

**RATIOS FROM
FINANCIAL STATEMENTS
OF GERMAN ENTERPRISES
2004 TO 2005**

**FEBRUARY
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Special Statistical Publication 6

Deutsche Bundesbank
Wilhelm-Epstein-Strasse 14
60431 Frankfurt am Main
Germany

Postal address

Postfach 10 06 02
60006 Frankfurt am Main
Germany

Tel +49 69 9566-1

or +49 69 9566 8477/8582

Telex 41227 within Germany
414431 from abroad

Fax +49 69 9566 3077

<http://www.bundesbank.de>

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Discrepancies in the totals are due to rounding.

Notes

Introduction

The purpose of this publication is to provide the reader with an insight into the financing and profitability ratios of a wide range of German firms differentiated by sector, size and legal form. The ratios shown have not been extrapolated and therefore directly reflect the data as submitted to the Bundesbank. Consequently, the publication complements the annual studies on the profitability and financing of German enterprises¹ as well as Special Statistical Publication 5² in which representative aggregates for the economic sectors covered, which were extrapolated using the ratio estimation procedure, are presented.

Data sources

The ratios presented here are based on balance sheets and income statements of non-financial enterprises, which have been collated in the Bundesbank's Financial Statements Data Pool. This data pool is a joint undertaking between the Bundesbank and a number of banks and other financial institutions with the aim of voluntarily integrating their financial statement databases for statistical purposes. To ensure confidentiality, the data are transmitted anonymously, ie without names and addresses and containing only

¹ Last published in Deutsche Bundesbank, German enterprises' profitability and financing in 2006, Monthly Report, December 2007, pp 31-55.

² Deutsche Bundesbank, Extrapolated results from financial statements of German enterprises 1994 to 2003, Special Statistical Publication 5, March 2006. The results are also available as an Excel file with data from 1994 to 2006 and can be downloaded from the following website:

http://www.bundesbank.de/statistik/statistik_wirtschaftsdaten_tabellen.en.php

those details required for statistical processing and analysis such as the economic sector and legal form. Duplicate financial statements are identified and eliminated by comparing selected items while ensuring anonymity. In return, the Bundesbank provides the participating institutions at regular intervals with statistics of key ratios on enterprise groups that are as differentiated as possible.³ The financial statements which are submitted to the Bundesbank in connection with refinancing operations within the Eurosystem are also entered in the data pool. Since the start of the third stage of European monetary union (EMU) at the beginning of 1999, financial statements data have been sent to the Bundesbank to enable it to check the eligibility of securitised non-marketable assets (bank loans to business enterprises; until 31 December 2006 also in the form of bills of exchange) which credit institutions use as collateral to cover their liabilities to the Bundesbank.⁴

Scope and form of the analysis

The data pool contains individual company financial statements of legally independent firms domiciled in Germany and operating outside the banking and insurance sectors. Up to 130,000 financial statements of non-financial enterprises have been available per financial year since 1997, the starting year of the database. This is after duplicate data, which make up more than one-third of the total, have been factored out. About two-thirds of these financial statements are tax balance sheets.

There are around 116,000 financial statements available for the 2005 financial year, although it should be noted that the inflow of data, in particular for small and medium-sized enterprises, has not yet been completed. However, only about half of the data (60,500 statements) are suitable for the analysis presented here. About 15% of the financial statements are filtered out because information has not been differentiated sufficiently, no sales were generated or there are extreme values that might distort the results. Almost 5% of the financial statements belong to economic sectors that cannot be included in the analysis for various reasons. About one quarter of the financial statements are not included in the analysis because the ratios shown in the tables are calculated on the basis of so-called cylindered samples, which take into account only the financial statements of firms for which data are available in the various enterprise categories for two consecutive reporting years. This means that also in the case of changes in the economic sector or the size category, which result in the enterprise being reassigned to another of the categories covered, the financial statements of that enterprise will not be used. The advantage of this procedure is that the ratio development between the two reporting years is not affected by changes in the composition of the

³ See Deutsche Bundesbank, German enterprises' profitability and financing – an analysis based on a new dataset, Monthly Report, October 2005, pp 31-67.

⁴ In accordance with Article 18.1 of the Statute of the European Central Bank, the Bundesbank has to ensure that all lending to credit institutions is backed by adequate collateral. See also Deutsche Bundesbank, How the Bundesbank analyses enterprises' creditworthiness, Monthly Report, September 2004, pp 59-72 and Deutsche Bundesbank, The creation of a single list of eligible collateral throughout the euro area, Monthly Report, April 2006, pp 29-38.

Number and turnover of enterprises covered by the balance sheet statistics for 2005
in comparison with the turnover tax statistics

Designation	Enterprises			Turnover		
	Balance sheet statistics 1	Turnover tax statistics 2	Coverage by balance sheet statistics	Balance sheet statistics 1	Turnover tax statistics 2	Coverage by balance sheet statistics
	Number		%	€ billion		%
German enterprises	60,540	2,540,637	2.4	2,306.5	4,279.3	53.9
By economic sector						
All economic sectors (excluding real estate activities)	55,020	2,278,894	2.4	2,270.2	4,151.8	54.7
Mining and quarrying	276	2,682	10.3	12.2	28.1	43.4
Manufacturing	17,354	280,495	6.2	1,083.3	1,661.6	65.2
of which						
Manufacture of food products and beverages	1,643	42,007	3.9	88.8	153.1	58.0
Manufacture of textiles	483	7,016	6.9	8.3	17.4	47.6
Manufacture of textile products	262	4,150	6.3	6.9	11.3	61.4
Manufacture of wood and wood products (excluding furniture)	574	19,993	2.9	9.6	23.6	40.6
Manufacture of pulp, paper and paper products	394	2,745	14.4	23.6	34.5	68.5
Publishing and printing ³	1,141	25,844	4.4	18.0	62.0	29.1
Manufacture of chemicals and chemical products	808	5,599	14.4	98.2	169.9	57.8
Manufacture of rubber and plastic products	1,209	8,466	14.3	37.5	64.7	57.9
Manufacture of other non-metallic mineral products	760	13,797	5.5	17.6	38.2	46.0
Manufacture of basic metals	641	4,194	15.3	65.6	94.4	69.5
Manufacture of fabricated metal products	2,822	48,828	5.8	44.5	100.5	44.3
Manufacture of machinery and equipment	2,794	24,703	11.3	118.0	168.3	70.1
Manufacture of office machinery, computers and electrical equipment	1,109	16,934	6.5	135.6	157.7	86.0
Manufacture of medical, precision and optical instruments	1,057	18,650	5.7	23.0	47.6	48.3
Manufacture of motor vehicles, trailers and semi-trailers	430	3,926	11.0	213.1	305.5	69.8
Manufacture of furniture; manufacturing nec.	706	21,524	3.3	13.7	30.3	45.4
Electricity, gas and water supply	1,184	16,864	7.0	132.1	185.1	71.3
Construction	6,039	322,934	1.9	45.9	175.4	26.2
Retail trade in and repair of motor vehicles and motorcycles ⁴	3,271	112,020	2.9	70.2	194.0	36.2
Wholesale trade and commission trade	10,695	181,169	5.9	500.2	825.5	60.6
Retail trade (excluding the trade in and repair of motor vehicles and motorcycles) ⁵	4,841	412,465	1.2	149.2	446.7	33.4
Hotels and restaurants	964	244,393	0.4	5.6	54.1	10.3
Transport	3,863	116,955	3.3	94.2	166.7	56.5
of which						
Land transport (excluding railways)	1,669	⁶ 79,253	2.1	11.2	⁶ 43.6	25.8
Support and auxiliary transport activities of travel agencies	2,014	33,878	5.9	46.6	83.0	56.1
Post and telecommunications	153	10,772	1.4	66.4	96.2	69.0
Renting of machinery and equipment without operator and of personal and household goods	783	25,817	3.0	36.2	38.1	95.0
Computer and related activities	1,333	63,046	2.1	27.8	48.2	57.7
Other business activities ⁷	4,264	489,282	0.9	46.9	232.2	20.2
<i>Memo item</i>						
Real estate activities	5,520	261,743	2.1	36.3	127.4	28.5
By turnover size category						
Less than €2 million	22,124	2,385,959	0.9	18.1	574.6	3.1
€2 million but less than €10 million	19,788	118,084	16.8	99.6	488.1	20.4
€10 million but less than €50 million	13,189	28,438	46.4	301.6	585.0	51.5
€50 million or more	5,439	8,156	66.7	1 887.3	2 631.5	71.7
By legal form						
Corporations	39,491	421,673	9.4	1 810.1	2 541.9	71.2
Non-corporations	21,049	2,118,964	1.0	496.4	1 737.4	28.6
East German enterprises ⁸						
All economic sectors (excluding real estate activities)	7,762	315,226	2.5	105.9	228.3	46.4
of which						
Manufacturing	2,428	36,164	6.7	45.6	75.2	60.6
Construction	1,454	69,377	2.1	5.5	24.9	21.9
Wholesale trade and commission trade	931	18,163	5.1	14.1	22.9	61.6
Retail trade (including motor vehicle trade, sale of automotive fuel) ⁵	1,197	78,310	1.5	10.9	42.5	25.6

¹ Cylindered sample for 2004-05. — ² Figures from the Federal Statistical Office. — ³ Including reproduction of recorded media. — ⁴ Including the sale of automotive fuel. — ⁵ Including

the repair of personal and household goods. — ⁶ Partly estimated. — ⁷ Including research and development, excluding holding companies. — ⁸ East German states (excluding Berlin).

data (sample effect).⁵ As results from two different samples are available for each reporting year, the impact of the sample effect on the figures can also be determined.

The data pool contains a disproportionately large number of financial statements from large firms, whereas medium-sized and especially small firms are represented much less prominently. The financial statements of enterprises with sales of more than €50 million included in this publication represent around 72% of the total sales of this turnover size category – measured in terms of the turnover tax statistics which are provided by the Federal Statistical Office and which, to a certain extent, reflect the underlying reporting population⁶ (see the table on p 7). In the case of financial statements with sales of between €10 million and €50 million or between €2 million and €10 million, the percentage is no more than 51½ % and 20½ %, respectively; in the case of micro enterprises with sales of less than €2 million, it is only 3%.

The discrepancies in the classification by size category are also reflected in the breakdown by economic sector and legal form. In the sector “Renting of machinery and equipment without operator and of personal and household goods”, the share of sales – measured in terms of the turnover tax statistics – reaches 95%, owing to the great importance of large enterprises. In the case of post and telecommunications or manufacturing, which are also strongly dominated by large enterprises, the coverage rate still is 69% and 65%, respectively. By contrast, the corresponding ratios for the sectors influenced by small and

medium-sized enterprises, such as hotels and restaurants, other business activities or construction, are far smaller (10½ %, 20 % and 26 %, respectively). For the same reason, non-corporations have a much lower coverage than corporations (28½ % compared with 71%).

Statistical compilation

The economic sector classification is based on the official German Classification of Economic Activities of the Federal Statistical Office (Edition 2003). As in previous publications, the sector “Real estate activities” was the only sector not included in the total aggregate, since the financial statements of this sector generally show a comparatively low capital turnover and could thus distort the overall result.

Sales are used as a criterion for distinguishing between size categories. In line with the classification recommended by the EU, sales of €2 million, €10 million and €50 million are used as threshold values.

Owing to the great importance of the breakdown by legal form for interpreting the balance sheet and the income statement, separate results for the two legal form groups corporations and non-corporations

⁵ In the extrapolation this problem is eliminated by estimation.

⁶ The coverage measured in this way is somewhat overstated, since the turnover tax statistics – in contrast to the statistics presented here – do not record sales between legally independent firms which are considered affiliated companies subject to a single management.

are presented for almost all economic sectors, in particular for the manufacturing sub-groups.⁷ In the case of non-corporations, for example, the return on sales – particularly for small enterprises – is relatively high, since the entrepreneur's remuneration is included in the annual result (see explanatory notes on the income statement). By contrast, the equity ratio of this legal form is often distorted downwards, since the balance sheet often does not show all of the liable equity utilised for the loans granted.

Corporations include public limited companies, partnerships limited by shares, mining companies established under mining law, private limited companies, cooperatives and public-law institutions, foundations etc. Non-corporations include partnerships which take the form of limited partnerships including partnerships designated Kapitalgesellschaft & Co, general partnerships and civil-law associations as well as sole proprietorships which take the form of registered traders, craftsmen, self-employed persons etc.

In addition to the ratios differentiated by legal form groups, the publication also contains figures for "All economic sectors" according to specific legal forms, ie public limited companies, private limited companies, cooperatives, Kapitalgesellschaft & Co, limited partnerships, general partnerships and sole proprietorships.

The ratios given in the first two sections of the publication relate to Germany as a whole. Given the large amount of interest in the east German federal states, the publication con-

tinues to contain east German⁸ results for selected sectors and legal forms.

Calculation and interpretation of the ratios

The ratios are calculated as weighted averages and quartiles. They are shown both for the structural ratios of the balance sheet and the income statement as well as for other ratios.

The reference variable for the structural ratios of the balance sheet is naturally the balance sheet total. The structural ratios of the income statement are based on the denominator gross revenue, which besides sales comprises changes in finished goods and other own work capitalised. As these last two items also contribute to overall expenses and therefore have little impact on profit, the annual result (before taxes on income), among the other ratios, is also calculated as a percentage of sales.

For the weighted averages of the ratios the weights of the individual enterprises are calculated from their relative shares in the reference variable (eg balance sheet total, gross revenue, sales, etc). In the categories not broken down by size these averages are therefore very strongly influenced by the ratios of the large enterprises which, as already explained, are overrepresented in the data pool. For example, enterprises with sales

⁷ However, this only applies to results for Germany as a whole. For eastern Germany, this subdivision cannot be completely realised owing to data availability.

⁸ Owing to the problems of differentiating between west and east Berlin, Berlin is excluded.

of €50 million or more represent about 82% of the total sales in the data evaluated here, compared with a weight of only 61 1/2% of the total population according to the turnover tax statistics. It therefore makes sense to differentiate the analysis by size category. If aggregated results are required for an economic sector or for the totality of all small, medium and large enterprises, it is recommended to use the extrapolated results⁹ in which size category-specific differences in the representativeness of the data are evened out as far as possible by the calculation method.

The quartile data are distribution parameters and may be used to analyse the dispersion of ratios within a given enterprise category. To determine the quartile data, the ratios calculated for the individual firms in a specific enterprise category are first arranged in ascending order. The next step is to determine the threshold values which are not exceeded by one-quarter, half and three-quarters of the firms in a given category (referred to as the 25%, 50% and 75% quartiles). The advantage of quartile data is that they are not affected by extreme values and they show the typical figures for the sector concerned. A comparison of the weighted average and the median figure clearly shows, among other things, the extent to which the weighted average is dominated by fairly large enterprises. For reasons of space, the quartiles differentiated by size category can be shown only for some selected ratios.

It must be remembered when analysing quartiles that – in contrast to aggregated data (sum totals or average data) – the arithmetical rela-

tionship between the individual items in the balance sheet or the income statement is no longer valid. Only the ranking of the enterprises, which can differ very considerably from ratio to ratio, is relevant for the individual ratios.

When analysing the ratios, it is advisable to note the number of enterprises given as a memo item. The higher the number of underlying financial statements, the more reliable and representative the figures are. Ratios that are based on a very small sample (eg less than 30 enterprises) should therefore be interpreted with great caution. In these cases, extreme developments in the individual accounts of a few enterprises – which, moreover, may not necessarily reflect economic phenomena, but instead may be due to accounting, tax or company law considerations – could have an especially strong effect.

Breakdown and classification of items in the balance sheet and income statement

The institutions participating in the Financial Statements Data Pool generally use different recording methods, although these satisfy minimum criteria which are essentially based on the reporting requirements laid down in the German Commercial Code (*Handelsgesetzbuch*) for large corporations. On this basis, financial statements are transformed into a standardised item classification before being integrated into the data pool. The ratios in the balance sheet and the income statement are mainly the items which large

⁹ See publication notes in footnotes 1 and 2.

Definitions of items	
Item	Calculation
Balance sheet	
Assets	
Intangible fixed assets	
Goodwill	Goodwill
Other intangible fixed assets	Concessions, industrial and similar rights and assets, and licences in such rights and assets Prepayments (intangible fixed assets) Other intangible fixed assets
Tangible fixed assets	
Land and buildings	Land, land rights and buildings, including buildings on third-party land
Other fixed assets	Technical equipment and machinery Other equipment, operating and office equipment Prepayments and assets under construction
Inventories	
Finished goods and merchandise	Finished goods and merchandise
Other inventories	Raw materials, consumables and supplies Work in progress Prepayments (inventories)
Cash	Cash-in-hand, central bank balances, bank balances and cheques
Receivables	
Short-term receivables	
Trade receivables	Trade receivables
Receivables from affiliated companies	Receivables from affiliated companies Receivables from other long-term investees and investors Receivables from shareholders Call obligations of general and limited partners arising from share of loss not covered by capital contributions
Other receivables and other assets	Other receivables and other assets
Long-term receivables	
Loans to affiliated companies	Loans to shareholders Loans to affiliated companies Loans to other long-term investees and investors
Other loans and long-term financial assets	Other loans and long-term financial assets
Securities	Long-term securities Short-term securities
Other long-term equity investments	Other long-term equity investments Shares in affiliated companies
Prepaid expenses	Prepaid expenses
Balance sheet total (adjusted)	Total assets
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Definitions of items (cont'd)

Item	Calculation
Balance sheet (cont'd)	
Capital	
Equity (adjusted)	Subscribed capital/capital shares Capital reserves Revenue reserves Retained profits/accumulated losses brought forward Net income/net loss for the financial year Net retained profits/net accumulated losses Minority interests Half of the special tax-allowable reserve Other special reserves Other equity items Equity-equivalent partner loans or partner loans with a subordinate claim Equity-equivalent profit participation capital Equity-equivalent contributions by silent partners Reserves (partnerships) Less deficit not covered by equity in the case of corporations, excess indebtedness or negative capital in the case of non-corporations Less outstanding contributions to subscribed capital Less own shares Less deferred tax assets Less business start-up and expansion expenses Less discount Less other adjustments
Liabilities	
Short-term liabilities	
Liabilities to banks	Liabilities to banks
Trade payables	Trade payables Liabilities on bills accepted and drawn
Liabilities to affiliated companies	Liabilities to affiliated companies Liabilities to other long-term investees and investors Liabilities to shareholders
Other liabilities	Payments received on account of orders including payments on account of inventories deducted from inventories on the face of the balance sheet Bonds Other liabilities
Long-term liabilities	
Liabilities to banks	Liabilities to banks
Liabilities to affiliated companies	Liabilities to affiliated companies Liabilities to other long-term investees and investors Liabilities to shareholders
Other liabilities	Bonds Other liabilities
Provisions	
Provisions for pensions	Provisions for pensions and similar obligations
Other provisions	Provisions for taxes Half of the special tax-allowable reserve Other provisions
Deferred income	Deferred income
Balance sheet total (adjusted)	Total capital

Definitions of items (cont'd)	
Item	Calculation
Income statement	
Income	
Sales	Sales
Change in finished goods	Increase or decrease in finished goods inventories and work in progress Other own work capitalised
Gross revenue	Sum of sales and changes in stocks of finished goods
Interest and similar income	Interest and similar income (for example, from securities and long-term loans)
Other income 1)	
Income from long-term equity investments	Income from long-term equity investments
Other income	Other operating income Extraordinary income
Total income	Sum of income items
Expenses	
Cost of materials	Cost of raw materials, consumables and supplies, and of purchased merchandise and services
Personnel expenses	Wages and salaries as well as social security, post-employment and other employee benefit costs
Depreciation	
Depreciation of tangible fixed assets	Amortisation and write-downs of intangible fixed assets, depreciation and write-downs of tangible fixed assets and amortisation of capitalised business start-up and expansion expenses
Other depreciation	Write-downs of current assets to the extent that they exceed the write-downs that are usual for the corporation Write-downs of long-term financial assets and securities classified as current assets
Interest and similar expenses	Interest and similar expenses
Operating taxes	Excise duties Other taxes
Other expenses 2)	Other operating expenses Extraordinary expenses
Total expenses before taxes on income	Sum of expense items
Annual result before taxes on income	Total income Less total expenses before taxes on income
Taxes on income	Corporate income tax Trade earnings tax Other income taxes
Annual result	Annual result before taxes on income Less taxes on income
Other ratios	
Liabilities and provisions	Liabilities Provisions Deferred income
Fixed assets	Intangible fixed assets Tangible fixed assets Other long-term equity investments (including shares in affiliated companies) Long-term receivables Long-term securities
Long-term equity and liabilities	Equity (adjusted) Provisions for pensions Half of the special tax-allowable reserve Long-term liabilities
Cash resources	Cash Short-term securities
1 Excluding income from profit transfers (parent company and loss transfers (subsidiary)). — 2 Excluding costs arising from loss transfers (parent company) and profit transfers (subsidiary).	
Deutsche Bundesbank	

corporations are required to report pursuant to sections 266 and 275 of the Commercial Code. The definitions of items used in calculating the ratios are given in the boxes on pages 11–13. They are the same as those used in the last edition of this publication.

Notes on individual items in the balance sheet and income statement

Selected balance sheet ratios

The classification of receivables and liabilities as short-term or long-term is based primarily on their economic character or their designation. Trade receivables and trade payables, bills of exchange and payments received on account of orders are regarded as short-term. Other receivables and liabilities for which financial statements give maturities are classified in the statistics according to their residual maturity – in line with the provisions of the Commercial Code for classifying the financial statements of corporations. Receivables and liabilities are deemed to be short-term if they are payable within one year, while those payable in one year's time or later are considered to be long-term.

Receivables from affiliated companies and from other long-term investees and investors are also shown as short-term receivables unless they are recognisably long-term.

In financial statements structured in accordance with the Commercial Code, long-term receivables are the loans shown under financial assets. In other financial statements they

include loans granted, mortgages, the surrender values of insurance policies and other receivables.

Securities comprise both short-term securities (if the party drawing up the balance sheet does not intend to hold them long-term) and long-term securities. Securities comprise fixed-income securities (debentures, Pfandbriefe, bonds) and shares other than the shares shown under other long-term equity investments.

Other long-term equity investments are shares in other enterprises intended to serve the enterprise's own business by establishing a permanent link with those enterprises, regardless of whether or not the shares are securitised. In cases of doubt, shares in a corporation whose aggregate nominal amounts exceed one-fifth of the nominal capital of that enterprise are deemed to be other long-term equity investments.

Equity comprises the share capital of public and private limited companies, the amount paid up (*Geschäftsguthaben*) on the shares of cooperative societies and the permanent capital (*Stammvermögen*) of mining companies established under mining law. In the case of enterprises with other legal forms, the capital accounts of all proprietors or partners and the loans of general partners to the partnership are shown as equity. Equity further comprises the reserves, including retained profits and half of the special tax-allowable reserve. As they are equity equivalents, liabilities to partners with a subordinate claim are likewise deemed to be equity. The equity total is ad-

justed by deducting various items (see adjustment items in the box on page 12).

These adjustments to the equity account are also deducted from the balance sheet total. If the equity account is negative, the sum of the liabilities, provisions and deferred income shown is more than the balance sheet total, with the result that the liabilities, provisions and deferred income expressed as a percentage of the balance sheet total is greater than 100%. In these cases the negative equity ratio is equal to the amount by which the ratio of liabilities, provisions and deferred income to total capital exceeds 100, while the balance sheet total is determined by the sum of the assets shown in the balance sheet.

The outstanding deduction of payments received on account of orders is reversed. Where payments on account of orders were deducted from the inventories, they are shown as short-term liabilities, and the inventories are increased accordingly. This reclassification is the result of the gross concept used to ensure the consistency of the statistical analysis.

As in the case of receivables, liabilities to affiliated companies also include liabilities to other long-term investees and investors as well as liabilities to shareholders. Liabilities on bills are included under trade payables. The liabilities shown as long-term are adjusted for liabilities to partners with a subordinate claim.

Provisions include provisions for taxes and for pensions as well as the other half of the special tax-allowable reserve. Provisions for pensions which are not shown on the liabilities side but are recorded in the notes to the financial statements of corporations are not included.

Selected ratios from the income statement

Only about 1% of the income statements in the Bundesbank's data pool have been drawn up using the "cost-of-sales" accounting method. These are transformed into a total expenditure format, taking into account supplementary information.

Reductions in earnings in the form of price discounts (eg customer discounts, rebates) and refunds (for example, credits owing to defects) are deducted from sales. Sales include excise duties if the financial statements contain the relevant data.

The changes in finished goods comprise the increase or decrease in internally produced finished goods inventories. These include changes in work in progress. The item also includes other own work capitalised, notably internally produced plant and major repairs carried out in-house.

As already mentioned, gross revenue (comparable with gross output in the national accounts) corresponds to sales plus changes in finished goods and in other own work capitalised.

Other income includes income from long-term equity investments, from the release of provisions and of the special tax-allowable reserve and from disposals and write-ups of fixed assets. This item also contains income from the closure of operating units and the sale of major land holdings and other long-term equity investments.

Income from profit transfers and the cost of losses borne by the parent company, as well as profit and loss transfers of subsidiaries, are not included in the items "other income" and "other expenses". In this way, the effects of intra-group netting, which would impair the analysis, are eliminated when determining the annual result.

The cost of materials comprises the cost of raw materials, consumables and supplies, purchased merchandise and services, and energy. In the case of trading companies, the cost of goods (including incidental procurement costs) takes the place of cost of materials.

Personnel expenses include not only wages and salaries but also the statutory social security contributions, voluntary social benefits and transfers to provisions for pensions, which may also contain a corresponding interest portion.

Depreciation of tangible fixed assets include amortisation and write-downs of intangible fixed assets, tax-privileged special write-downs and accelerated deductions as well as extraordinary write-downs.

Operating taxes comprise all taxes other than taxes on income (eg tax on land and buildings, motor vehicle tax) or incidental procurement cost (eg real estate transfer tax). Excise duties such as mineral oil tax, tax on spirits, beer tax and tobacco tax are recorded by those enterprises which pay these levies to the tax office. In the case of those enterprises which use, for example, consumables (such as heating oil or petrol) that are subject to excise duties, this outlay is included under the cost of materials.

Other expenses comprise all other expenses not listed above, such as losses arising from disposals of fixed or current assets, from transfers to the special tax-allowable reserve and rents paid, as well as advertising, travel and research expenses. Expenditure on intermediate goods other than the cost of raw materials, consumables and supplies or of purchased merchandise and services is also shown here. As mentioned above, this item does not contain expenditure on losses or income from profit transfers.

Expenses are shown prior to the deduction of taxes on income; consequently the difference between total income and total expenses represents the annual result before taxes on income (excluding income and expenditure arising from intra-group netting). This variable is best suited to assessing profitability.

The result before taxes on income is the preferable variable as taxes on income are levied at different levels depending on the legal form of the enterprise in question.

For example, corporations book corporate income tax as a tax expense. By contrast, the income tax of partners and sole proprietors does not appear as an expense in the income statements of their businesses. Besides corporate income tax paid by corporations, taxes on income also include trade earnings tax.

It should also be noted that in corporations all management costs appear under personnel expenses. By contrast, if partnerships and sole proprietorships are managed by the partners or proprietors themselves, management costs are not entered as an expense in the financial statements but, instead, as the "entrepreneur's remuneration".

Other ratios

As benchmarks for the debtor days ratio and creditor days ratio, the publication provides the ratios "trade receivables as a percentage of sales" and "trade payables as a percentage of the cost of materials".

Moreover, the publication also contains ratios for the aggregated item "annual result and depreciation", which can be seen as a proxy for the cash flow, which cannot be completely calculated for data reasons. The ratio "long-term equity and liabilities as a percentage of fixed assets" is provided as the ratio on the capital coverage amount.

Tables

German enterprises by economic sector

1 All economic sectors *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	3.1	2.7	1.7	1.5	1.1	1.0	1.7	1.6	3.3	3.0
of which Goodwill	0.8	0.7	0.9	0.8	0.5	0.4	0.8	0.7	0.8	0.7
Tangible fixed assets	24.2	23.4	38.0	36.7	30.3	29.5	28.6	28.0	23.4	22.6
of which Land and buildings	7.2	6.9	13.8	13.4	12.2	12.0	11.2	10.9	6.5	6.2
Inventories	13.3	13.4	17.8	18.5	24.9	25.3	24.3	24.4	11.6	11.7
of which Finished goods and merchandise	6.6	6.8	10.5	10.6	12.4	12.4	11.7	11.7	5.8	6.0
Cash	6.0	5.6	9.9	10.3	9.8	10.1	8.1	8.3	5.6	5.1
Receivables	29.8	30.5	29.1	29.3	30.2	30.3	31.9	32.0	29.6	30.4
Short-term	27.6	28.3	27.2	27.3	28.5	28.5	30.3	30.4	27.2	28.0
of which										
Trade receivables	10.2	10.2	15.5	15.6	17.8	17.9	17.9	17.7	9.0	9.0
Receivables from affiliated companies	14.1	14.8	6.3	6.5	6.4	6.4	8.5	8.8	15.1	15.8
Long-term	2.3	2.3	1.9	2.0	1.7	1.8	1.6	1.6	2.4	2.3
of which Loans to affiliated companies	1.2	1.2	0.4	0.4	0.4	0.4	0.8	0.8	1.3	1.3
Securities	3.7	3.3	1.2	1.2	1.1	1.2	1.2	1.3	4.2	3.7
Other long-term equity investments	19.5	20.6	1.1	1.2	1.8	1.9	3.8	4.0	22.0	23.3
Capital										
Equity	29.0	29.7	13.1	14.6	21.5	22.8	27.4	27.9	29.6	30.3
Liabilities	47.8	47.0	76.1	74.3	66.6	65.4	58.4	57.9	45.7	44.9
Short-term	35.3	36.1	40.8	41.3	45.1	45.4	43.1	43.7	34.0	34.8
of which										
Liabilities to banks	3.5	3.4	9.8	9.4	9.9	9.9	9.1	9.1	2.6	2.5
Trade payables	7.6	7.7	11.6	11.9	13.2	13.4	11.5	11.5	6.9	7.0
Liabilities to affiliated companies	15.4	15.9	5.3	5.6	7.4	7.6	10.8	11.2	16.3	16.9
Long-term	12.5	10.9	35.3	33.1	21.5	20.1	15.2	14.2	11.7	10.0
of which										
Liabilities to banks	4.6	4.3	28.8	26.9	15.8	14.7	10.0	9.2	3.4	3.2
Liabilities to affiliated companies	6.1	5.0	4.3	4.1	4.2	3.9	4.0	3.8	6.4	5.1
Provisions	21.8	21.9	10.3	10.4	11.5	11.4	13.3	13.1	23.2	23.3
of which Provisions for pensions	9.3	9.4	3.5	3.5	3.6	3.6	4.1	4.1	10.1	10.3
Income statement										
Income										
Percentage of gross revenue										
Sales	99.7	99.7	99.7	99.4	99.7	99.5	99.8	99.7	99.7	99.8
Change in finished goods	0.3	0.3	0.3	0.6	0.3	0.5	0.2	0.3	0.3	0.2
Interest and similar income	0.6	0.5	0.3	0.3	0.2	0.2	0.3	0.3	0.6	0.6
Other income ²	4.6	4.7	4.7	4.7	3.2	3.2	2.9	2.9	4.9	5.0
of which Income from long-term equity investments	0.6	0.6	0.1	0.1	0.1	0.1	0.2	0.2	0.6	0.7
Total income ²	105.1	105.2	105.0	104.9	103.5	103.4	103.2	103.1	105.5	105.6
Expenses										
Cost of materials	66.2	67.3	41.0	41.3	55.2	55.6	62.1	63.4	67.6	68.8
Personnel expenses	15.4	14.8	30.7	30.0	24.1	23.5	19.0	18.3	14.2	13.6
Depreciation	3.7	3.4	4.8	4.6	3.2	3.0	2.8	2.6	3.8	3.6
of which Depreciation of tangible fixed assets	3.4	3.2	4.7	4.4	3.0	2.8	2.6	2.4	3.5	3.3
Interest and similar expenses	1.1	1.0	1.9	1.7	1.2	1.1	0.9	0.9	1.1	1.0
Operating taxes	2.6	2.5	0.1	0.2	0.1	0.1	1.4	1.2	3.0	2.8
Other expenses ³	12.6	12.4	21.9	22.1	16.0	16.1	13.1	12.9	12.2	12.0
Total expenses before taxes on income ³	101.6	101.4	100.4	99.9	99.8	99.5	99.4	99.3	102.1	101.8
Annual result before taxes on income	3.5	3.8	4.6	5.1	3.7	3.9	3.8	3.8	3.4	3.8
Taxes on income	1.0	1.0	0.9	1.0	1.1	1.1	1.0	1.0	1.0	1.0
Annual result	2.5	2.8	3.6	4.0	2.6	2.8	2.7	2.8	2.4	2.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.5	3.8	4.6	5.1	3.7	3.9	3.8	3.8	3.5	3.8
Annual result and depreciation	6.2	6.2	8.5	8.6	5.9	5.9	5.6	5.5	6.3	6.4
Trade receivables	7.1	7.0	9.5	9.6	9.3	9.4	9.2	9.0	6.7	6.5
Percentage of the balance sheet total										
Sales	142.4	145.9	162.8	162.5	190.5	190.4	194.5	196.2	134.5	138.4
Annual result and interest paid	5.1	5.5	9.0	9.5	7.3	7.5	7.1	7.2	4.8	5.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	13.5	14.0	17.9	18.7	16.3	16.6	16.8	16.8	13.0	13.6
Percentage of fixed assets										
Long-term equity and liabilities	100.0	99.8	123.9	125.8	134.8	136.9	130.9	131.3	96.7	96.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.5	98.9	92.5	92.8	86.5	86.8	90.8	90.6	101.4	100.7
Cash resources, short-term receivables and inventories	137.2	136.2	136.1	137.6	141.7	142.6	147.0	146.5	135.6	134.4
Percentage of cost of materials										
Trade payables	8.1	7.8	17.4	17.6	12.5	12.6	9.5	9.3	7.6	7.3
Memo item										
Balance sheet total in € billion	1,498.60	1,555.55	9.48	9.86	47.22	49.18	147.61	154.08	1,294.29	1,342.43
Sales in € billion	2,133.58	2,270.21	15.43	16.03	89.94	93.65	287.11	302.34	1,741.10	1,858.19
Number of enterprises	55,020	55,020	18,521	18,521	18,539	18,539	12,645	12,645	5,315	5,315

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	...	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.9	4.7	5.0	4.8	4.6	4.6	4.7	4.7	5.6	5.3
	50	15.6	15.4	16.8	16.4	14.3	14.3	15.6	15.5	16.9	16.3
	75	38.2	37.8	46.6	46.4	36.6	36.2	34.2	33.7	33.9	33.3
Inventories	25	3.5	3.6	0.4	0.5	5.1	5.1	10.4	10.5	7.4	7.2
	50	19.0	19.2	9.9	10.3	22.1	22.4	25.6	25.9	19.2	18.7
	75	38.7	38.9	32.5	33.1	42.6	42.9	41.6	41.8	33.2	32.8
Equity	25	5.0	5.7	- 3.3	- 1.4	5.5	6.0	8.7	9.3	11.2	11.8
	50	17.3	18.5	14.1	15.4	16.2	17.3	20.0	21.1	23.4	24.3
	75	34.8	36.4	34.9	36.5	32.3	34.4	36.2	37.3	37.8	39.0
Short-term liabilities	25	26.5	26.3	22.4	22.0	28.8	28.5	29.8	29.4	26.0	26.1
	50	46.3	45.9	42.7	42.3	48.6	47.8	48.8	48.8	43.6	43.1
	75	68.7	68.1	69.8	68.6	69.9	69.1	68.2	68.2	63.9	62.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
	50	15.1	14.3	20.8	19.6	16.7	15.9	12.9	12.0	3.7	2.6
	75	39.4	37.9	53.5	50.6	39.1	37.8	33.0	31.4	21.5	19.8
		Percentage of gross revenue									
Cost of materials	25	33.1	33.7	15.4	15.1	37.5	38.2	47.6	48.7	51.2	52.1
	50	53.7	54.5	37.3	37.5	56.5	57.0	63.0	64.0	66.4	67.7
	75	72.3	72.7	57.7	57.9	73.7	73.9	78.9	79.4	83.4	83.6
Personnel expenses	25	11.2	11.0	15.4	15.3	11.9	11.8	9.0	8.8	6.1	6.0
	50	22.1	21.7	29.3	28.7	22.3	21.9	17.1	16.8	13.9	13.6
	75	35.4	34.5	43.1	42.2	34.6	33.8	28.7	27.8	23.9	23.3
Depreciation	25	0.9	0.8	1.1	1.0	0.8	0.8	0.7	0.7	0.7	0.7
	50	1.9	1.8	2.5	2.3	1.7	1.6	1.6	1.5	1.8	1.7
	75	4.2	4.0	5.5	5.2	3.7	3.5	3.4	3.2	4.0	3.7
Annual result	25	0.3	0.4	0.2	0.3	0.3	0.3	0.4	0.4	0.4	0.4
	50	1.9	2.0	2.5	2.8	1.6	1.6	1.7	1.7	2.0	2.1
	75	5.3	5.4	7.6	8.0	4.2	4.3	4.4	4.4	5.2	5.2
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.6	0.3	0.5	0.5	0.5	0.6	0.6	0.5	0.6
	50	2.5	2.7	3.2	3.6	2.2	2.3	2.4	2.4	2.7	2.8
	75	6.8	7.1	9.1	9.5	5.6	5.9	5.9	6.0	6.7	6.8
Annual result and depreciation	25	2.2	2.2	2.6	2.9	2.1	2.0	2.1	2.0	2.0	1.9
	50	5.4	5.4	7.2	7.3	4.7	4.7	4.7	4.6	5.1	5.1
	75	11.2	11.3	15.1	15.1	9.5	9.6	9.3	9.2	10.5	10.6
Trade receivables	25	4.2	4.1	3.2	3.2	4.6	4.6	5.0	4.8	4.1	3.8
	50	8.0	8.0	7.5	7.5	8.1	8.1	8.4	8.3	8.0	7.7
	75	12.4	12.4	12.7	12.9	12.4	12.4	12.3	12.3	11.8	11.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.0	3.1	2.7	3.2	3.1	3.1	3.3	3.2	2.6	2.8
	50	6.9	6.9	7.9	8.3	6.5	6.5	6.5	6.5	6.5	6.5
	75	13.8	13.7	19.0	19.1	12.3	12.3	11.9	11.7	12.0	12.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.2	6.2	5.1	5.6	6.1	5.9	7.1	6.9	7.5	7.6
	50	16.2	16.4	17.0	17.5	15.3	15.3	16.1	16.2	17.1	17.5
	75	35.6	36.0	41.6	42.3	33.6	33.7	32.9	33.2	32.7	33.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	91.2	92.2	81.5	84.7	95.5	96.4	96.9	97.2	89.8	90.2
	50	154.3	156.9	142.4	146.2	167.0	169.9	162.4	164.9	135.9	136.6
	75	355.6	365.4	358.3	376.0	390.6	402.0	353.3	354.8	247.6	254.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	52.4	52.4	47.4	47.2	51.3	51.3	54.4	54.8	63.4	65.0
	50	93.6	94.5	98.3	99.3	91.1	92.4	89.9	89.9	99.2	100.5
	75	165.6	168.5	197.0	200.0	156.9	159.6	146.2	148.6	160.5	161.7
		Percentage of cost of materials									
Trade payables	25	5.0	5.1	5.3	5.5	5.4	5.5	4.7	4.7	4.1	4.1
	50	10.0	9.9	12.4	12.6	10.6	10.6	8.6	8.4	7.7	7.6
	75	18.6	18.4	26.5	26.5	19.4	19.1	14.3	13.9	12.1	12.0

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.9	2.6	1.5	1.4	1.1	1.0	1.8	1.7	3.1	2.8
of which Goodwill	0.7	0.6	0.8	0.7	0.4	0.4	0.9	0.8	0.7	0.6
Tangible fixed assets	23.8	23.1	27.5	26.7	26.7	26.1	29.1	28.4	23.2	22.5
of which Land and buildings	6.6	6.3	8.8	8.5	10.1	9.9	10.1	9.8	6.1	5.9
Inventories	12.0	12.1	20.1	20.8	25.5	25.7	22.3	22.5	10.6	10.7
of which Finished goods and merchandise	5.8	6.0	11.1	11.0	12.0	12.0	10.4	10.5	5.2	5.4
Cash	6.0	5.5	12.1	12.5	10.7	11.1	8.3	8.4	5.6	5.0
Receivables	29.0	29.7	34.8	34.5	32.0	32.0	32.7	32.8	28.6	29.4
Short-term	26.6	27.4	32.1	31.7	30.0	29.9	30.9	31.1	26.0	26.9
of which										
Trade receivables	9.4	9.4	18.5	18.3	19.0	19.0	17.8	17.6	8.3	8.3
Receivables from affiliated companies	14.1	14.7	6.9	7.0	6.3	6.4	9.2	9.4	14.8	15.5
Long-term	2.4	2.4	2.7	2.7	2.0	2.1	1.8	1.7	2.5	2.4
of which Loans to affiliated companies	1.3	1.2	0.4	0.5	0.4	0.5	1.0	0.9	1.4	1.3
Securities	4.2	3.6	1.5	1.6	1.4	1.4	1.3	1.5	4.5	3.9
Other long-term equity investments	21.8	23.0	1.3	1.4	1.8	1.9	4.1	4.3	24.1	25.5
Capital										
Equity	30.1	30.5	19.0	20.7	24.7	26.3	31.0	31.7	30.2	30.5
Liabilities	45.5	45.0	67.1	65.4	62.1	60.7	53.8	53.3	44.1	43.7
Short-term	34.1	34.9	43.8	43.9	44.6	44.4	40.2	40.8	33.2	34.1
of which										
Liabilities to banks	2.8	2.8	8.3	8.0	9.0	8.8	8.0	8.1	2.1	2.1
Trade payables	6.8	6.9	12.6	12.8	13.5	13.6	11.0	11.1	6.2	6.3
Liabilities to affiliated companies	15.9	16.4	5.9	6.0	6.5	6.8	10.0	10.4	16.8	17.3
Long-term	11.3	10.1	23.3	21.5	17.4	16.3	13.6	12.5	10.9	9.6
of which										
Liabilities to banks	3.8	3.6	16.2	14.8	12.4	11.7	9.5	8.7	3.0	2.8
Liabilities to affiliated companies	5.7	4.8	5.1	4.7	3.7	3.3	2.9	2.6	6.0	5.1
Provisions	22.9	22.9	13.2	13.2	12.8	12.6	14.0	13.8	24.0	24.1
of which Provisions for pensions	10.0	10.2	5.6	5.6	4.5	4.5	4.4	4.3	10.7	10.9
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.7	99.6	99.2	99.7	99.5	99.7	99.6	99.8	99.7
Change in finished goods	0.2	0.3	0.4	0.8	0.3	0.5	0.3	0.4	0.2	0.3
Interest and similar income	0.6	0.6	0.3	0.3	0.3	0.3	0.3	0.3	0.7	0.7
Other income ²	5.0	5.0	4.7	4.7	3.2	3.2	3.1	3.0	5.3	5.4
of which Income from long-term equity investments	0.6	0.6	0.1	0.1	0.1	0.1	0.2	0.2	0.7	0.7
Total income ²	105.6	105.6	105.0	105.0	103.5	103.5	103.4	103.3	106.0	106.1
Expenses										
Cost of materials	65.8	67.1	40.3	40.7	54.8	55.2	62.3	63.7	67.0	68.3
Personnel expenses	15.4	14.7	34.8	34.0	25.1	24.5	18.6	17.8	14.4	13.8
Depreciation	3.9	3.6	3.8	3.6	2.9	2.8	2.9	2.7	4.1	3.8
of which Depreciation of tangible fixed assets	3.6	3.3	3.6	3.4	2.7	2.6	2.6	2.5	3.8	3.5
Interest and similar expenses	1.1	1.0	1.3	1.2	1.0	1.0	0.9	0.8	1.2	1.0
Operating taxes	3.3	3.1	0.1	0.1	0.1	0.1	2.0	1.8	3.7	3.4
Other expenses ³	12.5	12.3	21.9	22.0	16.2	16.3	13.1	12.8	12.2	11.9
Total expenses before taxes on income ³	102.1	101.9	102.2	101.6	100.2	99.9	99.7	99.5	102.5	102.3
Annual result before taxes on income	3.5	3.8	2.9	3.4	3.3	3.5	3.6	3.7	3.5	3.8
Taxes on income	1.1	1.1	1.1	1.2	1.2	1.3	1.2	1.2	1.1	1.1
Annual result	2.3	2.6	1.8	2.2	2.1	2.3	2.5	2.6	2.3	2.7
Other ratios	Percentage of sales									
Annual result before taxes on income	3.5	3.8	2.9	3.4	3.4	3.5	3.7	3.8	3.5	3.8
Annual result and depreciation	6.3	6.3	5.6	5.8	5.1	5.0	5.4	5.3	6.4	6.5
Trade receivables	7.1	6.9	10.4	10.4	9.7	9.9	9.4	9.2	6.6	6.4
Percentage of the balance sheet total										
Sales	132.6	136.2	178.2	174.9	194.8	192.9	188.9	191.4	125.4	129.2
Annual result and interest paid	4.6	5.0	5.6	6.1	6.2	6.3	6.3	6.5	4.4	4.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	13.0	13.4	14.4	15.3	15.3	15.5	16.8	16.8	12.6	13.0
Percentage of fixed assets										
Long-term equity and liabilities	97.2	96.9	146.8	149.3	148.3	151.7	133.0	133.4	94.0	93.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	100.5	99.8	102.9	102.6	93.3	94.5	99.4	98.8	100.9	100.1
Cash resources, short-term receivables and inventories	135.6	134.4	148.8	150.0	150.4	152.3	154.7	153.9	132.8	131.4
Percentage of cost of materials										
Trade payables	7.8	7.5	17.4	17.8	12.7	12.7	9.3	9.1	7.4	7.1
Memo item										
Balance sheet total in € billion	1,260.79	1,308.86	5.52	5.87	32.28	33.95	102.69	107.63	1,120.31	1,161.41
Sales in € billion	1,671.62	1,782.02	9.83	10.26	62.86	65.47	193.99	206.03	1,404.94	1,500.25
Number of enterprises	36,553	36,553	11,390	11,390	12,993	12,993	8,500	8,500	3,670	3,670

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

1 All economic sectors * (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	3.8	3.7	3.6	3.4	3.9	3.8	3.9	3.8	4.8	4.6
	50	12.3	12.1	11.2	10.9	11.6	11.5	13.3	13.2	16.4	15.7
	75	31.1	30.8	29.7	29.5	30.7	30.8	31.9	31.5	33.4	32.7
Inventories	25	3.4	3.6	0.4	0.6	4.9	5.0	8.8	8.6	5.6	5.4
	50	18.6	18.9	10.3	10.8	21.9	22.2	24.7	24.4	17.3	17.0
	75	38.6	38.8	33.2	33.6	42.9	43.1	40.7	40.9	31.6	31.0
Equity	25	7.9	8.8	4.0	5.2	7.2	8.2	11.3	12.1	13.4	14.0
	50	20.4	22.0	18.0	19.5	18.4	20.1	23.7	25.2	26.1	27.5
	75	37.7	39.5	37.0	39.0	35.2	37.4	39.9	41.7	40.9	42.1
Short-term liabilities	25	26.2	25.7	24.3	23.6	27.8	27.2	27.5	27.1	23.2	23.4
	50	45.3	44.4	44.6	43.3	47.2	46.2	46.2	45.6	40.1	39.6
	75	67.7	66.4	69.9	67.9	68.6	67.5	66.1	65.8	60.9	59.5
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	9.8	9.0	10.2	9.2	12.5	12.1	9.9	9.1	1.7	1.0
	75	31.1	29.8	34.3	32.7	33.4	31.7	29.3	28.1	17.8	16.1
		Percentage of gross revenue									
Cost of materials	25	33.4	34.0	16.1	15.8	37.3	37.9	47.7	48.9	50.9	51.7
	50	53.5	54.3	36.7	37.0	55.5	56.2	63.2	64.2	65.7	67.1
	75	72.0	72.4	55.8	56.1	72.7	72.9	79.7	80.2	83.7	84.0
Personnel expenses	25	12.2	12.1	21.7	21.6	12.9	12.9	8.5	8.4	5.8	5.7
	50	24.1	23.5	35.0	34.2	23.6	23.2	16.6	16.4	13.8	13.5
	75	37.7	36.9	48.5	47.8	35.7	35.1	28.7	27.7	24.0	23.5
Depreciation	25	0.8	0.7	1.0	0.9	0.7	0.7	0.7	0.6	0.7	0.6
	50	1.8	1.7	2.1	2.0	1.6	1.5	1.6	1.5	1.8	1.7
	75	3.8	3.6	4.4	4.1	3.4	3.2	3.4	3.2	4.3	4.0
Annual result	25	0.2	0.2	-0.2	0.0	0.2	0.2	0.4	0.3	0.3	0.4
	50	1.3	1.4	1.2	1.4	1.2	1.3	1.5	1.6	1.9	2.0
	75	3.9	4.1	4.0	4.2	3.4	3.6	4.1	4.2	5.2	5.2
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.4	-0.1	0.1	0.4	0.4	0.6	0.5	0.5	0.5
	50	1.9	2.1	1.6	2.0	1.8	1.9	2.3	2.3	2.7	2.8
	75	5.5	5.8	5.5	5.8	5.0	5.2	5.9	6.0	7.0	7.0
Annual result and depreciation	25	1.8	1.8	1.5	1.8	1.8	1.8	1.9	1.8	1.9	1.9
	50	4.5	4.6	4.7	4.9	4.2	4.2	4.5	4.5	5.3	5.2
	75	9.6	9.6	10.1	10.3	8.8	8.8	9.4	9.3	11.2	11.2
Trade receivables	25	4.7	4.6	4.1	4.1	4.9	5.0	5.1	5.0	4.2	3.9
	50	8.5	8.5	8.5	8.5	8.5	8.6	8.6	8.5	8.1	7.8
	75	13.1	13.1	14.1	14.2	12.9	13.0	12.7	12.7	12.0	11.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.3	2.4	1.2	1.7	2.7	2.7	2.9	2.8	2.2	2.3
	50	5.6	5.6	5.2	5.4	5.6	5.5	5.9	5.9	5.9	5.9
	75	10.6	10.5	10.9	10.9	10.2	10.1	10.8	10.7	10.9	10.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.0	5.0	2.4	3.0	5.3	5.0	6.8	6.6	6.9	7.3
	50	14.5	14.7	12.7	13.1	14.0	14.0	16.3	16.5	16.8	17.4
	75	33.2	33.6	33.3	33.7	32.2	32.5	34.4	35.3	32.9	33.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	100.9	102.9	94.6	99.4	105.3	108.2	104.2	105.0	94.7	95.4
	50	179.8	184.7	184.6	194.7	191.2	196.3	180.9	183.3	141.1	144.5
	75	425.6	442.1	477.3	500.0	449.8	464.2	404.2	406.6	272.7	281.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	59.2	59.8	58.7	59.1	56.2	57.0	59.8	60.2	68.8	70.9
	50	103.7	105.3	113.1	115.4	100.0	101.7	98.2	98.9	107.2	109.9
	75	183.1	188.4	222.8	230.0	172.2	178.8	161.1	164.0	178.7	181.6
		Percentage of cost of materials									
Trade payables	25	5.0	5.0	5.4	5.6	5.5	5.5	4.6	4.7	3.7	3.8
	50	10.1	10.0	13.0	13.0	10.8	10.8	8.6	8.5	7.4	7.4
	75	18.8	18.6	27.2	26.8	19.5	19.2	14.5	14.1	12.4	12.0

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 1		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.7	3.3	1.9	1.7	1.0	1.0	1.3	1.2	4.5	4.1
of which Goodwill	1.1	1.0	1.1	1.1	0.5	0.5	0.5	0.5	1.3	1.1
Tangible fixed assets	26.2	25.1	52.6	51.5	38.0	37.1	27.6	27.0	24.2	23.1
of which Land and buildings	10.2	9.8	20.6	20.5	16.8	16.6	13.9	13.4	8.5	8.1
Inventories	20.6	20.6	14.6	15.1	23.7	24.4	28.7	28.9	18.4	18.3
of which Finished goods and merchandise	10.8	11.1	9.8	10.0	13.1	13.5	14.5	14.6	9.7	10.0
Cash	6.0	6.2	6.9	7.2	7.7	7.8	7.7	8.2	5.4	5.6
Receivables	34.2	34.7	21.2	21.6	26.4	26.5	30.1	30.2	36.3	36.8
Short-term	32.8	33.1	20.3	20.7	25.3	25.4	28.8	28.9	34.7	35.1
of which										
Trade receivables	14.5	14.4	11.4	11.6	15.2	15.4	18.1	18.0	13.6	13.4
Receivables from affiliated companies	14.1	14.8	5.5	5.8	6.5	6.5	7.0	7.4	16.8	17.6
Long-term	1.4	1.6	0.9	0.9	1.1	1.1	1.2	1.3	1.5	1.7
of which Loans to affiliated companies	0.7	0.9	0.2	0.3	0.4	0.4	0.5	0.6	0.8	1.0
Securities	1.6	1.8	0.8	0.7	0.6	0.6	0.9	0.9	1.8	2.2
Other long-term equity investments	7.3	7.7	0.9	1.0	1.9	2.0	3.1	3.2	9.0	9.5
Capital										
Equity	23.0	25.5	4.8	5.6	14.4	15.0	19.2	19.2	25.2	28.4
Liabilities	60.2	57.6	88.6	87.5	76.5	76.0	68.7	68.6	56.0	52.6
Short-term	41.7	42.2	36.7	37.4	46.3	47.5	49.7	50.3	39.4	39.8
of which										
Liabilities to banks	7.3	6.8	11.9	11.4	12.0	12.3	11.8	11.5	5.6	5.1
Trade payables	11.9	11.9	10.4	10.7	12.6	12.9	12.5	12.6	11.8	11.6
Liabilities to affiliated companies	12.5	13.5	4.5	4.9	9.1	9.5	12.5	13.3	13.0	14.0
Long-term	18.5	15.4	51.9	50.1	30.3	28.5	18.9	18.2	16.7	12.8
of which										
Liabilities to banks	9.0	8.3	46.4	44.7	23.3	21.4	11.3	10.4	6.3	5.9
Liabilities to affiliated companies	8.2	5.8	3.2	3.3	5.4	5.4	6.3	6.5	9.1	5.7
Provisions	15.9	16.2	6.3	6.5	8.7	8.7	11.6	11.6	17.9	18.3
of which Provisions for pensions	5.2	5.2	0.5	0.5	1.5	1.5	3.5	3.5	6.0	6.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.2	99.9	99.9	99.7	99.6	99.6	100.0	99.7	99.0	100.0
Change in finished goods	0.8	0.1	0.1	0.3	0.4	0.4	0.0	0.3	1.0	0.0
Interest and similar income	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3
Other income 2	3.2	3.3	4.7	4.7	3.2	3.2	2.6	2.6	3.3	3.5
of which Income from long-term equity investments	0.3	0.3	0.1	0.0	0.1	0.1	0.2	0.2	0.3	0.4
Total income 2	103.5	103.6	104.9	104.9	103.4	103.4	102.8	102.8	103.6	103.9
Expenses										
Cost of materials	67.6	68.1	42.3	42.5	56.2	56.7	61.8	62.6	70.5	70.9
Personnel expenses	15.3	14.8	23.5	22.8	21.7	20.9	19.9	19.3	13.4	13.0
Depreciation	2.9	2.7	6.7	6.3	4.0	3.7	2.7	2.5	2.8	2.6
of which Depreciation of tangible fixed assets	2.7	2.5	6.6	6.2	3.7	3.5	2.4	2.3	2.6	2.4
Interest and similar expenses	1.0	0.9	2.8	2.6	1.5	1.4	1.1	1.0	0.9	0.8
Operating taxes	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.3	0.3
Other expenses 3	12.8	12.9	21.9	22.4	15.4	15.6	13.1	13.1	12.4	12.4
Total expenses before taxes on income 3	99.8	99.6	97.4	96.8	98.9	98.5	98.8	98.8	100.2	100.0
Annual result before taxes on income	3.6	4.0	7.5	8.0	4.5	4.8	4.0	4.0	3.4	3.9
Taxes on income	0.7	0.7	0.7	0.7	0.7	0.8	0.7	0.7	0.6	0.7
Annual result	3.0	3.3	6.9	7.3	3.8	4.0	3.3	3.3	2.8	3.2
Other ratios	Percentage of sales									
Annual result before taxes on income	3.7	4.0	7.6	8.1	4.5	4.8	4.0	4.0	3.4	3.9
Annual result and depreciation	5.9	6.0	13.6	13.6	7.8	7.8	6.0	5.8	5.6	5.8
Trade receivables	7.5	7.3	8.0	8.0	8.4	8.3	8.7	8.7	7.0	6.8
Percentage of the balance sheet total										
Sales	194.3	197.9	141.3	144.3	181.2	185.0	207.3	207.4	193.2	197.7
Annual result and interest paid	7.8	8.4	13.6	14.4	9.7	10.2	9.0	9.0	7.2	8.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.2	17.4	21.7	22.6	18.3	18.6	17.0	16.7	15.6	17.4
Percentage of fixed assets										
Long-term equity and liabilities	120.2	120.4	104.9	105.3	112.7	111.6	125.5	125.9	120.2	120.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	94.9	95.2	75.3	75.8	72.3	70.8	75.0	75.1	104.1	104.5
Cash resources, short-term receivables and inventories	144.3	144.1	115.0	116.2	123.5	122.2	132.7	132.5	150.8	150.6
Percentage of cost of materials										
Trade payables	9.0	8.8	17.3	17.4	12.3	12.2	9.8	9.7	8.6	8.3
Memo item										
Balance sheet total in € billion	237.81	246.69	3.97	4.00	14.94	15.23	44.92	46.44	173.98	181.02
Sales in € billion	461.96	488.19	5.61	5.77	27.08	28.17	93.12	96.31	336.16	357.94
Number of enterprises	18,467	18,467	7,131	7,131	5,546	5,546	4,145	4,145	1,645	1,645

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available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	8.7	8.5	10.7	10.4	7.8	7.9	7.4	7.2	7.7	7.7
	50	24.8	24.5	35.5	34.9	23.6	23.4	20.5	19.8	17.9	18.0
	75	50.8	50.5	68.5	68.1	47.2	46.9	37.8	37.1	34.9	34.8
Inventories	25	3.7	3.8	0.3	0.4	5.6	5.7	13.4	13.9	10.9	11.3
	50	19.7	19.9	9.0	9.5	22.6	23.0	27.5	28.0	22.4	22.1
	75	39.0	39.1	31.5	32.0	42.0	42.3	43.1	43.3	36.7	36.3
Equity	25	0.5	0.9	- 23.4	- 23.2	2.2	2.5	5.2	5.5	7.5	7.7
	50	11.1	11.7	5.4	6.3	10.9	11.3	13.7	14.3	17.7	18.8
	75	27.1	28.2	28.7	30.7	24.7	26.1	26.9	27.2	30.2	31.1
Short-term liabilities	25	27.2	27.6	19.2	19.3	31.2	32.1	35.1	35.7	32.5	33.1
	50	48.2	48.6	39.2	40.3	51.3	51.8	53.2	54.3	50.2	50.1
	75	71.1	71.4	69.2	69.8	72.3	72.5	71.7	71.8	69.5	70.1
Liabilities to banks	25	5.3	4.6	13.2	13.1	5.9	5.2	2.8	1.8	0.0	0.0
	50	28.7	27.5	47.2	44.9	28.2	27.4	19.7	18.0	9.8	8.7
	75	57.0	55.1	80.4	78.8	51.9	50.8	38.8	38.0	28.3	25.7
Percentage of gross revenue											
Cost of materials	25	32.4	33.1	13.8	13.3	38.1	38.8	47.3	48.3	52.5	53.1
	50	54.2	54.9	38.5	38.5	58.8	59.4	62.5	63.4	67.7	68.3
	75	72.8	73.0	61.0	61.1	75.3	75.4	77.5	78.2	83.0	82.7
Personnel expenses	25	9.6	9.5	9.4	9.5	10.3	10.0	10.2	9.8	6.5	6.6
	50	18.6	18.1	20.5	19.8	19.2	18.6	18.0	17.4	14.0	13.7
	75	30.9	30.0	33.0	32.3	31.8	30.7	28.8	28.1	23.5	23.1
Depreciation	25	1.1	1.0	1.5	1.4	1.0	0.9	0.9	0.8	0.7	0.7
	50	2.3	2.2	3.3	3.1	2.1	1.9	1.8	1.6	1.7	1.7
	75	5.0	4.7	7.9	7.5	4.4	4.0	3.5	3.2	3.4	3.2
Annual result	25	1.0	1.1	2.4	2.9	0.8	0.9	0.7	0.6	0.6	0.6
	50	3.5	3.7	6.8	7.1	2.7	2.8	2.1	2.1	2.2	2.3
	75	8.2	8.5	13.1	13.5	5.8	6.0	4.9	4.9	5.1	5.3
Percentage of sales											
Annual result before taxes on income	25	1.2	1.3	2.5	3.0	1.0	1.1	0.8	0.8	0.7	0.8
	50	4.0	4.3	7.2	7.6	3.2	3.3	2.6	2.6	2.7	2.8
	75	9.2	9.6	14.3	14.4	6.9	7.1	6.0	6.0	6.1	6.2
Annual result and depreciation	25	3.4	3.4	6.5	6.7	3.1	3.0	2.4	2.3	2.1	2.0
	50	7.5	7.5	12.6	13.0	6.1	6.1	4.9	4.8	4.8	5.0
	75	14.7	14.7	23.3	23.2	11.4	11.3	9.2	8.9	9.3	9.4
Trade receivables	25	3.3	3.2	1.8	1.8	4.0	3.9	4.8	4.5	3.6	3.3
	50	7.1	7.1	6.2	6.1	7.2	7.2	7.9	8.0	7.7	7.4
	75	11.1	11.1	10.8	10.9	11.0	11.0	11.5	11.5	11.4	11.0
Percentage of the balance sheet total											
Annual result and interest paid	25	5.2	5.4	7.7	8.3	4.9	5.0	4.3	4.1	3.8	4.0
	50	11.0	11.2	17.3	17.6	9.7	9.8	7.9	7.9	8.0	8.2
	75	21.8	22.1	35.3	36.2	17.8	17.6	14.0	13.9	14.0	14.4
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	8.9	9.1	10.6	11.2	8.5	8.6	7.8	7.5	8.4	8.4
	50	19.5	19.7	24.9	25.4	18.2	18.4	15.9	15.5	17.6	17.8
	75	40.2	40.3	56.3	56.8	35.8	35.8	30.1	29.3	32.3	33.5
Percentage of fixed assets											
Long-term equity and liabilities	25	75.3	74.6	66.4	65.2	77.7	76.6	83.6	82.0	78.8	78.9
	50	119.9	118.6	108.2	108.5	126.9	124.8	135.0	135.9	120.9	118.7
	75	238.3	240.6	209.7	211.6	265.9	264.0	264.4	264.6	209.6	207.3
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	41.8	41.5	33.3	33.0	42.4	42.3	46.2	46.5	56.0	56.3
	50	75.5	75.1	74.6	74.3	74.4	73.7	74.5	73.6	83.0	83.8
	75	130.0	129.8	154.2	154.6	121.1	120.4	116.7	116.8	126.5	125.2
Percentage of cost of materials											
Trade payables	25	5.1	5.1	5.2	5.2	5.4	5.4	4.8	4.9	4.9	4.8
	50	9.8	9.8	11.6	11.9	10.4	10.2	8.4	8.2	8.0	7.9
	75	18.1	18.1	25.5	25.7	19.0	18.9	13.9	13.5	11.9	11.9

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

2 Mining and quarrying

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	3.8	3.9	2.8	2.3	3.0	2.6	3.6	3.7	3.9	3.9
of which Goodwill	0.4	0.3	0.1	0.1	0.3	0.2	0.8	0.8	0.3	0.3
Tangible fixed assets	22.9	24.4	62.6	64.0	48.5	49.0	42.3	41.7	21.0	22.4
of which Land and buildings	10.4	11.1	45.2	46.2	32.1	32.3	26.7	25.6	8.7	9.4
Inventories	5.6	6.5	9.0	9.0	8.2	8.5	13.1	14.6	5.2	6.0
of which Finished goods and merchandise	2.0	2.1	5.6	5.7	3.4	3.8	5.8	6.4	1.8	1.8
Cash	1.1	1.4	5.3	5.5	10.6	8.5	4.8	4.7	0.6	1.0
Receivables	54.0	48.3	16.6	15.9	21.1	21.8	19.6	20.0	56.9	50.8
Short-term	45.3	41.3	15.4	14.6	19.6	19.9	18.5	19.1	47.5	43.3
of which										
Trade receivables	3.6	4.4	5.6	4.8	7.5	8.0	8.0	9.1	3.2	4.0
Receivables from affiliated companies	21.1	12.8	6.3	6.6	10.2	9.9	8.0	7.6	22.2	13.2
Long-term	8.7	7.0	1.2	1.3	1.5	1.9	1.1	1.0	9.4	7.5
of which Loans to affiliated companies	8.1	6.3	0.3	0.4	1.1	1.6	0.6	0.6	8.7	6.8
Securities	0.4	0.3	0.6	0.4	1.4	1.1	1.0	0.8	0.3	0.3
Other long-term equity investments	12.0	15.0	2.4	2.2	6.8	7.9	15.1	14.0	12.1	15.3
Capital										
Equity	23.4	24.6	20.8	22.1	18.0	19.1	33.3	31.1	23.1	24.5
Liabilities	23.0	18.1	60.2	59.2	54.2	53.2	45.9	49.6	20.8	15.1
Short-term	19.1	14.8	28.0	31.3	32.4	32.3	33.5	36.1	18.0	13.0
of which										
Liabilities to banks	0.9	1.5	8.9	8.3	6.9	7.4	9.1	9.3	0.3	0.9
Trade payables	2.7	2.9	4.3	4.4	4.9	5.3	5.5	5.7	2.5	2.7
Liabilities to affiliated companies	12.5	6.7	9.6	12.2	13.7	13.4	12.4	13.2	12.5	6.1
Long-term	3.9	3.3	32.2	27.9	21.8	20.9	12.4	13.5	2.8	2.0
of which										
Liabilities to banks	1.4	1.5	22.2	19.2	15.4	14.4	9.7	10.0	0.5	0.5
Liabilities to affiliated companies	2.1	1.5	8.6	7.8	5.4	4.8	1.8	2.6	1.9	1.2
Provisions	53.5	55.9	18.5	18.3	27.8	27.6	20.7	19.2	56.0	59.0
of which Provisions for pensions	13.4	14.0	0.9	0.9	3.2	3.2	2.1	2.1	14.3	15.1
Income statement										
Percentage of gross revenue										
Income										
Sales	101.1	99.6	99.9	99.3	99.3	99.8	100.0	98.9	101.3	99.6
Change in finished goods	- 1.1	0.4	0.1	0.7	0.7	0.2	0.0	1.1	- 1.3	0.4
Interest and similar income	2.1	1.8	0.8	0.7	0.6	0.6	0.4	0.3	2.4	1.9
Other income ²	17.0	8.9	8.6	9.5	6.9	7.5	7.2	6.9	18.4	9.2
of which Income from long-term equity investments	0.6	0.5	0.5	0.5	0.7	0.9	1.0	1.4	0.6	0.5
Total income ²	119.1	110.7	109.4	110.2	107.5	108.1	107.6	107.2	120.8	111.2
Expenses										
Cost of materials	46.5	47.2	31.2	32.2	35.4	37.4	46.8	49.3	47.1	47.6
Personnel expenses	34.0	31.3	26.2	25.1	26.0	25.1	22.7	21.2	35.5	32.6
Depreciation	8.8	7.1	11.4	11.3	8.6	8.3	6.9	6.6	8.9	7.1
of which Depreciation of tangible fixed assets	8.6	7.0	11.1	10.7	8.2	7.8	6.5	5.9	8.8	7.0
Interest and similar expenses	1.1	0.8	4.1	4.2	2.2	2.1	1.8	1.6	1.0	0.6
Operating taxes	0.1	0.2	0.3	0.3	0.2	0.2	0.1	0.3	0.1	0.2
Other expenses ³	22.4	18.1	29.9	31.9	27.6	28.1	21.9	21.8	22.1	17.2
Total expenses before taxes on income ³	112.8	104.7	103.0	105.0	100.0	101.0	100.2	100.9	114.7	105.2
Annual result before taxes on income	6.3	6.0	6.4	5.3	7.5	7.0	7.4	6.4	6.1	5.9
Taxes on income	2.2	2.4	1.2	1.0	1.5	1.4	1.6	1.0	2.3	2.6
Annual result	4.1	3.6	5.3	4.3	6.0	5.6	5.9	5.4	3.8	3.3
Other ratios										
Percentage of sales										
Annual result before taxes on income	6.2	6.0	6.4	5.3	7.6	7.1	7.4	6.4	6.0	5.9
Annual result and depreciation	12.7	10.8	16.6	15.7	14.6	13.9	12.8	12.2	12.6	10.5
Trade receivables	6.4	7.3	9.0	7.9	8.1	8.7	8.3	9.2	6.1	7.1
Percentage of the balance sheet total										
Sales	56.0	60.0	62.0	61.2	92.7	92.4	96.5	98.6	53.0	57.0
Annual result and interest paid	2.9	2.7	5.8	5.2	7.6	7.1	7.4	7.0	2.5	2.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	9.4	8.8	14.0	13.3	19.0	17.7	19.9	18.7	8.7	8.0
Percentage of fixed assets										
Long-term equity and liabilities	87.7	85.5	79.1	73.9	71.4	69.9	77.6	78.1	89.1	86.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	244.0	290.4	75.8	65.6	94.9	88.6	71.6	67.0	268.6	342.1
Cash resources, short-term receivables and inventories	273.3	333.9	108.0	94.4	120.1	114.8	110.7	107.3	297.3	387.8
Percentage of cost of materials										
Trade payables	10.5	10.2	22.0	22.3	14.7	15.3	12.1	11.6	10.2	9.8
Memo item										
Balance sheet total in € billion	21.34	20.36	0.14	0.14	0.56	0.59	0.93	0.96	19.70	18.66
Sales in € billion	11.94	12.21	0.09	0.09	0.52	0.54	0.90	0.95	10.43	10.63
Number of enterprises	276	276	98	98	111	111	47	47	20	20

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

2 Mining and quarrying (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	25.6	26.0	25.7	24.1	31.7	32.3	21.8	22.4	14.6	15.1
	50	47.4	45.1	52.3	50.6	51.2	51.2	45.2	42.8	21.0	21.6
	75	67.5	67.4	74.7	74.1	71.3	69.1	65.4	60.2	35.2	36.4
Inventories	25	1.8	1.7	0.3	0.2	2.3	2.1	4.7	4.8	2.7	2.8
	50	5.8	6.6	3.5	3.7	5.9	6.5	10.5	11.7	6.7	8.1
	75	14.6	15.5	14.5	14.6	12.9	13.2	20.5	22.7	14.4	15.3
Equity	25	6.5	7.6	4.9	5.9	6.2	7.9	12.6	12.1	16.3	17.3
	50	19.0	19.3	17.0	18.7	17.9	17.6	19.9	19.1	41.6	39.6
	75	39.5	40.5	43.2	47.1	31.8	33.6	41.2	41.0	53.8	54.8
Short-term liabilities	25	15.6	14.4	13.9	13.0	17.9	16.6	19.7	20.8	10.2	9.0
	50	28.6	28.6	23.8	24.7	32.4	30.4	34.5	39.6	18.2	20.6
	75	44.5	47.0	43.0	43.4	48.3	47.3	53.7	59.5	32.4	36.6
Liabilities to banks	25	0.1	0.0	0.0	0.0	5.0	4.8	0.0	0.0	0.0	0.0
	50	14.7	14.3	17.6	15.0	18.0	19.1	10.2	11.5	0.0	0.0
	75	38.7	36.7	44.5	36.9	41.2	39.3	38.2	38.3	3.7	3.8
		Percentage of gross revenue									
Cost of materials	25	17.1	18.5	10.5	7.3	18.6	20.4	33.6	35.1	34.7	34.9
	50	34.2	36.1	24.3	23.5	32.4	36.8	46.7	48.5	41.4	43.4
	75	49.6	52.0	38.4	39.6	45.1	49.8	60.4	63.1	53.6	54.3
Personnel expenses	25	15.4	14.7	14.5	14.0	16.6	15.8	14.8	14.0	13.9	12.5
	50	25.6	24.2	27.3	24.7	25.9	24.3	22.6	23.2	22.0	21.2
	75	35.1	34.0	35.6	36.0	36.3	34.6	29.7	29.9	33.8	33.9
Depreciation	25	4.1	3.6	3.9	4.0	5.5	5.1	3.5	3.1	3.0	2.6
	50	8.1	6.9	10.7	9.2	8.3	7.4	5.2	4.7	6.2	4.7
	75	13.4	12.0	17.0	19.1	12.2	11.2	10.0	8.3	14.8	11.5
Annual result	25	0.7	1.2	0.2	0.8	0.6	1.5	1.2	1.3	2.6	1.0
	50	3.8	3.6	2.5	2.6	3.7	3.7	4.5	3.6	7.3	4.7
	75	8.9	8.2	8.2	8.7	9.6	7.8	8.0	7.3	14.2	10.5
		Percentage of sales									
Annual result before taxes on income	25	1.1	1.6	0.5	1.0	1.2	2.1	2.4	1.6	2.2	3.6
	50	4.7	4.7	3.5	4.2	4.8	4.8	5.4	4.5	8.7	6.9
	75	11.5	10.1	10.8	12.1	11.0	9.0	11.3	9.7	20.4	15.5
Annual result and depreciation	25	7.4	6.9	6.7	5.8	9.0	9.0	6.1	6.4	6.3	4.6
	50	13.5	12.7	14.9	14.9	13.3	12.8	13.0	11.3	19.1	13.4
	75	24.3	23.2	29.6	30.1	21.5	19.4	21.9	18.0	34.4	27.9
Trade receivables	25	4.7	4.6	4.0	3.1	4.9	5.4	4.3	5.6	5.0	4.5
	50	7.7	7.9	7.5	6.2	7.0	8.0	8.2	8.8	10.0	10.9
	75	11.9	11.8	12.9	10.6	11.9	12.0	10.0	10.8	12.3	14.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.3	3.2	2.2	2.9	3.5	3.6	4.2	3.2	2.2	1.4
	50	5.8	5.6	4.6	5.3	6.1	6.7	7.0	6.1	6.0	4.4
	75	10.5	10.2	9.4	8.9	12.3	10.5	11.3	10.7	9.6	7.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.3	10.3	8.1	7.8	9.1	11.7	13.0	12.4	12.9	9.3
	50	19.1	18.2	14.8	14.7	21.8	21.2	23.8	17.6	22.0	21.9
	75	35.0	34.6	29.0	31.8	42.0	35.7	43.6	35.5	34.7	41.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	56.2	56.4	56.2	60.3	53.4	50.8	49.2	54.9	93.9	87.2
	50	87.0	84.8	89.9	90.1	83.4	82.7	79.3	79.0	105.0	103.3
	75	127.3	135.0	152.4	166.8	115.9	114.5	114.7	125.0	160.1	156.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	46.2	45.8	41.0	36.1	46.2	47.1	45.4	40.9	105.4	90.4
	50	104.0	101.4	114.2	140.6	92.5	101.4	78.7	76.3	217.2	167.4
	75	240.0	232.3	294.3	350.0	224.1	217.6	141.2	138.4	318.2	272.9
		Percentage of cost of materials									
Trade payables	25	6.4	6.9	4.6	5.4	8.0	6.9	6.1	6.7	7.6	7.9
	50	12.7	13.1	14.5	15.0	14.4	14.0	11.2	11.8	9.6	10.0
	75	26.2	26.5	30.9	39.0	26.5	27.9	18.2	17.3	11.9	17.2

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

2 Mining and quarrying (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.9	3.9	4.4	4.1	3.7	3.4	3.9	3.9	3.9	3.9
of which Goodwill	0.3	0.3	0.0	0.0	0.6	0.5	0.8	0.9	0.3	0.3
Tangible fixed assets	21.7	23.1	60.3	58.8	43.6	42.8	37.2	37.8	21.0	22.4
of which Land and buildings	9.3	9.9	34.7	34.8	25.8	24.9	22.9	22.8	8.7	9.4
Inventories	5.4	6.2	9.4	9.6	11.2	12.4	11.4	12.1	5.2	6.0
of which Finished goods and merchandise	1.9	1.9	5.4	5.9	3.5	4.4	3.3	3.7	1.8	1.8
Cash	0.7	1.2	5.4	5.6	5.1	6.4	3.7	3.4	0.6	1.0
Receivables	55.7	49.7	16.5	18.3	26.9	26.5	18.9	19.9	56.9	50.8
Short-term	46.6	42.5	14.8	16.1	23.9	23.3	18.2	19.2	47.5	43.3
of which										
Trade receivables	3.4	4.2	7.1	5.9	8.6	9.2	6.4	7.5	3.2	4.0
Receivables from affiliated companies	21.7	13.1	5.2	7.6	12.6	11.3	9.5	9.9	22.2	13.2
Long-term	9.1	7.3	1.8	2.2	3.0	3.2	0.7	0.7	9.4	7.5
of which Loans to affiliated companies	8.5	6.6	0.6	1.1	2.5	2.7	0.3	0.3	8.7	6.8
Securities	0.3	0.3	0.0	0.0	0.9	0.3	0.5	0.3	0.3	0.3
Other long-term equity investments	12.3	15.4	2.8	2.8	7.9	7.5	24.4	22.0	12.1	15.3
Capital										
Equity	23.5	25.0	14.8	18.8	21.6	23.9	48.2	48.1	23.1	24.5
Liabilities	21.4	16.0	69.7	65.3	54.8	52.5	28.4	31.7	20.8	15.1
Short-term	18.3	13.6	30.0	30.9	35.9	35.2	19.6	23.7	18.0	13.0
of which										
Liabilities to banks	0.5	1.0	11.4	9.8	5.6	6.2	2.9	3.3	0.3	0.9
Trade payables	2.6	2.8	6.0	6.3	5.9	6.1	3.8	4.3	2.5	2.7
Liabilities to affiliated companies	12.4	6.3	4.7	7.4	13.0	12.5	8.1	10.2	12.5	6.1
Long-term	3.2	2.4	39.7	34.4	18.9	17.3	8.9	8.0	2.8	2.0
of which										
Liabilities to banks	0.9	0.9	34.4	31.2	14.1	12.3	8.5	7.5	0.5	0.5
Liabilities to affiliated companies	1.9	1.2	3.5	2.5	2.7	2.9	0.2	0.5	1.9	1.2
Provisions	54.9	57.6	15.3	15.8	23.5	23.6	23.3	20.2	56.0	59.0
of which Provisions for pensions	14.0	14.7	1.6	1.8	6.9	7.2	2.9	3.0	14.3	15.1
Income statement	Percentage of gross revenue									
Income										
Sales	101.1	99.6	100.0	100.1	99.1	99.5	99.0	99.5	101.3	99.6
Change in finished goods	- 1.1	0.4	0.0	- 0.1	0.9	0.5	1.0	0.5	- 1.3	0.4
Interest and similar income	2.3	1.9	0.6	0.6	0.7	0.7	0.6	0.5	2.4	1.9
Other income ²	17.9	9.2	7.2	8.4	6.4	8.1	10.8	9.3	18.4	9.2
of which Income from long-term equity investments	0.5	0.5	0.0	0.1	0.2	0.1	0.4	1.9	0.6	0.5
Total income ²	120.2	111.1	107.8	109.0	107.1	108.8	111.3	109.8	120.8	111.2
Expenses										
Cost of materials	46.6	47.1	29.4	30.4	35.1	37.2	39.6	40.6	47.1	47.6
Personnel expenses	35.0	32.2	27.7	26.3	28.8	28.2	26.1	24.5	35.5	32.6
Depreciation	8.9	7.2	11.7	11.3	7.6	7.4	8.0	8.2	8.9	7.1
of which Depreciation of tangible fixed assets	8.7	7.0	11.3	10.5	7.4	7.2	7.4	6.6	8.8	7.0
Interest and similar expenses	1.0	0.7	3.8	3.7	2.0	1.9	1.3	1.2	1.0	0.6
Operating taxes	0.1	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.2
Other expenses ³	22.4	17.8	31.5	32.9	28.3	28.3	27.6	27.5	22.1	17.2
Total expenses before taxes on income ³	114.0	105.1	104.3	104.7	101.9	103.2	102.7	102.2	114.7	105.2
Annual result before taxes on income	6.1	6.0	3.5	4.3	5.2	5.7	8.6	7.6	6.1	5.9
Taxes on income	2.3	2.5	1.2	0.6	1.8	1.6	2.3	1.0	2.3	2.6
Annual result	3.9	3.5	2.3	3.7	3.4	4.1	6.3	6.6	3.8	3.3
Other ratios	Percentage of sales									
Annual result before taxes on income	6.1	6.0	3.5	4.3	5.2	5.7	8.7	7.6	6.0	5.9
Annual result and depreciation	12.6	10.7	14.0	14.9	11.2	11.5	14.5	14.9	12.6	10.5
Trade receivables	6.2	7.2	9.6	7.8	8.5	8.9	8.1	9.4	6.1	7.1
Percentage of the balance sheet total										
Sales	54.0	58.1	74.3	76.3	100.9	103.7	78.3	79.2	53.0	57.0
Annual result and interest paid	2.6	2.4	4.5	5.6	5.5	6.2	6.0	6.2	2.5	2.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	9.0	8.4	13.0	15.1	15.4	17.1	23.6	24.4	8.7	8.0
Percentage of fixed assets										
Long-term equity and liabilities	89.1	86.8	82.4	82.4	81.8	85.7	92.3	93.1	89.1	86.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	260.4	323.2	67.2	70.0	83.1	84.9	112.9	95.5	268.6	342.1
Cash resources, short-term receivables and inventories	289.8	368.7	98.6	100.9	114.2	120.2	171.0	146.6	297.3	387.8
Percentage of cost of materials										
Trade payables	10.4	10.1	27.5	27.1	16.6	15.7	12.0	13.3	10.2	9.8
Memo item										
Balance sheet total in € billion	20.39	19.37	0.06	0.05	0.22	0.22	0.41	0.43	19.70	18.66
Sales in € billion	11.02	11.24	0.04	0.04	0.22	0.23	0.32	0.34	10.43	10.63
Number of enterprises	134	134	48	48	49	49	17	17	20	20

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

2 Mining and quarrying (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	20.2	19.3	23.2	20.8	25.6	28.8	25.0	23.5	14.6	15.1
	50	42.1	40.2	52.3	50.1	45.4	41.3	42.7	40.4	21.0	21.6
	75	62.5	59.8	73.0	65.3	57.8	58.4	67.5	59.8	35.2	36.4
Inventories	25	2.0	2.2	0.1	0.4	2.4	2.4	4.7	6.0	2.7	2.8
	50	5.7	7.2	3.5	4.4	5.7	7.5	13.7	12.1	6.7	8.1
	75	15.6	16.7	16.6	15.7	13.9	15.3	20.5	20.2	14.4	15.3
Equity	25	8.0	11.7	5.0	6.8	8.0	10.5	25.2	24.7	16.3	17.3
	50	24.2	26.2	16.3	19.6	21.5	22.7	40.8	41.2	41.6	39.6
	75	44.0	45.0	35.2	46.1	36.5	39.4	47.4	48.0	53.8	54.8
Short-term liabilities	25	16.2	15.7	15.3	13.9	23.7	21.5	14.0	12.4	10.2	9.0
	50	27.0	27.7	30.4	30.2	34.9	31.0	19.7	20.8	18.2	20.6
	75	44.1	44.5	46.7	44.2	48.3	47.9	24.7	27.6	32.4	36.6
Liabilities to banks	25	0.0	0.0	6.0	0.0	5.6	1.3	0.0	0.0	0.0	0.0
	50	13.7	11.2	20.5	20.8	16.7	16.1	5.8	2.0	0.0	0.0
	75	38.4	32.3	55.0	44.3	28.1	29.8	32.8	37.7	3.7	3.8
		Percentage of gross revenue									
Cost of materials	25	16.5	18.0	11.1	6.9	21.5	23.3	30.0	30.9	34.7	34.9
	50	31.2	33.5	18.2	17.6	31.6	36.7	41.9	45.5	41.4	43.4
	75	45.1	48.1	37.6	37.0	43.6	47.9	49.7	54.2	53.6	54.3
Personnel expenses	25	18.4	17.9	18.3	15.8	19.1	20.0	19.3	17.7	13.9	12.5
	50	27.6	25.5	28.9	27.6	30.1	26.3	25.7	25.8	22.0	21.2
	75	35.8	35.8	37.9	38.3	38.3	37.5	29.7	27.7	33.8	33.9
Depreciation	25	3.4	3.1	2.4	1.9	4.0	3.7	4.8	3.6	3.0	2.6
	50	7.9	7.0	10.9	7.9	7.6	7.4	7.0	6.9	6.2	4.7
	75	13.2	11.4	17.2	16.0	11.2	9.9	11.0	8.4	14.8	11.5
Annual result	25	0.5	1.1	0.2	0.6	0.5	1.7	0.9	1.3	2.6	1.0
	50	2.4	2.6	1.3	2.1	2.7	2.6	4.9	5.8	7.3	4.7
	75	6.3	6.2	3.3	5.4	4.8	5.4	9.3	8.0	14.2	10.5
		Percentage of sales									
Annual result before taxes on income	25	1.0	1.7	0.3	1.1	1.1	2.1	2.6	1.7	2.2	3.6
	50	3.4	4.2	1.8	2.4	3.8	4.4	9.0	5.7	8.7	6.9
	75	9.0	9.3	5.1	6.7	7.5	7.5	11.9	11.3	20.4	15.5
Annual result and depreciation	25	5.4	6.0	4.1	4.7	6.5	7.7	10.3	9.2	6.3	4.6
	50	12.7	11.6	12.3	10.4	12.3	10.9	14.0	12.4	19.1	13.4
	75	21.7	21.2	19.9	28.5	15.7	16.2	23.4	19.0	34.4	27.9
Trade receivables	25	4.6	4.8	4.2	3.0	6.0	5.8	4.1	5.3	5.0	4.5
	50	8.8	8.7	8.1	7.4	8.8	9.1	6.8	7.8	10.0	10.9
	75	13.4	12.6	16.0	11.1	13.9	13.8	9.1	10.7	12.3	14.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.6	3.1	1.7	2.8	3.5	3.7	4.1	3.2	2.2	1.4
	50	4.8	4.9	3.6	4.5	5.8	5.8	6.8	5.3	6.0	4.4
	75	8.3	8.5	5.1	6.6	9.2	10.4	10.7	9.8	9.6	7.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.0	10.7	7.0	9.3	8.4	14.1	16.6	14.5	12.9	9.3
	50	17.7	19.1	12.8	16.7	17.7	21.7	26.3	24.6	22.0	21.9
	75	36.1	36.3	23.6	25.4	43.4	43.0	44.0	42.5	34.7	41.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	67.9	68.7	56.3	60.3	66.2	68.9	75.0	74.8	93.9	87.2
	50	96.1	98.0	91.7	93.9	96.1	98.0	92.1	95.4	105.0	103.3
	75	155.1	161.2	152.6	176.0	142.3	147.0	158.5	154.3	160.1	156.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	46.2	45.8	36.3	33.4	45.2	45.8	76.9	73.9	105.4	90.4
	50	109.4	118.1	99.0	97.3	101.7	112.8	104.1	110.9	217.2	167.4
	75	239.6	238.0	249.0	251.9	182.6	204.7	239.8	239.9	318.2	272.9
		Percentage of cost of materials									
Trade payables	25	8.0	7.8	8.6	8.1	8.2	7.7	7.5	7.7	7.6	7.9
	50	14.2	14.2	24.4	26.7	15.0	14.2	12.0	11.8	9.6	10.0
	75	28.2	29.1	42.9	54.0	28.4	27.3	18.2	19.0	11.9	17.2

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

2 Mining and quarrying (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2	2 but less than 10	10 but less than 50	50 and more	2004	2005	2004	2005
	Cylindred sample for 2004-2005 ¹									
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.9	2.9	1.7	1.3	2.5	2.1	3.4	3.6	.	.
<i>of which</i> Goodwill	0.5	0.4	0.2	0.2	0.1	0.1	0.9	0.7	.	.
Tangible fixed assets	49.9	49.8	64.1	67.1	51.6	52.8	46.4	44.9	.	.
<i>of which</i> Land and buildings	34.0	33.4	52.1	52.9	36.2	36.8	29.7	27.9	.	.
Inventories	11.0	12.0	8.7	8.7	6.2	6.1	14.5	16.6	.	.
<i>of which</i> Finished goods and merchandise	5.9	6.4	5.6	5.6	3.3	3.4	7.7	8.7	.	.
Cash	8.7	7.2	5.2	5.5	14.1	9.8	5.7	5.7	.	.
Receivables	18.8	19.2	16.6	14.6	17.3	18.9	20.1	20.1	.	.
Short-term	17.7	18.0	15.8	13.8	16.8	17.8	18.7	18.9	.	.
<i>of which</i>									.	.
Trade receivables	7.9	8.7	4.6	4.2	6.8	7.3	9.2	10.4	.	.
Receivables from affiliated companies	7.5	6.9	7.1	6.0	8.6	9.1	6.8	5.7	.	.
Long-term	1.1	1.1	0.8	0.8	0.5	1.1	1.4	1.2	.	.
<i>of which</i> Loans to affiliated companies	0.6	0.8	0.0	0.0	0.2	0.9	0.9	0.9	.	.
Securities	1.5	1.3	1.1	0.7	1.6	1.7	1.5	1.2	.	.
Other long-term equity investments	6.7	7.3	2.1	1.8	6.0	8.2	7.8	7.6	.	.
Capital										
Equity	19.7	17.6	24.7	24.0	15.7	16.3	21.6	17.4	.	.
Liabilities	57.1	59.5	54.0	55.7	53.8	53.6	59.8	64.1	.	.
Short-term	37.7	39.1	26.7	31.5	30.2	30.5	44.6	46.2	.	.
<i>of which</i>									.	.
Liabilities to banks	11.1	11.4	7.3	7.4	7.7	8.2	13.9	14.2	.	.
Trade payables	5.5	5.8	3.1	3.4	4.2	4.8	6.8	6.8	.	.
Liabilities to affiliated companies	14.9	14.9	12.7	15.0	14.2	13.9	15.7	15.6	.	.
Long-term	19.4	20.4	27.3	24.2	23.7	23.1	15.2	17.9	.	.
<i>of which</i>									.	.
Liabilities to banks	12.9	13.4	14.3	12.3	16.2	15.8	10.5	12.0	.	.
Liabilities to affiliated companies	5.3	5.5	11.9	10.8	7.2	6.0	3.0	4.3	.	.
Provisions	23.1	22.9	20.5	19.7	30.5	30.1	18.7	18.5	.	.
<i>of which</i> Provisions for pensions	1.1	1.1	0.4	0.3	0.8	0.8	1.5	1.5	.	.
Income statement	Percentage of gross revenue									
Income										
Sales	100.2	99.0	99.8	98.6	99.5	100.1	100.6	98.5	.	.
Change in finished goods	-0.2	1.0	0.2	1.4	0.5	-0.1	-0.6	1.5	.	.
Interest and similar income	0.4	0.3	1.0	0.8	0.5	0.5	0.3	0.3	.	.
Other income ²	6.1	6.3	9.8	10.5	7.3	7.1	5.2	5.6	.	.
<i>of which</i> Income from long-term equity investments	1.2	1.2	1.0	0.9	1.1	1.5	1.3	1.1	.	.
Total income ²	106.5	106.6	110.8	111.3	107.8	107.5	105.5	105.8	.	.
Expenses										
Cost of materials	45.0	47.8	32.9	33.8	35.6	37.5	50.9	54.1	.	.
Personnel expenses	22.0	20.7	24.8	24.2	24.0	22.8	20.8	19.4	.	.
Depreciation	7.5	7.0	11.1	11.3	9.2	8.9	6.3	5.7	.	.
<i>of which</i> Depreciation of tangible fixed assets	7.1	6.7	11.0	10.9	8.7	8.3	5.9	5.5	.	.
Interest and similar expenses	2.2	2.1	4.3	4.6	2.3	2.3	2.0	1.8	.	.
Operating taxes	0.1	0.3	0.3	0.3	0.1	0.2	0.1	0.4	.	.
Other expenses ³	21.9	22.2	28.4	31.0	27.2	27.8	18.6	18.7	.	.
Total expenses before taxes on income ³	98.8	100.2	101.8	105.2	98.5	99.5	98.7	100.2	.	.
Annual result before taxes on income	7.7	6.5	9.0	6.1	9.3	8.1	6.8	5.7	.	.
Taxes on income	1.2	1.1	1.1	1.3	1.4	1.3	1.2	1.0	.	.
Annual result	6.5	5.4	7.9	4.8	7.9	6.8	5.6	4.7	.	.
Other ratios	Percentage of sales									
Annual result before taxes on income	7.7	6.5	9.1	6.2	9.3	8.1	6.8	5.8	.	.
Annual result and depreciation	14.0	12.5	19.0	16.3	17.2	15.6	11.9	10.6	.	.
Trade receivables	8.2	8.9	8.4	8.0	7.8	8.5	8.3	9.1	.	.
	Percentage of the balance sheet total									
Sales	97.3	98.1	54.0	52.4	87.4	85.5	110.9	114.3	.	.
Annual result and interest paid	8.5	7.4	6.6	5.0	9.0	7.7	8.4	7.6	.	.
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	19.0	16.3	14.7	12.1	21.5	18.1	18.1	15.8	.	.
	Percentage of fixed assets									
Long-term equity and liabilities	66.1	63.8	77.0	69.1	65.1	61.5	64.7	64.4	.	.
	Percentage of short-term liabilities									
Cash resources and short-term receivables	72.4	66.1	82.1	63.1	104.0	91.1	57.3	55.2	.	.
Cash resources, short-term receivables and inventories	101.5	96.8	114.8	90.6	124.6	111.0	89.8	91.0	.	.
	Percentage of cost of materials									
Trade payables	12.6	12.2	17.5	18.8	13.4	15.1	12.1	10.9	.	.
Memo item										
Balance sheet total in € billion	0.95	0.99	0.08	0.09	0.34	0.36	0.52	0.53	.	.
Sales in € billion	0.92	0.97	0.05	0.05	0.30	0.31	0.58	0.61	.	.
Number of enterprises	142	142	50	50	62	62	30	30	.	.

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

2 Mining and quarrying (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	29.7	30.0	27.2	28.5	37.0	35.1	21.4	22.4		
	50	52.8	50.5	51.0	53.9	54.1	52.6	47.7	45.8		
	75	73.9	72.4	79.1	78.6	74.0	71.4	61.7	60.2		
Inventories	25	1.5	1.5	0.4	0.2	2.1	2.1	5.4	4.8		
	50	5.8	6.3	3.3	2.4	6.2	5.6	9.9	11.3		
	75	13.1	14.1	12.7	14.6	10.3	11.1	20.5	22.7		
Equity	25	5.2	6.1	4.6	3.1	4.6	6.5	8.9	7.3		
	50	16.9	15.0	17.6	17.0	15.3	14.0	16.9	14.9		
	75	33.2	32.4	45.2	47.1	26.7	26.8	21.9	20.1		
Short-term liabilities	25	15.3	13.4	13.4	11.0	13.0	13.1	29.6	29.2		
	50	29.7	29.2	20.6	19.9	31.1	30.1	49.4	53.3		
	75	47.3	50.8	32.9	34.2	44.4	45.3	60.8	66.8		
Liabilities to banks	25	2.0	0.2	0.0	0.0	5.0	5.5	3.9	3.0		
	50	16.8	15.5	14.6	12.4	22.1	20.9	10.5	13.4		
	75	38.8	39.1	36.2	32.0	45.3	42.9	38.6	40.3		
		Percentage of gross revenue									
Cost of materials	25	17.6	19.6	10.3	9.7	17.2	19.1	37.0	39.9		
	50	35.1	37.7	32.8	28.8	34.8	37.3	51.5	50.9		
	75	51.8	54.0	46.0	44.8	49.5	52.7	62.5	67.2		
Personnel expenses	25	13.3	12.2	11.9	12.2	13.8	11.7	14.0	13.2		
	50	22.3	21.7	22.2	23.4	24.9	22.1	18.9	18.3		
	75	33.5	32.0	34.0	33.3	35.6	31.9	29.7	29.9		
Depreciation	25	4.8	4.4	5.2	4.7	6.0	5.3	3.2	3.0		
	50	8.1	6.8	9.5	9.9	9.1	7.2	4.6	4.1		
	75	14.1	13.2	17.0	19.4	13.1	12.1	7.9	7.6		
Annual result	25	0.9	1.3	0.8	0.9	0.9	1.5	1.6	1.3		
	50	4.9	4.8	6.1	7.0	5.6	4.9	4.3	2.9		
	75	11.7	10.1	17.2	13.3	11.5	9.0	7.7	7.1		
		Percentage of sales									
Annual result before taxes on income	25	1.4	1.6	0.8	0.9	1.5	2.2	2.4	1.6		
	50	5.8	6.1	6.1	8.0	6.5	6.0	5.1	4.4		
	75	13.2	11.9	18.0	17.7	12.2	10.3	10.2	9.0		
Annual result and depreciation	25	8.7	7.1	8.6	6.4	10.8	9.1	5.8	6.4		
	50	16.1	14.6	19.3	20.9	16.2	14.6	10.9	10.4		
	75	26.6	24.1	34.4	32.8	23.7	21.8	17.6	17.2		
Trade receivables	25	4.7	4.6	3.2	3.1	4.6	5.2	6.0	6.8		
	50	7.4	7.6	7.5	5.8	6.6	7.6	8.5	9.0		
	75	10.4	11.1	11.8	10.6	10.5	11.3	10.0	10.8		
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	3.2	3.6	2.9	3.8	3.6	4.9	4.4		
	50	6.9	6.6	6.4	5.9	6.9	6.8	7.8	6.6		
	75	13.8	10.9	12.4	10.9	13.9	10.7	13.8	11.5		
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.3	9.8	8.5	7.5	10.5	10.5	10.6	12.0		
	50	20.3	16.8	17.3	13.5	21.8	19.8	21.4	15.3		
	75	34.5	31.1	33.3	36.6	34.5	30.6	38.2	26.4		
		Percentage of fixed assets									
Long-term equity and liabilities	25	45.3	45.5	56.1	56.2	45.1	40.3	42.3	43.1		
	50	79.3	78.5	87.8	88.9	75.2	70.0	73.0	75.1		
	75	106.2	105.7	152.2	166.8	97.8	88.3	98.8	90.9		
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	46.1	46.5	58.1	46.6	48.8	49.9	40.7	35.5		
	50	94.3	95.1	162.1	163.9	89.8	95.1	57.2	58.1		
	75	245.8	224.8	400.0	410.2	235.4	224.0	129.2	98.4		
		Percentage of cost of materials									
Trade payables	25	5.7	5.9	2.9	2.3	6.4	6.9	6.1	6.7		
	50	12.0	12.3	9.4	12.0	14.4	13.8	10.3	11.4		
	75	23.8	22.8	24.3	21.5	26.5	29.6	17.7	15.8		

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

3 Manufacturing

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	2.2	1.9	1.4	1.3	1.0	0.9	1.9	1.8	2.3	1.9
of which Goodwill	1.1	0.9	0.8	0.6	0.4	0.3	0.9	0.8	1.1	0.9
Tangible fixed assets	18.0	17.1	34.2	33.7	30.5	29.6	27.8	27.0	16.7	15.7
of which Land and buildings	6.3	6.0	16.0	15.4	14.8	14.3	12.8	12.3	5.4	5.2
Inventories	15.5	15.5	20.5	21.1	26.1	26.7	25.6	25.9	14.2	14.2
of which Finished goods and merchandise	5.8	6.1	9.0	9.0	9.5	9.6	8.7	8.9	5.4	5.7
Cash	5.8	5.9	9.4	9.8	9.0	9.6	7.7	8.0	5.5	5.6
Receivables	30.5	31.5	31.1	30.9	29.8	29.5	31.4	31.5	30.5	31.6
Short-term	28.1	28.9	28.8	28.4	27.9	27.6	29.7	29.7	27.9	28.8
of which										
Trade receivables	9.4	9.2	16.3	16.0	17.2	17.1	17.2	17.1	8.4	8.1
Receivables from affiliated companies	16.3	17.3	7.6	7.6	6.7	6.7	9.1	9.3	17.2	18.4
Long-term	2.5	2.7	2.4	2.5	1.9	1.9	1.7	1.8	2.6	2.8
of which Loans to affiliated companies	1.0	1.1	0.3	0.4	0.5	0.5	0.8	0.9	1.0	1.2
Securities	5.2	3.9	1.2	1.2	1.1	1.2	1.3	1.4	5.7	4.2
Other long-term equity investments	22.5	23.9	1.1	1.1	1.8	1.8	3.9	4.1	25.0	26.5
Capital										
Equity	29.6	29.3	18.2	19.9	23.4	24.8	29.5	30.2	29.8	29.3
Liabilities	44.8	44.9	69.6	67.8	63.9	62.6	55.2	54.6	43.2	43.4
Short-term	36.3	37.1	40.0	40.3	42.5	42.8	40.2	40.7	35.8	36.6
of which										
Liabilities to banks	3.0	2.7	9.6	9.3	9.9	9.9	8.8	8.5	2.3	1.9
Trade payables	7.0	6.9	10.9	11.4	11.6	11.6	10.0	10.0	6.6	6.5
Liabilities to affiliated companies	17.4	18.4	5.7	6.0	8.5	9.0	11.5	12.2	18.3	19.3
Long-term	8.4	7.8	29.6	27.5	21.4	19.8	15.0	14.0	7.4	6.8
of which										
Liabilities to banks	3.6	3.4	21.9	20.2	14.9	13.5	9.3	8.3	2.6	2.6
Liabilities to affiliated companies	3.6	3.2	5.3	5.0	4.9	4.5	4.4	4.3	3.4	3.1
Provisions	25.4	25.6	11.9	12.0	12.5	12.5	15.1	15.0	26.8	27.0
of which Provisions for pensions	12.5	12.6	4.9	4.9	4.6	4.5	5.6	5.5	13.4	13.6
Income statement										
Percentage of gross revenue										
Income										
Sales	99.7	99.5	99.6	99.2	99.2	99.2	99.5	99.4	99.7	99.6
Change in finished goods	0.3	0.5	0.4	0.8	0.8	0.8	0.5	0.6	0.3	0.4
Interest and similar income	0.7	0.7	0.3	0.3	0.3	0.3	0.3	0.3	0.8	0.7
Other income ²	5.2	5.2	4.4	4.3	3.1	3.0	3.4	3.3	5.5	5.6
of which Income from long-term equity investments	0.8	0.8	0.0	0.0	0.1	0.1	0.3	0.2	0.9	0.9
Total income ²	105.9	105.9	104.7	104.6	103.3	103.3	103.7	103.6	106.3	106.3
Expenses										
Cost of materials	61.5	62.7	38.4	39.2	48.3	49.0	53.1	54.2	63.1	64.4
Personnel expenses	18.4	17.6	35.5	34.6	29.0	28.2	25.2	24.3	17.0	16.3
Depreciation	3.7	3.4	4.2	4.0	3.5	3.3	3.4	3.2	3.8	3.4
of which Depreciation of tangible fixed assets	3.3	3.1	4.0	3.9	3.2	3.1	3.1	3.0	3.3	3.1
Interest and similar expenses	1.1	1.0	1.7	1.6	1.3	1.3	1.1	1.0	1.1	1.0
Operating taxes	4.5	4.2	0.1	0.1	0.1	0.2	0.2	0.2	5.2	4.9
Other expenses ³	13.1	12.9	20.2	20.2	16.8	16.8	16.0	15.9	12.6	12.4
Total expenses before taxes on income ³	102.2	101.8	100.1	99.7	99.0	98.7	99.0	98.8	102.8	102.3
Annual result before taxes on income	3.7	4.1	4.5	4.9	4.3	4.6	4.7	4.8	3.5	3.9
Taxes on income	1.1	1.2	1.1	1.1	1.3	1.3	1.2	1.3	1.1	1.2
Annual result	2.5	2.9	3.5	3.8	3.0	3.2	3.4	3.5	2.4	2.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.7	4.1	4.5	4.9	4.3	4.6	4.7	4.8	3.5	4.0
Annual result and depreciation	6.3	6.3	7.7	7.8	6.6	6.6	6.9	6.8	6.2	6.2
Trade receivables	7.1	6.8	9.9	9.8	9.9	9.8	9.9	9.8	6.6	6.3
Percentage of the balance sheet total										
Sales	132.4	134.0	164.9	163.2	174.4	173.8	174.2	174.2	127.0	128.9
Annual result and interest paid	4.8	5.2	8.6	8.9	7.7	7.9	7.9	8.0	4.4	4.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	12.8	13.0	17.5	18.1	17.0	17.4	19.2	19.1	12.1	12.3
Percentage of fixed assets										
Long-term equity and liabilities	105.7	106.5	137.6	138.0	141.4	143.5	141.5	142.7	102.4	103.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.4	100.5	97.1	96.3	88.8	88.7	95.2	95.0	100.1	101.4
Cash resources, short-term receivables and inventories	142.0	142.3	148.5	148.6	150.2	150.9	158.9	158.7	139.8	140.1
Percentage of cost of materials										
Trade payables	8.6	8.2	17.2	17.7	13.7	13.5	10.8	10.6	8.2	7.8
Memo item										
Balance sheet total in € billion	773.05	808.47	2.03	2.12	16.83	17.58	69.12	72.27	685.08	716.50
Sales in € billion	1,023.40	1,083.29	3.35	3.46	29.35	30.55	120.43	125.89	870.27	923.38
Number of enterprises	17,354	17,354	3,702	3,702	5,768	5,768	5,363	5,363	2,521	2,521

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

3 Manufacturing (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.8	7.7	6.7	6.3	6.8	6.9	8.6	8.4	10.6	10.3
	50	21.2	20.7	20.0	19.9	20.6	20.0	22.1	21.7	21.5	21.2
	75	41.4	40.9	47.9	47.8	43.0	42.5	39.6	38.7	35.9	35.3
Inventories	25	10.5	10.8	4.2	4.3	11.0	11.5	14.8	14.8	11.9	11.9
	50	22.0	22.2	13.8	14.2	23.4	24.0	25.5	25.8	20.3	20.1
	75	36.7	36.8	32.7	33.1	39.9	40.1	38.0	37.9	31.0	30.6
Equity	25	8.3	8.9	0.7	1.5	6.9	7.7	11.2	11.7	15.3	15.9
	50	21.2	22.7	16.5	18.6	18.7	20.2	23.2	24.5	26.9	27.9
	75	37.9	39.6	35.9	38.3	36.0	37.9	39.0	40.7	40.5	41.9
Short-term liabilities	25	23.8	23.3	20.4	20.3	24.7	24.4	25.7	25.5	22.6	22.8
	50	40.1	39.9	38.2	38.3	41.7	41.6	40.9	41.0	36.8	36.3
	75	59.9	59.3	63.8	61.8	62.2	61.6	58.7	59.4	53.0	52.3
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.5	0.8	0.0	0.0	0.0	0.0
	50	15.1	13.8	21.2	19.5	19.1	17.5	14.1	12.7	4.5	3.2
	75	35.5	33.7	48.6	45.4	38.2	36.7	32.1	30.1	21.5	19.9
		Percentage of gross revenue									
Cost of materials	25	35.8	36.6	23.2	23.1	35.6	36.5	41.9	42.8	46.5	47.3
	50	48.3	49.2	35.8	36.5	47.1	47.9	52.3	53.3	57.4	58.3
	75	60.5	61.5	49.0	49.2	59.1	59.8	63.0	64.1	69.1	70.2
Personnel expenses	25	18.3	17.8	24.3	23.8	20.5	20.2	17.0	16.4	12.4	12.0
	50	27.6	26.9	34.9	34.0	29.1	28.5	25.3	24.5	20.5	19.7
	75	37.0	36.3	45.6	44.9	37.9	37.1	33.3	32.4	29.1	28.4
Depreciation	25	1.3	1.2	1.4	1.3	1.2	1.1	1.3	1.2	1.5	1.4
	50	2.6	2.4	2.9	2.7	2.4	2.2	2.5	2.3	2.7	2.6
	75	4.7	4.4	5.5	5.3	4.6	4.3	4.4	4.1	4.6	4.4
Annual result	25	0.4	0.5	0.2	0.4	0.4	0.4	0.6	0.6	0.6	0.7
	50	2.4	2.5	2.4	2.6	2.1	2.2	2.4	2.5	3.0	3.0
	75	5.9	6.0	7.4	7.5	5.1	5.3	5.8	5.8	6.2	6.5
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.7	0.3	0.5	0.6	0.7	0.9	0.9	0.8	1.1
	50	3.2	3.4	3.1	3.4	2.9	3.0	3.3	3.5	3.8	4.0
	75	7.6	7.9	9.1	9.5	6.9	7.2	7.6	7.7	8.0	8.4
Annual result and depreciation	25	3.1	3.1	2.9	3.0	2.9	2.8	3.3	3.2	3.5	3.6
	50	6.6	6.6	7.1	7.0	6.2	6.2	6.5	6.6	7.2	7.2
	75	12.0	12.1	14.3	14.6	11.3	11.4	11.7	11.4	12.0	12.1
Trade receivables	25	5.4	5.2	4.4	4.2	5.6	5.6	5.9	5.8	5.0	4.6
	50	8.7	8.6	8.2	7.8	8.8	8.7	9.1	9.1	8.6	8.3
	75	12.7	12.6	12.9	12.9	12.8	12.6	12.8	12.8	12.0	11.7
		Percentage of the balance sheet total									
Percentage of the balance sheet total	25	3.2	3.3	2.6	3.1	3.5	3.4	3.5	3.4	2.7	3.1
	50	7.1	7.2	7.5	7.4	6.9	7.0	7.2	7.2	7.2	7.1
	75	13.4	13.4	16.8	16.5	12.6	12.8	13.2	12.9	12.7	12.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.5	7.5	5.5	5.6	6.9	6.8	8.8	8.5	9.7	9.9
	50	17.9	17.9	16.5	16.6	16.6	16.6	19.2	19.0	20.4	20.1
	75	36.7	37.3	40.7	40.5	35.2	36.0	37.1	37.4	34.7	36.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	96.4	97.4	89.7	91.5	98.0	100.2	99.1	98.4	95.1	97.1
	50	151.4	152.8	147.8	150.0	159.8	160.5	155.4	156.8	135.7	137.5
	75	296.7	306.2	346.4	360.0	333.5	345.8	283.2	291.5	216.7	220.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.6	56.6	50.4	50.7	52.8	53.5	56.6	57.5	67.3	68.6
	50	94.7	96.1	100.8	103.1	91.4	92.2	90.9	91.3	103.4	105.8
	75	172.4	175.5	206.1	208.7	167.9	171.8	156.8	159.3	177.3	179.3
		Percentage of cost of materials									
Trade payables	25	5.4	5.5	5.4	5.5	5.9	5.8	5.4	5.4	5.0	5.1
	50	10.0	9.9	12.4	12.7	11.2	11.0	9.1	8.9	8.3	8.3
	75	17.8	17.3	25.9	25.6	19.8	19.3	15.1	14.4	12.9	12.3

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

3 Manufacturing (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.1	1.8	1.3	1.2	1.0	1.0	2.1	2.0	2.1	1.8
<i>of which</i> Goodwill	1.0	0.9	0.6	0.5	0.4	0.4	1.1	1.0	1.0	0.9
Tangible fixed assets	16.7	15.8	29.4	29.0	28.2	27.3	26.8	26.0	15.7	14.7
<i>of which</i> Land and buildings	5.5	5.2	11.5	11.1	12.3	12.0	11.7	11.4	4.8	4.6
Inventories	14.3	14.4	21.6	22.1	27.0	27.3	25.0	25.4	13.3	13.3
<i>of which</i> Finished goods and merchandise	5.5	5.8	8.8	8.8	9.6	9.6	8.0	8.2	5.2	5.6
Cash	5.6	5.8	10.5	10.9	9.5	10.1	7.6	7.8	5.4	5.6
Receivables	30.2	31.3	33.5	33.2	30.8	30.6	32.4	32.3	30.1	31.2
Short-term	27.7	28.5	30.5	30.1	28.7	28.3	30.5	30.4	27.4	28.4
<i>of which</i>										
Trade receivables	8.4	8.2	17.4	17.0	18.0	17.9	17.0	16.9	7.5	7.3
Receivables from affiliated companies	17.0	18.0	7.4	7.4	6.4	6.4	10.1	10.1	17.7	18.9
Long-term	2.6	2.8	3.0	3.1	2.1	2.3	1.9	1.9	2.6	2.8
<i>of which</i> Loans to affiliated companies	1.0	1.1	0.3	0.4	0.4	0.5	0.9	1.0	1.0	1.1
Securities	5.7	4.1	1.5	1.5	1.2	1.3	1.3	1.4	6.1	4.4
Other long-term equity investments	25.0	26.5	1.1	1.1	1.5	1.7	4.3	4.6	27.1	28.8
Capital										
Equity	30.6	30.2	21.1	22.9	26.6	28.3	33.6	34.6	30.5	30.0
Liabilities	42.6	42.8	64.6	62.7	59.8	58.2	50.4	49.7	41.6	42.0
Short-term	35.6	36.5	39.8	39.9	41.0	40.9	37.7	38.1	35.3	36.3
<i>of which</i>										
Liabilities to banks	2.3	2.0	8.3	8.0	9.5	9.2	8.1	7.8	1.7	1.4
Trade payables	6.7	6.6	11.4	11.8	11.9	11.9	9.9	9.9	6.4	6.3
Liabilities to affiliated companies	18.0	19.0	5.5	5.6	6.6	7.0	9.9	10.4	18.8	19.9
Long-term	7.0	6.3	24.8	22.8	18.8	17.3	12.7	11.6	6.3	5.7
<i>of which</i>										
Liabilities to banks	2.6	2.5	16.7	15.3	13.2	12.2	8.4	7.4	2.0	2.0
Liabilities to affiliated companies	3.0	2.7	5.8	5.4	4.0	3.5	3.1	2.8	3.0	2.7
Provisions	26.6	26.7	14.1	14.1	13.5	13.4	15.7	15.5	27.7	27.9
<i>of which</i> Provisions for pensions	13.2	13.4	6.8	6.7	5.5	5.4	5.8	5.7	14.0	14.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.5	99.5	99.1	99.1	99.2	99.3	99.3	99.7	99.5
Change in finished goods	0.3	0.5	0.5	0.9	0.9	0.8	0.7	0.7	0.3	0.5
Interest and similar income	0.8	0.7	0.3	0.3	0.3	0.3	0.3	0.3	0.8	0.8
Other income ²	5.4	5.5	4.3	4.1	3.0	2.9	3.7	3.5	5.7	5.8
<i>of which</i> Income from long-term equity investments	0.9	0.9	0.0	0.1	0.1	0.1	0.3	0.3	0.9	1.0
Total income ²	106.2	106.2	104.6	104.5	103.3	103.2	104.0	103.8	106.5	106.5
Expenses										
Cost of materials	62.6	63.8	38.2	39.2	48.6	49.2	54.1	55.2	63.9	65.2
Personnel expenses	17.6	16.9	37.4	36.4	29.1	28.4	24.8	23.9	16.5	15.8
Depreciation	3.7	3.4	3.8	3.6	3.3	3.1	3.5	3.2	3.8	3.4
<i>of which</i> Depreciation of tangible fixed assets	3.3	3.0	3.6	3.5	3.1	2.9	3.1	3.0	3.3	3.0
Interest and similar expenses	1.0	0.9	1.5	1.4	1.2	1.1	1.0	0.9	1.0	0.9
Operating taxes	5.4	5.0	0.1	0.1	0.1	0.2	0.2	0.2	6.1	5.7
Other expenses ³	12.5	12.3	20.5	20.4	16.8	16.9	15.9	15.6	12.0	11.9
Total expenses before taxes on income ³	102.8	102.4	101.5	101.0	99.2	98.9	99.4	99.1	103.3	102.8
Annual result before taxes on income	3.4	3.8	3.1	3.5	4.0	4.3	4.6	4.7	3.2	3.7
Taxes on income	1.2	1.3	1.1	1.2	1.4	1.5	1.4	1.4	1.2	1.2
Annual result	2.2	2.6	2.0	2.3	2.6	2.8	3.2	3.3	2.1	2.5
Other ratios	Percentage of sales									
Annual result before taxes on income	3.4	3.8	3.1	3.5	4.1	4.3	4.6	4.7	3.2	3.7
Annual result and depreciation	5.9	6.0	5.8	5.9	6.0	5.9	6.7	6.6	5.9	5.9
Trade receivables	6.6	6.4	10.2	10.1	10.2	10.1	10.1	10.0	6.1	5.9
	Percentage of the balance sheet total									
Sales	127.2	129.0	171.3	168.8	177.4	176.2	167.9	168.4	123.0	125.0
Annual result and interest paid	4.1	4.5	6.0	6.2	6.9	7.0	7.0	7.1	3.8	4.3
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	11.8	12.1	14.6	15.1	16.6	17.0	19.0	19.2	11.2	11.5
	Percentage of fixed assets									
Long-term equity and liabilities	103.1	103.9	152.4	153.7	155.2	158.4	147.9	149.1	100.0	100.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	100.4	101.5	105.0	104.8	95.4	96.4	103.2	102.7	100.3	101.5
Cash resources, short-term receivables and inventories	140.7	140.9	159.1	160.3	161.1	163.3	169.5	169.3	137.8	138.1
	Percentage of cost of materials									
Trade payables	8.4	8.0	17.2	17.8	13.7	13.6	10.8	10.6	8.1	7.6
Memo item										
Balance sheet total in € billion	662.18	693.38	1.38	1.46	11.67	12.30	46.00	48.25	603.12	631.36
Sales in € billion	842.34	894.46	2.37	2.46	20.70	21.68	77.24	81.27	742.03	789.04
Number of enterprises	11,880	11,880	2,528	2,528	4,133	4,133	3,485	3,485	1,734	1,734

