

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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
Cash flow	.	105.9	111.6	114.5	108.0	106.3	112.5	120.8	125.9	144.0	144.0	141.5
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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

* 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*

1 Small and medium-sized enterprises**

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
I. Income statement										
Sales	1 704.4	1 785.6	1 883.7	1 905.8	1 921.8	1 960.0	1 998.5	2 048.1	2 100.8	2 167.3
Change in finished goods	7.7	21.0	20.7	19.9	19.1	16.7	19.6	24.8	29.6	38.8
Gross revenue	1 712.1	1 806.6	1 904.4	1 925.7	1 940.8	1 976.7	2 018.2	2 072.9	2 130.4	2 206.0
Interest and similar income	5.0	4.3	4.5	4.4	3.9	3.7	3.7	3.4	3.7	3.5
Other income	71.4	71.5	71.9	73.5	75.2	75.3	77.1	65.2	65.7	69.0
of which: Income from long-term equity investments	3.4	4.3	4.5	3.9	4.3	5.1	5.6	5.9	6.2	6.7
Total income	1 788.6	1 882.4	1 980.9	2 003.6	2 019.9	2 055.6	2 098.9	2 141.6	2 199.8	2 278.5
Cost of materials	907.2	958.3	1 013.3	1 014.9	1 005.8	1 009.9	1 020.3	1 035.4	1 058.7	1 091.9
Personnel expenses	402.7	416.1	434.3	453.6	468.6	486.5	505.3	523.3	543.7	567.6
Depreciation	65.0	62.9	64.6	65.8	67.4	67.9	70.6	72.6	73.1	76.1
of which: Depreciation of tangible fixed assets	61.1	59.6	61.3	62.2	63.6	64.6	67.4	69.3	69.9	72.5
Interest and similar expenses	25.0	24.5	24.4	24.1	23.4	22.5	21.8	19.8	18.8	18.6
Operating taxes	2.2	2.4	2.5	2.4	2.3	2.4	2.5	2.2	2.3	2.4
of which: Excise duties	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.0	0.0	0.0
Other expenses	315.3	328.8	341.6	346.6	352.1	358.5	360.7	361.6	369.0	383.8
Total expenses before taxes on income	1 717.3	1 793.1	1 880.6	1 907.5	1 919.7	1 947.8	1 981.1	2 015.0	2 065.6	2 140.3
Annual result before taxes on income	71.2	89.3	100.3	96.2	100.2	107.8	117.8	126.6	134.2	138.2
Taxes on income	15.1	17.2	19.3	18.9	19.8	21.4	23.3	25.1	26.6	27.8
Annual result	56.1	72.1	81.0	77.3	80.5	86.4	94.5	101.5	107.6	110.4
Profit and loss transfers (parent company)	1.0	1.1	1.2	1.3	1.6	1.5	1.5	1.8	2.3	2.4
Profit and loss transfers (subsidiary)	2.1	3.9	4.9	4.0	3.9	4.5	5.0	4.6	6.0	6.2
Profit for the year	55.0	69.3	77.3	74.6	78.2	83.3	90.9	98.7	103.9	106.7
Cash flow	115.8	128.7	145.9	143.5	149.6	157.5	168.9	173.7	183.7	192.0
II. Balance sheet										
Assets										
Intangible fixed assets	9.7	9.6	10.8	10.8	12.6	13.1	12.9	14.0	13.6	14.1
Tangible fixed assets	379.3	387.9	398.7	412.4	423.1	435.4	446.1	461.7	463.4	465.1
of which: Land and buildings	148.0	148.1	146.0	148.6	149.3	150.8	154.4	158.9	160.5	160.7
Inventories	227.6	244.7	259.2	267.1	271.2	277.2	284.8	296.5	317.1	349.5
Raw materials, consumables and supplies	30.3	31.0	32.1	32.1	31.5	32.4	32.4	33.2	34.8	36.6
