

IV. Enterprises by size category and legal form\*

1 Small and medium-sized Corporations\*\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement</b>													
Sales	747.4	767.3	788.9	832.5	844.1	827.9	830.5	856.0	893.5	965.3	981.7	1 025.4	962.7
Change in finished goods	6.6	6.0	9.6	9.9	8.6	7.2	6.0	5.5	6.3	1.6	19.2	12.7	5.0
Gross revenue	754.1	773.3	798.4	842.4	852.7	835.1	836.6	861.4	899.8	966.9	1 000.9	1 038.1	967.7
Interest and similar income	2.9	3.1	3.1	3.8	4.1	3.7	3.1	2.9	3.1	3.4	4.3	4.9	3.4
Other income	32.8	36.6	35.3	38.6	39.2	41.9	39.7	37.8	39.2	40.9	43.8	45.8	43.7
of which: Income from long-term equity investments	2.9	3.7	3.7	3.7	2.7	1.8	1.6	1.6	1.6	1.9	2.2	2.2	2.1
Total income	789.7	813.0	836.8	884.9	896.0	880.6	879.4	902.1	942.1	1 011.2	1 049.0	1 088.8	1 014.8
Cost of materials	430.2	441.0	452.4	477.5	479.2	461.4	461.8	479.0	501.9	543.7	561.9	579.8	530.0
Personnel expenses	186.2	189.9	196.2	207.6	213.0	213.9	211.7	211.7	217.9	225.4	235.8	246.1	242.9
Depreciation	29.9	31.0	30.4	32.1	32.7	33.3	30.4	28.0	27.6	28.5	29.6	31.0	30.9
of which: Depreciation of tangible fixed assets	27.2	28.2	28.0	29.0	29.0	28.6	27.1	25.2	25.3	26.1	27.2	27.7	28.5
Interest and similar expenses	12.2	12.0	11.7	12.5	12.8	11.9	10.6	9.9	9.6	10.0	10.9	11.8	10.8
Operating taxes	1.5	1.2	1.3	1.3	1.2	1.1	1.2	1.2	1.2	1.3	1.4	1.3	1.2
of which: Excise duties	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.2	0.2	0.2	0.2
Other expenses	119.0	122.7	127.7	140.0	144.4	146.0	145.2	147.9	155.9	169.1	172.9	182.9	175.5
Total expenses before taxes on income	779.0	797.9	819.6	871.0	883.3	867.8	860.9	877.6	914.2	978.1	1 012.5	1 052.9	991.3
Annual result before taxes on income	10.7	15.2	17.2	13.9	12.7	12.9	18.4	24.5	27.8	33.2	36.5	35.9	23.4
Taxes on income	7.8	8.9	9.4	9.1	8.5	8.0	8.8	9.9	10.8	11.1	13.2	11.3	9.3
Annual result	2.9	6.3	7.8	4.8	4.2	4.9	9.7	14.7	17.0	22.1	23.3	24.6	14.1
Profit and loss transfers (parent company)	-0.6	-0.8	-1.1	-0.6	-0.1	0.1	0.2	0.5	0.5	0.5	0.9	1.2	0.7
Profit and loss transfers (subsidiary)	-1.0	-0.7	-0.2	-0.4	-0.1	-0.2	0.4	1.5	2.1	3.1	3.9	4.1	1.7
Profit for the year	3.2	6.2	7.0	4.7	4.3	5.3	9.4	13.6	15.4	19.5	20.3	21.7	13.1
Cash flow		40.5	42.2	41.5	38.5	37.4	41.1	45.7	47.0	55.3	54.6	56.1	41.3
<b>II. Balance sheet</b>													
<b>Assets</b>													
Intangible fixed assets	3.1	3.8	4.1	4.8	5.3	5.1	5.1	5.0	5.5	5.8	5.9	6.3	6.4
Tangible fixed assets	138.2	142.7	146.0	151.8	152.3	152.3	147.2	146.6	148.9	152.6	159.2	168.6	175.0
of which: Land and buildings	54.6	57.6	58.7	61.0	61.3	60.7	59.0	56.9	57.4	55.4	56.3	59.4	62.2
Inventories	120.4	121.1	127.1	130.2	125.4	122.0	115.8	113.6	117.6	114.3	135.1	140.9	133.4
Raw materials, consumables and supplies	15.2	15.8	15.8	17.2	16.7	15.8	15.4	15.8	16.2	17.7	19.3	19.6	18.9
Work in progress	47.8	46.8	52.1	52.3	49.5	49.4	45.3	43.3	44.9	38.1	53.0	54.3	51.7
Finished goods and merchandise	55.2	56.1	55.7	58.3	56.9	54.5	52.8	52.6	54.4	56.2	60.0	63.4	60.1
Prepayments (inventories)	2.2	2.5	3.5	2.4	2.4	2.3	2.2	1.9	2.1	2.4	2.9	3.5	2.8
Non-financial assets	261.7	267.6	277.2	286.8	283.1	279.5	268.0	265.2	272.0	272.8	300.2	315.8	314.8
Cash	37.3	42.4	44.1	47.1	47.0	48.0	48.8	51.5	56.6	58.6	62.5	64.8	68.7
Receivables	149.9	154.3	164.2	178.2	176.6	172.5	168.2	167.5	174.7	195.1	206.0	204.3	200.1
Short-term	140.7	145.5	154.7	167.1	164.6	162.3	158.1	157.5	163.8	183.9	193.9	191.8	187.6
of which													
Trade receivables	84.7	85.4	91.4	96.4	93.7	88.4	85.7	84.8	89.3	101.3	102.5	98.0	91.5
Receivables from affiliated companies	32.0	35.8	39.1	43.0	44.7	46.5	45.5	45.1	47.1	51.2	56.8	59.0	61.9
Long-term	9.3	8.8	9.5	11.1	12.0	10.2	10.1	10.0	10.9	11.3	12.1	12.4	12.5
of which: Loans to affiliated companies	3.4	3.2	3.1	3.6	3.9	3.5	3.5	3.5	3.7	3.9	4.5	4.5	4.7
Securities	4.2	4.7	6.3	7.9	8.2	8.3	8.3	8.9	9.4	8.2	8.4	8.7	6.9
Short-term securities	2.0	2.5	3.6	5.3	4.9	5.2	4.9	5.4	4.9	4.8	4.9	3.6	3.3
Long-term securities	2.1	2.2	2.7	2.7	3.3	3.1	3.4	3.5	4.5	3.4	3.5	5.1	3.6
Other long-term equity investments	15.1	17.1	20.3	21.7	20.7	21.2	20.8	22.0	23.4	23.2	25.1	26.0	27.1
of which: Goodwill	2.8	3.1	3.5	4.1	3.8	4.1	3.9	4.0	4.5	4.8	5.0	4.7	4.8
Prepaid expenses	3.3	3.2	3.7	3.9	4.0	3.8	3.7	3.7	3.7	3.8	4.3	4.4	4.3
Financial assets	209.7	221.7	238.6	258.9	256.6	253.8	249.8	253.5	267.8	289.0	306.3	308.2	307.2
Balance sheet total (adjusted)	471.4	489.3	515.8	545.7	539.6	533.3	517.8	518.7	539.8	561.7	606.6	624.0	622.0
<b>Capital</b>													
Equity (adjusted)	76.5	84.3	96.1	109.9	113.1	119.2	124.8	133.1	141.8	149.9	163.2	172.4	184.6
Liabilities	335.0	342.4	353.1	364.9	353.9	341.5	319.6	309.8	319.3	329.0	358.0	365.0	354.1
Short-term	241.3	245.9	255.2	267.7	260.9	255.7	241.6	234.2	240.6	246.0	270.3	274.8	261.3
of which													
Liabilities to banks	65.0	67.9	67.5	70.6	68.2	66.7	60.3	55.8	52.4	50.3	52.9	56.5	52.7
Trade payables	69.5	67.1	70.5	74.7	70.4	65.0	62.0	61.5	64.4	72.0	74.4	69.7	64.2
Liabilities to affiliated companies	35.5	36.3	38.7	42.9	44.3	46.2	44.7	44.3	48.8	57.2	59.6	61.2	61.4
Payments received on account of orders	35.7	36.6	39.2	38.9	37.3	37.6	35.4	33.2	35.0	28.4	41.8	45.7	42.5
Long-term	93.8	96.5	97.9	97.2	93.0	85.8	78.0	75.6	78.7	83.0	87.6	90.2	92.7
of which													
Liabilities to banks	62.3	64.5	64.4	65.5	62.8	58.4	51.8	48.1	48.1	52.2	56.5	58.5	58.9
Liabilities to affiliated companies	24.9	25.1	26.6	24.9	22.4	20.0	19.4	19.2	21.2	20.7	21.1	21.0	22.8
Provisions	57.1	59.9	62.6	66.8	68.8	68.7	70.0	71.6	74.3	77.9	80.8	81.5	78.4
of which:													
Provisions for pensions	18.7	19.0	20.1	20.8	21.7	22.3	22.5	22.1	22.9	22.9	23.5	23.6	23.9
Half of the special tax-allowable reserve	4.9	5.3	5.8	6.4	6.3	5.3	5.4	6.0	5.5	6.3	5.8	5.3	4.6
Deferred income	2.8	2.7	4.1	4.0	3.8	3.8	3.5	4.2	4.4	5.0	4.6	5.1	4.9
Liabilities and provisions	395.0	405.0	419.8	435.8	426.5	414.0	393.0	385.6	398.0	411.8	443.4	451.6	437.4
Balance sheet total (adjusted)	471.4	489.3	515.8	545.7	539.6	533.3	517.8	518.7	539.8	561.7	606.6	624.0	622.0

\* 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 less than € 50 million.

IV. Enterprises by size category and legal form\*  
continued: 1 Small and medium-sized Corporations\*\*  
Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement</b>												
Sales	1 020.2	1 084.0	1 099.5	1 110.9	1 133.8	1 163.0	1 199.6	1 239.5	1 281.3	1 320.8	1 318.9	1 380.0
Change in finished goods	12.9	13.8	11.8	11.7	11.4	13.0	16.6	20.0	22.6	21.1	4.1	41.2
Gross revenue	1 033.1	1 097.7	1 111.3	1 122.5	1 145.2	1 175.9	1 216.2	1 259.6	1 303.9	1 341.9	1 323.0	1 421.2
Interest and similar income	3.0	3.2	3.1	2.8	2.6	2.6	2.4	2.3	2.3	2.4	2.3	2.5
Other income	44.3	44.8	45.5	46.2	46.7	47.5	39.3	38.0	40.2	41.3	55.9	64.7
of which: Income from long-term equity investments	2.1	2.3	2.4	2.7	2.7	2.7	2.9	3.3	3.3	3.4	3.6	3.9
Total income	1 080.5	1 145.7	1 159.9	1 171.5	1 194.5	1 226.0	1 257.9	1 299.8	1 346.3	1 385.6	1 381.3	1 488.4
Cost of materials	566.5	604.8	605.3	601.1	605.9	615.8	629.4	647.3	671.1	683.5	672.6	733.0
Personnel expenses	253.2	265.6	278.6	290.6	302.1	314.6	326.9	342.9	356.5	372.9	375.1	389.3
Depreciation	30.3	31.6	33.3	34.0	33.6	35.8	36.9	37.4	38.6	40.6	43.1	43.4
of which: Depreciation of tangible fixed assets	28.2	29.4	30.8	31.6	31.6	33.6	34.7	35.3	36.1	37.8	40.1	40.9
Interest and similar expenses	11.0	11.3	11.2	10.9	10.6	10.6	9.6	9.5	9.5	9.5	9.6	9.3
Operating taxes	1.3	1.3	1.3	1.3	1.3	1.3	1.2	1.2	1.2	1.2	1.3	1.3
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	184.8	192.5	196.4	200.0	203.9	207.1	207.9	212.2	221.2	229.5	229.8	240.8
Total expenses before taxes on income	1 047.1	1 107.2	1 126.0	1 137.9	1 157.4	1 185.2	1 211.9	1 250.5	1 298.1	1 337.3	1 331.5	1 417.1
Annual result before taxes on income	33.4	38.5	33.9	33.6	37.1	40.9	46.0	49.4	48.3	48.3	49.7	71.3
Taxes on income	10.7	12.0	11.5	11.5	12.7	13.9	15.1	16.0	16.5	16.8	18.4	22.0
Annual result	22.7	26.5	22.3	22.1	24.4	27.0	31.0	33.4	31.7	31.5	31.3	49.3
Profit and loss transfers (parent company)	0.9	1.0	1.1	1.1	1.2	1.3	1.5	1.6	1.5	1.2	1.3	1.7
Profit and loss transfers (subsidiary)	3.4	3.9	3.8	3.8	4.2	4.5	4.3	5.5	5.4	5.2	4.9	7.9
Profit for the year	20.2	23.6	19.6	19.4	21.3	23.7	28.1	29.5	27.9	27.5	27.7	43.2
Cash flow	49.2	58.2	57.1	57.0	60.4	65.5	67.0	73.6	72.6	74.1	84.8	100.7
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	6.8	7.4	7.3	7.8	8.6	8.5	9.3	9.2	9.1	9.7	10.8	10.8
Tangible fixed assets	178.1	186.6	195.1	197.8	201.9	211.5	220.3	226.8	229.6	237.0	249.6	253.6
of which: Land and buildings	62.5	64.5	66.6	66.3	67.3	69.7	73.1	74.3	72.2	73.2	78.0	77.7
Inventories	146.6	156.5	160.3	165.6	170.7	177.3	185.0	201.1	216.5	227.9	215.6	262.7
Raw materials, consumables and supplies	19.8	20.9	21.0	21.2	21.5	21.9	22.4	24.2	24.7	25.8	26.3	31.4
Work in progress	60.6	65.6	69.1	72.5	75.9	78.8	83.7	94.6	107.3	114.0	102.5	135.3
Finished goods and merchandise	62.9	66.6	66.5	68.3	69.5	72.4	74.9	77.5	79.4	82.8	81.4	87.9
Prepayments (inventories)	3.2	3.5	3.6	3.7	3.8	4.2	4.0	4.9	5.1	5.2	5.5	8.0
Non-financial assets	331.5	350.5	362.7	371.2	381.2	397.3	414.6	437.1	455.3	474.6	476.1	527.1
Cash	71.5	74.8	76.4	81.5	88.2	96.1	102.2	106.4	112.0	118.0	144.2	149.6
Receivables	208.7	214.5	220.6	227.2	228.8	236.0	244.4	259.6	268.2	278.2	291.2	319.9
Short-term	198.6	204.0	209.9	215.5	217.3	223.5	230.8	245.1	253.7	262.8	274.3	301.9
of which												
Trade receivables	101.0	103.7	105.7	107.0	106.9	107.9	111.8	118.3	123.2	124.0	119.8	133.6
Receivables from affiliated companies	64.1	67.1	69.9	73.8	75.6	81.2	83.3	88.1	89.3	95.8	106.6	115.8
Long-term	10.2	10.5	10.7	11.7	11.6	12.5	13.6	14.5	14.5	15.4	16.9	18.0
of which: Loans to affiliated companies	4.8	5.2	5.7	6.5	6.8	7.2	8.0	8.2	8.4	9.3	10.0	11.0
Securities	7.0	6.4	6.8	7.2	7.4	7.2	7.6	8.0	7.8	8.1	8.9	11.5
Short-term securities	3.3	3.0	3.0	3.3	3.4	3.1	3.1	3.2	3.1	2.8	3.4	4.8
Long-term securities	3.8	3.4	3.8	3.9	4.0	4.1	4.5	4.8	4.7	5.3	5.4	6.7
Other long-term equity investments	26.7	26.5	27.6	29.8	31.5	32.3	34.1	36.9	37.2	39.6	42.3	44.7
of which: Goodwill	4.7	4.1	4.5	4.5	4.4	4.2	4.4	4.8	4.9	6.3	5.9	5.3
Prepaid expenses	4.0	4.1	4.1	4.3	4.3	4.7	4.8	4.9	5.1	5.5	5.5	6.4
Financial assets	318.0	326.3	335.5	349.9	360.2	376.3	393.1	415.9	430.3	449.3	492.0	532.0
Balance sheet total (adjusted)	649.5	676.8	698.2	721.2	741.4	773.5	807.7	853.0	885.6	923.9	968.1	1 059.1
<b>Capital</b>												
Equity (adjusted)	197.0	209.2	222.4	234.8	245.4	264.1	287.2	300.5	302.8	315.8	345.3	370.6
Liabilities	372.1	387.1	393.5	402.4	409.3	419.3	429.4	458.2	486.0	508.9	513.3	570.2
Short-term	278.7	291.2	295.5	299.2	306.6	311.3	321.6	346.5	371.7	386.1	375.9	429.2
of which												
Liabilities to banks	53.4	54.5	56.2	55.3	55.0	55.6	56.5	58.0	60.9	63.8	60.0	59.6
Trade payables	71.3	74.0	72.9	72.0	70.9	71.1	72.2	75.0	80.2	79.5	73.7	84.3
Liabilities to affiliated companies	60.0	63.5	65.6	67.4	71.0	72.7	75.0	81.2	82.5	85.4	93.1	100.4
Payments received on account of orders	50.2	55.0	57.4	60.9	63.6	66.2	70.8	80.5	93.2	99.7	90.6	121.8
Long-term	93.4	95.9	98.0	103.1	102.8	108.1	107.9	111.7	114.3	122.9	137.4	141.0
of which												
Liabilities to banks	59.0	60.3	61.1	63.4	62.1	66.4	67.3	69.8	69.1	74.0	87.8	89.9
Liabilities to affiliated companies	22.2	22.7	24.1	26.1	27.6	28.6	28.0	29.1	31.7	34.4	34.1	35.1
Provisions	75.0	75.2	76.9	78.0	80.6	83.6	84.5	87.1	89.7	91.3	101.8	109.5
of which:												
Provisions for pensions	19.8	18.8	19.3	20.0	20.7	22.5	22.4	23.5	23.8	24.4	27.4	27.8
Half of the special tax-allowable reserve	3.5	3.6	3.2	2.6	2.4	2.1	0.4	0.0	0.1	0.1	0.0	0.0
Deferred income	5.4	5.3	5.5	6.0	6.1	6.5	6.6	7.2	7.1	7.8	7.7	8.8
Liabilities and provisions	452.5	467.6	475.9	486.4	496.0	509.5	520.5	552.5	582.8	608.1	622.8	688.5
Balance sheet total (adjusted)	649.5	676.8	698.2	721.2	741.4	773.5	807.7	853.0	885.6	923.9	968.1	1 059.1