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

3 Manufacturing (cont'd)

Ratios	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
	Of the enterprises ...										
...	... % had a ratio of no more than ...										
	Percentage of the balance sheet total										
Tangible fixed assets	25	6.6	6.4	5.0	4.8	5.7	5.8	7.6	7.5	10.0	9.8
	50	18.2	17.8	15.0	15.0	17.0	16.5	20.1	20.0	20.6	20.1
	75	37.3	36.8	37.0	37.1	39.0	38.6	37.7	37.2	34.7	34.1
Inventories	25	10.6	11.0	4.6	4.7	11.5	12.1	14.6	14.8	11.4	11.3
	50	22.2	22.3	15.0	15.6	24.2	24.4	25.7	25.5	19.7	19.5
	75	36.9	37.0	35.0	35.1	40.8	40.8	37.6	37.8	30.4	30.0
Equity	25	10.9	11.8	4.5	5.2	8.7	9.9	14.9	16.0	18.0	18.2
	50	24.6	26.4	19.5	21.0	21.7	23.6	27.8	29.6	29.7	31.0
	75	41.4	43.3	37.5	39.8	39.6	41.8	43.5	45.4	44.3	45.8
Short-term liabilities	25	22.8	22.3	21.5	20.8	23.6	22.9	24.0	23.2	20.9	21.0
	50	38.5	37.8	39.0	38.4	40.3	39.1	38.6	38.3	34.7	33.8
	75	58.0	56.8	63.5	60.6	60.5	58.9	55.5	56.0	50.7	50.2
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.5	0.2	0.0	0.0	0.0	0.0
	50	12.3	10.9	14.3	12.9	16.3	15.3	12.3	10.7	1.9	1.0
	75	31.6	30.0	38.0	34.9	35.2	33.6	29.7	28.1	17.8	15.5
	Percentage of gross revenue										
Cost of materials	25	36.2	36.9	22.6	22.3	36.0	36.7	42.9	44.0	47.2	48.1
	50	48.7	49.6	35.5	36.2	47.4	48.3	53.1	54.3	58.1	59.4
	75	61.0	62.0	49.1	49.4	59.3	59.9	64.0	65.2	69.8	71.2
Personnel expenses	25	18.7	18.1	27.4	27.1	20.9	20.5	16.6	16.1	12.0	11.7
	50	28.1	27.5	37.6	36.8	29.4	28.9	25.1	24.3	20.0	19.1
	75	37.7	36.9	48.1	47.9	38.1	37.3	33.1	31.9	28.3	27.9
Depreciation	25	1.2	1.1	1.2	1.1	1.1	1.0	1.2	1.2	1.5	1.4
	50	2.4	2.3	2.6	2.3	2.2	2.1	2.4	2.3	2.7	2.6
	75	4.5	4.2	4.8	4.6	4.4	4.1	4.4	4.1	4.7	4.4
Annual result	25	0.3	0.4	0.0	0.1	0.3	0.4	0.5	0.5	0.4	0.6
	50	1.9	2.0	1.3	1.5	1.7	1.8	2.2	2.3	2.9	2.9
	75	4.9	5.0	4.3	4.3	4.3	4.6	5.3	5.5	6.0	6.3
	Percentage of sales										
Annual result before taxes on income	25	0.5	0.6	0.0	0.2	0.5	0.6	0.8	0.8	0.6	0.9
	50	2.7	2.9	1.8	2.1	2.4	2.7	3.2	3.4	3.9	3.9
	75	6.8	7.2	5.9	6.1	6.4	6.6	7.5	7.6	8.1	8.4
Annual result and depreciation	25	2.7	2.7	2.1	2.3	2.6	2.5	3.1	3.1	3.4	3.4
	50	6.0	6.1	5.5	5.3	5.7	5.7	6.3	6.5	7.2	7.2
	75	11.1	11.1	10.5	10.4	10.5	10.6	11.6	11.3	12.1	12.2
Trade receivables	25	5.6	5.4	5.0	4.6	5.8	5.8	6.1	6.0	4.8	4.5
	50	9.0	8.8	8.6	8.3	9.1	9.0	9.3	9.3	8.5	8.2
	75	13.0	12.9	13.4	13.6	13.2	13.0	13.2	13.1	11.9	11.7
	Percentage of the balance sheet total										
Annual result and interest paid	25	2.7	2.8	1.6	2.1	3.1	3.0	3.1	3.0	2.2	2.6
	50	6.2	6.3	5.6	5.7	6.3	6.2	6.6	6.7	6.6	6.7
	75	11.4	11.4	11.2	10.5	11.0	11.2	11.7	12.0	12.0	12.1
	Percentage of liabilities and provisions less cash										
Annual result and depreciation	25	6.6	6.6	4.0	3.8	6.3	6.1	8.3	8.4	9.3	9.8
	50	16.9	17.2	13.5	13.6	15.7	15.8	18.9	19.3	20.8	20.3
	75	36.4	37.2	33.8	32.9	35.7	36.5	38.9	39.6	36.0	38.2
	Percentage of fixed assets										
Long-term equity and liabilities	25	105.3	106.6	102.4	102.8	108.3	111.4	107.3	107.7	98.6	101.0
	50	166.3	169.1	175.4	180.0	180.4	180.2	167.4	170.1	139.2	143.4
	75	337.6	346.7	408.5	426.3	388.7	402.8	309.0	320.8	225.1	230.4
	Percentage of short-term liabilities										
Cash resources and short-term receivables	25	60.0	61.2	56.7	57.8	55.7	57.9	60.9	62.0	70.7	72.9
	50	103.6	105.1	113.2	113.0	99.7	101.5	99.5	99.2	111.7	115.2
	75	189.5	195.7	225.7	231.5	182.7	193.9	173.0	177.2	197.4	202.3
	Percentage of cost of materials										
Trade payables	25	5.5	5.6	5.6	5.9	6.0	5.9	5.4	5.4	4.8	5.1
	50	10.2	10.0	13.0	13.1	11.3	11.0	9.3	8.9	8.3	8.4
	75	18.1	17.4	26.2	25.5	19.8	19.0	15.2	14.4	13.0	12.5

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

3 Manufacturing (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	2.8	2.3	1.7	1.5	1.0	0.9	1.4	1.3	3.3	2.7
of which Goodwill	1.5	1.1	1.1	1.0	0.4	0.3	0.5	0.4	1.8	1.3
Tangible fixed assets	25.9	25.0	44.4	44.1	35.8	35.1	29.9	28.9	23.9	23.2
of which Land and buildings	11.5	11.0	25.6	25.0	20.4	19.8	14.8	14.2	9.9	9.5
Inventories	22.5	22.2	18.3	18.8	24.2	25.1	26.6	26.8	21.2	20.7
of which Finished goods and merchandise	7.8	7.8	9.4	9.4	9.4	9.7	10.1	10.2	7.1	7.0
Cash	6.4	6.6	7.1	7.2	8.0	8.4	7.9	8.5	5.9	6.0
Receivables	32.3	32.9	26.0	25.7	27.6	27.0	29.4	29.7	33.4	34.2
Short-term	30.5	30.9	25.0	24.7	26.2	25.8	28.0	28.1	31.5	32.1
of which										
Trade receivables	15.4	14.8	14.0	13.7	15.4	15.3	17.5	17.5	14.8	14.0
Receivables from affiliated companies	12.2	13.3	7.9	8.0	7.4	7.4	7.2	7.6	13.9	15.3
Long-term	1.8	2.0	1.0	1.1	1.4	1.2	1.5	1.6	2.0	2.1
of which Loans to affiliated companies	1.0	1.2	0.3	0.4	0.6	0.5	0.6	0.8	1.2	1.4
Securities	2.1	2.5	0.5	0.4	0.6	0.7	1.2	1.2	2.4	2.9
Other long-term equity investments	7.8	8.1	1.0	1.1	2.3	2.3	3.1	3.1	9.5	10.0
Capital										
Equity	23.5	23.5	12.2	13.3	16.2	16.6	21.3	21.3	24.7	24.7
Liabilities	57.5	57.5	80.1	79.1	73.3	72.9	64.6	64.6	54.4	54.4
Short-term	40.7	40.9	40.2	41.2	45.9	47.4	45.0	45.8	39.1	39.1
of which										
Liabilities to banks	7.3	6.8	12.4	12.2	11.0	11.5	10.2	9.7	6.2	5.7
Trade payables	8.9	8.8	10.0	10.5	10.9	11.0	10.3	10.3	8.4	8.2
Liabilities to affiliated companies	14.3	15.0	6.3	6.8	13.0	13.6	14.7	15.8	14.3	15.0
Long-term	16.9	16.6	39.9	37.9	27.4	25.5	19.6	18.8	15.2	15.3
of which										
Liabilities to banks	9.0	8.6	32.9	31.1	18.8	16.8	11.1	10.0	7.6	7.5
Liabilities to affiliated companies	6.9	6.7	4.0	4.2	6.8	6.9	7.1	7.3	6.8	6.5
Provisions	18.8	18.8	7.5	7.4	10.3	10.3	13.9	14.0	20.8	20.8
of which Provisions for pensions	8.2	8.2	1.0	0.9	2.5	2.4	5.2	5.1	9.4	9.4
Income statement										
Percentage of gross revenue										
Income										
Sales	99.6	99.7	99.6	99.5	99.5	99.4	99.7	99.4	99.6	99.9
Change in finished goods	0.4	0.3	0.4	0.5	0.5	0.6	0.3	0.6	0.4	0.1
Interest and similar income	0.3	0.4	0.2	0.2	0.2	0.2	0.2	0.2	0.4	0.4
Other income ²	4.0	4.0	4.5	4.7	3.2	3.1	2.8	2.9	4.5	4.4
of which Income from long-term equity investments	0.3	0.4	0.0	0.0	0.1	0.1	0.2	0.2	0.4	0.4
Total income ²	104.4	104.3	104.7	104.9	103.5	103.4	103.1	103.1	104.9	104.8
Expenses										
Cost of materials	56.3	57.2	38.9	39.4	47.6	48.4	51.4	52.4	58.7	59.5
Personnel expenses	22.0	21.2	30.8	30.0	28.5	27.7	25.9	25.0	20.2	19.5
Depreciation	3.6	3.4	5.2	5.0	3.9	3.7	3.4	3.1	3.7	3.5
of which Depreciation of tangible fixed assets	3.4	3.2	5.0	4.8	3.6	3.4	3.1	2.9	3.5	3.3
Interest and similar expenses	1.2	1.2	2.4	2.3	1.7	1.6	1.2	1.2	1.2	1.2
Operating taxes	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other expenses ³	15.9	15.8	19.4	19.7	16.6	16.5	16.2	16.3	15.7	15.5
Total expenses before taxes on income ³	99.4	99.1	96.8	96.5	98.5	98.1	98.2	98.3	99.8	99.5
Annual result before taxes on income	5.0	5.2	7.9	8.3	4.9	5.3	4.8	4.9	5.0	5.3
Taxes on income	0.9	0.9	0.9	0.9	0.9	1.0	0.9	0.9	0.9	0.9
Annual result	4.1	4.3	7.0	7.4	4.0	4.3	3.9	4.0	4.1	4.4
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.2	8.0	8.4	5.0	5.3	4.8	4.9	5.0	5.3
Annual result and depreciation	7.8	7.8	12.2	12.5	8.0	8.1	7.3	7.2	7.9	7.9
Trade receivables	9.4	9.0	9.2	9.1	9.2	9.1	9.4	9.4	9.4	8.9
Percentage of the balance sheet total										
Sales	163.3	164.1	151.2	150.9	167.6	168.1	186.9	185.8	156.5	157.8
Annual result and interest paid	8.7	9.1	14.2	14.7	9.6	10.0	9.7	9.6	8.4	8.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	18.1	18.3	22.9	23.7	17.7	18.1	19.3	18.9	17.8	18.0
Percentage of fixed assets										
Long-term equity and liabilities	125.1	126.0	114.4	112.7	116.0	114.9	129.1	130.0	124.8	125.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.7	95.1	80.4	77.9	75.4	73.2	81.8	82.2	99.1	101.1
Cash resources, short-term receivables and inventories	149.0	149.3	126.0	123.7	128.1	126.1	141.0	140.8	153.3	154.1
Percentage of cost of materials										
Trade payables	9.6	9.3	17.0	17.7	13.6	13.5	10.7	10.5	9.1	8.7
Memo item										
Balance sheet total in € billion	110.87	115.09	0.65	0.66	5.16	5.28	23.11	24.01	81.95	85.14
Sales in € billion	181.06	188.83	0.98	0.99	8.65	8.87	43.19	44.62	128.24	134.34
Number of enterprises	5,474	5,474	1,174	1,174	1,635	1,635	1,878	1,878	787	787

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

3 Manufacturing (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	12.3	11.5	13.1	12.8	12.2	11.3	11.7	11.1	12.3	11.7
	50	28.1	27.6	40.1	39.1	29.5	28.9	25.5	24.1	23.2	23.7
	75	48.4	48.1	66.9	66.5	50.0	49.9	42.4	41.3	39.3	37.6
Inventories	25	10.3	10.3	3.7	3.8	10.0	9.8	15.2	14.9	13.2	13.1
	50	21.5	21.8	11.5	11.4	21.9	22.6	25.5	26.3	21.5	21.3
	75	36.2	36.0	27.7	28.2	38.4	38.3	38.7	38.1	32.9	32.0
Equity	25	4.4	4.6	- 18.8	- 17.4	3.6	3.9	6.8	7.0	11.1	11.5
	50	15.0	15.4	9.9	11.6	12.5	12.4	16.0	16.4	21.0	21.4
	75	29.2	29.8	32.3	34.5	25.6	26.6	29.2	28.6	32.2	32.8
Short-term liabilities	25	26.2	26.6	18.6	18.6	27.6	29.1	29.6	29.9	27.4	28.3
	50	44.0	44.7	36.5	37.6	45.5	46.9	46.5	47.1	42.7	41.8
	75	63.7	64.2	64.7	64.2	65.9	67.2	63.6	65.1	56.4	56.4
Liabilities to banks	25	3.6	2.5	10.2	11.0	5.8	4.4	2.8	1.5	0.0	0.0
	50	22.2	20.5	42.6	40.7	25.3	24.8	18.5	16.5	11.0	9.7
	75	44.5	42.8	71.7	70.0	47.4	45.0	36.0	34.0	28.5	25.7
		Percentage of gross revenue									
Cost of materials	25	35.4	36.1	24.7	25.0	35.2	35.8	39.7	40.7	44.8	46.0
	50	47.5	48.2	36.8	36.8	46.1	47.1	50.8	51.7	55.5	56.3
	75	59.4	60.3	48.9	49.2	58.6	59.8	61.1	62.2	67.0	68.2
Personnel expenses	25	17.5	16.9	18.6	17.9	19.5	19.5	17.9	17.1	13.1	12.6
	50	26.5	25.7	28.6	27.9	28.4	27.5	25.9	25.1	21.5	21.6
	75	35.5	34.4	38.3	37.9	37.4	36.6	33.8	32.9	30.0	29.1
Depreciation	25	1.6	1.4	1.9	1.7	1.5	1.4	1.5	1.3	1.6	1.6
	50	2.9	2.7	3.9	3.8	2.9	2.7	2.6	2.4	2.8	2.6
	75	5.1	4.8	7.1	6.7	5.1	4.8	4.5	4.1	4.5	4.3
Annual result	25	1.0	1.0	2.3	2.9	0.8	0.9	0.9	0.7	0.9	1.0
	50	3.5	3.8	7.4	7.7	3.1	3.3	2.8	2.9	3.1	3.3
	75	8.0	8.3	14.5	14.8	6.9	7.2	6.4	6.4	6.6	6.8
		Percentage of sales									
Annual result before taxes on income	25	1.3	1.3	2.5	3.3	1.1	1.2	1.1	1.0	1.2	1.3
	50	4.2	4.5	7.7	8.4	3.8	4.0	3.5	3.6	3.8	4.1
	75	9.3	9.6	15.8	16.1	8.1	8.7	7.7	7.8	8.0	8.3
Annual result and depreciation	25	4.0	4.0	6.6	6.9	3.9	3.9	3.5	3.4	3.8	3.9
	50	8.0	7.9	13.1	14.1	7.6	7.5	6.9	6.7	7.1	7.2
	75	14.0	14.2	22.5	22.6	12.5	13.0	11.9	11.6	11.9	11.9
Trade receivables	25	4.9	4.8	3.2	3.2	5.1	5.2	5.7	5.4	5.3	5.0
	50	8.2	8.1	7.0	6.5	8.1	8.0	8.6	8.8	8.9	8.6
	75	12.0	11.8	11.6	11.5	11.9	11.6	12.2	12.1	12.2	11.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.8	4.7	7.5	8.2	4.7	4.7	4.6	3.9	4.0	4.1
	50	9.8	10.1	16.6	16.9	9.2	9.4	8.6	8.7	8.3	8.5
	75	18.1	18.3	34.0	32.7	16.9	16.8	15.6	15.3	14.1	14.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.7	9.4	10.4	11.0	8.9	8.7	9.7	8.7	10.6	10.3
	50	19.7	19.5	24.3	24.0	18.3	18.1	19.6	18.1	19.7	19.9
	75	37.3	37.5	60.7	57.1	34.8	35.0	34.4	34.1	32.9	34.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	82.3	81.4	73.6	71.1	81.3	78.7	85.4	84.3	88.9	89.7
	50	126.1	123.2	113.3	112.8	127.9	122.4	133.1	132.2	127.0	124.9
	75	224.0	226.3	227.0	226.7	223.1	230.1	233.6	238.2	194.9	195.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	48.7	48.0	38.6	38.2	46.0	44.4	50.2	50.3	60.9	62.3
	50	79.5	80.7	78.7	82.4	75.4	75.5	78.7	78.5	87.1	91.2
	75	137.0	134.2	166.7	167.3	126.9	124.6	128.1	127.0	142.3	138.5
		Percentage of cost of materials									
Trade payables	25	5.4	5.3	4.7	4.6	5.7	5.6	5.3	5.5	5.4	5.2
	50	9.6	9.6	11.3	12.1	11.1	10.8	8.9	8.8	8.2	8.1
	75	17.1	17.1	25.5	25.8	19.9	20.3	14.9	14.4	12.4	12.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

4 Manufacture of food products and beverages

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	2.6	2.4	2.9	2.7	0.7	0.7	1.9	1.7	2.8	2.5
of which Goodwill	1.4	1.3	1.2	1.1	0.2	0.2	0.7	0.6	1.6	1.5
Tangible fixed assets	28.7	28.4	53.8	53.2	45.4	45.3	40.5	39.6	26.1	25.9
of which Land and buildings	13.4	13.1	33.6	33.1	25.0	24.7	18.9	18.4	12.0	11.7
Inventories	13.9	14.1	11.5	11.7	15.4	15.8	16.1	16.4	13.5	13.7
of which Finished goods and merchandise	7.4	7.5	7.0	7.1	8.7	9.2	7.5	8.0	7.4	7.4
Cash	3.8	4.0	6.8	6.9	8.1	7.9	5.7	6.1	3.4	3.5
Receivables	33.7	32.7	23.2	23.7	28.1	28.1	32.4	32.2	34.2	33.0
Short-term	30.7	29.8	21.2	21.4	25.4	25.3	29.5	29.3	31.1	30.1
of which										
Trade receivables	15.0	14.8	8.1	8.8	13.0	13.4	17.0	16.9	14.8	14.6
Receivables from affiliated companies	12.4	11.8	9.3	8.6	8.5	7.9	8.5	8.6	13.2	12.5
Long-term	3.0	2.9	2.0	2.3	2.7	2.8	2.9	2.9	3.1	2.9
of which Loans to affiliated companies	1.0	0.9	0.2	0.3	0.3	0.4	0.8	0.9	1.1	0.9
Securities	3.2	2.8	0.6	0.6	0.8	0.6	0.5	0.7	3.7	3.3
Other long-term equity investments	13.8	15.3	0.6	0.6	0.9	1.1	2.6	2.8	16.2	17.8
Capital										
Equity	31.0	33.2	15.6	16.4	23.6	25.1	27.4	28.9	31.9	34.2
Liabilities	51.5	49.5	77.2	76.4	64.5	63.2	59.7	58.6	49.6	47.4
Short-term	36.8	35.9	34.5	35.7	34.7	35.0	40.5	40.7	36.3	35.1
of which										
Liabilities to banks	8.3	8.0	10.4	10.3	9.3	9.7	10.4	10.0	8.0	7.6
Trade payables	11.2	11.4	8.9	9.1	12.0	12.4	14.0	14.0	10.7	10.9
Liabilities to affiliated companies	12.3	11.8	6.0	7.4	6.3	5.9	9.4	10.2	13.0	12.3
Long-term	14.7	13.6	42.8	40.7	29.8	28.2	19.3	17.8	13.3	12.3
of which										
Liabilities to banks	8.0	7.5	31.5	29.6	22.0	20.5	13.6	12.1	6.5	6.2
Liabilities to affiliated companies	4.6	4.5	6.9	6.6	5.4	5.4	4.1	4.0	4.6	4.6
Provisions	17.4	17.3	7.0	7.0	11.7	11.6	12.7	12.5	18.4	18.4
of which Provisions for pensions	7.3	7.3	1.5	1.6	2.7	2.7	3.6	3.6	8.1	8.1
Income statement										
Percentage of gross revenue										
Income	99.7	99.8	99.9	99.9	99.8	99.8	100.0	99.8	99.7	99.8
Sales	0.3	0.2	0.1	0.1	0.2	0.2	0.0	0.2	0.3	0.2
Change in finished goods	0.3	0.3	0.2	0.2	0.3	0.3	0.2	0.2	0.3	0.3
Interest and similar income	3.6	3.6	4.0	4.2	2.8	3.1	2.8	2.7	3.8	3.7
Other income ²										
of which Income from long-term equity investments	0.4	0.4	0.0	0.0	0.0	0.0	0.1	0.1	0.4	0.5
Total income ²	103.9	103.9	104.3	104.4	103.1	103.4	103.1	102.9	104.1	104.1
Expenses										
Cost of materials	67.9	68.5	40.4	40.0	51.0	50.5	60.3	60.7	69.9	70.6
Personnel expenses	11.9	11.6	31.3	31.2	22.9	23.0	16.3	16.0	10.7	10.4
Depreciation	3.8	3.0	4.6	4.5	4.4	4.3	3.7	3.4	3.8	2.8
of which Depreciation of tangible fixed assets	3.4	2.8	4.5	4.4	4.2	4.1	3.5	3.3	3.3	2.7
Interest and similar expenses	0.9	0.8	2.0	1.9	1.4	1.4	0.9	0.9	0.8	0.8
Operating taxes	0.9	1.0	0.5	0.4	1.1	1.1	1.1	1.1	0.8	0.9
Other expenses ³	15.3	15.6	21.7	22.2	18.7	19.2	17.5	17.4	14.8	15.1
Total expenses before taxes on income ³	100.7	100.4	100.4	100.3	99.5	99.4	99.9	99.6	100.9	100.6
Annual result before taxes on income	3.3	3.5	3.9	4.1	3.6	4.0	3.2	3.4	3.3	3.5
Taxes on income	0.8	0.8	0.6	0.6	0.9	1.0	0.8	0.9	0.8	0.8
Annual result	2.5	2.6	3.3	3.5	2.7	3.1	2.4	2.5	2.5	2.7
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.3	3.5	3.9	4.1	3.6	4.0	3.2	3.4	3.3	3.5
Annual result and depreciation	6.3	5.6	7.8	8.0	7.1	7.4	6.1	6.0	6.3	5.5
Trade receivables	7.7	7.5	4.8	5.1	7.3	7.5	7.7	7.7	7.7	7.5
Percentage of the balance sheet total										
Sales	195.1	196.8	170.8	173.8	177.9	178.3	219.4	219.4	191.8	193.9
Annual result and interest paid	6.6	6.8	9.0	9.4	7.3	7.9	7.4	7.5	6.4	6.7
Percentage of liabilities and provisions less cash										
Annual result and depreciation	18.8	17.6	17.3	18.1	18.6	19.6	20.0	20.1	18.6	17.1
Percentage of fixed assets										
Long-term equity and liabilities	110.0	110.2	104.9	103.1	114.1	113.9	107.0	108.7	110.4	110.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	98.9	100.1	82.9	80.7	97.8	96.0	87.7	88.3	101.0	102.5
Cash resources, short-term receivables and inventories	136.6	139.5	116.2	113.3	142.3	141.1	127.4	128.6	138.2	141.6
Percentage of cost of materials										
Trade payables	8.4	8.4	12.9	13.0	13.2	13.8	10.6	10.5	7.9	8.0
Memo item										
Balance sheet total in € billion	43.93	45.11	0.15	0.15	1.30	1.32	5.92	6.10	36.55	37.54
Sales in € billion	85.68	88.78	0.25	0.25	2.32	2.35	12.99	13.39	70.12	72.78
Number of enterprises	1,643	1,643	286	286	432	432	547	547	378	378

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

4 Manufacture of food products and beverages (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindered sample for 2004-2005 1		2004		2005		2004		2005	
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	16.7	17.0	19.7	20.8	17.3	16.9	16.8	16.4	13.9	14.7
	50	35.6	34.8	50.0	48.6	39.7	40.3	34.3	33.3	30.0	29.5
	75	57.1	56.6	77.4	76.3	61.8	62.5	52.2	51.7	45.4	44.7
Inventories	25	5.3	5.6	2.7	3.1	4.6	4.8	6.3	6.4	7.3	7.4
	50	11.0	11.6	7.3	7.9	10.2	10.3	12.3	12.6	13.0	13.2
	75	22.0	22.3	16.9	17.5	23.5	22.2	23.0	25.2	22.0	22.7
Equity	25	6.4	7.5	- 18.1	- 19.4	3.2	4.6	9.0	10.3	14.6	16.5
	50	20.4	22.6	11.9	12.1	16.8	16.9	22.1	23.3	26.7	28.2
	75	37.7	39.8	35.9	37.6	36.5	38.4	36.7	39.3	39.7	41.0
Short-term liabilities	25	25.0	24.8	18.1	17.7	21.6	22.2	28.0	27.7	30.2	29.0
	50	40.1	39.9	33.7	36.4	36.9	36.8	43.1	42.3	43.4	41.7
	75	60.5	59.4	63.3	60.5	58.9	56.6	61.8	62.0	60.3	56.1
Liabilities to banks	25	3.8	2.7	5.8	5.0	4.9	4.9	4.8	3.1	1.1	0.0
	50	21.0	19.7	35.0	32.9	25.4	24.6	19.4	18.5	13.6	10.9
	75	41.2	39.1	68.8	62.6	47.6	47.7	35.5	33.3	30.4	27.3
		Percentage of gross revenue									
Cost of materials	25	36.6	36.8	27.0	26.4	32.4	31.4	43.7	43.5	57.7	56.9
	50	56.9	56.1	37.6	38.3	49.3	48.4	60.9	61.7	71.1	71.8
	75	73.6	73.5	49.1	49.9	66.3	66.3	76.1	76.3	84.0	83.8
Personnel expenses	25	9.2	9.2	20.3	19.7	13.4	13.6	8.8	8.8	5.7	5.6
	50	17.1	17.0	29.8	29.9	22.5	22.3	15.2	14.9	9.7	9.4
	75	28.1	28.0	37.7	37.7	31.8	32.5	23.9	23.8	15.3	15.1
Depreciation	25	1.3	1.3	2.0	1.7	1.5	1.4	1.2	1.2	1.1	1.1
	50	2.7	2.7	3.6	3.6	3.2	3.0	2.6	2.6	2.1	2.0
	75	5.2	5.0	6.8	6.6	5.5	5.6	4.9	4.6	3.7	3.6
Annual result	25	0.2	0.3	0.2	0.4	0.2	0.2	0.3	0.3	0.2	0.3
	50	1.7	1.9	2.8	3.3	1.6	1.9	1.5	1.5	1.6	1.8
	75	4.6	4.8	8.1	7.3	4.3	4.8	3.8	4.1	4.1	4.2
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.5	0.3	0.6	0.3	0.3	0.4	0.5	0.3	0.5
	50	2.2	2.6	3.0	4.2	2.0	2.2	2.2	2.3	2.1	2.5
	75	5.6	6.0	8.7	8.2	5.4	6.2	5.0	5.3	4.9	5.4
Annual result and depreciation	25	2.6	2.6	3.3	4.2	2.8	2.8	2.5	2.5	2.1	2.1
	50	5.7	5.9	7.7	8.2	6.2	6.3	5.5	5.6	4.5	4.7
	75	11.1	11.3	14.5	15.0	11.9	12.1	9.9	9.8	9.1	9.0
Trade receivables	25	2.1	2.1	0.4	0.4	2.4	2.8	3.7	3.3	3.3	3.3
	50	6.2	6.3	1.8	1.8	6.3	6.3	7.1	7.2	7.3	7.4
	75	10.2	10.2	6.3	7.1	9.9	10.1	10.7	10.6	11.1	11.0
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.8	3.1	3.7	4.0	2.8	3.0	2.8	2.9	2.1	3.0
	50	6.9	6.8	10.4	10.2	6.6	6.4	6.4	6.3	6.6	6.5
	75	13.4	13.5	24.4	25.8	12.9	13.4	11.6	12.0	11.7	12.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.4	8.6	7.2	7.9	8.2	7.7	8.9	8.8	9.6	9.9
	50	18.3	19.1	18.0	20.1	17.6	18.6	19.1	19.0	18.7	19.2
	75	36.1	36.2	55.7	46.7	36.5	38.2	34.5	33.6	32.9	34.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	77.6	78.5	64.1	64.0	78.8	79.8	81.6	79.6	78.4	81.5
	50	108.3	111.9	98.5	102.3	110.9	112.2	113.4	114.3	112.0	115.9
	75	175.0	172.0	143.6	144.9	192.5	187.7	178.7	179.5	170.2	166.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	52.2	52.8	31.4	32.2	51.6	50.1	54.5	55.7	62.0	64.1
	50	86.1	87.1	71.6	73.5	88.7	88.4	88.3	87.2	90.2	94.6
	75	146.9	145.7	164.6	146.4	157.8	156.1	139.2	143.4	136.0	140.0
		Percentage of cost of materials									
Trade payables	25	5.1	5.1	3.6	3.7	6.2	6.3	5.6	5.8	4.2	4.7
	50	8.9	9.0	7.5	7.7	10.6	10.3	9.3	9.3	7.8	7.6
	75	14.7	14.7	14.0	15.3	17.3	18.4	14.7	14.4	11.8	11.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

4 Manufacture of food products and beverages (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.0	2.8	3.7	3.3	0.9	1.0	1.8	1.7	3.2	3.0
of which Goodwill	1.9	1.7	1.3	1.2	0.3	0.2	1.0	0.8	2.1	1.9
Tangible fixed assets	26.4	26.6	44.8	44.0	40.3	40.4	39.8	38.7	24.1	24.4
of which Land and buildings	11.8	11.7	24.9	24.3	19.8	19.8	17.5	17.0	10.8	10.6
Inventories	12.9	13.2	11.9	12.2	16.5	17.0	15.8	16.2	12.4	12.7
of which Finished goods and merchandise	7.2	7.4	6.2	6.3	9.4	10.0	7.1	8.0	7.1	7.2
Cash	3.5	3.3	8.8	8.0	8.9	8.3	6.0	6.1	3.0	2.7
Receivables	32.9	31.7	28.5	30.5	31.1	31.1	33.0	33.3	33.0	31.5
Short-term	29.9	29.1	26.5	28.0	28.8	28.7	29.9	30.5	30.0	28.9
of which										
Trade receivables	12.9	12.9	9.0	10.5	13.9	14.5	16.4	16.2	12.3	12.4
Receivables from affiliated companies	14.3	13.2	12.9	12.5	10.4	9.7	9.5	10.1	15.1	13.8
Long-term	3.0	2.7	1.9	2.4	2.3	2.4	3.1	2.9	3.0	2.6
of which Loans to affiliated companies	1.2	0.9	0.4	0.4	0.3	0.4	1.1	1.1	1.2	0.9
Securities	4.4	3.8	1.2	1.1	1.0	0.7	0.4	0.5	5.1	4.4
Other long-term equity investments	16.6	18.4	0.4	0.4	0.8	1.0	2.7	2.9	19.1	21.2
Capital										
Equity	34.7	37.2	19.7	22.3	29.9	32.0	31.3	33.1	35.3	37.9
Liabilities	46.4	44.2	70.8	68.8	56.5	54.6	54.8	53.6	44.9	42.4
Short-term	33.6	32.2	35.8	35.2	34.9	33.5	37.6	38.1	33.0	31.3
of which										
Liabilities to banks	6.1	6.0	7.2	5.3	8.0	7.6	9.4	9.5	5.5	5.4
Trade payables	10.8	11.2	9.9	9.8	13.1	13.5	15.0	14.7	10.1	10.6
Liabilities to affiliated companies	11.5	10.4	9.6	11.6	6.8	5.6	7.1	7.9	12.3	10.9
Long-term	12.9	11.9	35.1	33.6	21.6	21.1	17.2	15.4	11.9	11.1
of which										
Liabilities to banks	5.9	5.5	20.0	19.3	15.9	15.2	12.5	10.6	4.6	4.4
Liabilities to affiliated companies	4.4	4.6	10.4	9.8	3.5	3.6	3.0	3.0	4.6	4.9
Provisions	18.9	18.6	9.3	8.7	13.4	13.3	13.8	13.3	19.8	19.6
of which Provisions for pensions	8.4	8.5	2.8	3.0	3.7	3.9	3.9	3.9	9.2	9.3
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.8	100.0	100.0	99.8	99.9	100.0	99.8	99.7	99.8
Change in finished goods	0.3	0.2	0.0	0.0	0.2	0.1	0.0	0.2	0.3	0.2
Interest and similar income	0.4	0.4	0.4	0.4	0.3	0.4	0.3	0.3	0.4	0.4
Other income ²	3.7	3.7	4.1	4.4	2.8	3.2	3.0	2.9	3.8	3.9
of which Income from long-term equity investments	0.4	0.5	0.1	0.0	0.0	0.0	0.2	0.1	0.5	0.6
Total income ²	104.1	104.1	104.5	104.8	103.2	103.5	103.3	103.2	104.2	104.2
Expenses										
Cost of materials	69.8	70.4	41.0	40.9	52.2	51.5	62.0	62.3	71.7	72.4
Personnel expenses	11.3	11.1	32.7	32.4	22.7	22.9	15.3	15.1	10.2	10.0
Depreciation	4.1	2.9	4.0	4.0	4.0	3.9	3.7	3.5	4.1	2.7
of which Depreciation of tangible fixed assets	3.5	2.7	4.0	3.9	3.9	3.7	3.4	3.3	3.5	2.6
Interest and similar expenses	0.8	0.8	1.7	1.6	1.2	1.2	0.9	0.8	0.8	0.7
Operating taxes	0.8	0.9	0.3	0.3	1.3	1.2	1.1	1.1	0.7	0.8
Other expenses ³	14.5	14.6	23.0	23.5	18.8	19.4	17.4	17.2	13.8	14.0
Total expenses before taxes on income ³	101.2	100.6	102.7	102.6	100.2	100.0	100.4	100.0	101.4	100.7
Annual result before taxes on income	2.8	3.5	1.8	2.2	3.0	3.5	2.9	3.2	2.8	3.5
Taxes on income	0.9	1.0	0.7	0.7	1.0	1.0	0.9	1.0	0.9	1.0
Annual result	1.9	2.5	1.1	1.4	2.0	2.5	2.0	2.2	1.9	2.5
Other ratios	Percentage of sales									
Annual result before taxes on income	2.8	3.5	1.8	2.2	3.0	3.5	2.9	3.2	2.8	3.6
Annual result and depreciation	6.0	5.4	5.1	5.4	6.0	6.4	5.7	5.7	6.1	5.3
Trade receivables	6.9	6.9	5.1	6.1	7.8	8.0	7.6	7.5	6.8	6.7
Percentage of the balance sheet total										
Sales	185.2	187.7	175.3	171.3	178.2	182.1	216.3	215.9	181.1	183.9
Annual result and interest paid	5.1	6.1	4.8	5.1	5.7	6.6	6.2	6.6	5.0	6.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	18.0	16.9	12.5	13.3	17.5	19.4	19.6	20.2	17.8	16.4
Percentage of fixed assets										
Long-term equity and liabilities	113.4	113.4	118.3	121.3	126.0	129.4	112.6	115.0	113.1	112.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	107.0	109.0	102.2	105.4	109.7	112.4	96.3	96.9	108.6	111.1
Cash resources, short-term receivables and inventories	145.5	150.1	135.6	140.0	157.1	163.3	138.4	139.4	146.3	151.6
Percentage of cost of materials										
Trade payables	8.3	8.5	13.8	14.0	14.0	14.4	11.2	10.9	7.8	8.0
Memo item										
Balance sheet total in € billion	29.77	30.63	0.07	0.07	0.77	0.77	3.61	3.75	25.33	26.04
Sales in € billion	55.15	57.49	0.12	0.12	1.37	1.40	7.80	8.09	45.87	47.88
Number of enterprises	939	939	125	125	260	260	329	329	225	225

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

4 Manufacture of food products and beverages (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	12.5	12.3	9.5	11.2	12.0	11.6	14.2	13.6	12.8	12.8
	50	30.9	30.7	28.4	29.0	31.3	31.9	32.7	31.8	29.3	29.6
	75	52.3	51.9	56.3	57.8	57.8	57.1	50.2	50.4	45.0	43.9
Inventories	25	5.5	5.6	2.9	3.4	5.0	4.8	6.2	6.1	6.4	6.9
	50	11.2	11.9	10.1	10.8	10.6	11.7	11.9	12.4	11.9	12.3
	75	22.7	23.6	20.0	21.7	24.7	24.6	22.8	25.9	20.8	22.1
Equity	25	11.0	12.3	- 10.2	- 6.0	6.8	9.1	13.5	15.1	19.7	22.2
	50	26.2	28.7	13.7	18.4	23.2	23.3	26.7	29.4	30.6	33.4
	75	42.1	44.7	39.9	44.1	41.7	45.4	39.1	41.4	44.4	47.5
Short-term liabilities	25	24.9	24.7	20.5	19.5	20.7	21.7	27.3	26.7	29.4	28.4
	50	40.1	38.9	36.4	39.3	39.6	35.5	40.3	40.5	40.7	39.4
	75	58.5	56.6	63.3	57.8	57.0	55.3	58.6	59.5	57.1	52.5
Liabilities to banks	25	0.3	0.0	0.0	0.0	0.4	0.2	3.3	1.4	0.0	0.0
	50	16.4	14.5	17.3	14.0	19.3	16.8	17.4	16.5	11.4	9.5
	75	33.4	32.1	43.9	41.4	35.8	36.2	31.7	30.5	28.8	25.3
		Percentage of gross revenue									
Cost of materials	25	39.0	38.9	25.5	24.7	34.0	34.7	44.9	44.3	56.1	56.4
	50	58.9	58.2	37.4	38.6	50.1	49.9	64.5	64.2	73.3	73.5
	75	75.7	76.1	51.9	51.5	66.8	67.0	77.8	78.3	85.1	86.1
Personnel expenses	25	8.5	8.6	23.2	21.2	13.4	13.8	7.8	8.5	5.6	5.6
	50	16.3	16.3	31.5	31.9	22.3	21.8	14.7	14.3	9.1	8.7
	75	27.2	27.2	43.6	42.8	31.1	31.8	22.8	22.5	15.1	15.0
Depreciation	25	1.1	1.0	1.1	1.0	1.2	1.2	1.1	1.0	1.2	1.0
	50	2.4	2.3	2.8	2.8	2.8	2.7	2.5	2.4	2.0	1.9
	75	4.9	4.6	5.9	5.9	5.2	5.0	4.9	4.7	3.8	3.5
Annual result	25	0.1	0.2	- 0.4	0.0	0.1	0.1	0.1	0.2	0.1	0.3
	50	1.1	1.4	1.1	1.2	0.9	1.3	1.3	1.4	1.1	1.5
	75	3.3	3.6	3.2	3.3	3.1	3.4	3.3	3.5	3.8	3.9
		Percentage of sales									
Annual result before taxes on income	25	0.1	0.3	- 0.1	0.1	0.1	0.2	0.2	0.3	0.2	0.3
	50	1.6	2.0	1.2	1.6	1.5	1.6	1.8	2.1	1.7	2.1
	75	4.4	4.9	3.9	4.5	4.2	4.4	4.3	5.1	4.7	5.4
Annual result and depreciation	25	2.0	2.1	1.7	2.3	2.1	2.3	2.3	2.2	1.9	1.9
	50	4.7	5.0	4.5	4.7	5.0	4.9	4.8	5.4	4.3	4.0
	75	8.9	9.4	8.9	9.3	9.1	10.1	8.7	9.3	10.2	9.0
Trade receivables	25	2.3	2.2	0.5	0.5	2.3	2.6	3.2	2.9	3.2	3.1
	50	6.4	6.5	3.3	2.9	6.3	6.4	7.0	7.1	6.9	7.1
	75	10.5	10.7	7.6	9.4	10.6	10.7	10.8	11.0	10.6	10.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.9	2.3	1.4	2.1	2.0	2.2	2.1	2.4	1.7	2.7
	50	5.4	5.6	5.4	6.0	4.8	5.2	5.5	5.7	5.5	5.7
	75	9.9	10.7	12.4	10.7	10.1	10.9	9.5	10.5	9.9	10.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.2	7.6	4.1	4.1	6.7	6.8	8.2	8.6	9.2	9.5
	50	16.5	18.1	11.6	12.2	14.7	17.4	17.9	20.0	18.8	19.0
	75	34.1	34.9	27.8	30.6	36.2	39.4	34.0	33.6	34.5	35.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	85.5	86.6	64.5	72.4	85.7	87.4	88.7	88.7	85.4	87.5
	50	120.7	122.8	106.6	120.8	131.0	128.5	123.7	126.6	114.8	116.5
	75	201.0	201.9	208.6	214.7	257.3	240.5	199.8	193.8	172.0	167.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	60.0	61.1	47.5	57.0	61.1	59.3	61.4	62.2	61.8	64.1
	50	96.9	99.0	86.2	88.7	106.0	104.0	96.3	95.6	96.0	103.0
	75	164.8	168.1	229.7	210.3	180.0	205.5	147.5	156.3	153.7	154.9
		Percentage of cost of materials									
Trade payables	25	5.2	5.3	3.8	4.0	5.9	5.9	5.8	5.9	4.2	4.6
	50	9.4	9.1	8.4	8.9	10.6	9.9	9.6	9.2	8.0	8.1
	75	15.2	15.0	18.0	17.9	19.1	18.6	15.0	14.5	11.8	11.6

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

4 Manufacture of food products and beverages (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.7	1.6	2.2	2.1	0.4	0.4	1.9	1.7	1.7	1.6
<i>of which</i> Goodwill	0.5	0.5	1.0	1.0	0.2	0.1	0.4	0.3	0.5	0.5
Tangible fixed assets	33.4	32.3	61.2	61.4	52.7	52.2	41.6	41.1	30.6	29.3
<i>of which</i> Land and buildings	16.6	16.1	40.9	40.8	32.4	31.6	21.0	20.5	14.7	14.3
Inventories	15.9	16.0	11.1	11.2	13.9	14.0	16.4	16.7	15.9	16.0
<i>of which</i> Finished goods and merchandise	8.0	7.9	7.7	7.9	7.8	8.1	8.0	7.9	8.0	7.9
Cash	4.5	5.5	5.1	6.0	7.0	7.3	5.1	6.0	4.3	5.3
Receivables	35.4	34.8	18.8	17.7	23.9	23.9	31.4	30.4	36.9	36.3
Short-term	32.3	31.4	16.8	15.5	20.5	20.5	28.8	27.5	33.7	32.8
<i>of which</i>										
Trade receivables	19.6	19.0	7.4	7.3	11.7	11.7	17.8	17.9	20.4	19.7
Receivables from affiliated companies	8.5	8.9	6.2	5.1	5.8	5.4	6.9	6.1	8.9	9.6
Long-term	3.1	3.4	2.0	2.2	3.3	3.4	2.6	2.9	3.2	3.5
<i>of which</i> Loans to affiliated companies	0.8	1.0	0.0	0.2	0.4	0.3	0.3	0.6	0.9	1.1
Securities	0.7	0.8	0.1	0.1	0.5	0.5	0.6	1.0	0.7	0.8
Other long-term equity investments	8.0	8.6	0.8	0.8	1.1	1.3	2.4	2.6	9.5	10.3
Capital										
Equity	23.4	24.7	12.3	11.1	14.5	15.5	21.3	22.3	24.3	25.7
Liabilities	62.1	60.7	82.5	83.2	76.1	75.2	67.4	66.5	60.2	58.7
Short-term	43.5	43.5	33.4	36.2	34.5	37.1	44.9	44.8	43.7	43.6
<i>of which</i>										
Liabilities to banks	13.1	12.2	13.0	14.7	11.1	12.6	11.8	10.8	13.4	12.4
Trade payables	11.9	11.8	8.1	8.5	10.6	10.9	12.5	12.8	11.8	11.6
Liabilities to affiliated companies	13.8	14.8	3.0	3.6	5.5	6.2	13.0	13.8	14.4	15.5
Long-term	18.6	17.2	49.1	47.0	41.6	38.1	22.5	21.7	16.5	15.1
<i>of which</i>										
Liabilities to banks	12.4	11.6	41.1	38.8	30.8	27.8	15.3	14.5	10.7	10.1
Liabilities to affiliated companies	4.9	4.3	4.0	3.9	8.2	7.9	5.7	5.6	4.6	3.9
Provisions	14.4	14.5	5.1	5.5	9.3	9.2	11.1	11.1	15.4	15.6
<i>of which</i> Provisions for pensions	4.9	4.9	0.4	0.5	1.1	1.1	3.2	3.2	5.5	5.4
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.9	99.9	99.8	99.8	99.8	99.9	99.8	99.7	99.9
Change in finished goods	0.2	0.1	0.1	0.2	0.2	0.2	0.1	0.2	0.3	0.1
Interest and similar income	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2
Other income ²	3.5	3.3	4.0	3.9	2.9	3.0	2.6	2.4	3.7	3.5
<i>of which</i> Income from long-term equity investments	0.3	0.3	0.0	0.0	0.1	0.1	0.1	0.1	0.4	0.4
Total income ²	103.7	103.5	104.1	104.0	103.1	103.2	102.8	102.6	103.9	103.7
Expenses										
Cost of materials	64.5	64.9	39.8	39.3	49.4	49.0	57.9	58.3	66.6	67.1
Personnel expenses	13.1	12.7	30.0	30.1	23.0	23.1	17.7	17.3	11.6	11.2
Depreciation	3.3	3.1	5.0	5.0	5.1	4.8	3.7	3.4	3.1	3.0
<i>of which</i> Depreciation of tangible fixed assets	3.0	2.9	5.0	4.8	4.8	4.6	3.6	3.2	2.9	2.8
Interest and similar expenses	1.0	0.9	2.3	2.2	1.7	1.7	1.1	1.0	0.9	0.9
Operating taxes	1.1	1.1	0.7	0.5	0.9	0.9	1.1	1.1	1.1	1.1
Other expenses ³	16.7	17.3	20.6	21.1	18.4	18.9	17.6	17.8	16.5	17.1
Total expenses before taxes on income ³	99.7	100.0	98.4	98.3	98.6	98.4	99.0	98.9	99.9	100.3
Annual result before taxes on income	4.0	3.5	5.7	5.8	4.5	4.8	3.7	3.7	4.1	3.4
Taxes on income	0.6	0.5	0.5	0.6	0.8	0.9	0.7	0.7	0.5	0.5
Annual result	3.5	2.9	5.2	5.2	3.7	4.0	3.1	3.0	3.5	2.9
Other ratios	Percentage of sales									
Annual result before taxes on income	4.0	3.5	5.7	5.8	4.5	4.8	3.7	3.7	4.1	3.4
Annual result and depreciation	6.8	6.1	10.2	10.2	8.8	8.8	6.8	6.4	6.7	5.9
Trade receivables	9.1	8.8	4.4	4.1	6.6	6.8	7.9	7.9	9.4	9.1
	Percentage of the balance sheet total									
Sales	215.7	216.0	167.1	176.0	177.4	173.1	224.2	225.1	216.2	216.5
Annual result and interest paid	9.6	8.3	12.6	13.1	9.6	9.7	9.2	9.1	9.6	8.1
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	20.3	18.8	20.7	21.7	19.9	19.8	20.6	20.1	20.2	18.4
	Percentage of fixed assets									
Long-term equity and liabilities	102.5	102.6	96.4	90.9	101.1	96.9	98.4	99.1	103.5	103.9
	Percentage of short-term liabilities									
Cash resources and short-term receivables	85.7	86.0	65.9	59.3	80.6	75.3	76.6	76.7	88.0	88.5
Cash resources, short-term receivables and inventories	122.3	122.9	99.0	90.3	120.9	113.1	113.1	114.0	124.4	125.3
	Percentage of cost of materials									
Trade payables	8.5	8.4	12.2	12.2	12.1	12.9	9.6	9.8	8.2	8.0
Memo item										
Balance sheet total in € billion	14.16	14.48	0.08	0.08	0.54	0.55	2.32	2.35	11.22	11.50
Sales in € billion	30.54	31.29	0.14	0.14	0.95	0.95	5.19	5.30	24.26	24.90
Number of enterprises	704	704	161	161	172	172	218	218	153	153

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

4 Manufacture of food products and beverages (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	24.1	23.4	38.4	38.1	29.3	28.2	23.1	21.8	15.7	17.7
	50	43.5	42.3	64.0	66.2	49.6	50.9	36.9	36.0	31.8	29.5
	75	63.7	64.2	83.4	82.7	66.6	68.0	52.5	52.3	45.7	45.0
Inventories	25	5.2	5.4	2.6	3.1	4.3	4.8	6.9	7.0	8.7	8.3
	50	10.9	11.2	6.2	6.4	9.7	9.3	12.5	12.9	14.9	15.9
	75	21.3	21.7	15.2	13.2	20.1	19.8	23.1	24.9	24.1	24.6
Equity	25	2.5	3.1	- 27.9	- 26.5	0.7	1.4	4.9	5.6	10.0	10.9
	50	14.6	14.9	9.6	8.3	10.0	10.8	15.1	15.6	19.9	22.8
	75	29.0	30.9	32.5	35.0	24.6	28.8	28.3	30.4	30.9	32.3
Short-term liabilities	25	25.2	25.0	17.0	15.4	23.0	22.6	28.5	28.8	31.7	31.2
	50	40.0	41.4	30.8	34.8	35.7	37.8	46.4	45.0	46.2	44.7
	75	64.2	64.4	63.0	65.1	60.4	60.5	67.7	67.7	64.6	62.6
Liabilities to banks	25	9.6	8.9	21.8	21.0	17.0	16.4	9.1	4.9	4.5	2.4
	50	29.5	27.5	49.1	47.4	40.8	37.1	24.0	21.1	18.4	15.3
	75	53.0	50.1	82.8	81.0	60.2	60.5	39.3	37.5	34.2	30.3
		Percentage of gross revenue									
Cost of materials	25	33.4	33.1	27.7	27.3	29.2	28.2	39.2	39.2	58.9	57.7
	50	53.0	52.6	37.6	37.8	47.5	47.0	58.3	58.3	68.5	69.2
	75	70.1	70.0	47.9	48.5	64.6	64.4	74.3	74.8	81.7	82.0
Personnel expenses	25	10.2	9.8	20.0	19.2	13.3	12.3	9.6	9.3	5.9	5.8
	50	18.1	18.2	29.0	28.5	22.7	23.6	16.4	15.9	11.0	10.4
	75	29.3	29.2	35.9	35.4	33.4	34.2	25.3	25.5	15.5	15.1
Depreciation	25	1.7	1.7	2.4	2.4	2.1	2.1	1.4	1.5	1.1	1.2
	50	3.0	2.9	4.4	4.1	3.6	3.6	2.6	2.7	2.1	2.1
	75	5.6	5.6	7.1	6.9	7.1	7.2	4.9	4.4	3.5	3.6
Annual result	25	0.7	0.7	1.7	2.5	0.8	0.7	0.5	0.5	0.5	0.5
	50	2.8	2.9	5.8	5.4	2.5	3.1	2.2	1.9	2.2	2.4
	75	6.3	6.3	11.6	10.8	6.4	6.2	4.8	4.8	4.1	4.5
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.9	1.9	2.8	0.9	0.9	0.7	0.7	0.6	0.8
	50	3.2	3.5	5.9	5.7	3.0	3.5	2.6	2.5	3.0	2.9
	75	7.3	7.3	12.1	11.2	7.6	7.3	5.7	5.9	4.9	5.3
Annual result and depreciation	25	3.5	3.6	6.2	6.7	4.1	4.3	2.9	2.9	2.5	2.3
	50	7.4	7.2	11.3	10.9	8.8	8.4	6.4	5.9	5.0	5.3
	75	13.7	13.4	17.8	17.7	14.4	14.6	11.1	11.2	8.9	8.9
Trade receivables	25	1.8	1.9	0.4	0.3	3.3	2.9	4.2	4.1	3.8	3.6
	50	6.1	6.1	1.4	1.5	6.3	6.3	7.3	7.4	7.8	7.6
	75	9.7	9.7	5.1	4.9	9.0	9.3	10.5	10.3	11.5	11.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.7	4.4	6.7	8.1	4.6	4.8	4.1	3.5	3.0	4.0
	50	9.0	9.7	17.7	18.6	8.8	9.7	7.7	7.8	7.8	8.4
	75	18.4	18.1	37.7	35.3	18.5	16.3	14.8	13.8	13.4	13.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.9	10.7	11.5	13.8	11.1	10.7	10.3	10.0	10.8	10.5
	50	19.9	20.0	30.0	28.7	18.8	19.8	20.5	17.4	18.3	19.5
	75	39.1	39.3	69.8	68.6	36.8	37.0	34.8	33.5	29.6	29.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	68.1	69.8	62.5	53.3	66.6	73.0	67.6	69.9	71.6	76.8
	50	98.0	99.5	94.7	95.1	93.9	96.4	103.8	101.9	105.1	112.7
	75	145.6	144.1	123.1	117.2	137.8	138.2	153.7	154.1	169.7	163.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	43.8	44.0	25.4	23.3	41.8	40.9	49.1	52.1	62.1	65.1
	50	74.3	74.9	57.1	61.6	70.3	71.8	78.2	77.0	81.0	85.9
	75	122.4	116.3	132.4	108.7	120.3	115.0	121.7	113.7	120.3	127.2
		Percentage of cost of materials									
Trade payables	25	4.9	5.0	3.4	3.5	6.3	6.7	5.3	5.7	4.1	4.7
	50	8.5	8.6	7.3	6.7	10.2	10.9	8.7	9.3	7.8	7.4
	75	14.0	14.4	12.3	14.9	16.1	18.1	14.4	14.3	11.5	11.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

5 Manufacture of textiles

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.0	1.0	0.5	0.5	0.6	0.6	0.7	0.8	1.5	1.5
<i>of which</i> Goodwill	0.5	0.5	0.3	0.3	0.2	0.2	0.2	0.1	1.1	1.0
Tangible fixed assets	25.1	24.3	28.5	28.9	31.3	30.0	26.0	24.1	22.2	22.8
<i>of which</i> Land and buildings	11.8	11.3	16.5	16.5	14.7	14.5	11.1	10.4	11.8	11.4
Inventories	29.2	29.0	28.6	28.8	28.7	28.6	31.3	31.5	27.0	26.1
<i>of which</i> Finished goods and merchandise	14.9	14.8	17.5	17.1	14.7	14.2	14.9	15.4	14.8	14.1
Cash	5.3	5.3	9.3	8.6	8.4	7.6	5.6	5.5	3.9	4.4
Receivables	33.0	33.4	30.6	30.9	28.8	30.1	30.7	31.4	37.0	36.7
Short-term	30.7	31.1	28.6	28.8	27.0	28.2	28.3	29.1	34.6	34.4
<i>of which</i>										
Trade receivables	16.2	15.7	17.1	17.1	16.0	16.6	17.0	16.5	15.4	14.3
Receivables from affiliated companies	11.3	11.8	8.8	8.2	7.3	7.8	8.8	9.5	15.4	15.7
Long-term	2.3	2.3	2.0	2.1	1.8	2.0	2.4	2.3	2.4	2.3
<i>of which</i> Loans to affiliated companies	1.4	1.4	0.0	0.0	0.5	0.5	1.5	1.6	1.5	1.5
Securities	1.4	0.9	1.3	1.1	1.0	1.2	2.1	1.3	0.7	0.3
Other long-term equity investments	4.7	5.9	0.6	0.7	0.7	1.4	3.3	5.2	7.6	8.0
Capital										
Equity	32.5	34.8	28.4	30.3	24.4	25.5	31.3	33.1	36.4	39.7
Liabilities	54.1	51.8	61.5	59.6	63.0	61.8	56.3	54.4	48.8	45.6
Short-term	39.4	38.9	39.1	40.0	42.7	44.4	40.6	40.8	36.9	35.0
<i>of which</i>										
Liabilities to banks	8.8	8.1	6.2	7.5	9.9	9.7	10.7	10.3	6.5	5.0
Trade payables	9.3	9.3	12.6	12.5	10.9	11.6	10.3	10.1	7.8	7.7
Liabilities to affiliated companies	15.1	15.8	9.1	8.6	14.4	16.2	13.3	14.2	17.4	17.6
Long-term	14.7	12.9	22.5	19.6	20.3	17.5	15.7	13.6	11.9	10.6
<i>of which</i>										
Liabilities to banks	7.7	6.4	12.8	11.7	12.2	12.0	8.3	7.0	5.6	4.1
Liabilities to affiliated companies	5.7	4.7	7.1	5.5	7.3	4.5	6.2	4.8	4.7	4.6
Provisions	13.3	13.3	10.0	10.2	12.4	12.6	12.4	12.5	14.8	14.7
<i>of which</i> Provisions for pensions	6.5	6.4	5.3	5.5	6.1	6.1	5.7	5.6	7.5	7.4
Income statement										
Percentage of gross revenue										
Income	100.0	100.2	100.4	99.8	99.6	100.1	100.0	99.9	100.1	100.7
Sales	0.0	-0.2	-0.4	0.2	0.4	-0.1	0.0	0.1	-0.1	-0.7
Change in finished goods	0.3	0.3	0.2	0.2	0.2	0.3	0.4	0.4	0.3	0.3
Interest and similar income	3.6	3.7	4.9	4.5	4.4	3.3	3.3	3.6	3.8	4.0
Other income ²										
<i>of which</i> Income from long-term equity investments	0.2	0.3	0.0	0.0	0.0	0.0	0.2	0.2	0.3	0.4
Total income ²	104.0	104.0	105.1	104.7	104.6	103.6	103.7	104.0	104.1	104.3
Expenses										
Cost of materials	57.9	58.3	45.1	44.5	51.8	52.2	57.8	58.5	60.3	60.5
Personnel expenses	23.0	22.8	33.1	33.2	26.8	26.4	23.3	23.1	21.1	20.9
Depreciation	3.4	3.4	2.9	2.9	3.5	3.7	3.5	3.3	3.3	3.4
<i>of which</i> Depreciation of tangible fixed assets	3.1	3.1	2.8	2.8	3.3	3.2	3.1	3.1	3.1	3.0
Interest and similar expenses	1.3	1.3	1.3	1.3	1.4	1.5	1.3	1.3	1.2	1.2
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	14.9	15.3	19.7	19.6	17.7	17.2	14.0	14.5	15.2	15.5
Total expenses before taxes on income ³	100.6	101.1	102.1	101.5	101.3	101.0	99.9	100.8	101.2	101.6
Annual result before taxes on income	3.4	2.9	2.9	3.2	3.4	2.5	3.7	3.1	2.9	2.7
Taxes on income	0.9	0.8	0.9	1.0	1.0	1.0	0.9	0.8	0.8	0.8
Annual result	2.5	2.1	2.1	2.2	2.3	1.5	2.9	2.3	2.1	2.0
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.4	2.9	2.9	3.2	3.4	2.5	3.7	3.1	2.9	2.7
Annual result and depreciation	5.9	5.5	4.9	5.0	5.9	5.3	6.3	5.7	5.4	5.3
Trade receivables	9.9	9.8	10.1	10.2	9.3	9.7	10.0	10.1	9.8	9.4
Percentage of the balance sheet total										
Sales	164.6	159.9	170.1	167.9	171.9	171.4	169.6	163.3	156.6	152.4
Annual result and interest paid	6.1	5.4	5.7	5.9	6.5	5.1	7.0	5.9	5.1	4.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.6	14.7	13.5	13.8	15.1	13.5	17.0	15.0	14.1	14.6
Percentage of fixed assets										
Long-term equity and liabilities	162.2	161.6	178.8	172.6	149.6	146.1	162.0	160.7	165.8	166.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.8	94.6	99.6	95.4	84.7	82.6	86.9	85.9	105.6	111.3
Cash resources, short-term receivables and inventories	168.0	169.2	172.7	167.4	152.0	147.1	163.8	163.2	178.6	185.8
Percentage of cost of materials										
Trade payables	9.8	10.0	16.5	16.6	12.2	13.0	10.5	10.6	8.2	8.4
Memo item										
Balance sheet total in € billion	5.10	5.17	0.04	0.04	0.59	0.59	2.41	2.49	2.06	2.05
Sales in € billion	8.40	8.27	0.07	0.07	1.01	1.00	4.09	4.06	3.23	3.13
Number of enterprises	483	483	77	77	191	191	179	179	36	36

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

5 Manufacture of textiles (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.6	6.6	3.0	4.2	6.0	6.1	8.9	7.6	9.4	9.6
	50	20.0	19.2	11.3	11.9	20.6	18.2	21.7	20.9	18.5	18.0
	75	35.8	34.3	36.6	37.6	35.8	33.4	36.8	34.1	30.7	34.0
Inventories	25	16.2	16.0	7.9	6.7	15.7	15.9	19.5	20.0	16.0	16.5
	50	31.9	30.8	27.1	24.3	31.8	31.2	33.6	33.7	28.9	28.5
	75	45.2	45.9	47.1	47.0	46.1	44.9	46.5	47.7	40.4	38.6
Equity	25	11.9	12.3	4.9	6.1	10.0	11.7	15.6	15.8	14.1	13.1
	50	24.1	24.9	18.6	20.5	21.2	22.6	26.4	28.1	28.8	33.7
	75	40.9	43.1	36.8	49.0	38.5	39.8	42.9	44.7	39.3	45.3
Short-term liabilities	25	23.9	21.9	26.3	23.7	23.2	21.5	24.5	23.3	20.2	20.2
	50	39.9	40.9	44.7	42.8	39.0	40.8	39.7	41.6	39.6	37.7
	75	60.7	61.6	66.8	66.4	62.6	63.9	58.3	57.3	55.2	57.0
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.0
	50	13.3	12.5	12.7	13.0	13.8	13.2	14.3	12.2	10.0	5.9
	75	31.6	31.4	30.7	33.1	32.1	33.5	32.7	30.6	23.4	20.0
		Percentage of gross revenue									
Cost of materials	25	42.5	42.8	34.6	30.5	39.7	39.0	48.1	48.9	48.2	49.9
	50	53.3	54.1	45.1	43.6	51.0	52.1	57.4	57.8	58.2	60.4
	75	64.8	64.9	57.1	55.4	62.5	63.7	66.7	67.7	69.4	68.5
Personnel expenses	25	17.5	17.3	20.4	19.5	17.0	17.3	17.8	17.4	14.3	14.6
	50	24.1	24.5	29.7	30.5	25.2	26.0	23.0	22.7	19.9	19.0
	75	33.5	33.1	42.5	41.5	36.4	34.6	29.6	29.6	28.7	28.8
Depreciation	25	1.1	1.1	0.9	0.9	1.0	1.2	1.4	1.1	1.2	1.6
	50	2.5	2.3	2.2	1.9	2.4	2.3	2.7	2.7	2.9	3.3
	75	4.5	4.2	3.8	3.9	4.7	4.1	4.6	4.3	4.1	4.5
Annual result	25	0.3	0.1	- 1.0	0.1	0.2	0.2	0.6	0.0	- 0.6	- 0.7
	50	2.0	1.9	1.5	1.9	1.9	1.7	2.2	1.8	2.1	2.4
	75	4.9	4.7	6.1	5.9	4.6	4.1	5.1	4.9	4.3	4.2
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.1	- 1.0	0.1	0.4	0.3	0.9	0.0	- 0.5	- 0.7
	50	2.6	2.3	2.3	3.0	2.5	2.3	3.1	2.2	2.5	2.6
	75	6.1	5.8	7.2	7.5	5.6	5.5	6.5	6.3	5.1	5.3
Annual result and depreciation	25	2.6	2.2	1.1	2.3	2.5	2.0	3.4	2.2	2.5	2.6
	50	5.6	5.4	4.7	5.3	5.5	4.9	6.1	5.6	5.5	6.4
	75	10.5	10.1	10.8	10.6	10.2	10.1	10.5	9.8	10.7	10.4
Trade receivables	25	5.1	5.4	3.2	3.3	5.3	5.6	5.6	6.1	5.0	3.5
	50	8.4	8.8	8.2	7.6	8.1	8.5	8.5	9.9	8.7	8.9
	75	12.6	12.6	12.4	11.9	12.3	12.3	12.8	13.2	14.0	13.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.3	2.1	0.9	2.5	2.8	1.9	3.1	1.9	1.5	1.4
	50	6.1	5.8	5.2	6.2	6.5	5.6	6.5	5.5	5.8	7.2
	75	12.0	11.1	12.7	14.6	12.0	10.4	12.4	11.1	9.1	10.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.2	5.1	3.0	3.7	5.2	4.0	7.9	5.8	4.4	7.0
	50	15.1	15.2	13.0	16.1	15.7	15.7	16.5	15.2	13.5	14.9
	75	34.1	30.6	40.0	35.6	34.1	29.6	34.0	30.0	29.6	29.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	109.1	109.0	97.1	106.7	110.5	108.6	118.4	109.0	110.6	115.1
	50	176.5	183.6	210.4	209.8	181.0	193.1	173.7	178.5	151.4	162.0
	75	339.2	384.3	605.1	600.0	390.1	435.3	299.0	300.0	253.1	247.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	50.2	51.1	45.7	41.5	47.8	49.9	54.0	52.9	62.0	56.7
	50	85.7	86.8	86.2	86.2	85.7	92.4	85.6	81.6	84.8	88.0
	75	161.4	175.8	154.9	191.9	183.9	186.2	139.5	147.2	177.0	183.3
		Percentage of cost of materials									
Trade payables	25	4.9	4.9	4.1	4.6	4.9	4.5	5.0	5.4	4.3	4.8
	50	9.0	9.1	14.7	11.3	8.9	9.4	8.6	8.1	6.8	6.9
	75	16.9	16.5	25.0	21.0	17.1	19.6	14.3	14.4	11.0	13.7

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

5 Manufacture of textiles (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.4	1.3	0.3	0.3	0.7	0.7	0.9	1.0	2.2	2.0
of which Goodwill	0.8	0.7	0.1	0.1	0.3	0.3	0.1	0.1	1.7	1.5
Tangible fixed assets	26.1	25.0	31.0	31.4	28.1	27.3	25.4	22.9	26.1	26.6
of which Land and buildings	12.1	11.4	17.8	17.2	11.0	10.8	10.7	9.8	13.9	13.2
Inventories	26.4	26.9	26.2	26.6	30.4	30.4	28.9	29.9	22.5	22.4
of which Finished goods and merchandise	13.3	13.8	15.3	15.0	15.2	14.8	13.5	14.4	12.5	12.7
Cash	4.6	4.5	9.2	8.8	8.2	6.6	5.5	4.6	2.5	3.8
Receivables	34.4	34.0	30.9	30.6	30.1	31.4	32.5	33.3	37.8	35.7
Short-term	32.5	32.1	28.5	28.2	28.9	29.4	30.5	31.3	35.9	33.9
of which										
Trade receivables	16.8	15.9	14.4	14.7	16.9	17.5	16.6	15.9	17.1	15.4
Receivables from affiliated companies	13.5	13.5	11.1	9.5	7.6	7.6	11.7	12.4	17.3	16.6
Long-term	1.9	1.9	2.4	2.5	1.2	2.0	2.0	2.0	1.9	1.7
of which Loans to affiliated companies	1.3	1.3	0.0	0.0	0.1	0.6	1.2	1.3	1.8	1.6
Securities	1.8	1.1	1.2	1.0	1.3	1.5	3.1	1.7	0.6	0.4
Other long-term equity investments	5.0	6.8	0.7	0.8	0.7	1.7	3.4	6.4	8.2	9.0
Capital										
Equity	38.1	41.0	31.9	33.4	28.7	30.1	37.5	39.5	41.7	46.1
Liabilities	47.4	44.6	56.9	55.3	57.8	56.3	49.8	47.7	41.4	37.4
Short-term	34.0	34.3	36.3	37.5	40.4	42.2	35.0	36.3	31.0	29.4
of which										
Liabilities to banks	7.6	7.6	4.8	5.3	11.1	10.7	8.8	9.5	5.3	4.6
Trade payables	8.4	8.0	12.5	12.1	10.6	11.4	8.6	8.0	7.5	6.9
Liabilities to affiliated companies	13.0	14.4	9.0	9.5	10.3	13.4	12.2	14.3	14.8	14.9
Long-term	13.4	10.4	20.6	17.8	17.4	14.1	14.8	11.4	10.4	7.9
of which										
Liabilities to banks	6.5	5.2	13.5	12.2	10.1	9.8	6.6	5.2	5.1	3.7
Liabilities to affiliated companies	6.1	3.4	6.5	5.2	6.6	3.4	6.8	3.7	5.1	3.0
Provisions	14.4	14.4	11.2	11.2	13.4	13.6	12.6	12.8	16.9	16.5
of which Provisions for pensions	7.5	7.3	6.6	6.8	7.6	7.6	6.1	5.9	9.0	8.9
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.7	100.3	99.8	99.4	100.0	99.7	99.5	100.1	99.8
Change in finished goods	0.2	0.3	- 0.3	0.2	0.6	0.0	0.3	0.5	- 0.1	0.2
Interest and similar income	0.4	0.4	0.3	0.3	0.3	0.3	0.5	0.5	0.3	0.3
Other income ²	3.8	4.1	5.7	5.0	3.3	3.1	4.0	4.1	3.8	4.4
of which Income from long-term equity investments	0.2	0.4	0.0	0.0	0.1	0.0	0.2	0.3	0.3	0.5
Total income ²	104.2	104.5	105.9	105.2	103.5	103.4	104.4	104.6	104.1	104.7
Expenses										
Cost of materials	59.8	60.3	44.9	44.0	52.2	52.5	59.9	60.7	62.8	63.2
Personnel expenses	22.3	22.2	34.8	35.0	26.8	26.4	22.8	22.4	19.9	19.9
Depreciation	3.4	3.7	3.2	3.2	3.6	3.5	3.6	3.5	3.2	4.0
of which Depreciation of tangible fixed assets	3.1	3.4	3.1	3.1	3.4	3.3	3.2	3.3	3.0	3.5
Interest and similar expenses	1.1	1.1	1.2	1.2	1.2	1.2	1.1	1.1	1.0	1.2
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	15.0	15.2	19.9	19.6	16.9	17.3	13.9	14.3	15.4	15.3
Total expenses before taxes on income ³	101.7	102.6	104.1	103.1	100.8	101.1	101.3	102.2	102.4	103.7
Annual result before taxes on income	2.5	1.8	1.9	2.1	2.8	2.3	3.2	2.3	1.8	1.0
Taxes on income	0.9	0.8	0.9	1.0	1.1	1.1	0.9	0.9	0.8	0.7
Annual result	1.6	1.0	0.9	1.1	1.7	1.3	2.2	1.5	1.0	0.3
Other ratios	Percentage of sales									
Annual result before taxes on income	2.5	1.8	1.9	2.1	2.8	2.3	3.2	2.4	1.8	1.0
Annual result and depreciation	5.1	4.7	4.1	4.3	5.3	4.8	5.8	5.1	4.1	4.3
Trade receivables	10.8	10.6	8.8	9.0	9.4	9.9	10.7	10.7	11.4	10.9
Percentage of the balance sheet total										
Sales	156.0	149.4	163.6	162.7	178.7	177.4	155.0	148.8	150.3	141.6
Annual result and interest paid	4.2	3.2	3.4	3.7	5.2	4.4	5.2	3.9	3.0	2.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	13.8	12.9	11.3	12.0	15.0	13.4	15.8	13.4	11.2	12.2
Percentage of fixed assets										
Long-term equity and liabilities	170.5	166.1	171.3	166.2	174.5	162.5	181.5	173.6	159.0	159.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	112.7	108.5	105.8	100.1	93.8	87.4	108.9	101.0	124.9	128.4
Cash resources, short-term receivables and inventories	190.4	187.1	177.9	171.0	169.0	159.5	191.5	183.3	197.6	204.7
Percentage of cost of materials										
Trade payables	9.0	8.9	17.1	16.9	11.3	12.2	9.3	8.8	7.9	7.7
Memo item										
Balance sheet total in € billion	2.93	3.00	0.03	0.03	0.35	0.35	1.35	1.41	1.20	1.21
Sales in € billion	4.57	4.48	0.05	0.05	0.63	0.63	2.09	2.09	1.80	1.71
Number of enterprises	284	284	53	53	117	117	93	93	21	21

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

5 Manufacture of textiles (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.5	4.7	2.5	4.2	3.5	3.9	7.6	7.1	11.6	14.4
	50	18.1	16.9	9.4	11.0	14.4	13.8	21.4	20.8	19.2	20.7
	75	35.0	32.0	36.6	36.6	33.3	30.5	35.5	31.7	29.9	37.3
Inventories	25	15.7	15.6	7.8	6.3	14.4	14.6	21.0	20.3	14.6	15.6
	50	31.5	30.3	21.7	24.0	32.0	33.0	33.5	33.4	21.8	20.2
	75	45.0	45.7	45.2	44.2	46.2	45.9	45.0	47.0	31.4	31.5
Equity	25	14.6	16.2	6.6	10.1	13.2	15.1	20.0	21.9	20.1	23.9
	50	29.5	30.6	20.0	24.3	26.9	26.5	32.5	34.5	32.2	37.1
	75	47.8	49.8	41.5	48.0	45.2	47.7	50.6	52.2	48.8	56.0
Short-term liabilities	25	22.0	19.5	27.1	23.1	21.4	18.8	22.2	19.3	20.3	18.6
	50	35.6	36.1	38.8	42.8	35.8	35.0	32.7	34.7	35.2	28.4
	75	58.2	57.1	65.6	66.4	59.2	58.3	47.1	53.3	53.8	49.5
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
	50	10.9	10.0	12.7	12.8	12.2	10.2	6.6	7.0	4.5	1.0
	75	28.9	28.6	30.1	29.2	28.1	31.5	29.3	26.4	22.1	16.5
		Percentage of gross revenue									
Cost of materials	25	41.8	42.4	34.6	29.8	39.6	40.6	49.8	52.1	49.9	52.0
	50	53.6	53.9	44.2	41.2	50.0	52.0	60.0	59.8	58.6	61.0
	75	65.2	65.3	60.3	54.8	62.5	63.1	68.6	68.9	65.9	66.0
Personnel expenses	25	17.6	17.4	23.3	25.3	16.8	17.6	17.8	17.0	14.4	15.0
	50	25.2	25.8	34.4	33.8	26.1	27.7	22.9	22.6	19.6	18.0
	75	35.1	34.2	43.7	44.5	36.9	35.2	29.0	28.4	24.9	26.1
Depreciation	25	1.0	1.0	0.9	1.0	0.9	1.0	1.4	1.2	1.5	1.6
	50	2.3	2.2	2.5	2.2	2.1	1.9	2.6	2.5	2.9	3.6
	75	4.5	4.1	3.8	3.9	4.7	3.7	4.6	4.3	4.7	5.7
Annual result	25	0.0	0.0	- 1.3	0.0	0.1	0.1	0.2	- 0.3	- 1.3	- 2.5
	50	1.4	1.3	0.7	1.0	1.3	1.2	2.0	1.4	1.5	1.4
	75	3.9	3.4	2.7	2.7	3.8	3.3	4.8	3.8	3.5	2.4
		Percentage of sales									
Annual result before taxes on income	25	0.1	0.0	- 1.3	0.0	0.2	0.2	0.4	- 0.3	- 1.2	- 2.5
	50	2.0	1.7	1.0	1.3	2.0	1.9	3.1	1.7	2.4	1.1
	75	5.2	4.7	3.7	3.4	5.2	4.9	6.0	5.5	4.1	3.7
Annual result and depreciation	25	1.9	1.6	0.9	1.6	2.0	1.7	2.7	1.8	0.4	1.5
	50	5.1	4.8	3.3	4.9	5.0	4.2	6.0	5.0	5.5	5.8
	75	9.1	9.1	7.3	7.5	9.1	8.3	9.5	8.6	10.1	9.6
Trade receivables	25	5.5	5.7	3.3	3.5	5.0	5.8	6.1	6.7	8.7	7.6
	50	8.9	9.1	8.3	7.9	8.3	8.4	9.5	10.3	11.0	11.1
	75	13.1	13.3	12.4	12.3	13.1	12.7	12.8	13.4	16.1	16.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.1	1.2	- 0.3	1.8	1.9	1.5	1.5	1.0	- 1.4	- 1.3
	50	5.0	4.4	3.6	4.9	5.3	4.3	5.0	4.5	3.2	3.3
	75	9.1	9.3	7.6	8.5	10.6	9.5	9.8	9.9	8.4	7.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.0	3.5	0.0	3.2	5.2	3.5	4.7	5.7	- 0.6	5.7
	50	13.2	13.9	11.1	14.2	15.1	14.2	13.9	14.0	8.8	11.5
	75	33.4	31.4	27.6	32.0	34.9	34.0	34.0	29.6	27.8	29.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	120.4	120.0	99.2	106.7	120.5	122.0	134.9	124.8	123.1	120.0
	50	202.0	207.7	215.5	227.5	201.8	230.6	199.4	202.6	146.1	150.5
	75	418.0	446.7	605.0	562.5	488.2	473.1	334.5	349.4	227.0	231.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	56.4	55.6	45.7	44.3	52.1	57.1	63.4	59.3	65.6	72.5
	50	103.8	98.5	96.4	96.9	104.5	110.4	100.0	91.2	108.7	133.3
	75	189.6	206.7	163.5	196.6	193.7	219.4	198.9	196.6	201.9	214.6
		Percentage of cost of materials									
Trade payables	25	4.8	5.0	5.6	5.6	5.3	4.8	4.5	5.1	5.2	5.5
	50	9.1	8.8	14.8	12.1	8.9	9.4	8.0	7.6	9.3	8.8
	75	15.4	15.9	25.0	20.6	15.4	18.7	12.5	12.1	10.7	13.2

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

5 Manufacture of textiles (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	0.6	0.6	1.2	1.2	0.5	0.4	0.5	0.5	0.6	0.7
of which Goodwill	0.2	0.1	1.0	0.9	0.0	0.0	0.2	0.1	0.2	0.2
Tangible fixed assets	23.7	23.3	19.8	20.5	35.9	34.2	26.7	25.5	16.8	17.4
of which Land and buildings	11.5	11.3	12.4	14.3	20.1	20.1	11.6	11.2	8.9	8.9
Inventories	32.9	31.9	36.7	36.1	26.2	25.9	34.2	33.7	33.1	31.2
of which Finished goods and merchandise	16.9	16.1	25.0	24.0	13.9	13.3	16.7	16.6	17.9	16.2
Cash	6.1	6.3	9.9	8.0	8.8	9.2	5.8	6.6	5.8	5.2
Receivables	31.3	32.5	29.5	31.9	26.8	28.2	28.4	29.0	35.9	38.2
Short-term	28.3	29.7	28.9	30.9	24.1	26.3	25.5	26.2	32.8	35.1
of which										
Trade receivables	15.4	15.4	26.2	25.2	14.6	15.2	17.6	17.3	12.9	12.8
Receivables from affiliated companies	8.4	9.4	1.0	3.8	6.9	8.2	5.2	5.8	12.8	14.4
Long-term	3.0	2.8	0.6	1.0	2.7	1.9	2.9	2.8	3.1	3.1
of which Loans to affiliated companies	1.5	1.5	0.0	0.0	1.2	0.3	1.9	2.0	1.2	1.4
Securities	0.9	0.6	1.6	1.2	0.7	0.8	0.9	0.8	0.9	0.3
Other long-term equity investments	4.3	4.5	0.3	0.3	0.7	0.9	3.1	3.6	6.7	6.7
Capital										
Equity	25.0	26.4	16.6	19.7	18.1	18.5	23.4	24.8	28.9	30.7
Liabilities	63.1	61.7	77.1	73.6	70.6	70.3	64.5	63.2	59.1	57.3
Short-term	46.6	45.3	48.2	48.2	46.1	47.7	47.8	46.7	45.2	42.9
of which										
Liabilities to banks	10.5	8.8	10.7	14.9	8.0	8.2	13.1	11.3	8.0	5.6
Trade payables	10.6	11.1	13.0	13.5	11.2	12.0	12.3	12.8	8.2	8.8
Liabilities to affiliated companies	17.8	17.6	9.4	5.4	20.4	20.5	14.7	14.2	21.0	21.4
Long-term	16.5	16.4	28.8	25.4	24.5	22.6	16.7	16.5	13.9	14.4
of which										
Liabilities to banks	9.3	8.1	10.5	10.2	15.3	15.4	10.4	9.3	6.4	4.5
Liabilities to affiliated companies	5.3	6.4	8.8	6.5	8.2	6.2	5.5	6.1	4.2	6.9
Provisions	11.9	11.9	6.3	6.7	10.9	11.0	12.1	12.0	11.9	12.0
of which Provisions for pensions	5.1	5.1	1.0	1.0	3.8	4.0	5.2	5.2	5.4	5.3
Income statement										
Income										
Percentage of gross revenue										
Sales	100.2	100.9	100.4	99.7	99.8	100.3	100.3	100.4	100.1	101.7
Change in finished goods	-0.2	-0.9	-0.4	0.3	0.2	-0.3	-0.3	-0.4	-0.1	-1.7
Interest and similar income	0.3	0.3	0.1	0.1	0.2	0.3	0.2	0.3	0.3	0.2
Other income ²	3.4	3.3	2.6	3.1	6.2	3.6	2.6	3.0	3.7	3.6
of which Income from long-term equity investments	0.2	0.2	0.0	0.0	0.0	0.0	0.2	0.1	0.2	0.2
Total income ²	103.6	103.6	102.7	103.2	106.5	103.8	102.9	103.3	104.0	103.8
Expenses										
Cost of materials	55.7	56.0	45.7	46.0	51.1	51.6	55.7	56.1	57.1	57.1
Personnel expenses	23.7	23.4	28.3	27.8	26.7	26.3	23.9	23.9	22.7	22.0
Depreciation	3.4	3.1	2.1	1.8	3.5	4.2	3.4	3.1	3.4	2.7
of which Depreciation of tangible fixed assets	3.1	2.7	2.0	1.7	3.2	3.1	3.0	2.9	3.3	2.4
Interest and similar expenses	1.5	1.5	1.6	1.6	1.8	1.9	1.4	1.5	1.4	1.3
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.1	0.1
Other expenses ³	14.9	15.4	18.9	19.4	19.0	17.0	14.1	14.7	15.0	15.8
Total expenses before taxes on income ³	99.3	99.4	96.7	96.8	102.1	101.0	98.5	99.3	99.8	99.0
Annual result before taxes on income	4.3	4.2	6.0	6.4	4.4	2.8	4.3	4.0	4.2	4.9
Taxes on income	0.8	0.8	0.6	1.0	1.0	0.8	0.9	0.8	0.8	0.8
Annual result	3.5	3.4	5.4	5.4	3.4	2.0	3.5	3.2	3.4	4.0
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.3	4.2	6.0	6.4	4.4	2.8	4.3	4.0	4.2	4.8
Annual result and depreciation	6.9	6.4	7.4	7.2	6.9	6.1	6.9	6.3	6.9	6.6
Trade receivables	8.8	8.8	13.7	13.6	9.0	9.4	9.3	9.5	7.8	7.6
Percentage of the balance sheet total										
Sales	176.2	174.4	191.9	185.2	161.8	162.1	188.2	182.0	165.3	167.9
Annual result and interest paid	8.7	8.4	13.4	13.0	8.5	6.3	9.3	8.4	8.0	8.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.6	16.6	19.5	18.5	15.2	13.7	18.2	16.7	17.4	17.3
Percentage of fixed assets										
Long-term equity and liabilities	150.0	154.6	218.4	205.4	120.8	124.6	138.1	143.9	179.2	181.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	75.3	80.2	83.8	83.2	72.9	76.1	66.4	70.7	87.4	94.5
Cash resources, short-term receivables and inventories	146.0	150.6	159.8	158.2	129.9	130.4	138.1	142.9	160.7	167.3
Percentage of cost of materials										
Trade payables	10.8	11.5	14.9	15.9	13.5	14.5	11.8	12.5	8.7	9.3
Memo item										
Balance sheet total in € billion	2.18	2.17	0.01	0.01	0.24	0.23	1.06	1.08	0.87	0.85
Sales in € billion	3.83	3.78	0.02	0.02	0.38	0.38	2.00	1.97	1.43	1.42
Number of enterprises	199	199	24	24	74	74	86	86	15	15

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

5 Manufacture of textiles (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	8.8	8.4	5.5	4.1	12.2	10.1	11.0	10.3	7.6	7.8
	50	25.0	22.0	18.0	14.6	27.6	24.4	24.3	22.0	13.5	12.1
	75	36.8	36.0	41.6	45.1	37.8	36.8	37.9	34.3	31.6	31.2
Inventories	25	17.8	18.5	10.6	9.9	16.9	18.5	19.5	20.0	29.6	28.6
	50	33.7	31.4	34.3	30.9	31.0	28.8	34.9	33.8	40.1	35.5
	75	46.1	46.1	59.7	54.5	45.2	44.0	48.9	47.7	44.0	45.1
Equity	25	9.6	9.0	- 13.9	- 41.4	8.0	7.8	12.3	12.2	12.6	9.6
	50	18.6	18.7	13.2	14.6	15.5	16.0	20.6	21.8	24.0	28.8
	75	30.5	32.9	33.6	50.9	25.0	28.6	30.6	32.9	31.1	35.6
Short-term liabilities	25	29.5	29.2	23.9	24.7	24.1	29.2	33.4	30.8	20.1	22.6
	50	48.9	47.6	55.5	40.5	45.8	49.7	50.0	48.8	46.7	41.7
	75	62.4	65.5	66.9	66.4	63.5	69.7	60.7	61.6	59.0	63.4
Liabilities to banks	25	1.0	0.7	0.0	0.0	0.0	0.0	4.9	1.9	6.9	4.5
	50	18.7	16.2	12.7	24.5	16.8	15.7	22.9	15.8	14.2	16.2
	75	36.0	35.2	39.3	51.1	38.5	36.3	35.7	34.4	34.2	20.2
		Percentage of gross revenue									
Cost of materials	25	42.9	42.9	33.5	34.9	41.6	38.6	44.3	46.8	41.1	40.9
	50	52.6	54.6	47.8	49.7	53.2	54.2	54.4	56.0	57.2	56.5
	75	63.8	64.5	53.7	55.4	62.5	63.7	65.8	66.2	75.1	77.9
Personnel expenses	25	17.1	17.2	12.7	10.2	17.5	17.2	18.5	17.7	9.3	9.0
	50	23.7	23.5	22.0	20.1	24.0	24.7	23.3	22.7	25.3	23.5
	75	31.9	31.4	36.4	36.9	33.5	33.5	30.3	30.3	30.0	31.9
Depreciation	25	1.3	1.2	0.7	0.8	1.5	1.4	1.4	1.1	0.7	2.1
	50	2.8	2.6	2.1	1.7	2.7	3.0	2.9	2.8	2.9	2.6
	75	4.5	4.3	4.8	2.4	4.7	4.6	4.5	4.1	4.0	4.0
Annual result	25	0.8	0.6	1.3	2.6	0.5	0.4	1.0	0.2	0.7	2.3
	50	2.7	2.8	6.6	6.4	2.4	2.3	2.4	2.3	2.6	3.7
	75	6.1	6.1	15.0	17.0	5.5	5.1	5.5	6.0	4.7	4.8
		Percentage of sales									
Annual result before taxes on income	25	1.1	0.9	1.3	2.6	0.8	0.8	1.3	0.6	0.9	2.8
	50	3.3	3.5	7.1	7.5	3.0	2.7	3.1	2.8	3.1	4.3
	75	7.2	7.6	16.3	17.0	6.9	6.4	6.5	7.7	5.4	5.6
Annual result and depreciation	25	3.8	3.1	3.6	3.2	3.6	3.3	3.8	2.9	3.9	4.4
	50	6.7	6.6	8.9	8.9	6.4	6.5	6.7	5.9	5.5	6.4
	75	11.4	11.2	22.2	20.8	10.8	10.9	11.3	10.3	12.8	11.2
Trade receivables	25	5.0	5.4	2.2	1.5	5.7	5.6	4.9	5.9	2.8	2.7
	50	7.9	8.4	7.2	7.4	8.0	8.5	8.4	9.5	5.6	5.4
	75	11.3	11.8	15.6	10.7	10.9	11.6	12.3	12.2	8.6	9.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.1	4.0	4.0	7.8	3.2	2.3	4.4	4.0	4.7	6.2
	50	8.6	8.2	21.1	15.5	7.9	7.2	8.0	6.8	7.7	9.4
	75	16.8	15.5	37.0	38.4	15.9	11.5	15.3	13.3	13.2	14.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.9	8.4	8.7	8.1	5.3	6.3	10.2	8.5	9.6	11.8
	50	16.7	16.8	18.4	18.3	16.2	16.4	18.3	17.9	16.1	19.0
	75	36.3	30.4	49.6	47.9	30.8	28.5	34.4	30.7	36.5	30.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	97.2	92.4	58.6	78.0	98.9	94.7	98.2	92.6	90.2	92.1
	50	153.5	157.0	151.9	132.1	159.9	164.0	149.8	153.6	184.9	162.3
	75	273.0	309.4	941.5	761.8	267.4	307.4	226.6	256.4	449.3	334.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	43.6	46.0	44.3	38.3	41.0	46.0	47.1	47.4	53.6	45.8
	50	70.0	71.3	71.8	81.9	70.1	76.0	67.2	66.5	74.4	72.1
	75	122.1	131.0	123.4	144.3	126.8	131.0	103.4	123.2	131.8	104.9
		Percentage of cost of materials									
Trade payables	25	5.0	4.7	3.8	2.7	4.5	4.4	5.8	5.9	4.1	3.8
	50	9.0	9.1	11.7	7.2	9.2	9.6	9.6	9.4	5.7	6.8
	75	18.4	19.5	26.2	27.6	19.2	21.4	17.7	19.2	12.6	14.7

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

6 Manufacture of textile products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	2.0	2.5	0.5	0.4	0.5	0.6	1.0	1.5	2.8	3.4
of which Goodwill	0.6	0.8	0.2	0.2	0.1	0.1	0.1	0.1	1.0	1.3
Tangible fixed assets	9.7	9.7	20.9	21.7	14.2	14.1	11.0	10.9	8.3	8.3
of which Land and buildings	6.1	6.1	16.8	16.0	9.3	9.1	6.8	6.8	5.2	5.1
Inventories	31.6	32.9	33.3	34.9	38.7	39.9	38.3	39.9	26.7	27.6
of which Finished goods and merchandise	18.8	20.0	24.6	24.6	24.6	24.3	22.3	24.2	15.9	16.8
Cash	10.0	8.9	5.6	4.3	15.0	14.0	10.0	9.5	9.3	7.8
Receivables	38.2	35.8	36.6	35.4	28.2	27.9	34.8	33.5	41.5	38.4
Short-term	34.2	33.1	33.5	32.4	26.8	27.2	32.8	32.3	36.1	34.5
of which										
Trade receivables	17.9	16.8	15.4	16.9	19.2	18.7	19.6	19.3	16.7	15.0
Receivables from affiliated companies	12.2	12.3	11.6	11.0	3.1	4.2	8.4	8.9	15.7	15.5
Long-term	3.9	2.7	3.1	3.0	1.4	0.7	1.9	1.2	5.4	4.0
of which Loans to affiliated companies	3.0	2.1	0.0	0.0	0.6	0.2	0.9	0.2	4.6	3.5
Securities	1.2	2.0	1.7	1.8	0.4	0.4	1.4	1.7	1.2	2.4
Other long-term equity investments	7.0	7.8	0.9	0.8	2.5	2.6	3.1	2.6	9.9	11.8
Capital										
Equity	32.3	34.0	18.6	18.0	27.6	28.9	33.8	34.3	32.1	34.8
Liabilities	56.1	54.7	61.7	64.1	62.4	61.4	54.0	54.0	56.4	54.1
Short-term	42.7	41.9	35.5	44.2	48.3	48.9	45.1	47.3	40.5	37.5
of which										
Liabilities to banks	10.5	10.1	10.5	9.9	15.0	16.4	9.1	9.8	10.7	9.5
Trade payables	10.4	10.3	11.6	16.3	13.4	13.2	11.5	11.5	9.3	9.2
Liabilities to affiliated companies	16.7	16.7	5.2	8.4	11.0	12.0	18.5	21.1	16.6	14.8
Long-term	13.4	12.8	26.2	19.9	14.1	12.4	8.9	6.6	15.9	16.6
of which										
Liabilities to banks	10.2	3.4	14.2	11.4	6.8	5.5	5.4	3.7	13.4	2.8
Liabilities to affiliated companies	2.3	2.7	7.4	4.3	6.7	5.9	2.7	2.4	1.4	2.5
Provisions	11.5	11.2	19.6	17.8	10.0	9.8	12.0	11.6	11.4	11.1
of which Provisions for pensions	4.0	3.8	11.4	11.3	4.7	4.7	4.8	4.7	3.4	3.0
Income statement										
Percentage of gross revenue										
Income										
Sales	99.4	99.8	99.4	99.6	100.1	99.7	98.7	99.4	99.7	100.1
Change in finished goods	0.6	0.2	0.6	0.4	-0.1	0.3	1.3	0.6	0.3	-0.1
Interest and similar income	0.4	0.5	0.4	0.4	0.3	0.2	0.4	0.4	0.5	0.6
Other income ²	3.5	3.7	3.4	3.2	2.0	1.7	2.7	2.5	4.2	4.7
of which Income from long-term equity investments	0.2	0.4	0.0	0.0	0.0	0.0	0.5	0.2	0.1	0.6
Total income ²	104.0	104.1	103.7	103.6	102.2	101.9	103.1	102.9	104.7	105.3
Expenses										
Cost of materials	63.0	62.5	54.2	54.7	62.2	62.7	63.3	63.2	63.0	62.0
Personnel expenses	15.4	15.1	23.0	23.9	19.4	18.9	16.8	16.3	14.0	13.8
Depreciation	1.7	1.6	1.7	1.9	1.8	1.6	1.5	1.3	1.7	1.7
of which Depreciation of tangible fixed assets	1.3	1.0	1.5	1.7	1.4	1.3	1.2	1.1	1.3	0.9
Interest and similar expenses	1.1	1.3	1.6	1.5	1.3	1.3	1.0	1.1	1.2	1.5
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.0	0.2	0.0
Other expenses ³	17.7	18.5	17.9	18.5	15.1	14.8	15.8	16.3	19.2	20.4
Total expenses before taxes on income ³	99.0	99.0	98.5	100.6	99.8	99.4	98.4	98.3	99.2	99.5
Annual result before taxes on income	5.0	5.1	5.2	2.9	2.4	2.6	4.7	4.6	5.5	5.8
Taxes on income	1.1	1.2	1.0	0.7	1.0	1.0	1.1	1.2	1.1	1.3
Annual result	3.9	3.9	4.2	2.2	1.4	1.5	3.6	3.4	4.4	4.5
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.1	5.2	2.9	2.4	2.6	4.7	4.6	5.5	5.8
Annual result and depreciation	5.6	5.5	6.0	4.2	3.2	3.1	5.2	4.7	6.1	6.2
Trade receivables	8.8	8.2	9.4	10.5	9.7	9.3	9.3	9.3	8.3	7.3
Percentage of the balance sheet total										
Sales	203.8	205.4	163.6	161.9	198.8	200.6	209.9	208.3	201.2	204.6
Annual result and interest paid	10.2	10.7	9.6	6.1	5.3	5.7	9.7	9.3	11.2	12.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.7	19.6	12.9	8.7	11.0	10.9	19.4	17.5	21.1	22.3
Percentage of fixed assets										
Long-term equity and liabilities	217.8	220.4	231.2	196.3	251.2	256.8	269.2	269.1	194.5	198.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	105.9	104.3	114.5	87.2	87.3	84.9	96.7	90.3	114.8	118.9
Cash resources, short-term receivables and inventories	179.9	182.8	208.1	166.0	167.5	166.5	181.5	174.5	180.7	192.5
Percentage of cost of materials										
Trade payables	8.0	8.0	13.0	18.4	10.8	10.5	8.5	8.7	7.3	7.2
Memo item										
Balance sheet total in € billion	3.43	3.37	0.02	0.02	0.27	0.27	1.16	1.18	1.99	1.90
Sales in € billion	7.00	6.92	0.03	0.03	0.54	0.54	2.43	2.46	4.01	3.89
Number of enterprises	262	262	28	28	100	100	97	97	37	37

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

6 Manufacture of textile products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	2.3	2.2	1.0	1.5	2.8	2.8	2.0	1.9	2.1	2.3
	50	7.0	7.0	5.5	5.9	10.2	9.1	5.4	5.7	6.4	6.1
	75	18.2	17.8	17.4	24.3	19.9	20.0	17.2	15.9	14.4	12.9
Inventories	25	23.1	23.9	12.2	11.8	28.0	27.1	25.5	26.7	19.2	20.4
	50	36.9	37.2	29.0	32.1	41.7	41.1	37.7	39.3	28.7	29.6
	75	51.9	52.3	53.4	59.9	52.3	53.0	55.7	55.1	39.2	36.8
Equity	25	9.3	9.8	2.7	- 1.9	8.2	8.6	12.9	12.1	10.3	13.0
	50	25.7	26.5	19.8	17.9	25.0	25.5	26.0	27.9	27.8	28.0
	75	44.3	48.5	38.9	38.1	45.9	48.1	43.4	45.7	50.0	56.2
Short-term liabilities	25	26.4	26.2	17.3	22.5	30.3	30.0	27.6	30.3	20.9	19.3
	50	44.6	45.7	41.6	45.1	46.3	46.0	44.4	46.5	47.8	44.1
	75	65.2	66.0	59.6	62.8	66.6	65.4	65.5	67.4	68.3	63.6
Liabilities to banks	25	0.0	0.0	0.0	0.6	0.0	0.2	0.0	0.0	0.0	0.0
	50	12.3	12.0	21.3	18.0	19.7	15.6	5.7	3.5	8.0	0.5
	75	33.4	31.3	40.6	32.3	39.9	39.4	23.9	23.1	29.0	16.8
		Percentage of gross revenue									
Cost of materials	25	52.3	52.2	36.0	33.5	49.1	50.6	53.2	54.4	56.4	55.5
	50	60.7	61.4	58.0	60.1	61.7	62.4	61.8	62.1	60.5	59.9
	75	71.5	71.8	66.1	67.7	71.5	71.9	73.2	74.1	66.7	65.8
Personnel expenses	25	11.4	11.1	11.9	14.1	12.6	13.0	10.7	10.4	10.1	10.2
	50	16.6	16.6	18.9	18.8	18.5	18.6	16.0	15.4	13.7	13.9
	75	23.1	22.5	34.8	35.9	26.0	25.6	22.5	21.7	18.7	18.3
Depreciation	25	0.6	0.6	0.4	0.7	0.7	0.7	0.6	0.5	0.5	0.6
	50	1.3	1.1	1.7	1.3	1.3	1.1	1.2	1.0	1.3	1.1
	75	2.2	2.1	2.3	2.4	2.3	2.0	2.2	2.1	2.0	1.7
Annual result	25	0.5	0.3	- 0.4	- 2.6	0.2	0.3	0.6	0.2	1.3	0.3
	50	2.1	2.1	3.8	1.9	1.7	1.6	2.2	2.5	4.1	4.3
	75	4.8	4.9	7.2	8.6	3.4	3.3	5.1	5.6	6.5	7.0
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.4	- 0.4	- 2.6	0.4	0.5	1.2	0.4	2.1	0.5
	50	2.8	3.1	5.1	2.4	2.1	2.0	3.2	3.7	4.7	6.4
	75	7.0	6.5	9.4	10.2	4.9	4.6	7.1	7.0	8.9	9.8
Annual result and depreciation	25	2.1	1.5	1.8	- 1.2	1.8	1.7	2.1	1.8	2.7	0.8
	50	4.9	4.6	5.8	4.4	3.7	4.2	5.1	5.3	6.3	6.6
	75	8.4	8.3	12.4	11.7	7.0	6.2	8.6	8.8	10.9	12.5
Trade receivables	25	5.1	5.1	4.9	4.2	5.1	4.6	6.1	5.8	4.6	4.7
	50	8.6	8.4	7.1	7.2	8.7	8.4	9.3	8.9	7.5	6.9
	75	12.5	12.7	11.6	12.2	13.5	13.2	12.6	13.5	11.1	10.0
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.4	2.3	1.0	- 1.3	3.0	2.4	3.6	2.5	4.1	2.0
	50	7.7	7.5	10.4	4.9	7.1	6.4	7.4	9.3	9.3	9.5
	75	13.3	12.8	15.1	12.2	11.1	10.9	14.3	13.6	19.5	26.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.4	2.4	1.2	- 2.6	5.1	2.9	5.5	3.4	9.5	- 1.1
	50	15.2	13.4	10.6	12.1	12.6	11.5	15.5	14.5	23.8	20.8
	75	37.6	34.9	38.9	33.6	27.8	26.1	37.6	34.2	55.7	61.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	160.3	153.0	98.4	120.5	166.7	153.0	182.6	160.4	133.2	147.5
	50	319.0	319.9	300.0	293.6	320.3	328.0	339.3	331.3	306.3	286.4
	75	854.3	833.6	836.0	1 105.3	872.4	678.2	779.9	980.6	1 036.5	637.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	57.8	53.8	55.9	42.8	49.5	52.0	58.9	54.6	65.7	71.2
	50	88.5	90.2	77.8	102.6	85.1	88.7	88.2	79.2	115.3	121.5
	75	181.6	184.6	268.7	184.1	151.4	148.5	190.9	187.3	212.7	255.7
		Percentage of cost of materials									
Trade payables	25	4.8	4.7	4.4	7.4	5.6	4.7	4.2	4.8	4.3	4.3
	50	8.1	7.6	13.9	12.8	9.3	7.7	6.9	6.6	6.8	6.0
	75	13.9	13.7	31.0	47.8	15.0	14.5	12.5	11.3	9.7	8.3

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture)

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.0	0.9	0.6	0.3	0.5	0.4	0.5	0.6	1.4	1.3
of which Goodwill	0.1	0.1	0.5	0.1	0.3	0.2	0.1	0.1	0.1	0.1
Tangible fixed assets	37.6	36.8	31.7	32.6	26.8	26.6	34.1	34.1	41.9	40.4
of which Land and buildings	15.5	15.8	18.2	18.9	13.8	13.6	14.4	15.8	16.4	16.1
Inventories	22.4	22.7	29.8	29.6	31.6	32.3	25.8	25.9	18.5	18.8
of which Finished goods and merchandise	8.9	9.0	12.9	13.2	14.5	14.3	9.4	9.7	7.4	7.4
Cash	6.0	5.6	7.1	7.3	8.6	9.8	7.3	6.7	4.8	4.0
Receivables	27.8	28.6	29.8	29.1	29.7	28.0	26.7	26.4	27.9	29.9
Short-term	26.7	26.4	27.9	27.5	28.1	26.6	25.8	25.6	26.8	26.7
of which										
Trade receivables	13.6	13.4	16.7	16.6	17.2	16.9	14.7	15.2	12.3	11.7
Receivables from affiliated companies	9.5	9.3	6.5	6.8	7.7	6.6	7.7	7.1	10.9	11.1
Long-term	1.1	2.2	1.8	1.5	1.6	1.4	1.0	0.7	1.1	3.2
of which Loans to affiliated companies	0.7	1.8	0.5	0.3	0.7	0.5	0.4	0.2	0.9	3.0
Securities	1.3	1.6	0.0	0.1	0.9	1.1	1.8	1.9	1.1	1.7
Other long-term equity investments	3.6	3.4	0.1	0.1	1.2	1.1	3.5	3.9	4.2	3.8
Capital										
Equity	28.8	29.9	16.8	17.3	22.0	23.0	28.4	30.5	30.8	31.3
Liabilities	59.5	57.9	75.9	75.2	67.0	66.1	61.1	59.4	56.6	54.8
Short-term	38.2	38.1	45.8	47.6	40.4	42.7	42.6	39.9	35.1	35.9
of which										
Liabilities to banks	9.1	9.4	11.9	12.8	11.1	12.4	13.1	11.5	6.4	7.6
Trade payables	9.7	10.2	13.2	14.1	11.9	11.7	10.7	11.0	8.5	9.3
Liabilities to affiliated companies	10.5	10.1	2.8	2.9	5.8	5.6	8.1	8.1	13.1	12.3
Long-term	21.3	19.8	30.1	27.7	26.6	23.4	18.5	19.6	21.5	18.9
of which										
Liabilities to banks	15.2	13.8	23.7	22.1	19.2	16.7	12.8	13.7	15.5	13.0
Liabilities to affiliated companies	5.0	4.5	4.6	4.3	5.2	4.8	4.2	4.0	5.5	4.6
Provisions	11.6	12.2	7.2	7.4	10.9	10.7	10.5	10.0	12.5	13.8
of which Provisions for pensions	3.2	3.2	3.2	3.1	3.5	3.5	2.8	2.7	3.3	3.4
Income statement										
Percentage of gross revenue										
Income										
Sales	99.5	99.7	99.5	99.8	99.8	98.8	99.7	99.9	99.4	99.8
Change in finished goods	0.5	0.3	0.5	0.2	0.2	1.2	0.3	0.1	0.6	0.2
Interest and similar income	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.4
Other income ²	3.8	3.3	3.2	2.5	2.5	2.6	2.8	2.6	4.8	3.9
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.0	0.0	0.1	0.2	0.2	0.1
Total income ²	104.2	103.6	103.4	102.7	102.8	102.9	103.1	102.9	105.2	104.3
Expenses										
Cost of materials	59.5	59.8	47.5	47.2	53.9	55.0	58.6	59.4	61.6	61.6
Personnel expenses	19.1	18.5	30.0	29.5	25.1	24.3	20.5	19.7	16.6	16.1
Depreciation	3.9	3.7	3.3	3.1	3.0	2.9	3.4	3.1	4.4	4.2
of which Depreciation of tangible fixed assets	3.6	3.4	2.9	2.8	2.6	2.4	3.1	2.9	4.2	3.9
Interest and similar expenses	1.3	1.2	1.8	1.7	1.4	1.3	1.3	1.2	1.4	1.2
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	16.8	17.3	17.0	17.7	16.2	16.5	15.9	16.4	17.5	18.0
Total expenses before taxes on income ³	100.7	100.6	99.8	99.3	99.7	100.1	99.7	99.8	101.6	101.2
Annual result before taxes on income	3.4	3.0	3.6	3.4	3.1	2.8	3.3	3.1	3.5	3.1
Taxes on income	0.9	0.9	0.6	0.6	0.9	0.9	0.9	0.9	0.9	1.0
Annual result	2.5	2.1	3.0	2.8	2.2	1.9	2.5	2.2	2.7	2.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.4	3.0	3.6	3.4	3.1	2.8	3.3	3.1	3.6	3.1
Annual result and depreciation	6.5	5.8	6.3	5.9	5.2	4.8	5.8	5.2	7.2	6.3
Trade receivables	7.6	7.5	9.7	9.5	9.0	9.3	7.7	7.7	7.1	6.8
Percentage of the balance sheet total										
Sales	180.5	179.9	172.8	174.9	189.9	180.6	191.8	196.9	172.6	170.7
Annual result and interest paid	7.1	6.0	8.3	7.9	6.8	6.0	7.2	6.6	7.0	5.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.9	16.1	14.4	13.7	14.1	13.0	17.4	16.5	19.2	16.7
Percentage of fixed assets										
Long-term equity and liabilities	124.4	123.8	148.6	141.8	178.0	175.1	130.4	136.1	114.6	111.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	88.7	87.8	76.5	73.3	92.8	87.3	81.4	85.6	93.3	89.9
Cash resources, short-term receivables and inventories	147.5	147.4	141.6	135.6	171.0	162.9	142.0	150.5	146.0	142.2
Percentage of cost of materials										
Trade payables	8.9	9.4	16.0	17.1	11.6	11.7	9.5	9.4	7.9	8.8
Memo item										
Balance sheet total in € billion	5.22	5.32	0.09	0.09	0.58	0.61	1.63	1.63	2.92	2.99
Sales in € billion	9.42	9.58	0.15	0.16	1.10	1.11	3.13	3.20	5.04	5.11
Number of enterprises	574	574	168	168	226	226	137	137	43	43

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture) (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	9.9	9.1	9.0	7.1	9.5	8.8	13.8	11.4	16.9	13.9
	50	22.2	21.5	21.2	21.2	19.1	18.1	26.4	24.9	32.6	34.7
	75	43.2	42.5	51.4	51.5	35.5	38.9	44.6	41.2	47.6	42.5
Inventories	25	14.7	14.5	9.5	9.9	17.3	19.1	15.8	15.9	12.9	13.3
	50	25.6	26.1	22.9	22.4	28.1	29.5	25.3	25.7	22.6	23.6
	75	40.7	42.4	40.8	42.1	43.8	46.0	37.5	39.4	31.7	32.3
Equity	25	5.4	6.0	- 7.6	- 7.1	6.0	6.0	8.6	10.3	10.0	12.9
	50	17.8	18.6	12.7	14.3	16.4	18.3	20.3	24.2	28.0	26.6
	75	34.8	35.9	32.9	33.3	32.7	36.1	34.8	36.8	42.6	44.3
Short-term liabilities	25	25.9	25.7	22.4	26.0	25.9	24.9	29.1	28.8	25.1	25.0
	50	42.7	42.4	42.2	45.8	40.9	39.9	47.0	42.2	36.7	36.7
	75	62.3	62.7	68.3	71.4	56.5	61.1	63.4	62.4	50.9	58.3
Liabilities to banks	25	3.5	3.2	4.9	5.6	4.8	4.9	1.4	0.7	0.0	0.0
	50	26.9	25.5	31.7	31.7	27.1	26.1	23.5	22.0	15.1	16.5
	75	46.8	44.9	56.2	56.3	44.9	44.3	45.6	41.9	34.5	31.2
		Percentage of gross revenue									
Cost of materials	25	43.7	44.3	36.7	36.7	46.0	45.8	49.7	51.2	51.4	54.4
	50	53.4	54.3	45.2	45.1	54.0	54.7	59.1	60.2	62.0	62.8
	75	63.1	63.0	55.0	55.0	61.9	62.2	66.6	67.8	71.5	70.4
Personnel expenses	25	15.7	15.6	22.2	21.3	17.7	16.4	12.5	11.8	11.5	10.4
	50	24.2	23.9	28.1	27.8	24.7	24.5	19.6	18.5	14.8	14.7
	75	31.7	31.8	38.7	38.1	30.9	30.8	29.3	27.5	23.3	22.6
Depreciation	25	1.2	1.2	1.2	1.1	1.1	1.0	1.5	1.5	1.6	1.5
	50	2.4	2.3	2.6	2.5	2.3	2.1	2.5	2.3	3.6	3.4
	75	4.4	4.2	5.0	5.1	4.0	3.8	4.2	3.5	5.0	5.2
Annual result	25	0.3	0.3	- 0.1	0.1	0.3	0.3	0.5	0.4	0.5	0.3
	50	1.7	1.5	2.0	1.9	1.4	1.3	1.6	1.6	2.7	2.6
	75	4.2	4.1	5.6	6.4	3.6	3.6	4.2	3.7	4.2	4.4
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.4	0.1	0.2	0.5	0.5	0.6	0.5	0.8	0.4
	50	2.0	2.2	2.3	2.7	1.9	1.9	2.0	2.0	3.3	3.4
	75	5.5	5.6	6.1	7.4	4.9	4.7	5.4	5.4	5.3	5.6
Annual result and depreciation	25	2.6	2.3	1.8	1.8	2.6	2.3	2.8	2.6	3.1	3.5
	50	5.4	5.3	5.2	5.7	4.7	4.9	5.7	5.4	6.7	5.5
	75	9.9	9.6	12.0	12.0	9.0	9.0	9.2	8.4	11.2	9.9
Trade receivables	25	4.9	5.0	4.5	4.6	5.3	5.6	4.4	4.9	4.0	3.3
	50	7.7	7.6	8.2	8.2	7.9	7.8	7.5	7.4	6.2	6.1
	75	11.2	11.3	12.2	13.7	11.2	11.3	10.4	10.7	9.3	9.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.2	3.0	1.8	3.3	3.9	2.6	3.2	3.0	3.9	2.8
	50	6.5	6.4	6.7	7.3	6.2	5.9	6.9	7.2	6.4	6.3
	75	11.8	12.6	13.6	14.6	10.5	11.0	12.8	11.7	11.7	13.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.7	5.2	3.6	3.2	6.0	5.1	7.2	7.4	12.6	11.1
	50	14.1	14.0	13.4	11.8	12.9	13.0	16.9	16.5	18.8	17.6
	75	31.0	28.9	31.0	28.2	26.5	26.2	35.9	34.4	36.8	36.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	100.2	95.8	85.2	80.4	122.6	110.2	88.0	91.9	94.4	86.1
	50	164.1	152.9	154.7	139.3	201.8	185.0	136.4	138.6	115.9	109.2
	75	323.8	324.1	345.7	347.7	357.5	357.8	262.9	284.9	204.2	173.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	47.1	45.2	39.6	34.3	49.7	50.3	45.9	47.3	56.6	56.0
	50	82.1	80.1	74.5	77.3	90.4	82.7	74.7	76.4	89.6	80.3
	75	146.3	148.2	161.7	162.3	146.2	152.9	133.2	137.5	153.6	127.3
		Percentage of cost of materials									
Trade payables	25	5.3	5.2	6.0	5.4	5.5	5.2	4.4	4.5	6.0	5.9
	50	9.5	9.0	13.1	13.2	10.5	9.0	8.2	7.7	7.4	8.5
	75	16.9	17.3	24.3	25.1	16.7	16.8	13.0	13.2	10.1	11.2

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture) (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.3	0.3	0.3	0.4	0.4	0.3	0.5	0.5	0.2	0.3
of which Goodwill	0.0	0.0	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0
Tangible fixed assets	36.3	34.5	25.3	26.3	20.3	20.1	33.7	32.2	40.8	38.5
of which Land and buildings	13.2	13.7	11.9	12.3	8.5	8.2	10.5	12.9	15.4	15.2
Inventories	22.0	22.5	30.3	29.4	33.6	34.3	24.1	24.2	18.7	19.3
of which Finished goods and merchandise	8.6	8.7	14.9	15.6	14.9	15.4	7.3	7.5	8.0	7.9
Cash	6.9	6.3	8.2	7.5	11.1	12.0	7.4	7.5	5.9	4.6
Receivables	28.1	30.1	34.8	35.2	30.9	29.9	28.4	28.3	27.3	30.9
Short-term	26.6	28.2	32.4	33.1	28.7	27.5	27.4	27.4	25.7	28.6
of which										
Trade receivables	13.8	14.7	19.2	20.9	17.9	17.2	13.7	14.1	13.0	14.3
Receivables from affiliated companies	10.0	10.8	5.7	5.9	7.3	6.8	10.2	10.2	10.4	11.9
Long-term	1.5	1.9	2.4	2.1	2.2	2.4	1.0	0.9	1.6	2.3
of which Loans to affiliated companies	1.1	1.3	0.0	0.0	0.5	0.7	0.6	0.2	1.5	2.0
Securities	1.2	1.7	0.1	0.1	1.6	1.4	0.8	0.8	1.3	2.2
Other long-term equity investments	4.9	4.3	0.1	0.1	1.2	1.1	4.8	6.1	5.8	4.1
Capital										
Equity	35.3	36.6	15.6	17.0	27.6	28.8	34.3	37.9	37.7	37.9
Liabilities	51.6	50.3	74.1	72.8	59.7	59.1	53.2	50.5	48.7	48.0
Short-term	34.9	34.8	46.4	47.7	39.6	41.2	39.5	34.9	31.3	33.2
of which										
Liabilities to banks	8.4	7.5	9.2	10.6	8.3	9.1	12.8	10.0	6.0	5.8
Trade payables	9.7	10.3	15.0	16.4	13.3	12.3	10.3	10.6	8.6	9.7
Liabilities to affiliated companies	8.9	9.4	3.6	3.6	5.6	5.4	6.4	5.5	10.8	12.1
Long-term	16.7	15.6	27.7	25.1	20.1	17.9	13.7	15.6	17.4	14.8
of which										
Liabilities to banks	12.9	12.1	18.1	16.6	14.0	12.7	10.7	12.4	13.7	11.7
Liabilities to affiliated companies	2.9	2.6	7.0	6.5	3.7	3.7	1.8	1.6	3.2	2.8
Provisions	13.1	13.1	10.2	10.1	12.6	11.9	12.5	11.6	13.5	14.1
of which Provisions for pensions	3.9	3.8	5.5	5.4	5.9	5.9	4.1	4.0	3.4	3.2
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.7	99.1	99.9	100.0	98.9	99.4	99.6	99.8	99.8
Change in finished goods	0.3	0.3	0.9	0.1	0.0	1.1	0.6	0.4	0.2	0.2
Interest and similar income	0.3	0.4	0.3	0.2	0.3	0.3	0.4	0.4	0.3	0.4
Other income ²	3.2	3.5	3.1	2.0	2.0	1.9	3.4	2.9	3.4	4.1
of which Income from long-term equity investments	0.2	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.3	0.1
Total income ²	103.6	103.8	103.4	102.2	102.3	102.2	103.8	103.2	103.7	104.5
Expenses										
Cost of materials	60.7	61.0	45.1	44.7	54.2	55.1	59.1	59.3	63.3	63.5
Personnel expenses	18.0	17.4	33.5	32.9	24.9	24.4	21.2	20.2	14.5	13.9
Depreciation	3.8	3.5	2.8	2.5	2.3	2.1	3.8	3.3	4.2	4.0
of which Depreciation of tangible fixed assets	3.5	3.3	2.4	2.2	2.0	1.9	3.5	3.1	3.9	3.7
Interest and similar expenses	1.1	1.1	1.4	1.4	1.0	1.0	1.2	1.1	1.1	1.0
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	16.6	17.4	19.1	19.7	16.6	16.6	15.9	16.3	16.8	18.2
Total expenses before taxes on income ³	100.2	100.5	101.9	101.3	99.2	99.2	101.2	100.3	99.9	100.7
Annual result before taxes on income	3.3	3.4	1.5	1.0	3.1	3.0	2.6	2.9	3.8	3.8
Taxes on income	1.1	1.1	0.5	0.5	1.1	1.1	1.0	1.1	1.1	1.2
Annual result	2.3	2.2	0.9	0.5	2.0	1.9	1.6	1.8	2.7	2.6
Other ratios	Percentage of sales									
Annual result before taxes on income	3.3	3.4	1.5	1.0	3.1	3.0	2.6	2.9	3.8	3.8
Annual result and depreciation	6.1	5.8	3.7	3.0	4.3	4.0	5.4	5.1	6.9	6.6
Trade receivables	7.6	8.1	9.8	10.5	8.4	8.6	7.8	7.7	7.2	8.2
Percentage of the balance sheet total										
Sales	182.3	180.4	196.8	199.6	212.4	201.4	176.8	182.0	179.5	175.4
Annual result and interest paid	6.1	6.0	4.7	3.8	6.5	5.8	4.9	5.3	6.8	6.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.2	18.3	9.6	7.9	15.0	13.7	16.3	16.9	22.0	20.2
Percentage of fixed assets										
Long-term equity and liabilities	131.5	137.0	176.1	167.1	223.2	219.2	134.2	146.5	121.6	124.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.4	103.5	87.6	85.3	104.3	98.5	90.0	101.8	104.9	106.2
Cash resources, short-term receivables and inventories	162.5	168.1	153.0	146.8	189.1	181.8	151.0	171.0	164.5	164.3
Percentage of cost of materials										
Trade payables	8.7	9.4	16.8	18.3	11.5	11.0	9.8	9.8	7.6	8.7
Memo item										
Balance sheet total in € billion	2.95	3.05	0.05	0.05	0.30	0.32	0.88	0.89	1.72	1.80
Sales in € billion	5.38	5.51	0.09	0.10	0.64	0.65	1.56	1.61	3.08	3.15
Number of enterprises	326	326	96	96	137	137	69	69	24	24