Work in progress	83.2	95.2	102.5	110.9	113.7	116.9	120.6	128.1	142.7	166.3
Finished goods and merchandise	110.2	113.8	119.3	119.2	121.0	122.6	126.3	129.6	132.8	138.8
Prepayments (inventories)	3.9	4.7	5.3	4.9	5.0	5.2	5.6	5.6	6.7	7.8
Non-financial assets	616.6	642.2	668.7	690.3	706.9	725.7	743.8	772.2	794.0	828.7
Cash	110.5	115.4	120.5	122.5	129.7	140.3	151.0	161.2	165.2	172.1
Receivables	315.8	328.1	333.4	342.0	352.5	353.7	362.3	369.1	389.1	406.3
Short-term	298.1	313.3	317.9	327.0	336.3	337.4	345.4	351.7	370.5	386.8
of which										
Trade receivables	148.7	162.1	165.7	168.4	169.6	168.4	169.2	173.4	183.1	189.8
Receivables from affiliated companies	94.8	96.0	97.6	102.7	110.0	111.8	119.6	119.6	124.5	130.8
Long-term	17.7	14.8	15.4	14.9	16.2	16.2	16.9	17.5	18.6	19.5
of which: Loans to affiliated companies	7.0	7.0	7.5	7.7	8.9	9.0	9.5	10.0	10.3	11.4
Securities	8.9	9.0	8.2	8.4	8.8	9.8	9.3	9.6	9.9	9.9
Short-term securities	4.5	4.5	4.1	3.9	4.2	4.9	4.4	4.3	4.4	4.2
Long-term securities	4.4	4.5	4.1	4.4	4.6	4.9	4.9	5.3	5.6	5.7
Other long-term equity investments	41.5	40.8	40.1	42.5	45.2	46.5	47.7	50.5	52.9	55.3
of which: Goodwill	8.3	8.6	8.2	8.5	8.3	8.3	8.1	8.7	9.1	8.0
Prepaid expenses	8.5	8.1	8.3	8.4	8.9	9.0	9.5	9.4	9.0	9.2
Financial assets	485.2	501.5	510.4	523.7	545.0	559.3	579.8	599.9	626.2	652.7
Balance sheet total (adjusted)	1 101.9	1 143.7	1 179.1	1 214.0	1 252.0	1 284.9	1 323.6	1 372.0	1 420.2	1 481.4
Capital										
Equity (adjusted)	240.6	260.1	279.5	298.8	318.1	331.9	359.4	392.3	410.2	431.9
Liabilities	739.9	767.2	782.7	797.1	812.8	828.4	835.0	849.0	876.0	909.8
Short-term	493.6	523.1	541.9	549.6	561.4	578.5	581.5	594.5	625.8	659.9
of which										
Liabilities to banks	121.5	127.1	123.8	127.6	127.7	131.8	130.0	128.5	129.7	132.1
Trade payables	115.1	125.5	129.0	126.8	124.2	121.3	120.8	122.8	125.6	130.2
Liabilities to affiliated companies	109.2	109.6	118.9	120.5	130.3	140.7	142.5	145.2	153.4	153.3
Payments received on account of orders	69.7	80.2	87.6	93.7	97.2	99.6	103.1	110.5	124.2	148.4
Long-term	246.3	244.1	240.7	247.5	251.5	250.0	253.5	254.5	250.1	249.9
of which										
Liabilities to banks	180.0	177.5	174.3	177.6	179.9	175.3	179.8	181.8	178.3	175.8
Liabilities to affiliated companies	43.4	41.6	41.4	44.7	46.5	49.3	48.9	48.1	48.0	50.4
Provisions	113.7	108.6	108.8	109.7	111.6	115.3	119.7	120.5	123.0	128.0
of which:										
Provisions for pensions	29.3	24.5	23.1	23.5	24.5	25.2	27.6	26.7	27.9	29.9
Half of the special tax-allowable reserve	6.4	4.6	4.6	4.0	3.3	3.0	2.6	0.6	0.1	0.1
Deferred income	7.6	7.7	8.2	8.3	9.4	9.3	9.6	10.2	11.0	11.6
Liabilities and provisions	861.3	883.5	899.6	915.2	933.8	953.0	964.2	979.7	1 010.0	1 049.4
Balance sheet total (adjusted)	1 101.9	1 143.7	1 179.1	1 214.0	1 252.0	1 284.9	1 323.6	1 372.0	1 420.2	1 481.4

