

## German enterprises' earning and financing patterns, by form of business organisation

This article presents, for the first time, figures from the Bundesbank's corporate balance-sheet statistics extrapolated by form of business organisation. In addition, the area covered, which has hitherto been confined to western Germany, is extended to encompass the whole of the Federal Republic.

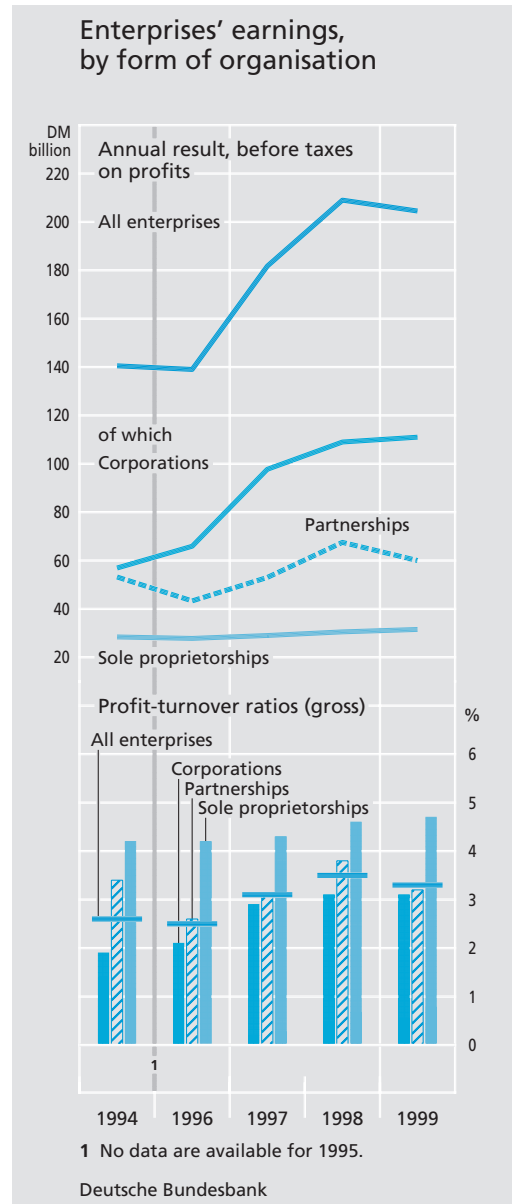
Judging by the findings of the data evaluations, enterprises in industry, trade and transportation on average substantially enhanced their gross earnings between 1994 and 1999. The profit-turnover ratio rose from 2½% to almost 3½%. That enabled those firms to bolster their financial strength. The stock of own funds grew significantly, and the return on equity went up by one percentage point, to 17½%, in 1999. However, the generally favourable development of earnings was mainly due to corporations. The other forms of business organisation were unable to keep pace with them, *inter alia* because they were less able than corporations to offset the sluggish growth of the domestic markets by recourse to exports. Among sole proprietorships, the capital ratio deteriorated further. Altogether, the not-very-robust financial situation of unincorporated enterprises implies massive structural differences in the enterprise sector.

## Movements in earnings, by form of business organisation

*Favourable trend in earnings, accompanied by high volatility*

Between 1994 and 1999, enterprises' earnings (which differ, not least for methodological reasons, from the business profits of the national accounts<sup>1</sup>) rose strongly in the economic sectors analysed. The annual result before taxes on profits<sup>2</sup> increased altogether by an average of 7½% a year. In this connection, it must be borne in mind that enterprises' gross profits picked up noticeably in 1994, on account of the general economic upswing, from their low recessionary level in 1993. In the ensuing years, however, movements in earnings were highly volatile. Between 1994 and 1996, they fell by 1%. In 1997 and 1998, they rose at double-digit rates. In 1999, by contrast, they tended to slacken somewhat again. The main reason for the decline in earnings towards the middle of the nineties was that the German economy moved away from its expansionary course in the second half of 1995, and did not resume it until the spring of 1996. That owed much to the strong appreciation of the Deutsche Mark in 1995, which exercised a dampening effect on foreign demand for German industrial goods. Moreover, the comparatively steep wage rises in the 1995 wage round probably likewise contributed to the drop in corporate earnings.

In the course of 1996, the improvement in overall economic conditions for enterprises (which was reflected inter alia in the calming of the foreign exchange markets, more favourable financing conditions and more moderate wage settlements) emerged more and



more clearly. That improvement was mirrored very auspiciously in 1997 in enterprises' profit

<sup>1</sup> For the definition of the enterprise sector, and for the concept of profits in the national accounts, see Deutsche Bundesbank, The profitability and investment behaviour of non-financial corporations, Monthly Report, October 2000, page 32f.

<sup>2</sup> The annual result is the profit for the year before additions to or deductions from the result, and provides a better idea of the earnings generated by the enterprises analysed here, since many firms are linked by virtue of profit-transfer agreements with enterprises not included in the corporate balance-sheet statistics (e.g. associated companies), to which they transfer profits or which assume their losses.

and loss accounts. The gross result for the year rose by 30 ½ % over the depressed 1996 figure. That out-turn was again surpassed perceptibly (viz. by 15 %) in the 1998 financial year. In the second half of that year, however – as a result of crises emanating from eastern Asia – substantial turmoil arose in the international financial markets, which depressed global economic conditions, and increasingly affected the German economy as well. Those dampening influences from abroad slackened again in the course of 1999, but they left a distinct mark on enterprises' annual results. Before taxes on profits, such results declined by 2 %. The brightening of global economic conditions was not reflected in profit and loss accounts until the financial year 2000, a detailed account of which cannot be given here, however, because sufficient data are not available.

*Annual result  
after taxes on  
profits*

Over the whole period from 1994 to 1999, the average annual growth rate of net profits, at 7 %, was not quite as fast as that of gross earnings. However, the level (and possibly also the movement) of the after-tax annual result is distorted by the fact that earnings-tax costs comprise (besides trade-earnings tax) only the profits taxes paid by corporations. By contrast, the annual results of partnerships and sole proprietorships are taxed in those enterprises' private sphere, i. e. the corresponding tax liability does not appear in those firms' profit and loss accounts. But the ensuing analysis of after-tax profits, which is performed for the first time for individual forms of business organisation in the context of the present study, is certainly informative for corporations alone. (See the annex begin-

ning on page 60 for methodological notes on the extrapolation by form of business organisation.)

The steep rise in the profits of industrial enterprises between 1994 and 1999 must be seen against the backdrop of the expansion of business activity in the interim.<sup>3</sup> The gross profit-turnover ratio, which denotes the ratio of the annual result before taxes on profits to firms' turnover, stood at 2 ½ % in 1994. Compared with the nadir in 1993, when it had stood at 2 %, according to earlier computations, this is to be rated as a return to normal. In the ensuing period up to 1998, it rose further to 3 ½ %, and then fell somewhat in 1999. Most recently, however, that earning ratio still stood at the level of the boom year 1991.

*Development  
of the profit-  
turnover ratio*

Of the economic sectors analysed, the manufacturing sector, the energy and water-supply sector and the transportation sector improved their earnings at an above-average rate during the period under review from 1994 to 1999. In the industrial core of the German economy, the gross profit-turnover ratio went up by one percentage point to 4 %. This rise in profits owed much to the fact that labour costs increased more slowly than overall output. That is due partly to the increasing tendency towards "leaner" production, for instance by outsourcing certain operations, and partly to heavy shedding of personnel on account of rationalisation measures in the mid-nineties. The generally moderate wage-rate policies pursued in the second half of the

*Sharp contrasts  
in the sectoral  
earnings  
picture*

*Manufacturing  
sector*

<sup>3</sup> The capital-turnover ratio would also have to be taken into account in any more far-reaching analysis.

### Enterprises' profit-turnover ratios, by form of organisation and economic sector, in 1999 \*

Sector	All forms of organisation	of which			
		Incorporated enterprises	Unincorporated enterprises		
			Total	Partnerships	Sole proprietorships
All economic sectors 1	3.3	3.1	3.6	3.2	4.7
of which					
Manufacturing sector	4.1	3.7	4.9	4.8	5.5
Energy and water supply 2	11.3	–	–	–	–
Construction	1.2	–0.3	2.4	–	–
Wholesale trade	1.9	1.4	2.6	2.1	4.8
Retail trade	1.9	0.3	2.8	1.3	4.7
Transportation	2.7	0.8	4.9	–	–

\* Annual result before profits taxes as % of turnover. Estimated on the basis of extrapolated figures. — 1 Industry, trade and transportation. — 2 Primarily incorporated

enterprises. No data on the form of organisation are possible.

Deutsche Bundesbank

nineties also tended to mitigate cost pressure. Moreover, spending on depreciation rose only a little, and interest paid decreased markedly.

#### Public utilities

The energy and water-supply sector increased its gross profits even more (and thereby substantially increased its lead over the other economic sectors analysed here) with respect to the profit-turnover ratio (from 4½ % in 1994 to 11½ % in 1999). It is striking that this increase took place in an environment of selling prices that were tending to go down. Behind these developments were sharply falling prices of fossil energy sources, which were passed on to customers at least in part, along with increased competitive pressure in recent years, as a result of the deregulation of the electricity market. But the public utilities enjoyed relief on the cost side not only in

terms of the costs of materials, but also in terms of labour costs and expenditure on depreciation and interest. Enterprises in the transportation sector – starting from a very low level in 1994 – had increased their gross annual result by 450 % in 1998, but had to accept a decline of almost one-fifth in 1999. Most recently, the profit-turnover ratio, at 2½ %, has been distinctly above its starting point (of about 1%) in 1994.

#### Transportation

The wholesale and retail trade recorded comparatively small increases in the annual result before taxes on profits. In terms of the amount, gross profits in 1999 were only 2½ % and 9 %, respectively, higher than in 1994. In both segments of trade, the profit-turnover ratio declined slightly during that period, viz. to barely 2 % in each case. These

#### Wholesale and retail trade

ratios are indicative of rather tight profitability, even if it has to be borne in mind that the value added in trade – relative to turnover – is comparatively low, or (put differently) that total output is inflated by the large proportion of merchandise receipts, compared for instance with the same variable in the manufacturing sector. The below-average growth of earnings among firms in the wholesale sector is mainly due to the fact that materials costs, including the merchandise input, increased somewhat faster than total output. The sluggish rise in profits in the retail trade is attributable not least to keen competition between the major trading groups, which markedly squeezed profit margins at times. Moreover, owing to shifts in consumption patterns, retail turnover has not been able for quite some time to keep pace with the growth of private consumption.

#### *Construction*

By far the worst earnings performance was registered by the construction sector, whose gross profits slumped between 1994 and 1999. Relative to turnover, they went down from 2½% to 1%. That reflects the structural adjustment in the German construction sector, which began after the waning of the reunification boom and has lasted right up to the present year, and which has been accompanied on the supplier side not only by a substantial deterioration in earnings but also by a dramatic reduction in capacities, especially in eastern Germany. As measured by the real gross value added, the output of the construction sector in 1999 was one-tenth below the level of 1994, while employment decreased by 14% in those five years.

Thus the spread of profit-turnover ratios in 1999 ranged from about 1% in construction to as much as 11½% in energy and water supply. However, that reflects not only differences in the profitability of firms in the various sectors but also marked differentials in capitalisation. An enterprise with a high capital-labour ratio, such as is typical of the energy and water-supply sector, has to generate a higher profit-turnover ratio than, say, a firm in the construction sector, with its relatively labour-intensive production, in order to achieve a comparable return on equity, or return on total capital employed. The same thing tends to apply to enterprises in, for instance, the manufacturing sector, compared with trading firms with a large ratio of bought-in materials and services to turnover. Differences in the taxation of earnings may likewise affect the structural picture. Moreover, diverging operative and financial risks sometimes play a role.<sup>4</sup> That goes to show that the gross profit-turnover ratio is only of limited value as a yardstick of multisectoral comparisons of corporate profitability, and is in need of supplementary indicators. But it continues to be of use in analyses covering specific periods, provided that it can be assumed that the sectoral composition and the input ratio are relatively stable, and in the comparative analysis of trends between the various sectors.

At first glance, the problems outlined with regard to the interpretation of the profit-turnover ratio seem to make it appear preferable to focus attention more on other

*Marked differences between sectors*

*Profit-turnover ratio versus return on investment*

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<sup>4</sup> In international comparisons of yields, differences in accounting regulations must also be taken into account.

financial operating variables, such as the return on equity, or the return on total capital employed.<sup>5</sup> However, problems are posed by the fact that the balance-sheet figures on shareholders' equity (and thus ultimately on total capital) are historic book values of assets, which are often well below the market values, whereas the profits are shown at current prices. In addition, the balance sheets of unincorporated enterprises, especially those of sole proprietorships, show only part of the liable assets of the proprietor – a circumstance which will be addressed in more detail below. Hence the return on shareholders' equity and the return on total capital employed, as calculated on the basis of balance-sheet data, are distorted distinctly upwards in part, and fail to provide a faithful picture of profitability in the enterprise sector.

*Mixed trends  
in earnings,  
by form of  
business  
organisation*

In terms of the form of business organisation, corporations recorded by far the largest increases in earnings. During the period under review, from 1994 to 1999, their pre-tax annual result almost doubled. By contrast, partnerships and sole proprietorships registered rises of "only" 12½% and 10½%, respectively. The differences in profitability are brought out even more impressively if it is kept in mind that corporations generated 84½% of the entire growth of profits, whereas partnerships accounted for 10½% and sole proprietorships for only 5%. However, these differences are reflected only in part in profit-turnover ratios because business activity among corporations and partnerships expanded equally (by one-sixth), whereas it decreased slightly among sole proprietorships. Furthermore, account must be taken of

the divergent starting positions. Before taxes on earnings, corporations' profit-turnover ratio increased by a good percentage point to 3% in 1999. That was almost equal to the level among partnerships, which, however, had to accept a slight decline over the entire period under review. Among sole proprietorships, the earnings ratio rose by one-half of a percentage point to just over 4½%.

The sluggish growth of the profits of partnerships and sole proprietorships contrasts with the consistently high level of profit-turnover ratios. But it must be kept in mind in this connection that proprietors' income, i.e. their remuneration for the entrepreneur's input, is included in the gross profits shown among unincorporated enterprises, whereas the salaries of managers or top executives are included in labour costs among corporations and thus, viewed in isolation, reduce the profit for the year. Rough calculations show that the profit situation of unincorporated enterprises, after the deduction of an imputed proprietors' income, is distinctly worse than that of corporations. Particularly among sole proprietorships, the profits shown are often nearly "swallowed up" by the proprietors' income.

*Divergent  
treatment of  
proprietors'  
income*

The relatively unfavourable trends in earnings among unincorporated enterprises owe something to the fact that enterprises of this form of business organisation in trade and construction, which had recorded only

*Reasons for  
the diverging  
trends in  
earnings*

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<sup>5</sup> The return on equity is obtained by relating the annual result before taxes on income to the total equity. The return on total capital employed is normally computed as the ratio of the annual result before taxes on profits plus interest on borrowed capital to the balance-sheet total.

