9	22.8	23.6	23.7	23.5
Capital													
Equity (adjusted)	27.0	28.3	28.7	27.6	28.0	29.0	29.0	30.2	30.7	30.1	30.9	29.3	30.0
Liabilities	45.4	45.0	45.0	47.7	48.0	47.3	47.4	45.8	45.1	46.7	46.4	48.0	47.2
Short-term	32.7	32.4	32.7	35.8	36.1	34.1	34.5	34.0	34.2	35.1	35.8	36.8	34.4
Long-term	12.6	12.6	12.3	11.9	11.9	13.1	12.9	11.8	10.9	11.6	10.6	11.2	12.8
Provisions	26.9	26.0	25.5	23.8	23.0	22.9	22.8	23.3	23.5	22.5	22.0	22.0	21.9
of which: Provisions for pensions	10.2	10.0	9.8	9.3	9.1	9.2	9.1	9.5	9.6	9.1	8.6	8.4	8.6
Memo item: Sales	143.1	140.1	135.2	137.2	136.0	129.3	128.1	133.1	136.8	138.6	136.2	140.0	126.5
III. Other ratios													
	Percentage of sales												
Inventories	10.4	10.0	10.0	9.7	9.3	9.3	9.2	9.0	8.7	8.5	9.3	9.4	9.8
Short-term receivables	19.6	20.4	21.6	21.4	22.0	22.5	22.8	21.9	21.3	21.7	22.3	21.9	23.3
	Percentage of tangible fixed assets												
Equity (adjusted)	86.3	94.2	99.2	97.3	102.0	109.8	114.2	120.8	127.6	132.6	142.1	135.1	137.6
Long-term equity and liabilities	162.1	172.5	178.6	174.7	180.9	196.1	202.6	207.2	214.2	225.3	232.3	226.8	237.3
	Percentage of fixed assets												
Long-term equity and liabilities	103.2	103.6	101.2	95.9	95.6	97.6	98.9	99.7	99.1	100.0	99.4	97.8	102.5
	Percentage of short-term liabilities												
Cash resources and short-term receivables	108.9	110.1	107.4	96.7	97.2	101.0	103.7	105.2	104.7	104.6	101.4	98.2	106.5
Cash resources, short-term receivables and inventories	154.3	153.3	148.9	134.0	132.2	136.2	137.9	140.3	139.4	138.2	136.7	134.1	142.6
	Percentage of liabilities and provisions less cash												
Cash Flow	.	15.2	15.1	13.1	13.3	14.2	12.7	13.8	14.9	14.3	17.1	13.6	10.5
	Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	4.7	5.4	5.0	4.9	5.2	5.2	4.3	4.8	5.5	5.8	7.2	5.4	4.0

* 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.