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture) (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.8	6.0	2.7	3.7	7.2	7.2	12.9	10.2	4.1	3.4
	50	16.3	15.9	13.0	13.4	14.6	14.1	21.7	20.3	26.6	27.5
	75	33.5	32.9	34.5	32.9	26.0	24.1	38.8	36.4	47.1	38.1
Inventories	25	15.2	15.1	10.3	9.9	17.0	19.1	16.7	15.5	12.6	13.3
	50	26.7	26.6	25.6	23.9	28.6	32.0	25.5	25.6	23.8	23.7
	75	44.6	46.9	44.6	47.0	48.6	51.1	41.3	42.6	31.1	35.4
Equity	25	6.8	7.4	- 6.6	- 2.4	7.9	9.4	13.2	14.8	22.1	23.0
	50	21.2	23.0	12.5	11.3	23.1	21.6	23.9	29.8	38.8	36.6
	75	39.8	43.9	30.9	32.4	40.6	44.4	38.7	46.0	51.2	52.4
Short-term liabilities	25	26.6	25.0	31.6	32.4	26.6	24.8	28.0	22.1	23.4	24.8
	50	42.9	41.1	45.2	46.5	41.7	39.4	44.8	38.8	32.4	35.2
	75	58.5	60.9	68.8	74.4	55.6	58.4	63.1	58.3	44.6	45.0
Liabilities to banks	25	0.0	0.5	0.5	1.3	1.1	1.1	0.0	0.0	0.0	0.0
	50	15.7	19.4	17.2	22.2	16.0	17.3	19.4	24.2	6.7	3.8
	75	38.1	35.9	43.7	41.9	35.7	35.7	44.1	35.9	28.0	24.9
		Percentage of gross revenue									
Cost of materials	25	44.2	45.0	35.6	34.2	46.5	46.3	51.2	54.3	51.4	53.0
	50	53.4	54.5	45.1	45.1	54.9	55.5	59.2	61.0	67.9	67.1
	75	63.1	63.5	53.4	53.4	62.4	62.2	66.5	67.7	73.5	72.1
Personnel expenses	25	17.3	16.4	24.8	24.3	17.9	16.4	13.5	13.4	10.3	9.4
	50	25.1	24.8	30.3	31.3	24.6	24.8	20.1	19.4	13.5	13.4
	75	32.5	32.5	43.3	42.8	30.2	30.7	29.9	28.2	17.2	17.0
Depreciation	25	0.9	0.9	0.5	0.6	1.0	1.0	1.4	1.5	0.4	0.9
	50	2.0	2.0	1.9	1.8	1.9	1.8	2.7	2.3	2.4	2.6
	75	3.8	3.3	3.9	3.6	3.4	2.7	4.3	3.3	5.3	5.6
Annual result	25	0.2	0.1	- 0.8	- 1.0	0.3	0.2	0.5	0.3	0.7	0.4
	50	1.0	1.0	0.4	0.9	1.1	0.9	1.1	1.3	3.3	3.2
	75	3.0	2.9	2.7	2.7	2.6	2.4	3.0	3.0	4.7	4.5
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.2	- 0.8	- 0.9	0.5	0.4	0.5	0.6	1.1	0.6
	50	1.4	1.5	0.6	1.1	1.5	1.3	1.7	2.0	4.6	4.3
	75	4.5	4.2	4.0	3.1	4.0	3.8	4.7	4.9	6.5	7.5
Annual result and depreciation	25	2.1	1.6	0.9	0.8	2.4	1.7	2.8	2.6	3.7	4.4
	50	4.3	3.9	3.5	2.9	4.0	3.3	5.6	5.1	7.8	6.7
	75	7.5	7.6	6.4	6.1	7.0	7.1	8.6	8.1	11.9	11.9
Trade receivables	25	4.9	5.1	4.5	4.8	5.3	5.2	4.1	4.3	4.7	5.4
	50	7.6	8.0	8.2	9.1	7.4	7.7	7.9	7.4	6.1	6.1
	75	11.1	12.0	12.5	15.4	10.8	11.2	11.3	11.1	8.4	10.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.7	2.1	0.7	1.3	3.8	2.2	2.9	2.5	4.6	3.5
	50	5.4	5.0	4.0	4.8	5.7	4.4	5.9	5.4	7.3	7.0
	75	9.4	8.6	8.4	7.5	7.9	7.7	10.7	9.5	17.1	14.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.8	3.7	2.0	1.7	5.5	3.7	7.4	8.4	16.2	12.4
	50	13.5	11.0	8.1	7.0	11.9	10.2	17.9	16.1	32.4	26.6
	75	31.3	27.7	22.3	18.3	27.2	23.9	36.1	35.4	43.5	59.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	110.6	105.5	98.9	83.2	149.6	127.6	93.6	100.0	94.5	101.1
	50	203.4	196.2	212.4	172.9	220.2	227.4	164.4	179.2	139.0	153.6
	75	377.8	396.1	454.4	445.2	411.1	428.6	283.6	348.1	312.8	218.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	49.8	52.3	43.1	38.3	53.3	53.6	52.9	63.4	67.3	66.0
	50	91.7	97.6	77.7	94.9	98.1	102.7	81.2	100.3	124.0	107.9
	75	182.9	181.0	170.5	148.0	186.3	192.4	182.9	196.1	210.4	197.1
		Percentage of cost of materials									
Trade payables	25	5.3	5.3	6.0	6.5	5.5	5.2	4.2	5.0	4.8	5.6
	50	9.2	9.1	14.1	15.9	9.9	8.3	8.6	7.6	7.1	7.2
	75	17.3	18.2	22.0	25.7	17.1	16.3	12.9	14.0	9.1	9.5

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture) (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.9	1.7	1.0	0.3	0.6	0.6	0.6	0.6	3.0	2.7
of which Goodwill	0.2	0.3	0.8	0.1	0.4	0.4	0.2	0.3	0.2	0.2
Tangible fixed assets	39.2	39.8	38.8	40.0	33.8	33.7	34.5	36.4	43.4	43.4
of which Land and buildings	18.6	18.5	25.2	26.7	19.5	19.6	18.9	19.3	17.9	17.4
Inventories	23.0	23.0	29.3	29.9	29.4	30.1	27.9	28.0	18.3	18.0
of which Finished goods and merchandise	9.4	9.4	10.7	10.4	14.0	13.1	12.0	12.4	6.6	6.7
Cash	4.9	4.6	5.8	7.0	5.8	7.3	7.1	5.8	3.3	3.2
Receivables	27.4	26.6	24.1	21.8	28.5	26.0	24.7	24.1	28.9	28.4
Short-term	26.7	23.9	23.0	21.0	27.5	25.6	23.8	23.5	28.4	23.8
of which										
Trade receivables	13.4	11.8	13.9	11.5	16.4	16.4	15.9	16.6	11.2	7.7
Receivables from affiliated companies	8.9	7.2	7.4	7.8	8.1	6.4	4.8	3.4	11.7	9.8
Long-term	0.7	2.7	1.1	0.8	0.9	0.4	0.9	0.6	0.5	4.5
of which Loans to affiliated companies	0.2	2.5	1.0	0.7	0.9	0.3	0.1	0.2	0.1	4.4
Securities	1.4	1.6	0.0	0.0	0.0	0.7	2.9	3.2	0.9	0.9
Other long-term equity investments	1.9	2.3	0.1	0.1	1.3	1.1	1.9	1.3	2.1	3.2
Capital										
Equity	20.4	20.8	18.1	17.6	16.1	16.7	21.4	21.6	20.9	21.4
Liabilities	69.7	68.0	77.9	78.1	74.8	73.7	70.6	70.1	67.7	65.0
Short-term	42.6	42.6	45.2	47.4	41.2	44.3	46.3	45.9	40.5	40.0
of which										
Liabilities to banks	10.1	12.0	14.9	15.4	14.2	16.1	13.5	13.2	6.9	10.1
Trade payables	9.6	10.0	11.2	11.4	10.3	11.1	11.3	11.5	8.3	8.7
Liabilities to affiliated companies	12.6	11.1	1.9	2.0	6.0	5.7	10.0	11.3	16.2	12.7
Long-term	27.2	25.4	32.8	30.8	33.6	29.4	24.2	24.3	27.3	24.9
of which										
Liabilities to banks	18.2	16.1	29.8	28.7	24.8	21.1	15.4	15.2	18.1	15.1
Liabilities to affiliated companies	7.9	7.0	1.9	1.8	6.7	6.1	7.1	7.0	8.8	7.4
Provisions	9.7	11.0	3.9	4.2	9.0	9.5	8.1	8.2	11.0	13.4
of which Provisions for pensions	2.2	2.4	0.7	0.5	1.0	1.0	1.1	1.2	3.2	3.6
Income statement	Percentage of gross revenue									
Income										
Sales	99.3	99.7	100.2	99.6	99.6	98.6	100.0	100.1	98.7	99.7
Change in finished goods	0.7	0.3	-0.2	0.4	0.4	1.4	0.0	-0.1	1.3	0.3
Interest and similar income	0.3	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.4	0.3
Other income ²	4.7	3.1	3.3	3.3	3.1	3.6	2.1	2.4	7.1	3.5
of which Income from long-term equity investments	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0
Total income ²	105.0	103.3	103.4	103.4	103.3	103.8	102.3	102.5	107.4	103.8
Expenses										
Cost of materials	58.0	58.3	51.2	51.1	53.6	54.8	58.2	59.5	59.0	58.4
Personnel expenses	20.5	20.0	24.8	24.1	25.3	24.1	19.8	19.1	19.8	19.6
Depreciation	4.0	3.9	4.1	4.0	3.8	3.9	3.0	2.9	4.8	4.6
of which Depreciation of tangible fixed assets	3.7	3.5	3.8	3.8	3.4	3.0	2.6	2.6	4.6	4.4
Interest and similar expenses	1.7	1.5	2.3	2.2	1.9	1.9	1.3	1.3	1.8	1.5
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	17.2	17.0	14.0	14.6	15.6	16.4	15.8	16.5	18.7	17.7
Total expenses before taxes on income ³	101.4	100.7	96.4	96.1	100.4	101.3	98.3	99.3	104.3	101.9
Annual result before taxes on income	3.5	2.6	7.0	7.3	3.0	2.5	4.1	3.2	3.2	1.9
Taxes on income	0.6	0.7	0.7	0.7	0.5	0.6	0.7	0.7	0.6	0.7
Annual result	2.9	1.9	6.2	6.6	2.4	1.9	3.3	2.5	2.6	1.2
Other ratios	Percentage of sales									
Annual result before taxes on income	3.6	2.6	6.9	7.3	3.0	2.5	4.1	3.2	3.2	1.9
Annual result and depreciation	7.0	5.8	10.3	10.6	6.3	6.0	6.3	5.4	7.5	5.8
Trade receivables	7.5	6.6	9.5	7.9	9.9	10.4	7.6	7.7	6.9	4.7
Percentage of the balance sheet total										
Sales	178.3	179.3	146.0	145.9	165.8	157.9	209.6	214.9	162.9	163.7
Annual result and interest paid	8.2	6.0	12.4	12.9	7.3	6.1	9.8	8.1	7.3	4.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.6	13.9	19.7	20.6	13.4	12.4	18.5	16.1	16.2	12.7
Percentage of fixed assets										
Long-term equity and liabilities	115.4	108.1	127.4	120.9	145.9	142.4	125.6	123.2	104.8	95.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	77.4	70.6	63.7	59.1	80.9	75.8	72.8	70.7	80.4	69.7
Cash resources, short-term receivables and inventories	131.4	124.7	128.5	122.2	152.2	143.7	133.0	131.8	125.5	114.6
Percentage of cost of materials										
Trade payables	9.2	9.5	15.1	15.2	11.6	12.6	9.3	9.0	8.6	9.0
Memo item										
Balance sheet total in € billion	2.27	2.27	0.04	0.04	0.28	0.29	0.75	0.74	1.20	1.20
Sales in € billion	4.05	4.07	0.06	0.06	0.46	0.46	1.56	1.59	1.96	1.96
Number of enterprises	248	248	72	72	89	89	68	68	19	19

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

7 Manufacture of wood and wood products (excluding furniture) (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	15.9	16.5	17.5	17.7	14.7	13.9	14.4	12.8	22.5	31.9
	50	31.2	33.7	40.4	43.7	28.4	29.7	29.2	29.3	34.7	37.3
	75	51.4	52.1	61.5	64.7	48.4	46.2	47.7	48.5	48.2	44.4
Inventories	25	13.7	13.8	7.5	9.8	17.7	20.1	15.7	16.3	12.9	13.3
	50	24.2	25.1	19.3	17.8	27.1	29.3	24.0	26.3	21.1	18.6
	75	36.7	38.2	37.2	38.2	38.3	39.2	35.9	35.8	32.8	29.3
Equity	25	3.8	4.0	- 8.3	- 16.6	2.8	2.6	7.1	7.1	4.5	9.4
	50	14.4	14.9	15.4	18.7	13.3	14.3	14.2	14.9	16.7	16.9
	75	28.4	29.8	35.3	34.3	23.9	24.8	29.5	30.0	28.0	26.6
Short-term liabilities	25	25.3	26.6	17.7	20.3	25.6	25.6	32.8	32.9	31.7	27.7
	50	42.6	44.7	35.0	38.7	40.8	43.9	48.5	48.7	46.8	48.8
	75	64.8	65.2	68.3	65.8	58.6	62.9	64.8	65.3	62.3	66.3
Liabilities to banks	25	14.6	14.8	21.0	23.6	20.8	18.2	4.0	5.2	7.0	6.1
	50	36.7	36.5	47.8	47.2	37.2	35.8	26.3	21.5	20.3	27.8
	75	55.5	55.2	71.5	68.5	54.1	54.0	46.7	43.9	43.7	42.5
		Percentage of gross revenue									
Cost of materials	25	42.4	42.9	38.2	38.4	44.8	45.0	47.5	48.0	52.2	54.7
	50	53.3	53.7	47.5	45.6	51.1	52.0	58.5	60.1	59.5	59.4
	75	63.0	62.8	58.6	57.5	60.6	61.8	68.4	68.1	66.0	63.3
Personnel expenses	25	15.0	14.9	16.4	16.0	16.8	16.9	10.9	10.7	13.3	12.4
	50	22.6	22.7	24.6	25.1	24.8	24.3	18.2	17.7	16.3	16.3
	75	30.5	30.1	32.5	32.1	32.5	31.8	28.8	27.3	25.7	26.9
Depreciation	25	1.9	1.7	2.2	2.1	1.8	1.8	1.5	1.4	2.2	2.5
	50	3.1	3.0	3.6	3.9	3.2	3.0	2.4	2.2	3.7	3.5
	75	5.2	5.1	6.0	6.0	5.8	4.6	3.8	4.1	4.7	5.1
Annual result	25	0.7	0.8	2.1	2.3	0.6	0.8	0.6	0.4	0.1	0.2
	50	2.7	3.1	4.0	7.1	2.4	2.8	2.5	1.9	1.0	1.3
	75	6.4	6.8	12.7	14.5	5.0	4.6	5.8	4.3	3.3	4.1
		Percentage of sales									
Annual result before taxes on income	25	0.8	1.1	2.1	2.7	0.7	1.2	0.7	0.5	0.3	0.2
	50	3.2	3.6	4.5	7.3	2.9	3.3	3.1	2.3	1.2	1.7
	75	7.5	7.7	13.8	15.3	6.3	6.0	6.7	5.6	3.8	5.0
Annual result and depreciation	25	3.4	3.8	5.1	6.2	3.3	4.3	2.8	2.4	3.1	2.4
	50	6.7	6.8	8.9	10.9	6.8	6.2	5.7	5.4	4.7	4.4
	75	12.9	11.8	18.5	19.9	11.0	10.6	10.5	9.1	8.8	8.7
Trade receivables	25	4.9	5.0	4.4	4.3	5.5	6.0	4.9	5.1	3.8	1.9
	50	7.8	7.3	8.1	6.5	8.7	7.9	7.2	7.4	6.6	5.4
	75	11.2	10.8	11.7	10.9	11.7	12.0	9.6	10.4	9.9	6.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.4	4.9	6.7	8.4	4.9	4.7	4.1	3.8	1.8	2.4
	50	9.1	9.9	11.9	14.2	8.8	9.3	8.5	8.4	6.4	6.0
	75	15.4	15.4	26.1	23.0	11.5	14.5	15.9	14.0	9.5	9.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.2	7.8	5.9	8.1	8.2	8.5	7.2	7.0	9.6	6.1
	50	14.8	17.1	17.1	19.2	13.8	16.1	15.2	16.6	13.2	14.1
	75	30.9	31.1	47.7	44.2	25.5	27.2	31.4	32.8	26.9	25.2
		Percentage of fixed assets									
Long-term equity and liabilities	25	88.2	82.7	77.0	65.6	106.1	98.2	73.9	82.7	93.3	57.9
	50	131.6	123.1	119.9	120.6	146.1	139.4	115.8	113.6	102.5	97.8
	75	227.7	216.0	217.2	229.9	294.6	264.8	220.2	216.0	145.3	127.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	43.3	38.5	29.6	22.5	48.0	48.5	42.4	38.7	52.2	39.3
	50	73.7	70.5	74.5	67.8	79.0	71.5	66.8	66.9	73.1	66.5
	75	123.2	116.5	156.0	176.8	133.2	128.7	104.1	110.2	106.5	92.0
		Percentage of cost of materials									
Trade payables	25	5.5	5.0	5.9	4.5	5.6	5.3	4.4	4.1	6.4	6.8
	50	9.8	9.0	10.8	10.7	10.5	11.0	8.2	7.7	7.8	8.6
	75	16.3	15.8	28.5	19.1	16.5	17.9	13.4	12.1	12.4	12.9

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	1.8	1.8	0.3	0.3	0.3	0.3	1.4	1.3	1.8	1.9
of which Goodwill	1.2	1.1	0.1	0.0	0.1	0.1	0.8	0.8	1.3	1.2
Tangible fixed assets	42.1	41.9	28.8	31.4	37.1	38.1	37.1	36.9	43.1	42.9
of which Land and buildings	14.9	14.9	13.2	13.7	19.7	19.7	13.5	13.2	15.1	15.0
Inventories	15.1	15.5	16.6	15.8	22.6	21.9	20.6	20.4	14.1	14.5
of which Finished goods and merchandise	7.1	7.2	9.4	10.0	12.1	11.5	11.1	11.0	6.3	6.5
Cash	3.6	3.5	16.0	16.2	10.3	10.6	8.4	7.1	2.7	2.7
Receivables	28.2	28.0	36.0	31.2	26.2	25.0	26.9	28.5	28.4	27.9
Short-term	27.1	27.3	32.1	26.3	24.2	23.1	26.3	27.8	27.3	27.4
of which										
Trade receivables	11.3	11.1	17.5	14.6	14.3	13.8	14.5	15.2	10.7	10.4
Receivables from affiliated companies	13.6	13.8	7.6	4.9	5.9	5.5	8.6	9.7	14.6	14.7
Long-term	1.1	0.6	3.9	4.9	2.0	1.9	0.7	0.7	1.1	0.6
of which Loans to affiliated companies	0.9	0.4	0.9	1.5	1.3	1.2	0.3	0.3	1.0	0.4
Securities	1.5	1.4	1.5	4.2	1.5	2.4	1.4	1.6	1.5	1.4
Other long-term equity investments	7.5	7.7	0.0	0.0	1.4	1.2	4.0	3.9	8.2	8.5
Capital										
Equity	31.3	31.8	27.3	30.8	20.8	21.8	30.0	29.8	31.7	32.4
Liabilities	51.3	50.4	51.6	49.8	67.5	66.4	56.5	57.2	50.1	48.9
Short-term	32.9	34.6	31.3	31.8	44.0	42.3	39.5	41.0	31.6	33.4
of which										
Liabilities to banks	6.8	7.2	6.1	4.1	12.3	12.4	9.5	9.9	6.3	6.7
Trade payables	7.9	8.2	10.2	13.8	11.7	11.6	9.8	9.9	7.5	7.8
Liabilities to affiliated companies	14.2	15.8	5.6	3.9	12.2	11.0	15.2	16.7	14.1	15.7
Long-term	18.4	15.7	20.3	17.9	23.5	24.0	16.9	16.3	18.5	15.5
of which										
Liabilities to banks	11.1	8.6	11.2	11.2	16.7	16.3	11.0	10.1	10.9	8.1
Liabilities to affiliated companies	6.1	5.9	5.6	4.1	4.5	5.5	4.8	4.8	6.3	6.0
Provisions	17.4	17.8	21.1	19.5	11.6	11.7	13.4	12.9	18.1	18.7
of which Provisions for pensions	9.2	9.5	15.7	14.1	6.0	5.6	5.9	5.8	9.8	10.2
Income statement										
Income										
Percentage of gross revenue										
Sales	99.9	99.8	99.4	99.3	99.7	99.9	99.9	99.9	99.7	
Change in finished goods	0.1	0.2	0.6	0.1	0.7	0.3	0.1	0.1	0.1	0.3
Interest and similar income	0.3	0.3	0.2	0.3	0.2	0.2	0.3	0.3	0.3	0.3
Other income ²	4.1	4.2	3.1	2.5	3.4	2.6	3.1	3.2	4.4	4.5
of which Income from long-term equity investments	0.4	0.4	0.0	0.0	0.1	0.1	0.2	0.1	0.4	0.5
Total income ²	104.5	104.5	103.4	102.8	103.6	102.8	103.4	103.5	104.7	104.8
Expenses										
Cost of materials	56.4	57.3	44.1	43.1	50.4	50.4	56.0	57.4	56.7	57.5
Personnel expenses	18.9	18.5	29.8	28.5	26.8	26.3	22.0	21.7	18.0	17.6
Depreciation	5.6	5.3	3.3	3.1	3.3	3.2	3.9	4.0	6.0	5.6
of which Depreciation of tangible fixed assets	5.3	5.0	3.2	3.1	3.2	3.1	3.8	3.8	5.7	5.3
Interest and similar expenses	1.3	1.2	1.2	1.2	1.4	1.4	1.1	1.2	1.3	1.2
Operating taxes	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	18.1	18.1	19.8	21.3	16.5	16.4	15.5	15.5	18.7	18.6
Total expenses before taxes on income ³	100.4	100.4	98.3	97.4	98.6	97.8	98.7	99.8	100.7	100.6
Annual result before taxes on income	4.1	4.1	5.0	5.4	5.0	5.0	4.7	3.6	4.0	4.2
Taxes on income	0.8	0.7	1.1	1.1	1.1	1.2	1.1	1.0	0.8	0.7
Annual result	3.3	3.4	3.9	4.4	3.8	3.8	3.6	2.6	3.2	3.5
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.1	4.1	5.1	5.5	5.0	5.0	4.7	3.6	4.0	4.2
Annual result and depreciation	8.9	8.7	7.3	7.5	7.2	7.1	7.6	6.7	9.2	9.1
Trade receivables	7.6	7.4	9.5	8.6	7.8	7.8	8.1	8.6	7.5	7.1
Percentage of the balance sheet total										
Sales	147.5	150.6	184.0	170.0	184.1	176.1	179.5	175.8	141.6	145.8
Annual result and interest paid	6.8	7.0	9.5	9.5	9.8	9.2	8.5	6.7	6.4	7.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	20.1	20.2	23.5	24.1	19.3	18.4	22.1	18.5	19.9	20.5
Percentage of fixed assets										
Long-term equity and liabilities	111.3	108.4	185.2	155.4	124.7	124.7	123.7	121.8	109.5	106.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	95.2	90.2	154.0	133.7	81.3	83.8	90.1	88.1	96.5	90.8
Cash resources, short-term receivables and inventories	141.1	135.0	207.0	183.5	132.8	135.5	142.2	138.0	141.0	134.3
Percentage of cost of materials										
Trade payables	9.5	9.5	12.5	18.8	12.6	13.0	9.7	9.8	9.4	9.3
Memo item										
Balance sheet total in € billion	15.81	15.70	0.01	0.02	0.30	0.32	2.11	2.16	13.38	13.20
Sales in € billion	23.32	23.64	0.03	0.03	0.55	0.57	3.79	3.80	18.95	19.24
Number of enterprises	394	394	24	24	101	101	157	157	112	112

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	15.7	16.5	3.7	4.2	10.5	10.8	17.4	18.1	20.8	22.2
	50	34.2	33.5	28.2	23.9	29.8	26.7	34.2	34.6	37.4	38.8
	75	52.3	53.5	42.7	41.7	57.0	59.6	51.3	49.7	54.4	54.3
Inventories	25	12.4	12.5	3.5	1.7	12.5	12.5	12.8	14.1	11.2	12.3
	50	19.8	19.8	16.2	11.1	20.0	20.2	22.4	21.7	17.7	18.6
	75	29.9	30.1	23.5	31.2	38.8	34.7	31.6	30.7	25.9	26.4
Equity	25	11.5	12.1	5.7	5.1	5.5	7.1	11.9	13.2	18.2	18.0
	50	23.5	25.7	24.2	29.5	17.4	22.4	24.5	23.9	27.0	28.8
	75	40.3	43.1	50.2	56.6	35.1	41.6	39.0	39.8	43.9	43.1
Short-term liabilities	25	22.1	22.1	15.9	13.0	22.1	21.3	26.3	25.9	20.3	22.2
	50	36.7	37.9	23.3	23.1	38.2	37.4	41.9	42.1	30.1	33.5
	75	55.8	56.0	49.6	44.6	64.7	60.0	57.7	58.4	47.5	51.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	5.0	3.9	0.0	0.0	0.0	0.0
	50	16.2	15.0	11.6	5.2	22.2	23.3	19.9	18.3	6.7	7.3
	75	35.3	36.6	29.8	19.5	43.6	42.0	36.6	37.9	27.1	25.9
		Percentage of gross revenue									
Cost of materials	25	46.0	46.9	32.3	35.3	40.0	39.2	48.1	48.2	49.8	50.8
	50	53.4	53.9	45.7	45.2	49.6	49.8	53.9	55.2	54.6	56.4
	75	59.8	60.7	57.0	51.2	59.7	60.2	59.7	61.9	60.5	60.9
Personnel expenses	25	16.3	16.2	25.7	24.0	17.5	19.0	16.8	16.8	14.1	13.8
	50	22.4	21.9	29.3	27.6	25.3	25.2	22.2	22.0	18.1	17.6
	75	29.6	29.1	34.7	32.2	34.8	32.7	28.8	28.9	24.0	23.0
Depreciation	25	1.8	1.7	1.2	0.8	1.4	1.3	1.9	1.9	2.4	2.3
	50	3.4	3.2	2.8	2.1	2.5	2.1	3.4	3.4	4.1	3.9
	75	5.3	5.7	4.3	4.2	4.3	4.5	5.3	5.8	7.0	6.1
Annual result	25	0.6	0.4	0.7	1.0	0.7	0.4	0.6	0.3	0.4	0.0
	50	2.8	2.5	2.7	2.5	2.3	2.4	2.8	2.4	3.6	2.8
	75	6.5	5.8	6.1	5.1	5.3	6.4	6.5	5.3	7.3	6.8
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.5	0.9	1.1	0.9	0.7	0.8	0.6	0.6	0.2
	50	3.7	3.4	3.5	4.0	3.3	3.4	3.4	3.1	4.3	3.8
	75	7.9	7.4	9.5	6.7	7.0	7.7	7.8	6.5	8.7	8.2
Annual result and depreciation	25	4.0	3.5	3.6	4.3	3.8	3.4	3.8	3.3	5.0	4.7
	50	7.6	7.2	7.0	7.1	6.7	6.5	7.1	6.7	9.2	8.3
	75	12.5	12.3	12.1	12.7	11.1	13.3	12.2	11.3	14.5	12.6
Trade receivables	25	5.5	5.5	5.7	5.0	5.5	5.7	5.4	6.0	5.3	4.0
	50	7.6	7.6	8.7	7.0	7.4	7.1	7.4	7.9	8.2	7.5
	75	10.5	10.4	12.2	10.6	9.6	9.2	10.0	11.0	11.5	11.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.0	3.3	4.2	4.1	4.4	3.9	4.5	3.3	3.3	1.6
	50	8.1	7.1	6.3	7.3	7.6	7.8	8.1	6.4	9.1	7.4
	75	14.2	13.4	16.8	13.6	14.2	13.4	13.4	12.8	14.5	14.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.7	9.3	4.7	- 7.1	9.6	8.5	11.1	8.5	12.6	11.0
	50	21.4	18.3	17.5	17.0	20.0	19.7	21.3	17.8	23.0	20.8
	75	38.1	35.3	41.7	26.3	46.8	38.2	35.3	31.5	36.0	39.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	91.3	87.8	129.2	102.4	91.4	90.3	82.6	82.7	95.7	91.2
	50	130.6	134.4	186.7	155.2	140.6	156.5	129.4	125.7	118.6	121.8
	75	216.0	210.0	483.7	382.9	264.1	338.0	211.9	200.6	171.0	185.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	53.8	52.1	98.9	81.1	48.5	45.2	52.4	51.8	71.4	62.4
	50	88.2	89.4	173.0	160.3	83.6	88.1	83.0	82.9	93.1	93.3
	75	165.6	171.0	373.0	323.3	167.2	183.8	140.6	149.8	175.4	160.7
		Percentage of cost of materials									
Trade payables	25	4.7	4.9	2.7	3.1	3.9	4.2	4.8	4.7	5.4	5.9
	50	7.7	8.4	5.8	12.5	9.3	9.4	6.6	7.2	8.4	8.7
	75	13.1	13.6	21.7	22.3	16.3	19.5	11.1	11.6	12.9	12.5

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	2.2	2.2	0.3	0.3	0.3	0.3	1.1	1.4	2.4	2.4
<i>of which</i> Goodwill	1.7	1.6	0.1	0.0	0.2	0.1	0.6	0.8	1.9	1.7
Tangible fixed assets	43.4	44.0	28.8	31.4	37.5	39.0	37.5	37.5	44.4	45.1
<i>of which</i> Land and buildings	16.0	16.0	13.2	13.7	20.5	21.5	11.9	11.5	16.5	16.5
Inventories	15.5	15.9	16.6	15.8	23.0	22.2	20.4	19.7	14.6	15.1
<i>of which</i> Finished goods and merchandise	7.2	7.2	9.4	10.0	13.1	12.4	11.1	10.5	6.5	6.5
Cash	3.2	3.1	16.0	16.2	8.1	8.3	7.5	6.5	2.5	2.4
Receivables	27.9	26.7	36.0	31.2	27.9	26.0	28.2	29.2	27.8	26.3
Short-term	26.3	26.1	32.1	26.3	24.8	22.9	27.8	28.9	26.2	25.8
<i>of which</i>										
Trade receivables	11.3	11.3	17.5	14.6	14.5	13.4	15.0	15.6	10.7	10.6
Receivables from affiliated companies	12.7	12.5	7.6	4.9	5.5	5.3	9.5	10.2	13.4	13.1
Long-term	1.5	0.6	3.9	4.9	3.1	3.0	0.3	0.3	1.6	0.6
<i>of which</i> Loans to affiliated companies	1.3	0.4	0.9	1.5	2.1	2.0	0.1	0.0	1.4	0.4
Securities	1.4	1.7	1.5	4.2	2.3	3.4	1.1	1.5	1.4	1.7
Other long-term equity investments	6.1	6.3	0.0	0.0	0.4	0.4	4.0	4.0	6.6	6.8
Capital										
Equity	32.0	32.6	27.3	30.8	24.6	26.0	35.7	35.1	31.7	32.4
Liabilities	48.5	47.3	51.6	49.8	60.8	59.6	50.8	52.0	47.9	46.2
Short-term	31.0	33.2	31.3	31.8	40.0	37.9	37.4	38.6	29.9	32.3
<i>of which</i>										
Liabilities to banks	5.1	5.9	6.1	4.1	14.0	12.4	8.9	9.2	4.4	5.3
Trade payables	8.2	8.5	10.2	13.8	12.0	11.7	10.4	10.7	7.8	8.0
Liabilities to affiliated companies	13.1	14.9	5.6	3.9	7.0	7.3	13.3	14.6	13.2	15.2
Long-term	17.5	14.1	20.3	17.9	20.8	21.8	13.4	13.4	18.0	14.0
<i>of which</i>										
Liabilities to banks	10.4	8.1	11.2	11.2	16.7	17.1	9.9	9.4	10.4	7.7
Liabilities to affiliated companies	5.3	4.1	5.6	4.1	1.9	2.3	2.2	2.3	5.9	4.4
Provisions	19.4	20.1	21.1	19.5	14.5	14.4	13.3	12.8	20.3	21.4
<i>of which</i> Provisions for pensions	10.4	10.9	15.7	14.1	8.7	8.2	5.4	5.3	11.2	11.8
Income statement										
Income	Percentage of gross revenue									
Sales	99.8	99.8	99.4	99.9	98.9	99.7	100.0	100.1	99.7	99.7
Change in finished goods	0.2	0.2	0.6	0.1	1.1	0.3	0.0	- 0.1	0.3	0.3
Interest and similar income	0.3	0.2	0.2	0.3	0.3	0.2	0.3	0.3	0.3	0.2
Other income ²	4.8	5.0	3.1	2.5	3.5	2.5	3.2	3.7	5.1	5.3
<i>of which</i> Income from long-term equity investments	0.4	0.5	0.0	0.0	0.1	0.1	0.3	0.1	0.4	0.5
Total income ²	105.1	105.2	103.4	102.8	103.8	102.8	103.4	103.9	105.4	105.5
Expenses										
Cost of materials	56.6	57.8	44.1	43.1	51.0	50.9	56.8	58.3	56.7	58.0
Personnel expenses	18.7	18.4	29.8	28.5	26.9	26.5	21.7	21.4	18.0	17.7
Depreciation	5.9	5.5	3.3	3.1	3.5	3.6	4.3	4.4	6.2	5.7
<i>of which</i> Depreciation of tangible fixed assets	5.6	5.2	3.2	3.1	3.3	3.4	4.1	4.2	5.9	5.4
Interest and similar expenses	1.2	1.1	1.2	1.2	1.6	1.6	1.0	1.1	1.2	1.1
Operating taxes	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	18.8	18.5	19.8	21.3	16.5	16.1	15.3	15.4	19.4	19.1
Total expenses before taxes on income ³	101.3	101.4	98.3	97.4	99.6	98.7	99.1	100.6	101.7	101.7
Annual result before taxes on income	3.8	3.8	5.0	5.4	4.2	4.1	4.4	3.4	3.7	3.9
Taxes on income	0.9	0.8	1.1	1.1	1.3	1.3	1.3	1.3	0.8	0.7
Annual result	2.9	3.0	3.9	4.4	2.9	2.8	3.1	2.1	2.9	3.2
Other ratios										
	Percentage of sales									
Annual result before taxes on income	3.8	3.8	5.1	5.5	4.2	4.1	4.4	3.4	3.7	3.9
Annual result and depreciation	8.9	8.5	7.3	7.5	6.5	6.4	7.4	6.5	9.2	8.9
Trade receivables	7.5	7.4	9.5	8.6	8.6	8.2	8.9	9.6	7.3	7.0
	Percentage of the balance sheet total									
Sales	150.3	152.8	184.0	170.0	168.3	162.6	168.8	162.6	147.2	151.0
Annual result and interest paid	6.2	6.4	9.5	9.5	7.6	7.1	6.9	5.2	6.1	6.5
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	20.6	20.2	23.5	24.1	16.2	15.7	21.9	18.0	20.5	20.6
	Percentage of fixed assets									
Long-term equity and liabilities	110.9	106.6	185.2	155.4	132.3	131.9	128.8	126.1	108.6	103.8
	Percentage of short-term liabilities									
Cash resources and short-term receivables	96.1	88.9	154.0	133.7	86.8	89.1	96.0	94.5	96.3	87.8
Cash resources, short-term receivables and inventories	145.9	136.8	207.0	183.5	144.2	147.8	150.6	145.5	145.0	134.8
	Percentage of cost of materials									
Trade payables	9.6	9.6	12.5	18.8	13.8	14.1	10.9	11.3	9.3	9.2
Memo item										
Balance sheet total in € billion	9.78	9.64	0.01	0.02	0.19	0.20	1.18	1.24	8.39	8.19
Sales in € billion	14.70	14.73	0.03	0.03	0.32	0.33	2.00	2.01	12.35	12.36
Number of enterprises	240	240	24	24	63	63	85	85	68	68

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	14.4	14.7	3.7	4.2	7.9	7.4	16.5	17.0	23.6	23.8
	50	32.2	33.1	28.2	23.9	21.7	25.6	33.2	33.0	35.5	38.5
	75	54.5	53.8	42.7	41.7	64.4	62.1	52.3	49.4	55.9	56.4
Inventories	25	12.2	11.5	3.5	1.7	12.7	12.6	12.7	13.6	12.4	12.6
	50	19.7	19.5	16.2	11.1	20.1	20.2	19.8	20.2	19.4	19.6
	75	29.8	30.0	23.5	31.2	40.4	35.6	31.7	30.6	25.9	26.5
Equity	25	15.6	16.3	5.7	5.1	7.5	8.9	20.1	18.4	21.2	22.2
	50	29.6	30.5	24.2	29.5	21.3	29.1	35.4	34.7	31.0	32.1
	75	44.6	47.3	50.2	56.6	46.7	47.3	43.0	48.3	44.7	43.1
Short-term liabilities	25	20.3	19.8	15.9	13.0	19.9	19.2	22.2	23.5	19.9	21.8
	50	32.2	34.5	23.3	23.1	33.2	33.9	37.4	40.3	28.7	30.6
	75	54.2	52.1	49.6	44.6	59.9	52.0	54.0	52.5	47.0	52.5
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.8	2.5	0.0	0.0	0.0	0.0
	50	12.9	10.5	11.6	5.2	22.3	23.3	17.5	12.9	2.9	0.0
	75	32.7	31.7	29.8	19.5	42.2	40.9	34.0	35.7	23.9	19.7
		Percentage of gross revenue									
Cost of materials	25	46.2	46.8	32.3	35.3	38.8	37.5	48.1	49.6	49.9	51.2
	50	53.4	53.9	45.7	45.2	51.0	49.9	53.6	55.1	54.6	56.9
	75	59.9	61.4	57.0	51.2	65.2	63.2	59.7	62.8	60.9	62.0
Personnel expenses	25	16.0	16.1	25.7	24.0	16.9	18.6	16.8	17.4	13.5	13.7
	50	22.4	21.9	29.3	27.6	24.5	24.4	22.4	22.1	17.1	17.6
	75	29.9	29.3	34.7	32.2	35.8	33.9	28.7	28.9	23.9	22.3
Depreciation	25	1.8	1.6	1.2	0.8	1.0	0.8	2.5	2.1	2.5	2.2
	50	3.4	3.3	2.8	2.1	2.9	2.7	3.4	3.5	4.1	3.8
	75	5.5	5.9	4.3	4.2	4.9	5.7	5.3	6.1	7.2	6.4
Annual result	25	0.6	0.3	0.7	1.0	0.7	0.3	0.3	0.1	1.2	0.6
	50	2.5	2.3	2.7	2.5	2.2	2.1	2.2	2.3	3.8	2.7
	75	5.6	5.6	6.1	5.1	4.2	4.8	5.4	4.9	7.3	6.8
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.5	0.9	1.1	0.8	0.4	0.3	0.3	1.4	0.7
	50	3.6	3.3	3.5	4.0	2.9	3.2	3.1	3.0	4.6	4.0
	75	7.5	7.1	9.5	6.7	5.7	6.6	7.8	6.1	8.8	8.3
Annual result and depreciation	25	4.0	3.4	3.6	4.3	2.2	2.2	3.4	3.3	5.1	4.7
	50	7.4	7.4	7.0	7.1	6.5	6.7	6.7	6.9	9.3	9.3
	75	12.4	12.5	12.1	12.7	10.5	11.1	12.5	12.3	15.3	13.6
Trade receivables	25	5.6	5.6	5.7	5.0	5.6	6.0	6.0	6.6	5.2	2.9
	50	8.0	7.8	8.7	7.0	7.4	7.3	8.3	8.5	8.0	7.3
	75	11.4	11.2	12.2	10.6	9.9	10.2	11.6	12.5	11.5	11.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.7	3.0	4.2	4.1	4.3	3.1	2.2	2.8	4.1	2.2
	50	6.9	6.5	6.3	7.3	6.6	6.7	6.6	5.2	8.5	7.0
	75	12.8	12.0	16.8	13.6	10.3	10.9	12.5	10.2	14.3	14.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.2	8.3	4.7	- 7.1	6.4	3.2	9.3	4.5	12.2	11.9
	50	20.2	17.9	17.5	17.0	16.9	17.9	21.3	16.9	22.0	19.4
	75	36.4	35.3	41.7	26.3	32.1	40.2	35.2	32.6	37.2	39.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	96.4	92.0	129.2	102.4	95.8	95.8	97.7	88.9	93.8	73.2
	50	145.1	141.5	186.7	155.2	182.9	180.7	139.4	138.7	118.4	129.6
	75	243.6	231.8	483.7	382.9	308.1	366.6	241.2	219.3	174.2	186.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	56.4	55.5	98.9	81.1	49.9	45.2	59.9	56.8	70.2	56.2
	50	98.0	97.0	173.0	160.3	88.6	96.7	87.6	93.8	95.7	96.1
	75	179.3	192.1	373.0	323.3	174.9	186.3	161.1	173.9	179.9	174.8
		Percentage of cost of materials									
Trade payables	25	4.9	5.1	2.7	3.1	3.1	5.1	5.0	5.6	5.4	6.0
	50	8.0	8.9	5.8	12.5	10.1	10.7	7.1	7.9	8.6	9.2
	75	14.4	14.4	21.7	22.3	18.0	19.5	12.7	12.4	13.9	12.9

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2	2 but less than 10	10 but less than 50	50 and more	2004	2005	2004	2005
	Cylindred sample for 2004-2005 ¹									
Balance sheet	Percentage of the balance sheet total									
Intangible fixed assets	1.1	1.1	.	.	0.4	0.3	1.7	1.3	1.0	1.1
of which Goodwill	0.5	0.5	.	.	0.1	0.0	1.0	0.7	0.5	0.4
Tangible fixed assets	40.0	38.7	.	.	36.3	36.7	36.5	36.0	40.7	39.2
of which Land and buildings	13.2	13.1	.	.	18.3	16.6	15.5	15.4	12.7	12.6
Inventories	14.5	14.9	.	.	22.0	21.3	20.9	21.4	13.2	13.5
of which Finished goods and merchandise	7.0	7.3	.	.	10.4	10.0	11.1	11.6	6.1	6.5
Cash	4.2	4.1	.	.	14.3	14.4	9.5	7.9	3.0	3.2
Receivables	28.7	30.0	.	.	23.3	23.4	25.4	27.6	29.5	30.6
Short-term	28.3	29.3	.	.	23.2	23.4	24.3	26.4	29.2	30.0
of which										
Trade receivables	11.1	10.9	.	.	14.1	14.4	14.0	14.6	10.5	10.1
Receivables from affiliated companies	15.0	15.9	.	.	6.7	5.8	7.5	9.0	16.6	17.4
Long-term	0.4	0.7	.	.	0.1	0.0	1.1	1.3	0.3	0.6
of which Loans to affiliated companies	0.2	0.5	.	.	0.0	0.0	0.5	0.7	0.2	0.4
Securities	1.6	1.1	.	.	0.1	0.6	1.9	1.7	1.6	0.9
Other long-term equity investments	9.7	9.9	.	.	3.1	2.7	3.9	3.7	10.9	11.2
Capital										
Equity	30.0	30.5	.	.	14.2	14.8	22.7	22.6	31.7	32.4
Liabilities	55.8	55.3	.	.	79.0	77.7	63.8	64.3	53.8	53.2
Short-term	35.9	36.9	.	.	50.9	49.8	42.3	44.1	34.4	35.3
of which										
Liabilities to banks	9.5	9.3	.	.	9.3	12.4	10.3	10.8	9.4	9.0
Trade payables	7.5	7.8	.	.	11.3	11.5	9.0	8.8	7.1	7.5
Liabilities to affiliated companies	16.0	17.1	.	.	21.1	17.1	17.7	19.5	15.6	16.6
Long-term	19.9	18.4	.	.	28.1	27.8	21.5	20.2	19.4	17.9
of which										
Liabilities to banks	12.1	9.3	.	.	16.7	15.0	12.3	11.0	11.9	8.8
Liabilities to affiliated companies	7.3	8.7	.	.	9.1	10.9	8.0	8.2	7.1	8.8
Provisions	14.1	14.0	.	.	6.6	7.3	13.4	13.2	14.4	14.4
of which Provisions for pensions	7.3	7.2	.	.	1.4	1.2	6.6	6.5	7.6	7.5
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	99.8	.	.	99.9	99.7	99.9	99.8	100.1	99.8
Change in finished goods	0.0	0.2	.	.	0.1	0.3	0.1	0.2	- 0.1	0.2
Interest and similar income	0.4	0.3	.	.	0.2	0.2	0.3	0.3	0.4	0.4
Other income ²	3.0	2.9	.	.	3.2	2.6	3.0	2.6	3.1	3.0
of which Income from long-term equity investments	0.3	0.3	.	.	0.1	0.2	0.1	0.1	0.3	0.4
Total income ²	103.4	103.3	.	.	103.3	102.8	103.3	102.9	103.5	103.4
Expenses										
Cost of materials	56.1	56.4	.	.	49.6	49.7	55.2	56.3	56.5	56.6
Personnel expenses	19.2	18.5	.	.	26.7	26.0	22.4	22.1	18.1	17.4
Depreciation	5.1	4.9	.	.	3.1	2.8	3.6	3.7	5.5	5.3
of which Depreciation of tangible fixed assets	4.9	4.8	.	.	3.0	2.7	3.4	3.4	5.4	5.2
Interest and similar expenses	1.5	1.4	.	.	1.3	1.2	1.3	1.3	1.5	1.4
Operating taxes	0.0	0.0	.	.	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	16.9	17.3	.	.	16.5	16.7	15.8	15.5	17.3	17.8
Total expenses before taxes on income ³	98.8	98.6	.	.	97.2	96.5	98.3	99.0	99.0	98.6
Annual result before taxes on income	4.6	4.7	.	.	6.1	6.3	5.0	3.9	4.5	4.8
Taxes on income	0.8	0.6	.	.	0.9	1.0	0.8	0.8	0.7	0.6
Annual result	3.9	4.1	.	.	5.2	5.2	4.2	3.2	3.7	4.2
Other ratios	Percentage of sales									
Annual result before taxes on income	4.6	4.7	.	.	6.1	6.3	5.0	3.9	4.5	4.8
Annual result and depreciation	8.9	9.0	.	.	8.3	8.0	7.8	6.9	9.3	9.6
Trade receivables	7.8	7.4	.	.	6.7	7.3	7.2	7.5	8.0	7.3
	Percentage of the balance sheet total									
Sales	143.0	147.0	.	.	211.4	198.7	193.2	193.5	132.2	137.2
Annual result and interest paid	7.6	8.0	.	.	13.7	12.9	10.7	8.7	6.9	7.8
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	19.4	20.2	.	.	24.4	22.5	22.2	19.1	18.8	20.3
	Percentage of fixed assets									
Long-term equity and liabilities	111.8	111.4	.	.	110.7	111.2	117.2	115.9	111.1	110.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	93.9	92.1	.	.	74.0	77.2	83.4	80.6	96.9	95.2
Cash resources, short-term receivables and inventories	134.3	132.4	.	.	117.3	119.9	132.8	129.2	135.2	133.6
	Percentage of cost of materials									
Trade payables	9.4	9.4	.	.	10.8	11.6	8.5	8.1	9.6	9.6
Memo item										
Balance sheet total in € billion	6.03	6.06	.	.	0.11	0.12	0.93	0.93	4.99	5.01
Sales in € billion	8.62	8.91	.	.	0.23	0.24	1.79	1.79	6.60	6.88
Number of enterprises	154	154	.	.	38	38	72	72	44	44

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

8 Manufacture of pulp, paper and paper products (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	18.4	18.1	.	.	18.9	17.2	20.8	18.4	16.4	16.4
	50	36.5	34.6	.	.	33.1	27.6	38.4	36.1	41.1	38.8
	75	50.0	52.7	.	.	50.0	56.3	50.3	53.0	51.4	50.5
Inventories	25	12.5	13.4	.	.	12.1	11.9	14.1	14.3	10.1	11.4
	50	20.7	20.7	.	.	18.7	19.8	23.4	23.1	15.4	15.3
	75	29.9	30.3	.	.	34.2	33.3	31.5	32.8	25.7	25.2
Equity	25	7.8	9.0	.	.	3.5	4.4	5.5	7.4	15.8	15.2
	50	17.9	17.8	.	.	11.3	12.9	13.6	16.2	20.6	21.1
	75	29.6	31.0	.	.	29.0	30.5	28.8	24.4	40.1	42.9
Short-term liabilities	25	27.0	27.8	.	.	28.3	30.2	29.9	29.1	22.8	22.8
	50	43.0	41.7	.	.	48.2	43.0	45.2	48.9	32.3	33.9
	75	60.1	62.8	.	.	71.3	64.8	61.5	66.4	50.4	49.6
Liabilities to banks	25	0.7	0.3	.	.	7.4	3.9	0.0	0.0	0.6	0.2
	50	20.0	19.4	.	.	20.9	24.2	20.3	20.0	18.2	16.9
	75	40.9	39.0	.	.	45.4	47.3	40.8	40.5	37.1	36.7
		Percentage of gross revenue									
Cost of materials	25	45.8	47.1	.	.	41.5	39.6	48.8	47.8	49.8	50.8
	50	53.3	53.9	.	.	47.1	49.5	55.5	56.2	54.3	54.9
	75	59.7	60.3	.	.	58.4	56.2	59.6	61.4	60.5	60.4
Personnel expenses	25	16.8	16.8	.	.	20.3	19.8	17.1	16.8	15.4	14.2
	50	22.2	22.2	.	.	25.6	25.2	22.1	21.9	19.7	18.6
	75	28.8	29.0	.	.	32.8	31.6	28.8	29.1	24.2	24.4
Depreciation	25	1.9	1.8	.	.	1.9	1.7	1.8	1.8	2.2	2.4
	50	3.4	3.2	.	.	2.4	2.1	3.4	3.3	4.4	4.6
	75	5.2	4.9	.	.	3.9	3.3	5.2	4.8	6.6	5.8
Annual result	25	0.7	0.4	.	.	1.1	1.5	1.1	0.5	0.1	- 1.2
	50	3.3	2.8	.	.	3.7	3.1	3.3	2.6	3.3	3.0
	75	7.6	6.2	.	.	8.2	9.8	7.2	5.5	7.5	6.9
		Percentage of sales									
Annual result before taxes on income	25	1.0	0.6	.	.	1.3	1.8	1.3	0.8	0.2	- 1.1
	50	4.2	3.6	.	.	4.9	4.1	3.7	3.3	4.0	3.5
	75	9.0	7.4	.	.	9.5	12.1	8.8	6.6	8.6	7.9
Annual result and depreciation	25	4.4	4.2	.	.	4.4	4.6	3.9	3.3	4.9	4.7
	50	7.9	6.8	.	.	7.5	6.1	7.9	6.5	8.6	7.5
	75	12.5	11.9	.	.	12.0	14.2	11.9	10.5	13.8	12.0
Trade receivables	25	5.3	5.0	.	.	5.2	5.0	5.0	4.3	6.1	5.4
	50	7.3	7.4	.	.	6.8	6.9	6.9	7.6	8.3	7.7
	75	9.5	9.7	.	.	8.4	8.9	8.7	9.9	11.3	9.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.2	3.8	.	.	5.5	6.8	5.9	4.2	2.9	- 0.5
	50	9.6	9.1	.	.	12.4	11.4	9.5	8.3	9.2	7.9
	75	17.4	15.3	.	.	26.1	21.9	16.9	14.3	15.0	14.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.3	10.3	.	.	11.1	11.0	11.9	10.4	14.8	7.8
	50	22.8	19.7	.	.	25.5	24.3	21.1	18.3	23.6	21.9
	75	39.8	35.3	.	.	52.5	38.2	37.1	27.5	34.9	39.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	78.6	81.2	.	.	88.3	71.6	71.6	60.0	98.7	95.0
	50	115.1	113.1	.	.	113.8	132.4	113.9	108.0	118.9	107.5
	75	173.7	189.7	.	.	194.2	213.0	160.9	181.0	166.8	180.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	50.3	51.7	.	.	40.9	41.3	50.0	48.5	71.4	71.1
	50	82.0	81.0	.	.	79.6	81.4	78.3	71.1	88.4	87.5
	75	137.7	135.3	.	.	146.6	183.8	115.3	122.0	166.1	145.7
		Percentage of cost of materials									
Trade payables	25	4.4	4.3	.	.	5.1	3.7	4.3	4.3	5.3	5.5
	50	7.1	7.2	.	.	7.6	8.7	6.3	5.9	8.0	7.8
	75	11.8	12.1	.	.	15.3	21.5	9.9	10.6	10.7	12.2

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

9 Publishing and printing *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindred sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	3.5	3.2	2.4	2.3	1.7	1.6	2.9	2.6	4.0	3.7
of which Goodwill	1.3	1.2	1.1	1.0	0.5	0.3	1.3	1.1	1.4	1.4
Tangible fixed assets	29.5	27.4	34.6	35.1	35.3	34.7	30.7	29.7	28.0	25.0
of which Land and buildings	13.9	12.9	8.3	9.2	11.1	11.0	12.1	11.8	15.2	13.7
Inventories	10.0	10.1	10.3	10.0	13.0	13.9	12.7	12.8	8.4	8.3
of which Finished goods and merchandise	4.3	4.4	4.6	4.9	6.7	7.6	5.7	5.6	3.3	3.3
Cash	11.2	12.1	9.8	9.2	10.7	10.9	11.5	11.0	11.1	12.9
Receivables	30.2	30.6	37.5	38.2	34.0	33.2	32.9	34.4	28.3	28.3
Short-term	27.9	27.7	34.7	35.4	32.5	31.2	31.0	32.5	25.7	24.9
of which										
Trade receivables	13.1	13.1	19.4	19.1	19.0	19.2	17.3	17.9	10.2	9.9
Receivables from affiliated companies	11.2	11.2	9.4	10.3	8.2	7.7	9.2	10.2	12.6	12.2
Long-term	2.3	2.9	2.8	2.8	1.6	2.0	1.9	1.9	2.6	3.4
of which Loans to affiliated companies	1.5	2.1	0.4	0.3	0.2	0.7	0.7	0.7	2.1	3.0
Securities	2.8	3.2	1.4	1.3	0.9	1.1	3.1	3.6	3.1	3.4
Other long-term equity investments	12.1	12.9	2.3	2.4	3.4	3.7	5.6	5.3	16.7	18.0
Capital										
Equity	26.6	28.0	12.6	15.0	21.3	23.0	26.4	27.4	27.9	29.4
Liabilities	49.3	47.8	72.8	69.8	64.7	63.4	54.7	53.8	43.9	42.1
Short-term	34.7	34.1	42.3	41.6	39.2	39.2	36.3	36.6	33.1	31.9
of which										
Liabilities to banks	4.2	4.7	9.6	7.6	9.1	8.5	5.7	5.8	2.5	3.6
Trade payables	8.7	8.7	12.6	12.5	13.8	13.5	11.1	11.3	6.7	6.7
Liabilities to affiliated companies	14.0	13.1	9.0	10.5	7.1	7.9	12.2	12.7	16.1	14.1
Long-term	14.6	13.7	30.5	28.2	25.5	24.2	18.3	17.2	10.8	10.2
of which										
Liabilities to banks	10.3	9.0	24.7	22.7	19.1	18.1	11.3	10.2	8.1	6.6
Liabilities to affiliated companies	2.7	3.4	3.8	3.7	4.0	3.2	4.7	4.9	1.5	2.8
Provisions	22.9	22.9	14.3	14.8	13.4	13.0	17.9	17.7	26.8	27.0
of which Provisions for pensions	11.0	11.1	8.1	7.9	5.0	5.0	8.4	8.3	13.1	13.4
Income statement										
Percentage of gross revenue										
Income	99.9	99.8	99.8	99.8	99.4	99.4	100.0	100.0	100.0	99.8
Sales	0.1	0.2	0.2	0.2	0.6	0.6	0.0	0.0	0.0	0.2
Change in finished goods	0.5	0.6	0.3	0.3	0.3	0.3	0.5	0.5	0.6	0.6
Interest and similar income	5.9	5.6	4.9	5.0	4.6	4.1	5.8	5.3	6.2	6.1
Other income ²										
of which Income from long-term equity investments	1.0	1.1	0.0	0.0	0.2	0.2	0.8	0.8	1.3	1.4
Total income ²	106.4	106.2	105.2	105.4	104.9	104.4	106.3	105.9	106.8	106.8
Expenses										
Cost of materials	42.9	43.9	33.8	33.8	42.2	42.4	44.6	45.8	42.3	43.4
Personnel expenses	28.7	27.3	35.7	34.8	31.6	30.9	29.7	28.7	27.4	25.5
Depreciation	4.8	4.2	5.4	4.9	4.8	4.6	4.1	3.9	5.1	4.2
of which Depreciation of tangible fixed assets	4.2	3.9	5.1	4.8	4.4	4.4	3.8	3.6	4.4	3.9
Interest and similar expenses	1.2	1.1	1.7	1.6	1.5	1.4	1.1	1.1	1.1	1.1
Operating taxes	0.0	0.0	0.0	0.0	-0.1	0.1	0.0	0.1	0.1	0.0
Other expenses ³	22.5	23.1	23.9	24.5	20.5	20.6	21.3	21.4	23.6	24.6
Total expenses before taxes on income ³	100.1	99.6	100.6	99.7	100.5	100.0	100.8	100.9	99.6	98.8
Annual result before taxes on income	6.3	6.5	4.7	5.7	4.4	4.4	5.5	4.9	7.2	7.9
Taxes on income	1.8	1.9	1.0	1.3	1.4	1.3	1.3	1.2	2.3	2.5
Annual result	4.4	4.6	3.6	4.4	3.0	3.1	4.2	3.7	4.9	5.5
Other ratios										
Percentage of sales										
Annual result before taxes on income	6.3	6.6	4.7	5.7	4.4	4.4	5.5	4.9	7.2	8.0
Annual result and depreciation	9.2	8.8	9.0	9.3	7.9	7.8	8.3	7.7	10.0	9.7
Trade receivables	8.7	8.7	11.1	11.1	11.1	11.0	9.8	10.1	7.6	7.3
Percentage of the balance sheet total										
Sales	150.2	150.8	174.3	171.7	171.6	174.0	176.5	177.9	134.4	134.7
Annual result and interest paid	8.4	8.7	9.3	10.3	7.7	7.9	9.4	8.5	8.1	8.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	22.2	22.2	20.3	21.1	19.8	20.5	23.6	22.1	22.1	22.5
Percentage of fixed assets										
Long-term equity and liabilities	108.0	111.6	122.2	121.1	124.9	125.8	125.1	127.8	99.3	103.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	117.0	122.5	106.4	108.3	111.8	109.7	120.6	122.9	116.6	125.3
Cash resources, short-term receivables and inventories	145.9	152.2	130.7	132.3	144.9	145.1	155.5	157.9	141.9	151.4
Percentage of cost of materials										
Trade payables	13.5	13.1	21.3	21.4	18.9	18.2	14.1	13.9	11.7	11.4
Memo item										
Balance sheet total in € billion	11.72	11.96	0.19	0.20	1.13	1.15	3.21	3.23	7.19	7.37
Sales in € billion	17.60	18.03	0.34	0.35	1.94	2.00	5.66	5.75	9.66	9.93
Number of enterprises	1,141	1,141	398	398	394	394	268	268	81	81

* Including reproduction of recorded media. — 1 Only those financial statements for which data are available for both financial years are evaluated. —

2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

9 Publishing and printing * (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.9	5.5	4.7	4.5	5.8	6.2	7.5	6.8	8.9	9.5
	50	22.2	21.4	19.0	18.2	23.2	22.0	24.7	22.6	24.6	22.8
	75	47.6	48.1	46.4	49.7	50.9	50.1	46.9	46.4	43.3	40.8
Inventories	25	2.6	2.8	1.3	1.1	3.8	3.7	5.2	5.3	2.4	2.4
	50	8.1	8.3	5.6	5.4	9.3	9.3	11.7	11.3	6.6	7.2
	75	18.9	18.4	16.4	14.1	17.6	18.5	22.1	23.0	16.4	16.2
Equity	25	3.8	4.4	- 10.0	- 4.1	4.4	5.3	6.1	6.9	13.7	13.4
	50	16.4	17.6	13.2	16.0	16.6	16.3	18.6	18.7	26.1	25.3
	75	34.9	37.3	31.4	36.4	34.2	35.8	34.7	38.4	42.5	44.4
Short-term liabilities	25	22.6	22.9	21.4	20.8	23.6	24.2	24.2	25.0	21.6	21.1
	50	38.9	37.1	39.8	38.4	40.4	39.4	38.2	36.3	31.3	28.5
	75	59.8	59.3	67.6	62.6	60.7	60.0	55.8	56.9	48.4	45.0
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.4	0.6	0.0	0.0	0.0	0.0
	50	16.4	14.9	21.0	17.1	20.9	19.5	12.0	9.8	1.7	0.2
	75	41.8	38.7	50.9	47.1	43.5	42.6	32.9	31.7	18.2	16.1
		Percentage of gross revenue									
Cost of materials	25	27.9	28.4	22.5	21.5	31.5	31.8	36.7	37.4	32.7	31.9
	50	39.5	39.5	32.0	32.1	40.2	40.3	46.4	46.5	44.6	47.0
	75	51.6	51.6	43.1	43.5	50.6	49.9	55.8	58.2	59.4	60.9
Personnel expenses	25	22.1	21.9	23.5	23.8	23.3	23.3	21.0	20.4	16.8	15.8
	50	31.4	30.6	34.4	33.6	32.5	31.9	28.5	27.9	26.0	24.6
	75	40.2	39.4	44.8	43.8	40.1	39.0	35.7	35.5	33.0	32.3
Depreciation	25	1.5	1.4	1.5	1.3	1.6	1.3	1.6	1.3	1.6	1.5
	50	3.6	3.1	3.5	3.0	3.7	3.4	3.5	3.1	3.6	3.2
	75	6.5	6.0	6.7	6.1	6.9	6.6	5.8	5.6	5.5	5.2
Annual result	25	0.3	0.3	0.1	0.3	0.3	0.2	0.3	0.2	1.9	1.3
	50	2.3	2.3	2.1	2.5	2.1	2.1	2.2	2.1	4.2	4.7
	75	6.5	6.3	7.9	7.9	5.6	5.5	6.0	5.6	7.9	9.2
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.2	0.5	0.5	0.6	0.5	0.4	2.4	1.9
	50	3.1	3.3	2.8	3.5	3.0	3.1	3.1	2.6	4.8	5.9
	75	8.2	8.4	9.0	9.8	7.2	7.1	7.7	7.7	10.8	12.8
Annual result and depreciation	25	3.5	3.6	3.2	3.5	3.2	3.6	3.7	3.3	4.7	4.8
	50	7.6	7.5	7.3	7.6	7.7	7.6	6.8	6.6	9.8	10.2
	75	14.2	13.8	15.2	15.4	13.2	12.9	12.9	12.2	16.1	17.6
Trade receivables	25	5.9	5.7	5.7	5.1	6.6	6.8	5.9	5.9	3.9	3.9
	50	9.0	8.7	9.2	8.6	9.4	9.6	8.7	8.7	6.8	6.7
	75	13.0	13.0	13.2	13.4	13.6	13.5	12.2	13.0	9.8	9.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.8	3.0	2.1	3.4	2.9	3.1	3.1	2.4	5.3	5.0
	50	7.4	7.2	7.2	8.1	7.2	6.9	7.1	6.5	8.6	9.1
	75	14.6	14.8	18.8	19.5	13.4	13.3	14.2	13.4	14.6	14.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.9	8.1	7.3	6.8	9.2	8.3	9.5	8.7	16.6	16.9
	50	20.9	20.0	18.1	17.8	20.5	19.7	23.7	20.1	29.1	29.5
	75	43.3	42.0	47.4	48.7	41.9	37.6	43.3	38.6	42.4	44.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	86.0	88.1	81.3	89.4	91.8	86.9	85.1	89.3	93.4	83.1
	50	133.6	135.6	133.3	140.1	137.1	138.3	130.3	125.2	117.8	118.6
	75	275.9	282.8	314.8	344.7	295.3	308.4	235.1	227.2	196.8	197.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	68.4	69.0	66.3	64.9	71.6	68.7	68.8	71.7	72.0	67.3
	50	117.1	117.3	115.9	123.1	121.0	116.5	104.6	104.8	138.4	136.7
	75	205.8	200.3	217.6	220.0	205.4	198.3	180.4	181.6	234.9	221.7
		Percentage of cost of materials									
Trade payables	25	7.3	7.6	6.5	6.8	8.2	8.2	7.4	7.7	6.5	6.5
	50	13.2	13.5	15.2	15.2	14.0	14.6	12.4	11.8	10.1	9.7
	75	24.5	23.8	31.6	28.4	24.2	24.7	19.6	19.8	14.4	15.2

* Including reproduction of recorded media. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

9 Publishing and printing * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.8	3.5	1.9	1.7	1.3	1.3	3.5	3.3	4.2	4.0
of which Goodwill	1.6	1.5	0.9	0.7	0.3	0.2	1.9	1.6	1.7	1.7
Tangible fixed assets	28.9	26.4	30.9	31.7	33.8	33.5	29.2	29.2	28.0	24.3
of which Land and buildings	14.2	13.0	6.5	8.0	9.2	9.2	10.8	10.6	16.3	14.5
Inventories	9.5	9.6	10.9	10.4	14.2	15.2	12.4	12.7	7.9	7.9
of which Finished goods and merchandise	4.1	4.2	4.9	5.1	7.8	8.9	5.7	5.7	3.0	3.0
Cash	11.6	12.8	11.4	10.5	10.3	10.5	12.8	11.3	11.4	13.6
Receivables	30.4	30.1	39.2	40.3	34.4	33.2	35.1	35.5	28.1	27.6
Short-term	27.8	26.8	35.7	36.9	32.4	30.6	33.0	33.4	25.3	23.8
of which										
Trade receivables	12.4	12.3	19.8	19.4	19.4	19.6	18.1	18.2	9.4	9.2
Receivables from affiliated companies	12.0	11.1	9.5	10.3	7.6	6.4	10.7	11.4	13.0	11.8
Long-term	2.5	3.3	3.5	3.5	2.0	2.6	2.1	2.1	2.7	3.8
of which Loans to affiliated companies	1.8	2.6	0.4	0.4	0.3	1.0	0.9	1.0	2.3	3.4
Securities	2.5	3.2	1.9	1.7	1.3	1.2	3.4	4.2	2.4	3.3
Other long-term equity investments	12.8	13.8	2.2	2.2	3.8	4.0	2.9	3.1	17.5	19.0
Capital										
Equity	28.3	30.2	15.4	17.9	22.7	25.0	31.5	33.5	28.4	30.1
Liabilities	45.3	43.1	68.1	65.2	62.3	60.5	48.7	47.4	41.2	38.7
Short-term	32.1	31.0	43.0	41.7	39.3	38.5	32.2	32.8	30.8	29.1
of which										
Liabilities to banks	3.5	4.5	9.5	7.5	9.6	8.5	5.1	5.2	2.0	3.6
Trade payables	8.0	8.1	13.6	13.6	14.3	14.0	10.7	11.1	6.1	6.2
Liabilities to affiliated companies	12.9	10.8	7.9	8.4	5.7	6.3	9.4	10.0	15.2	11.7
Long-term	13.2	12.1	25.1	23.5	23.0	21.9	16.5	14.6	10.5	9.6
of which										
Liabilities to banks	10.2	8.7	18.8	17.5	16.7	16.4	11.2	10.2	8.7	6.9
Liabilities to affiliated companies	1.5	2.4	3.7	3.9	3.7	2.8	2.9	2.3	0.7	2.3
Provisions	24.9	25.3	16.2	16.6	14.6	14.2	18.2	17.5	28.8	29.6
of which Provisions for pensions	12.2	12.5	9.9	9.5	6.3	6.2	8.4	8.2	14.3	14.8
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.8	99.8	99.8	99.3	99.5	99.8	99.8	100.0	99.8
Change in finished goods	0.2	0.2	0.2	0.2	0.7	0.5	0.2	0.2	0.0	0.2
Interest and similar income	0.6	0.6	0.4	0.3	0.3	0.3	0.5	0.6	0.7	0.7
Other income 2	6.2	5.8	4.6	4.5	4.5	4.2	5.7	4.8	6.7	6.6
of which Income from long-term equity investments	1.1	1.2	0.0	0.1	0.1	0.1	0.7	0.7	1.5	1.7
Total income 2	106.7	106.4	105.0	104.8	104.8	104.5	106.2	105.4	107.4	107.3
Expenses										
Cost of materials	43.3	44.4	34.4	34.6	42.6	42.8	47.1	48.5	42.0	43.2
Personnel expenses	28.7	27.1	37.1	36.0	31.9	31.2	28.7	27.6	27.7	25.7
Depreciation	4.9	4.1	4.6	4.2	4.5	4.3	3.9	3.8	5.4	4.3
of which Depreciation of tangible fixed assets	4.2	3.9	4.2	4.1	4.2	4.1	3.6	3.5	4.5	4.0
Interest and similar expenses	1.2	1.1	1.5	1.3	1.4	1.3	1.1	1.0	1.2	1.1
Operating taxes	0.0	0.0	0.0	0.0	-0.1	0.1	0.0	0.0	0.1	0.0
Other expenses 3	22.8	23.5	24.2	24.6	20.7	20.9	20.6	20.3	24.2	25.4
Total expenses before taxes on income 3	100.8	100.2	101.7	100.7	101.0	100.6	101.3	101.2	100.5	99.7
Annual result before taxes on income	5.9	6.1	3.2	4.1	3.8	3.9	4.9	4.1	6.9	7.6
Taxes on income	2.0	2.2	1.0	1.2	1.5	1.4	1.4	1.3	2.4	2.7
Annual result	3.9	4.0	2.2	2.9	2.3	2.5	3.5	2.8	4.4	4.8
Other ratios	Percentage of sales									
Annual result before taxes on income	5.9	6.2	3.2	4.1	3.9	3.9	4.9	4.2	6.9	7.6
Annual result and depreciation	8.8	8.1	6.8	7.1	6.9	6.9	7.4	6.6	9.8	9.1
Trade receivables	8.6	8.5	10.7	10.7	11.1	11.0	10.1	10.1	7.3	7.2
Percentage of the balance sheet total										
Sales	144.4	144.9	185.4	181.1	174.1	177.4	179.6	179.6	127.7	128.1
Annual result and interest paid	7.3	7.4	6.9	7.8	6.5	6.7	8.3	6.9	7.1	7.7
Percentage of liabilities and provisions less cash										
Annual result and depreciation	21.1	20.7	17.3	18.0	17.9	18.9	23.8	21.6	20.9	20.8
Percentage of fixed assets										
Long-term equity and liabilities	110.4	114.3	129.8	129.9	127.8	129.0	141.0	139.0	100.6	106.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	127.3	134.3	111.0	115.0	110.9	109.4	144.8	140.0	124.8	137.6
Cash resources, short-term receivables and inventories	157.0	165.4	136.2	139.9	146.9	148.7	183.2	178.8	150.6	164.6
Percentage of cost of materials										
Trade payables	12.8	12.6	21.3	21.7	19.2	18.4	12.7	12.7	11.3	11.2
Memo item										
Balance sheet total in € billion	8.75	8.89	0.14	0.15	0.82	0.83	1.91	1.94	5.87	5.96
Sales in € billion	12.63	12.88	0.27	0.28	1.43	1.48	3.44	3.49	7.50	7.64
Number of enterprises	810	810	298	298	290	290	167	167	55	55

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2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

9 Publishing and printing * (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.0	4.9	4.1	3.8	5.0	5.5	7.6	6.6	6.5	5.2
	50	19.2	18.0	16.8	15.4	20.7	19.8	22.2	22.5	21.7	19.9
	75	42.8	44.8	37.1	39.4	46.5	46.5	46.4	46.2	35.7	36.2
Inventories	25	2.6	3.0	1.3	1.0	4.1	3.7	5.5	5.3	2.4	2.9
	50	8.3	8.5	5.9	5.7	9.5	9.6	11.7	11.5	6.4	6.3
	75	19.5	19.1	16.7	14.9	19.5	20.0	23.5	25.0	14.7	13.9
Equity	25	4.8	6.3	-2.1	0.9	4.8	5.9	9.6	11.3	13.7	13.5
	50	18.9	20.2	15.9	18.3	17.9	17.8	23.9	27.4	28.0	27.2
	75	37.7	40.1	33.6	36.8	36.0	37.8	38.7	42.4	44.6	44.9
Short-term liabilities	25	22.6	22.9	22.7	22.4	24.1	25.3	21.4	22.9	17.6	15.1
	50	38.3	36.5	40.9	39.7	40.5	39.1	35.9	33.7	26.4	27.5
	75	59.3	58.3	67.4	61.1	59.7	59.2	53.4	54.0	40.0	41.8
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0
	50	13.9	11.3	14.8	12.7	18.6	16.2	10.8	9.1	0.8	0.0
	75	36.9	35.4	42.2	38.0	39.2	38.5	32.4	31.0	18.2	16.1
		Percentage of gross revenue									
Cost of materials	25	28.4	28.7	22.5	21.9	31.0	32.2	37.7	38.8	31.3	31.4
	50	39.6	39.7	32.3	32.2	40.0	40.4	49.6	50.2	44.6	47.3
	75	52.1	52.2	43.3	44.1	51.1	50.3	58.0	60.0	59.5	62.4
Personnel expenses	25	22.9	22.8	27.0	25.7	24.4	24.0	19.5	19.0	16.8	15.7
	50	32.6	31.8	37.3	36.2	32.9	32.4	28.1	27.4	25.3	23.6
	75	41.0	40.3	46.5	45.6	40.4	39.3	34.6	33.8	34.6	32.7
Depreciation	25	1.3	1.2	1.3	1.2	1.1	1.1	1.4	1.2	1.4	1.4
	50	3.1	2.8	2.9	2.6	3.1	2.7	3.2	3.0	3.8	3.2
	75	6.0	5.5	6.1	5.2	6.4	5.8	5.8	5.7	5.3	4.8
Annual result	25	0.2	0.1	-0.3	0.1	0.3	0.1	0.3	0.1	1.9	1.3
	50	1.7	1.9	1.1	1.8	1.6	1.7	2.1	1.8	3.9	4.2
	75	4.8	4.9	4.5	4.9	4.2	4.3	4.9	4.6	7.6	9.1
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.3	-0.2	0.2	0.5	0.3	0.6	0.3	2.4	1.9
	50	2.4	2.6	1.7	2.4	2.5	2.7	3.0	2.4	4.5	5.4
	75	6.6	6.7	5.8	6.4	6.6	5.9	6.9	7.0	10.8	12.0
Annual result and depreciation	25	2.9	3.2	2.6	2.6	2.7	3.3	3.4	3.3	4.2	4.5
	50	6.5	6.4	5.7	6.1	7.0	6.6	6.5	6.4	9.4	9.3
	75	12.1	11.7	11.3	11.8	12.2	11.5	11.8	10.1	16.8	17.8
Trade receivables	25	6.1	5.7	6.0	5.1	6.7	6.8	6.2	6.0	4.2	4.0
	50	9.1	8.8	9.2	8.7	9.4	9.7	8.6	8.6	6.7	6.5
	75	13.3	13.3	13.3	13.8	14.1	13.6	12.7	13.0	9.8	8.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.4	2.5	1.1	2.3	2.7	2.3	2.7	2.5	5.2	3.8
	50	6.3	6.5	5.6	6.6	6.6	6.0	6.4	5.7	7.8	8.7
	75	12.3	12.2	12.5	12.8	11.4	11.7	12.7	11.6	14.6	14.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.1	7.7	5.6	5.6	8.7	7.9	9.4	11.0	16.6	17.8
	50	19.4	18.5	15.2	15.3	19.4	17.8	23.8	20.6	29.2	29.5
	75	41.9	39.7	39.7	40.8	41.8	36.5	43.5	38.5	48.0	46.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	91.9	91.3	86.0	91.3	94.0	89.4	96.0	95.8	97.2	84.5
	50	144.2	147.2	151.5	162.0	143.6	142.4	149.2	138.7	137.6	135.3
	75	318.9	339.5	334.7	369.0	356.5	368.4	270.2	227.6	247.2	264.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	74.1	72.5	70.0	73.0	74.1	69.8	73.9	71.0	92.8	85.2
	50	123.8	126.1	124.6	134.7	121.4	117.2	122.8	110.3	144.0	148.2
	75	223.3	220.0	230.6	247.7	204.9	200.6	209.3	195.7	288.4	291.6
		Percentage of cost of materials									
Trade payables	25	7.4	7.5	7.5	7.7	8.5	8.2	6.9	6.8	6.3	6.5
	50	13.3	13.6	15.7	15.1	14.9	14.6	11.4	11.5	9.9	9.6
	75	24.2	23.5	31.6	27.8	24.2	24.4	18.3	18.8	14.1	14.5

* Including reproduction of recorded media. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

9 Publishing and printing * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.6	2.2	3.9	4.3	2.9	2.3	1.8	1.5	3.1	2.8
of which Goodwill	0.3	0.2	2.0	1.8	1.1	0.6	0.4	0.3	0.0	0.0
Tangible fixed assets	31.5	30.3	44.9	45.3	39.2	37.9	32.9	30.5	27.9	27.9
of which Land and buildings	12.8	12.5	13.5	13.0	16.2	16.0	14.0	13.7	10.7	10.7
Inventories	11.6	11.5	8.7	8.8	9.8	10.5	13.2	13.0	10.4	10.4
of which Finished goods and merchandise	5.1	5.0	3.9	4.2	4.0	4.3	5.8	5.4	4.7	4.7
Cash	9.8	10.1	5.3	5.5	11.7	11.8	9.6	10.4	9.9	9.6
Receivables	29.8	32.1	32.8	31.8	33.1	33.2	29.7	32.7	29.1	31.2
Short-term	28.2	30.4	31.8	30.9	32.7	32.9	28.0	31.0	27.2	29.4
of which										
Trade receivables	15.3	15.4	18.1	18.1	18.1	18.1	16.2	17.5	13.7	12.8
Receivables from affiliated companies	9.1	11.4	9.4	10.3	10.0	11.2	7.0	8.4	10.9	14.1
Long-term	1.6	1.6	0.9	0.9	0.4	0.4	1.7	1.7	1.9	1.9
of which Loans to affiliated companies	0.7	0.7	0.1	0.0	0.0	0.1	0.3	0.3	1.2	1.3
Securities	3.9	3.1	0.1	0.0	0.1	0.6	2.7	2.7	6.1	4.2
Other long-term equity investments	10.2	10.2	2.6	2.9	2.5	2.9	9.6	8.6	12.9	13.6
Capital										
Equity	21.5	21.7	4.5	6.3	17.7	17.8	18.8	18.2	25.8	26.3
Liabilities	61.3	61.5	86.2	83.9	71.1	71.2	63.5	63.5	55.9	56.6
Short-term	42.6	42.9	40.2	41.4	38.9	40.9	42.5	42.3	43.7	44.0
of which										
Liabilities to banks	6.1	5.5	9.6	8.0	7.6	8.4	6.7	6.8	4.9	3.5
Trade payables	10.7	10.2	9.8	9.0	12.2	12.0	11.7	11.7	9.4	8.5
Liabilities to affiliated companies	17.4	19.8	12.2	16.7	10.7	12.3	16.3	16.9	20.3	24.3
Long-term	18.7	18.6	46.0	42.5	32.3	30.4	21.0	21.3	12.2	12.6
of which										
Liabilities to banks	10.7	9.7	41.3	38.5	25.4	22.7	11.3	10.1	5.5	5.4
Liabilities to affiliated companies	6.1	6.5	4.4	3.2	4.9	4.4	7.2	8.9	5.4	4.9
Provisions	16.9	16.2	9.0	9.6	10.3	9.9	17.4	17.9	18.2	16.2
of which Provisions for pensions	7.3	7.1	3.1	3.0	1.6	1.7	8.5	8.3	7.6	7.4
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	99.8	99.8	99.6	99.3	100.1	100.2	100.0	99.9
Change in finished goods	0.0	0.0	0.2	0.2	0.4	0.7	-0.1	-0.2	0.0	0.1
Interest and similar income	0.4	0.4	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Other income ²	5.1	5.3	5.9	7.1	4.8	4.0	6.0	6.2	4.3	4.7
of which Income from long-term equity investments	0.6	0.7	0.0	0.0	0.4	0.3	0.8	0.9	0.4	0.5
Total income ²	105.5	105.7	106.3	107.4	105.1	104.3	106.4	106.6	104.8	105.1
Expenses										
Cost of materials	41.9	42.5	31.7	30.8	41.2	41.2	40.7	41.6	43.6	44.1
Personnel expenses	28.9	27.9	30.7	30.1	30.6	29.9	31.2	30.4	26.0	24.9
Depreciation	4.5	4.3	8.4	7.8	5.7	5.6	4.5	4.2	4.1	3.9
of which Depreciation of tangible fixed assets	4.2	4.0	8.4	7.7	5.2	5.3	4.0	3.8	3.9	3.6
Interest and similar expenses	1.2	1.2	2.6	2.6	1.7	1.7	1.2	1.2	1.0	1.1
Operating taxes	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	21.9	22.2	22.9	24.4	19.9	19.9	22.4	23.0	21.7	21.9
Total expenses before taxes on income ³	98.4	98.2	96.3	95.8	99.2	98.3	100.1	100.5	96.5	95.9
Annual result before taxes on income	7.1	7.5	9.9	11.6	5.9	5.9	6.3	6.1	8.2	9.2
Taxes on income	1.3	1.3	1.2	1.6	1.0	1.1	1.0	1.1	1.7	1.6
Annual result	5.8	6.2	8.7	10.0	4.9	4.9	5.3	5.1	6.5	7.6
Other ratios	Percentage of sales									
Annual result before taxes on income	7.1	7.5	9.9	11.6	5.9	6.0	6.3	6.1	8.2	9.2
Annual result and depreciation	10.3	10.5	17.1	17.8	10.6	10.5	9.7	9.2	10.6	11.5
Trade receivables	9.2	9.2	12.7	12.6	11.0	11.0	9.4	10.0	8.4	7.9
Percentage of the balance sheet total										
Sales	167.2	167.9	143.0	143.1	165.0	164.9	171.9	175.2	164.0	162.6
Annual result and interest paid	11.8	12.5	16.1	18.1	11.0	10.9	11.1	10.9	12.4	14.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	25.1	25.8	27.1	28.9	24.8	24.6	23.4	22.7	27.0	29.1
Percentage of fixed assets										
Long-term equity and liabilities	100.7	103.6	106.0	101.0	117.8	117.4	104.7	112.0	93.1	94.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	94.2	97.7	92.5	88.0	114.3	110.4	93.4	102.9	90.9	90.8
Cash resources, short-term receivables and inventories	121.4	124.4	114.2	109.2	139.6	136.1	124.5	133.6	114.8	114.3
Percentage of cost of materials										
Trade payables	15.3	14.3	21.7	20.3	17.9	17.5	16.8	16.1	13.1	11.9
Memo item										
Balance sheet total in € billion	2.97	3.07	0.05	0.05	0.31	0.31	1.29	1.29	1.32	1.41
Sales in € billion	4.97	5.15	0.07	0.07	0.51	0.52	2.22	2.27	2.16	2.29
Number of enterprises	331	331	100	100	104	104	101	101	26	26

* Including reproduction of recorded media. — ¹ Only those financial statements for which data are available for both financial years are evaluated. —

² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

9 Publishing and printing * (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	9.1	7.7	8.3	8.8	9.8	7.5	7.4	7.3	11.8	10.8
	50	32.5	30.8	38.9	41.2	33.8	33.7	26.7	23.3	30.4	32.7
	75	55.1	56.9	61.2	63.0	55.9	56.5	48.9	47.7	54.7	50.9
Inventories	25	2.4	2.4	1.2	1.2	3.2	3.5	4.6	5.2	2.0	1.6
	50	7.4	7.7	4.5	4.9	7.5	8.3	11.6	10.9	7.9	8.5
	75	17.6	17.6	12.7	11.3	15.5	15.2	20.7	18.7	22.0	19.5
Equity	25	1.0	1.6	- 43.9	- 25.2	3.9	3.9	4.6	3.9	11.0	11.0
	50	11.5	12.6	2.5	6.5	12.9	13.3	12.1	11.9	25.0	21.1
	75	29.3	31.3	29.7	31.8	31.4	31.3	26.1	22.9	35.6	37.6
Short-term liabilities	25	22.9	23.0	17.4	18.4	19.9	21.5	27.6	27.1	28.5	27.1
	50	40.2	39.4	37.4	35.3	40.2	41.4	41.3	39.4	44.5	39.3
	75	62.0	63.0	70.1	64.3	61.6	64.9	62.9	61.0	56.9	52.6
Liabilities to banks	25	0.4	0.0	7.0	5.0	2.7	0.9	0.0	0.0	0.0	0.0
	50	26.0	22.9	47.8	41.9	30.9	30.7	13.0	14.0	4.0	3.3
	75	51.8	49.8	88.3	78.5	53.0	51.7	36.9	35.0	20.2	19.0
		Percentage of gross revenue									
Cost of materials	25	26.9	27.2	21.2	19.5	32.6	30.3	32.8	33.0	33.6	35.7
	50	39.3	38.9	31.6	31.6	40.4	40.3	42.2	44.5	44.5	44.6
	75	50.2	50.4	43.1	41.3	50.1	48.4	52.9	53.9	59.4	58.8
Personnel expenses	25	20.3	20.1	15.3	15.5	21.2	22.1	23.3	20.9	15.9	16.5
	50	28.9	28.6	27.6	26.7	31.1	30.7	28.8	29.0	29.5	27.4
	75	37.8	36.6	37.6	36.6	39.5	36.8	38.6	37.7	32.9	32.2
Depreciation	25	2.3	1.9	2.6	2.0	2.6	2.1	2.0	1.6	2.6	2.2
	50	4.6	4.2	5.2	4.5	5.0	4.7	3.8	3.1	3.5	3.5
	75	7.4	7.0	9.6	8.8	7.5	7.4	6.0	5.5	5.8	5.6
Annual result	25	0.9	0.9	3.0	3.4	0.8	0.9	0.4	0.2	1.5	1.2
	50	5.0	5.2	9.2	9.7	3.7	3.8	3.1	2.5	5.4	5.1
	75	10.4	10.8	15.9	16.5	7.3	8.1	7.3	7.8	9.0	12.1
		Percentage of sales									
Annual result before taxes on income	25	1.5	1.3	3.5	3.8	1.1	1.4	0.5	0.4	1.7	1.5
	50	6.0	6.2	10.4	10.4	4.7	4.8	4.0	3.0	6.6	6.0
	75	11.5	12.5	16.9	17.9	8.5	9.9	8.6	9.0	10.9	14.7
Annual result and depreciation	25	5.0	4.8	8.8	8.4	4.9	6.0	4.0	3.4	5.4	5.3
	50	10.9	11.1	16.5	16.8	9.6	9.6	8.9	6.7	11.1	11.1
	75	19.0	20.1	26.3	28.2	16.0	16.6	15.7	13.8	16.1	17.3
Trade receivables	25	5.6	5.8	5.5	5.2	6.3	6.8	5.5	5.6	2.7	2.8
	50	8.7	8.6	8.6	7.9	9.3	9.1	8.7	8.8	7.6	7.3
	75	12.7	12.3	12.9	12.5	13.2	12.9	12.1	12.3	11.0	11.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.8	4.6	9.5	10.6	4.8	4.7	3.7	2.3	7.2	6.8
	50	11.6	12.2	22.3	23.4	10.1	10.5	9.3	7.7	10.7	11.0
	75	22.2	24.5	38.7	39.7	17.3	18.8	17.2	15.8	15.7	14.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	11.4	11.1	13.7	11.8	14.0	12.1	10.3	6.9	16.1	14.8
	50	24.0	26.1	30.7	32.1	22.8	27.0	23.7	19.6	28.3	28.0
	75	46.9	50.3	61.3	72.2	42.3	38.2	42.3	40.8	39.2	39.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	74.1	79.1	63.9	82.4	84.5	78.7	75.5	76.8	83.9	69.6
	50	111.2	116.4	109.5	109.1	124.3	125.6	107.4	111.3	102.4	107.4
	75	174.3	168.2	179.9	153.6	186.7	193.9	164.9	182.2	130.8	129.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	59.5	64.8	53.6	54.4	64.2	67.8	61.3	73.0	57.3	60.5
	50	96.0	101.3	98.1	99.0	118.8	112.4	89.4	101.0	79.9	101.5
	75	176.5	178.8	177.3	178.8	210.7	194.3	145.2	169.4	152.9	159.9
		Percentage of cost of materials									
Trade payables	25	7.0	7.7	4.5	5.9	7.4	8.7	8.1	8.9	7.1	6.4
	50	12.7	13.2	13.0	15.3	12.7	13.8	13.4	13.1	11.5	9.9
	75	25.2	24.2	35.2	31.3	24.3	25.4	22.1	21.8	14.7	15.2

* Including reproduction of recorded media. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	3.9	3.0	3.1	2.7	1.8	1.7	4.6	4.4	3.9	3.0
of which Goodwill	1.2	0.8	1.4	1.2	0.4	0.4	2.1	2.1	1.1	0.8
Tangible fixed assets	17.1	15.8	33.4	31.8	32.7	32.1	32.1	31.5	16.3	15.0
of which Land and buildings	5.7	5.2	18.7	18.0	18.9	19.0	13.6	13.4	5.2	4.8
Inventories	11.5	10.7	15.7	16.3	22.5	23.7	19.0	19.6	11.1	10.3
of which Finished goods and merchandise	4.5	5.6	10.9	11.2	11.5	12.1	9.1	9.6	4.3	5.4
Cash	3.3	5.9	10.6	12.1	7.2	6.9	5.7	6.2	3.1	5.9
Receivables	26.8	27.6	26.6	25.9	31.8	31.8	32.2	31.6	26.6	27.3
Short-term	25.5	25.4	24.4	23.6	29.3	29.3	29.3	28.7	25.3	25.2
of which										
Trade receivables	7.1	6.5	11.5	11.4	16.9	16.6	13.8	13.8	6.7	6.1
Receivables from affiliated companies	16.4	16.8	8.2	7.5	9.3	9.3	9.7	9.2	16.7	17.2
Long-term	1.4	2.2	2.2	2.3	2.5	2.5	2.9	2.8	1.3	2.2
of which Loans to affiliated companies	0.9	1.8	0.1	0.0	1.0	1.0	2.3	2.2	0.8	1.8
Securities	1.8	3.1	2.0	1.9	1.5	1.4	1.3	1.3	1.8	3.1
Other long-term equity investments	35.2	33.7	7.9	8.7	2.1	1.9	4.6	5.2	36.8	35.2
Capital										
Equity	37.5	33.9	24.0	24.5	25.2	25.7	37.8	37.9	37.6	33.8
Liabilities	39.2	43.0	62.0	61.9	61.7	62.0	47.2	46.5	38.7	42.8
Short-term	30.2	32.7	35.4	35.3	36.8	38.3	33.9	34.0	30.0	32.6
of which										
Liabilities to banks	1.4	1.4	6.1	7.6	7.6	7.6	8.9	8.6	1.1	1.1
Trade payables	4.3	4.1	8.5	7.9	11.6	12.6	8.4	8.7	4.1	3.9
Liabilities to affiliated companies	18.5	22.2	10.2	11.5	9.6	9.7	10.9	10.6	18.9	22.8
Long-term	9.0	10.4	26.6	26.6	24.9	23.7	13.2	12.4	8.7	10.2
of which										
Liabilities to banks	3.2	3.6	19.5	17.9	17.0	15.5	8.5	8.1	2.9	3.4
Liabilities to affiliated companies	4.5	4.2	5.6	7.1	6.1	5.6	3.8	3.2	4.5	4.2
Provisions	23.1	22.9	13.8	13.5	13.0	12.2	14.8	15.4	23.6	23.3
of which Provisions for pensions	13.2	13.1	6.3	5.6	5.5	5.1	6.2	6.2	13.6	13.5
Income statement										
Percentage of gross revenue										
Income										
Sales	99.7	99.6	99.6	99.7	99.2	98.8	99.8	99.5	99.7	99.6
Change in finished goods	0.3	0.4	0.4	0.3	0.8	1.2	0.2	0.5	0.3	0.4
Interest and similar income	0.6	0.8	0.5	0.5	0.3	0.3	0.4	0.4	0.6	0.9
Other income ²	9.8	8.7	7.2	7.3	2.9	2.9	4.3	3.9	10.4	9.2
of which Income from long-term equity investments	2.6	1.7	0.4	0.4	0.1	0.0	0.3	0.3	2.8	1.9
Total income ²	110.4	109.5	107.6	107.8	103.1	103.2	104.7	104.3	111.0	110.0
Expenses										
Cost of materials	55.1	55.3	35.9	35.6	51.1	52.5	52.6	53.7	55.4	55.5
Personnel expenses	19.9	19.2	31.9	31.5	23.7	23.1	22.0	21.1	19.7	18.9
Depreciation	6.5	4.5	5.6	5.4	3.0	2.8	4.2	3.8	6.8	4.6
of which Depreciation of tangible fixed assets	5.3	4.2	4.8	5.2	2.8	2.6	3.8	3.6	5.5	4.3
Interest and similar expenses	1.5	1.7	2.1	1.9	1.4	1.3	1.1	1.1	1.5	1.8
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0
Other expenses ³	19.7	20.1	25.4	26.1	19.6	18.9	19.5	19.0	19.7	20.2
Total expenses before taxes on income ³	102.8	100.9	100.9	100.5	98.9	98.7	99.5	98.7	103.1	101.1
Annual result before taxes on income	7.6	8.7	6.7	7.3	4.3	4.5	5.2	5.6	7.9	9.0
Taxes on income	1.9	2.3	1.7	1.7	1.3	1.4	1.5	1.5	2.0	2.4
Annual result	5.7	6.3	5.0	5.5	3.0	3.1	3.7	4.1	5.9	6.6
Other ratios										
Percentage of sales										
Annual result before taxes on income	7.7	8.7	6.8	7.3	4.3	4.5	5.2	5.6	7.9	9.0
Annual result and depreciation	12.3	10.9	10.6	10.9	6.0	6.0	7.9	7.9	12.7	11.2
Trade receivables	8.2	7.5	9.1	8.9	10.3	10.3	9.4	9.2	8.1	7.4
Percentage of the balance sheet total										
Sales	86.1	86.5	126.1	127.6	165.0	161.9	147.5	150.6	82.7	83.1
Annual result and interest paid	6.2	7.0	9.1	9.6	7.2	7.3	7.2	7.8	6.1	7.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.8	15.7	20.5	22.0	14.7	14.4	20.7	21.3	17.7	15.5
Percentage of fixed assets										
Long-term equity and liabilities	102.9	103.4	122.6	125.3	140.9	141.4	130.7	130.2	101.8	102.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	98.6	101.6	100.5	103.1	101.1	96.1	106.4	105.7	98.2	101.5
Cash resources, short-term receivables and inventories	136.7	134.5	144.8	149.1	162.2	158.1	162.5	163.2	135.2	132.9
Percentage of cost of materials										
Trade payables	9.1	8.6	18.7	17.4	13.7	14.6	10.8	10.7	8.9	8.4
Memo item										
Balance sheet total in € billion	105.70	113.49	0.06	0.06	0.59	0.63	4.73	4.91	100.32	107.88
Sales in € billion	90.96	98.15	0.08	0.08	0.97	1.03	6.98	7.39	82.93	89.65
Number of enterprises	808	808	82	82	177	177	299	299	250	250

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	10.1	10.4	6.8	5.1	7.2	8.7	10.8	9.8	13.2	12.8
	50	23.3	22.7	16.2	16.1	24.5	23.6	26.0	24.5	22.1	22.1
	75	38.9	38.2	40.3	36.8	42.7	41.1	41.1	41.2	34.1	33.1
Inventories	25	11.9	11.9	7.7	6.4	13.0	14.8	13.8	14.2	10.2	10.4
	50	20.0	20.6	14.5	14.6	25.9	26.0	22.5	22.8	17.5	16.7
	75	31.7	32.2	32.7	33.9	37.8	37.6	32.4	33.6	24.4	23.7
Equity	25	12.7	13.4	7.7	8.8	8.3	9.3	13.2	15.6	16.8	17.4
	50	26.9	27.8	20.1	19.8	18.7	21.1	29.3	28.9	28.9	29.9
	75	43.5	44.3	39.7	32.7	40.2	42.8	46.9	47.1	43.4	44.4
Short-term liabilities	25	20.4	20.4	22.2	20.2	18.8	20.2	23.5	22.3	18.4	19.5
	50	36.4	34.2	34.3	35.6	38.1	38.1	38.4	36.4	31.9	31.6
	75	50.7	52.7	49.6	55.1	57.1	58.1	53.7	56.1	45.4	45.7
Liabilities to banks	25	0.0	0.0	0.0	1.2	2.2	1.2	0.0	0.0	0.0	0.0
	50	8.4	9.2	12.6	15.3	20.2	18.6	12.8	12.4	0.0	0.0
	75	29.5	27.6	41.8	43.0	36.9	34.1	30.2	28.5	10.7	13.4
		Percentage of gross revenue									
Cost of materials	25	39.5	39.1	20.5	22.1	40.9	40.6	42.3	41.8	43.1	43.5
	50	51.7	52.9	33.6	35.0	51.7	52.0	52.6	53.9	55.0	56.6
	75	62.8	64.2	47.3	49.2	61.2	64.5	64.3	65.7	64.9	65.8
Personnel expenses	25	14.4	14.0	22.4	23.9	15.9	16.2	14.5	13.9	12.2	12.0
	50	21.6	21.3	31.8	30.3	23.8	23.5	21.1	20.1	18.7	18.3
	75	29.2	29.4	42.4	39.8	32.1	31.1	28.2	28.4	25.2	26.9
Depreciation	25	1.6	1.4	1.6	1.5	1.1	1.1	1.4	1.3	2.1	1.9
	50	2.9	2.7	3.3	3.0	2.4	2.0	2.9	2.5	3.2	3.0
	75	5.0	4.4	6.7	5.6	4.4	3.6	4.9	4.4	5.3	4.7
Annual result	25	0.8	1.0	0.3	0.9	0.6	0.7	0.9	0.8	1.0	1.3
	50	3.2	3.3	3.2	3.9	2.4	2.3	3.0	3.1	4.0	3.8
	75	7.1	7.3	11.1	11.3	5.0	5.5	6.4	6.9	8.1	8.2
		Percentage of sales									
Annual result before taxes on income	25	1.3	1.5	0.5	1.4	1.1	1.3	1.4	1.2	1.4	1.8
	50	4.5	4.5	3.6	5.4	3.6	3.8	4.0	4.2	5.2	5.5
	75	9.5	10.0	12.9	13.4	7.2	7.8	9.4	9.2	10.0	10.5
Annual result and depreciation	25	4.2	4.0	3.9	4.5	3.2	3.0	4.0	3.9	5.2	4.8
	50	8.1	7.9	9.8	10.3	6.4	6.3	8.1	7.7	8.9	8.4
	75	13.8	13.7	15.5	17.4	11.5	11.3	13.5	13.4	14.7	14.4
Trade receivables	25	5.6	5.3	4.6	4.0	6.1	5.9	5.8	5.5	5.0	4.9
	50	8.7	8.6	7.4	7.6	8.8	8.7	8.9	8.7	8.8	8.6
	75	12.4	12.4	11.7	13.1	13.3	12.9	12.3	11.9	12.3	11.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.7	3.8	3.0	4.4	3.9	3.7	4.0	3.9	3.3	3.4
	50	7.5	7.8	8.7	9.0	7.5	7.7	7.4	7.6	7.5	8.0
	75	13.8	13.4	16.7	15.6	12.2	12.2	14.1	12.9	14.4	14.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.0	9.8	8.4	10.1	8.3	7.8	10.7	9.9	11.7	11.7
	50	20.6	20.3	18.5	20.2	16.7	16.5	21.8	21.6	22.0	21.0
	75	37.5	40.0	38.8	41.4	34.5	38.4	43.7	40.4	34.5	39.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	95.1	99.5	109.6	97.8	99.9	106.1	93.7	97.9	90.6	96.9
	50	143.2	142.9	154.5	145.7	165.4	157.3	139.5	144.0	132.3	135.0
	75	245.2	246.8	306.1	334.1	331.6	340.0	235.2	238.4	203.7	215.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	62.5	62.9	62.9	61.5	63.1	54.7	58.1	56.7	69.6	77.8
	50	105.3	105.8	112.7	110.8	101.7	97.6	98.6	100.0	118.2	123.6
	75	187.6	187.7	189.2	205.6	190.7	168.8	170.0	181.3	208.3	202.6
		Percentage of cost of materials									
Trade payables	25	5.0	5.3	7.7	5.8	5.7	6.5	5.0	5.3	4.6	4.8
	50	9.3	9.7	15.0	16.0	11.0	11.3	8.7	9.2	8.2	8.5
	75	16.0	16.2	28.7	24.8	19.1	19.3	15.8	15.6	12.6	12.9

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹		2004		2005		2004		2005	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.5	2.8	3.6	3.0	2.4	2.3	5.0	4.7	3.4	2.7
of which Goodwill	0.9	0.8	1.4	1.2	0.6	0.6	2.6	2.6	0.8	0.7
Tangible fixed assets	16.2	14.7	29.8	28.5	32.8	32.6	32.1	31.1	15.5	14.0
of which Land and buildings	5.2	4.8	15.3	14.6	16.9	17.4	12.5	12.5	4.8	4.4
Inventories	11.1	10.3	16.1	16.4	24.2	25.4	18.0	18.9	10.8	9.9
of which Finished goods and merchandise	4.1	5.4	11.1	10.9	12.1	12.7	8.7	9.3	3.9	5.2
Cash	3.3	6.2	11.7	13.6	6.6	6.4	5.4	5.7	3.2	6.2
Receivables	26.0	26.9	27.1	26.2	30.2	29.6	33.4	32.6	25.7	26.6
Short-term	24.6	24.4	24.6	23.6	27.6	26.9	29.9	29.3	24.3	24.2
of which										
Trade receivables	6.3	5.8	12.0	12.0	18.3	17.0	13.5	13.2	6.0	5.5
Receivables from affiliated companies	16.2	16.6	7.8	6.9	6.4	7.2	9.7	9.2	16.5	17.0
Long-term	1.5	2.4	2.5	2.6	2.6	2.6	3.5	3.3	1.4	2.4
of which Loans to affiliated companies	1.0	2.0	0.0	0.0	0.6	0.7	2.9	2.6	0.9	2.0
Securities	1.5	2.7	2.3	2.2	1.3	1.4	0.8	0.9	1.6	2.7
Other long-term equity investments	38.1	36.3	8.8	9.5	1.9	1.9	5.1	5.8	39.6	37.6
Capital										
Equity	39.6	35.8	26.1	26.4	28.3	29.1	43.1	44.1	39.6	35.5
Liabilities	37.8	41.9	59.0	59.3	58.4	58.4	42.4	40.9	37.5	41.9
Short-term	30.2	32.7	36.5	35.9	34.6	36.6	31.6	30.2	30.1	32.8
of which										
Liabilities to banks	1.3	1.2	5.9	7.2	7.1	6.8	8.8	8.3	1.0	0.9
Trade payables	3.8	3.7	8.7	8.2	12.7	14.0	8.2	8.8	3.6	3.5
Liabilities to affiliated companies	18.7	22.7	10.8	12.4	7.4	8.1	9.6	8.4	19.2	23.3
Long-term	7.6	9.2	22.5	23.4	23.7	21.8	10.9	10.7	7.4	9.1
of which										
Liabilities to banks	1.9	2.5	15.7	15.1	15.1	14.2	7.2	7.0	1.7	2.3
Liabilities to affiliated companies	4.3	4.0	5.6	7.0	6.7	5.9	2.9	2.7	4.4	4.1
Provisions	22.4	22.2	14.8	14.1	13.3	12.4	14.3	14.8	22.8	22.5
of which Provisions for pensions	12.5	12.4	7.4	6.5	6.5	5.9	5.3	5.5	12.9	12.7
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.7	99.4	99.5	99.0	98.5	99.8	99.4	99.8	99.7
Change in finished goods	0.3	0.3	0.6	0.5	1.0	1.5	0.2	0.6	0.2	0.3
Interest and similar income	0.6	0.9	0.5	0.5	0.2	0.2	0.4	0.4	0.6	0.9
Other income ²	10.5	9.2	8.0	8.2	2.6	2.7	4.8	4.3	11.0	9.7
of which Income from long-term equity investments	3.1	2.1	0.4	0.4	0.0	0.0	0.3	0.4	3.3	2.2
Total income ²	111.2	110.1	108.5	108.7	102.9	102.9	105.2	104.7	111.7	110.6
Expenses										
Cost of materials	55.2	55.3	37.2	36.5	51.5	52.8	53.7	54.6	55.4	55.4
Personnel expenses	20.0	19.2	33.4	32.5	23.7	23.2	21.5	20.4	19.9	19.0
Depreciation	7.0	4.6	5.4	5.0	2.9	2.8	4.6	4.1	7.2	4.7
of which Depreciation of tangible fixed assets	5.5	4.3	4.5	4.8	2.7	2.6	4.2	3.9	5.7	4.4
Interest and similar expenses	1.4	1.6	2.0	1.9	1.3	1.2	1.1	1.0	1.4	1.6
Operating taxes	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1
Other expenses ³	19.5	20.3	25.5	26.4	19.6	18.7	18.9	18.6	19.6	20.4
Total expenses before taxes on income ³	103.2	101.1	103.6	102.4	99.0	98.8	99.7	98.7	103.5	101.3
Annual result before taxes on income	8.0	9.0	4.9	6.3	3.8	4.1	5.5	6.0	8.2	9.3
Taxes on income	2.1	2.5	1.8	1.9	1.4	1.5	1.8	1.7	2.1	2.6
Annual result	5.9	6.5	3.1	4.3	2.4	2.6	3.7	4.3	6.1	6.7
Other ratios	Percentage of sales									
Annual result before taxes on income	8.0	9.1	4.9	6.3	3.9	4.2	5.5	6.0	8.2	9.3
Annual result and depreciation	12.9	11.2	8.5	9.4	5.4	5.5	8.3	8.4	13.3	11.4
Trade receivables	8.0	7.2	9.8	9.7	10.8	10.3	9.7	9.1	7.8	7.1
Percentage of the balance sheet total										
Sales	79.5	80.3	122.8	123.4	168.8	164.5	139.6	144.6	76.7	77.4
Annual result and interest paid	5.8	6.5	6.3	7.7	6.2	6.4	6.7	7.6	5.7	6.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.9	15.4	16.8	19.4	13.9	14.0	22.5	24.2	17.8	15.2
Percentage of fixed assets										
Long-term equity and liabilities	100.8	101.7	125.0	128.4	143.8	141.3	131.7	135.2	99.7	100.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	95.9	100.2	101.3	105.6	99.3	92.1	113.5	118.1	95.2	99.6
Cash resources, short-term receivables and inventories	132.8	131.5	145.5	151.3	169.0	161.4	170.6	180.7	131.0	129.6
Percentage of cost of materials										
Trade payables	8.7	8.3	18.9	18.1	14.4	15.9	11.0	11.1	8.5	8.0
Memo item										
Balance sheet total in € billion	91.77	98.68	0.05	0.05	0.41	0.45	3.45	3.55	87.86	94.63
Sales in € billion	72.93	79.22	0.06	0.07	0.69	0.74	4.82	5.13	67.36	73.28
Number of enterprises	590	590	62	62	133	133	208	208	187	187

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	8.9	10.2	7.5	7.6	6.9	7.6	10.3	9.6	12.6	12.4
	50	22.0	21.2	16.2	16.1	23.5	22.2	25.5	23.2	21.0	20.0
	75	37.0	36.8	34.5	34.2	42.2	40.4	40.8	40.5	32.1	32.1
Inventories	25	11.3	11.4	9.5	8.1	15.5	15.7	12.8	13.2	9.7	9.4
	50	19.9	20.7	15.4	15.0	25.9	26.0	22.2	22.6	16.8	16.2
	75	31.6	31.9	32.7	32.3	38.0	39.1	31.9	33.2	24.8	24.9
Equity	25	15.1	16.8	7.7	7.2	11.1	10.7	19.1	20.9	20.7	22.7
	50	29.6	30.8	18.2	18.5	20.3	23.4	33.3	35.9	31.3	32.7
	75	45.5	46.8	34.4	32.1	41.9	44.1	51.5	51.6	44.9	46.8
Short-term liabilities	25	20.0	19.5	24.5	21.9	18.0	18.7	23.3	20.2	17.3	18.6
	50	34.6	33.0	37.5	37.7	37.4	35.7	36.5	33.7	30.2	29.8
	75	49.2	49.8	49.4	53.8	55.2	57.2	52.8	51.8	43.4	43.1
Liabilities to banks	25	0.0	0.0	0.0	1.2	1.4	0.9	0.0	0.0	0.0	0.0
	50	6.3	4.8	12.6	13.9	16.9	14.5	11.8	11.2	0.0	0.0
	75	27.3	26.2	40.8	41.7	36.4	31.7	28.7	26.9	6.9	4.7
		Percentage of gross revenue									
Cost of materials	25	40.5	39.6	24.0	24.3	40.9	40.7	43.0	42.3	45.4	46.5
	50	52.4	53.9	35.5	35.4	53.2	54.6	53.1	54.9	56.6	57.2
	75	63.0	64.1	46.1	47.8	61.2	65.0	65.7	66.9	63.7	64.7
Personnel expenses	25	14.5	14.1	26.5	25.9	16.3	16.3	14.4	13.4	12.0	12.0
	50	21.5	21.2	33.7	31.6	23.2	23.3	20.7	19.6	18.6	17.9
	75	29.4	29.4	43.3	40.8	32.1	30.9	27.7	26.9	24.5	26.3
Depreciation	25	1.6	1.4	1.9	1.7	1.1	1.1	1.4	1.3	2.0	1.9
	50	3.0	2.7	3.4	3.3	2.2	2.1	2.9	2.6	3.2	3.0
	75	5.1	4.4	6.4	5.4	4.0	3.6	5.1	4.6	5.1	4.7
Annual result	25	0.6	0.8	0.1	0.5	0.6	0.5	1.0	0.9	0.6	1.3
	50	3.0	3.1	2.0	2.8	2.0	2.1	3.0	3.2	4.0	4.0
	75	6.4	7.1	6.5	7.4	4.4	4.6	6.3	6.9	7.7	8.2
		Percentage of sales									
Annual result before taxes on income	25	1.0	1.3	0.1	0.7	0.9	0.9	1.5	1.4	1.0	1.8
	50	4.1	4.4	2.4	3.7	3.2	3.3	3.8	4.4	5.4	5.6
	75	8.8	9.9	8.3	10.8	6.6	6.8	9.3	9.7	9.9	10.5
Annual result and depreciation	25	4.1	3.9	3.4	4.4	2.7	2.8	4.2	4.1	5.5	4.6
	50	8.0	8.0	7.2	9.4	5.8	6.1	8.5	8.3	9.1	9.0
	75	13.4	13.6	13.7	13.9	10.3	10.0	14.0	13.6	13.9	14.6
Trade receivables	25	5.8	5.5	5.8	5.2	6.5	6.2	6.4	6.2	4.9	4.6
	50	9.0	8.7	8.3	9.2	9.6	9.3	9.2	9.1	8.5	8.3
	75	12.4	12.5	13.6	14.7	14.0	13.2	12.4	12.1	11.8	11.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.4	3.5	1.6	3.5	3.6	3.4	3.9	3.7	2.5	3.2
	50	6.8	7.2	5.8	7.2	6.8	6.3	7.0	7.5	6.3	7.4
	75	12.3	12.1	11.8	13.7	10.6	10.5	12.4	12.3	13.6	12.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.7	9.4	7.0	6.2	8.3	7.3	10.5	11.0	11.6	11.2
	50	20.3	20.0	16.2	17.0	15.8	16.2	22.0	24.3	21.4	20.4
	75	37.5	41.6	32.3	32.1	32.7	41.7	46.5	43.9	35.3	40.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	97.3	103.5	109.6	98.4	102.4	110.8	95.8	102.7	92.9	99.5
	50	144.4	147.9	145.2	145.7	166.9	157.3	140.2	152.3	132.4	135.4
	75	253.5	259.5	279.1	321.4	337.6	341.9	238.9	261.3	217.3	223.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	66.1	67.6	73.1	61.7	63.5	54.4	62.0	63.2	71.2	80.1
	50	108.8	109.3	108.1	104.1	102.9	100.0	102.6	108.9	120.5	129.1
	75	195.4	201.0	172.6	206.2	195.4	175.7	174.7	186.3	228.7	214.8
		Percentage of cost of materials									
Trade payables	25	5.2	5.5	7.9	6.4	5.9	6.6	5.6	5.8	4.4	4.5
	50	9.4	9.9	14.9	16.4	11.7	12.0	9.4	9.9	8.0	8.4
	75	16.9	16.6	30.1	24.9	20.5	19.5	16.8	16.2	12.8	12.9