\* 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.

IV. Enterprises by size category and legal form\*  
continued: 1 Small and medium-sized Corporations\*\*  
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement ratios</b>													
	Percentage of gross revenue												
Sales	99.1	99.2	98.8	98.8	99.0	99.1	99.3	99.4	99.3	99.8	98.1	98.8	99.5
Change in finished goods	0.9	0.8	1.2	1.2	1.0	0.9	0.7	0.6	0.7	0.2	1.9	1.2	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.4	0.4	0.4	0.5	0.5	0.4	0.4	0.3	0.3	0.4	0.4	0.5	0.3
Other income	4.3	4.7	4.4	4.6	4.6	5.0	4.7	4.4	4.4	4.2	4.4	4.4	4.5
Total income	104.7	105.1	104.8	105.0	105.1	105.5	105.1	104.7	104.7	104.6	104.8	104.9	104.9
Cost of materials	57.1	57.0	56.7	56.7	56.2	55.3	55.2	55.6	55.8	56.2	56.1	55.9	54.8
Personnel expenses	24.7	24.6	24.6	24.6	25.0	25.6	25.3	24.6	24.2	23.3	23.6	23.7	25.1
Depreciation	4.0	4.0	3.8	3.8	3.8	4.0	3.6	3.2	3.1	2.9	3.0	3.0	3.2
Interest and similar expenses	1.6	1.6	1.5	1.5	1.5	1.4	1.3	1.1	1.1	1.0	1.1	1.1	1.1
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	15.8	15.9	16.0	16.6	16.9	17.5	17.4	17.2	17.3	17.5	17.3	17.6	18.1
Total expenses before taxes on income	103.3	103.2	102.7	103.4	103.6	103.9	102.9	101.9	101.6	101.2	101.2	101.4	102.4
Annual result before taxes on income	1.4	2.0	2.1	1.7	1.5	1.5	2.2	2.8	3.1	3.4	3.6	3.5	2.4
Taxes on income	1.0	1.2	1.2	1.1	1.0	1.0	1.0	1.1	1.2	1.1	1.3	1.1	1.0
Annual result	0.4	0.8	1.0	0.6	0.5	0.6	1.2	1.7	1.9	2.3	2.3	2.4	1.5
	Percentage of sales												
Annual result before taxes on income	1.4	2.0	2.2	1.7	1.5	1.6	2.2	2.9	3.1	3.4	3.7	3.5	2.4
Cash flow	.	5.3	5.3	5.0	4.6	4.5	4.9	5.3	5.3	5.7	5.6	5.5	4.3
<b>II. Balance sheet ratios</b>													
	Percentage of the balance sheet total (adjusted)												
Assets													
Intangible fixed assets	0.7	0.8	0.8	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Tangible fixed assets	29.3	29.2	28.3	27.8	28.2	28.6	28.4	28.3	27.6	27.2	26.2	27.0	28.1
Inventories	25.5	24.8	24.6	23.9	23.2	22.9	22.4	21.9	21.8	20.4	22.3	22.6	21.4
Cash	7.9	8.7	8.6	8.6	8.7	9.0	9.4	9.9	10.5	10.4	10.3	10.4	11.0
Receivables	31.8	31.5	31.8	32.7	32.7	32.3	32.5	32.3	32.4	34.7	34.0	32.7	32.2
Short-term	29.8	29.7	30.0	30.6	30.5	30.4	30.5	30.4	30.4	32.7	32.0	30.7	30.2
Long-term	2.0	1.8	1.9	2.0	2.2	1.9	2.0	1.9	2.0	2.0	2.0	2.0	2.0
Securities	0.9	1.0	1.2	1.5	1.5	1.5	1.6	1.7	1.7	1.5	1.4	1.4	1.1
Other long-term equity investments	3.2	3.5	3.9	4.0	3.8	4.0	4.0	4.2	4.3	4.1	4.1	4.2	4.4
Capital													
Equity (adjusted)	16.2	17.2	18.6	20.1	21.0	22.4	24.1	25.7	26.3	26.7	26.9	27.6	29.7
Liabilities	71.1	70.0	68.5	66.9	65.6	64.0	61.7	59.7	59.1	58.6	59.0	58.5	56.9
Short-term	51.2	50.3	49.5	49.1	48.3	47.9	46.7	45.1	44.6	43.8	44.6	44.0	42.0
Long-term	19.9	19.7	19.0	17.8	17.2	16.1	15.1	14.6	14.6	14.8	14.4	14.5	14.9
Provisions	12.1	12.2	12.1	12.2	12.7	12.9	13.5	13.8	13.8	13.9	13.3	13.1	12.6
of which: Provisions for pensions	4.0	3.9	3.9	3.8	4.0	4.2	4.3	4.3	4.2	4.1	3.9	3.8	3.8
Memo item: Sales	158.5	156.8	152.9	152.6	156.4	155.3	160.4	165.0	165.5	171.8	161.8	164.3	154.8
<b>III. Other ratios</b>													
	Percentage of sales												
Inventories	16.1	15.8	16.1	15.6	14.9	14.7	13.9	13.3	13.2	11.8	13.8	13.7	13.9
Short-term receivables	18.8	19.0	19.6	20.1	19.5	19.6	19.0	18.4	18.3	19.0	19.8	18.7	19.5
	Percentage of tangible fixed assets												
Equity (adjusted)	54.1	57.5	64.0	70.2	71.8	75.7	82.0	87.8	91.8	94.6	98.9	98.6	101.8
Long-term equity and liabilities	137.1	140.0	146.4	149.6	148.6	147.7	151.5	156.2	161.2	165.4	169.7	166.6	168.6
	Percentage of fixed assets												
Long-term equity and liabilities	115.5	117.5	120.3	121.9	120.9	121.2	123.6	126.5	128.8	133.5	136.1	133.4	136.1
	Percentage of short-term liabilities												
Cash resources and short-term receivables	74.6	77.4	79.3	82.0	83.0	84.3	87.7	91.5	93.6	100.5	96.7	94.7	99.3
Cash resources, short-term receivables and inventories	124.5	126.7	129.1	130.6	131.1	132.0	135.6	140.0	142.5	146.9	146.6	146.0	150.4
	Percentage of liabilities and provisions less cash												
Cash Flow	.	11.2	11.2	10.7	10.2	10.2	11.9	13.7	13.8	15.6	14.3	14.5	11.2
	Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	3.2	3.7	3.8	3.2	3.1	3.2	3.9	4.7	4.9	5.7	5.6	5.8	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 less than € 50 million.

IV. Enterprises by size category and legal form\*  
continued: 1 Small and medium-sized Corporations\*\*  
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	98.8	98.7	98.9	99.0	99.0	98.9	98.6	98.4	98.3	98.4	99.7	97.1
Change in finished goods	1.2	1.3	1.1	1.0	1.0	1.1	1.4	1.6	1.7	1.6	0.3	2.9
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other income	4.3	4.1	4.1	4.1	4.1	4.0	3.2	3.0	3.1	3.1	4.2	4.6
Total income	104.6	104.4	104.4	104.4	104.3	104.3	103.4	103.2	103.3	103.3	104.4	104.7
Cost of materials	54.8	55.1	54.5	53.5	52.9	52.4	51.8	51.4	51.5	50.9	50.8	51.6
Personnel expenses	24.5	24.2	25.1	25.9	26.4	26.8	26.9	27.2	27.3	27.8	28.4	27.4
Depreciation	2.9	2.9	3.0	3.0	2.9	3.0	3.0	3.0	3.0	3.0	3.3	3.1
Interest and similar expenses	1.1	1.0	1.0	1.0	0.9	0.9	0.8	0.8	0.7	0.7	0.7	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	17.9	17.5	17.7	17.8	17.8	17.6	17.1	16.8	17.0	17.1	17.4	16.9
Total expenses before taxes on income	101.3	100.9	101.3	101.4	101.1	100.8	99.6	99.3	99.6	99.7	100.6	99.7
Annual result before taxes on income	3.2	3.5	3.0	3.0	3.2	3.5	3.8	3.9	3.7	3.6	3.8	5.0
Taxes on income	1.0	1.1	1.0	1.0	1.1	1.2	1.2	1.3	1.3	1.3	1.4	1.5
Annual result	2.2	2.4	2.0	2.0	2.1	2.3	2.5	2.7	2.4	2.3	2.4	3.5
	Percentage of sales											
Annual result before taxes on income	3.3	3.6	3.1	3.0	3.3	3.5	3.8	4.0	3.8	3.7	3.8	5.2
Cash flow	4.8	5.4	5.2	5.1	5.3	5.6	5.6	5.9	5.7	5.6	6.4	7.3
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	1.1	1.1	1.0	1.1	1.2	1.1	1.2	1.1	1.0	1.1	1.1	1.0
Tangible fixed assets	27.4	27.6	27.9	27.4	27.2	27.3	27.3	26.6	25.9	25.7	25.8	23.9
Inventories	22.6	23.1	23.0	23.0	23.0	22.9	22.9	23.6	24.5	24.7	22.3	24.8
Cash	11.0	11.1	10.9	11.3	11.9	12.4	12.7	12.5	12.6	12.8	14.9	14.1
Receivables	32.1	31.7	31.6	31.5	30.9	30.5	30.3	30.4	30.3	30.1	30.1	30.2
Short-term	30.6	30.1	30.1	29.9	29.3	28.9	28.6	28.7	28.6	28.4	28.3	28.5
Long-term	1.6	1.6	1.5	1.6	1.6	1.6	1.7	1.7	1.6	1.7	1.7	1.7
Securities	1.1	0.9	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9	1.1
Other long-term equity investments	4.1	3.9	4.0	4.1	4.2	4.2	4.2	4.3	4.2	4.3	4.4	4.2
Capital												
Equity (adjusted)	30.3	30.9	31.8	32.6	33.1	34.1	35.6	35.2	34.2	34.2	35.7	35.0
Liabilities	57.3	57.2	56.4	55.8	55.2	54.2	53.2	53.7	54.9	55.1	53.0	53.8
Short-term	42.9	43.0	42.3	41.5	41.4	40.2	39.8	40.6	42.0	41.8	38.8	40.5
Long-term	14.4	14.2	14.0	14.3	13.9	14.0	13.4	13.1	12.9	13.3	14.2	13.3
Provisions	11.5	11.1	11.0	10.8	10.9	10.8	10.5	10.2	10.1	9.9	10.5	10.3
of which: Provisions for pensions	3.0	2.8	2.8	2.8	2.8	2.9	2.8	2.8	2.7	2.6	2.8	2.6
Memo item: Sales	157.1	160.2	157.5	154.0	152.9	150.3	148.5	145.3	144.7	143.0	136.2	130.3
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	14.4	14.4	14.6	14.9	15.1	15.2	15.4	16.2	16.9	17.3	16.4	19.0
Short-term receivables	19.5	18.8	19.1	19.4	19.2	19.2	19.2	19.8	19.8	19.9	20.8	21.9
	Percentage of tangible fixed assets											
Equity (adjusted)	106.5	107.9	109.8	114.2	116.6	120.1	125.1	127.3	126.8	128.0	132.6	140.2
Long-term equity and liabilities	169.6	168.8	169.4	175.3	176.3	180.4	182.0	184.7	184.7	187.7	195.9	204.0
	Percentage of fixed assets											
Long-term equity and liabilities	139.0	139.7	140.2	143.6	144.1	147.5	148.3	149.1	149.4	150.9	157.0	161.6
	Percentage of short-term liabilities											
Cash resources and short-term receivables	98.1	96.8	97.9	100.3	100.7	103.7	104.5	102.4	99.2	99.4	112.2	106.3
Cash resources, short-term receivables and inventories	150.6	150.5	152.1	155.7	156.4	160.6	162.0	160.4	157.5	158.4	169.6	167.5
	Percentage of liabilities and provisions less cash											
Cash Flow	12.9	14.8	14.3	14.1	14.8	15.8	16.0	16.5	15.4	15.1	17.7	18.7
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.2	5.6	4.8	4.6	4.7	4.9	5.0	5.0	4.7	4.4	4.2	5.5

\* 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.