** Enterprises with sales of € 50 million or more.

III. Enterprises by size category*
continued: 2 Large enterprises**
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
I. Income statement ratios												
	Percentage of gross revenue											
Sales	99.7	99.5	99.8	99.7	99.8	99.8	99.9	99.7	99.6	99.8	100.0	99.5
Change in finished goods	0.3	0.5	0.2	0.3	0.2	0.2	0.1	0.3	0.4	0.2	0.0	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.5	0.5	0.5	0.4	0.4	0.4	0.4	0.4	0.3	0.4	0.3	0.3
Other income	5.7	5.2	5.2	5.1	5.0	5.9	4.2	4.2	3.9	3.8	4.6	4.4
Total income	106.2	105.7	105.6	105.4	105.4	106.3	104.6	104.6	104.2	104.2	104.9	104.7
Cost of materials	71.8	73.5	73.7	73.5	72.6	72.0	71.7	71.9	72.5	72.5	72.3	73.6
Personnel expenses	11.7	11.1	11.2	11.7	12.0	12.5	12.7	12.6	12.8	12.8	13.4	12.3
Depreciation	2.8	2.6	2.5	2.6	2.7	2.8	2.9	2.7	2.6	2.8	3.1	2.7
Interest and similar expenses	1.2	1.2	1.1	1.1	1.2	1.6	1.0	1.1	1.4	1.1	1.2	0.9
Operating taxes	1.8	1.7	1.6	1.6	1.6	1.6	0.2	0.0	0.0	0.0	0.0	0.0
of which: Excise duties	1.8	1.6	1.5	1.6	1.6	1.5	0.1	0.0	0.0	0.0	0.0	0.0
Other expenses	13.0	12.2	11.9	11.7	12.0	13.3	12.5	12.0	11.7	12.0	12.5	11.4
Total expenses before taxes on income	102.3	102.2	102.0	102.3	102.1	103.8	101.0	100.4	101.1	101.2	102.6	100.9
Annual result before taxes on income	3.9	3.5	3.6	3.2	3.3	2.5	3.7	4.2	3.1	3.0	2.4	3.8
Taxes on income	0.9	0.8	0.8	0.7	0.8	0.7	0.8	0.8	0.7	0.7	0.6	0.8
Annual result	3.1	2.7	2.9	2.4	2.5	1.8	2.8	3.4	2.4	2.3	1.7	2.9
	Percentage of sales											
Annual result before taxes on income	3.9	3.5	3.6	3.2	3.3	2.6	3.7	4.3	3.1	3.0	2.3	3.8
Cash flow	5.6	5.7	5.1	5.6	5.6	5.9	5.6	6.2	5.6	5.3	5.8	7.3
II. Balance sheet ratios												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	1.7	1.7	1.6	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.8	1.6
Tangible fixed assets	19.3	19.1	19.6	19.7	19.6	19.4	19.3	19.2	19.0	19.7	19.5	18.7
Inventories	12.7	13.7	13.4	13.0	12.7	12.4	12.1	12.1	12.3	12.6	12.2	12.8
Cash	5.5	4.9	5.0	5.2	4.9	4.8	5.0	4.8	5.0	4.7	5.7	5.9
Receivables	34.0	34.3	33.6	33.4	32.7	32.9	33.2	33.3	33.1	33.4	32.4	33.5
Short-term	31.1	31.5	30.7	30.2	29.4	29.5	29.6	29.0	28.9	28.7	28.3	30.1
Long-term	3.0	2.8	2.8	3.1	3.3	3.4	3.6	4.3	4.2	4.7	4.1	3.4
Securities	3.1	3.0	2.7	2.8	3.0	3.1	2.9	2.9	2.7	2.2	2.5	2.4
Other long-term equity investments	23.2	22.9	23.6	23.8	25.0	25.4	25.3	25.7	25.8	25.3	25.4	24.4
Capital												
Equity (adjusted)	31.4	31.3	32.1	31.9	32.4	31.5	31.9	32.3	31.9	32.1	31.2	31.0
Liabilities	47.7	47.9	48.1	48.3	47.9	48.3	48.9	49.6	50.4	50.0	50.5	50.2
Short-term	35.0	36.2	36.0	35.0	34.4	35.1	35.0	34.9	35.5	36.3	35.4	36.9
Long-term	12.7	11.7	12.1	13.3	13.5	13.3	14.0	14.7	14.9	13.7	15.1	13.3
Provisions	20.1	20.0	19.1	19.1	18.9	19.4	18.4	17.3	16.9	16.9	17.3	17.6
of which: Provisions for pensions	7.1	6.9	6.7	6.8	6.8	7.1	6.4	6.1	6.4	6.5	6.9	6.8
Memo item: Sales	131.9	141.2	141.5	136.3	132.6	126.4	120.6	120.8	120.4	123.0	112.0	117.3
III. Other ratios												
	Percentage of sales											
Inventories	9.6	9.7	9.5	9.5	9.6	9.8	10.1	10.0	10.2	10.2	10.9	10.9
Short-term receivables	23.6	22.3	21.7	22.2	22.2	23.3	24.5	24.0	24.0	23.3	25.2	25.7
	Percentage of tangible fixed assets											
Equity (adjusted)	149.7	150.7	151.4	148.7	152.4	149.1	151.6	155.0	154.1	150.1	146.5	152.7
Long-term equity and liabilities	245.0	240.9	240.8	243.3	248.8	246.5	248.3	255.0	257.0	244.7	249.7	251.3
	Percentage of fixed assets											
Long-term equity and liabilities	105.2	104.2	103.8	104.3	103.0	100.6	101.2	100.8	101.5	99.0	101.6	103.1
	Percentage of short-term liabilities											
Cash resources and short-term receivables	108.7	104.3	102.6	104.7	103.4	101.4	102.5	99.7	98.2	93.7	98.9	100.2
Cash resources, short-term receivables and inventories	144.9	142.1	139.7	141.7	140.3	136.7	137.2	134.3	132.8	128.4	133.4	134.9
	Percentage of liabilities and provisions less cash											
Cash Flow	11.7	12.7	11.5	12.2	11.8	11.7	10.6	11.9	10.6	10.2	10.4	13.5
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.7	5.5	5.6	4.9	4.8	4.3	4.7	5.4	4.5	4.1	3.3	4.6

* 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.

** Enterprises with sales of € 50 million or more.