* 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*

1 Small and medium-sized enterprises**

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
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
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
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.4	0.4
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
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
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
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
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
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
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	15.9	16.1	16.4	16.8	17.1	17.7	17.7	17.8	17.9	18.1	17.7	18.0
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
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
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
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
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
Cash flow	.	7.6	7.7	7.6	7.0	7.1	7.4	7.8	7.8	8.3	8.2	7.8
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
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
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
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
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
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
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
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
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
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
Liabilities	81.2	80.3	79.2	77.4	76.4	75.2	73.3	71.4	70.3	69.4	69.2	68.6
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
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
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
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
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
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
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
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
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
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
% der kurzfristigen Verbindlichkeiten												
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
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
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
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

* 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*

1 Small and medium-sized enterprises**

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
I. Income statement ratios										
Percentage of gross revenue										
Sales	99.5	98.8	98.9	99.0	99.0	99.2	99.0	98.8	98.6	98.2
Change in finished goods	0.5	1.2	1.1	1.0	1.0	0.8	1.0	1.2	1.4	1.8
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	0.2
Other income	4.2	4.0	3.8	3.8	3.9	3.8	3.8	3.1	3.1	3.1
Total income	104.5	104.2	104.0	104.0	104.1	104.0	104.0	103.3	103.3	103.3
Cost of materials	53.0	53.0	53.2	52.7	51.8	51.1	50.6	49.9	49.7	49.5
Personnel expenses	23.5	23.0	22.8	23.6	24.1	24.6	25.0	25.2	25.5	25.7
Depreciation	3.8	3.5	3.4	3.4	3.5	3.4	3.5	3.5	3.4	3.4
Interest and similar expenses	1.5	1.4	1.3	1.3	1.2	1.1	1.1	1.0	0.9	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	18.4	18.2	17.9	18.0	18.1	18.1	17.9	17.4	17.3	17.4
Total expenses before taxes on income	100.3	99.3	98.7	99.1	98.9	98.5	98.2	97.2	97.0	97.0
Annual result before taxes on income	4.2	4.9	5.3	5.0	5.2	5.5	5.8	6.1	6.3	6.3
Taxes on income	0.9	1.0	1.0	1.0	1.0	1.1	1.2	1.2	1.2	1.3
Annual result	3.3	4.0	4.3	4.0	4.1	4.4	4.7	4.9	5.0	5.0
Percentage of sales										
Annual result before taxes on income	4.2	5.0	5.3	5.0	5.2	5.5	5.9	6.2	6.4	6.4
Cash flow	6.8	7.2	7.7	7.5	7.8	8.0	8.5	8.5	8.7	8.9
II. Balance sheet ratios										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	0.9	0.8	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0
Tangible fixed assets	34.4	33.9	33.8	34.0	33.8	33.9	33.7	33.6	32.6	31.4
Inventories	20.7	21.4	22.0	22.0	21.7	21.6	21.5	21.6	22.3	23.6
Cash	10.0	10.1	10.2	10.1	10.4	10.9	11.4	11.8	11.6	11.6
Receivables	28.7	28.7	28.3	28.2	28.2	27.5	27.4	26.9	27.4	27.4
Short-term	27.1	27.4	27.0	26.9	26.9	26.3	26.1	25.6	26.1	26.1
Long-term	1.6	1.3	1.3	1.2	1.3	1.3	1.3	1.3	1.3	1.3
Securities	0.8	0.8	0.7	0.7	0.7	0.8	0.7	0.7	0.7	0.7
Other long-term equity investments	3.8	3.6	3.4	3.5	3.6	3.6	3.6	3.7	3.7	3.7
Capital										
Equity (adjusted)	21.8	22.7	23.7	24.6	25.4	25.8	27.2	28.6	28.9	29.2
Liabilities										
Short-term	67.1	67.1	66.4	65.7	64.9	64.5	63.1	61.9	61.7	61.4
Long-term	44.8	45.7	46.0	45.3	44.8	45.0	43.9	43.3	44.1	44.5
Provisions	10.3	9.5	9.2	9.0	8.9	9.0	9.0	8.8	8.7	8.6
of which: Provisions for pensions	2.7	2.1	2.0	1.9	2.0	2.0	2.1	1.9	2.0	2.0
Memo item: Sales	154.7	156.1	159.8	157.0	153.5	152.5	151.0	149.3	147.9	146.3
III. Other ratios										
Percentage of sales										
Inventories	13.4	13.7	13.8	14.0	14.1	14.1	14.3	14.5	15.1	16.1
Short-term receivables	17.5	17.5	16.9	17.2	17.5	17.2	17.3	17.2	17.6	17.8
Percentage of tangible fixed assets										
Equity (adjusted)	61.9	65.4	68.3	70.6	73.0	74.0	78.3	82.5	86.0	90.1
Long-term equity and liabilities	134.3	134.2	133.8	135.6	137.1	136.0	140.1	141.7	144.3	148.5
Percentage of fixed assets										
Long-term equity and liabilities	115.5	116.5	116.8	118.3	119.1	118.2	121.7	122.8	124.2	127.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	83.7	82.8	81.7	82.5	83.8	83.4	86.1	87.0	86.3	85.3
Cash resources, short-term receivables and inventories	129.8	129.6	129.5	131.1	132.1	131.4	135.1	136.9	137.0	138.3
Percentage of liabilities and provisions less cash										
Cash Flow	15.4	16.8	18.7	18.1	18.6	19.4	20.8	21.2	21.8	21.9
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	7.4	8.5	8.9	8.4	8.3	8.5	8.8	8.8	8.9	8.7