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	7.0	4.4	1.3	1.1	0.5	0.4	3.7	3.5	7.4	4.5
of which Goodwill	3.0	1.4	1.0	1.0	0.1	0.1	0.9	0.9	3.2	1.5
Tangible fixed assets	23.5	23.1	48.8	47.5	32.3	30.9	32.2	32.6	22.4	22.0
of which Land and buildings	8.9	8.2	33.3	34.3	23.6	22.9	16.7	15.9	7.8	7.2
Inventories	14.2	13.9	13.8	15.6	18.8	19.8	21.8	21.3	13.4	13.1
of which Finished goods and merchandise	7.1	7.1	10.1	12.4	10.1	10.6	10.4	10.4	6.8	6.7
Cash	3.2	3.9	5.7	5.2	8.4	8.2	6.8	7.5	2.8	3.5
Receivables	32.2	32.1	24.4	24.5	35.4	37.2	28.9	28.8	32.5	32.3
Short-term	31.6	31.5	23.4	23.6	33.2	35.1	27.6	27.3	31.9	31.9
of which										
Trade receivables	11.8	11.2	9.3	8.3	13.9	15.7	14.7	15.3	11.4	10.7
Receivables from affiliated companies	17.7	17.8	9.8	10.4	15.7	14.6	9.7	9.2	18.6	18.7
Long-term	0.7	0.6	1.0	0.9	2.2	2.1	1.3	1.6	0.6	0.4
of which Loans to affiliated companies	0.4	0.3	0.4	0.1	1.8	1.7	0.8	1.1	0.3	0.2
Securities	3.6	5.6	0.7	0.6	2.0	1.4	2.7	2.3	3.7	6.0
Other long-term equity investments	15.6	16.4	4.4	4.7	2.4	1.9	3.4	3.5	17.1	17.9
Capital										
Equity	23.5	21.7	15.2	15.1	17.9	17.4	23.6	21.7	23.6	21.7
Liabilities	48.4	50.6	75.1	74.5	69.3	70.8	59.9	61.0	46.9	49.2
Short-term	30.6	32.4	30.9	32.7	41.8	42.6	40.3	44.0	29.5	31.1
of which										
Liabilities to banks	2.3	2.8	7.3	9.9	8.7	9.7	9.1	9.1	1.5	2.0
Trade payables	7.3	7.1	7.6	6.6	9.2	9.2	8.8	8.4	7.1	7.0
Liabilities to affiliated companies	16.9	18.7	7.6	7.2	14.7	13.6	14.4	16.4	17.2	19.0
Long-term	17.7	18.2	44.1	41.8	27.6	28.1	19.6	17.1	17.4	18.1
of which										
Liabilities to banks	11.6	10.9	36.3	31.4	21.2	18.6	12.2	10.9	11.4	10.8
Liabilities to affiliated companies	5.6	4.9	5.6	7.6	4.6	4.9	6.3	4.6	5.6	4.9
Provisions	27.9	27.6	9.7	10.4	12.5	11.8	16.3	17.1	29.4	28.9
of which Provisions for pensions	17.7	17.5	1.3	1.5	3.2	3.2	8.6	8.2	18.9	18.7
Income statement										
Income										
Percentage of gross revenue										
Sales	99.7	99.5	100.3	100.3	99.6	99.6	99.8	99.6	99.6	99.4
Change in finished goods	0.3	0.5	- 0.3	- 0.3	0.4	0.4	0.2	0.4	0.4	0.6
Interest and similar income	0.5	0.7	0.5	0.5	0.4	0.4	0.3	0.3	0.5	0.7
Other income ²	6.9	6.4	4.1	3.8	3.4	3.6	3.3	3.0	7.5	6.9
of which Income from long-term equity investments	0.4	0.4	0.2	0.2	0.1	0.1	0.2	0.3	0.4	0.4
Total income ²	107.4	107.1	104.6	104.3	103.8	104.0	103.6	103.3	108.0	107.6
Expenses										
Cost of materials	54.6	55.5	30.9	32.0	50.2	51.8	50.1	51.7	55.3	56.1
Personnel expenses	19.6	19.0	26.0	27.3	23.6	22.9	23.3	22.6	19.0	18.5
Depreciation	4.7	4.0	6.2	6.7	3.3	2.8	3.4	3.1	4.9	4.2
of which Depreciation of tangible fixed assets	4.6	3.8	6.2	6.7	2.9	2.6	3.0	2.9	4.8	4.0
Interest and similar expenses	2.0	2.2	2.5	2.3	1.6	1.6	1.3	1.3	2.1	2.3
Operating taxes	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0
Other expenses ³	20.2	19.2	25.1	24.6	19.7	19.4	20.7	20.0	20.1	19.1
Total expenses before taxes on income ³	101.1	100.0	90.8	92.9	98.5	98.6	99.0	98.8	101.5	100.2
Annual result before taxes on income	6.3	7.1	13.7	11.4	5.4	5.4	4.6	4.5	6.5	7.5
Taxes on income	1.3	1.3	1.3	1.0	1.0	1.0	0.9	0.9	1.3	1.4
Annual result	5.0	5.8	12.4	10.3	4.3	4.4	3.7	3.6	5.2	6.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	6.3	7.1	13.7	11.3	5.4	5.4	4.6	4.5	6.6	7.5
Annual result and depreciation	9.7	9.8	18.6	17.0	7.7	7.2	7.1	6.8	10.1	10.3
Trade receivables	9.1	8.8	6.6	5.6	8.9	10.1	8.7	9.2	9.1	8.7
Percentage of the balance sheet total										
Sales	129.5	127.8	140.5	148.4	156.5	155.4	169.0	166.5	125.0	123.5
Annual result and interest paid	9.1	10.2	20.9	18.7	9.3	9.3	8.5	8.1	9.2	10.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.2	16.9	33.0	31.6	16.3	15.1	17.2	15.9	17.2	17.0
Percentage of fixed assets										
Long-term equity and liabilities	119.4	116.8	114.1	112.8	133.8	141.7	127.6	116.0	118.5	116.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	115.9	111.5	96.5	90.1	104.3	104.7	91.3	83.5	119.5	115.7
Cash resources, short-term receivables and inventories	162.3	154.6	141.1	137.6	149.2	151.0	145.3	131.8	165.0	157.9
Percentage of cost of materials										
Trade payables	10.3	10.0	17.5	14.0	11.7	11.4	10.4	9.7	10.3	10.0
Memo item										
Balance sheet total in € billion	13.93	14.81	0.01	0.01	0.18	0.18	1.28	1.36	12.46	13.26
Sales in € billion	18.03	18.94	0.02	0.02	0.28	0.29	2.16	2.26	15.57	16.37
Number of enterprises	218	218	20	20	44	44	91	91	63	63

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

10 Manufacture of chemicals and chemical products (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	12.3	11.5	4.3	3.3	11.2	13.4	12.2	10.8	15.0	13.9
	50	27.6	27.3	17.2	23.7	27.6	26.4	27.4	27.1	28.4	27.5
	75	41.2	41.7	59.6	62.3	44.0	42.2	41.2	41.7	38.5	37.3
Inventories	25	12.7	13.3	0.1	0.1	11.6	13.8	15.3	15.8	12.1	12.3
	50	20.1	20.5	13.5	11.7	27.1	29.6	22.5	23.8	18.6	18.8
	75	31.8	33.5	32.4	37.5	37.7	35.8	34.1	35.5	23.6	22.4
Equity	25	7.2	6.5	10.2	11.1	5.1	5.1	6.7	6.5	9.6	8.1
	50	19.4	19.1	24.9	25.5	12.2	14.7	19.0	20.3	20.6	20.3
	75	36.6	36.1	43.9	37.7	36.1	36.2	35.6	31.9	37.3	38.3
Short-term liabilities	25	22.2	24.2	7.7	16.1	22.7	27.3	23.8	25.9	23.6	24.2
	50	39.8	39.9	28.0	24.3	41.0	42.8	42.5	45.5	36.4	38.8
	75	53.6	58.9	50.2	57.0	64.8	61.7	55.9	62.9	49.5	51.0
Liabilities to banks	25	0.0	0.0	0.0	5.4	8.5	10.4	0.2	1.5	0.0	0.0
	50	16.8	16.4	22.3	24.0	24.6	25.8	18.6	16.3	1.5	3.8
	75	33.7	32.0	51.0	48.5	48.1	44.7	36.7	32.6	25.6	24.4
		Percentage of gross revenue									
Cost of materials	25	36.3	36.5	5.9	5.7	41.7	38.9	36.9	37.7	37.2	38.0
	50	49.6	49.9	28.8	31.4	48.8	49.0	50.4	53.5	51.2	50.2
	75	62.1	64.5	49.3	51.2	61.7	64.0	60.6	64.1	68.1	68.9
Personnel expenses	25	13.5	13.2	5.5	7.2	14.2	12.6	15.7	15.4	12.2	11.4
	50	22.4	22.4	20.5	22.1	24.7	24.1	22.8	23.6	19.5	18.9
	75	28.8	29.9	28.9	33.9	32.7	31.9	28.8	30.0	27.6	28.3
Depreciation	25	1.5	1.4	0.6	0.5	1.3	1.0	1.4	1.4	2.1	2.0
	50	2.9	2.5	2.0	2.0	2.7	2.0	2.9	2.5	3.2	3.1
	75	4.9	4.1	12.2	10.4	4.7	3.7	4.2	3.6	5.3	4.6
Annual result	25	1.0	1.3	8.7	3.9	1.0	1.6	0.7	0.6	1.2	1.3
	50	4.1	3.8	12.1	12.3	4.4	4.9	3.0	2.8	4.0	3.6
	75	10.0	8.5	21.9	19.1	8.6	7.8	6.8	6.9	9.3	8.8
		Percentage of sales									
Annual result before taxes on income	25	1.5	1.7	9.4	4.0	2.0	2.2	0.8	0.9	1.5	1.7
	50	4.9	4.8	13.4	14.3	4.7	5.8	4.1	3.8	5.0	4.3
	75	11.3	10.3	22.1	19.9	10.4	9.7	9.8	8.1	11.3	10.9
Annual result and depreciation	25	4.4	4.0	11.9	6.8	4.4	3.9	3.5	3.1	4.8	5.1
	50	8.4	7.6	15.3	15.2	8.2	8.5	6.6	6.1	8.7	7.6
	75	14.8	13.8	38.3	34.9	14.4	12.8	12.3	12.3	15.2	14.3
Trade receivables	25	5.1	4.9	0.2	0.0	6.0	5.6	5.1	4.8	5.5	5.8
	50	8.1	8.2	4.4	3.8	8.0	7.8	8.5	8.1	9.0	9.9
	75	12.0	12.2	8.0	7.5	11.6	12.1	11.2	11.4	13.8	14.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.3	5.0	13.2	12.7	5.6	6.7	4.7	4.4	5.2	4.1
	50	10.6	9.3	18.4	15.8	9.9	10.8	9.3	8.0	9.4	8.9
	75	18.1	17.3	40.9	30.9	17.9	21.0	17.2	15.1	15.0	16.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.8	10.0	18.0	20.2	9.2	8.7	10.7	9.4	14.5	11.7
	50	22.3	20.5	36.6	30.5	18.9	17.3	21.3	18.1	23.4	22.6
	75	35.6	36.6	83.1	65.8	36.5	34.8	33.5	30.1	33.4	39.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	90.8	91.3	98.7	91.5	92.7	91.9	91.7	86.5	88.1	91.3
	50	137.0	130.3	194.3	140.9	163.2	161.9	130.1	129.1	125.2	124.5
	75	215.2	228.9	480.5	810.4	310.3	307.3	207.0	199.2	190.3	200.1
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	57.3	51.3	39.3	35.4	62.9	59.4	52.1	47.4	65.1	64.2
	50	97.6	96.9	143.3	157.2	84.9	87.3	86.4	83.3	101.5	113.3
	75	165.4	152.4	332.9	200.3	143.3	142.7	161.6	149.2	153.8	148.0
		Percentage of cost of materials									
Trade payables	25	4.7	5.1	4.4	4.3	4.7	5.1	4.3	4.9	5.4	5.4
	50	9.1	8.7	16.9	11.4	10.4	9.6	7.3	8.1	9.3	9.0
	75	14.1	14.8	23.1	19.6	15.8	17.4	13.4	14.3	12.3	13.1

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

11 Manufacture of rubber and plastic products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.4	1.4	1.1	1.0	1.0	0.8	2.0	2.1	1.2	1.2
of which Goodwill	0.5	0.6	0.9	0.8	0.5	0.3	1.4	1.4	0.3	0.3
Tangible fixed assets	24.5	23.4	33.7	34.0	36.7	36.0	33.2	31.9	21.0	20.0
of which Land and buildings	9.5	9.2	15.6	15.3	16.5	16.4	14.4	13.9	7.5	7.3
Inventories	16.4	15.9	20.3	20.4	24.0	24.9	24.7	24.4	13.4	12.8
of which Finished goods and merchandise	7.7	7.7	10.1	10.2	10.4	10.4	11.1	11.4	6.5	6.4
Cash	6.3	7.0	8.0	8.5	7.0	7.2	5.0	5.7	6.6	7.3
Receivables	33.4	34.0	32.9	32.6	28.5	28.1	29.7	30.1	34.8	35.5
Short-term	31.4	32.1	30.5	29.9	26.6	26.3	28.3	28.7	32.7	33.4
of which										
Trade receivables	12.9	12.5	15.2	15.2	15.2	14.9	17.4	17.2	11.4	10.9
Receivables from affiliated companies	15.8	17.0	10.4	10.0	6.8	7.1	7.0	7.6	19.1	20.5
Long-term	1.9	1.9	2.4	2.6	1.9	1.8	1.4	1.4	2.1	2.1
of which Loans to affiliated companies	1.0	0.9	1.1	1.2	1.1	1.0	0.4	0.7	1.1	1.0
Securities	0.4	0.6	1.1	0.7	0.7	0.8	0.5	0.7	0.3	0.5
Other long-term equity investments	17.4	17.5	2.1	2.1	1.7	1.7	4.4	4.7	22.4	22.5
Capital										
Equity	29.8	29.6	19.4	21.0	22.3	23.6	28.3	29.1	30.9	30.3
Liabilities	53.2	53.5	69.3	67.6	67.3	65.9	59.4	58.8	50.2	50.9
Short-term	38.3	39.1	39.6	40.1	43.3	43.7	41.7	42.1	37.0	37.9
of which										
Liabilities to banks	6.7	6.6	9.3	10.0	12.1	12.3	10.6	10.5	5.2	5.0
Trade payables	7.7	7.7	12.1	13.0	11.5	11.3	11.0	10.7	6.4	6.5
Liabilities to affiliated companies	17.7	18.9	4.8	5.2	10.5	11.4	13.5	14.3	19.6	20.9
Long-term	14.8	14.4	29.7	27.5	24.0	22.2	17.8	16.7	13.2	13.0
of which										
Liabilities to banks	6.2	7.2	21.7	20.8	17.2	15.3	10.8	9.8	3.9	5.8
Liabilities to affiliated companies	5.9	4.7	5.7	4.1	5.0	5.1	5.6	4.9	6.0	4.6
Provisions	16.9	16.9	11.2	11.3	10.3	10.4	12.3	12.1	18.8	18.7
of which Provisions for pensions	7.3	7.0	4.1	4.3	3.3	3.4	4.3	4.3	8.5	8.1
Income statement										
Percentage of gross revenue										
Income	99.5	99.8	99.6	99.6	99.3	99.6	99.3	99.6	99.5	99.9
Sales	0.5	0.2	0.4	0.4	0.7	0.4	0.7	0.4	0.5	0.1
Change in finished goods	0.3	0.4	0.3	0.3	0.2	0.2	0.2	0.2	0.4	0.5
Interest and similar income	4.4	4.2	3.6	4.6	2.7	3.0	3.2	3.2	5.1	4.7
Other income ²										
of which Income from long-term equity investments	0.7	0.6	0.1	0.2	0.1	0.1	0.3	0.2	0.9	0.8
Total income ²	104.8	104.6	103.9	104.9	102.9	103.3	103.4	103.4	105.5	105.2
Expenses										
Cost of materials	55.8	57.2	40.9	42.7	47.9	49.4	54.6	56.4	57.2	58.5
Personnel expenses	22.1	21.2	33.3	32.4	28.4	27.4	23.6	22.6	20.8	20.0
Depreciation	3.9	4.0	4.2	4.3	3.9	3.7	3.8	3.6	3.9	4.2
of which Depreciation of tangible fixed assets	3.6	3.6	4.1	4.2	3.7	3.5	3.5	3.4	3.6	3.7
Interest and similar expenses	1.2	1.3	1.6	1.6	1.5	1.4	1.1	1.1	1.3	1.4
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1
Other expenses ³	16.7	15.3	19.8	19.8	16.7	16.9	15.8	15.6	17.0	15.1
Total expenses before taxes on income ³	99.8	99.1	99.9	100.8	98.6	98.9	99.0	99.4	100.3	99.1
Annual result before taxes on income	4.9	5.5	3.9	4.1	4.3	4.4	4.4	4.0	5.3	6.1
Taxes on income	1.6	1.9	0.9	0.9	1.3	1.3	1.1	1.1	1.9	2.3
Annual result	3.3	3.6	3.0	3.2	3.0	3.1	3.2	2.9	3.4	3.9
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.5	4.0	4.1	4.4	4.4	4.4	4.1	5.3	6.2
Annual result and depreciation	7.2	7.6	7.2	7.5	6.9	6.8	7.1	6.6	7.3	8.1
Trade receivables	8.6	8.3	8.8	8.8	8.4	8.2	9.1	8.9	8.4	8.0
Percentage of the balance sheet total										
Sales	150.8	150.7	173.2	174.1	181.0	181.8	190.9	192.4	136.8	136.3
Annual result and interest paid	6.9	7.4	8.1	8.3	8.2	8.2	8.3	7.7	6.4	7.2
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.1	18.0	17.2	18.5	17.8	18.0	20.3	19.4	16.1	17.6
Percentage of fixed assets										
Long-term equity and liabilities	115.5	115.5	140.8	137.4	121.6	123.3	123.9	125.4	112.8	112.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.3	101.0	98.9	96.7	78.9	78.2	81.0	82.8	107.1	108.7
Cash resources, short-term receivables and inventories	142.1	141.6	150.1	147.4	134.2	135.1	140.2	140.7	143.4	142.4
Percentage of cost of materials										
Trade payables	9.1	8.9	17.0	17.4	13.2	12.6	10.5	9.8	8.2	8.1
Memo item										
Balance sheet total in € billion	23.63	24.84	0.11	0.11	1.25	1.30	5.01	5.26	17.25	18.17
Sales in € billion	35.63	37.45	0.19	0.20	2.27	2.36	9.57	10.11	23.61	24.77
Number of enterprises	1,209	1,209	187	187	443	443	440	440	139	139

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

11 Manufacture of rubber and plastic products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	12.1	11.7	5.2	4.8	11.1	10.6	14.4	14.3	19.4	18.9
	50	27.8	27.6	21.7	20.2	29.1	28.1	27.8	27.9	29.6	29.0
	75	45.4	44.7	47.5	46.9	47.7	47.8	44.5	43.6	40.1	37.4
Inventories	25	14.1	15.0	5.9	7.7	14.5	15.4	17.9	17.7	13.8	13.3
	50	22.9	22.8	17.9	18.2	23.6	24.2	25.2	25.1	19.3	17.7
	75	34.7	34.1	33.2	34.0	36.7	36.9	35.7	34.1	25.8	25.1
Equity	25	9.3	9.5	3.8	4.8	7.5	7.9	11.6	11.8	16.3	17.9
	50	22.5	24.0	17.7	18.7	20.5	22.3	24.5	25.4	29.4	29.7
	75	38.8	40.9	36.8	38.4	37.4	39.6	40.2	42.4	39.5	42.7
Short-term liabilities	25	24.8	24.2	21.8	22.3	24.1	24.2	26.8	26.5	22.4	22.2
	50	40.1	40.3	42.9	40.1	41.1	41.5	39.4	40.5	37.8	36.9
	75	59.5	58.2	63.0	60.8	60.9	59.8	58.4	58.1	54.4	52.8
Liabilities to banks	25	1.7	1.0	0.0	0.0	4.9	4.1	2.6	1.0	0.0	0.0
	50	19.8	18.1	20.3	22.6	24.0	21.1	19.3	16.7	6.9	5.2
	75	37.3	34.8	44.3	43.1	38.9	37.7	35.8	33.0	30.5	25.7
		Percentage of gross revenue									
Cost of materials	25	40.1	41.3	26.6	28.2	37.3	39.0	45.6	46.8	48.0	49.6
	50	50.4	51.4	39.0	40.9	47.3	49.3	54.3	55.9	56.9	56.6
	75	59.7	61.2	50.1	53.2	57.5	57.7	62.7	63.9	63.4	63.6
Personnel expenses	25	18.8	18.3	24.0	23.7	20.5	20.4	17.0	16.6	16.3	15.7
	50	26.1	25.8	32.6	32.8	28.5	27.9	23.5	22.8	21.4	20.7
	75	33.8	32.9	42.1	40.7	36.1	34.5	29.7	29.7	27.9	26.8
Depreciation	25	1.7	1.5	1.2	1.0	1.6	1.4	1.8	1.6	2.5	2.4
	50	3.1	2.9	2.6	2.4	2.9	2.7	3.1	2.8	3.8	3.7
	75	5.1	4.7	5.3	4.9	5.3	4.9	4.9	4.5	5.1	5.2
Annual result	25	0.6	0.5	0.1	0.4	0.5	0.5	0.7	0.5	1.0	1.0
	50	2.5	2.6	2.4	2.2	2.3	2.3	2.4	2.6	3.7	3.7
	75	5.7	5.4	5.8	5.4	5.7	5.3	5.2	4.9	7.0	6.6
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.8	0.4	0.5	0.7	0.8	0.9	0.8	1.5	1.2
	50	3.5	3.3	3.2	2.9	3.3	3.0	3.3	3.5	4.9	4.6
	75	7.6	7.4	7.2	7.3	7.7	7.8	7.1	6.7	8.6	8.7
Annual result and depreciation	25	3.6	3.5	2.4	2.6	3.5	3.5	3.8	3.5	5.2	5.5
	50	7.1	7.1	6.7	6.8	6.7	6.6	6.8	6.7	9.0	8.7
	75	12.1	11.4	12.2	11.8	12.4	11.4	11.4	10.6	13.6	13.1
Trade receivables	25	5.1	5.1	3.5	4.0	5.0	4.6	5.8	5.7	5.3	4.6
	50	8.1	7.9	7.4	6.9	7.7	7.9	8.5	8.3	8.8	8.2
	75	11.3	11.2	11.8	12.5	11.0	10.9	11.7	11.3	11.0	10.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	3.5	2.4	3.0	4.1	3.4	4.1	3.7	4.5	3.7
	50	7.6	7.5	7.6	7.1	7.4	7.1	7.4	7.6	8.6	9.5
	75	13.7	13.6	14.8	13.9	14.3	13.9	12.9	12.6	14.7	14.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.7	9.5	5.5	6.2	8.8	8.4	11.9	11.2	12.8	15.7
	50	20.4	20.3	17.9	15.8	18.8	18.7	21.5	20.8	24.9	25.4
	75	38.7	38.9	33.9	40.5	36.7	39.3	40.5	37.6	38.8	41.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	91.8	93.8	91.2	91.7	89.5	94.5	96.2	96.1	86.4	90.0
	50	134.6	137.5	152.9	136.8	133.8	136.6	136.2	142.1	121.7	130.3
	75	233.1	238.5	337.5	357.1	238.3	253.5	223.8	228.7	186.5	187.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	52.0	52.7	48.7	51.5	49.6	46.5	53.3	53.9	62.8	63.7
	50	86.9	89.6	96.1	96.0	84.5	86.1	86.1	85.3	95.2	99.4
	75	156.5	157.9	208.1	190.0	156.5	151.5	138.9	139.3	158.3	178.4
		Percentage of cost of materials									
Trade payables	25	5.1	5.0	6.1	6.1	5.3	5.8	4.7	4.6	4.8	4.8
	50	9.5	9.0	13.3	13.2	11.0	10.4	8.2	7.7	8.1	7.7
	75	16.8	16.2	25.4	26.9	18.8	18.0	14.1	13.2	12.1	12.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

11 Manufacture of rubber and plastic products (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.2	1.2	0.5	0.5	0.8	0.7	1.8	2.1	1.0	1.1
<i>of which</i> Goodwill	0.4	0.5	0.3	0.3	0.3	0.2	1.2	1.4	0.2	0.3
Tangible fixed assets	21.9	20.7	29.9	30.5	36.0	35.3	32.4	31.3	18.3	17.1
<i>of which</i> Land and buildings	8.3	7.9	10.2	10.5	14.4	14.5	13.5	13.1	6.6	6.1
Inventories	15.3	14.7	21.4	21.5	24.2	24.4	24.1	23.7	12.5	11.8
<i>of which</i> Finished goods and merchandise	7.3	7.0	10.1	10.5	10.4	10.0	10.3	10.4	6.4	6.0
Cash	6.7	7.4	9.6	9.8	7.6	8.0	4.8	4.9	7.1	7.9
Receivables	34.3	34.9	33.9	33.4	28.4	28.5	30.9	31.7	35.6	36.1
Short-term	32.9	33.4	31.2	30.4	26.8	26.9	29.5	30.2	34.2	34.7
<i>of which</i>										
Trade receivables	12.4	11.9	18.0	18.0	15.8	15.5	17.9	17.7	10.8	10.2
Receivables from affiliated companies	17.8	19.1	7.4	6.8	6.3	7.1	7.3	8.3	21.2	22.6
Long-term	1.4	1.4	2.7	3.0	1.6	1.6	1.4	1.5	1.4	1.4
<i>of which</i> Loans to affiliated companies	0.6	0.7	0.9	1.0	0.6	0.5	0.4	0.6	0.7	0.7
Securities	0.4	0.6	1.0	0.7	0.8	1.0	0.6	0.8	0.4	0.5
Other long-term equity investments	19.9	20.2	2.8	2.7	1.6	1.7	4.9	5.0	24.9	25.3
Capital										
Equity	31.7	31.2	23.5	25.4	24.9	26.8	30.8	31.9	32.4	31.3
Liabilities	50.9	51.5	64.3	62.1	63.6	61.5	56.5	56.0	48.5	49.6
Short-term	36.5	38.8	39.0	39.1	40.3	40.1	40.0	40.9	35.3	38.2
<i>of which</i>										
Liabilities to banks	5.7	5.9	7.1	8.5	11.6	11.8	10.1	10.4	4.2	4.4
Trade payables	7.4	7.4	12.3	13.0	11.6	11.2	11.0	11.0	6.2	6.2
Liabilities to affiliated companies	17.5	20.2	4.0	4.6	7.8	8.7	12.7	13.1	19.4	22.8
Long-term	14.4	12.7	25.3	23.0	23.3	21.5	16.5	15.1	13.2	11.4
<i>of which</i>										
Liabilities to banks	5.4	5.4	17.2	17.0	16.6	14.9	10.3	9.0	3.4	3.9
Liabilities to affiliated companies	5.6	4.4	6.2	3.5	4.8	4.7	4.5	3.9	5.9	4.5
Provisions	17.4	17.3	12.1	12.4	11.4	11.6	12.6	12.1	19.0	19.1
<i>of which</i> Provisions for pensions	8.0	7.5	5.3	5.5	4.3	4.3	4.6	4.5	9.1	8.5
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	99.8	99.2	99.4	99.3	99.7	99.3	99.7	99.6	99.9
Change in finished goods	0.5	0.2	0.8	0.6	0.7	0.3	0.7	0.3	0.4	0.1
Interest and similar income	0.4	0.5	0.3	0.3	0.2	0.2	0.2	0.2	0.5	0.6
Other income ²	4.8	4.5	3.5	4.5	2.7	3.1	3.5	3.2	5.5	5.1
<i>of which</i> Income from long-term equity investments	0.8	0.7	0.1	0.2	0.0	0.0	0.3	0.2	1.0	0.9
Total income ²	105.2	104.9	103.8	104.9	102.9	103.3	103.7	103.4	105.9	105.6
Expenses										
Cost of materials	57.1	58.7	39.2	41.2	48.1	49.7	55.7	57.8	58.5	60.0
Personnel expenses	21.2	20.2	35.5	34.8	28.4	27.3	22.8	21.6	19.8	19.0
Depreciation	3.7	3.9	4.0	3.9	3.8	3.6	3.8	3.5	3.6	4.0
<i>of which</i> Depreciation of tangible fixed assets	3.4	3.4	3.9	3.8	3.6	3.5	3.4	3.3	3.3	3.4
Interest and similar expenses	1.2	1.3	1.4	1.4	1.4	1.3	1.0	1.0	1.3	1.4
Operating taxes	0.0	0.1	0.1	0.0	0.1	0.1	0.0	0.1	0.0	0.0
Other expenses ³	16.9	15.3	20.1	20.3	17.2	17.4	16.0	15.3	17.1	15.1
Total expenses before taxes on income ³	100.1	99.5	100.3	101.6	99.1	99.4	99.4	99.4	100.4	99.5
Annual result before taxes on income	5.1	5.5	3.5	3.3	3.9	3.9	4.4	4.1	5.5	6.1
Taxes on income	1.9	2.2	1.1	1.1	1.5	1.5	1.3	1.2	2.1	2.6
Annual result	3.2	3.3	2.4	2.2	2.4	2.5	3.1	2.8	3.4	3.5
Other ratios	Percentage of sales									
Annual result before taxes on income	5.1	5.5	3.5	3.3	3.9	3.9	4.4	4.1	5.5	6.2
Annual result and depreciation	6.9	7.2	6.4	6.1	6.2	6.1	6.9	6.4	7.0	7.6
Trade receivables	8.6	8.3	10.0	10.0	8.6	8.4	9.5	9.3	8.2	7.8
Percentage of the balance sheet total										
Sales	145.1	144.2	179.9	180.2	182.7	183.5	187.8	190.0	131.7	129.9
Annual result and interest paid	6.5	6.6	6.8	6.5	6.9	7.0	7.8	7.3	6.1	6.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.3	16.8	17.3	17.0	16.9	17.2	20.1	19.1	15.3	16.2
Percentage of fixed assets										
Long-term equity and liabilities	122.3	117.9	154.3	149.6	132.2	135.1	128.7	129.2	120.1	114.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	109.6	106.5	106.2	103.3	86.9	89.1	86.6	87.2	117.9	112.9
Cash resources, short-term receivables and inventories	151.6	144.4	161.0	158.3	147.0	149.9	146.8	145.2	153.3	143.8
Percentage of cost of materials										
Trade payables	8.9	8.7	17.4	17.5	13.1	12.3	10.4	10.0	8.0	8.0
Memo item										
Balance sheet total in € billion	18.58	19.67	0.07	0.08	0.91	0.95	3.55	3.76	14.04	14.88
Sales in € billion	26.96	28.36	0.13	0.14	1.65	1.74	6.68	7.15	18.49	19.34
Number of enterprises	877	877	133	133	331	331	312	312	101	101

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

11 Manufacture of rubber and plastic products (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...											
Ratios	... %	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	11.0	10.7	3.9	4.1	11.0	10.6	12.4	11.4	19.4	18.9
	50	26.1	26.1	14.2	16.5	28.6	27.0	26.6	27.1	29.6	29.0
	75	44.0	43.4	38.7	42.3	46.3	46.5	44.2	42.7	38.1	36.7
Inventories	25	13.8	14.8	4.9	6.2	13.9	15.6	17.6	17.5	13.8	14.2
	50	23.3	22.9	18.8	19.1	24.6	24.7	25.2	24.9	19.5	18.0
	75	34.9	34.1	35.7	36.3	36.3	37.1	35.4	32.9	25.1	24.1
Equity	25	12.2	13.0	9.1	8.3	9.5	11.8	15.2	15.9	16.3	17.9
	50	25.7	27.6	21.3	25.4	23.3	25.2	29.3	31.2	27.7	29.7
	75	41.1	43.9	37.7	40.1	39.8	42.4	43.5	45.7	41.8	45.0
Short-term liabilities	25	22.8	22.4	21.6	20.9	22.1	22.4	24.7	23.9	20.9	19.3
	50	38.3	38.1	41.5	36.5	38.8	39.1	38.2	38.4	37.2	35.3
	75	56.7	56.0	63.0	59.8	57.6	56.1	54.3	54.9	54.9	54.0
Liabilities to banks	25	0.1	0.0	0.0	0.0	3.8	3.6	1.8	0.3	0.0	0.0
	50	17.5	14.8	11.0	13.3	22.6	20.2	17.5	14.9	4.4	4.5
	75	35.1	33.1	37.5	36.6	37.5	36.3	34.7	32.1	24.5	21.3
Percentage of gross revenue											
Cost of materials	25	40.3	41.4	23.5	25.3	38.0	39.2	46.6	48.1	48.0	49.6
	50	50.5	51.8	37.0	40.0	47.3	49.6	55.4	56.9	57.4	57.4
	75	60.2	61.7	48.7	51.1	57.3	57.9	63.6	64.8	65.1	66.0
Personnel expenses	25	18.6	18.1	26.1	26.4	21.0	20.9	16.0	15.2	16.3	15.9
	50	25.9	25.7	35.1	34.2	28.7	27.9	22.6	21.8	21.0	20.2
	75	34.2	32.9	44.6	44.6	35.7	34.5	29.2	28.9	26.2	25.7
Depreciation	25	1.6	1.5	0.9	0.7	1.6	1.4	1.7	1.6	2.5	2.4
	50	3.0	2.8	2.4	2.2	2.9	2.7	3.0	2.7	3.7	3.7
	75	4.9	4.6	4.5	4.5	5.4	4.8	4.7	4.2	4.9	5.4
Annual result	25	0.4	0.4	-0.3	0.2	0.3	0.4	0.6	0.4	0.7	0.6
	50	2.1	2.1	1.4	1.3	2.0	1.8	2.3	2.6	3.7	3.4
	75	5.4	4.9	4.4	3.8	5.1	4.7	5.4	4.8	7.2	6.4
Percentage of sales											
Annual result before taxes on income	25	0.7	0.6	0.0	0.3	0.5	0.6	0.9	0.7	1.1	0.9
	50	3.2	3.0	2.4	1.8	3.0	2.6	3.4	3.6	5.2	4.2
	75	7.6	6.9	5.9	5.5	7.7	7.0	7.6	6.7	8.6	8.7
Annual result and depreciation	25	3.3	3.3	2.1	2.0	3.4	3.2	3.8	3.5	4.2	5.2
	50	6.8	6.5	5.7	5.3	6.5	6.2	6.8	6.7	9.0	8.3
	75	11.8	11.2	9.9	9.6	12.6	11.3	11.4	10.3	13.6	13.1
Trade receivables	25	5.5	5.2	4.8	4.3	5.2	4.7	6.1	5.9	5.3	4.6
	50	8.3	8.2	8.0	8.0	7.7	7.9	8.8	8.7	8.6	7.8
	75	11.8	11.7	12.2	13.5	11.5	11.3	12.1	11.9	11.0	10.4
Percentage of the balance sheet total											
Annual result and interest paid	25	3.5	3.2	1.6	2.0	3.8	3.2	3.9	3.5	3.7	3.3
	50	6.9	6.7	5.7	5.7	6.5	6.4	7.2	7.1	8.4	7.6
	75	12.2	12.1	11.5	10.5	12.5	12.2	11.8	11.6	14.7	13.8
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	8.8	8.5	4.9	4.7	8.2	7.9	10.8	11.0	10.8	14.5
	50	19.7	19.8	16.3	14.1	17.9	18.5	21.6	21.5	26.7	25.8
	75	40.6	39.2	40.2	40.0	38.8	39.6	42.3	37.6	41.1	41.0
Percentage of fixed assets											
Long-term equity and liabilities	25	100.0	101.7	104.2	101.8	97.1	104.3	103.1	102.4	86.4	91.5
	50	147.1	148.8	171.8	153.5	142.6	145.6	150.8	152.2	127.0	133.9
	75	252.4	265.5	361.2	440.0	271.5	293.3	234.5	240.3	195.0	190.8
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	55.4	56.6	59.0	58.4	51.3	52.9	55.2	57.6	62.8	70.8
	50	95.1	98.3	105.6	111.9	90.9	95.5	91.8	93.3	104.5	102.6
	75	172.1	173.3	255.2	208.1	176.4	171.6	152.9	152.9	183.2	194.2
Percentage of cost of materials											
Trade payables	25	5.0	5.0	6.1	6.3	5.2	5.7	4.6	4.6	4.9	5.0
	50	9.6	9.0	13.6	13.5	10.5	10.0	8.2	7.6	8.9	7.9
	75	16.5	16.0	25.2	26.1	17.6	17.5	14.0	13.1	12.8	13.1

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

11 Manufacture of rubber and plastic products (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.1	1.9	2.3	2.0	1.5	1.3	2.4	2.1	2.0	1.8
of which Goodwill	0.8	0.7	2.1	1.8	0.9	0.7	1.8	1.5	0.4	0.3
Tangible fixed assets	33.9	33.7	41.7	41.6	38.3	38.1	35.0	33.3	32.7	33.4
of which Land and buildings	14.0	14.5	27.0	25.6	21.9	21.5	16.6	16.1	11.8	12.9
Inventories	20.4	20.3	18.0	17.9	23.2	26.1	26.0	25.9	17.5	17.2
of which Finished goods and merchandise	9.1	10.1	10.1	9.7	10.3	11.3	13.0	13.7	7.2	8.3
Cash	4.9	5.4	4.7	5.7	5.4	5.1	5.8	7.6	4.4	4.4
Receivables	29.9	30.4	30.7	30.8	28.8	27.2	26.8	26.1	31.4	32.8
Short-term	26.1	26.8	28.9	29.0	26.2	24.9	25.6	25.0	26.3	27.8
of which										
Trade receivables	14.7	14.6	9.2	9.3	13.6	13.4	16.4	15.8	14.1	14.3
Receivables from affiliated companies	8.6	9.2	16.7	16.7	8.1	7.3	6.1	6.0	9.7	10.8
Long-term	3.8	3.7	1.8	1.9	2.6	2.3	1.2	1.1	5.2	5.0
of which Loans to affiliated companies	2.1	2.0	1.4	1.4	2.4	2.1	0.5	0.8	2.9	2.5
Securities	0.3	0.4	1.2	0.7	0.4	0.2	0.4	0.5	0.2	0.3
Other long-term equity investments	8.3	7.5	0.7	0.7	1.9	1.6	3.0	3.8	11.5	9.9
Capital										
Equity	23.0	23.9	10.6	11.5	15.6	15.0	22.0	21.9	24.4	25.8
Liabilities	61.7	61.1	80.0	79.6	76.8	77.6	66.6	66.0	57.6	56.8
Short-term	45.1	40.2	40.9	42.3	51.1	53.3	45.7	45.1	44.3	36.6
of which										
Liabilities to banks	10.5	9.2	14.2	13.2	13.3	13.9	11.8	10.7	9.6	8.0
Trade payables	8.8	8.7	11.4	13.0	11.4	11.5	11.1	10.1	7.4	7.7
Liabilities to affiliated companies	18.6	14.2	6.4	6.6	17.4	18.5	15.6	17.4	20.3	12.4
Long-term	16.5	20.8	39.1	37.3	25.7	24.3	20.9	20.9	13.3	20.2
of which										
Liabilities to banks	9.0	14.1	31.0	29.1	18.7	16.5	12.0	11.9	6.4	14.7
Liabilities to affiliated companies	7.0	5.8	4.6	5.6	5.6	6.2	8.2	7.5	6.6	5.0
Provisions	15.2	15.0	9.4	8.9	7.5	7.4	11.4	12.1	17.9	17.3
of which Provisions for pensions	4.8	5.1	1.6	1.6	0.9	1.0	3.7	3.7	5.8	6.3
Income statement	Percentage of gross revenue									
Income										
Sales	99.2	99.6	100.6	100.1	99.4	99.2	99.3	99.3	99.1	99.8
Change in finished goods	0.8	0.4	- 0.6	- 0.1	0.6	0.8	0.7	0.7	0.9	0.2
Interest and similar income	0.2	0.2	0.1	0.1	0.3	0.3	0.2	0.2	0.3	0.3
Other income ²	3.3	3.3	3.9	5.0	2.5	2.8	2.4	3.1	3.9	3.4
of which Income from long-term equity investments	0.4	0.3	0.0	0.0	0.1	0.1	0.1	0.1	0.7	0.4
Total income ²	103.5	103.5	104.1	105.1	102.8	103.1	102.5	103.3	104.2	103.7
Expenses										
Cost of materials	52.1	52.7	45.0	46.4	47.4	48.5	52.0	52.9	52.7	53.1
Personnel expenses	25.1	24.2	28.0	26.5	28.5	27.8	25.5	24.9	24.4	23.4
Depreciation	4.5	4.3	4.5	5.3	4.0	4.0	3.9	3.9	4.9	4.6
of which Depreciation of tangible fixed assets	4.3	4.2	4.4	5.2	3.9	3.7	3.7	3.7	4.7	4.5
Interest and similar expenses	1.3	1.4	2.3	2.1	1.7	1.7	1.2	1.2	1.3	1.4
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	16.0	15.4	19.1	18.5	15.4	15.3	15.5	16.4	16.4	14.9
Total expenses before taxes on income ³	99.1	98.1	99.0	99.0	97.2	97.4	98.2	99.3	99.8	97.6
Annual result before taxes on income	4.5	5.4	5.1	6.1	5.6	5.7	4.4	4.0	4.4	6.1
Taxes on income	0.9	0.9	0.4	0.6	0.8	0.9	0.8	0.8	0.9	1.0
Annual result	3.6	4.5	4.6	5.5	4.8	4.8	3.5	3.2	3.5	5.2
Other ratios	Percentage of sales									
Annual result before taxes on income	4.5	5.4	5.0	6.1	5.6	5.7	4.4	4.0	4.4	6.1
Annual result and depreciation	8.2	8.9	9.1	10.8	8.8	8.9	7.5	7.1	8.5	9.8
Trade receivables	8.5	8.3	5.8	5.8	7.7	7.6	8.2	7.9	8.8	8.6
Percentage of the balance sheet total										
Sales	171.8	175.7	158.9	160.7	176.7	177.2	198.6	198.4	159.3	165.3
Annual result and interest paid	8.5	10.4	11.0	12.3	11.6	11.6	9.5	8.8	7.7	11.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.5	22.0	17.1	20.9	19.7	19.7	20.6	19.9	19.0	23.3
Percentage of fixed assets										
Long-term equity and liabilities	92.6	107.0	118.7	116.3	96.8	94.7	112.3	115.8	84.7	104.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	68.9	80.7	84.0	83.4	62.3	56.5	69.1	72.9	69.4	88.8
Cash resources, short-term receivables and inventories	114.0	131.2	128.0	125.6	107.8	105.6	126.1	130.4	109.0	135.8
Percentage of cost of materials										
Trade payables	9.7	9.4	16.1	17.4	13.5	13.3	10.7	9.6	8.8	8.8
Memo item										
Balance sheet total in € billion	5.05	5.17	0.04	0.04	0.35	0.36	1.45	1.49	3.21	3.29
Sales in € billion	8.67	9.09	0.06	0.06	0.62	0.63	2.89	2.96	5.11	5.44
Number of enterprises	332	332	54	54	112	112	128	128	38	38

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

11 Manufacture of rubber and plastic products (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	16.0	15.8	11.2	12.4	11.8	8.9	17.5	16.3	20.3	18.9
	50	32.2	32.1	39.3	37.3	33.4	33.5	30.7	30.8	29.6	29.5
	75	49.5	48.8	61.1	65.5	52.7	54.0	44.7	44.3	41.8	40.4
Inventories	25	15.0	15.0	8.3	10.0	15.0	15.1	18.1	19.8	14.2	12.4
	50	21.9	22.7	15.8	16.6	21.4	23.9	25.7	25.8	19.1	17.7
	75	34.5	33.8	25.8	26.7	38.7	36.4	36.8	35.9	26.0	26.7
Equity	25	5.3	4.5	- 10.4	0.0	5.0	3.8	6.2	6.9	16.6	22.3
	50	15.5	15.1	5.9	7.1	12.3	11.6	17.1	16.7	30.6	28.7
	75	29.6	28.7	21.4	20.3	26.8	27.3	28.3	27.2	34.8	36.2
Short-term liabilities	25	30.7	30.3	24.3	24.2	32.9	31.6	33.1	31.3	25.5	28.0
	50	45.2	46.7	43.4	43.6	50.4	49.0	44.1	46.0	39.3	40.7
	75	65.4	66.3	62.2	65.9	69.3	71.6	66.8	66.8	50.6	51.5
Liabilities to banks	25	6.6	5.1	15.9	21.0	11.3	8.7	4.1	2.4	3.0	1.5
	50	25.8	25.6	35.1	32.7	26.5	25.7	24.2	20.8	15.2	15.1
	75	42.6	39.9	67.8	63.4	43.7	39.9	40.0	35.8	34.3	31.0
		Percentage of gross revenue									
Cost of materials	25	39.3	40.6	31.2	34.0	36.2	38.6	42.0	43.7	48.4	49.8
	50	49.6	50.4	45.7	44.1	47.8	48.1	52.1	52.6	54.6	54.4
	75	58.4	58.9	53.5	55.3	57.8	56.5	60.4	60.8	59.5	62.0
Personnel expenses	25	19.4	19.2	22.4	21.3	19.0	19.8	20.0	19.4	17.0	15.7
	50	26.2	25.9	26.8	27.3	27.2	27.4	25.4	24.7	25.7	23.9
	75	32.8	32.7	34.3	35.0	37.0	34.5	31.0	31.1	29.5	29.0
Depreciation	25	1.9	1.7	1.9	1.7	1.5	1.4	1.9	1.6	2.8	2.4
	50	3.3	3.1	3.4	3.1	3.0	2.7	3.2	3.4	3.8	3.6
	75	5.3	4.9	7.1	5.5	5.0	5.1	5.2	4.7	5.1	4.9
Annual result	25	1.3	1.0	1.4	2.5	1.0	0.8	0.9	0.7	2.1	2.4
	50	3.4	3.5	5.1	5.1	3.7	3.9	2.7	2.7	3.6	4.8
	75	6.7	7.0	8.3	10.1	6.9	7.4	5.0	5.9	6.7	8.4
		Percentage of sales									
Annual result before taxes on income	25	1.6	1.3	1.5	2.5	1.3	1.0	1.6	1.2	2.2	2.9
	50	4.0	4.1	5.8	5.1	4.4	4.3	3.2	3.3	4.7	5.7
	75	7.7	8.4	9.6	11.0	7.8	8.7	5.9	6.8	8.0	9.9
Annual result and depreciation	25	4.8	4.4	5.6	7.0	4.0	4.4	4.0	3.6	7.1	7.0
	50	7.6	7.7	9.3	10.8	7.3	7.7	6.8	6.6	8.7	9.3
	75	12.2	12.4	16.0	16.8	12.1	12.0	10.9	10.8	12.4	12.4
Trade receivables	25	4.6	4.5	2.3	3.6	4.6	4.4	5.5	5.3	6.9	6.6
	50	7.6	7.1	5.3	5.5	7.4	7.1	7.8	7.4	9.6	9.2
	75	10.3	10.3	9.5	8.1	9.8	10.0	10.6	10.3	11.0	11.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.8	5.0	5.4	7.3	4.8	5.7	4.5	4.1	5.0	6.5
	50	9.7	10.1	13.4	13.5	10.1	10.6	8.7	8.7	8.7	10.5
	75	17.0	16.9	21.5	24.7	19.4	17.7	15.0	14.2	14.6	16.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.3	11.6	8.6	11.0	11.0	9.9	12.8	11.4	17.3	16.3
	50	21.0	21.1	19.7	20.0	20.0	20.5	20.8	18.9	24.3	24.4
	75	33.9	38.1	33.7	42.1	34.2	38.6	34.1	37.7	34.4	38.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	77.4	76.6	71.3	74.0	75.6	69.3	82.3	81.4	87.3	85.3
	50	111.4	111.8	107.1	107.1	106.7	105.2	116.5	114.2	107.2	127.9
	75	178.7	178.8	224.6	242.5	169.3	176.5	187.0	178.8	151.3	151.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	46.1	44.3	41.4	39.5	43.3	37.4	46.7	47.5	66.3	57.3
	50	71.8	70.4	69.3	75.9	65.5	63.2	73.2	67.8	84.8	85.3
	75	112.7	115.9	136.8	127.1	105.5	101.4	114.4	118.2	127.6	143.1
		Percentage of cost of materials									
Trade payables	25	5.1	4.9	5.8	5.4	5.5	5.9	5.0	4.5	4.4	3.7
	50	9.4	9.1	13.0	12.7	12.3	11.2	8.3	7.7	6.2	7.1
	75	17.4	17.2	25.5	27.0	19.9	20.7	14.7	14.4	11.5	10.5

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.4	1.3	0.8	0.8	1.0	0.8	1.4	1.2	1.5	1.3
of which Goodwill	0.5	0.5	0.7	0.7	0.5	0.4	0.5	0.4	0.5	0.5
Tangible fixed assets	29.7	29.6	40.0	37.9	38.3	37.0	40.2	39.4	26.3	26.5
of which Land and buildings	13.4	13.1	21.6	20.1	22.0	21.3	21.9	22.0	10.5	10.2
Inventories	16.1	16.2	22.4	22.2	20.3	19.8	19.0	19.9	15.0	15.0
of which Finished goods and merchandise	8.2	8.4	11.0	11.3	9.1	9.2	10.0	10.5	7.7	7.8
Cash	5.1	5.1	9.5	10.1	9.8	11.3	7.9	7.9	4.0	3.8
Receivables	29.0	28.9	25.0	26.5	24.7	25.3	22.8	22.9	30.9	30.7
Short-term	26.1	26.5	24.2	25.4	23.2	23.8	21.7	21.7	27.4	27.9
of which										
Trade receivables	7.7	7.8	10.6	11.4	11.8	12.1	10.5	10.8	6.6	6.7
Receivables from affiliated companies	15.7	16.2	9.7	10.0	7.7	8.5	7.9	7.9	18.4	19.0
Long-term	2.9	2.4	0.8	1.1	1.6	1.5	1.1	1.2	3.5	2.7
of which Loans to affiliated companies	2.2	1.9	0.0	0.4	0.7	0.7	0.8	0.9	2.7	2.3
Securities	2.5	2.6	0.3	0.4	0.5	0.6	2.1	2.1	2.8	2.9
Other long-term equity investments	16.0	16.1	1.3	1.3	4.9	4.6	6.4	6.4	19.4	19.6
Capital										
Equity	33.6	33.8	22.6	24.2	23.8	24.5	31.9	32.1	35.0	35.1
Liabilities	42.2	42.3	67.8	66.0	62.6	62.1	52.8	52.4	37.6	38.0
Short-term	27.6	28.9	39.5	34.1	42.5	43.0	33.8	34.0	24.8	26.5
of which										
Liabilities to banks	4.6	4.7	12.3	10.1	10.5	11.0	7.5	6.8	3.4	3.6
Trade payables	5.3	5.8	7.0	7.5	8.5	8.6	6.6	6.9	4.8	5.3
Liabilities to affiliated companies	12.8	13.6	8.9	6.2	14.3	14.2	12.3	13.2	12.8	13.7
Long-term	14.5	13.4	28.4	31.9	20.1	19.0	19.1	18.5	12.8	11.5
of which										
Liabilities to banks	7.4	5.9	21.2	21.8	14.2	11.9	12.2	11.0	5.5	4.0
Liabilities to affiliated companies	6.2	6.7	5.1	7.6	4.9	6.4	5.2	6.1	6.6	6.9
Provisions	24.2	23.8	9.5	9.7	13.6	13.4	15.3	15.4	27.4	26.8
of which Provisions for pensions	12.1	12.0	2.5	3.0	3.1	3.2	4.8	5.1	14.7	14.5
Income statement	Percentage of gross revenue									
Income										
Sales	99.6	99.8	99.6	99.3	99.5	100.0	99.7	99.4	99.6	100.0
Change in finished goods	0.4	0.2	0.4	0.7	0.5	0.0	0.3	0.6	0.4	0.0
Interest and similar income	0.6	0.6	0.3	0.3	0.3	0.2	0.3	0.3	0.7	0.8
Other income ²	6.4	7.7	4.9	4.4	4.9	4.3	4.1	4.5	7.5	9.5
of which Income from long-term equity investments	0.9	1.1	0.0	0.1	0.3	0.2	0.3	0.5	1.2	1.4
Total income ²	107.0	108.3	105.2	104.7	105.2	104.5	104.4	104.8	108.2	110.2
Expenses										
Cost of materials	47.5	49.3	41.8	43.4	50.6	52.0	47.7	48.6	47.1	49.3
Personnel expenses	25.7	25.1	32.1	30.4	25.4	24.4	26.3	25.7	25.4	24.9
Depreciation	5.3	5.6	5.0	4.6	4.5	4.1	5.3	5.1	5.4	6.0
of which Depreciation of tangible fixed assets	5.0	5.0	4.8	4.5	4.2	3.7	4.9	4.6	5.2	5.4
Interest and similar expenses	1.4	1.4	2.1	2.0	1.3	1.3	1.3	1.2	1.5	1.5
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.2	0.1	0.1
Other expenses ³	21.7	21.7	21.5	20.9	19.1	18.6	18.6	18.5	23.3	23.4
Total expenses before taxes on income ³	101.7	103.3	102.6	101.4	101.1	100.6	99.3	99.2	102.7	105.3
Annual result before taxes on income	5.2	5.0	2.6	3.3	4.1	3.9	5.1	5.6	5.5	5.0
Taxes on income	0.9	0.8	0.7	0.6	0.9	0.9	1.1	1.1	0.8	0.7
Annual result	4.3	4.2	1.8	2.7	3.2	3.0	3.9	4.5	4.7	4.3
Other ratios	Percentage of sales									
Annual result before taxes on income	5.2	5.0	2.6	3.3	4.1	3.9	5.1	5.6	5.5	5.0
Annual result and depreciation	9.6	9.8	6.8	7.3	7.7	7.1	9.2	9.6	10.1	10.3
Trade receivables	7.0	7.2	7.7	8.4	7.2	7.3	7.2	7.4	6.9	7.1
	Percentage of the balance sheet total									
Sales	109.7	108.6	137.7	136.0	163.2	165.6	146.4	146.7	95.9	94.3
Annual result and interest paid	6.4	6.1	5.4	6.4	7.4	7.0	7.7	8.3	5.9	5.5
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	17.2	17.5	13.9	15.2	19.0	18.3	22.4	23.5	15.8	16.0
	Percentage of fixed assets									
Long-term equity and liabilities	117.9	116.7	126.7	146.3	104.2	107.6	114.6	116.3	119.5	117.2
	Percentage of short-term liabilities									
Cash resources and short-term receivables	115.9	111.9	85.6	104.8	78.6	82.9	93.1	92.4	129.3	121.9
Cash resources, short-term receivables and inventories	174.2	168.0	142.3	170.0	126.3	128.9	149.4	151.1	189.8	178.4
	Percentage of cost of materials									
Trade payables	10.2	10.9	12.1	12.7	10.2	9.9	9.4	9.6	10.5	11.5
Memo item										
Balance sheet total in € billion	15.83	16.18	0.11	0.11	0.97	0.98	2.94	2.99	11.81	12.10
Sales in € billion	17.37	17.56	0.15	0.15	1.58	1.62	4.31	4.38	11.33	11.41
Number of enterprises	760	760	168	168	313	313	201	201	78	78

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	13.7	14.0	7.7	8.1	13.4	13.7	20.0	19.1	17.7	16.6
	50	29.3	29.3	20.5	20.3	28.7	29.4	35.1	33.7	28.8	30.3
	75	50.5	48.7	58.2	50.2	48.7	50.3	49.5	48.0	47.8	47.0
Inventories	25	8.0	8.1	5.3	5.4	7.2	7.5	10.2	10.8	10.9	10.9
	50	17.6	17.3	16.7	16.5	17.8	17.3	17.6	17.6	17.8	17.0
	75	31.2	31.6	40.9	37.4	30.9	31.3	30.3	30.5	25.7	27.6
Equity	25	8.2	9.1	4.0	5.3	7.3	8.1	11.6	14.1	16.9	17.0
	50	22.3	22.9	18.7	21.5	20.0	19.9	22.9	26.0	29.7	31.3
	75	40.3	40.6	44.7	43.2	36.9	37.7	40.9	39.6	43.1	47.1
Short-term liabilities	25	20.9	20.5	23.0	17.2	22.9	24.5	20.9	21.9	16.4	15.1
	50	36.9	37.2	37.6	31.6	41.8	42.3	35.0	36.2	26.4	27.5
	75	56.9	55.9	60.5	55.3	61.1	63.3	50.5	49.8	46.4	49.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	15.4	13.9	19.8	22.2	17.1	13.7	14.9	14.5	7.2	5.2
	75	36.9	36.2	52.1	43.7	39.3	36.5	34.1	31.1	23.7	20.2
		Percentage of gross revenue									
Cost of materials	25	34.6	35.4	25.7	26.5	37.9	38.4	37.6	36.3	37.3	38.8
	50	44.9	46.5	36.9	37.1	49.6	51.3	45.4	46.3	46.6	48.1
	75	58.3	58.4	49.1	52.3	62.2	62.9	57.6	58.3	58.8	58.4
Personnel expenses	25	18.8	17.8	20.6	20.6	17.4	15.9	19.1	18.3	19.0	19.3
	50	26.6	25.6	33.8	31.2	26.0	24.5	25.9	25.2	25.2	24.3
	75	35.4	34.3	43.1	41.7	33.5	32.7	33.6	32.2	29.2	29.3
Depreciation	25	1.9	1.7	1.6	1.3	1.6	1.3	2.3	2.1	2.7	2.7
	50	3.7	3.4	3.5	3.2	3.3	3.1	4.2	3.6	4.6	4.2
	75	6.2	5.7	6.2	5.3	5.7	5.3	6.5	6.2	6.5	6.9
Annual result	25	0.1	0.2	-0.5	0.4	0.2	0.0	0.5	0.7	0.6	0.6
	50	2.4	2.3	1.6	1.9	2.3	2.0	2.9	2.7	3.1	2.8
	75	6.8	7.0	6.2	7.7	6.6	6.2	7.3	7.5	7.9	6.5
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.4	-0.4	0.5	0.4	0.1	0.8	0.9	0.6	0.7
	50	3.0	3.0	1.9	2.5	3.0	2.5	3.9	3.8	4.1	3.4
	75	8.6	8.3	7.3	8.6	8.2	7.3	9.0	9.9	10.3	8.0
Annual result and depreciation	25	3.3	3.2	2.0	2.8	3.1	2.4	4.3	4.2	4.7	5.0
	50	7.9	7.5	7.1	6.4	7.1	6.7	9.1	8.7	9.3	8.1
	75	13.6	13.6	12.9	14.3	12.5	11.8	14.4	14.9	15.6	14.3
Trade receivables	25	3.5	3.5	3.3	3.3	3.8	3.9	3.3	3.2	3.2	3.3
	50	6.4	6.5	6.2	6.3	6.4	6.6	6.7	6.5	5.8	5.7
	75	10.1	10.3	10.5	10.2	9.6	10.0	11.3	10.7	10.4	10.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.4	2.7	1.9	3.3	2.3	1.9	3.1	3.6	2.5	2.2
	50	6.6	6.3	5.7	6.5	6.9	5.6	7.3	7.4	6.3	5.9
	75	13.6	12.8	13.5	11.4	13.9	13.5	13.7	13.5	11.7	11.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.4	6.8	2.2	3.4	6.0	5.6	10.0	11.5	11.0	11.2
	50	19.0	17.3	10.6	13.3	19.0	14.3	22.4	21.6	23.0	17.5
	75	40.2	38.7	29.6	30.6	42.4	41.3	41.7	43.7	38.1	35.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	81.1	82.5	88.4	102.9	70.9	69.4	86.1	86.7	86.2	81.6
	50	127.1	126.2	153.6	172.3	123.2	117.9	126.9	121.2	111.0	115.5
	75	219.1	244.1	399.0	472.2	213.0	220.9	188.9	210.5	156.3	154.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	46.6	49.5	35.6	49.9	47.5	46.5	53.5	54.4	55.5	57.1
	50	94.8	95.9	90.6	117.6	88.4	88.0	101.7	91.1	105.2	101.6
	75	174.5	182.7	195.0	219.6	170.8	182.5	168.0	158.9	173.2	204.8
		Percentage of cost of materials									
Trade payables	25	4.4	4.5	3.4	3.6	4.2	4.1	4.8	5.1	5.3	6.3
	50	8.0	8.3	8.1	10.5	8.0	7.4	8.0	8.0	8.6	9.7
	75	15.5	16.1	22.8	24.1	15.3	15.6	14.2	13.7	14.4	14.4

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.5	1.3	0.1	0.2	0.8	0.6	1.5	1.2	1.5	1.4
<i>of which</i> Goodwill	0.5	0.5	0.0	0.0	0.1	0.1	0.7	0.6	0.5	0.5
Tangible fixed assets	28.3	28.6	35.7	34.1	35.3	33.7	39.3	40.1	26.3	26.6
<i>of which</i> Land and buildings	11.3	11.5	16.1	14.5	18.5	17.8	19.7	21.2	9.7	9.7
Inventories	16.1	16.0	28.7	27.9	22.8	21.1	18.7	19.0	15.3	15.3
<i>of which</i> Finished goods and merchandise	8.6	8.7	12.5	12.9	9.7	9.0	10.3	10.5	8.3	8.3
Cash	4.2	4.1	7.1	8.9	11.2	13.7	7.1	6.8	3.4	3.3
Receivables	28.6	28.3	26.9	26.9	26.6	27.6	24.1	23.4	29.4	29.1
Short-term	25.3	25.7	25.6	25.4	24.5	25.7	22.7	21.9	25.8	26.2
<i>of which</i>										
Trade receivables	7.3	7.3	13.4	13.3	13.8	13.9	10.3	10.6	6.5	6.5
Receivables from affiliated companies	15.6	16.1	7.5	6.6	7.0	7.7	9.7	8.8	16.9	17.6
Long-term	3.3	2.7	1.3	1.5	2.0	2.0	1.4	1.6	3.6	2.9
<i>of which</i> Loans to affiliated companies	2.5	2.2	0.1	0.5	0.6	0.4	1.1	1.3	2.8	2.4
Securities	2.4	2.5	0.5	0.9	0.8	1.0	1.5	1.5	2.6	2.7
Other long-term equity investments	18.7	18.9	0.1	0.2	1.8	1.6	7.6	7.6	21.2	21.4
Capital										
Equity	37.3	37.5	17.4	19.1	29.5	31.7	40.3	41.4	37.2	37.2
Liabilities	37.0	37.3	70.7	67.8	57.2	54.9	45.1	43.7	34.7	35.4
Short-term	26.0	27.1	44.8	39.5	41.6	41.4	30.4	28.6	24.5	26.2
<i>of which</i>										
Liabilities to banks	4.0	3.9	11.4	10.7	9.8	8.8	7.5	6.6	3.1	3.3
Trade payables	5.2	5.7	8.7	9.2	9.7	10.2	6.5	6.7	4.8	5.3
Liabilities to affiliated companies	12.6	13.4	8.3	5.1	10.2	10.8	10.5	10.1	13.1	14.1
Long-term	11.0	10.2	25.9	28.3	15.6	13.5	14.7	15.1	10.2	9.3
<i>of which</i>										
Liabilities to banks	6.0	4.6	19.6	19.0	11.6	10.2	10.4	9.4	5.0	3.6
Liabilities to affiliated companies	4.0	4.8	5.9	7.5	2.9	2.8	2.2	4.1	4.4	4.9
Provisions	25.7	25.2	11.8	13.0	13.2	13.4	14.6	14.8	28.0	27.3
<i>of which</i> Provisions for pensions	14.0	13.8	4.8	5.8	4.2	4.3	4.9	5.3	15.9	15.5
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	100.0	99.7	99.2	99.7	100.1	99.5	99.7	99.5	100.0
Change in finished goods	0.5	0.0	0.3	0.8	0.3	- 0.1	0.5	0.3	0.5	0.0
Interest and similar income	0.7	0.8	0.2	0.2	0.3	0.3	0.4	0.3	0.8	0.9
Other income ²	7.4	9.1	4.3	4.0	5.0	4.2	4.5	5.0	8.2	10.5
<i>of which</i> Income from long-term equity investments	1.1	1.3	0.0	0.0	0.1	0.1	0.4	0.6	1.3	1.6
Total income ²	108.1	109.9	104.5	104.2	105.3	104.5	104.9	105.3	109.0	111.4
Expenses										
Cost of materials	46.2	48.2	38.1	39.9	49.9	50.9	47.4	48.2	45.8	48.0
Personnel expenses	26.6	26.0	37.2	35.0	26.7	25.8	27.4	27.1	26.3	25.8
Depreciation	5.6	6.3	4.0	3.7	4.2	3.7	5.6	5.6	5.8	6.7
<i>of which</i> Depreciation of tangible fixed assets	5.4	5.6	3.9	3.6	3.9	3.2	5.3	5.2	5.5	5.9
Interest and similar expenses	1.4	1.4	2.0	1.8	1.2	1.1	1.2	1.1	1.5	1.5
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.1	0.1
Other expenses ³	23.0	23.0	21.7	21.3	19.5	19.0	18.1	18.1	24.4	24.5
Total expenses before taxes on income ³	103.0	105.1	103.1	101.8	101.7	100.7	99.9	100.4	103.8	106.5
Annual result before taxes on income	5.1	4.8	1.4	2.4	3.6	3.8	5.0	4.9	5.2	4.9
Taxes on income	0.9	0.7	0.8	0.8	1.1	1.1	1.4	1.3	0.8	0.6
Annual result	4.2	4.1	0.6	1.6	2.6	2.7	3.6	3.7	4.4	4.3
Other ratios	Percentage of sales									
Annual result before taxes on income	5.1	4.8	1.4	2.4	3.6	3.8	5.0	5.0	5.2	4.9
Annual result and depreciation	9.8	10.3	4.6	5.3	6.8	6.4	9.2	9.4	10.3	10.9
Trade receivables	7.4	7.5	8.8	8.9	8.0	8.0	7.8	7.9	7.2	7.4
Percentage of the balance sheet total										
Sales	98.9	97.7	151.6	149.9	172.3	173.3	132.7	133.7	90.4	88.7
Annual result and interest paid	5.6	5.3	3.9	5.1	6.6	6.6	6.5	6.5	5.4	5.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.6	17.3	9.3	11.1	19.8	20.3	23.3	24.2	15.6	16.3
Percentage of fixed assets										
Long-term equity and liabilities	116.8	115.7	130.7	150.0	125.1	132.5	121.6	123.7	115.8	113.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	114.7	110.9	73.4	88.0	87.5	97.4	102.2	104.9	119.5	113.1
Cash resources, short-term receivables and inventories	176.8	170.2	137.4	158.7	142.2	148.4	163.9	171.3	182.1	171.6
Percentage of cost of materials										
Trade payables	11.3	12.1	14.9	15.2	11.3	11.6	10.3	10.3	11.5	12.5
Memo item										
Balance sheet total in € billion	12.14	12.44	0.05	0.06	0.44	0.45	1.52	1.55	10.12	10.37
Sales in € billion	12.01	12.15	0.08	0.09	0.76	0.79	2.02	2.08	9.15	9.20
Number of enterprises	407	407	97	97	158	158	94	94	58	58

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products (cont'd)

	Quartile value	Corporations (cont'd)										
		Total		Enterprises with sales of ... € million								
				Less than 2		2 but less than 10		10 but less than 50		50 and more		
		Cylindred sample for 2004-2005 ¹										
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005		
Ratios	...	%	had a ratio of no more than ...									
			Percentage of the balance sheet total									
Tangible fixed assets	25	10.0	9.9	6.2	6.7	7.7	8.7	18.5	19.1	17.7	18.1	
	50	25.7	25.5	12.4	17.0	25.6	23.6	32.8	33.0	28.5	30.3	
	75	46.1	44.0	41.2	40.6	44.5	46.2	47.9	44.0	47.8	43.4	
Inventories	25	9.8	9.5	7.9	6.6	9.8	9.2	10.2	10.4	11.7	11.4	
	50	19.6	20.3	24.9	25.4	20.0	19.4	18.7	19.8	18.8	18.4	
	75	35.4	33.5	49.7	50.5	30.9	31.7	30.9	30.3	25.6	27.1	
Equity	25	9.2	9.9	3.7	4.0	6.9	7.9	16.3	17.7	25.1	23.6	
	50	25.7	26.8	18.1	19.2	21.8	24.4	30.1	30.0	34.5	35.6	
	75	45.0	48.5	42.3	42.7	44.2	48.8	47.6	49.3	45.0	49.7	
Short-term liabilities	25	20.1	19.2	26.2	21.7	22.8	20.3	19.1	18.0	15.4	14.4	
	50	36.2	35.8	42.7	35.2	42.6	41.8	34.0	32.8	23.4	22.4	
	75	58.4	55.9	64.3	61.4	65.1	64.0	50.6	48.2	42.1	44.8	
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	50	12.9	11.4	17.2	17.4	14.3	12.6	15.0	12.4	3.1	2.9	
	75	32.5	31.3	45.7	40.2	33.7	30.1	30.1	28.9	17.4	13.1	
			Percentage of gross revenue									
Cost of materials	25	32.6	34.1	23.7	23.6	35.6	36.0	37.1	35.9	34.9	38.5	
	50	42.5	43.9	33.7	35.6	46.6	47.7	44.3	46.5	44.0	45.4	
	75	56.8	56.8	42.4	47.1	60.7	60.8	58.2	58.3	57.2	56.8	
Personnel expenses	25	20.9	20.5	30.3	28.1	20.1	20.1	20.2	19.2	20.0	19.3	
	50	29.2	28.5	37.2	35.4	28.0	27.4	26.9	25.8	25.5	25.0	
	75	37.5	36.4	48.9	47.3	35.6	35.2	35.2	33.2	29.2	30.0	
Depreciation	25	1.8	1.6	1.5	1.3	1.4	1.2	2.3	2.2	3.2	3.4	
	50	3.6	3.4	2.7	2.5	2.9	3.0	4.3	3.8	4.8	4.6	
	75	6.1	5.6	5.1	4.3	5.2	5.2	6.3	6.5	6.6	8.0	
Annual result	25	0.0	0.2	-0.7	0.3	0.1	0.1	0.5	0.6	0.1	0.0	
	50	1.6	1.8	0.7	1.3	1.3	1.5	2.5	2.3	3.5	3.1	
	75	5.0	4.8	3.5	3.9	3.9	3.7	6.1	5.8	7.9	7.0	
			Percentage of sales									
Annual result before taxes on income	25	0.1	0.3	-0.5	0.5	0.2	0.1	0.8	0.7	0.0	0.1	
	50	2.1	2.4	1.0	1.9	1.9	2.2	3.7	3.0	4.9	3.6	
	75	7.0	6.6	5.4	5.6	5.5	5.5	8.4	7.8	10.3	8.6	
Annual result and depreciation	25	2.7	2.7	1.8	2.4	2.3	1.7	4.1	3.7	4.8	5.3	
	50	6.6	6.3	5.4	5.2	5.7	5.4	8.4	8.0	9.7	9.1	
	75	12.2	12.2	10.1	11.4	10.8	10.8	14.5	13.9	17.6	14.8	
Trade receivables	25	3.8	3.5	4.2	3.5	4.0	4.0	3.6	3.4	2.9	3.0	
	50	7.0	7.1	8.1	6.9	7.1	7.3	6.9	7.3	6.2	5.8	
	75	11.0	11.0	11.6	11.1	10.7	11.3	12.0	11.6	10.4	10.1	
			Percentage of the balance sheet total									
Annual result and interest paid	25	1.7	2.3	0.8	3.2	1.6	2.0	3.0	2.5	2.0	1.3	
	50	5.4	5.3	4.2	5.2	5.2	4.9	6.8	6.2	6.1	5.4	
	75	9.9	9.6	8.0	8.7	9.8	9.5	11.4	10.7	10.8	8.6	
			Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.8	5.6	2.2	4.0	4.2	3.2	10.1	11.2	11.0	11.2	
	50	16.0	16.5	9.0	11.6	14.7	12.3	22.0	19.7	22.7	17.5	
	75	37.5	36.5	25.6	29.8	36.0	35.5	40.2	40.5	42.4	36.7	
			Percentage of fixed assets									
Long-term equity and liabilities	25	88.4	94.0	88.4	101.7	78.8	83.4	103.2	95.1	86.2	93.1	
	50	134.8	138.6	210.1	223.1	132.6	145.4	134.9	127.3	127.5	121.2	
	75	255.2	270.9	513.8	583.3	253.5	259.5	206.7	228.8	162.4	154.2	
			Percentage of short-term liabilities									
Cash resources and short-term receivables	25	49.9	53.5	41.2	42.7	52.1	52.4	60.5	63.8	59.0	57.1	
	50	99.0	101.9	77.7	101.7	88.7	95.9	114.9	103.0	127.6	105.9	
	75	186.6	209.6	193.0	216.3	166.1	214.9	190.3	190.0	200.6	218.8	
			Percentage of cost of materials									
Trade payables	25	5.1	5.1	4.0	4.0	4.7	4.6	5.9	5.5	6.5	6.5	
	50	9.1	9.8	11.0	11.0	8.2	8.8	9.3	9.2	9.6	10.3	
	75	16.2	17.4	24.3	24.8	15.2	17.0	14.4	13.9	14.8	14.6	

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.2	1.1	1.5	1.4	1.2	1.0	1.2	1.1	1.1	1.0
of which Goodwill	0.5	0.5	1.3	1.3	0.8	0.7	0.4	0.3	0.5	0.5
Tangible fixed assets	34.2	33.0	44.2	41.7	40.9	39.8	41.0	38.6	26.1	26.1
of which Land and buildings	20.3	18.5	27.0	25.9	24.9	24.3	24.1	22.8	15.5	12.9
Inventories	16.1	16.9	16.1	16.4	18.1	18.7	19.4	20.9	12.8	13.0
of which Finished goods and merchandise	7.0	7.6	9.6	9.6	8.6	9.4	9.6	10.4	4.2	4.7
Cash	8.1	8.3	11.8	11.3	8.5	9.2	8.8	9.0	7.2	7.3
Receivables	30.2	30.7	23.1	26.0	23.2	23.3	21.5	22.2	39.9	40.0
Short-term	28.5	29.4	22.8	25.5	22.0	22.2	20.7	21.5	37.3	38.2
of which										
Trade receivables	8.9	9.4	7.9	9.4	10.2	10.5	10.7	11.0	7.0	7.8
Receivables from affiliated companies	16.3	16.8	11.8	13.4	8.3	9.1	5.9	7.0	27.6	27.3
Long-term	1.7	1.3	0.3	0.6	1.2	1.1	0.8	0.8	2.6	1.8
of which Loans to affiliated companies	1.4	1.1	0.0	0.2	0.8	0.8	0.6	0.5	2.3	1.7
Securities	2.9	2.9	0.0	0.0	0.3	0.3	2.7	2.7	4.0	3.9
Other long-term equity investments	7.0	7.0	2.6	2.3	7.4	7.3	5.1	5.2	8.6	8.6
Capital										
Equity	21.8	21.7	27.8	29.4	19.0	18.2	22.8	22.0	21.6	22.3
Liabilities	59.2	58.9	65.0	64.2	67.0	68.3	61.2	61.8	54.8	53.5
Short-term	33.1	35.1	34.2	28.6	43.2	44.4	37.5	39.7	26.2	28.6
of which										
Liabilities to banks	6.9	7.3	13.2	9.5	11.1	12.8	7.5	7.0	4.9	5.7
Trade payables	5.9	6.4	5.3	5.9	7.4	7.1	6.7	7.1	4.7	5.6
Liabilities to affiliated companies	13.2	14.2	9.5	7.3	17.7	17.2	14.2	16.7	11.1	11.4
Long-term	26.1	23.9	30.8	35.6	23.9	23.8	23.7	22.1	28.6	24.9
of which										
Liabilities to banks	12.0	10.1	22.7	24.6	16.3	13.4	14.2	12.7	8.4	6.4
Liabilities to affiliated companies	13.4	13.1	4.3	7.8	6.6	9.5	8.3	8.3	20.2	18.5
Provisions	19.0	19.3	7.1	6.4	13.9	13.5	16.0	16.1	23.5	24.2
of which Provisions for pensions	5.7	6.0	0.2	0.2	2.2	2.2	4.6	4.7	7.9	8.3
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.5	99.5	99.4	99.3	99.8	99.9	99.2	99.9	99.6
Change in finished goods	0.2	0.5	0.5	0.6	0.7	0.2	0.1	0.8	0.1	0.4
Interest and similar income	0.3	0.3	0.4	0.4	0.2	0.2	0.3	0.3	0.2	0.3
Other income ²	4.2	4.6	5.6	5.0	4.8	4.3	3.7	4.0	4.4	5.2
of which Income from long-term equity investments	0.4	0.5	0.1	0.1	0.5	0.4	0.3	0.5	0.5	0.5
Total income ²	104.4	104.8	106.0	105.4	105.0	104.5	104.0	104.3	104.6	105.5
Expenses										
Cost of materials	50.3	51.9	46.3	47.7	51.2	53.1	48.0	49.0	52.6	54.7
Personnel expenses	23.6	23.0	26.0	24.6	24.1	23.1	25.4	24.5	21.4	21.3
Depreciation	4.4	4.1	6.2	5.8	4.8	4.5	5.0	4.5	3.7	3.4
of which Depreciation of tangible fixed assets	4.1	3.8	5.9	5.6	4.5	4.2	4.5	4.2	3.5	3.3
Interest and similar expenses	1.5	1.5	2.2	2.2	1.4	1.4	1.3	1.2	1.7	1.8
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	18.8	18.8	21.1	20.4	18.7	18.3	19.0	18.8	18.5	18.8
Total expenses before taxes on income ³	98.8	99.3	102.1	101.0	100.5	100.5	98.9	98.1	98.0	100.1
Annual result before taxes on income	5.6	5.5	3.9	4.4	4.5	4.0	5.1	6.2	6.6	5.4
Taxes on income	0.9	0.9	0.6	0.4	0.8	0.7	0.9	1.0	1.1	1.0
Annual result	4.7	4.6	3.3	4.0	3.7	3.3	4.2	5.2	5.5	4.4
Other ratios	Percentage of sales									
Annual result before taxes on income	5.6	5.5	3.9	4.4	4.5	4.0	5.1	6.2	6.6	5.4
Annual result and depreciation	9.1	8.7	9.5	9.9	8.6	7.8	9.2	9.8	9.3	7.8
Trade receivables	6.1	6.5	6.4	7.7	6.5	6.6	6.7	6.8	5.4	6.1
	Percentage of the balance sheet total									
Sales	145.2	144.8	124.0	121.9	155.6	158.8	161.1	160.7	129.2	128.1
Annual result and interest paid	9.0	8.8	6.9	7.7	8.1	7.4	9.0	10.4	9.3	8.0
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	18.9	18.0	19.5	20.3	18.4	17.0	21.7	22.9	16.8	14.3
	Percentage of fixed assets									
Long-term equity and liabilities	122.1	121.0	123.7	143.2	90.2	90.9	107.0	107.4	151.1	145.5
	Percentage of short-term liabilities									
Cash resources and short-term receivables	118.8	114.2	101.4	128.4	71.3	71.1	85.2	82.7	184.1	170.2
Cash resources, short-term receivables and inventories	167.5	162.3	148.5	185.8	113.3	113.2	136.9	135.3	232.7	215.7
	Percentage of cost of materials									
Trade payables	8.0	8.4	9.2	10.1	9.2	8.4	8.6	8.9	7.0	8.0
Memo item										
Balance sheet total in € billion	3.69	3.74	0.06	0.06	0.52	0.52	1.42	1.43	1.69	1.73
Sales in € billion	5.36	5.42	0.07	0.07	0.82	0.83	2.29	2.30	2.19	2.22
Number of enterprises	353	353	71	71	155	155	107	107	20	20

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

12 Manufacture of other non-metallic mineral products (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	18.9	17.8	12.7	11.8	19.3	20.0	21.1	19.0	17.9	15.7
	50	35.5	34.4	34.5	30.1	35.2	35.4	37.3	37.2	32.8	31.8
	75	56.0	52.4	68.0	65.2	55.3	52.4	51.0	48.8	49.0	47.3
Inventories	25	6.3	6.5	4.3	4.1	5.2	5.4	9.2	10.8	8.9	8.8
	50	14.9	14.4	10.9	10.5	14.2	15.7	16.8	16.7	16.1	15.1
	75	29.0	30.2	24.7	25.8	30.5	30.9	29.8	30.6	30.8	31.3
Equity	25	7.9	8.7	5.0	7.4	8.3	8.1	8.4	9.9	7.1	7.4
	50	19.4	19.1	21.1	25.4	19.4	17.8	19.6	19.8	15.3	14.8
	75	35.1	33.5	49.9	54.6	30.8	31.9	36.3	31.5	28.3	32.8
Short-term liabilities	25	22.7	22.3	18.0	13.8	23.0	26.1	23.8	25.6	22.2	25.8
	50	38.1	39.5	35.7	30.3	41.0	43.2	38.7	40.4	29.8	37.8
	75	55.2	55.6	51.5	50.3	58.9	60.7	50.5	51.1	55.2	59.3
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	1.2	0.9
	50	19.1	17.8	31.1	27.1	18.9	17.1	14.7	15.2	22.1	19.9
	75	42.6	39.4	61.1	55.7	45.4	43.4	36.6	32.8	37.8	32.9
		Percentage of gross revenue									
Cost of materials	25	38.0	37.2	31.3	31.3	41.4	43.3	38.1	37.6	42.8	44.5
	50	48.5	51.0	40.6	38.9	53.0	54.9	46.8	46.3	48.6	52.1
	75	61.1	60.9	57.7	56.0	63.0	63.8	57.3	58.3	63.1	64.4
Personnel expenses	25	16.1	15.5	15.9	15.0	14.5	14.0	18.8	16.4	17.6	17.0
	50	23.6	23.4	22.7	23.5	23.6	22.3	24.4	23.8	22.8	22.3
	75	31.0	30.2	37.0	34.2	30.4	28.8	30.5	30.6	28.9	28.5
Depreciation	25	2.1	1.7	2.2	1.3	1.9	1.5	2.4	2.1	1.7	1.6
	50	4.0	3.5	4.7	3.9	3.5	3.2	4.1	3.6	4.0	3.2
	75	6.4	6.1	7.0	9.0	6.0	5.5	6.6	5.9	5.3	4.7
Annual result	25	0.5	0.5	0.0	0.7	0.4	- 0.3	0.5	0.8	1.5	1.4
	50	3.7	3.1	4.5	4.2	3.7	2.6	3.3	3.6	2.3	2.0
	75	8.9	8.7	10.4	10.6	8.9	7.5	8.4	9.2	8.0	5.8
		Percentage of sales									
Annual result before taxes on income	25	0.6	0.5	0.0	0.7	0.7	- 0.2	0.5	1.2	1.6	1.6
	50	4.2	3.5	4.6	4.4	4.2	3.1	4.0	4.1	2.8	2.4
	75	9.9	9.6	11.1	10.6	9.8	8.9	10.1	10.5	9.6	7.0
Annual result and depreciation	25	4.2	4.0	3.4	3.3	3.8	3.5	4.8	4.9	4.0	4.6
	50	9.4	8.7	10.0	10.9	9.4	7.6	9.4	9.0	6.9	6.0
	75	14.4	14.5	16.7	17.0	13.9	12.7	14.3	16.0	13.6	12.8
Trade receivables	25	3.2	3.5	2.7	2.8	3.5	3.9	2.9	3.2	3.6	3.6
	50	5.6	5.9	4.8	5.5	5.7	6.0	6.4	5.9	4.6	5.4
	75	8.6	8.9	8.1	8.9	8.5	8.6	9.4	10.2	9.4	8.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.7	3.3	3.5	3.5	3.7	1.7	3.5	3.8	4.0	4.0
	50	8.3	8.2	9.0	9.3	8.5	7.8	7.6	8.7	8.1	7.0
	75	17.8	16.9	19.0	16.3	18.4	17.2	17.6	18.2	13.7	13.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.9	8.5	2.7	1.8	9.0	7.0	9.6	13.3	9.9	11.4
	50	20.8	19.4	12.6	15.9	20.8	17.2	23.2	23.8	26.1	18.9
	75	42.2	41.5	33.3	31.4	53.5	46.2	42.2	46.4	34.0	32.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	74.0	71.6	87.9	108.7	65.3	64.8	75.1	72.8	81.0	60.2
	50	117.6	114.8	128.0	152.7	112.7	105.0	117.8	115.2	101.8	96.2
	75	191.6	204.6	261.3	360.5	191.6	169.6	185.2	189.2	119.9	160.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	44.6	45.6	28.4	52.2	43.4	42.9	47.6	46.3	49.9	64.9
	50	91.7	88.0	98.6	136.5	87.4	78.0	91.5	84.2	98.0	89.3
	75	163.3	162.4	198.5	244.6	191.9	149.7	157.4	144.2	122.7	111.1
		Percentage of cost of materials									
Trade payables	25	3.8	4.0	2.3	2.8	3.5	3.6	4.3	4.8	4.3	5.8
	50	6.7	6.7	6.6	7.8	6.5	6.1	7.3	7.1	6.6	7.0
	75	14.6	14.4	16.8	23.1	15.5	13.1	14.0	13.4	10.5	11.6

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

13 Manufacture of basic metals

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.7	0.6	1.6	1.4	0.5	0.5	1.1	1.0	0.6	0.6
of which Goodwill	0.3	0.2	1.5	1.3	0.2	0.2	0.6	0.5	0.3	0.2
Tangible fixed assets	31.3	28.5	36.7	39.0	33.0	32.7	33.6	33.2	31.0	28.0
of which Land and buildings	9.7	9.2	11.5	12.3	13.5	13.2	13.8	13.6	9.2	8.7
Inventories	23.3	24.1	15.3	13.7	26.7	26.2	28.2	27.3	22.8	23.8
of which Finished goods and merchandise	8.7	8.8	4.9	5.1	9.1	9.8	9.6	9.8	8.6	8.7
Cash	3.5	4.8	10.2	10.8	6.7	8.5	5.6	6.5	3.2	4.6
Receivables	31.8	32.6	31.5	32.4	31.0	30.1	28.8	29.4	32.1	32.9
Short-term	30.5	31.4	27.7	30.0	29.1	28.4	27.3	27.9	30.8	31.7
of which										
Trade receivables	14.1	14.7	12.4	15.4	19.1	17.7	17.6	17.3	13.8	14.4
Receivables from affiliated companies	13.8	14.2	6.7	5.1	6.0	6.7	6.7	7.4	14.6	14.9
Long-term	1.3	1.2	3.8	2.4	1.9	1.7	1.5	1.5	1.3	1.2
of which Loans to affiliated companies	0.8	0.7	0.0	0.0	0.5	0.4	0.7	0.7	0.8	0.7
Securities	1.0	1.0	0.5	0.0	1.1	1.0	0.7	0.9	1.0	1.0
Other long-term equity investments	8.3	8.2	3.7	2.3	0.5	0.5	1.7	1.5	9.0	9.0
Capital										
Equity	33.4	33.8	31.0	31.9	24.5	26.6	26.8	28.5	34.1	34.4
Liabilities	44.2	43.3	54.7	55.4	63.3	61.2	59.1	56.6	42.6	41.8
Short-term	35.6	34.6	36.6	33.8	44.4	42.9	42.4	40.9	34.9	33.9
of which										
Liabilities to banks	3.8	3.6	10.4	9.8	10.0	9.8	10.5	9.8	3.1	2.9
Trade payables	10.2	10.8	11.4	10.6	14.7	13.9	13.1	13.1	9.9	10.5
Liabilities to affiliated companies	17.0	16.0	4.8	4.7	7.6	7.5	12.2	10.9	17.5	16.5
Long-term	8.6	8.7	18.1	21.6	18.8	18.3	16.7	15.7	7.7	8.0
of which										
Liabilities to banks	5.1	5.4	12.7	15.9	13.7	12.8	11.2	10.0	4.5	4.9
Liabilities to affiliated companies	2.9	2.9	3.7	3.5	3.5	3.7	4.1	4.3	2.8	2.8
Provisions	22.3	22.8	14.3	12.5	12.2	12.2	14.1	14.8	23.2	23.7
of which Provisions for pensions	10.8	10.7	7.4	5.0	4.4	4.3	5.7	5.8	11.4	11.2
Income statement										
Percentage of gross revenue										
Income										
Sales	99.5	99.0	98.0	100.4	99.1	99.8	99.0	99.4	99.5	99.0
Change in finished goods	0.5	1.0	2.0	- 0.4	0.9	0.2	1.0	0.6	0.5	1.0
Interest and similar income	0.6	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.7	0.3
Other income ²	3.2	2.9	6.2	5.8	1.9	2.2	2.7	2.9	3.3	2.9
of which Income from long-term equity investments	0.1	0.3	0.0	0.0	0.0	0.0	0.1	0.1	0.2	0.3
Total income ²	103.8	103.1	106.4	106.0	102.0	102.3	102.9	103.0	103.9	103.2
Expenses										
Cost of materials	68.0	68.8	37.4	39.0	49.3	50.4	58.2	60.1	69.4	70.0
Personnel expenses	16.6	15.1	36.1	36.7	29.2	28.2	23.7	22.3	15.6	14.2
Depreciation	3.6	3.3	5.8	4.9	3.1	2.8	3.2	2.9	3.7	3.4
of which Depreciation of tangible fixed assets	3.4	3.2	5.5	4.9	3.0	2.7	3.0	2.8	3.5	3.2
Interest and similar expenses	0.8	0.7	1.4	1.3	1.1	1.0	1.0	0.9	0.7	0.6
Operating taxes	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0
Other expenses ³	9.9	9.4	22.4	20.5	14.8	14.6	12.5	12.7	9.5	8.9
Total expenses before taxes on income ³	98.8	97.3	103.2	102.5	97.6	97.0	98.7	99.1	98.9	97.1
Annual result before taxes on income	5.0	5.8	3.2	3.5	4.5	5.3	4.2	4.0	5.1	6.1
Taxes on income	1.2	1.5	0.9	1.2	1.1	1.4	1.0	1.1	1.2	1.6
Annual result	3.8	4.3	2.3	2.3	3.4	3.9	3.2	2.9	3.9	4.5
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.9	3.3	3.5	4.5	5.3	4.3	4.0	5.1	6.1
Annual result and depreciation	7.5	7.7	8.3	7.2	6.5	6.7	6.5	5.8	7.6	7.9
Trade receivables	8.1	8.1	8.1	9.7	8.9	8.2	8.6	8.3	8.1	8.0
Percentage of the balance sheet total										
Sales	174.0	182.6	153.0	159.3	215.1	215.8	204.6	208.3	170.7	179.8
Annual result and interest paid	8.0	9.2	5.7	5.7	9.7	10.6	8.7	8.1	7.9	9.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	20.6	22.9	21.6	19.9	20.5	22.3	19.7	18.7	20.7	23.3
Percentage of fixed assets										
Long-term equity and liabilities	125.4	136.2	126.0	131.7	134.5	140.1	130.3	134.3	125.0	136.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	96.2	105.5	104.9	120.6	82.7	87.7	79.0	85.6	98.4	108.0
Cash resources, short-term receivables and inventories	161.7	175.2	146.7	161.3	142.9	148.6	145.6	152.4	163.8	178.2
Percentage of cost of materials										
Trade payables	8.6	8.5	19.6	17.1	13.8	12.8	10.8	10.4	8.3	8.3
Memo item										
Balance sheet total in € billion	33.83	35.91	0.02	0.03	0.41	0.44	2.79	2.97	30.60	32.48
Sales in € billion	58.88	65.55	0.04	0.04	0.88	0.94	5.71	6.18	52.24	58.39
Number of enterprises	641	641	39	39	173	173	261	261	168	168

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

13 Manufacture of basic metals (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	14.3	13.3	8.1	7.3	10.9	11.1	14.3	15.1	18.7	15.3
	50	27.4	27.5	29.9	24.1	25.9	24.7	28.4	28.1	28.4	27.1
	75	42.8	41.8	46.8	47.5	45.3	44.8	42.0	42.4	38.4	37.2
Inventories	25	15.7	15.4	2.5	2.9	13.0	12.6	18.8	17.0	18.6	18.6
	50	25.9	25.4	10.1	8.6	22.8	24.0	28.0	26.8	26.8	25.9
	75	38.0	37.9	24.1	18.6	37.4	39.5	41.9	40.0	36.9	35.4
Equity	25	11.4	12.3	6.7	9.8	5.9	7.1	11.1	11.2	19.0	18.4
	50	23.1	23.7	19.4	21.9	19.6	20.1	22.1	23.0	27.1	28.2
	75	36.8	39.7	37.2	42.5	35.9	38.8	35.8	38.8	40.3	41.0
Short-term liabilities	25	26.7	26.0	18.1	17.0	27.3	26.4	28.0	28.4	26.1	23.4
	50	41.2	40.4	38.9	34.3	43.3	40.4	43.7	43.6	36.7	37.3
	75	60.0	56.4	63.5	54.6	64.2	64.2	59.6	55.9	52.3	52.8
Liabilities to banks	25	0.1	0.0	0.0	0.0	1.7	1.3	3.2	1.5	0.0	0.0
	50	13.5	10.7	20.1	14.0	16.8	13.6	17.8	12.9	4.8	4.1
	75	32.0	30.6	35.5	33.3	35.1	35.4	35.9	32.6	17.4	17.7
		Percentage of gross revenue									
Cost of materials	25	43.0	44.9	16.6	18.5	34.3	32.8	45.7	48.2	57.8	58.7
	50	56.5	58.1	34.2	35.9	44.0	48.1	56.5	58.2	65.0	66.0
	75	68.8	70.2	47.7	47.8	60.5	60.1	68.3	70.4	75.1	78.3
Personnel expenses	25	14.4	13.7	25.0	25.7	19.7	20.4	15.5	14.2	10.4	9.3
	50	23.6	23.3	33.6	36.3	32.5	29.4	23.1	22.5	17.2	15.3
	75	35.1	33.5	47.4	42.4	40.3	40.2	34.4	31.8	24.9	23.6
Depreciation	25	1.3	1.3	1.2	1.2	1.2	1.2	1.3	1.2	1.7	1.5
	50	2.5	2.3	3.0	3.4	2.3	2.1	2.4	2.2	2.7	2.6
	75	4.3	3.9	6.0	6.5	4.5	3.7	3.9	3.7	4.4	4.1
Annual result	25	0.7	0.8	0.0	0.0	0.7	0.9	0.8	0.8	0.8	0.9
	50	2.3	2.4	1.1	1.8	2.1	2.5	2.5	2.4	2.8	2.2
	75	5.2	5.3	4.2	5.4	5.2	5.6	5.4	5.2	5.0	5.3
		Percentage of sales									
Annual result before taxes on income	25	1.0	1.1	0.1	0.0	1.0	1.2	1.2	1.1	1.2	1.4
	50	3.3	3.2	1.8	2.0	3.0	3.7	3.5	3.3	3.6	3.0
	75	6.9	7.0	7.0	6.9	6.4	7.2	7.2	6.8	6.5	7.2
Annual result and depreciation	25	3.4	3.2	2.2	3.2	3.0	3.0	3.5	3.1	4.0	3.6
	50	6.5	6.2	6.6	6.6	6.2	6.2	6.7	6.1	6.6	6.4
	75	10.3	10.2	12.9	12.4	10.2	12.2	11.0	9.3	10.2	10.2
Trade receivables	25	5.5	5.1	4.4	5.3	5.7	4.9	5.8	5.3	5.5	5.1
	50	8.5	8.1	7.3	9.2	7.9	7.8	8.4	8.1	9.4	8.4
	75	11.7	11.3	11.6	13.0	11.5	10.7	11.8	11.2	11.8	11.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.6	3.9	1.3	1.6	4.2	5.0	4.1	3.9	3.0	3.5
	50	8.0	7.7	5.1	5.2	8.6	8.8	8.1	8.2	7.5	7.3
	75	13.4	13.6	9.3	12.5	13.9	14.9	14.1	13.5	11.6	12.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.5	10.2	5.7	6.5	9.1	8.9	10.1	9.5	12.6	12.6
	50	19.7	20.1	17.3	22.5	19.3	21.6	19.6	19.0	20.8	20.3
	75	37.4	39.2	48.3	54.8	39.6	43.7	35.6	37.4	35.3	34.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	94.9	96.9	101.3	100.6	89.8	96.9	92.3	92.2	102.1	104.4
	50	138.3	141.7	145.0	152.0	142.4	143.6	144.2	143.4	134.7	133.5
	75	226.8	234.1	224.4	262.1	260.2	298.0	238.3	238.7	178.3	197.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	53.4	57.9	61.2	67.2	54.4	54.8	48.4	52.7	55.6	61.6
	50	82.6	87.3	115.8	147.6	84.2	86.6	77.6	80.5	87.9	92.1
	75	139.4	153.7	250.3	225.0	133.6	147.7	121.6	140.9	151.0	150.6
		Percentage of cost of materials									
Trade payables	25	5.5	5.5	6.9	4.6	7.5	7.4	5.5	5.7	4.8	3.8
	50	10.4	9.3	18.4	11.9	13.9	12.6	10.0	9.1	7.8	7.2
	75	16.7	15.0	36.3	28.0	21.1	18.6	16.1	13.1	12.9	11.1

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

13 Manufacture of basic metals (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	0.7	0.6	1.6	1.4	0.5	0.4	1.3	1.1	0.7	0.6
of which Goodwill	0.3	0.2	1.5	1.3	0.2	0.2	0.7	0.6	0.3	0.2
Tangible fixed assets	31.2	28.3	36.7	39.0	31.4	29.9	32.1	32.2	31.2	28.0
of which Land and buildings	9.2	8.8	11.5	12.3	12.3	12.1	13.7	13.6	8.9	8.4
Inventories	23.0	24.0	15.3	13.7	28.2	27.7	28.4	27.6	22.6	23.7
of which Finished goods and merchandise	8.6	8.7	4.9	5.1	9.9	10.5	9.7	9.8	8.5	8.6
Cash	3.4	4.7	10.2	10.8	7.1	9.0	5.5	6.7	3.2	4.6
Receivables	31.7	32.6	31.5	32.4	30.9	31.1	29.8	29.6	31.9	32.8
Short-term	30.4	31.4	27.7	30.0	28.7	29.1	28.0	27.9	30.6	31.6
of which										
Trade receivables	13.2	14.0	12.4	15.4	19.5	18.4	17.6	17.5	12.9	13.7
Receivables from affiliated companies	14.6	14.9	6.7	5.1	4.9	6.8	7.3	7.4	15.2	15.6
Long-term	1.4	1.2	3.8	2.4	2.3	1.9	1.7	1.6	1.3	1.2
of which Loans to affiliated companies	0.9	0.7	0.0	0.0	0.6	0.4	1.0	0.8	0.9	0.7
Securities	0.9	0.9	0.5	0.0	0.8	0.8	1.0	1.1	0.9	0.9
Other long-term equity investments	8.9	8.7	3.7	2.3	0.5	0.5	1.8	1.5	9.5	9.3
Capital										
Equity	34.5	34.9	31.0	31.9	25.9	29.0	29.8	31.6	34.9	35.2
Liabilities	42.7	41.8	54.7	55.4	60.6	57.8	55.0	52.3	41.6	40.8
Short-term	35.2	34.1	36.6	33.8	42.7	40.5	39.9	38.4	34.7	33.7
of which										
Liabilities to banks	3.3	2.9	10.4	9.8	9.1	8.8	9.9	8.9	2.7	2.4
Trade payables	10.0	10.8	11.4	10.6	13.3	13.0	13.2	13.2	9.7	10.6
Liabilities to affiliated companies	17.4	16.3	4.8	4.7	7.0	6.6	9.8	9.4	18.1	16.9
Long-term	7.6	7.7	18.1	21.6	17.9	17.3	15.2	13.9	6.9	7.1
of which										
Liabilities to banks	4.6	5.0	12.7	15.9	12.9	12.1	10.3	8.9	4.1	4.6
Liabilities to affiliated companies	2.4	2.4	3.7	3.5	3.5	4.0	3.3	3.3	2.3	2.3
Provisions	22.7	23.3	14.3	12.5	13.5	13.1	15.1	16.1	23.4	23.9
of which Provisions for pensions	11.0	10.9	7.4	5.0	5.6	5.5	6.6	6.7	11.4	11.3
Income statement										
Income	Percentage of gross revenue									
Sales	99.5	99.0	98.0	100.4	99.1	99.8	98.9	99.5	99.6	99.0
Change in finished goods	0.5	1.0	2.0	- 0.4	0.9	0.2	1.1	0.5	0.4	1.0
Interest and similar income	0.7	0.3	0.3	0.2	0.1	0.1	0.2	0.2	0.7	0.3
Other income ²	3.4	3.0	6.2	5.8	1.9	2.1	3.1	2.9	3.4	3.0
of which Income from long-term equity investments	0.1	0.3	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.3
Total income ²	104.1	103.2	106.4	106.0	102.0	102.2	103.3	103.1	104.2	103.3
Expenses										
Cost of materials	69.0	69.7	37.4	39.0	48.7	50.0	59.7	61.5	70.2	70.7
Personnel expenses	15.9	14.5	36.1	36.7	30.3	29.3	23.3	21.9	15.1	13.7
Depreciation	3.7	3.4	5.8	4.9	3.0	2.7	3.2	2.8	3.8	3.5
of which Depreciation of tangible fixed assets	3.5	3.2	5.5	4.9	2.9	2.7	2.9	2.7	3.6	3.3
Interest and similar expenses	0.7	0.6	1.4	1.3	1.0	0.9	0.9	0.9	0.7	0.6
Operating taxes	0.1	0.0	0.1	0.1	0.1	0.0	0.1	0.1	0.0	0.0
Other expenses ³	9.6	9.0	22.4	20.5	15.2	14.8	12.2	12.1	9.3	8.7
Total expenses before taxes on income ³	99.0	97.3	103.2	102.5	98.3	97.7	99.4	99.2	99.0	97.2
Annual result before taxes on income	5.0	5.9	3.2	3.5	3.7	4.5	3.8	3.9	5.2	6.1
Taxes on income	1.2	1.6	0.9	1.2	1.0	1.4	1.0	1.2	1.2	1.7
Annual result	3.8	4.3	2.3	2.3	2.7	3.1	2.8	2.7	3.9	4.4
Other ratios										
	Percentage of sales									
Annual result before taxes on income	5.1	6.0	3.3	3.5	3.8	4.5	3.9	3.9	5.2	6.2
Annual result and depreciation	7.6	7.8	8.3	7.2	5.8	5.8	6.0	5.5	7.7	8.0
Trade receivables	7.8	7.8	8.1	9.7	9.2	8.5	8.8	8.5	7.7	7.7
	Percentage of the balance sheet total									
Sales	170.4	179.5	153.0	159.3	213.3	215.3	199.2	205.7	167.8	177.3
Annual result and interest paid	7.8	8.9	5.7	5.7	8.0	8.7	7.5	7.4	7.8	9.0
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	20.8	23.1	21.6	19.9	18.3	20.3	18.6	18.5	21.0	23.4
	Percentage of fixed assets									
Long-term equity and liabilities	123.9	135.6	126.0	131.7	142.9	158.4	139.5	142.4	122.8	135.0
	Percentage of short-term liabilities									
Cash resources and short-term receivables	96.3	106.3	104.9	120.6	85.3	95.6	85.8	92.3	97.3	107.6
Cash resources, short-term receivables and inventories	161.7	176.6	146.7	161.3	151.2	164.0	157.0	164.1	162.3	177.9
	Percentage of cost of materials									
Trade payables	8.5	8.5	19.6	17.1	12.7	12.1	11.0	10.4	8.2	8.3
Memo item										
Balance sheet total in € billion	30.05	31.87	0.02	0.03	0.32	0.33	2.02	2.13	27.69	29.37
Sales in € billion	51.21	57.22	0.04	0.04	0.68	0.72	4.02	4.39	46.47	52.07
Number of enterprises	474	474	39	39	130	130	183	183	122	122

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

13 Manufacture of basic metals (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	13.4	12.2	8.1	7.3	7.6	8.6	14.0	13.3	19.2	15.3
	50	26.4	26.2	29.9	24.1	22.7	21.5	26.9	27.7	28.3	27.1
	75	42.1	41.7	46.8	47.5	43.9	41.6	41.8	42.9	38.3	37.9
Inventories	25	15.0	14.8	2.5	2.9	13.0	12.6	17.8	17.0	17.9	17.6
	50	25.8	24.8	10.1	8.6	25.4	24.6	27.7	26.3	26.5	25.5
	75	38.5	38.7	24.1	18.6	42.6	39.9	43.3	41.0	34.5	35.4
Equity	25	12.6	14.7	6.7	9.8	6.2	8.4	11.8	15.8	20.1	20.2
	50	25.5	27.2	19.4	21.9	20.7	22.4	26.2	27.1	29.9	30.0
	75	39.6	42.5	37.2	42.5	35.9	40.7	39.2	42.3	41.3	43.7
Short-term liabilities	25	26.3	24.1	18.1	17.0	27.2	24.2	26.7	25.5	26.5	23.5
	50	39.3	38.2	38.9	34.3	41.1	38.3	41.6	40.6	36.2	36.7
	75	58.0	54.1	63.5	54.6	62.0	60.9	57.7	54.6	49.9	50.2
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.3	0.7	1.1	0.9	0.0	0.0
	50	12.4	9.1	20.1	14.0	14.5	12.7	15.8	10.7	2.3	3.0
	75	30.7	28.9	35.5	33.3	35.1	33.4	33.7	30.8	16.4	13.2
		Percentage of gross revenue									
Cost of materials	25	43.9	45.9	16.6	18.5	34.6	34.2	47.5	48.9	59.2	60.6
	50	57.0	58.8	34.2	35.9	44.5	48.6	57.5	60.2	65.8	67.2
	75	69.6	70.4	47.7	47.8	59.0	59.7	69.8	70.6	75.2	78.4
Personnel expenses	25	14.5	13.8	25.0	25.7	21.1	21.6	15.5	13.9	9.6	8.9
	50	24.0	23.4	33.6	36.3	33.2	30.2	23.4	21.9	16.6	15.1
	75	34.9	34.0	47.4	42.4	40.5	40.6	34.2	31.6	23.4	21.6
Depreciation	25	1.3	1.2	1.2	1.2	1.0	1.1	1.3	1.2	1.8	1.6
	50	2.5	2.3	3.0	3.4	2.3	2.0	2.4	2.2	2.7	2.6
	75	4.4	3.9	6.0	6.5	4.3	3.5	4.0	3.7	4.5	4.2
Annual result	25	0.4	0.6	0.0	0.0	0.3	0.7	0.6	0.7	0.7	0.6
	50	2.0	2.1	1.1	1.8	1.8	2.0	2.1	2.2	2.8	2.0
	75	4.8	4.6	4.2	5.4	4.2	4.6	5.1	4.7	4.9	4.5
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.8	0.1	0.0	0.5	0.9	0.9	0.9	1.1	0.9
	50	2.9	2.9	1.8	2.0	2.6	2.9	3.2	2.9	3.6	2.8
	75	6.3	6.8	7.0	6.9	5.7	6.6	6.7	6.9	6.3	6.5
Annual result and depreciation	25	3.2	3.0	2.2	3.2	2.4	2.6	3.2	3.0	4.0	3.3
	50	6.2	6.0	6.6	6.6	5.6	5.7	5.9	6.1	7.1	6.3
	75	9.8	9.7	12.9	12.4	8.8	10.0	10.7	9.3	10.1	9.6
Trade receivables	25	5.6	5.3	4.4	5.3	5.7	5.2	6.1	5.4	4.9	4.8
	50	8.5	8.1	7.3	9.2	7.9	8.0	9.0	8.2	8.9	8.2
	75	11.5	11.6	11.6	13.0	11.4	11.2	11.8	11.8	11.6	11.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.9	3.4	1.3	1.6	3.2	4.6	3.3	3.6	2.4	2.1
	50	7.1	6.7	5.1	5.2	7.6	7.0	7.1	7.3	7.1	5.9
	75	11.6	12.2	9.3	12.5	12.7	12.7	11.2	12.2	11.4	11.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.3	8.7	5.7	6.5	7.9	8.1	8.8	8.3	12.7	12.1
	50	18.9	19.3	17.3	22.5	18.2	19.3	17.6	18.3	21.4	19.9
	75	37.7	39.4	48.3	54.8	37.6	39.8	37.2	39.2	37.3	34.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	100.8	105.3	101.3	100.6	100.5	112.5	100.3	97.6	104.6	105.2
	50	145.0	151.3	145.0	152.0	156.0	161.2	152.9	154.4	135.2	133.7
	75	235.9	259.2	224.4	262.1	291.2	338.9	246.4	257.1	170.2	184.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.5	59.2	61.2	67.2	55.9	60.5	53.4	53.4	55.9	63.1
	50	87.3	96.7	115.8	147.6	89.0	99.3	81.1	86.9	99.1	92.1
	75	151.0	169.0	250.3	225.0	144.2	177.7	134.1	159.8	151.0	150.7
		Percentage of cost of materials									
Trade payables	25	5.5	5.5	6.9	4.6	7.1	7.1	5.5	5.7	4.7	3.8
	50	10.8	9.4	18.4	11.9	13.7	12.0	10.3	9.3	7.8	8.0
	75	16.7	15.3	36.3	28.0	19.8	17.3	16.4	13.5	12.9	11.7

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

13 Manufacture of basic metals (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2	2 but less than 10	10 but less than 50	50 and more	2004	2005	2004	2005
	Cylindere sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.5	0.5	.	.	0.6	0.6	0.5	0.6	0.5	0.5
<i>of which</i> Goodwill	0.2	0.1	.	.	0.1	0.1	0.2	0.3	0.2	0.1
Tangible fixed assets	31.4	30.1	.	.	38.2	41.9	37.4	35.7	29.6	28.2
<i>of which</i> Land and buildings	13.0	12.2	.	.	17.8	16.9	13.9	13.6	12.6	11.7
Inventories	25.6	25.0	.	.	21.8	21.1	27.9	26.7	25.1	24.7
<i>of which</i> Finished goods and merchandise	9.5	9.5	.	.	6.5	7.6	9.3	9.5	9.6	9.6
Cash	4.3	5.5	.	.	5.6	7.1	6.0	6.0	3.7	5.4
Receivables	32.2	32.3	.	.	31.1	27.0	26.4	28.9	33.8	33.4
Short-term	31.3	31.4	.	.	30.3	26.0	25.6	27.6	32.9	32.6
<i>of which</i>										
Trade receivables	21.3	20.5	.	.	17.8	15.4	17.7	16.8	22.4	21.7
Receivables from affiliated companies	7.8	8.4	.	.	9.6	6.4	5.2	7.4	8.4	8.7
Long-term	0.9	0.9	.	.	0.8	1.0	0.8	1.2	0.9	0.8
<i>of which</i> Loans to affiliated companies	0.4	0.5	.	.	0.3	0.3	0.1	0.4	0.5	0.5
Securities	1.9	1.7	.	.	2.0	1.5	0.1	0.4	2.4	2.1
Other long-term equity investments	3.9	4.5	.	.	0.3	0.3	1.3	1.5	4.6	5.5
Capital										
Equity	24.7	25.3	.	.	19.9	18.7	19.1	20.5	26.4	26.7
Liabilities	56.0	55.4	.	.	72.3	72.3	69.6	67.8	51.8	51.5
Short-term	38.9	38.5	.	.	50.2	50.9	49.1	47.3	35.9	35.7
<i>of which</i>										
Liabilities to banks	8.3	8.6	.	.	13.3	12.9	12.0	11.9	7.1	7.5
Trade payables	11.9	10.7	.	.	19.5	17.0	12.6	12.6	11.4	10.0
Liabilities to affiliated companies	13.4	13.5	.	.	9.8	10.6	18.3	14.6	12.2	13.4
Long-term	17.0	16.9	.	.	22.1	21.4	20.5	20.5	16.0	15.7
<i>of which</i>										
Liabilities to banks	9.2	8.8	.	.	16.7	15.2	13.3	12.7	7.8	7.5
Liabilities to affiliated companies	7.0	6.8	.	.	3.5	3.0	6.2	6.7	7.3	7.0
Provisions	18.8	18.8	.	.	7.8	9.1	11.2	11.6	21.2	21.1
<i>of which</i> Provisions for pensions	9.4	8.7	.	.	0.4	0.6	3.5	3.6	11.3	10.4
Income statement	Percentage of gross revenue									
Income										
Sales	99.2	99.3	.	.	99.1	99.8	99.4	99.3	99.1	99.3
Change in finished goods	0.8	0.7	.	.	0.9	0.2	0.6	0.7	0.9	0.7
Interest and similar income	0.1	0.1	.	.	0.2	0.2	0.1	0.1	0.1	0.2
Other income 2	2.0	2.3	.	.	2.0	2.4	2.0	2.7	2.0	2.2
<i>of which</i> Income from long-term equity investments	0.2	0.1	.	.	0.0	0.0	0.1	0.0	0.2	0.1
Total income 2	102.1	102.4	.	.	102.2	102.6	102.1	102.8	102.1	102.3
Expenses										
Cost of materials	61.1	62.4	.	.	51.2	51.6	54.6	56.7	63.3	64.4
Personnel expenses	20.8	19.3	.	.	25.8	24.8	24.7	23.3	19.4	18.0
Depreciation	2.9	2.8	.	.	3.3	3.0	3.3	3.2	2.8	2.7
<i>of which</i> Depreciation of tangible fixed assets	2.7	2.7	.	.	3.1	2.8	3.1	3.0	2.6	2.6
Interest and similar expenses	1.0	0.9	.	.	1.3	1.2	1.2	1.1	0.9	0.9
Operating taxes	0.1	0.1	.	.	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses 3	11.6	11.5	.	.	13.6	14.1	13.1	14.2	11.1	10.7
Total expenses before taxes on income 3	97.4	97.0	.	.	95.2	94.7	96.9	98.6	97.7	96.6
Annual result before taxes on income	4.7	5.5	.	.	7.0	7.9	5.2	4.2	4.4	5.7
Taxes on income	0.9	1.0	.	.	1.2	1.4	0.9	0.8	0.9	1.0
Annual result	3.8	4.5	.	.	5.7	6.5	4.3	3.4	3.5	4.7
Other ratios	Percentage of sales									
Annual result before taxes on income	4.7	5.5	.	.	7.0	7.9	5.2	4.3	4.4	5.8
Annual result and depreciation	6.7	7.3	.	.	9.1	9.5	7.6	6.6	6.4	7.4
Trade receivables	10.5	10.0	.	.	8.0	7.1	8.1	7.8	11.3	10.7
	Percentage of the balance sheet total									
Sales	202.7	206.3	.	.	221.4	217.2	218.8	215.1	197.9	203.6
Annual result and interest paid	9.7	11.3	.	.	15.7	16.8	12.0	9.8	8.9	11.5
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	19.2	21.8	.	.	27.0	27.8	22.2	19.4	18.1	22.3
	Percentage of fixed assets									
Long-term equity and liabilities	139.5	141.3	.	.	109.7	95.8	108.3	114.9	149.8	150.9
	Percentage of short-term liabilities									
Cash resources and short-term receivables	95.9	100.0	.	.	75.4	67.1	64.6	71.7	108.1	111.6
Cash resources, short-term receivables and inventories	161.5	165.0	.	.	118.8	108.6	121.4	128.1	178.0	180.6
	Percentage of cost of materials									
Trade payables	9.5	8.3	.	.	17.1	15.1	10.5	10.3	9.0	7.6
Memo item										
Balance sheet total in € billion	3.78	4.04	.	.	0.09	0.10	0.77	0.83	2.92	3.11
Sales in € billion	7.67	8.34	.	.	0.21	0.22	1.69	1.79	5.77	6.33
Number of enterprises	167	167	.	.	43	43	78	78	46	46

1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

13 Manufacture of basic metals (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	18.2	18.5	.	.	22.4	20.3	16.0	19.6	17.7	14.6
	50	31.6	29.3	.	.	32.7	30.4	33.6	31.2	30.2	27.5
	75	43.8	43.8	.	.	48.3	51.4	43.8	41.7	38.5	36.8
Inventories	25	18.5	16.5	.	.	10.3	9.9	20.5	17.2	20.3	19.6
	50	26.9	26.1	.	.	22.1	22.6	28.1	27.1	28.5	26.1
	75	37.4	36.9	.	.	32.3	33.6	39.1	37.7	39.5	36.9
Equity	25	9.2	8.8	.	.	4.9	4.6	8.5	8.2	12.6	14.7
	50	17.3	17.4	.	.	12.6	14.1	16.5	16.5	21.2	22.1
	75	29.9	28.3	.	.	35.9	27.7	25.0	26.4	30.3	30.5
Short-term liabilities	25	28.0	31.2	.	.	27.3	37.8	30.6	33.9	23.8	23.3
	50	49.1	47.4	.	.	52.7	56.4	50.6	47.8	40.2	41.5
	75	64.6	63.4	.	.	71.7	78.4	67.1	62.5	57.0	56.2
Liabilities to banks	25	4.4	2.2	.	.	6.0	6.0	6.5	3.4	2.7	0.2
	50	19.1	14.2	.	.	21.0	16.0	23.1	21.9	8.7	10.1
	75	34.8	36.5	.	.	55.0	45.3	38.0	39.7	27.2	24.7
		Percentage of gross revenue									
Cost of materials	25	41.2	43.6	.	.	28.9	27.6	41.7	44.6	53.0	53.0
	50	54.9	55.0	.	.	42.1	43.9	53.7	54.7	61.9	63.4
	75	67.7	69.3	.	.	65.0	66.6	64.7	67.4	73.3	77.6
Personnel expenses	25	13.9	13.5	.	.	16.0	16.0	15.6	15.0	11.8	10.7
	50	23.0	22.7	.	.	29.5	27.0	22.8	22.7	17.6	17.4
	75	35.3	33.0	.	.	40.3	38.3	35.5	33.5	29.5	27.1
Depreciation	25	1.5	1.3	.	.	1.6	1.3	1.5	1.1	1.5	1.4
	50	2.6	2.2	.	.	2.6	2.2	2.5	2.2	2.7	2.4
	75	4.1	3.8	.	.	4.8	4.9	3.6	3.6	4.0	3.9
Annual result	25	1.4	1.6	.	.	1.5	2.3	1.5	1.3	1.0	1.6
	50	3.3	3.4	.	.	4.3	4.2	3.3	3.1	2.4	3.4
	75	6.9	7.6	.	.	10.1	9.2	6.7	5.4	6.0	7.1
		Percentage of sales									
Annual result before taxes on income	25	1.7	2.0	.	.	2.0	3.0	1.7	1.8	1.3	1.9
	50	3.9	4.4	.	.	5.2	5.3	4.0	3.9	3.4	4.2
	75	8.6	9.1	.	.	11.4	11.2	8.1	6.6	6.6	8.5
Annual result and depreciation	25	4.1	4.3	.	.	4.2	5.2	4.4	3.7	3.7	5.0
	50	7.1	7.1	.	.	8.0	10.1	7.1	6.3	6.3	7.0
	75	11.8	11.9	.	.	16.5	15.9	11.2	9.7	10.3	11.2
Trade receivables	25	5.3	4.8	.	.	5.4	4.5	4.8	4.8	6.3	6.3
	50	8.6	7.7	.	.	8.6	6.6	7.5	7.7	10.5	9.8
	75	13.0	10.8	.	.	12.6	9.8	12.0	10.4	13.9	12.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	6.2	6.6	.	.	7.7	7.7	6.8	4.5	4.1	6.6
	50	10.3	10.9	.	.	11.3	13.9	11.2	9.9	8.5	8.9
	75	16.6	17.5	.	.	20.4	24.1	16.6	16.1	13.0	14.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	13.5	14.6	.	.	13.5	16.6	15.4	11.7	12.3	16.3
	50	22.1	23.3	.	.	21.7	29.6	23.7	20.7	18.4	22.7
	75	36.6	37.7	.	.	60.4	58.9	34.9	36.0	28.6	34.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	81.1	80.2	.	.	74.3	61.3	77.4	69.4	99.2	104.4
	50	116.7	119.6	.	.	107.7	99.9	115.3	122.0	134.5	125.3
	75	189.5	191.3	.	.	156.9	141.5	209.3	200.6	192.7	203.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	49.8	53.2	.	.	51.4	48.4	40.1	49.3	55.4	61.5
	50	73.8	74.4	.	.	77.0	70.1	67.3	72.5	80.8	92.9
	75	121.2	123.3	.	.	121.1	104.3	103.9	111.8	155.8	143.7
		Percentage of cost of materials									
Trade payables	25	5.8	5.5	.	.	10.2	8.8	5.1	5.7	5.2	3.8
	50	9.5	9.1	.	.	16.0	14.9	8.6	8.9	7.9	6.9
	75	16.1	13.9	.	.	23.4	24.2	14.2	12.9	12.4	10.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