IV. Enterprises by size category and legal form\*  
2 Small and medium-sized Non-corporations\*\*  
Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement</b>													
Sales	616.9	632.9	651.0	681.2	690.3	678.5	679.8	693.5	720.0	767.5	772.9	786.2	741.7
Change in finished goods	2.9	3.7	5.9	4.2	2.9	3.5	2.4	2.2	4.1	-1.0	12.4	8.0	2.7
Gross revenue	619.8	636.6	656.9	685.5	693.3	682.0	682.2	695.7	724.2	766.4	785.3	794.2	744.4
Interest and similar income	1.6	1.6	1.7	1.9	1.9	1.7	1.6	1.6	1.6	1.8	2.2	2.2	1.6
Other income	22.1	24.4	26.7	27.8	28.5	31.5	29.9	31.1	31.2	33.1	36.3	33.2	27.7
of which: Income from long-term equity investments	1.9	2.2	2.0	2.3	2.1	1.4	1.4	1.4	1.4	1.8	2.2	2.3	1.3
Total income	643.5	662.6	685.4	715.1	723.7	715.2	713.7	728.4	756.9	801.3	823.8	829.7	773.8
Cost of materials	320.6	328.1	339.6	354.8	356.3	347.7	346.2	353.3	371.0	394.2	404.7	406.7	377.1
Personnel expenses	143.8	144.7	147.3	152.1	155.1	154.1	151.3	150.3	151.9	154.8	159.5	162.8	159.7
Depreciation	32.5	33.3	34.2	35.4	35.6	34.7	34.4	32.6	32.3	34.0	35.4	35.1	34.1
of which: Depreciation of tangible fixed assets	30.7	31.7	32.8	33.7	33.5	32.9	32.7	31.1	30.9	32.6	33.9	33.4	32.6
Interest and similar expenses	16.7	16.9	16.6	17.1	17.6	17.0	16.0	15.1	14.8	15.2	15.4	15.5	14.1
Operating taxes	1.5	1.4	1.4	1.3	1.0	0.8	0.9	0.9	0.9	1.0	1.0	1.0	1.1
of which: Excise duties	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0
Other expenses	99.6	103.9	110.6	116.5	120.1	122.4	124.2	128.6	135.5	144.0	143.5	146.8	139.8
Total expenses before taxes on income	614.7	628.2	649.7	677.1	685.6	676.7	673.0	680.7	706.4	743.3	759.5	767.9	726.0
Annual result before taxes on income	28.8	34.5	35.7	38.0	38.1	38.5	40.8	47.7	50.5	58.1	64.3	61.7	47.8
Taxes on income	3.6	3.8	4.1	4.3	4.4	4.2	4.6	5.1	5.7	6.4	7.0	6.8	5.8
Annual result	25.2	30.7	31.6	33.7	33.7	34.2	36.2	42.6	44.8	51.7	57.3	54.9	42.0
Profit and loss transfers (parent company)	-0.6	-0.4	-0.5	-0.4	-0.1	0.0	0.0	0.1	0.2	0.7	0.2	0.3	0.3
Profit and loss transfers (subsidiary)	0.1	0.0	0.0	0.1	-0.1	0.0	0.0	-0.4	0.0	0.1	0.3	0.3	0.4
Profit for the year	24.5	30.2	31.1	33.2	33.7	34.2	36.2	43.0	45.0	52.2	57.1	54.9	41.9
Cash flow	.	65.4	69.4	73.0	69.5	68.9	71.4	75.1	78.9	88.7	89.4	85.3	74.5
<b>II. Balance sheet</b>													
<b>Assets</b>													
Intangible fixed assets	1.9	2.0	2.9	2.5	2.8	2.6	2.6	2.8	3.1	3.3	3.1	3.2	3.3
Tangible fixed assets	150.7	159.7	167.7	173.6	179.5	184.5	188.1	195.1	205.9	203.3	205.5	204.3	
of which: Land and buildings	83.7	88.7	92.3	96.3	97.3	96.7	94.7	91.4	90.8	94.0	89.8	88.7	85.8
Inventories	98.6	101.5	103.4	101.6	99.9	96.1	90.3	88.1	91.3	85.3	98.1	99.2	94.2
Raw materials, consumables and supplies	9.9	10.1	10.4	11.1	10.9	10.3	9.7	9.8	10.1	10.8	11.6	11.3	11.4
Work in progress	30.1	30.2	33.6	30.6	31.2	29.7	28.2	25.7	27.3	21.1	31.5	32.9	31.5
Finished goods and merchandise	56.9	59.7	57.9	58.6	56.6	55.0	51.4	51.7	52.8	52.5	53.6	53.5	50.2
Prepayments (inventories)	1.7	1.5	1.4	1.3	1.2	1.0	1.0	0.9	1.2	0.9	1.4	1.5	1.1
Non-financial assets	251.2	263.3	274.0	277.6	282.2	283.2	280.5	279.0	289.4	294.4	304.5	307.9	301.9
Cash	23.8	26.0	27.4	26.9	29.2	29.1	30.3	32.9	35.0	37.1	38.2	39.4	41.8
Receivables	100.8	103.7	111.2	115.6	116.4	115.3	112.1	109.9	113.5	123.9	123.1	118.5	115.6
Short-term	93.6	97.0	104.8	109.9	110.3	110.0	106.5	105.0	108.1	118.5	117.9	113.6	110.5
of which													
Trade receivables	58.1	57.9	62.0	64.7	63.0	60.1	58.5	56.7	58.8	67.4	65.6	61.8	57.2
Receivables from affiliated companies	20.5	23.4	26.7	28.5	30.2	32.7	31.4	31.2	32.1	31.7	31.4	30.9	32.9
Long-term	7.1	6.6	6.4	5.7	6.1	5.3	5.6	5.0	5.4	5.4	5.2	4.9	5.1
of which: Loans to affiliated companies	3.6	3.3	3.0	2.3	2.4	2.1	2.1	1.4	1.8	2.1	1.9	2.0	2.3
Securities	1.4	1.7	1.7	1.8	2.0	2.6	2.6	2.9	2.9	2.8	3.8	2.0	2.0
Short-term securities	0.8	1.0	1.0	1.1	1.3	1.5	1.6	1.8	1.8	1.7	1.3	1.3	1.2
Long-term securities	0.6	0.7	0.7	0.7	0.7	1.0	1.1	1.1	1.1	1.0	2.5	0.7	0.8
Other long-term equity investments	11.2	13.1	14.3	14.8	14.5	14.1	14.8	14.0	13.9	15.0	14.9	14.3	14.4
of which: Goodwill	3.4	4.1	4.7	5.1	4.3	4.3	4.0	4.4	4.2	4.9	4.0	3.8	3.6
Prepaid expenses	3.1	3.2	3.3	3.4	3.6	3.9	3.9	3.8	3.8	3.8	4.3	4.3	4.2
Financial assets	140.2	147.6	157.8	162.6	165.8	165.0	163.8	163.6	169.1	182.5	184.3	178.5	178.0
Balance sheet total (adjusted)	391.4	410.9	431.7	440.2	448.0	448.2	444.2	442.5	458.6	476.9	488.8	486.3	479.9
<b>Capital</b>													
Equity (adjusted)	-3.1	0.9	2.2	7.2	12.0	16.1	21.7	29.0	36.5	43.5	47.1	50.5	56.1
Liabilities	366.0	380.4	397.2	398.0	400.2	396.2	385.6	376.6	383.0	391.6	400.2	396.8	385.8
Short-term	209.5	210.6	218.4	220.3	223.3	219.9	218.3	210.7	214.2	219.2	236.5	236.3	232.3
of which													
Liabilities to banks	73.7	74.6	75.4	75.4	76.1	75.9	74.8	69.0	67.0	69.5	71.0	72.1	68.8
Trade payables	59.5	57.3	58.8	60.1	57.6	54.5	52.9	50.9	52.3	56.4	58.1	53.7	50.9
Liabilities to affiliated companies	19.7	20.3	22.8	26.8	29.1	30.4	32.4	35.5	37.6	41.8	43.3	43.8	47.8
Payments received on account of orders	24.6	26.3	27.5	24.6	25.9	24.3	23.4	21.5	22.6	16.2	27.1	29.6	27.2
Long-term	156.5	169.8	178.8	177.6	176.9	176.3	167.3	165.9	168.8	172.4	163.7	160.5	153.6
of which													
Liabilities to banks	121.9	133.6	142.2	144.2	146.0	146.9	138.7	137.7	138.0	140.1	131.0	127.6	121.1
Liabilities to affiliated companies	26.2	28.1	28.8	25.7	22.0	20.6	19.0	18.7	20.4	21.4	20.9	20.7	20.6
Provisions	27.3	28.3	30.8	33.2	33.8	34.3	34.9	35.1	36.9	38.5	38.4	36.2	35.3
of which:													
Provisions for pensions	4.7	4.7	5.2	5.2	5.5	5.5	5.9	5.7	5.9	5.7	5.3	4.9	5.4
Half of the special tax-allowable reserve	4.8	5.3	6.3	7.6	7.3	7.4	7.2	7.0	6.7	6.9	4.5	2.4	1.7
Deferred income	1.3	1.3	1.4	1.8	2.0	1.7	2.1	1.9	2.2	3.4	3.1	2.8	2.7
Liabilities and provisions	394.5	410.0	429.5	433.0	436.0	432.1	422.5	413.6	422.1	433.4	441.7	435.8	423.9
Balance sheet total (adjusted)	391.4	410.9	431.7	440.2	448.0	448.2	444.2	442.5	458.6	476.9	488.8	486.3	479.9

\* 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.

IV. Enterprises by size category and legal form\*  
continued: 2 Small and medium-sized Non-corporations\*\*  
Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement</b>												
Sales	765.4	799.7	806.3	810.9	826.2	835.6	848.5	861.3	884.2	903.6	898.4	915.0
Change in finished goods	8.1	6.9	8.2	7.4	5.3	6.6	8.2	9.6	11.4	12.2	1.9	21.8
Gross revenue	773.5	806.7	814.4	818.3	831.5	842.2	856.7	870.9	895.6	915.8	900.3	936.8
Interest and similar income	1.3	1.4	1.3	1.1	1.1	1.0	1.0	1.4	1.1	1.2	0.8	1.0
Other income	27.1	27.1	28.0	29.0	28.5	29.6	25.9	27.7	26.0	27.3	42.9	50.7
of which: Income from long-term equity investments	2.2	2.2	1.4	1.6	2.4	2.9	3.0	3.0	2.3	2.8	3.4	3.8
Total income	801.9	835.2	843.7	848.4	861.1	872.9	883.6	899.9	922.6	944.3	944.1	988.5
Cost of materials	391.9	408.4	409.6	404.7	404.0	404.5	406.0	411.4	422.5	426.2	424.6	447.2
Personnel expenses	163.0	168.7	175.1	178.0	184.5	190.7	196.4	200.8	206.5	218.3	213.1	215.5
Depreciation	32.5	33.0	32.5	33.4	34.3	34.9	35.7	35.6	36.1	38.0	38.1	38.6
of which: Depreciation of tangible fixed assets	31.4	32.0	31.4	32.0	33.0	33.8	34.6	34.7	35.2	36.6	37.0	37.6
Interest and similar expenses	13.5	13.0	12.9	12.5	11.9	11.2	10.2	9.4	9.1	9.1	8.4	8.0
Operating taxes	1.1	1.1	1.1	1.0	1.1	1.1	1.1	1.1	1.2	1.2	1.2	1.1
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	144.1	149.0	150.2	152.1	154.7	153.6	153.8	156.8	160.6	163.1	161.7	166.9
Total expenses before taxes on income	746.0	773.4	781.4	781.8	790.4	796.0	803.1	815.1	836.0	855.9	847.1	877.4
Annual result before taxes on income	55.9	61.8	62.3	66.6	70.7	76.9	80.5	84.8	86.6	88.4	97.0	111.2
Taxes on income	6.5	7.3	7.3	8.2	8.7	9.4	10.0	10.6	10.9	11.5	12.4	13.6
Annual result	49.4	54.5	55.0	58.4	62.0	67.5	70.5	74.2	75.7	76.9	84.5	97.6
Profit and loss transfers (parent company)	0.2	0.2	0.3	0.5	0.3	0.2	0.3	0.7	0.2	0.4	0.6	1.1
Profit and loss transfers (subsidiary)	0.4	1.0	0.3	0.1	0.3	0.4	0.2	0.5	0.4	0.6	0.4	0.5
Profit for the year	49.1	53.7	55.0	58.8	62.0	67.2	70.6	74.4	75.5	76.8	84.8	98.2
Cash flow	79.4	87.7	86.5	92.6	97.1	103.4	106.7	110.1	112.7	115.4	127.6	139.5
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	2.8	3.4	3.5	4.8	4.5	4.4	4.8	4.4	4.7	4.6	4.1	3.9
Tangible fixed assets	209.8	212.1	217.3	225.3	233.5	234.6	241.3	236.6	238.0	252.3	243.2	244.1
of which: Land and buildings	85.6	81.5	82.0	82.9	83.5	84.6	85.8	86.2	80.9	86.7	85.6	84.8
Inventories	98.1	102.7	106.8	105.6	106.5	107.6	111.5	116.0	123.6	130.4	118.7	138.3
Raw materials, consumables and supplies	11.2	11.3	11.1	10.3	10.9	10.5	10.8	10.6	11.1	11.3	11.2	13.6
Work in progress	34.6	37.0	41.8	41.2	41.1	41.8	44.4	48.2	53.7	60.0	47.7	61.1
Finished goods and merchandise	50.8	52.7	52.7	52.7	53.1	53.9	54.7	55.3	56.7	56.8	57.8	61.0
Prepayments (inventories)	1.5	1.7	1.3	1.3	1.4	1.4	1.6	1.8	2.1	2.1	2.1	2.6
Non-financial assets	310.6	318.3	327.6	335.7	344.5	346.6	357.6	356.9	366.3	387.3	366.1	386.3
Cash	43.9	45.7	46.1	48.2	52.2	54.9	59.0	58.8	61.4	66.1	81.7	87.2
Receivables	119.4	118.9	121.4	125.3	124.8	126.4	124.8	129.5	131.1	132.1	138.0	146.4
Short-term	114.7	114.0	117.2	120.8	120.1	121.9	120.9	125.4	126.7	126.7	133.0	140.6
of which												
Trade receivables	61.1	62.0	62.7	62.6	61.6	61.3	61.6	64.8	66.4	65.6	64.4	69.6
Receivables from affiliated companies	31.9	30.5	32.8	36.2	36.2	38.4	36.2	36.5	34.9	36.2	37.0	39.0
Long-term	4.6	4.9	4.2	4.5	4.7	4.4	3.9	4.1	4.5	5.5	5.0	5.8
of which: Loans to affiliated companies	2.2	2.3	2.0	2.4	2.2	2.3	1.9	2.1	2.6	3.1	2.7	3.1
Securities	2.0	1.8	1.6	1.6	2.4	2.1	2.0	1.9	2.0	2.1	2.7	3.8
Short-term securities	1.2	1.0	1.0	0.9	1.5	1.3	1.2	1.1	1.2	1.2	1.4	2.0
Long-term securities	0.7	0.7	0.6	0.7	0.8	0.8	0.8	0.8	0.8	0.9	1.2	1.8
Other long-term equity investments	14.1	13.5	14.9	15.4	15.0	15.3	16.4	16.0	16.7	16.4	16.8	17.0
of which: Goodwill	3.9	4.0	4.0	3.8	3.9	3.8	4.3	4.3	4.9	4.8	4.3	3.5
Prepaid expenses	4.1	4.2	4.3	4.6	4.7	4.8	4.6	4.1	4.0	4.6	4.1	4.5
Financial assets	183.5	184.1	188.2	195.1	199.0	203.5	206.7	210.3	215.2	221.4	243.2	259.0
Balance sheet total (adjusted)	494.2	502.3	515.8	530.8	543.5	550.1	564.3	567.2	581.5	608.7	609.3	645.2
<b>Capital</b>												
Equity (adjusted)	63.1	70.3	76.4	83.4	86.6	95.3	105.1	109.8	113.9	124.7	129.5	137.9
Liabilities	395.0	395.6	403.6	410.5	419.1	415.6	419.6	417.7	427.0	442.3	433.6	457.5
Short-term	244.4	250.8	254.1	262.1	271.9	270.2	272.9	279.3	286.1	302.2	278.9	306.7
of which												
Liabilities to banks	73.7	69.4	71.4	72.4	76.8	74.4	71.9	71.7	73.4	77.9	65.8	66.3
Trade payables	54.2	54.9	53.8	52.2	50.4	49.7	50.6	50.5	53.3	52.4	49.5	55.3
Liabilities to affiliated companies	49.6	55.4	54.9	62.9	69.6	69.8	70.2	72.2	65.6	68.0	69.8	74.6
Payments received on account of orders	30.1	32.6	36.3	36.3	36.0	36.9	39.7	43.7	50.2	57.1	47.4	59.6
Long-term	150.7	144.8	149.5	148.3	147.2	145.4	146.7	138.4	140.9	140.2	154.7	150.8
of which												
Liabilities to banks	118.5	114.0	116.5	116.5	113.2	113.4	114.5	108.5	110.1	111.9	123.2	121.9
Liabilities to affiliated companies	19.3	18.7	20.6	20.4	21.7	20.3	20.1	19.0	19.9	17.5	18.9	17.3
Provisions	33.6	33.6	32.8	33.6	34.7	36.0	36.0	36.0	36.8	38.3	42.1	45.6
of which:												
Provisions for pensions	4.7	4.4	4.2	4.5	4.6	5.1	4.3	4.4	4.0	4.5	5.4	5.6
Half of the special tax-allowable reserve	1.2	1.0	0.8	0.7	0.6	0.5	0.3	0.0	0.0	0.0	0.0	0.0
Deferred income	2.4	2.8	2.8	3.4	3.2	3.1	3.6	3.7	3.7	3.4	4.0	4.1
Liabilities and provisions	431.0	432.0	439.3	447.4	457.0	454.8	459.2	457.4	467.6	484.0	479.8	507.3
Balance sheet total (adjusted)	494.2	502.3	515.8	530.8	543.5	550.1	564.3	567.2	581.5	608.7	609.3	645.2

\* 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 less than € 50 million.

