

German enterprises' profitability and financing – an analysis based on a new dataset

The Bundesbank's annual analysis of German firms' profitability and financing, which hitherto had to rely on balance sheet data from its refinancing business, is now based on a new, wider dataset. The data pool that is now available was devised and constructed by the Bundesbank in the past few years after the number of corporate annual financial statements being submitted to it for scrutiny plummeted following the launch of European monetary union and the associated discontinuation of the Bank's rediscount business.

The evaluation of the new statistics shows that German firms' pre-tax profits improved slightly in 2003, up to when extrapolated results are available, after being strained heavily in 2002. However, their gross return on turnover was lower than during the period 1998 to 2001. The financing situation of German enterprises developed rather positively. Overall, the enterprises managed to improve their balance sheet structures significantly. This article describes and explains the underlying factors and relationships.

Note on the Deutsche Bundesbank's Financial Statements Data Pool

Besides the annual financial statements submitted to the Bundesbank in the course of the refinancing business within the Eurosys-

New dataset

tem, the new data pool contains financial statements from other agencies which evaluate firms' annual accounts such as commercial banks and credit insurers (see methodological explanations on page 45ff). Another key difference compared with earlier analyses, which for statistical reasons were confined to the production, trade and transport sectors, is that part of the services sector more narrowly defined – specifically “computer and related activities”, “research and development” and “other business activities” – can now be captured by the extrapolated results. Conversely, the electricity, gas and water supply sector is now no longer included in the dataset analysed here owing to the particular extrapolation problems in sectors with a preponderance of large-scale enterprises. For the same reason the subsectors “transport via railways” and “post and telecommunications” continue to be excluded from the extrapolation.

All in all, the results based on the Bundesbank's corporate balance sheet statistics now cover a significantly larger part of the non-financial enterprise sector than was previously the case. Thus the sectors as now recorded generated almost three-quarters of the total gross value added of the business sector in 2003, compared with around 60% using the old dataset. It should be noted, however, that owing to the methodological changes the figures published in this article are not fully comparable with those of previous analyses.

Cyclical setting

For the German economy 2003 was another difficult year. The entrenched stagnation of aggregate output which began in the second quarter of 2001 led to a noticeable decline in real GDP in the first half of 2003 after seasonal and calendar adjustment. Although the German economy began to recover in the second half of 2003, on an annual average output was ¼% below the level of 2002, which in turn was only a little higher than that in 2001. Hence in 2003 actual output in Germany once again fell distinctly short of potential output, which expanded marginally, so that the output gap widened further. The weak aggregate outturn is attested by the fact that the gross real value added of the sectors included in the corporate balance sheet statistics stagnated in 2003.

The slowdown in overall economic activity in 2003 was largely attributable to waning impulses from the external sector. Real exports, which in 2002 had expanded by over 4%, increased by only 2½%. This was partly due to the fact that in the first half of 2003 world trade was still depressed by the effect of the Iraq war and the consequences of the respiratory disease SARS, which created uncertainty in eastern Asia, in particular. In the second half of 2003, however, the global economy picked up speed again. While this was reflected in a revival of German exports, they increased more slowly than the sales markets owing above all to the sustained appreciation of the euro against the US dollar. At the same time imports grew twice as fast as a result of exchange rate effects and a slowdown in de-

Persistent weak growth...

... owing to waning external impulses and...

stocking. In the context of national accounting, the reduction in the real contribution of the external sector stunted GDP growth by $\frac{3}{4}$ percentage point.

... continuing sluggishness on the domestic front

Domestic demand grew by $\frac{1}{2}\%$ in 2003 compared with a cumulative fall of $2\frac{1}{2}\%$ in the two preceding years. However, this rise was due very largely to the aforementioned slow-down of destocking. Investment in new machinery and equipment and in buildings fell further. In addition, households' propensity to purchase remained dulled, even though real private consumption did not decline, as it had in 2002, and instead increased marginally. The weak consumer demand was mainly due to the subdued development of incomes. Thus net wages and salaries declined by $\frac{3}{4}\%$ owing to the sharper fall in employment and the renewed rise in social security contributions. Another factor was that households increased their saving ratio by $\frac{1}{2}$ percentage point to $10\frac{1}{4}\%$ of their disposable incomes owing to the considerable uncertainty concerning the course of macroeconomic development and the worsening of the outlook in the labour market.

Moderate wage trend

Wage policy, which has a major bearing on firms' costs, was in keeping with the difficult overall economic climate in 2003. In the aggregate, the new pay rates were lower than in 2002, with the result that average national negotiated wage and salary levels on an hourly basis rose by 2%, which was over $\frac{1}{2}$ percentage point less than in 2002. Moreover, the increase in actual earnings of $1\frac{1}{4}\%$ was well below the rise in negotiated pay rates. However, owing to slower productivity

growth, which was at least in part cyclically induced, aggregate unit labour costs went up by $\frac{1}{2}\%$. The compensation of employees, which encompasses gross wages and salaries as well as employers' social contributions, was only a little ($+\frac{1}{4}\%$) higher in 2003 than it had been in 2002, whereas entrepreneurial and factor income again rose distinctly by $3\frac{1}{2}\%$. Consequently, the overall profit ratio – as defined in the national accounts – increased further and at $29\frac{1}{4}\%$ of national income reached its highest share since 1998.

Profitability

The muted momentum of business activity throughout 2003 was duly reflected in corporate profit and loss accounts. The annual result before taxes on income was only $\frac{1}{2}\%$ above the level in 2002, when it had declined by $6\frac{1}{2}\%$.¹ It was thus again below the peak figure reached in 2001. At first sight these results seem not to match the figures contained in the national accounts on the earnings of non-financial corporations.² According to the latter, corporate profits grew by over $1\frac{1}{2}\%$ in 2002 but fell by 5% in 2003. However, the two sets of figures are not directly comparable. Firstly, the profit as defined in the national accounts does not contain the results

Pre-tax profits...

¹ The annual result corresponds to the annual profit according to the German Commercial Code (HGB) before profit or loss transfers and provides a better indication of the profits generated by the enterprises analysed in this article. This is because numerous firms are associated through profit transfer agreements with enterprises which are not included in the corporate balance sheet statistics (eg holding companies) and to which their profits/losses are transferred.

² In the definition used in ESA 95 these include quasi-corporations, ie general partnerships and limited partnerships as well as entities with derived legal status.

of sole proprietorships. Secondly, the national accounts figures include neither extraordinary earnings nor valuation gains and losses. Yet firms' income statements contained large valuation losses in the years 2001 to 2002, in particular, which significantly affected the pre-tax result. Major factors in this connection were the share price slide during this period, the depreciation of the US dollar and the need in many cases to revalue the real estate portfolio. In 2003 the valuation losses were not as high as in the previous two years.

*... and gross
return on
turnover*

The profitability trend in 2003 indicated by the corporate balance sheet statistics appears in a somewhat better light if the further contraction of business volume is taken into account. The gross return on turnover, ie the ratio of the annual result before taxes on income to enterprises' turnover, remained at the relatively high level of 3 ½%, although in the years 1998 to 2001 it had been ¼ percentage point higher. It should be noted in this context, however, that the number of corporate insolvencies recorded a big jump at the beginning of the current decade. This means that many firms with predominantly poor earnings had to close down and hence dropped out of the Financial Statements Data Pool.

*Post-tax profits
and net return
on turnover*

The annual result after taxes in 2003 remained at the depressed level of 2002 and consequently developed a little worse than the pre-tax result. The reason for this is that taxes on income and earnings increased by 2% and thus by more than the gross annual result. This undoubtedly owed something to

the temporary raising of the corporation tax rate at the beginning of 2003 from 25% to 26.5% in order to finance the damage caused by flooding in eastern Germany, in particular. Another consequence of this is that the ratio of taxes on income to the gross annual result rose by nearly ½ percentage point to over 22 ½%. But the tax ratio thus calculated was still 3 percentage points below the level in 2000, the last year before the corporate tax reform came into force. Even so, the net return on turnover in 2003, at 2 ¾%, was no lower than in 2000 and 2001 when profitability was robust and was only a little below the peak figure reached in 1998. However, this ratio is merely suitable for depicting the development of earnings after taxes. Its level is overstated to the extent that taxes on earnings include, besides trade earnings tax, only corporation tax (including the solidarity surcharge) paid by corporations. The annual results of non-corporations (partnerships and sole proprietorships), by contrast, are taxed as part of the entrepreneurs' private income and so their income tax payments do not appear in these firms' profit and loss accounts.

The aggregated figures on corporate profitability mask some very disparate developments in the individual sectors. For example, the pre-tax annual result of manufacturing firms, which traditionally constitute the backbone of national economic activity, fell sharply again in 2003 by 9 ½%. This means it was one-fifth lower than the peak reached in 2000. The gross return on turnover deteriorated by 1 percentage point to 3 ¾%. The ongoing poorer profitability in industry in 2003

*Profit trend
in manu-
facturing, ...*

was due above all to the especially difficult national and international market situation in that year, when the profit margins of exporters were additionally squeezed by the appreciation of the euro. On top of that, the profit performance was dented by a decline in earnings from non-operating business. Within manufacturing, particularly producers of motor vehicles, machinery and equipment, basic metals and fabricated metal products, chemicals and textiles sustained a sharp drop in earnings. By contrast, other industries such as the manufacture of rubber and plastic products improved on their prior-year result.

... in construction, ...

In the construction sector the gross annual result improved by nearly one-tenth in the year under review, after having declined by one-fifth altogether in the two preceding years. This was assisted by the fact that the multi-year contracting trend in construction output slowed somewhat in 2003. This was due in part to speculation about a possible abolition or reduction of the home buyers' grant, which temporarily stimulated construction activities in the second half of the year, in particular. This had already been signalled by the increase in building permits granted around the turn of 2002/2003. Another cause of the improved profitability was the cost relief affecting virtually all expense items. A further factor was that the incidence of insolvencies in the construction sector was relatively high in 2003, too, with the result that many firms with poor earnings dropped out of the data sample. Thus 271 of the 10,000 construction enterprises were involved in insolvency proceedings compared with 158 insolvencies in

Selected indicators from the income statement of German enterprises



Enterprises' income statement *

Item	2001	2002	2003	2002	2003
	€ billion			Year-on-year change in %	
Income					
Turnover	3,526.7	3,475.6	3,462.0	- 1.4	- 0.4
Change in stocks of own products ¹	12.4	7.1	10.7	-42.5	50.3
Total output	3,539.1	3,482.7	3,472.7	- 1.6	- 0.3
Interest received	19.6	17.2	16.8	-12.4	- 2.1
Other income ²	166.7	175.7	162.3	5.4	- 7.6
of which from participating interests	20.6	18.5	17.8	-10.1	- 4.1
Total income	3,725.4	3,675.5	3,651.8	- 1.3	- 0.6
Costs					
Cost of materials	2,205.4	2,148.5	2,143.2	- 2.6	- 0.2
Labour costs	650.5	653.5	645.8	0.5	- 1.2
Depreciation of tangible assets ³	121.5	119.2	116.0	- 1.9	- 2.7
Other ⁴	106.4	103.2	102.6	- 3.0	- 0.6
Interest paid	15.1	16.0	13.4	5.6	-16.1
Operating taxes of which	47.2	44.7	40.9	- 5.2	- 8.5
Excise taxes	55.7	65.4	71.9	17.5	9.8
Other costs ⁵	51.2	61.6	68.0	20.4	10.4
	514.9	522.4	511.6	1.4	- 2.1
Total costs before taxes on income	3,595.2	3,553.7	3,529.4	- 1.2	- 0.7
Annual result before taxes on income ⁶	130.2	121.8	122.4	- 6.4	0.4
	30.4	27.2	27.8	-10.3	2.0
Annual result	99.8	94.6	94.6	- 5.2	0.0
<i>Memo item</i>					
Cash flow ⁷	224.5	223.5	218.6	- 0.5	- 2.2
Net interest paid	27.6	27.5	24.1	- 0.1	-12.5
				Year-on-year change in percentage points	
	Percentage of turnover				
Gross income ⁸	37.8	38.4	38.4	0.6	0.0
Annual result	2.8	2.7	2.7	- 0.1	0.0
Annual result before taxes on income	3.7	3.5	3.5	- 0.2	0.0
Net interest paid	0.8	0.8	0.7	0.0	- 0.1

* Extrapolated results. — ¹ Including other capitalised production. — ² Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — ³ Including depreciation of intangible assets. — ⁴ Predominantly write-downs of debtors, investments and participating interests. — ⁵ Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — ⁶ In the case of partnerships and sole proprietorships, trade earnings tax only. — ⁷ Annual result, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses/deferred income. — ⁸ Total output less the cost of materials.

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the manufacturing sector and 110 in the wholesale/retail trade.³

The gross profits of enterprises in the wholesale/retail trade sector likewise rose (by 8%) against the background of shrinking business activity. This pushed up the traditionally low gross return on turnover further to 2½%; in 1997, ie at the start of the new data series, this ratio had stood at 2%. The improvement in 2003 was due to a lighter burden in some major expense items. The positive development of earnings was recorded in both wholesale trade and the retail trade sector. In the transport sector, which as defined here excludes both railways and communication, the gross result picked up by 2½%, after having already increased strongly in 2002. The corresponding return on turnover amounted to almost 2½%, which was a rather high value in a longer-term comparison.

... in trade and transport and...

The providers of business-related services, which are included in the new corporate balance sheet statistics for the first time, emerged from the most recent sluggish cyclical phase more robustly than any of the other sectors considered here. The gross profit, which had decreased by one-eighth in 2002, expanded by more than one-fifth in 2003. It is notable that the improvement in earnings was achieved despite a decline in turnover. This suggests a remarkable ability to reduce costs. The gross return on turnover improved over the year by 1½ percentage points to just over 7½%, which was by far the highest figure of all the sectors. But this

... in the business service sectors

³ See J Angele, Insolvenzen in Deutschland im Jahr 2003, Wirtschaft und Statistik, Vol 4, 2004, p 418.

still fell almost 1 percentage point short of the return reached in 1998.

Income and costs in detail

Total output

The total output – which, in addition to turnover, also includes changes in firms' stocks of their own products and other capitalised production – of the sectors analysed in this article fell again in 2003 owing to the cyclical slowdown in Germany by ¼%, compared with 1½% in 2002. In real terms the decline in total output was probably only a little greater in 2003. Thus while the domestic prices of industrial products went up by ¼%, prices went down by roughly the same amount in export business. The level of construction prices remained virtually unchanged. The retail trade price index edged up by just ¼% in 2003 and wholesale prices increased by merely ½%. No data are available on producer price developments in the transport sector and in the newly included business services sector. It is noticeable that total output contracted in virtually all sectors; only in the manufacturing and retail trade sectors did business activity expand slightly.

Interest received, other income and total income

Interest received and other income (which includes income from participating interests, other operating income and extraordinary income) declined far more sharply than total output in 2003. Interest received, which in 2002 had slumped by no less than 12½%, decreased by a further 2%. This was chiefly attributable to a further fall in market interest rates. By contrast, firms' annual average stock of interest-earning assets grew by 5%.

The average rate of interest on these assets of barely 3% was the lowest level since the start of the series in 1998, when it had stood at 3½%. Other income, which had gone up appreciably in the preceding years, not least on account of the extensive liquidation of hidden reserves, declined by 7½% in 2003. Total income was ½% down on 2002.

Total costs before taxes on earnings decreased a little more strongly than total income, creating scope for the small rise in the annual gross result explained above. The moderate development of costs was broadly based in that all major cost items apart from operating taxes showed a downward tendency in 2003.

The cost of inputs fell by ¼% in line with total output. Consequently, its ratio to total output remained unchanged at just over 61½%. As import prices fell again by over 2% in 2003, the cost of materials might logically have been expected to decrease by an even greater margin as past experience has shown that many inputs used in industry and in the retail trade sector are imported. On closer inspection it turns out, however, that only the prices of imported finished goods showed a marked decline – not least owing to the appreciation of the euro – whereas the prices of imported raw materials and semi-finished products tended to increase and those of imported intermediate goods remained more or less the same. In the case of raw materials, in particular, the rising quotations (in US\$) in the international commodity markets probably outweighed the

Total costs

Cost of materials

cost-dampening effect of the euro's appreciation.

Labour costs, ...