14 Manufacture of fabricated metal products

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindred sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	3.1	2.8	1.0	0.7	0.7	0.6	0.9	0.9	5.3	4.8
of which Goodwill	2.2	2.0	0.6	0.4	0.3	0.3	0.3	0.3	4.1	3.7
Tangible fixed assets	26.9	26.4	38.3	37.7	31.0	30.3	28.2	27.6	24.7	24.2
of which Land and buildings	11.3	10.9	16.8	16.0	13.9	13.4	12.4	12.0	9.7	9.3
Inventories	26.3	25.8	19.6	21.4	28.2	28.2	29.9	29.9	23.6	22.6
of which Finished goods and merchandise	8.1	8.2	6.0	6.0	7.4	7.6	8.6	8.6	8.1	8.2
Cash	6.2	6.7	9.1	9.6	8.2	9.0	7.4	8.0	4.7	5.2
Receivables	30.2	30.5	29.5	28.0	29.2	29.0	28.9	28.9	31.3	32.1
Short-term	28.8	29.0	27.6	26.0	27.6	27.2	27.2	27.2	30.2	30.9
of which										
Trade receivables	14.9	14.8	16.5	15.3	16.8	16.5	16.8	16.5	13.1	13.1
Receivables from affiliated companies	11.1	11.6	6.8	6.4	6.7	7.0	7.9	8.1	14.5	15.3
Long-term	1.4	1.5	2.0	2.0	1.6	1.8	1.6	1.8	1.1	1.3
of which Loans to affiliated companies	0.7	0.8	0.3	0.4	0.3	0.4	0.8	0.9	0.7	0.8
Securities	0.9	0.9	1.1	1.0	0.9	1.1	1.0	1.0	0.8	0.9
Other long-term equity investments	6.1	6.4	0.3	0.4	0.9	0.9	3.3	3.3	9.5	10.0
Capital										
Equity	28.4	29.2	15.7	17.7	22.8	24.7	28.2	28.9	30.2	30.9
Liabilities	55.0	54.0	73.3	71.5	65.4	63.4	57.1	56.5	50.5	49.4
Short-term	40.6	39.2	40.6	42.7	44.6	43.9	42.2	42.0	38.5	36.0
of which										
Liabilities to banks	7.3	7.0	9.3	9.4	9.9	9.5	8.5	8.3	5.8	5.4
Trade payables	9.1	9.1	10.7	11.4	11.4	11.2	10.0	9.9	7.8	7.9
Liabilities to affiliated companies	12.4	12.1	4.6	5.1	7.5	7.7	10.9	11.2	14.8	13.9
Long-term	14.5	14.8	32.7	28.9	20.8	19.5	14.9	14.5	12.1	13.3
of which										
Liabilities to banks	8.9	8.2	24.0	21.6	15.0	14.0	9.5	8.6	6.5	6.1
Liabilities to affiliated companies	3.8	4.5	6.0	5.0	4.0	3.7	4.2	4.5	3.3	4.6
Provisions	16.4	16.7	10.9	10.7	11.6	11.8	14.5	14.5	19.0	19.5
of which Provisions for pensions	7.1	7.1	3.8	3.8	4.8	4.7	5.8	5.7	8.7	8.8
Income statement										
Percentage of gross revenue										
Income	99.5	99.5	99.9	98.6	98.8	99.3	99.4	99.1	99.8	99.9
Sales	0.5	0.5	0.1	1.4	1.2	0.7	0.6	0.9	0.2	0.1
Change in finished goods	0.3	0.3	0.2	0.2	0.3	0.3	0.2	0.2	0.4	0.4
Interest and similar income	3.6	3.3	4.0	4.0	2.8	2.9	3.1	2.8	4.1	3.8
Other income ²										
of which Income from long-term equity investments	0.4	0.3	0.0	0.0	0.1	0.1	0.3	0.2	0.5	0.4
Total income ²	103.9	103.7	104.3	104.2	103.1	103.1	103.3	103.1	104.5	104.2
Expenses										
Cost of materials	51.8	53.7	36.0	36.9	45.6	46.4	51.0	52.7	54.8	57.0
Personnel expenses	27.3	26.0	37.5	36.6	32.0	31.1	28.2	27.0	25.0	23.5
Depreciation	3.9	3.6	4.4	4.3	3.6	3.4	3.5	3.3	4.2	4.0
of which Depreciation of tangible fixed assets	3.5	3.3	4.3	4.2	3.3	3.2	3.2	3.1	3.7	3.5
Interest and similar expenses	1.1	1.1	1.8	1.7	1.3	1.2	1.1	1.0	1.1	1.0
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	14.6	14.3	19.9	19.6	15.9	16.0	14.2	14.1	14.3	13.9
Total expenses before taxes on income ³	98.8	98.8	99.8	99.2	98.5	98.2	98.1	98.1	99.5	99.4
Annual result before taxes on income	5.0	4.9	4.5	5.0	4.6	5.0	5.3	5.0	5.0	4.8
Taxes on income	1.2	1.3	1.1	1.1	1.3	1.4	1.4	1.4	1.1	1.1
Annual result	3.8	3.6	3.4	3.9	3.3	3.5	3.9	3.6	3.9	3.7
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.1	4.9	4.5	5.1	4.7	5.0	5.3	5.0	5.0	4.8
Annual result and depreciation	7.7	7.3	7.9	8.4	6.9	6.9	7.4	6.9	8.1	7.6
Trade receivables	9.2	9.0	9.7	9.3	9.6	9.3	9.7	9.5	8.7	8.5
Percentage of the balance sheet total										
Sales	161.6	164.4	169.6	165.3	174.8	176.5	173.0	173.9	150.3	154.9
Annual result and interest paid	8.0	7.8	8.9	9.3	8.2	8.5	8.6	8.1	7.5	7.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.0	18.7	17.8	19.0	17.6	18.4	20.0	19.2	18.7	18.5
Percentage of fixed assets										
Long-term equity and liabilities	133.0	137.2	128.9	125.9	142.9	146.5	143.2	145.3	125.2	130.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	87.7	92.8	91.7	84.6	81.7	84.4	83.7	85.2	92.2	101.7
Cash resources, short-term receivables and inventories	152.5	158.6	140.1	134.7	144.9	148.7	154.5	156.3	153.5	164.4
Percentage of cost of materials										
Trade payables	10.8	10.2	17.5	18.5	14.1	13.6	11.3	10.7	9.5	8.9
Memo item										
Balance sheet total in € billion	26.04	27.09	0.44	0.47	3.14	3.27	9.20	9.65	13.26	13.70
Sales in € billion	42.08	44.54	0.75	0.78	5.49	5.77	15.91	16.78	19.93	21.22
Number of enterprises	2,822	2,822	810	810	1,101	1,101	734	734	177	177

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

14 Manufacture of fabricated metal products (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	9.6	9.1	8.7	8.6	8.7	8.1	11.1	11.0	14.1	13.7
	50	23.6	23.1	24.5	24.9	22.3	22.2	23.8	23.0	24.8	24.5
	75	44.9	44.4	53.0	53.2	45.0	44.3	40.6	40.4	38.2	36.4
Inventories	25	10.4	11.1	4.2	4.1	11.1	12.1	18.5	18.7	16.3	15.7
	50	23.3	23.1	12.6	13.7	25.0	24.2	28.9	29.1	24.8	23.5
	75	38.4	38.1	30.3	32.4	40.7	40.4	41.8	40.7	34.9	33.5
Equity	25	6.8	7.2	0.0	0.7	6.5	7.1	10.3	10.9	15.6	14.1
	50	18.7	20.0	15.2	16.6	17.5	18.4	21.4	22.2	25.4	26.7
	75	35.6	37.5	34.7	37.8	34.0	36.7	37.0	38.8	38.9	38.6
Short-term liabilities	25	24.4	23.1	20.7	20.6	24.8	24.5	26.7	25.9	24.1	23.2
	50	41.7	41.8	38.1	39.4	43.1	43.8	43.8	42.5	40.3	39.0
	75	62.6	62.1	65.1	65.0	65.1	63.2	60.7	60.6	54.6	54.8
Liabilities to banks	25	1.4	0.6	1.4	0.7	3.3	2.1	1.2	0.3	0.0	0.0
	50	17.7	16.9	23.9	19.9	20.6	19.3	14.2	13.4	8.1	5.6
	75	38.9	36.8	50.0	46.1	39.3	37.4	32.2	31.5	25.6	21.8
		Percentage of gross revenue									
Cost of materials	25	31.2	32.6	21.6	20.6	32.3	33.5	40.3	41.7	45.8	47.2
	50	44.3	45.2	33.4	34.5	44.5	45.1	50.3	51.8	53.4	56.2
	75	55.9	57.8	46.4	46.0	56.5	57.7	61.0	63.1	63.7	65.6
Personnel expenses	25	23.3	22.2	27.5	27.1	23.9	23.2	20.4	19.2	18.3	17.4
	50	31.9	30.9	37.5	36.7	32.6	31.1	28.2	27.1	24.5	24.3
	75	41.0	40.0	46.3	45.7	40.8	40.0	35.6	34.7	31.4	30.4
Depreciation	25	1.5	1.3	1.6	1.4	1.3	1.2	1.5	1.4	1.9	1.8
	50	2.9	2.6	3.1	3.0	2.6	2.3	2.9	2.7	3.4	3.2
	75	5.1	4.8	6.2	6.0	4.7	4.5	4.5	4.4	5.4	4.9
Annual result	25	0.5	0.5	0.2	0.4	0.5	0.6	0.8	0.6	1.4	1.1
	50	2.4	2.5	2.4	2.8	2.1	2.3	2.6	2.5	3.5	3.6
	75	5.9	6.2	6.9	7.7	5.1	5.5	6.0	5.7	6.5	6.3
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.8	0.3	0.6	0.8	0.8	1.2	1.1	1.6	1.5
	50	3.4	3.4	3.4	3.7	3.0	3.1	3.7	3.5	4.6	4.9
	75	7.7	8.3	8.6	9.8	6.9	7.6	7.8	7.7	8.2	8.3
Annual result and depreciation	25	3.4	3.2	3.0	3.2	3.2	3.0	3.7	3.4	4.0	4.1
	50	6.8	7.0	7.2	7.7	6.4	6.5	6.6	6.9	8.3	8.3
	75	12.3	12.6	14.9	15.1	11.3	11.7	11.9	11.3	13.0	12.1
Trade receivables	25	5.7	5.4	5.1	4.7	5.7	5.8	6.1	6.1	5.1	4.7
	50	8.8	8.5	8.3	7.8	8.9	8.5	9.2	9.0	8.1	8.3
	75	12.2	11.9	12.4	12.0	12.2	11.8	12.5	12.0	11.3	11.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.6	3.4	3.0	3.1	3.7	3.7	3.9	3.3	4.1	4.2
	50	7.3	7.6	7.5	8.1	6.9	7.4	7.4	7.4	7.8	7.8
	75	13.7	13.7	15.7	16.5	12.8	13.3	13.6	12.7	13.5	13.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.8	7.5	6.3	6.3	7.6	7.1	9.0	8.5	11.4	9.7
	50	18.0	18.3	17.3	18.3	17.4	17.4	19.1	18.7	22.5	23.9
	75	37.3	39.0	42.8	43.2	35.2	38.2	35.4	36.5	38.4	39.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	95.6	96.8	88.2	91.5	96.4	100.6	100.1	100.4	90.7	96.2
	50	144.3	147.1	138.8	140.0	150.0	154.4	145.4	146.9	130.6	139.5
	75	277.0	282.8	276.4	281.9	315.0	322.1	262.6	267.2	188.6	195.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	50.0	49.6	51.3	46.6	48.6	49.6	50.3	50.9	58.4	58.3
	50	87.4	89.3	100.9	100.5	85.1	89.4	80.4	81.9	88.2	91.1
	75	163.8	170.3	189.2	198.3	163.4	170.2	130.5	143.2	140.7	151.9
		Percentage of cost of materials									
Trade payables	25	6.0	5.7	5.9	6.0	6.4	6.0	5.7	5.3	5.0	5.0
	50	11.3	11.0	13.3	14.6	12.0	11.6	9.9	9.3	8.5	8.5
	75	19.9	19.7	26.7	28.8	20.9	20.3	16.0	14.3	13.4	11.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

14 Manufacture of fabricated metal products (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	4.1	3.7	1.0	0.7	0.7	0.7	1.0	1.0	7.5	6.8
<i>of which</i> Goodwill	3.1	2.8	0.5	0.3	0.4	0.3	0.5	0.5	6.0	5.5
Tangible fixed assets	26.1	25.5	33.3	32.8	28.1	27.3	27.6	27.3	24.1	23.2
<i>of which</i> Land and buildings	10.2	9.8	12.8	12.3	11.0	10.4	11.4	11.3	8.9	8.3
Inventories	24.9	24.6	21.7	24.0	28.5	28.1	28.8	28.6	21.1	20.5
<i>of which</i> Finished goods and merchandise	6.9	7.4	6.4	6.5	7.1	7.2	8.0	8.0	6.1	7.0
Cash	6.0	6.5	10.4	10.9	8.8	9.8	7.2	7.8	4.1	4.4
Receivables	31.0	31.2	30.7	28.8	31.0	31.1	29.6	29.5	32.1	32.7
Short-term	29.4	29.5	28.1	26.2	28.9	28.7	27.8	27.7	30.7	31.2
<i>of which</i>										
Trade receivables	14.3	14.3	16.6	15.3	17.8	17.4	16.3	16.0	11.7	12.1
Receivables from affiliated companies	12.0	12.3	6.5	6.1	6.7	6.9	8.8	8.8	16.2	16.7
Long-term	1.6	1.8	2.7	2.5	2.1	2.4	1.8	1.9	1.4	1.5
<i>of which</i> Loans to affiliated companies	0.8	0.9	0.4	0.3	0.4	0.5	0.8	0.9	0.9	1.0
Securities	1.1	1.3	1.4	1.3	1.1	1.4	1.3	1.3	1.0	1.2
Other long-term equity investments	6.4	6.8	0.3	0.4	0.8	0.8	4.1	4.1	10.0	11.0
Capital										
Equity	32.4	33.6	18.0	19.7	25.4	27.7	33.5	34.8	34.1	35.0
Liabilities	50.9	49.7	69.6	68.0	61.8	59.5	51.9	50.6	46.3	45.5
Short-term	37.7	36.1	39.9	42.2	43.3	41.9	39.3	38.9	34.7	32.1
<i>of which</i>										
Liabilities to banks	6.5	6.4	8.3	8.3	10.1	9.4	8.3	7.9	4.0	4.3
Trade payables	9.0	9.2	10.9	11.6	11.8	11.5	10.1	10.0	7.4	7.9
Liabilities to affiliated companies	10.2	9.5	3.5	3.7	4.8	4.9	8.4	8.8	13.5	11.5
Long-term	13.2	13.6	29.7	25.8	18.5	17.6	12.6	11.7	11.5	13.4
<i>of which</i>										
Liabilities to banks	8.3	7.8	20.2	17.7	13.7	12.9	8.7	8.2	6.0	5.6
Liabilities to affiliated companies	2.5	3.0	7.1	5.9	3.1	2.6	2.6	2.2	2.0	3.7
Provisions	16.6	16.6	12.3	12.3	12.7	12.7	14.5	14.6	19.5	19.5
<i>of which</i> Provisions for pensions	7.5	7.5	5.0	5.1	5.6	5.4	5.7	5.6	9.6	9.6
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	99.4	99.9	98.4	98.7	99.3	99.1	99.3	100.2	99.7
Change in finished goods	0.5	0.6	0.1	1.6	1.3	0.7	0.9	0.7	- 0.2	0.3
Interest and similar income	0.3	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.5
Other income ²	3.8	3.4	3.8	3.5	2.9	2.9	3.4	3.1	4.4	3.9
<i>of which</i> Income from long-term equity investments	0.4	0.3	0.0	0.0	0.1	0.1	0.3	0.3	0.7	0.4
Total income ²	104.1	103.8	104.0	103.8	103.2	103.2	103.7	103.4	104.9	104.4
Expenses										
Cost of materials	52.6	54.3	36.1	37.2	46.7	47.5	52.3	53.8	55.9	58.2
Personnel expenses	27.0	25.6	38.9	38.2	31.4	30.5	27.5	26.4	24.3	22.6
Depreciation	3.9	3.7	4.0	4.0	3.4	3.2	3.5	3.3	4.5	4.2
<i>of which</i> Depreciation of tangible fixed assets	3.5	3.4	3.8	3.9	3.1	3.0	3.2	3.1	3.9	3.7
Interest and similar expenses	1.0	1.0	1.6	1.5	1.2	1.1	1.0	0.9	1.0	1.0
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	14.5	14.4	20.4	19.8	16.2	16.3	14.2	14.1	13.9	13.6
Total expenses before taxes on income ³	99.1	99.1	101.1	100.7	99.0	98.7	98.5	98.6	99.6	99.6
Annual result before taxes on income	5.0	4.7	3.0	3.2	4.2	4.5	5.1	4.8	5.2	4.8
Taxes on income	1.5	1.5	1.1	1.1	1.5	1.6	1.6	1.6	1.4	1.4
Annual result	3.5	3.2	1.9	2.0	2.7	2.9	3.5	3.2	3.9	3.4
Other ratios	Percentage of sales									
Annual result before taxes on income	5.0	4.7	3.0	3.2	4.2	4.5	5.2	4.8	5.2	4.8
Annual result and depreciation	7.5	7.0	5.9	6.1	6.2	6.1	7.1	6.6	8.4	7.6
Trade receivables	9.1	8.9	9.5	8.9	9.9	9.7	9.7	9.4	8.2	8.2
Percentage of the balance sheet total										
Sales	157.5	160.5	174.8	171.0	180.0	180.3	168.2	170.6	142.2	146.4
Annual result and interest paid	7.2	6.8	6.1	6.1	7.1	7.3	7.6	7.1	6.9	6.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.1	18.6	14.4	15.1	17.0	17.7	20.2	19.5	19.2	18.5
Percentage of fixed assets										
Long-term equity and liabilities	139.0	144.2	144.0	141.3	157.3	163.4	149.7	151.2	128.4	135.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	96.1	102.1	98.5	89.8	89.0	94.3	91.5	93.4	102.5	113.8
Cash resources, short-term receivables and inventories	162.2	170.1	153.0	146.8	154.7	161.4	164.7	166.9	163.3	177.7
Percentage of cost of materials										
Trade payables	10.9	10.5	17.3	17.9	13.9	13.4	11.3	10.8	9.3	9.2
Memo item										
Balance sheet total in € billion	15.38	15.99	0.31	0.32	2.11	2.23	5.59	5.84	7.37	7.60
Sales in € billion	24.22	25.66	0.53	0.55	3.80	4.02	9.41	9.96	10.48	11.12
Number of enterprises	1,883	1,883	554	554	779	779	450	450	100	100

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

14 Manufacture of fabricated metal products (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.5	7.5	6.7	6.6	7.2	6.8	9.0	9.2	12.2	11.8
	50	20.0	19.4	18.4	17.9	18.7	17.7	22.4	22.6	23.6	22.9
	75	40.2	40.7	41.2	42.1	41.3	40.6	39.6	39.6	38.0	35.9
Inventories	25	10.4	11.2	4.9	5.3	10.7	12.0	17.4	17.7	14.9	15.0
	50	23.0	22.7	15.3	15.6	24.6	23.8	28.0	27.2	23.5	22.3
	75	38.8	38.7	32.6	35.1	41.0	40.0	41.3	40.9	34.0	31.4
Equity	25	9.0	9.6	3.3	3.9	8.3	9.6	14.9	15.7	17.9	18.5
	50	21.8	23.8	17.8	19.6	20.2	22.6	26.1	27.8	31.1	29.9
	75	39.0	40.9	35.6	38.6	37.5	40.0	42.6	43.4	46.4	48.5
Short-term liabilities	25	23.7	22.1	22.9	21.7	23.8	22.6	25.3	23.3	22.3	20.2
	50	40.2	39.6	38.7	39.3	41.0	41.0	40.5	39.1	33.6	33.0
	75	60.9	59.4	64.6	63.9	64.7	61.7	54.1	55.4	52.2	50.7
Liabilities to banks	25	0.0	0.0	0.0	0.0	2.0	1.4	0.0	0.0	0.0	0.0
	50	15.5	14.8	16.1	14.6	18.6	18.0	12.9	11.8	1.9	1.4
	75	35.8	34.1	39.7	36.8	37.4	35.4	31.7	31.3	21.3	19.1
		Percentage of gross revenue									
Cost of materials	25	31.1	32.2	20.6	20.0	33.5	34.5	41.3	43.3	48.9	49.5
	50	44.9	45.9	33.2	34.2	45.5	46.8	51.7	53.0	55.8	58.2
	75	57.4	58.8	46.1	46.7	58.3	58.9	61.8	64.1	65.2	66.9
Personnel expenses	25	23.2	22.3	30.9	30.6	23.3	22.5	19.9	18.4	17.5	16.2
	50	32.5	31.5	40.1	39.2	32.0	31.0	27.3	26.2	22.9	20.9
	75	41.8	40.7	47.1	48.1	40.5	39.4	35.6	34.6	31.0	29.6
Depreciation	25	1.3	1.2	1.4	1.3	1.2	1.1	1.4	1.3	1.7	1.4
	50	2.5	2.4	2.6	2.6	2.4	2.1	2.7	2.7	3.1	3.1
	75	4.9	4.6	5.3	5.3	4.6	4.3	4.6	4.4	5.4	5.3
Annual result	25	0.3	0.4	0.1	0.2	0.4	0.5	0.6	0.4	1.5	1.4
	50	1.8	1.9	1.4	1.5	1.7	1.8	2.3	2.2	3.8	3.5
	75	4.6	4.8	4.0	4.5	4.1	4.8	5.4	5.0	5.7	5.8
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.6	0.1	0.3	0.6	0.7	0.9	0.8	1.7	1.6
	50	2.7	2.8	1.9	2.3	2.4	2.7	3.4	3.1	4.9	4.9
	75	6.5	7.2	5.9	6.0	6.2	7.2	7.8	7.4	8.6	7.9
Annual result and depreciation	25	2.9	2.7	2.4	2.6	2.8	2.5	3.5	3.2	4.5	3.6
	50	5.9	6.2	5.6	5.7	5.6	5.8	6.2	6.6	8.2	8.1
	75	11.2	10.9	10.6	10.9	10.6	10.9	11.6	10.8	13.0	11.9
Trade receivables	25	5.8	5.5	5.3	4.7	6.1	5.9	6.1	5.9	4.8	4.6
	50	8.9	8.5	8.4	7.8	9.1	8.8	9.2	8.9	8.0	8.3
	75	12.5	12.0	12.5	12.1	12.3	12.1	12.7	11.9	11.5	11.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.0	2.9	1.9	2.2	3.2	3.2	3.1	2.9	4.3	4.0
	50	6.3	6.5	5.9	6.0	6.3	6.4	6.5	6.8	8.6	7.7
	75	11.3	11.2	10.5	10.5	10.6	11.5	11.9	11.6	13.3	13.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.4	6.1	4.7	4.3	6.3	5.6	8.3	8.1	11.9	10.9
	50	17.1	17.3	15.2	14.1	17.0	16.5	19.1	19.0	27.6	25.7
	75	36.7	38.5	35.9	35.1	35.5	38.3	37.0	40.3	45.3	39.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	106.0	108.5	101.3	101.3	106.6	112.3	108.2	109.9	100.1	107.6
	50	161.2	164.3	165.9	170.9	162.6	167.4	160.4	162.1	142.4	148.7
	75	319.6	336.9	330.6	354.6	359.6	370.0	286.3	295.7	201.0	236.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	53.6	55.3	53.7	51.3	51.9	55.4	54.9	57.6	66.2	69.1
	50	98.1	99.3	111.7	106.7	95.4	99.6	88.3	86.4	108.2	102.5
	75	180.2	194.3	205.9	213.9	177.5	197.9	155.8	166.3	194.9	203.1
		Percentage of cost of materials									
Trade payables	25	5.9	5.7	5.9	6.3	6.2	5.8	5.5	5.3	4.9	5.4
	50	11.4	11.1	14.2	14.8	11.8	11.2	10.4	9.5	8.6	8.6
	75	20.7	19.9	27.7	29.1	21.1	20.1	16.5	14.5	12.9	12.0

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

14 Manufacture of fabricated metal products (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.6	1.6	1.0	0.8	0.6	0.5	0.7	0.7	2.4	2.3
of which Goodwill	0.9	0.8	0.7	0.6	0.2	0.2	0.1	0.1	1.6	1.4
Tangible fixed assets	28.2	27.7	49.4	48.7	36.9	36.7	29.2	28.1	25.6	25.5
of which Land and buildings	12.8	12.5	25.6	24.2	19.8	19.7	13.8	13.0	10.7	10.6
Inventories	28.2	27.6	14.9	15.6	27.6	28.5	31.6	31.9	26.6	25.1
of which Finished goods and merchandise	9.8	9.5	5.1	4.9	8.0	8.3	9.5	9.5	10.5	9.8
Cash	6.4	7.0	6.0	6.7	6.9	7.4	7.7	8.3	5.6	6.2
Receivables	29.0	29.5	26.9	26.3	25.6	24.5	27.8	28.0	30.3	31.4
Short-term	27.9	28.4	26.5	25.4	25.0	24.1	26.3	26.4	29.5	30.4
of which										
Trade receivables	15.7	15.4	16.1	15.4	14.9	14.4	17.5	17.2	14.8	14.4
Receivables from affiliated companies	9.8	10.6	7.6	7.0	6.8	7.3	6.6	6.9	12.4	13.5
Long-term	1.0	1.2	0.4	0.9	0.6	0.5	1.5	1.6	0.8	1.0
of which Loans to affiliated companies	0.5	0.7	0.0	0.6	0.2	0.1	0.8	1.0	0.4	0.6
Securities	0.5	0.5	0.4	0.4	0.5	0.4	0.5	0.5	0.5	0.5
Other long-term equity investments	5.7	5.7	0.3	0.4	1.2	1.2	2.2	2.2	8.8	8.8
Capital										
Equity	22.6	22.9	10.5	13.3	17.5	18.1	20.0	19.9	25.3	25.7
Liabilities	61.0	60.1	81.5	79.4	72.7	71.9	65.3	65.5	55.8	54.2
Short-term	44.7	43.6	42.2	43.8	47.3	48.1	46.7	46.8	43.1	40.9
of which										
Liabilities to banks	8.4	7.8	11.7	11.8	9.4	9.7	8.8	9.0	7.9	6.7
Trade payables	9.1	8.9	10.3	11.2	10.4	10.5	10.0	9.9	8.4	7.9
Liabilities to affiliated companies	15.5	15.8	7.2	8.2	13.0	13.8	14.9	14.8	16.5	16.9
Long-term	16.3	16.4	39.3	35.6	25.4	23.7	18.6	18.7	12.7	13.3
of which										
Liabilities to banks	9.7	8.8	32.6	30.1	17.7	16.3	10.7	9.3	7.2	6.7
Liabilities to affiliated companies	5.6	6.5	3.5	3.0	5.9	6.0	6.8	8.0	4.9	5.7
Provisions	16.1	16.8	7.9	7.3	9.5	9.7	14.5	14.4	18.4	19.7
of which Provisions for pensions	6.5	6.5	1.2	1.0	3.1	3.1	5.9	5.7	7.6	7.8
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	99.5	99.9	99.3	99.1	99.5	99.9	98.8	99.3	100.0
Change in finished goods	0.5	0.5	0.1	0.7	0.9	0.5	0.1	1.2	0.7	0.0
Interest and similar income	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.3	0.3
Other income ²	3.3	3.2	4.8	5.1	2.7	2.8	2.6	2.5	3.8	3.8
of which Income from long-term equity investments	0.2	0.3	0.0	0.0	0.1	0.1	0.1	0.1	0.4	0.4
Total income ²	103.5	103.5	104.9	105.2	102.9	103.0	102.8	102.7	104.1	104.0
Expenses										
Cost of materials	50.8	52.7	35.9	36.1	43.1	43.8	49.1	51.1	53.7	55.7
Personnel expenses	27.9	26.6	34.1	32.6	33.4	32.5	29.3	27.9	25.7	24.5
Depreciation	3.7	3.6	5.5	5.2	3.9	3.7	3.5	3.2	3.9	3.7
of which Depreciation of tangible fixed assets	3.4	3.3	5.4	5.0	3.7	3.6	3.2	3.0	3.5	3.3
Interest and similar expenses	1.3	1.2	2.4	2.2	1.6	1.6	1.2	1.2	1.2	1.1
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	14.6	14.3	18.7	19.3	15.2	15.3	14.2	14.0	14.7	14.2
Total expenses before taxes on income ³	98.4	98.4	96.6	95.6	97.3	97.0	97.4	97.5	99.3	99.3
Annual result before taxes on income	5.2	5.1	8.3	9.7	5.6	6.0	5.5	5.2	4.8	4.8
Taxes on income	1.0	0.9	1.0	1.1	1.0	1.1	1.0	1.0	0.9	0.8
Annual result	4.2	4.2	7.2	8.6	4.6	4.9	4.4	4.2	3.9	3.9
Other ratios	Percentage of sales									
Annual result before taxes on income	5.2	5.1	8.3	9.8	5.6	6.0	5.5	5.3	4.8	4.8
Annual result and depreciation	8.0	7.8	12.8	13.9	8.6	8.7	7.9	7.5	7.8	7.6
Trade receivables	9.4	9.0	10.2	10.1	9.1	8.6	9.7	9.6	9.2	8.7
	Percentage of the balance sheet total									
Sales	167.6	170.1	158.1	152.8	164.0	168.5	180.5	178.9	160.5	165.4
Annual result and interest paid	9.2	9.2	15.2	16.6	10.3	11.0	10.1	9.7	8.3	8.3
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	18.9	18.8	24.2	26.5	18.7	19.7	19.7	18.7	18.2	18.5
	Percentage of fixed assets									
Long-term equity and liabilities	124.0	126.5	104.0	101.5	119.0	117.2	132.7	135.8	120.8	124.0
	Percentage of short-term liabilities									
Cash resources and short-term receivables	77.5	81.7	77.2	73.4	68.1	65.7	73.6	74.8	81.9	89.9
Cash resources, short-term receivables and inventories	140.6	145.0	112.6	109.0	126.5	124.9	141.2	142.9	143.6	151.4
	Percentage of cost of materials									
Trade payables	10.7	9.9	18.1	20.1	14.5	14.1	11.3	10.7	9.6	8.6
Memo item										
Balance sheet total in € billion	10.66	11.09	0.14	0.15	1.03	1.04	3.60	3.81	5.89	6.10
Sales in € billion	17.86	18.88	0.22	0.22	1.69	1.75	6.50	6.81	9.45	10.09
Number of enterprises	939	939	256	256	322	322	284	284	77	77

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

14 Manufacture of fabricated metal products (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	14.7	14.1	19.5	16.9	13.9	14.1	13.5	13.3	16.6	16.9
	50	31.1	31.4	47.4	46.6	29.9	30.8	25.3	25.2	26.4	25.0
	75	52.0	51.1	70.3	70.5	52.0	50.0	41.4	40.7	38.2	38.0
Inventories	25	10.4	10.7	3.4	3.2	11.4	12.5	20.6	20.1	18.8	16.7
	50	23.8	24.2	9.6	9.7	26.2	24.8	30.7	31.0	27.4	25.3
	75	37.5	37.3	23.7	25.8	40.0	40.7	42.1	40.7	36.4	33.8
Equity	25	3.0	3.3	- 15.8	- 10.8	3.4	3.4	5.8	6.8	10.0	10.1
	50	13.6	13.7	10.3	11.5	11.7	11.4	15.3	15.5	21.1	22.8
	75	27.6	28.9	30.9	34.2	24.7	25.4	26.5	27.0	31.7	32.3
Short-term liabilities	25	26.3	26.6	18.9	18.1	28.9	29.4	31.7	31.2	33.6	32.9
	50	46.8	46.0	37.2	39.5	47.0	47.5	51.5	48.4	46.2	43.2
	75	65.8	66.0	66.1	66.4	65.8	66.6	67.7	68.1	58.7	58.5
Liabilities to banks	25	6.4	5.1	11.9	9.8	5.9	4.2	4.4	3.1	2.3	0.9
	50	23.2	21.0	42.6	37.0	23.8	22.6	16.2	15.6	12.3	11.4
	75	46.9	43.7	69.1	67.5	44.4	42.8	33.2	32.1	29.0	27.3
		Percentage of gross revenue									
Cost of materials	25	31.5	32.9	23.4	23.0	29.9	31.2	38.7	40.2	43.6	45.6
	50	43.3	43.7	33.8	34.8	42.5	41.9	48.5	49.9	51.1	53.5
	75	53.7	55.9	46.5	44.6	52.9	55.4	58.8	60.7	58.5	61.5
Personnel expenses	25	23.3	21.9	22.9	21.5	25.8	24.8	21.9	20.6	20.9	19.8
	50	31.0	29.7	31.7	30.7	33.6	31.8	29.8	28.5	27.1	25.5
	75	39.0	38.2	41.7	40.2	41.6	40.5	36.3	35.1	31.9	31.4
Depreciation	25	1.8	1.6	2.2	1.8	1.7	1.4	1.7	1.4	2.2	2.3
	50	3.4	3.1	4.6	4.1	3.1	3.0	3.0	2.7	3.5	3.2
	75	5.5	5.1	7.9	7.1	5.0	4.8	4.5	4.3	4.9	4.6
Annual result	25	1.4	1.3	2.2	3.9	1.2	1.0	1.3	1.1	1.1	0.9
	50	4.1	4.4	7.4	9.0	3.7	3.5	3.3	3.0	3.2	4.1
	75	8.4	9.2	14.1	15.7	6.9	7.6	6.8	6.3	6.6	7.5
		Percentage of sales									
Annual result before taxes on income	25	1.7	1.8	2.5	4.0	1.6	1.3	1.7	1.4	1.4	1.3
	50	4.9	5.3	7.7	9.8	4.1	4.5	4.2	3.9	3.8	4.5
	75	9.9	10.9	15.9	17.2	8.0	9.2	8.0	7.9	8.2	9.4
Annual result and depreciation	25	4.9	4.6	6.9	8.0	4.7	4.2	4.3	3.9	3.9	4.2
	50	9.0	9.2	14.0	15.2	8.3	7.9	7.1	7.1	8.5	8.5
	75	15.0	15.5	22.5	23.8	12.1	13.2	12.3	11.7	12.6	12.8
Trade receivables	25	5.5	5.2	4.9	4.7	5.3	5.3	6.3	6.4	5.7	5.0
	50	8.6	8.3	8.0	7.7	8.3	8.0	9.3	9.2	8.2	8.3
	75	11.8	11.6	12.1	12.0	12.0	10.9	12.0	12.1	11.3	10.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.2	5.2	7.5	8.4	5.0	5.1	5.2	4.1	4.1	4.2
	50	10.6	10.6	16.2	17.5	9.8	9.5	9.0	9.0	7.5	7.8
	75	19.2	19.3	32.3	32.5	16.8	18.3	16.2	15.1	13.5	15.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.7	9.9	12.0	11.4	10.2	9.2	11.0	9.4	11.0	9.7
	50	19.7	20.3	26.2	26.1	19.1	18.5	19.2	18.0	19.0	18.5
	75	38.8	40.0	58.5	64.0	34.8	38.0	32.6	33.5	34.2	36.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	79.2	78.3	73.2	61.7	80.5	78.2	83.9	83.3	86.1	83.4
	50	118.7	117.9	107.8	108.9	130.1	119.2	124.5	126.8	118.8	119.4
	75	197.6	199.4	164.6	162.8	216.5	217.8	210.0	222.1	169.9	169.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	43.1	41.9	42.1	37.3	42.1	40.7	43.7	44.1	52.3	48.8
	50	72.2	74.6	82.6	78.1	69.9	74.3	70.3	71.2	70.7	81.8
	75	120.8	127.2	167.9	175.5	112.2	116.8	103.0	112.7	100.7	116.9
		Percentage of cost of materials									
Trade payables	25	6.1	5.6	5.6	5.1	6.8	6.5	5.9	5.6	5.2	4.5
	50	11.0	10.4	12.7	13.6	12.2	12.5	9.1	9.2	8.5	8.0
	75	19.1	19.0	25.6	28.6	20.2	21.3	15.4	13.8	13.4	11.4

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

15 Manufacture of machinery and equipment

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.0	1.7	1.4	1.3	1.1	1.1	1.7	1.6	2.1	1.8
<i>of which</i> Goodwill	1.2	0.9	0.4	0.4	0.5	0.4	0.9	0.8	1.2	1.0
Tangible fixed assets	14.8	14.1	28.9	28.0	23.7	22.5	19.5	18.6	13.3	12.7
<i>of which</i> Land and buildings	6.9	6.4	11.5	10.9	11.8	11.3	10.2	9.5	5.9	5.5
Inventories	26.3	26.7	22.8	24.0	31.6	32.8	31.1	32.2	25.0	25.2
<i>of which</i> Finished goods and merchandise	5.0	4.9	7.8	7.7	7.9	7.6	6.3	6.1	4.6	4.5
Cash	6.7	7.7	10.6	11.1	9.7	10.3	8.8	9.3	6.1	7.3
Receivables	36.1	35.4	32.8	32.1	30.7	29.9	33.2	32.4	37.0	36.3
Short-term	34.2	33.4	30.2	29.5	28.9	28.1	31.7	30.8	35.0	34.2
<i>of which</i>										
Trade receivables	14.7	13.8	18.3	17.6	20.2	19.6	19.3	18.9	13.5	12.5
Receivables from affiliated companies	17.2	17.5	5.6	6.3	4.9	5.0	9.7	9.3	19.5	19.9
Long-term	1.9	2.0	2.6	2.6	1.8	1.8	1.5	1.6	2.0	2.1
<i>of which</i> Loans to affiliated companies	0.9	1.0	0.3	0.4	0.2	0.3	0.6	0.7	1.0	1.1
Securities	2.6	3.0	1.6	1.3	1.0	1.2	1.4	1.4	2.9	3.4
Other long-term equity investments	11.2	11.1	0.8	1.1	1.5	1.5	3.9	4.2	13.3	13.0
Capital										
Equity	28.4	28.1	19.7	22.0	21.7	23.0	27.9	27.8	28.8	28.4
Liabilities	46.4	47.2	66.8	64.4	64.8	63.5	54.9	55.3	43.7	44.6
Short-term	38.9	39.9	41.8	40.9	47.0	47.2	42.5	44.0	37.8	38.7
<i>of which</i>										
Liabilities to banks	4.0	3.5	8.5	8.2	10.4	10.1	8.0	7.6	2.8	2.3
Trade payables	8.0	7.7	11.5	11.8	11.8	11.3	9.0	8.9	7.6	7.3
Liabilities to affiliated companies	11.1	11.2	5.3	5.2	7.3	7.3	10.3	10.9	11.5	11.5
Long-term	7.5	7.3	25.0	23.5	17.8	16.3	12.4	11.3	5.9	5.9
<i>of which</i>										
Liabilities to banks	3.9	3.7	17.1	16.1	12.2	10.7	6.9	6.0	2.8	2.9
Liabilities to affiliated companies	2.7	2.7	5.1	4.9	4.2	4.2	4.3	4.3	2.2	2.3
Provisions	25.1	24.6	13.2	13.2	13.4	13.4	17.2	16.9	27.4	26.8
<i>of which</i> Provisions for pensions	10.2	10.0	5.6	5.5	5.1	5.0	6.1	5.8	11.4	11.2
Income statement	Percentage of gross revenue									
Income										
Sales	99.3	98.8	98.9	98.7	98.4	98.2	99.2	98.4	99.4	99.0
Change in finished goods	0.7	1.2	1.1	1.3	1.6	1.8	0.8	1.6	0.6	1.0
Interest and similar income	0.5	0.5	0.3	0.3	0.2	0.2	0.3	0.3	0.5	0.5
Other income ²	4.6	4.9	5.1	4.1	2.7	2.6	3.2	3.1	5.1	5.5
<i>of which</i> Income from long-term equity investments	0.6	0.7	0.0	0.0	0.1	0.1	0.2	0.2	0.7	0.9
Total income ²	105.1	105.3	105.3	104.4	102.9	102.8	103.5	103.4	105.6	106.0
Expenses										
Cost of materials	56.3	57.3	39.0	40.0	46.9	47.4	49.2	50.3	58.7	59.8
Personnel expenses	26.1	25.0	38.2	36.4	32.3	31.3	30.3	29.1	24.6	23.6
Depreciation	2.7	2.8	3.8	3.6	3.0	2.7	2.8	2.5	2.7	2.9
<i>of which</i> Depreciation of tangible fixed assets	2.4	2.3	3.6	3.5	2.7	2.5	2.4	2.3	2.4	2.3
Interest and similar expenses	0.8	0.8	1.5	1.4	1.3	1.2	1.0	1.0	0.8	0.7
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	14.4	14.0	18.3	17.9	15.4	15.5	15.3	15.0	14.1	13.6
Total expenses before taxes on income ³	100.3	100.0	100.9	99.3	99.0	98.3	98.6	97.9	100.8	100.7
Annual result before taxes on income	4.7	5.3	4.4	5.1	3.9	4.6	4.9	5.5	4.8	5.3
Taxes on income	1.3	1.4	1.2	1.3	1.3	1.4	1.3	1.4	1.3	1.4
Annual result	3.4	3.9	3.2	3.8	2.7	3.2	3.6	4.1	3.5	3.9
Other ratios	Percentage of sales									
Annual result before taxes on income	4.8	5.4	4.5	5.2	4.0	4.6	4.9	5.6	4.8	5.4
Annual result and depreciation	6.2	6.8	7.1	7.5	5.8	6.0	6.4	6.7	6.1	6.9
Trade receivables	10.8	10.2	11.4	11.1	12.2	12.0	12.4	12.2	10.2	9.6
Percentage of the balance sheet total										
Sales	137.1	135.3	159.8	158.8	165.9	164.0	155.3	154.7	131.8	129.6
Annual result and interest paid	5.9	6.5	7.7	8.4	6.7	7.4	7.2	8.0	5.6	6.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	13.0	14.4	16.2	17.8	13.9	14.7	15.6	16.5	12.4	13.9
Percentage of fixed assets										
Long-term equity and liabilities	148.0	149.2	151.2	157.8	159.2	164.0	172.5	171.0	143.0	144.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	108.4	106.7	99.8	101.5	83.7	83.1	97.4	93.3	112.5	111.4
Cash resources, short-term receivables and inventories	175.9	173.7	154.5	160.2	151.1	152.8	170.8	166.5	178.6	176.7
Percentage of cost of materials										
Trade payables	10.3	9.8	18.2	18.3	14.9	14.3	11.7	11.3	9.7	9.3
Memo item										
Balance sheet total in € billion	81.50	87.25	0.29	0.31	2.97	3.18	13.93	14.83	64.31	68.93
Sales in € billion	111.76	118.00	0.46	0.50	4.93	5.21	21.62	22.93	84.75	89.36
Number of enterprises	2,794	2,794	478	478	963	963	956	956	397	397

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

15 Manufacture of machinery and equipment (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.1	5.0	5.3	4.7	4.6	4.6	5.7	5.3	5.8	5.6
	50	13.9	13.4	16.7	14.0	13.5	13.6	14.3	13.2	12.4	12.9
	75	30.0	29.2	39.7	37.8	34.2	33.9	27.2	26.2	20.9	21.4
Inventories	25	16.1	16.8	6.3	7.2	15.7	16.4	20.9	21.4	19.2	18.0
	50	28.3	28.7	17.4	19.5	28.9	29.8	31.6	32.0	28.1	26.8
	75	41.6	42.9	36.2	36.8	44.9	46.2	43.0	44.2	38.3	37.2
Equity	25	9.4	10.1	4.8	5.8	7.5	8.3	11.4	11.8	15.8	16.2
	50	21.4	22.7	18.8	22.3	18.2	20.2	22.4	23.5	26.4	26.0
	75	36.5	37.3	36.1	38.7	33.7	35.3	38.1	38.4	38.3	38.8
Short-term liabilities	25	26.6	25.8	22.2	20.9	28.7	28.6	27.2	26.5	22.7	23.3
	50	42.5	41.8	40.9	37.3	46.3	45.3	42.3	42.6	38.3	36.2
	75	60.9	60.8	63.8	58.7	65.6	64.1	58.8	61.6	51.5	52.2
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.4	0.0	0.0	0.0	0.0	0.0
	50	11.9	9.7	13.6	13.7	17.1	15.3	11.8	9.4	1.3	1.1
	75	30.7	28.8	39.4	39.2	35.4	33.6	26.8	24.6	13.8	12.5
		Percentage of gross revenue									
Cost of materials	25	36.6	37.3	23.8	24.2	36.0	36.9	39.8	41.1	44.5	45.1
	50	46.8	47.7	36.5	37.2	46.2	46.6	48.4	49.3	52.3	53.5
	75	57.3	58.1	50.7	50.9	56.7	56.9	57.6	59.1	62.2	64.0
Personnel expenses	25	23.7	23.0	27.0	25.7	24.6	24.0	23.6	22.8	19.4	18.9
	50	31.4	30.5	37.3	36.5	32.1	31.6	30.5	29.1	27.8	26.4
	75	39.7	38.4	48.5	46.8	40.4	39.4	37.8	36.9	34.0	32.8
Depreciation	25	1.2	1.1	1.3	1.2	1.1	1.0	1.2	1.1	1.3	1.2
	50	2.2	1.9	2.7	2.3	2.1	1.9	2.1	1.8	2.1	2.1
	75	3.7	3.5	4.9	4.5	3.9	3.6	3.3	3.1	3.4	3.2
Annual result	25	0.5	0.8	0.2	0.4	0.5	0.6	0.7	1.0	0.7	1.6
	50	2.4	2.8	2.0	2.4	2.0	2.4	2.7	3.2	3.3	3.9
	75	5.6	6.1	6.3	6.4	4.7	5.1	5.9	6.5	6.2	6.8
		Percentage of sales									
Annual result before taxes on income	25	0.8	1.2	0.3	0.7	0.8	0.8	1.1	1.4	1.1	2.1
	50	3.2	3.9	2.7	3.4	2.7	3.4	3.5	4.4	4.3	5.1
	75	7.4	8.2	8.1	8.3	6.4	7.2	7.8	8.8	8.6	9.1
Annual result and depreciation	25	2.9	3.2	2.7	2.9	2.6	2.8	3.1	3.2	3.5	4.1
	50	6.1	6.5	6.6	6.5	5.6	5.9	6.1	6.6	6.6	7.7
	75	11.1	11.5	12.6	12.7	10.4	10.9	11.0	11.7	11.2	11.9
Trade receivables	25	7.1	6.8	5.6	5.2	7.1	7.1	7.7	7.6	6.9	6.2
	50	10.6	10.4	9.4	9.1	10.7	10.3	11.2	11.5	10.3	10.0
	75	15.5	15.1	14.5	14.6	15.8	15.2	15.8	15.5	15.3	14.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.9	3.3	2.2	2.9	3.0	3.4	3.2	3.6	2.5	3.3
	50	6.5	7.0	6.6	6.8	6.4	6.6	6.6	7.3	6.5	7.2
	75	11.6	12.5	13.5	13.6	10.6	11.9	11.8	12.9	11.6	12.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.2	6.9	4.4	5.3	5.9	6.2	7.1	7.7	6.5	7.3
	50	14.6	16.1	14.9	15.3	13.7	14.7	15.5	17.2	14.8	18.6
	75	32.2	33.6	35.8	36.3	29.6	30.5	33.5	36.7	29.6	34.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	112.6	114.9	96.5	102.3	108.9	112.3	120.1	122.4	123.7	121.3
	50	187.4	190.4	164.5	185.2	188.0	186.7	199.3	199.6	178.1	180.1
	75	375.8	378.0	410.7	450.8	413.2	398.7	357.4	361.8	321.2	305.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	58.8	60.2	52.8	56.0	52.2	54.3	62.4	60.6	78.7	79.3
	50	95.7	96.5	104.0	105.4	85.8	87.0	92.9	94.7	112.6	119.5
	75	169.3	171.7	209.8	235.6	154.7	149.3	159.5	159.5	194.1	193.6
		Percentage of cost of materials									
Trade payables	25	6.0	6.1	6.0	6.5	6.6	6.3	5.8	5.7	5.9	6.3
	50	10.9	10.5	14.4	12.7	12.2	11.6	9.7	9.6	9.3	9.0
	75	19.2	17.7	27.2	27.2	21.6	20.1	16.0	15.3	14.0	13.1

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

15 Manufacture of machinery and equipment (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.5	1.3	1.6	1.4	1.1	1.1	2.0	1.9	1.5	1.2
of which Goodwill	0.6	0.5	0.4	0.4	0.5	0.4	1.2	1.0	0.5	0.5
Tangible fixed assets	14.3	13.6	25.8	24.9	23.0	21.8	18.8	17.9	12.9	12.3
of which Land and buildings	6.5	5.9	8.6	8.1	11.0	10.6	9.6	8.9	5.6	5.1
Inventories	24.9	25.4	23.9	25.0	31.8	33.1	30.6	31.8	23.3	23.7
of which Finished goods and merchandise	4.8	4.7	8.2	7.8	7.8	7.5	5.8	5.8	4.4	4.3
Cash	6.2	7.3	10.6	11.6	10.2	10.7	8.8	9.1	5.5	6.7
Receivables	37.2	36.5	34.7	33.9	30.4	29.7	33.4	32.4	38.3	37.6
Short-term	35.2	34.5	31.8	30.7	28.6	27.7	31.8	30.8	36.2	35.6
of which										
Trade receivables	14.3	13.3	19.8	18.7	20.1	19.6	19.0	18.4	13.1	12.0
Receivables from affiliated companies	18.6	19.2	5.4	5.9	4.3	4.5	10.3	9.6	21.0	21.9
Long-term	2.0	2.0	3.0	3.2	1.9	2.1	1.6	1.6	2.1	2.0
of which Loans to affiliated companies	0.8	0.9	0.3	0.5	0.3	0.3	0.6	0.6	0.9	1.0
Securities	2.6	3.0	1.7	1.4	1.1	1.4	1.6	1.7	2.9	3.3
Other long-term equity investments	13.1	12.8	0.5	0.6	1.6	1.6	4.3	4.8	15.5	15.0
Capital										
Equity	29.9	29.9	23.3	25.4	24.0	25.2	30.6	30.7	30.1	29.9
Liabilities	44.0	44.5	61.6	59.3	62.1	61.0	51.4	51.6	41.5	42.2
Short-term	38.1	38.8	40.4	38.9	45.7	46.0	41.0	42.3	37.1	37.8
of which										
Liabilities to banks	3.9	3.3	8.1	7.2	9.8	9.7	7.5	6.9	2.8	2.3
Trade payables	8.0	7.7	11.9	12.2	11.7	11.2	8.7	8.7	7.7	7.4
Liabilities to affiliated companies	11.0	10.8	4.4	4.1	6.5	6.3	9.1	9.5	11.6	11.3
Long-term	5.9	5.7	21.2	20.3	16.4	15.1	10.4	9.4	4.4	4.5
of which										
Liabilities to banks	3.6	3.6	13.3	12.7	11.9	10.6	6.2	5.4	2.6	2.8
Liabilities to affiliated companies	1.5	1.4	5.4	5.1	3.4	3.4	3.2	3.1	1.1	1.0
Provisions	26.0	25.5	14.8	15.0	13.8	13.7	18.0	17.6	28.3	27.7
of which Provisions for pensions	10.7	10.5	7.3	7.1	5.4	5.4	6.4	6.2	11.8	11.6
Income statement										
Percentage of gross revenue										
Income	99.3	98.6	99.4	98.8	98.2	97.9	99.1	98.4	99.4	98.7
Sales	0.7	1.4	0.6	1.2	1.8	2.1	0.9	1.6	0.6	1.3
Change in finished goods	0.5	0.4	0.3	0.3	0.2	0.2	0.3	0.3	0.5	0.5
Interest and similar income	5.0	5.3	5.1	4.2	2.7	2.6	3.4	3.3	5.5	5.9
Other income ²										
of which Income from long-term equity investments	0.7	0.8	0.0	0.0	0.1	0.1	0.2	0.2	0.9	1.0
Total income ²	105.4	105.7	105.4	104.5	103.0	102.8	103.7	103.6	106.0	106.4
Expenses										
Cost of materials	56.9	57.6	39.1	40.2	47.3	47.7	49.9	50.8	59.2	60.0
Personnel expenses	25.9	25.0	40.0	37.9	32.1	31.2	29.9	28.7	24.5	23.6
Depreciation	2.7	2.9	3.5	3.2	3.0	2.7	2.8	2.6	2.7	3.0
of which Depreciation of tangible fixed assets	2.4	2.4	3.3	3.1	2.7	2.5	2.4	2.3	2.3	2.4
Interest and similar expenses	0.8	0.7	1.3	1.2	1.2	1.2	1.0	0.9	0.7	0.7
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.2	0.1	0.1	0.0	0.0
Other expenses ³	14.4	14.0	18.3	17.9	15.6	15.7	15.4	15.2	14.0	13.6
Total expenses before taxes on income ³	100.7	100.4	102.2	100.4	99.2	98.6	99.0	98.2	101.2	101.0
Annual result before taxes on income	4.8	5.3	3.2	4.0	3.7	4.2	4.7	5.4	4.8	5.4
Taxes on income	1.5	1.6	1.2	1.3	1.4	1.4	1.5	1.6	1.5	1.6
Annual result	3.3	3.7	2.0	2.7	2.4	2.8	3.2	3.8	3.4	3.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.8	5.4	3.2	4.1	3.8	4.3	4.8	5.5	4.9	5.4
Annual result and depreciation	6.1	6.8	5.5	6.0	5.4	5.5	6.1	6.5	6.1	6.9
Trade receivables	10.8	10.2	12.0	11.4	12.2	12.1	12.7	12.4	10.2	9.6
Percentage of the balance sheet total										
Sales	133.0	130.2	165.0	164.2	165.2	161.9	149.4	148.9	127.9	124.7
Annual result and interest paid	5.4	5.9	5.5	6.5	6.0	6.5	6.4	7.2	5.2	5.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	12.6	14.0	13.7	15.6	13.6	14.0	15.0	16.1	12.1	13.6
Percentage of fixed assets										
Long-term equity and liabilities	143.9	146.6	168.2	178.2	166.1	170.4	174.8	173.7	137.7	141.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	111.5	110.5	107.3	111.5	86.6	85.5	101.6	97.0	115.2	115.0
Cash resources, short-term receivables and inventories	176.8	175.9	166.3	175.8	156.3	157.3	176.3	172.3	178.1	177.8
Percentage of cost of materials										
Trade payables	10.5	10.2	18.4	18.2	14.7	14.2	11.6	11.3	10.0	9.7
Memo item										
Balance sheet total in € billion	62.20	67.00	0.22	0.23	2.35	2.54	10.19	10.84	49.44	53.39
Sales in € billion	82.70	87.21	0.36	0.38	3.88	4.11	15.22	16.15	63.24	66.57
Number of enterprises	2,081	2,081	362	362	761	761	676	676	282	282

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

15 Manufacture of machinery and equipment (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.8	4.7	4.8	3.9	4.5	4.5	4.8	4.8	5.7	5.5
	50	12.8	12.4	13.4	12.4	12.8	13.0	12.4	12.1	12.3	12.5
	75	28.3	27.2	34.0	32.4	34.0	33.3	25.8	24.9	20.1	20.2
Inventories	25	15.7	16.5	7.7	7.6	15.7	16.4	20.7	21.5	19.1	17.8
	50	28.2	28.8	18.4	20.4	28.3	29.4	31.3	31.7	28.0	26.7
	75	41.7	42.8	37.0	37.2	44.9	45.9	42.5	44.3	38.2	37.4
Equity	25	11.4	12.5	7.2	8.5	8.7	10.4	14.3	14.9	17.7	17.6
	50	23.7	25.3	22.3	24.8	20.5	23.4	25.6	26.8	29.3	28.6
	75	39.5	40.3	39.2	41.9	36.1	37.6	42.4	43.3	41.0	43.8
Short-term liabilities	25	25.1	24.7	21.6	20.8	27.7	27.5	25.8	24.8	22.5	22.6
	50	40.9	39.7	40.6	36.2	45.0	43.2	40.5	39.6	37.4	34.9
	75	59.3	58.8	61.6	57.0	64.3	61.9	56.8	59.5	50.7	50.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0
	50	9.3	8.0	8.5	7.0	16.0	14.6	8.6	7.6	0.5	0.5
	75	28.3	26.8	32.3	30.3	33.8	32.1	24.8	22.4	12.2	11.4
		Percentage of gross revenue									
Cost of materials	25	37.1	37.7	24.3	24.5	36.5	37.2	40.7	41.8	46.0	46.4
	50	47.2	48.3	35.8	37.2	46.7	46.9	48.8	49.9	53.6	54.5
	75	58.0	58.9	50.7	51.0	57.1	57.3	58.6	59.6	65.2	66.2
Personnel expenses	25	23.7	22.8	28.8	27.4	24.6	23.8	23.4	22.4	18.4	17.0
	50	31.4	30.4	39.5	38.4	32.0	31.5	30.2	28.8	26.8	25.1
	75	39.8	38.7	50.9	48.4	40.3	39.3	36.9	36.0	33.0	32.6
Depreciation	25	1.2	1.1	1.2	1.1	1.1	1.0	1.1	1.0	1.3	1.2
	50	2.1	1.9	2.3	2.1	2.1	1.9	2.1	1.8	2.0	2.0
	75	3.6	3.3	4.1	4.1	3.9	3.5	3.2	3.1	3.2	3.2
Annual result	25	0.4	0.6	0.1	0.4	0.4	0.4	0.6	0.9	0.6	1.5
	50	2.0	2.4	1.4	1.8	1.7	2.0	2.6	3.0	3.2	3.8
	75	5.0	5.4	4.6	4.1	4.1	4.9	5.4	6.3	6.0	6.6
		Percentage of sales									
Annual result before taxes on income	25	0.6	0.9	0.2	0.5	0.6	0.6	1.0	1.5	0.7	2.0
	50	2.9	3.5	1.8	2.6	2.4	3.0	3.4	4.2	4.2	5.1
	75	6.9	7.7	6.4	6.1	5.8	6.6	7.7	8.8	8.6	9.7
Annual result and depreciation	25	2.6	2.9	2.3	2.6	2.4	2.6	3.1	3.2	3.5	4.2
	50	5.8	6.2	5.5	5.4	5.5	5.6	6.1	6.5	6.5	7.6
	75	10.6	11.0	10.9	10.1	10.2	10.3	10.9	11.6	10.8	12.1
Trade receivables	25	7.1	6.8	6.3	5.3	7.1	7.1	7.8	7.7	6.5	5.7
	50	10.7	10.5	9.9	9.2	10.6	10.3	11.4	11.6	9.9	9.7
	75	15.6	15.1	14.8	14.6	15.8	15.3	16.2	15.5	15.2	14.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.6	3.0	1.8	2.5	2.9	3.1	2.9	3.3	2.0	3.1
	50	6.0	6.4	5.7	5.7	6.0	6.1	6.1	6.6	6.2	7.1
	75	10.2	11.2	10.0	10.0	9.6	10.3	10.9	12.4	11.1	12.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.8	6.2	3.9	4.5	5.6	5.8	6.8	7.7	6.3	7.1
	50	14.0	15.1	13.4	13.0	12.7	13.6	15.3	16.9	15.3	19.5
	75	32.1	34.1	34.0	31.1	28.8	30.6	35.4	39.0	29.8	36.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	118.4	121.0	108.2	114.4	114.1	118.1	124.1	126.7	125.9	130.3
	50	196.8	200.5	197.4	202.3	193.2	194.2	206.4	217.5	187.5	188.9
	75	408.2	411.0	457.5	520.3	427.6	441.2	392.9	384.9	339.6	317.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	61.1	62.1	56.0	60.8	54.0	56.8	63.5	62.5	83.0	84.6
	50	102.6	102.7	117.6	116.4	89.8	90.8	101.9	99.0	122.7	128.7
	75	181.4	187.3	223.4	249.6	165.0	165.9	176.2	174.3	205.0	203.2
		Percentage of cost of materials									
Trade payables	25	6.0	6.1	5.8	6.5	6.8	6.3	5.7	5.7	5.7	6.1
	50	10.9	10.4	14.4	12.3	12.2	11.7	9.5	9.4	9.3	8.8
	75	19.2	17.7	26.0	25.7	21.5	19.6	16.0	15.9	14.1	13.3

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

15 Manufacture of machinery and equipment (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	3.5	3.2	0.9	0.7	1.0	1.1	0.8	0.8	4.3	3.9
of which Goodwill	2.8	2.2	0.4	0.3	0.5	0.4	0.2	0.1	3.6	2.8
Tangible fixed assets	16.7	16.0	37.8	37.0	26.4	25.2	21.4	20.6	14.9	14.4
of which Land and buildings	8.4	8.0	20.0	19.2	14.8	14.0	11.6	11.1	7.2	6.9
Inventories	30.9	31.0	19.8	20.9	30.9	32.0	32.6	33.1	30.5	30.5
of which Finished goods and merchandise	5.8	5.6	6.8	7.2	8.4	8.2	7.6	6.9	5.3	5.2
Cash	8.3	9.3	10.6	9.5	7.8	8.8	8.7	9.7	8.2	9.2
Receivables	32.7	31.8	27.0	26.9	31.7	30.5	32.5	32.3	32.9	31.7
Short-term	31.1	29.7	25.5	25.9	30.3	29.7	31.2	30.8	31.2	29.4
of which										
Trade receivables	16.0	15.5	14.0	14.4	20.5	19.9	20.3	20.2	14.8	14.1
Receivables from affiliated companies	12.9	12.1	6.1	7.4	7.1	6.6	8.0	8.3	14.3	13.3
Long-term	1.6	2.1	1.5	1.0	1.4	0.9	1.3	1.5	1.7	2.3
of which Loans to affiliated companies	1.0	1.5	0.3	0.0	0.2	0.2	0.6	0.8	1.2	1.7
Securities	2.5	3.1	1.1	0.9	0.5	0.6	0.8	0.7	3.0	3.8
Other long-term equity investments	5.2	5.5	1.7	2.6	1.1	1.1	2.8	2.6	6.0	6.4
Capital										
Equity	23.4	22.3	9.2	12.3	13.2	14.5	20.5	19.9	24.7	23.2
Liabilities	54.3	55.9	81.8	79.4	74.9	73.2	64.5	65.2	50.7	52.7
Short-term	41.7	43.4	45.7	46.6	51.9	51.9	46.5	48.6	40.1	41.7
of which										
Liabilities to banks	4.3	4.0	9.5	11.1	12.6	11.8	9.4	9.3	2.7	2.2
Trade payables	7.9	7.6	10.0	10.5	12.1	12.0	9.7	9.6	7.3	6.9
Liabilities to affiliated companies	11.5	12.4	8.0	8.5	10.1	11.1	13.6	14.8	11.0	11.9
Long-term	12.5	12.5	36.2	32.8	23.0	21.3	18.0	16.6	10.6	10.9
of which										
Liabilities to banks	5.0	4.3	28.3	26.0	13.5	11.5	9.0	7.7	3.6	3.0
Liabilities to affiliated companies	6.5	7.0	4.3	4.3	7.2	7.7	7.4	7.5	6.2	6.8
Provisions	22.1	21.7	8.5	7.9	11.9	12.3	15.0	14.9	24.4	23.9
of which Provisions for pensions	8.7	8.5	0.7	0.8	3.7	3.5	5.1	4.8	9.9	9.6
Income statement										
Percentage of gross revenue										
Income	99.6	99.4	97.4	98.5	99.3	99.4	99.6	98.5	99.6	99.7
Sales	0.4	0.6	2.6	1.5	0.7	0.6	0.4	1.5	0.4	0.3
Change in finished goods	0.4	0.5	0.2	0.2	0.2	0.2	0.2	0.2	0.5	0.6
Interest and similar income	3.7	3.8	4.8	4.0	2.6	2.8	2.8	2.8	4.0	4.2
Other income ²										
of which Income from long-term equity investments	0.2	0.3	0.0	0.0	0.1	0.1	0.2	0.2	0.2	0.3
Total income ²	104.1	104.3	105.0	104.2	102.8	103.0	103.1	103.0	104.4	104.7
Expenses										
Cost of materials	54.5	56.3	38.6	39.2	45.5	46.4	47.5	49.2	57.1	59.0
Personnel expenses	26.7	25.2	32.5	31.5	33.0	31.7	31.4	29.9	25.0	23.5
Depreciation	2.6	2.5	4.8	4.8	3.0	2.7	2.7	2.4	2.6	2.5
of which Depreciation of tangible fixed assets	2.5	2.3	4.6	4.5	2.7	2.5	2.4	2.2	2.4	2.3
Interest and similar expenses	1.1	1.0	2.2	2.1	1.6	1.5	1.2	1.1	1.0	1.0
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0
Other expenses ³	14.4	13.9	18.5	17.9	14.8	14.7	15.0	14.6	14.1	13.7
Total expenses before taxes on income ³	99.4	99.0	96.6	95.6	98.1	97.1	97.8	97.2	99.9	99.6
Annual result before taxes on income	4.7	5.3	8.4	8.7	4.7	5.9	5.2	5.8	4.5	5.1
Taxes on income	0.9	0.8	1.2	1.2	0.8	1.0	0.9	1.0	0.9	0.8
Annual result	3.8	4.5	7.2	7.5	3.9	4.9	4.3	4.8	3.7	4.4
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.7	5.3	8.6	8.8	4.7	5.9	5.3	5.9	4.6	5.1
Annual result and depreciation	6.5	7.0	12.3	12.5	6.9	7.6	7.0	7.3	6.3	6.8
Trade receivables	10.7	10.2	9.7	10.0	12.1	11.6	11.8	11.9	10.2	9.6
Percentage of the balance sheet total										
Sales	150.6	152.1	144.8	143.0	168.9	172.4	171.2	170.3	144.7	146.7
Annual result and interest paid	7.4	8.4	14.0	13.9	9.2	11.0	9.4	10.2	6.8	7.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	14.3	15.5	22.2	22.8	14.8	17.2	16.9	17.6	13.6	14.8
Percentage of fixed assets										
Long-term equity and liabilities	163.5	159.3	114.2	114.3	134.8	140.0	166.3	163.4	164.5	159.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.2	95.7	80.6	77.1	73.9	74.9	87.4	84.6	104.1	100.1
Cash resources, short-term receivables and inventories	173.2	167.0	123.9	122.0	133.5	136.7	157.4	152.8	180.3	173.1
Percentage of cost of materials										
Trade payables	9.6	8.9	17.4	18.4	15.7	14.9	11.8	11.3	8.8	8.0
Memo item										
Balance sheet total in € billion	19.30	20.25	0.07	0.08	0.62	0.64	3.74	3.98	14.87	15.54
Sales in € billion	29.06	30.80	0.11	0.11	1.05	1.11	6.40	6.78	21.51	22.80
Number of enterprises	713	713	116	116	202	202	280	280	115	115

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

15 Manufacture of machinery and equipment (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.8	6.3	8.6	7.7	5.4	5.3	7.7	7.0	6.1	5.7
	50	18.4	16.9	31.9	29.6	17.2	16.0	18.8	17.8	13.2	13.4
	75	34.9	35.3	56.6	58.6	36.4	36.3	30.1	30.1	23.2	24.2
Inventories	25	17.5	17.1	4.7	5.5	16.4	16.7	21.1	21.0	19.3	19.1
	50	28.7	28.5	15.4	16.5	29.7	31.0	32.0	32.3	28.4	26.8
	75	41.4	43.0	33.4	31.4	44.8	46.4	43.8	43.7	38.6	37.1
Equity	25	5.5	5.8	- 4.4	- 1.0	3.9	4.6	7.3	6.5	12.2	12.1
	50	14.5	15.2	7.5	12.4	11.7	11.1	15.3	15.6	21.5	20.3
	75	26.0	27.3	23.0	26.5	22.3	24.7	29.2	28.2	29.1	28.9
Short-term liabilities	25	29.8	29.8	26.3	21.8	36.5	34.7	29.8	32.3	25.3	25.7
	50	47.2	48.4	44.2	42.6	53.6	53.1	48.4	49.8	40.4	41.6
	75	65.7	65.9	71.2	69.9	72.4	73.0	65.3	66.1	53.3	53.3
Liabilities to banks	25	1.7	0.5	6.9	5.3	4.9	1.6	3.1	1.9	0.0	0.0
	50	18.4	15.1	36.2	39.7	21.3	17.3	17.7	15.3	3.8	3.6
	75	35.9	34.9	64.5	62.5	40.7	36.6	31.3	29.2	19.2	14.4
		Percentage of gross revenue									
Cost of materials	25	35.5	36.4	22.8	24.2	35.5	36.1	37.5	38.4	42.1	42.1
	50	45.5	46.3	38.0	37.2	44.7	44.6	47.3	48.1	48.5	51.0
	75	55.4	56.3	49.3	49.9	55.4	55.4	55.2	56.8	59.2	59.0
Personnel expenses	25	23.9	23.6	20.7	19.5	24.9	24.6	24.4	23.9	21.9	21.8
	50	31.5	30.6	30.8	30.3	33.4	31.9	32.0	30.7	30.4	28.9
	75	39.0	38.0	41.1	38.7	40.4	39.5	38.9	38.0	36.9	36.4
Depreciation	25	1.3	1.2	2.1	1.5	1.2	1.1	1.3	1.1	1.3	1.3
	50	2.3	2.1	3.6	3.4	2.2	1.9	2.1	1.9	2.3	2.2
	75	4.0	3.8	6.9	5.9	3.9	3.6	3.5	3.4	3.7	3.4
Annual result	25	1.0	1.5	1.6	2.5	0.8	1.5	1.0	1.1	1.0	1.7
	50	3.5	4.0	6.8	7.3	3.1	3.9	3.0	3.8	3.9	4.2
	75	7.4	8.1	14.2	14.1	6.0	7.6	6.7	7.3	7.2	7.2
		Percentage of sales									
Annual result before taxes on income	25	1.3	1.9	2.6	3.0	1.0	1.9	1.3	1.4	1.2	2.1
	50	4.2	5.0	7.2	7.8	3.8	4.9	3.7	4.6	4.4	4.8
	75	8.6	9.5	16.0	15.6	7.3	8.7	7.9	8.8	8.6	8.9
Annual result and depreciation	25	3.6	4.0	6.2	6.1	3.6	3.8	3.1	3.4	3.5	3.9
	50	7.0	7.7	10.5	12.7	6.4	6.9	6.2	7.3	6.6	7.8
	75	12.5	13.1	23.0	23.4	11.8	12.6	11.4	11.9	11.7	11.4
Trade receivables	25	7.0	6.8	4.6	4.5	7.2	7.0	7.4	7.4	7.9	7.0
	50	10.4	10.3	8.2	8.9	10.8	10.3	11.0	10.6	11.1	10.5
	75	14.9	15.0	12.5	14.2	16.3	14.8	14.6	15.4	16.2	15.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.3	4.6	6.7	6.8	4.9	5.2	4.4	4.4	3.3	3.9
	50	8.6	10.0	14.3	14.0	8.2	10.2	8.4	9.5	7.2	7.5
	75	15.5	17.1	32.7	27.2	14.6	17.2	13.8	15.3	12.6	12.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.6	8.1	9.7	10.7	8.2	8.4	7.5	7.8	6.7	7.7
	50	16.7	18.6	20.3	20.3	16.2	18.7	16.5	17.5	14.0	16.7
	75	32.3	32.7	51.9	51.1	31.4	30.0	30.1	32.8	29.3	30.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	100.0	100.9	69.3	78.1	94.0	93.5	110.0	113.2	115.3	109.6
	50	162.0	160.3	114.9	125.0	161.1	162.3	176.9	177.3	162.5	145.8
	75	307.8	300.3	249.1	314.8	341.3	294.5	311.7	321.6	290.4	271.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	53.2	54.8	44.6	37.7	47.7	47.9	58.0	58.0	70.7	70.3
	50	83.3	85.6	71.6	86.2	73.4	76.8	84.7	85.1	103.9	100.2
	75	133.7	132.0	143.8	155.8	115.4	115.5	131.6	128.0	176.1	166.1
		Percentage of cost of materials									
Trade payables	25	6.2	6.1	6.2	6.5	6.1	6.1	5.9	5.8	6.4	6.4
	50	10.7	10.5	14.0	14.4	12.2	11.0	10.0	9.9	9.7	9.3
	75	19.2	17.9	27.7	28.1	22.6	24.2	16.2	14.9	13.6	12.9

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.3	1.1	1.7	1.4	1.7	1.5	2.0	1.9	1.3	1.1
of which Goodwill	0.8	0.7	0.7	0.5	0.8	0.8	1.1	1.0	0.7	0.7
Tangible fixed assets	7.6	7.2	23.8	22.0	22.4	21.1	20.2	19.3	7.1	6.7
of which Land and buildings	2.1	1.9	12.5	11.3	10.6	10.0	9.3	8.4	1.8	1.7
Inventories	11.3	11.3	29.1	28.6	29.6	30.0	26.6	26.2	10.7	10.7
of which Finished goods and merchandise	5.3	5.3	11.8	11.0	9.9	9.2	7.7	7.8	5.1	5.2
Cash	8.2	6.2	7.9	9.4	9.6	11.3	9.2	9.8	8.1	6.0
Receivables	26.0	28.1	35.2	36.1	33.0	32.2	33.8	34.8	25.7	27.9
Short-term	24.8	27.0	33.3	34.0	30.8	29.9	31.8	32.3	24.5	26.8
of which										
Trade receivables	6.5	6.6	21.0	20.1	17.6	17.8	17.1	17.2	6.1	6.1
Receivables from affiliated companies	16.5	18.5	6.7	7.6	8.1	6.7	11.7	12.3	16.7	18.8
Long-term	1.2	1.2	1.9	2.1	2.2	2.4	2.0	2.4	1.2	1.1
of which Loans to affiliated companies	0.6	1.0	0.3	0.4	0.4	0.4	1.0	1.4	0.6	1.0
Securities	14.9	7.1	1.1	1.4	2.3	2.3	1.2	1.2	15.5	7.3
Other long-term equity investments	30.4	38.7	0.5	0.4	0.9	1.0	6.7	6.6	31.4	40.1
Capital										
Equity	28.3	29.2	19.9	22.1	25.7	28.2	32.5	33.7	28.2	29.1
Liabilities	44.4	44.1	68.4	65.3	59.5	56.8	50.0	49.4	44.1	43.9
Short-term	38.0	38.6	44.2	44.2	41.8	41.8	38.4	38.8	37.9	38.6
of which										
Liabilities to banks	0.8	0.9	10.6	10.2	8.1	7.6	7.8	7.7	0.5	0.6
Trade payables	4.9	4.7	13.2	12.5	11.5	11.8	8.4	8.7	4.7	4.5
Liabilities to affiliated companies	21.8	22.0	5.7	6.1	9.8	10.6	11.7	12.5	22.2	22.4
Long-term	6.5	5.5	24.2	21.1	17.7	15.1	11.6	10.6	6.2	5.3
of which										
Liabilities to banks	1.3	1.1	17.7	14.8	11.3	10.0	6.8	5.7	1.0	0.9
Liabilities to affiliated companies	3.8	4.0	4.5	4.3	4.8	4.0	3.5	3.1	3.8	4.0
Provisions	26.8	26.2	11.5	12.3	14.7	14.8	17.3	16.7	27.2	26.6
of which Provisions for pensions	13.7	13.8	3.6	3.7	4.9	4.9	6.6	6.4	14.0	14.1
Income statement										
Percentage of gross revenue										
Income	99.4	99.4	99.4	99.2	99.0	99.1	99.0	99.7	99.4	99.3
Sales	0.6	0.6	0.6	0.8	1.0	0.9	1.0	0.3	0.6	0.7
Change in finished goods	1.5	1.0	0.2	0.2	0.3	0.3	0.3	0.3	1.6	1.1
Interest and similar income	6.6	7.7	4.2	3.6	3.1	2.9	3.4	3.5	6.9	8.0
Other income ²										
of which Income from long-term equity investments	1.0	2.2	0.0	0.0	0.2	0.2	0.4	0.4	1.1	2.3
Total income ²	108.1	108.7	104.5	103.8	103.4	103.2	103.7	103.9	108.5	109.1
Expenses										
Cost of materials	66.0	68.0	43.3	43.2	51.5	51.7	52.2	53.2	67.1	69.2
Personnel expenses	21.1	20.7	35.4	34.7	29.1	28.4	27.7	27.1	20.5	20.1
Depreciation	3.2	3.2	3.0	2.8	2.7	2.6	3.2	2.9	3.3	3.3
of which Depreciation of tangible fixed assets	3.0	2.8	2.8	2.7	2.5	2.4	2.8	2.6	3.0	2.8
Interest and similar expenses	2.1	1.6	1.5	1.4	1.2	1.1	1.0	1.0	2.2	1.6
Operating taxes	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	11.5	11.1	17.6	17.3	13.8	13.7	14.6	14.1	11.3	10.8
Total expenses before taxes on income ³	104.0	104.6	100.8	99.5	98.3	97.5	98.7	98.4	104.5	105.2
Annual result before taxes on income	4.1	4.1	3.6	4.4	5.1	5.7	5.0	5.5	4.0	3.9
Taxes on income	1.2	1.1	1.0	1.3	1.6	1.7	1.5	1.6	1.1	1.0
Annual result	2.9	3.0	2.6	3.1	3.5	4.0	3.5	3.9	2.9	2.9
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.1	4.1	3.7	4.4	5.1	5.7	5.1	5.5	4.0	4.0
Annual result and depreciation	6.2	6.3	5.7	6.0	6.3	6.7	6.7	6.8	6.2	6.2
Trade receivables	7.7	7.7	11.2	10.9	9.7	9.7	10.1	10.3	7.5	7.5
Percentage of the balance sheet total										
Sales	85.1	85.3	188.1	183.8	182.3	183.1	169.4	167.5	81.7	81.8
Annual result and interest paid	4.3	3.9	7.9	8.4	8.7	9.3	7.8	8.1	4.2	3.7
Percentage of liabilities and provisions less cash										
Annual result and depreciation	8.3	8.2	14.8	16.0	17.7	20.1	19.6	20.2	7.9	7.8
Percentage of fixed assets										
Long-term equity and liabilities	99.1	98.2	172.7	182.0	177.2	183.9	161.0	167.0	97.6	96.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	103.3	100.2	94.4	99.7	100.9	102.8	108.0	110.8	103.1	99.8
Cash resources, short-term receivables and inventories	133.1	129.4	160.3	164.5	171.7	174.6	177.3	178.3	131.4	127.4
Percentage of cost of materials										
Trade payables	8.6	8.0	16.1	15.7	12.2	12.4	9.5	9.7	8.5	7.9
Memo item										
Balance sheet total in € billion	154.58	159.04	0.10	0.11	0.96	1.01	4.80	5.08	148.72	152.84
Sales in € billion	131.59	135.60	0.19	0.20	1.75	1.85	8.14	8.51	121.51	125.05
Number of enterprises	1,109	1,109	201	201	338	338	359	359	211	211

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.2	5.1	3.4	3.9	4.0	4.0	6.8	6.3	7.2	7.0
	50	13.3	13.0	10.4	10.3	12.5	11.5	14.6	14.7	15.1	14.0
	75	28.4	27.2	30.3	26.0	25.9	25.0	29.6	29.5	28.4	27.6
Inventories	25	14.1	14.4	7.1	7.9	15.3	16.2	18.3	17.8	12.0	12.4
	50	26.5	26.2	22.0	22.2	28.9	29.5	28.9	29.0	21.6	21.8
	75	40.5	40.0	45.3	44.9	46.1	45.8	40.6	40.1	30.2	30.6
Equity	25	10.3	10.9	5.2	6.2	9.2	10.6	11.8	11.6	17.0	16.1
	50	23.9	26.0	17.4	22.2	21.3	23.6	25.0	27.1	29.5	31.1
	75	41.3	42.9	38.1	40.2	38.9	40.7	42.8	44.5	45.3	47.1
Short-term liabilities	25	22.9	21.9	23.2	23.5	25.9	24.1	22.4	21.3	20.6	19.7
	50	38.4	37.5	40.8	41.7	41.2	40.7	38.9	39.0	30.9	31.0
	75	58.8	57.6	66.7	60.4	61.2	62.0	59.3	59.0	48.1	44.7
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	9.1	8.2	14.2	12.8	10.9	10.3	9.6	9.7	0.2	1.0
	75	28.9	26.4	42.5	34.4	29.7	28.6	28.4	26.6	14.1	13.3
		Percentage of gross revenue									
Cost of materials	25	38.5	39.4	30.2	29.2	39.3	39.7	39.3	41.0	44.7	45.9
	50	49.7	50.4	40.6	40.7	50.1	50.5	50.4	51.9	56.5	57.7
	75	62.6	62.8	52.5	52.1	62.2	62.7	63.2	62.6	69.4	72.0
Personnel expenses	25	19.4	19.3	26.4	23.8	20.7	20.3	18.7	19.3	15.6	14.0
	50	29.0	28.5	35.9	35.6	29.5	28.9	27.9	27.2	24.0	23.9
	75	38.2	37.7	43.7	46.1	37.8	36.9	37.5	36.9	31.5	31.2
Depreciation	25	1.2	1.1	1.2	1.0	1.0	0.9	1.3	1.2	1.5	1.4
	50	2.2	2.0	2.1	2.0	1.8	1.7	2.2	2.1	3.0	2.6
	75	4.0	3.8	4.4	3.9	3.2	3.3	4.1	3.7	4.7	4.4
Annual result	25	0.5	0.5	0.0	0.3	0.5	0.7	0.6	0.6	0.5	0.5
	50	2.4	2.5	1.5	1.8	2.4	2.4	2.6	2.8	3.0	2.9
	75	5.8	6.1	4.9	5.2	5.5	5.4	6.0	6.5	6.5	6.6
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.8	0.2	0.3	0.8	1.1	1.0	0.9	0.8	0.9
	50	3.2	3.5	2.3	2.5	3.3	3.4	3.4	3.7	4.1	4.3
	75	7.7	8.2	6.9	7.2	7.7	8.2	7.9	8.3	7.9	8.6
Annual result and depreciation	25	2.9	3.1	2.0	2.6	2.8	3.0	3.3	3.3	3.4	3.3
	50	6.2	6.4	5.3	5.3	5.8	5.8	6.6	6.7	7.7	7.2
	75	11.3	11.5	10.7	11.2	11.1	11.6	11.0	11.5	12.0	11.9
Trade receivables	25	5.6	5.7	5.1	5.0	5.1	5.6	6.3	6.8	5.0	4.9
	50	9.2	9.2	9.1	8.3	8.8	9.0	9.6	9.9	9.2	8.6
	75	13.2	13.0	14.8	14.5	12.9	12.4	13.2	13.2	11.8	12.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.3	3.2	1.8	2.5	3.9	3.8	3.5	3.2	2.2	2.0
	50	7.4	7.0	5.8	6.0	7.7	7.7	7.7	7.2	7.4	6.6
	75	12.9	13.6	14.0	14.0	13.1	13.9	13.7	14.4	11.1	12.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.0	7.2	3.1	5.1	6.8	7.5	8.8	8.2	8.5	8.2
	50	17.5	17.9	13.3	14.5	17.4	17.7	18.6	19.3	20.5	19.7
	75	38.0	39.7	27.3	35.1	39.6	42.4	42.5	42.9	35.5	35.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	116.0	119.5	117.3	103.1	123.3	129.5	116.0	123.1	107.4	109.9
	50	193.7	193.9	232.3	221.9	223.8	233.9	188.1	185.8	153.8	162.3
	75	378.8	377.1	505.6	583.3	491.9	505.1	340.1	343.2	249.0	259.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	61.7	66.8	56.3	63.0	57.4	61.2	60.9	64.0	84.1	85.1
	50	107.2	113.3	99.3	110.0	101.1	109.8	98.9	101.3	128.0	131.4
	75	190.3	202.6	220.0	219.3	181.2	192.8	180.4	177.2	221.4	230.0
		Percentage of cost of materials									
Trade payables	25	5.2	5.2	6.2	5.5	5.8	5.0	4.9	5.2	4.3	4.9
	50	9.1	9.0	12.1	11.9	10.0	9.6	8.4	8.3	7.5	7.9
	75	16.1	15.5	24.5	23.8	16.9	16.6	14.1	13.6	11.7	12.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	1.2	1.0	2.0	1.6	1.4	1.3	2.2	2.0	1.2	1.0
of which Goodwill	0.7	0.6	0.7	0.6	0.8	0.7	1.3	1.1	0.7	0.6
Tangible fixed assets	6.7	6.5	20.9	19.2	21.1	19.8	19.7	18.7	6.3	6.1
of which Land and buildings	1.7	1.6	9.1	8.2	9.0	8.6	9.2	8.2	1.5	1.4
Inventories	10.7	10.7	30.3	29.1	30.4	30.3	25.6	25.2	10.2	10.2
of which Finished goods and merchandise	5.1	5.2	11.1	10.0	10.6	9.9	7.0	7.2	5.0	5.1
Cash	8.2	6.0	7.6	9.3	10.0	12.2	9.1	9.5	8.2	5.9
Receivables	25.8	27.9	36.8	38.0	33.2	32.6	33.8	34.9	25.5	27.7
Short-term	24.6	26.8	34.6	35.5	30.8	30.0	31.7	32.3	24.3	26.6
of which										
Trade receivables	6.1	6.2	21.4	20.6	18.4	18.5	16.2	16.4	5.8	5.9
Receivables from affiliated companies	16.8	18.7	7.0	8.1	7.8	6.5	12.4	12.9	16.9	19.0
Long-term	1.2	1.1	2.2	2.4	2.5	2.6	2.1	2.6	1.2	1.1
of which Loans to affiliated companies	0.6	1.0	0.3	0.5	0.4	0.4	1.1	1.6	0.6	1.0
Securities	15.4	7.2	1.3	1.7	2.3	2.2	1.2	1.4	15.9	7.4
Other long-term equity investments	31.7	40.3	0.4	0.4	0.9	1.0	8.1	7.8	32.5	41.5
Capital										
Equity	28.3	29.2	22.9	25.6	28.0	31.0	35.6	37.0	28.1	29.0
Liabilities	44.2	43.9	64.5	61.0	55.6	52.5	46.3	45.7	44.0	43.8
Short-term	38.1	38.7	43.4	43.4	38.4	38.4	36.5	36.9	38.1	38.7
of which										
Liabilities to banks	0.6	0.7	9.6	9.5	7.5	7.3	7.1	6.6	0.4	0.5
Trade payables	4.7	4.6	12.6	12.0	12.1	12.5	8.1	8.3	4.6	4.4
Liabilities to affiliated companies	22.2	22.3	6.0	6.1	6.9	8.0	10.9	12.0	22.6	22.6
Long-term	6.1	5.2	21.0	17.6	17.3	14.1	9.8	8.8	5.9	5.0
of which										
Liabilities to banks	1.2	1.0	14.1	11.0	11.0	9.7	6.6	5.5	1.0	0.9
Liabilities to affiliated companies	3.5	3.8	5.1	4.8	4.8	3.4	2.0	1.8	3.5	3.9
Provisions	27.1	26.4	12.4	13.1	16.2	16.4	17.9	17.0	27.4	26.7
of which Provisions for pensions	13.9	14.0	4.3	4.4	5.5	5.5	7.1	6.7	14.1	14.3
Income statement										
Income	Percentage of gross revenue									
Sales	99.5	99.3	99.3	99.3	99.1	99.4	99.0	99.5	99.5	99.3
Change in finished goods	0.5	0.7	0.7	0.7	0.9	0.6	1.0	0.5	0.5	0.7
Interest and similar income	1.6	1.1	0.3	0.3	0.3	0.3	0.3	0.3	1.7	1.1
Other income 2	6.7	7.9	4.3	3.5	3.1	2.9	3.8	3.8	7.0	8.2
of which Income from long-term equity investments	1.1	2.3	0.0	0.0	0.2	0.2	0.4	0.5	1.1	2.5
Total income 2	108.4	109.0	104.6	103.7	103.3	103.1	104.2	104.2	108.7	109.4
Expenses										
Cost of materials	67.1	69.3	43.7	43.2	51.7	51.5	53.3	54.4	68.1	70.4
Personnel expenses	20.8	20.4	36.3	35.8	29.1	28.8	27.2	26.4	20.4	20.0
Depreciation	3.0	3.1	2.9	2.7	2.6	2.6	3.3	3.0	3.0	3.1
of which Depreciation of tangible fixed assets	2.8	2.6	2.7	2.7	2.4	2.3	2.9	2.7	2.8	2.6
Interest and similar expenses	2.2	1.6	1.4	1.3	1.0	0.9	1.0	0.9	2.3	1.7
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.0	0.1	0.1	0.0	0.0
Other expenses 3	11.3	10.8	17.8	17.3	13.8	13.8	14.4	13.9	11.0	10.6
Total expenses before taxes on income 3	104.5	105.3	102.0	100.4	98.2	97.7	99.1	98.7	104.9	105.7
Annual result before taxes on income	3.9	3.8	2.5	3.3	5.1	5.5	5.0	5.5	3.8	3.6
Taxes on income	1.1	1.1	1.0	1.3	1.7	1.8	1.7	1.8	1.1	1.0
Annual result	2.7	2.7	1.6	2.1	3.5	3.7	3.3	3.7	2.7	2.6
Other ratios										
	Percentage of sales									
Annual result before taxes on income	3.9	3.8	2.6	3.3	5.2	5.5	5.1	5.5	3.8	3.7
Annual result and depreciation	5.8	5.8	4.5	4.8	6.1	6.3	6.6	6.7	5.7	5.7
Trade receivables	7.4	7.6	11.2	11.2	9.6	9.7	9.8	10.1	7.3	7.4
	Percentage of the balance sheet total									
Sales	82.5	82.5	190.5	184.3	191.3	191.3	164.8	162.5	79.7	79.7
Annual result and interest paid	4.1	3.6	5.7	6.2	8.7	8.8	7.1	7.5	4.0	3.5
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	7.5	7.4	12.3	13.7	18.8	21.2	19.7	20.5	7.2	7.0
	Percentage of fixed assets									
Long-term equity and liabilities	97.7	96.6	189.7	201.1	194.2	201.1	160.8	166.6	96.3	95.2
	Percentage of short-term liabilities									
Cash resources and short-term receivables	103.1	99.6	98.6	105.4	110.8	113.8	113.2	115.8	102.8	99.1
Cash resources, short-term receivables and inventories	131.3	127.3	168.3	172.3	190.1	192.6	183.4	184.2	129.6	125.5
	Percentage of cost of materials									
Trade payables	8.5	7.9	15.0	15.0	12.1	12.6	9.2	9.4	8.4	7.8
Memo item										
Balance sheet total in € billion	147.58	151.80	0.08	0.09	0.76	0.80	3.73	3.96	143.01	146.95
Sales in € billion	121.79	125.31	0.16	0.17	1.45	1.52	6.15	6.44	114.03	117.17
Anzahl der Unternehmen	895	895	166	166	285	285	274	274	170	170

1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.7	4.6	3.1	3.6	3.8	3.5	6.7	6.1	6.8	5.8
	50	12.6	11.8	8.6	8.5	11.2	10.9	13.8	14.1	13.2	12.9
	75	26.3	25.1	25.0	21.8	23.7	22.2	29.0	28.9	26.3	27.0
Inventories	25	13.9	13.6	7.1	7.9	15.3	16.3	17.4	15.9	11.2	11.6
	50	26.3	25.9	22.7	22.3	30.6	30.0	28.4	28.8	19.3	21.3
	75	41.1	40.9	47.7	46.4	47.9	46.6	38.8	39.1	29.3	29.6
Equity	25	12.2	12.8	6.9	6.8	10.4	12.8	15.0	15.2	17.3	18.1
	50	26.1	29.2	19.7	24.9	22.9	27.1	29.1	32.2	30.8	32.9
	75	44.2	45.8	38.8	40.8	42.2	44.4	49.0	50.5	46.2	49.2
Short-term liabilities	25	21.7	20.8	20.0	23.5	24.1	23.2	21.8	20.6	19.6	18.6
	50	36.8	35.5	39.5	39.1	39.3	37.9	37.2	37.1	30.1	28.8
	75	57.4	55.9	65.9	57.5	58.4	59.4	54.3	56.6	46.2	43.5
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	7.7	7.3	13.9	11.0	9.9	9.9	9.2	8.8	0.0	0.0
	75	27.8	24.5	39.4	31.0	29.2	28.1	27.0	23.5	13.4	12.5
		Percentage of gross revenue									
Cost of materials	25	38.7	39.4	29.6	28.7	39.7	39.3	40.5	41.8	45.8	46.1
	50	50.7	51.1	40.4	40.3	50.4	50.5	51.5	52.6	58.8	61.5
	75	64.0	64.3	53.4	52.4	62.7	62.6	65.5	65.2	73.1	74.5
Personnel expenses	25	18.9	18.9	26.8	27.0	21.0	20.5	18.0	17.9	12.1	11.7
	50	28.5	28.0	36.8	38.3	29.3	29.3	27.2	26.3	23.4	22.8
	75	38.3	38.1	45.9	48.1	38.1	37.1	36.2	35.6	30.9	30.2
Depreciation	25	1.1	1.0	1.2	1.1	0.9	0.9	1.2	1.2	1.4	1.2
	50	2.1	2.0	2.1	2.0	1.6	1.6	2.3	2.1	2.9	2.5
	75	3.9	3.6	4.3	3.6	3.1	3.0	4.1	3.9	5.0	4.4
Annual result	25	0.3	0.4	-0.1	0.2	0.5	0.7	0.6	0.5	0.4	0.4
	50	2.0	2.3	1.1	1.4	2.1	2.3	2.4	2.8	2.7	2.8
	75	5.4	5.4	3.3	3.8	5.4	5.0	5.9	6.5	5.7	6.3
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.7	-0.1	0.2	0.6	1.0	0.9	0.8	0.6	0.8
	50	2.8	3.3	1.5	1.8	2.9	3.4	3.4	3.8	3.4	4.1
	75	7.4	7.8	4.4	5.5	7.7	8.0	8.3	8.6	7.6	8.1
Annual result and depreciation	25	2.7	2.8	1.5	2.1	2.5	2.7	3.1	3.3	3.1	3.0
	50	5.8	5.9	4.8	4.8	5.5	5.7	6.6	6.9	7.2	7.0
	75	10.9	11.2	8.6	8.9	10.6	11.2	11.8	12.0	11.7	11.8
Trade receivables	25	5.4	5.7	5.0	5.4	5.1	5.6	6.1	6.6	4.9	4.7
	50	9.2	9.2	9.2	8.5	8.8	9.0	9.5	9.8	9.2	8.5
	75	13.1	13.0	14.8	14.7	12.9	12.4	12.9	13.1	11.7	12.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.8	3.0	1.6	1.9	3.7	3.7	3.3	3.1	2.2	1.9
	50	6.8	6.5	4.8	5.4	6.9	7.4	7.4	7.0	6.8	6.3
	75	12.1	12.4	9.7	10.0	12.9	13.6	13.4	13.5	10.5	10.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.4	6.5	2.7	4.5	6.4	7.2	8.1	7.8	7.9	7.5
	50	17.2	17.7	12.5	13.9	17.7	17.7	19.9	20.6	19.4	19.3
	75	39.2	40.7	24.0	30.8	41.7	43.2	47.5	47.2	35.5	38.2
		Percentage of fixed assets									
Long-term equity and liabilities	25	124.7	129.2	127.9	124.8	135.2	143.3	128.9	129.5	109.9	115.3
	50	208.0	210.3	244.4	245.9	238.2	254.8	194.8	190.3	160.8	169.0
	75	403.4	419.2	573.1	648.7	532.1	534.8	370.7	348.1	257.0	282.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	65.1	69.6	57.2	65.9	59.1	63.0	62.9	71.0	85.7	93.0
	50	114.9	119.4	102.5	114.8	109.7	114.7	110.3	111.6	135.6	146.6
	75	209.8	221.4	224.6	248.6	191.6	203.6	189.6	196.0	231.5	236.9
		Percentage of cost of materials									
Trade payables	25	5.1	4.9	5.9	5.4	5.9	5.0	4.8	4.7	4.1	4.7
	50	9.1	9.0	10.8	11.5	10.1	9.7	8.4	8.1	7.5	7.8
	75	16.0	15.5	22.4	23.3	16.8	17.3	14.1	12.9	11.6	11.9

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.6	2.3	0.7	0.6	2.5	2.2	1.2	1.3	2.8	2.6
of which Goodwill	1.9	1.7	0.3	0.3	1.0	1.0	0.6	0.6	2.2	1.9
Tangible fixed assets	25.2	21.8	36.4	34.7	27.2	26.0	21.9	21.1	25.7	21.7
of which Land and buildings	9.1	8.2	27.5	25.7	16.6	15.2	9.7	9.0	8.7	7.8
Inventories	24.0	23.2	23.9	26.5	26.6	28.9	30.0	29.5	22.8	21.8
of which Finished goods and merchandise	8.2	8.1	15.0	15.5	7.0	6.6	10.3	9.9	7.8	7.7
Cash	7.6	9.1	9.2	9.6	8.0	7.9	9.8	10.8	7.1	8.8
Receivables	31.2	33.1	28.1	27.2	32.0	30.7	33.5	34.2	30.7	32.9
Short-term	29.4	31.3	27.6	26.6	30.8	29.4	32.0	32.5	28.9	31.2
of which										
Trade receivables	14.6	13.6	19.6	17.4	14.7	15.0	20.3	20.2	13.5	12.3
Receivables from affiliated companies	11.3	14.6	5.2	5.4	9.5	7.5	9.3	10.0	11.8	15.7
Long-term	1.7	1.7	0.5	0.6	1.2	1.3	1.5	1.7	1.8	1.7
of which Loans to affiliated companies	1.3	1.3	0.0	0.0	0.5	0.4	0.7	0.8	1.5	1.4
Securities	4.5	5.4	0.2	0.1	2.2	2.8	1.4	0.6	5.2	6.4
Other long-term equity investments	4.7	4.9	0.7	0.7	0.9	0.8	1.9	2.2	5.4	5.5
Capital										
Equity	28.5	28.7	6.6	5.8	16.7	17.7	21.5	22.1	30.4	30.4
Liabilities	50.4	49.6	85.6	85.2	74.3	73.1	63.0	62.3	47.1	46.2
Short-term	35.3	37.3	47.4	47.8	54.9	54.3	44.9	45.4	32.7	35.1
of which										
Liabilities to banks	4.5	4.6	14.6	13.3	10.2	8.8	10.4	11.3	3.2	3.1
Trade payables	7.6	7.1	15.9	14.9	9.4	9.2	9.5	9.8	7.1	6.5
Liabilities to affiliated companies	13.3	15.7	4.5	6.2	20.7	20.3	14.3	14.4	12.8	15.8
Long-term	15.1	12.3	38.2	37.4	19.4	18.8	18.1	17.0	14.3	11.1
of which										
Liabilities to banks	3.6	3.3	33.7	32.4	12.7	11.2	7.3	6.3	2.4	2.3
Liabilities to affiliated companies	9.6	7.1	1.9	2.4	4.9	6.2	8.4	7.9	10.1	7.0
Provisions	21.1	21.7	7.7	9.0	9.0	9.1	15.4	15.4	22.6	23.4
of which Provisions for pensions	8.8	9.1	0.5	0.6	2.7	2.7	5.1	5.3	9.7	10.0
Income statement	Percentage of gross revenue									
Income										
Sales	98.3	99.7	99.8	98.8	98.4	97.6	99.1	100.2	98.0	99.6
Change in finished goods	1.7	0.3	0.2	1.2	1.6	2.4	0.9	- 0.2	2.0	0.4
Interest and similar income	0.4	0.4	0.1	0.1	0.4	0.4	0.2	0.2	0.4	0.4
Other income ²	4.6	4.3	4.0	4.3	3.3	3.0	2.1	2.7	5.3	4.8
of which Income from long-term equity investments	0.3	0.2	0.0	0.0	0.2	0.2	0.1	0.1	0.4	0.2
Total income ²	105.0	104.7	104.2	104.4	103.8	103.3	102.4	102.9	105.7	105.2
Expenses										
Cost of materials	51.3	51.9	41.7	43.2	50.4	52.3	48.6	49.6	52.1	52.5
Personnel expenses	24.6	24.2	31.0	29.2	29.0	26.5	29.4	29.2	23.2	22.8
Depreciation	6.0	5.5	3.5	3.1	3.3	2.8	2.9	2.6	7.0	6.4
of which Depreciation of tangible fixed assets	5.8	5.3	3.0	2.8	3.0	2.7	2.7	2.5	6.7	6.1
Interest and similar expenses	1.3	1.0	2.2	2.0	2.0	1.7	1.3	1.2	1.3	0.9
Operating taxes	0.1	0.1	0.0	0.1	0.0	0.1	0.1	0.1	0.1	0.0
Other expenses ³	14.7	14.5	16.9	17.3	14.1	13.4	15.0	14.7	14.6	14.4
Total expenses before taxes on income ³	98.0	97.1	95.3	95.0	98.9	96.9	97.3	97.3	98.2	97.1
Annual result before taxes on income	6.9	7.6	8.9	9.4	4.9	6.5	5.1	5.6	7.5	8.1
Taxes on income	1.3	1.3	1.2	1.3	1.1	1.2	1.0	1.2	1.3	1.3
Annual result	5.7	6.3	7.7	8.1	3.8	5.3	4.1	4.4	6.1	6.8
Other ratios	Percentage of sales									
Annual result before taxes on income	7.0	7.6	8.9	9.5	5.0	6.6	5.1	5.6	7.6	8.2
Annual result and depreciation	11.9	11.8	11.2	11.4	7.1	8.3	7.1	7.0	13.4	13.2
Trade receivables	10.4	9.6	11.0	9.6	10.0	9.8	11.0	10.9	10.3	9.2
Percentage of the balance sheet total										
Sales	140.0	142.3	177.4	181.3	147.7	152.6	185.5	185.1	131.1	133.7
Annual result and interest paid	9.9	10.4	17.5	18.6	8.7	10.9	10.1	10.4	9.9	10.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	26.1	27.0	23.6	24.4	14.0	17.0	19.1	19.4	28.1	29.1
Percentage of fixed assets										
Long-term equity and liabilities	139.4	146.2	121.5	123.1	123.1	130.0	162.0	168.7	137.0	143.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	107.7	112.3	77.5	75.8	74.4	73.8	93.4	96.4	113.5	118.5
Cash resources, short-term receivables and inventories	175.8	174.7	127.9	131.2	122.8	127.0	160.3	161.5	183.2	180.8
Percentage of cost of materials										
Trade payables	10.3	9.6	21.5	18.8	12.4	11.3	10.4	10.7	10.2	9.2
Memo item										
Balance sheet total in € billion	7.00	7.23	0.02	0.02	0.20	0.21	1.07	1.11	5.71	5.89
Sales in € billion	9.80	10.30	0.03	0.04	0.29	0.33	1.99	2.06	7.48	7.87
Number of enterprises	214	214	35	35	53	53	85	85	41	41

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

16 Manufacture of office machinery, computers and electrical equipment (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.9	8.6	6.6	8.6	7.2	6.1	7.8	8.7	12.4	11.8
	50	17.8	19.4	20.1	21.3	18.8	19.5	16.9	17.0	20.0	19.9
	75	33.5	33.6	44.2	44.6	33.9	33.0	30.8	30.2	33.1	29.1
Inventories	25	15.6	16.8	7.0	11.2	13.4	16.1	22.0	19.8	18.1	17.6
	50	26.7	26.8	20.9	19.7	22.8	24.0	32.3	30.8	26.0	25.3
	75	39.4	38.8	35.9	36.3	38.3	37.0	44.0	45.9	33.2	35.8
Equity	25	4.4	4.8	- 16.9	- 23.7	3.4	4.1	5.4	5.5	11.5	12.6
	50	16.4	15.4	14.5	10.9	12.9	12.0	15.0	15.6	24.1	23.5
	75	28.7	30.0	29.6	31.2	25.2	25.4	26.0	27.1	39.0	33.8
Short-term liabilities	25	28.6	28.3	26.6	22.6	32.3	32.6	28.3	28.2	23.5	28.1
	50	48.3	46.9	49.1	47.2	54.7	56.6	47.9	46.7	33.0	40.3
	75	65.5	65.6	77.0	71.4	74.9	70.5	67.0	65.6	54.1	55.3
Liabilities to banks	25	0.8	0.6	2.7	5.7	1.3	1.2	2.4	0.2	0.0	0.0
	50	14.0	11.9	30.6	24.4	14.9	11.0	16.4	12.2	6.1	8.1
	75	32.5	30.8	69.6	66.1	31.7	29.4	33.5	30.9	20.3	16.0
		Percentage of gross revenue									
Cost of materials	25	37.6	39.4	30.5	32.8	35.9	40.1	38.7	40.6	43.3	43.5
	50	47.5	48.7	40.6	40.9	49.0	49.0	47.6	49.2	49.0	51.2
	75	56.6	58.1	51.1	50.2	62.1	62.7	55.9	56.9	60.4	58.4
Personnel expenses	25	22.6	20.7	17.8	19.2	20.2	19.8	23.2	22.4	22.7	21.7
	50	29.8	29.2	31.7	28.6	30.7	26.9	29.7	30.7	28.4	28.8
	75	37.8	36.8	39.5	38.4	36.9	34.5	39.2	38.9	33.7	33.3
Depreciation	25	1.4	1.2	1.2	0.7	1.6	1.1	1.3	1.2	2.1	2.2
	50	2.4	2.3	2.6	2.5	2.5	2.4	2.2	2.0	3.2	3.1
	75	4.5	4.0	6.1	5.4	3.8	3.9	4.0	3.4	4.5	5.0
Annual result	25	1.3	1.0	2.2	2.8	1.3	1.3	1.1	1.0	1.2	1.1
	50	3.6	3.7	9.3	7.2	3.1	3.3	3.0	2.9	4.7	3.9
	75	7.9	7.9	16.3	12.2	6.0	7.8	6.0	6.5	8.4	7.6
		Percentage of sales									
Annual result before taxes on income	25	1.6	1.2	2.3	2.8	1.8	1.6	1.3	1.1	1.2	1.2
	50	4.2	4.5	10.2	7.5	3.9	3.8	3.8	3.6	5.6	5.0
	75	9.2	9.2	18.3	14.2	8.1	11.7	7.4	8.0	9.8	8.9
Annual result and depreciation	25	4.1	4.2	4.5	6.9	4.8	3.9	3.4	3.4	5.4	4.7
	50	7.9	7.4	13.7	13.6	7.5	6.6	6.6	6.7	8.3	8.9
	75	12.5	13.6	23.6	18.6	11.4	14.9	9.1	9.9	14.8	13.0
Trade receivables	25	6.8	5.9	5.3	3.6	5.5	5.5	7.2	7.2	5.2	4.9
	50	9.6	9.4	8.8	7.2	8.7	8.6	9.8	10.2	9.3	9.1
	75	13.3	12.7	16.5	14.2	12.6	12.4	13.4	13.3	12.7	11.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.2	4.9	10.4	10.8	5.7	5.3	5.2	4.3	4.0	4.6
	50	10.1	10.0	15.9	16.6	9.2	9.0	9.1	9.0	9.3	8.3
	75	16.0	17.2	35.6	41.6	13.5	18.4	14.0	15.6	15.1	13.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.8	9.0	7.1	9.8	8.6	8.2	10.8	9.4	11.7	12.5
	50	18.5	19.1	19.8	26.7	16.7	17.8	17.3	16.6	24.4	20.4
	75	33.7	34.9	78.7	93.7	32.3	34.9	30.1	31.9	34.6	33.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	90.0	86.7	67.2	49.5	76.5	89.0	93.7	86.4	96.8	92.4
	50	146.6	146.8	153.6	117.0	139.8	154.5	171.7	151.7	140.7	138.3
	75	282.6	279.7	304.9	310.8	306.8	310.8	286.9	293.5	211.1	215.1
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	54.6	53.9	46.5	38.7	48.5	52.3	54.5	54.2	59.0	60.1
	50	85.1	86.7	89.0	88.4	82.6	82.5	76.2	85.8	97.2	93.7
	75	145.2	142.5	158.5	154.2	108.9	126.5	151.0	141.3	163.7	149.5
		Percentage of cost of materials									
Trade payables	25	5.5	5.7	8.0	6.1	4.8	5.2	5.6	6.2	5.4	5.2
	50	8.9	9.0	17.5	14.2	8.4	8.0	8.3	8.8	7.2	8.2
	75	17.1	16.2	34.0	33.7	19.5	14.0	13.9	15.0	12.0	12.6

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindred sample for 2004-2005 1		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	4.9	5.4	1.9	1.8	1.5	1.5	3.6	3.3	5.4	6.1
of which Goodwill	3.2	3.6	1.4	1.3	0.8	0.6	1.8	1.5	3.7	4.4
Tangible fixed assets	15.3	14.6	23.8	24.3	19.3	18.8	18.5	18.4	14.1	13.4
of which Land and buildings	7.6	7.3	12.1	11.3	9.7	9.3	9.6	9.5	6.9	6.6
Inventories	19.4	18.8	20.3	20.4	29.6	30.0	27.0	26.2	17.0	16.4
of which Finished goods and merchandise	6.7	6.6	8.4	8.5	9.9	10.3	7.9	7.8	6.2	6.1
Cash	4.7	5.4	13.9	13.6	12.9	13.1	9.9	10.9	2.9	3.5
Receivables	39.6	39.4	35.8	35.7	31.5	30.8	35.2	34.6	41.2	41.0
Short-term	37.0	36.4	30.8	30.2	29.2	28.3	33.4	32.9	38.4	37.7
of which										
Trade receivables	11.7	11.1	18.0	17.2	19.3	18.4	18.7	18.5	9.6	8.9
Receivables from affiliated companies	22.7	23.1	7.9	7.9	6.3	6.6	11.8	11.8	26.4	26.9
Long-term	2.6	3.0	5.0	5.4	2.4	2.5	1.7	1.7	2.8	3.3
of which Loans to affiliated companies	1.9	2.4	0.4	0.5	0.3	0.6	0.9	0.9	2.3	2.9
Securities	1.1	1.4	2.9	2.8	1.7	1.8	2.0	2.6	0.9	1.1
Other long-term equity investments	14.8	14.8	0.7	0.7	2.9	3.5	3.4	3.7	18.4	18.2
Capital										
Equity	37.7	38.9	20.6	21.3	29.6	31.7	32.6	34.3	39.7	40.6
Liabilities	37.4	36.4	59.8	59.4	54.2	52.3	47.6	45.7	33.6	33.1
Short-term	27.6	27.5	34.7	34.7	38.4	39.6	35.2	36.4	25.1	24.7
of which										
Liabilities to banks	5.1	3.6	8.4	8.6	7.1	6.7	5.5	4.9	4.8	3.1
Trade payables	4.7	4.4	9.2	9.7	10.0	10.2	6.8	6.5	3.8	3.5
Liabilities to affiliated companies	11.2	12.3	4.3	5.2	7.2	9.5	12.7	14.8	11.2	12.0
Long-term	9.7	8.9	25.2	24.6	15.8	12.7	12.4	9.2	8.5	8.4
of which										
Liabilities to banks	4.9	6.3	19.4	18.3	9.8	8.9	6.4	5.0	4.0	6.2
Liabilities to affiliated companies	4.0	1.9	4.4	4.6	4.3	2.4	5.1	3.5	3.7	1.5
Provisions	24.7	24.4	18.8	18.5	15.7	15.5	19.0	19.2	26.7	26.2
of which Provisions for pensions	13.3	13.0	9.0	9.0	6.3	6.1	6.7	6.5	15.3	14.9
Income statement										
Percentage of gross revenue										
Income	99.6	99.5	99.3	99.9	99.7	98.9	99.2	99.8	99.7	99.5
Sales	0.4	0.5	0.7	0.1	0.3	1.1	0.8	0.2	0.3	0.5
Change in finished goods	0.6	0.6	0.3	0.4	0.3	0.3	0.3	0.3	0.7	0.7
Interest and similar income	6.2	6.5	4.3	5.2	3.1	3.2	3.7	3.2	7.4	8.0
Other income 2										
of which Income from long-term equity investments	1.0	0.8	0.1	0.2	0.1	0.1	0.3	0.3	1.4	1.0
Total income 2	106.8	107.1	104.6	105.6	103.4	103.5	104.0	103.6	108.1	108.7
Expenses										
Cost of materials	45.5	45.5	31.4	33.7	44.1	44.5	45.9	45.4	45.8	45.9
Personnel expenses	30.5	29.9	41.5	41.4	32.4	32.1	30.4	30.0	30.1	29.5
Depreciation	3.6	3.5	3.5	3.3	2.7	2.6	3.1	2.9	3.8	3.8
of which Depreciation of tangible fixed assets	3.2	3.2	3.3	3.2	2.5	2.5	2.7	2.6	3.5	3.4
Interest and similar expenses	1.1	1.0	1.6	1.6	1.2	1.1	0.9	0.8	1.1	1.0
Operating taxes	0.1	0.0	0.1	0.1	0.1	0.0	0.0	0.1	0.1	0.0
Other expenses 3	19.2	19.3	19.3	19.5	16.1	16.0	16.2	16.5	20.5	20.5
Total expenses before taxes on income 3	99.8	99.3	97.4	99.6	96.5	96.4	96.5	95.7	101.4	100.7
Annual result before taxes on income	6.9	7.8	7.3	6.0	6.8	7.1	7.5	7.9	6.7	7.9
Taxes on income	1.8	1.8	1.8	1.7	2.1	2.2	2.1	2.1	1.7	1.7
Annual result	5.1	6.0	5.5	4.3	4.8	5.0	5.4	5.8	5.0	6.2
Other ratios										
Percentage of sales										
Annual result before taxes on income	7.0	7.9	7.3	6.0	6.9	7.2	7.6	7.9	6.8	8.0
Annual result and depreciation	8.7	9.5	9.0	7.6	7.5	7.6	8.5	8.7	8.9	10.0
Trade receivables	10.3	9.8	10.7	10.7	12.0	11.7	12.4	12.3	9.3	8.7
Percentage of the balance sheet total										
Sales	114.5	113.4	167.5	161.2	161.0	156.9	150.9	150.3	102.5	101.8
Annual result and interest paid	7.1	8.0	11.8	9.5	9.6	9.6	9.5	9.9	6.3	7.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.3	19.4	23.0	18.8	20.9	21.7	22.3	23.9	15.9	18.3
Percentage of fixed assets										
Long-term equity and liabilities	161.4	160.0	173.8	169.0	195.2	188.4	187.9	183.1	155.7	155.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	154.1	155.3	132.9	130.0	112.4	107.5	127.7	126.2	167.2	170.2
Cash resources, short-term receivables and inventories	224.3	223.7	191.4	188.7	189.4	183.3	204.5	198.2	234.7	236.8
Percentage of cost of materials										
Trade payables	8.9	8.5	17.3	17.7	14.1	14.4	9.7	9.6	8.0	7.4
Memo item										
Balance sheet total in € billion	18.78	20.29	0.19	0.20	0.94	1.01	3.28	3.46	14.36	15.62
Sales in € billion	21.51	23.01	0.33	0.32	1.52	1.59	4.95	5.20	14.72	15.90
Number of enterprises	1,057	1,057	410	410	318	318	232	232	97	97

1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.6	5.6	6.4	5.9	4.1	4.5	5.9	6.1	8.3	7.3
	50	13.6	14.1	14.9	14.9	11.5	13.3	15.2	15.4	13.6	12.6
	75	28.4	27.7	34.7	36.7	28.5	25.8	26.4	26.0	23.3	20.9
Inventories	25	10.8	11.5	4.9	5.2	15.3	16.3	18.9	19.7	13.7	13.3
	50	22.7	23.0	14.0	15.8	28.0	28.3	28.9	28.6	22.4	22.8
	75	36.6	37.5	30.6	29.2	43.0	44.9	38.9	37.6	34.2	32.2
Equity	25	9.2	9.5	1.5	- 0.9	10.0	10.5	16.1	18.0	15.4	18.2
	50	23.7	24.5	20.8	19.6	21.5	24.5	28.3	29.9	26.0	26.5
	75	40.8	43.6	39.5	41.5	40.7	46.4	41.9	43.3	43.1	46.7
Short-term liabilities	25	18.1	17.6	15.4	15.6	20.9	20.7	19.6	19.3	14.9	14.5
	50	32.1	33.1	29.5	29.8	37.1	35.5	32.8	35.4	26.0	31.8
	75	53.7	52.3	54.9	54.0	58.4	54.0	50.3	52.6	42.7	47.5
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
	50	10.6	9.9	18.4	17.8	10.4	9.9	5.6	4.0	1.6	0.1
	75	31.3	30.7	46.7	45.8	30.0	28.5	20.3	17.9	16.2	13.9
		Percentage of gross revenue									
Cost of materials	25	25.8	25.6	18.4	17.2	33.5	32.7	35.6	35.4	40.1	38.8
	50	38.9	39.0	25.2	24.8	43.3	43.3	45.1	45.3	45.0	46.0
	75	50.2	50.5	38.9	39.9	52.8	54.2	54.9	53.4	53.7	53.7
Personnel expenses	25	25.4	25.4	28.4	29.1	24.7	24.5	24.0	23.5	23.9	23.6
	50	34.1	34.1	42.4	43.1	32.6	32.6	29.9	29.5	30.7	30.2
	75	44.5	44.4	52.9	56.5	40.8	40.6	37.3	37.7	36.6	36.3
Depreciation	25	1.4	1.3	1.6	1.6	1.1	1.1	1.4	1.3	2.0	2.0
	50	2.4	2.4	2.7	2.7	2.0	1.8	2.2	2.2	3.0	2.8
	75	4.2	3.9	4.8	4.9	3.7	3.4	3.5	3.5	4.6	4.3
Annual result	25	1.1	0.8	0.6	- 0.2	1.1	1.1	1.4	1.7	1.3	1.8
	50	3.8	3.8	4.0	2.8	3.0	3.3	5.0	4.9	4.5	5.1
	75	9.0	8.4	10.3	9.3	7.1	7.2	8.8	8.6	9.5	9.3
		Percentage of sales									
Annual result before taxes on income	25	1.5	1.1	0.9	- 0.1	1.7	1.7	2.2	2.6	1.9	1.8
	50	5.4	5.0	5.7	3.8	4.0	4.7	6.6	6.9	5.5	6.7
	75	11.9	11.4	13.5	12.4	10.4	10.8	11.5	11.3	10.8	11.4
Annual result and depreciation	25	4.0	3.8	3.9	2.6	3.9	3.8	5.0	5.0	4.8	5.6
	50	8.8	7.9	9.7	7.0	6.8	7.3	10.0	9.4	9.1	9.3
	75	15.3	15.0	17.8	16.3	13.5	13.0	14.9	15.0	13.6	15.2
Trade receivables	25	6.0	5.9	4.6	3.8	7.3	7.2	7.5	7.3	4.9	4.8
	50	10.1	10.0	8.7	9.4	11.1	10.4	11.4	11.2	8.2	8.0
	75	15.2	14.8	14.1	14.6	16.0	15.5	15.5	14.9	12.6	11.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.2	3.6	3.7	1.7	4.5	4.6	4.6	4.6	2.6	3.1
	50	8.7	8.6	9.4	7.3	8.1	8.7	9.0	9.3	6.9	9.1
	75	17.1	15.3	24.0	19.2	14.2	13.3	16.2	16.1	13.5	13.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.5	6.2	6.3	0.8	7.1	7.0	10.8	12.1	7.0	10.4
	50	21.8	19.0	23.2	14.5	18.8	18.7	23.2	25.1	20.8	22.7
	75	45.2	44.1	52.5	41.4	43.3	44.2	44.8	50.7	34.8	38.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	125.9	119.4	119.1	104.6	132.9	131.1	129.5	131.7	123.8	114.9
	50	214.4	202.9	211.6	192.5	230.1	239.3	222.4	214.7	178.1	166.8
	75	438.7	428.2	449.7	430.8	507.4	522.4	401.4	350.9	283.4	268.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	73.0	69.1	70.0	60.6	70.5	63.9	75.8	77.8	91.0	86.2
	50	135.3	126.5	146.4	135.2	118.2	115.0	128.2	127.9	161.7	140.4
	75	268.9	264.8	335.0	324.8	231.5	228.1	217.0	210.9	279.8	258.1
		Percentage of cost of materials									
Trade payables	25	4.8	5.2	4.7	5.3	5.2	5.3	4.4	4.8	4.9	5.2
	50	9.6	9.8	11.2	12.0	10.6	10.6	7.7	7.7	7.6	7.6
	75	17.8	18.0	21.4	23.9	19.2	18.0	12.6	13.0	11.5	10.8