IV. Enterprises by size category and legal form\*  
continued: 2 Small and medium-sized Non-corporations\*\*  
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement ratios</b>													
	Percentage of gross revenue												
Sales	99.5	99.4	99.1	99.4	99.6	99.5	99.6	99.7	99.4	100.1	98.4	99.0	99.6
Change in finished goods	0.5	0.6	0.9	0.6	0.4	0.5	0.4	0.3	0.6	-0.1	1.6	1.0	0.4
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	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.2
Other income	3.6	3.8	4.1	4.1	4.1	4.6	4.4	4.5	4.3	4.3	4.6	4.2	3.7
Total income	103.8	104.1	104.3	104.3	104.4	104.9	104.6	104.7	104.5	104.6	104.9	104.5	103.9
Cost of materials	51.7	51.5	51.7	51.8	51.4	51.0	50.7	50.8	51.2	51.4	51.5	51.2	50.7
Personnel expenses	23.2	22.7	22.4	22.2	22.4	22.6	22.2	21.6	21.0	20.2	20.3	20.5	21.5
Depreciation	5.2	5.2	5.2	5.2	5.1	5.1	5.0	4.7	4.5	4.4	4.5	4.4	4.6
Interest and similar expenses	2.7	2.6	2.5	2.5	2.5	2.5	2.3	2.2	2.0	2.0	2.0	2.0	1.9
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	16.1	16.3	16.8	17.0	17.3	17.9	18.2	18.5	18.7	18.8	18.3	18.5	18.8
Total expenses before taxes on income	99.2	98.7	98.9	98.8	98.9	99.2	98.6	97.8	97.6	97.0	96.7	96.7	97.5
Annual result before taxes on income	4.6	5.4	5.4	5.5	5.5	5.6	6.0	6.9	7.0	7.6	8.2	7.8	6.4
Taxes on income	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.8	0.8	0.9	0.9	0.8
Annual result	4.1	4.8	4.8	4.9	4.9	5.0	5.3	6.1	6.2	6.7	7.3	6.9	5.6
	Percentage of sales												
Annual result before taxes on income	4.7	5.4	5.5	5.6	5.5	5.7	6.0	6.9	7.0	7.6	8.3	7.9	6.4
Cash flow	.	10.3	10.7	10.7	10.1	10.2	10.5	10.8	11.0	11.6	11.6	10.9	10.0
<b>II. Balance sheet ratios</b>													
	Percentage of the balance sheet total (adjusted)												
Assets													
Intangible fixed assets	0.5	0.5	0.7	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.6	0.7	0.7
Tangible fixed assets	38.5	38.9	38.8	39.4	40.1	41.2	42.2	42.5	42.5	43.2	41.6	42.3	42.6
Inventories	25.2	24.7	23.9	23.1	22.3	21.4	20.3	19.9	19.9	17.9	20.1	20.4	19.6
Cash	6.1	6.3	6.3	6.1	6.5	6.5	6.8	7.4	7.6	7.8	7.8	8.1	8.7
Receivables	25.7	25.2	25.8	26.3	26.0	25.7	25.2	24.8	24.7	26.0	25.2	24.4	24.1
Short-term	23.9	23.6	24.3	25.0	24.6	24.5	24.0	23.7	23.6	24.9	24.1	23.4	23.0
Long-term	1.8	1.6	1.5	1.3	1.4	1.2	1.3	1.1	1.2	1.1	1.1	1.0	1.1
Securities	0.3	0.4	0.4	0.4	0.4	0.6	0.6	0.7	0.6	0.6	0.8	0.4	0.4
Other long-term equity investments	2.9	3.2	3.3	3.4	3.2	3.2	3.3	3.2	3.0	3.1	3.1	2.9	3.0
Capital													
Equity (adjusted)	-0.8	0.2	0.5	1.6	2.7	3.6	4.9	6.5	8.0	9.1	9.6	10.4	11.7
Liabilities	93.5	92.6	92.0	90.4	89.3	88.4	86.8	85.1	83.5	82.1	81.9	81.6	80.4
Short-term	53.5	51.2	50.6	50.1	49.8	49.1	49.1	47.6	46.7	46.0	48.4	48.6	48.4
Long-term	40.0	41.3	41.4	40.3	39.5	39.3	37.7	37.5	36.8	36.1	33.5	33.0	32.0
Provisions	7.0	6.9	7.1	7.5	7.5	7.6	7.9	7.9	8.0	8.1	7.9	7.4	7.4
of which: Provisions for pensions	1.2	1.1	1.2	1.2	1.2	1.2	1.3	1.3	1.3	1.2	1.1	1.0	1.1
Memo item: Sales	157.6	154.0	150.8	154.8	154.1	151.4	153.0	156.7	157.0	160.9	158.1	161.7	154.6
<b>III. Other ratios</b>													
	Percentage of sales												
Inventories	16.0	16.0	15.9	14.9	14.5	14.2	13.3	12.7	12.7	11.1	12.7	12.6	12.7
Short-term receivables	15.2	15.3	16.1	16.1	16.0	16.2	15.7	15.1	15.0	15.4	15.3	14.5	14.9
	Percentage of tangible fixed assets												
Equity (adjusted)	-2.0	0.6	1.3	4.1	6.6	8.6	11.4	15.2	18.4	20.8	22.8	24.2	27.0
Long-term equity and liabilities	106.7	111.7	112.8	112.3	110.6	109.7	106.3	108.7	110.0	109.2	106.9	104.6	104.4
	Percentage of fixed assets												
Long-term equity and liabilities	95.0	99.2	100.3	100.2	99.0	98.8	95.5	98.4	99.7	99.1	96.3	95.5	95.1
	Percentage of short-term liabilities												
Cash resources and short-term receivables	56.4	58.9	61.0	62.6	63.1	63.9	63.4	66.3	67.6	71.8	66.6	65.3	66.1
Cash resources, short-term receivables and inventories	103.5	107.1	108.3	108.7	107.8	107.6	104.8	108.1	110.2	110.7	108.0	107.3	106.7
	Percentage of liabilities and provisions less cash												
Cash Flow	.	17.0	17.3	18.0	17.1	17.1	18.2	19.7	20.4	22.4	22.2	21.5	19.5
	Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	10.7	11.6	11.2	11.5	11.5	11.4	11.7	13.0	13.0	14.0	14.9	14.5	11.7

\* 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.

IV. Enterprises by size category and legal form\*  
continued: 2 Small and medium-sized Non-corporations\*\*  
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.0	99.1	99.0	99.1	99.4	99.2	99.0	98.9	98.7	98.7	99.8	97.7
Change in finished goods	1.0	0.9	1.0	0.9	0.6	0.8	1.0	1.1	1.3	1.3	0.2	2.3
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1
Other income	3.5	3.4	3.4	3.5	3.4	3.5	3.0	3.2	2.9	3.0	4.8	5.4
Total income	103.7	103.5	103.6	103.7	103.6	103.6	103.1	103.3	103.0	103.1	104.9	105.5
Cost of materials	50.7	50.6	50.3	49.5	48.6	48.0	47.4	47.2	47.2	46.5	47.2	47.7
Personnel expenses	21.1	20.9	21.5	21.8	22.2	22.6	22.9	23.1	23.1	23.8	23.7	23.0
Depreciation	4.2	4.1	4.0	4.1	4.1	4.1	4.2	4.1	4.0	4.1	4.2	4.1
Interest and similar expenses	1.7	1.6	1.6	1.5	1.4	1.3	1.2	1.1	1.0	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	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	18.6	18.5	18.4	18.6	18.6	18.2	17.9	18.0	17.9	17.8	18.0	17.8
Total expenses before taxes on income	96.5	95.9	95.9	95.5	95.1	94.5	93.7	93.6	93.3	93.5	94.1	93.7
Annual result before taxes on income	7.2	7.7	7.7	8.1	8.5	9.1	9.4	9.7	9.7	9.7	10.8	11.9
Taxes on income	0.8	0.9	0.9	1.0	1.0	1.1	1.2	1.2	1.2	1.3	1.4	1.4
Annual result	6.4	6.8	6.7	7.1	7.5	8.0	8.2	8.5	8.5	8.4	9.4	10.4
	Percentage of sales											
Annual result before taxes on income	7.3	7.7	7.7	8.2	8.6	9.2	9.5	9.8	9.8	9.8	10.8	12.1
Cash flow	10.4	11.0	10.7	11.4	11.8	12.4	12.6	12.8	12.7	12.8	14.2	15.2
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	0.6	0.7	0.7	0.9	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.6
Tangible fixed assets	42.5	42.2	42.1	42.4	43.0	42.7	42.8	41.7	40.9	41.5	39.9	37.8
Inventories	19.9	20.4	20.7	19.9	19.6	19.6	19.8	20.4	21.3	21.4	19.5	21.4
Cash	8.9	9.1	8.9	9.1	9.6	10.0	10.5	10.4	10.6	10.9	13.4	13.5
Receivables	24.2	23.7	23.5	23.6	23.0	23.0	22.1	22.8	22.6	21.7	22.6	22.7
Short-term	23.2	22.7	22.7	22.8	22.1	22.2	21.4	22.1	21.8	20.8	21.8	21.8
Long-term	0.9	1.0	0.8	0.8	0.9	0.8	0.7	0.7	0.8	0.9	0.8	0.9
Securities	0.4	0.4	0.3	0.3	0.4	0.4	0.4	0.3	0.3	0.3	0.4	0.6
Other long-term equity investments	2.9	2.7	2.9	2.9	2.8	2.8	2.9	2.8	2.9	2.7	2.8	2.6
Capital												
Equity (adjusted)	12.8	14.0	14.8	15.7	15.9	17.3	18.6	19.4	19.6	20.5	21.3	21.4
Liabilities	79.9	78.8	78.3	77.3	77.1	75.6	74.4	73.6	73.4	72.7	71.2	70.9
Short-term	49.5	49.9	49.3	49.4	50.0	49.1	48.4	49.2	49.2	49.6	45.8	47.5
Long-term	30.5	28.8	29.0	27.9	27.1	26.4	26.0	24.4	24.2	23.0	25.4	23.4
Provisions	6.8	6.7	6.4	6.3	6.4	6.6	6.4	6.3	6.3	6.3	6.9	7.1
of which: Provisions for pensions	1.0	0.9	0.8	0.9	0.8	0.9	0.8	0.8	0.7	0.7	0.9	0.9
Memo item: Sales	154.9	159.2	156.3	152.8	152.0	151.9	150.4	151.8	152.1	148.4	147.4	141.8
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	12.8	12.8	13.3	13.0	12.9	12.9	13.1	13.5	14.0	14.4	13.2	15.1
Short-term receivables	15.0	14.3	14.5	14.9	14.5	14.6	14.2	14.6	14.3	14.0	14.8	15.4
	Percentage of tangible fixed assets											
Equity (adjusted)	29.7	32.6	34.6	36.2	36.4	39.9	42.7	45.6	46.9	48.5	52.4	55.6
Long-term equity and liabilities	103.3	102.3	104.6	102.9	100.4	103.1	104.1	104.8	106.7	104.8	117.1	118.7
	Percentage of fixed assets											
Long-term equity and liabilities	94.7	93.9	96.0	94.5	92.4	94.9	95.9	96.5	97.8	96.3	107.2	108.0
	Percentage of short-term liabilities											
Cash resources and short-term receivables	65.4	64.1	64.6	64.8	63.9	65.9	66.4	66.4	66.2	64.2	77.5	74.9
Cash resources, short-term receivables and inventories	105.6	105.0	106.6	105.1	103.1	105.7	107.2	107.9	109.4	107.3	120.1	120.0
	Percentage of liabilities and provisions less cash											
Cash Flow	20.5	22.7	22.0	23.2	24.0	25.9	26.7	27.6	27.8	27.6	32.0	33.2
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	12.7	13.4	13.2	13.4	13.6	14.3	14.3	14.7	14.6	14.1	15.3	16.4

\* 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.