A greater contribution to alleviating the burden of overall corporate costs in 2003 was made by labour costs, which fell by 1¼% on the year. Their ratio to total output decreased marginally to 18½%. On the one hand, the reduction in labour costs was due to the aforementioned moderate growth of negotiated pay rates and to the even more moderate increase in actual earnings. On the other hand, job cuts also helped to push down labour costs. In the sectors analysed in this article, the number of employees went down by over 2% in 2003. The construction sector recorded the biggest fall in employment (6%), followed by manufacturing (3%) and trade (2%). The number of persons employed in the transport sector remained virtually unchanged. New jobs were created solely in the business services sector. A factor which tended to push costs up, on the other hand, was the rise of 0.4 percentage point in the contribution rate to the statutory pension insurance scheme to 19.5% at the beginning of 2003, of which employers had to pay half. At the same time the income ceiling for the assessment of contributions to the statutory pension and unemployment insurance schemes was raised significantly.

... depreciation, ...

Another factor helping to stabilise corporate earnings was the further marked decrease in depreciation charges, which in 2003 came to 2¾%. The depreciation of tangible and intangible assets, which make up more than nine-tenths of total depreciation costs, decreased by ½% and other depreciation by

16%. In the case of the depreciation of tangible assets the downward tendency evident in the previous two years continued, mirroring in particular the low level of investment since 2001. The principal cause of the sharp drop in other depreciation was that the write-downs on financial assets and investments, which had doubled between 2000 and 2002 and had showed a marked jump in 2001, in particular owing to the massive slump in share prices, declined by over one-fifth.

The interest expenditure of enterprises went down by 8½% during the year under review. This owed something to firms' efforts to consolidate their balance sheets, which had been distorted considerably in some cases by the (largely debt-financed) investment boom in new tangible assets and participating interests in 1999-2000 as well as by the overall economic slowdown and share price losses in subsequent years. The annual average stock of interest-bearing liabilities decreased slightly in 2003 for the first time since the late 1990s. Another factor easing the interest burden was that the average rate of interest paid by enterprises fell noticeably in 2003 to just over 4½%. This decline was signalled by the downward market trend in both short-term and long-term interest rates.

... and interest paid

By contrast, firms faced a higher burden from operating taxes, which include tax on land and buildings, motor vehicle tax and excise taxes; they grew by 10% during 2003. This was caused largely by the entry into force of the final stage of the "ecology tax reform" and a further increase in tobacco tax. If the increases in ecology tax and other taxes that

Operating taxes and other costs

came into effect in 2001 and 2002 are also taken into account, the burden of operating taxes in 2003 was one-third higher than the equivalent level in 2000. This was offset to some extent by other costs, which were 2% lower than in 2002. This item includes rentals and leases, research and development costs, advertising expense and extraordinary charges.

Sources and uses of funds

Total sources of funds

The total sources of funds, which mirrors the volume of financial and non-financial asset formation, was 5½% lower in 2003 than in 2002, when it had increased distinctly.⁴ It was more than one-third less than the peak reached in 1999. Over 90% of the decline in the inflow of funds during this period was attributable to a smaller recourse to external funding and not quite one-tenth to a lower volume of internally generated resources. In 2002 and 2003 liabilities were actually repaid on balance. This was due chiefly to the cyclically induced lower capacity utilisation and the associated smaller need for replacement investments but also to the measures taken by firms to improve their balance sheet structures. Another factor is that the internal cash flow, which comes overwhelmingly from the relatively constant level of "earned" depreciation, shows a smaller volatility over the course of the business cycle.

Internal and external funding

Although capital increases from retained profits (and capital contributed in the case of non-corporations) were somewhat lower in 2003, their level was nonetheless compara-

tively high. By contrast, the externally funded capital increases of corporations fell more markedly. Their share of the total inflow of resources amounted to just 1% in 2003 compared with 9½% in 2001. Two reasons for this were the smaller need for additional funds and the fact that the stock market climate for capital increases remained unfavourable. Total increases in capital from both internal and external sources in 2003 amounted to 17% of the (reduced) total inflow of resources; this was more than in the buoyant years 1999 and 2000.

As regards the uses of funds, the budgets for the formation of non-financial assets were raised by 7½ during the year under review, which contrasts with a reduction of nearly 30% in the period 2000 to 2002. This was solely due to the fact that the trend towards inventory depletion was halted and instead a small amount of stockbuilding occurred. On the other hand, the gross formation of tangible assets recorded another sizeable decline in 2003 (7½%). This was one-fifth below the level of 2000. For the first time since the start of the time series in 1998, gross expenditure on new machinery and equipment and buildings in the sectors embraced by this study failed to offset the consumption of fixed capital; in other words, the book value of the capital stock declined in 2003.

Non-financial asset formation

One-quarter less was invested in the acquisition of financial assets in 2003 than in 2002, which had been influenced by exceptional

Growth of financial assets

⁴ The figures on the sources and uses of funds are subject to much more uncertainty than the balance sheet and income statement data.

Enterprises' sources and uses of funds *

€ billion

Item	2001	2002	2003	Year-on-year change	
				2002	2003
Sources of funds					
Capital increases from profits and capital contributed of non-corporations ¹	8.6	25.0	23.8	16.4	- 1.2
Depreciation (total)	121.5	119.2	116.0	- 2.3	- 3.2
Increase in provisions ²	4.1	10.9	8.8	6.8	- 2.1
Internal funds	134.2	155.1	148.6	20.9	- 6.5
Capital increase of corporations ³	14.4	11.6	1.3	- 2.8	-10.4
Change in liabilities	0.0	- 12.8	-4.1	-12.8	8.7
Short-term	8.4	- 4.7	-0.7	-13.1	4.1
Long-term	-8.4	- 8.1	-3.4	0.3	4.7
External funds	14.4	- 1.2	-2.8	-15.6	- 1.6
Total	148.6	153.9	145.8	5.3	- 8.1
Use of funds					
Gross increase in tangible assets (gross fixed capital formation) ⁴	117.4	106.9	98.9	-10.5	- 8.0
<i>Memo item</i>					
Net increase in tangible assets ⁴	11.0	3.7	-3.7	- 7.4	- 7.4
Depreciation of tangible assets ⁴	106.4	103.2	102.6	- 3.2	- 0.6
Change in inventories	-9.0	- 14.2	0.7	- 5.2	14.8
Non-financial asset formation	108.5	92.7	99.6	-15.7	6.9
Change in cash	10.6	10.6	15.1	0.0	4.5
Change in debtors ⁵	20.4	14.6	0.9	- 5.8	-13.7
Short-term	10.8	16.3	-6.6	5.5	-22.9
Long-term	9.6	- 1.7	7.5	-11.3	9.2
Acquisition of investments	-9.5	3.0	6.9	12.5	3.9
Acquisition of participating interests	18.7	32.9	23.2	14.2	- 9.7
Financial asset formation	40.2	61.1	46.2	21.0	-15.0
Total	148.6	153.9	145.8	5.3	- 8.1
<i>Memo item</i>					
Percentage of internal funds to gross fixed capital formation	114.2	145.1	150.2	.	.

* Extrapolated results. — 1 Including "GmbH und Co KGs" and similar legal forms. — 2 Including change in the balance of prepaid expenses and deferred items. — 3 Increase in nominal capital through the issue of shares and transfers to capital reserves. — 4 Including intangible assets. — 5 Including unusual depreciation of current assets.

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factors. A net build-up of long-term debtors was almost matched by a depletion of short-term debtors; in 2002 the total increase in debtors had played a much bigger role. The acquisition of participating interests was likewise reduced substantially, although equity purchases still accounted for half of the total financial asset formation in the year under review. The amount of resources invested in the acquisition of investments more than doubled from 2002 to 2003. Cash holdings, too, were raised sharply; this was at least partly attributable to the low short-term interest rates, which determine the opportunity cost of holding cash.

Balance sheet trends and key balance sheet ratios

Corporate balance sheets were shaped in 2003 by the poor macroeconomic climate as well as the lingering effects of the buoyant years 1999–2000. The balance sheet growth of 1½% was similarly weak as in the two previous years. Between 1998 and 2000 it had averaged almost 5%. The individual sectors evolved very differently, however. Manufacturing firms' assets and liabilities expanded by 4%, as against nearly 6% on an annual average from 1998 to 2000. A small increase of 1½% was registered in the retail trade sector. All other sectors saw their balance sheets contract; the construction industry's collective balance sheet shortened for the fourth year running in the context of its long-lasting adjustment process and shrank by almost one-quarter vis-à-vis the level of 1999.

Balance sheet total

*Non-financial
assets*

The small overall balance sheet growth in 2003 was due to the further decrease in non-financial assets, which corresponds to the net decrease in tangible assets in the cash flow account, and to the slower accumulation of financial assets. The decline in the stock of tangible and intangible assets was partly cushioned by the stable development of inventories. The weight of tangible assets in the asset total declined further to 43½%; in 1997 its share had been almost 49%. The weight of debtors increased accordingly.

Financial assets

The growth of financial assets in 2003 was slowed especially by the negative change in the portfolio of short-term assets. This was caused in turn by a fall in the stock of trade debtors. Trade creditors likewise decreased. Both items tend to be very elastic to cyclical movements. In economic slowdowns this reflects not only the slower growth of business volume but also the fact that, in view of the general increase in default risk, suppliers attempt to minimise their outstanding receivables.

Equity overall...

Owing to the quite robust development of capital increases from retained profits described above, total equity increased in 2003 by 6%. Hence the marked increase in liable funds observable since the start of the new data series in 1997 continued. While total capital grew by one-fifth, the (vertical) equity ratio expanded more sharply by 6 percentage points to 22%. Of this, 2½ percentage points were added during the low-profit years 2001 to 2003. A key factor in this, presumably, was that the reform of overall business taxation that became effective in 2001 encouraged

Enterprises' balance sheet *

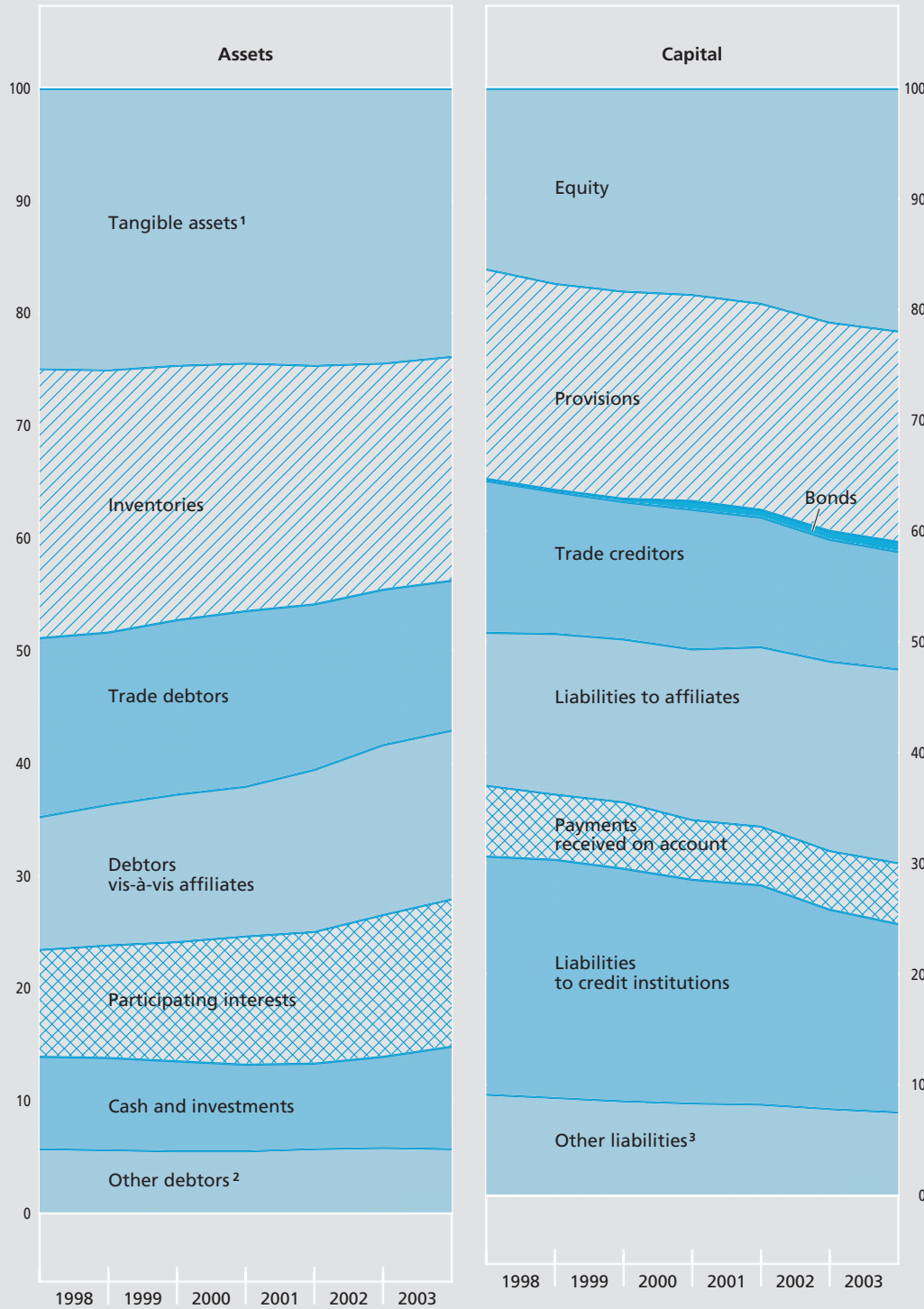
Item	2001	2002	2003	2002	2003
	€ billion			Year-on-year change in %	
Assets					
Intangible assets ¹	34.1	42.0	40.3	23.4	- 4.2
Tangible assets	452.4	448.1	446.2	- 0.9	- 0.4
Inventories	419.8	405.6	406.3	- 3.4	0.2
Non-financial assets	906.3	895.8	892.8	- 1.2	- 0.3
Cash	112.7	123.3	138.4	9.4	12.2
Debtors	680.8	690.2	686.2	1.4	- 0.6
<i>of which</i>					
Trade debtors vis-à-vis affiliates	291.4	277.9	272.5	- 4.6	- 1.9
Investments	285.5	304.3	306.3	6.6	0.7
Participating interests ²	37.8	40.8	47.7	7.9	16.9
Financial assets	231.9	254.0	268.8	9.5	5.8
Financial assets	1,063.1	1,108.3	1,141.0	4.2	3.0
Prepaid expenses	10.1	10.7	11.2	6.4	3.8
Total assets ³	1,979.5	2,014.9	2,045.0	1.8	1.5
Capital					
Equity ^{3, 4}	385.7	422.3	447.4	9.5	5.9
Liabilities	1,218.1	1,205.2	1,201.1	- 1.1	- 0.3
<i>of which</i>					
to credit institutions	391.9	363.7	347.4	- 7.2	- 4.5
Trade creditors to affiliates	232.5	222.0	216.0	- 4.5	- 2.7
Payments received on account	321.2	344.9	357.4	7.4	3.6
Provisions ⁴	104.4	107.0	113.1	2.5	5.7
<i>of which</i>					
Provisions for pensions	367.5	379.3	389.5	3.2	2.7
Borrowed funds	151.0	157.1	163.5	4.1	4.0
Borrowed funds	1,585.6	1,584.5	1,590.6	- 0.1	0.4
Deferred income	8.3	8.0	7.0	- 3.2	- 12.9
Total capital ³	1,979.5	2,014.9	2,045.0	1.8	1.5
Memo item					
Turnover	3,526.7	3,475.6	3,462.0	- 1.4	- 0.4
Ratio of turnover to balance sheet total	178.2	172.5	169.3	.	.

* Extrapolated results. — ¹ Including goodwill. — ² Including shares in affiliates. — ³ Less adjustments to equity. — ⁴ Including half of the special items with equity portion.

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Balance sheet structure of German enterprises

as a percentage of the balance sheet total



1 Including intangible assets. — 2 Including prepaid expenses. — 3 Including deferred income.

profit retention as opposed to profit distribution. Another factor is that, in the past few years, banks have exerted increasing pressure on firms with a low level of own funds to strengthen their capital base. The statistical effect of the marked increase in insolvencies mentioned above also played a part in this as many enterprises whose own funds had largely been eroded by losses dropped out of the Financial Statements Data Pool.

... and by sector

The ratio of equity to the balance sheet total rose in all sectors apart from the transport sector, whose ratio in 2003 was no higher than it had been six years earlier. Among manufacturing firms the own funds ratio reached 27%, compared with 23% in 1997. Construction firms, too, managed to raise their level of liable capital by 3½ percentage points to 6%. The biggest increases were achieved by the retail trade, which lifted its equity ratio to 15% in 2003 as against 5½% in 1997. This probably owed something to concentration processes. In the wholesale trade segment the equity ratio rose by 6 percentage points to 21½% and among providers of business services by 6½ percentage points to 16½%.