Enterprises' profit and loss accounts, by form of organisation, in 1999 \*

Item	All forms of organi- sation	of which			All forms of organi- sation	of which		
		Incorp- orated enterprises	Partner- ships	Sole pro- prietor- ships		Incorp- orated enterprises	Partner- ships	Sole pro- prietor- ships
	% of total output				1994 = 100 <sup>1</sup>			
Earnings								
Turnover	99.2	99.3	99.1	98.6	113.4	115.1	116.3	98.5
Change in stocks of own products <sup>2</sup>	0.8	0.7	0.9	1.4	153.8	163.6	159.3	127.4
Total output	100.0	100.0	100.0	100.0	113.6	115.4	116.7	98.8
Interest received	0.6	0.8	0.3	0.1	98.6	103.1	87.2	52.9
Other income	5.2	6.6	3.6	2.8	138.5	146.7	118.6	125.1
of which								
from participating interests	0.6	0.9	0.3	0.1	139.7	154.4	99.2	69.0
from profit and loss transfers	0.5	0.8	0.2	0.0	137.1	140.4	115.0	0.0
Total income	105.8	107.4	103.9	102.9	114.5	116.8	116.6	99.3
Costs								
Costs of materials	62.6	63.1	63.6	57.1	115.9	117.8	119.6	97.8
Labour costs <sup>3</sup>	18.4	18.0	18.8	19.6	107.1	106.4	112.1	98.8
Depreciation	3.9	4.0	3.4	4.5	102.3	103.0	107.3	90.9
of tangible fixed assets	3.4	3.5	3.1	4.1	100.6	100.3	108.7	88.6
other <sup>4</sup>	0.5	0.6	0.4	0.4	116.3	124.4	97.1	119.6
Interest paid	1.4	1.1	1.4	2.8	94.1	94.9	96.1	90.0
Taxes	3.0	4.4	1.3	0.6	121.4	122.1	120.7	102.8
on income and earnings <sup>5</sup>	1.1	1.5	0.6	0.4	160.0	175.0	125.0	114.9
other <sup>6</sup>	2.0	3.0	0.7	0.2	107.4	106.8	116.8	85.0
of which								
Excise taxes	1.6	2.7	0.0	0.1	101.6	108.4	7.1	370.9
Other costs	14.4	15.3	12.9	14.0	121.4	126.9	115.4	109.0
of which								
Profit and loss transfers	0.7	1.1	0.2	0.0	147.1	154.8	92.2	0.0
Total costs	103.7	106.0	101.3	98.6	114.2	116.1	116.7	98.9
Profit for the year	2.1	1.4	2.6	4.3	136.4	210.9	111.4	112.1
Memo items	as % of turnover							
Annual result <sup>7</sup>	2.2	1.6	2.6	4.4	139.4	213.9	109.8	111.9
Annual result before taxes on profits <sup>8</sup>	3.3	3.1	3.2	4.7	145.2	193.5	112.5	110.5
Net interest paid	0.8	0.3	1.1	2.7	90.4	80.6	99.1	89.2

\* Estimated on the basis of extrapolated figures. — <sup>1</sup> Computed from absolute amounts. — <sup>2</sup> Including other capitalised production. — <sup>3</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>4</sup> Predominantly write-downs of financial assets, investments

and participating interests. — <sup>5</sup> In the case of partnerships and sole proprietorships, trade-earnings tax only. — <sup>6</sup> Including trade-capital tax (up to 1997). — <sup>7</sup> Profit for the year before profit and loss transfers. — <sup>8</sup> Taxes on income and earnings.

below-average increases in profits, or which had to contend with the erosion of their profitability during the second half of the nineties, carry greater weight than, for instance, in industry. Thus, according to the official turnover-tax statistics, in 1999 unincorporated enterprises liable to turnover tax generated 55 ½ % of turnover in the construction sector, and 50 ½ % in the wholesale and retail trade, compared with 34 % in the manufacturing sector and only 10 ½ % in energy and water supply, which registered particularly steep increases in profits during the period under review.

But the uneven sectoral distribution of the individual forms of business organisation accounts for only part of the differences in profits. Except in construction and the retail trade, corporations in the individual economic sectors recorded greater increases in profits than did partnerships and sole proprietorships. A contributory factor here may have been that, in the nineties, corporations, which are normally backed by comparatively large corporate entities, were better able than smaller firms to take advantage of rationalisation potentials and to curb the rise in costs. Presumably they were likewise able to exploit more intensively the greater flexibility in working hours agreed in wage settlements, and to take advantage of international linkages in production more effectively than smaller firms. Moreover, larger enterprises, which are usually relatively heavily engaged in exporting, benefited from the fact that foreign demand expanded much more strongly than domestic demand in the second half of the nineties. For instance, foreign turnover in

the manufacturing sector (including mining), according to the official statistics, went up by 47 % between 1994 and 1999, compared with a rise of only 9 % in domestic turnover.

As mentioned above, the after-tax profits of corporations can be derived from the annual accounts; they grew even faster during the period from 1994 to 1999 than those before tax. This difference is primarily due to the year 1997, in which the year-on-year rise in spending on taxes on income and earnings, at 27 %, fell distinctly short of the growth of gross profits (47 ½ %). Hence the net figure shot up by no less than 70 %. The main reason for the comparatively moderate increase in spending on profits tax may have been, first, that enterprises reduced to an even greater extent losses carried forward from earlier years of low profitability. Second, another significant factor was that corporations had the option (for the last time) of releasing, with tax-reducing effect, revenue reserves taxed at the rate of 50 % in force up to the end of 1993, and earmarking them for distribution in 1998.<sup>6</sup> The net profit-turnover ratio of corporations rose from just under 1 % to over 1 ½ %, and thus – after taking due account of the lower starting value – faster than the corresponding gross variable.

*The gross and net profits of corporations*

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<sup>6</sup> Tax relief for enterprises resulted from the fact that distributed profits were at that time liable to a corporation-tax rate of only 30 %, compared with 36 % up to the end of 1993. The reduction in tax, amounting to 20 percentage points compared with the retained tax rate of 50 %, was offset or refunded to the enterprise. Many firms took greater advantage of this arrangement only towards the expiry of the deadline. The relief effect was confined to the year of the "rundown" of the revenue reserves taxed at the rate of 50 % (EK 50).



## Earnings and costs in detail

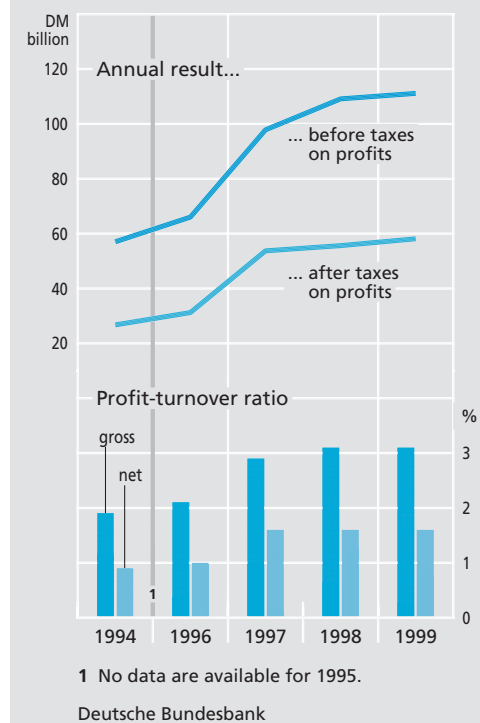
*Total output as  
a whole ...*

The total output of the enterprises in the economic sectors examined, which variable includes (besides turnover) changes in stocks of internally produced assets and other internally produced and capitalised assets, increased during the period under review by 13 ½ % or, as an annual average, by 2 ½ %. The sluggish pace of business reflects not only the weak macroeconomic growth during the period under review but also the comparatively moderate rise in prices. For instance, the producer prices of industrial products sold in the home market and construction prices remained virtually stable between 1994 and 1999. Inflation in the wholesale and retail trades remained within strict limits.

*... and by form  
of business  
organisation*

The business activity of corporations and partnerships continued to expand at virtually the same pace (by 15 ½ % and 16 ½ %, respectively), whereas it decreased marginally (– 1 %) among sole proprietorships. This decline was broadly based, inasmuch as it affected not only the corresponding firms in the construction sector but also those in the wholesale trade and in manufacturing. Viewed as a whole, strong gearing to the domestic market seems to have been a major determinant for the predominantly small enterprises operating in that form of business organisation. The aggregate earnings of industrial enterprises, which include interest received and other income as well as total output, expanded by 14 ½ %, and thus somewhat faster than business activity in the stricter sense.

### Corporations' earnings



Between 1994 and 1999, total costs rose by 14 ¼ %, and thus only slightly less than earnings; but this difference sufficed to make the annual result sky-rocket, as described above. Hence the growth profile of total costs among the individual forms of business organisation largely tallies with the earnings side, inasmuch as they went up among corporations and partnerships by 16 % and 16 ½ %, respectively, but declined marginally among sole proprietorships. A similar picture is presented by materials costs, which increased on average by 16 % (and thus somewhat more than total output), but tended to diminish among sole proprietorships. By contrast, labour costs (+ 7 %) and depreciation (+ 2 ½ %) grew less than business activity. Specifically, however, that applies only to corporations and partnerships, whereas such

*Total costs ...*

*... and major  
items of  
expenditure*

costs actually declined among sole proprietorships.

*Spending on interest ...*

Enterprises' profit and loss accounts were afforded relief by the fact that interest paid dropped by 6 % over the entire period under review among all forms of business organisation. That was mainly because lower borrowing rates were charged to enterprises (in the short and long-term fields). By contrast, the stock of interest-bearing liabilities expanded strongly: in 1999, it was 24 ½ % higher than five years before. As interest receipts diminished only slightly, the net interest paid declined by 9 ½ %. It was corporations that benefited most from that; on balance, they had to pay one-fifth less interest.

*... and taxes*

Between 1994 and 1999, enterprises' spending on taxes rose by just over one-fifth, i.e. more strongly than total output. That owed much to the 60 % increase in taxes on income and earnings, which was mainly due (as explained above) to the upturn in corporation-tax payments by corporations. The transfers of trade-earning tax by partnerships and sole proprietorships went up by 25 % and 15 %, respectively. In 1999, by contrast, enterprises' total spending on "other taxes", which include the taxes not dependent on earnings, was "only" 7 ½ % higher than in 1994, not least because of the abolition of property tax as from January 1, 1997, and of trade-capital tax as from the beginning of 1998.

*"Other costs"*

After materials costs and labour costs, the most important expenditure item is the catch-all variable "other costs", which en-

compass, besides spending on rents and leases, research and development costs, expenditure on advertising, and transfers to special reserves. Between 1994 and 1999, such costs expanded by 21 ½ %, i.e. faster than business activity. As a consequence, they have increased in importance, to about 14 % of total costs. That reflects *inter alia* shifts in favour of obtaining services from outside.

### Balance-sheet trends and major balance-sheet ratios, by form of business organisation

The favourable overall trend in corporate earnings between 1994 and 1999, accompanied by a moderate expansion of business activity, was reflected in the balance-sheet pattern as well. In the aggregate, the adjusted balance-sheet total<sup>7</sup> increased by 18 ½ %; that constitutes an average annual rise of 3 ½ %. Among corporations and partnerships, the pace of growth was somewhat stronger, at 20 ½ % each, whereas the balance-sheet total of sole proprietorships has recently been only 2 ½ % higher than in 1994. Hence the growth profile there is similar to that of overall output in the individual forms of business organisation.

The trend in assets is marked by the fact that non-financial assets went up distinctly more slowly (+ 11%) than financial assets (+ 27 %). Tangible fixed assets – the chief component

*Balance-sheet total*

*Muted growth of non-financial assets*

<sup>7</sup> As part of the evaluation of annual accounts by the Bundesbank, stocks of own funds are adjusted, among other things, for outstanding deposits, holdings of own shares, and loans to shareholders.

of non-financial assets – recorded an even lower growth rate, at 8½%. The slowdown in investment focused on the energy and water-supply sector, whose capital stock in 1999 (in terms of book values) was 6½% below that of 1994. That was mainly because, on the one hand, a high standard of supply has now been reached in Germany, so that little investment in the extension of capacity is required. On the other hand, the increase in competition as a result of the deregulation of the electricity market has presumably meant that the long-term return on certain capital projects has been called into question. In trade and in the construction sector, stocks of tangible fixed assets rose comparatively little, whereas they went up at an above-average rate in the manufacturing and transportation sectors.

The sluggish growth of tangible fixed assets (+ 6%) in the aggregate balance sheet of corporations is largely due to the decline in the corresponding item in the energy and water-supply sector, in which that form of business organisation is manifestly dominant. Sole proprietorships came off even worse; in 1999 their capital stock just managed to regain the level of 1994 (after having decreased in the interim). However, those trends were accompanied by decidedly buoyant investment activity by partnerships, which resulted in stocks of tangible fixed assets increasing by about one-fifth. That expansion was fuelled by firms in the manufacturing sector, which registered a growth in investment of 22½%, and contributed over one-half of the increase in tangible fixed assets effected by firms of that form of organisation.

Among the financial assets of industrial enterprises, growth was driven primarily by the strong expansion of participating interests<sup>8</sup> (+ 56½%) and investments (+ 47%). Short and long-term debtors rose by about one-fifth each, whereas the stock of cash resources stagnated. The highly divergent trends in major asset items led to a marked shift in the asset structure. The significance of tangible fixed assets and stocks has diminished by 3½ percentage points since 1994, to 49%, while the importance of financial assets has grown correspondingly.

A particularly conspicuous feature is the fact that the ratio of participating interests to the balance-sheet total rose by three percentage points to 11½%. That development was driven mainly by corporations, which increased the weight of their participating interests from 12% in 1994 to 15½% in 1999. Analysed by sectors, corporations in the manufacturing sector were clearly top of the table in 1999, with a 20% share of participating interests. Among partnerships in the economic sectors analysed, the “ratio” went up by one percentage point to 5½%, whereas it remained as low as ever among sole proprietorships, at 1%. The strong expansion of participating interests among corporations is an indication of the fact that “external growth” is increasingly being seen as an alternative to investment in one’s own enterprise. In many cases, this is being regarded as an efficient way of cementing, or even enhancing, one’s market position.

*Major components of financial assets*

*Pronounced shift in emphasis towards participating interests*

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<sup>8</sup> Including the shares in associated enterprises assigned to fixed assets.

Enterprises' balance sheets, by form of organisation, in 1999 \*

Item	All forms of organi- sation	of which			All forms of organi- sation	of which		
		Incorp- orated enterprises	Partner- ships	Sole pro- prietor- ships		Incorp- orated enterprises	Partner- ships	Sole pro- prietor- ships
	% of balance-sheet total				1994 = 100 <sup>1</sup>			
<b>Assets</b>								
Non-financial assets	49.1	42.8	55.2	74.3	110.8	109.0	118.1	105.2
Tangible fixed assets <sup>2</sup>	25.9	24.1	26.8	35.0	108.5	105.9	120.8	100.0
Stocks <sup>3</sup>	23.1	18.6	28.4	39.2	113.4	113.3	115.7	110.3
Financial assets	50.5	56.9	44.3	24.8	127.0	130.8	124.0	96.2
Cash resources <sup>4</sup>	4.4	4.0	5.5	3.8	99.7	91.9	115.1	110.1
Debtors	31.4	32.9	32.2	19.9	121.5	125.2	121.1	93.6
short-term	29.2	30.6	29.9	18.9	121.6	125.2	122.1	92.9
long-term	2.2	2.3	2.3	1.0	119.7	124.5	110.2	111.0
Investments	3.0	4.3	1.0	0.1	147.0	147.0	149.9	115.4
Participating interests	11.7	15.7	5.6	0.9	156.5	157.8	152.6	101.5
Prepayments and accrued income	0.4	0.3	0.5	1.0	107.5	109.8	109.3	100.9
<b>Total assets = balance-sheet total <sup>5</sup></b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>118.4</b>	<b>120.4</b>	<b>120.6</b>	<b>102.7</b>
<b>Liabilities</b>								
Own funds <sup>5, 6</sup>	17.6	24.3	11.4	- 10.0	125.4	128.8	131.5	<sup>7</sup> (- 25.4)
Borrowed funds	81.9	75.1	88.3	110.0	116.9	117.9	119.3	109.0
Creditors	62.4	50.4	75.6	106.1	117.4	119.8	118.9	108.8
short-term	44.9	39.4	51.2	64.5	116.4	120.2	116.0	104.1
long-term	17.5	11.0	24.4	41.6	120.2	118.1	125.4	116.9
Provisions <sup>6</sup> of which Provisions for pensions	19.6 8.3	24.7 10.8	12.7 4.8	4.1 0.4	115.4 126.3	114.2 124.9	121.0 136.1	118.7 104.3
Accruals and deferred income	0.5	0.6	0.3	0.0	129.8	133.3	138.9	0.0
<b>Total liabilities = balance-sheet total <sup>5</sup></b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>118.4</b>	<b>120.4</b>	<b>120.6</b>	<b>102.7</b>
<b>Memo item</b>								
Turnover	155.1	139.4	189.7	170.2	113.4	115.1	116.3	98.5

\* Estimated on the basis of extrapolated figures. — <sup>1</sup> Computed from absolute amounts. — <sup>2</sup> Including intangible assets. — <sup>3</sup> Including contracts in progress. — <sup>4</sup> Currency

and bank balances. — <sup>5</sup> Less adjustments to capital accounts. — <sup>6</sup> Including pro rata share of special reserves. — <sup>7</sup> Change from 1994 in DM billion.