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	6.0	6.6	1.1	1.1	1.6	1.6	4.2	3.9	6.8	7.7
of which Goodwill	4.3	4.8	0.7	0.6	0.9	0.7	2.2	1.8	5.1	5.9
Tangible fixed assets	15.0	14.1	20.9	21.2	19.3	18.8	17.3	17.5	14.0	12.9
of which Land and buildings	7.2	6.7	9.6	8.4	9.3	9.0	8.2	8.4	6.8	6.2
Inventories	17.7	17.1	20.9	20.9	28.7	28.9	27.3	26.7	14.6	13.9
of which Finished goods and merchandise	5.8	5.7	8.3	8.2	9.9	10.3	7.8	7.8	5.0	4.8
Cash	4.9	5.7	14.6	14.5	13.1	13.5	9.9	10.9	2.9	3.8
Receivables	38.7	38.6	37.6	37.6	31.8	31.0	35.2	34.2	40.1	40.2
Short-term	36.0	35.4	31.9	31.6	29.3	28.4	33.3	32.4	37.3	36.7
of which										
Trade receivables	10.4	9.8	18.1	17.6	19.1	18.5	18.0	18.1	7.7	7.2
Receivables from affiliated companies	23.5	23.7	8.4	8.5	6.6	6.6	12.2	11.6	27.7	28.0
Long-term	2.7	3.2	5.7	6.0	2.5	2.7	1.9	1.8	2.9	3.6
of which Loans to affiliated companies	2.1	2.6	0.1	0.2	0.3	0.5	0.9	1.0	2.5	3.2
Securities	1.4	1.7	3.4	3.2	1.8	1.9	2.3	2.6	1.1	1.4
Other long-term equity investments	16.1	15.9	0.6	0.6	3.1	3.8	3.4	3.8	20.3	19.8
Capital										
Equity	40.4	40.9	26.2	27.6	33.3	35.4	37.2	39.3	41.9	41.8
Liabilities	34.1	34.0	52.5	51.6	51.0	49.3	42.4	39.9	30.5	31.2
Short-term	25.5	26.6	32.5	32.7	36.9	37.6	32.2	32.7	22.9	24.2
of which										
Liabilities to banks	3.9	2.9	6.7	7.1	6.4	6.5	4.6	4.4	3.5	2.3
Trade payables	4.1	4.0	8.6	9.1	9.6	9.4	6.6	6.3	3.0	3.0
Liabilities to affiliated companies	11.2	12.8	4.6	5.5	7.0	9.2	11.0	12.1	11.7	13.3
Long-term	8.6	7.4	20.0	18.9	14.1	11.7	10.2	7.2	7.6	7.0
of which										
Liabilities to banks	4.9	6.2	14.4	12.9	9.3	8.2	5.2	4.1	4.3	6.4
Liabilities to affiliated companies	3.0	0.7	4.5	4.6	3.3	2.1	4.1	2.3	2.7	0.2
Provisions	25.3	24.9	20.4	19.9	15.3	14.9	19.3	19.7	27.6	26.9
of which Provisions for pensions	14.0	13.6	11.1	11.0	6.3	6.0	6.7	6.6	16.4	15.8
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.7	99.3	99.7	99.6	98.9	99.0	99.8	99.9	99.7
Change in finished goods	0.3	0.3	0.7	0.3	0.4	1.1	1.0	0.2	0.1	0.3
Interest and similar income	0.7	0.6	0.4	0.4	0.3	0.3	0.3	0.4	0.9	0.8
Other income ²	6.8	7.3	4.4	5.2	3.1	3.1	3.9	3.4	8.4	9.3
of which Income from long-term equity investments	1.0	0.6	0.1	0.2	0.1	0.1	0.3	0.3	1.4	0.9
Total income ²	107.4	107.9	104.8	105.7	103.4	103.4	104.3	103.8	109.3	110.1
Expenses										
Cost of materials	45.6	45.3	32.5	35.2	44.4	44.9	46.9	46.8	45.5	45.0
Personnel expenses	30.7	30.3	43.1	42.5	32.1	32.0	29.4	29.1	30.6	30.3
Depreciation	3.9	3.8	3.3	3.1	2.7	2.6	3.1	3.0	4.3	4.2
of which Depreciation of tangible fixed assets	3.5	3.5	3.1	3.0	2.6	2.5	2.7	2.7	3.9	4.0
Interest and similar expenses	1.1	1.0	1.4	1.4	1.1	1.0	0.8	0.7	1.2	1.1
Operating taxes	0.1	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1
Other expenses ³	19.7	19.7	19.2	19.1	15.9	15.7	16.5	16.6	21.4	21.5
Total expenses before taxes on income ³	100.9	100.2	99.6	101.2	96.3	96.3	96.8	96.3	103.2	102.2
Annual result before taxes on income	6.5	7.7	5.3	4.4	7.1	7.1	7.5	7.5	6.1	7.9
Taxes on income	2.1	2.1	1.9	1.8	2.3	2.4	2.4	2.3	1.9	1.9
Annual result	4.4	5.6	3.4	2.6	4.8	4.7	5.1	5.2	4.2	6.0
Other ratios	Percentage of sales									
Annual result before taxes on income	6.6	7.7	5.3	4.4	7.2	7.2	7.6	7.5	6.1	7.9
Annual result and depreciation	8.3	9.4	6.7	5.7	7.6	7.5	8.3	8.2	8.5	10.2
Trade receivables	9.8	9.5	11.4	11.5	12.0	11.9	12.3	12.3	8.5	8.0
Percentage of the balance sheet total										
Sales	105.3	103.8	159.3	153.1	159.4	154.7	146.3	146.8	90.5	89.3
Annual result and interest paid	5.8	6.9	7.7	6.1	9.4	9.0	8.7	8.8	4.8	6.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.0	18.3	18.1	15.0	22.5	22.6	22.9	24.2	13.9	16.8
Percentage of fixed assets										
Long-term equity and liabilities	157.8	154.4	196.7	192.4	200.3	194.5	199.4	193.8	149.3	146.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	164.6	159.6	148.4	145.7	118.3	114.6	140.2	138.8	178.9	171.6
Cash resources, short-term receivables and inventories	234.2	223.9	212.9	209.7	196.0	191.3	225.1	220.5	242.5	229.1
Percentage of cost of materials										
Trade payables	8.6	8.5	16.6	16.8	13.6	13.4	9.5	9.2	7.4	7.5
Memo item										
Balance sheet total in € billion	13.90	15.06	0.15	0.16	0.79	0.86	2.52	2.65	10.43	11.40
Sales in € billion	14.63	15.63	0.25	0.24	1.26	1.33	3.69	3.89	9.44	10.18
Number of enterprises	802	802	299	299	265	265	175	175	63	63

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments (cont'd)

Ratios	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
	Of the enterprises ...										
...	... % had a ratio of no more than ...										
	Percentage of the balance sheet total										
Tangible fixed assets	25	4.9	5.1	5.1	4.9	4.0	4.4	5.6	5.6	8.1	6.6
	50	12.1	12.7	12.0	12.5	11.2	12.5	13.5	15.5	13.1	12.2
	75	25.2	25.1	25.4	26.8	26.9	25.1	25.1	25.1	23.7	19.9
Inventories	25	10.7	11.5	4.9	5.3	14.8	16.2	18.2	19.1	10.7	9.3
	50	22.4	23.0	14.1	15.8	27.7	28.0	29.4	29.0	18.6	18.3
	75	37.3	37.9	32.0	30.3	42.3	43.2	39.7	39.0	33.6	28.6
Equity	25	13.3	14.1	8.9	8.7	12.1	14.0	19.8	22.9	20.5	19.8
	50	27.0	28.6	24.5	22.9	25.6	27.6	32.7	34.7	35.3	31.5
	75	43.5	47.9	40.5	44.1	45.7	48.2	50.1	50.4	53.1	55.4
Short-term liabilities	25	17.6	16.7	15.7	14.7	19.3	18.5	18.2	17.3	12.8	12.5
	50	30.5	31.1	29.4	28.8	36.5	34.5	30.8	31.3	24.4	27.1
	75	50.3	49.4	52.2	50.0	57.9	52.4	47.2	48.3	40.7	41.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	7.5	6.9	13.4	12.5	9.3	8.0	3.8	3.2	0.0	0.0
	75	25.8	24.4	32.4	33.0	26.1	27.6	17.6	15.4	10.1	11.2
	Percentage of gross revenue										
Cost of materials	25	26.9	26.6	18.8	17.2	33.5	32.7	36.2	37.1	39.3	37.8
	50	39.6	40.2	25.4	25.2	43.9	43.4	45.4	46.5	46.5	46.3
	75	51.3	51.7	39.4	42.6	53.2	54.6	55.9	54.9	54.0	53.4
Personnel expenses	25	26.0	26.5	34.0	33.5	24.5	24.7	23.7	23.2	24.2	25.2
	50	34.6	34.7	46.6	46.3	32.0	32.6	29.4	29.4	30.9	31.0
	75	45.8	45.2	55.3	59.0	40.3	40.4	36.1	36.3	36.6	36.3
Depreciation	25	1.3	1.3	1.5	1.4	1.1	1.1	1.3	1.3	2.3	2.0
	50	2.3	2.2	2.6	2.5	2.0	1.8	2.1	2.2	3.0	3.0
	75	4.1	3.8	4.5	4.4	3.6	3.2	3.6	3.7	5.6	4.9
Annual result	25	0.8	0.5	0.2	- 0.8	1.1	1.1	1.4	1.5	0.5	0.3
	50	3.1	2.9	2.7	1.5	3.0	3.3	4.3	4.6	3.9	5.1
	75	7.1	6.9	6.5	5.0	6.8	6.5	8.5	8.3	8.3	11.2
	Percentage of sales										
Annual result before taxes on income	25	1.2	0.7	0.3	- 0.6	1.7	1.7	2.1	1.9	1.1	0.8
	50	4.4	4.1	3.6	2.5	4.0	4.6	6.5	6.3	5.2	6.0
	75	10.2	10.1	9.2	7.2	10.1	10.1	11.5	11.6	10.8	11.8
Annual result and depreciation	25	3.7	3.2	2.9	1.6	3.9	3.8	4.7	4.3	4.0	4.1
	50	7.7	7.0	6.8	5.2	6.7	7.2	9.9	9.3	8.4	11.3
	75	13.6	13.6	12.9	11.3	13.3	12.8	14.9	15.2	14.4	17.5
Trade receivables	25	6.2	6.1	4.9	5.1	7.3	7.3	7.2	6.8	4.9	4.6
	50	10.2	10.2	9.4	10.0	11.2	10.7	11.4	11.2	8.2	8.5
	75	15.4	15.1	14.8	15.7	16.2	15.6	15.4	14.9	12.6	10.9
	Percentage of the balance sheet total										
Annual result and interest paid	25	3.7	2.7	2.2	0.7	4.5	4.3	4.3	3.8	1.6	1.3
	50	7.4	7.0	6.7	5.3	7.9	8.4	8.5	8.8	6.1	6.8
	75	13.6	12.4	14.1	11.5	13.2	12.8	15.3	14.1	13.1	13.2
	Percentage of liabilities and provisions less cash										
Annual result and depreciation	25	6.3	5.1	4.5	- 0.2	7.1	7.0	10.5	11.8	5.2	8.3
	50	19.6	17.2	17.0	10.4	18.9	18.5	22.8	25.5	22.6	23.2
	75	42.9	42.5	39.0	31.2	43.5	44.4	47.1	55.6	36.7	43.9
	Percentage of fixed assets										
Long-term equity and liabilities	25	141.7	135.7	137.5	127.4	146.1	141.5	143.9	153.4	120.5	109.7
	50	233.9	228.4	246.3	231.2	244.1	262.2	234.9	234.0	164.6	159.9
	75	472.0	471.7	500.0	512.4	518.1	542.4	414.2	373.4	283.4	268.6
	Percentage of short-term liabilities										
Cash resources and short-term receivables	25	81.1	77.6	78.6	79.4	75.4	68.9	83.5	85.3	93.3	98.7
	50	143.7	145.2	159.4	161.1	126.3	126.5	137.0	145.0	174.0	154.9
	75	293.9	281.5	355.3	363.2	244.3	246.3	244.4	237.6	354.4	259.8
	Percentage of cost of materials										
Trade payables	25	4.8	5.0	4.8	5.1	5.1	5.1	4.4	4.7	4.6	5.2
	50	9.6	9.5	11.4	11.2	10.5	10.0	7.7	7.7	7.6	7.8
	75	17.8	17.5	22.0	23.6	19.1	17.6	12.6	12.8	11.5	10.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	1.7	1.8	4.7	4.5	0.8	0.7	1.7	1.2	1.7	1.9
of which Goodwill	0.2	0.2	4.3	4.1	0.1	0.1	0.6	0.5	0.0	0.1
Tangible fixed assets	16.0	16.1	34.7	37.4	19.4	18.8	22.5	21.2	14.5	14.8
of which Land and buildings	8.6	8.7	21.5	23.5	12.0	11.3	14.3	13.0	7.3	7.6
Inventories	24.1	23.8	17.9	18.0	34.2	36.2	26.2	24.6	23.3	23.3
of which Finished goods and merchandise	9.1	9.3	8.7	9.5	9.8	10.2	7.9	7.9	9.3	9.6
Cash	4.3	4.3	11.1	9.9	12.1	11.2	9.7	11.2	2.8	2.7
Receivables	42.0	41.4	29.0	27.6	29.9	29.5	35.0	35.8	43.9	43.1
Short-term	39.8	39.1	26.7	24.6	28.4	27.8	33.9	34.5	41.5	40.5
of which										
Trade receivables	15.7	14.7	17.5	15.6	20.1	18.0	21.2	20.0	14.5	13.5
Receivables from affiliated companies	20.4	21.5	6.2	5.1	5.2	6.3	10.4	12.1	23.1	24.0
Long-term	2.2	2.4	2.3	3.0	1.5	1.7	1.1	1.2	2.4	2.6
of which Loans to affiliated companies	1.5	1.8	1.5	1.9	0.4	1.0	0.6	0.6	1.7	2.0
Securities	0.5	0.7	1.0	0.7	1.5	1.4	1.2	2.3	0.3	0.3
Other long-term equity investments	11.3	11.7	0.9	1.0	1.7	1.8	3.4	3.3	13.3	13.8
Capital										
Equity	30.1	33.2	- 0.9	- 5.1	9.9	11.1	17.1	18.1	33.7	37.2
Liabilities	46.8	43.5	87.7	91.9	70.7	68.7	65.1	64.2	41.9	38.1
Short-term	33.8	30.4	43.0	43.1	46.2	50.2	45.5	48.5	31.0	26.1
of which										
Liabilities to banks	8.7	5.5	14.9	14.7	10.9	7.8	8.7	6.6	8.5	5.2
Trade payables	6.2	5.5	11.2	12.2	12.3	14.2	7.4	7.3	5.7	4.8
Liabilities to affiliated companies	11.0	10.8	3.1	3.8	8.2	11.6	18.3	23.5	9.7	8.4
Long-term	13.0	13.1	44.7	48.8	24.5	18.5	19.6	15.7	11.0	12.1
of which										
Liabilities to banks	4.9	6.6	38.6	40.9	12.9	12.9	10.5	8.0	3.1	5.8
Liabilities to affiliated companies	7.0	5.4	3.9	4.9	9.6	4.1	8.6	7.3	6.6	5.0
Provisions	23.0	23.2	12.7	12.6	18.0	18.6	17.8	17.6	24.3	24.6
of which Provisions for pensions	11.3	11.2	0.7	0.8	6.2	6.3	6.7	6.3	12.4	12.4
Income statement										
Income										
Percentage of gross revenue										
Sales	99.4	99.2	99.5	100.5	100.0	98.9	99.6	99.7	99.3	99.1
Change in finished goods	0.6	0.8	0.5	- 0.5	0.0	1.1	0.4	0.3	0.7	0.9
Interest and similar income	0.4	0.4	0.1	0.1	0.4	0.3	0.2	0.2	0.4	0.5
Other income ²	5.0	5.0	3.9	5.2	2.9	3.4	2.9	2.7	5.6	5.6
of which Income from long-term equity investments	1.1	1.1	0.1	0.0	0.0	0.1	0.1	0.3	1.5	1.3
Total income ²	105.4	105.5	104.0	105.3	103.3	103.7	103.2	102.9	106.0	106.1
Expenses										
Cost of materials	45.3	46.1	28.1	28.9	42.5	42.8	42.7	41.4	46.4	47.5
Personnel expenses	30.2	29.0	36.7	37.8	34.0	32.5	33.2	32.5	29.2	28.0
Depreciation	3.0	2.9	4.2	4.0	2.5	2.4	3.0	2.7	3.0	2.9
of which Depreciation of tangible fixed assets	2.7	2.5	3.9	3.9	2.3	2.2	2.7	2.4	2.8	2.5
Interest and similar expenses	1.0	1.0	2.1	2.2	1.7	1.4	1.1	1.1	0.9	0.9
Operating taxes	0.1	0.0	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.0
Other expenses ³	18.1	18.3	19.6	21.0	17.1	17.4	15.6	16.3	18.7	18.8
Total expenses before taxes on income ³	97.6	97.3	90.7	94.1	97.9	96.6	95.6	94.0	98.1	98.1
Annual result before taxes on income	7.8	8.2	13.3	11.2	5.5	7.1	7.6	8.9	7.9	8.0
Taxes on income	1.3	1.3	1.5	1.3	1.0	1.1	1.4	1.4	1.3	1.3
Annual result	6.5	6.8	11.8	9.9	4.4	6.0	6.1	7.5	6.6	6.7
Other ratios										
Percentage of sales										
Annual result before taxes on income	7.8	8.2	13.4	11.2	5.5	7.2	7.6	8.9	7.9	8.1
Annual result and depreciation	9.5	9.8	16.0	13.9	6.9	8.5	9.2	10.2	9.6	9.7
Trade receivables	11.2	10.4	8.8	8.0	11.8	10.6	12.8	12.4	10.8	9.9
Percentage of the balance sheet total										
Sales	140.8	141.2	198.3	195.4	169.4	169.3	166.3	161.5	134.2	135.8
Annual result and interest paid	10.6	11.1	27.6	23.7	10.5	12.8	12.0	13.8	10.1	10.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	20.5	22.1	35.4	28.5	15.0	18.6	20.9	23.4	20.4	21.9
Percentage of fixed assets										
Long-term equity and liabilities	174.2	180.2	113.6	104.1	166.0	149.9	151.5	148.1	179.3	187.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	131.6	144.6	88.6	80.0	87.9	77.7	98.3	98.6	144.1	166.8
Cash resources, short-term receivables and inventories	202.8	223.0	130.1	121.9	161.9	149.8	155.9	149.4	219.4	256.1
Percentage of cost of materials										
Trade payables	9.7	8.4	20.0	21.7	17.0	19.3	10.4	10.9	9.1	7.4
Memo item										
Balance sheet total in € billion	4.88	5.22	0.04	0.04	0.15	0.15	0.76	0.82	3.94	4.22
Sales in € billion	6.87	7.38	0.08	0.07	0.25	0.26	1.26	1.32	5.28	5.72
Number of enterprises	255	255	111	111	53	53	57	57	34	34

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

17 Manufacture of medical, precision and optical instruments (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	8.3	8.3	9.4	13.2	5.0	6.4	6.9	7.3	8.5	8.2
	50	19.7	20.7	25.1	29.9	20.0	17.9	17.2	15.2	15.5	17.1
	75	40.5	42.4	55.0	55.6	30.2	34.3	31.0	29.8	22.4	21.6
Inventories	25	11.6	11.8	4.7	5.1	17.9	18.4	20.7	20.6	20.4	19.3
	50	23.2	23.0	13.7	15.9	29.5	30.0	26.2	25.3	27.1	26.5
	75	34.4	35.6	27.6	27.5	47.1	46.5	34.4	34.5	35.0	40.6
Equity	25	- 0.6	- 8.8	- 43.2	- 47.6	3.6	2.8	5.8	8.6	9.2	15.7
	50	11.1	13.1	1.5	- 8.8	9.5	9.3	16.1	18.1	20.7	21.0
	75	26.8	25.6	32.7	28.3	20.3	20.5	26.2	25.6	30.6	32.8
Short-term liabilities	25	19.8	21.3	14.5	18.2	26.9	30.5	24.5	29.0	18.2	16.7
	50	34.9	39.8	31.2	34.8	40.6	45.0	38.8	49.2	31.6	37.0
	75	62.8	62.8	62.8	65.3	64.2	71.9	64.9	61.8	57.5	50.1
Liabilities to banks	25	5.3	1.9	12.3	17.9	6.3	2.0	3.1	0.0	0.0	0.0
	50	23.6	23.0	51.0	47.3	20.4	16.5	13.7	11.9	9.3	5.8
	75	56.5	54.3	83.8	90.4	41.1	40.4	25.5	25.5	29.3	27.5
		Percentage of gross revenue									
Cost of materials	25	24.2	23.9	17.8	17.2	32.5	33.8	33.0	33.9	41.6	41.8
	50	35.3	35.9	24.4	24.2	39.1	40.9	44.0	43.1	44.2	45.7
	75	47.1	46.2	35.3	35.9	50.6	50.9	52.5	49.8	53.1	54.6
Personnel expenses	25	24.0	23.4	20.5	22.2	27.4	23.7	25.1	25.6	22.4	21.8
	50	32.8	32.0	33.1	35.2	34.6	32.5	31.7	30.9	28.9	27.5
	75	41.2	42.0	43.1	47.7	44.0	41.2	39.2	39.3	35.8	35.8
Depreciation	25	1.6	1.6	1.8	1.9	1.4	1.4	1.4	1.4	1.7	1.7
	50	2.7	2.6	3.2	3.4	2.1	1.9	2.3	2.2	2.6	2.5
	75	4.4	4.3	5.8	6.2	3.9	3.7	3.5	3.3	3.7	3.7
Annual result	25	2.7	2.7	6.5	5.4	1.1	1.4	1.9	2.9	2.6	3.0
	50	7.4	7.6	12.1	12.5	3.2	4.2	5.8	5.9	5.8	6.1
	75	14.2	13.9	22.3	21.5	9.7	11.2	9.7	9.9	9.8	8.8
		Percentage of sales									
Annual result before taxes on income	25	3.1	3.1	6.9	5.5	1.2	1.6	2.7	3.5	3.1	4.0
	50	8.6	7.9	13.3	13.6	4.4	4.9	7.0	7.1	6.8	6.7
	75	15.7	15.6	24.8	23.7	11.6	13.3	11.8	11.2	11.7	11.1
Annual result and depreciation	25	7.0	6.1	11.3	8.4	2.8	4.7	6.6	5.6	5.0	7.0
	50	12.4	12.1	17.7	16.3	7.0	7.4	10.0	9.8	9.4	9.2
	75	19.8	19.4	29.1	28.7	13.9	15.5	15.0	14.8	12.6	13.7
Trade receivables	25	5.1	4.6	2.1	2.2	7.7	6.7	8.4	8.6	4.7	4.8
	50	9.7	8.9	7.0	6.8	11.0	10.0	11.3	10.9	8.3	7.9
	75	13.7	13.1	12.6	11.6	13.9	13.4	16.3	14.4	12.6	12.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	7.0	7.8	16.1	13.7	4.0	5.5	6.0	6.7	5.4	6.0
	50	16.1	15.9	34.0	31.6	10.6	11.4	13.2	11.9	10.9	11.2
	75	35.1	32.9	62.5	53.7	21.4	20.5	19.2	20.6	17.5	14.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	11.7	10.8	18.8	10.8	7.2	8.3	11.7	13.2	10.1	11.1
	50	26.2	23.8	35.2	32.9	18.2	20.3	23.8	23.8	19.8	22.5
	75	55.7	47.0	90.7	71.3	35.7	37.5	41.3	39.5	30.3	34.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	90.6	82.6	70.0	58.4	102.6	97.3	89.7	87.5	132.5	136.9
	50	151.2	138.6	133.3	119.1	151.2	129.1	169.3	163.3	183.9	187.1
	75	317.7	281.3	291.7	228.2	397.2	363.6	339.3	299.4	278.7	282.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	56.8	51.5	48.0	44.8	51.9	50.3	68.5	67.2	71.1	75.0
	50	102.5	93.6	102.8	85.4	93.5	81.8	95.6	94.2	137.5	112.1
	75	214.0	180.3	271.4	242.1	159.6	149.5	188.0	149.7	227.0	249.3
		Percentage of cost of materials									
Trade payables	25	5.2	5.8	4.7	6.0	6.3	7.3	4.8	5.6	5.2	5.1
	50	9.6	10.5	11.0	12.8	11.7	12.6	8.1	8.3	7.5	7.1
	75	17.7	20.2	21.2	25.8	19.6	20.7	12.4	14.1	11.5	10.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.2	0.8	2.8	2.8	0.6	0.6	2.0	1.6	1.2	0.8
of which Goodwill	0.2	0.1	2.5	2.6	0.1	0.1	0.9	0.7	0.2	0.1
Tangible fixed assets	18.1	17.1	37.3	38.0	29.0	28.6	31.8	29.7	17.9	16.9
of which Land and buildings	3.6	3.4	19.0	19.7	15.2	14.6	12.2	11.7	3.4	3.3
Inventories	10.1	9.8	16.5	20.3	28.6	27.6	25.6	25.7	9.9	9.6
of which Finished goods and merchandise	5.5	5.5	7.4	8.6	11.3	10.3	9.3	9.2	5.5	5.5
Cash	6.5	6.4	6.0	8.5	5.0	5.5	5.0	5.3	6.5	6.4
Receivables	28.9	31.1	34.5	27.6	30.5	31.7	32.3	33.7	28.9	31.0
Short-term	23.4	25.1	34.5	27.5	28.1	29.9	31.6	32.9	23.3	25.0
of which										
Trade receivables	5.1	5.0	16.4	12.4	16.9	19.5	15.2	15.1	4.9	4.8
Receivables from affiliated companies	15.5	17.1	10.4	9.6	6.5	6.3	13.4	14.8	15.5	17.1
Long-term	5.5	6.0	0.0	0.0	2.4	1.8	0.8	0.8	5.6	6.0
of which Loans to affiliated companies	1.1	0.7	0.0	0.0	1.1	0.7	0.4	0.5	1.1	0.7
Securities	4.3	4.7	1.4	1.4	1.6	1.5	0.4	0.4	4.3	4.8
Other long-term equity investments	30.7	30.0	0.0	0.0	4.2	3.9	2.3	3.0	31.1	30.4
Capital										
Equity	26.6	25.4	13.1	14.1	23.4	23.5	27.4	27.3	26.6	25.4
Liabilities	38.3	37.6	81.3	79.2	63.9	64.0	60.4	60.9	37.9	37.2
Short-term	34.1	34.2	41.0	40.2	42.1	42.1	44.3	45.3	34.0	34.0
of which										
Liabilities to banks	1.6	0.9	10.5	11.7	9.1	9.5	9.6	8.9	1.5	0.8
Trade payables	8.1	7.6	14.7	13.9	13.5	13.9	12.3	11.8	8.0	7.6
Liabilities to affiliated companies	19.1	20.5	4.0	4.2	7.1	7.3	15.3	17.5	19.2	20.6
Long-term	4.2	3.4	40.3	38.9	21.8	21.9	16.1	15.6	4.0	3.2
of which										
Liabilities to banks	1.2	1.2	34.4	33.1	12.8	13.6	12.2	11.3	1.1	1.0
Liabilities to affiliated companies	2.3	1.7	1.5	1.9	7.6	6.5	3.0	3.0	2.3	1.7
Provisions	35.1	36.9	5.6	6.7	12.6	12.4	11.7	11.5	35.4	37.2
of which Provisions for pensions	16.4	17.3	0.1	0.6	4.3	4.4	4.0	3.8	16.6	17.5
Income statement										
Percentage of gross revenue										
Income	99.8	99.9	100.5	99.0	98.8	99.7	99.4	99.2	99.8	99.9
Sales	0.2	0.1	-0.5	1.0	1.2	0.3	0.6	0.8	0.2	0.1
Change in finished goods	1.1	1.2	0.4	0.3	0.3	0.2	0.3	0.5	1.1	1.2
Interest and similar income	6.2	5.9	4.5	4.5	3.5	3.1	4.0	3.4	6.2	6.0
Other income ²										
of which Income from long-term equity investments	0.9	0.7	0.0	0.0	0.5	0.2	0.3	0.3	0.9	0.7
Total income ²	107.3	107.1	104.9	104.8	103.7	103.4	104.2	103.9	107.4	107.2
Expenses										
Cost of materials	73.9	74.2	42.5	40.9	54.2	55.8	57.9	58.7	74.2	74.5
Personnel expenses	18.0	17.5	34.2	35.0	27.9	26.1	23.2	22.2	17.9	17.4
Depreciation	4.6	4.5	3.7	3.8	2.9	2.8	3.9	3.8	4.6	4.5
of which Depreciation of tangible fixed assets	4.0	4.0	3.7	3.8	2.7	2.7	3.7	3.7	4.0	4.0
Interest and similar expenses	1.0	0.9	2.3	2.1	1.3	1.2	1.3	1.2	1.0	0.9
Operating taxes	0.0	0.0	0.1	0.2	0.1	0.1	0.1	0.0	0.0	0.0
Other expenses ³	9.5	10.2	19.3	20.7	13.4	13.7	13.9	12.9	9.4	10.1
Total expenses before taxes on income ³	107.0	107.2	102.1	102.6	99.8	99.7	100.2	98.9	107.1	107.4
Annual result before taxes on income	0.3	-0.1	2.8	2.2	3.9	3.7	4.0	5.0	0.2	-0.2
Taxes on income	1.1	0.8	0.5	0.7	0.9	0.8	1.0	1.1	1.2	0.8
Annual result	-0.9	-0.8	2.3	1.4	3.0	2.9	3.0	3.9	-0.9	-0.9
Other ratios										
Percentage of sales										
Annual result before taxes on income	0.3	-0.1	2.8	2.2	3.9	3.7	4.1	5.0	0.2	-0.2
Annual result and depreciation	3.7	3.6	6.0	5.3	6.0	5.7	7.0	7.7	3.7	3.5
Trade receivables	3.9	3.8	9.5	7.1	9.0	10.2	8.7	8.6	3.8	3.7
Percentage of the balance sheet total										
Sales	129.7	131.5	172.9	174.4	188.1	191.9	175.3	175.7	129.1	130.8
Annual result and interest paid	0.1	0.1	7.9	6.3	8.2	8.0	7.6	9.1	0.0	-0.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	7.2	7.0	12.9	12.0	15.7	15.5	18.1	20.2	7.1	6.8
Percentage of fixed assets										
Long-term equity and liabilities	81.7	83.5	130.9	129.2	138.6	145.5	129.6	133.1	81.3	83.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.9	101.7	98.9	89.5	81.6	87.4	83.2	84.9	94.1	102.0
Cash resources, short-term receivables and inventories	123.6	130.4	139.0	139.9	149.4	152.9	141.0	141.5	123.3	130.2
Percentage of cost of materials										
Trade payables	8.4	7.8	20.1	19.3	13.1	12.9	12.0	11.3	8.4	7.8
Memo item										
Balance sheet total in € billion	156.26	162.06	0.02	0.02	0.27	0.29	1.88	2.02	154.09	159.73
Sales in € billion	202.71	213.12	0.03	0.03	0.52	0.56	3.29	3.55	198.87	208.98
Number of enterprises	430	430	38	38	100	100	137	137	155	155

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	10.4	11.1	12.8	14.5	6.4	7.5	11.3	11.4	14.9	13.7
	50	21.7	21.1	27.5	26.9	15.8	15.9	21.9	19.4	22.8	22.3
	75	40.6	40.4	45.6	45.0	41.3	42.1	42.9	41.3	37.4	34.6
Inventories	25	12.7	12.8	6.4	8.0	16.2	14.8	16.6	17.2	11.1	11.0
	50	21.9	22.1	12.1	18.7	28.6	28.7	27.8	28.2	18.1	16.3
	75	35.7	35.0	35.9	40.3	42.0	42.5	42.5	37.8	25.9	24.3
Equity	25	10.2	10.7	1.9	1.3	3.6	3.8	12.5	12.7	13.7	14.1
	50	22.5	22.6	17.0	18.8	13.9	16.7	24.4	26.5	24.5	25.1
	75	35.1	37.1	31.3	38.5	30.7	30.8	34.7	35.8	39.9	39.2
Short-term liabilities	25	27.8	27.9	24.3	23.0	29.8	28.3	31.8	31.3	24.3	25.9
	50	40.7	41.0	47.2	41.4	44.3	48.2	43.7	44.2	35.5	37.8
	75	59.2	58.8	70.5	64.9	64.4	62.6	57.8	57.0	54.2	51.8
Liabilities to banks	25	0.3	0.0	3.4	6.1	3.1	4.9	2.4	2.7	0.0	0.0
	50	15.3	13.5	28.7	28.4	20.0	20.8	18.7	16.8	5.9	3.9
	75	32.6	30.8	50.6	53.8	36.8	38.3	34.4	30.2	23.0	22.1
		Percentage of gross revenue									
Cost of materials	25	47.6	48.4	23.1	21.9	42.1	43.0	49.4	51.1	52.8	53.4
	50	57.9	58.9	43.2	41.2	56.9	57.2	57.9	59.2	61.7	62.6
	75	68.0	68.2	54.6	56.9	63.8	66.5	67.7	67.5	71.5	71.9
Personnel expenses	25	17.2	16.2	24.3	22.7	21.2	19.2	16.6	15.6	14.8	13.7
	50	24.1	23.4	29.3	29.1	26.9	25.2	23.4	22.2	21.5	21.2
	75	30.7	30.0	40.3	44.7	32.6	32.9	30.0	29.3	29.4	28.3
Depreciation	25	1.4	1.3	1.5	1.7	1.0	0.9	1.1	1.1	1.8	1.8
	50	2.5	2.6	2.5	2.6	2.0	1.7	2.3	2.4	3.1	3.2
	75	4.7	4.5	5.6	6.0	3.9	3.5	4.7	4.3	4.7	4.8
Annual result	25	0.3	0.4	0.1	0.1	0.3	0.3	0.5	0.9	0.3	0.6
	50	2.1	2.1	1.0	1.0	1.4	1.6	2.3	2.3	2.8	2.5
	75	5.5	5.8	6.2	5.5	4.4	5.1	5.0	5.8	5.9	6.3
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.7	0.1	0.4	0.5	0.5	0.8	1.3	0.4	0.8
	50	2.8	2.8	1.6	1.2	1.8	2.1	2.9	3.1	3.7	3.2
	75	7.2	7.3	7.0	5.7	5.2	6.3	6.8	7.8	7.9	7.7
Annual result and depreciation	25	2.6	2.9	2.0	2.2	2.3	2.1	2.6	3.0	3.5	3.8
	50	6.3	6.3	4.5	4.4	4.1	4.6	6.1	6.4	7.4	7.0
	75	11.2	11.6	10.9	14.5	9.8	10.7	11.9	12.5	11.2	11.4
Trade receivables	25	6.2	5.7	6.1	4.6	5.1	6.8	5.7	4.6	7.1	6.5
	50	8.9	8.7	10.3	7.4	8.8	9.2	8.2	7.5	9.7	9.4
	75	12.1	12.2	14.7	11.0	12.5	12.9	11.0	11.7	12.2	12.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.1	3.6	1.9	2.7	3.1	3.2	3.6	4.5	2.8	3.0
	50	6.8	6.7	6.6	5.0	6.0	6.0	7.6	7.8	7.6	5.8
	75	13.0	12.4	15.4	9.6	11.1	11.4	13.0	14.1	13.6	12.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.2	8.3	5.9	6.1	6.5	6.5	8.6	9.3	9.5	10.0
	50	17.1	18.0	14.3	14.0	14.4	12.8	17.3	20.0	20.9	20.0
	75	32.3	34.6	30.5	32.3	31.0	33.7	35.5	34.0	32.7	35.2
		Percentage of fixed assets									
Long-term equity and liabilities	25	90.3	95.1	95.5	91.7	89.1	99.1	95.1	99.2	87.7	88.8
	50	132.5	143.0	143.6	153.6	147.4	181.3	146.0	151.4	123.9	122.1
	75	230.8	258.5	247.3	259.2	310.0	357.5	303.6	319.8	177.6	176.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	54.8	60.3	61	48.0	39.1	55.3	50.8	53.1	66.5	71.1
	50	91.6	93.3	96.5	91.9	80.0	81.8	86.5	84.2	102.6	105.3
	75	148.9	147.7	157.4	191.5	141.8	147.8	131.4	119.4	167.0	155.8
		Percentage of cost of materials									
Trade payables	25	6.0	6.1	7.8	6.1	6.1	6.8	6.2	5.6	5.6	6.3
	50	10.1	9.5	18.2	12.1	10.9	11.9	11.3	9.0	8.6	9.0
	75	17.0	15.4	41.1	36.5	20.6	16.5	17.3	15.9	14.3	12.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.1	0.7	0.7	0.5	0.6	0.6	1.2	0.9	1.1	0.7
of which Goodwill	0.1	0.1	0.4	0.4	0.1	0.1	0.3	0.2	0.1	0.1
Tangible fixed assets	17.9	16.9	26.4	27.2	25.6	25.2	33.4	30.6	17.8	16.7
of which Land and buildings	3.3	3.2	7.4	7.9	11.5	11.2	12.4	12.0	3.3	3.1
Inventories	9.8	9.5	22.8	27.2	31.0	30.2	22.8	22.9	9.6	9.4
of which Finished goods and merchandise	5.6	5.6	10.1	11.7	12.3	11.1	6.8	6.8	5.6	5.6
Cash	6.6	6.6	6.4	9.3	4.3	4.3	4.2	4.3	6.6	6.6
Receivables	28.5	30.5	42.3	34.3	31.7	33.6	34.7	36.4	28.5	30.5
Short-term	23.0	24.5	42.2	34.3	28.9	31.3	33.8	35.4	22.9	24.4
of which										
Trade receivables	4.6	4.5	19.8	15.1	16.9	20.5	15.4	15.2	4.4	4.4
Receivables from affiliated companies	15.5	16.9	13.5	11.7	7.0	6.5	15.6	17.3	15.6	16.9
Long-term	5.6	6.0	0.0	0.0	2.8	2.2	0.9	1.0	5.6	6.1
of which Loans to affiliated companies	0.9	0.5	0.0	0.0	1.3	0.9	0.5	0.6	0.9	0.5
Securities	4.5	4.9	0.5	0.3	1.6	1.6	0.2	0.3	4.5	4.9
Other long-term equity investments	31.6	30.8	0.0	0.0	4.6	3.9	3.0	4.2	31.9	31.1
Capital										
Equity	26.8	25.6	20.5	24.0	25.1	26.3	26.3	27.4	26.8	25.6
Liabilities	37.3	36.5	73.1	66.8	61.2	60.0	60.9	60.4	37.1	36.3
Short-term	33.8	33.9	45.9	42.9	40.1	39.2	44.5	45.1	33.7	33.8
of which										
Liabilities to banks	1.4	0.7	10.3	11.2	8.6	8.8	8.8	8.6	1.3	0.6
Trade payables	8.0	7.4	17.0	16.2	12.4	12.7	12.5	11.3	8.0	7.4
Liabilities to affiliated companies	19.2	20.7	3.4	2.6	6.5	6.7	15.6	17.6	19.3	20.7
Long-term	3.5	2.6	27.2	23.9	21.1	20.8	16.4	15.3	3.4	2.5
of which										
Liabilities to banks	0.8	0.7	20.5	17.5	11.2	12.9	13.1	11.9	0.7	0.6
Liabilities to affiliated companies	2.1	1.4	2.7	2.2	8.4	6.2	2.4	2.4	2.1	1.4
Provisions	35.8	37.7	6.4	9.2	13.5	13.6	12.3	12.0	36.0	38.0
of which Provisions for pensions	16.8	17.8	0.2	1.1	5.3	5.6	4.3	4.1	17.0	18.0
Income statement										
Percentage of gross revenue										
Income	99.8	99.9	100.5	99.0	98.6	99.9	99.6	99.3	99.8	99.9
Sales	0.2	0.1	-0.5	1.0	1.4	0.1	0.4	0.7	0.2	0.1
Change in finished goods	1.2	1.2	0.5	0.3	0.3	0.2	0.3	0.6	1.2	1.3
Interest and similar income	6.2	6.0	3.1	3.3	3.7	3.2	4.8	4.1	6.3	6.0
Other income ²										
of which Income from long-term equity investments	0.9	0.6	0.0	0.0	0.7	0.3	0.5	0.4	0.9	0.6
Total income ²	107.4	107.2	103.7	103.6	104.0	103.4	105.0	104.6	107.5	107.3
Expenses										
Cost of materials	74.5	74.7	44.6	41.1	53.0	54.6	58.0	59.2	74.8	75.0
Personnel expenses	17.8	17.3	33.5	35.4	29.7	27.7	23.0	22.0	17.7	17.2
Depreciation	4.7	4.5	3.0	3.4	2.8	2.8	4.0	4.0	4.7	4.5
of which Depreciation of tangible fixed assets	4.1	4.1	3.0	3.4	2.7	2.7	3.9	3.9	4.1	4.1
Interest and similar expenses	1.0	0.9	1.7	1.4	1.2	1.2	1.3	1.2	1.0	0.9
Operating taxes	0.0	0.0	0.1	0.2	0.1	0.1	0.1	0.0	0.0	0.0
Other expenses ³	9.3	10.1	18.8	20.1	13.7	14.1	14.4	13.3	9.3	10.0
Total expenses before taxes on income ³	107.3	107.5	101.6	101.5	100.5	100.5	100.8	99.7	107.4	107.6
Annual result before taxes on income	0.1	-0.3	2.0	2.1	3.5	3.0	4.2	5.0	0.0	-0.4
Taxes on income	1.2	0.8	0.5	1.0	0.7	0.8	1.1	1.1	1.2	0.8
Annual result	-1.1	-1.1	1.5	1.1	2.7	2.2	3.1	3.8	-1.1	-1.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	0.1	-0.3	2.0	2.1	3.5	3.0	4.2	5.0	0.0	-0.4
Annual result and depreciation	3.6	3.5	4.5	4.5	5.7	5.0	7.2	7.9	3.5	3.4
Trade receivables	3.6	3.5	9.0	6.8	9.1	10.5	8.9	8.8	3.5	3.4
Percentage of the balance sheet total										
Sales	127.4	129.5	220.8	222.0	185.9	195.0	172.3	171.6	126.9	129.0
Annual result and interest paid	-0.2	-0.3	7.1	5.7	7.5	6.6	7.6	8.7	-0.2	-0.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	6.9	6.6	13.6	15.0	14.9	14.0	17.9	19.8	6.8	6.5
Percentage of fixed assets										
Long-term equity and liabilities	80.9	82.6	175.8	178.6	155.1	166.9	122.9	128.4	80.6	82.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.9	101.8	105.9	101.6	86.2	94.6	85.7	88.6	94.0	102.0
Cash resources, short-term receivables and inventories	122.9	129.9	155.4	165.0	163.5	171.8	136.9	139.4	122.7	129.7
Percentage of cost of materials										
Trade payables	8.4	7.7	17.4	17.6	12.4	11.9	12.5	11.0	8.4	7.6
Memo item										
Balance sheet total in € billion	149.79	155.19	0.01	0.01	0.21	0.22	1.29	1.38	148.27	153.58
Sales in € billion	190.87	200.91	0.02	0.02	0.40	0.43	2.22	2.37	188.22	198.08
Number of enterprises	317	317	26	26	77	77	93	93	121	121

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	10.4	10.9	8.7	9.5	6.3	6.7	11.3	11.7	14.8	13.7
	50	20.7	20.5	20.5	23.4	15.2	12.7	22.3	19.7	23.1	22.6
	75	39.1	38.1	40.4	39.3	37.1	34.0	41.8	41.1	37.7	34.6
Inventories	25	13.4	13.0	10.6	13.0	18.0	17.4	15.9	17.2	11.4	11.2
	50	22.2	22.2	25.9	33.7	29.5	29.2	27.6	28.0	17.0	15.9
	75	35.9	35.3	38.5	44.0	44.1	43.5	41.9	36.6	24.7	23.9
Equity	25	10.5	11.7	1.9	1.9	3.6	7.8	12.5	15.9	15.3	15.1
	50	23.5	24.8	17.0	18.8	16.3	19.5	24.7	28.2	26.4	28.4
	75	36.2	39.1	29.9	38.5	31.7	33.6	36.6	40.1	41.3	41.4
Short-term liabilities	25	27.5	27.2	28.8	29.1	27.8	25.8	31.8	31.3	22.7	25.0
	50	40.0	39.9	54.2	48.0	42.7	47.2	43.7	41.0	33.6	36.5
	75	60.7	57.0	72.3	70.0	64.4	61.6	60.4	56.7	54.2	51.1
Liabilities to banks	25	0.0	0.0	0.0	5.6	3.8	3.6	3.8	4.4	0.0	0.0
	50	14.1	12.2	17.9	22.7	19.5	19.8	19.8	17.4	4.1	2.4
	75	30.7	30.2	44.8	42.2	34.0	34.5	32.8	31.6	20.6	19.7
		Percentage of gross revenue									
Cost of materials	25	48.2	48.6	23.1	21.9	40.6	41.5	49.4	51.1	53.0	54.1
	50	59.2	60.2	44.5	41.9	57.5	56.8	57.9	60.0	62.6	62.8
	75	68.6	68.7	57.2	57.3	63.4	66.9	68.0	68.1	73.0	72.0
Personnel expenses	25	17.1	16.1	24.7	22.7	21.3	20.6	16.8	15.6	14.2	13.6
	50	23.5	23.1	27.7	28.4	27.6	26.7	21.6	21.4	21.3	19.7
	75	30.3	30.3	40.3	44.7	36.3	34.1	29.5	29.4	27.7	27.7
Depreciation	25	1.2	1.2	1.2	1.7	1.0	0.9	1.0	0.9	1.9	1.8
	50	2.4	2.4	2.0	2.3	2.0	1.7	2.2	2.3	3.2	3.2
	75	4.4	4.5	3.8	4.2	3.5	3.4	4.7	4.4	4.7	5.2
Annual result	25	0.3	0.3	0.2	0.1	0.3	0.2	0.4	0.8	0.2	0.4
	50	1.7	1.9	0.8	0.9	1.3	1.4	1.6	2.1	2.6	2.6
	75	5.0	5.4	5.1	2.8	2.8	4.1	4.7	5.7	5.5	6.0
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.6	0.3	0.5	0.3	0.3	0.7	1.3	0.3	0.7
	50	2.2	2.7	1.2	1.2	1.6	1.9	2.2	2.8	3.7	3.4
	75	6.7	6.8	4.4	3.2	4.0	6.1	6.6	6.1	8.1	7.9
Annual result and depreciation	25	2.5	2.4	1.9	2.2	2.0	1.9	2.2	2.9	3.3	3.7
	50	6.0	6.1	4.0	3.9	3.8	4.1	5.0	6.1	7.5	7.2
	75	11.0	10.8	9.2	10.0	9.2	9.2	12.1	13.0	11.6	11.7
Trade receivables	25	5.9	5.9	5.7	4.4	5.1	7.2	5.7	5.4	6.6	6.5
	50	8.8	8.9	8.6	7.0	8.7	9.9	8.3	7.5	9.6	9.5
	75	12.4	12.5	15.8	11.1	12.8	13.4	11.8	12.1	12.0	12.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.7	3.2	2.3	1.5	2.8	2.9	2.7	4.0	2.7	2.8
	50	6.0	6.0	6.2	4.5	5.6	5.6	6.7	6.9	5.5	5.8
	75	12.3	11.6	15.4	7.4	10.2	10.8	11.8	11.0	13.6	13.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.6	8.1	5.9	6.1	6.3	6.7	8.2	9.6	8.8	9.1
	50	16.6	18.0	14.3	14.0	12.2	12.6	17.3	18.0	21.0	20.7
	75	31.4	33.3	30.5	32.3	27.5	30.8	34.2	32.8	33.1	35.2
		Percentage of fixed assets									
Long-term equity and liabilities	25	93.0	97.2	95.5	91.7	107.0	116.0	99.9	100.6	76.9	87.4
	50	140.2	147.4	143.6	168.0	192.5	223.2	141.9	151.3	124.9	124.9
	75	250.8	265.4	295.7	302.3	403.2	410.7	291.6	306.6	168.4	176.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	56.1	61.6	51.0	45.7	39.2	57.5	51.0	59.6	67.0	76.4
	50	92.3	95.8	85.2	89.2	90.0	94.3	86.7	87.1	102.6	111.1
	75	157.2	150.4	144.5	169.5	172.2	150.6	125.9	119.1	167.0	155.9
		Percentage of cost of materials									
Trade payables	25	6.1	6.1	9.4	6.9	6.2	6.8	6.4	5.2	5.6	6.1
	50	10.2	9.5	14.9	11.9	10.8	11.0	11.6	9.0	9.1	9.0
	75	17.1	14.6	38.8	30.2	19.2	15.9	17.8	15.7	14.5	12.6

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	3.4	3.0	5.3	5.5	0.5	0.4	3.8	3.2	3.3	3.0
of which Goodwill	1.7	1.4	5.1	5.3	0.0	0.0	2.2	1.8	1.6	1.3
Tangible fixed assets	23.5	22.8	50.1	51.1	40.9	39.3	28.3	27.9	22.8	22.0
of which Land and buildings	8.6	7.9	32.7	34.0	28.4	25.2	11.8	11.0	8.0	7.4
Inventories	18.3	16.4	9.0	11.8	20.0	19.2	31.7	31.7	16.9	14.8
of which Finished goods and merchandise	3.9	3.9	4.1	4.9	7.8	7.7	14.8	14.3	2.8	2.7
Cash	4.6	3.0	5.7	7.5	7.3	9.5	6.9	7.5	4.3	2.4
Receivables	38.3	42.6	25.3	19.4	26.4	25.6	27.1	28.0	39.6	44.4
Short-term	33.8	37.7	25.3	19.3	25.3	25.3	26.6	27.5	34.6	39.0
of which										
Trade receivables	17.1	15.2	12.4	9.0	16.9	16.4	14.8	14.9	17.4	15.2
Receivables from affiliated companies	13.7	19.8	6.8	7.0	4.6	5.6	8.6	9.4	14.4	21.1
Long-term	4.6	4.9	0.0	0.0	1.1	0.3	0.5	0.5	5.0	5.4
of which Loans to affiliated companies	4.3	4.6	0.0	0.0	0.1	0.1	0.2	0.1	4.8	5.1
Securities	0.3	0.4	2.5	2.8	1.6	1.0	0.9	0.7	0.2	0.4
Other long-term equity investments	11.5	11.6	0.0	0.0	2.6	3.9	0.6	0.5	12.7	12.8
Capital										
Equity	21.0	20.9	4.4	2.1	17.3	14.5	29.8	27.1	20.2	20.4
Liabilities	60.1	61.5	91.1	94.2	73.2	76.6	59.2	62.0	60.0	61.3
Short-term	41.4	41.1	35.2	36.9	49.3	51.3	43.8	45.9	41.0	40.5
of which										
Liabilities to banks	5.5	5.4	10.8	12.4	10.8	11.8	11.1	9.6	4.8	4.9
Trade payables	10.3	12.2	12.0	11.1	17.3	17.6	11.7	12.9	10.1	12.1
Liabilities to affiliated companies	16.2	16.5	4.7	6.0	9.2	8.9	14.7	17.3	16.4	16.5
Long-term	18.7	20.4	55.9	57.2	23.9	25.4	15.3	16.1	19.0	20.8
of which										
Liabilities to banks	11.1	11.2	50.9	52.2	18.4	15.8	10.2	10.1	11.1	11.2
Liabilities to affiliated companies	7.1	8.2	0.0	1.6	4.6	7.5	4.2	4.4	7.4	8.6
Provisions	18.4	17.1	4.6	3.7	9.5	8.9	10.5	10.5	19.3	17.9
of which Provisions for pensions	6.3	6.1	0.0	0.0	0.8	0.8	3.4	3.1	6.6	6.5
Income statement	Percentage of gross revenue									
Income										
Sales	100.6	100.1	100.3	98.8	99.7	98.9	99.0	99.1	100.8	100.2
Change in finished goods	-0.6	-0.1	-0.3	1.2	0.3	1.1	1.0	0.9	-0.8	-0.2
Interest and similar income	0.3	0.3	0.1	0.3	0.2	0.2	0.3	0.3	0.3	0.3
Other income ²	5.0	5.0	7.5	7.2	2.6	3.0	2.3	2.0	5.3	5.4
of which Income from long-term equity investments	0.9	1.0	0.0	0.0	0.0	0.0	0.0	0.1	1.0	1.1
Total income ²	105.2	105.3	107.6	107.5	102.7	103.3	102.6	102.3	105.5	105.7
Expenses										
Cost of materials	63.6	64.7	37.8	40.3	58.4	59.6	57.5	57.8	64.3	65.5
Personnel expenses	22.1	20.9	35.9	34.0	22.1	20.6	23.8	22.5	21.9	20.8
Depreciation	3.4	3.3	5.4	4.9	3.1	2.9	3.5	3.3	3.4	3.3
of which Depreciation of tangible fixed assets	3.2	3.2	5.3	4.9	2.9	2.8	3.3	3.2	3.2	3.1
Interest and similar expenses	1.0	1.0	3.6	3.7	1.5	1.4	1.3	1.3	1.0	1.0
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	11.9	11.6	20.3	22.0	12.3	12.5	12.7	12.3	11.8	11.6
Total expenses before taxes on income ³	102.0	101.6	103.1	105.0	97.4	97.0	98.9	97.3	102.4	102.1
Annual result before taxes on income	3.2	3.7	4.5	2.4	5.3	6.2	3.7	5.0	3.1	3.6
Taxes on income	0.6	0.6	0.5	0.2	1.3	0.9	0.9	0.9	0.6	0.5
Annual result	2.6	3.1	4.1	2.2	4.0	5.4	2.8	4.0	2.5	3.0
Other ratios	Percentage of sales									
Annual result before taxes on income	3.2	3.7	4.5	2.5	5.3	6.3	3.7	5.0	3.1	3.6
Annual result and depreciation	5.9	6.4	9.4	7.2	7.1	8.4	6.4	7.5	5.9	6.3
Trade receivables	9.4	8.5	10.7	7.7	8.7	9.0	8.1	8.0	9.5	8.6
Percentage of the balance sheet total										
Sales	182.8	177.8	116.1	116.6	195.6	182.1	182.0	184.6	182.9	177.2
Annual result and interest paid	6.6	7.4	8.8	7.0	10.6	12.4	7.7	9.9	6.4	7.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	14.6	15.1	12.2	9.3	18.5	20.0	18.5	21.0	14.2	14.5
Percentage of fixed assets										
Long-term equity and liabilities	107.4	112.1	105.6	101.0	95.6	96.0	146.3	144.5	104.5	109.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.2	99.5	88.1	72.5	68.5	69.9	77.7	76.9	95.2	102.7
Cash resources, short-term receivables and inventories	137.4	139.5	113.7	104.5	109.2	107.3	150.0	145.9	136.4	139.3
Percentage of cost of materials										
Trade payables	8.9	10.6	27.4	23.4	15.1	16.0	11.1	12.0	8.6	10.5
Memo item										
Balance sheet total in € billion	6.48	6.87	0.01	0.01	0.06	0.07	0.59	0.64	5.82	6.15
Sales in € billion	11.84	12.22	0.01	0.01	0.12	0.13	1.07	1.18	10.64	10.90
Number of enterprises	113	113	12	12	23	23	44	44	34	34

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

18 Manufacture of motor vehicles, trailers and semi-trailers (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	12.9	11.6	26.3	24.2	6.7	10.5	11.7	9.9	15.1	15.0
	50	25.7	25.1	48.4	49.4	39.8	39.5	21.6	17.7	21.0	20.5
	75	44.3	47.4	70.8	77.9	60.0	56.0	44.4	43.5	35.1	33.4
Inventories	25	10.2	11.4	2.6	4.9	9.2	10.2	17.9	17.6	10.3	10.9
	50	20.8	21.0	5.4	8.1	19.6	19.0	29.3	28.7	20.3	17.4
	75	35.2	33.7	10.2	18.7	39.2	34.8	43.1	42.3	27.1	25.5
Equity	25	9.7	9.3	- 7.3	- 6.9	1.8	1.4	12.0	11.5	12.9	13.6
	50	18.8	18.0	16.8	17.7	9.8	7.8	20.6	20.6	21.1	18.1
	75	33.6	30.1	50.1	44.9	30.3	23.0	34.2	30.1	32.7	30.4
Short-term liabilities	25	29.8	31.2	14.9	12.8	43.6	34.2	33.4	30.6	26.1	32.2
	50	43.8	45.9	31.3	25.9	51.7	56.7	42.3	46.7	40.0	40.9
	75	56.8	59.6	54.1	53.4	65.8	68.1	56.2	58.9	52.9	52.2
Liabilities to banks	25	1.1	0.7	15.5	9.5	2.4	10.8	1.1	0.3	0.0	0.0
	50	18.7	17.9	42.7	59.7	27.7	26.4	15.4	16.6	14.0	14.4
	75	38.8	36.3	65.7	74.3	45.2	42.9	38.8	27.5	29.7	31.3
		Percentage of gross revenue									
Cost of materials	25	45.6	47.5	22.4	27.0	47.4	53.1	50.0	51.4	49.6	49.9
	50	55.3	57.1	40.4	40.4	55.3	57.8	57.7	57.0	58.0	58.6
	75	66.8	64.0	48.7	47.3	67.4	64.0	67.3	65.1	69.0	70.7
Personnel expenses	25	17.5	16.6	21.7	21.3	17.5	16.6	16.4	15.9	17.1	15.8
	50	25.8	24.0	34.2	29.6	25.3	23.1	25.9	23.2	24.7	24.0
	75	31.4	29.5	44.9	43.4	28.6	26.3	31.3	29.2	30.7	29.6
Depreciation	25	1.6	1.5	3.3	2.2	1.3	1.1	1.5	1.4	1.8	2.0
	50	3.0	2.7	4.8	5.0	2.1	2.2	2.9	2.7	3.0	3.2
	75	5.0	4.4	9.6	9.0	5.0	4.0	4.8	4.1	4.6	4.3
Annual result	25	0.9	1.2	- 2.7	- 1.6	0.9	1.1	1.5	1.4	1.6	1.2
	50	3.1	2.5	5.6	3.2	4.2	2.3	2.9	3.6	3.1	2.1
	75	6.3	6.6	9.8	9.1	9.4	11.1	5.4	6.7	5.9	6.6
		Percentage of sales									
Annual result before taxes on income	25	1.1	1.4	- 2.2	- 1.6	0.9	1.6	1.8	1.7	1.8	1.4
	50	3.9	3.0	6.4	3.4	4.7	3.0	3.8	4.3	3.6	2.7
	75	7.6	8.2	10.2	9.8	13.3	13.0	6.8	8.6	6.1	7.5
Annual result and depreciation	25	3.5	3.4	2.1	1.3	2.4	3.0	3.6	3.6	5.1	3.9
	50	7.2	6.6	10.1	11.9	7.3	6.6	7.0	6.7	7.1	6.4
	75	11.7	13.1	16.4	18.9	18.9	13.9	11.8	12.5	8.9	10.5
Trade receivables	25	6.8	5.3	8.3	5.2	4.7	5.2	5.8	4.4	7.9	7.3
	50	9.3	8.3	11.0	8.0	9.3	7.4	7.7	6.9	10.3	9.1
	75	11.8	10.9	12.3	10.5	12.0	10.8	10.8	10.2	13.0	12.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.8	5.0	- 1.2	2.8	5.0	5.0	5.5	6.1	4.6	4.7
	50	9.2	8.5	8.5	8.0	8.2	9.0	10.2	9.4	9.5	6.5
	75	14.9	14.7	14.7	13.4	23.2	20.8	14.5	15.5	12.8	12.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.3	9.6	5.9	5.4	7.1	6.4	10.4	8.5	12.1	12.0
	50	18.4	17.9	16.3	14.1	15.2	16.6	17.4	23.1	20.7	17.8
	75	35.7	38.4	27.8	34.4	42.9	39.0	39.6	42.9	28.4	32.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	85.4	86.8	85.8	85.8	57.8	73.3	84.3	89.7	101.5	97.6
	50	121.7	121.0	132.8	129.2	102.6	100.6	154.0	153.9	121.9	118.7
	75	219.9	206.3	208.2	175.9	137.4	181.3	315.8	362.4	184.8	173.1
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	51.0	50.2	40.4	48.5	38.4	48.3	47.0	47.8	64.7	66.2
	50	83.6	81.0	114.4	95.8	55.5	64.1	73.5	75.8	105.5	91.2
	75	132.9	137.9	266.6	231.2	99.9	85.4	136.7	139.6	154.5	140.4
		Percentage of cost of materials									
Trade payables	25	5.8	6.4	3.9	4.8	5.8	7.2	5.8	6.1	6.3	7.1
	50	9.9	9.8	36.7	17.5	17.5	15.6	11.1	8.9	8.0	9.0
	75	16.6	16.3	47.2	40.3	24.6	18.1	14.8	16.7	11.6	13.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.0	1.8	0.5	0.5	0.6	0.6	2.3	2.4	2.1	1.7
of which Goodwill	0.3	0.3	0.3	0.3	0.3	0.2	0.7	0.6	0.1	0.1
Tangible fixed assets	24.3	23.7	24.2	23.4	24.4	22.8	22.8	21.8	25.3	25.1
of which Land and buildings	12.8	12.4	15.1	14.5	14.2	12.9	13.0	12.2	12.4	12.4
Inventories	23.1	23.4	37.3	37.6	33.6	34.0	26.1	26.0	18.9	19.5
of which Finished goods and merchandise	9.8	10.3	22.7	23.1	14.0	15.1	10.3	10.7	8.4	8.9
Cash	8.2	8.6	8.3	7.6	8.3	8.4	9.7	9.9	7.2	7.8
Receivables	33.3	33.5	27.8	28.7	30.0	30.7	34.9	35.1	32.9	32.9
Short-term	32.1	32.4	26.3	27.3	28.5	29.2	33.5	33.4	31.9	32.3
of which										
Trade receivables	18.5	18.8	19.6	20.3	20.3	20.4	20.6	21.7	16.7	16.6
Receivables from affiliated companies	9.8	9.6	3.6	4.5	4.6	5.2	8.5	7.9	11.7	11.6
Long-term	1.2	1.1	1.5	1.4	1.5	1.5	1.4	1.7	1.1	0.6
of which Loans to affiliated companies	0.4	0.4	0.1	0.1	0.0	0.1	0.5	0.7	0.4	0.3
Securities	2.1	1.9	0.5	0.7	1.2	1.3	1.2	1.6	2.8	2.2
Other long-term equity investments	6.6	6.7	0.3	0.4	1.2	1.3	2.5	2.7	10.4	10.5
Capital										
Equity	30.4	31.7	21.7	23.6	23.7	24.7	29.1	29.4	32.5	34.6
Liabilities	52.4	51.2	69.8	67.7	64.3	63.5	55.8	55.5	47.7	45.8
Short-term	39.3	38.4	41.5	41.9	42.5	42.8	39.1	39.7	38.8	36.7
of which										
Liabilities to banks	8.5	7.8	12.2	12.2	11.7	12.7	10.8	10.8	6.3	4.8
Trade payables	10.1	10.1	10.7	11.3	11.9	11.5	9.8	10.4	10.1	9.7
Liabilities to affiliated companies	11.4	13.0	4.2	3.9	7.5	7.7	10.0	9.9	13.3	16.3
Long-term	13.1	12.7	28.3	25.8	21.8	20.7	16.7	15.8	8.9	9.0
of which										
Liabilities to banks	6.3	6.3	20.7	18.5	12.7	12.3	8.4	7.2	3.4	4.4
Liabilities to affiliated companies	5.7	5.2	4.7	5.0	7.8	6.8	6.3	6.9	5.1	3.9
Provisions	17.2	17.2	8.3	8.5	11.9	11.8	15.1	15.1	19.8	19.6
of which Provisions for pensions	7.3	7.3	4.0	3.9	5.4	5.1	7.0	7.0	7.9	7.9
Income statement	Percentage of gross revenue									
Income										
Sales	99.6	99.6	100.1	99.5	99.5	99.6	99.8	99.8	99.6	99.4
Change in finished goods	0.4	0.4	- 0.1	0.5	0.5	0.4	0.2	0.2	0.4	0.6
Interest and similar income	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3
Other income ²	3.9	3.8	3.4	3.4	2.8	3.0	2.6	2.7	4.9	4.6
of which Income from long-term equity investments	0.2	0.3	0.0	0.0	0.1	0.1	0.1	0.1	0.4	0.5
Total income ²	104.2	104.1	103.6	103.5	103.0	103.2	102.9	102.9	105.2	105.0
Expenses										
Cost of materials	51.5	51.9	44.5	45.8	48.3	49.6	52.2	52.7	51.7	51.9
Personnel expenses	24.5	23.4	32.0	30.5	28.7	27.8	25.6	24.6	22.9	21.6
Depreciation	3.3	3.1	2.8	2.6	2.8	2.9	2.7	2.6	3.7	3.6
of which Depreciation of tangible fixed assets	2.8	2.8	2.6	2.4	2.5	2.6	2.5	2.4	3.1	3.1
Interest and similar expenses	1.0	0.9	2.1	1.9	1.5	1.4	1.1	1.1	0.8	0.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	19.2	19.2	17.2	17.3	18.3	18.2	18.1	18.4	20.1	20.0
Total expenses before taxes on income ³	99.5	98.7	98.6	98.2	99.6	100.0	99.8	99.4	99.4	98.0
Annual result before taxes on income	4.6	5.4	5.0	5.3	3.4	3.3	3.2	3.5	5.9	7.0
Taxes on income	1.1	1.2	0.7	0.7	1.0	1.1	1.0	1.0	1.1	1.3
Annual result	3.6	4.2	4.3	4.6	2.4	2.2	2.2	2.6	4.7	5.7
Other ratios	Percentage of sales									
Annual result before taxes on income	4.6	5.4	5.0	5.4	3.4	3.3	3.2	3.5	5.9	7.1
Annual result and depreciation	6.9	7.4	7.1	7.2	5.2	5.1	4.9	5.2	8.5	9.3
Trade receivables	10.1	10.2	13.2	13.1	11.4	11.7	10.9	11.4	9.3	9.1
Percentage of the balance sheet total										
Sales	182.8	184.3	148.8	154.4	177.4	174.3	189.3	190.4	180.1	182.6
Annual result and interest paid	8.4	9.5	9.4	10.1	6.9	6.3	6.2	6.9	10.1	11.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	20.5	22.7	15.1	16.2	13.7	13.2	15.2	16.2	25.5	29.5
Percentage of fixed assets										
Long-term equity and liabilities	147.7	153.9	208.0	209.4	185.4	193.1	183.0	182.4	124.7	134.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	106.6	110.1	84.6	84.2	88.7	90.1	113.5	112.6	105.8	113.1
Cash resources, short-term receivables and inventories	165.4	171.0	174.6	173.9	167.6	169.6	180.2	178.0	154.6	166.1
Percentage of cost of materials										
Trade payables	10.7	10.5	16.2	15.9	13.8	13.2	9.9	10.3	10.8	10.2
Memo item										
Balance sheet total in € billion	7.35	7.46	0.10	0.10	0.65	0.68	2.66	2.68	3.93	3.99
Sales in € billion	13.44	13.74	0.15	0.16	1.16	1.18	5.04	5.11	7.08	7.30
Number of enterprises	706	706	201	201	226	226	221	221	58	58

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.4	4.4	4.6	5.0	4.3	4.0	3.8	4.4	7.9	7.6
	50	13.9	13.5	14.3	13.5	12.0	11.2	14.7	13.8	19.7	19.6
	75	34.0	32.3	36.2	34.9	33.2	29.6	33.4	30.7	33.9	35.3
Inventories	25	15.3	15.7	11.8	12.7	18.4	19.6	16.6	16.6	11.2	11.3
	50	28.5	28.5	31.1	32.0	34.6	35.3	25.2	24.7	16.3	16.4
	75	43.5	44.6	51.9	52.2	49.4	48.1	36.6	35.7	28.2	29.2
Equity	25	6.6	7.5	0.9	2.0	6.0	6.7	9.9	11.3	13.9	12.5
	50	19.6	21.7	17.2	21.3	17.4	18.8	22.0	23.2	25.6	28.0
	75	39.6	41.0	41.2	42.7	35.5	36.6	41.5	42.3	41.1	41.3
Short-term liabilities	25	23.8	23.5	22.7	23.5	24.3	23.2	24.6	25.0	22.9	21.1
	50	41.8	42.0	42.7	43.4	42.5	42.0	38.7	40.7	45.2	43.8
	75	60.7	60.5	70.0	66.7	60.1	59.8	56.1	57.7	54.5	54.8
Liabilities to banks	25	0.2	0.1	0.0	0.0	1.5	1.2	0.5	0.1	0.8	0.0
	50	16.6	16.4	20.6	19.6	19.8	20.2	13.0	13.1	4.6	3.0
	75	38.0	37.7	57.0	49.3	39.6	39.7	33.0	33.8	21.1	21.0
		Percentage of gross revenue									
Cost of materials	25	39.4	39.1	31.8	32.0	38.5	39.6	43.5	44.0	42.9	43.4
	50	47.7	48.9	40.9	41.5	48.2	50.5	51.2	51.9	52.4	51.2
	75	58.4	59.3	52.1	52.4	58.1	59.3	61.9	61.7	59.1	65.1
Personnel expenses	25	18.8	17.9	20.0	17.4	21.4	20.2	17.7	17.6	16.0	15.1
	50	27.7	26.7	31.5	29.4	28.4	28.3	25.7	24.6	21.9	22.7
	75	36.3	34.7	40.9	40.0	36.6	34.9	32.3	31.5	31.4	30.2
Depreciation	25	1.0	0.9	1.2	1.0	0.8	0.9	1.0	0.9	1.4	1.4
	50	2.1	1.9	2.4	2.1	1.8	1.8	1.9	1.8	2.6	2.5
	75	3.9	3.6	4.1	3.9	3.4	3.3	3.9	3.4	4.0	3.7
Annual result	25	0.2	0.3	0.3	0.8	0.0	0.2	0.2	0.3	0.1	0.2
	50	2.0	2.0	3.3	4.0	1.7	1.3	1.5	1.6	2.3	2.6
	75	5.7	5.7	10.3	11.4	4.0	4.1	4.2	4.4	7.6	8.0
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.5	0.4	1.1	0.1	0.3	0.4	0.4	0.2	0.4
	50	2.5	2.7	4.1	4.6	2.2	2.0	2.0	2.1	2.8	3.3
	75	7.1	7.4	11.5	12.2	5.7	5.3	5.7	5.6	9.7	10.4
Annual result and depreciation	25	2.0	2.3	2.7	3.3	1.5	1.6	2.2	2.2	2.2	2.6
	50	5.4	5.1	6.9	7.1	4.9	4.3	4.8	4.6	6.5	7.4
	75	10.7	10.7	16.1	16.0	8.8	8.9	9.2	9.3	13.7	12.4
Trade receivables	25	5.6	5.6	4.8	5.1	5.6	6.5	6.3	5.8	4.2	3.7
	50	9.9	10.1	9.1	9.5	10.4	10.0	10.3	10.4	9.6	9.9
	75	14.8	15.0	16.0	17.5	15.1	15.0	14.2	14.3	12.2	12.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.9	3.4	3.1	4.4	3.1	3.0	2.7	3.0	1.2	1.9
	50	6.4	6.5	8.8	8.8	5.9	5.9	5.8	6.2	6.0	6.5
	75	13.2	12.8	19.1	19.5	11.0	10.5	11.3	10.8	15.1	19.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.6	4.7	4.6	6.1	3.7	3.4	5.5	5.6	4.9	5.2
	50	13.7	13.4	14.1	15.4	10.7	9.6	14.9	13.9	18.2	20.3
	75	30.1	32.6	37.2	38.4	26.4	23.9	30.5	32.8	31.0	37.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	114.7	112.4	105.0	97.5	128.0	134.0	115.4	110.2	90.9	102.8
	50	201.4	219.5	210.0	217.6	227.0	246.3	202.1	209.6	133.4	134.2
	75	489.7	497.6	550.0	575.0	495.3	504.4	493.0	473.1	212.2	402.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.9	56.0	41.6	41.9	53.6	55.0	64.2	62.2	63.2	66.3
	50	92.8	93.5	79.0	77.1	88.9	89.8	101.9	104.3	99.2	104.0
	75	176.7	176.1	162.4	160.0	172.9	175.1	185.2	185.0	176.7	195.5
		Percentage of cost of materials									
Trade payables	25	5.2	5.3	4.8	4.4	5.4	5.6	5.1	5.2	5.4	6.6
	50	9.6	9.9	12.4	12.3	9.8	10.5	8.9	8.5	8.5	9.6
	75	17.2	17.2	25.2	23.2	21.5	18.6	13.9	13.5	13.5	12.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	2.6	2.3	0.8	0.7	0.7	0.7	2.9	3.3	2.7	2.1
of which Goodwill	0.3	0.3	0.5	0.4	0.4	0.3	0.6	0.6	0.1	0.1
Tangible fixed assets	22.7	21.1	21.9	21.0	24.4	22.4	22.9	21.7	22.4	20.6
of which Land and buildings	11.1	10.2	10.0	9.6	13.3	11.8	12.9	11.8	9.6	9.0
Inventories	21.2	21.8	34.3	34.8	31.6	32.3	24.5	24.6	17.3	18.0
of which Finished goods and merchandise	9.2	9.7	17.5	18.3	12.5	13.8	9.6	9.7	8.2	8.8
Cash	7.8	8.2	10.7	10.0	10.0	10.4	8.3	8.4	7.1	7.7
Receivables	33.2	34.1	29.8	30.5	30.1	30.8	36.3	36.7	32.0	33.3
Short-term	31.7	32.9	27.2	28.1	28.0	28.8	34.7	34.8	30.7	32.6
of which										
Trade receivables	17.4	18.2	18.8	19.8	19.8	19.9	21.0	22.8	14.9	15.2
Receivables from affiliated companies	10.7	11.0	3.7	4.9	4.3	5.2	9.1	8.2	12.8	13.9
Long-term	1.5	1.3	2.5	2.5	2.1	2.0	1.5	1.9	1.3	0.7
of which Loans to affiliated companies	0.5	0.4	0.2	0.1	0.0	0.1	0.4	0.5	0.6	0.5
Securities	2.2	1.9	0.9	1.2	1.1	1.1	1.3	1.3	2.9	2.4
Other long-term equity investments	9.8	10.0	0.5	0.6	1.2	1.3	3.2	3.4	15.3	15.6
Capital										
Equity	35.0	37.0	20.9	23.3	28.4	28.3	34.7	34.8	36.6	40.0
Liabilities	47.3	45.3	66.9	64.4	58.0	57.6	50.2	50.2	43.4	39.8
Short-term	35.9	35.4	46.3	45.1	40.3	40.8	36.4	38.1	34.6	32.7
of which										
Liabilities to banks	7.1	7.2	10.4	9.2	9.3	11.1	8.5	9.8	5.7	5.0
Trade payables	10.2	10.1	11.1	12.3	12.1	11.3	10.2	10.7	9.8	9.5
Liabilities to affiliated companies	10.4	10.9	6.0	5.3	6.1	6.2	8.6	8.3	12.2	13.3
Long-term	11.4	9.9	20.6	19.2	17.6	16.8	13.8	12.1	8.8	7.1
of which										
Liabilities to banks	5.8	5.3	11.9	10.6	11.2	10.8	9.5	7.9	2.6	2.7
Liabilities to affiliated companies	4.9	3.6	5.4	6.3	5.0	4.0	3.4	3.4	5.7	3.6
Provisions	17.7	17.8	11.9	11.9	13.6	14.0	15.1	15.0	20.1	20.2
of which Provisions for pensions	7.8	7.8	7.3	7.1	6.3	6.5	7.1	7.0	8.4	8.4
Income statement										
Percentage of gross revenue										
Income										
Sales	99.6	99.5	100.2	99.3	99.5	99.3	99.8	99.9	99.5	99.3
Change in finished goods	0.4	0.5	- 0.2	0.7	0.5	0.7	0.2	0.1	0.5	0.7
Interest and similar income	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.2	0.4	0.4
Other income ²	4.3	4.1	2.9	3.1	2.9	3.0	2.5	2.6	5.8	5.3
of which Income from long-term equity investments	0.4	0.5	0.0	0.1	0.1	0.0	0.1	0.1	0.6	0.8
Total income ²	104.6	104.4	103.1	103.3	103.1	103.3	102.8	102.8	106.2	105.7
Expenses										
Cost of materials	52.1	52.2	45.6	46.8	48.7	50.1	53.5	53.9	51.9	51.6
Personnel expenses	24.0	22.6	34.6	32.6	28.5	27.7	24.4	23.5	22.6	20.8
Depreciation	3.5	3.3	2.7	2.4	2.7	2.8	2.7	2.6	4.2	3.9
of which Depreciation of tangible fixed assets	3.0	2.9	2.6	2.4	2.4	2.6	2.5	2.3	3.5	3.4
Interest and similar expenses	1.0	0.9	1.5	1.3	1.3	1.2	1.0	0.9	0.9	0.7
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	20.0	20.0	17.3	17.4	18.7	18.5	18.0	18.1	21.7	21.6
Total expenses before taxes on income ³	100.6	99.0	101.8	100.6	99.9	100.5	99.6	99.1	101.4	98.6
Annual result before taxes on income	4.0	5.4	1.3	2.7	3.2	2.7	3.1	3.8	4.8	7.1
Taxes on income	1.1	1.3	0.6	0.6	1.2	1.2	1.2	1.1	1.0	1.4
Annual result	2.9	4.1	0.8	2.1	2.0	1.5	2.0	2.6	3.7	5.7
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.0	5.4	1.3	2.7	3.2	2.8	3.1	3.8	4.8	7.1
Annual result and depreciation	6.4	7.5	3.4	4.5	4.7	4.4	4.7	5.2	8.0	9.6
Trade receivables	10.0	10.2	11.0	11.0	10.8	11.2	10.8	11.7	9.2	9.1
Percentage of the balance sheet total										
Sales	174.7	177.7	170.9	179.8	183.6	178.2	193.7	194.4	162.3	167.9
Annual result and interest paid	6.8	8.9	3.8	6.2	6.1	5.0	5.6	6.9	7.6	10.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.6	24.2	8.6	12.2	14.1	12.8	15.9	17.7	23.1	30.9
Percentage of fixed assets										
Long-term equity and liabilities	145.7	155.1	191.9	198.6	185.7	195.6	182.7	178.9	125.4	139.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	114.1	119.3	83.3	85.5	95.8	97.4	121.9	116.8	113.9	126.9
Cash resources, short-term receivables and inventories	173.3	180.9	157.4	162.5	174.2	176.6	189.4	181.5	163.8	181.9
Percentage of cost of materials										
Trade payables	11.1	10.8	14.3	14.5	13.5	12.5	9.8	10.2	11.6	10.8
Memo item										
Balance sheet total in € billion	4.48	4.54	0.05	0.05	0.43	0.45	1.46	1.49	2.53	2.55
Sales in € billion	7.82	8.07	0.09	0.10	0.78	0.80	2.84	2.90	4.11	4.29
Number of enterprises	416	416	107	107	152	152	123	123	34	34

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec (cont'd)

	Quartile value	Corporations (cont'd)										
		Total		Enterprises with sales of ... € million								
				Less than 2		2 but less than 10		10 but less than 50		50 and more		
		Cylindred sample for 2004-2005 ¹										
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005		
Ratios	...	%	had a ratio of no more than ...									
			Percentage of the balance sheet total									
Tangible fixed assets	25	3.6	3.9	3.7	3.9	4.1	4.0	3.0	3.0	6.4	4.7	
	50	11.9	11.9	12.7	12.3	10.9	10.3	11.5	12.5	18.9	19.1	
	75	32.1	29.7	29.0	25.6	31.4	28.0	34.8	32.3	30.6	29.9	
Inventories	25	14.1	14.4	10.3	9.4	16.7	19.0	14.4	14.7	10.6	10.6	
	50	26.3	25.5	28.2	28.5	32.1	33.3	21.2	21.7	15.4	14.4	
	75	40.6	42.5	44.0	45.3	48.7	46.2	36.6	34.8	20.3	22.4	
Equity	25	9.5	12.1	2.9	3.2	9.4	10.4	12.9	14.6	18.6	21.9	
	50	24.2	25.2	17.7	21.5	23.0	22.8	30.8	34.5	29.1	32.7	
	75	43.6	44.2	37.6	37.7	42.2	41.8	51.3	51.3	42.4	45.6	
Short-term liabilities	25	24.0	23.2	26.6	27.4	22.8	21.0	21.8	23.4	22.4	20.6	
	50	39.7	40.8	55.9	46.5	41.1	40.8	34.3	35.8	41.0	37.7	
	75	60.8	59.8	74.1	70.7	60.0	59.8	51.9	54.4	52.0	54.6	
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	50	13.6	14.0	15.8	13.4	15.4	16.6	11.3	12.0	3.0	0.8	
	75	31.5	31.5	33.8	25.6	33.9	36.4	28.8	31.0	16.2	17.0	
			Percentage of gross revenue									
Cost of materials	25	40.0	40.7	31.8	33.1	39.2	41.1	43.6	44.0	43.9	44.7	
	50	48.6	49.9	41.7	42.6	48.9	50.6	52.8	53.6	51.6	50.6	
	75	59.4	59.4	54.3	53.7	58.1	59.0	62.8	61.9	62.1	65.1	
Personnel expenses	25	19.9	19.1	25.9	24.1	21.0	20.3	17.4	16.0	15.2	14.6	
	50	28.7	27.3	34.8	32.4	28.6	27.8	25.2	23.9	21.2	21.3	
	75	36.9	34.8	44.6	43.4	36.6	34.8	31.3	30.9	32.8	30.2	
Depreciation	25	0.9	0.9	0.9	0.9	0.8	0.8	0.9	0.7	1.5	1.4	
	50	1.9	1.8	2.3	1.9	1.7	1.7	1.7	1.7	2.8	2.5	
	75	3.8	3.6	3.6	3.4	3.5	3.4	4.3	3.6	4.7	3.7	
Annual result	25	0.0	0.3	-0.7	0.3	0.1	0.2	0.2	0.4	-0.2	0.7	
	50	1.3	1.5	0.9	1.3	1.1	1.1	1.6	1.8	2.8	2.8	
	75	3.8	4.0	2.9	3.4	3.7	3.4	4.0	4.3	6.3	7.1	
			Percentage of sales									
Annual result before taxes on income	25	0.1	0.4	-0.7	0.4	0.1	0.3	0.4	0.7	0.0	0.7	
	50	1.8	2.0	1.3	1.6	1.6	1.7	2.3	2.5	3.4	3.4	
	75	5.3	5.2	4.1	4.6	5.2	5.2	5.7	5.3	8.9	9.9	
Annual result and depreciation	25	1.5	2.0	1.0	1.7	1.5	1.4	2.2	2.2	2.4	4.5	
	50	4.6	4.6	3.8	4.3	4.5	4.0	4.8	4.9	7.8	7.6	
	75	8.6	8.9	7.0	6.9	8.7	8.4	8.9	9.9	13.7	12.3	
Trade receivables	25	5.5	5.7	4.7	4.9	6.0	6.4	6.3	5.9	3.7	4.2	
	50	9.6	9.7	8.9	8.4	10.0	9.7	9.6	10.2	9.6	9.8	
	75	14.0	14.4	14.9	15.2	14.2	14.4	13.8	14.8	12.5	12.3	
			Percentage of the balance sheet total									
Annual result and interest paid	25	1.8	3.0	0.9	3.0	2.7	2.4	2.2	3.1	1.1	3.5	
	50	5.3	5.8	4.6	5.4	5.6	5.5	5.4	6.1	7.9	6.6	
	75	10.7	9.9	10.2	9.1	10.1	9.3	10.1	10.3	13.3	15.3	
			Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	3.6	4.5	1.9	4.2	3.8	3.3	5.5	6.3	5.4	8.5	
	50	12.5	13.0	9.5	11.8	10.7	9.6	16.3	15.0	22.3	22.9	
	75	27.8	32.0	21.4	25.6	29.4	24.4	31.5	35.8	32.9	40.4	
			Percentage of fixed assets									
Long-term equity and liabilities	25	116.6	121.3	99.2	98.2	132.9	136.5	124.1	125.5	90.9	96.3	
	50	202.5	219.4	175.5	196.2	251.0	249.7	232.7	231.1	121.3	126.8	
	75	511.8	490.5	465.1	468.2	442.0	490.5	670.8	527.1	212.2	376.2	
			Percentage of short-term liabilities									
Cash resources and short-term receivables	25	56.9	59.5	46.4	42.0	55.1	55.6	68.0	65.8	68.8	66.3	
	50	101.5	101.6	76.6	77.1	110.6	100.0	129.8	118.2	100.4	107.9	
	75	186.3	194.0	159.0	156.6	190.8	204.4	217.2	210.9	214.7	196.5	
			Percentage of cost of materials									
Trade payables	25	5.3	5.6	4.8	5.6	5.6	5.3	5.3	5.3	5.3	6.9	
	50	9.3	9.8	11.5	12.0	9.7	10.5	8.8	8.9	8.9	9.7	
	75	16.4	16.5	23.6	22.7	20.6	17.7	13.9	13.5	13.5	13.7	

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	1.1	1.0	0.1	0.2	0.4	0.4	1.6	1.4	0.9	0.9
<i>of which</i> Goodwill	0.4	0.2	0.0	0.1	0.1	0.1	0.8	0.6	0.0	0.0
Tangible fixed assets	26.8	27.7	26.6	26.1	24.3	23.7	22.7	22.0	30.6	33.1
<i>of which</i> Land and buildings	15.5	15.7	20.7	19.9	15.8	15.1	13.0	12.7	17.3	18.3
Inventories	26.0	25.9	40.6	40.7	37.2	37.4	28.1	27.6	22.0	22.1
<i>of which</i> Finished goods and merchandise	10.8	11.3	28.3	28.5	16.8	17.6	11.3	12.0	8.9	9.1
Cash	8.8	9.2	5.8	5.0	5.2	4.7	11.3	11.7	7.3	7.9
Receivables	33.5	32.4	25.6	26.7	29.7	30.3	33.2	33.2	34.6	32.2
Short-term	32.7	31.5	25.3	26.5	29.3	29.8	32.1	31.7	34.0	31.9
<i>of which</i>										
Trade receivables	20.1	19.8	20.5	20.8	21.1	21.4	20.2	20.4	20.0	19.0
Receivables from affiliated companies	8.4	7.4	3.4	4.1	5.2	5.2	7.8	7.6	9.6	7.6
Long-term	0.8	0.8	0.3	0.2	0.4	0.5	1.1	1.5	0.6	0.4
<i>of which</i> Loans to affiliated companies	0.3	0.4	0.0	0.0	0.0	0.1	0.6	0.9	0.2	0.1
Securities	1.9	1.8	0.2	0.2	1.5	1.7	1.0	1.9	2.7	1.9
Other long-term equity investments	1.5	1.7	0.1	0.1	1.2	1.3	1.7	1.9	1.5	1.6
Capital										
Equity	23.2	23.4	22.5	23.8	15.0	17.6	22.3	22.6	25.3	25.0
Liabilities	60.4	60.4	73.0	71.4	76.2	74.7	62.6	62.1	55.5	56.3
Short-term	44.6	43.1	36.3	38.4	46.5	46.6	42.4	41.8	46.4	43.9
<i>of which</i>										
Liabilities to banks	10.7	8.7	14.2	15.6	16.2	15.7	13.6	12.0	7.2	4.5
Trade payables	10.1	10.2	10.3	10.1	11.5	11.8	9.3	9.9	10.6	10.1
Liabilities to affiliated companies	13.1	16.5	2.3	2.4	10.1	10.6	11.5	12.0	15.3	21.6
Long-term	15.8	17.2	36.8	33.0	29.6	28.1	20.2	20.3	9.1	12.4
<i>of which</i>										
Liabilities to banks	7.2	7.8	30.2	27.2	15.5	15.1	7.1	6.2	5.0	7.3
Liabilities to affiliated companies	7.1	7.8	3.9	3.5	13.1	12.1	9.8	11.2	3.9	4.5
Provisions	16.4	16.2	4.5	4.7	8.8	7.6	15.1	15.3	19.2	18.7
<i>of which</i> Provisions for pensions	6.6	6.5	0.4	0.4	3.7	2.4	7.0	7.0	6.9	7.0
Income statement										
Income	Percentage of gross revenue									
Sales	99.7	99.7	100.0	99.9	99.4	100.0	99.8	99.7	99.7	99.6
Change in finished goods	0.3	0.3	0.0	0.1	0.6	0.0	0.2	0.3	0.3	0.4
Interest and similar income	0.2	0.3	0.1	0.2	0.2	0.2	0.3	0.3	0.2	0.2
Other income ²	3.3	3.3	4.3	3.7	2.6	2.9	2.8	2.8	3.7	3.8
<i>of which</i> Income from long-term equity investments	0.0	0.1	0.0	0.0	0.1	0.2	0.1	0.1	0.0	0.1
Total income ²	103.5	103.6	104.4	103.9	102.8	103.1	103.1	103.1	103.9	104.0
Expenses										
Cost of materials	50.7	51.6	43.0	44.2	47.4	48.5	50.4	51.2	51.5	52.5
Personnel expenses	25.3	24.5	28.1	27.3	29.1	27.9	27.1	26.0	23.4	22.9
Depreciation	3.0	2.9	3.0	2.8	3.1	2.9	2.8	2.6	3.1	3.1
<i>of which</i> Depreciation of tangible fixed assets	2.6	2.6	2.6	2.5	2.8	2.5	2.5	2.4	2.7	2.8
Interest and similar expenses	1.0	1.0	2.9	2.7	1.9	1.8	1.2	1.2	0.7	0.8
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	18.0	18.2	17.0	17.2	17.3	17.7	18.3	18.8	17.8	17.8
Total expenses before taxes on income ³	98.0	98.2	94.1	94.3	99.0	98.8	99.9	99.9	96.6	97.0
Annual result before taxes on income	5.5	5.4	10.3	9.6	3.8	4.3	3.2	3.2	7.4	7.0
Taxes on income	1.0	1.0	0.9	0.8	0.7	0.8	0.8	0.7	1.2	1.2
Annual result	4.5	4.4	9.5	8.7	3.1	3.6	2.5	2.5	6.2	5.7
Other ratios										
	Percentage of sales									
Annual result before taxes on income	5.5	5.4	10.3	9.6	3.9	4.3	3.2	3.2	7.4	7.0
Annual result and depreciation	7.5	7.3	12.5	11.5	6.3	6.5	5.2	5.1	9.3	8.8
Trade receivables	10.3	10.2	16.4	16.5	12.7	12.8	11.0	11.0	9.4	9.1
	Percentage of the balance sheet total									
Sales	195.4	194.4	124.8	126.1	165.8	166.9	184.0	185.3	212.5	208.7
Annual result and interest paid	10.9	10.5	15.5	14.4	8.4	8.9	6.8	7.0	14.6	13.6
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	21.6	20.9	21.7	20.5	13.1	13.9	14.5	14.5	29.1	27.5
	Percentage of fixed assets									
Long-term equity and liabilities	151.6	151.6	224.6	220.9	184.8	188.0	183.5	187.2	123.1	123.6
	Percentage of short-term liabilities									
Cash resources and short-term receivables	97.2	98.4	86.5	82.6	77.1	77.7	104.6	107.9	94.9	94.9
Cash resources, short-term receivables and inventories	155.6	158.4	198.3	188.7	157.0	157.9	170.7	174.1	142.3	145.2
	Percentage of cost of materials									
Trade payables	10.2	10.1	19.3	18.1	14.5	14.6	10.0	10.4	9.7	9.2
Memo item										
Balance sheet total in € billion	2.87	2.92	0.05	0.05	0.23	0.23	1.20	1.19	1.40	1.44
Sales in € billion	5.62	5.67	0.06	0.06	0.38	0.39	2.20	2.21	2.97	3.01
Number of enterprises	290	290	94	94	74	74	98	98	24	24

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

19 Manufacture of furniture; manufacturing nec (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.8	6.0	7.5	6.4	4.5	4.5	5.7	6.5	12.4	9.3
	50	18.4	16.9	15.8	16.0	14.1	14.5	20.6	19.0	20.3	20.4
	75	37.5	36.4	43.6	39.5	35.1	35.4	32.4	30.0	41.5	41.6
Inventories	25	17.8	18.5	15.4	16.4	25.3	27.1	19.5	18.9	12.4	12.2
	50	30.7	32.0	35.2	35.2	39.4	37.5	28.1	28.4	19.3	19.3
	75	47.9	47.8	56.9	55.6	49.7	52.1	36.7	35.8	34.1	32.7
Equity	25	3.8	4.8	0.0	- 0.6	3.0	3.9	7.1	8.8	6.8	7.0
	50	13.1	15.0	16.7	20.3	8.3	9.0	14.4	16.1	20.9	18.4
	75	30.0	33.9	48.4	46.5	20.0	21.8	29.0	29.2	31.7	32.4
Short-term liabilities	25	23.2	24.8	15.4	19.4	26.8	26.1	29.2	27.4	25.6	23.2
	50	44.4	44.2	36.1	36.4	47.3	47.1	45.1	46.3	47.4	46.0
	75	59.9	61.2	58.1	58.3	63.3	61.1	63.4	65.5	61.7	59.3
Liabilities to banks	25	3.7	3.4	3.7	6.2	11.3	10.9	1.7	1.4	1.2	0.7
	50	22.7	25.2	45.6	41.6	30.2	33.0	15.8	13.2	6.6	9.6
	75	52.2	49.0	69.7	65.1	54.5	49.8	36.0	36.5	22.1	23.7
		Percentage of gross revenue									
Cost of materials	25	37.9	37.6	31.8	30.7	38.1	38.4	43.3	43.8	42.7	42.9
	50	47.2	47.8	40.3	40.1	47.8	49.9	49.6	50.7	52.5	53.2
	75	56.8	58.1	50.6	50.7	58.0	59.5	60.1	61.2	57.3	62.0
Personnel expenses	25	17.1	16.6	11.3	12.3	21.9	19.8	18.9	18.1	16.8	16.7
	50	25.0	25.4	22.7	23.4	28.2	29.3	26.7	25.5	22.1	22.8
	75	35.7	33.7	36.9	35.9	36.3	35.8	35.1	32.7	31.0	29.1
Depreciation	25	1.3	1.1	1.3	1.2	0.9	1.0	1.1	1.1	1.4	1.4
	50	2.3	2.1	2.6	2.7	2.3	1.9	2.1	2.1	2.6	2.4
	75	4.0	3.7	4.5	4.8	3.3	3.3	3.8	3.2	3.7	3.8
Annual result	25	0.6	0.5	4.7	5.2	- 0.1	0.4	0.2	0.1	0.1	- 0.4
	50	3.6	3.8	10.4	11.3	2.5	2.4	1.5	1.5	1.7	1.4
	75	10.1	10.6	19.8	17.8	5.3	4.7	4.8	5.3	9.8	11.4
		Percentage of sales									
Annual result before taxes on income	25	0.9	0.8	4.9	5.3	- 0.1	0.6	0.3	0.1	0.2	- 0.2
	50	4.3	4.4	11.0	12.1	2.9	3.1	2.0	1.8	2.1	1.9
	75	11.3	12.1	19.4	17.9	6.2	5.7	5.7	6.5	11.5	13.4
Annual result and depreciation	25	3.3	2.8	7.5	8.3	1.9	1.9	2.1	2.1	1.8	1.1
	50	7.2	7.3	16.0	15.5	6.3	4.9	4.7	4.4	5.3	6.5
	75	14.3	14.8	25.1	23.3	9.5	9.0	9.3	8.4	13.2	15.1
Trade receivables	25	5.8	5.4	4.8	5.2	5.2	6.6	6.2	5.2	7.1	2.7
	50	10.4	10.8	9.8	11.4	11.2	10.8	11.1	10.6	9.5	10.5
	75	15.8	16.0	18.1	19.1	17.8	20.2	14.7	14.2	12.0	12.0
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.3	3.9	9.7	10.1	3.5	4.0	3.2	2.6	2.5	0.1
	50	9.5	9.7	18.2	17.8	7.4	7.4	6.5	6.6	5.3	5.9
	75	18.4	18.0	32.4	31.0	12.8	13.5	13.3	11.7	17.0	22.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.0	4.9	8.7	10.1	3.7	3.5	5.1	3.3	3.4	0.0
	50	14.9	13.7	24.2	30.7	10.9	9.8	12.2	10.3	16.2	12.2
	75	32.7	35.1	61.1	56.4	21.9	22.1	28.9	22.2	30.5	34.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	109.1	106.5	106.2	95.6	124.5	132.4	106.7	100.8	87.1	104.0
	50	200.5	225.4	256.0	260.3	205.4	236.3	172.4	192.5	147.9	141.9
	75	443.8	506.5	725.0	705.9	534.3	523.1	393.2	406.8	252.9	407.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	51.5	51.2	35.5	40.2	46.8	48.8	60.7	56.5	59.8	65.4
	50	83.6	87.0	80.6	78.2	73.9	78.7	92.6	93.0	98.5	95.5
	75	157.0	161.1	178.5	175.0	126.7	136.2	155.0	166.4	172.0	189.7
		Percentage of cost of materials									
Trade payables	25	5.0	5.3	4.4	3.9	4.6	5.6	5.1	4.9	6.4	6.5
	50	10.4	9.9	13.3	12.9	10.7	10.7	9.0	8.3	7.8	9.2
	75	18.9	18.8	27.8	24.7	23.3	19.0	14.0	13.5	12.9	11.0

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

20 Electricity, gas and water supply

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.8	1.7	1.1	1.2	1.0	0.9	1.1	1.1	1.9	1.8
of which Goodwill	0.0	0.0	0.1	0.1	0.0	0.0	0.2	0.1	0.0	0.0
Tangible fixed assets	49.1	47.7	75.2	73.1	74.2	72.8	65.7	65.3	46.4	45.1
of which Land and buildings	7.5	7.4	6.3	7.5	11.6	12.2	11.2	11.3	7.0	6.8
Inventories	1.8	2.5	1.0	1.4	1.4	1.8	1.0	1.2	1.9	2.6
of which Finished goods and merchandise	0.4	0.9	0.2	0.2	0.2	0.2	0.0	0.1	0.4	1.0
Cash	3.4	3.5	7.6	8.4	7.5	7.6	6.8	6.9	2.8	3.1
Receivables	27.7	28.1	11.2	11.6	12.3	12.4	18.0	18.3	29.3	29.6
Short-term	26.0	26.7	10.5	10.8	11.7	11.7	16.1	16.7	27.5	28.2
of which										
Trade receivables	11.0	11.3	3.6	3.7	5.1	5.4	8.8	8.7	11.5	11.8
Receivables from affiliated companies	11.9	11.7	5.0	5.5	4.4	4.8	4.6	5.0	13.0	12.7
Long-term	1.8	1.4	0.7	0.8	0.6	0.8	1.9	1.6	1.8	1.4
of which Loans to affiliated companies	1.0	1.0	0.3	0.4	0.3	0.3	1.7	1.3	1.0	1.0
Securities	6.7	7.2	1.8	1.8	0.4	0.5	1.4	1.4	7.5	8.1
Other long-term equity investments	9.1	8.9	1.0	1.2	2.7	3.6	5.6	5.6	9.7	9.5
Capital										
Equity	35.3	35.3	2.5	2.1	32.3	32.9	41.4	41.6	34.9	34.9
Liabilities	37.2	36.9	93.0	92.5	57.0	56.1	44.9	44.9	35.4	35.2
Short-term	21.3	21.2	13.4	13.1	15.2	14.4	18.6	19.9	21.9	21.5
of which										
Liabilities to banks	1.7	1.6	5.2	4.6	4.3	2.7	3.1	3.8	1.4	1.4
Trade payables	4.1	4.7	2.6	2.4	2.9	3.1	3.8	4.3	4.2	4.8
Liabilities to affiliated companies	7.6	7.0	2.4	2.6	3.5	3.7	6.1	6.3	7.9	7.2
Long-term	15.8	15.7	79.5	79.4	41.8	41.6	26.4	25.0	13.6	13.7
of which										
Liabilities to banks	10.8	10.0	75.0	75.0	36.7	35.9	21.9	20.4	8.4	7.8
Liabilities to affiliated companies	3.0	3.4	4.0	3.8	4.7	5.1	3.4	3.8	2.9	3.3
Provisions	25.8	26.1	4.2	4.9	9.5	9.9	11.8	11.9	27.9	28.2
of which Provisions for pensions	7.1	7.2	0.2	0.2	0.8	0.8	1.4	1.5	8.0	8.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.7	99.7	97.7	99.2	98.4	99.2	99.2	99.7	99.7
Change in finished goods	0.3	0.3	0.3	2.3	0.8	1.6	0.8	0.8	0.3	0.3
Interest and similar income	0.8	0.6	1.0	1.1	0.7	0.8	0.7	0.7	0.8	0.6
Other income ²	6.5	5.6	10.8	9.0	7.2	5.9	6.6	5.8	6.4	5.6
of which Income from long-term equity investments	0.6	0.7	0.2	0.2	0.6	0.5	0.8	0.9	0.6	0.7
Total income ²	107.3	106.3	111.8	110.1	107.9	106.8	107.4	106.5	107.3	106.3
Expenses										
Cost of materials	70.5	74.7	21.0	24.3	49.0	52.3	55.5	60.1	71.9	76.0
Personnel expenses	8.9	7.9	6.9	7.0	13.6	12.7	12.1	11.3	8.6	7.7
Depreciation	5.8	4.8	39.2	34.5	15.5	13.8	9.9	9.1	5.4	4.3
of which Depreciation of tangible fixed assets	5.4	4.6	39.1	34.4	15.5	13.8	9.6	8.8	5.0	4.1
Interest and similar expenses	1.2	1.0	17.7	16.5	5.8	5.1	2.9	2.7	1.0	0.9
Operating taxes	2.7	2.5	0.2	0.0	0.6	0.5	2.3	1.8	2.7	2.6
Other expenses ³	10.3	8.6	22.5	22.8	15.7	14.3	13.5	12.0	9.9	8.3
Total expenses before taxes on income ³	99.3	99.6	107.4	105.0	100.1	98.8	96.1	96.9	99.5	99.8
Annual result before taxes on income	8.0	6.7	4.3	5.1	7.8	8.0	11.2	9.6	7.8	6.5
Taxes on income	2.3	2.1	1.3	1.4	3.0	3.3	3.2	2.6	2.3	2.0
Annual result	5.7	4.6	3.0	3.6	4.7	4.8	8.0	7.0	5.5	4.5
Other ratios	Percentage of sales									
Annual result before taxes on income	8.0	6.7	4.3	5.2	7.8	8.1	11.3	9.7	7.8	6.5
Annual result and depreciation	11.5	9.4	42.3	39.0	20.4	18.9	18.0	16.2	10.9	8.8
Trade receivables	12.8	11.7	15.2	14.1	12.5	12.6	15.2	14.0	12.6	11.5
Percentage of the balance sheet total										
Sales	86.4	96.4	24.0	25.9	40.8	42.7	57.9	62.1	91.2	101.9
Annual result and interest paid	6.0	5.5	5.0	5.3	4.3	4.3	6.4	6.0	5.9	5.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.2	14.8	11.3	11.3	13.8	13.5	20.1	19.5	16.0	14.5
Percentage of fixed assets										
Long-term equity and liabilities	89.9	91.9	107.4	109.4	100.7	101.9	95.3	94.8	88.8	91.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	143.9	149.6	145.3	157.4	128.6	135.6	126.3	121.1	145.9	152.7
Cash resources, short-term receivables and inventories	152.5	161.2	152.6	167.7	137.8	148.2	131.8	127.0	154.8	164.9
Percentage of cost of materials										
Trade payables	6.7	6.6	51.1	36.9	14.2	13.8	11.8	11.5	6.3	6.2
Memo item										
Balance sheet total in € billion	131.67	136.96	0.99	0.94	2.26	2.29	13.50	13.62	114.92	120.11
Sales in € billion	113.75	132.06	0.24	0.24	0.92	0.98	7.81	8.45	104.77	122.38
Number of enterprises	1,184	1,184	414	414	181	181	321	321	268	268

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

20 Electricity, gas and water supply (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	...	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	49.0	47.6	62.2	57.9	48.4	50.8	52.8	51.0	31.8	30.9
	50	69.2	67.8	79.3	77.1	72.2	70.3	67.9	67.7	52.3	51.9
	75	83.3	81.2	88.0	86.2	84.3	81.2	80.1	79.4	69.1	66.4
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.2	0.4	0.4
	50	0.3	0.3	0.0	0.0	0.4	0.4	0.7	0.7	0.8	0.8
	75	1.0	1.1	0.0	0.0	1.2	1.3	1.2	1.2	1.4	1.6
Equity	25	3.6	4.6	- 13.5	- 17.2	11.2	12.9	30.8	31.2	27.7	26.5
	50	30.8	30.9	0.5	1.1	36.1	38.0	43.2	43.3	36.6	36.0
	75	47.6	48.7	18.2	18.9	51.4	53.4	54.4	55.9	46.9	48.8
Short-term liabilities	25	6.7	7.0	2.1	2.0	6.9	7.1	10.8	12.3	13.4	15.7
	50	14.5	15.8	6.9	7.4	14.0	13.6	16.9	18.8	21.9	23.5
	75	26.9	27.9	18.0	18.4	25.9	24.9	27.0	27.7	34.5	33.1
Liabilities to banks	25	3.6	3.3	46.5	41.9	4.7	4.2	2.4	1.7	0.0	0.0
	50	26.7	24.8	88.0	85.2	27.2	23.9	16.6	16.0	6.5	6.0
	75	70.0	68.9	106.9	108.2	48.1	45.3	33.9	32.4	23.4	21.4
Percentage of gross revenue											
Cost of materials	25	4.7	3.0	0.0	0.0	29.6	32.0	49.1	54.3	54.0	57.9
	50	51.1	55.5	0.0	0.2	52.5	55.9	56.2	60.7	62.3	65.9
	75	63.1	67.1	21.3	17.8	66.2	67.9	63.1	68.7	73.4	76.8
Personnel expenses	25	0.0	0.0	0.0	0.0	0.3	0.2	7.2	6.5	5.5	4.7
	50	7.3	6.5	0.0	0.0	8.7	7.7	11.0	10.4	11.0	9.9
	75	14.1	13.2	2.1	1.7	18.2	16.4	15.3	14.3	15.4	14.0
Depreciation	25	6.3	5.5	22.8	20.4	6.4	6.3	6.2	5.5	4.2	3.6
	50	10.5	9.7	44.6	41.6	10.2	9.3	8.4	7.8	6.3	5.6
	75	33.8	31.8	60.3	56.3	19.8	16.6	12.2	10.8	8.5	7.5
Annual result	25	0.4	1.0	- 7.8	- 6.1	1.0	2.0	3.4	3.0	2.6	2.2
	50	5.6	5.3	2.4	3.8	4.2	4.7	7.0	5.9	6.1	5.5
	75	10.7	9.9	14.3	15.6	8.8	7.8	10.6	9.9	9.3	8.6
Percentage of sales											
Annual result before taxes on income	25	1.2	1.8	- 7.7	- 6.1	1.7	3.5	5.7	4.7	4.2	3.8
	50	8.0	7.8	2.9	4.9	7.0	7.9	10.3	9.3	9.0	8.1
	75	14.7	13.1	17.0	17.9	13.3	11.9	15.6	13.0	13.4	11.5
Annual result and depreciation	25	15.6	14.1	29.1	33.3	13.9	14.7	15.8	13.9	10.4	8.5
	50	22.7	20.6	51.5	47.9	22.2	20.2	20.6	18.0	16.7	14.7
	75	42.5	40.9	62.9	59.5	30.9	27.0	25.2	22.5	21.3	18.3
Trade receivables	25	8.3	8.2	9.6	10.3	5.0	5.4	8.5	8.2	7.8	7.5
	50	11.7	12.4	11.7	12.7	11.0	11.7	12.7	12.4	11.6	11.2
	75	16.7	15.8	14.6	14.6	16.2	16.0	17.8	17.6	17.3	16.4
Percentage of the balance sheet total											
Annual result and interest paid	25	3.3	3.5	2.6	3.2	2.8	3.3	4.1	3.7	3.9	4.0
	50	5.8	5.9	5.4	5.6	4.9	5.5	6.5	6.4	6.4	6.4
	75	9.6	9.3	9.1	9.4	8.6	8.8	11.0	9.7	9.6	8.9
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	9.2	9.5	7.6	7.4	8.6	9.9	16.8	15.6	14.1	13.7
	50	18.4	18.2	11.5	11.4	17.2	18.2	26.1	25.1	23.7	22.8
	75	36.2	34.0	19.1	20.7	37.4	35.7	48.8	47.8	40.2	36.5
Percentage of fixed assets											
Long-term equity and liabilities	25	89.7	89.3	99.1	98.4	93.1	92.6	89.2	86.4	81.5	82.3
	50	103.0	103.8	109.2	109.8	105.1	107.6	98.5	99.8	95.4	93.6
	75	118.5	121.4	123.8	127.0	128.1	126.0	111.3	112.2	114.3	115.8
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	94.5	95.1	100.1	100.0	92.3	97.4	92.3	87.1	95.9	96.4
	50	152.1	148.6	216.5	245.6	146.4	167.0	134.4	125.8	135.2	130.1
	75	305.2	319.4	696.8	862.3	295.1	305.2	209.8	198.5	200.7	184.0
Percentage of cost of materials											
Trade payables	25	5.0	4.2	6.2	4.4	5.0	4.6	6.2	5.8	3.1	2.9
	50	11.8	11.7	23.1	19.8	12.2	13.2	11.7	11.2	9.2	8.6
	75	19.4	19.6	85.2	92.9	21.8	21.7	16.7	17.0	13.9	14.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

20 Electricity, gas and water supply (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.0	1.9	0.3	0.4	1.1	1.0	1.1	1.1	2.1	2.0
of which Goodwill	0.1	0.1	0.1	0.0	0.0	0.0	0.2	0.1	0.0	0.0
Tangible fixed assets	47.9	47.1	67.3	64.9	71.1	69.4	65.4	65.2	45.2	44.4
of which Land and buildings	7.3	7.2	12.7	15.6	13.0	13.4	11.3	11.5	6.6	6.5
Inventories	1.9	2.2	2.4	4.4	1.2	2.2	1.0	1.2	2.0	2.3
of which Finished goods and merchandise	0.4	0.6	0.4	0.5	0.2	0.2	0.0	0.1	0.5	0.7
Cash	3.5	3.7	10.4	11.2	8.5	8.7	6.8	6.6	3.0	3.2
Receivables	27.1	27.2	15.7	14.2	13.9	13.5	18.2	18.4	28.5	28.5
Short-term	25.1	25.5	15.5	14.0	13.4	13.0	16.2	16.7	26.5	26.9
of which										
Trade receivables	12.1	12.4	5.1	4.8	5.5	5.9	9.0	8.7	12.6	12.9
Receivables from affiliated companies	9.8	9.2	7.3	6.2	5.3	5.5	4.6	5.0	10.5	9.7
Long-term	2.0	1.6	0.2	0.2	0.5	0.5	2.0	1.7	2.0	1.6
of which Loans to affiliated companies	1.2	1.2	0.0	0.1	0.5	0.4	1.8	1.4	1.1	1.2
Securities	7.1	7.7	0.8	0.5	0.3	0.4	1.5	1.5	8.0	8.6
Other long-term equity investments	10.2	10.0	2.5	3.1	3.4	4.6	5.8	5.8	10.9	10.6
Capital										
Equity	35.2	35.1	23.5	23.9	40.6	40.9	42.0	42.1	34.2	34.1
Liabilities	38.5	38.4	68.2	67.4	47.3	46.8	45.1	45.0	37.4	37.3
Short-term	22.7	22.6	20.6	21.4	15.5	15.4	18.8	20.2	23.3	23.0
of which										
Liabilities to banks	1.7	1.7	4.2	4.7	3.9	2.3	3.1	3.9	1.4	1.4
Trade payables	4.3	5.0	3.1	3.3	3.0	3.5	3.8	4.3	4.4	5.1
Liabilities to affiliated companies	7.8	7.2	5.4	4.6	4.1	4.5	6.2	6.5	8.0	7.3
Long-term	15.8	15.8	47.6	46.0	31.8	31.4	26.3	24.8	14.1	14.3
of which										
Liabilities to banks	11.0	10.2	38.5	37.7	25.9	25.2	21.7	20.1	9.3	8.6
Liabilities to affiliated companies	2.5	2.9	8.4	7.3	5.4	5.6	3.5	3.8	2.3	2.7
Provisions	24.7	24.7	7.0	7.5	11.3	11.5	11.7	11.7	26.7	26.6
of which Provisions for pensions	7.8	7.9	0.6	0.6	1.1	1.0	1.4	1.5	8.7	8.9
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	99.7	99.3	93.8	100.2	97.6	99.2	99.2	99.7	99.7
Change in finished goods	0.3	0.3	0.7	6.2	-0.2	2.4	0.8	0.8	0.3	0.3
Interest and similar income	0.8	0.6	1.1	0.9	0.7	0.8	0.8	0.7	0.8	0.6
Other income ²	6.5	5.2	12.4	10.2	7.3	6.1	6.6	5.8	6.5	5.1
of which Income from long-term equity investments	0.7	0.7	0.4	0.5	0.7	0.6	0.8	1.0	0.7	0.7
Total income ²	107.3	105.8	113.6	111.2	108.0	106.9	107.3	106.5	107.2	105.7
Expenses										
Cost of materials	71.2	75.3	41.4	44.8	52.8	56.9	55.4	60.0	72.6	76.5
Personnel expenses	8.9	7.9	16.1	15.0	14.4	13.1	12.4	11.7	8.5	7.6
Depreciation	5.5	4.4	18.5	16.2	11.9	10.5	9.8	9.0	5.1	4.1
of which Depreciation of tangible fixed assets	5.1	4.2	18.5	16.0	11.9	10.4	9.6	8.8	4.6	3.8
Interest and similar expenses	1.1	1.0	7.7	6.2	3.9	3.3	2.9	2.6	1.0	0.8
Operating taxes	2.8	2.7	0.3	0.1	0.7	0.6	2.2	1.9	2.9	2.7
Other expenses ³	10.0	8.3	23.3	21.6	15.3	13.8	13.4	11.8	9.7	8.0
Total expenses before taxes on income ³	99.5	99.5	107.3	103.9	99.0	98.2	96.3	97.0	99.7	99.7
Annual result before taxes on income	7.8	6.3	6.2	7.2	9.0	8.7	11.1	9.5	7.5	6.0
Taxes on income	2.3	2.0	2.7	2.5	3.6	3.7	3.2	2.7	2.3	2.0
Annual result	5.5	4.2	3.5	4.7	5.5	5.0	7.8	6.8	5.3	4.1
Other ratios	Percentage of sales									
Annual result before taxes on income	7.8	6.3	6.3	7.7	9.0	8.9	11.1	9.6	7.6	6.0
Annual result and depreciation	11.0	8.7	22.2	22.3	17.3	15.8	17.8	16.0	10.4	8.1
Trade receivables	13.2	12.0	15.9	13.8	11.8	12.3	15.5	14.1	13.0	11.9
Percentage of the balance sheet total										
Sales	91.4	102.7	31.9	34.9	46.3	47.6	57.6	61.8	96.7	108.9
Annual result and interest paid	6.0	5.4	3.6	4.1	4.3	4.1	6.2	5.9	6.0	5.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.3	14.6	10.7	12.0	15.8	15.0	20.0	19.3	16.0	14.1
Percentage of fixed assets										
Long-term equity and liabilities	89.6	90.9	106.4	107.7	102.2	103.4	95.9	94.8	88.4	90.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	132.9	136.7	128.8	119.3	142.3	142.6	125.4	118.4	133.6	138.7
Cash resources, short-term receivables and inventories	141.3	146.3	140.5	139.7	150.2	156.7	130.6	124.1	142.3	148.7
Percentage of cost of materials										
Trade payables	6.6	6.5	23.5	19.5	12.4	12.7	11.8	11.5	6.2	6.1
Memo item										
Balance sheet total in € billion	113.44	117.81	0.26	0.26	1.59	1.65	12.84	12.96	98.75	102.93
Sales in € billion	103.69	120.98	0.08	0.09	0.74	0.79	7.40	8.01	95.47	112.10
Number of enterprises	780	780	108	108	137	137	300	300	235	235