Liabilities and provisions

German firms' liabilities went down again slightly in 2003 (¼%). The main reason for this, besides the aforementioned lowering of trade creditors, was the net repayment of both short and long-term bank loans, the outstanding amount of which was 4½% less than in 2002. Corporate indebtedness to banks consequently dropped by 4 percentage points vis-à-vis the end of the 1990s, when it had made up more than one-fifth of enter-

Balance sheet ratios *

Item	2001	2002	2003
	Percentage of balance sheet total ¹		
Intangible assets ²	1.7	2.1	2.0
Tangible assets	22.9	22.2	21.8
Inventories	21.2	20.1	19.9
Short-term debtors	32.0	32.0	30.9
Long-term capital ³	43.2	44.1	44.8
of which Equity ¹	19.5	21.0	21.9
Long-term liabilities	15.4	14.7	14.4
Short-term liabilities	46.1	45.1	44.4
	Percentage of tangible assets ⁴		
Equity ¹	79.3	86.2	92.0
Long-term capital ³	175.8	181.3	188.3
	Percentage of fixed assets ⁵		
Long-term capital ³	109.6	109.6	109.9
	Percentage of short-term liabilities		
Liquidities ⁶ and short-term debtors	84.2	86.7	87.5
	Percentage of borrowed funds ⁷		
Cash flow ⁸	15.2	15.3	15.1

* Extrapolated results. — ¹ Less adjustments to equity. — ² Including goodwill. — ³ Equity, provisions for pensions, long-term liabilities and the special items with equity portion. — ⁴ Including intangible assets. — ⁵ Tangible assets, intangible assets, participating interests, long-term debtors and investments held as fixed assets. — ⁶ Cash and investments held as current assets. — ⁷ Liabilities, provisions and half of the special items with equity portion less cash. — ⁸ Annual result, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income.

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prises' total liabilities, to 17%. This presumably reflects first and foremost a lower demand for bank credit. But the Eurosystem's Bank Lending Survey also suggests that a relatively large number of banks in Germany responded to the protracted phase of weak economic growth by tightening their credit standards in the context of a more cautious approach to assessing business risks. The combined provisions of the firms increased by 2¾%, with provisions for company pensions being raised by 4%. While the share of provisions in total liabilities increased marginally in 2003 to 19%, this merely matched the 1997 level.

*Selected
balance sheet
ratios*

The improvement in German firms' financial base is also reflected by the fact that the ratio of long-term capital to the balance sheet total grew further to around 45% and exceeded the stock of assets by 10%. Their short-term financing situation was likewise satisfactory in 2003. Liquid funds plus short-term debtors covered 87½% of the short-term liabilities; this was the highest liquidity ratio since the data series began in 1997. The ratio of the internally generated cash flow to borrowings, which is a measure of firms' ability to service their debts, came to 15% in 2003 and was thus on a par with the high level recorded in the two preceding years.

Summary

*Key steps taken
to bolster firms'
financing and
profitability*

Given the quite difficult macroeconomic setting in 2003, which was reflected in a down-

turn in German enterprises' business activity, the fact that the annual result before taxes rose slightly and that the gross return on turnover was held at the 2002 level must be rated as a quite positive outcome. This was achieved mainly by stringent cost management. A key contribution to this was made by the significant lowering of labour costs, which was made possible by moderate pay increases but also by cutting jobs. German firms made good headway in improving their balance sheet structures, which in many cases had been strained by the steep increase in liabilities in 1999 and 2000 and large write-downs of financial assets, in particular, at the start of the current decade. This balance sheet consolidation was facilitated, firstly, by the sharply reduced expenditure on new tangible assets and a more restrained approach to acquiring additional participating interests. Secondly, the capital base was strengthened by higher profit retention, which was doubtless also associated with the change in the business taxation regime that came into force in 2001. On the other hand, firms were able to reduce their indebtedness to banks. With this improvement in their financial situation, achieved through a tough consolidation and restructuring course, German firms have strengthened their resilience appreciably in the past few years and thus taken a major step towards improving their credit ratings in the financial markets.

Annex

Methodological notes on the corporate balance sheet statistics

Database

The extrapolation results published in this article are based for the first time on corporate balance sheets and income statements from the Financial Statements Data Pool. This is a joint undertaking between the Deutsche Bundesbank and a number of banks and other financial institutions with the aim of voluntarily integrating their respective financial statement databases at the Bundesbank for statistical purposes. To ensure confidentiality, the data are transmitted anonymously, ie without names and addresses and only including those details required for statistical processing and analysis, such as the relevant sector and legal form. Duplicate financial statements are identified and eliminated by comparing selected items, while ensuring anonymity. In return for transmitting the data, the Bundesbank's partners receive comprehensive statistics of key ratios differentiated according to diverse corporate groups which can, for example, be used in credit assessments.

The creation of the Financial Statements Data Pool has more than offset the contraction of the Bundesbank's balance sheet database (as detailed in previous *Monthly Reports*) since the start of stage three of European monetary union.⁵ Until 1998, the Bundesbank had requested and received more than 60,000 financial statements per year from enterprises which had signed bills of exchange purchased by the Bundesbank so as to assess their credit risk in the context of its rediscounting business. Since 1999, the Bundesbank has obtained firms' balance sheets and income statements in

order to assess the eligibility of corporate loans and bills submitted by credit institutions as collateral for refinancing from the central bank. On their own, these financial statements (currently around 20,000 per financial year) no longer provide an adequate statistical basis for extrapolations. Nevertheless, they constitute a significant input into the joint data pool.

The Financial Statements Data Pool provides the Bundesbank with a wide-ranging stock of individual company accounts from non-financial enterprises based in Germany from the 1997 financial year onwards, which lately have totalled around 105,000 a year. This is after duplicate data, which make up more than one-third of the total, have been factored out. However, not all the data in the pool are suitable for extrapolation purposes. Around 10% to 15% of the financial statements are filtered out for a variety of reasons, for example because information has not been differentiated sufficiently, no turnover was generated or certain ratios contained extreme values that might distort the extrapolation results. In addition, the extrapolation procedure is not equally applicable to all branches of the economy. Around one-quarter of the financial statements belong to sectors outside the extrapolation reporting sample. As a result, just under 70,000 annual accounts are currently used for the extrapolation per completed financial year as opposed to around 50,000 before bill rediscounting was abolished (see table on page 47).

⁵ See, for example Deutsche Bundesbank, West German enterprises' profitability and financing in 1999, *Monthly Report*, March 2001, p 19.

Besides the increased data volume, the available database has also improved because the data are distributed more evenly across the different industries. Far more financial statements are also now available for sectors which used to be fairly poorly represented in the Bundesbank's database because of the minor significance of trade bills in those sectors. This mainly affects construction and transport, for which there is now respectively twice and three times the data previously available. The business services sector has become so well represented, in terms of the number of firms and the degree to which turnover is captured in comparison with the turnover tax statistics, as to make extrapolation possible. Alongside "computer and related activities" and "research and development", this sector also includes "other business activities" (excluding holding companies).

The quality of the extrapolation is affected to a greater extent by how representative the data are. The fall in the volume of Bundesbank data owing to the abolition of bill rediscounting did not just result in a lack of data but also in a problem of representativeness. Because of the more rigorous eligibility criteria in the Bundesbank's refinancing operations since the start of the third stage of European monetary union, particularly firms with a low credit rating, especially those that are less well capitalised, tended to drop out of the Bundesbank's database. Since 1997-98, financial statements submitted to the Bundesbank have come increasingly from well capitalised firms. This effect is reflected largely among small enterprises. For instance, the average equity ratio for manufacturing firms in the size category of firms with a turnover of less than €2.5 million increased from 6% to 25½% between 1997 and 2003. The chart on page 48 shows the results of overlapping cylindered samples (ie those where data were available for two consecu-

tive years) and indicates that the increase among smaller firms is largely due to the different composition of the data (sample effect). If only the change in the equity ratio within cylindered samples is considered – ie if the level difference between them is disregarded – there is a net increase in the equity ratio of just 2 percentage points over the entire period under review. An (albeit weak) trend towards better capitalised firms is also apparent in the data pool material, where, amongst other things, the aforementioned structural changes in the Bundesbank data have had a similar effect. The changing data profile also mirrors the general changes in the German corporate landscape over the past few years, with more and more undercapitalised firms disappearing from the market.

Extrapolation

The broader data volume now makes it possible to present extrapolated results once again. From 1998 until very recently, it was only possible to publish projections based on the extrapolated financial statements from the 1997 financial year owing to the considerable structural changes in the data. However, they were subject to growing uncertainty as the time gap vis-à-vis the projection baseline increased because of the cumulative estimation error. The results published here have been extrapolated using the ratio estimation procedure, whereby the aggregated balance sheet and income statement data are extrapolated – stratified by turnover size category, sector and legal form – based on the turnover figures in the Federal Statistical Office's turnover tax statistics.

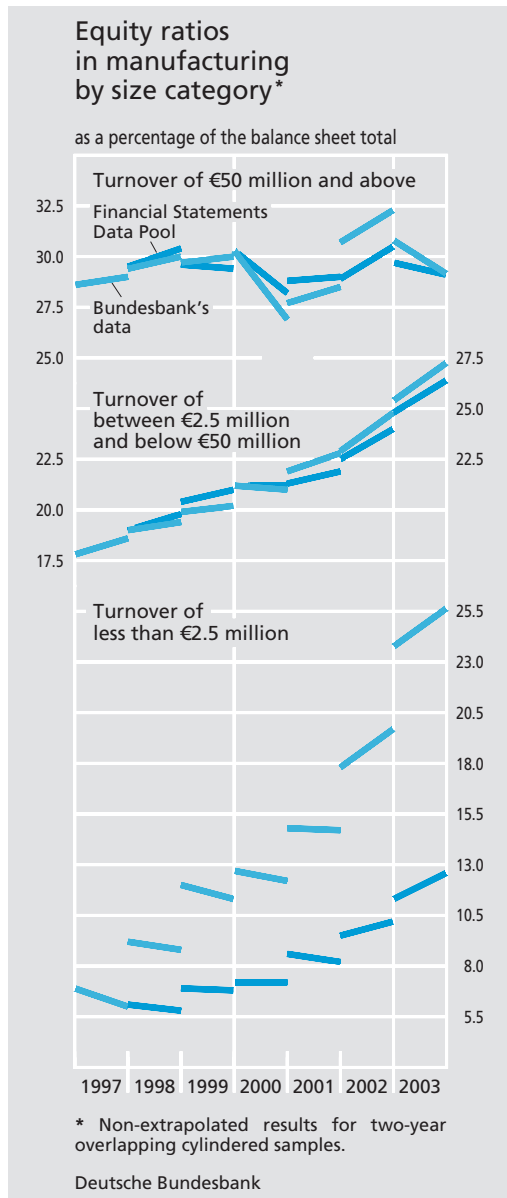
With the changeover to the Financial Statements Data Pool, the business-related services sector was included in the extrapolation reporting sample, as

Financial statements of non-financial enterprises held by the Bundesbank
and in the Financial Statements Data Pool *

Sector	Number of financial statements		Turnover (€ billion)		Percentage captured by the Financial Statements Data Pool 2	Percentage share of turnover of large enterprises 3 in the turnover tax statistics 1	Capital turnover 4 in the Financial Statements Data Pool
	Bundesbank database	Financial Statements Data Pool	Financial Statements Data Pool	Turnover tax statistics 1			
Extrapolated economic sectors	49,994	68,094	2,197.6	3,475.6	63.2	58.6	1.64
<i>of which</i>							
Manufacturing 5	19,687	22,751	1,210.7	1,553.2	77.9	72.7	1.30
Construction	3,946	8,060	70.4	195.5	36.0	17.1	1.27
Retail trade in and repair of motor vehicles and motorcycles 6	5,525	4,323	79.3	181.7	43.6	33.4	2.93
Wholesale trade and commission trade	12,362	13,468	491.7	724.1	67.9	62.5	3.42
Retail trade (excluding retail trade in and repair of motor vehicles and motorcycles) 7	5,772	7,417	170.4	427.2	39.9	52.1	3.02
Transport excluding railways	1,454	5,136	87.8	134.2	65.5	44.2	1.36
Business-related services 8	1,248	6,939	87.3	259.7	33.6	30.8	1.38
Non-extrapolated economic sectors	8,951	21,904	422.8	783.7	54.0	59.3	0.37
<i>of which</i>							
Electricity, gas and water supply (hitherto extrapolated)	418	1,248	128.6	178.7	71.9	87.5	0.69
Railways	26	49	12.9	12.3	104.5	96.5	0.41
Communication	22	181	70.6	108.9	64.9	96.8	0.35
Real estate, renting etc	3,270	9,961	87.0	154.3	56.4	28.6	0.27
Holding companies	1,934	2,284	40.7	75.1	54.2	86.1	0.13
All economic sectors	58,945	89,998	2,620.4	4,259.3	61.5	58.8	1.05

* Financial statements not suitable for extrapolation have been eliminated (2002: 15,000). — 1 Partially estimated values based on data from the Federal Statistical Office. — 2 Ratio of turnover recorded in the Financial Statements Data Pool to turnover according to the turnover tax statistics. — 3 Companies with turnover above €50 mil-

lion. — 4 Ratio of turnover to balance sheet total. — 5 Including mining and quarrying. — 6 Including sale of automotive fuel. — 7 Including repair of personal and household goods. — 8 Including computer and related activities and research and development, excluding holding companies.



mentioned above. By contrast, the electricity, gas and water supply sector will no longer be extrapolated in future. This resulted in a net rise in total turnover across all extrapolated sectors of 3% (2002). The energy, gas and water supply sector was removed from the extrapolation process because of the preponderance of large enterprises. Companies with a turnover of more than €50 million account for almost 90% of total turnover in the sector. Experience has shown that sectors

where turnover is so heavily weighted towards large companies do not lend themselves to extrapolation. The different methodologies behind the turnover tax statistics and the corporate balance sheet statistics – the “single entity for tax purposes” and “smallest legal entity” respectively⁶ – may mean that there are differences in the way economic sectors are defined which can have a considerable effect on the overall result in the sector. Much the same applies to statistical breaks in company accounts for reasons connected with accounting policy, tax law and company law which do not necessarily reflect economic phenomena. In sectors with a preponderance of large companies, these can have a strong impact on each sector's overall result. However, in sectors that predominantly include small and medium-sized enterprises, these effects tend to cancel each other out. As such, these sectors are particularly suitable for extrapolation.

The real estate sector (including renting) is not extrapolated because of the low average capital turnover, ie the relationship between turnover and the balance sheet total, as the estimation uncertainty for an extrapolation differentiated by turnover size category is considered relatively high. This sector is better suited to aggregation than extrapolation.⁷

Consequently, the new extrapolation includes the following sectors: manufacturing, construction, trade, transport excluding railways and business services. The mining and quarrying sector was subsumed under manufacturing because it is poorly

⁶ See Deutsche Bundesbank, The methodological basis of the Deutsche Bundesbank's corporate balance sheet statistics, *Monthly Report*, October 1998, p 49.

⁷ See Deutsche Bundesbank, Ratios from annual accounts of German enterprises between 2000 and 2002, Special Statistical Publication No 6, November 2004

suiting to a separate extrapolation. Certain sectors were merged within manufacturing so as to form broader aggregates and thus improve consistency between the turnover tax and corporate balance sheet statistics.⁸ By contrast, the retail trade sector was divided into the two groups retail trade in and repair of motor vehicles and motorcycles (including the sale of automotive fuel) and other retail trade services (including repair of personal and household goods).

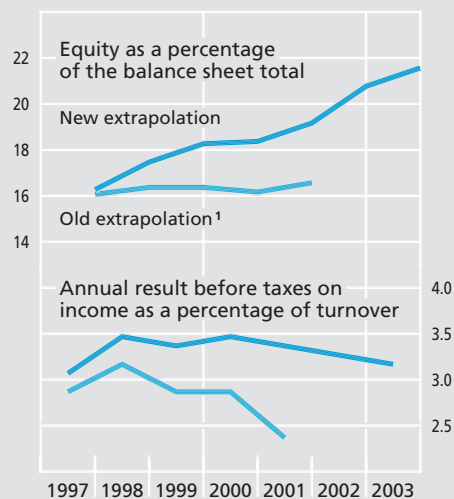
In a further change, the previous division of the extrapolation into three legal form categories (corporations, partnerships and sole proprietorships) has been superseded by a split into just two legal forms (corporations and non-corporations) because the data in many sectors are insufficient to allow an extrapolation for sole proprietorships. Thus, the non-corporations also include partnerships designated Kapitalgesellschaft & Co KG (Kap&Co). This is based on the classification of legal form in the turnover tax statistics.