* 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 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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
Cash flow	.	147.6	156.8	147.5	154.4	168.5	152.1	164.6	183.2	193.3	246.7	211.3
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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

* 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*

2 Large enterprises**

Balance sheet and income statement

€ billion

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
I. Income statement										
Sales	2 950.0	3 309.3	3 692.3	3 815.2	3 806.9	3 849.8	3 893.8	3 885.1	4 156.7	4 396.1
Change in finished goods	- 0.3	9.8	19.5	8.7	9.7	6.7	9.3	5.7	13.9	15.8
Gross revenue	2 949.7	3 319.1	3 711.8	3 824.0	3 816.6	3 856.5	3 903.1	3 890.8	4 170.6	4 411.9
Interest and similar income	18.2	17.1	18.4	18.0	13.6	13.8	16.0	15.8	16.3	13.9
Other income	181.5	189.5	192.3	197.6	193.5	194.3	230.8	164.7	175.4	178.1
of which: Income from long-term equity investments	22.7	29.6	25.2	28.2	34.8	30.4	42.8	38.5	41.8	55.2
Total income	3 149.4	3 525.7	3 922.5	4 039.5	4 023.8	4 064.6	4 149.9	4 071.3	4 362.3	4 603.9
Cost of materials	2 097.7	2 383.8	2 726.9	2 820.0	2 805.2	2 799.3	2 811.5	2 788.5	2 999.4	3 201.2
Personnel expenses	374.2	386.7	411.2	426.8	444.6	463.8	487.4	494.0	525.4	560.1
Depreciation	96.7	91.6	95.7	96.4	99.9	104.1	109.3	113.7	114.2	115.9
of which: Depreciation of tangible fixed assets	84.0	82.3	83.0	85.4	89.8	94.7	94.5	100.5	100.6	105.4
Interest and similar expenses	32.1	40.8	45.0	42.2	43.6	45.9	61.7	39.5	45.4	61.2
Operating taxes	60.6	61.0	61.7	61.8	62.5	63.4	61.0	6.5	2.1	2.1
of which: Excise duties	58.1	58.7	59.5	59.1	60.1	61.1	58.7	4.4	0.0	0.0
Other expenses	405.3	432.0	451.4	454.0	447.0	461.3	519.5	486.2	499.0	520.3
Total expenses before taxes on income	3 066.6	3 396.0	3 791.9	3 901.1	3 902.7	3 937.9	4 050.4	3 928.4	4 185.4	4 460.8
Annual result before taxes on income	82.8	129.7	130.6	138.4	121.0	126.8	99.5	142.9	176.9	143.1
Taxes on income	22.3	28.4	31.4	29.1	28.0	31.8	28.4	32.0	35.1	31.9
Annual result	60.5	101.3	99.2	109.3	93.0	94.9	71.1	110.8	141.8	111.2
Profit and loss transfers (parent company)	21.2	32.2	25.9	17.7	26.8	35.1	44.5	39.4	44.8	44.6
Profit and loss transfers (subsidiary)	42.3	56.2	50.0	55.4	46.5	52.2	47.6	55.3	66.8	57.7
Profit for the year	39.4	77.3	75.0	71.5	73.2	77.8	68.0	95.0	119.7	98.1
Cash flow	158.1	184.6	211.8	195.2	214.3	215.5	230.2	216.0	257.5	253.1
II. Balance sheet										
Assets										
Intangible fixed assets	41.0	42.3	44.2	44.2	47.9	48.9	52.7	54.0	57.5	59.2
Tangible fixed assets	467.2	484.2	499.5	528.1	550.5	568.0	597.5	623.1	659.8	697.5
of which: Land and buildings	152.0	156.9	158.1	162.8	168.7	175.6	181.7	186.8	192.3	199.8
Inventories	289.8	318.8	358.0	360.8	362.2	368.5	381.3	391.4	416.1	444.1
Raw materials, consumables and supplies	44.9	53.3	60.2	59.9	59.8	60.0	60.8	62.8	69.2	76.1