#### IV. Enterprises by size category and legal form\*

##### 3 Large Corporations\*\*

##### Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement</b>													
Sales	1 486.9	1 530.4	1 571.4	1 704.9	1 777.4	1 773.0	1 806.7	1 904.4	2 036.7	2 232.7	2 369.5	2 542.8	2 313.9
Change in finished goods	4.4	3.8	3.1	6.4	5.1	0.4	4.2	4.3	4.1	4.6	12.8	11.0	1.2
Gross revenue	1 491.3	1 534.2	1 574.6	1 711.2	1 782.4	1 773.3	1 810.9	1 908.7	2 040.8	2 237.3	2 382.3	2 553.8	2 315.1
Interest and similar income	13.0	13.4	13.1	16.5	18.6	17.3	15.5	14.0	14.3	17.7	23.3	23.2	16.0
Other income	84.5	104.4	115.5	117.0	127.4	134.1	116.9	108.9	116.9	132.5	159.6	166.3	155.8
of which: Income from long-term equity investments	11.1	19.3	17.2	22.0	24.6	17.5	15.8	12.8	14.6	22.4	19.4	23.6	19.0
Total income	1 588.7	1 652.0	1 703.2	1 844.7	1 928.4	1 924.7	1 943.3	2 031.6	2 172.0	2 387.5	2 565.1	2 743.3	2 487.0
Cost of materials	941.5	970.9	1 001.8	1 121.8	1 180.4	1 160.1	1 186.5	1 271.8	1 397.6	1 567.7	1 676.8	1 841.2	1 646.5
Personnel expenses	254.9	260.3	266.8	264.2	266.8	273.5	276.6	276.4	278.9	292.3	295.9	298.7	294.4
Depreciation	67.5	71.3	69.8	81.6	75.8	78.8	74.6	72.8	69.7	73.4	76.7	85.5	78.7
of which: Depreciation of tangible fixed assets	61.4	62.8	62.6	66.8	64.8	65.5	65.5	64.2	62.4	64.2	67.9	68.5	67.8
Interest and similar expenses	17.1	18.0	18.0	22.5	26.2	26.4	23.4	22.2	21.9	25.1	30.1	33.1	26.6
Operating taxes	49.1	47.5	48.3	53.1	55.1	61.5	65.7	59.8	58.4	58.6	56.9	57.5	57.0
of which: Excise duties	44.0	45.8	45.7	50.7	52.5	59.5	64.2	58.2	56.8	57.0	54.8	55.5	54.9
Other expenses	202.7	213.2	231.3	242.3	253.1	256.8	254.7	263.9	264.6	279.9	299.2	339.3	320.2
Total expenses before taxes on income	1 532.8	1 581.2	1 636.0	1 785.5	1 857.6	1 857.1	1 881.5	1 966.8	2 091.1	2 296.9	2 435.6	2 655.4	2 423.6
Annual result before taxes on income	55.9	70.8	67.2	59.3	70.9	67.6	61.9	64.8	80.9	90.6	129.5	88.0	63.4
Taxes on income	19.2	25.4	24.7	21.9	21.0	17.4	18.7	21.6	23.3	22.9	28.0	24.3	18.7
Annual result	36.7	45.5	42.4	37.3	49.9	50.2	43.2	43.2	57.6	67.7	101.5	63.6	44.7
Profit and loss transfers (parent company)	4.2	2.8	5.6	6.2	5.1	12.2	10.0	12.7	16.5	23.3	21.3	22.5	18.7
Profit and loss transfers (subsidiary)	10.4	9.7	10.7	10.5	19.6	25.4	24.4	30.5	38.9	42.9	51.1	55.2	41.2
Profit for the year	30.5	38.6	37.3	33.1	35.5	37.0	28.7	25.4	35.3	48.2	71.7	31.0	22.3
Cash flow	.	120.7	129.1	115.5	128.6	140.6	123.7	128.1	142.5	152.2	206.0	168.6	127.9
<b>II. Balance sheet</b>													
<b>Assets</b>													
Intangible fixed assets	9.5	11.9	13.5	32.2	30.6	34.4	33.5	33.1	31.7	31.9	34.4	34.2	32.7
Tangible fixed assets	359.8	358.1	366.3	355.6	361.1	358.7	358.0	353.9	352.2	361.0	372.7	386.7	387.3
of which: Land and buildings	127.2	130.4	132.1	121.9	121.9	121.9	120.5	116.3	113.9	117.4	115.6	116.4	121.5
Inventories	152.8	150.2	155.1	164.5	165.6	163.4	165.8	170.5	174.1	189.2	219.0	241.6	234.2
Raw materials, consumables and supplies	24.5	25.6	26.1	28.6	28.7	27.7	26.8	29.6	30.1	33.1	38.0	41.2	35.9
Work in progress	52.3	48.6	48.0	50.0	52.0	51.5	50.3	49.3	50.9	54.2	68.2	76.9	78.0
Finished goods and merchandise	68.7	69.1	74.2	77.6	79.2	74.3	78.6	80.3	81.5	85.9	94.0	101.1	95.1
Prepayments (inventories)	7.3	7.0	6.8	8.3	5.7	9.8	10.1	11.3	11.5	15.9	18.9	22.5	25.2
Non-financial assets	522.1	520.2	534.8	552.3	557.2	556.5	557.3	557.5	558.0	582.1	626.1	662.5	654.2
Cash	51.0	46.5	40.4	41.0	49.5	58.7	80.2	77.1	74.2	75.2	78.0	76.7	103.1
Receivables	339.8	365.0	389.1	440.8	452.0	476.3	489.8	492.9	510.8	572.5	631.8	655.2	640.8
Short-term	312.9	333.9	360.7	388.5	416.6	426.1	441.4	446.1	460.6	514.8	565.3	592.6	574.1
of which													
Trade receivables	113.7	114.4	125.7	137.8	134.3	127.8	123.5	129.2	136.1	147.3	160.1	159.4	143.4
Receivables from affiliated companies	154.6	176.0	188.4	199.6	236.1	247.1	271.9	269.8	274.3	312.0	342.1	361.4	364.3
Long-term	26.9	31.1	28.3	52.3	35.3	50.2	48.4	46.8	50.2	57.7	66.5	62.6	66.7
of which: Loans to affiliated companies	15.0	21.4	19.5	43.5	20.5	36.2	32.2	29.3	31.2	36.4	43.1	38.4	42.4
Securities	56.0	61.3	63.0	57.7	46.9	51.0	56.2	66.2	61.7	77.3	70.4	72.4	82.8
Short-term securities	38.6	41.0	36.3	30.8	23.4	19.2	21.2	24.8	29.7	36.9	28.4	28.5	37.4
Long-term securities	17.3	20.4	26.7	26.9	23.5	31.8	35.0	41.4	32.0	40.5	42.0	43.9	45.5
Other long-term equity investments	176.9	210.4	251.3	269.7	319.3	349.2	365.9	365.0	399.5	427.7	474.7	503.4	503.2
of which: Goodwill	4.3	4.8	5.9	5.9	6.9	9.6	11.8	14.0	15.7	16.2	17.3	18.6	17.8
Prepaid expenses	3.7	3.9	4.0	4.4	4.5	4.8	5.6	5.3	5.3	5.6	6.2	7.1	9.1
Financial assets	627.3	687.1	747.8	813.6	872.1	940.1	997.7	1 006.5	1 051.5	1 158.4	1 261.0	1 314.8	1 339.0
Balance sheet total (adjusted)	1 149.4	1 207.3	1 282.6	1 365.9	1 429.3	1 496.6	1 555.0	1 564.0	1 609.5	1 740.5	1 887.1	1 977.3	1 993.2
<b>Capital</b>													
Equity (adjusted)	332.2	362.6	393.2	403.4	430.8	468.8	485.3	501.1	511.2	553.7	618.1	619.9	639.8
Liabilities	483.5	506.5	534.7	609.6	642.0	658.0	691.9	672.7	693.1	769.7	824.1	891.7	882.4
Short-term	348.8	366.3	394.9	462.5	486.8	479.8	517.4	512.4	534.7	593.7	650.7	701.8	660.5
of which													
Liabilities to banks	45.2	48.4	55.1	52.5	53.4	43.9	42.0	36.0	33.2	40.9	45.9	50.4	44.0
Trade payables	87.0	85.8	88.5	101.1	91.7	89.5	89.1	96.1	101.7	111.8	120.9	121.1	107.9
Liabilities to affiliated companies	119.1	132.3	152.2	195.5	224.7	233.3	265.0	269.9	286.7	318.7	341.0	361.4	346.8
Payments received on account of orders	51.8	47.4	46.2	45.8	47.1	52.3	58.3	60.6	61.4	69.7	87.8	100.2	106.4
Long-term	134.7	140.2	139.8	147.1	155.2	178.3	174.6	160.3	158.3	176.0	173.4	189.9	221.9
of which													
Liabilities to banks	47.2	52.2	56.5	55.7	57.5	54.7	51.5	51.6	53.4	62.7	63.0	74.4	83.3
Liabilities to affiliated companies	34.1	44.4	43.7	47.5	57.1	81.2	89.2	75.4	71.2	73.4	65.0	69.8	82.8
Provisions	324.9	329.0	342.9	340.4	344.1	358.5	366.9	378.4	392.3	404.2	431.7	451.9	454.0
of which:													
Provisions for pensions	123.4	127.8	134.1	136.6	139.0	146.5	150.4	158.3	165.2	168.5	173.7	178.2	184.3
Half of the special tax-allowable reserve	11.7	11.3	11.8	10.6	9.8	8.5	7.2	6.6	6.8	6.3	6.9	6.5	7.6
Deferred income	8.8	9.2	11.7	12.5	12.4	11.2	11.0	11.8	13.0	12.9	13.3	13.7	17.0
Liabilities and provisions	817.2	844.7	889.4	962.5	998.5	1 027.8	1 069.8	1 062.9	1 098.3	1 186.8	1 269.0	1 357.3	1 353.4
Balance sheet total (adjusted)	1 149.4	1 207.3	1 282.6	1 365.9	1 429.3	1 496.6	1 555.0	1 564.0	1 609.5	1 740.5	1 887.1	1 977.3	1 993.2

\* 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.

IV. Enterprises by size category and legal form\*  
 continued: 3 Large Corporations\*\*  
 Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement</b>												
Sales	2 637.2	2 963.2	3 076.1	3 051.8	3 083.9	3 103.7	3 085.4	3 298.1	3 486.6	3 584.7	3 335.2	3 915.3
Change in finished goods	7.0	15.9	6.7	7.9	5.3	6.0	4.5	10.1	12.3	7.3	-1.2	18.7
Gross revenue	2 644.2	2 979.1	3 082.8	3 059.7	3 089.3	3 109.7	3 089.9	3 308.3	3 498.9	3 592.0	3 334.0	3 934.0
Interest and similar income	15.4	16.3	16.2	12.2	12.2	14.4	14.3	14.7	12.6	14.3	12.4	12.5
Other income	163.6	165.4	170.3	167.4	167.6	198.4	142.1	152.1	150.7	155.0	174.6	193.0
of which: Income from long-term equity investments	26.4	22.8	25.8	31.4	27.7	38.9	35.4	38.1	49.9	42.7	43.3	45.6
Total income	2 823.2	3 160.8	3 269.3	3 239.2	3 269.0	3 322.5	3 246.3	3 475.1	3 662.3	3 761.3	3 521.1	4 139.4
Cost of materials	1 902.9	2 193.0	2 283.3	2 258.1	2 249.8	2 241.5	2 218.7	2 389.4	2 551.1	2 617.7	2 424.8	2 919.8
Personnel expenses	304.6	327.5	339.0	351.9	364.9	385.0	389.5	414.8	446.6	459.7	448.8	479.2
Depreciation	75.1	79.2	79.4	83.3	87.9	88.3	94.7	94.6	96.5	104.7	109.1	107.7
of which: Depreciation of tangible fixed assets	67.3	67.9	70.3	74.6	79.7	77.0	83.7	82.9	86.8	90.4	91.8	90.9
Interest and similar expenses	35.2	38.6	35.6	37.2	39.5	54.9	34.4	39.6	55.6	41.5	45.7	40.7
Operating taxes	57.3	59.0	58.5	59.3	60.2	59.0	6.2	1.7	1.7	1.7	1.6	2.0
of which: Excise duties	55.5	57.3	56.2	57.3	58.3	57.2	4.4	0.0	0.0	0.0	0.0	0.0
Other expenses	346.0	360.8	360.3	355.0	365.4	416.6	385.3	391.1	406.6	427.8	417.4	441.1
Total expenses before taxes on income	2 721.0	3 058.3	3 156.2	3 144.7	3 167.7	3 245.3	3 128.6	3 331.1	3 558.0	3 653.2	3 447.4	3 990.5
Annual result before taxes on income	102.2	102.6	113.2	94.5	101.3	77.2	117.6	144.1	104.2	108.2	73.7	148.9
Taxes on income	24.2	27.1	25.0	23.9	27.7	24.1	27.4	30.0	26.8	25.8	20.6	34.6
Annual result	77.9	75.5	88.2	70.6	73.7	53.1	90.2	114.1	77.4	82.4	53.1	114.3
Profit and loss transfers (parent company)	30.5	23.2	15.5	25.0	33.8	41.1	35.5	42.2	41.3	39.5	38.7	39.9
Profit and loss transfers (subsidiary)	54.4	48.2	54.5	45.5	51.2	47.3	55.0	64.7	54.6	53.1	29.3	44.7
Profit for the year	54.1	50.5	49.3	50.1	56.3	46.9	70.8	91.6	64.1	68.7	62.5	109.5
Cash flow	143.0	169.5	156.8	174.1	176.5	187.9	177.7	209.4	196.7	191.2	195.6	294.5
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	34.3	36.4	36.7	40.8	41.9	44.1	45.5	49.3	52.6	52.3	57.3	59.2
Tangible fixed assets	405.7	417.7	438.8	463.8	478.2	498.5	520.4	551.3	577.8	603.4	617.6	653.7
of which: Land and buildings	125.8	127.2	129.4	134.8	140.6	145.8	149.8	157.1	163.5	170.2	176.6	183.7
Inventories	256.3	287.8	287.9	287.7	291.8	299.5	308.0	326.0	347.5	357.3	354.2	411.4
Raw materials, consumables and supplies	42.6	48.1	47.9	47.6	47.6	48.1	50.0	54.5	60.2	63.8	62.0	84.4
Work in progress	81.1	91.0	89.5	91.4	90.5	95.9	101.6	105.4	113.7	115.3	119.0	130.7
Finished goods and merchandise	106.1	123.8	127.4	126.7	131.3	134.7	139.4	149.1	155.4	159.1	153.1	173.7
Prepayments (inventories)	26.4	24.9	23.1	21.9	22.3	20.8	17.0	17.0	18.2	19.1	20.1	22.5
Non-financial assets	696.2	741.9	763.4	792.3	811.8	842.2	873.9	926.5	977.9	1 013.0	1 029.1	1 124.3
Cash	111.8	101.4	107.8	114.6	113.2	115.4	129.1	133.2	150.6	139.3	177.2	203.6
Receivables	728.0	762.5	771.6	793.3	810.3	861.8	912.2	975.6	1 035.4	1 052.8	1 051.2	1 215.0
Short-term	660.9	695.5	701.7	712.8	722.7	768.8	806.6	839.1	893.6	896.8	908.9	1 085.2
of which												
Trade receivables	172.0	185.3	191.4	184.5	185.2	180.7	191.5	206.9	215.8	215.6	206.2	258.3
Receivables from affiliated companies	424.0	440.0	439.4	453.4	467.1	516.4	548.7	564.1	599.8	602.8	621.4	700.1
Long-term	67.2	66.9	69.9	80.5	87.6	93.0	105.6	136.4	141.8	156.1	142.2	129.8
of which: Loans to affiliated companies	55.2	53.5	58.0	68.5	74.8	72.0	83.8	119.0	127.6	144.1	123.8	112.4
Securities	73.3	73.5	69.5	74.8	83.2	91.4	91.7	95.3	92.4	77.8	90.5	94.2
Short-term securities	33.6	36.0	30.3	32.5	34.2	38.1	40.6	33.6	31.8	23.6	35.6	39.7
Long-term securities	39.7	37.5	39.2	42.4	49.0	53.3	51.1	61.7	60.6	54.2	54.9	54.4
Other long-term equity investments	537.2	555.7	592.0	623.3	677.8	732.0	764.7	830.5	877.4	868.4	896.3	950.7
of which: Goodwill	19.0	21.8	21.0	28.8	24.3	21.3	19.9	23.1	20.6	18.7	16.3	15.3
Prepaid expenses	9.2	9.3	9.3	9.5	9.8	9.9	10.8	11.9	13.3	14.5	14.5	25.1
Financial assets	1 459.6	1 502.4	1 550.2	1 615.5	1 694.2	1 810.4	1 908.4	2 046.4	2 169.1	2 152.8	2 229.7	2 488.6
Balance sheet total (adjusted)	2 155.8	2 244.3	2 313.7	2 407.8	2 506.1	2 652.6	2 782.4	2 973.0	3 147.0	3 165.8	3 258.9	3 612.9
<b>Capital</b>												
Equity (adjusted)	720.3	747.4	772.7	791.9	832.0	859.0	912.3	987.0	1 019.8	1 035.3	1 025.6	1 134.2
Liabilities	972.7	1 018.9	1 073.4	1 128.0	1 170.8	1 243.4	1 322.1	1 435.8	1 552.8	1 550.8	1 620.0	1 782.3
Short-term	727.0	786.9	797.0	808.1	827.3	888.3	923.6	983.6	1 067.0	1 103.4	1 106.6	1 284.3
of which												
Liabilities to banks	40.4	55.3	43.5	44.0	46.6	53.3	46.9	55.6	59.6	67.6	65.4	63.6
Trade payables	126.9	137.8	145.7	140.8	145.3	143.5	152.1	167.5	181.2	177.9	168.3	212.1
Liabilities to affiliated companies	389.6	415.2	435.5	451.4	462.1	514.3	543.0	579.1	617.2	655.9	672.8	759.3
Payments received on account of orders	111.6	116.6	108.9	108.3	107.3	107.4	108.8	108.6	115.4	118.0	114.1	125.0
Long-term	245.7	232.1	276.4	319.9	343.5	355.0	398.5	452.2	485.8	447.4	513.4	498.0
of which												
Liabilities to banks	88.4	82.2	94.3	98.2	101.8	110.7	106.6	109.3	122.4	131.7	138.7	137.6
Liabilities to affiliated companies	102.5	99.4	123.1	152.9	156.2	160.2	194.2	232.5	259.9	227.2	259.5	233.7
Provisions	445.6	461.3	451.3	470.2	485.2	531.0	527.0	526.7	548.0	547.8	581.0	651.4
of which:												
Provisions for pensions	160.6	162.2	162.0	170.6	176.1	197.3	184.2	187.4	211.1	214.3	233.7	253.6
Half of the special tax-allowable reserve	5.9	5.6	5.1	5.2	5.3	4.9	0.8	0.6	0.6	0.6	0.5	0.5
Deferred income	17.2	16.6	16.3	17.7	18.0	19.2	21.1	23.5	26.5	31.9	32.3	44.9
Liabilities and provisions	1 435.5	1 496.9	1 541.0	1 615.9	1 674.0	1 793.6	1 870.1	1 985.9	2 127.2	2 130.4	2 233.2	2 478.7
Balance sheet total (adjusted)	2 155.8	2 244.3	2 313.7	2 407.8	2 506.1	2 652.6	2 782.4	2 973.0	3 147.0	3 165.8	3 258.9	3 612.9