To exclude extreme values, a lower bound was set for the capital turnover for each sector. The aim of the capital turnover filter is to prevent relatively large companies with a comparatively low turnover from being categorised in an unusually low size category, thereby distorting the extrapolated balance sheet aggregates via a large extrapolation factor.

Change in the definition of individual financial statement items

Following the approach in the national accounts, goodwill is recorded as an asset under "intangible assets" and is no longer treated as an adjustment to equity. As a result, the equity ratio is now

A comparison of the new and old extrapolation*



* Results for all firms in a comparably defined sector and for comparably defined items: all firms excluding energy, gas and water supply and business-related services. Equity adjusted for goodwill. — 1 From 1998 onwards, estimated by updating the 1997 extrapolation results.

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around ½ percentage point higher than the extrapolation results hitherto.

Because of the increasing significance of intangible assets, these will be shown as a separate item in future.

Contracts in progress will not be shown separately any more because the data in the Financial Statements Data Pool no longer permit it. They are now included in the item "semi-finished products and services".

Profit and loss transfers within corporate groups no longer appear on the income statement. The

⁸ The results for selected manufacturing subgroups will be published in Special Statistical Publication No 5 "Extrapolated results from financial statements of German enterprises between 1994 and 2003" scheduled for publication in the second quarter of 2006.

A comparison of the new and old extrapolation *

Results for 1997

Item	New extrapolation 1	Old extrapolation 2	Change new/old
	€ billion		%
I. Balance sheet			
Assets			
Tangible assets ³	379.3	383.7	- 1.2
Inventories	386.5	418.6	- 7.7
Non-financial assets	765.8	802.2	- 4.5
Cash	87.9	85.8	2.4
Debtors	506.6	510.9	- 0.8
Investments	37.0	31.9	15.9
Participating interests	156.8	150.7	4.1
Financial assets	788.3	779.4	1.1
Prepaid expenses	7.4	7.5	- 1.4
Total assets	1,561.5	1,589.1	- 1.7
Capital			
Equity (adjusted) ⁴	255.4	257.8	- 0.9
Liabilities	1,004.8	1,030.9	- 2.5
Short-term	738.2	766.8	- 3.7
Long-term	266.6	264.0	0.9
Provisions	298.1	296.9	0.4
Borrowed funds	1,302.9	1,327.7	- 1.9
Deferred income	3.2	3.6	- 10.1
Total capital	1,561.5	1,589.1	- 1.7
II. Income statement			
Turnover	2,868.3	2,860.3	0.3
Change in stocks of own products	5.9	5.0	17.0
Total output	2,874.2	2,865.3	0.3
Interest received	13.9	13.5	3.1
Other income ⁵	112.3	107.3	4.7
Total income	3,000.4	2,986.1	0.5
Cost of materials	1,790.5	1,791.9	- 0.1
Labour costs	535.9	533.5	0.5
Depreciation	98.9	100.4	- 1.5
of which of tangible assets	94.9	88.4	7.3
Interest paid	36.8	38.3	- 4.1
Operating taxes	56.6	64.5	- 12.3
of which Excise taxes	48.8	52.9	- 7.7
Other costs ⁵	391.6	375.8	4.2
Total costs	2,910.3	2,904.4	0.2
Annual result before taxes on income	90.1	81.7	10.2
Taxes on income	22.0	23.6	- 6.7
Annual result	68.1	58.1	17.1

* Results for all firms in a comparable sectoral sample, ie excluding the energy, gas and water supply, and business services sectors. — 1 Based on the Financial Statements Data Pool. All firms excluding business-related services. — 2 Based on the Bundesbank's data. All firms excluding the energy, gas and water supply sector. — 3 Including intangible assets but excluding goodwill. — 4 Adjustment items including goodwill. — 5 Before profit and loss transfers.

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relevant data (income from profit transfers and costs arising from loss transfers by parent companies as well as profit and loss transfers by subsidiaries) are derived from the other income or costs respectively. Therefore, the "annual result before taxes on income" can be read directly off the income statement and does not have to be computed subsequently via corresponding adjustment items as was previously the case. Taxes on earnings are only deducted once this gross profit has been derived. Other taxes are shown on the cost side under the collective item "operating taxes".

Comparison with previous results

The new extrapolated series start with the 1997 financial year – the most recent year for which genuine extrapolation results based on Bundesbank data could be published. The 1997 financial year acts as a transitional year for linking the new data with the old extrapolation series. In a comparably defined sectoral sample, ie excluding business-related services and energy, gas and water supply, the equity ratios for the new and the old extrapolations for 1997 – defined excluding goodwill – are at the same level between 16% and 16 ½% (see the chart on page 49 and the adjacent table). In addition, the results differ by sector only slightly. The differences are greater in the sector retail trade (including the sale and repair of motor vehicles and motorcycles and automotive fuel) and in transport, where the equity ratio using the new method is respectively around 1 to 2 percentage points above and below the result obtained using the old one.

The return on turnover for the new series in a comparably defined sectoral sample (ie excluding the sectors energy, gas and water supply and business services) is less than ½ percentage point higher

than the old value for 1997. The (positive and negative) differences in individual sectors are also of this order of magnitude apart from construction, where the return on turnover was just under 1 percentage point above the old value.

As noted above, it was only possible to publish series for the period after 1997 that were based on updates to the 1997 extrapolation results because of changes in the database. As a result, adjustments to the period 1998 to 2001 are greater than those to the 1997 extrapolation. Using the new ex-

trapolation, the equity ratio increases markedly between 1998 and 2001 (the most recent year for which estimations are available), whereas the data published hitherto tend to show the ratio persisting at the 1997 level (see the chart on page 49). For 1998, a similar rise in the return on turnover is shown using both methods. Over the following three years – with comparably defined sectoral samples – the new extrapolation shows the return on turnover stabilising at that level while the old method indicates a fall of $\frac{3}{4}$ percentage point.

The tables accompanying this article appear on the following pages.

German enterprises' balance sheet and income statement by economic sector *

€ billion

Item	All economic sectors ¹						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet							
Assets							
Intangible assets ³	22.2	26.1	30.4	34.2	34.1	42.0	40.3
Tangible assets	400.1	414.8	429.8	441.3	452.4	448.1	446.2
of which: Land and buildings	184.6	191.6	194.1	195.9	200.2	197.5	198.3
Inventories	405.0	408.6	422.9	428.8	419.8	405.6	406.3
of which							
Semi-finished products and services ⁴	131.7	125.3	136.0	133.9	128.7	126.1	123.4
Finished goods and goods for resale	208.5	217.0	218.1	220.8	219.0	210.0	208.9
Cash	99.6	100.4	103.3	102.1	112.7	123.3	138.4
Debtors	558.8	579.4	631.5	665.4	680.8	690.2	686.2
Short-term	521.4	542.3	592.4	626.9	632.7	643.8	632.2
of which							
Trade debtors	269.0	269.0	290.8	305.4	291.4	277.9	272.5
vis-à-vis affiliates	180.2	197.9	223.2	238.0	260.4	280.6	278.3
Long-term	37.4	37.1	39.1	38.5	48.1	46.4	53.9
of which: vis-à-vis affiliates	20.4	21.1	21.9	22.6	25.1	23.6	28.0
Investments	39.4	43.1	46.5	47.3	37.8	40.8	47.7
Participating interests ⁵	161.5	175.9	197.7	223.3	231.9	254.0	268.8
Prepaid expenses	8.6	8.8	9.4	9.6	10.1	10.7	11.2
Balance sheet total (adjusted)	1,695.3	1,757.1	1,871.5	1,952.0	1,979.5	2,014.9	2,045.0
Capital							
Equity ⁶ (adjusted)	275.4	307.6	344.8	362.6	385.7	422.3	447.4
Liabilities	1,094.1	1,116.1	1,170.1	1,218.1	1,218.1	1,205.2	1,201.1
Short-term	801.7	808.1	848.8	904.6	913.0	908.2	907.6
of which							
to credit institutions	173.4	175.3	178.0	184.7	186.4	175.2	165.7
Trade creditors	232.7	225.3	231.3	245.7	232.5	222.0	216.0
Payments received on account	108.2	103.0	112.6	105.3	104.4	107.0	113.1
to affiliates	156.2	172.6	191.6	222.7	249.6	271.5	284.6
Long-term	292.4	308.0	321.3	313.5	305.1	297.0	293.6
of which							
to credit institutions	190.9	202.4	215.2	209.2	205.5	188.5	181.7
to affiliates	78.6	83.1	83.6	78.1	71.6	73.3	72.8
Provisions ⁶	321.1	327.5	349.6	364.0	367.5	379.3	389.5
of which: Provisions for pensions	133.3	136.8	145.7	149.7	151.0	157.1	163.5
Deferred income	4.7	6.0	7.1	7.3	8.3	8.0	7.0
Balance sheet total (adjusted)	1,695.3	1,757.1	1,871.5	1,952.0	1,979.5	2,014.9	2,045.0
II Income statement							
Turnover	3,071.6	3,161.8	3,257.7	3,475.4	3,526.7	3,475.6	3,462.0
Change in stocks of own products ⁷	6.3	8.1	15.0	16.0	12.4	7.1	10.7
Total output	3,077.9	3,169.9	3,272.8	3,491.4	3,539.1	3,482.7	3,472.7
Interest received	14.9	15.7	14.9	17.3	19.6	17.2	16.8
Other income ⁸	122.8	132.4	144.1	154.3	166.7	175.7	162.3
of which: from participating interests	13.7	18.4	19.2	27.0	20.6	18.5	17.8
Total income	3,215.6	3,318.1	3,431.7	3,663.0	3,725.4	3,675.5	3,651.8
Cost of materials	1,860.8	1,927.8	1,990.5	2,167.9	2,205.4	2,148.5	2,143.2
Labour costs	606.0	613.4	631.5	644.9	650.5	653.5	645.8
Depreciation	109.2	114.0	115.5	121.0	121.5	119.2	116.0
of which: of tangible assets ⁹	99.3	102.3	104.9	108.8	106.4	103.2	102.6
Interest paid	40.1	40.3	39.5	43.6	47.2	44.7	40.9
Operating taxes	57.0	53.8	55.0	53.9	55.7	65.4	71.9
of which: Excise taxes	48.8	49.6	49.9	49.2	51.2	61.6	68.0
Other costs ¹⁰	436.1	448.1	479.6	503.3	514.9	522.4	511.6
Total costs before taxes on income ¹¹	3,109.1	3,197.4	3,311.6	3,534.5	3,595.2	3,553.7	3,529.4
Annual result before taxes on income	106.4	120.7	120.1	128.5	130.2	121.8	122.4
Taxes on income and earnings ¹²	24.9	30.0	32.0	33.1	30.4	27.2	27.8
Annual result	81.6	90.6	88.2	95.3	99.8	94.6	94.6
Cash flow ¹³	.	212.4	227.7	231.1	224.5	223.5	218.6

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. Discrepancies in the totals due to rounding. — ¹ Manufacturing (including mining and quarrying), construction, wholesale and retail trade and transport (excluding railways) and business-related

services. — ² Including mining and quarrying. — ³ Including goodwill. — ⁴ Including contracts in progress. — ⁵ Including shares in affiliates. — ⁶ Including half of the special items with equity portion. — ⁷ Including own work capitalised. — ⁸ Excluding income

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Manufacturing ²							Item
1997	1998	1999	2000	2001	2002	2003	
							I Balance sheet
							Assets
11.3	13.2	14.5	17.6	18.8	25.8	24.8	Intangible assets ³
210.5	217.0	226.5	238.4	245.0	250.1	251.7	Tangible assets
90.0	91.4	94.2	98.3	99.2	100.1	101.0	of which: Land and buildings
171.3	176.4	182.6	194.9	191.7	189.8	194.9	Inventories
							of which
59.7	58.8	60.6	64.2	63.0	63.8	63.7	Semi-finished products and services ⁴
62.3	66.6	68.8	72.2	72.8	71.2	73.8	Finished goods and goods for resale
45.8	44.7	43.8	43.2	49.7	58.0	71.2	Cash
284.3	297.6	327.1	350.8	369.2	383.5	385.5	Debtors
262.3	276.0	304.0	327.5	339.0	355.8	350.3	Short-term
							of which
114.9	115.0	125.9	136.6	129.5	123.8	122.7	Trade debtors
116.7	127.5	144.3	152.1	172.6	192.4	190.7	vis-à-vis affiliates
22.1	21.7	23.1	23.3	30.2	27.7	35.2	Long-term
13.5	14.1	15.0	15.7	16.0	13.8	18.8	of which: vis-à-vis affiliates
31.1	33.9	36.7	37.2	28.7	31.7	38.4	Investments
131.8	140.3	156.7	182.6	191.2	213.1	229.3	Participating interests ⁵
2.5	2.7	2.9	3.1	3.4	3.7	4.4	Prepaid expenses
888.7	925.9	990.8	1,067.7	1,097.8	1,155.5	1,200.3	Balance sheet total (adjusted)
							Capital
202.7	221.4	248.9	259.7	275.4	306.9	321.3	Equity ⁶ (adjusted)
456.7	473.6	497.0	550.5	561.5	577.9	598.7	Liabilities
337.2	347.2	366.0	416.0	429.6	440.5	454.1	Short-term
							of which
57.5	58.5	61.1	64.1	67.4	60.9	59.1	to credit institutions
84.6	84.1	86.6	97.0	90.6	87.7	86.9	Trade creditors
39.5	39.2	41.1	41.2	40.7	46.1	51.7	Payments received on account
92.2	102.8	114.4	138.8	161.6	181.6	195.0	to affiliates
119.5	126.4	130.9	134.5	131.9	137.4	144.7	Long-term
							of which
68.1	73.7	77.9	79.2	79.7	75.2	73.5	to credit institutions
41.4	43.2	43.1	40.1	37.4	43.2	44.9	to affiliates
227.5	229.0	242.5	254.9	258.6	268.4	277.9	Provisions ⁶
103.9	105.5	111.9	117.2	117.5	124.2	129.6	of which: Provisions for pensions
1.7	1.9	2.5	2.6	2.3	2.4	2.3	Deferred income
888.7	925.9	990.8	1,067.7	1,097.8	1,155.5	1,200.3	Balance sheet total (adjusted)
							II Income statement
1,326.3	1,381.5	1,421.0	1,541.3	1,566.7	1,553.2	1,565.7	Turnover
3.2	5.4	3.3	9.4	7.5	1.8	4.7	Change in stocks of own products ⁷
1,329.5	1,387.0	1,424.3	1,550.7	1,574.2	1,555.0	1,570.5	Total output
9.2	9.9	9.3	10.9	12.7	11.3	11.2	Interest received
64.7	71.8	80.5	87.0	97.5	101.6	90.6	Other income ⁸
9.0	13.4	13.6	20.9	15.1	14.3	13.8	of which: from participating interests
1,403.4	1,468.7	1,514.1	1,648.6	1,684.4	1,667.9	1,672.2	Total income
712.3	752.4	775.0	876.8	904.0	879.3	894.5	Cost of materials
302.0	308.0	316.3	323.5	320.5	326.5	326.2	Labour costs
58.5	61.8	63.0	66.7	67.1	66.2	66.7	Depreciation
53.4	54.7	56.5	59.1	58.0	56.6	58.3	of which: of tangible assets ⁹
16.7	17.1	17.0	20.2	23.0	22.6	20.6	Interest paid
52.3	51.4	52.0	50.9	52.5	62.6	68.8	Operating taxes
48.6	49.3	49.7	49.0	50.4	60.5	67.1	of which: Excise taxes
203.5	213.1	226.1	237.5	245.0	245.6	236.4	Other costs ¹⁰
1,345.4	1,403.9	1,449.3	1,575.6	1,612.1	1,602.7	1,613.2	Total costs before taxes on income ¹¹
58.0	64.8	64.7	73.0	72.3	65.1	59.0	Annual result before taxes on income
14.3	17.5	19.4	20.4	18.4	16.4	16.3	Taxes on income and earnings ¹²
43.8	47.2	45.3	52.6	53.9	48.8	42.7	Annual result
	110.5	122.8	131.4	123.8	123.4	117.9	Cash flow ¹³

from profit transfers (parent company) and loss transfers (subsidiary). — ⁹ Including depreciation of intangible assets. — ¹⁰ Excluding cost of loss transfers (parent company) and profit transfers (subsidiary). — ¹¹ Taxes on income and earnings. — ¹² In the case of

partnerships and sole proprietorships, trade earnings tax only. — ¹³ Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income.