Work in progress	92.7	99.3	110.8	111.2	113.2	113.0	120.7	126.8	131.8	142.2
Finished goods and merchandise	125.6	138.2	160.3	164.8	165.3	170.9	176.4	182.3	195.8	205.5
Prepayments (inventories)	26.6	27.9	26.7	24.9	23.9	24.6	23.4	19.5	19.3	20.3
Non-financial assets	797.9	845.2	901.7	933.1	960.6	985.4	1 031.6	1 068.6	1 133.3	1 200.8
Cash	128.0	138.3	127.9	135.6	145.2	143.4	147.5	160.2	164.6	182.8
Receivables	761.4	854.4	896.6	905.1	931.5	949.1	1 012.6	1 068.9	1 144.5	1 211.8
Short-term	688.0	780.2	822.8	828.4	844.1	853.3	908.9	953.3	996.5	1 059.6
of which										
Trade receivables	181.8	216.1	231.5	237.6	230.3	230.5	226.3	239.3	258.5	271.0
Receivables from affiliated companies	424.5	487.2	508.2	505.5	524.6	538.4	596.5	632.2	652.8	694.8
Long-term	73.3	74.2	73.8	76.7	87.4	95.8	103.7	115.6	148.0	152.2
of which: Loans to affiliated companies	46.0	59.5	58.0	62.4	73.4	81.0	80.7	91.8	128.3	134.0
Securities	86.8	78.4	77.7	74.1	78.4	86.4	94.7	95.0	99.1	97.0
Short-term securities	38.8	35.9	38.0	32.8	33.8	35.3	39.2	41.8	34.9	33.5
Long-term securities	48.0	42.5	39.6	41.3	44.6	51.2	55.5	53.2	64.2	63.5
Other long-term equity investments	547.5	582.3	600.0	637.5	665.4	726.9	783.2	816.4	884.4	925.0
of which: Goodwill	22.5	22.2	25.0	24.7	31.6	26.7	24.6	23.3	25.9	21.2
Prepaid expenses	10.7	10.9	10.9	10.8	11.2	11.8	12.0	12.8	14.1	15.8
Financial assets	1 534.4	1 664.2	1 713.1	1 763.2	1 831.7	1 917.7	2 050.0	2 153.4	2 306.7	2 432.4
Balance sheet total (adjusted)	2 332.3	2 509.5	2 614.8	2 696.3	2 792.3	2 903.1	3 081.5	3 221.9	3 440.0	3 633.2
Capital										
Equity (adjusted)	699.1	788.2	819.0	866.3	889.8	940.0	969.6	1 026.3	1 111.6	1 155.7
Liabilities	1 101.4	1 196.0	1 252.8	1 297.3	1 347.9	1 391.4	1 489.8	1 577.1	1 706.9	1 828.1
Short-term	802.8	878.3	947.6	971.4	977.5	998.2	1 080.2	1 127.5	1 200.1	1 287.6
of which										
Liabilities to banks	63.0	57.4	72.2	62.4	61.5	63.3	71.7	64.3	75.3	81.7
Trade payables	144.0	166.7	179.6	188.7	184.2	188.5	188.8	198.1	217.6	230.6
Liabilities to affiliated companies	406.3	453.8	485.0	514.1	524.2	537.3	605.3	644.2	686.3	727.0
Payments received on account of orders	121.1	128.9	134.6	128.7	128.4	128.2	128.4	132.5	129.1	136.7
Long-term	298.5	317.6	305.2	325.9	370.4	393.2	409.6	449.6	506.8	540.5
of which										
Liabilities to banks	114.2	113.9	107.9	118.9	123.1	125.9	135.3	131.5	137.0	149.0
Liabilities to affiliated companies	124.3	142.5	141.1	141.6	171.9	175.0	181.8	213.9	254.4	282.1
Provisions	511.7	505.2	523.3	513.7	533.5	549.7	598.3	594.3	594.5	619.7
of which:										
Provisions for pensions	200.2	177.3	179.4	180.1	190.2	196.1	218.5	204.9	210.3	234.8
Half of the special tax-allowable reserve	8.2	6.6	5.9	5.6	5.4	5.4	5.1	0.9	0.6	0.6
Deferred income	20.1	20.1	19.7	19.0	21.1	22.0	23.8	24.3	27.0	29.7
Liabilities and provisions	1 633.2	1 721.3	1 795.8	1 830.0	1 902.6	1 963.1	2 111.9	2 195.7	2 328.5	2 477.5
Balance sheet total (adjusted)	2 332.3	2 509.5	2 614.8	2 696.3	2 792.3	2 903.1	3 081.5	3 221.9	3 440.0	3 633.2