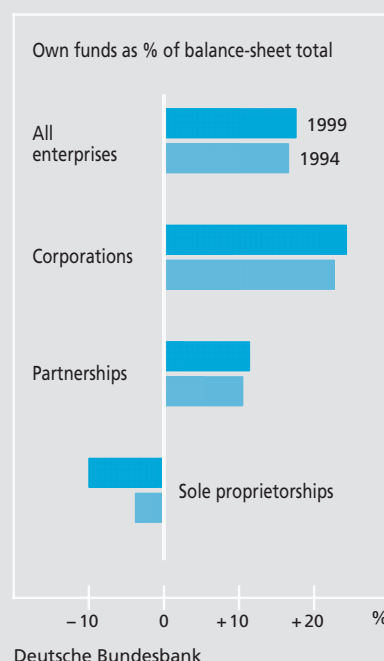
*Equity-capital  
base  
enlarged ...*

Enterprises financed the expansion of their assets to a greater extent than before by increasing their own funds; such growth, which totalled 25½% between 1994 and 1999, was distinctly stronger than the rise in the balance-sheet total. The relatively large transfers to liable capital caused the own funds ratio to expand from 16½% in 1994 to 17½% in 1999. Behind that growth were, however, some very divergent trends and financing conditions in the various sectors and different forms of business organisation.

*...but with  
marked  
differences  
by sector...*

In the sectors transportation, manufacturing and wholesale trade, equity capital was strongly increased, whereas it grew comparatively little in the energy and water-supply sector, and actually declined in the retail trade and in construction. A striking feature, in particular, was the erosion of liable funds in the construction sector by no less than 58%, as a result of the sustained structural crisis. The sectoral differences in the equity-capital base partly increased and partly diminished between 1994 and 1999. Thus, the equity-capital ratio in the energy and water-supply sector, which has latterly stood at 26% (nearly the same level as in 1994), is still at the top of the list. But its lead over the manufacturing sector, which has increased its equity capital, relative to the balance-sheet total, by almost two percentage points to 23½%, has decreased distinctly. The wholesale trade and transportation have likewise gained ground, by significantly increasing their equity-capital ratio to 15½% in 1999. By contrast, in the retail trade and construction, that ratio slipped to about 2% each. Hence the equity-

### Enterprises' provision with own funds, by form of organisation



capital base must be termed decidedly narrow in the two last-named economic sectors.

Between the various forms of business organisation, the contrasts with respect to the equity-capital base – and, correspondingly, to the liabilities – are even more pronounced. Corporations were able to improve their equity-capital base (which was thoroughly sound back in 1994) to 24½% of the balance-sheet total. Among partnerships, the ratio was distinctly lower in 1999, at 11½%; even so, own funds have been expanding there, too, faster than the balance-sheet total since 1994. By contrast, the provision of sole proprietorships with own capital has continued to deteriorate severely. Already in 1994, their valuable assets fell 4% short of their aggregate liabilities and provisions; in

*... and by form  
of business  
organisation*

### Trends in own funds, by form of organisation and economic sector, between 1994 and 1999 \*

1994 = 100

Sector	All forms of organisation	of which			
		Incorporated enterprises	Unincorporated enterprises		
			Total 1	Partnerships	Sole proprietorships 1
All economic sectors 2	125.4	128.8	102.5	131.5	(- 25.4)
of which					
Manufacturing sector	136.0	137.2	128.9	134.2	(- 2.6)
Energy and water supply 3	106.5	-	-	-	-
Construction	42.2	86.0	(- 7.8)	-	-
Wholesale trade	125.0	129.9	114.6	123.0	70.8
Retail trade	89.3	139.6	(- 6.9)	136.1	(- 10.2)
Transportation	169.4	173.4	(- 0.6)	-	-

\* Own funds (adjusted for adjustments to capital accounts). Estimated on the basis of extrapolated figures. — 1 For negative amounts: changes from 1994 in DM billion. —

2 Industry, trade and transportation. — 3 Primarily incorporated enterprises. No data on the form of organisation are possible.

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1999, the difference came to 10 %. In all the economic sectors analysed here (except the retail trade) sole proprietorships were affected by such balance-sheet over-indebtedness.

However, the finding of the balance-sheet over-indebtedness of sole proprietorships has to be viewed against the backdrop that their annual accounts fail to show all the assets which are actually available as liable capital. In many cases, it is for the proprietors to decide whether assets are to be assigned to the private or to the operative sphere. It continues to be attractive for tax reasons, e.g. because of the more favourable treatment of capital gains, to hold financial assets and real property as part of one's private assets. At the end of the day, however, the sole proprietor is liable for his firm's liabilities with his

off-balance-sheet assets as well. Moreover, parts of the private assets are often used as collateral when raising credits. Conversely, because of the tax deductibility of debtor interest rates, there are incentives for shifting borrowing operations to the corporate sphere. These modes of behaviour mean that the balance sheet of a sole proprietorship often reveals very little about its actual financial status. The same reservation, with certain qualifications, also applies to partnerships, in which at least some of the partners are liable for debts with their private property.

Substantial divergences between the various forms of business organisation are also evident with respect to the composition of the liabilities. A striking feature here is the marked differential in provisions, which in

*Liabilities*

*The balance-sheet over-indebtedness of sole proprietorships*

Enterprises' provision with own funds, by form of organisation and economic sector, in 1999 \*

Sector	All forms of organisation	of which			
		Incorporated enterprises	Unincorporated enterprises		
			Total	Partnerships	Sole proprietorships
All economic sectors <sup>1</sup>	17.6	24.3	5.2	11.4	- 10.0
of which					
Manufacturing sector	23.7	28.9	11.3	13.8	- 3.1
Energy and water supply <sup>2</sup>	26.1	-	-	-	-
Construction	1.8	7.8	-3.6	-	-
Wholesale trade	15.5	18.1	11.6	13.9	4.7
Retail trade	2.2	12.8	-3.4	8.4	- 15.1
Transportation	15.7	24.9	-0.7	-	-

\* Own funds as % of balance-sheet total. Estimated on the basis of extrapolated figures. — 1 Industry, trade and

transportation. — 2 Primarily incorporated enterprises. No data on the form of organisation are possible.

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*Provisions for pensions*

1999 accounted for 24½% of the balance-sheet total among corporations, 12½% among partnerships and only 4% among sole proprietorships. The main reason for that is the differing weight of provisions for pensions, which make up 11% of the balance-sheet total among corporations but, at the other end of the scale, account for only ½% among sole proprietorships. Against that backdrop, the financing conditions of corporations appear in a more favourable light, since the funds concerned have the character of equity capital, inasmuch as they are available to the enterprise at long term, and without an interest-rate or withdrawal risk.

*Structural weaknesses of unincorporated enterprises*

Viewed as a whole, enterprises in industry, trade and transportation succeeded in appreciably improving both their profitability and

their financing conditions between 1994 and 1999. However, the favourable trend in profitability was driven primarily by corporations, as the analysis on the basis of the Bundesbank's corporate balance-sheet statistics, classified (for the first time) by form of business organisation, shows. Partnerships and sole proprietorships were unable to keep up. Among sole proprietorships, moreover, balance-sheet over-indebtedness actually increased, although it must be borne in mind that proprietors are liable for their firms' liabilities with their private property as well. The poorer performance of unincorporated enterprises in the second half of the nineties certainly owes something to the fact that they were less able than corporations (which are, as a rule, among the larger firms) to offset the sluggish growth of domestic demand

by means of export business. In addition, it furnishes proof of substantial structural dif-

ferences in that segment of the enterprise sector.

## Annex

### Methodological notes on the extrapolation by form of business organisation

By tradition, the Bundesbank's analyses of the profitability and financing patterns of industrial enterprises are based on what are known as "extrapolated figures".<sup>9</sup> The available data are extrapolated with the aid of the turnover figures from the Federal Statistical Office's turnover-tax statistics, in order to eliminate disturbances deriving from the varying composition of the balance-sheet data from year to year, and from the customary higher degree of coverage of larger enterprises.<sup>10</sup> The extrapolation for the analysis presented here includes, besides the turnover-size category and economic sector, (for the first time) the form of business organisation as a third structural feature. The cornerstone of the approach remains the extrapolation, by size category, of individual economic sectors. In contrast to earlier analyses, however, those sectors are no longer directly extrapolated in their entirety, but rather, to begin with, separately in three organisational groups: corporations, partnerships and sole proprietorships. The outcome for the sector represents the sum of the extrapolation results of the three groups specified.

In addition, the area encompassed by the extrapolation has been extended from western Germany to comprise the whole of the Federal Republic. This step was necessary, firstly, because data by form of business organisation were available in the context of the turnover-tax statistics only for

the whole of the Federal Republic. Secondly, it was appropriate because, in particular, the incidence of east German annual accounts at the Bundesbank has decreased significantly, so that a separate analysis of their profitability and financing patterns has no longer been possible of late. The inferior database for the new Länder does not seriously impair the quality of the extrapolation for the Federal Republic as a whole, since eastern Germany, accounting for a turnover share of 6% of the economic sectors covered by the corporate balance-sheet statistics (industry, trade and transportation<sup>11</sup>) has a relatively low weight.

For the extrapolation, three business-organisation groups were formed: corporations, partnerships and sole proprietorships.<sup>12</sup> Problems of definition arise in the case of the "*Kapitalgesellschaft und Co*", which, economically speaking, is a hybrid form, consisting of corporation and partnership. In

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<sup>9</sup> The analyses of the profitability and financing patterns of east German enterprises in the financial years 1991 to 1997 that were published in the Monthly Report of the Deutsche Bundesbank between 1993 and 1999 constitute an exception. They were based on comparable groups of firms, because an extrapolation was not possible since the basis of balance-sheet data relating to east German enterprises was too limited.

<sup>10</sup> For further details, see Deutsche Bundesbank, The methodological basis of the Deutsche Bundesbank's corporate balance-sheet statistics, Monthly Report, October 1998, page 57f.

<sup>11</sup> Excluding telecommunication and excluding railways.

<sup>12</sup> Corporations: public and private limited companies, cooperative societies and institutions incorporated under public law, foundations, etc.; partnerships: limited partnerships (including *Kapitalgesellschaften & Co*), general partnerships (*OHG*), civil-law associations; sole proprietorships: registered sole traders and self-employed persons (artisans, members of the professions, etc.).



Number and turnover of the German enterprises covered by the 1997 balance-sheet evaluation, compared with the turnover-tax statistics

Designation	Number			Turnover		
	Balance-sheet evaluation	Turnover-tax statistics 1	Degree of coverage of balance-sheet evaluation	Balance-sheet evaluation	Turnover-tax statistics 1	Degree of coverage of balance-sheet evaluation
			%			DM billion
All economic sectors 2						
All forms of organisation	48,647	1,479,648	3.3	3,216.8	5,853.4	55.0
Incorporated enterprises	26,745	293,614	9.1	2,430.3	3,418.7	71.1
Partnerships	13,637	169,516	8.0	737.0	1,741.1	42.3
Sole proprietorships	8,265	1,016,518	0.8	49.5	693.6	7.1
of which						
Manufacturing sector						
All forms of organisation	19,015	293,061	6.5	1,686.6	2,546.4	66.2
Incorporated enterprises	11,146	75,935	14.7	1,332.9	1,691.9	78.8
Partnerships	6,201	44,081	14.1	343.9	722.6	47.6
Sole proprietorships	1,668	173,045	1.0	9.8	131.9	7.5
Energy and water supply						
All forms of organisation	319	7,964	4.0	176.6	259.1	68.1
Construction						
All forms of organisation	3,915	311,350	1.3	97.9	454.2	21.6
Incorporated enterprises	2,194	71,911	3.1	66.8	204.9	32.6
Unincorporated enterprises	1,721	239,439	0.7	31.1	249.3	12.5
Wholesale and commission trade						
All forms of organisation	12,335	200,904	6.1	759.9	1,314.0	57.8
Incorporated enterprises	7,539	60,671	12.4	534.4	780.4	68.5
Partnerships	3,314	25,046	13.2	212.4	428.3	49.6
Sole proprietorships	1,482	115,187	1.3	13.0	105.3	12.4
Retail trade 3						
All forms of organisation	11,281	542,404	2.1	389.3	1,027.4	37.9
Incorporated enterprises	4,725	61,247	7.7	230.4	361.1	63.8
Partnerships	2,608	49,235	5.3	136.2	369.0	36.9
Sole proprietorships	3,948	431,922	0.9	22.7	297.2	7.7
Transportation 4						
All forms of organisation	1,388	120,856	1.1	61.8	204.6	30.2
Incorporated enterprises	679	17,778	3.8	50.4	106.6	47.3
Unincorporated enterprises	709	103,078	0.7	11.4	98.0	11.6

1 Data from the Federal Statistical Office. — 2 Energy and water supply, mining (including extraction of stones and earths), manufacturing sector, construction, trade and transportation (excluding railways and excluding tele-

communication). — 3 Including motor-vehicle trade, filling stations, maintenance and repair of motor vehicles and consumer durables. — 4 Excluding railways and excluding telecommunication.

the extrapolation, firms in this form of business organisation (in line with the requirements of the turnover-tax statistics) are classified as partnerships, even if, in terms of liability, they more closely resemble corporations. Another factor arguing in favour of their treatment as partnerships is that the typical *Kapitalgesellschaft und Co.*, as regards its size and its asset and liability structure, is more like an enterprise operated as a partnership than a "traditional" corporation. Enterprises in the form of a cooperative society, a civil-law association, a foundation or an institution incorporated under public law, which, formally, do not belong in any of the three groups, were classified among the groups "corporations" and "partnerships" in accordance with the criterion of economic similarity. Cooperative societies were classified as corporations, since their statutes usually provide for the limited liability of their members – limited, for instance, to their capital contribution or to the maximum amount of their liability. The same thing applies to foundations and institutions incorporated under public law. Civil-law associations, by contrast, are to be regarded as partnerships in economic terms.

Extrapolation by form of business organisation has major advantages over the method of analysis employed hitherto. The improvement of the results in terms of representativeness and stability must be mentioned first. Representativeness increases because the form of business organisation exerts a significant impact on the structure of the balance sheet and profit and loss account (as the above analysis has made clear) and because the differences between the basic entity and the data available to the Bundesbank are cancelled out directly by the extrapolation by form of business organisation. Some offsetting already took place under the method of extrapolation employed in the past,

since there is a close correlation between corporate size and corporate form of organisation, but it fell short of what can be achieved by the more sophisticated method. Moreover, the extrapolation is safeguarded more by including the form of business organisation as a third criterion, since a greater segmentation of the data is ensured, and the risk that firm-specific special factors will impinge on the sectoral and overall results is reduced.

All in all, the extrapolation by form of business organisation cancels out the structural differences between the Bundesbank's data and the totality of enterprises in Germany more effectively than the old method of analysis. That applies particularly to those sectors which are mainly characterised by small and medium-sized firms, i. e. in which partnerships and sole proprietorships carry relatively heavy weight. There, the new results of the extrapolation differ perceptibly in part from those obtained without distinguishing between different forms of business organisation (see the table on page 63). Thus, the equity-capital ratios for the manufacturing sector, the construction sector, the retail trade and transportation, taking the average of the period from 1994 to 1999, are distinctly below those of the old extrapolation method. By contrast, the average profit-turnover ratio between 1994 and 1999 works out slightly higher in the extrapolation by form of business organisation. As regards the development of the financing and earning patterns, however, the "old" and the "new" series largely coincide.

Furthermore, the new approach makes possible an analysis of corporate earning and financing patterns by form of business organisation which – as the above article has shown – yields a number of new perceptions, compared with the traditional approach. In addition, the data by form of business

The findings of different methods of extrapolation compared \*

Average 1994 to 1999

Item	Germany as a whole			Memo item Western Ger- many; extra- polation without dif- ferentiation by form of organisation
	Extrapolation by form of organisation	Extrapolation without dif- ferentiation by form of organisation	Difference between the extrapolation methods in percentage points	
	(1)	(2)	(1)–(2)	
Own funds as % of balance-sheet total				
All economic sectors <sup>1</sup>	17.2	18.1	– 0.9	18.2
of which				
Manufacturing sector	22.9	23.8	– 0.9	24.1
Energy and water supply	26.9	26.9	0.0	24.1
Construction	3.2	5.0	– 1.8	5.1
Wholesale trade	14.8	15.3	– 0.5	15.1
Retail trade	2.3	3.3	– 1.0	3.4
Transportation	14.6	16.8	– 2.2	15.2
Profit-turnover ratio <sup>2</sup>				
All economic sectors <sup>1</sup>	3.0	2.8	0.2	3.0
of which				
Manufacturing sector	3.7	3.5	0.2	3.7
Energy and water supply	8.5	8.5	0.0	9.4
Construction	1.8	1.3	0.5	1.7
Wholesale trade	1.8	1.6	0.2	1.8
Retail trade	2.0	1.8	0.2	1.8
Transportation	1.8	1.1	0.7	1.9

\* Estimated on the basis of extrapolated figures. — 1 Industry, trade and transportation. — 2 Annual result before taxes on profits as % of turnover.