German enterprises' balance sheet and income statement by economic sector * (cont'd)

€ billion

Item	Construction						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet							
Assets							
Intangible assets 2	0.6	0.6	0.7	0.8	0.7	0.7	0.7
Tangible assets	32.4	31.9	32.5	30.8	29.7	28.0	26.4
of which: Land and buildings	15.9	16.2	16.6	15.8	15.5	14.9	14.0
Inventories	67.7	60.9	69.2	62.5	58.2	53.6	52.5
of which							
Semi-finished products and services 3	56.3	50.3	57.0	51.1	45.3	43.3	40.7
Finished goods and goods for resale	6.9	6.2	7.3	6.9	8.6	6.6	8.1
Cash	12.8	13.1	13.2	11.4	11.1	10.9	11.4
Debtors	52.4	51.2	52.4	49.2	46.3	40.7	40.0
Short-term	49.7	47.8	49.8	47.0	44.3	38.8	38.1
of which							
Trade debtors	31.5	29.8	31.2	28.9	27.1	23.4	22.0
vis-à-vis affiliates	9.4	9.5	10.5	10.4	10.4	9.4	10.4
Long-term	2.7	3.5	2.6	2.3	2.0	1.9	1.8
of which: vis-à-vis affiliates	1.5	1.7	1.4	1.0	0.9	0.8	0.8
Investments	3.4	2.9	3.6	3.3	1.5	1.7	1.6
Participating interests 4	3.1	3.4	4.1	3.8	3.4	3.1	3.3
Prepaid expenses	2.1	2.0	2.1	2.1	1.9	1.9	1.7
Balance sheet total (adjusted)	174.5	166.0	177.9	163.8	152.9	140.6	137.5
Capital							
Equity 5 (adjusted)	3.9	5.4	6.8	7.6	6.0	6.5	8.2
Liabilities	151.9	142.7	151.2	138.0	129.5	118.1	112.8
Short-term	121.0	112.0	120.2	109.7	102.8	95.6	91.4
of which							
to credit institutions	20.4	19.9	19.4	18.7	17.6	17.2	14.1
Trade creditors	25.9	23.6	25.1	23.0	21.0	18.2	17.0
Payments received on account	50.7	44.7	51.7	45.6	43.1	40.7	40.8
to affiliates	6.3	6.6	7.2	7.0	7.0	5.9	6.5
Long-term	30.8	30.6	31.0	28.3	26.8	22.5	21.3
of which							
to credit institutions	23.0	23.2	23.2	21.6	20.2	17.4	16.4
to affiliates	6.0	5.8	6.0	5.5	4.9	3.7	3.3
Provisions 5	18.6	17.7	19.8	18.1	17.1	15.9	16.4
of which: Provisions for pensions	3.8	3.6	4.2	4.1	3.6	3.5	3.9
Deferred income	0.1	0.1	0.1	0.1	0.3	0.2	0.1
Balance sheet total (adjusted)	174.5	166.0	177.9	163.8	152.9	140.6	137.5
II Income statement							
Turnover	232.2	223.7	228.6	218.9	208.1	195.5	186.7
Change in stocks of own products 6	2.1	1.4	9.1	4.4	3.5	4.1	4.2
Total output	234.3	225.2	237.7	223.4	211.6	199.6	190.9
Interest received	1.0	1.0	1.0	1.0	0.8	0.7	0.6
Other income 7	9.6	9.5	9.7	9.1	8.7	8.6	7.8
of which: from participating interests	1.0	0.8	0.6	0.6	0.5	0.3	0.3
Total income	244.9	235.7	248.5	233.5	221.1	208.8	199.3
Cost of materials	115.1	111.3	120.9	112.5	105.9	98.2	94.1
Labour costs	77.6	73.6	74.5	69.8	66.2	63.3	59.6
Depreciation	9.9	9.1	9.0	8.3	7.8	7.2	6.6
of which: of tangible assets 8	8.7	8.0	7.9	7.3	6.8	6.3	5.7
Interest paid	4.3	4.0	3.9	3.7	3.6	3.3	2.9
Operating taxes	0.5	0.5	0.5	0.4	0.3	0.3	0.3
of which: Excise taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other costs 9	31.8	30.6	32.7	31.0	30.9	30.5	29.1
Total costs before taxes on income 10	239.3	229.1	241.5	225.8	214.7	202.7	192.6
Annual result before taxes on income	5.7	6.6	7.0	7.7	6.3	6.1	6.7
Taxes on income and earnings 11	1.4	1.4	1.5	1.3	1.1	1.0	1.0
Annual result	4.3	5.2	5.6	6.4	5.2	5.1	5.7
Cash flow 12	.	13.7	16.6	13.2	12.3	11.0	12.8

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. Discrepancies in the totals due to rounding. — 1 Including the sale of automotive fuel. — 2 Including goodwill. — 3 Including contracts

in progress. — 4 Including shares in affiliates. — 5 Including half of the special items with equity portion. — 6 Including own work capitalised. — 7 Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — 8 Including depreciation

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Retail trade in and repair of motor vehicles and motorcycles 1							Item
1997	1998	1999	2000	2001	2002	2003	
							I Balance sheet
							Assets
0.3	0.4	0.4	0.5	0.5	0.5	0.7	Intangible assets 2
15.2	16.4	17.4	17.7	18.6	18.8	19.8	Tangible assets
9.2	9.8	10.2	10.6	11.3	11.4	11.8	of which: Land and buildings
22.3	24.8	24.7	24.5	25.1	24.9	24.7	Inventories
							of which
0.4	0.3	0.4	0.6	0.5	0.4	0.4	Semi-finished products and services 3
20.9	23.6	23.3	22.9	23.4	23.4	23.1	Finished goods and goods for resale
2.4	2.7	2.9	3.1	3.3	3.5	3.6	Cash
14.8	16.4	17.2	18.0	18.5	19.3	19.7	Debtors
14.1	15.6	16.5	17.3	17.9	18.7	19.2	Short-term
							of which
9.0	9.9	10.2	10.5	10.8	10.7	10.7	Trade debtors
2.7	3.0	3.3	3.6	3.9	4.7	5.2	vis-à-vis affiliates
0.7	0.7	0.7	0.7	0.6	0.6	0.6	Long-term
0.4	0.4	0.3	0.3	0.3	0.2	0.2	of which: vis-à-vis affiliates
0.1	0.1	0.1	0.1	0.1	0.1	0.1	Investments
0.6	1.0	0.9	1.0	1.0	1.2	0.9	Participating interests 4
0.2	0.2	0.2	0.2	0.3	0.3	0.3	Prepaid expenses
55.9	62.0	63.9	65.2	67.4	68.6	69.9	Balance sheet total (adjusted)
							Capital
2.3	3.0	3.4	3.6	4.1	5.5	6.8	Equity 5 (adjusted)
49.6	54.6	55.7	56.4	58.0	57.2	57.0	Liabilities
35.4	39.4	39.9	40.8	42.3	42.0	42.3	Short-term
							of which
14.6	17.0	16.7	17.0	18.0	17.0	17.9	to credit institutions
12.4	12.7	12.7	12.6	13.0	12.8	12.2	Trade creditors
0.3	0.3	0.4	0.4	0.4	0.3	0.3	Payments received on account
4.1	4.8	5.4	6.1	6.2	7.0	7.3	to affiliates
14.1	15.2	15.8	15.6	15.7	15.1	14.8	Long-term
							of which
10.7	11.6	12.2	12.5	12.4	11.9	11.7	to credit institutions
2.4	2.6	2.8	2.4	2.4	2.3	2.3	to affiliates
3.8	4.1	4.5	4.9	5.1	5.7	5.9	Provisions 5
0.9	1.0	1.0	1.1	1.2	1.3	1.2	of which: Provisions for pensions
0.2	0.2	0.3	0.3	0.2	0.3	0.3	Deferred income
55.9	62.0	63.9	65.2	67.4	68.6	69.9	Balance sheet total (adjusted)
							II Income statement
152.3	161.2	169.3	167.8	174.7	181.7	186.2	Turnover
0.1	0.0	0.1	0.1	0.0	0.1	0.1	Change in stocks of own products 6
152.4	161.2	169.4	167.9	174.7	181.8	186.3	Total output
0.2	0.2	0.2	0.3	0.3	0.3	0.3	Interest received
3.2	3.4	3.5	4.1	4.3	4.8	4.9	Other income 7
0.1	0.1	0.2	0.2	0.1	0.1	0.1	of which: from participating interests
155.9	164.9	173.1	172.2	179.3	186.8	191.4	Total income
118.3	125.0	131.3	129.1	134.1	138.4	140.1	Cost of materials
16.7	17.3	17.9	18.8	19.4	20.4	21.3	Labour costs
2.9	3.1	3.3	3.5	3.4	3.3	3.5	Depreciation
2.7	2.9	3.1	3.2	3.1	3.1	3.3	of which: of tangible assets 8
2.2	2.2	2.3	2.5	2.6	2.5	2.4	Interest paid
0.1	0.1	0.1	0.1	0.1	0.1	0.1	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
13.5	14.2	15.2	16.0	16.9	18.7	20.2	Other costs 9
153.6	162.0	170.0	169.9	176.6	183.3	187.6	Total costs before taxes on income 10
2.3	2.9	3.1	2.3	2.7	3.5	3.9	Annual result before taxes on income
0.5	0.6	0.6	0.5	0.6	0.7	0.7	Taxes on income and earnings 11
1.8	2.3	2.5	1.8	2.1	2.8	3.2	Annual result
.	5.9	6.2	5.7	5.7	6.8	6.9	Cash flow 12

of intangible assets. — 9 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 10 Taxes on income and earnings. — 11 In the case of partnerships and sole proprietorships,

trade earnings tax only. — 12 Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income.

German enterprises' balance sheet and income statement by economic sector * (cont'd)

€ billion

Item	Wholesale trade and commission trade						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet							
Assets							
Intangible assets 2	2.5	2.8	3.6	3.6	3.4	3.6	3.5
Tangible assets	36.3	37.0	39.3	38.5	39.5	38.0	37.1
of which: Land and buildings	21.3	21.5	21.9	22.0	22.3	21.6	21.6
Inventories	62.3	62.0	59.9	62.4	61.1	57.6	55.1
of which							
Semi-finished products and services 3	2.7	2.7	2.4	2.6	3.2	2.5	3.2
Finished goods and goods for resale	55.1	54.4	53.2	54.8	53.0	50.2	47.3
Cash	13.0	13.0	13.6	13.3	14.6	14.7	16.2
Debtors	97.2	97.2	104.1	110.3	105.3	104.9	100.4
Short-term	92.8	93.2	100.4	106.4	100.8	100.8	96.1
of which							
Trade debtors	60.6	59.3	63.3	67.1	63.1	61.0	58.4
vis-à-vis affiliates	21.5	22.4	25.2	27.2	26.3	28.0	26.7
Long-term	4.3	4.0	3.7	4.0	4.5	4.1	4.3
of which: vis-à-vis affiliates	2.0	1.7	1.7	1.8	2.3	2.0	2.0
Investments	1.1	1.5	1.2	1.2	1.2	1.1	1.3
Participating interests 4	9.8	11.6	12.1	12.7	12.4	12.1	10.6
Prepaid expenses	0.9	0.8	0.8	0.9	0.9	0.9	0.9
Balance sheet total (adjusted)	223.1	225.7	234.7	242.9	238.5	232.9	225.1
Capital							
Equity 5 (adjusted)	34.7	38.0	40.6	41.7	42.8	46.4	48.2
Liabilities	166.0	164.7	168.7	175.3	168.7	158.7	150.3
Short-term	131.6	129.4	132.3	140.6	134.9	128.1	121.9
of which							
to credit institutions	32.6	33.9	33.8	35.2	32.8	31.7	28.1
Trade creditors	51.1	47.5	46.6	49.1	46.7	44.9	43.2
Payments received on account	3.2	3.0	2.0	2.2	2.7	2.3	3.3
to affiliates	30.0	29.7	33.6	37.7	37.4	33.8	32.4
Long-term	34.4	35.3	36.4	34.7	33.8	30.6	28.4
of which							
to credit institutions	20.8	21.3	22.2	21.1	20.1	17.8	16.6
to affiliates	11.1	11.2	11.1	10.5	10.2	9.4	8.8
Provisions 5	22.1	22.3	23.8	24.6	25.1	26.5	25.5
of which: Provisions for pensions	7.7	7.7	8.1	8.2	8.8	8.8	8.7
Deferred income	0.3	0.7	1.5	1.3	2.0	1.4	1.0
Balance sheet total (adjusted)	223.1	225.7	234.7	242.9	238.5	232.9	225.1
II Income statement							
Turnover	671.8	673.7	680.1	740.6	745.6	724.1	708.5
Change in stocks of own products 6	0.3	0.4	0.2	0.8	0.3	0.2	0.4
Total output	672.2	674.1	680.3	741.5	745.9	724.4	708.9
Interest received	1.8	1.9	1.7	2.0	2.1	1.8	1.6
Other income 7	15.6	16.0	17.1	17.9	17.9	18.5	17.5
of which: from participating interests	1.5	1.6	1.6	1.7	1.8	1.5	1.4
Total income	689.6	692.0	699.0	761.4	765.9	744.6	728.0
Cost of materials	549.9	552.6	554.9	609.7	613.3	590.2	578.7
Labour costs	55.3	55.1	56.2	58.0	59.0	60.3	57.1
Depreciation	10.2	10.4	10.5	10.4	10.3	10.0	9.5
of which: of tangible assets 8	8.2	8.5	8.7	8.7	8.6	8.4	7.8
Interest paid	5.8	5.8	5.5	6.0	6.2	5.4	4.7
Operating taxes	2.6	0.7	1.3	1.3	1.9	1.4	1.5
of which: Excise taxes	0.2	0.3	0.2	0.2	0.7	0.8	0.6
Other costs 9	54.0	54.7	56.9	61.7	60.8	62.1	60.1
Total costs before taxes on income 10	677.8	679.4	685.3	747.1	751.6	729.5	711.5
Annual result before taxes on income	11.8	12.6	13.7	14.2	14.4	15.1	16.5
Taxes on income and earnings 11	3.4	3.5	4.0	4.0	3.8	3.6	3.7
Annual result	8.5	9.0	9.8	10.2	10.6	11.6	12.8
Cash flow 12	.	20.0	22.6	21.2	22.0	22.3	21.0

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. Discrepancies in the totals due to rounding. — 1 Including the repair of personal and household goods. — 2 Including goodwill. — 3 Includ-

ing contracts in progress. — 4 Including shares in affiliates. — 5 Including half of the special items with equity portion. — 6 Including own work capitalised. — 7 Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — 8 Including depre-