* 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.

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

III. Enterprises by size category*

2 Large enterprises**

Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
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
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
Gross revenue	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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
Cash flow	.	7.3	7.6	6.6	6.7	7.3	6.5	6.7	7.0	6.7	8.1	6.5
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
% der kurzfristigen Verbindlichkeiten												
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
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
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
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

* 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*

2 Large enterprises**

Selected ratios

Item	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
I. Income statement ratios										
Percentage of gross revenue										
Sales	100.0	99.7	99.5	99.8	99.7	99.8	99.8	99.9	99.7	99.6
Change in finished goods	0.0	0.3	0.5	0.2	0.3	0.2	0.2	0.1	0.3	0.4
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	6.2	5.7	5.2	5.2	5.1	5.0	5.9	4.2	4.2	4.0
Total income	106.8	106.2	105.7	105.6	105.4	105.4	106.3	104.6	104.6	104.4
Cost of materials	71.1	71.8	73.5	73.7	73.5	72.6	72.0	71.7	71.9	72.6
Personnel expenses	12.7	11.7	11.1	11.2	11.7	12.0	12.5	12.7	12.6	12.7
Depreciation	3.3	2.8	2.6	2.5	2.6	2.7	2.8	2.9	2.7	2.6
Interest and similar expenses	1.1	1.2	1.2	1.1	1.1	1.2	1.6	1.0	1.1	1.4
Operating taxes	2.1	1.8	1.7	1.6	1.6	1.6	1.6	0.2	0.0	0.0
of which: Excise duties	2.0	1.8	1.6	1.5	1.6	1.6	1.5	0.1	0.0	0.0
Other expenses	13.7	13.0	12.2	11.9	11.7	12.0	13.3	12.5	12.0	11.8
Total expenses before taxes on income	104.0	102.3	102.2	102.0	102.3	102.1	103.8	101.0	100.4	101.1
Annual result before taxes on income	2.8	3.9	3.5	3.6	3.2	3.3	2.5	3.7	4.2	3.2
Taxes on income	0.8	0.9	0.8	0.8	0.7	0.8	0.7	0.8	0.8	0.7
Annual result	2.0	3.1	2.7	2.9	2.4	2.5	1.8	2.8	3.4	2.5
Percentage of sales										
Annual result before taxes on income	2.8	3.9	3.5	3.6	3.2	3.3	2.6	3.7	4.3	3.3
Cash flow	5.4	5.6	5.7	5.1	5.6	5.6	5.9	5.6	6.2	5.8