\* 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 € 50 million or more.

IV. Enterprises by size category and legal form\*  
continued: 3 Large Corporations\*\*  
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement ratios</b>													
	Percentage of gross revenue												
Sales	99.7	99.8	99.8	99.6	99.7	100.0	99.8	99.8	99.8	99.8	99.5	99.6	99.9
Change in finished goods	0.3	0.2	0.2	0.4	0.3	0.0	0.2	0.2	0.2	0.2	0.5	0.4	0.1
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.9	0.9	0.8	1.0	1.0	1.0	0.9	0.7	0.7	0.8	1.0	0.9	0.7
Other income	5.7	6.8	7.3	6.8	7.1	7.6	6.5	5.7	5.7	5.9	6.7	6.5	6.7
Total income	106.5	107.7	108.2	107.8	108.2	108.5	107.3	106.4	106.4	106.7	107.7	107.4	107.4
Cost of materials	63.1	63.3	63.6	65.6	66.2	65.4	65.5	66.6	68.5	70.1	70.4	72.1	71.1
Personnel expenses	17.1	17.0	16.9	15.4	15.0	15.4	15.3	14.5	13.7	13.1	12.4	11.7	12.7
Depreciation	4.5	4.6	4.4	4.8	4.3	4.4	4.1	3.8	3.4	3.3	3.2	3.3	3.4
Interest and similar expenses	1.1	1.2	1.1	1.3	1.5	1.5	1.3	1.2	1.1	1.1	1.3	1.3	1.1
Operating taxes	3.3	3.1	3.1	3.1	3.1	3.5	3.6	3.1	2.9	2.6	2.4	2.3	2.5
of which: Excise duties	3.0	3.0	2.9	3.0	2.9	3.4	3.5	3.0	2.8	2.5	2.3	2.2	2.4
Other expenses	13.6	13.9	14.7	14.2	14.2	14.5	14.1	13.8	13.0	12.5	12.6	13.3	13.8
Total expenses before taxes on income	102.8	103.1	103.9	104.3	104.2	104.7	103.9	103.0	102.5	102.7	102.2	104.0	104.7
Annual result before taxes on income	3.7	4.6	4.3	3.5	4.0	3.8	3.4	3.4	4.0	4.0	5.4	3.4	2.7
Taxes on income	1.3	1.7	1.6	1.3	1.2	1.0	1.0	1.1	1.1	1.0	1.2	1.0	0.8
Annual result	2.5	3.0	2.7	2.2	2.8	2.8	2.4	2.3	2.8	3.0	4.3	2.5	1.9
	Percentage of sales												
Annual result before taxes on income	3.8	4.6	4.3	3.5	4.0	3.8	3.4	3.4	4.0	4.1	5.5	3.5	2.7
Cash flow	.	7.9	8.2	6.8	7.2	7.9	6.8	6.7	7.0	6.8	8.7	6.6	5.5
<b>II. Balance sheet ratios</b>													
	Percentage of the balance sheet total (adjusted)												
Assets													
Intangible fixed assets	0.8	1.0	1.0	2.4	2.1	2.3	2.2	2.1	2.0	1.8	1.8	1.7	1.6
Tangible fixed assets	31.3	29.7	28.6	26.0	25.3	24.0	23.0	22.6	21.9	20.7	19.7	19.6	19.4
Inventories	13.3	12.4	12.1	12.0	11.6	10.9	10.7	10.9	10.8	10.9	11.6	12.2	11.8
Cash	4.4	3.9	3.2	3.0	3.5	3.9	5.2	4.9	4.6	4.3	4.1	3.9	5.2
Receivables	29.6	30.2	30.3	32.3	31.6	31.8	31.5	31.5	31.7	32.9	33.5	33.1	32.1
Short-term	27.2	27.7	28.1	28.4	29.2	28.5	28.4	28.5	28.6	29.6	30.0	30.0	28.8
Long-term	2.3	2.6	2.2	3.8	2.5	3.4	3.1	3.0	3.1	3.3	3.5	3.2	3.3
Securities	4.9	5.1	4.9	4.2	3.3	3.4	3.6	4.2	3.8	4.4	3.7	3.7	4.2
Other long-term equity investments	15.4	17.4	19.6	19.7	22.3	23.3	23.5	23.3	24.8	24.6	25.2	25.5	25.2
Capital													
Equity (adjusted)	28.9	30.0	30.7	29.5	30.1	31.3	31.2	32.0	31.8	31.8	32.8	31.4	32.1
Liabilities	42.1	42.0	41.7	44.6	44.9	44.0	44.5	43.0	43.1	44.2	43.7	45.1	44.3
Short-term	30.3	30.3	30.8	33.9	34.1	32.1	33.3	32.8	33.2	34.1	34.5	35.5	33.1
Long-term	11.7	11.6	10.9	10.8	10.9	11.9	11.2	10.3	9.8	10.1	9.2	9.6	11.1
Provisions	28.3	27.3	26.7	24.9	24.1	24.0	23.6	24.2	24.4	23.2	22.9	22.9	22.8
of which: Provisions for pensions	10.7	10.6	10.5	10.0	9.7	9.8	9.7	10.1	10.3	9.7	9.2	9.0	9.2
Memo item: Sales	129.4	126.8	122.5	124.8	124.4	118.5	116.2	121.8	126.5	128.3	125.6	128.6	116.1
<b>III. Other ratios</b>													
	Percentage of sales												
Inventories	10.3	9.8	9.9	9.6	9.3	9.2	9.2	9.0	8.5	8.5	9.2	9.5	10.1
Short-term receivables	21.0	21.8	23.0	22.8	23.4	24.0	24.4	23.4	22.6	23.1	23.9	23.3	24.8
	Percentage of tangible fixed assets												
Equity (adjusted)	90.0	98.0	103.6	104.0	110.0	119.3	124.0	129.5	133.2	140.9	151.8	147.3	152.3
Long-term equity and liabilities	163.0	173.5	178.8	179.9	187.6	204.1	208.8	213.5	219.2	230.2	238.8	236.3	250.8
	Percentage of fixed assets												
Long-term equity and liabilities	102.0	101.6	98.9	94.7	95.5	97.3	97.2	98.3	97.2	98.4	98.2	96.5	101.8
	Percentage of short-term liabilities												
Cash resources and short-term receivables	115.4	115.0	110.8	99.5	100.6	105.1	104.9	107.0	105.6	105.6	103.2	99.4	108.2
Cash resources, short-term receivables and inventories	159.2	156.0	150.0	135.1	134.6	139.1	137.0	140.2	138.1	137.4	136.9	133.9	143.6
	Percentage of liabilities and provisions less cash												
Cash Flow	.	15.1	15.2	12.5	13.5	14.5	12.5	13.0	13.9	13.7	17.3	13.2	10.2
	Percentage of the balance sheet total (adjusted)												
Annual result and interest and similar expenses	4.7	5.3	4.7	4.4	5.3	5.1	4.3	4.2	4.9	5.3	7.0	4.9	3.6

\* 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.

IV. Enterprises by size category and legal form\*  
continued: 3 Large Corporations\*\*  
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement ratios</b>												
	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	0.6	0.5	0.5	0.4	0.4	0.5	0.5	0.4	0.4	0.4	0.4	0.3
Other income	6.2	5.6	5.5	5.5	5.4	6.4	4.6	4.6	4.3	4.3	5.2	4.9
Total income	106.8	106.1	106.0	105.9	105.8	106.8	105.1	105.0	104.7	104.7	105.6	105.2
Cost of materials	72.0	73.6	74.1	73.8	72.8	72.1	71.8	72.2	72.9	72.9	72.7	74.2
Personnel expenses	11.5	11.0	11.0	11.5	11.8	12.4	12.6	12.5	12.8	12.8	13.5	12.2
Depreciation	2.8	2.7	2.6	2.7	2.8	2.8	3.1	2.9	2.8	2.9	3.3	2.7
Interest and similar expenses	1.3	1.3	1.2	1.2	1.3	1.8	1.1	1.2	1.6	1.2	1.4	1.0
Operating taxes	2.2	2.0	1.9	1.9	1.9	1.9	0.2	0.1	0.0	0.0	0.0	0.1
of which: Excise duties	2.1	1.9	1.8	1.9	1.9	1.8	0.1	0.0	0.0	0.0	0.0	0.0
Other expenses	13.1	12.1	11.7	11.6	11.8	13.4	12.5	11.8	11.6	11.9	12.5	11.2
Total expenses before taxes on income	102.9	102.7	102.4	102.8	102.5	104.4	101.3	100.7	101.7	101.7	103.4	101.4
Annual result before taxes on income	3.9	3.4	3.7	3.1	3.3	2.5	3.8	4.4	3.0	3.0	2.2	3.8
Taxes on income	0.9	0.9	0.8	0.8	0.9	0.8	0.9	0.9	0.8	0.7	0.6	0.9
Annual result	2.9	2.5	2.9	2.3	2.4	1.7	2.9	3.4	2.2	2.3	1.6	2.9
	Percentage of sales											
Annual result before taxes on income	3.9	3.5	3.7	3.1	3.3	2.5	3.8	4.4	3.0	3.0	2.2	3.8
Cash flow	5.4	5.7	5.1	5.7	5.7	6.1	5.8	6.3	5.6	5.3	5.9	7.5
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	1.6	1.6	1.6	1.7	1.7	1.7	1.6	1.7	1.7	1.7	1.8	1.6
Tangible fixed assets	18.8	18.6	19.0	19.3	19.1	18.8	18.7	18.5	18.4	19.1	19.0	18.1
Inventories	11.9	12.8	12.4	11.9	11.6	11.3	11.1	11.0	11.0	11.3	10.9	11.4
Cash	5.2	4.5	4.7	4.8	4.5	4.4	4.6	4.5	4.8	4.4	5.4	5.6
Receivables	33.8	34.0	33.3	32.9	32.3	32.5	32.8	32.8	32.9	33.3	32.3	33.6
Short-term	30.7	31.0	30.3	29.6	28.8	29.0	29.0	28.2	28.4	28.3	27.9	30.0
Long-term	3.1	3.0	3.0	3.3	3.5	3.5	3.8	4.6	4.5	4.9	4.4	3.6
Securities	3.4	3.3	3.0	3.1	3.3	3.4	3.3	3.2	2.9	2.5	2.8	2.6
Other long-term equity investments	24.9	24.8	25.6	25.9	27.0	27.6	27.5	27.9	27.9	27.4	27.5	26.3
Capital												
Equity (adjusted)	33.4	33.3	33.4	32.9	33.2	32.4	32.8	33.2	32.4	32.7	31.5	31.4
Liabilities	45.1	45.4	46.4	46.8	46.7	46.9	47.5	48.3	49.3	49.0	49.7	49.3
Short-term	33.7	35.1	34.4	33.6	33.0	33.5	33.2	33.1	33.9	34.9	34.0	35.5
Long-term	11.4	10.3	11.9	13.3	13.7	13.4	14.3	15.2	15.4	14.1	15.8	13.8
Provisions	20.7	20.6	19.5	19.5	19.4	20.0	18.9	17.7	17.4	17.3	17.8	18.0
of which: Provisions for pensions	7.4	7.2	7.0	7.1	7.0	7.4	6.6	6.3	6.7	6.8	7.2	7.0
Memo item: Sales	122.3	132.0	133.0	126.7	123.1	117.0	110.9	110.9	110.8	113.2	102.3	108.4
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	9.7	9.7	9.4	9.4	9.5	9.7	10.0	9.9	10.0	10.0	10.6	10.5
Short-term receivables	25.1	23.5	22.8	23.4	23.4	24.8	26.1	25.4	25.6	25.0	27.3	27.7
	Percentage of tangible fixed assets											
Equity (adjusted)	163.7	164.6	162.5	156.9	160.0	158.3	161.2	164.3	161.8	157.9	152.0	159.1
Long-term equity and liabilities	257.4	252.7	255.8	255.2	260.9	261.0	264.3	270.9	272.4	258.9	262.7	264.6
	Percentage of fixed assets											
Long-term equity and liabilities	104.5	103.0	103.4	102.9	101.7	99.7	100.6	99.9	100.4	97.9	100.3	102.1
	Percentage of short-term liabilities											
Cash resources and short-term receivables	110.9	105.9	105.4	106.4	105.2	103.8	105.7	102.3	100.8	96.0	101.4	103.4
Cash resources, short-term receivables and inventories	146.2	142.4	141.5	142.0	140.4	137.5	139.1	135.4	133.4	128.4	133.4	135.5
	Percentage of liabilities and provisions less cash											
Cash Flow	10.8	12.1	10.9	11.6	11.3	11.2	10.2	11.3	10.0	9.6	9.5	12.9
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	5.2	5.1	5.4	4.5	4.5	4.1	4.5	5.2	4.2	3.9	3.0	4.3

\* 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.