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

20 Electricity, gas and water supply (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	43.8	42.3	16.2	16.8	47.7	50.7	53.8	52.2	31.6	30.6
	50	64.8	63.4	68.0	64.1	70.1	68.5	68.4	68.3	51.1	51.1
	75	78.1	77.5	86.8	84.5	82.4	80.1	80.1	79.4	68.8	66.4
Inventories	25	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.3	0.4	0.4
	50	0.6	0.7	0.0	0.0	0.5	0.5	0.7	0.7	0.7	0.8
	75	1.3	1.3	2.2	2.0	1.2	1.2	1.2	1.2	1.4	1.6
Equity	25	25.9	26.2	8.2	8.2	22.3	25.8	30.9	31.7	28.0	26.8
	50	38.2	39.3	20.9	23.7	38.9	42.9	43.3	43.4	36.1	35.8
	75	51.1	52.1	45.8	47.9	55.5	53.9	54.3	55.6	45.9	47.7
Short-term liabilities	25	10.6	11.6	6.9	7.7	7.6	7.1	10.9	12.6	14.1	15.9
	50	18.2	19.6	15.3	17.1	15.1	14.2	16.9	19.1	22.7	23.6
	75	31.0	30.9	45.5	46.7	25.8	25.0	27.1	28.0	34.7	33.5
Liabilities to banks	25	0.1	0.0	0.0	0.0	3.4	0.2	3.1	2.1	0.0	0.0
	50	15.4	14.2	23.4	19.9	22.8	21.0	16.9	16.1	7.2	6.3
	75	33.8	31.4	58.6	52.6	40.5	36.4	34.2	32.5	24.6	22.2
		Percentage of gross revenue									
Cost of materials	25	47.9	51.6	13.1	10.0	41.2	44.1	49.0	54.4	53.9	58.3
	50	57.3	61.5	43.1	43.4	55.0	59.6	56.2	60.6	61.7	65.9
	75	66.6	70.6	63.6	62.3	67.0	70.0	63.1	68.8	73.1	76.8
Personnel expenses	25	4.9	4.1	0.0	0.0	2.1	1.3	7.7	7.2	5.6	5.0
	50	10.9	10.2	8.5	6.5	9.8	9.7	11.2	10.8	10.9	10.1
	75	16.3	15.3	25.0	22.0	18.2	16.4	15.4	14.5	15.5	14.2
Depreciation	25	5.4	4.8	3.9	4.8	6.2	5.6	6.4	5.6	4.1	3.6
	50	8.1	7.3	14.4	13.5	9.6	8.7	8.4	7.9	6.3	5.6
	75	12.6	11.6	27.6	27.2	15.0	14.9	12.1	10.8	8.5	7.4
Annual result	25	2.2	2.3	-2.1	0.1	1.4	2.7	3.4	2.9	2.7	2.2
	50	6.0	5.3	3.5	3.8	5.3	4.8	6.8	5.9	6.0	5.4
	75	9.8	8.8	11.1	9.3	8.7	7.8	10.3	9.6	9.1	8.2
		Percentage of sales									
Annual result before taxes on income	25	4.0	3.8	-1.2	0.3	2.8	4.5	5.4	4.7	4.3	3.5
	50	9.0	8.2	5.3	5.9	7.7	8.4	10.1	9.3	8.9	7.7
	75	14.3	12.0	16.6	14.0	13.3	11.8	15.6	13.0	13.2	11.1
Annual result and depreciation	25	13.0	11.6	8.7	7.8	12.8	13.9	15.8	13.9	10.3	8.4
	50	19.4	17.1	21.2	22.6	21.3	19.0	20.4	17.9	16.3	14.2
	75	25.0	22.3	40.0	37.6	26.3	23.2	25.2	22.3	21.4	18.1
Trade receivables	25	7.7	7.4	4.3	4.0	5.0	5.4	8.5	8.0	8.3	7.7
	50	11.9	11.7	12.1	11.5	10.3	10.7	12.9	12.5	11.8	11.2
	75	18.0	17.1	20.8	17.9	16.2	16.4	18.3	18.1	17.7	16.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.5	3.6	1.6	2.2	3.1	3.4	4.1	3.7	4.0	4.1
	50	5.9	5.8	4.2	4.8	4.7	5.5	6.4	6.4	6.3	6.2
	75	9.6	8.8	8.5	7.0	8.7	8.1	10.6	9.5	9.4	8.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	11.1	12.3	4.7	6.5	9.2	11.7	16.8	15.4	14.2	13.9
	50	23.1	22.6	12.1	14.3	20.7	21.9	26.1	25.3	23.5	22.5
	75	41.0	39.4	29.5	29.6	39.8	40.0	48.6	47.2	39.5	35.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	85.9	85.5	87.0	88.8	92.3	92.6	89.3	86.3	81.2	82.7
	50	99.3	99.9	106.1	106.2	104.7	108.4	98.5	99.7	94.9	93.2
	75	115.7	116.1	131.8	133.5	131.1	132.3	110.8	111.0	112.7	113.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	92.4	90.4	75.4	74.9	97.7	101.4	92.0	86.1	95.0	93.4
	50	135.9	132.5	130.0	144.9	150.9	176.0	133.7	124.0	129.3	125.4
	75	215.7	217.2	305.2	305.2	295.1	302.2	208.3	195.1	192.6	182.9
		Percentage of cost of materials									
Trade payables	25	4.7	4.2	4.6	3.9	4.7	4.1	6.2	5.8	3.1	2.9
	50	10.9	11.0	15.4	16.1	9.9	11.4	11.7	11.2	9.3	9.0
	75	16.7	17.5	32.4	28.0	19.5	19.6	16.7	17.0	13.9	14.5

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

20 Electricity, gas and water supply (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	0.5	0.4	1.4	1.5	0.7	0.8	0.9	1.1	0.4	0.3
of which Goodwill	0.0	0.0	0.1	0.2	0.1	0.1	0.0	0.0	0.0	0.0
Tangible fixed assets	56.6	51.7	77.9	76.2	81.5	81.7	72.4	68.4	53.9	49.0
of which Land and buildings	9.4	8.4	4.0	4.4	8.3	9.0	9.4	8.8	9.6	8.5
Inventories	1.4	4.2	0.5	0.2	1.9	0.9	1.5	1.4	1.4	4.5
of which Finished goods and merchandise	0.0	2.9	0.1	0.1	0.2	0.2	0.0	0.1	0.0	3.2
Cash	2.5	2.8	6.7	7.4	5.1	4.6	7.0	11.1	2.0	2.2
Receivables	31.8	33.7	9.6	10.6	8.6	9.7	15.5	16.2	34.4	36.1
Short-term	31.4	33.5	8.8	9.6	8.0	8.2	15.3	15.6	34.0	36.1
of which										
Trade receivables	4.7	4.8	3.1	3.2	4.2	4.2	6.3	8.3	4.7	4.7
Receivables from affiliated companies	25.5	27.4	4.2	5.2	2.3	3.1	4.3	4.1	28.2	30.1
Long-term	0.4	0.2	0.8	1.0	0.6	1.5	0.2	0.6	0.3	0.1
of which Loans to affiliated companies	0.0	0.0	0.4	0.6	0.0	0.0	0.0	0.4	0.0	0.0
Securities	4.4	4.4	2.2	2.3	0.6	0.6	0.8	0.0	4.8	4.8
Other long-term equity investments	2.5	2.5	0.5	0.4	0.9	0.9	1.7	1.6	2.7	2.7
Capital										
Equity	36.0	36.6	- 5.0	- 6.2	12.9	12.1	30.0	31.2	39.1	39.4
Liabilities	29.3	27.8	101.6	102.1	79.9	80.1	42.5	41.7	23.4	22.4
Short-term	12.9	12.4	10.9	9.9	14.5	11.9	14.8	13.2	12.9	12.5
of which										
Liabilities to banks	1.6	1.2	5.5	4.6	5.4	3.9	2.8	2.2	1.2	1.0
Trade payables	2.8	3.0	2.4	2.0	2.5	2.1	4.2	4.5	2.8	3.0
Liabilities to affiliated companies	6.6	6.3	1.4	1.8	2.1	1.6	3.9	2.7	7.2	6.8
Long-term	16.4	15.4	90.8	92.2	65.4	68.2	27.8	28.5	10.5	9.9
of which										
Liabilities to banks	9.8	8.8	87.8	89.3	62.2	63.7	26.5	26.3	3.4	2.9
Liabilities to affiliated companies	6.5	6.5	2.4	2.5	3.1	3.7	1.2	2.2	7.0	6.9
Provisions	32.3	34.6	3.2	3.9	5.3	5.7	15.0	15.6	35.5	37.7
of which Provisions for pensions	2.9	3.0	0.1	0.1	0.2	0.2	0.5	0.5	3.2	3.3
Income statement										
Income										
Percentage of gross revenue										
Sales	99.6	99.8	99.9	100.1	95.6	101.8	99.6	99.6	99.7	99.8
Change in finished goods	0.4	0.2	0.1	- 0.1	4.4	- 1.8	0.4	0.4	0.3	0.2
Interest and similar income	1.3	0.8	0.9	1.2	0.9	1.1	0.4	0.5	1.4	0.8
Other income ²	6.1	10.8	9.9	8.3	6.5	5.1	7.3	5.4	6.0	11.2
of which Income from long-term equity investments	0.2	0.2	0.2	0.0	0.1	0.3	0.1	0.1	0.2	0.2
Total income ²	107.4	111.6	110.8	109.4	107.4	106.2	107.8	105.9	107.3	112.0
Expenses										
Cost of materials	62.7	68.4	10.2	11.3	34.6	32.3	56.5	60.2	64.4	70.3
Personnel expenses	8.9	8.8	2.0	1.9	10.5	11.1	5.0	4.7	9.2	9.0
Depreciation	9.6	8.3	50.2	46.1	28.9	28.2	10.4	9.7	8.5	7.3
of which Depreciation of tangible fixed assets	9.5	8.3	50.1	46.0	28.9	28.1	10.4	9.7	8.4	7.3
Interest and similar expenses	2.2	1.8	23.0	23.0	13.0	12.6	3.3	3.3	1.6	1.3
Operating taxes	0.9	0.8	0.1	0.0	0.2	0.3	2.6	0.8	0.8	0.8
Other expenses ³	13.2	12.2	22.1	23.5	17.1	16.6	16.1	15.9	12.8	11.8
Total expenses before taxes on income ³	97.5	100.3	107.5	105.8	104.3	101.2	93.9	94.6	97.3	100.5
Annual result before taxes on income	9.9	11.3	3.3	3.7	3.1	5.0	13.9	11.3	10.0	11.5
Taxes on income	2.3	2.5	0.6	0.8	1.1	1.4	2.7	1.6	2.3	2.5
Annual result	7.7	8.8	2.8	2.9	2.0	3.6	11.2	9.7	7.7	9.0
Other ratios										
Percentage of sales										
Annual result before taxes on income	10.0	11.3	3.3	3.7	3.3	4.9	13.9	11.3	10.0	11.5
Annual result and depreciation	17.4	17.2	53.0	48.9	32.4	31.3	21.7	19.5	16.3	16.3
Trade receivables	8.5	8.2	14.8	14.3	15.0	13.9	10.0	12.3	8.2	7.8
Percentage of the balance sheet total										
Sales	55.2	57.8	21.2	22.5	27.9	30.1	63.1	67.3	57.5	59.9
Annual result and interest paid	5.5	6.2	5.5	5.8	4.4	4.8	9.2	8.8	5.4	6.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.6	16.3	11.4	11.1	11.0	11.3	21.7	22.7	15.9	16.7
Percentage of fixed assets										
Long-term equity and liabilities	92.0	98.3	107.7	110.0	97.3	98.5	85.4	93.2	91.1	97.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	264.0	294.0	156.3	188.8	93.9	111.8	150.6	202.6	281.3	307.4
Cash resources, short-term receivables and inventories	274.8	327.5	160.6	190.8	106.6	119.7	161.0	212.9	292.3	343.7
Percentage of cost of materials										
Trade payables	8.2	7.6	111.0	80.8	24.3	22.4	11.7	11.0	7.6	7.2
Memo item										
Balance sheet total in € billion	18.23	19.15	0.73	0.68	0.67	0.63	0.66	0.66	16.17	17.18
Sales in € billion	10.06	11.07	0.15	0.15	0.19	0.19	0.41	0.44	9.30	10.29
Number of enterprises	404	404	306	306	44	44	21	21	33	33

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

20 Electricity, gas and water supply (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	62.2	58.1	66.2	64.2	58.9	58.4	38.2	37.1	36.2	35.6
	50	78.9	76.3	81.5	78.8	78.9	76.0	56.3	53.9	57.1	53.4
	75	87.7	85.9	88.2	86.6	87.9	88.2	82.9	80.4	72.9	68.5
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	0.7
	50	0.0	0.0	0.0	0.0	0.1	0.0	0.7	0.4	0.9	1.0
	75	0.0	0.0	0.0	0.0	1.1	1.3	1.2	1.0	1.4	1.9
Equity	25	- 15.1	- 19.4	- 19.4	- 23.6	- 9.0	- 13.3	24.7	27.6	11.0	7.7
	50	- 0.7	- 0.5	- 3.2	- 5.7	2.4	2.5	41.5	38.4	40.0	38.9
	75	17.1	17.6	8.2	7.4	41.9	42.1	57.9	58.1	59.9	55.5
Short-term liabilities	25	2.2	2.0	1.5	1.5	6.4	6.8	8.5	8.1	11.2	13.3
	50	6.9	7.5	5.0	5.1	12.1	12.0	16.7	12.1	19.8	21.6
	75	16.9	16.4	12.3	13.1	26.0	21.9	24.2	20.4	26.1	32.8
Liabilities to banks	25	46.5	42.5	81.0	79.6	24.4	18.0	0.0	0.0	0.0	0.0
	50	92.4	92.3	97.7	98.4	53.3	47.1	11.6	9.8	2.1	2.7
	75	108.4	110.5	113.8	117.1	98.1	99.5	28.5	27.5	11.1	13.5
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	0.4	0.4	51.3	53.9	54.5	55.5
	50	0.1	0.2	0.0	0.0	23.1	19.2	55.8	62.6	63.7	65.6
	75	25.6	23.5	1.1	1.0	53.0	53.9	64.2	68.7	75.3	81.3
Personnel expenses	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.7
	50	0.0	0.0	0.0	0.0	0.5	0.2	2.2	2.8	11.2	9.6
	75	1.2	1.0	0.0	0.0	15.8	15.6	10.4	9.3	12.8	13.1
Depreciation	25	21.2	19.7	35.7	35.8	8.6	7.5	4.3	4.8	4.6	3.3
	50	45.4	43.8	51.1	48.3	21.6	20.2	6.6	5.8	6.3	5.1
	75	61.7	57.9	64.3	59.7	57.1	54.2	12.2	10.2	8.9	8.2
Annual result	25	- 6.4	- 6.3	- 9.1	- 9.4	- 6.2	- 6.2	5.6	3.5	1.8	4.1
	50	3.3	4.7	0.9	3.7	2.0	3.8	8.7	7.4	7.5	8.4
	75	13.8	15.6	17.6	18.2	10.2	10.0	14.5	11.1	10.7	10.3
		Percentage of sales									
Annual result before taxes on income	25	- 6.4	- 6.1	- 9.1	- 8.9	- 5.7	- 3.7	8.3	5.0	1.9	6.2
	50	4.1	5.7	1.4	3.6	2.0	4.0	11.4	8.9	9.4	10.5
	75	15.4	17.0	18.2	19.0	13.4	13.4	17.8	12.7	14.0	13.1
Annual result and depreciation	25	29.2	31.3	45.4	42.3	19.8	18.9	19.0	14.6	10.9	13.2
	50	51.2	48.1	56.9	52.9	32.3	32.9	20.9	18.2	18.2	17.3
	75	62.9	59.5	64.7	63.1	49.7	49.5	29.6	26.2	20.3	19.8
Trade receivables	25	9.7	10.8	10.0	11.4	6.2	6.3	8.6	9.1	3.4	2.2
	50	11.5	12.9	11.5	12.8	11.9	13.5	10.6	11.4	8.3	9.9
	75	14.0	14.5	13.5	14.2	15.9	15.5	15.1	15.8	14.4	14.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.8	3.4	3.0	3.3	2.1	3.0	4.0	5.2	2.6	1.6
	50	5.7	6.2	5.6	6.0	5.1	5.3	9.5	7.9	7.7	8.5
	75	9.6	11.1	9.3	10.8	8.4	10.0	14.0	12.5	12.1	11.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.2	7.5	8.1	7.5	7.9	8.3	14.9	17.5	11.7	3.8
	50	12.0	11.7	11.5	10.9	10.9	11.0	25.2	21.7	24.4	25.0
	75	19.7	21.1	17.3	17.9	17.8	19.2	48.9	55.9	82.3	45.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	99.1	98.7	100.5	100.5	94.9	94.7	80.3	90.5	82.9	81.0
	50	109.4	110.1	110.3	110.5	106.9	105.6	98.0	110.9	105.0	101.1
	75	122.8	125.6	122.6	126.1	115.2	117.0	127.6	144.0	133.2	126.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	104.1	107.5	110.3	117.8	76.1	63.0	108.1	100.0	100.8	99.3
	50	223.3	251.4	301.6	345.1	130.0	135.1	152.4	184.1	169.9	159.1
	75	686.4	850.9	866.7	1 125.0	299.0	308.0	217.9	499.5	240.8	225.5
		Percentage of cost of materials									
Trade payables	25	6.7	5.4	11.7	6.5	7.9	9.7	8.4	1.3	3.8	3.1
	50	19.2	17.2	44.7	27.7	20.7	21.1	10.6	10.1	7.8	8.0
	75	89.1	83.3	200.0	277.8	38.3	62.7	15.0	17.3	15.1	16.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

21 Construction

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.4	0.4	0.6	0.6	0.3	0.3	0.5	0.4	0.5	0.4
of which Goodwill	0.3	0.2	0.5	0.4	0.1	0.1	0.3	0.3	0.3	0.3
Tangible fixed assets	10.5	10.4	22.2	21.2	15.6	15.7	12.5	12.4	7.1	6.8
of which Land and buildings	5.4	5.1	9.7	9.1	7.2	7.1	6.4	6.2	4.0	3.6
Inventories	44.2	44.7	29.4	32.0	41.7	42.3	48.1	48.8	43.6	44.0
of which Finished goods and merchandise	2.9	2.5	4.9	5.1	3.6	4.0	3.7	3.6	2.1	1.1
Cash	9.6	9.1	10.6	10.2	11.0	11.1	10.0	9.8	9.0	8.0
Receivables	28.0	27.7	34.4	33.3	28.2	27.6	25.6	25.5	28.8	28.7
Short-term	26.7	26.3	32.2	31.1	26.8	26.2	24.8	24.6	27.4	26.9
of which										
Trade receivables	13.4	13.5	20.7	20.2	18.2	18.2	15.4	15.7	10.2	10.4
Receivables from affiliated companies	9.2	8.6	4.9	4.9	4.5	4.2	5.9	5.8	12.8	11.8
Long-term	1.3	1.4	2.2	2.2	1.4	1.4	0.8	0.8	1.4	1.8
of which Loans to affiliated companies	0.8	0.9	0.4	0.5	0.3	0.3	0.4	0.3	1.2	1.4
Securities	2.7	2.5	0.9	0.9	1.1	1.1	1.0	0.9	4.4	4.0
Other long-term equity investments	3.9	4.5	0.4	0.3	0.8	0.7	1.6	1.5	6.5	7.8
Capital										
Equity	13.6	13.9	10.0	11.4	14.0	14.9	12.6	12.8	14.3	14.4
Liabilities	71.1	71.1	78.1	76.9	74.4	73.6	73.3	73.5	68.5	68.4
Short-term	65.6	65.7	56.6	57.4	63.7	63.7	65.9	66.7	66.6	66.3
of which										
Liabilities to banks	3.2	3.2	9.4	8.8	6.4	6.3	4.4	4.4	1.2	1.1
Trade payables	11.1	10.5	13.8	13.8	12.3	12.5	9.9	10.4	11.2	9.8
Liabilities to affiliated companies	4.8	4.8	3.4	3.5	4.4	4.4	4.9	4.9	4.9	4.9
Long-term	5.6	5.3	21.5	19.5	10.7	10.0	7.3	6.8	1.9	2.0
of which										
Liabilities to banks	3.7	3.6	16.0	14.6	7.6	7.0	4.4	3.8	1.3	1.5
Liabilities to affiliated companies	1.3	1.3	3.4	3.0	2.1	2.0	2.3	2.4	0.3	0.3
Provisions	15.2	15.0	11.8	11.5	11.6	11.4	14.1	13.5	17.3	17.2
of which Provisions for pensions	4.0	3.9	4.3	4.2	3.0	3.1	2.7	2.7	5.0	4.9
Income statement										
Percentage of gross revenue										
Income										
Sales	101.0	100.8	99.5	97.9	99.7	98.8	100.2	99.4	102.6	103.5
Change in finished goods	-1.0	-0.8	0.5	2.1	0.3	1.2	-0.2	0.6	-2.6	-3.5
Interest and similar income	0.5	0.5	0.2	0.2	0.2	0.2	0.3	0.3	0.9	0.9
Other income ²	3.2	3.5	3.1	3.2	2.9	2.8	3.3	3.3	3.3	4.1
of which Income from long-term equity investments	0.3	0.3	0.0	0.0	0.1	0.0	0.1	0.1	0.6	0.5
Total income ²	103.7	104.0	103.3	103.3	103.1	103.0	103.6	103.6	104.2	105.0
Expenses										
Cost of materials	59.8	60.9	42.4	43.5	52.4	53.3	59.6	60.9	66.2	67.4
Personnel expenses	26.8	26.0	36.6	35.2	31.2	30.2	26.8	25.8	23.1	22.7
Depreciation	2.3	2.4	2.8	2.7	2.5	2.4	2.5	2.3	2.1	2.4
of which Depreciation of tangible fixed assets	1.9	1.8	2.6	2.6	2.1	2.0	2.0	1.9	1.6	1.5
Interest and similar expenses	0.8	0.7	1.3	1.2	0.9	0.9	0.8	0.7	0.6	0.6
Operating taxes	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	11.8	11.6	16.7	16.8	13.5	13.5	11.6	11.4	10.5	10.1
Total expenses before taxes on income ³	101.6	101.7	99.9	99.6	100.6	100.4	101.4	101.2	102.5	103.2
Annual result before taxes on income	2.1	2.3	3.3	3.8	2.5	2.6	2.2	2.4	1.7	1.8
Taxes on income	0.6	0.6	0.7	0.7	0.8	0.8	0.7	0.7	0.5	0.3
Annual result	1.5	1.7	2.6	3.0	1.7	1.8	1.5	1.6	1.2	1.5
Other ratios										
Percentage of sales										
Annual result before taxes on income	2.1	2.3	3.3	3.8	2.5	2.7	2.2	2.4	1.7	1.7
Annual result and depreciation	3.8	4.0	5.5	5.9	4.2	4.2	4.0	4.0	3.2	3.7
Trade receivables	10.9	11.2	10.6	10.9	11.1	11.3	11.4	11.8	10.4	10.6
Percentage of the balance sheet total										
Sales	122.9	121.4	195.8	185.1	164.0	161.1	135.5	133.4	98.3	97.5
Annual result and interest paid	2.7	2.9	7.6	8.0	4.2	4.3	3.1	3.2	1.7	2.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	6.1	6.3	13.5	13.8	9.1	9.3	7.0	6.9	4.1	4.6
Percentage of fixed assets										
Long-term equity and liabilities	142.2	137.1	144.3	147.5	152.5	153.3	146.1	146.6	136.1	125.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	59.2	57.3	76.4	72.8	60.5	59.7	53.9	52.8	60.9	58.3
Cash resources, short-term receivables and inventories	126.6	125.4	128.4	128.4	125.9	126.1	126.9	125.9	126.5	124.7
Percentage of cost of materials										
Trade payables	15.2	14.4	16.6	16.8	14.3	14.4	12.2	12.8	17.7	15.4
Memo item										
Balance sheet total in € billion	37.21	37.86	1.33	1.42	5.68	5.84	11.11	11.37	19.09	19.23
Sales in € billion	45.73	45.94	2.60	2.62	9.32	9.40	15.05	15.17	18.77	18.75
Number of enterprises	6,039	6,039	3,187	3,187	2,017	2,017	732	732	103	103

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

21 Construction (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹		2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.3	4.3	5.4	5.3	3.6	3.6	3.2	3.3	3.1	2.9
	50	11.7	11.6	14.9	14.5	9.4	9.4	9.6	9.3	7.1	7.3
	75	26.6	26.8	33.6	33.0	21.2	21.9	18.5	17.9	14.0	14.2
Inventories	25	9.4	9.9	5.1	5.4	15.5	15.7	28.3	27.0	29.1	27.4
	50	27.1	27.5	17.7	18.8	35.4	34.3	45.3	46.5	42.4	42.9
	75	49.2	49.7	38.2	38.7	53.4	54.0	60.7	59.7	56.5	54.9
Equity	25	1.9	2.7	- 4.8	- 2.8	4.1	4.3	4.7	5.0	7.2	6.8
	50	10.7	11.6	10.6	11.8	11.0	11.9	10.2	11.2	11.8	11.6
	75	25.1	26.7	29.0	30.8	23.1	24.8	18.7	19.1	18.6	20.1
Short-term liabilities	25	38.3	38.4	32.0	31.4	43.9	43.6	51.0	50.4	51.6	53.4
	50	60.2	59.5	54.3	54.3	63.7	62.5	67.5	66.8	66.5	65.9
	75	78.5	78.2	78.3	78.2	78.6	77.8	78.9	79.2	76.4	76.6
Liabilities to banks	25	0.0	0.0	0.6	0.4	0.2	0.0	0.0	0.0	0.0	0.0
	50	10.7	10.4	16.9	16.4	8.7	7.9	3.1	2.8	0.8	0.7
	75	30.8	29.7	41.6	40.4	23.7	22.8	14.1	13.2	6.6	6.5
		Percentage of gross revenue									
Cost of materials	25	34.6	35.4	29.2	29.9	41.2	42.5	50.2	51.6	57.2	57.8
	50	47.5	48.1	40.5	41.3	51.0	52.3	59.1	60.6	64.9	67.7
	75	58.5	59.6	51.6	52.1	61.9	62.4	67.3	69.0	73.3	75.2
Personnel expenses	25	24.5	23.7	26.6	26.1	24.3	23.3	20.8	19.8	16.5	17.0
	50	33.4	32.2	36.7	35.3	32.2	31.1	27.3	26.4	22.1	21.6
	75	42.5	41.3	46.3	44.7	39.9	38.8	34.5	32.9	28.6	27.7
Depreciation	25	1.0	1.0	1.1	1.1	0.9	0.9	1.0	1.0	0.8	0.9
	50	2.0	1.9	2.2	2.1	1.7	1.6	2.0	1.7	1.8	1.7
	75	3.5	3.4	3.9	3.7	3.1	2.9	3.5	3.1	3.1	3.2
Annual result	25	0.2	0.3	0.1	0.3	0.2	0.2	0.3	0.3	0.1	0.4
	50	1.4	1.6	1.9	2.1	1.0	1.2	1.2	1.3	1.2	1.3
	75	4.4	4.6	6.1	6.4	3.1	3.2	3.0	3.2	2.8	3.3
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.4	0.1	0.4	0.3	0.4	0.4	0.4	0.2	0.4
	50	1.9	2.2	2.5	2.8	1.5	1.6	1.7	1.8	1.5	1.6
	75	5.6	5.8	7.1	7.8	4.2	4.3	3.8	4.0	3.9	4.1
Annual result and depreciation	25	1.9	2.0	1.9	2.2	1.7	1.8	2.0	2.1	2.0	2.1
	50	4.5	4.6	5.3	5.5	3.8	3.9	4.2	4.0	3.8	3.8
	75	8.9	9.2	10.9	11.6	7.4	7.4	7.2	7.1	6.6	7.6
Trade receivables	25	5.7	5.8	4.9	5.1	6.5	6.6	6.8	6.8	7.2	6.5
	50	9.3	9.7	8.5	8.9	10.0	10.3	10.6	10.8	10.8	10.0
	75	14.1	14.5	13.6	13.9	14.4	14.7	14.9	15.5	14.2	14.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.6	1.9	1.8	2.7	1.6	1.8	1.4	1.4	0.8	1.2
	50	4.7	5.0	6.6	7.1	3.9	4.0	3.1	3.2	2.5	2.7
	75	11.2	11.3	16.6	16.8	8.0	7.8	6.0	6.3	4.3	4.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	3.6	3.9	3.5	4.4	3.7	3.6	3.6	3.4	3.0	3.3
	50	10.5	10.8	13.5	13.9	9.2	9.3	8.0	7.6	6.4	6.1
	75	26.4	26.7	34.5	36.0	20.6	20.0	14.9	15.8	11.4	14.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	85.2	87.2	73.0	76.3	98.6	96.9	91.6	93.1	85.5	82.8
	50	159.9	164.8	152.3	157.1	174.4	181.0	150.8	157.1	151.0	130.2
	75	350.0	354.1	350.0	350.0	378.7	393.3	302.4	313.0	263.9	285.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	41.3	40.6	45.6	44.1	40.2	39.4	34.6	34.7	40.3	40.0
	50	75.4	74.4	86.3	85.5	69.8	70.5	58.0	57.4	59.9	61.3
	75	136.5	138.8	163.4	165.1	120.7	123.0	92.1	94.6	99.5	89.9
		Percentage of cost of materials									
Trade payables	25	6.4	6.6	5.6	5.6	7.1	7.4	7.4	7.5	7.6	7.4
	50	12.1	12.2	12.5	12.4	12.1	12.4	11.0	11.1	11.1	11.4
	75	21.3	21.5	24.3	24.9	20.4	20.2	16.3	17.3	15.3	15.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

21 Construction (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.4	0.3	0.6	0.5	0.3	0.3	0.3	0.3	0.4	0.3
<i>of which</i> Goodwill	0.2	0.2	0.4	0.4	0.1	0.1	0.1	0.1	0.1	0.2
Tangible fixed assets	9.2	9.0	18.0	17.2	14.1	14.3	11.3	11.0	6.2	5.9
<i>of which</i> Land and buildings	4.4	4.0	6.1	5.6	5.9	5.9	5.4	5.1	3.3	2.8
Inventories	42.8	43.9	30.4	33.2	41.6	41.8	48.3	49.5	41.6	42.8
<i>of which</i> Finished goods and merchandise	2.4	2.0	5.0	5.2	3.3	3.4	3.4	2.9	1.5	0.9
Cash	9.1	8.6	12.0	11.4	11.7	11.9	9.4	9.4	8.0	7.0
Receivables	30.0	29.4	36.0	34.8	28.9	28.5	27.8	27.0	31.0	30.4
Short-term	28.5	27.7	33.2	32.1	27.3	26.8	26.9	26.0	29.3	28.3
<i>of which</i>										
Trade receivables	13.1	13.1	21.4	20.8	18.9	18.8	16.5	16.5	9.2	9.2
Receivables from affiliated companies	10.8	9.9	4.4	4.3	4.0	3.9	6.5	6.2	15.3	13.8
Long-term	1.5	1.7	2.8	2.7	1.6	1.6	0.9	1.0	1.7	2.0
<i>of which</i> Loans to affiliated companies	1.0	1.1	0.5	0.6	0.3	0.3	0.3	0.3	1.5	1.7
Securities	3.3	2.7	1.1	1.1	1.3	1.4	1.0	0.9	5.0	4.0
Other long-term equity investments	4.7	5.6	0.3	0.3	0.7	0.7	1.3	1.4	7.7	9.4
Capital										
Equity	15.3	15.5	13.0	14.2	16.2	17.3	14.6	15.1	15.6	15.3
Liabilities	68.9	68.9	73.4	72.6	71.4	70.4	70.2	70.4	67.2	67.4
Short-term	64.5	64.7	55.8	56.9	62.5	62.4	64.5	65.5	65.6	65.5
<i>of which</i>										
Liabilities to banks	2.8	2.8	7.9	7.7	5.5	5.7	4.1	4.0	1.1	0.9
Trade payables	11.7	10.9	13.6	13.6	12.9	13.0	10.5	11.2	11.8	9.9
Liabilities to affiliated companies	4.2	4.4	3.4	3.4	3.8	3.9	4.1	4.0	4.5	4.7
Long-term	4.4	4.2	17.5	15.7	8.8	8.0	5.7	4.9	1.6	1.9
<i>of which</i>										
Liabilities to banks	3.3	3.2	11.8	10.4	6.4	6.0	4.4	3.7	1.2	1.7
Liabilities to affiliated companies	0.6	0.6	3.8	3.4	1.5	1.3	0.6	0.7	0.2	0.1
Provisions	15.7	15.5	13.5	13.1	12.4	12.2	15.2	14.4	17.1	17.2
<i>of which</i> Provisions for pensions	4.6	4.5	6.0	5.7	3.7	3.8	3.5	3.5	5.3	5.1
Income statement	Percentage of gross revenue									
Income										
Sales	101.4	100.9	99.3	97.6	100.3	99.0	99.2	98.7	103.9	104.2
Change in finished goods	-1.4	-0.9	0.7	2.4	-0.3	1.0	0.8	1.3	-3.9	-4.2
Interest and similar income	0.6	0.6	0.2	0.2	0.2	0.2	0.3	0.3	1.0	1.0
Other income ²	3.2	3.6	3.0	3.1	2.8	2.7	3.0	3.1	3.5	4.5
<i>of which</i> Income from long-term equity investments	0.4	0.3	0.0	0.0	0.0	0.0	0.1	0.1	0.8	0.6
Total income ²	103.8	104.1	103.2	103.3	103.1	102.9	103.4	103.5	104.5	105.5
Expenses										
Cost of materials	60.1	61.3	42.6	44.0	52.8	53.7	60.2	61.4	66.6	68.1
Personnel expenses	26.8	26.0	38.2	36.7	31.0	30.1	26.3	25.3	23.2	22.6
Depreciation	2.2	2.3	2.6	2.4	2.3	2.3	2.3	2.1	2.0	2.5
<i>of which</i> Depreciation of tangible fixed assets	1.8	1.7	2.4	2.3	2.0	1.9	1.8	1.7	1.5	1.5
Interest and similar expenses	0.7	0.7	1.1	1.0	0.8	0.8	0.7	0.6	0.5	0.6
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	12.0	11.7	16.8	16.8	13.7	13.6	11.8	11.7	10.5	9.9
Total expenses before taxes on income ³	101.9	102.1	101.4	101.1	100.7	100.5	101.4	101.2	103.0	103.9
Annual result before taxes on income	1.8	2.0	1.8	2.2	2.3	2.4	2.0	2.2	1.5	1.6
Taxes on income	0.7	0.7	0.8	0.8	0.9	0.9	0.8	0.9	0.5	0.3
Annual result	1.1	1.4	1.1	1.4	1.4	1.5	1.1	1.4	1.0	1.3
Other ratios	Percentage of sales									
Annual result before taxes on income	1.8	2.0	1.9	2.3	2.3	2.4	2.0	2.3	1.4	1.5
Annual result and depreciation	3.3	3.7	3.7	4.0	3.7	3.8	3.5	3.5	2.9	3.6
Trade receivables	10.7	10.9	10.7	11.1	11.1	11.4	11.7	11.8	9.7	10.0
Percentage of the balance sheet total										
Sales	122.6	119.9	199.7	187.8	169.9	165.7	141.5	139.0	94.7	92.5
Annual result and interest paid	2.2	2.4	4.3	4.7	3.8	3.7	2.6	2.8	1.4	1.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	5.3	5.8	9.8	10.0	8.8	8.8	6.5	6.5	3.5	4.3
Percentage of fixed assets										
Long-term equity and liabilities	154.3	144.7	169.6	172.3	170.2	170.2	171.2	170.6	141.2	125.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	63.2	59.9	82.2	77.4	63.9	63.5	57.6	55.2	64.4	60.0
Cash resources, short-term receivables and inventories	129.7	127.8	136.6	135.7	130.4	130.5	132.4	130.7	127.8	125.2
Percentage of cost of materials										
Trade payables	16.1	14.9	15.9	16.0	14.4	14.5	12.2	13.0	19.4	16.3
Memo item										
Balance sheet total in € billion	25.15	25.79	0.94	1.01	4.10	4.22	6.31	6.53	13.80	14.03
Sales in € billion	30.84	30.93	1.87	1.89	6.96	6.99	8.93	9.08	13.07	12.97
Number of enterprises	4,211	4,211	2,165	2,165	1,535	1,535	445	445	66	66

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

21 Construction (cont'd)

Ratios	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
	Of the enterprises ...										
...	... % had a ratio of no more than ...										
	Percentage of the balance sheet total										
Tangible fixed assets	25	3.7	3.7	4.3	4.2	3.5	3.4	2.9	2.7	2.2	2.1
	50	9.8	9.6	11.3	11.1	8.5	8.4	8.1	7.2	6.8	7.2
	75	21.9	21.7	24.6	24.1	19.1	20.1	16.6	15.9	13.5	12.5
Inventories	25	10.1	10.5	5.7	5.9	14.9	15.3	28.4	27.0	29.6	27.4
	50	27.8	28.2	18.9	20.9	34.4	33.5	45.0	46.7	42.3	43.3
	75	49.4	50.4	40.1	40.7	53.0	53.5	62.5	60.5	56.3	54.8
Equity	25	4.0	4.6	1.3	2.7	5.0	5.3	6.5	7.1	8.4	8.8
	50	13.2	14.0	13.9	14.5	13.2	13.8	12.0	12.7	12.6	13.6
	75	27.8	29.5	31.2	32.3	25.9	27.9	20.9	21.9	19.2	20.8
Short-term liabilities	25	37.6	37.9	32.5	32.2	42.2	42.1	47.5	48.6	51.6	53.7
	50	58.8	58.0	54.1	53.3	62.0	61.1	66.7	65.6	66.3	63.8
	75	76.9	76.5	76.5	76.2	77.0	76.5	78.6	78.3	76.0	71.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
	50	8.2	7.8	11.4	10.7	7.2	6.9	2.4	2.4	0.2	0.1
	75	25.0	24.2	31.6	29.8	21.7	20.9	13.2	12.4	6.2	5.9
	Percentage of gross revenue										
Cost of materials	25	34.9	35.6	29.2	30.2	41.5	42.7	50.9	52.1	55.6	55.9
	50	47.6	48.6	40.7	41.5	51.4	52.6	60.3	61.9	65.0	67.9
	75	58.8	59.9	51.7	52.5	62.3	62.7	68.5	69.9	73.1	77.3
Personnel expenses	25	25.6	24.9	30.0	29.4	24.1	23.2	20.1	18.6	17.1	17.2
	50	34.7	33.7	39.6	38.0	31.8	31.1	26.0	25.5	22.5	21.8
	75	43.8	42.8	48.6	47.2	39.8	38.9	33.3	31.9	28.7	30.6
Depreciation	25	0.9	0.9	1.0	0.9	0.9	0.8	0.9	0.9	0.8	0.8
	50	1.8	1.7	1.9	1.8	1.6	1.6	1.7	1.7	1.7	1.6
	75	3.2	3.0	3.3	3.2	3.0	2.9	3.2	2.8	3.1	3.2
Annual result	25	0.0	0.1	-0.4	0.0	0.1	0.2	0.3	0.3	-0.2	0.1
	50	0.9	1.0	0.8	1.1	0.9	1.0	1.1	1.1	1.1	1.3
	75	2.8	2.9	3.0	3.1	2.4	2.6	2.5	2.7	2.8	3.1
	Percentage of sales										
Annual result before taxes on income	25	0.1	0.2	-0.3	0.1	0.3	0.3	0.4	0.4	0.0	0.2
	50	1.3	1.5	1.2	1.5	1.3	1.4	1.5	1.7	1.6	1.6
	75	3.9	4.0	4.2	4.2	3.7	3.7	3.6	3.8	3.9	4.5
Annual result and depreciation	25	1.5	1.6	1.2	1.5	1.6	1.6	1.9	1.9	1.6	2.1
	50	3.6	3.7	3.6	3.9	3.4	3.5	3.8	3.7	3.6	3.5
	75	7.1	7.0	7.4	7.3	6.9	6.6	6.8	6.8	6.2	7.3
Trade receivables	25	5.8	5.9	5.3	5.2	6.4	6.6	6.8	6.6	7.3	6.5
	50	9.5	9.9	8.9	9.2	10.0	10.4	10.7	10.9	10.9	10.1
	75	14.3	14.7	14.1	14.5	14.4	14.7	15.2	15.5	14.2	14.1
	Percentage of the balance sheet total										
Annual result and interest paid	25	1.1	1.5	0.7	1.5	1.5	1.6	1.3	1.3	0.5	0.7
	50	3.6	4.0	4.1	4.7	3.4	3.6	2.7	2.8	2.0	2.3
	75	7.9	8.1	9.4	9.8	7.0	6.8	5.2	6.1	4.0	4.6
	Percentage of liabilities and provisions less cash										
Annual result and depreciation	25	2.8	3.1	1.8	2.9	3.4	3.2	3.4	3.3	2.6	3.2
	50	9.2	9.2	10.0	10.4	8.8	8.6	7.8	7.7	6.0	6.0
	75	22.4	22.9	26.4	26.7	20.7	20.0	15.2	17.0	11.6	14.1
	Percentage of fixed assets										
Long-term equity and liabilities	25	103.6	103.9	96.2	99.8	109.4	109.2	105.5	109.6	104.4	97.6
	50	193.4	200.0	196.9	200.4	192.5	200.6	186.4	203.8	181.5	172.7
	75	414.7	430.4	446.2	447.3	405.0	432.2	351.3	364.9	424.3	436.1
	Percentage of short-term liabilities										
Cash resources and short-term receivables	25	45.7	44.6	51.9	50.0	43.0	41.9	35.6	37.9	40.9	45.2
	50	81.9	81.4	94.9	95.0	74.2	75.1	62.9	58.7	60.8	63.6
	75	150.7	151.0	180.0	181.4	129.5	129.1	98.9	101.4	104.1	89.9
	Percentage of cost of materials										
Trade payables	25	6.4	6.6	5.5	5.7	7.2	7.4	7.1	7.0	7.7	7.3
	50	12.0	12.1	12.4	12.3	12.1	12.3	10.8	10.9	11.3	11.5
	75	21.2	21.0	23.4	23.4	20.6	20.1	16.4	16.9	15.9	17.1

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

21 Construction (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	0.6	0.5	0.9	0.7	0.4	0.3	0.7	0.6	0.5	0.5
of which Goodwill	0.4	0.4	0.7	0.5	0.2	0.2	0.5	0.4	0.4	0.3
Tangible fixed assets	13.3	13.4	32.1	31.2	19.7	19.5	14.2	14.3	9.2	9.2
of which Land and buildings	7.5	7.5	18.3	17.7	10.3	10.1	7.6	7.6	5.8	5.7
Inventories	47.0	46.4	27.1	29.1	41.9	43.4	48.0	47.7	49.1	47.5
of which Finished goods and merchandise	4.0	3.5	4.9	4.8	4.3	5.7	4.2	4.5	3.6	1.8
Cash	10.7	10.3	7.2	7.3	9.0	9.0	10.7	10.5	11.5	10.9
Receivables	23.6	24.2	30.4	29.5	26.3	25.4	22.7	23.4	23.2	24.2
Short-term	22.8	23.4	29.6	28.7	25.3	24.6	21.9	22.8	22.4	23.2
of which										
Trade receivables	14.0	14.5	19.1	18.7	16.4	16.4	13.9	14.7	12.9	13.5
Receivables from affiliated companies	5.8	5.8	6.1	6.3	5.7	5.0	5.0	5.3	6.4	6.5
Long-term	0.8	0.8	0.8	0.7	1.0	0.8	0.8	0.6	0.8	1.0
of which Loans to affiliated companies	0.4	0.4	0.3	0.3	0.4	0.2	0.4	0.3	0.5	0.5
Securities	1.6	2.1	0.3	0.2	0.5	0.4	0.9	0.9	2.6	4.0
Other long-term equity investments	2.3	2.2	0.4	0.4	0.8	0.8	1.9	1.7	3.3	3.3
Capital										
Equity	9.9	10.3	2.8	4.5	8.2	8.7	10.1	9.8	10.8	11.8
Liabilities	75.9	75.8	89.4	87.7	82.4	82.0	77.3	77.7	71.6	71.1
Short-term	67.9	67.9	58.5	58.7	66.7	66.9	67.8	68.3	69.1	68.5
of which										
Liabilities to banks	4.1	4.0	13.1	11.5	8.5	7.7	4.7	5.0	1.6	1.4
Trade payables	9.8	9.9	14.4	14.5	11.0	11.3	9.0	9.4	9.8	9.5
Liabilities to affiliated companies	5.9	5.7	3.2	3.6	5.8	5.8	6.0	6.1	6.0	5.5
Long-term	7.9	7.9	30.8	29.0	15.8	15.1	9.5	9.4	2.5	2.5
of which										
Liabilities to banks	4.6	4.3	26.1	24.9	10.7	9.8	4.4	3.9	1.4	1.2
Liabilities to affiliated companies	2.7	2.8	2.4	1.9	3.7	3.9	4.6	4.8	0.7	0.8
Provisions	14.2	13.9	7.8	7.8	9.3	9.2	12.6	12.4	17.6	17.2
of which Provisions for pensions	2.6	2.6	0.5	0.5	1.2	1.2	1.6	1.6	4.0	4.2
Income statement										
Income										
Percentage of gross revenue										
Sales	100.3	100.7	100.0	98.8	97.9	98.5	101.7	100.4	99.8	102.2
Change in finished goods	-0.3	-0.7	0.0	1.2	2.1	1.5	-1.7	-0.4	0.2	-2.2
Interest and similar income	0.4	0.3	0.1	0.1	0.2	0.2	0.3	0.3	0.5	0.5
Other income ²	3.3	3.4	3.3	3.3	3.1	3.0	3.7	3.5	2.9	3.5
of which Income from long-term equity investments	0.2	0.2	0.0	0.0	0.1	0.1	0.2	0.2	0.3	0.4
Total income ²	103.7	103.8	103.5	103.4	103.3	103.2	104.0	103.8	103.4	104.0
Expenses										
Cost of materials	59.2	60.0	42.0	42.1	51.2	52.4	58.7	60.1	65.4	65.6
Personnel expenses	26.7	25.9	32.4	31.4	31.9	30.3	27.6	26.6	22.7	22.7
Depreciation	2.6	2.4	3.5	3.5	3.0	2.8	2.7	2.6	2.2	2.0
of which Depreciation of tangible fixed assets	2.1	2.0	3.3	3.2	2.5	2.5	2.2	2.2	1.6	1.6
Interest and similar expenses	0.9	0.9	1.8	1.7	1.2	1.2	0.9	0.9	0.6	0.7
Operating taxes	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Other expenses ³	11.4	11.5	16.6	16.9	12.9	13.1	11.3	11.0	10.3	10.6
Total expenses before taxes on income ³	101.0	100.9	96.3	95.6	100.3	99.9	101.4	101.2	101.3	101.7
Annual result before taxes on income	2.7	2.8	7.1	7.8	2.9	3.3	2.6	2.6	2.1	2.2
Taxes on income	0.5	0.5	0.6	0.6	0.6	0.6	0.5	0.5	0.4	0.3
Annual result	2.2	2.4	6.5	7.1	2.4	2.7	2.1	2.1	1.8	1.9
Other ratios										
Percentage of sales										
Annual result before taxes on income	2.7	2.8	7.1	7.9	3.0	3.4	2.6	2.6	2.1	2.2
Annual result and depreciation	4.9	4.8	10.0	10.7	5.5	5.6	4.8	4.6	4.0	3.8
Trade receivables	11.3	11.7	10.2	10.5	11.0	11.0	10.9	11.7	12.0	12.1
Percentage of the balance sheet total										
Sales	123.5	124.3	186.7	178.5	148.7	149.3	127.6	125.8	107.6	111.0
Annual result and interest paid	3.9	4.0	15.5	16.0	5.5	5.9	3.8	3.7	2.6	2.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	7.6	7.5	20.8	21.7	9.9	10.2	7.7	7.3	5.6	5.5
Percentage of fixed assets										
Long-term equity and liabilities	119.1	121.3	105.2	108.3	116.8	118.0	120.1	120.9	121.4	125.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	51.3	52.1	63.3	61.6	52.2	50.7	49.3	49.7	52.2	54.1
Cash resources, short-term receivables and inventories	120.5	120.4	109.6	111.2	115.0	115.5	120.1	119.5	123.2	123.4
Percentage of cost of materials										
Trade payables	13.4	13.3	18.4	19.1	14.2	14.3	12.2	12.4	13.9	13.4
Memo item										
Balance sheet total in € billion	12.06	12.07	0.39	0.41	1.58	1.62	4.79	4.84	5.30	5.20
Sales in € billion	14.90	15.01	0.73	0.73	2.35	2.41	6.11	6.09	5.70	5.77
Number of enterprises	1,828	1,828	1,022	1,022	482	482	287	287	37	37

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

21 Construction (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.8	7.0	10.2	10.6	4.2	4.3	4.9	5.0	4.5	4.4
	50	18.5	18.1	28.3	28.0	12.0	13.5	11.5	12.0	7.8	8.0
	75	40.2	40.9	52.0	51.8	25.6	26.8	21.0	20.0	16.3	14.7
Inventories	25	8.2	8.9	4.2	4.5	17.6	16.9	28.2	27.2	26.5	27.5
	50	25.8	25.7	15.3	16.3	38.1	37.4	45.8	45.7	42.4	42.9
	75	48.3	48.5	34.3	34.4	55.6	55.7	60.2	58.7	56.5	58.2
Equity	25	- 5.9	- 3.3	- 24.0	- 21.5	1.8	2.2	3.6	3.3	4.9	5.0
	50	5.8	6.5	3.0	4.7	6.7	7.5	7.4	7.3	7.8	9.2
	75	17.3	18.7	22.2	23.5	13.9	15.8	13.6	14.9	17.4	16.3
Short-term liabilities	25	40.4	40.1	31.4	29.4	51.5	49.0	55.1	54.3	59.0	51.2
	50	63.7	63.2	54.8	56.4	68.6	66.4	69.3	68.5	66.5	69.4
	75	82.3	82.2	84.4	83.5	82.8	82.2	79.7	80.8	76.4	78.2
Liabilities to banks	25	2.1	1.8	10.2	10.2	0.8	0.0	0.0	0.0	0.0	0.0
	50	19.1	18.5	35.0	34.8	12.1	11.8	4.2	3.8	2.1	1.8
	75	48.0	46.0	66.1	62.6	31.9	30.6	15.6	15.2	9.4	6.7
		Percentage of gross revenue									
Cost of materials	25	34.1	34.4	29.2	29.2	40.3	41.8	48.8	50.6	58.8	60.1
	50	47.2	47.2	40.1	40.4	50.2	51.2	58.3	58.8	64.7	66.3
	75	58.0	58.7	51.3	51.0	60.4	61.5	65.7	68.0	73.3	74.9
Personnel expenses	25	22.2	21.3	21.6	21.0	25.2	23.9	22.3	21.0	16.2	17.0
	50	30.4	29.4	29.9	29.5	33.0	31.5	28.9	27.6	21.3	21.3
	75	39.3	37.9	40.0	38.6	40.0	38.6	36.5	34.4	28.2	26.4
Depreciation	25	1.3	1.3	1.6	1.5	1.1	1.0	1.2	1.1	1.2	1.2
	50	2.5	2.4	2.8	2.7	2.0	1.9	2.4	2.0	1.8	1.8
	75	4.3	4.1	5.0	4.8	3.6	3.3	3.9	3.5	3.1	3.1
Annual result	25	1.1	1.3	3.1	3.3	0.6	0.6	0.3	0.4	0.5	0.6
	50	4.2	4.3	7.1	7.9	2.3	2.4	1.8	1.7	1.4	1.5
	75	9.5	9.8	13.1	13.9	4.9	5.2	3.8	3.9	2.5	3.5
		Percentage of sales									
Annual result before taxes on income	25	1.4	1.5	3.2	3.3	0.7	0.7	0.4	0.5	0.5	0.7
	50	4.7	4.8	7.7	8.3	2.8	2.7	2.0	2.2	1.5	2.3
	75	10.1	10.7	14.1	15.2	5.7	6.2	4.6	4.4	2.9	3.6
Annual result and depreciation	25	3.7	3.9	5.9	6.3	2.9	3.0	2.5	2.3	2.2	2.4
	50	7.7	7.8	11.3	11.9	5.3	5.3	4.6	4.4	4.0	4.3
	75	14.5	14.5	18.5	19.8	9.1	9.1	7.7	7.5	6.9	7.6
Trade receivables	25	5.4	5.7	4.3	4.9	6.8	6.4	6.7	7.1	7.2	6.5
	50	8.9	9.2	7.9	8.5	10.1	9.9	10.4	10.7	10.6	10.0
	75	13.6	14.0	12.6	13.2	14.4	14.8	14.3	15.4	14.2	14.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.7	4.0	8.8	9.0	2.5	2.7	1.5	1.5	1.6	1.7
	50	10.0	10.2	19.3	19.7	5.9	6.1	3.6	3.7	2.8	2.9
	75	23.1	24.9	37.8	40.0	10.6	11.7	7.0	6.6	4.5	5.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.0	6.3	9.6	10.5	4.6	5.3	3.6	3.6	4.1	3.7
	50	14.5	15.2	23.3	24.4	10.4	11.0	8.0	7.6	6.8	6.1
	75	35.9	37.9	55.6	60.0	20.6	20.5	14.6	14.5	10.6	13.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	56.8	59.4	40.0	37.8	73.1	75.1	75.4	77.6	74.7	70.2
	50	109.1	111.4	102.4	103.8	126.8	128.3	116.2	118.8	108.7	91.8
	75	214.6	217.0	184.5	189.7	295.4	273.1	212.1	220.0	194.4	167.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	34.0	32.9	35.0	33.7	32.0	31.7	32.7	32.1	37.9	34.9
	50	61.9	62.1	68.9	67.7	58.6	59.8	51.9	51.3	55.3	50.3
	75	108.2	110.8	126.9	134.2	96.7	101.6	78.6	80.9	86.6	89.5
		Percentage of cost of materials									
Trade payables	25	6.5	6.6	5.6	5.3	6.8	7.3	8.0	7.8	6.7	8.0
	50	12.3	12.6	12.8	13.2	12.4	12.9	11.5	11.6	10.6	10.0
	75	21.7	22.6	26.2	27.8	19.8	20.2	15.8	17.6	14.7	15.3

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 1		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.8	0.8	0.6	0.6	0.4	0.4	0.8	0.7	0.9	0.9
of which Goodwill	0.6	0.6	0.4	0.4	0.2	0.2	0.6	0.5	0.6	0.6
Tangible fixed assets	19.2	18.7	34.4	33.1	25.1	24.6	22.6	22.1	16.1	15.6
of which Land and buildings	10.5	10.3	19.0	18.4	11.8	11.8	10.2	10.1	10.2	10.0
Inventories	38.6	39.0	30.3	30.0	43.0	43.2	43.3	43.5	35.7	36.1
of which Finished goods and merchandise	37.3	37.5	27.1	26.9	40.3	40.8	41.3	41.2	35.1	35.3
Cash	3.9	3.8	7.3	7.9	5.9	6.2	4.2	4.7	3.3	2.8
Receivables	34.9	35.3	25.9	26.7	24.3	24.2	27.5	27.3	40.8	41.6
Short-term	34.0	34.5	24.9	25.5	23.2	23.0	26.8	26.5	39.9	40.7
of which										
Trade receivables	17.4	17.8	13.2	13.5	13.5	13.4	16.0	15.2	19.0	20.0
Receivables from affiliated companies	11.9	11.9	5.7	6.0	4.4	4.4	5.4	5.7	16.7	16.5
Long-term	0.9	0.9	1.0	1.1	1.1	1.1	0.7	0.8	0.9	0.9
of which Loans to affiliated companies	0.3	0.3	0.1	0.1	0.2	0.3	0.1	0.2	0.4	0.4
Securities	0.2	0.2	0.3	0.5	0.4	0.4	0.2	0.2	0.1	0.1
Other long-term equity investments	2.1	2.0	0.5	0.4	0.6	0.6	1.3	1.3	2.8	2.6
Capital										
Equity	14.5	14.6	10.2	11.9	14.4	15.5	13.9	14.6	15.0	14.6
Liabilities	72.5	72.2	82.6	80.7	78.7	77.9	79.9	79.1	67.4	67.4
Short-term	60.4	61.3	49.2	49.7	58.7	58.9	64.6	65.5	58.8	59.9
of which										
Liabilities to banks	22.4	23.0	16.8	17.2	23.7	24.5	30.6	31.2	18.2	18.8
Trade payables	15.8	15.6	17.1	16.8	21.7	21.6	20.3	19.9	12.4	12.3
Liabilities to affiliated companies	16.3	17.1	5.1	5.6	5.7	5.5	7.1	7.7	23.1	24.1
Long-term	12.1	10.8	33.4	31.1	20.0	18.9	15.3	13.6	8.6	7.5
of which										
Liabilities to banks	8.3	7.7	26.6	24.1	15.0	14.1	10.6	9.7	5.5	5.2
Liabilities to affiliated companies	3.0	2.3	4.6	4.9	3.5	3.5	3.8	3.1	2.4	1.6
Provisions	12.7	13.0	6.8	7.1	6.7	6.5	6.1	6.2	17.3	17.7
of which Provisions for pensions	2.5	2.5	2.2	2.2	2.3	2.4	1.8	1.8	2.8	2.8
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest and similar income	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.2	0.2
Other income 2	2.5	2.6	3.5	3.6	1.8	1.7	1.2	1.2	3.3	3.4
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Total income 2	102.7	102.7	103.7	103.8	101.9	101.8	101.3	101.3	103.5	103.6
Expenses										
Cost of materials	79.6	80.3	60.1	60.7	76.5	76.7	80.7	81.2	79.9	80.7
Personnel expenses	9.1	8.7	19.7	19.1	12.3	12.1	9.9	9.5	8.0	7.5
Depreciation	1.1	1.0	2.8	2.6	1.7	1.6	1.3	1.3	0.8	0.8
of which Depreciation of tangible fixed assets	1.0	0.9	2.7	2.5	1.5	1.5	1.2	1.1	0.7	0.7
Interest and similar expenses	0.8	0.8	1.7	1.5	1.1	1.1	0.9	0.9	0.7	0.7
Operating taxes	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses 3	10.7	10.5	16.3	16.2	8.6	8.6	7.0	6.9	12.8	12.5
Total expenses before taxes on income 3	101.3	101.3	100.7	100.2	100.3	100.1	99.8	99.8	102.2	102.3
Annual result before taxes on income	1.4	1.4	3.0	3.6	1.6	1.7	1.5	1.5	1.2	1.3
Taxes on income	0.4	0.5	0.6	0.7	0.5	0.5	0.4	0.4	0.3	0.5
Annual result	1.0	1.0	2.4	2.9	1.2	1.2	1.1	1.0	0.9	0.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	1.4	1.4	3.0	3.6	1.6	1.7	1.5	1.5	1.2	1.3
Annual result and depreciation	2.1	2.0	5.2	5.5	2.8	2.9	2.4	2.3	1.7	1.6
Trade receivables	5.9	5.9	6.0	6.0	4.8	4.9	5.4	5.0	6.4	6.6
Percentage of the balance sheet total										
Sales	292.9	300.0	220.6	223.9	278.6	275.8	298.5	302.0	294.6	305.3
Annual result and interest paid	5.3	5.2	9.0	9.8	6.3	6.3	6.0	5.8	4.7	4.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	7.5	7.2	13.9	15.3	9.9	10.0	8.8	8.6	6.2	5.9
Percentage of fixed assets										
Long-term equity and liabilities	127.3	125.5	128.1	130.9	137.6	139.3	122.6	120.8	127.6	124.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	63.0	62.5	65.6	68.0	50.1	50.1	48.0	47.8	73.5	72.7
Cash resources, short-term receivables and inventories	127.0	126.1	127.0	128.4	123.3	123.5	115.0	114.1	134.2	133.0
Percentage of cost of materials										
Trade payables	6.8	6.5	12.9	12.4	10.2	10.2	8.4	8.1	5.2	5.0
Memo item										
Balance sheet total in € billion	22.32	23.40	0.32	0.33	2.39	2.47	6.53	6.89	13.08	13.71
Sales in € billion	65.39	70.20	0.72	0.75	6.65	6.80	19.50	20.79	38.53	41.86
Number of enterprises	3,271	3,271	788	788	1,324	1,324	935	935	224	224

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles * (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindered sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.6	7.4	7.1	7.0	7.4	7.0	8.4	8.3	6.8	6.9
	50	18.3	17.9	21.2	21.4	18.3	17.7	17.7	17.6	13.3	13.0
	75	34.1	33.7	48.2	47.9	33.0	32.9	29.2	29.1	26.7	25.9
Inventories	25	24.6	23.8	8.3	7.7	28.8	28.5	33.6	33.4	26.3	23.7
	50	41.9	42.0	25.6	24.1	45.3	45.2	46.1	46.5	40.0	40.3
	75	57.0	56.9	48.4	47.0	59.6	59.7	57.8	57.5	50.8	52.7
Equity	25	2.8	3.4	- 8.7	- 7.7	3.1	3.8	3.8	4.2	6.4	6.6
	50	11.1	11.7	10.0	11.6	11.4	11.9	10.6	10.8	13.7	13.8
	75	24.1	25.6	28.5	31.5	24.3	26.1	21.2	22.4	23.7	24.5
Short-term liabilities	25	39.9	40.1	25.5	27.1	39.9	39.6	53.3	53.4	49.4	48.4
	50	62.7	61.5	48.4	49.7	60.8	59.8	69.0	69.5	66.4	64.5
	75	80.2	80.3	76.8	76.4	79.2	79.4	82.2	82.7	79.9	79.3
Liabilities to banks	25	10.0	10.4	7.2	6.5	9.9	10.6	14.9	15.1	4.0	1.5
	50	35.6	35.4	35.3	32.0	33.9	33.8	42.0	41.1	30.3	27.9
	75	59.8	58.4	64.9	60.3	57.6	56.8	61.1	60.7	50.9	52.1
		Percentage of gross revenue									
Cost of materials	25	66.8	67.1	40.5	40.7	71.6	71.5	77.1	77.8	72.3	72.2
	50	78.0	78.5	61.1	61.5	78.3	78.7	82.1	82.6	81.9	82.3
	75	84.1	84.3	74.7	75.0	83.4	83.7	86.6	86.9	87.5	87.6
Personnel expenses	25	7.0	6.8	9.8	9.7	7.5	7.4	6.0	5.9	4.8	4.8
	50	11.1	10.8	18.4	17.8	11.1	10.9	9.1	8.8	8.9	8.8
	75	17.4	17.1	30.3	28.8	15.8	15.5	12.8	12.3	14.8	14.0
Depreciation	25	0.7	0.6	1.0	0.9	0.7	0.7	0.6	0.6	0.5	0.5
	50	1.3	1.2	2.0	1.9	1.3	1.2	1.0	1.0	1.0	0.9
	75	2.2	2.1	3.9	3.6	2.1	2.1	1.7	1.6	1.6	1.4
Annual result	25	0.2	0.2	0.1	0.2	0.1	0.1	0.2	0.2	0.1	0.1
	50	0.9	1.0	2.1	2.4	0.8	0.8	0.8	0.9	0.7	0.9
	75	2.4	2.6	5.3	6.0	2.1	2.1	1.8	1.7	1.9	2.0
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.3	0.3	0.4	0.2	0.2	0.3	0.3	0.2	0.2
	50	1.2	1.3	2.4	2.9	1.1	1.1	1.1	1.1	1.0	1.2
	75	3.1	3.3	6.4	6.6	2.6	2.7	2.4	2.3	2.6	2.7
Annual result and depreciation	25	1.4	1.3	1.9	2.2	1.3	1.3	1.3	1.2	1.0	0.9
	50	2.8	2.8	5.0	5.4	2.6	2.6	2.4	2.3	2.2	2.0
	75	5.1	5.3	9.9	10.1	4.5	4.5	3.8	3.8	3.7	4.2
Trade receivables	25	2.3	2.2	2.0	1.9	2.0	2.0	2.8	2.4	3.7	3.3
	50	4.1	3.9	4.5	4.5	3.5	3.5	4.2	4.0	5.7	5.3
	75	7.1	6.9	8.8	8.5	6.1	6.2	6.6	6.1	8.5	8.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.5	3.4	3.7	4.1	3.5	3.4	3.8	3.5	2.3	2.6
	50	6.0	6.1	8.6	9.2	5.8	5.6	5.5	5.5	4.7	5.3
	75	10.3	10.5	17.5	19.0	9.8	9.4	8.4	8.2	8.3	8.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.5	4.3	4.4	4.8	4.5	4.2	4.9	4.7	3.4	3.1
	50	10.0	10.0	13.0	14.0	9.7	9.8	9.4	8.9	8.6	8.8
	75	19.8	20.9	32.5	33.8	19.6	19.9	16.3	16.4	14.7	17.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	72.5	72.7	75.0	74.0	78.6	77.1	67.8	67.4	69.2	75.0
	50	132.5	135.7	125.0	126.1	146.7	152.9	124.4	128.4	122.2	124.1
	75	287.9	294.4	287.0	329.0	331.6	331.3	266.6	252.9	226.7	249.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	28.0	27.6	30.9	28.8	25.0	25.6	28.1	28.1	37.8	37.5
	50	49.8	48.9	69.1	67.0	46.1	46.2	43.1	43.4	55.8	58.1
	75	90.0	91.9	129.2	130.8	86.3	89.6	72.0	69.7	84.3	90.5
		Percentage of cost of materials									
Trade payables	25	2.7	2.6	4.1	3.9	2.4	2.4	2.6	2.4	1.6	1.6
	50	7.1	7.0	9.3	8.6	7.5	7.5	5.8	5.9	6.6	6.3
	75	15.2	15.0	20.0	19.3	16.8	16.6	11.7	11.1	11.8	10.7

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.9	0.8	0.6	0.6	0.4	0.4	0.9	0.7	0.9	0.8
of which Goodwill	0.6	0.6	0.4	0.4	0.2	0.2	0.7	0.6	0.7	0.6
Tangible fixed assets	16.0	15.8	27.3	25.9	19.9	19.2	20.3	20.1	13.5	13.3
of which Land and buildings	8.7	8.5	10.4	10.1	6.6	6.6	8.2	8.3	9.3	8.8
Inventories	38.0	38.2	30.5	30.3	45.1	45.4	43.8	43.6	34.7	35.1
of which Finished goods and merchandise	36.7	36.8	26.7	26.4	42.0	42.6	41.7	41.3	34.1	34.3
Cash	4.2	3.8	8.8	8.9	6.6	6.9	4.7	5.1	3.5	2.7
Receivables	38.5	39.0	31.0	32.4	26.6	26.6	28.6	28.6	44.4	45.2
Short-term	37.5	38.0	29.5	30.7	25.2	25.0	27.6	27.7	43.5	44.3
of which										
Trade receivables	18.5	19.1	15.6	15.9	14.6	14.6	16.6	15.9	19.9	21.2
Receivables from affiliated companies	14.6	14.2	7.4	7.8	4.9	4.9	5.6	5.9	19.9	19.1
Long-term	1.0	1.0	1.5	1.7	1.4	1.5	1.0	0.9	0.9	0.9
of which Loans to affiliated companies	0.3	0.3	0.2	0.2	0.3	0.4	0.2	0.2	0.4	0.3
Securities	0.2	0.2	0.4	0.6	0.5	0.5	0.3	0.3	0.0	0.1
Other long-term equity investments	2.0	1.9	0.5	0.5	0.5	0.5	1.2	1.2	2.6	2.4
Capital										
Equity	15.3	15.3	14.5	16.8	14.8	16.0	16.4	17.5	14.9	14.2
Liabilities	68.8	68.5	76.7	74.5	77.0	75.9	76.2	75.2	64.5	64.5
Short-term	58.7	59.6	50.1	49.9	59.7	59.7	62.4	63.8	57.2	58.1
of which										
Liabilities to banks	19.6	20.2	14.2	14.8	21.8	22.7	28.8	29.5	15.7	16.1
Trade payables	14.6	14.6	18.6	17.6	23.4	22.9	20.1	20.1	10.9	11.0
Liabilities to affiliated companies	18.8	19.5	6.0	6.3	6.4	6.2	7.2	7.7	25.7	26.6
Long-term	10.1	8.8	26.6	24.6	17.2	16.2	13.8	11.3	7.3	6.4
of which										
Liabilities to banks	6.9	6.4	18.4	16.6	12.2	11.4	9.8	8.5	4.7	4.7
Liabilities to affiliated companies	2.5	1.7	6.1	6.0	3.8	3.7	3.4	2.2	1.9	1.0
Provisions	15.6	16.0	8.6	8.5	8.1	7.9	7.2	7.2	20.3	20.9
of which Provisions for pensions	2.9	3.0	3.7	3.6	3.5	3.6	2.5	2.4	3.0	3.1
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Interest and similar income	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.2	0.2
Other income 2	3.0	3.0	3.8	3.8	1.8	1.7	1.2	1.2	3.9	4.0
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Total income 2	103.1	103.2	104.0	104.1	101.9	101.8	101.3	101.3	104.1	104.2
Expenses										
Cost of materials	80.6	81.3	56.9	57.6	76.2	76.3	81.0	81.5	81.5	82.2
Personnel expenses	7.8	7.4	23.5	22.7	12.7	12.6	9.5	9.2	6.0	5.7
Depreciation	1.0	0.9	2.7	2.5	1.6	1.5	1.3	1.3	0.7	0.7
of which Depreciation of tangible fixed assets	0.9	0.8	2.6	2.4	1.4	1.4	1.1	1.1	0.6	0.6
Interest and similar expenses	0.7	0.7	1.4	1.3	1.0	1.0	0.8	0.8	0.6	0.6
Operating taxes	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses 3	11.7	11.5	17.4	17.5	9.0	9.1	7.1	7.1	14.0	13.7
Total expenses before taxes on income 3	101.8	101.9	102.1	101.7	100.6	100.5	99.9	99.9	102.9	102.9
Annual result before taxes on income	1.3	1.3	1.9	2.3	1.3	1.3	1.5	1.4	1.2	1.3
Taxes on income	0.4	0.5	0.8	0.9	0.6	0.5	0.5	0.5	0.3	0.5
Annual result	0.9	0.8	1.0	1.4	0.8	0.8	1.0	0.9	0.9	0.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	1.3	1.3	1.9	2.3	1.3	1.3	1.5	1.4	1.2	1.3
Annual result and depreciation	1.9	1.7	3.8	3.9	2.3	2.3	2.3	2.1	1.6	1.4
Trade receivables	6.3	6.4	7.1	7.2	5.0	5.1	5.5	5.2	6.9	7.1
Percentage of the balance sheet total										
Sales	291.9	297.7	220.4	221.8	290.0	284.9	302.4	303.2	289.4	298.8
Annual result and interest paid	4.7	4.5	5.5	6.0	5.2	4.9	5.5	5.1	4.4	4.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	6.7	6.3	10.8	11.6	8.6	8.4	8.6	8.3	5.6	5.1
Percentage of fixed assets										
Long-term equity and liabilities	143.1	139.3	151.4	158.0	161.6	166.1	140.4	135.5	140.8	135.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	71.2	70.3	76.7	79.8	54.0	54.2	52.0	51.6	82.2	81.1
Cash resources, short-term receivables and inventories	135.9	134.4	137.5	140.5	129.5	130.4	122.3	119.9	143.0	141.5
Percentage of cost of materials										
Trade payables	6.2	6.0	14.8	13.8	10.6	10.5	8.2	8.1	4.6	4.5
Memo item										
Balance sheet total in € billion	15.46	16.21	0.18	0.19	1.49	1.55	3.96	4.21	9.83	10.25
Sales in € billion	45.14	48.25	0.41	0.43	4.32	4.42	11.97	12.77	28.44	30.63
Number of enterprises	2,012	2,012	440	440	852	852	577	577	143	143

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles * (cont'd)

Ratios	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	6.1	5.9	5.7	5.4	5.4	5.7	7.6	7.2	4.8	4.9
	50	15.0	14.5	16.7	15.3	14.6	13.9	15.2	15.9	10.5	11.5
	75	27.6	27.3	35.1	35.4	26.4	26.2	26.3	26.4	22.3	22.9
Inventories	25	26.2	24.5	8.3	7.6	30.0	30.4	33.7	34.2	26.2	23.1
	50	42.8	43.4	27.4	25.2	47.2	47.5	46.9	46.8	39.4	39.3
	75	58.3	58.6	48.0	46.8	62.1	61.5	58.8	58.4	53.1	54.9
Equity	25	4.5	5.3	1.2	4.4	4.3	4.7	5.9	6.2	6.4	7.0
	50	12.3	13.6	12.0	14.5	12.2	12.5	12.8	13.9	13.7	13.9
	75	25.2	27.1	30.9	32.8	23.4	26.0	24.8	25.9	25.5	28.6
Short-term liabilities	25	40.4	40.5	26.9	29.3	41.1	40.9	50.0	50.4	47.6	44.0
	50	63.0	61.3	51.6	51.4	63.4	61.3	67.0	67.4	63.6	59.7
	75	79.3	79.5	76.3	73.5	79.4	79.5	80.5	81.3	80.0	78.3
Liabilities to banks	25	5.9	5.8	1.4	2.8	5.3	6.7	10.7	11.9	1.4	0.0
	50	28.6	28.3	23.7	23.3	27.0	27.9	36.6	36.0	23.2	18.8
	75	52.8	52.0	48.2	47.5	51.6	51.5	57.9	56.5	48.1	50.4
Percentage of gross revenue											
Cost of materials	25	66.2	66.6	35.4	36.1	71.5	71.0	77.6	78.1	74.4	75.0
	50	78.1	78.6	56.4	56.0	78.4	78.6	82.9	83.2	83.6	83.3
	75	84.2	84.3	71.1	72.7	83.0	83.2	87.1	87.4	88.2	88.4
Personnel expenses	25	7.5	7.5	14.6	14.4	8.1	8.2	5.7	5.7	3.2	2.8
	50	11.4	11.1	23.5	22.9	11.4	11.2	8.5	8.5	8.0	7.7
	75	18.3	17.8	34.9	33.5	16.1	15.8	12.2	12.0	12.5	11.9
Depreciation	25	0.6	0.6	0.9	0.8	0.6	0.6	0.5	0.5	0.4	0.3
	50	1.2	1.1	1.7	1.6	1.2	1.1	1.0	1.0	0.9	0.8
	75	2.1	2.0	3.5	3.4	2.0	1.9	1.7	1.6	1.5	1.3
Annual result	25	0.1	0.1	-0.2	-0.2	0.1	0.1	0.2	0.1	0.1	0.1
	50	0.6	0.6	0.8	1.0	0.6	0.5	0.7	0.7	0.7	0.6
	75	1.7	1.7	3.0	3.2	1.4	1.4	1.6	1.6	1.8	1.9
Percentage of sales											
Annual result before taxes on income	25	0.2	0.1	-0.1	-0.1	0.2	0.1	0.3	0.2	0.2	0.1
	50	0.9	0.9	1.1	1.5	0.8	0.8	1.0	1.0	1.1	0.9
	75	2.5	2.5	4.0	4.3	2.1	2.1	2.3	2.2	2.6	2.7
Annual result and depreciation	25	1.1	1.1	1.2	1.3	1.0	1.0	1.2	1.1	0.9	0.7
	50	2.4	2.3	3.7	3.7	2.2	2.2	2.3	2.1	2.0	1.8
	75	4.3	4.4	7.5	7.9	3.9	3.9	3.6	3.5	4.0	4.2
Trade receivables	25	2.5	2.4	3.0	2.8	2.1	2.1	2.8	2.5	3.4	2.9
	50	4.3	4.3	5.6	5.5	3.6	3.7	4.3	4.2	5.7	5.1
	75	7.7	7.6	10.3	10.0	6.6	6.6	7.0	6.5	8.8	8.7
Percentage of the balance sheet total											
Annual result and interest paid	25	3.0	2.9	2.4	2.4	3.0	3.0	3.5	3.2	2.2	2.1
	50	5.1	4.9	5.8	5.8	4.9	4.8	5.0	4.8	4.2	4.2
	75	8.2	7.9	10.1	10.7	7.8	7.3	7.4	7.3	7.8	8.0
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	3.7	3.5	2.1	2.6	3.8	3.6	4.5	4.4	3.1	2.7
	50	8.9	8.9	9.2	10.5	8.8	8.8	9.3	8.6	8.0	8.0
	75	18.2	18.3	23.2	22.7	17.3	17.0	17.4	17.4	15.6	17.7
Percentage of fixed assets											
Long-term equity and liabilities	25	83.3	84.6	86.9	86.0	85.5	89.0	77.2	79.3	76.0	86.8
	50	155.9	159.8	155.7	162.8	169.0	177.9	151.4	146.2	136.7	138.9
	75	366.5	367.5	368.4	418.8	406.3	407.3	333.3	287.2	274.6	296.3
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	31.0	30.2	39.5	37.3	27.3	27.6	30.2	29.8	40.9	39.4
	50	54.8	54.0	78.2	77.3	49.3	48.6	50.3	47.8	61.7	60.5
	75	99.1	100.0	152.0	150.0	95.4	98.2	76.4	76.9	94.0	100.1
Percentage of cost of materials											
Trade payables	25	2.7	2.7	4.7	4.7	2.5	2.5	2.4	2.5	1.2	1.2
	50	7.5	7.3	10.8	9.6	8.0	8.1	5.9	5.9	6.0	6.1
	75	16.0	15.9	22.0	21.0	17.1	17.3	11.7	11.6	11.5	10.8

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 1		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	0.7	0.8	0.6	0.5	0.3	0.3	0.6	0.6	1.0	1.0
of which Goodwill	0.4	0.5	0.4	0.3	0.2	0.2	0.4	0.4	0.5	0.7
Tangible fixed assets	26.4	25.4	43.7	42.8	33.9	33.9	26.1	25.2	23.7	22.6
of which Land and buildings	14.5	14.5	30.3	29.6	20.5	20.6	13.2	13.0	13.1	13.4
Inventories	40.0	40.6	30.0	29.7	39.5	39.4	42.4	43.3	38.8	39.2
of which Finished goods and merchandise	38.8	39.1	27.6	27.6	37.5	37.8	40.7	40.9	38.1	38.4
Cash	3.3	3.7	5.4	6.7	4.6	5.0	3.4	4.0	2.8	3.1
Receivables	26.9	27.1	19.1	18.9	20.4	20.1	25.8	25.1	29.9	30.7
Short-term	26.3	26.5	18.8	18.5	20.0	19.6	25.4	24.7	29.0	30.0
of which										
Trade receivables	15.0	14.9	10.1	10.1	11.5	11.4	15.1	14.1	16.2	16.7
Receivables from affiliated companies	5.9	6.7	3.6	3.5	3.7	3.6	5.0	5.4	7.3	8.6
Long-term	0.7	0.6	0.3	0.3	0.4	0.4	0.4	0.4	1.0	0.7
of which Loans to affiliated companies	0.3	0.3	0.0	0.1	0.2	0.2	0.1	0.1	0.5	0.4
Securities	0.1	0.2	0.1	0.3	0.2	0.2	0.1	0.0	0.2	0.2
Other long-term equity investments	2.2	2.1	0.4	0.4	0.7	0.7	1.4	1.4	3.3	3.0
Capital										
Equity	12.8	13.1	4.6	5.2	13.8	14.5	10.0	9.9	15.2	15.6
Liabilities	80.8	80.5	90.2	89.2	81.6	81.2	85.5	85.4	76.5	76.2
Short-term	64.2	65.2	48.0	49.3	57.0	57.6	68.0	68.2	63.9	65.4
of which										
Liabilities to banks	28.7	29.4	20.2	20.5	27.0	27.6	33.3	33.7	26.0	26.8
Trade payables	18.4	17.9	15.1	15.7	18.9	19.4	20.7	19.5	16.6	16.3
Liabilities to affiliated companies	10.6	11.6	3.9	4.5	4.5	4.3	7.1	7.7	15.5	16.9
Long-term	16.6	15.3	42.2	39.9	24.7	23.5	17.5	17.2	12.6	10.8
of which										
Liabilities to banks	11.5	10.7	37.4	34.3	19.7	18.7	11.8	11.6	7.9	6.8
Liabilities to affiliated companies	4.1	3.7	2.6	3.5	3.1	3.1	4.5	4.5	4.2	3.3
Provisions	6.2	6.2	4.5	5.1	4.3	4.2	4.4	4.6	8.1	8.1
of which Provisions for pensions	1.3	1.3	0.2	0.2	0.3	0.3	0.9	0.8	2.1	2.1
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	99.8	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest and similar income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other income 2	1.5	1.6	3.3	3.3	1.8	1.7	1.2	1.2	1.7	1.7
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1
Total income 2	101.6	101.7	103.3	103.4	101.9	101.8	101.3	101.3	101.8	101.9
Expenses										
Cost of materials	77.2	78.0	64.3	64.9	77.1	77.3	80.1	80.7	75.6	76.7
Personnel expenses	12.2	11.5	14.8	14.3	11.5	11.2	10.4	10.0	13.6	12.6
Depreciation	1.3	1.2	2.8	2.7	1.9	1.8	1.3	1.2	1.1	1.0
of which Depreciation of tangible fixed assets	1.2	1.1	2.8	2.6	1.7	1.7	1.2	1.2	1.0	1.0
Interest and similar expenses	1.0	0.9	2.0	1.8	1.3	1.2	1.0	1.0	0.8	0.8
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Other expenses 3	8.3	8.3	14.8	14.3	7.9	7.7	6.7	6.7	9.4	9.3
Total expenses before taxes on income 3	100.0	100.0	98.8	98.1	99.7	99.4	99.6	99.7	100.5	100.4
Annual result before taxes on income	1.6	1.7	4.6	5.3	2.2	2.4	1.6	1.6	1.3	1.4
Taxes on income	0.3	0.3	0.4	0.4	0.3	0.4	0.3	0.3	0.3	0.3
Annual result	1.3	1.3	4.2	4.8	1.9	2.1	1.3	1.3	1.1	1.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	1.6	1.7	4.6	5.3	2.2	2.4	1.6	1.6	1.3	1.4
Annual result and depreciation	2.6	2.5	7.0	7.6	3.8	3.9	2.7	2.6	2.2	2.1
Trade receivables	5.1	4.9	4.6	4.5	4.4	4.4	5.1	4.7	5.2	5.2
Percentage of the balance sheet total										
Sales	295.2	305.4	220.8	226.8	259.7	260.3	292.5	300.0	310.3	324.6
Annual result and interest paid	6.7	6.8	13.7	15.0	8.2	8.6	6.8	6.8	5.8	6.0
Percentage of liabilities and provisions less cash										
Annual result and depreciation	9.2	9.3	17.2	19.5	11.9	12.7	9.0	8.9	8.2	8.4
Percentage of fixed assets										
Long-term equity and liabilities	103.6	104.5	107.7	106.5	112.7	111.3	100.1	101.4	103.0	104.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	46.2	46.6	50.4	51.7	43.2	42.9	42.4	42.1	50.0	50.9
Cash resources, short-term receivables and inventories	108.5	108.8	112.7	111.9	112.5	111.4	104.7	105.6	110.7	110.8
Percentage of cost of materials										
Trade payables	8.1	7.5	10.6	10.7	9.5	9.6	8.8	8.1	7.1	6.6
Memo item										
Balance sheet total in € billion	6.86	7.19	0.14	0.14	0.90	0.91	2.57	2.68	3.25	3.46
Sales in € billion	20.25	21.96	0.31	0.32	2.33	2.38	7.53	8.03	10.08	11.23
Number of enterprises	1,259	1,259	348	348	472	472	358	358	81	81

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

22 Retail trade in and repair of motor vehicles and motorcycles * (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	11.8	11.9	11.7	12.7	14.0	13.8	11.3	11.4	9.9	9.1
	50	26.0	25.5	35.9	35.2	27.8	28.1	22.1	20.7	22.4	17.1
	75	44.0	43.6	63.6	62.7	43.9	43.6	34.2	33.7	32.8	30.0
Inventories	25	22.7	22.7	8.2	7.7	26.8	26.8	33.6	33.0	26.6	27.9
	50	40.1	39.9	24.1	22.4	43.5	41.5	44.3	45.6	40.9	41.4
	75	54.7	54.1	49.8	47.8	54.3	54.4	56.9	56.8	49.2	49.4
Equity	25	0.8	0.9	- 28.2	- 25.2	1.3	1.8	2.5	2.3	6.3	6.4
	50	8.2	8.6	6.4	7.0	9.0	9.5	6.7	7.2	13.6	12.4
	75	22.2	23.2	27.9	30.1	25.0	26.9	15.5	15.8	22.3	22.7
Short-term liabilities	25	39.3	39.0	24.2	25.1	37.4	37.6	56.5	58.3	53.7	54.3
	50	62.0	61.7	46.9	47.2	57.0	57.4	72.7	72.3	68.1	71.0
	75	81.5	81.6	77.7	79.3	79.0	78.7	85.0	84.2	79.8	82.3
Liabilities to banks	25	19.8	20.6	16.8	19.9	20.3	20.7	20.6	22.1	17.9	14.3
	50	47.3	46.4	52.0	47.3	44.3	45.7	48.4	47.3	41.0	41.1
	75	69.0	67.7	84.9	79.9	67.4	65.9	66.3	66.8	55.4	55.2
		Percentage of gross revenue									
Cost of materials	25	67.4	67.9	46.6	48.5	71.8	72.0	76.4	77.1	69.6	69.6
	50	77.6	78.4	66.0	67.3	78.1	78.9	81.2	81.6	78.1	79.2
	75	83.8	84.3	78.0	78.1	84.1	84.6	85.5	85.7	86.2	86.3
Personnel expenses	25	6.1	5.9	5.1	5.3	5.7	5.8	6.4	6.5	6.9	6.8
	50	10.7	10.3	12.4	12.4	10.2	10.2	10.2	9.6	12.5	11.3
	75	16.2	15.8	21.8	20.7	15.5	14.5	13.4	12.8	17.5	16.9
Depreciation	25	0.8	0.7	1.1	1.0	0.9	0.8	0.7	0.7	0.7	0.6
	50	1.5	1.4	2.3	2.0	1.6	1.5	1.1	1.1	1.1	1.0
	75	2.5	2.4	4.5	4.1	2.4	2.4	1.7	1.6	1.6	1.6
Annual result	25	0.5	0.5	1.6	2.2	0.5	0.5	0.4	0.3	0.2	0.3
	50	1.7	1.8	4.1	4.7	1.6	1.7	1.2	1.1	0.8	1.2
	75	3.8	4.1	8.0	8.5	3.2	3.4	2.2	2.1	1.9	2.2
		Percentage of sales									
Annual result before taxes on income	25	0.6	0.7	1.7	2.3	0.5	0.6	0.4	0.5	0.3	0.3
	50	1.9	2.0	4.2	4.8	1.8	1.9	1.3	1.3	1.0	1.4
	75	4.2	4.5	8.4	9.2	3.7	3.8	2.6	2.5	2.6	2.6
Annual result and depreciation	25	1.9	1.8	3.5	4.0	2.0	1.9	1.6	1.5	1.4	1.1
	50	3.6	3.7	7.0	7.1	3.6	3.6	2.5	2.5	2.4	2.5
	75	6.6	6.6	12.9	13.0	5.7	5.8	4.1	4.0	3.6	4.2
Trade receivables	25	2.0	1.9	1.1	1.2	1.9	1.9	2.7	2.4	4.0	3.8
	50	3.7	3.5	3.2	3.4	3.3	3.3	4.2	3.7	5.6	5.7
	75	6.2	6.0	6.5	6.5	5.3	5.4	6.2	5.8	7.9	8.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	4.8	5.2	8.0	8.7	4.8	4.6	4.4	4.3	3.1	4.4
	50	8.4	8.6	14.7	15.7	8.2	8.6	6.7	6.6	5.6	6.2
	75	14.6	15.2	28.2	31.0	14.2	14.5	9.6	9.6	8.5	8.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.9	6.3	8.1	8.5	6.2	6.0	5.3	5.3	5.3	5.1
	50	11.9	12.0	18.0	22.7	12.0	12.0	9.7	9.4	9.5	10.3
	75	23.2	25.4	45.6	48.2	24.1	25.1	14.9	15.5	14.3	17.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	59.0	58.7	65.9	57.3	62.8	63.2	53.0	49.7	58.8	64.5
	50	109.1	106.9	110.9	104.1	119.6	120.4	96.9	98.6	89.3	94.9
	75	202.1	195.8	198.7	196.1	227.3	215.2	182.0	178.9	167.1	163.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	24.1	23.9	20.6	22.0	22.2	22.5	25.5	24.9	36.6	36.3
	50	41.3	42.6	55.8	56.9	39.3	39.5	36.9	38.0	52.9	52.0
	75	76.0	76.9	114.5	114.6	76.3	75.7	56.4	56.9	62.7	69.5
		Percentage of cost of materials									
Trade payables	25	2.7	2.6	3.5	3.4	2.2	2.1	2.8	2.4	4.6	3.8
	50	6.7	6.7	7.5	7.7	6.8	6.5	5.6	5.9	7.3	7.3
	75	14.3	13.8	16.2	17.4	15.2	15.0	11.4	10.0	12.0	9.9

* Including the sale of automotive fuel. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

23 Wholesale trade and commission trade

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.8	1.7	1.2	1.1	0.9	1.0	1.3	1.2	2.0	1.9
of which Goodwill	0.7	0.7	0.8	0.7	0.5	0.4	0.7	0.6	0.8	0.8
Tangible fixed assets	13.0	12.8	20.2	19.4	17.6	17.2	15.1	14.7	12.0	11.9
of which Land and buildings	7.8	7.6	9.6	9.1	9.7	9.5	9.2	8.8	7.3	7.1
Inventories	23.5	23.5	28.5	29.0	30.1	30.2	28.0	27.8	21.7	21.7
of which Finished goods and merchandise	20.5	20.4	23.7	24.4	26.1	25.8	24.7	24.5	18.8	18.9
Cash	6.7	6.8	10.5	11.0	9.9	10.0	7.4	7.7	6.3	6.3
Receivables	46.5	46.4	36.9	37.0	38.2	38.4	43.9	43.6	48.0	47.9
Short-term	44.9	44.7	34.8	34.5	36.2	36.3	42.2	42.1	46.3	46.1
of which										
Trade receivables	26.3	26.2	22.3	22.0	25.4	25.5	28.1	27.4	26.0	25.9
Receivables from affiliated companies	13.3	13.3	6.0	6.3	5.6	5.6	9.2	9.7	15.1	15.0
Long-term	1.7	1.8	2.1	2.4	2.0	2.1	1.7	1.6	1.6	1.8
of which Loans to affiliated companies	0.8	1.0	0.3	0.3	0.4	0.5	0.7	0.6	0.8	1.1
Securities	0.8	0.8	0.7	0.7	0.8	0.8	0.8	0.9	0.8	0.8
Other long-term equity investments	7.4	7.7	1.1	1.1	1.9	1.9	3.2	3.7	9.0	9.3
Capital										
Equity	25.0	25.7	20.8	23.2	23.6	24.7	25.2	26.2	25.1	25.7
Liabilities	62.3	61.3	69.1	66.4	66.6	65.6	64.9	64.1	61.2	60.2
Short-term	53.3	53.1	47.0	46.4	49.4	49.5	52.5	52.3	53.9	53.6
of which										
Liabilities to banks	8.7	8.7	11.0	10.5	12.2	12.0	11.4	11.5	7.6	7.7
Trade payables	18.5	18.3	18.8	19.2	19.5	19.6	18.0	17.7	18.5	18.4
Liabilities to affiliated companies	17.8	18.3	6.6	6.3	9.3	9.5	15.7	15.9	19.2	19.8
Long-term	9.0	8.2	22.1	20.0	17.2	16.1	12.4	11.8	7.3	6.6
of which										
Liabilities to banks	5.1	4.3	14.4	13.0	10.6	9.8	7.4	6.9	4.0	3.1
Liabilities to affiliated companies	3.0	3.0	4.9	4.3	5.0	4.9	3.9	3.8	2.6	2.7
Provisions	12.4	12.7	10.0	10.2	9.6	9.5	9.7	9.5	13.3	13.8
of which Provisions for pensions	4.3	4.4	4.3	4.4	3.9	3.8	3.1	3.1	4.7	4.8
Income statement	Percentage of gross revenue									
Income										
Sales	99.4	100.0	99.9	99.8	100.0	99.9	100.0	100.0	99.2	100.0
Change in finished goods	0.6	0.0	0.1	0.2	0.0	0.1	0.0	0.0	0.8	0.0
Interest and similar income	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3
Other income ²	2.1	2.1	3.3	3.4	2.0	2.1	1.7	1.7	2.2	2.2
of which Income from long-term equity investments	0.2	0.2	0.1	0.0	0.1	0.1	0.1	0.2	0.2	0.2
Total income ²	102.3	102.3	103.6	103.6	102.2	102.3	101.9	101.8	102.4	102.4
Expenses										
Cost of materials	84.9	85.5	62.6	62.4	73.4	73.6	77.0	78.2	87.5	87.9
Personnel expenses	5.9	5.6	18.2	17.9	12.7	12.4	8.5	8.2	4.8	4.6
Depreciation	0.9	0.8	2.4	2.1	1.5	1.4	1.1	1.0	0.8	0.7
of which Depreciation of tangible fixed assets	0.7	0.7	2.1	2.0	1.2	1.2	0.9	0.8	0.7	0.6
Interest and similar expenses	0.4	0.4	1.3	1.2	0.9	0.8	0.6	0.5	0.3	0.3
Operating taxes	1.5	1.4	0.1	0.1	0.1	0.1	4.3	3.7	1.0	1.0
Other expenses ³	6.7	6.6	15.5	15.5	10.8	10.9	7.9	7.7	6.1	6.1
Total expenses before taxes on income ³	100.3	100.3	100.0	99.2	99.4	99.3	99.4	99.3	100.6	100.6
Annual result before taxes on income	2.0	2.0	3.6	4.4	2.8	3.0	2.5	2.5	1.8	1.9
Taxes on income	0.5	0.5	0.9	1.0	0.9	0.9	0.7	0.7	0.4	0.4
Annual result	1.5	1.5	2.7	3.3	2.0	2.1	1.8	1.8	1.4	1.4
Other ratios	Percentage of sales									
Annual result before taxes on income	2.0	2.0	3.6	4.4	2.8	3.0	2.5	2.5	1.8	1.9
Annual result and depreciation	2.4	2.3	5.1	5.5	3.5	3.5	2.9	2.8	2.2	2.1
Trade receivables	7.4	7.1	10.4	10.2	9.5	9.6	8.5	8.1	7.0	6.6
Percentage of the balance sheet total										
Sales	356.6	370.9	214.8	215.0	268.2	264.8	330.9	335.9	371.7	390.4
Annual result and interest paid	6.7	7.1	8.5	9.7	7.6	7.7	7.9	7.9	6.3	6.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	12.5	12.7	15.9	17.9	14.3	14.4	14.3	14.4	11.8	12.1
Percentage of fixed assets										
Long-term equity and liabilities	160.3	159.4	193.9	200.2	198.4	200.5	189.2	191.5	150.6	148.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	97.8	98.1	97.2	98.9	94.5	94.5	95.3	96.1	98.8	98.9
Cash resources, short-term receivables and inventories	142.0	142.4	157.9	161.3	155.4	155.6	148.7	149.3	139.1	139.4
Percentage of cost of materials										
Trade payables	6.1	5.8	14.0	14.3	9.9	10.0	7.0	6.7	5.7	5.4
Memo item										
Balance sheet total in € billion	130.04	134.86	0.83	0.86	7.72	8.13	25.46	26.66	96.03	99.21
Sales in € billion	463.69	500.22	1.78	1.85	20.72	21.54	84.23	89.58	356.96	387.26
Number of enterprises	10,695	10,695	1,890	1,890	4,050	4,050	3,391	3,391	1,364	1,364

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

23 Wholesale trade and commission trade (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	2.2	2.2	1.9	2.0	2.6	2.4	2.1	2.2	1.5	1.5
	50	7.7	7.5	8.5	7.6	7.8	7.5	7.5	7.6	7.3	7.3
	75	22.2	21.8	24.8	23.9	21.4	21.4	22.2	21.8	19.9	20.4
Inventories	25	9.1	9.5	2.5	3.0	10.1	10.5	11.9	12.1	8.8	8.7
	50	25.3	25.6	21.1	22.1	27.5	27.3	27.0	27.4	20.9	20.8
	75	42.3	42.6	44.3	44.1	44.9	45.0	41.8	42.1	35.3	34.8
Equity	25	8.2	8.9	3.4	4.4	7.8	8.1	9.7	10.2	10.1	11.0
	50	19.4	20.7	19.3	20.6	18.5	19.4	20.1	21.5	20.1	21.2
	75	35.3	36.8	41.8	44.4	33.6	35.8	35.1	36.2	32.8	34.2
Short-term liabilities	25	33.1	32.5	25.2	24.4	31.5	31.4	36.7	35.7	41.1	40.3
	50	53.3	52.8	46.3	45.3	52.2	52.0	55.2	54.7	58.7	57.6
	75	72.6	72.5	72.3	72.0	72.0	71.7	72.8	72.5	74.1	73.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	11.6	11.2	11.8	11.3	13.7	13.7	12.2	11.9	4.5	3.4
	75	33.1	31.6	37.6	34.7	36.0	34.4	32.3	30.8	22.4	20.5
		Percentage of gross revenue									
Cost of materials	25	66.0	66.1	47.6	46.5	66.0	66.1	71.7	71.7	75.8	76.4
	50	76.4	76.6	64.4	64.1	75.1	75.2	79.6	79.8	87.2	87.1
	75	86.1	86.2	75.7	75.8	83.3	83.4	88.2	88.4	93.6	93.7
Personnel expenses	25	4.9	4.8	8.2	8.3	6.6	6.6	4.1	4.1	1.9	1.8
	50	10.3	10.3	16.0	16.3	11.5	11.5	8.7	8.6	5.0	5.0
	75	16.3	16.3	25.9	25.5	16.9	17.0	13.7	13.6	10.3	10.2
Depreciation	25	0.4	0.4	0.6	0.5	0.5	0.4	0.4	0.3	0.2	0.2
	50	0.9	0.9	1.4	1.3	1.0	0.9	0.8	0.8	0.6	0.6
	75	1.8	1.7	3.0	2.8	1.8	1.7	1.6	1.5	1.3	1.2
Annual result	25	0.3	0.3	0.1	0.3	0.3	0.3	0.4	0.4	0.3	0.3
	50	1.3	1.4	1.9	2.2	1.3	1.3	1.3	1.2	1.2	1.1
	75	3.4	3.4	5.6	5.9	3.3	3.3	3.0	3.0	2.8	2.9
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.2	0.5	0.5	0.4	0.6	0.6	0.4	0.4
	50	1.8	1.9	2.5	2.9	1.8	1.9	1.8	1.7	1.5	1.5
	75	4.5	4.6	6.7	7.5	4.4	4.5	4.2	4.1	3.8	3.8
Annual result and depreciation	25	1.4	1.3	1.4	1.9	1.5	1.4	1.4	1.3	1.0	0.9
	50	3.2	3.2	4.7	4.9	3.2	3.2	2.9	2.9	2.4	2.3
	75	6.4	6.4	9.9	10.3	6.3	6.2	5.7	5.5	4.9	4.8
Trade receivables	25	5.2	5.1	4.4	4.5	5.3	5.4	5.5	5.4	4.7	4.4
	50	8.0	8.0	8.0	8.1	7.9	8.0	8.2	8.0	7.8	7.5
	75	11.9	11.8	13.5	13.4	11.9	11.8	11.4	11.4	11.2	10.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.3	3.3	2.4	3.0	3.4	3.3	3.6	3.5	2.9	2.9
	50	6.7	6.7	7.1	7.7	6.7	6.6	6.8	6.7	6.3	6.2
	75	12.5	12.3	15.4	16.3	12.3	12.0	12.0	11.7	11.6	11.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.6	5.5	1.9	3.9	5.4	5.0	6.9	6.7	6.2	5.9
	50	13.9	13.9	13.7	14.4	13.7	13.4	14.3	14.4	13.4	13.3
	75	30.2	30.3	37.3	38.9	30.2	30.0	30.1	29.5	25.3	26.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	117.9	119.1	104.5	104.5	124.7	125.1	123.1	125.4	107.8	106.1
	50	236.4	242.0	234.5	239.6	254.9	260.4	239.6	244.5	189.9	187.6
	75	621.7	646.0	708.2	748.8	650.7	690.5	590.0	618.4	479.5	488.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	62.0	61.7	53.9	54.2	60.7	59.5	63.5	63.7	69.3	69.8
	50	96.3	96.5	103.3	102.4	96.8	97.5	93.6	94.7	96.7	95.7
	75	151.0	153.1	206.0	201.6	155.8	156.7	137.4	139.3	130.3	133.8
		Percentage of cost of materials									
Trade payables	25	3.5	3.5	4.0	4.0	3.9	4.0	3.4	3.3	2.5	2.6
	50	7.3	7.2	10.0	10.3	7.8	7.9	6.6	6.5	5.7	5.5
	75	12.8	12.6	20.1	19.8	13.8	13.9	10.7	10.4	9.3	8.8

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

23 Wholesale trade and commission trade (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.7	1.5	1.2	1.1	1.0	1.1	1.5	1.3	1.8	1.6
of which Goodwill	0.8	0.7	0.7	0.6	0.5	0.5	0.7	0.6	0.8	0.7
Tangible fixed assets	11.7	11.5	16.1	15.4	15.8	15.4	12.8	12.5	11.1	11.0
of which Land and buildings	7.0	6.8	5.6	5.3	8.0	7.9	7.2	6.8	6.9	6.7
Inventories	23.1	23.0	27.9	28.4	30.1	30.2	27.6	27.2	21.5	21.3
of which Finished goods and merchandise	19.9	19.9	22.8	23.4	26.0	25.6	24.1	23.8	18.5	18.4
Cash	7.0	7.1	11.8	12.4	10.8	10.8	7.9	8.3	6.5	6.4
Receivables	48.4	48.8	40.0	39.9	39.0	39.2	46.4	46.2	49.7	50.2
Short-term	46.7	46.8	37.4	36.8	36.7	36.8	44.5	44.5	48.0	48.3
of which										
Trade receivables	27.3	27.2	23.8	23.3	26.1	26.2	29.1	28.5	27.0	27.0
Receivables from affiliated companies	14.6	14.7	6.1	6.4	5.2	5.2	10.5	11.1	16.3	16.4
Long-term	1.7	1.9	2.7	3.1	2.4	2.4	1.9	1.7	1.7	1.9
of which Loans to affiliated companies	0.8	1.1	0.3	0.3	0.4	0.4	0.8	0.7	0.9	1.3
Securities	0.9	0.9	0.8	0.9	0.9	0.9	0.9	1.1	0.9	0.9
Other long-term equity investments	6.8	7.0	1.2	1.2	1.8	1.8	2.6	3.2	8.2	8.3
Capital										
Equity	26.5	27.2	22.1	24.8	24.7	26.3	27.2	28.3	26.5	27.0
Liabilities	59.8	58.7	65.9	62.9	63.9	62.5	61.7	60.7	59.0	57.9
Short-term	53.4	52.8	47.0	45.6	48.7	48.5	52.6	52.0	54.0	53.4
of which										
Liabilities to banks	7.8	8.2	9.6	9.0	11.2	10.7	9.8	10.0	7.1	7.5
Trade payables	17.6	17.6	18.7	19.0	20.1	20.1	17.9	17.4	17.3	17.4
Liabilities to affiliated companies	19.1	18.9	7.2	6.7	8.6	8.8	16.9	16.8	20.4	20.3
Long-term	6.3	5.9	19.0	17.3	15.1	14.0	9.1	8.8	4.9	4.5
of which										
Liabilities to banks	3.9	3.6	11.1	10.0	9.4	8.7	5.7	5.6	3.0	2.7
Liabilities to affiliated companies	1.8	1.7	5.3	4.9	4.2	3.8	2.4	2.2	1.4	1.4
Provisions	13.4	13.8	11.9	12.2	11.2	11.0	10.9	10.8	14.1	14.7
of which Provisions for pensions	4.7	4.9	5.8	6.0	5.0	4.9	3.8	3.8	4.9	5.1
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	99.8	99.8	99.9	99.9	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.2	0.2	0.1	0.1	0.0	0.0	0.0	0.0
Interest and similar income	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3
Other income ²	2.1	2.1	3.2	3.2	2.0	2.1	1.6	1.6	2.3	2.2
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.2	0.2
Total income ²	102.3	102.3	103.5	103.5	102.2	102.3	101.8	101.8	102.4	102.5
Expenses										
Cost of materials	85.1	85.9	61.4	61.3	73.0	73.2	76.5	78.1	87.8	88.4
Personnel expenses	5.5	5.3	20.3	20.0	13.1	12.9	7.9	7.5	4.5	4.3
Depreciation	0.8	0.7	2.1	2.0	1.5	1.4	1.0	0.9	0.8	0.6
of which Depreciation of tangible fixed assets	0.7	0.6	1.9	1.8	1.2	1.2	0.8	0.7	0.6	0.5
Interest and similar expenses	0.4	0.3	1.1	1.0	0.8	0.8	0.5	0.4	0.3	0.3
Operating taxes	2.0	1.8	0.1	0.1	0.1	0.1	6.0	5.2	1.2	1.2
Other expenses ³	6.7	6.6	15.8	15.7	11.2	11.2	7.7	7.4	6.2	6.1
Total expenses before taxes on income ³	100.6	100.6	100.8	100.0	99.6	99.6	99.6	99.5	100.8	100.9
Annual result before taxes on income	1.8	1.8	2.7	3.4	2.6	2.7	2.2	2.3	1.6	1.6
Taxes on income	0.6	0.5	1.0	1.2	1.0	1.0	0.8	0.8	0.5	0.5
Annual result	1.2	1.2	1.7	2.2	1.6	1.7	1.4	1.5	1.1	1.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	1.8	1.8	2.7	3.4	2.6	2.7	2.2	2.3	1.6	1.6
Annual result and depreciation	2.0	1.9	3.8	4.2	3.1	3.1	2.4	2.4	1.9	1.8
Trade receivables	7.6	7.3	10.7	10.5	9.7	9.9	8.3	8.0	7.3	6.9
Percentage of the balance sheet total										
Sales	360.6	375.7	222.3	220.8	269.0	264.0	349.0	356.0	371.3	390.4
Annual result and interest paid	5.7	5.9	6.1	7.2	6.6	6.5	6.6	6.9	5.4	5.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	11.1	11.1	12.8	14.8	13.0	13.0	13.1	13.3	10.5	10.4
Percentage of fixed assets										
Long-term equity and liabilities	170.7	172.0	221.1	229.6	212.6	216.4	211.8	215.3	159.3	159.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	101.8	103.3	105.4	108.6	98.5	99.3	100.9	102.8	102.2	103.7
Cash resources, short-term receivables and inventories	145.1	146.8	164.9	170.8	160.4	161.6	153.4	155.1	142.1	143.7
Percentage of cost of materials										
Trade payables	5.7	5.4	13.7	14.0	10.2	10.4	6.7	6.3	5.3	5.0
Memo item										
Balance sheet total in € billion	94.59	97.90	0.57	0.60	5.38	5.70	17.00	17.96	71.64	73.64
Sales in € billion	341.08	367.79	1.26	1.32	14.47	15.04	59.34	63.95	266.00	287.48
Number of enterprises	7,391	7,391	1,323	1,323	2,848	2,848	2,307	2,307	913	913

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

23 Wholesale trade and commission trade (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	1.8	1.8	1.5	1.6	2.2	2.1	1.7	1.7	1.2	1.2
	50	6.2	6.0	6.6	5.8	6.3	6.1	5.9	5.9	6.1	5.7
	75	17.6	17.4	18.4	17.5	17.3	17.0	17.3	17.6	17.9	17.5
Inventories	25	8.6	9.1	2.0	2.7	10.1	10.5	11.1	11.6	8.5	8.1
	50	25.1	25.3	20.7	20.9	27.5	27.5	26.9	27.0	20.6	20.3
	75	42.5	42.8	43.9	43.9	45.7	45.7	41.7	42.1	35.2	34.5
Equity	25	9.8	11.0	6.7	7.7	8.9	10.1	11.7	12.9	12.1	13.3
	50	21.1	22.7	20.3	21.8	20.1	21.4	22.7	24.3	21.3	22.8
	75	36.9	39.0	40.6	43.8	35.8	37.9	38.0	39.2	34.8	36.3
Short-term liabilities	25	32.4	31.2	25.7	24.3	30.8	30.2	35.6	33.7	40.7	39.4
	50	52.5	51.3	47.1	45.3	50.9	49.8	54.9	53.2	57.7	56.4
	75	71.9	71.2	71.4	70.6	70.8	70.5	72.0	71.8	73.5	72.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	8.2	8.0	6.9	5.8	10.6	10.6	8.8	8.8	1.6	1.4
	75	28.1	27.5	28.0	28.5	31.9	29.8	27.4	27.2	18.2	17.1
		Percentage of gross revenue									
Cost of materials	25	65.1	65.1	45.3	45.0	65.2	65.3	71.8	71.7	76.1	77.1
	50	76.4	76.6	63.4	63.1	74.6	74.7	80.6	80.9	87.9	88.0
	75	86.4	86.5	74.8	75.3	83.0	83.1	88.9	89.2	93.6	93.6
Personnel expenses	25	5.1	5.1	10.6	11.0	7.0	7.1	3.8	3.9	1.9	1.8
	50	10.5	10.6	18.6	18.4	11.9	12.0	8.2	8.0	4.6	4.6
	75	17.1	17.2	28.6	28.2	17.5	17.6	13.2	13.3	9.8	9.5
Depreciation	25	0.4	0.3	0.5	0.5	0.4	0.4	0.3	0.3	0.2	0.1
	50	0.9	0.8	1.2	1.2	0.9	0.9	0.7	0.7	0.6	0.5
	75	1.7	1.6	2.6	2.5	1.7	1.6	1.4	1.4	1.2	1.2
Annual result	25	0.2	0.2	0.0	0.1	0.2	0.2	0.3	0.3	0.3	0.2
	50	1.0	1.1	1.1	1.3	1.0	1.0	1.1	1.0	1.1	1.0
	75	2.8	2.8	3.3	3.9	2.7	2.7	2.6	2.5	2.6	2.6
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.4	0.0	0.2	0.3	0.3	0.5	0.5	0.4	0.3
	50	1.5	1.6	1.6	1.9	1.5	1.6	1.6	1.5	1.5	1.4
	75	4.0	4.1	4.6	5.5	4.0	4.0	4.0	3.9	3.6	3.6
Annual result and depreciation	25	1.2	1.1	0.9	1.4	1.3	1.2	1.2	1.1	0.9	0.8
	50	2.8	2.8	3.5	3.8	2.8	2.9	2.7	2.6	2.4	2.1
	75	5.8	5.7	7.4	8.0	5.9	5.8	5.4	5.2	4.7	4.5
Trade receivables	25	5.2	5.3	4.6	4.8	5.3	5.5	5.4	5.4	4.9	4.5
	50	8.2	8.1	8.4	8.5	8.1	8.2	8.2	8.1	8.0	7.7
	75	12.2	12.1	13.9	13.9	12.1	12.0	11.8	11.7	11.7	11.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.8	2.7	1.6	2.1	2.9	2.7	3.2	2.9	2.4	2.3
	50	5.7	5.7	5.4	5.9	5.7	5.7	5.9	5.8	5.5	5.3
	75	10.6	10.4	10.7	11.8	10.3	9.8	10.9	10.5	10.1	10.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.7	4.4	0.8	2.1	4.5	4.1	6.2	5.8	5.7	5.1
	50	12.6	12.6	10.7	11.6	11.9	11.9	13.9	14.1	12.5	12.2
	75	28.6	28.9	29.5	31.6	27.9	28.0	31.6	30.9	24.3	24.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	133.2	137.7	124.0	131.9	139.7	143.4	137.9	145.0	118.7	117.8
	50	278.8	286.2	286.0	309.3	294.1	296.0	281.4	295.5	216.5	217.4
	75	733.3	772.4	821.6	923.1	737.3	787.1	711.8	736.0	603.8	582.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	66.2	65.6	61.4	61.2	64.0	62.5	68.4	69.0	71.6	72.8
	50	102.2	103.6	111.6	111.8	101.8	103.3	99.5	101.9	101.9	102.5
	75	162.3	166.0	220.1	224.1	166.7	169.5	147.6	151.7	140.7	143.8
		Percentage of cost of materials									
Trade payables	25	3.4	3.3	3.8	4.0	4.0	4.0	3.2	3.1	2.0	2.0
	50	7.2	7.2	10.0	10.3	7.9	8.0	6.6	6.5	5.3	5.0
	75	13.1	13.0	20.1	20.1	14.3	14.3	10.8	10.6	9.1	8.3

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

23 Wholesale trade and commission trade (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.1	2.1	1.3	1.1	0.8	0.7	1.1	0.9	2.6	2.6
of which Goodwill	0.6	0.8	1.0	0.9	0.5	0.4	0.7	0.6	0.5	0.9
Tangible fixed assets	16.3	16.2	29.2	28.6	21.9	21.6	19.8	19.5	14.5	14.4
of which Land and buildings	10.0	9.8	18.3	17.8	13.6	13.2	13.3	12.9	8.5	8.3
Inventories	24.5	24.8	29.8	30.3	29.9	30.3	28.9	29.2	22.4	22.8
of which Finished goods and merchandise	21.8	22.0	25.7	26.5	26.4	26.3	26.0	26.1	19.9	20.1
Cash	5.9	6.1	7.7	7.9	7.8	7.9	6.3	6.6	5.6	5.8
Receivables	41.4	40.3	30.1	30.2	36.4	36.4	38.8	38.3	42.9	41.4
Short-term	39.9	38.9	29.2	29.3	35.2	35.2	37.4	37.0	41.4	40.0
of which										
Trade receivables	23.8	23.3	18.9	19.0	23.8	23.9	26.0	25.0	23.1	22.6
Receivables from affiliated companies	9.9	9.7	5.8	6.2	6.7	6.4	6.5	7.0	11.5	10.9
Long-term	1.5	1.4	0.9	0.9	1.2	1.2	1.4	1.3	1.6	1.4
of which Loans to affiliated companies	0.7	0.6	0.1	0.3	0.4	0.6	0.6	0.6	0.7	0.6
Securities	0.5	0.6	0.6	0.5	0.6	0.6	0.4	0.4	0.6	0.7
Other long-term equity investments	9.0	9.6	0.7	0.7	2.2	2.2	4.4	4.8	11.3	12.0
Capital										
Equity	21.0	21.7	17.9	19.6	21.1	21.2	21.2	21.9	20.9	21.7
Liabilities	69.1	68.2	76.0	74.6	72.8	72.8	71.4	71.0	67.9	66.8
Short-term	52.9	53.8	47.1	48.3	50.8	51.8	52.4	53.1	53.4	54.2
of which										
Liabilities to banks	10.9	10.2	14.0	14.1	14.4	15.1	14.7	14.5	9.2	8.2
Trade payables	20.9	20.4	19.0	19.8	18.2	18.5	18.1	18.2	22.2	21.3
Liabilities to affiliated companies	14.5	16.7	5.4	5.4	10.9	11.1	13.1	14.1	15.4	18.3
Long-term	16.2	14.5	28.9	26.4	22.0	21.1	19.1	17.9	14.5	12.5
of which										
Liabilities to banks	8.5	6.3	21.8	20.1	13.4	12.3	10.9	9.6	7.0	4.4
Liabilities to affiliated companies	6.3	6.6	3.8	2.9	6.8	7.4	6.9	7.0	6.1	6.5
Provisions	9.7	9.7	5.9	5.6	6.0	6.0	7.2	7.0	11.0	11.0
of which Provisions for pensions	3.2	3.1	0.8	0.8	1.4	1.3	1.6	1.6	3.9	3.8
Income statement	Percentage of gross revenue									
Income										
Sales	97.7	100.0	100.1	99.9	100.0	99.9	100.0	100.0	97.0	100.0
Change in finished goods	2.3	0.0	-0.1	0.1	0.0	0.1	0.0	0.0	3.0	0.0
Interest and similar income	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other income ²	1.9	2.1	3.7	3.8	2.0	2.0	1.8	1.8	1.9	2.1
of which Income from long-term equity investments	0.3	0.3	0.1	0.0	0.1	0.1	0.2	0.3	0.3	0.3
Total income ²	102.1	102.2	103.9	104.0	102.2	102.2	102.0	102.0	102.1	102.3
Expenses										
Cost of materials	84.2	84.4	65.4	65.4	74.5	74.7	78.2	78.4	86.6	86.6
Personnel expenses	6.8	6.6	13.1	12.8	11.6	11.2	10.1	9.9	5.6	5.3
Depreciation	1.1	1.0	2.9	2.6	1.7	1.6	1.4	1.3	1.0	0.8
of which Depreciation of tangible fixed assets	0.9	0.8	2.7	2.5	1.4	1.3	1.1	1.0	0.8	0.7
Interest and similar expenses	0.5	0.5	1.7	1.6	1.0	0.9	0.8	0.8	0.4	0.4
Operating taxes	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.3
Other expenses ³	6.6	6.8	14.8	14.8	10.0	10.1	8.2	8.3	5.9	6.1
Total expenses before taxes on income ³	99.5	99.4	98.0	97.3	98.9	98.6	98.8	98.8	99.8	99.6
Annual result before taxes on income	2.6	2.8	5.9	6.7	3.4	3.6	3.2	3.2	2.3	2.7
Taxes on income	0.4	0.5	0.6	0.6	0.6	0.6	0.6	0.6	0.3	0.4
Annual result	2.2	2.4	5.3	6.1	2.8	3.0	2.7	2.6	2.0	2.2
Other ratios	Percentage of sales									
Annual result before taxes on income	2.6	2.8	5.8	6.7	3.4	3.6	3.2	3.2	2.4	2.7
Annual result and depreciation	3.4	3.3	8.2	8.7	4.5	4.6	4.1	4.0	3.1	3.1
Trade receivables	6.9	6.5	9.5	9.4	8.9	9.0	8.8	8.5	6.2	5.8
Percentage of the balance sheet total										
Sales	345.9	358.2	198.4	201.7	266.5	266.9	294.3	294.5	372.9	390.3
Annual result and interest paid	9.6	10.3	13.7	15.4	10.0	10.4	10.3	10.1	9.3	10.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.9	16.6	21.8	24.2	16.9	17.2	16.5	16.3	15.5	16.6
Percentage of fixed assets										
Long-term equity and liabilities	139.3	134.2	153.5	154.3	171.8	170.2	157.0	156.4	131.0	124.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	87.2	84.5	79.4	77.9	85.5	83.9	83.9	82.7	88.5	85.2
Cash resources, short-term receivables and inventories	133.4	130.7	142.7	140.8	144.4	142.4	139.1	137.6	130.4	127.3
Percentage of cost of materials										
Trade payables	7.0	6.7	14.6	15.0	9.2	9.2	7.9	7.9	6.7	6.3
Memo item										
Balance sheet total in € billion	35.45	36.97	0.26	0.26	2.34	2.44	8.46	8.70	24.39	25.57
Sales in € billion	122.61	132.44	0.51	0.53	6.24	6.51	24.90	25.63	90.96	99.78
Number of enterprises	3,304	3,304	567	567	1,202	1,202	1,084	1,084	451	451