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organisation can be fitted more easily into the framework of the new European System of Accounts (ESA '95), in which enterprises, as a function of their form of organisation, are assigned to the enterprise sector (corporations and partnerships) or to the household sector (sole proprietorships). Considered in terms of economic sectors, however, results by form of business organisation can be shown only for segments that are sufficiently represented both in the totality of enterprises and in the data available to the Bundesbank. At the level of the branches of the manufacturing sector, this condition is commonly not fulfilled. That also applies to the branch of the energy and water-supply sector, in which there are hardly any partnerships or sole proprietorships. That is why extrapolations by form of business organisation are published only for the manufacturing sector as a whole, the construction sector, the wholesale and retail trade and the transportation sector.

Changes in the underlying data have given rise to other methodological adjustments, which were described some time ago.<sup>13</sup> In terms of both volume and composition, the available data is insufficient to permit the extrapolation of the years 1998 and 1999. In recent years, owing to changes in monetary policy instruments following the launch

of Stage Three of EMU on January 1, 1999, the balance-sheet data available to the Bundesbank, especially from smaller and medium-sized firms, has decreased noticeably. Rediscount credit, which used to form the basis for the submission of annual accounts to the Bundesbank, no longer features in the arsenal of policy instruments of the Eurosystem. Since that time, annual accounts have been required to check the creditworthiness of the debtors of loans to non-banks and trade bills, which are deposited by credit institutions, along with securities, to hedge repo transactions with the Eurosystem. On account of the strict standards applied to such checks, the number of the annual accounts of firms of poor creditworthiness has declined disproportionately fast. As a makeshift, the figures for 1998 and 1999 were determined by updating, with the aid of the extrapolation, figures for a comparable range of firms, in which only those annual accounts for which the previous year's figures were also available were included. By that means, this selection effect is largely eliminated. The updating is based on about 32,000 annual accounts for the year 1998 and on some 26,000 annual accounts for 1999.

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<sup>13</sup> See Deutsche Bundesbank, West German enterprises' profitability and financing in 1999, Monthly Report, March 2001, the box on page 22.

The tables accompanying this article  
are printed on the following pages.



## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### All economic sectors <sup>1</sup>

DM billion

Item	All forms of organisation					Incorporated enterprises <sup>2</sup>				
	1994	1996	1997	1998	1999	1994	1996	1997	1998	1999
<b>I. Balance sheet</b>										
<b>Assets</b>										
Tangible fixed assets <sup>4</sup>	949.5	938.8	940.9	984.0	1,030.0	587.8	573.1	576.2	598.5	622.5
Stocks <sup>5</sup>	810.5	821.3	828.1	874.0	919.5	423.4	431.1	431.1	455.0	479.5
of which										
Raw materials and consumables	115.0	111.4	113.5	120.0	127.5	68.8	63.8	65.5	69.5	71.5
Work in progress	130.1	131.1	133.1	137.5	142.5	82.9	87.2	88.0	90.0	86.5
Finished goods, goods for resale	406.3	423.8	441.3	472.0	480.0	188.3	196.2	200.0	215.0	225.0
Non-financial assets	1,760.0	1,760.1	1,769.1	1,857.5	1,950.0	1,011.1	1,004.2	1,007.2	1,053.5	1,102.5
Cash resources <sup>6</sup>	174.6	185.1	180.8	171.0	174.0	112.7	121.8	117.8	106.5	103.5
Debtors	1,027.9	1,046.2	1,082.8	1,151.5	1,249.0	678.2	690.1	722.3	767.5	849.0
Short-term	955.6	967.8	1,003.4	1,069.0	1,162.5	630.4	636.9	666.4	710.0	789.5
of which: Trade debtors	513.9	506.8	514.7	519.5	556.5	301.4	297.0	300.2	302.5	327.0
Long-term	72.3	78.4	79.4	83.0	86.5	47.8	53.2	55.9	57.5	59.5
Investments	81.6	90.2	99.3	111.5	120.0	74.8	82.4	92.4	103.5	110.0
Participating interests	296.4	336.0	350.0	407.0	464.0	256.3	292.2	305.5	354.0	404.5
Financial assets	1,580.5	1,657.5	1,712.9	1,841.0	2,007.0	1,122.0	1,186.5	1,238.0	1,331.5	1,467.5
Prepayments and accrued income	16.3	15.5	15.7	16.5	17.5	7.7	8.0	8.2	8.5	8.5
<b>Balance-sheet total <sup>7</sup></b>	<b>3,356.8</b>	<b>3,433.1</b>	<b>3,497.7</b>	<b>3,715.0</b>	<b>3,974.5</b>	<b>2,140.9</b>	<b>2,198.7</b>	<b>2,253.4</b>	<b>2,393.5</b>	<b>2,578.5</b>
<b>Liabilities</b>										
Own funds <sup>8, 9</sup>	557.6	580.9	609.3	656.0	699.5	486.4	508.1	534.1	578.5	626.5
Creditors	2,110.8	2,138.9	2,167.1	2,310.0	2,479.0	1,086.0	1,105.9	1,125.6	1,199.0	1,300.5
Short-term	1,533.6	1,551.9	1,578.8	1,669.5	1,785.0	845.9	867.1	890.2	942.0	1,017.0
of which										
to credit institutions	308.2	320.7	329.3	357.0	376.0	131.2	136.5	141.9	151.5	162.0
Trade creditors	475.3	472.6	481.6	486.0	498.0	238.5	236.7	244.1	244.0	253.5
Long-term	577.2	587.0	588.3	640.0	694.0	240.1	238.8	235.4	257.0	283.5
of which: To credit institutions	373.2	377.7	381.9	418.0	461.0	141.4	137.3	138.9	153.5	178.0
Provisions <sup>9</sup>	674.5	698.0	705.5	732.5	778.0	556.8	571.8	580.3	601.5	636.0
of which: Provisions for pensions	259.8	276.8	283.3	302.5	328.0	223.5	235.4	240.2	257.0	279.0
Borrowed funds	2,785.3	2,836.9	2,872.6	3,042.0	3,257.0	1,642.8	1,677.7	1,705.9	1,800.5	1,936.5
Accruals and deferred income	13.9	15.4	15.8	17.0	18.0	11.6	13.0	13.4	14.5	15.5
<b>Balance-sheet total <sup>7</sup></b>	<b>3,356.8</b>	<b>3,433.1</b>	<b>3,497.7</b>	<b>3,715.0</b>	<b>3,974.5</b>	<b>2,140.9</b>	<b>2,198.7</b>	<b>2,253.4</b>	<b>2,393.5</b>	<b>2,578.5</b>
<b>II. Profit and loss account</b>										
Turnover	5,438.2	5,613.5	5,853.4	6,017.0	6,164.5	3,122.5	3,230.8	3,418.7	3,520.0	3,595.0
Change in stocks of own products <sup>10</sup>	33.8	24.2	11.4	31.5	52.0	15.0	16.1	6.9	17.0	24.5
Total output	5,472.1	5,637.7	5,864.8	6,048.0	6,217.0	3,137.5	3,246.9	3,425.7	3,537.0	3,619.5
Interest received	35.0	30.5	30.5	33.0	34.5	27.2	23.9	24.1	26.5	28.0
Other income	235.4	241.5	252.1	292.0	326.0	162.9	168.1	177.5	206.0	239.0
Total income	5,742.5	5,909.7	6,147.4	6,373.5	6,577.5	3,327.5	3,438.9	3,627.3	3,770.0	3,886.5
Costs of materials	3,357.0	3,511.1	3,668.3	3,775.5	3,891.0	1,939.8	2,036.9	2,161.6	2,227.5	2,285.0
Labour costs <sup>11</sup>	1,069.1	1,073.3	1,078.2	1,112.0	1,145.0	612.8	611.1	615.2	635.5	652.0
Depreciation	236.9	223.6	220.7	234.5	242.5	141.7	129.5	129.9	140.5	146.0
of tangible fixed assets	211.1	197.7	196.6	205.0	212.5	125.6	115.1	116.0	120.5	126.0
Other <sup>12</sup>	25.8	25.9	24.0	30.0	30.0	16.1	14.4	13.9	20.0	20.0
Interest paid	91.4	81.3	79.6	84.0	86.0	42.7	37.1	37.1	40.0	40.5
Taxes	156.1	162.8	184.1	190.0	189.5	131.4	138.6	154.4	164.5	160.5
on income and earnings <sup>13</sup>	42.5	45.9	56.6	68.0	68.0	30.3	34.8	44.1	54.0	53.0
Other <sup>14</sup>	113.6	116.9	127.5	122.0	122.0	101.1	103.8	110.2	111.0	108.0
of which: Excise taxes	99.0	104.1	104.0	106.5	100.5	91.8	95.4	102.8	105.5	99.5
Other costs	737.8	769.7	799.5	843.5	896.0	435.7	458.5	482.4	512.5	553.0
Total costs	5,648.3	5,821.7	6,030.3	6,239.5	6,449.0	3,304.1	3,411.7	3,580.5	3,720.5	3,837.0
Profit for the year <sup>15</sup>	94.2	87.9	117.1	133.5	128.5	23.5	27.2	46.8	49.0	49.5
Annual result before taxes on income <sup>16</sup>	141.5	140.0	182.7	210.0	205.5	57.9	66.9	98.7	110.0	112.0

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — <sup>1</sup> Energy and water supply, mining (including extraction of stones and earths), manufacturing sector, construction, trade and transportation (excluding railways and

excluding telecommunication). — <sup>2</sup> Including cooperative societies, foundations, institutions incorporated under public law, etc. — <sup>3</sup> Including Civil Law Associations. — <sup>4</sup> Including intangible assets. — <sup>5</sup> Including contracts in progress. — <sup>6</sup> Currency and bank balances. — <sup>7</sup> Less adjustments to capital accounts. — <sup>8</sup> Capital, reserves and

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Partnerships <sup>3</sup>					Sole proprietorships					Item
1994	1996	1997	1998	1999	1994	1996	1997	1998	1999	
										I. Balance sheet
										Assets
220.2	227.0	232.4	248.5	266.0	141.5	138.7	132.4	137.0	141.5	Tangible fixed assets <sup>4</sup>
243.4	244.5	248.3	265.0	281.5	143.7	145.7	148.8	154.0	158.5	Stocks <sup>5</sup>
										of which
36.7	37.1	38.0	40.5	43.0	9.6	10.6	10.0	10.0	13.0	Raw materials and consumables
36.4	34.6	34.5	38.0	43.5	10.8	9.4	10.7	9.5	12.5	Work in progress
118.9	127.2	134.2	144.5	146.5	99.1	100.5	107.1	112.5	108.5	Finished goods, goods for resale
463.6	471.5	480.7	513.0	547.5	285.3	284.4	281.2	291.0	300.0	Non-financial assets
47.8	48.7	48.9	49.5	55.0	14.1	14.5	14.1	15.0	15.5	Cash resources <sup>6</sup>
263.7	274.2	280.8	304.0	319.5	86.0	81.9	79.8	80.0	80.5	Debtors
242.9	252.8	261.1	283.0	296.5	82.4	78.1	75.9	76.0	76.5	Short-term
148.1	148.7	154.9	158.0	170.0	64.4	61.0	59.6	59.0	59.5	of which: Trade debtors
20.9	21.4	19.7	21.5	23.0	3.6	3.8	3.8	4.0	4.0	Long-term
6.3	7.5	6.6	7.5	9.5	0.4	0.4	0.3	0.5	0.5	Investments
36.7	40.2	41.2	49.5	56.0	3.4	3.6	3.3	3.5	3.5	Participating interests
354.6	370.6	377.5	410.5	439.5	104.0	100.4	97.4	99.0	100.0	Financial assets
4.6	4.2	4.1	4.5	5.0	4.0	3.4	3.4	3.5	4.0	Prepayments and accrued income
822.7	846.3	862.3	928.0	992.0	393.2	388.1	382.0	393.5	404.0	Balance-sheet total <sup>7</sup>
86.3	97.2	103.9	113.0	113.5	- 15.1	- 24.4	- 28.7	- 35.5	- 40.5	Liabilities
630.9	636.1	646.2	698.5	750.0	394.0	396.8	395.3	412.5	428.5	Own funds <sup>8, 9</sup>
437.5	438.9	444.8	475.5	507.5	250.2	245.9	243.8	252.0	260.5	Creditors
										Short-term
96.2	102.7	105.2	116.5	126.0	80.7	81.5	82.3	89.0	88.0	of which
134.6	136.6	138.4	143.0	141.0	102.2	99.4	99.1	99.0	103.5	to credit institutions
193.3	197.3	201.3	222.5	242.5	143.8	150.9	151.5	160.5	168.0	Trade creditors
106.2	108.1	109.4	123.0	135.5	125.5	132.3	133.6	141.5	147.5	Long-term
103.7	111.0	110.2	115.0	125.5	13.9	15.2	15.0	16.0	16.5	of which: To credit institutions
34.9	39.6	41.5	44.0	47.5	1.4	1.8	1.6	1.5	1.5	Provisions <sup>9</sup>
										of which: Provisions for pensions
734.6	747.2	756.4	813.0	876.0	407.9	412.0	410.4	428.5	444.5	Borrowed funds
1.8	1.9	2.0	2.0	2.5	0.4	0.5	0.4	0.5	0.0	Accruals and deferred income
822.7	846.3	862.3	928.0	992.0	393.2	388.1	382.0	393.5	404.0	Balance-sheet total <sup>7</sup>
1,617.8	1,693.2	1,741.1	1,808.0	1,882.0	698.0	689.6	693.6	689.0	687.5	II. Profit and loss account
11.0	4.5	2.4	11.0	17.5	7.8	3.5	2.1	3.5	10.0	Turnover
1,628.8	1,697.7	1,743.5	1,819.0	1,900.0	705.8	693.1	695.7	692.0	697.5	Total output
6.9	5.8	5.7	6.0	6.0	0.9	0.8	0.7	0.5	0.5	Interest received
56.9	57.3	57.7	67.5	67.5	15.6	16.1	16.9	18.5	19.5	Other income
1,692.6	1,760.7	1,806.8	1,892.5	1,973.5	722.3	710.0	713.3	711.0	717.5	Total income
1,009.9	1,074.1	1,103.4	1,151.0	1,207.5	407.3	400.1	403.3	397.0	398.5	Costs of materials
318.2	324.7	327.1	340.5	356.5	138.1	137.4	135.9	136.0	136.5	Labour costs <sup>11</sup>
60.6	61.3	59.6	62.5	65.0	34.7	32.8	31.1	31.5	31.5	Depreciation
53.4	52.8	52.3	55.5	58.0	32.2	29.8	28.4	29.0	28.5	of tangible fixed assets
7.2	8.5	7.3	7.5	7.0	2.5	3.0	2.7	2.5	3.0	Other <sup>12</sup>
27.1	23.9	23.1	24.5	26.0	21.7	20.3	19.4	19.5	19.5	Interest paid
20.3	20.3	25.6	21.5	24.5	4.4	4.0	4.1	4.0	4.5	Taxes
9.6	8.6	9.8	11.5	12.0	2.6	2.5	2.7	2.5	3.0	on income and earnings <sup>13</sup>
10.7	11.7	15.8	10.0	12.5	1.8	1.4	1.5	1.0	1.5	Other <sup>14</sup>
7.0	8.6	1.1	1.0	0.5	0.1	0.1	0.0	0.0	0.5	of which: Excise taxes
212.7	221.9	224.9	237.0	245.5	89.4	89.3	92.1	94.0	97.5	Other costs
1,648.6	1,726.1	1,763.7	1,836.5	1,924.0	695.6	683.9	686.0	682.5	688.0	Total costs
44.0	34.6	43.1	56.0	49.0	26.8	26.2	27.3	28.5	30.0	Profit for the year <sup>15</sup>
54.2	44.3	54.0	68.5	61.0	29.4	28.8	30.0	31.5	32.5	Annual result before taxes on income <sup>16</sup>

profit brought forward, less adjustments to capital accounts. — <sup>9</sup> Including pro rata share of special reserves. — <sup>10</sup> Including other capitalised production. — <sup>11</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>12</sup> Write-downs of cur-

rent and financial assets. — <sup>13</sup> In the case of partnerships and sole proprietorships, trade-earnings tax only. — <sup>14</sup> Including trade-capital tax. — <sup>15</sup> Total income less total costs. — <sup>16</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.

## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### Manufacturing sector

DM billion

Item	All forms of organisation					Incorporated enterprises <sup>1</sup>				
	1994	1996	1997	1998	1999	1994	1996	1997	1998	1999
<b>I. Balance sheet</b>										
<b>Assets</b>										
Tangible fixed assets <sup>3</sup>	389.0	399.7	400.2	419.5	437.5	235.6	242.9	241.8	251.5	260.0
Stocks <sup>4</sup>	318.9	332.5	339.3	361.0	369.5	204.2	214.9	218.6	232.0	235.5
of which										
Raw materials and consumables	81.8	82.7	86.8	91.5	95.5	48.4	48.6	50.8	54.5	56.0
Work in progress	88.5	91.4	96.8	99.5	94.5	62.1	66.3	70.2	70.5	63.5
Finished goods, goods for resale	118.2	125.2	124.9	135.5	141.0	70.1	74.1	72.4	79.0	83.0
Non-financial assets	707.9	732.3	739.5	781.5	807.0	439.7	457.8	460.4	484.0	495.5
Cash resources <sup>5</sup>	84.3	87.3	89.2	82.0	80.5	58.3	62.0	63.9	54.0	52.0
Debtors	457.1	483.1	520.4	564.5	624.5	319.3	338.8	369.3	403.5	450.0
Short-term	425.9	446.6	481.6	526.0	586.0	298.7	313.6	342.0	378.0	425.0
of which: Trade debtors	207.8	210.5	221.1	223.5	240.0	127.6	130.8	137.4	138.0	147.0
Long-term	31.2	36.5	38.8	38.5	39.0	20.7	25.2	27.3	25.5	25.5
Investments	38.6	42.1	47.7	53.5	54.0	34.1	36.5	42.7	48.0	47.0
Participating interests	193.7	223.2	230.5	263.5	297.5	173.6	201.1	207.5	236.5	266.0
Financial assets	773.8	835.8	887.8	963.5	1,057.5	585.3	638.4	683.4	742.0	815.5
Prepayments and accrued income	4.4	4.4	4.3	5.0	5.0	2.4	2.6	2.6	3.0	3.0
<b>Balance-sheet total <sup>6</sup></b>	<b>1,486.1</b>	<b>1,572.5</b>	<b>1,631.6</b>	<b>1,750.0</b>	<b>1,869.5</b>	<b>1,027.4</b>	<b>1,098.8</b>	<b>1,146.4</b>	<b>1,229.0</b>	<b>1,314.0</b>
<b>Liabilities</b>										
Own funds <sup>7, 8</sup>	325.4	351.0	376.4	410.0	442.5	276.5	298.2	317.5	349.5	379.5
Creditors	778.1	812.8	835.2	908.0	974.0	435.1	463.9	482.0	524.0	566.0
Short-term	567.0	595.9	621.9	673.5	723.0	355.5	381.2	403.9	438.5	473.5
of which										
to credit institutions	103.5	109.3	110.2	118.0	132.5	46.9	50.0	52.3	55.5	64.5
Trade creditors	156.2	156.1	165.4	171.0	174.5	89.6	91.1	97.9	99.5	103.5
Long-term	211.1	216.9	213.4	233.5	251.0	79.6	82.7	78.1	85.0	92.5
of which: To credit institutions	126.6	126.7	127.4	143.0	157.0	46.1	44.8	45.1	52.0	60.5
Provisions <sup>8</sup>	378.8	405.1	416.5	429.5	449.5	312.9	334.0	344.3	353.5	365.5
of which: Provisions for pensions	180.7	197.2	202.9	215.5	229.5	153.4	166.3	171.2	182.0	192.5
Borrowed funds	1,156.9	1,217.9	1,251.7	1,336.5	1,423.0	748.0	797.9	826.3	877.0	931.5
Accruals and deferred income	3.7	3.6	3.4	3.5	4.0	2.9	2.7	2.6	2.5	3.0
<b>Balance-sheet total <sup>6</sup></b>	<b>1,486.1</b>	<b>1,572.5</b>	<b>1,631.6</b>	<b>1,750.0</b>	<b>1,869.5</b>	<b>1,027.4</b>	<b>1,098.8</b>	<b>1,146.4</b>	<b>1,229.0</b>	<b>1,314.0</b>
<b>II. Profit and loss account</b>										
Turnover	2,256.1	2,386.4	2,546.4	2,654.0	2,730.0	1,460.0	1,570.2	1,691.9	1,763.5	1,805.0
Change in stocks of own products <sup>9</sup>	3.5	8.1	6.5	15.0	4.5	0.5	5.9	3.8	8.0	1.5
<b>Total output</b>	<b>2,259.6</b>	<b>2,394.5</b>	<b>2,552.9</b>	<b>2,669.0</b>	<b>2,734.0</b>	<b>1,460.5</b>	<b>1,576.1</b>	<b>1,695.8</b>	<b>1,771.5</b>	<b>1,806.0</b>
Interest received	18.2	15.8	15.9	18.0	17.0	14.7	13.0	13.2	15.0	14.5
Other income	115.7	120.8	127.4	154.0	172.0	86.4	92.2	97.6	118.5	135.5
<b>Total income</b>	<b>2,393.4</b>	<b>2,531.1</b>	<b>2,696.2</b>	<b>2,841.0</b>	<b>2,924.0</b>	<b>1,561.6</b>	<b>1,681.4</b>	<b>1,806.6</b>	<b>1,905.0</b>	<b>1,956.5</b>
Costs of materials	1,174.9	1,279.9	1,375.0	1,443.5	1,489.0	780.0	870.2	941.8	988.5	1,019.5
Labour costs <sup>10</sup>	558.3	568.3	576.8	598.5	615.0	350.7	356.6	362.0	374.5	380.0
Depreciation	114.8	106.5	108.9	118.5	123.5	73.7	66.8	69.6	77.0	80.0
of tangible fixed assets	101.1	96.0	98.1	102.5	108.0	64.1	60.1	62.4	65.0	68.0
Other <sup>11</sup>	13.6	10.5	10.8	16.0	16.0	9.6	6.7	7.3	12.0	12.0
Interest paid	35.8	31.6	31.4	34.0	34.0	18.3	16.2	16.8	18.5	18.5
Taxes	102.8	111.4	131.5	135.0	131.0	87.1	95.1	110.4	118.5	110.5
on income and earnings <sup>12</sup>	21.1	23.9	31.5	38.0	35.5	15.0	18.3	25.0	30.5	27.5
Other <sup>13</sup>	81.7	87.6	100.0	97.0	95.5	72.0	76.8	85.4	88.0	83.5
of which: Excise taxes	74.8	81.8	81.4	85.0	80.5	67.9	73.2	80.5	84.5	80.0
Other costs	362.2	388.4	405.4	433.5	457.0	236.2	257.0	272.0	292.5	311.0
<b>Total costs</b>	<b>2,348.8</b>	<b>2,486.0</b>	<b>2,629.1</b>	<b>2,763.0</b>	<b>2,850.0</b>	<b>1,546.0</b>	<b>1,661.9</b>	<b>1,772.5</b>	<b>1,869.5</b>	<b>1,919.5</b>
<b>Profit for the year <sup>14</sup></b>	<b>44.6</b>	<b>45.0</b>	<b>67.1</b>	<b>78.0</b>	<b>74.5</b>	<b>15.6</b>	<b>19.5</b>	<b>34.1</b>	<b>35.5</b>	<b>37.0</b>
Annual result before taxes on income <sup>15</sup>	68.0	71.8	101.6	117.5	111.0	32.4	39.6	61.4	66.5	66.0

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — 1 Including cooperative societies, foundations, institutions incorporated under public law, etc. —

2 Including Civil Law Associations. — 3 Including intangible assets. — 4 Including contracts in progress. — 5 Currency and bank balances. — 6 Less adjustments to capital accounts. — 7 Capital, reserves and profit brought forward, less adjustments to capital accounts. — 8 Including

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Partnerships <sup>2</sup>					Sole proprietorships					Item
1994	1996	1997	1998	1999	1994	1996	1997	1998	1999	
113.6	117.6	121.3	130.0	139.0	39.9	39.2	37.0	38.0	38.5	I. Balance sheet
94.3	97.9	100.3	108.0	114.0	20.4	19.8	20.5	21.0	20.0	Assets
28.8	29.7	31.4	32.5	35.0	4.6	4.5	4.6	4.5	4.5	Tangible fixed assets <sup>3</sup>
23.2	22.7	23.8	26.0	28.0	3.2	2.5	2.7	3.0	3.0	Stocks <sup>4</sup>
36.6	39.1	40.3	44.0	46.0	11.6	11.9	12.2	12.5	12.0	of which
										Raw materials and consumables
										Work in progress
										Finished goods, goods for resale
207.9	215.5	221.7	238.0	253.0	60.2	59.0	57.5	59.5	58.5	Non-financial assets
23.2	22.6	22.4	24.5	25.5	2.8	2.8	2.9	3.5	3.0	Cash resources <sup>5</sup>
120.5	127.4	133.9	144.5	158.5	17.3	16.9	17.1	16.5	16.0	Debtors
110.6	117.1	123.5	132.5	146.0	16.6	15.9	16.0	15.5	15.0	Short-term
67.0	66.8	70.8	73.0	80.5	13.2	12.9	12.9	12.5	12.5	of which: Trade debtors
9.8	10.3	10.4	12.0	12.5	0.7	1.0	1.1	1.0	1.0	Long-term
4.4	5.6	4.9	5.5	7.0	0.2	0.0	0.1	0.0	0.0	Investments
19.3	21.3	22.3	26.0	30.5	0.8	0.7	0.6	1.0	1.0	Participating interests
167.4	176.9	183.6	200.5	221.5	21.1	20.5	20.8	21.0	20.5	Financial assets
1.5	1.3	1.3	1.5	1.5	0.5	0.5	0.5	0.5	0.5	Prepayments and accrued income
376.9	393.7	406.5	440.0	476.0	81.8	80.0	78.7	81.0	79.5	Balance-sheet total <sup>6</sup>
48.8	53.7	59.6	62.5	65.5	0.1	-0.8	-0.7	-2.0	-2.5	Liabilities
265.5	273.0	278.8	306.0	330.5	77.4	75.8	74.4	78.0	77.5	Own funds <sup>7, 8</sup>
168.1	173.2	176.7	192.5	206.5	43.3	41.5	41.3	42.5	43.0	Creditors
40.7	43.4	42.0	46.0	49.5	15.9	15.9	15.8	16.5	18.5	Short-term
49.5	48.7	51.4	55.0	55.0	17.1	16.3	16.1	16.5	16.0	of which
97.4	99.8	102.2	113.5	124.0	34.1	34.4	33.1	35.0	34.5	to credit institutions
50.1	51.3	52.9	59.5	65.5	30.4	30.7	29.4	31.5	31.0	Trade creditors
61.8	66.1	67.3	71.0	79.0	4.2	4.9	4.9	5.0	5.0	Long-term
26.2	29.6	30.5	32.5	36.0	1.0	1.3	1.2	1.0	1.0	of which: To credit institu- tions
327.3	339.2	346.1	376.5	409.5	81.7	80.8	79.3	83.0	82.0	Provisions <sup>8</sup>
0.8	0.8	0.8	1.0	1.0	0.1	0.1	0.1	0.0	0.0	of which: Provisions for pensions
376.9	393.7	406.5	440.0	476.0	81.8	80.0	78.7	81.0	79.5	Borrowed funds
										Accruals and deferred income
										Balance-sheet total <sup>6</sup>
661.9	684.9	722.6	759.0	797.0	134.3	131.4	131.9	131.5	128.0	II. Profit and loss account
2.1	1.5	2.2	6.0	3.0	0.8	0.6	0.4	1.0	0.0	Turnover
664.0	686.5	724.8	765.0	800.0	135.1	132.0	132.3	132.5	128.0	Change in stocks of own products <sup>9</sup>
3.3	2.6	2.5	3.0	2.5	0.2	0.2	0.1	0.0	0.0	Total output
26.2	25.1	26.2	32.0	32.5	3.1	3.4	3.6	3.5	4.0	Interest received
693.5	714.1	753.5	800.0	835.0	138.4	135.6	136.0	136.0	132.5	Total income
332.0	348.3	371.3	394.0	411.0	63.0	61.4	61.9	61.0	58.5	Costs of materials
170.8	175.4	178.8	187.5	199.5	36.8	36.3	36.0	36.5	35.5	Labour costs <sup>10</sup>
32.2	31.3	31.5	33.5	35.5	8.8	8.3	7.8	8.0	8.0	Depreciation
28.7	28.3	28.5	30.0	32.5	8.3	7.6	7.2	7.5	7.5	of tangible fixed assets
3.5	3.1	2.9	3.5	3.5	0.5	0.7	0.6	0.5	0.5	Other <sup>11</sup>
12.7	11.1	10.7	11.5	12.0	4.7	4.2	3.9	4.0	3.5	Interest paid
14.6	15.3	20.1	15.5	19.5	1.1	1.0	1.0	1.0	1.0	Taxes
5.4	4.9	5.9	7.0	7.5	0.6	0.7	0.6	0.5	0.5	on income and earnings <sup>12</sup>
9.1	10.4	14.2	8.5	11.5	0.5	0.4	0.4	0.5	0.5	Other <sup>13</sup>
6.8	8.5	0.9	0.5	0.0	0.1	0.1	0.0	0.0	0.5	of which: Excise taxes
107.5	112.7	114.0	121.0	126.5	18.5	18.7	19.4	20.0	19.5	Other costs
669.8	694.2	726.4	763.0	804.5	133.0	130.0	130.2	130.5	126.0	Total costs
23.7	20.0	27.1	36.5	31.0	5.3	5.5	5.9	6.0	6.5	Profit for the year <sup>14</sup>
29.5	25.9	33.6	44.5	38.0	6.0	6.3	6.6	6.5	7.0	Annual result before taxes on income <sup>15</sup>

pro rata share of special reserves. — <sup>9</sup> Including other capitalised production. — <sup>10</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>11</sup> Write-downs of current and financial assets. — <sup>12</sup> In the case of partnerships and sole propri-

etorships, trade-earnings tax only. — <sup>13</sup> Including trade-capital tax. — <sup>14</sup> Total income less total costs. — <sup>15</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.

## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### Energy and water supply, construction

DM billion

Item	Energy and water supply					Construction				
	All forms of organisation					All forms of organisation				
	1994	1996	1997	1998	1999	1994	1996	1997	1998	1999
<b>I. Balance sheet</b>										
<b>Assets</b>										
Tangible fixed assets <sup>3</sup>	208.5	191.1	190.5	190.5	198.5	67.5	69.3	64.3	64.5	72.0
Stocks <sup>4</sup>	13.7	10.0	9.5	9.5	10.0	178.4	168.5	154.1	157.0	192.5
of which										
Raw materials and consumables	9.2	5.9	5.3	5.0	5.0	7.6	7.6	7.2	7.5	12.0
Work in progress	0.9	1.1	1.1	1.5	1.5	35.7	33.3	30.3	31.5	44.5
Finished goods, goods for resale	1.9	1.6	1.9	1.5	2.0	14.3	13.6	14.6	16.0	14.0
Non-financial assets	222.2	201.0	200.0	200.0	208.5	245.9	237.8	218.4	222.0	264.5
Cash resources <sup>5</sup>	15.6	16.4	12.9	13.0	13.5	24.0	26.1	21.5	21.5	22.0
Debtors	91.0	82.3	83.6	83.0	90.5	112.2	111.8	103.4	103.5	108.0
Short-term	82.5	73.7	75.0	74.0	82.0	106.8	106.0	97.6	95.0	100.0
of which: Trade debtors	33.1	32.0	29.5	29.5	35.5	71.4	67.3	62.7	60.5	64.0
Long-term	8.5	8.6	8.7	9.0	8.5	5.4	5.8	5.9	7.5	7.5
Investments	30.0	35.4	36.8	41.0	46.5	7.7	7.5	7.7	6.5	10.0
Participating interests	43.9	51.0	55.2	66.5	74.0	6.3	7.4	7.0	8.0	10.5
Financial assets	180.5	185.1	188.6	203.0	224.5	150.1	152.8	139.6	138.5	149.5
Prepayments and accrued income	1.0	1.0	1.0	1.0	1.0	5.5	4.9	4.5	5.0	5.0
Balance-sheet total <sup>6</sup>	403.8	387.1	389.6	404.0	434.0	401.5	395.5	362.5	365.5	419.0
<b>Liabilities</b>										
Own funds <sup>7, 8</sup>	106.6	106.5	105.1	110.0	113.5	17.8	16.6	10.5	9.5	7.5
Creditors	154.8	140.8	150.9	156.0	171.0	344.0	339.8	316.0	321.5	372.5
Short-term	80.6	72.6	79.0	78.0	87.0	289.8	282.7	258.2	262.5	305.0
of which										
to credit institutions	7.5	7.1	9.4	8.5	9.5	36.8	41.3	39.5	42.5	44.5
Trade creditors	20.0	16.1	16.5	14.0	15.5	62.5	60.2	57.0	57.5	66.5
Long-term	74.1	68.2	71.8	78.0	84.0	54.2	57.1	57.8	59.0	67.5
of which: To credit institutions	40.9	36.1	35.6	37.5	43.5	41.1	44.0	45.9	46.0	52.5
Provisions <sup>8</sup>	134.8	131.1	124.9	128.0	138.0	39.3	38.5	35.6	34.0	39.5
of which: Provisions for pensions	32.2	29.8	27.4	29.5	35.0	7.1	7.9	7.6	8.0	9.0
Borrowed funds	289.6	271.9	275.8	284.5	309.5	383.3	378.3	351.6	356.0	411.5
Accruals and deferred income	7.6	8.7	8.8	9.5	11.0	0.4	0.5	0.4	0.0	0.0
Balance-sheet total <sup>6</sup>	403.8	387.1	389.6	404.0	434.0	401.5	395.5	362.5	365.5	419.0
<b>II. Profit and loss account</b>										
Turnover	270.1	251.3	259.1	258.0	251.5	495.5	471.3	454.2	437.5	447.5
Change in stocks of own products <sup>9</sup>	1.9	1.6	1.6	1.5	1.5	27.1	13.5	2.6	12.5	44.0
Total output	272.1	252.9	260.7	260.0	253.0	522.6	484.8	456.8	450.0	491.0
Interest received	4.9	4.2	4.1	4.5	5.5	2.3	2.1	2.0	2.0	2.5
Other income	19.7	17.0	15.8	19.5	24.0	15.6	18.4	17.6	17.5	19.0
Total income	296.6	274.1	280.7	284.0	282.5	540.5	505.4	476.4	470.5	512.5
Costs of materials	174.0	155.3	163.6	161.0	150.0	256.6	241.5	229.0	227.0	253.5
Labour costs <sup>10</sup>	39.0	35.8	34.9	37.0	36.5	175.6	163.0	151.8	149.0	158.5
Depreciation	28.8	25.9	24.3	26.0	27.0	23.5	22.3	20.5	19.5	20.5
of tangible fixed assets	27.9	25.1	23.7	24.5	25.5	20.4	17.8	16.6	16.0	16.5
Other <sup>11</sup>	0.9	0.8	0.6	1.5	1.5	3.1	4.5	3.8	3.5	4.0
Interest paid	6.0	4.7	4.6	5.0	5.0	9.1	9.0	8.6	8.5	9.5
Taxes	7.3	9.9	11.8	13.5	16.5	4.5	3.4	3.1	3.0	3.0
on income and earnings <sup>12</sup>	5.8	8.3	10.4	12.5	14.0	3.4	2.4	2.2	2.0	2.0
Other <sup>13</sup>	1.5	1.6	1.3	1.0	2.5	1.1	1.0	0.9	0.5	1.0
of which: Excise taxes	0.5	0.6	0.6	0.5	1.0	0.0	0.0	0.0	0.0	0.0
Other costs	37.4	35.8	34.4	34.5	38.5	61.8	61.0	58.8	57.0	66.0
Total costs	292.4	267.4	273.5	276.5	273.5	531.1	500.3	471.8	464.5	510.5
Profit for the year <sup>14</sup>	4.2	6.7	7.1	8.0	9.0	9.4	5.1	4.6	6.0	2.5
Annual result before taxes on income <sup>15</sup>	12.5	19.2	22.9	26.5	28.5	13.1	7.5	7.1	8.5	5.5

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — 1 Including cooperative societies, foundations, institutions incorporated under public law, etc. —

2 Partnerships (including Civil Law Associations) and sole proprietorships. — 3 Including intangible assets. — 4 Including contracts in progress. — 5 Currency and bank balances. — 6 Less adjustments to capital accounts. — 7 Capital, reserves and profit brought forward,

Incorporated enterprises <sup>1</sup>					Unincorporated enterprises <sup>2</sup>					Item
1994	1996	1997	1998	1999	1994	1996	1997	1998	1999	
24.2	25.8	23.1	23.0	25.5	43.3	43.5	41.2	41.5	46.5	I. Balance sheet
79.9	79.1	69.7	72.5	88.5	98.4	89.4	84.3	84.5	104.0	Assets
										Tangible fixed assets <sup>3</sup>
4.0	3.7	3.5	3.5	4.0	3.7	3.9	3.8	4.0	8.0	Stocks <sup>4</sup>
17.0	16.9	14.3	16.5	21.5	18.7	16.4	16.0	15.0	23.0	of which
4.5	5.8	5.1	5.5	6.0	9.7	7.8	9.6	10.5	8.0	Raw materials and consumables
										Work in progress
										Finished goods, goods for resale
104.1	104.9	92.8	95.5	114.0	141.7	132.9	125.5	126.5	150.5	Non-financial assets
13.2	15.9	11.4	12.0	12.0	10.8	10.3	10.0	9.5	10.0	Cash resources <sup>5</sup>
57.1	58.6	53.8	53.0	56.0	55.0	53.2	49.6	50.5	52.0	Debtors
54.6	56.1	50.9	48.0	51.5	52.2	49.9	46.6	47.0	48.5	Short-term
32.9	31.3	28.2	27.0	29.0	38.5	35.9	34.5	33.5	35.0	of which: Trade debtors
2.5	2.5	2.9	4.5	4.5	2.9	3.3	3.0	3.0	3.0	Long-term
6.9	6.6	6.9	6.0	7.5	0.8	0.9	0.7	0.5	2.5	Investments
4.7	5.3	5.2	5.5	7.5	1.6	2.1	1.8	2.5	3.0	Participating interests
81.9	86.4	77.4	76.0	82.5	68.2	66.5	62.2	62.5	67.0	Financial assets
2.1	1.9	1.8	2.0	2.0	3.5	3.0	2.7	3.0	3.0	Prepayments and accrued income
188.1	193.1	172.0	173.5	198.5	213.4	202.3	190.5	192.0	220.5	Balance-sheet total <sup>6</sup>
18.0	18.2	15.0	15.5	15.5	- 0.2	- 1.5	- 4.6	- 6.0	- 8.0	Liabilities
147.5	152.1	135.6	138.0	160.0	196.5	187.7	180.4	183.5	212.5	Own funds <sup>7, 8</sup>
130.2	133.5	117.5	119.5	139.5	159.6	149.3	140.8	143.0	165.5	Creditors
										Short-term
13.8	15.2	13.9	14.0	16.0	23.0	26.1	25.6	28.5	28.5	of which
27.9	27.0	24.5	24.5	28.5	34.6	33.2	32.5	33.0	38.0	to credit institutions
17.3	18.7	18.2	18.5	20.5	37.0	38.4	39.6	40.5	47.0	Trade creditors
12.8	13.5	13.8	14.0	15.0	28.4	30.5	32.1	32.0	37.5	Long-term
22.3	22.5	21.1	19.5	23.0	16.9	15.9	14.5	14.5	16.5	of which: To credit institutions
5.5	6.3	6.1	6.5	7.5	1.6	1.6	1.5	1.5	1.5	Provisions <sup>8</sup>
										of which: Provisions for pensions
169.8	174.7	156.8	158.0	183.0	213.4	203.6	194.9	198.0	228.5	Borrowed funds
0.2	0.3	0.2	0.0	0.0	0.2	0.3	0.1	0.0	0.0	Accruals and deferred income
188.1	193.1	172.0	173.5	198.5	213.4	202.3	190.5	192.0	220.5	Balance-sheet total <sup>6</sup>
225.7	217.1	204.9	194.0	198.5	269.8	254.2	249.3	243.5	249.0	II. Profit and loss account
12.1	8.0	1.0	6.5	20.5	15.0	5.5	1.5	6.0	23.5	Turnover
										Change in stocks of own products <sup>9</sup>
237.8	225.0	206.0	200.5	219.0	284.9	259.8	250.8	249.5	272.0	Total output
1.7	1.5	1.5	1.5	2.0	0.7	0.6	0.6	0.5	0.5	Interest received
7.8	10.0	9.2	9.0	10.5	7.8	8.4	8.4	8.5	8.5	Other income
247.2	236.6	216.7	211.5	231.0	293.3	268.8	259.8	259.0	281.5	Total income
122.2	118.3	109.7	107.0	119.5	134.4	123.2	119.4	120.0	134.0	Costs of materials
79.3	74.1	66.8	65.0	69.5	96.4	88.9	85.0	84.0	89.0	Labour costs <sup>10</sup>
9.1	9.1	7.8	7.5	8.0	14.4	13.2	12.7	12.0	12.5	Depreciation
7.6	6.8	6.1	6.0	6.0	12.8	11.1	10.6	10.0	10.5	of tangible fixed assets
1.5	2.4	1.7	1.5	2.0	1.6	2.1	2.1	2.0	2.0	Other <sup>11</sup>
3.3	3.3	3.1	3.0	3.5	5.8	5.7	5.5	5.5	6.0	Interest paid
2.5	1.9	1.6	1.5	1.5	2.0	1.5	1.5	1.5	1.5	Taxes
2.0	1.4	1.2	1.0	1.0	1.4	1.0	1.0	1.0	1.0	on income and earnings <sup>12</sup>
0.5	0.5	0.4	0.5	0.5	0.6	0.5	0.5	0.0	0.5	Other <sup>13</sup>
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
29.3	30.0	28.5	26.5	32.0	32.5	31.0	30.2	30.5	34.0	Other costs
245.7	236.8	217.5	211.0	233.5	285.4	263.5	254.3	253.5	277.0	Total costs
1.5	- 0.1	- 0.9	0.5	- 2.5	7.9	5.3	5.5	5.5	5.0	Profit for the year <sup>14</sup>
										Annual result before taxes on income <sup>15</sup>
3.8	1.1	0.6	2.0	- 0.5	9.2	6.3	6.5	6.5	6.0	

less adjustments to capital accounts. — <sup>8</sup> Including pro rata share of special reserves. — <sup>9</sup> Including other capitalised production. — <sup>10</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>11</sup> Write-downs of current and financial

assets. — <sup>12</sup> In the case of partnerships and sole proprietorships, trade-earnings tax only. — <sup>13</sup> Including trade-capital tax. — <sup>14</sup> Total income less total costs. — <sup>15</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.

## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### Wholesale trade and commission trade

DM billion

Item	All forms of organisation					Incorporated enterprises <sup>1</sup>				
	1994	1996	1997	1998	1999	1994	1996	1997	1998	1999
<b>I. Balance sheet</b>										
Assets										
Tangible fixed assets <sup>3</sup>	81.6	80.3	81.2	84.0	87.5	38.6	38.3	39.7	41.5	44.5
Stocks <sup>4</sup>	126.4	130.4	136.9	140.0	142.0	71.3	72.9	76.0	76.5	80.0
of which										
Raw materials and consumables	6.4	6.0	6.1	6.5	6.5	3.3	3.3	3.4	3.5	3.5
Work in progress	2.6	2.5	2.2	2.5	2.0	1.8	1.7	1.4	1.5	1.5
Finished goods, goods for resale	113.4	117.0	123.8	126.0	128.0	63.0	64.5	67.5	68.5	71.0
Non-financial assets	208.0	210.7	218.1	223.5	229.0	109.9	111.2	115.7	118.0	124.0
Cash resources <sup>5</sup>	25.9	26.6	27.2	26.5	29.5	14.8	15.5	16.2	15.5	17.0
Debtors	211.8	211.9	214.4	224.5	239.0	131.2	132.1	134.2	140.5	153.5
Short-term	201.9	201.6	204.6	214.0	227.0	125.0	125.5	127.8	134.0	146.0
of which: Trade debtors	128.0	126.5	129.7	129.5	137.5	75.2	73.8	76.1	76.5	82.5
Long-term	10.0	10.3	9.8	9.5	12.0	6.2	6.7	6.5	6.0	7.5
Investments	2.8	2.4	2.5	3.0	3.0	2.1	1.7	1.8	2.0	2.0
Participating interests	25.5	25.7	28.6	35.0	41.5	17.0	18.6	20.5	25.5	31.0
Financial assets	266.0	266.5	272.7	289.0	313.5	165.1	167.9	172.7	183.5	203.5
Prepayments and accrued income	1.7	1.7	1.8	2.0	1.5	0.9	1.0	1.0	1.0	1.0
Balance-sheet total <sup>6</sup>	475.7	478.9	492.5	514.5	544.0	275.9	280.2	289.5	302.5	328.5
Liabilities										
Own funds <sup>7, 8</sup>	67.6	67.7	73.4	79.0	84.5	45.8	46.4	49.7	53.5	59.5
Creditors	363.1	366.8	373.0	388.5	408.5	198.0	202.4	207.5	216.0	233.0
Short-term	288.1	291.7	297.5	307.0	318.5	170.8	173.7	179.1	183.5	196.0
of which										
to credit institutions	67.9	69.0	70.2	75.0	80.5	35.2	35.8	36.4	39.0	43.5
Trade creditors	115.1	118.2	117.5	114.0	114.0	62.9	65.5	66.8	64.0	67.5
Long-term	75.1	75.1	75.5	81.5	90.0	27.2	28.6	28.4	32.5	37.0
of which: To credit institutions	45.2	46.4	47.2	51.0	56.5	16.2	17.1	17.2	19.5	22.0
Provisions <sup>8</sup>	44.2	43.6	45.2	46.5	49.0	31.6	30.8	31.5	32.5	35.5
of which: Provisions for pensions	15.2	15.4	16.4	17.0	18.5	12.4	12.4	12.9	13.5	15.0
Borrowed funds	407.4	410.4	418.2	435.0	458.5	229.7	233.2	239.1	248.5	268.5
Accruals and deferred income	0.8	0.8	0.9	0.5	1.0	0.5	0.6	0.7	0.5	0.5
Balance-sheet total <sup>6</sup>	475.7	478.9	492.5	514.5	544.0	275.9	280.2	289.5	302.5	328.5
<b>II. Profit and loss account</b>										
Turnover	1,247.1	1,272.3	1,314.0	1,317.5	1,330.0	740.0	751.0	780.4	783.0	809.0
Change in stocks of own products <sup>9</sup>	0.6	0.3	0.4	2.0	0.5	0.5	0.3	0.3	0.5	0.0
Total output	1,247.7	1,272.6	1,314.4	1,319.0	1,331.0	740.5	751.3	780.7	783.5	809.0
Interest received	5.4	4.4	4.5	5.0	5.0	3.5	2.9	3.0	3.0	3.0
Other income	35.6	33.8	36.1	39.0	45.5	22.9	21.7	23.9	26.0	31.0
Total income	1,288.7	1,310.8	1,355.0	1,363.0	1,381.0	766.9	775.9	807.6	812.5	843.5
Costs of materials	996.9	1,025.5	1,060.9	1,062.5	1,071.0	594.6	606.4	632.1	634.5	654.5
Labour costs <sup>10</sup>	104.2	106.9	109.7	113.0	114.5	61.0	61.9	63.5	65.5	68.0
Depreciation	23.5	22.1	22.1	22.5	22.5	12.2	11.8	11.7	12.0	12.5
of tangible fixed assets	18.6	16.8	16.4	16.5	16.5	9.5	8.7	8.5	8.5	8.5
Other <sup>11</sup>	4.9	5.3	5.7	6.0	5.5	2.7	3.1	3.1	3.5	3.5
Interest paid	15.7	13.7	13.3	14.0	14.0	7.8	6.7	6.6	7.0	7.0
Taxes	27.9	24.5	23.4	20.5	24.0	24.9	22.1	20.7	18.0	21.5
on income and earnings <sup>12</sup>	6.7	5.9	6.3	6.5	7.5	4.5	4.1	4.4	4.5	5.5
Other <sup>13</sup>	21.2	18.6	17.1	14.5	16.5	20.4	18.1	16.3	14.0	16.0
of which: Excise taxes	17.9	15.7	16.0	14.0	14.0	17.7	15.7	15.7	13.5	13.5
Other costs	104.5	106.0	111.7	115.5	120.0	64.1	64.9	69.3	72.5	76.0
Total costs	1,272.7	1,298.8	1,341.1	1,348.0	1,364.5	764.5	773.9	803.9	809.5	839.0
Profit for the year <sup>14</sup>	16.0	12.0	13.9	14.5	16.5	2.4	2.0	3.7	3.0	4.5
Annual result before taxes on income <sup>15</sup>	24.4	19.2	22.7	22.5	25.0	8.4	7.2	10.5	9.5	11.5