IV. Enterprises by size category and legal form\*

4 Large Non-corporations\*\*

Balance sheet and income statement

€ billion

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement</b>													
Sales	467.9	481.4	491.6	527.6	538.4	529.8	534.5	558.6	584.3	634.5	670.1	725.8	636.1
Change in finished goods	0.4	0.5	0.6	1.3	0.7	0.1	0.8	1.1	0.2	1.3	3.3	2.4	- 1.5
Gross revenue	468.3	481.8	492.2	528.9	539.1	530.0	535.2	559.7	584.4	635.8	673.4	728.3	634.6
Interest and similar income	1.8	1.9	1.7	2.1	2.3	2.4	2.1	1.9	2.1	2.7	3.2	3.5	2.2
Other income	16.6	18.6	17.7	18.5	19.5	22.3	21.3	22.9	21.8	20.2	23.0	26.3	25.7
of which: Income from long-term equity investments	1.6	2.8	1.8	2.1	1.8	1.9	2.2	2.1	2.7	2.8	2.9	3.9	3.6
Total income	486.8	502.3	511.6	549.5	560.9	554.7	558.6	584.6	608.3	658.7	699.6	758.0	662.5
Cost of materials	316.6	325.9	331.3	364.9	378.2	364.8	368.4	386.6	406.5	448.9	477.9	521.4	451.2
Personnel expenses	73.3	75.0	75.9	75.7	76.3	77.7	77.3	77.5	78.5	80.1	84.8	88.6	79.8
Depreciation	14.9	15.2	15.3	16.0	17.1	18.1	22.5	16.5	15.4	16.9	17.3	18.7	18.0
of which: Depreciation of tangible fixed assets	13.6	13.9	14.3	14.5	15.8	16.6	20.9	15.3	14.5	15.1	15.8	16.8	16.2
Interest and similar expenses	4.1	4.2	4.4	5.2	6.4	6.5	6.2	5.7	5.3	5.1	5.9	7.1	5.5
Operating taxes	1.2	0.7	0.9	1.0	0.9	1.1	2.1	2.6	2.0	2.4	2.2	2.6	3.6
of which: Excise duties	0.3	0.3	0.1	0.4	0.2	0.4	1.6	2.1	1.4	1.8	1.6	2.1	3.2
Other expenses	67.0	68.0	69.6	69.2	72.4	73.8	73.6	73.5	75.9	78.6	83.2	93.2	85.1
Total expenses before taxes on income	477.2	489.1	497.5	532.1	551.3	541.8	550.1	562.4	583.7	631.9	671.2	731.6	643.1
Annual result before taxes on income	9.6	13.2	14.1	17.4	9.6	12.9	8.5	22.2	24.7	26.8	28.3	26.4	19.4
Taxes on income	2.7	3.1	3.3	3.2	3.1	3.2	3.0	3.9	4.4	5.4	4.6	4.4	3.6
Annual result	6.9	10.1	10.7	14.2	6.5	9.7	5.5	18.3	20.3	21.4	23.7	22.0	15.7
Profit and loss transfers (parent company)	- 0.3	0.0	- 0.4	0.0	- 0.6	- 5.6	0.6	0.8	1.0	1.7	5.3	1.7	2.5
Profit and loss transfers (subsidiary)	- 0.1	0.1	0.2	- 1.1	- 2.4	0.2	0.3	0.7	- 0.1	0.2	0.8	1.2	1.1
Profit for the year	6.6	10.1	10.1	15.3	8.3	4.0	5.8	18.3	21.4	23.0	28.2	22.5	17.1
Cash flow	.	26.9	27.7	32.0	25.8	27.9	28.4	36.5	40.7	41.1	40.7	42.7	30.2
<b>II. Balance sheet</b>													
<b>Assets</b>													
Intangible fixed assets	2.5	3.4	3.2	13.4	14.0	14.8	10.3	8.9	8.6	8.2	6.6	7.6	8.3
Tangible fixed assets	55.8	57.5	58.0	60.8	61.9	63.1	63.0	66.7	68.3	67.9	70.8	78.2	79.9
of which: Land and buildings	23.1	25.5	22.7	24.1	24.2	23.1	24.3	24.6	23.3	23.5	23.9	26.1	30.4
Inventories	50.0	51.1	51.7	52.7	49.9	50.1	49.7	50.4	52.9	55.5	62.7	66.7	55.6
Raw materials, consumables and supplies	7.5	7.8	8.0	8.5	8.5	7.9	7.9	8.4	8.7	9.8	11.1	11.7	9.0
Work in progress	11.6	11.6	11.5	12.5	11.4	11.8	12.5	13.0	13.1	14.1	15.9	16.8	14.7
Finished goods and merchandise	30.0	30.7	31.2	30.4	28.7	29.0	27.9	27.8	29.8	30.2	34.3	36.5	30.5
Prepayments (inventories)	0.8	1.0	1.1	1.3	1.2	1.4	1.5	1.3	1.4	1.5	1.4	1.7	1.3
Non-financial assets	108.2	111.9	112.9	126.8	125.8	128.0	123.1	126.0	129.8	131.6	140.2	152.4	143.7
Cash	12.1	12.3	12.8	12.9	13.0	15.6	16.4	17.9	20.0	21.6	21.1	21.8	24.9
Receivables	75.2	81.8	89.4	93.8	98.5	98.0	96.4	100.6	109.5	123.1	124.3	128.2	120.6
Short-term	70.6	77.5	84.0	88.5	93.5	93.1	91.8	93.4	98.4	108.1	113.8	122.0	114.0
of which													
Trade receivables	35.8	36.7	38.5	38.6	37.2	37.1	37.1	38.4	39.3	42.9	45.0	43.8	38.4
Receivables from affiliated companies	27.3	32.4	35.3	40.6	46.0	44.3	44.2	43.0	47.4	52.4	54.9	60.9	60.2
Long-term	4.6	4.3	5.5	5.3	5.0	4.9	4.7	7.3	11.2	15.0	10.5	6.1	6.6
of which: Loans to affiliated companies	2.1	1.9	2.2	3.2	2.9	3.0	2.3	2.5	3.0	4.3	4.6	4.0	3.6
Securities	4.3	4.4	5.0	4.8	4.2	3.9	4.0	4.6	5.6	6.0	4.4	4.7	4.0
Short-term securities	1.2	1.6	1.9	1.6	1.5	1.6	2.1	2.2	2.6	3.2	3.0	2.1	1.4
Long-term securities	3.1	2.8	3.1	3.3	2.7	2.3	2.0	2.5	3.0	2.8	1.4	2.6	2.6
Other long-term equity investments	15.7	17.6	22.4	22.2	31.0	37.2	31.3	35.6	39.6	43.9	52.5	49.2	44.2
of which: Goodwill	1.9	1.5	2.8	2.5	2.1	3.4	4.8	4.0	4.7	4.0	4.4	4.4	4.7
Prepaid expenses	0.8	1.0	1.2	1.0	1.3	1.3	1.3	1.3	1.2	1.3	1.4	1.7	1.6
Financial assets	108.2	116.9	130.8	134.7	148.1	156.0	149.5	160.1	176.0	196.0	203.7	205.6	195.4
Balance sheet total (adjusted)	216.4	228.9	243.7	261.5	273.9	284.0	272.6	286.1	305.8	327.6	343.9	358.0	339.1
<b>Capital</b>													
Equity (adjusted)	36.6	43.4	44.3	46.0	46.2	48.4	45.4	57.7	76.5	68.3	70.4	64.5	59.3
Liabilities	135.9	140.0	152.1	166.5	176.0	183.7	174.6	174.1	170.0	197.1	211.3	229.1	219.0
Short-term	98.0	99.5	104.1	120.0	128.2	128.3	112.5	116.7	119.7	133.0	147.4	157.3	142.3
of which													
Liabilities to banks	19.2	17.7	18.0	20.7	21.4	19.0	17.7	17.1	15.2	16.3	18.5	21.6	19.0
Trade payables	31.3	30.7	32.5	34.3	33.2	33.6	32.6	34.0	34.9	37.8	39.8	40.1	36.1
Liabilities to affiliated companies	27.4	30.3	31.4	36.8	46.2	52.4	39.0	41.6	44.1	53.9	58.7	63.8	59.5
Payments received on account of orders	8.1	8.0	8.6	10.2	9.7	10.3	10.6	10.7	11.8	11.6	14.7	14.4	14.7
Long-term	37.9	40.6	48.1	46.5	47.8	55.4	62.1	57.4	50.2	64.1	63.9	71.8	76.7
of which													
Liabilities to banks	18.0	20.1	25.5	20.9	19.9	18.6	20.2	18.1	18.5	18.2	19.8	26.0	30.9
Liabilities to affiliated companies	17.4	17.4	18.8	22.3	21.6	29.2	37.2	34.5	28.0	42.3	40.8	42.1	41.6
Provisions	43.2	44.2	45.7	47.1	48.4	48.8	50.0	51.9	57.2	60.2	60.0	61.7	57.7
of which:													
Provisions for pensions	15.4	16.0	15.0	15.4	15.9	16.6	16.2	16.8	18.3	19.1	18.6	17.5	15.9
Half of the special tax-allowable reserve	1.2	1.2	1.3	1.3	1.0	1.0	0.7	0.6	0.6	0.7	0.6	0.6	0.6
Deferred income	0.7	1.3	1.6	2.0	3.4	3.2	2.6	2.5	2.1	2.0	2.2	2.7	3.1
Liabilities and provisions	179.8	185.5	199.4	215.5	227.7	235.6	227.2	228.4	229.3	259.3	273.4	293.5	279.8
Balance sheet total (adjusted)	216.4	228.9	243.7	261.5	273.9	284.0	272.6	286.1	305.8	327.6	343.9	358.0	339.1

\* 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.

IV. Enterprises by size category and legal form\*

continued: 4 Large Non-corporations\*\*

Balance sheet and income statement

€ billion

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement</b>												
Sales	672.1	729.2	739.1	755.0	765.9	790.1	799.7	858.5	904.1	926.6	936.7	1 032.9
Change in finished goods	2.8	3.5	2.0	1.9	1.4	3.4	1.1	3.8	3.8	2.4	-0.9	5.0
Gross revenue	674.9	732.7	741.1	756.9	767.3	793.5	800.8	862.3	908.0	928.9	935.8	1 037.9
Interest and similar income	1.8	2.0	1.8	1.4	1.6	1.6	1.5	1.6	1.4	1.5	1.5	1.5
Other income	25.9	26.9	27.2	26.2	26.7	32.4	22.7	23.2	20.9	18.5	20.8	24.8
of which: Income from long-term equity investments	3.2	2.4	2.3	3.4	2.6	3.9	3.1	3.7	4.1	3.9	4.1	5.5
Total income	702.5	761.6	770.1	784.5	795.6	827.5	825.0	887.2	930.3	949.0	958.1	1 064.1
Cost of materials	480.9	533.9	536.7	547.1	549.5	570.0	569.9	610.0	645.4	659.4	660.9	737.5
Personnel expenses	82.2	83.7	87.8	92.7	98.9	102.4	104.5	110.6	116.9	120.9	124.7	133.8
Depreciation	16.5	16.5	17.0	16.6	16.3	21.1	19.0	19.6	20.1	20.6	23.1	24.1
of which: Depreciation of tangible fixed assets	15.0	15.0	15.1	15.2	14.9	17.6	16.9	17.7	18.6	19.3	20.6	21.8
Interest and similar expenses	5.7	6.4	6.6	6.4	6.4	6.8	5.2	5.7	6.1	6.1	6.0	6.3
Operating taxes	3.7	2.6	3.3	3.2	3.2	1.9	0.4	0.4	0.4	0.4	0.4	0.4
of which: Excise duties	3.3	2.2	2.8	2.8	2.8	1.5	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	86.1	90.6	93.6	92.0	96.0	103.0	100.9	108.0	109.9	115.2	116.3	123.9
Total expenses before taxes on income	675.0	733.6	744.9	758.0	770.2	805.1	799.8	854.3	898.9	922.6	931.4	1 026.1
Annual result before taxes on income	27.6	28.0	25.2	26.5	25.4	22.4	25.3	32.8	31.4	26.4	26.7	38.1
Taxes on income	4.2	4.3	4.2	4.1	4.2	4.3	4.6	5.1	5.0	4.6	5.3	6.7
Annual result	23.4	23.7	21.1	22.4	21.3	18.0	20.6	27.7	26.4	21.8	21.4	31.4
Profit and loss transfers (parent company)	1.7	2.7	2.2	1.8	1.3	3.4	3.9	2.5	3.4	2.7	1.6	2.3
Profit and loss transfers (subsidiary)	1.8	1.9	1.0	1.0	1.0	0.3	0.4	2.1	1.3	1.3	1.1	1.0
Profit for the year	23.2	24.5	22.2	23.2	21.5	21.1	24.2	28.1	28.5	23.2	21.9	32.7
Cash flow	41.6	42.3	38.5	40.2	39.0	42.4	38.3	48.0	47.2	45.8	53.5	66.0
<b>II. Balance sheet</b>												
<b>Assets</b>												
Intangible fixed assets	8.0	7.8	7.5	7.1	7.0	8.6	8.5	8.2	8.4	10.3	10.1	9.8
Tangible fixed assets	78.5	81.8	89.3	86.7	89.8	99.0	102.8	108.5	116.8	119.4	127.4	134.7
of which: Land and buildings	31.0	30.9	33.3	33.9	35.0	35.9	36.9	35.2	37.9	39.9	41.6	42.8
Inventories	62.5	70.2	72.8	74.5	76.7	81.8	83.4	90.1	100.3	103.9	112.1	129.1
Raw materials, consumables and supplies	10.7	12.1	12.0	12.2	12.4	12.7	12.8	14.8	16.3	16.8	23.8	30.5
Work in progress	18.2	19.8	21.7	21.8	22.5	24.8	25.1	26.4	32.4	35.2	36.7	41.3
Finished goods and merchandise	32.1	36.5	37.3	38.6	39.6	41.7	42.9	46.6	48.8	49.3	48.2	54.5
Prepayments (inventories)	1.6	1.8	1.8	2.0	2.3	2.6	2.6	2.3	2.8	2.6	3.4	2.9
Non-financial assets	149.0	159.8	169.6	168.3	173.6	189.4	194.6	206.8	225.6	233.7	249.7	273.6
Cash	26.4	26.5	27.8	30.6	30.2	32.1	31.2	31.4	33.3	32.3	41.8	44.5
Receivables	126.3	134.1	133.5	138.3	138.9	150.9	156.7	168.9	171.9	170.5	184.5	200.1
Short-term	119.3	127.2	126.7	131.4	130.7	140.2	146.7	157.3	161.2	155.0	169.4	185.7
of which												
Trade receivables	44.1	46.1	46.1	45.8	45.2	45.6	47.8	51.6	53.3	51.5	51.4	60.2
Receivables from affiliated companies	63.2	68.2	66.1	71.3	71.3	80.1	83.5	88.6	90.7	83.3	96.0	98.5
Long-term	7.1	6.9	6.9	6.9	8.2	10.7	10.0	11.6	10.7	15.5	15.0	14.5
of which: Loans to affiliated companies	4.4	4.5	4.5	4.9	6.2	8.7	8.0	9.4	8.3	12.9	12.4	11.7
Securities	5.2	4.2	4.6	3.6	3.3	3.3	3.3	3.9	4.4	3.7	4.8	5.7
Short-term securities	2.3	2.0	2.5	1.3	1.1	1.1	1.2	1.4	1.2	1.0	2.1	1.9
Long-term securities	2.8	2.2	2.1	2.3	2.2	2.2	2.1	2.5	3.2	2.7	2.7	3.8
Other long-term equity investments	45.0	44.3	45.5	42.1	49.1	51.2	51.8	53.9	63.8	59.7	73.2	79.5
of which: Goodwill	3.2	3.1	3.8	2.9	2.4	3.2	3.4	2.8	2.2	2.1	1.9	1.5
Prepaid expenses	1.7	1.6	1.5	1.7	2.0	2.1	2.0	2.1	2.2	2.4	2.4	3.3
Financial assets	204.6	210.7	213.0	216.2	223.5	239.6	244.9	260.3	275.6	268.5	306.7	333.2
Balance sheet total (adjusted)	353.7	370.5	382.6	384.5	397.0	429.0	439.6	467.1	501.2	502.2	556.3	606.8
<b>Capital</b>												
Equity (adjusted)	67.9	71.6	93.6	97.9	107.9	110.6	114.0	124.6	144.4	143.5	164.5	174.9
Liabilities	223.3	233.9	223.9	219.9	220.6	246.4	255.0	271.1	284.5	282.9	307.0	335.6
Short-term	151.4	160.7	174.5	169.4	170.9	191.9	203.9	216.5	227.7	227.7	243.7	273.7
of which												
Liabilities to banks	17.0	16.9	18.8	17.5	16.7	18.3	17.4	19.7	20.9	22.6	19.4	18.5
Trade payables	39.8	41.8	43.0	43.4	43.2	45.3	46.0	50.1	51.1	55.2	54.4	63.7
Liabilities to affiliated companies	64.2	69.8	78.6	72.8	75.1	91.1	101.1	107.2	108.2	100.6	106.9	122.8
Payments received on account of orders	17.3	18.0	19.8	20.1	20.9	21.0	23.7	20.5	27.0	28.8	40.8	43.4
Long-term	71.9	73.1	49.4	50.5	49.7	54.5	51.1	54.6	56.9	55.2	63.3	61.9
of which												
Liabilities to banks	25.5	25.7	24.6	25.0	24.1	24.6	24.9	27.7	29.1	31.0	37.1	38.4
Liabilities to affiliated companies	40.1	41.7	18.5	19.0	18.7	21.5	19.7	21.9	21.9	18.2	20.2	17.6
Provisions	59.6	62.0	62.4	63.3	64.5	67.3	67.3	67.8	69.1	72.3	80.9	92.2
of which:												
Provisions for pensions	16.7	17.2	18.1	19.6	20.0	21.1	20.8	22.9	23.6	25.4	28.0	31.6
Half of the special tax-allowable reserve	0.7	0.3	0.5	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	2.9	3.0	2.8	3.4	4.0	4.6	3.2	3.6	3.1	3.5	4.0	4.0
Liabilities and provisions	285.8	298.9	289.0	286.6	289.1	318.4	325.6	342.5	356.8	358.7	391.9	431.9
Balance sheet total (adjusted)	353.7	370.5	382.6	384.5	397.0	429.0	439.6	467.1	501.2	502.2	556.3	606.8