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Retail trade (excluding retail trade in and repair of motor vehicles and motorcycles 1							Item
1997	1998	1999	2000	2001	2002	2003	
							I Balance sheet
							Assets
2.6	2.8	3.9	3.6	3.1	2.8	2.6	Intangible assets 2
33.2	34.2	34.2	32.5	33.5	31.6	32.4	Tangible assets
19.9	20.7	19.7	18.4	19.4	17.8	19.1	of which: Land and buildings
61.3	63.1	62.5	61.1	59.4	56.1	56.8	Inventories
							of which
1.1	1.0	1.0	1.0	1.2	1.2	1.6	Semi-finished products and services 3
58.2	60.0	59.7	58.3	56.4	53.2	51.4	Finished goods and goods for resale
8.1	8.0	9.3	9.6	10.7	11.0	10.6	Cash
33.5	37.7	42.3	41.9	42.5	42.4	43.4	Debtors
31.4	36.0	39.5	40.2	40.8	40.2	41.5	Short-term
							of which
15.2	15.8	16.6	15.4	15.0	15.5	16.4	Trade debtors
9.7	13.4	14.9	16.7	17.2	15.0	15.2	vis-à-vis affiliates
2.1	1.7	2.8	1.7	1.8	2.2	1.9	Long-term
0.9	0.6	0.7	0.6	0.5	1.0	0.5	of which: vis-à-vis affiliates
0.3	0.4	0.4	0.5	0.7	0.7	0.8	Investments
7.4	9.1	11.2	9.4	7.9	11.8	11.8	Participating interests 4
0.8	0.9	0.9	0.8	0.9	0.9	1.0	Prepaid expenses
147.2	156.1	164.7	159.3	158.6	157.3	159.4	Balance sheet total (adjusted)
							Capital
8.2	13.4	15.7	16.0	17.2	18.0	23.5	Equity 5 (adjusted)
124.9	127.2	131.8	127.3	125.9	122.9	119.4	Liabilities
82.5	83.2	83.1	84.8	85.9	83.7	84.7	Short-term
							of which
23.5	22.3	22.2	23.8	22.1	20.7	20.2	to credit institutions
34.5	33.3	32.8	34.3	34.7	33.2	32.7	Trade creditors
1.2	1.1	1.2	1.3	1.5	1.3	1.7	Payments received on account
11.0	14.3	14.4	13.6	15.3	17.1	18.0	to affiliates
42.4	44.0	48.6	42.6	40.0	39.2	34.7	Long-term
							of which
31.5	33.4	37.1	32.3	31.4	28.3	27.3	to credit institutions
7.2	7.4	8.3	7.4	5.7	5.2	4.6	to affiliates
13.7	15.2	16.9	15.7	15.2	15.9	16.1	Provisions 5
5.1	5.9	6.7	5.2	4.9	5.1	5.0	of which: Provisions for pensions
0.4	0.3	0.3	0.3	0.4	0.4	0.4	Deferred income
147.2	156.1	164.7	159.3	158.6	157.3	159.4	Balance sheet total (adjusted)
							II Income statement
372.9	388.2	401.2	420.3	431.4	427.2	428.9	Turnover
0.2	0.2	0.3	0.2	0.2	0.2	0.3	Change in stocks of own products 6
373.1	388.4	401.5	420.5	431.6	427.4	429.2	Total output
1.1	1.2	1.1	1.2	1.3	1.1	1.2	Interest received
11.0	11.3	11.8	11.6	12.1	13.8	12.9	Other income 7
0.7	0.9	0.9	1.1	0.6	0.5	0.6	of which: from participating interests
385.2	400.8	414.4	433.2	445.0	442.4	443.3	Total income
244.4	257.5	268.0	285.2	293.1	290.1	289.8	Cost of materials
55.0	56.9	57.3	57.9	60.2	60.1	59.1	Labour costs
7.9	8.3	8.3	8.2	8.2	8.0	7.5	Depreciation
7.4	7.8	8.0	7.7	7.5	7.4	7.0	of which: of tangible assets 8
5.4	5.3	5.2	5.0	5.0	4.8	4.5	Interest paid
0.4	0.4	0.3	0.4	0.3	0.5	0.6	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.3	0.3	of which: Excise taxes
61.7	61.0	65.0	64.8	64.4	66.2	68.2	Other costs 9
374.8	389.4	404.1	421.4	431.3	429.7	429.8	Total costs before taxes on income 10
10.4	11.4	10.2	11.8	13.7	12.7	13.5	Annual result before taxes on income
1.7	2.1	1.8	2.0	2.2	2.0	2.2	Taxes on income and earnings 11
8.7	9.3	8.4	9.8	11.4	10.6	11.3	Annual result
	19.1	18.5	16.9	19.1	19.3	19.0	Cash flow 12

ciation of intangible assets. — 9 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 10 Taxes on income and earnings. — 11 In the case of partnerships and sole proprietor-

ships, trade earnings tax only. — 12 Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income.

German enterprises' balance sheet and income statement by economic sector * (cont'd)

€ billion

Item	Transport excluding railways						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet							
Assets							
Intangible assets 2	0.8	0.8	0.8	1.0	1.1	1.1	1.1
Tangible assets	41.3	45.0	46.7	49.7	48.5	44.9	44.9
of which: Land and buildings	13.1	15.9	16.0	16.2	15.5	14.5	14.4
Inventories	1.6	1.9	2.1	2.3	2.0	1.9	1.9
of which							
Semi-finished products and services 3	0.3	0.4	0.4	0.5	0.5	0.5	0.5
Finished goods and goods for resale	0.6	0.7	0.7	0.7	0.4	0.5	0.5
Cash	5.7	5.1	5.1	5.0	6.0	7.3	6.6
Debtors	24.4	24.4	27.3	29.8	31.1	29.5	28.1
Short-term	22.0	22.1	24.7	26.9	26.2	25.5	24.0
of which							
Trade debtors	11.2	10.8	12.0	12.8	12.3	12.0	11.7
vis-à-vis affiliates	7.3	7.1	8.5	9.7	9.9	9.5	8.5
Long-term	2.4	2.3	2.6	2.9	4.9	3.9	4.1
of which: vis-à-vis affiliates	1.4	1.4	1.7	1.9	3.9	2.9	2.6
Investments	1.0	1.6	0.9	0.9	0.9	1.0	1.0
Participating interests 4	4.0	4.7	5.0	5.9	6.0	6.0	5.8
Prepaid expenses	0.9	0.9	1.0	0.9	1.0	1.0	0.9
Balance sheet total (adjusted)	79.7	84.4	88.8	95.4	96.6	92.6	90.3
Capital							
Equity 5 (adjusted)	11.1	11.1	10.9	13.0	14.1	13.5	12.6
Liabilities	55.7	59.0	63.5	66.3	66.0	62.7	60.7
Short-term	30.4	30.4	33.0	36.0	36.3	36.4	35.9
of which							
to credit institutions	8.4	8.1	8.9	11.0	11.3	10.8	10.9
Trade creditors	10.4	9.6	10.8	11.2	9.6	9.2	8.9
Payments received on account	0.8	1.0	1.2	1.1	1.1	1.2	1.2
to affiliates	4.9	5.5	5.7	6.1	7.4	8.0	8.9
Long-term	25.3	28.6	30.5	30.3	29.7	26.4	24.9
of which							
to credit institutions	18.6	20.3	22.5	23.1	22.0	19.5	18.2
to affiliates	4.1	5.5	5.6	5.5	5.1	4.4	4.1
Provisions 5	12.4	13.8	13.8	15.4	15.9	15.8	16.3
of which: Provisions for pensions	4.7	5.1	4.9	4.7	5.0	4.8	5.2
Deferred income	0.5	0.6	0.6	0.6	0.7	0.6	0.6
Balance sheet total (adjusted)	79.7	84.4	88.8	95.4	96.6	92.6	90.3
II Income statement							
Turnover	112.6	116.0	123.1	134.7	137.1	134.2	133.5
Change in stocks of own products 6	0.1	0.1	0.2	0.2	0.1	0.2	0.2
Total output	112.7	116.1	123.4	134.9	137.2	134.4	133.6
Interest received	0.5	0.6	0.6	0.7	0.9	0.7	0.6
Other income 7	8.1	8.8	9.0	10.8	10.3	10.6	10.3
of which: from participating interests	0.4	0.6	0.6	0.7	0.6	0.5	0.3
Total income	121.4	125.5	133.0	146.5	148.4	145.8	144.6
Cost of materials	50.5	52.9	58.3	64.0	65.2	60.8	58.8
Labour costs	29.3	28.6	29.6	32.1	32.4	32.8	33.6
Depreciation	9.5	9.9	10.0	10.8	10.7	9.9	9.5
of which: of tangible assets 8	9.2	9.5	9.8	10.5	10.0	9.2	9.2
Interest paid	2.4	2.5	2.4	2.7	2.8	2.5	2.3
Operating taxes	0.5	0.4	0.4	0.4	0.4	0.4	0.4
of which: Excise taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other costs 9	27.1	27.5	29.5	33.8	34.7	36.2	36.8
Total costs before taxes on income 10	119.4	121.7	130.2	143.8	146.2	142.7	141.4
Annual result before taxes on income	2.0	3.8	2.8	2.7	2.2	3.1	3.2
Taxes on income and earnings 11	0.8	1.6	1.1	1.2	0.7	0.8	0.9
Annual result	1.1	2.2	1.6	1.5	1.5	2.3	2.3
Cash flow 12	.	13.5	11.7	14.3	12.5	11.9	12.3

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. Discrepancies in the totals due to rounding. — 1 Including computer and related activities and research and development, excluding hold-

ing companies. — 2 Including goodwill. — 3 Including contracts in progress. — 4 Including shares in affiliates. — 5 Including half of the special items with equity portion. — 6 Including own work capitalised. — 7 Excluding income from profit transfers (parent com-

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Business-related services 1							Item
1997	1998	1999	2000	2001	2002	2003	
4.1	5.7	6.4	7.2	6.4	7.5	6.9	I Balance sheet
31.4	33.3	33.2	33.7	37.6	36.8	33.9	Assets
15.2	16.1	15.5	14.6	16.9	17.3	16.4	Intangible assets 2
18.4	19.5	21.9	21.2	22.3	21.7	20.4	Tangible assets
							of which: Land and buildings
							Inventories
							of which
11.2	11.8	14.2	13.9	15.1	14.4	13.3	Semi-finished products and services 3
4.6	5.6	5.1	4.9	4.5	4.9	4.7	Finished goods and goods for resale
11.7	13.7	15.5	16.6	17.3	17.9	18.7	Cash
52.2	54.9	61.1	65.4	67.8	70.0	69.1	Debtors
49.1	51.6	57.5	61.7	63.7	64.0	63.0	Short-term
							of which
26.7	28.4	31.6	34.1	33.6	31.4	30.5	Trade debtors
12.9	14.9	16.6	18.1	20.1	21.7	21.6	vis-à-vis affiliates
3.1	3.3	3.6	3.6	4.0	6.1	6.1	Long-term
0.7	1.2	1.1	1.3	1.2	2.8	3.1	of which: vis-à-vis affiliates
2.3	2.7	3.5	4.1	4.6	4.4	4.4	Investments
4.7	5.9	7.6	7.9	10.0	6.8	7.1	Participating interests 4
1.2	1.3	1.5	1.7	1.7	2.1	2.0	Prepaid expenses
126.1	137.1	150.8	157.7	167.7	167.3	162.5	Balance sheet total (adjusted)
12.3	15.3	18.4	21.1	26.1	25.7	26.7	Capital
89.3	94.4	102.3	104.3	108.6	107.6	102.1	Equity 5 (adjusted)
63.5	66.4	74.2	76.6	81.3	81.9	77.3	Liabilities
							Short-term
							of which
16.3	15.7	15.8	14.8	17.1	16.7	15.5	to credit institutions
13.9	14.4	16.5	18.6	17.0	16.0	15.2	Trade creditors
12.4	13.6	15.2	13.7	15.1	15.0	13.9	Payments received on account
7.7	8.8	11.0	13.5	14.7	18.2	16.5	to affiliates
25.9	27.9	28.1	27.6	27.3	25.7	24.8	Long-term
							of which
18.2	18.8	20.1	19.5	19.6	18.5	18.0	to credit institutions
6.3	7.4	6.7	6.8	5.9	5.2	4.8	to affiliates
22.9	25.3	28.3	30.3	30.6	31.1	31.4	Provisions 5
7.1	8.1	8.9	9.2	9.8	9.4	9.7	of which: Provisions for pensions
1.5	2.2	1.8	2.0	2.4	2.9	2.3	Deferred income
126.1	137.1	150.8	157.7	167.7	167.3	162.5	Balance sheet total (adjusted)
203.3	217.5	234.3	251.8	263.0	259.7	252.6	II Income statement
0.4	0.5	1.9	0.8	0.7	0.5	0.7	Turnover
203.6	218.0	236.2	252.6	263.8	260.2	253.3	Change in stocks of own products 6
1.0	1.0	1.0	1.3	1.6	1.3	1.3	Total output
10.5	11.5	12.5	13.7	15.9	17.7	18.3	Interest received
1.0	1.1	1.8	1.8	1.9	1.3	1.2	Other income 7
							of which: from participating interests
215.1	230.6	249.6	267.6	281.2	279.2	273.0	Total income
70.3	76.2	82.2	90.5	89.7	91.5	87.2	Cost of materials
70.1	73.9	79.6	84.8	92.7	90.2	89.0	Labour costs
10.3	11.3	11.4	13.1	14.0	14.6	12.6	Depreciation
9.7	10.8	11.0	12.2	12.4	12.3	11.3	of which: of tangible assets 8
3.3	3.2	3.2	3.5	3.8	3.7	3.5	Interest paid
0.4	0.3	0.3	0.3	0.2	0.2	0.2	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
44.5	47.0	54.3	58.5	62.2	63.0	60.9	Other costs 9
198.8	212.0	231.0	250.8	262.6	263.0	253.4	Total costs before taxes on income 10
16.3	18.6	18.6	16.8	18.6	16.2	19.6	Annual result before taxes on income
2.8	3.3	3.5	3.8	3.6	2.8	3.1	Taxes on income and earnings 11
13.5	15.3	15.1	13.1	15.0	13.4	16.6	Annual result
	29.6	29.3	28.4	29.1	28.8	28.7	Cash flow 12

pany) and loss transfers (subsidiary). — 8 Including depreciation of intangible assets. — 9 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 10 Taxes on income and earnings. — 11 In the case of partnerships and sole proprietorships, trade

earnings tax only. — 12 Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income.

Selected ratios *

Item	All economic sectors ¹						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet ratios	Percentage of balance sheet total (adjusted)						
Assets							
Intangible assets ³	1.3	1.5	1.6	1.7	1.7	2.1	2.0
Tangible assets	23.6	23.6	23.0	22.6	22.9	22.2	21.8
Inventories	23.9	23.3	22.6	22.0	21.2	20.1	19.9
Cash	5.9	5.7	5.5	5.2	5.7	6.1	6.8
Debtors	33.0	33.0	33.7	34.1	34.4	34.3	33.6
Short-term	30.8	30.9	31.7	32.1	32.0	32.0	30.9
Long-term	2.2	2.1	2.1	2.0	2.4	2.3	2.6
Investments	2.3	2.5	2.5	2.4	1.9	2.0	2.3
Participating interests ⁴	9.5	10.0	10.6	11.4	11.7	12.6	13.1
Capital							
Equity ⁵ (adjusted)	16.2	17.5	18.4	18.6	19.5	21.0	21.9
Liabilities	64.5	63.5	62.5	62.4	61.5	59.8	58.7
Short-term	47.3	46.0	45.4	46.3	46.1	45.1	44.4
Long-term	17.2	17.5	17.2	16.1	15.4	14.7	14.4
Provisions ⁵	18.9	18.6	18.7	18.6	18.6	18.8	19.0
of which: Provisions for pensions	7.9	7.8	7.8	7.7	7.6	7.8	8.0
Memo item: Turnover	181.2	179.9	174.1	178.0	178.2	172.5	169.3
II Income statement ratios	Percentage of total output						
Turnover	99.8	99.7	99.5	99.5	99.7	99.8	99.7
Change in stocks of own products ⁶	0.2	0.3	0.5	0.5	0.3	0.2	0.3
Total output	100	100	100	100	100	100	100
Interest received	0.5	0.5	0.5	0.5	0.6	0.5	0.5
Other income ⁷	4.0	4.2	4.4	4.4	4.7	5.0	4.7
Total income	104.5	104.7	104.9	104.9	105.3	105.5	105.2
Cost of materials	60.5	60.8	60.8	62.1	62.3	61.7	61.7
Labour costs	19.7	19.4	19.3	18.5	18.4	18.8	18.6
Depreciation	3.5	3.6	3.5	3.5	3.4	3.4	3.3
Interest paid	1.3	1.3	1.2	1.2	1.3	1.3	1.2
Operating taxes	1.9	1.7	1.7	1.5	1.6	1.9	2.1
of which: Excise taxes	1.6	1.6	1.5	1.4	1.4	1.8	2.0
Other costs ⁸	14.2	14.1	14.7	14.4	14.5	15.0	14.7
Total costs before taxes on income	101.0	100.9	101.2	101.2	101.6	102.0	101.6
Annual result before taxes on income	3.5	3.8	3.7	3.7	3.7	3.5	3.5
Taxes on income and earnings ⁹	0.8	1.0	1.0	1.0	0.9	0.8	0.8
Annual result	2.7	2.9	2.7	2.7	2.8	2.7	2.7
Cash flow ¹⁰	.	6.7	7.0	6.6	6.4	6.4	6.3
III Other ratios	Percentage of turnover						
Inventories	13.2	12.9	13.0	12.3	11.9	11.7	11.7
Short-term debtors	17.0	17.2	18.2	18.0	17.9	18.5	18.3
Equity (adjusted)	65.2	69.8	74.9	76.3	79.3	86.2	92.0
Long-term capital ¹²	168.9	173.5	179.4	176.7	175.8	181.3	188.3
Long-term capital ¹²	113.2	115.1	115.7	111.2	109.6	109.6	109.9
Liquidities ¹⁴ and short-term debtors	81.2	83.5	85.5	83.6	84.2	86.7	87.5
Liquidities ¹⁴ , short-term debtors and inventories	131.8	134.0	135.3	131.0	130.2	131.4	132.2
Cash flow ¹⁰	.	15.8	16.1	15.6	15.2	15.3	15.1
Annual result and interest paid	7.2	7.4	6.8	7.1	7.4	6.9	6.6