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — <sup>1</sup> Including cooperative societies, foundations, institutions incorporated under public law, etc. —

<sup>2</sup> Including Civil Law Associations. — <sup>3</sup> Including intangible assets. — <sup>4</sup> Including contracts in progress. — <sup>5</sup> Currency and bank balances. — <sup>6</sup> Less adjustments to capital accounts. — <sup>7</sup> Capital, reserves and profit brought forward, less adjustments to capital accounts. — <sup>8</sup> Including

Deutsche Bundesbank

Partnerships <sup>2</sup>					Sole proprietorships					Item
1994	1996	1997	1998	1999	1994	1996	1997	1998	1999	
										I. Balance sheet
										Assets
28.6	28.2	28.1	29.0	29.5	14.4	13.7	13.4	13.5	13.5	Tangible fixed assets <sup>3</sup>
37.1	38.8	40.6	42.5	41.5	18.1	18.7	20.2	21.0	20.5	Stocks <sup>4</sup>
										of which
2.1	1.9	1.9	2.0	2.0	1.1	0.8	0.9	1.0	1.0	Raw materials and consumables
0.6	0.6	0.6	1.0	0.5	0.2	0.2	0.2	0.0	0.0	Work in progress
33.8	35.2	37.4	38.5	38.0	16.5	17.3	18.9	19.0	19.0	Finished goods, goods for resale
										Non-financial assets
65.6	67.1	68.7	71.0	71.0	32.5	32.4	33.6	34.5	34.0	Cash resources <sup>5</sup>
8.5	8.6	8.4	8.5	10.0	2.6	2.5	2.5	2.5	2.5	Debtors
63.0	63.0	64.4	69.0	70.0	17.6	16.7	15.8	15.0	15.5	Short-term
60.0	59.9	61.7	66.0	66.5	16.9	16.2	15.2	14.0	14.5	of which: Trade debtors
39.1	39.3	40.8	41.0	42.5	13.7	13.3	12.8	12.0	12.5	Long-term
3.0	3.1	2.7	3.0	3.5	0.7	0.6	0.6	0.5	1.0	Investments
0.7	0.6	0.7	1.0	1.0	0.0	0.1	0.1	0.0	0.0	Participating interests
8.0	6.6	7.7	9.0	10.0	0.5	0.5	0.4	0.5	0.5	
80.2	78.9	81.2	87.5	91.0	20.8	19.7	18.8	18.0	19.0	Financial assets
0.4	0.4	0.4	0.5	0.5	0.3	0.3	0.3	0.5	0.0	Prepayments and accrued income
146.3	146.3	150.3	159.0	162.5	53.5	52.4	52.7	53.0	53.0	Balance-sheet total <sup>6</sup>
										Liabilities
18.3	18.1	20.6	23.0	22.5	3.5	3.2	3.0	2.5	2.5	Own funds <sup>7,8</sup>
116.8	116.9	117.4	123.5	127.0	48.3	47.5	48.0	49.0	48.5	Creditors
84.3	85.6	86.4	91.0	92.0	32.9	32.4	32.0	32.5	30.5	Short-term
										of which
21.4	22.3	23.2	24.5	26.5	11.3	10.9	10.5	11.5	10.5	to credit institutions
35.5	36.4	34.3	34.5	32.5	16.7	16.3	16.3	15.5	14.0	Trade creditors
32.5	31.3	31.0	32.5	35.0	15.4	15.2	16.0	16.5	18.0	Long-term
16.1	16.1	16.1	17.5	19.0	13.0	13.2	13.9	14.0	15.5	of which: To credit institutions
11.0	11.2	12.0	12.5	12.0	1.6	1.6	1.6	1.5	1.5	Provisions <sup>8</sup>
2.7	2.9	3.4	3.5	3.5	0.1	0.1	0.1	0.0	0.0	of which: Provisions for pensions
127.8	128.0	129.5	136.0	139.5	49.9	49.2	49.6	50.5	50.5	Borrowed funds
0.2	0.2	0.2	0.0	0.5	0.1	0.0	0.1	0.0	0.0	Accruals and deferred income
146.3	146.3	150.3	159.0	162.5	53.5	52.4	52.7	53.0	53.0	Balance-sheet total <sup>6</sup>
										II. Profit and loss account
398.1	420.3	428.3	436.5	426.5	108.9	101.0	105.3	98.0	94.5	Turnover
0.0	0.1	0.0	0.5	0.0	0.0	0.0	0.1	1.0	0.5	Change in stocks of own products <sup>9</sup>
398.2	420.4	428.3	436.5	427.0	109.0	101.0	105.4	99.0	95.0	Total output
1.6	1.2	1.3	1.5	1.5	0.3	0.3	0.3	0.5	0.5	Interest received
10.4	9.8	10.1	10.5	12.0	2.3	2.3	2.2	2.5	2.5	Other income
410.1	431.4	439.6	449.0	440.0	111.7	103.6	107.9	101.5	97.5	Total income
321.8	344.1	349.3	355.0	347.5	80.6	75.0	79.5	73.0	69.0	Costs of materials
33.8	35.8	37.1	38.5	37.5	9.5	9.2	9.1	9.0	9.0	Labour costs <sup>10</sup>
7.7	7.3	7.6	7.5	7.0	3.6	3.0	2.8	3.0	3.0	Depreciation
6.1	5.6	5.5	5.5	5.5	3.0	2.5	2.4	2.5	2.5	of tangible fixed assets
1.6	1.7	2.0	2.0	1.5	0.6	0.5	0.5	0.5	0.5	Other <sup>11</sup>
5.2	4.5	4.4	4.5	4.5	2.7	2.4	2.4	2.5	2.5	Interest paid
2.4	1.9	2.2	2.0	2.0	0.6	0.5	0.5	0.5	0.5	Taxes
1.8	1.5	1.5	1.5	1.5	0.4	0.4	0.4	0.5	0.5	on income and earnings <sup>12</sup>
0.6	0.4	0.7	0.5	0.5	0.2	0.1	0.1	0.0	0.0	Other <sup>13</sup>
0.2	0.0	0.3	0.5	0.5	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
30.0	31.4	32.7	33.5	34.0	10.3	9.7	9.8	9.5	10.0	Other costs
401.0	425.0	433.2	441.0	432.0	107.2	99.9	104.1	97.5	93.5	Total costs
9.1	6.4	6.4	7.5	8.0	4.5	3.7	3.8	4.0	4.0	Profit for the year <sup>14</sup>
11.2	7.9	8.0	9.0	9.0	4.9	4.1	4.2	4.0	4.5	Annual result before taxes on income <sup>15</sup>

pro rata share of special reserves. — <sup>9</sup> Including other capitalised production. — <sup>10</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>11</sup> Write-downs of current and financial assets. — <sup>12</sup> In the case of partnerships and sole propri-

etorships, trade-earnings tax only. — <sup>13</sup> Including trade-capital tax. — <sup>14</sup> Total income less total costs. — <sup>15</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.

## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### Retail trade (including motor-vehicle trade and filling stations) °

DM billion

Items	All forms of organisation					Incorporated enterprises <sup>1</sup>				
	1994	1996	1997	1998	1999	1994	1996	1997	1998	1999
<b>I. Balance sheet</b>										
<b>Assets</b>										
Tangible fixed assets <sup>3</sup>	100.6	97.7	99.2	104.5	107.0	23.6	25.2	26.7	29.0	30.0
Stocks <sup>4</sup>	162.8	171.9	181.1	199.5	200.0	48.6	50.8	54.1	62.0	63.5
of which										
Raw materials and consumables	5.0	5.6	5.0	5.5	5.5	1.7	1.3	1.5	2.0	2.0
Work in progress	1.1	1.5	1.5	1.5	1.5	0.5	0.6	0.5	0.5	0.5
Finished goods, goods for resale	155.0	163.9	173.5	191.0	192.0	46.0	48.6	51.7	59.0	61.0
Non-financial assets	263.4	269.6	280.4	304.5	307.0	72.2	76.1	80.8	91.5	93.5
Cash resources <sup>5</sup>	15.6	18.0	17.2	16.5	18.0	5.2	6.0	6.4	7.0	6.5
Debtors	92.3	93.4	95.4	105.5	109.0	38.4	38.1	39.9	42.5	45.5
Short-term	84.9	86.4	89.1	98.0	101.0	36.1	35.9	37.0	39.0	42.0
of which: Trade debtors	47.6	47.1	47.6	51.5	52.0	19.1	18.8	18.3	20.0	20.0
Long-term	7.4	7.0	6.2	7.0	8.0	2.3	2.2	2.9	3.5	4.0
Investments	0.9	0.7	0.8	0.5	0.5	0.3	0.3	0.5	0.5	0.5
Participating interests	13.1	14.7	14.1	17.0	18.0	6.1	5.4	6.7	8.5	9.5
Financial assets	121.7	126.8	127.5	140.0	145.5	50.0	49.8	53.5	58.5	62.0
Prepayments and accrued income	1.7	1.7	1.9	1.5	1.5	0.5	0.6	0.6	0.5	0.5
<b>Balance-sheet total <sup>6</sup></b>	<b>386.9</b>	<b>398.1</b>	<b>409.7</b>	<b>446.0</b>	<b>454.0</b>	<b>122.7</b>	<b>126.5</b>	<b>134.9</b>	<b>150.5</b>	<b>156.0</b>
<b>Liabilities</b>										
Own funds <sup>7, 8</sup>	11.2	8.0	8.3	10.0	10.0	14.3	13.1	16.7	18.5	20.0
Creditors	346.5	357.4	367.3	400.0	407.0	94.5	98.2	101.9	113.5	116.5
Short-term	236.1	239.2	248.7	271.5	275.0	75.2	76.4	79.2	88.5	88.0
of which										
to credit institutions	75.7	77.6	82.1	95.5	94.5	22.5	22.9	24.0	29.0	27.0
Trade creditors	95.7	97.4	100.9	105.0	104.5	27.4	26.9	28.4	30.5	28.0
Long-term	110.4	118.2	118.7	128.0	132.0	19.3	21.8	22.7	25.0	28.5
of which: To credit institutions	82.2	88.5	89.4	97.5	100.5	11.5	14.1	14.8	16.0	18.5
Provisions <sup>8</sup>	28.4	31.8	33.2	35.5	35.5	13.7	14.8	16.1	18.0	19.0
of which: Provisions for pensions	10.5	12.1	12.9	13.5	13.5	6.5	7.1	7.7	8.5	9.0
Borrowed funds	374.9	389.2	400.5	435.0	443.0	108.2	113.1	117.9	131.5	135.5
Accruals and deferred income	0.8	0.9	0.9	1.0	1.0	0.2	0.3	0.3	0.5	0.5
<b>Balance-sheet total <sup>6</sup></b>	<b>386.9</b>	<b>398.1</b>	<b>409.7</b>	<b>446.0</b>	<b>454.0</b>	<b>122.7</b>	<b>126.5</b>	<b>134.9</b>	<b>150.5</b>	<b>156.0</b>
<b>II. Profit and loss account</b>										
Turnover	930.5	991.8	1,027.4	1,074.5	1,116.0	305.8	326.4	361.1	391.0	396.0
Change in stocks of own products <sup>9</sup>	1.1	0.5	0.4	0.5	0.5	0.4	0.4	0.2	0.5	0.0
<b>Total output</b>	<b>931.6</b>	<b>992.4</b>	<b>1,027.8</b>	<b>1,075.0</b>	<b>1,116.0</b>	<b>306.2</b>	<b>326.9</b>	<b>361.3</b>	<b>391.5</b>	<b>395.5</b>
Interest received	2.6	2.3	2.3	2.0	2.0	1.1	0.9	1.0	1.0	1.0
Other income	26.1	25.9	26.9	29.0	29.5	10.6	10.2	12.4	13.0	14.0
<b>Total income</b>	<b>960.3</b>	<b>1,020.6</b>	<b>1,057.0</b>	<b>1,106.0</b>	<b>1,147.5</b>	<b>317.9</b>	<b>338.0</b>	<b>374.7</b>	<b>405.5</b>	<b>410.5</b>
Costs of materials	659.4	705.9	735.0	771.0	807.5	221.0	238.2	266.4	288.5	291.0
Labour costs <sup>10</sup>	122.4	129.7	132.0	136.0	136.0	41.7	43.7	46.0	48.5	48.5
Depreciation	21.8	22.8	20.5	22.0	22.5	6.6	6.4	6.5	7.5	7.5
of tangible fixed assets	19.9	19.6	18.7	20.0	20.0	6.0	5.8	5.8	6.5	6.5
Other <sup>11</sup>	1.9	3.2	1.8	2.0	2.5	0.7	0.6	0.7	1.0	1.0
Interest paid	18.3	16.7	16.2	17.5	17.0	4.6	4.1	4.0	4.5	4.5
Taxes	7.5	7.8	8.3	9.0	10.0	5.0	5.3	5.6	6.5	7.0
on income and earnings <sup>12</sup>	3.3	3.1	3.5	3.5	3.0	1.4	1.2	1.3	1.5	1.0
Other <sup>13</sup>	4.2	4.6	4.8	5.0	6.0	3.6	4.1	4.3	5.0	5.5
of which: Excise taxes	3.3	3.8	4.0	4.5	5.5	3.3	3.8	4.0	4.5	5.5
Other costs	115.1	122.7	127.4	134.0	138.0	39.0	40.5	44.4	49.0	52.5
<b>Total costs</b>	<b>944.5</b>	<b>1,005.6</b>	<b>1,039.4</b>	<b>1,089.0</b>	<b>1,131.0</b>	<b>317.8</b>	<b>338.2</b>	<b>372.9</b>	<b>404.5</b>	<b>411.0</b>
Profit for the year <sup>14</sup>	15.7	15.0	17.6	17.0	17.0	0.1	-0.2	1.9	0.5	-0.5
Annual result before taxes on income <sup>15</sup>	19.3	18.0	21.9	22.0	21.0	1.8	0.9	3.5	3.0	1.0

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — ° Including maintenance and repair of motor vehicles and consumer durables. — 1 Including cooperative societies, foundations, institutions incorporated under public

law, etc. — 2 Including Civil Law Associations. — 3 Including intangible assets. — 4 Including contracts in progress. — 5 Currency and bank balances. — 6 Less adjustments to capital accounts. — 7 Capital, reserves and profit brought forward, less adjustments to capital