\* 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.

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

IV. Enterprises by size category and legal form\*  
continued: 4 Large Non-corporations\*\*  
Selected ratios

Item	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>I. Income statement ratios</b>													
Percentage of gross revenue													
Sales	99.9	99.9	99.9	99.8	99.9	100.0	99.9	99.8	100.0	99.8	99.5	99.7	100.2
Change in finished goods	0.1	0.1	0.1	0.2	0.1	0.0	0.1	0.2	0.0	0.2	0.5	0.3	-0.2
Gross revenue	100	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	0.5	0.4	0.3	0.4	0.4	0.5	0.5	0.3
Other income	3.6	3.9	3.6	3.5	3.6	4.2	4.0	4.1	3.7	3.2	3.4	3.6	4.1
Total income	103.9	104.3	103.9	103.9	104.1	104.7	104.4	104.4	104.1	103.6	103.9	104.1	104.4
Cost of materials	67.6	67.6	67.3	69.0	70.2	68.8	68.8	69.1	69.6	70.6	71.0	71.6	71.1
Personnel expenses	15.7	15.6	15.4	14.3	14.2	14.7	14.4	13.9	13.4	12.6	12.6	12.2	12.6
Depreciation	3.2	3.2	3.1	3.0	3.2	3.4	4.2	3.0	2.6	2.7	2.6	2.6	2.8
Interest and similar expenses	0.9	0.9	0.9	1.0	1.2	1.2	1.2	1.0	0.9	0.8	0.9	1.0	0.9
Operating taxes	0.3	0.1	0.2	0.2	0.2	0.2	0.4	0.5	0.3	0.4	0.3	0.4	0.6
of which: Excise duties	0.1	0.1	0.0	0.1	0.0	0.1	0.3	0.4	0.2	0.3	0.2	0.3	0.5
Other expenses	14.3	14.1	14.1	13.1	13.4	13.9	13.7	13.1	13.0	12.4	12.4	12.8	13.4
Total expenses before taxes on income	101.9	101.5	101.1	100.6	102.3	102.2	102.8	100.5	99.9	99.4	99.7	100.5	101.3
Annual result before taxes on income	2.1	2.7	2.9	3.3	1.8	2.4	1.6	4.0	4.2	4.2	4.2	3.6	3.1
Taxes on income	0.6	0.6	0.7	0.6	0.6	0.6	0.6	0.7	0.7	0.9	0.7	0.6	0.6
Annual result	1.5	2.1	2.2	2.7	1.2	1.8	1.0	3.3	3.5	3.4	3.5	3.0	2.5
Percentage of sales													
Annual result before taxes on income	2.1	2.7	2.9	3.3	1.8	2.4	1.6	4.0	4.2	4.2	4.2	3.6	3.0
Cash flow	.	5.6	5.6	6.1	4.8	5.3	5.3	6.5	7.0	6.5	6.1	5.9	4.7
<b>II. Balance sheet ratios</b>													
Percentage of the balance sheet total (adjusted)													
Assets													
Intangible fixed assets	1.1	1.5	1.3	5.1	5.1	5.2	3.8	3.1	2.8	2.5	1.9	2.1	2.4
Tangible fixed assets	25.8	25.1	23.8	23.2	22.6	22.2	23.1	23.3	22.3	20.7	20.6	21.8	23.6
Inventories	23.1	22.3	21.2	20.1	18.2	17.6	18.2	17.6	17.3	17.0	18.2	18.6	16.4
Cash	5.6	5.4	5.2	4.9	4.8	5.5	6.0	6.3	6.5	6.6	6.1	6.1	7.3
Receivables	34.7	35.7	36.7	35.9	36.0	34.5	35.4	35.2	35.8	37.6	36.1	35.8	35.6
Short-term	32.6	33.9	34.5	33.8	34.1	32.8	33.7	32.6	32.2	33.0	33.1	34.1	33.6
Long-term	2.1	1.9	2.2	2.0	1.8	1.7	1.7	2.5	3.6	4.6	3.0	1.7	2.0
Securities	2.0	1.9	2.0	1.9	1.5	1.4	1.5	1.6	1.8	1.8	1.3	1.3	1.2
Other long-term equity investments	7.3	7.7	9.2	8.5	11.3	13.1	11.5	12.5	13.0	13.4	15.3	13.8	13.0
Capital													
Equity (adjusted)	16.9	18.9	18.2	17.6	16.9	17.0	16.6	20.2	25.0	20.8	20.5	18.0	17.5
Liabilities	62.8	61.2	62.4	63.7	64.2	64.7	64.1	60.8	55.6	60.2	61.4	64.0	64.6
Short-term	45.3	43.5	42.7	45.9	46.8	45.2	41.3	40.8	39.2	40.6	42.9	43.9	42.0
Long-term	17.5	17.7	19.7	17.8	17.4	19.5	22.8	20.1	16.4	19.6	18.6	20.1	22.6
Provisions	19.9	19.3	18.7	18.0	17.7	17.2	18.3	18.1	18.7	18.4	17.4	17.2	17.0
of which: Provisions for pensions	7.1	7.0	6.2	5.9	5.8	5.9	6.0	5.9	6.0	5.8	5.4	4.9	4.7
Memo item: Sales	216.2	210.3	201.7	201.7	196.6	186.6	196.1	195.2	191.1	193.7	194.9	202.7	187.6
<b>III. Other ratios</b>													
Percentage of sales													
Inventories	10.7	10.6	10.5	10.0	9.3	9.5	9.3	9.0	9.1	8.8	9.4	9.2	8.7
Short-term receivables	15.1	16.1	17.1	16.8	17.4	17.6	17.2	16.7	16.8	17.0	17.0	16.8	17.9
Percentage of tangible fixed assets													
Equity (adjusted)	62.9	71.3	72.4	62.0	60.8	62.1	61.9	76.3	99.5	89.8	90.9	75.2	67.2
Long-term equity and liabilities	156.6	166.4	177.6	147.2	146.1	155.8	169.6	175.1	189.5	200.1	198.2	180.1	173.0
Percentage of fixed assets													
Long-term equity and liabilities	111.6	118.4	117.9	104.1	96.7	99.3	111.8	109.5	111.5	110.5	108.3	107.4	107.7
Percentage of short-term liabilities													
Cash resources and short-term receivables	85.6	91.8	94.7	85.8	84.3	86.0	98.0	97.2	101.0	100.0	93.6	92.8	98.6
Cash resources, short-term receivables and inventories	136.7	143.2	144.4	129.7	123.2	125.1	142.2	140.4	145.2	141.8	136.1	135.1	137.6
Percentage of liabilities and provisions less cash													
Cash Flow	.	15.5	14.9	15.8	12.0	12.7	13.5	17.3	19.4	17.3	16.1	15.7	11.8
Percentage of the balance sheet total (adjusted)													
Annual result and interest and similar expenses	5.1	6.3	6.2	7.4	4.7	5.7	4.3	8.4	8.4	8.1	8.6	8.1	6.3

\* 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.

IV. Enterprises by size category and legal form\*  
continued: 4 Large Non-corporations\*\*  
Selected ratios

Item	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>I. Income statement ratios</b>												
	Percentage of gross revenue											
Sales	99.6	99.5	99.7	99.8	99.8	99.6	99.9	99.6	99.6	99.7	100.1	99.5
Change in finished goods	0.4	0.5	0.3	0.2	0.2	0.4	0.1	0.4	0.4	0.3	-0.1	0.5
Gross revenue	100	100	100	100	100	100	100	100	100	100	100	100
Interest and similar income	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.1
Other income	3.8	3.7	3.7	3.5	3.5	4.1	2.8	2.7	2.3	2.0	2.2	2.4
Total income	104.1	103.9	103.9	103.6	103.7	104.3	103.0	102.9	102.5	102.2	102.4	102.5
Cost of materials	71.3	72.9	72.4	72.3	71.6	71.8	71.2	70.7	71.1	71.0	70.6	71.1
Personnel expenses	12.2	11.4	11.8	12.2	12.9	12.9	13.1	12.8	12.9	13.0	13.3	12.9
Depreciation	2.4	2.2	2.3	2.2	2.1	2.7	2.4	2.3	2.2	2.2	2.5	2.3
Interest and similar expenses	0.8	0.9	0.9	0.9	0.8	0.9	0.6	0.7	0.7	0.7	0.6	0.6
Operating taxes	0.5	0.4	0.4	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0
of which: Excise duties	0.5	0.3	0.4	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	12.8	12.4	12.6	12.1	12.5	13.0	12.6	12.5	12.1	12.4	12.4	11.9
Total expenses before taxes on income	100.0	100.1	100.5	100.1	100.4	101.5	99.9	99.1	99.0	99.3	99.5	98.9
Annual result before taxes on income	4.1	3.8	3.4	3.5	3.3	2.8	3.2	3.8	3.5	2.8	2.9	3.7
Taxes on income	0.6	0.6	0.6	0.5	0.5	0.5	0.6	0.6	0.6	0.5	0.6	0.6
Annual result	3.5	3.2	2.8	3.0	2.8	2.3	2.6	3.2	2.9	2.3	2.3	3.0
	Percentage of sales											
Annual result before taxes on income	4.1	3.8	3.4	3.5	3.3	2.8	3.2	3.8	3.5	2.8	2.9	3.7
Cash flow	6.2	5.8	5.2	5.3	5.1	5.4	4.8	5.6	5.2	4.9	5.7	6.4
<b>II. Balance sheet ratios</b>												
	Percentage of the balance sheet total (adjusted)											
Assets												
Intangible fixed assets	2.3	2.1	2.0	1.8	1.8	2.0	1.9	1.7	1.7	2.0	1.8	1.6
Tangible fixed assets	22.2	22.1	23.3	22.6	22.6	23.1	23.4	23.2	23.3	23.8	22.9	22.2
Inventories	17.7	19.0	19.0	19.4	19.3	19.1	19.0	19.3	20.0	20.7	20.2	21.3
Cash	7.5	7.1	7.3	8.0	7.6	7.5	7.1	6.7	6.6	6.4	7.5	7.3
Receivables	35.7	36.2	34.9	36.0	35.0	35.2	35.6	36.2	34.3	33.9	33.2	33.0
Short-term	33.7	34.3	33.1	34.2	32.9	32.7	33.4	33.7	32.2	30.9	30.5	30.6
Long-term	2.0	1.9	1.8	1.8	2.1	2.5	2.3	2.5	2.1	3.1	2.7	2.4
Securities	1.5	1.1	1.2	0.9	0.8	0.8	0.7	0.8	0.9	0.7	0.9	0.9
Other long-term equity investments	12.7	12.0	11.9	10.9	12.4	11.9	11.8	11.5	12.7	11.9	13.2	13.1
Capital												
Equity (adjusted)	19.2	19.3	24.5	25.5	27.2	25.8	25.9	26.7	28.8	28.6	29.6	28.8
Liabilities	63.1	63.1	58.5	57.2	55.6	57.4	58.0	58.0	56.8	56.3	55.2	55.3
Short-term	42.8	43.4	45.6	44.1	43.1	44.7	46.4	46.3	45.4	45.3	43.8	45.1
Long-term	20.3	19.7	12.9	13.1	12.5	12.7	11.6	11.7	11.3	11.0	11.4	10.2
Provisions	16.8	16.7	16.3	16.5	16.2	15.7	15.3	14.5	13.8	14.4	14.5	15.2
of which: Provisions for pensions	4.7	4.7	4.7	5.1	5.0	4.9	4.7	4.9	4.7	5.1	5.0	5.2
Memo item: Sales	190.0	196.8	193.2	196.4	192.9	184.2	181.9	183.8	180.4	184.5	168.4	170.2
<b>III. Other ratios</b>												
	Percentage of sales											
Inventories	9.3	9.6	9.9	9.9	10.0	10.3	10.4	10.5	11.1	11.2	12.0	12.5
Short-term receivables	17.7	17.4	17.1	17.4	17.1	17.7	18.3	18.3	17.8	16.7	18.1	18.0
	Percentage of tangible fixed assets											
Equity (adjusted)	78.4	79.9	96.7	104.4	111.5	102.8	102.5	106.7	115.3	110.6	119.6	121.0
Long-term equity and liabilities	181.7	181.1	166.9	179.2	183.6	173.2	167.1	173.2	179.7	172.8	185.9	185.8
	Percentage of fixed assets											
Long-term equity and liabilities	111.1	113.5	106.8	115.9	113.7	108.5	106.1	109.4	110.8	107.9	111.9	110.8
	Percentage of short-term liabilities											
Cash resources and short-term receivables	97.8	96.9	90.0	96.4	94.8	90.3	87.8	87.8	85.9	82.7	87.5	84.8
Cash resources, short-term receivables and inventories	139.1	140.6	131.7	140.3	139.7	132.9	128.7	129.4	130.0	128.3	133.5	132.0
	Percentage of liabilities and provisions less cash											
Cash Flow	16.1	15.5	14.7	15.7	15.1	14.8	13.0	15.4	14.6	14.0	15.3	17.0
	Percentage of the balance sheet total (adjusted)											
Annual result and interest and similar expenses	8.2	8.1	7.2	7.5	7.0	5.8	5.9	7.2	6.5	5.5	4.9	6.2

\* 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.