II. Balance sheet ratios										
Percentage of the balance sheet total (adjusted)										
Assets										
Intangible fixed assets	1.8	1.7	1.7	1.6	1.7	1.7	1.7	1.7	1.7	1.6
Tangible fixed assets	20.0	19.3	19.1	19.6	19.7	19.6	19.4	19.3	19.2	19.2
Inventories	12.4	12.7	13.7	13.4	13.0	12.7	12.4	12.1	12.1	12.2
Cash	5.5	5.5	4.9	5.0	5.2	4.9	4.8	5.0	4.8	5.0
Receivables	32.6	34.0	34.3	33.6	33.4	32.7	32.9	33.2	33.3	33.4
Short-term	29.5	31.1	31.5	30.7	30.2	29.4	29.5	29.6	29.0	29.2
Long-term	3.1	3.0	2.8	2.8	3.1	3.3	3.4	3.6	4.3	4.2
Securities	3.7	3.1	3.0	2.7	2.8	3.0	3.1	2.9	2.9	2.7
Other long-term equity investments	23.5	23.2	22.9	23.6	23.8	25.0	25.4	25.3	25.7	25.5
Capital										
Equity (adjusted)	30.0	31.4	31.3	32.1	31.9	32.4	31.5	31.9	32.3	31.8
Liabilities	47.2	47.7	47.9	48.1	48.3	47.9	48.3	48.9	49.6	50.3
Short-term	34.4	35.0	36.2	36.0	35.0	34.4	35.1	35.0	34.9	35.4
Long-term	12.8	12.7	11.7	12.1	13.3	13.5	13.3	14.0	14.7	14.9
Provisions	21.9	20.1	20.0	19.1	19.1	18.9	19.4	18.4	17.3	17.1
of which: Provisions for pensions	8.6	7.1	6.9	6.7	6.8	6.8	7.1	6.4	6.1	6.5
Memo item: Sales	126.5	131.9	141.2	141.5	136.3	132.6	126.4	120.6	120.8	121.0
III. Other ratios										
Percentage of sales										
Inventories	9.8	9.6	9.7	9.5	9.5	9.6	9.8	10.1	10.0	10.1
Short-term receivables	23.3	23.6	22.3	21.7	22.2	22.2	23.3	24.5	24.0	24.1
Percentage of tangible fixed assets										
Equity (adjusted)	137.6	149.7	150.7	151.4	148.7	152.4	149.1	151.6	155.0	152.7
Long-term equity and liabilities	237.3	245.0	240.9	240.8	243.3	248.8	246.5	248.3	255.0	255.3
Percentage of fixed assets										
Long-term equity and liabilities	102.5	105.2	104.2	103.8	104.3	103.0	100.6	101.2	100.8	101.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	106.5	108.7	104.3	102.6	104.7	103.4	101.4	102.5	99.7	99.1
Cash resources, short-term receivables and inventories	142.6	144.9	142.1	139.7	141.7	140.3	136.7	137.2	134.3	133.6
Percentage of liabilities and provisions less cash										
Cash Flow	10.5	11.7	12.7	11.5	12.2	11.8	11.7	10.6	11.9	11.0
Percentage of the balance sheet total (adjusted)										
Annual result and interest and similar expenses	4.0	5.7	5.5	5.6	4.9	4.8	4.3	4.7	5.4	4.7

* 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.