Deutsche Bundesbank

Partnerships <sup>2</sup>					Sole proprietorships					Items
1994	1996	1997	1998	1999	1994	1996	1997	1998	1999	
										I. Balance sheet
										Assets
32.4	30.0	32.0	33.0	33.5	44.6	42.5	40.5	42.5	43.5	Tangible fixed assets <sup>3</sup>
46.3	50.4	54.2	60.5	60.5	67.9	70.6	72.9	77.0	76.0	Stocks <sup>4</sup>
										of which
1.3	1.1	1.0	1.5	1.5	2.0	3.2	2.5	2.0	2.0	Raw materials and consumables
0.3	0.5	0.3	0.5	0.5	0.3	0.3	0.7	0.5	0.5	Work in progress
44.5	48.6	52.6	58.0	58.0	64.6	66.7	69.3	74.0	73.0	Finished goods, goods for resale
										Non-financial assets
78.7	80.4	86.2	93.5	94.0	112.5	113.1	113.4	119.5	119.5	Cash resources <sup>5</sup>
5.5	6.7	6.2	5.0	6.0	4.9	5.3	4.5	4.5	5.5	Debtors
31.8	35.8	35.7	42.5	41.0	22.1	19.5	19.7	20.5	22.5	Short-term
28.3	32.4	33.7	40.0	38.5	20.5	18.2	18.4	19.0	20.5	of which: Trade debtors
13.8	15.4	16.2	17.5	17.0	14.7	12.8	13.1	14.0	15.0	Long-term
3.5	3.4	2.0	2.0	2.5	1.6	1.4	1.4	1.5	1.5	Investments
0.5	0.3	0.2	0.0	0.0	0.1	0.1	0.1	0.0	0.0	Participating interests
5.4	7.5	5.9	7.0	7.0	1.5	1.8	1.6	1.5	1.5	
43.2	50.3	48.0	54.5	54.0	28.6	26.7	25.9	27.0	29.5	Financial assets
0.5	0.5	0.6	0.5	0.5	0.7	0.7	0.7	0.5	0.5	Prepayments and accrued income
122.4	131.2	134.8	148.5	148.5	141.7	140.5	140.0	147.0	149.5	Balance-sheet total <sup>6</sup>
										Liabilities
9.2	12.9	11.3	13.5	12.5	- 12.3	- 18.1	- 19.8	- 22.0	- 22.5	Own funds <sup>7, 8</sup>
101.2	104.3	109.4	121.0	123.0	150.8	154.9	156.1	165.5	167.5	Creditors
69.1	72.2	77.9	87.0	89.0	91.8	90.6	91.5	96.0	98.0	Short-term
										of which
19.1	20.3	23.0	28.5	30.0	34.1	34.3	35.2	38.0	37.5	to credit institutions
24.5	27.6	29.6	30.5	29.5	43.8	42.9	42.9	44.0	47.0	Trade creditors
32.1	32.1	31.4	34.0	34.0	59.0	64.3	64.6	69.0	69.5	Long-term
20.6	19.2	18.8	21.5	22.0	50.1	55.2	55.8	60.0	60.0	of which: To credit institutions
11.6	13.5	13.6	13.5	12.5	3.1	3.5	3.6	4.0	4.0	Provisions <sup>8</sup>
3.8	4.8	5.1	5.0	4.5	0.2	0.2	0.2	0.0	0.0	of which: Provisions for pensions
112.8	117.8	122.9	134.5	135.5	153.9	158.4	159.7	169.0	172.0	Borrowed funds
0.4	0.4	0.5	0.5	0.5	0.1	0.2	0.1	0.0	0.0	Accruals and deferred income
122.4	131.2	134.8	148.5	148.5	141.7	140.5	140.0	147.0	149.5	Balance-sheet total <sup>6</sup>
										II. Profit and loss account
336.2	368.0	369.0	383.0	413.5	288.6	297.4	297.2	300.5	306.5	Turnover
0.0	- 0.1	0.1	0.0	0.0	0.7	0.2	0.2	0.0	0.5	Change in stocks of own products <sup>9</sup>
336.2	367.9	369.1	383.0	413.5	289.2	297.6	297.4	300.5	307.0	Total output
1.2	1.2	1.1	1.0	1.0	0.3	0.2	0.2	0.0	0.0	Interest received
10.2	11.0	9.5	10.0	9.5	5.3	4.7	5.0	6.0	6.0	Other income
347.6	380.1	379.7	394.0	424.0	294.8	302.5	302.6	306.5	313.0	Total income
242.5	267.2	268.2	281.0	310.0	195.9	200.5	200.4	201.5	206.5	Costs of materials
43.5	47.4	47.1	48.0	48.5	37.3	38.7	38.9	39.5	39.0	Labour costs <sup>10</sup>
6.8	8.3	6.6	6.5	7.0	8.4	8.1	7.4	8.0	8.0	Depreciation
6.0	6.2	6.0	6.0	6.0	7.9	7.6	6.9	7.5	7.5	of tangible fixed assets
0.8	2.1	0.6	0.5	1.0	0.5	0.5	0.5	0.5	0.5	Other <sup>11</sup>
4.9	4.2	4.0	4.5	4.5	8.9	8.5	8.2	8.5	8.0	Interest paid
1.4	1.3	1.5	1.5	1.5	1.1	1.1	1.3	1.0	1.5	Taxes
1.1	1.0	1.2	1.0	1.0	0.8	0.9	1.0	1.0	1.0	on income and earnings <sup>12</sup>
0.3	0.3	0.3	0.0	0.0	0.3	0.2	0.2	0.0	0.5	Other <sup>13</sup>
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	of which: Excise taxes
43.1	47.8	48.1	49.0	49.0	33.1	34.3	35.0	36.0	36.5	Other costs
342.1	376.2	375.5	390.5	420.5	284.6	291.2	291.0	294.0	299.5	Total costs
5.5	3.9	4.2	4.0	4.0	10.1	11.3	11.5	12.5	13.5	Profit for the year <sup>14</sup>
										Annual result before taxes on income <sup>15</sup>
6.6	4.9	5.8	5.5	5.5	10.9	12.2	12.6	13.5	14.5	

accounts. — <sup>8</sup> Including pro rata share of special reserves. — <sup>9</sup> Including other capitalised production. — <sup>10</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>11</sup> Write-downs of current and financial assets. — <sup>12</sup> In the case of partnerships

and sole proprietorships, trade-earnings tax only. — <sup>13</sup> Including trade-capital tax. — <sup>14</sup> Total income less total costs. — <sup>15</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.

## German enterprises' balance sheets and profit and loss accounts, by economic sector and form of organisation \*

### Transportation °

DM billion

Item	All forms of organisation					Incorporated enterprises 1		
	1994	1996	1997	1998	1999	1994	1996	1997
<b>I. Balance sheet</b>								
Assets								
Tangible fixed assets 3	81.1	80.0	85.9	99.0	103.5	46.0	45.5	51.3
Stocks 4	4.3	2.9	2.8	3.0	4.0	3.1	1.6	1.4
of which								
Raw materials and consumables	2.4	1.2	1.3	1.5	2.0	1.9	0.7	0.8
Work in progress	0.7	0.4	0.4	0.5	0.5	0.4	0.2	0.1
Finished goods, goods for resale	0.7	0.8	0.8	1.0	1.5	0.3	0.3	0.3
Non-financial assets	85.4	82.9	88.8	102.0	107.5	49.1	47.1	52.8
Cash resources 5	7.5	8.8	11.1	9.0	8.0	5.0	5.3	6.9
Debtors	41.1	43.1	46.6	52.0	58.0	23.1	25.5	27.7
Short-term	36.9	38.1	41.0	45.5	49.5	20.8	22.1	24.0
of which: Trade debtors	21.1	20.1	21.0	22.5	23.5	10.3	9.8	10.3
Long-term	4.2	5.1	5.6	7.0	8.5	2.2	3.4	3.6
Investments	0.5	0.7	1.9	4.0	2.0	0.4	0.6	1.9
Participating interests	6.2	6.9	7.7	10.0	12.5	4.3	5.4	5.4
Financial assets	55.3	59.5	67.3	75.0	80.0	32.8	36.8	41.9
Prepayments and accrued income	1.6	1.5	1.9	2.5	2.5	0.6	0.7	1.0
Balance-sheet total 6	142.3	143.9	158.0	179.5	190.0	82.5	84.6	95.6
Liabilities								
Own funds 7, 8	17.7	19.4	24.0	29.0	30.0	17.6	20.5	24.3
Creditors	102.5	100.2	105.8	116.0	123.5	46.7	43.6	47.2
Short-term	57.7	55.8	61.3	64.5	66.5	26.9	25.3	28.5
of which								
to credit institutions	14.6	13.7	15.5	15.5	16.0	4.9	4.8	5.9
Trade creditors	21.7	20.4	21.4	21.5	24.0	9.7	9.1	9.5
Long-term	44.8	44.4	44.5	51.0	57.0	19.8	18.4	18.7
of which: To credit institutions	33.1	31.9	32.3	37.0	43.5	12.6	12.1	13.0
Provisions 8	21.5	23.5	26.9	34.0	35.0	17.9	19.8	23.1
of which: Provisions for pensions	8.4	9.9	11.4	13.5	14.5	7.9	9.5	10.9
Borrowed funds	124.0	123.7	132.8	149.5	159.0	64.5	63.4	70.2
Accruals and deferred income	0.5	0.7	1.3	1.0	1.0	0.4	0.7	1.1
Balance-sheet total 6	142.3	143.9	158.0	179.5	190.0	82.5	84.6	95.6
<b>II. Profit and loss account</b>								
Turnover	186.3	192.2	204.6	226.5	241.0	94.7	99.0	106.6
Change in stocks of own products 9	0.5	0.3	0.2	0.0	0.0	0.4	0.2	0.2
Total output	186.8	192.4	204.8	227.0	241.0	95.1	99.2	106.8
Interest received	0.9	1.0	1.1	1.0	1.0	0.7	0.7	0.8
Other income	17.8	19.6	22.0	27.0	27.5	11.9	13.3	14.3
Total income	205.6	213.0	227.9	255.0	270.0	107.7	113.2	121.9
Costs of materials	73.1	81.7	84.8	91.0	101.0	42.2	45.8	47.0
Labour costs 10	54.4	55.7	59.5	65.5	68.5	30.3	30.8	33.7
Depreciation	20.0	19.5	19.8	22.5	22.0	9.0	8.6	8.8
of tangible fixed assets	19.0	18.2	18.9	21.0	21.5	8.6	8.0	8.5
Other 11	1.0	1.3	0.9	1.5	0.5	0.4	0.5	0.3
Interest paid	5.5	4.7	4.7	5.0	5.0	2.3	2.0	2.1
Taxes	2.6	2.4	2.7	4.5	3.5	1.3	1.3	1.6
on income and earnings 12	1.2	1.2	1.5	4.0	2.5	0.7	0.8	1.1
Other 13	1.4	1.2	1.2	1.0	1.0	0.6	0.5	0.5
of which: Excise taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other costs	46.8	45.7	50.9	58.0	63.5	22.8	24.7	27.5
Total costs	202.3	209.6	222.5	246.5	264.0	107.9	113.3	120.6
Profit for the year 14	3.2	3.4	5.4	8.5	5.5	-0.2	-0.1	1.3
Annual result before taxes on income 15	1.5	1.4	2.5	8.0	6.5	-2.4	-2.3	-1.9

\* Extrapolated figures, based on data from the turnover-tax statistics of the Federal Statistical Office. 1998 and 1999: estimates, rounded to the nearest half or full DM billion. — ° Excluding railways and excluding telecommunication. — 1 Including cooperative societies, foundations, institutions incorporated under public law, etc. — 2 Partner-

ships (including Civil Law Associations) and sole proprietorships. — 3 Including intangible assets. — 4 Including contracts in progress. — 5 Currency and bank balances. — 6 Less adjustments to capital accounts. — 7 Capital, reserves and profit brought forward, less



		Unincorporated enterprises <sup>2</sup>							Item
1998	1999	1994	1996	1997	1998	1999			
								I. Balance sheet	
								Assets	
62.5	66.5	35.1	34.5	34.6	36.5	37.0		Tangible fixed assets <sup>3</sup>	
1.5	1.5	1.2	1.3	1.4	1.5	2.5		Stocks <sup>4</sup>	
								of which	
1.0	1.0	0.4	0.5	0.5	0.5	1.0		Raw materials and consumables	
0.0	0.0	0.3	0.2	0.3	0.5	0.5		Work in progress	
0.5	0.5	0.4	0.5	0.5	0.5	1.0		Finished goods, goods for resale	
								Non-financial assets	
64.0	68.0	36.3	35.8	36.0	38.0	39.5		Cash resources <sup>5</sup>	
5.5	4.0	2.5	3.5	4.2	3.5	4.0		Debtors	
32.0	37.5	18.0	17.6	18.9	20.0	20.5		Short-term	
27.5	31.5	16.0	16.0	17.0	18.0	18.0		of which: Trade debtors	
11.0	12.5	10.8	10.3	10.7	11.5	11.0		Long-term	
5.0	6.0	2.0	1.6	1.9	2.0	2.5		Investments	
4.0	2.0	0.1	0.1	0.0	0.0	0.0		Participating interests	
7.0	9.5	1.9	1.5	2.3	3.0	3.0			
								Financial assets	
48.5	53.0	22.5	22.7	25.4	26.5	27.0		Prepayments and accrued income	
1.0	1.0	1.0	0.8	0.9	1.5	1.5			
								Balance-sheet total <sup>6</sup>	
113.5	122.0	59.8	59.3	62.3	66.0	68.0		Liabilities	
								Own funds <sup>7, 8</sup>	
29.0	30.5	0.1	-1.1	-0.3	0.0	-0.5		Creditors	
54.5	60.0	55.8	56.6	58.7	61.5	63.5		Short-term	
31.5	32.0	30.8	30.5	32.8	33.0	34.5		of which	
								to credit institutions	
5.5	4.0	9.6	8.9	9.6	10.0	12.0		Trade creditors	
10.0	12.0	12.0	11.3	11.9	11.5	12.0		Long-term	
23.0	28.0	25.1	26.1	25.8	28.0	29.0		of which: To credit institutions	
16.0	20.5	20.5	19.7	19.3	21.0	23.0		Provisions <sup>8</sup>	
29.5	30.0	3.7	3.8	3.9	4.5	5.0		of which: Provisions for pensions	
13.0	14.0	0.5	0.4	0.5	0.5	0.5			
								Borrowed funds	
83.5	90.5	59.5	60.3	62.5	66.0	68.5		Accruals and deferred income	
1.0	1.0	0.1	0.1	0.1	0.0	0.0			
								Balance-sheet total <sup>6</sup>	
113.5	122.0	59.8	59.3	62.3	66.0	68.0			
								II. Profit and loss account	
121.0	129.5	91.6	93.2	98.0	105.5	111.5		Turnover	
0.0	0.0	0.1	0.1	0.0	0.0	0.0		Change in stocks of own products <sup>9</sup>	
								Total output	
121.5	129.5	91.7	93.2	98.0	105.5	111.5		Interest received	
1.0	1.0	0.2	0.2	0.2	0.0	0.0		Other income	
17.0	17.5	6.0	6.3	7.7	10.0	10.0			
								Total income	
139.0	148.0	97.9	99.8	105.9	116.0	122.0		Costs of materials	
51.5	56.0	30.9	35.8	37.8	39.5	45.0		Labour costs <sup>10</sup>	
37.0	39.0	24.2	24.9	25.8	28.5	29.5		Depreciation	
11.0	11.0	11.0	11.0	11.0	11.5	11.0		of tangible fixed assets	
10.0	10.5	10.4	10.2	10.4	11.0	11.0		Other <sup>11</sup>	
1.0	0.5	0.6	0.8	0.6	0.5	0.0		Interest paid	
2.5	2.5	3.2	2.7	2.7	2.5	2.5		Taxes	
3.5	2.5	1.2	1.0	1.1	1.0	1.0		on income and earnings <sup>12</sup>	
3.5	2.0	0.4	0.3	0.4	0.5	0.5		Other <sup>13</sup>	
0.5	0.5	0.8	0.7	0.7	0.5	0.5		of which: Excise taxes	
0.0	0.0	0.0	0.0	0.0	0.0	0.0		Other costs	
31.5	35.0	24.0	21.0	23.5	26.5	28.5			
								Total costs	
137.0	146.0	94.5	96.3	101.9	109.5	118.0		Profit for the year <sup>14</sup>	
2.5	2.0	3.4	3.4	4.0	6.0	3.5		Annual result before taxes on income <sup>15</sup>	
1.0	1.0	3.9	3.7	4.4	7.0	5.5			

adjustments to capital accounts. — <sup>8</sup> Including pro rata share of special reserves. — <sup>9</sup> Including other capitalised production. — <sup>10</sup> Wages, salaries, social security contributions and voluntary social security expenditure. — <sup>11</sup> Write-downs of current and financial assets. —

<sup>12</sup> In the case of partnerships and sole proprietorships, trade-earnings tax only. — <sup>13</sup> Including trade-capital tax. — <sup>14</sup> Total income less total costs. — <sup>15</sup> Profit for the year before profit and loss transfers, and before taxes on income and earnings.