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. — 1 Manufacturing (including mining and quarrying), construction, wholesale and retail trade and transport (excluding railways) and business-related services. — 2 Including mining and quarrying. — 3 In-

cluding goodwill. — 4 Including shares in affiliates. — 5 Including half of the special items with equity portion. — 6 Including own work capitalised. — 7 Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — 8 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 9 In the case

Manufacturing ²							Item
1997	1998	1999	2000	2001	2002	2003	
Percentage of balance sheet total (adjusted)							I Balance sheet ratios
1.3	1.4	1.5	1.6	1.7	2.2	2.1	Assets
23.7	23.4	22.9	22.3	22.3	21.6	21.0	Intangible assets ³
19.3	19.1	18.4	18.3	17.5	16.4	16.2	Tangible assets
5.2	4.8	4.4	4.0	4.5	5.0	5.9	Inventories
32.0	32.1	33.0	32.9	33.6	33.2	32.1	Cash
29.5	29.8	30.7	30.7	30.9	30.8	29.2	Debtors
2.5	2.3	2.3	2.2	2.7	2.4	2.9	Short-term
3.5	3.7	3.7	3.5	2.6	2.7	3.2	Long-term
14.8	15.2	15.8	17.1	17.4	18.4	19.1	Investments
22.8	23.9	25.1	24.3	25.1	26.6	26.8	Participating interests ⁴
51.4	51.2	50.2	51.6	51.1	50.0	49.9	Capital
37.9	37.5	36.9	39.0	39.1	38.1	37.8	Equity ⁵ (adjusted)
13.4	13.7	13.2	12.6	12.0	11.9	12.1	Liabilities
25.6	24.7	24.5	23.9	23.6	23.2	23.2	Short-term
11.7	11.4	11.3	11.0	10.7	10.7	10.8	Long-term
149.2	149.2	143.4	144.4	142.7	134.4	130.4	Provisions ⁵
							of which: Provisions for pensions
							Memo item: Turnover
Percentage of total output							II Income statement ratios
99.8	99.6	99.8	99.4	99.5	99.9	99.7	Turnover
0.2	0.4	0.2	0.6	0.5	0.1	0.3	Change in stocks of own products ⁶
100	100	100	100	100	100	100	Total output
0.7	0.7	0.7	0.7	0.8	0.7	0.7	Interest received
4.9	5.2	5.7	5.6	6.2	6.5	5.8	Other income ⁷
105.6	105.9	106.3	106.3	107.0	107.3	106.5	Total income
53.6	54.2	54.4	56.5	57.4	56.5	57.0	Cost of materials
22.7	22.2	22.2	20.9	20.4	21.0	20.8	Labour costs
4.4	4.5	4.4	4.3	4.3	4.3	4.2	Depreciation
1.3	1.2	1.2	1.3	1.5	1.5	1.3	Interest paid
3.9	3.7	3.7	3.3	3.3	4.0	4.4	Operating taxes
3.7	3.6	3.5	3.2	3.2	3.9	4.3	of which: Excise taxes
15.3	15.4	15.9	15.3	15.6	15.8	15.1	Other costs ⁸
101.2	101.2	101.8	101.6	102.4	103.1	102.7	Total costs before taxes on income
Percentage of turnover							III Other ratios
4.4	4.7	4.6	4.7	4.6	4.2	3.8	Inventories
1.1	1.3	1.4	1.3	1.2	1.1	1.0	Short-term debtors
3.3	3.4	3.2	3.4	3.4	3.1	2.7	Annual result before taxes on income
.	8.0	8.6	8.5	7.9	7.9	7.5	Taxes on income and earnings ⁹
Percentage of turnover							Annual result
12.9	12.8	12.8	12.6	12.2	12.2	12.4	Cash flow ¹⁰
19.8	20.0	21.4	21.2	21.6	22.9	22.4	
Percentage of tangible assets ¹¹							Equity (adjusted)
91.4	96.2	103.3	101.5	104.4	111.2	116.2	Long-term capital ¹²
194.9	199.7	206.8	202.4	201.3	207.9	217.1	
Percentage of fixed assets ¹³							Long-term capital ¹²
113.3	114.8	115.0	108.8	107.3	107.6	106.8	
Percentage of short-term liabilities							Liquidities ¹⁴ and short-term debtors
98.8	99.7	101.5	94.1	94.9	97.3	96.7	Liquidities ¹⁴ , short-term debtors and inventories
149.6	150.5	151.4	140.9	139.5	140.4	139.6	
Percentage of borrowed funds ¹⁵ less cash							Cash flow ¹⁰
.	16.8	17.7	17.2	16.1	15.7	14.6	
Percentage of balance sheet total (adjusted)							Annual result and interest paid
6.8	7.0	6.3	6.8	7.0	6.2	5.3	

of partnerships and sole proprietorships, trade earnings tax only. — ¹⁰ Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income. — ¹¹ Including intangible assets. — ¹² Equity, provisions for pensions, long-term liabilities and the special

items with equity portion. — ¹³ Tangible assets, intangible assets, participating interests, long-term debtors and investments held as fixed assets. — ¹⁴ Cash and investments held as current assets. — ¹⁵ Liabilities, provisions and half of the special items with equity portion.

Selected ratios * (cont'd)

Item	Construction						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet ratios	Percentage of balance sheet total (adjusted)						
Assets							
Intangible assets ²	0.3	0.3	0.4	0.5	0.5	0.5	0.5
Tangible assets	18.5	19.2	18.3	18.8	19.4	19.9	19.2
Inventories	38.8	36.7	38.9	38.1	38.1	38.2	38.2
Cash	7.3	7.9	7.4	7.0	7.3	7.8	8.3
Debtors	30.0	30.9	29.4	30.1	30.3	28.9	29.1
Short-term	28.5	28.8	28.0	28.7	29.0	27.6	27.7
Long-term	1.6	2.1	1.5	1.4	1.3	1.3	1.3
Investments	1.9	1.7	2.0	2.0	1.0	1.2	1.1
Participating interests ³	1.8	2.0	2.3	2.3	2.2	2.2	2.4
Capital							
Equity ⁴ (adjusted)	2.3	3.3	3.8	4.6	3.9	4.6	6.0
Liabilities	87.0	86.0	85.0	84.2	84.7	84.0	82.0
Short-term	69.3	67.5	67.5	67.0	67.2	68.0	66.5
Long-term	17.7	18.4	17.4	17.3	17.5	16.0	15.5
Provisions ⁴	10.6	10.7	11.1	11.1	11.2	11.3	11.9
of which: Provisions for pensions	2.2	2.2	2.4	2.5	2.4	2.5	2.9
Memo item: Turnover	133.1	134.8	128.5	133.6	136.2	139.1	135.8
II Income statement ratios	Percentage of total output						
Turnover	99.1	99.4	96.2	98.0	98.4	97.9	97.8
Change in stocks of own products ⁵	0.9	0.6	3.8	2.0	1.6	2.1	2.2
Total output	100	100	100	100	100	100	100
Interest received	0.4	0.4	0.4	0.4	0.4	0.3	0.3
Other income ⁶	4.1	4.2	4.1	4.1	4.1	4.3	4.1
Total income	104.5	104.7	104.5	104.5	104.5	104.6	104.4
Cost of materials	49.1	49.4	50.9	50.4	50.1	49.2	49.3
Labour costs	33.1	32.7	31.3	31.2	31.3	31.7	31.2
Depreciation	4.2	4.0	3.8	3.7	3.7	3.6	3.5
Interest paid	1.8	1.8	1.6	1.7	1.7	1.6	1.5
Operating taxes	0.2	0.2	0.2	0.2	0.1	0.1	0.1
of which: Excise taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other costs ⁷	13.6	13.6	13.8	13.9	14.6	15.3	15.2
Total costs before taxes on income	102.1	101.7	101.6	101.1	101.5	101.6	100.9
Annual result before taxes on income	2.4	2.9	3.1	3.5	3.0	3.1	3.6
Taxes on income and earnings ⁸	0.6	0.6	0.6	0.6	0.5	0.5	0.5
Annual result	1.8	2.3	2.4	2.9	2.5	2.6	3.0
Cash flow ⁹	.	6.1	7.2	6.0	5.9	5.6	6.9
III Other ratios	Percentage of turnover						
Inventories	29.2	27.2	30.3	28.5	27.9	27.4	28.1
Short-term debtors	21.4	21.3	21.8	21.5	21.3	19.9	20.4
Equity (adjusted)	12.0	16.8	20.6	24.1	19.8	22.5	30.4
Long-term capital ¹¹	119.9	125.3	130.1	130.2	123.6	117.5	127.4
Long-term capital ¹¹	99.8	102.3	105.9	106.6	103.7	99.4	106.4
Liquidities ¹³ and short-term debtors	53.8	56.5	54.7	55.3	55.0	53.5	55.6
Liquidities ¹³ , short-term debtors and inventories	109.8	110.9	112.3	112.3	111.6	109.7	113.0
Cash flow ⁹	.	9.3	10.5	9.1	9.1	8.9	10.9
Annual result and interest paid	4.9	5.6	5.3	6.2	5.8	6.0	6.3

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. — 1 Including the sale of automotive fuel. — 2 Including goodwill. — 3 Including shares in affiliates. — 4 Including half of the special items with equity portion. — 5 Including own work capitalised. — 6 Exclud-

ing income from profit transfers (parent company) and loss transfers (subsidiary). — 7 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 8 In the case of partnerships and sole proprietorships, trade earnings tax only. — 9 Annual result after

Deutsche Bundesbank

Retail trade in and repair of motor vehicles and motorcycles ¹							Item
1997	1998	1999	2000	2001	2002	2003	
Percentage of balance sheet total (adjusted)							I Balance sheet ratios
0.5	0.6	0.7	0.8	0.8	0.8	1.0	Assets
27.1	26.5	27.2	27.1	27.7	27.4	28.3	Intangible assets ²
39.8	40.0	38.7	37.6	37.2	36.3	35.4	Tangible assets
4.4	4.4	4.6	4.8	4.8	5.0	5.1	Inventories
26.5	26.4	26.9	27.6	27.5	28.1	28.2	Cash
25.2	25.2	25.8	26.5	26.5	27.2	27.4	Debtors
1.3	1.2	1.0	1.1	1.0	0.9	0.8	Short-term
0.1	0.1	0.1	0.2	0.1	0.2	0.2	Long-term
1.1	1.6	1.4	1.6	1.5	1.8	1.3	Investments
4.1	4.9	5.4	5.5	6.1	8.0	9.7	Participating interests ³
88.7	88.0	87.2	86.5	86.0	83.3	81.6	Capital
63.4	63.5	62.4	62.7	62.7	61.3	60.4	Equity ⁴ (adjusted)
25.3	24.5	24.7	23.9	23.3	22.1	21.1	Liabilities
6.9	6.7	7.0	7.5	7.6	8.3	8.4	Short-term
1.7	1.6	1.6	1.7	1.8	1.9	1.8	Long-term
272.6	260.1	264.8	257.5	259.1	264.8	266.4	Provisions ⁴
							of which: Provisions for pensions
							Memo item: Turnover
Percentage of total output							II Income statement ratios
100.0	100.0	99.9	100.0	100.0	100.0	100.0	Turnover
0.0	0.0	0.1	0.0	0.0	0.0	0.0	Change in stocks of own products ⁵
100	100	100	100	100	100	100	Total output
0.2	0.2	0.1	0.2	0.2	0.2	0.1	Interest received
2.1	2.1	2.1	2.4	2.5	2.6	2.6	Other income ⁶
102.3	102.3	102.2	102.6	102.6	102.8	102.8	Total income
77.6	77.6	77.5	76.9	76.8	76.1	75.2	Cost of materials
10.9	10.7	10.6	11.2	11.1	11.2	11.4	Labour costs
1.9	1.9	2.0	2.1	2.0	1.8	1.9	Depreciation
1.4	1.4	1.3	1.5	1.5	1.4	1.3	Interest paid
0.1	0.1	0.1	0.1	0.1	0.1	0.1	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
8.8	8.8	9.0	9.5	9.7	10.3	10.8	Other costs ⁷
100.8	100.5	100.4	101.2	101.1	100.9	100.7	Total costs before taxes on income
Percentage of turnover							III Other ratios
1.5	1.8	1.8	1.4	1.5	1.9	2.1	Inventories
0.3	0.4	0.4	0.3	0.4	0.4	0.4	Short-term debtors
1.2	1.5	1.4	1.0	1.2	1.6	1.7	Equity (adjusted)
.	3.7	3.7	3.4	3.2	3.7	3.7	Long-term capital ¹¹
Percentage of turnover							Equity (adjusted)
14.6	15.4	14.6	14.6	14.4	13.7	13.3	Long-term capital ¹¹
9.3	9.7	9.8	10.3	10.2	10.3	10.3	Long-term capital ¹¹
Percentage of tangible assets ¹⁰							Equity (adjusted)
14.8	18.1	19.2	19.7	21.3	28.2	33.0	Long-term capital ¹¹
114.4	116.2	115.4	113.5	111.9	115.2	113.5	Long-term capital ¹¹
Percentage of fixed assets ¹²							Long-term capital ¹¹
104.9	105.3	105.8	103.2	102.7	105.0	105.4	Long-term capital ¹¹
Percentage of short-term liabilities							Equity (adjusted)
46.7	46.8	48.9	50.1	50.1	52.8	54.0	Long-term capital ¹¹
109.5	109.7	110.8	110.1	109.5	112.1	112.5	Long-term capital ¹¹
Percentage of borrowed funds ¹⁴ less cash							Liquidities ¹³ and short-term debtors
.	10.5	10.8	9.7	9.5	11.4	11.6	Liquidities ¹³ , short-term debtors and inventories
Percentage of balance sheet total (adjusted)							Cash flow ⁹
7.1	7.4	7.4	6.6	6.9	7.7	7.9	Cash flow ⁹
							Annual result and interest paid

taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income. — ¹⁰ Including intangible assets. — ¹¹ Equity, provisions for pensions, long-term liabilities and the special items with equity

portion. — ¹² Tangible assets, intangible assets, participating interests, long-term debtors and investments held as fixed assets. — ¹³ Cash and investments held as current assets. — ¹⁴ Liabilities, provisions and half of the special items with equity portion.

Selected ratios * (cont'd)

Item	Wholesale trade and commission trade						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet ratios	Percentage of balance sheet total (adjusted)						
Assets							
Intangible assets ²	1.1	1.2	1.5	1.5	1.4	1.5	1.5
Tangible assets	16.3	16.4	16.7	15.9	16.6	16.3	16.5
Inventories	27.9	27.5	25.5	25.7	25.6	24.7	24.5
Cash	5.8	5.7	5.8	5.5	6.1	6.3	7.2
Debtors	43.5	43.1	44.4	45.4	44.2	45.0	44.6
Short-term	41.6	41.3	42.8	43.8	42.3	43.3	42.7
Long-term	1.9	1.8	1.6	1.6	1.9	1.8	1.9
Investments	0.5	0.6	0.5	0.5	0.5	0.5	0.6
Participating interests ³	4.4	5.1	5.2	5.2	5.2	5.2	4.7
Capital							
Equity ⁴ (adjusted)	15.6	16.8	17.3	17.2	17.9	19.9	21.4
Liabilities	74.4	73.0	71.9	72.2	70.7	68.1	66.8
Short-term	59.0	57.3	56.4	57.9	56.5	55.0	54.2
Long-term	15.4	15.6	15.5	14.3	14.2	13.1	12.6
Provisions ⁴	9.9	9.9	10.1	10.1	10.5	11.4	11.3
of which: Provisions for pensions	3.5	3.4	3.4	3.4	3.7	3.8	3.9
<i>Memo item: Turnover</i>	301.1	298.5	289.8	304.9	312.6	310.9	314.7
II Income statement ratios	Percentage of total output						
Turnover	100.0	99.9	100.0	99.9	100.0	100.0	99.9
Change in stocks of own products ⁵	0.0	0.1	0.0	0.1	0.0	0.0	0.1
Total output	100	100	100	100	100	100	100
Interest received	0.3	0.3	0.2	0.3	0.3	0.2	0.2
Other income ⁶	2.3	2.4	2.5	2.4	2.4	2.6	2.5
Total income	102.6	102.7	102.8	102.7	102.7	102.8	102.7
Cost of materials	81.8	82.0	81.6	82.2	82.2	81.5	81.6
Labour costs	8.2	8.2	8.3	7.8	7.9	8.3	8.1
Depreciation	1.5	1.5	1.5	1.4	1.4	1.4	1.3
Interest paid	0.9	0.9	0.8	0.8	0.8	0.7	0.7
Operating taxes	0.4	0.1	0.2	0.2	0.3	0.2	0.2
of which: Excise taxes	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Other costs ⁷	8.0	8.1	8.4	8.3	8.2	8.6	8.5
Total costs before taxes on income	100.8	100.8	100.7	100.8	100.8	100.7	100.4
Annual result before taxes on income	1.8	1.9	2.0	1.9	1.9	2.1	2.3
Taxes on income and earnings ⁸	0.5	0.5	0.6	0.5	0.5	0.5	0.5
Annual result	1.3	1.3	1.4	1.4	1.4	1.6	1.8
Cash flow ⁹	.	3.0	3.3	2.9	3.0	3.1	3.0
III Other ratios	Percentage of turnover						
Inventories	9.3	9.2	8.8	8.4	8.2	8.0	7.8
Short-term debtors	13.8	13.8	14.8	14.4	13.5	13.9	13.6
Equity (adjusted)	89.3	95.6	94.8	98.9	99.6	111.5	118.9
Long-term capital ¹¹	200.2	206.1	200.8	203.0	201.2	208.7	213.0
Long-term capital ¹¹	145.4	146.9	145.1	144.3	143.5	149.2	154.7
Liquidities ¹³ and short-term debtors	80.9	82.8	86.6	85.6	86.2	90.7	92.9
Liquidities ¹³ , short-term debtors and inventories	128.2	130.7	131.9	130.0	131.5	135.7	138.1
Cash flow ⁹	.	11.5	12.7	11.4	12.3	13.1	13.2
Annual result and interest paid	6.4	6.6	6.5	6.7	7.1	7.3	7.8

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. — 1 Including the repair of personal and household goods. — 2 Including goodwill. — 3 Including shares in affiliates. — 4 Including half of the special items with equity portion. — 5 Including own work capital-

ised. — 6 Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — 7 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 8 In the case of partnerships and sole proprietorships, trade earnings tax only. — 9 An-

Retail trade (excluding retail trade in and repair of motor vehicles and motorcycles) 1							Item
1997	1998	1999	2000	2001	2002	2003	
Percentage of balance sheet total (adjusted)							I Balance sheet ratios
1.8	1.8	2.3	2.2	1.9	1.8	1.6	Assets
22.5	21.9	20.8	20.4	21.1	20.1	20.3	Intangible assets 2
41.6	40.4	37.9	38.4	37.4	35.7	35.6	Tangible assets
5.5	5.1	5.6	6.0	6.8	7.0	6.7	Inventories
22.8	24.1	25.7	26.3	26.8	26.9	27.2	Cash
21.3	23.1	24.0	25.2	25.7	25.5	26.0	Debtors
1.4	1.1	1.7	1.0	1.1	1.4	1.2	Short-term
0.2	0.2	0.3	0.3	0.4	0.5	0.5	Long-term
5.0	5.8	6.8	5.9	5.0	7.5	7.4	Investments
							Participating interests 3
5.6	8.6	9.5	10.0	10.9	11.5	14.8	Capital
84.8	81.5	80.0	79.9	79.4	78.2	74.9	Equity 4 (adjusted)
56.0	53.3	50.5	53.2	54.2	53.2	53.2	Liabilities
28.8	28.2	29.5	26.7	25.2	24.9	21.8	Short-term
9.3	9.8	10.3	9.9	9.6	10.1	10.1	Long-term
3.5	3.8	4.0	3.2	3.1	3.2	3.1	Provisions 4
253.3	248.7	243.7	263.8	271.9	271.6	269.1	of which: Provisions for pensions
							Memo item: Turnover
Percentage of total output							II Income statement ratios
100.0	100.0	99.9	100.0	99.9	99.9	99.9	Turnover
0.0	0.0	0.1	0.0	0.1	0.1	0.1	Change in stocks of own products 5
100	100	100	100	100	100	100	Total output
0.3	0.3	0.3	0.3	0.3	0.3	0.3	Interest received
2.9	2.9	3.0	2.7	2.8	3.2	3.0	Other income 6
103.2	103.2	103.2	103.0	103.1	103.5	103.3	Total income
65.5	66.3	66.8	67.8	67.9	67.9	67.5	Cost of materials
14.8	14.7	14.3	13.8	14.0	14.1	13.8	Labour costs
2.1	2.1	2.1	1.9	1.9	1.9	1.7	Depreciation
1.5	1.4	1.3	1.2	1.2	1.1	1.1	Interest paid
0.1	0.1	0.1	0.1	0.1	0.1	0.1	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.1	0.1	of which: Excise taxes
16.5	15.7	16.2	15.4	14.9	15.5	15.9	Other costs 7
100.5	100.3	100.7	100.2	99.9	100.5	100.1	Total costs before taxes on income
Percentage of turnover							III Other ratios
2.8	2.9	2.6	2.8	3.2	3.0	3.1	Inventories
0.5	0.5	0.5	0.5	0.5	0.5	0.5	Short-term debtors
2.3	2.4	2.1	2.3	2.7	2.5	2.6	Equity (adjusted)
.	4.9	4.6	4.0	4.4	4.5	4.4	Long-term capital 11
16.4	16.3	15.6	14.5	13.8	13.1	13.2	Equity (adjusted)
8.4	9.3	9.9	9.6	9.4	9.4	9.7	Long-term capital 11
Percentage of tangible assets 10							Equity (adjusted)
23.0	36.2	41.2	44.3	47.1	52.5	67.2	Long-term capital 11
158.7	173.9	189.5	179.9	173.0	184.7	184.2	Long-term capital 11
Percentage of fixed assets 12							Long-term capital 11
125.2	134.5	137.9	136.9	135.5	130.0	131.3	Long-term capital 11
Percentage of short-term liabilities							Liquidities 13 and short-term debtors
48.2	53.2	59.0	59.0	60.1	61.5	62.0	Liquidities 13, short-term debtors and inventories
122.5	129.1	134.1	131.1	129.3	128.4	129.0	Liquidities 13, short-term debtors and inventories
Percentage of borrowed funds 14 less cash							Cash flow 9
.	14.2	13.3	12.7	14.7	15.1	15.2	Cash flow 9
Percentage of balance sheet total (adjusted)							Annual result and interest paid
9.6	9.4	8.3	9.3	10.4	9.8	9.9	Annual result and interest paid

Annual result after taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income. — 10 Including intangible assets. — 11 Equity, provisions for pensions, long-term liabilities and the special items

with equity portion. — 12 Tangible assets, intangible assets, participating interests, long-term debtors and investments held as fixed assets. — 13 Cash and investments held as current assets. — 14 Liabilities, provisions and half of the special items with equity portion.

Selected ratios * (cont'd)

Item	Transport excluding railways						
	1997	1998	1999	2000	2001	2002	2003
I Balance sheet ratios	Percentage of balance sheet total (adjusted)						
Assets							
Intangible assets ²	1.0	0.9	0.9	1.0	1.1	1.2	1.2
Tangible assets	51.8	53.3	52.5	52.1	50.3	48.5	49.7
Inventories	2.0	2.2	2.3	2.4	2.0	2.0	2.1
Cash	7.2	6.1	5.7	5.2	6.2	7.8	7.3
Debtors	30.6	28.9	30.7	31.2	32.2	31.8	31.1
Short-term	27.6	26.2	27.8	28.2	27.1	27.6	26.6
Long-term	3.0	2.7	2.9	3.1	5.1	4.2	4.5
Investments	1.3	1.9	1.0	0.9	0.9	1.1	1.1
Participating interests ³	5.0	5.6	5.6	6.2	6.2	6.5	6.5
Capital							
Equity ⁴ (adjusted)	14.0	13.2	12.2	13.6	14.6	14.6	14.0
Liabilities	69.9	69.9	71.5	69.6	68.3	67.7	67.2
Short-term	38.2	36.0	37.2	37.8	37.5	39.3	39.7
Long-term	31.7	33.9	34.3	31.8	30.7	28.5	27.5
Provisions ⁴	15.5	16.3	15.6	16.1	16.4	17.0	18.1
of which: Provisions for pensions	5.9	6.0	5.6	4.9	5.2	5.2	5.8
Memo item: Turnover	141.4	137.5	138.7	141.2	141.9	144.9	147.8
II Income statement ratios	Percentage of total output						
Turnover	99.9	99.9	99.8	99.8	99.9	99.9	99.9
Change in stocks of own products ⁵	0.1	0.1	0.2	0.2	0.1	0.1	0.1
Total output	100	100	100	100	100	100	100
Interest received	0.5	0.5	0.5	0.5	0.6	0.6	0.5
Other income ⁶	7.2	7.6	7.3	8.0	7.5	7.9	7.7
Total income	107.7	108.1	107.8	108.5	108.1	108.5	108.2
Cost of materials	44.8	45.6	47.2	47.4	47.5	45.2	44.0
Labour costs	26.0	24.6	24.0	23.8	23.6	24.4	25.1
Depreciation	8.4	8.5	8.1	8.0	7.8	7.4	7.1
Interest paid	2.2	2.1	2.0	2.0	2.1	1.9	1.7
Operating taxes	0.5	0.4	0.4	0.3	0.3	0.3	0.3
of which: Excise taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other costs ⁷	24.0	23.6	23.9	25.1	25.3	27.0	27.5
Total costs before taxes on income	106.0	104.8	105.6	106.6	106.5	106.2	105.8
Annual result before taxes on income	1.7	3.3	2.2	2.0	1.6	2.3	2.4
Taxes on income and earnings ⁸	0.7	1.4	0.9	0.9	0.5	0.6	0.6
Annual result	1.0	1.9	1.3	1.1	1.1	1.7	1.7
Cash flow ⁹	.	11.7	9.5	10.6	9.1	8.9	9.3
III Other ratios	Percentage of turnover						
Inventories	1.4	1.6	1.7	1.7	1.4	1.4	1.4
Short-term debtors	19.5	19.1	20.1	19.9	19.1	19.0	18.0
Equity (adjusted)	26.5	24.2	22.9	25.7	28.4	29.3	27.4
Long-term capital ¹¹	101.4	101.1	100.7	98.8	102.1	100.8	96.3
Long-term capital ¹¹	87.7	87.4	86.5	83.8	82.8	82.6	78.9
Liquidities ¹³ and short-term debtors	93.7	94.4	92.3	90.1	89.4	92.3	87.5
Liquidities ¹³ , short-term debtors and inventories	99.0	100.5	98.6	96.4	94.9	97.4	92.7
Cash flow ⁹	.	20.0	16.2	18.7	16.5	16.7	17.5
Annual result and interest paid	4.5	5.5	4.6	4.3	4.5	5.2	5.1

* Extrapolated results based on partially estimated figures taken from the turnover tax statistics provided by the Federal Statistical Office. — 1 Including computer and related activities and research and development, excluding holding companies. — 2 Including goodwill. — 3 Including shares in affiliates. — 4 Including half of the special items

with equity portion. — 5 Including own work capitalised. — 6 Excluding income from profit transfers (parent company) and loss transfers (subsidiary). — 7 Excluding costs of loss transfers (parent company) and profit transfers (subsidiary). — 8 In the case of partnerships and sole proprietorships, trade earnings tax only. — 9 Annual result after

Business-related services 1							Item
1997	1998	1999	2000	2001	2002	2003	
Percentage of balance sheet total (adjusted)							I Balance sheet ratios
3.2	4.2	4.3	4.5	3.8	4.5	4.2	Assets
24.9	24.3	22.0	21.4	22.4	22.0	20.9	Intangible assets 2
14.6	14.3	14.6	13.4	13.3	13.0	12.6	Tangible assets
9.3	10.0	10.2	10.5	10.3	10.7	11.5	Inventories
41.4	40.0	40.5	41.4	40.4	41.9	42.5	Cash
39.0	37.6	38.1	39.1	38.0	38.2	38.8	Debtors
2.5	2.4	2.4	2.3	2.4	3.6	3.8	Short-term
1.9	2.0	2.3	2.6	2.7	2.7	2.7	Long-term
3.7	4.3	5.1	5.0	6.0	4.1	4.4	Investments
							Participating interests 3
9.8	11.1	12.2	13.4	15.6	15.3	16.5	Capital
70.8	68.9	67.8	66.1	64.7	64.3	62.8	Equity 4 (adjusted)
50.3	48.5	49.2	48.6	48.5	48.9	47.6	Liabilities
20.5	20.4	18.6	17.5	16.3	15.4	15.2	Short-term
18.2	18.4	18.8	19.2	18.2	18.6	19.3	Long-term
5.6	5.9	5.9	5.8	5.8	5.6	6.0	Provisions 4
161.2	158.6	155.4	159.7	156.9	155.2	155.4	of which: Provisions for pensions
							Memo item: Turnover
Percentage of total output							II Income statement ratios
99.8	99.8	99.2	99.7	99.7	99.8	99.7	Turnover
0.2	0.2	0.8	0.3	0.3	0.2	0.3	Change in stocks of own products 5
100	100	100	100	100	100	100	Total output
0.5	0.5	0.4	0.5	0.6	0.5	0.5	Interest received
5.1	5.3	5.3	5.4	6.0	6.8	7.2	Other income 6
105.6	105.8	105.7	105.9	106.6	107.3	107.8	Total income
34.5	35.0	34.8	35.8	34.0	35.2	34.4	Cost of materials
34.4	33.9	33.7	33.6	35.2	34.6	35.1	Labour costs
5.0	5.2	4.8	5.2	5.3	5.6	5.0	Depreciation
1.6	1.5	1.4	1.4	1.4	1.4	1.4	Interest paid
0.2	0.1	0.1	0.1	0.1	0.1	0.1	Operating taxes
0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
21.9	21.6	23.0	23.2	23.6	24.2	24.1	Other costs 7
97.6	97.2	97.8	99.3	99.6	101.1	100.0	Total costs before taxes on income
Percentage of turnover							III Other ratios
8.0	8.5	7.9	6.7	7.1	6.2	7.8	Inventories
1.4	1.5	1.5	1.5	1.4	1.1	1.2	Short-term debtors
6.6	7.0	6.4	5.2	5.7	5.2	6.6	Equity (adjusted)
.	13.6	12.5	11.3	11.1	11.1	11.4	Long-term capital 11
Percentage of turnover							Equity (adjusted)
9.1	9.0	9.4	8.4	8.5	8.4	8.1	Long-term capital 11
24.2	23.7	24.5	24.5	24.2	24.6	24.9	Long-term capital 11
Percentage of tangible assets 10							Equity (adjusted)
34.8	39.1	46.5	51.6	59.4	57.9	65.5	Long-term capital 11
132.0	135.3	144.6	146.9	147.5	141.3	153.8	Long-term capital 11
Percentage of fixed assets 12							Long-term capital 11
104.9	106.4	108.5	110.5	107.5	105.7	112.1	Long-term capital 11
Percentage of short-term liabilities							Liquidities 13 and short-term debtors
97.4	100.2	100.4	105.1	102.5	102.9	108.8	Liquidities 13, short-term debtors and inventories
126.5	129.6	130.0	132.7	129.9	129.5	135.2	Liquidities 13, short-term debtors and inventories
Percentage of borrowed funds 14 less cash							Cash flow 9
.	27.9	25.4	24.1	23.9	23.8	25.0	Cash flow 9
Percentage of balance sheet total (adjusted)							Annual result and interest paid
13.3	13.5	12.1	10.5	11.2	10.2	12.3	Annual result and interest paid

taxes on income, depreciation, and changes in provisions, in the special items with equity portion and in prepaid expenses and deferred income. — 10 Including intangible assets. — 11 Equity, provisions for pensions, long-term liabilities and the special items with equity

portion. — 12 Tangible assets, intangible assets, participating interests, long-term debtors and investments held as fixed assets. — 13 Cash and investments held as current assets. — 14 Liabilities, provisions and half of the special items with equity portion.