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

23 Wholesale trade and commission trade (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.0	4.1	4.9	4.9	4.3	4.3	3.9	3.9	3.1	2.9
	50	13.3	13.3	16.9	17.4	12.8	13.0	13.6	13.4	10.2	10.6
	75	31.4	30.9	40.1	39.1	31.8	31.3	29.2	28.8	24.8	24.8
Inventories	25	9.9	10.5	4.6	3.5	10.2	10.4	13.0	13.8	9.3	9.9
	50	25.7	26.2	22.4	24.1	27.3	26.9	27.1	27.8	21.3	21.8
	75	41.6	42.2	45.1	46.1	42.9	43.8	42.0	42.1	35.8	35.7
Equity	25	5.0	5.2	- 7.7	- 6.7	5.2	5.0	6.2	6.9	6.9	7.1
	50	15.6	15.9	14.5	15.7	15.5	15.8	15.4	15.7	16.5	17.5
	75	30.5	31.8	45.6	45.1	29.4	30.3	29.4	29.7	27.7	29.5
Short-term liabilities	25	35.0	35.8	22.9	24.8	33.9	34.3	39.0	40.0	42.5	42.8
	50	55.0	56.0	43.3	45.3	55.3	56.1	55.5	57.3	60.6	59.7
	75	74.0	75.1	73.6	77.9	73.8	75.1	73.6	74.1	76.1	76.5
Liabilities to banks	25	1.7	1.2	1.1	2.6	1.4	1.2	4.3	3.6	0.0	0.0
	50	20.3	19.2	25.1	23.6	22.3	21.9	21.1	19.3	11.4	9.0
	75	41.9	40.6	58.6	56.3	43.8	43.7	38.9	37.8	28.3	27.2
		Percentage of gross revenue									
Cost of materials	25	68.1	67.9	52.3	51.5	68.4	68.2	71.6	71.6	75.3	75.6
	50	76.6	76.7	67.3	66.0	76.2	76.2	77.6	77.9	85.6	85.4
	75	85.4	85.5	77.7	77.2	83.9	84.0	86.0	85.7	93.7	94.0
Personnel expenses	25	4.2	4.1	3.5	3.4	5.4	5.3	4.9	4.9	2.0	1.9
	50	9.9	9.7	10.8	10.7	10.8	10.5	10.2	10.0	5.7	5.6
	75	14.9	14.9	18.4	18.8	15.5	15.4	14.4	14.2	11.1	10.8
Depreciation	25	0.6	0.5	0.9	0.8	0.6	0.5	0.6	0.5	0.3	0.3
	50	1.1	1.1	1.8	1.8	1.1	1.1	1.1	1.0	0.7	0.7
	75	2.1	2.0	3.7	3.6	2.1	2.0	1.8	1.6	1.4	1.4
Annual result	25	0.7	0.8	1.8	2.3	0.8	0.9	0.6	0.7	0.5	0.4
	50	2.3	2.3	5.3	5.3	2.4	2.4	1.8	1.8	1.4	1.4
	75	4.8	5.0	10.2	10.3	4.3	4.7	3.8	3.8	3.4	3.5
		Percentage of sales									
Annual result before taxes on income	25	0.8	0.9	1.9	2.4	0.9	1.0	0.7	0.8	0.5	0.5
	50	2.7	2.8	5.7	5.7	2.7	2.8	2.2	2.2	1.6	1.6
	75	5.6	5.8	11.0	11.4	4.9	5.4	4.6	4.5	4.1	4.2
Annual result and depreciation	25	2.0	1.9	4.1	4.4	2.1	2.0	1.9	1.9	1.2	1.2
	50	4.1	4.2	8.4	8.7	4.1	4.2	3.5	3.5	2.6	2.5
	75	7.6	7.8	15.3	14.5	7.1	7.3	6.3	6.3	5.4	5.4
Trade receivables	25	5.1	4.9	4.0	4.0	5.1	5.1	5.8	5.3	4.3	4.0
	50	7.7	7.6	7.2	7.2	7.6	7.6	8.2	8.0	7.4	7.2
	75	11.1	10.9	12.4	12.2	11.4	11.2	10.9	10.7	10.5	10.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.3	5.4	6.8	7.5	5.5	5.5	5.0	5.1	4.3	4.6
	50	9.9	9.7	14.8	15.6	10.3	9.9	8.7	8.6	8.3	8.3
	75	16.6	16.9	31.1	33.8	16.5	16.5	14.1	13.9	13.5	14.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.9	8.1	7.1	8.7	8.0	8.2	8.1	8.4	7.0	6.8
	50	16.5	16.6	20.8	23.0	17.1	17.1	14.9	14.9	15.3	14.6
	75	33.6	33.3	57.1	59.6	34.6	33.4	27.3	26.9	27.8	28.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	96.8	93.1	75.2	71.8	100.8	95.8	100.2	100.2	96.4	92.0
	50	172.3	171.4	160.5	152.7	186.9	190.4	172.1	178.8	158.1	147.4
	75	419.3	407.4	400.0	398.1	489.3	476.6	390.6	385.4	328.8	331.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.8	54.9	41.4	40.7	54.2	53.6	57.7	57.3	64.9	65.2
	50	83.9	83.2	78.8	76.7	84.6	86.1	83.1	80.5	87.4	86.3
	75	127.5	126.1	185.9	164.5	133.1	129.7	119.7	116.1	112.5	110.6
		Percentage of cost of materials									
Trade payables	25	3.8	4.0	4.3	4.2	3.7	4.2	3.7	3.8	3.7	3.7
	50	7.3	7.2	9.8	10.3	7.7	7.8	6.7	6.5	6.7	6.4
	75	12.2	12.0	20.1	19.2	12.9	13.0	10.2	10.2	9.6	9.4

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.7	1.8	2.6	2.4	1.5	1.5	2.0	1.6	1.6	1.8
of which Goodwill	0.5	0.5	2.3	2.1	1.1	1.1	0.9	0.7	0.4	0.4
Tangible fixed assets	14.5	14.6	22.0	21.7	23.2	22.9	21.3	20.7	13.1	13.4
of which Land and buildings	7.4	7.4	11.9	11.8	13.2	13.3	12.8	12.3	6.4	6.5
Inventories	27.1	27.6	39.5	39.2	36.7	36.6	35.0	35.2	25.5	26.0
of which Finished goods and merchandise	26.2	26.7	36.3	36.1	34.2	33.9	32.5	32.5	24.9	25.5
Cash	7.5	8.1	8.0	8.4	8.6	8.6	10.1	10.5	7.1	7.8
Receivables	35.9	35.0	25.6	25.8	27.9	28.1	27.7	28.2	37.4	36.3
Short-term	35.1	34.2	23.7	23.9	26.1	26.4	26.4	26.8	36.7	35.7
of which										
Trade receivables	6.8	7.6	13.4	13.6	14.8	14.6	12.5	12.3	5.6	6.5
Receivables from affiliated companies	19.7	19.4	4.5	4.2	5.2	5.5	8.4	9.1	22.0	21.6
Long-term	0.8	0.7	1.8	1.9	1.8	1.8	1.4	1.4	0.7	0.6
of which Loans to affiliated companies	0.4	0.3	0.3	0.3	0.2	0.2	0.5	0.6	0.4	0.3
Securities	0.6	1.2	0.5	0.6	0.6	0.6	1.0	1.0	0.5	1.3
Other long-term equity investments	12.4	11.2	0.9	1.0	1.0	1.1	2.3	2.3	14.4	13.0
Capital										
Equity	26.7	27.8	5.3	7.1	15.9	17.8	24.9	26.0	27.9	29.1
Liabilities	58.7	57.4	86.6	84.4	75.4	73.4	65.3	64.2	56.5	55.2
Short-term	47.2	46.7	49.6	49.0	49.6	50.1	46.4	46.3	47.1	46.5
of which										
Liabilities to banks	4.5	3.8	12.6	12.1	11.9	11.6	8.5	8.6	3.4	2.6
Trade payables	19.6	20.6	20.8	21.0	21.2	21.3	17.6	17.4	19.7	20.9
Liabilities to affiliated companies	16.6	14.7	4.3	4.4	7.2	7.5	11.8	11.4	17.9	15.7
Long-term	11.6	10.7	37.0	35.4	25.7	23.3	18.9	17.9	9.4	8.6
of which										
Liabilities to banks	6.2	6.2	30.4	28.6	19.4	17.5	10.9	10.0	4.4	4.6
Liabilities to affiliated companies	3.5	2.4	4.1	4.0	4.5	3.8	6.6	6.6	3.1	1.9
Provisions	13.8	13.9	7.7	8.1	8.3	8.3	9.4	9.3	14.7	14.9
of which Provisions for pensions	4.6	4.6	2.7	2.8	2.8	2.9	2.8	2.7	4.9	4.9
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	100.0	100.0	100.0	99.8	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.0	0.0
Interest and similar income	0.3	0.4	0.1	0.1	0.2	0.2	0.2	0.2	0.4	0.4
Other income ²	3.0	3.6	2.5	2.4	2.1	2.2	2.1	2.3	3.2	3.9
of which Income from long-term equity investments	0.2	0.3	0.1	0.0	0.1	0.1	0.1	0.1	0.3	0.3
Total income ²	103.4	104.0	102.6	102.5	102.2	102.3	102.3	102.5	103.5	104.3
Expenses										
Cost of materials	70.1	70.0	61.5	61.6	67.0	67.6	65.9	66.4	70.8	70.6
Personnel expenses	12.6	12.3	17.8	17.5	15.9	15.4	16.0	15.6	12.0	11.7
Depreciation	1.4	1.5	2.0	1.8	1.8	1.6	1.6	1.5	1.3	1.4
of which Depreciation of tangible fixed assets	1.3	1.3	1.9	1.8	1.7	1.5	1.5	1.4	1.2	1.3
Interest and similar expenses	0.5	0.6	1.5	1.4	1.0	0.9	0.7	0.7	0.5	0.5
Operating taxes	0.2	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.2	0.2
Other expenses ³	16.8	16.8	15.3	15.2	13.4	13.3	15.5	15.5	17.1	17.2
Total expenses before taxes on income ³	101.5	101.3	98.1	97.5	99.2	98.9	99.8	99.7	101.9	101.6
Annual result before taxes on income	1.9	2.7	4.5	5.0	3.1	3.4	2.5	2.8	1.7	2.7
Taxes on income	0.6	0.6	0.6	0.7	0.7	0.8	0.8	0.8	0.5	0.6
Annual result	1.3	2.1	3.9	4.3	2.3	2.6	1.8	1.9	1.2	2.1
Other ratios	Percentage of sales									
Annual result before taxes on income	1.9	2.7	4.5	5.0	3.1	3.4	2.5	2.8	1.7	2.7
Annual result and depreciation	2.7	3.6	5.9	6.1	4.2	4.3	3.4	3.5	2.5	3.5
Trade receivables	2.3	2.5	5.5	5.5	5.3	5.2	4.4	4.3	1.9	2.2
Percentage of the balance sheet total										
Sales	295.5	298.9	245.2	247.2	280.1	281.2	283.8	286.7	298.6	302.4
Annual result and interest paid	5.5	8.1	13.0	14.0	9.4	10.0	7.1	7.5	4.9	7.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	12.2	16.8	16.6	17.9	15.5	16.3	14.8	15.6	11.5	16.9
Percentage of fixed assets										
Long-term equity and liabilities	145.9	151.2	167.8	170.5	163.4	163.1	171.7	177.2	142.0	147.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	90.9	92.5	64.5	66.4	70.6	70.7	80.1	81.8	93.8	95.6
Cash resources, short-term receivables and inventories	148.4	151.6	144.2	146.4	144.6	143.7	155.6	157.7	148.0	151.6
Percentage of cost of materials										
Trade payables	9.5	9.9	13.8	13.8	11.3	11.2	9.4	9.1	9.3	9.8
Memo item										
Balance sheet total in € billion	49.50	49.92	0.86	0.89	2.44	2.54	4.36	4.49	41.84	42.00
Sales in € billion	146.24	149.21	2.11	2.19	6.83	7.15	12.38	12.88	124.92	126.99
Number of enterprises	4,841	4,841	2,440	2,440	1,538	1,538	577	577	286	286

* Including the repair of personal and household goods. — ¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) * (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	...	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	4.4	4.2	3.8	3.6	4.6	4.5	4.8	4.8	9.0	8.6
	50	12.1	11.7	11.4	11.0	11.9	12.0	11.9	11.3	14.9	14.3
	75	27.8	27.6	28.1	27.9	26.8	27.5	26.7	26.2	29.8	28.6
Inventories	25	18.6	18.5	18.3	17.9	18.1	18.1	19.4	19.7	22.1	23.1
	50	34.9	35.2	35.9	36.1	33.1	33.1	35.1	35.3	35.9	37.2
	75	56.4	56.4	60.5	60.7	54.1	54.7	52.9	53.3	46.6	47.3
Equity	25	- 2.1	- 0.3	- 18.0	- 19.0	2.5	3.8	7.3	8.0	3.7	4.8
	50	12.7	14.3	9.0	10.6	13.7	15.3	19.0	20.1	16.8	17.2
	75	31.6	33.4	31.1	32.0	30.2	32.5	35.1	36.9	35.2	36.7
Short-term liabilities	25	30.4	30.9	28.3	28.6	32.5	32.5	32.6	34.1	37.7	36.6
	50	49.4	49.2	46.8	47.4	51.3	50.4	51.7	50.7	54.6	54.6
	75	72.9	72.2	73.1	72.2	72.7	71.3	69.1	68.7	85.5	85.0
Liabilities to banks	25	1.3	0.9	5.7	4.9	3.2	2.5	0.0	0.0	0.0	0.0
	50	23.4	21.7	33.1	31.2	22.7	20.2	11.8	11.1	0.2	0.0
	75	52.2	49.8	67.2	64.8	44.6	43.7	31.9	31.6	15.1	12.9
Percentage of gross revenue											
Cost of materials	25	53.9	53.9	50.1	50.3	58.6	58.4	56.5	57.0	55.3	55.0
	50	64.5	64.6	61.3	61.3	68.9	68.9	67.9	68.0	69.0	68.5
	75	74.1	74.3	71.5	71.6	76.8	77.1	79.1	79.1	81.9	81.9
Personnel expenses	25	9.3	9.2	9.7	9.6	9.4	9.4	8.7	8.7	6.6	6.9
	50	14.4	14.6	14.9	14.9	14.2	14.4	14.7	14.5	13.0	12.8
	75	22.2	21.9	24.2	24.2	21.2	20.7	20.7	20.6	18.8	18.7
Depreciation	25	0.7	0.6	0.7	0.7	0.6	0.6	0.6	0.5	0.7	0.7
	50	1.4	1.2	1.6	1.4	1.2	1.1	1.1	1.0	1.1	1.0
	75	2.5	2.3	2.8	2.6	2.3	2.1	2.0	2.0	2.1	2.1
Annual result	25	0.3	0.5	0.5	0.6	0.3	0.4	0.2	0.2	0.3	0.7
	50	2.2	2.5	3.5	4.0	1.6	1.8	1.1	1.4	1.7	2.0
	75	6.1	6.3	8.2	8.4	4.3	4.4	3.2	3.5	4.0	4.2
Percentage of sales											
Annual result before taxes on income	25	0.4	0.7	0.6	0.9	0.4	0.6	0.3	0.3	0.4	0.8
	50	2.8	3.1	4.0	4.4	2.2	2.3	1.6	1.9	2.3	2.5
	75	7.1	7.3	9.0	9.2	5.2	5.5	4.2	4.5	5.0	4.9
Annual result and depreciation	25	1.8	1.9	2.1	2.5	1.7	1.8	1.3	1.2	1.7	2.1
	50	4.6	4.9	6.2	6.5	3.8	3.7	3.1	3.4	3.7	4.2
	75	9.2	9.3	11.1	11.1	7.2	7.6	5.8	6.3	6.5	6.5
Trade receivables	25	0.4	0.4	0.4	0.4	0.7	0.6	0.6	0.5	0.0	0.0
	50	3.5	3.4	3.7	3.6	4.5	4.3	2.8	2.9	0.3	0.3
	75	7.5	7.2	7.7	7.2	7.7	7.5	7.2	7.1	1.9	2.2
Percentage of the balance sheet total											
Annual result and interest paid	25	3.7	4.1	4.1	4.5	3.6	4.0	3.0	3.0	3.1	4.0
	50	9.4	9.9	13.0	13.3	7.9	8.4	6.1	6.4	8.7	8.6
	75	22.9	23.0	30.3	30.7	17.5	18.5	11.9	12.4	19.1	20.4
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	5.6	6.2	4.4	5.6	6.3	6.4	5.6	5.4	10.1	11.3
	50	16.9	17.9	17.4	18.2	16.0	16.9	14.4	16.8	21.8	23.7
	75	40.1	40.7	41.6	42.3	36.2	37.6	35.7	37.4	44.2	45.6
Percentage of fixed assets											
Long-term equity and liabilities	25	93.9	97.3	91.7	94.7	104.4	105.8	106.5	110.4	44.6	47.3
	50	184.9	188.7	183.6	187.5	199.2	206.9	196.3	198.9	112.3	110.8
	75	440.2	457.1	476.9	500.0	457.7	466.7	398.9	417.0	221.7	228.2
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	33.1	33.4	25.6	25.7	38.9	40.1	41.2	41.1	39.0	39.9
	50	66.7	67.5	63.1	61.5	73.2	73.1	71.7	77.4	56.5	55.3
	75	119.1	120.9	120.9	121.1	118.0	120.1	120.1	125.2	97.5	111.8
Percentage of cost of materials											
Trade payables	25	5.4	5.4	5.7	5.9	5.7	5.4	4.4	4.5	4.2	4.9
	50	10.2	10.1	11.0	10.8	9.6	9.4	8.4	7.9	9.1	9.7
	75	15.6	15.6	18.0	18.4	14.5	14.5	13.3	13.5	12.2	12.9

* Including the repair of personal and household goods. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.2	2.3	0.9	0.7	1.1	0.9	2.3	1.8	2.3	2.5
of which Goodwill	0.4	0.4	0.6	0.5	0.5	0.5	0.7	0.5	0.4	0.4
Tangible fixed assets	13.1	14.1	13.4	13.3	18.8	18.5	15.7	15.7	12.4	13.7
of which Land and buildings	6.6	7.1	3.8	3.6	8.8	8.9	7.4	7.5	6.5	7.0
Inventories	29.0	30.4	42.9	42.1	38.6	38.1	33.7	34.3	27.7	29.3
of which Finished goods and merchandise	28.2	29.5	37.8	37.5	35.1	34.8	31.2	31.5	27.3	28.7
Cash	7.5	8.3	9.5	10.1	9.4	9.8	11.0	10.8	7.0	7.9
Receivables	35.9	35.2	30.6	30.8	29.8	30.2	33.4	33.4	36.6	35.8
Short-term	34.9	34.4	27.5	27.5	27.6	27.9	31.6	31.7	35.8	35.3
of which										
Trade receivables	6.1	6.7	14.1	14.2	15.9	15.4	15.9	15.1	4.4	5.1
Receivables from affiliated companies	23.4	23.3	5.3	4.8	4.8	5.4	9.6	10.4	26.3	26.3
Long-term	1.0	0.8	3.1	3.3	2.2	2.3	1.7	1.7	0.8	0.6
of which Loans to affiliated companies	0.5	0.3	0.5	0.6	0.3	0.2	0.8	0.8	0.5	0.2
Securities	0.5	1.2	0.9	1.1	0.8	0.7	1.1	1.1	0.4	1.2
Other long-term equity investments	11.4	7.9	0.8	0.9	0.9	1.0	2.2	2.3	13.2	9.1
Capital										
Equity	30.4	32.6	11.9	13.6	20.1	22.4	28.8	30.3	31.4	33.8
Liabilities	53.0	50.1	76.2	73.8	68.7	66.4	59.2	57.9	51.1	47.7
Short-term	43.0	40.5	52.2	51.5	47.8	47.9	46.1	45.7	42.3	39.3
of which										
Liabilities to banks	4.2	3.5	11.1	10.0	10.7	10.1	6.2	6.4	3.6	2.6
Trade payables	14.5	16.7	18.7	19.0	19.5	19.7	19.4	18.9	13.6	16.2
Liabilities to affiliated companies	19.2	14.5	7.2	7.4	7.1	7.5	11.9	11.3	20.8	15.4
Long-term	10.0	9.5	24.0	22.2	20.9	18.5	13.1	12.2	8.9	8.5
of which										
Liabilities to banks	5.1	5.6	14.9	13.0	14.2	12.7	5.9	5.3	4.4	5.1
Liabilities to affiliated companies	4.5	2.5	7.0	6.7	5.1	3.9	5.9	5.8	4.3	2.0
Provisions	16.0	16.4	11.2	11.9	10.6	10.5	11.5	11.2	16.9	17.5
of which Provisions for pensions	6.0	6.2	6.2	6.4	4.6	4.7	3.7	3.6	6.3	6.5
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	99.9	100.1	100.0	99.7	100.0	100.0	100.0	100.0
Change in finished goods	0.0	0.0	0.1	- 0.1	0.0	0.3	0.0	0.0	0.0	0.0
Interest and similar income	0.4	0.4	0.2	0.2	0.2	0.2	0.2	0.2	0.4	0.5
Other income ²	3.4	4.5	2.7	2.7	2.1	2.4	2.2	2.5	3.6	4.9
of which Income from long-term equity investments	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.2
Total income ²	103.8	104.9	102.9	102.9	102.3	102.6	102.4	102.8	104.1	105.4
Expenses										
Cost of materials	67.2	67.6	55.8	55.4	65.5	66.0	66.6	66.9	67.6	68.0
Personnel expenses	14.3	13.8	24.3	24.1	17.5	17.0	15.2	15.0	13.9	13.3
Depreciation	1.5	1.8	1.9	1.8	1.7	1.6	1.6	1.5	1.5	1.8
of which Depreciation of tangible fixed assets	1.4	1.6	1.8	1.7	1.6	1.5	1.4	1.3	1.4	1.6
Interest and similar expenses	0.6	0.6	1.3	1.2	0.9	0.8	0.5	0.5	0.5	0.6
Operating taxes	0.1	0.0	0.1	0.1	0.1	0.1	0.0	0.0	0.1	0.0
Other expenses ³	19.6	19.4	18.3	18.4	14.6	14.6	16.3	16.4	20.4	20.0
Total expenses before taxes on income ³	103.4	103.2	101.6	101.0	100.3	100.2	100.2	100.3	104.0	103.8
Annual result before taxes on income	0.4	1.7	1.3	1.9	2.1	2.4	2.3	2.4	0.1	1.6
Taxes on income	0.6	0.7	0.6	0.7	0.8	0.9	0.9	1.0	0.6	0.6
Annual result	- 0.2	1.1	0.7	1.1	1.2	1.6	1.4	1.5	- 0.5	1.0
Other ratios	Percentage of sales									
Annual result before taxes on income	0.4	1.7	1.3	1.9	2.1	2.4	2.3	2.4	0.1	1.6
Annual result and depreciation	1.4	2.8	2.6	2.9	3.0	3.2	2.9	2.9	1.1	2.8
Trade receivables	2.3	2.4	6.3	6.3	5.8	5.7	5.4	5.0	1.6	1.8
Percentage of the balance sheet total										
Sales	268.1	280.6	225.0	224.0	275.5	272.2	295.5	299.3	265.4	279.9
Annual result and interest paid	1.0	4.6	4.4	5.2	5.9	6.6	5.6	5.9	0.2	4.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	5.9	13.5	7.3	8.5	11.6	12.9	14.4	14.9	4.6	13.5
Percentage of fixed assets										
Long-term equity and liabilities	168.2	191.7	228.7	226.6	196.8	200.2	203.2	209.8	163.3	188.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	99.5	108.0	71.5	73.5	78.4	79.9	93.7	94.3	102.1	112.8
Cash resources, short-term receivables and inventories	166.9	183.1	153.6	155.2	159.1	159.4	166.7	169.3	167.6	187.4
Percentage of cost of materials										
Trade payables	8.0	8.8	14.8	15.3	10.8	10.9	9.8	9.5	7.6	8.5
Memo item										
Balance sheet total in € billion	26.93	26.02	0.36	0.38	1.27	1.34	2.48	2.56	22.81	21.75
Sales in € billion	72.19	73.01	0.82	0.84	3.49	3.64	7.34	7.66	60.54	60.87
Number of enterprises	2,184	2,184	961	961	757	757	342	342	124	124

* Including the repair of personal and household goods. — ¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) * (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	3.1	3.0	2.6	2.5	3.2	3.1	3.5	3.6	4.8	5.6
	50	8.9	8.7	7.8	7.5	9.2	9.2	9.6	9.1	14.1	16.0
	75	20.5	20.0	18.4	17.8	19.8	20.3	22.0	21.2	32.4	30.4
Inventories	25	17.1	17.2	15.3	15.1	17.9	18.6	18.5	18.8	18.9	19.2
	50	36.8	37.1	39.1	38.1	36.9	36.9	34.6	35.2	33.7	35.8
	75	58.1	58.1	63.8	62.8	57.8	58.5	51.1	52.1	52.0	50.5
Equity	25	5.0	6.4	0.0	1.5	6.5	7.8	9.6	10.7	10.3	13.2
	50	17.8	19.0	14.7	15.9	17.9	19.5	21.7	22.9	30.2	33.7
	75	34.6	36.4	32.7	33.4	32.8	34.7	38.6	40.5	44.9	43.3
Short-term liabilities	25	29.7	30.1	28.1	29.4	30.8	29.9	32.1	33.4	30.5	29.3
	50	49.4	48.3	49.2	49.4	50.1	47.9	50.6	50.1	44.2	42.1
	75	70.9	69.5	73.8	71.0	69.7	68.6	68.9	70.3	57.5	55.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
	50	11.8	10.3	14.3	13.1	14.6	12.5	6.2	7.2	1.9	1.1
	75	33.4	31.3	38.3	37.0	34.5	32.6	24.1	23.3	15.8	14.0
		Percentage of gross revenue									
Cost of materials	25	50.7	50.8	43.2	42.6	56.6	56.0	56.7	57.2	53.5	53.5
	50	61.5	61.2	56.6	56.7	64.7	65.3	69.0	69.0	64.0	64.1
	75	73.0	73.1	65.4	65.6	76.6	76.6	79.9	80.2	76.9	77.6
Personnel expenses	25	12.1	12.1	15.3	15.4	10.8	10.9	7.5	7.6	8.9	8.7
	50	18.5	18.6	22.6	22.9	17.2	17.0	14.4	14.3	13.9	13.6
	75	26.5	26.3	32.6	33.2	23.3	22.9	20.0	20.1	19.7	19.5
Depreciation	25	0.6	0.5	0.7	0.6	0.6	0.5	0.6	0.4	0.7	0.7
	50	1.2	1.1	1.4	1.3	1.1	1.0	1.0	0.9	1.6	1.4
	75	2.3	2.2	2.7	2.4	2.3	2.1	1.9	1.8	2.4	2.3
Annual result	25	0.0	0.1	- 1.0	- 0.5	0.1	0.2	0.1	0.1	0.1	0.5
	50	0.8	1.0	0.7	0.8	0.7	0.9	0.9	1.3	1.1	1.3
	75	2.4	2.7	2.5	2.8	2.1	2.3	2.6	3.1	3.2	3.1
		Percentage of sales									
Annual result before taxes on income	25	0.0	0.1	- 1.0	- 0.5	0.2	0.3	0.2	0.2	0.2	0.6
	50	1.1	1.3	0.9	1.2	1.0	1.3	1.3	1.7	1.7	2.0
	75	3.4	3.8	3.4	3.8	3.1	3.4	3.7	4.3	4.8	4.8
Annual result and depreciation	25	0.9	1.1	0.5	0.6	1.1	1.2	1.1	1.1	1.5	2.1
	50	2.7	2.8	2.5	2.7	2.6	2.7	2.8	3.0	3.4	3.9
	75	5.5	5.9	5.8	6.1	5.1	5.4	5.6	6.0	6.5	6.9
Trade receivables	25	0.7	0.6	0.6	0.6	0.8	0.8	0.9	0.8	0.1	0.1
	50	3.8	3.8	3.8	3.9	4.2	4.2	4.2	4.2	0.7	0.7
	75	8.5	7.9	9.2	8.7	8.3	7.8	8.2	7.5	3.5	3.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.6	2.1	0.0	1.2	2.5	2.9	2.5	2.3	1.4	3.1
	50	4.9	5.2	4.5	4.8	5.0	5.3	5.2	5.5	6.0	7.0
	75	9.3	9.7	9.4	9.5	8.5	9.2	9.7	10.1	12.0	11.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	2.7	3.1	- 0.4	0.9	4.3	4.5	5.6	5.0	6.3	10.5
	50	10.0	11.0	7.3	7.8	11.0	11.2	14.3	16.4	19.1	20.3
	75	26.7	28.0	22.0	23.8	25.9	26.7	33.3	37.6	42.0	48.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	118.3	123.3	112.0	120.0	131.9	135.2	120.6	127.3	96.8	98.8
	50	243.2	256.6	254.6	278.6	266.2	279.7	229.8	229.6	157.9	173.2
	75	563.6	583.1	638.5	660.0	554.6	616.3	470.6	496.9	344.0	355.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	38.3	39.8	31.7	34.8	42.7	43.1	52.7	50.4	35.3	38.9
	50	77.3	78.8	71.8	73.7	77.7	81.8	87.9	88.1	73.8	85.1
	75	140.1	140.1	150.0	142.6	133.3	134.2	139.7	136.7	128.0	159.8
		Percentage of cost of materials									
Trade payables	25	4.7	4.9	5.1	5.4	5.2	4.9	4.4	4.7	3.3	3.0
	50	9.5	9.2	11.1	10.5	9.2	9.0	8.7	8.5	5.7	6.4
	75	16.1	16.4	19.6	20.1	14.4	15.1	13.8	13.8	10.8	11.3

* Including the repair of personal and household goods. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.0	1.1	3.8	3.5	2.0	2.1	1.6	1.4	0.8	1.0
of which Goodwill	0.6	0.6	3.6	3.3	1.7	1.8	1.2	1.0	0.4	0.4
Tangible fixed assets	16.2	15.2	28.3	28.0	27.9	27.6	28.6	27.2	13.9	13.0
of which Land and buildings	8.3	7.8	17.7	17.8	17.9	18.1	19.9	18.7	6.4	5.9
Inventories	25.0	24.6	37.0	37.0	34.8	34.9	36.8	36.4	22.9	22.5
of which Finished goods and merchandise	23.8	23.7	35.2	35.1	33.2	33.0	34.3	33.9	21.9	21.9
Cash	7.4	7.9	7.0	7.2	7.6	7.3	9.0	10.0	7.2	7.8
Receivables	35.9	34.7	21.9	22.1	25.8	25.9	20.3	21.2	38.4	36.8
Short-term	35.3	34.0	21.0	21.2	24.5	24.7	19.4	20.2	37.8	36.2
of which										
Trade receivables	7.6	8.5	13.0	13.2	13.5	13.6	8.1	8.7	7.1	8.1
Receivables from affiliated companies	15.1	15.1	3.8	3.8	5.5	5.5	6.9	7.5	16.8	16.6
Long-term	0.6	0.7	0.9	0.9	1.2	1.2	0.9	0.9	0.6	0.6
of which Loans to affiliated companies	0.3	0.3	0.1	0.1	0.1	0.2	0.3	0.3	0.3	0.4
Securities	0.6	1.2	0.2	0.3	0.3	0.5	0.9	1.0	0.6	1.3
Other long-term equity investments	13.6	14.9	1.0	1.0	1.0	1.1	2.4	2.4	15.8	17.2
Capital										
Equity	22.3	22.7	0.5	2.3	11.3	12.7	19.9	20.3	23.7	24.0
Liabilities	65.5	65.4	94.1	92.2	82.6	81.2	73.3	72.6	62.9	63.1
Short-term	52.1	53.5	47.6	47.1	51.7	52.6	46.7	47.1	52.8	54.3
of which										
Liabilities to banks	4.7	4.1	13.7	13.6	13.1	13.3	11.6	11.6	3.3	2.5
Trade payables	25.7	24.9	22.3	22.5	22.9	23.2	15.4	15.3	26.9	26.0
Liabilities to affiliated companies	13.5	14.9	2.1	2.1	7.4	7.4	11.7	11.6	14.4	16.0
Long-term	13.4	11.9	46.5	45.1	31.0	28.6	26.6	25.4	10.1	8.8
of which										
Liabilities to banks	7.4	6.9	41.7	40.1	25.0	22.9	17.6	16.3	4.4	4.2
Liabilities to affiliated companies	2.3	2.4	1.9	2.0	3.8	3.7	7.6	7.8	1.7	1.8
Provisions	11.2	11.2	5.2	5.3	5.8	5.9	6.6	6.8	12.1	12.1
of which Provisions for pensions	2.9	2.9	0.2	0.2	0.9	0.9	1.6	1.6	3.2	3.2
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	100.1	100.0	100.0	99.9	99.9	100.0	100.0	100.0
Change in finished goods	0.0	0.0	- 0.1	0.0	0.0	0.1	0.1	0.0	0.0	0.0
Interest and similar income	0.3	0.3	0.1	0.1	0.1	0.1	0.2	0.2	0.3	0.3
Other income ²	2.6	2.8	2.3	2.2	2.0	1.9	1.9	2.0	2.7	2.9
of which Income from long-term equity investments	0.2	0.3	0.1	0.0	0.0	0.0	0.1	0.1	0.2	0.4
Total income ²	102.9	103.1	102.4	102.3	102.1	102.1	102.1	102.1	103.1	103.3
Expenses										
Cost of materials	72.8	72.2	65.2	65.5	68.5	69.3	65.0	65.6	73.8	73.0
Personnel expenses	10.8	10.8	13.7	13.3	14.2	13.7	17.0	16.5	10.1	10.1
Depreciation	1.3	1.2	2.1	1.9	1.9	1.6	1.7	1.6	1.2	1.1
of which Depreciation of tangible fixed assets	1.1	1.1	2.0	1.8	1.8	1.6	1.6	1.5	1.0	1.0
Interest and similar expenses	0.5	0.6	1.6	1.5	1.1	1.0	1.0	0.9	0.4	0.5
Operating taxes	0.3	0.3	0.0	0.0	0.1	0.1	0.1	0.1	0.3	0.3
Other expenses ³	14.0	14.4	13.4	13.2	12.1	11.9	14.4	14.1	14.1	14.6
Total expenses before taxes on income ³	99.7	99.4	95.9	95.4	98.0	97.6	99.2	98.9	99.9	99.6
Annual result before taxes on income	3.3	3.7	6.4	6.9	4.1	4.4	2.9	3.3	3.2	3.6
Taxes on income	0.5	0.5	0.6	0.6	0.6	0.7	0.6	0.6	0.5	0.5
Annual result	2.8	3.2	5.9	6.3	3.5	3.7	2.3	2.6	2.7	3.1
Other ratios	Percentage of sales									
Annual result before taxes on income	3.3	3.7	6.4	6.9	4.1	4.4	2.9	3.3	3.2	3.6
Annual result and depreciation	4.0	4.3	7.9	8.2	5.4	5.4	4.0	4.2	3.9	4.2
Trade receivables	2.3	2.7	5.0	5.0	4.7	4.7	3.0	3.2	2.1	2.5
Percentage of the balance sheet total										
Sales	328.1	318.9	259.8	264.4	285.2	291.2	268.4	270.2	338.4	326.5
Annual result and interest paid	10.8	11.9	19.4	20.5	13.2	13.8	9.0	9.6	10.6	11.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	18.7	19.9	22.3	23.8	19.1	19.6	15.3	16.4	18.9	20.1
Percentage of fixed assets										
Long-term equity and liabilities	122.5	116.8	143.5	146.9	137.2	133.8	143.9	147.8	118.7	112.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	82.3	79.7	58.9	60.7	62.8	61.4	62.5	65.8	85.8	82.3
Cash resources, short-term receivables and inventories	130.2	125.7	136.6	139.2	130.1	127.8	141.2	142.9	129.1	123.9
Percentage of cost of materials										
Trade payables	10.7	10.8	13.2	13.0	11.7	11.5	8.8	8.6	10.8	10.9
Memo item										
Balance sheet total in € billion	22.57	23.90	0.50	0.51	1.17	1.21	1.88	1.93	19.02	20.25
Sales in € billion	74.05	76.20	1.29	1.35	3.33	3.51	5.05	5.23	64.38	66.12
Number of enterprises	2,657	2,657	1,479	1,479	781	781	235	235	162	162

* Including the repair of personal and household goods. — ¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

24 Retail trade (excluding trade in and repair of motor vehicles and motorcycles) * (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	...	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.1	5.8	4.9	4.7	6.8	6.6	7.8	6.7	11.0	10.2
	50	14.9	14.6	14.5	14.0	14.9	15.7	16.5	17.0	15.1	14.2
	75	34.5	34.0	37.1	36.3	33.3	33.6	36.0	34.3	28.2	24.8
Inventories	25	19.5	19.5	19.5	19.4	18.3	17.9	21.5	22.0	27.1	27.4
	50	33.5	34.0	34.5	34.7	30.1	30.8	37.3	35.4	36.5	37.4
	75	54.9	54.5	58.8	58.7	49.5	48.9	56.9	57.3	44.5	46.2
Equity	25	- 15.5	- 14.5	- 36.1	- 33.3	- 4.6	- 2.4	4.8	5.5	1.3	2.4
	50	7.9	9.0	3.3	4.1	10.6	10.7	15.3	16.5	8.6	9.2
	75	27.8	29.7	28.6	30.5	26.7	29.2	30.2	30.8	23.6	23.4
Short-term liabilities	25	31.0	31.5	28.4	28.3	33.8	35.2	33.1	35.1	47.5	48.7
	50	49.4	49.8	44.9	46.2	53.1	52.1	52.2	52.1	69.4	73.6
	75	75.1	74.9	72.6	73.3	76.1	73.7	69.5	67.1	88.5	87.8
Liabilities to banks	25	9.6	9.2	17.2	17.4	10.7	8.7	2.5	1.3	0.0	0.0
	50	36.6	35.0	50.0	48.2	30.5	30.0	21.3	22.7	0.0	0.0
	75	67.6	65.0	82.3	80.4	54.7	54.0	42.4	39.8	14.3	11.4
		Percentage of gross revenue									
Cost of materials	25	56.5	56.1	53.6	53.9	61.1	61.2	56.4	56.3	57.0	56.5
	50	68.4	68.5	65.8	66.5	70.8	70.9	65.6	66.0	72.4	73.8
	75	74.5	74.7	72.8	72.9	77.2	77.3	78.4	78.6	82.6	82.5
Personnel expenses	25	8.3	8.2	8.3	8.2	8.5	8.5	9.7	9.6	6.6	6.8
	50	12.2	12.0	11.8	11.6	12.3	12.3	15.1	14.9	11.4	10.6
	75	18.3	17.9	17.9	17.4	18.2	17.9	21.7	22.2	18.0	17.7
Depreciation	25	0.7	0.7	0.8	0.7	0.7	0.6	0.7	0.6	0.6	0.7
	50	1.5	1.3	1.7	1.5	1.3	1.2	1.3	1.2	0.9	0.9
	75	2.6	2.4	2.9	2.7	2.3	2.1	2.2	2.2	1.9	1.9
Annual result	25	1.5	1.7	3.0	3.4	1.2	1.2	0.3	0.4	0.7	0.9
	50	4.6	4.7	6.5	6.6	3.0	3.2	1.5	1.9	2.3	2.7
	75	8.4	8.6	10.0	10.1	6.1	6.3	4.0	4.1	4.6	4.4
		Percentage of sales									
Annual result before taxes on income	25	1.7	1.9	3.0	3.7	1.4	1.3	0.4	0.5	0.7	1.0
	50	4.9	5.1	6.8	7.0	3.4	3.6	1.9	2.3	2.9	3.4
	75	9.1	9.4	10.8	10.9	7.1	7.4	4.6	5.1	5.3	5.1
Annual result and depreciation	25	3.4	3.6	5.1	5.4	3.0	2.9	1.6	1.5	1.9	2.1
	50	6.8	6.9	8.8	8.9	5.2	5.2	3.8	4.1	4.1	4.5
	75	11.1	11.2	12.9	13.0	9.1	9.1	6.6	7.0	6.5	6.4
Trade receivables	25	0.3	0.3	0.3	0.2	0.6	0.5	0.3	0.4	0.0	0.0
	50	3.3	3.1	3.5	3.3	4.7	4.5	1.3	1.6	0.1	0.1
	75	7.1	6.9	7.1	6.8	7.5	7.3	5.6	5.8	0.9	0.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	7.8	8.5	11.5	12.3	7.0	7.1	3.6	4.6	4.4	5.0
	50	17.7	18.5	23.2	23.6	14.7	14.8	7.9	8.8	11.5	10.7
	75	34.1	34.6	40.1	40.1	27.8	27.8	15.3	16.6	25.7	25.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.4	10.8	10.9	12.0	11.0	10.6	5.5	5.7	13.1	12.2
	50	23.1	24.3	25.1	25.4	21.9	24.1	14.4	17.3	23.7	26.6
	75	48.4	49.6	54.4	52.6	46.7	49.6	38.2	37.3	45.2	45.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	78.2	78.4	81.0	82.7	82.8	84.3	92.7	96.9	28.0	33.7
	50	149.8	149.4	156.3	154.7	152.1	154.0	164.0	163.4	71.4	75.0
	75	346.1	341.2	382.4	377.6	346.1	328.0	289.5	325.3	169.8	151.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	29.5	28.6	21.9	22.5	37.6	38.4	33.1	30.5	40.4	40.4
	50	58.4	57.6	56.2	54.9	68.4	66.5	54.5	57.1	52.1	51.6
	75	106.1	106.1	108.1	107.4	108.9	106.9	101.6	108.7	80.5	81.5
		Percentage of cost of materials									
Trade payables	25	6.0	5.9	6.1	6.3	6.5	6.1	4.5	4.4	6.2	6.2
	50	10.5	10.4	11.0	10.9	10.1	9.7	7.6	7.3	11.1	12.0
	75	15.2	15.1	16.9	17.0	14.6	14.3	12.7	12.9	12.4	13.1

* Including the repair of personal and household goods. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

25 Hotels and restaurants

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.8	1.6	1.8	1.8	3.2	2.9	1.7	1.5	1.5	1.2
of which Goodwill	0.8	1.0	0.7	0.7	2.4	2.2	1.1	0.9	0.4	0.8
Tangible fixed assets	43.4	41.7	69.1	68.5	59.3	57.3	46.7	46.2	33.9	32.5
of which Land and buildings	27.1	25.4	54.0	53.6	44.5	41.6	27.8	24.9	17.4	16.7
Inventories	3.4	4.1	3.4	3.4	2.9	3.1	4.0	3.7	3.5	4.6
of which Finished goods and merchandise	1.9	1.6	2.7	2.7	2.0	2.1	2.3	2.3	1.7	1.2
Cash	8.0	7.2	6.8	7.5	10.4	11.7	10.4	9.4	7.2	5.6
Receivables	36.3	38.6	16.9	16.7	21.0	21.6	34.0	36.3	44.3	46.9
Short-term	32.9	35.1	15.3	15.2	19.1	19.6	26.3	28.4	40.9	43.5
of which										
Trade receivables	7.5	7.4	3.0	3.3	4.6	4.6	6.9	7.1	9.1	8.9
Receivables from affiliated companies	19.0	21.9	6.7	7.5	10.4	9.9	13.4	16.4	24.5	28.2
Long-term	3.4	3.4	1.6	1.5	1.9	2.0	7.8	7.9	3.4	3.4
of which Loans to affiliated companies	2.5	1.5	0.2	0.3	0.4	0.5	6.5	6.7	2.9	1.2
Securities	0.4	0.2	0.3	0.3	1.0	1.0	0.7	0.5	0.2	0.0
Other long-term equity investments	5.6	5.7	0.7	0.8	1.3	1.3	1.7	1.7	8.2	8.3
Capital										
Equity	30.0	29.7	2.7	3.2	17.0	18.7	30.6	29.9	38.3	36.9
Liabilities	55.5	55.2	90.4	89.6	72.7	70.4	42.2	43.0	46.7	47.5
Short-term	29.3	32.2	31.1	30.8	26.5	27.9	30.4	32.7	29.6	33.4
of which										
Liabilities to banks	3.9	4.9	10.0	9.5	5.2	5.9	6.5	5.9	2.1	3.7
Trade payables	8.1	8.3	5.9	6.5	7.9	8.7	8.6	9.3	8.5	8.3
Liabilities to affiliated companies	10.0	10.3	4.3	4.6	4.4	4.3	8.5	10.1	12.8	12.8
Long-term	26.2	23.0	59.4	58.8	46.2	42.5	11.8	10.2	17.1	14.1
of which										
Liabilities to banks	18.9	16.3	50.8	51.1	38.0	33.8	5.3	7.1	10.1	7.5
Liabilities to affiliated companies	4.6	4.1	4.4	3.9	5.4	6.1	5.2	2.3	4.4	3.9
Provisions	13.8	14.4	6.4	6.7	9.5	10.0	26.6	26.5	14.3	14.9
of which Provisions for pensions	2.5	2.4	1.4	1.5	2.2	2.3	11.0	10.0	1.3	1.3
Income statement										
Percentage of gross revenue										
Income										
Sales	99.9	99.5	100.0	100.0	100.0	100.0	99.9	99.9	99.8	99.2
Change in finished goods	0.1	0.5	0.0	0.0	0.0	0.0	0.1	0.1	0.2	0.8
Interest and similar income	0.4	0.4	0.3	0.3	0.2	0.3	0.5	0.4	0.5	0.4
Other income ²	10.5	11.0	3.8	3.6	4.2	4.9	4.6	3.8	14.2	14.9
of which Income from long-term equity investments	0.4	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.7
Total income ²	111.0	111.4	104.1	103.9	104.4	105.2	105.0	104.3	114.7	115.3
Expenses										
Cost of materials	26.4	27.5	24.1	24.3	25.0	25.4	27.8	28.5	26.9	28.2
Personnel expenses	35.4	34.5	33.7	33.1	35.9	35.2	38.1	36.6	35.0	34.1
Depreciation	3.7	3.4	4.9	4.7	3.9	3.7	3.5	3.4	3.6	3.2
of which Depreciation of tangible fixed assets	3.6	3.3	4.8	4.6	3.8	3.7	3.5	3.3	3.4	3.0
Interest and similar expenses	1.0	0.9	2.7	2.5	1.7	1.5	0.5	0.4	0.7	0.6
Operating taxes	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.1	0.2	0.2
Other expenses ³	41.7	42.7	32.9	32.9	34.1	34.6	32.6	31.9	46.5	48.1
Total expenses before taxes on income ³	108.4	109.1	98.5	97.7	100.7	100.6	102.6	100.7	112.8	114.4
Annual result before taxes on income	2.5	2.3	5.6	6.2	3.7	4.6	2.5	3.6	1.8	0.9
Taxes on income	0.8	0.8	0.7	0.9	1.0	1.1	0.5	0.8	0.8	0.7
Annual result	1.7	1.5	4.9	5.3	2.7	3.5	2.0	2.8	1.0	0.2
Other ratios										
Percentage of sales										
Annual result before taxes on income	2.5	2.3	5.6	6.2	3.7	4.6	2.5	3.6	1.8	0.9
Annual result and depreciation	5.5	4.9	9.8	10.0	6.6	7.2	5.5	6.1	4.6	3.4
Trade receivables	3.9	3.9	1.9	2.1	2.5	2.5	3.0	3.1	4.6	4.7
Percentage of the balance sheet total										
Sales	193.5	189.5	156.7	160.8	182.5	186.1	225.0	226.0	198.0	189.5
Annual result and interest paid	5.3	4.5	11.9	12.6	8.0	9.4	5.4	7.1	3.4	1.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.0	14.7	16.9	17.9	16.5	19.3	20.9	22.8	16.6	11.1
Percentage of fixed assets										
Long-term equity and liabilities	111.8	108.4	89.0	89.9	101.3	101.7	99.2	94.0	124.8	118.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	140.7	131.9	71.6	74.2	113.4	113.7	122.9	115.6	163.3	147.2
Cash resources, short-term receivables and inventories	152.3	144.8	82.4	85.3	124.3	124.6	136.0	127.0	175.1	160.9
Percentage of cost of materials										
Trade payables	15.9	15.8	15.7	16.7	17.3	18.4	13.7	14.4	16.0	15.3
Memo item										
Balance sheet total in € billion	2.76	2.95	0.31	0.31	0.47	0.48	0.28	0.29	1.70	1.87
Sales in € billion	5.33	5.59	0.48	0.50	0.85	0.89	0.62	0.66	3.38	3.54
Number of enterprises	964	964	700	700	223	223	28	28	13	13

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

25 Hotels and restaurants (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	17.4	18.0	21.7	22.4	13.9	12.3	4.5	4.6	19.9	16.8
	50	52.9	51.9	64.9	64.5	30.8	33.1	17.9	18.9	25.3	27.5
	75	87.2	87.0	90.8	91.0	61.1	60.6	44.1	43.9	37.4	38.1
Inventories	25	1.2	1.2	1.0	1.0	1.9	1.8	2.5	2.6	2.8	2.5
	50	3.3	3.3	2.9	3.0	4.0	3.9	5.7	4.1	4.2	4.6
	75	7.3	7.1	7.1	7.2	7.3	6.9	8.8	8.2	7.1	6.9
Equity	25	-23.0	-21.8	-30.3	-29.8	-9.8	-2.1	4.5	3.2	10.8	7.1
	50	7.4	7.6	5.9	6.4	7.8	10.1	14.3	13.8	20.7	25.2
	75	28.8	31.6	29.5	31.2	27.7	33.5	25.9	33.5	32.4	44.4
Short-term liabilities	25	16.0	15.5	14.3	13.8	21.6	20.5	23.4	27.7	23.9	24.1
	50	34.3	31.4	32.8	30.2	36.2	34.5	45.3	42.8	37.0	42.9
	75	61.5	61.8	62.3	62.9	56.7	58.7	63.2	69.9	54.2	58.8
Liabilities to banks	25	0.0	0.0	2.8	3.6	0.0	0.0	0.0	0.0	0.0	0.0
	50	31.7	32.3	42.1	39.2	19.7	21.0	0.0	0.0	1.7	0.1
	75	76.0	74.6	85.0	85.8	57.7	56.2	15.2	23.5	5.9	2.0
		Percentage of gross revenue									
Cost of materials	25	16.4	16.3	16.5	16.5	15.5	15.7	18.3	21.8	20.2	21.4
	50	26.0	25.7	26.1	25.6	26.0	26.2	25.6	26.1	25.6	25.1
	75	31.3	31.1	31.6	30.9	30.4	31.1	36.5	36.2	36.8	37.4
Personnel expenses	25	24.4	24.0	22.6	22.3	29.6	28.9	30.7	30.1	29.8	28.0
	50	32.4	31.7	31.6	30.6	34.2	33.1	36.7	34.9	37.6	37.3
	75	39.4	38.7	39.0	38.0	41.1	40.0	42.8	43.4	40.8	39.2
Depreciation	25	1.8	1.7	2.2	2.0	1.2	1.1	0.5	0.5	1.7	1.6
	50	3.7	3.6	4.4	4.3	2.7	2.5	1.4	1.7	2.6	2.6
	75	7.3	7.0	8.0	7.7	4.8	4.9	4.7	4.5	4.9	4.2
Annual result	25	0.4	0.7	0.7	1.1	0.1	0.3	0.5	0.4	0.4	-2.9
	50	3.5	4.1	5.1	5.5	1.8	2.0	0.8	1.6	1.1	0.4
	75	9.5	10.7	11.2	12.5	4.8	5.4	3.4	4.1	2.0	3.8
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.9	0.9	1.7	0.1	0.4	0.5	0.5	0.5	-2.5
	50	4.3	5.0	5.7	6.3	2.3	2.3	1.3	2.5	1.0	0.4
	75	10.6	11.8	12.0	13.5	6.2	6.9	4.4	6.8	2.0	3.8
Annual result and depreciation	25	3.5	3.9	4.4	5.2	2.3	2.6	0.9	1.8	1.3	0.6
	50	9.6	9.8	11.2	11.8	6.4	6.2	4.3	4.2	4.7	4.0
	75	16.8	17.6	20.1	19.3	11.5	11.5	10.4	11.4	7.3	6.3
Trade receivables	25	0.0	0.0	0.0	0.0	0.1	0.1	0.7	0.5	2.4	1.7
	50	0.7	0.6	0.5	0.5	1.3	1.3	1.8	1.8	4.4	4.4
	75	2.4	2.6	1.8	2.1	4.0	4.0	4.6	3.8	6.3	6.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	4.9	5.0	5.8	2.7	3.4	1.3	1.1	1.7	-2.9
	50	11.6	12.0	13.3	14.0	8.1	8.8	5.8	7.5	4.9	2.3
	75	24.5	26.2	26.5	30.1	17.5	16.6	13.3	15.3	6.5	10.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.3	8.5	7.8	8.9	5.8	7.7	3.8	7.8	6.4	1.4
	50	19.9	21.5	20.8	21.7	18.1	21.1	15.4	20.9	10.2	9.0
	75	46.0	51.3	48.4	54.6	41.4	47.7	40.4	42.3	41.3	28.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	57.5	61.8	56.9	61.1	67.7	66.3	59.0	40.9	65.5	44.0
	50	91.6	93.8	90.0	92.8	97.0	97.8	101.8	85.1	94.4	104.1
	75	126.3	130.7	118.2	125.9	160.9	162.8	141.5	135.8	146.7	162.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	25.0	30.3	20.5	23.1	55.9	58.8	55.4	71.1	82.6	74.5
	50	72.5	74.7	55.6	61.1	100.5	103.8	118.1	115.8	116.2	90.5
	75	156.9	166.7	137.5	152.9	176.7	199.3	199.6	168.1	163.7	264.4
		Percentage of cost of materials									
Trade payables	25	5.2	5.4	4.2	4.2	8.2	9.0	8.8	9.4	10.7	11.4
	50	10.4	11.0	9.1	9.5	14.1	14.3	13.3	12.7	14.9	15.5
	75	20.6	22.0	18.1	19.7	26.2	27.2	19.6	18.2	21.6	16.5

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

25 Hotels and restaurants (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.7	1.4	2.0	1.9	3.0	2.7	1.7	1.5	1.5	1.2
of which Goodwill	0.7	1.0	1.4	1.3	2.3	2.1	1.1	0.9	0.4	0.8
Tangible fixed assets	37.8	36.1	38.0	36.3	53.8	50.3	46.7	46.2	33.9	32.5
of which Land and buildings	20.9	19.4	17.6	17.1	37.8	33.0	27.8	24.9	17.4	16.7
Inventories	3.5	4.3	4.7	4.8	2.7	2.9	4.0	3.7	3.5	4.6
of which Finished goods and merchandise	1.9	1.5	3.9	3.9	1.8	1.9	2.3	2.3	1.7	1.2
Cash	8.5	7.3	13.2	15.2	12.8	14.5	10.4	9.4	7.2	5.6
Receivables	40.6	43.1	38.2	37.7	24.0	25.6	34.0	36.3	44.3	46.9
Short-term	36.8	39.3	34.4	34.3	21.8	23.1	26.3	28.4	40.9	43.5
of which										
Trade receivables	8.4	8.3	5.5	6.2	6.2	6.3	6.9	7.1	9.1	8.9
Receivables from affiliated companies	21.4	24.8	17.5	18.8	11.1	11.5	13.4	16.4	24.5	28.2
Long-term	3.8	3.9	3.8	3.4	2.1	2.5	7.8	7.9	3.4	3.4
of which Loans to affiliated companies	3.0	1.7	0.9	0.5	0.6	0.6	6.5	6.7	2.9	1.2
Securities	0.4	0.2	0.7	0.7	1.4	1.4	0.7	0.5	0.2	0.0
Other long-term equity investments	6.4	6.5	1.3	1.7	1.3	1.3	1.7	1.7	8.2	8.3
Capital										
Equity	34.5	33.9	7.1	10.4	22.6	25.0	30.6	29.9	38.3	36.9
Liabilities	49.5	49.5	79.2	75.1	65.9	63.0	42.2	43.0	46.7	47.5
Short-term	30.1	33.1	46.7	47.0	27.4	27.5	30.4	32.7	29.6	33.4
of which										
Liabilities to banks	3.0	4.1	6.2	7.1	4.0	4.4	6.5	5.9	2.1	3.7
Trade payables	8.6	8.7	11.5	12.2	8.6	10.5	8.6	9.3	8.5	8.3
Liabilities to affiliated companies	11.3	11.4	9.9	11.6	4.5	3.3	8.5	10.1	12.8	12.8
Long-term	19.4	16.4	32.5	28.1	38.4	35.6	11.8	10.2	17.1	14.1
of which										
Liabilities to banks	12.2	9.8	19.7	18.8	30.9	26.3	5.3	7.1	10.1	7.5
Liabilities to affiliated companies	4.7	4.0	8.4	5.2	4.8	6.5	5.2	2.3	4.4	3.9
Provisions	15.3	15.8	12.5	13.4	10.5	10.9	26.6	26.5	14.3	14.9
of which Provisions for pensions	2.9	2.7	5.4	5.7	3.4	3.7	11.0	10.0	1.3	1.3
Income statement	Percentage of gross revenue									
Income										
Sales	99.9	99.4	100.0	100.0	99.9	100.0	99.9	99.9	99.8	99.2
Change in finished goods	0.1	0.6	0.0	0.0	0.1	0.0	0.1	0.1	0.2	0.8
Interest and similar income	0.5	0.4	0.5	0.5	0.3	0.3	0.5	0.4	0.5	0.4
Other income ²	11.3	11.7	3.5	3.1	3.9	4.4	4.6	3.8	14.2	14.9
of which Income from long-term equity investments	0.5	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.7
Total income ²	111.7	112.1	104.0	103.6	104.2	104.7	105.0	104.3	114.7	115.3
Expenses										
Cost of materials	26.7	27.8	25.1	25.2	24.8	25.3	27.8	28.5	26.9	28.2
Personnel expenses	35.7	34.7	37.5	36.5	36.8	35.9	38.1	36.6	35.0	34.1
Depreciation	3.5	3.2	3.3	3.3	3.4	3.2	3.5	3.4	3.6	3.2
of which Depreciation of tangible fixed assets	3.4	3.0	3.1	3.1	3.2	3.2	3.5	3.3	3.4	3.0
Interest and similar expenses	0.8	0.7	1.2	1.0	1.3	1.2	0.5	0.4	0.7	0.6
Operating taxes	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.1	0.2	0.2
Other expenses ³	42.9	44.0	35.3	35.1	35.5	35.7	32.6	31.9	46.5	48.1
Total expenses before taxes on income ³	109.8	110.5	102.4	101.1	101.9	101.4	102.6	100.7	112.8	114.4
Annual result before taxes on income	2.0	1.6	1.5	2.5	2.3	3.3	2.5	3.6	1.8	0.9
Taxes on income	0.8	0.8	0.7	0.9	0.9	1.1	0.5	0.8	0.8	0.7
Annual result	1.2	0.8	0.9	1.6	1.4	2.2	2.0	2.8	1.0	0.2
Other ratios	Percentage of sales									
Annual result before taxes on income	2.0	1.6	1.5	2.5	2.3	3.3	2.5	3.6	1.8	0.9
Annual result and depreciation	4.7	4.0	4.2	4.8	4.8	5.4	5.5	6.1	4.6	3.4
Trade receivables	4.1	4.2	2.1	2.4	3.0	2.9	3.0	3.1	4.6	4.7
Percentage of the balance sheet total										
Sales	204.6	198.7	262.3	261.9	208.6	213.5	225.0	226.0	198.0	189.5
Annual result and interest paid	4.0	3.0	5.4	6.8	5.6	7.3	5.4	7.1	3.4	1.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.8	13.7	13.7	17.0	15.4	19.0	20.9	22.8	16.6	11.1
Percentage of fixed assets										
Long-term equity and liabilities	118.1	113.9	101.5	103.8	106.7	111.9	99.2	94.0	124.8	118.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	151.7	140.8	102.5	106.0	129.5	138.5	122.9	115.6	163.3	147.2
Cash resources, short-term receivables and inventories	163.4	153.9	112.6	116.2	139.4	149.3	136.0	127.0	175.1	160.9
Percentage of cost of materials										
Trade payables	15.8	15.7	17.5	18.4	16.5	19.4	13.7	14.4	16.0	15.3
Memo item										
Balance sheet total in € billion	2.32	2.51	0.08	0.08	0.26	0.27	0.28	0.29	1.70	1.87
Sales in € billion	4.76	4.99	0.21	0.22	0.55	0.57	0.62	0.66	3.38	3.54
Number of enterprises	418	418	233	233	144	144	28	28	13	13

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

25 Hotels and restaurants (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	10.0	8.7	10.1	8.7	10.0	8.6	4.5	4.6	19.9	16.8
	50	23.2	23.5	22.1	21.4	26.8	28.2	17.9	18.9	25.3	27.5
	75	52.7	47.8	54.9	47.4	52.9	49.8	44.1	43.9	37.4	38.1
Inventories	25	2.1	2.0	1.9	2.0	2.0	2.0	2.5	2.6	2.8	2.5
	50	4.7	4.5	4.9	4.8	4.2	4.1	5.7	4.1	4.2	4.6
	75	8.1	8.0	8.1	8.6	7.6	7.1	8.8	8.2	7.1	6.9
Equity	25	-2.9	0.5	-11.3	-6.1	-1.6	2.0	4.5	3.2	10.8	7.1
	50	12.3	12.3	11.8	12.2	11.3	10.7	14.3	13.8	20.7	25.2
	75	30.6	34.5	31.2	34.5	30.2	33.9	25.9	33.5	32.4	44.4
Short-term liabilities	25	25.8	24.1	28.9	25.2	23.7	22.0	23.4	27.7	23.9	24.1
	50	43.5	42.2	46.9	46.2	37.5	37.6	45.3	42.8	37.0	42.9
	75	71.2	71.1	80.2	79.1	63.5	62.7	63.2	69.9	54.2	58.8
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	3.1	1.8	3.0	1.7	7.0	5.1	0.0	0.0	1.7	0.1
	75	30.2	30.9	29.9	30.9	36.7	33.6	15.2	23.5	5.9	2.0
		Percentage of gross revenue									
Cost of materials	25	16.4	16.2	17.1	16.6	15.4	15.6	18.3	21.8	20.2	21.4
	50	26.7	26.6	27.0	27.0	26.2	26.5	25.6	26.1	25.6	25.1
	75	31.6	31.4	32.1	31.5	30.4	30.9	36.5	36.2	36.8	37.4
Personnel expenses	25	31.0	30.2	31.6	30.7	30.0	29.8	30.7	30.1	29.8	28.0
	50	36.4	35.1	37.5	35.5	34.6	33.8	36.7	34.9	37.6	37.3
	75	42.3	41.0	42.5	41.8	41.3	39.9	42.8	43.4	40.8	39.2
Depreciation	25	1.0	1.0	1.2	1.2	0.9	0.8	0.5	0.5	1.7	1.6
	50	2.4	2.2	2.5	2.3	2.1	2.1	1.4	1.7	2.6	2.6
	75	4.4	4.3	4.6	4.6	3.7	3.8	4.7	4.5	4.9	4.2
Annual result	25	-0.3	0.0	-0.8	-0.4	0.0	0.1	0.5	0.4	0.4	-2.9
	50	1.1	1.4	1.1	1.7	1.3	1.2	0.8	1.6	1.1	0.4
	75	3.2	4.0	3.3	4.3	3.1	3.3	3.4	4.1	2.0	3.8
		Percentage of sales									
Annual result before taxes on income	25	-0.3	0.0	-0.8	-0.4	0.1	0.2	0.5	0.5	0.5	-2.5
	50	1.5	2.0	1.5	2.5	1.6	1.9	1.3	2.5	1.0	0.4
	75	4.3	5.1	4.3	5.5	4.2	4.4	4.4	6.8	2.0	3.8
Annual result and depreciation	25	1.4	1.8	1.3	1.8	1.6	1.8	0.9	1.8	1.3	0.6
	50	4.3	4.9	4.3	5.0	4.7	5.0	4.3	4.2	4.7	4.0
	75	8.1	9.4	8.1	9.6	7.9	8.1	10.4	11.4	7.3	6.3
Trade receivables	25	0.1	0.0	0.0	0.0	0.1	0.1	0.7	0.5	2.4	1.7
	50	1.1	1.1	0.7	0.6	1.7	1.5	1.8	1.8	4.4	4.4
	75	3.9	4.1	2.4	2.5	5.0	4.4	4.6	3.8	6.3	6.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	0.5	1.1	-1.1	0.1	1.4	2.2	1.3	1.1	1.7	-2.9
	50	6.1	6.9	6.1	7.6	6.3	6.6	5.8	7.5	4.9	2.3
	75	13.5	15.1	14.9	17.1	12.0	12.1	13.3	15.3	6.5	10.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.1	5.6	4.7	4.7	5.8	7.2	3.8	7.8	6.4	1.4
	50	17.3	21.2	18.5	21.4	18.0	21.0	15.4	20.9	10.2	9.0
	75	39.4	47.4	39.6	49.3	38.6	42.4	40.4	42.3	41.3	28.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	52.0	57.6	42.4	55.3	72.5	68.0	59.0	40.9	65.5	44.0
	50	103.9	108.5	101.7	122.2	105.4	104.1	101.8	85.1	94.4	104.1
	75	200.0	224.4	236.4	239.8	180.0	197.7	141.5	135.8	146.7	162.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.8	61.2	45.9	49.8	72.9	70.4	55.4	71.1	82.6	74.5
	50	109.2	116.5	101.0	113.9	117.3	126.6	118.1	115.8	116.2	90.5
	75	202.7	225.0	204.3	227.1	199.5	208.4	199.6	168.1	163.7	264.4
		Percentage of cost of materials									
Trade payables	25	7.0	7.4	5.2	5.9	8.2	9.2	8.8	9.4	10.7	11.4
	50	12.2	13.0	10.7	12.0	13.7	14.4	13.3	12.7	14.9	15.5
	75	22.7	23.5	21.1	22.3	25.0	27.8	19.6	18.2	21.6	16.5

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

25 Hotels and restaurants (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50	50 and more		
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.5	2.4	1.7	1.7	3.3	3.2	.	.	.	.
<i>of which</i> Goodwill	1.4	1.4	0.5	0.5	2.5	2.3	.	.	.	.
Tangible fixed assets	73.7	73.6	80.1	80.3	66.5	66.2	.	.	.	.
<i>of which</i> Land and buildings	60.4	60.1	66.8	67.1	53.3	52.5	.	.	.	.
Inventories	3.0	3.0	2.9	2.9	3.1	3.2	.	.	.	.
<i>of which</i> Finished goods and merchandise	2.2	2.3	2.2	2.2	2.2	2.3	.	.	.	.
Cash	5.9	6.4	4.6	4.7	7.3	8.3	.	.	.	.
Receivables	13.1	12.6	9.4	8.9	17.1	16.5	.	.	.	.
Short-term	11.8	11.5	8.5	8.1	15.5	15.1	.	.	.	.
<i>of which</i>										
Trade receivables	2.4	2.3	2.1	2.2	2.6	2.4	.	.	.	.
Receivables from affiliated companies	6.0	5.5	2.9	3.4	9.4	7.8	.	.	.	.
Long-term	1.2	1.1	0.9	0.8	1.6	1.4	.	.	.	.
<i>of which</i> Loans to affiliated companies	0.1	0.3	0.0	0.2	0.2	0.4	.	.	.	.
Securities	0.3	0.2	0.1	0.1	0.4	0.4	.	.	.	.
Other long-term equity investments	0.9	0.9	0.5	0.5	1.4	1.3	.	.	.	.
Capital										
Equity	5.2	5.4	1.1	0.6	9.8	10.6	.	.	.	.
Liabilities	88.3	87.7	94.4	94.9	81.5	79.9	.	.	.	.
Short-term	25.5	26.6	25.6	24.9	25.4	28.5	.	.	.	.
<i>of which</i>										
Liabilities to banks	9.1	9.2	11.3	10.4	6.7	7.9	.	.	.	.
Trade payables	5.4	5.4	4.0	4.5	7.0	6.4	.	.	.	.
Liabilities to affiliated companies	3.3	3.7	2.4	2.0	4.2	5.6	.	.	.	.
Long-term	62.8	61.1	68.8	70.0	56.1	51.4	.	.	.	.
<i>of which</i>										
Liabilities to banks	54.9	53.6	61.7	63.0	47.3	43.4	.	.	.	.
Liabilities to affiliated companies	4.5	4.4	3.0	3.4	6.0	5.5	.	.	.	.
Provisions	6.1	6.5	4.2	4.3	8.2	8.9	.	.	.	.
<i>of which</i> Provisions for pensions	0.3	0.3	0.0	0.0	0.6	0.6	.	.	.	.
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	99.9	100.0	100.0	100.0	.	.	.	.
Change in finished goods	0.0	0.0	0.1	0.0	0.0	0.0	.	.	.	.
Interest and similar income	0.1	0.1	0.1	0.1	0.2	0.2	.	.	.	.
Other income ²	4.4	5.0	4.1	4.0	4.7	5.9	.	.	.	.
<i>of which</i> Income from long-term equity investments	0.0	0.0	0.0	0.0	0.0	0.0	.	.	.	.
Total income ²	104.5	105.1	104.1	104.1	104.8	106.1	.	.	.	.
Expenses										
Cost of materials	24.4	24.7	23.3	23.6	25.4	25.6	.	.	.	.
Personnel expenses	32.6	32.3	30.8	30.5	34.2	33.9	.	.	.	.
Depreciation	5.4	5.2	6.1	5.8	4.8	4.6	.	.	.	.
<i>of which</i> Depreciation of tangible fixed assets	5.4	5.1	6.1	5.8	4.8	4.6	.	.	.	.
Interest and similar expenses	3.1	2.9	3.9	3.7	2.5	2.2	.	.	.	.
Operating taxes	0.2	0.2	0.2	0.2	0.2	0.2	.	.	.	.
Other expenses ³	31.4	32.0	31.1	31.2	31.6	32.6	.	.	.	.
Total expenses before taxes on income ³	97.1	97.2	95.4	95.0	98.7	99.0	.	.	.	.
Annual result before taxes on income	7.4	8.0	8.7	9.0	6.2	7.1	.	.	.	.
Taxes on income	1.0	1.0	0.8	0.9	1.2	1.2	.	.	.	.
Annual result	6.4	6.9	7.9	8.2	5.0	5.9	.	.	.	.
Other ratios	Percentage of sales									
Annual result before taxes on income	7.4	8.0	8.7	9.0	6.2	7.1	.	.	.	.
Annual result and depreciation	11.8	12.1	14.1	14.0	9.8	10.5	.	.	.	.
Trade receivables	1.8	1.7	1.8	1.8	1.8	1.6	.	.	.	.
	Percentage of the balance sheet total									
Sales	133.3	136.7	119.5	123.6	148.6	150.9	.	.	.	.
Annual result and interest paid	12.7	13.4	14.2	14.7	11.1	12.1	.	.	.	.
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	17.7	18.8	17.8	18.2	17.6	19.5	.	.	.	.
	Percentage of fixed assets									
Long-term equity and liabilities	90.5	89.0	86.6	87.2	95.4	91.2	.	.	.	.
	Percentage of short-term liabilities									
Cash resources and short-term receivables	70.1	68.0	51.7	52.1	90.8	83.0	.	.	.	.
Cash resources, short-term receivables and inventories	81.9	79.4	63.0	63.9	103.1	94.2	.	.	.	.
	Percentage of cost of materials									
Trade payables	16.7	16.1	14.2	15.3	18.7	16.7	.	.	.	.
Memo item										
Balance sheet total in € billion	0.43	0.44	0.23	0.23	0.20	0.21	.	.	.	.
Sales in € billion	0.57	0.60	0.27	0.28	0.30	0.32	.	.	.	.
Number of enterprises	546	546	467	467	79	79	.	.	.	.

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

25 Hotels and restaurants (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	43.5	43.1	50.9	53.3	20.8	21.9	.	.	.	.
	50	80.3	80.6	83.9	84.5	45.2	47.7	.	.	.	.
	75	93.1	93.1	93.6	93.3	83.7	77.1	.	.	.	.
Inventories	25	0.9	0.9	0.8	0.8	1.3	1.3	.	.	.	.
	50	2.5	2.4	2.3	2.3	3.3	3.2	.	.	.	.
	75	5.8	6.0	5.6	6.0	6.7	6.2	.	.	.	.
Equity	25	- 36.9	- 36.0	- 39.0	- 41.7	- 23.0	- 28.0	.	.	.	.
	50	2.9	3.3	2.6	2.6	4.2	5.9	.	.	.	.
	75	26.7	29.2	27.5	29.2	21.2	28.9	.	.	.	.
Short-term liabilities	25	12.0	11.6	11.1	10.8	16.7	17.7	.	.	.	.
	50	25.9	24.5	24.6	23.0	31.8	30.8	.	.	.	.
	75	53.1	50.5	53.8	50.0	48.7	55.5	.	.	.	.
Liabilities to banks	25	23.1	23.6	23.9	25.0	17.7	19.6	.	.	.	.
	50	65.5	62.5	66.1	65.4	49.3	49.3	.	.	.	.
	75	99.2	98.4	103.5	103.1	80.3	75.8	.	.	.	.
		Percentage of gross revenue									
Cost of materials	25	16.3	16.5	16.4	16.5	15.8	15.9	.	.	.	.
	50	25.5	25.2	25.5	25.2	25.5	25.7	.	.	.	.
	75	31.1	30.8	31.2	30.8	30.7	31.1	.	.	.	.
Personnel expenses	25	21.0	20.2	20.2	19.6	27.6	27.1	.	.	.	.
	50	28.3	27.8	27.2	26.6	32.1	32.4	.	.	.	.
	75	36.6	35.8	35.6	35.3	39.9	40.0	.	.	.	.
Depreciation	25	2.9	2.7	3.2	3.0	2.0	2.0	.	.	.	.
	50	5.5	5.3	5.8	5.6	3.5	3.3	.	.	.	.
	75	8.9	8.6	9.2	8.9	7.2	7.2	.	.	.	.
Annual result	25	2.7	3.1	3.1	3.7	0.8	1.1	.	.	.	.
	50	8.3	8.6	8.9	9.2	4.7	4.8	.	.	.	.
	75	14.4	14.4	15.7	15.7	9.2	10.3	.	.	.	.
		Percentage of sales									
Annual result before taxes on income	25	3.0	3.4	3.2	3.9	0.9	1.5	.	.	.	.
	50	8.8	9.1	9.2	9.8	5.6	5.1	.	.	.	.
	75	15.7	15.7	16.5	16.4	10.6	11.7	.	.	.	.
Annual result and depreciation	25	9.0	8.4	9.9	9.4	5.0	5.4	.	.	.	.
	50	14.8	15.2	15.3	15.8	10.8	10.0	.	.	.	.
	75	22.8	22.4	23.6	23.2	16.1	16.3	.	.	.	.
Trade receivables	25	0.0	0.0	0.0	0.0	0.0	0.0	.	.	.	.
	50	0.5	0.4	0.4	0.4	0.7	0.6	.	.	.	.
	75	1.8	1.8	1.6	1.8	3.0	2.5	.	.	.	.
		Percentage of the balance sheet total									
Annual result and interest paid	25	8.5	8.8	9.2	9.2	6.0	7.1	.	.	.	.
	50	17.2	16.6	17.5	17.6	13.8	13.0	.	.	.	.
	75	35.2	35.5	35.2	35.6	38.4	35.4	.	.	.	.
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.0	10.1	9.2	10.4	5.6	8.3	.	.	.	.
	50	21.4	21.9	21.4	21.8	20.8	22.0	.	.	.	.
	75	52.5	56.3	52.5	58.1	52.6	52.7	.	.	.	.
		Percentage of fixed assets									
Long-term equity and liabilities	25	63.5	64.8	62.5	65.1	66.7	63.9	.	.	.	.
	50	89.0	90.0	89.0	90.0	89.3	88.8	.	.	.	.
	75	103.2	103.6	102.6	102.8	119.6	123.7	.	.	.	.
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	16.8	19.3	16.3	18.0	28.6	40.3	.	.	.	.
	50	43.6	46.4	40.5	41.0	69.9	73.3	.	.	.	.
	75	110.0	110.0	102.4	105.3	162.7	170.0	.	.	.	.
		Percentage of cost of materials									
Trade payables	25	4.2	4.0	3.8	3.4	7.7	9.0	.	.	.	.
	50	9.1	9.3	8.4	8.7	14.1	13.8	.	.	.	.
	75	19.0	19.9	16.7	18.4	26.2	25.6	.	.	.	.

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

26 Transport

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.0	1.1	0.8	0.8	0.7	0.7	0.9	0.8	1.1	1.2
<i>of which</i> Goodwill	0.2	0.4	0.5	0.5	0.3	0.3	0.3	0.3	0.2	0.4
Tangible fixed assets	53.6	51.0	57.2	55.9	57.0	54.6	45.8	44.5	54.1	51.3
<i>of which</i> Land and buildings	16.5	15.8	15.0	14.0	13.5	13.4	18.1	17.3	16.5	15.8
Inventories	1.9	1.9	1.5	1.6	1.5	1.6	2.4	2.6	1.9	1.9
<i>of which</i> Finished goods and merchandise	0.4	0.3	0.5	0.5	0.5	0.5	0.5	0.5	0.3	0.2
Cash	7.7	5.2	8.2	8.9	8.4	8.8	9.5	9.2	7.5	4.5
Receivables	24.3	25.4	28.4	29.1	28.0	29.7	33.8	35.2	23.0	24.0
Short-term	19.8	21.0	26.9	27.6	27.0	28.6	32.5	33.9	18.0	19.0
<i>of which</i>										
Trade receivables	8.3	8.8	15.0	15.3	15.4	16.7	18.5	19.3	6.7	7.1
Receivables from affiliated companies	8.4	8.5	6.8	7.2	7.6	8.0	9.7	9.7	8.3	8.5
Long-term	4.5	4.4	1.5	1.4	1.0	1.0	1.3	1.3	5.1	5.0
<i>of which</i> Loans to affiliated companies	3.6	3.5	0.6	0.7	0.3	0.3	0.7	0.7	4.2	4.1
Securities	2.7	5.4	0.8	0.9	1.2	1.4	1.5	2.0	2.9	6.1
Other long-term equity investments	8.3	9.4	1.0	1.0	2.2	2.2	5.5	5.1	9.1	10.5
Capital										
Equity	24.9	26.0	10.2	11.5	19.2	20.6	28.4	28.0	25.2	26.5
Liabilities	51.6	49.1	80.2	79.1	69.3	68.4	56.6	56.8	49.4	46.4
Short-term	25.5	28.4	37.5	37.9	32.8	34.2	35.6	37.6	23.8	26.8
<i>of which</i>										
Liabilities to banks	3.0	3.0	11.1	11.2	9.0	8.8	6.6	6.5	2.1	2.1
Trade payables	6.4	6.8	10.1	10.8	11.5	12.4	14.1	14.9	5.2	5.5
Liabilities to affiliated companies	11.1	11.7	5.1	5.2	4.6	5.0	7.1	8.0	12.1	12.7
Long-term	26.1	20.8	42.7	41.2	36.5	34.3	21.1	19.2	25.6	19.6
<i>of which</i>										
Liabilities to banks	10.9	9.7	39.0	37.5	32.0	30.5	17.5	15.5	8.2	7.2
Liabilities to affiliated companies	10.7	7.7	2.3	2.4	3.3	2.7	2.2	2.3	12.2	8.8
Provisions	23.7	23.9	9.0	8.8	11.0	10.4	14.4	14.6	25.8	26.1
<i>of which</i> Provisions for pensions	8.0	8.1	1.8	1.7	2.2	2.2	4.1	4.0	9.0	9.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.2	99.4	100.0	100.0	100.0	99.9	100.0	99.9	99.0	99.2
Change in finished goods	0.8	0.6	0.0	0.0	0.0	0.1	0.0	0.1	1.0	0.8
Interest and similar income	0.5	0.6	0.2	0.2	0.3	0.3	0.3	0.3	0.6	0.7
Other income ²	6.5	6.4	8.2	7.8	7.1	7.0	5.3	5.2	6.6	6.5
<i>of which</i> Income from long-term equity investments	0.2	0.3	0.1	0.1	0.1	0.1	0.3	0.3	0.2	0.3
Total income ²	107.1	107.0	108.4	108.0	107.4	107.3	105.6	105.5	107.2	107.2
Expenses										
Cost of materials	59.2	60.0	16.3	16.2	31.5	32.0	53.7	55.1	63.8	64.5
Personnel expenses	20.6	19.4	33.4	32.1	29.4	27.8	23.8	22.7	19.0	17.8
Depreciation	5.3	5.1	9.0	8.4	7.8	7.1	3.9	3.5	5.2	5.0
<i>of which</i> Depreciation of tangible fixed assets	5.0	4.6	9.0	8.4	7.7	7.0	3.7	3.4	4.9	4.5
Interest and similar expenses	1.4	1.2	2.2	2.0	1.6	1.5	0.9	0.9	1.4	1.2
Operating taxes	0.2	0.2	0.5	0.5	0.4	0.4	0.2	0.2	0.1	0.1
Other expenses ³	18.3	17.7	42.1	43.8	32.5	34.4	19.9	20.1	16.1	15.0
Total expenses before taxes on income ³	104.9	103.5	103.4	102.9	103.2	103.1	102.4	102.4	105.5	103.8
Annual result before taxes on income	2.2	3.5	5.0	5.1	4.2	4.2	3.1	3.1	1.8	3.5
Taxes on income	0.6	0.6	0.9	0.9	0.9	0.9	0.9	0.9	0.6	0.6
Annual result	1.5	2.9	4.1	4.2	3.3	3.3	2.2	2.2	1.2	2.9
Other ratios	Percentage of sales									
Annual result before taxes on income	2.2	3.5	5.0	5.1	4.2	4.2	3.1	3.1	1.8	3.5
Annual result and depreciation	6.9	8.0	13.1	12.6	11.1	10.4	6.1	5.7	6.4	8.0
Trade receivables	6.6	6.7	9.4	9.4	9.7	10.0	9.6	9.9	5.7	5.8
	Percentage of the balance sheet total									
Sales	126.3	130.9	158.3	161.8	159.4	166.9	192.8	195.4	116.8	121.2
Annual result and interest paid	3.7	5.4	9.9	9.9	7.8	8.0	6.0	6.1	3.1	5.1
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	12.6	15.2	25.4	25.6	24.5	24.6	18.8	17.8	10.9	14.1
	Percentage of fixed assets									
Long-term equity and liabilities	87.3	81.8	95.3	96.7	99.1	100.7	99.6	97.3	85.5	79.3
	Percentage of short-term liabilities									
Cash resources and short-term receivables	114.7	105.5	95.3	98.0	109.9	112.2	119.9	116.4	114.8	103.4
Cash resources, short-term receivables and inventories	122.2	112.3	99.3	102.1	114.4	117.1	126.6	123.3	122.9	110.5
	Percentage of cost of materials									
Trade payables	8.4	8.6	38.9	41.1	23.0	23.2	13.6	13.8	6.9	6.9
Memo item										
Balance sheet total in € billion	69.34	71.95	0.93	0.98	4.23	4.39	5.79	6.18	58.38	60.41
Sales in € billion	87.58	94.21	1.48	1.59	6.74	7.32	11.17	12.07	68.20	73.23
Number of enterprises	3,863	3,863	1,653	1,653	1,513	1,513	521	521	176	176

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

26 Transport (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	14.7	14.4	20.7	21.2	18.5	18.6	5.6	5.0	5.9	4.4
	50	46.5	46.1	53.3	53.0	47.1	47.3	25.7	26.1	23.4	20.4
	75	68.0	67.7	74.0	73.5	65.5	65.3	54.7	55.1	58.4	58.9
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2
	50	0.2	0.3	0.0	0.0	0.5	0.6	0.7	0.7	0.8	0.8
	75	1.6	1.7	0.9	1.1	1.8	2.0	2.2	2.2	2.5	2.5
Equity	25	1.4	2.0	- 8.2	- 7.0	2.7	3.0	5.8	6.4	8.1	7.6
	50	12.1	12.4	10.5	11.1	11.6	11.5	14.9	16.5	17.1	18.1
	75	27.3	27.3	27.8	27.5	24.2	24.9	32.9	30.5	30.6	33.9
Short-term liabilities	25	23.6	24.3	19.6	20.4	25.7	26.3	30.9	30.6	23.3	24.3
	50	42.5	43.0	38.1	38.9	43.1	43.4	48.9	50.1	43.1	43.8
	75	64.3	63.9	64.0	62.7	64.1	63.9	64.8	66.8	67.0	62.1
Liabilities to banks	25	3.0	3.2	9.3	9.0	7.3	8.0	0.0	0.0	0.0	0.0
	50	32.2	31.6	43.5	42.2	34.0	33.2	12.1	9.8	2.8	2.6
	75	59.8	58.6	71.8	70.0	57.3	56.7	36.6	34.4	20.9	19.2
		Percentage of gross revenue									
Cost of materials	25	0.2	0.3	0.0	0.0	2.2	3.3	28.4	32.2	50.8	51.4
	50	15.9	16.7	2.2	2.4	21.0	22.1	53.9	56.6	69.7	72.2
	75	48.4	49.5	20.7	21.1	46.1	46.9	75.5	77.8	84.9	85.0
Personnel expenses	25	18.5	17.5	22.8	21.7	19.4	18.2	11.4	10.6	7.6	7.1
	50	29.3	27.7	32.5	31.2	29.5	27.6	22.1	20.3	16.5	15.4
	75	39.8	38.2	42.4	41.5	38.8	37.3	32.8	30.5	25.9	24.7
Depreciation	25	1.8	1.6	2.8	2.6	1.9	1.8	0.7	0.6	0.7	0.6
	50	5.5	5.1	7.3	6.9	5.4	5.1	2.5	2.1	1.9	1.8
	75	10.3	9.8	12.8	12.3	9.4	9.2	5.6	5.2	5.7	6.3
Annual result	25	0.3	0.3	0.4	0.5	0.2	0.2	0.3	0.2	0.2	0.4
	50	2.0	1.9	3.1	3.1	1.6	1.4	1.5	1.6	1.2	1.5
	75	5.6	5.5	7.6	8.3	4.1	3.8	3.7	3.6	3.9	4.3
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.6	0.7	0.4	0.3	0.6	0.4	0.3	0.6
	50	2.6	2.5	3.7	3.7	2.2	1.9	2.0	2.1	1.9	2.0
	75	6.8	6.8	9.0	9.4	5.5	5.2	5.2	5.0	5.1	4.8
Annual result and depreciation	25	4.0	3.6	5.9	5.7	3.8	3.6	2.7	2.5	1.7	1.7
	50	9.1	8.7	12.8	12.8	8.4	7.8	5.8	5.0	4.1	4.7
	75	16.7	16.5	21.5	20.9	14.4	13.8	9.6	9.1	10.0	11.1
Trade receivables	25	4.7	4.8	4.2	4.2	5.5	5.6	5.5	5.3	3.1	3.3
	50	8.8	9.1	8.0	8.5	9.3	9.6	9.5	9.7	8.3	8.3
	75	12.2	12.5	12.0	12.1	12.4	12.8	12.3	12.8	11.6	11.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.5	3.3	3.8	3.9	3.4	3.1	3.4	2.8	2.2	2.2
	50	7.5	7.2	9.4	9.0	6.7	6.3	6.8	6.5	5.6	6.1
	75	14.8	13.8	18.5	18.1	12.4	11.6	12.5	11.3	10.9	10.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.5	11.8	13.1	12.3	13.7	12.3	10.6	10.8	7.2	7.6
	50	23.8	22.5	26.3	24.9	23.9	22.8	21.0	19.5	15.0	15.7
	75	41.1	39.9	46.5	44.8	39.1	37.2	36.7	35.6	26.9	25.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	70.1	70.0	64.3	67.4	71.7	71.8	76.3	76.5	70.4	66.9
	50	101.5	100.5	100.2	99.6	101.8	100.7	109.5	106.9	94.1	94.4
	75	151.8	153.1	146.9	146.5	145.1	147.9	207.3	213.0	150.8	160.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	65.3	65.5	54.3	55.7	69.0	70.4	84.7	79.3	74.5	73.4
	50	108.3	107.4	102.6	102.8	107.0	106.6	115.9	117.4	115.5	112.4
	75	168.5	165.5	178.9	170.8	159.2	159.6	164.0	161.4	169.9	164.2
		Percentage of cost of materials									
Trade payables	25	8.8	9.1	9.4	10.3	10.3	10.6	7.5	7.8	4.8	4.9
	50	18.5	19.0	28.6	34.6	20.3	21.2	12.1	11.9	8.8	8.8
	75	56.5	59.1	138.5	144.7	52.5	53.1	20.5	19.9	13.1	13.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

26 Transport (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.1	1.2	1.0	0.8	0.8	0.7	0.9	0.8	1.1	1.3
<i>of which Goodwill</i>	0.2	0.4	0.5	0.4	0.4	0.4	0.4	0.3	0.2	0.4
Tangible fixed assets	54.7	52.2	45.0	44.0	49.2	48.0	46.7	45.3	55.7	53.0
<i>of which Land and buildings</i>	16.8	16.0	12.1	11.0	15.2	14.6	17.5	16.6	16.8	16.1
Inventories	1.9	1.9	1.9	1.9	1.6	1.8	2.4	2.7	1.9	1.8
<i>of which Finished goods and merchandise</i>	0.3	0.2	0.7	0.6	0.5	0.6	0.5	0.5	0.3	0.2
Cash	7.7	5.0	10.7	11.8	10.3	10.3	9.8	9.4	7.4	4.3
Receivables	22.9	23.9	37.0	37.0	33.1	33.9	31.5	33.2	21.6	22.5
Short-term	18.1	19.1	34.2	34.5	31.6	32.4	30.4	32.0	16.3	17.2
<i>of which</i>										
Trade receivables	7.0	7.5	18.2	18.6	18.6	19.4	16.6	17.5	5.6	6.0
Receivables from affiliated companies	7.9	7.8	8.7	9.1	8.1	8.1	9.2	9.2	7.7	7.7
Long-term	4.9	4.8	2.8	2.5	1.5	1.5	1.1	1.2	5.3	5.3
<i>of which Loans to affiliated companies</i>	4.0	3.8	1.2	1.4	0.3	0.4	0.6	0.6	4.5	4.3
Securities	3.0	6.1	1.7	1.8	1.8	2.2	1.9	2.5	3.1	6.7
Other long-term equity investments	8.3	9.3	0.9	0.9	2.1	2.1	6.1	5.5	8.8	10.1
Capital										
Equity	26.8	27.8	21.0	21.8	26.1	27.4	32.8	32.4	26.4	27.5
Liabilities	48.0	45.3	67.3	66.9	60.2	59.8	50.9	51.3	47.0	43.9
Short-term	22.1	25.3	39.3	39.5	34.3	34.6	31.6	34.2	20.6	24.0
<i>of which</i>										
Liabilities to banks	1.9	2.1	8.7	9.0	6.9	6.9	5.7	5.8	1.3	1.5
Trade payables	5.4	5.7	11.5	12.5	13.6	14.1	12.1	12.5	4.4	4.7
Liabilities to affiliated companies	10.2	10.9	6.2	6.4	4.8	4.9	6.3	7.7	10.7	11.5
Long-term	25.9	19.9	28.0	27.4	25.9	25.3	19.3	17.1	26.4	19.9
<i>of which</i>										
Liabilities to banks	9.3	8.1	23.6	23.1	21.8	21.9	16.4	14.1	8.0	6.8
Liabilities to affiliated companies	11.5	8.2	2.9	2.7	3.1	2.5	1.3	1.3	12.8	9.1
Provisions	25.6	25.8	11.1	10.7	13.0	12.1	15.4	15.6	27.1	27.5
<i>of which Provisions for pensions</i>	8.9	9.0	3.5	3.4	3.4	3.3	4.5	4.4	9.6	9.8
Income statement										
Percentage of gross revenue										
Income										
Sales	99.0	99.2	100.0	100.0	100.0	99.9	100.0	99.8	98.8	99.1
Change in finished goods	1.0	0.8	0.0	0.0	0.0	0.1	0.0	0.2	1.2	0.9
Interest and similar income	0.6	0.6	0.4	0.3	0.3	0.3	0.3	0.3	0.7	0.7
Other income ²	7.0	6.8	7.2	7.1	6.6	6.7	5.8	5.6	7.2	7.0
<i>of which Income from long-term equity investments</i>	0.2	0.3	0.0	0.1	0.1	0.1	0.3	0.3	0.2	0.3
Total income ²	107.6	107.5	107.6	107.4	106.9	107.0	106.1	105.9	107.9	107.8
Expenses										
Cost of materials	59.8	60.4	20.8	20.6	35.2	35.5	53.6	55.3	63.1	63.6
Personnel expenses	21.0	19.8	36.0	34.8	30.3	28.8	24.6	23.3	19.5	18.4
Depreciation	5.5	5.3	6.2	5.9	5.6	5.3	4.0	3.6	5.7	5.6
<i>of which Depreciation of tangible fixed assets</i>	5.3	4.8	6.1	5.9	5.4	5.3	3.9	3.5	5.4	4.9
Interest and similar expenses	1.4	1.2	1.5	1.3	1.1	1.1	0.9	0.8	1.5	1.3
Operating taxes	0.2	0.2	0.4	0.4	0.3	0.3	0.2	0.2	0.1	0.1
Other expenses ³	18.0	17.1	39.6	41.2	31.8	33.4	20.2	20.0	16.4	15.1
Total expenses before taxes on income ³	105.9	104.1	104.5	104.3	104.4	104.4	103.6	103.3	106.3	104.2
Annual result before taxes on income	1.8	3.4	3.1	3.1	2.5	2.6	2.5	2.6	1.6	3.6
Taxes on income	0.7	0.7	1.1	1.2	1.0	1.0	1.0	0.9	0.6	0.6
Annual result	1.1	2.8	2.0	2.0	1.5	1.5	1.5	1.7	1.0	3.0
Other ratios										
Percentage of sales										
Annual result before taxes on income	1.8	3.5	3.1	3.1	2.5	2.6	2.5	2.7	1.6	3.6
Annual result and depreciation	6.7	8.2	8.2	7.9	7.0	6.9	5.6	5.3	6.8	8.7
Trade receivables	6.1	6.2	10.3	10.6	10.1	10.5	9.2	9.5	5.3	5.4
Percentage of the balance sheet total										
Sales	115.9	119.7	176.4	175.8	183.6	184.6	181.2	183.3	107.0	110.7
Annual result and interest paid	2.9	4.8	6.2	5.8	4.7	4.8	4.4	4.7	2.7	4.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	11.5	14.6	21.2	21.0	20.3	20.4	17.5	16.7	10.7	14.1
Percentage of fixed assets										
Long-term equity and liabilities	88.6	82.3	108.7	112.0	105.4	108.6	102.1	99.5	87.1	80.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	125.2	111.2	117.2	120.4	124.3	127.4	129.1	123.6	124.9	108.5
Cash resources, short-term receivables and inventories	133.8	118.7	122.1	125.3	128.9	132.5	136.8	131.4	134.0	116.1
Percentage of cost of materials										
Trade payables	7.7	7.9	31.4	34.7	21.1	21.6	12.4	12.3	6.5	6.6
Memo item										
Balance sheet total in € billion	61.40	63.36	0.43	0.47	2.44	2.63	4.45	4.77	54.07	55.50
Sales in € billion	71.16	75.87	0.77	0.82	4.49	4.85	8.07	8.75	57.83	61.44
Number of enterprises	2,323	2,323	838	838	987	987	373	373	125	125

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

26 Transport (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.8	7.7	6.9	7.4	10.7	10.2	4.4	4.1	5.0	3.6
	50	33.4	33.7	34.3	35.3	37.0	38.6	21.9	24.0	22.7	17.8
	75	59.0	59.3	60.2	59.6	59.7	60.9	51.2	52.4	62.5	62.1
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1
	50	0.2	0.3	0.0	0.0	0.4	0.5	0.7	0.7	0.8	0.8
	75	1.8	1.8	1.2	1.4	1.9	1.9	2.3	2.3	2.6	2.6
Equity	25	5.9	6.3	4.9	5.1	5.8	5.8	8.1	8.5	9.4	9.8
	50	16.4	16.9	17.2	18.2	14.6	14.7	19.5	20.0	18.0	19.0
	75	32.4	32.8	33.3	33.7	28.9	29.7	38.2	36.1	30.6	34.1
Short-term liabilities	25	24.8	25.7	21.7	24.5	26.3	26.3	29.2	28.0	15.8	20.7
	50	43.8	43.5	43.3	42.7	44.3	43.0	47.0	48.4	34.0	34.9
	75	65.0	64.4	66.7	65.1	65.0	64.5	62.9	65.2	56.7	59.2
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.7	2.5	0.0	0.0	0.0	0.0
	50	18.2	17.9	21.1	21.5	23.8	24.9	8.3	5.8	0.1	0.1
	75	44.1	43.0	48.5	47.8	45.9	46.8	31.3	27.0	15.1	13.3
		Percentage of gross revenue									
Cost of materials	25	1.3	1.3	0.0	0.0	2.4	3.6	27.6	31.5	45.8	45.4
	50	23.6	25.2	5.3	5.2	26.0	27.8	54.2	58.0	70.4	72.3
	75	57.3	58.7	29.3	29.8	54.1	53.7	77.2	79.0	84.7	84.9
Personnel expenses	25	18.4	17.7	25.4	24.6	19.4	18.5	10.4	9.9	7.6	7.1
	50	30.7	28.9	36.5	35.3	30.2	28.4	22.5	20.4	17.2	16.4
	75	42.0	40.9	46.8	46.2	40.0	38.7	33.7	31.9	28.6	27.9
Depreciation	25	1.0	1.0	1.4	1.3	1.2	1.1	0.6	0.6	0.6	0.6
	50	4.0	3.7	4.9	4.5	4.2	4.0	2.3	1.9	2.4	1.9
	75	8.3	7.9	9.7	9.0	8.3	8.0	5.6	5.1	7.0	8.0
Annual result	25	0.1	0.1	0.0	0.0	0.1	0.1	0.2	0.2	0.1	0.3
	50	1.1	1.0	1.3	1.1	1.0	0.8	1.3	1.4	1.0	1.3
	75	3.2	3.1	4.0	3.7	2.7	2.5	3.3	3.4	3.9	4.4
		Percentage of sales									
Annual result before taxes on income	25	0.2	0.2	0.1	0.1	0.3	0.2	0.5	0.3	0.2	0.4
	50	1.8	1.6	1.9	1.7	1.6	1.3	1.9	2.0	1.6	1.9
	75	4.7	4.5	5.4	5.3	4.2	3.9	4.8	4.7	5.2	4.8
Annual result and depreciation	25	2.7	2.5	3.0	2.9	2.7	2.7	2.5	2.3	1.5	1.6
	50	6.6	6.3	7.8	7.3	6.5	6.3	5.6	4.7	4.5	4.8
	75	12.1	11.9	14.0	14.6	11.7	11.6	9.3	9.0	12.0	11.6
Trade receivables	25	4.9	5.1	4.5	4.5	5.7	5.9	4.9	5.0	2.2	2.5
	50	9.2	9.6	8.8	9.4	9.6	10.0	9.5	9.7	7.1	7.0
	75	12.9	13.1	13.2	13.8	13.0	13.3	12.5	12.8	11.4	10.9
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.3	2.1	1.7	1.7	2.7	2.5	2.2	2.2	1.4	1.5
	50	5.5	5.1	5.7	5.1	5.4	4.9	6.0	5.7	4.8	5.1
	75	10.3	9.3	11.4	9.7	9.6	8.8	10.5	9.8	8.6	9.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.8	9.6	8.3	8.1	10.9	10.6	10.6	11.3	5.8	7.5
	50	20.6	19.4	20.5	18.3	22.2	20.7	20.7	19.6	13.8	15.7
	75	37.3	35.8	38.5	38.0	37.5	34.8	37.1	35.8	25.3	25.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	76.9	79.0	70.6	77.9	77.8	81.6	82.0	81.1	79.3	74.8
	50	110.5	111.5	112.2	114.6	108.5	110.0	118.5	114.6	100.4	99.3
	75	191.4	190.1	204.6	208.6	181.4	173.0	231.4	230.7	168.7	170.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	79.9	82.2	71.4	77.0	80.7	84.5	90.9	90.8	77.1	75.6
	50	119.6	120.7	122.0	127.5	116.6	116.6	125.3	124.5	127.6	122.3
	75	187.4	182.5	208.7	197.8	175.5	176.4	177.5	176.7	201.8	184.2
		Percentage of cost of materials									
Trade payables	25	8.3	8.5	8.6	9.7	10.0	10.0	7.4	7.5	4.3	4.1
	50	16.1	16.6	24.3	27.2	19.1	19.2	11.8	11.5	8.1	7.7
	75	43.1	44.4	102.2	102.7	45.2	47.2	18.5	18.5	13.7	14.1

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

26 Transport (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.6	0.6	0.6	0.8	0.5	0.5	0.7	0.8	0.6	0.6
<i>of which</i> Goodwill	0.3	0.3	0.4	0.6	0.3	0.2	0.2	0.3	0.3	0.2
Tangible fixed assets	45.3	42.4	67.8	66.8	67.7	64.4	42.8	41.8	34.3	32.1
<i>of which</i> Land and buildings	14.2	13.8	17.5	16.8	11.3	11.6	20.3	19.7	13.1	12.7
Inventories	2.2	2.2	1.2	1.3	1.3	1.5	2.2	2.3	2.6	2.5
<i>of which</i> Finished goods and merchandise	0.6	0.7	0.3	0.4	0.5	0.5	0.6	0.5	0.7	0.8
Cash	7.6	7.2	6.1	6.2	5.8	6.6	8.6	8.3	8.2	7.2
Receivables	35.1	36.7	21.1	21.8	21.1	23.4	41.2	42.1	40.5	41.4
Short-term	33.6	35.2	20.7	21.3	20.7	23.0	39.6	40.3	38.6	39.5
<i>of which</i>										
Trade receivables	18.2	18.6	12.1	12.2	11.0	12.5	24.4	25.4	20.0	19.4
Receivables from affiliated companies	12.4	13.7	5.2	5.4	7.0	7.9	11.2	11.2	15.9	17.3
Long-term	1.4	1.5	0.4	0.5	0.4	0.4	1.6	1.7	1.9	1.9
<i>of which</i> Loans to affiliated companies	0.7	0.9	0.1	0.1	0.2	0.2	0.9	1.0	1.0	1.2
Securities	0.2	0.2	0.1	0.1	0.3	0.2	0.4	0.3	0.1	0.2
Other long-term equity investments	8.2	9.9	1.1	1.2	2.3	2.3	3.5	3.8	13.0	15.4
Capital										
Equity	10.5	12.7	0.9	2.2	9.7	10.6	13.6	12.9	11.0	14.5
Liabilities	79.8	77.5	91.4	90.2	81.8	81.3	75.5	75.8	78.9	75.3
Short-term	51.9	50.6	36.0	36.4	30.6	33.6	48.5	49.2	63.6	58.6
<i>of which</i>										
Liabilities to banks	11.0	9.4	13.3	13.1	11.8	11.7	9.6	8.7	10.9	8.4
Trade payables	13.8	14.4	8.8	9.2	8.7	9.8	20.9	22.8	14.2	14.3
Liabilities to affiliated companies	18.6	17.7	4.2	4.0	4.4	5.1	10.0	9.3	28.9	26.0
Long-term	27.9	26.9	55.4	53.8	51.2	47.7	26.9	26.6	15.4	16.7
<i>of which</i>										
Liabilities to banks	22.8	22.0	52.4	50.5	46.0	43.4	21.0	20.2	10.4	11.8
Liabilities to affiliated companies	4.3	4.2	1.7	2.2	3.7	3.1	5.1	5.7	4.7	4.5
Provisions	9.5	9.6	7.3	7.2	8.1	7.7	10.8	11.3	10.0	10.1
<i>of which</i> Provisions for pensions	1.3	1.3	0.3	0.3	0.6	0.6	2.7	2.8	1.3	1.2
Income statement	Percentage of gross revenue									
Income										
Sales	99.9	100.0	99.9	100.0	100.0	99.9	100.0	100.0	99.9	100.0
Change in finished goods	0.1	0.0	0.1	0.0	0.0	0.1	0.0	0.0	0.1	0.0
Interest and similar income	0.3	0.3	0.1	0.1	0.2	0.3	0.2	0.2	0.3	0.4
Other income ²	4.3	4.7	9.2	8.5	8.1	7.6	3.8	4.1	3.2	4.0
<i>of which</i> Income from long-term equity investments	0.2	0.3	0.1	0.0	0.1	0.2	0.3	0.3	0.3	0.4
Total income ²	104.5	105.0	109.3	108.7	108.4	107.8	104.0	104.3	103.5	104.3
Expenses										
Cost of materials	56.8	58.2	11.6	11.5	24.1	25.2	53.7	54.5	67.9	69.2
Personnel expenses	19.0	18.0	30.5	29.2	27.5	25.9	21.7	20.9	15.6	14.8
Depreciation	4.3	3.9	12.0	11.1	12.3	10.5	3.4	3.2	2.3	2.2
<i>of which</i> Depreciation of tangible fixed assets	4.1	3.8	12.0	11.0	12.2	10.4	3.3	3.1	2.1	2.1
Interest and similar expenses	1.1	1.1	2.9	2.6	2.5	2.2	1.0	1.0	0.8	0.8
Operating taxes	0.2	0.2	0.6	0.6	0.4	0.4	0.2	0.2	0.1	0.1
Other expenses ³	19.2	19.8	44.8	46.5	34.0	36.3	19.3	20.2	14.2	14.5
Total expenses before taxes on income ³	100.6	101.2	102.4	101.5	100.7	100.5	99.3	100.0	100.8	101.6
Annual result before taxes on income	3.9	3.8	7.0	7.2	7.7	7.4	4.7	4.3	2.7	2.7
Taxes on income	0.5	0.5	0.7	0.7	0.7	0.6	0.7	0.7	0.4	0.4
Annual result	3.4	3.3	6.3	6.5	7.0	6.8	3.9	3.6	2.3	2.3
Other ratios	Percentage of sales									
Annual result before taxes on income	4.0	3.8	7.0	7.2	7.7	7.4	4.7	4.3	2.7	2.7
Annual result and depreciation	7.7	7.2	18.3	17.6	19.3	17.3	7.4	6.8	4.6	4.6
Trade receivables	8.8	8.7	8.5	8.2	8.7	8.9	10.6	10.7	8.3	8.1
Percentage of the balance sheet total										
Sales	206.9	213.7	142.7	149.1	126.1	140.5	231.2	236.4	240.2	240.2
Annual result and interest paid	9.5	9.5	13.2	13.6	11.9	12.6	11.5	10.8	7.4	7.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.5	19.3	28.1	28.6	28.8	29.3	21.8	20.4	13.6	14.0
Percentage of fixed assets										
Long-term equity and liabilities	73.9	77.0	87.0	86.9	92.4	91.5	90.0	88.8	56.1	65.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	79.8	84.2	74.5	75.9	87.8	89.0	99.8	99.4	73.9	80.1
Cash resources, short-term receivables and inventories	84.0	88.5	77.7	79.3	92.1	93.4	104.4	104.0	78.0	84.3
Percentage of cost of materials										
Trade payables	11.7	11.6	53.3	53.6	28.4	27.8	16.8	17.7	8.7	8.6
Memo item										
Balance sheet total in € billion	7.94	8.59	0.50	0.52	1.78	1.76	1.34	1.40	4.31	4.91
Sales in € billion	16.42	18.35	0.71	0.77	2.25	2.47	3.10	3.31	10.36	11.79
Number of enterprises	1,540	1,540	815	815	526	526	148	148	51	51

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

26 Transport (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	37.7	36.7	46.1	46.4	39.8	38.3	8.6	8.8	6.3	8.0
	50	60.6	60.0	67.4	67.2	57.6	57.2	33.9	30.1	24.2	22.1
	75	76.5	76.4	79.9	80.5	72.6	72.5	58.3	61.1	47.7	52.2
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.2	0.5	0.4
	50	0.3	0.3	0.0	0.0	0.6	0.8	0.8	0.7	0.8	0.8
	75	1.3	1.5	0.8	0.9	1.8	2.0	1.9	1.9	2.3	2.1
Equity	25	- 13.4	- 12.2	- 24.7	- 25.3	- 6.3	- 5.0	3.2	2.9	7.5	6.3
	50	5.2	5.3	0.3	2.1	6.0	5.5	8.7	9.3	14.6	12.4
	75	18.0	19.2	19.0	19.8	17.1	17.1	16.5	17.4	29.5	31.7
Short-term liabilities	25	22.0	22.0	18.1	18.1	25.1	26.3	37.3	38.6	42.0	38.9
	50	39.7	42.1	33.5	33.5	41.7	44.0	53.7	54.6	58.9	52.9
	75	62.7	63.4	59.8	59.3	61.4	63.5	70.8	71.3	71.2	71.4
Liabilities to banks	25	26.4	25.4	35.4	35.2	29.3	29.1	1.2	0.6	0.8	2.8
	50	55.0	54.0	63.2	62.4	53.5	52.3	27.4	22.7	15.9	18.7
	75	78.1	77.7	89.4	86.7	72.9	73.7	50.6	47.9	32.5	29.8
Percentage of gross revenue											
Cost of materials	25	0.0	0.0	0.0	0.0	1.5	2.9	32.9	34.0	59.4	60.3
	50	7.6	7.7	1.1	1.0	15.7	17.0	53.8	53.7	69.0	71.2
	75	33.6	34.5	11.7	11.7	34.7	36.3	72.6	73.3	85.3	85.8
Personnel expenses	25	18.5	17.4	20.4	19.2	19.4	18.1	12.7	12.3	7.5	6.3
	50	28.0	26.1	29.4	28.1	28.0	26.2	21.0	19.6	14.1	13.9
	75	36.7	35.2	37.9	36.7	36.8	34.7	31.1	28.5	21.0	20.0
Depreciation	25	3.7	3.4	5.5	4.8	4.2	3.7	1.0	0.9	0.8	0.7
	50	7.9	7.4	9.7	9.4	7.4	6.9	2.6	2.4	1.6	1.7
	75	13.4	13.0	15.9	15.3	12.2	11.4	5.7	5.3	3.3	3.1
Annual result	25	1.4	1.4	2.5	2.7	1.0	0.9	0.7	0.7	0.6	0.7
	50	4.5	4.3	6.1	6.1	3.2	3.0	2.0	1.8	2.1	2.0
	75	9.0	9.5	11.3	11.0	7.5	7.0	4.7	4.7	4.6	4.1
Percentage of sales											
Annual result before taxes on income	25	1.6	1.6	2.6	2.8	1.2	1.1	0.9	0.9	0.9	1.0
	50	4.9	4.8	6.4	6.5	3.7	3.5	2.4	2.4	2.6	2.4
	75	10.0	10.3	12.3	12.0	8.6	8.3	5.6	5.7	5.0	4.7
Annual result and depreciation	25	7.9	7.1	11.6	11.4	7.5	6.4	3.4	2.9	1.8	1.8
	50	14.4	13.7	18.1	17.8	12.8	11.3	6.4	5.4	4.0	4.6
	75	23.5	22.3	26.8	26.1	19.7	18.3	10.2	9.5	8.4	8.4
Trade receivables	25	4.5	4.4	4.0	3.7	4.7	4.9	6.7	6.8	6.9	6.8
	50	8.3	8.5	7.6	7.5	8.7	9.0	9.6	9.8	9.4	9.3
	75	11.3	11.5	11.1	10.9	11.3	11.9	11.8	13.1	12.0	11.7
Percentage of the balance sheet total											
Annual result and interest paid	25	6.6	6.6	8.0	8.3	5.8	5.6	5.5	5.0	4.1	4.7
	50	12.5	11.8	15.0	14.5	10.7	9.7	8.8	8.2	7.1	7.5
	75	22.3	22.3	27.3	27.3	18.3	17.5	16.0	14.6	13.8	12.7
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	16.8	16.0	18.2	18.6	17.7	15.8	11.2	10.3	11.6	7.8
	50	28.0	26.7	31.0	31.1	27.0	25.4	21.0	19.2	16.3	16.6
	75	47.0	44.8	52.8	50.0	42.0	41.0	35.0	33.5	28.2	25.3
Percentage of fixed assets											
Long-term equity and liabilities	25	61.2	59.8	59.4	55.8	63.5	61.9	64.6	63.9	56.8	59.4
	50	93.2	91.8	95.3	93.4	91.7	90.3	94.9	90.9	80.4	87.7
	75	119.3	116.1	118.6	114.5	116.2	114.2	162.1	153.0	124.0	117.1
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	49.1	49.8	41.3	40.0	52.6	51.5	69.8	69.5	71.2	70.7
	50	88.9	86.8	85.1	83.9	86.7	86.6	104.0	99.1	95.1	90.7
	75	137.9	134.7	150.8	141.5	128.4	125.4	137.5	135.3	129.3	137.5
Percentage of cost of materials											
Trade payables	25	9.8	10.3	9.9	11.4	11.8	12.8	8.3	9.0	6.6	7.1
	50	23.3	25.5	43.1	47.0	24.2	26.2	13.4	13.8	9.4	9.8
	75	93.6	84.5	210.5	216.2	67.9	63.8	23.3	22.8	13.0	12.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

27 Land transport (excluding railways)

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.6	1.8	0.8	0.8	0.6	0.6	0.6	0.6	2.2	2.7
of which Goodwill	0.1	1.3	0.4	0.5	0.2	0.2	0.2	0.2	0.0	2.0
Tangible fixed assets	66.7	65.4	62.7	62.4	57.3	56.2	53.4	52.6	73.8	72.6
of which Land and buildings	11.8	11.7	12.8	12.2	16.4	15.5	16.8	15.9	9.0	9.2
Inventories	1.9	1.7	1.3	1.4	1.6	1.7	2.1	2.1	2.0	1.6
of which Finished goods and merchandise	0.2	0.2	0.4	0.5	0.5	0.5	0.3	0.2	0.0	0.0
Cash	4.5	4.2	6.0	6.1	8.8	8.7	10.7	8.9	1.2	1.2
Receivables	20.5	21.9	25.8	25.9	26.8	27.1	23.8	25.6	17.5	18.9
Short-term	19.9	21.3	24.5	24.6	26.1	26.3	23.2	25.2	16.9	18.4
of which										
Trade receivables	6.9	7.4	14.2	14.4	14.6	15.3	10.5	11.2	3.1	3.3
Receivables from affiliated companies	6.1	7.0	5.4	5.8	6.3	6.6	7.9	7.0	5.5	7.3
Long-term	0.6	0.6	1.3	1.2	0.7	0.8	0.5	0.4	0.5	0.6
of which Loans to affiliated companies	0.2	0.1	0.8	0.9	0.2	0.2	0.3	0.2	0.1	0.1
Securities	0.9	1.2	0.2	0.2	1.4	2.4	2.5	3.8	0.3	0.1
Other long-term equity investments	3.3	3.2	1.0	1.0	2.0	2.0	6.4	5.8	2.9	2.8
Capital										
Equity	26.1	26.4	5.7	6.9	20.4	22.1	34.1	32.9	26.6	27.1
Liabilities	54.9	54.4	85.7	84.6	66.6	66.0	47.4	48.6	51.8	50.6
Short-term	17.8	23.1	36.9	36.4	34.2	33.1	25.6	28.0	9.4	17.5
of which										
Liabilities to banks	4.2	4.5	13.2	12.8	10.8	10.0	5.9	5.2	1.3	2.1
Trade payables	6.0	6.1	8.9	9.5	10.9	10.8	8.7	8.6	3.7	3.6
Liabilities to affiliated companies	2.9	7.6	3.5	3.5	3.6	3.4	5.3	7.6	2.0	9.0
Long-term	37.1	31.3	48.8	48.2	32.5	32.8	21.8	20.6	42.3	33.1
of which										
Liabilities to banks	18.3	18.5	45.8	45.5	29.1	30.4	17.2	15.9	13.7	13.8
Liabilities to affiliated companies	15.8	10.2	1.7	1.6	2.1	1.3	2.1	2.5	25.0	16.1
Provisions	17.3	17.5	8.1	8.0	12.1	11.2	17.0	17.3	19.4	20.1
of which Provisions for pensions	4.0	4.2	1.5	1.5	2.2	2.1	5.2	5.1	4.3	4.7
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	99.8	100.0	99.9	100.0	99.9	100.1	99.8	98.9	99.6
Change in finished goods	0.5	0.2	0.0	0.1	0.0	0.1	-0.1	0.2	1.1	0.4
Interest and similar income	0.3	0.3	0.2	0.2	0.2	0.2	0.4	0.4	0.4	0.3
Other income ²	11.6	11.0	8.9	8.5	8.6	8.4	10.7	10.7	14.2	13.2
of which Income from long-term equity investments	0.1	0.2	0.0	0.1	0.1	0.1	0.2	0.3	0.1	0.2
Total income ²	111.9	111.3	109.0	108.6	108.8	108.6	111.1	111.1	114.6	113.6
Expenses										
Cost of materials	46.0	45.7	11.4	11.4	25.2	25.5	46.2	47.3	63.4	62.8
Personnel expenses	32.2	30.5	34.4	32.7	34.4	32.4	35.1	33.5	29.0	27.3
Depreciation	8.4	7.9	10.1	9.5	8.0	7.5	7.0	6.4	9.1	8.6
of which Depreciation of tangible fixed assets	8.3	7.7	10.1	9.5	7.8	7.4	6.9	6.3	8.9	8.4
Interest and similar expenses	2.1	1.9	2.4	2.2	1.6	1.5	1.4	1.4	2.7	2.5
Operating taxes	0.3	0.3	0.6	0.6	0.5	0.5	0.2	0.3	0.1	0.1
Other expenses ³	22.6	23.5	45.4	47.5	36.1	38.4	20.5	21.5	12.1	11.6
Total expenses before taxes on income ³	111.5	109.7	104.2	103.9	105.7	105.7	110.5	110.2	116.4	112.9
Annual result before taxes on income	0.4	1.6	4.8	4.7	3.0	2.9	0.6	0.9	-1.8	0.7
Taxes on income	0.7	0.6	0.7	0.7	0.9	0.8	0.9	0.7	0.5	0.4
Annual result	-0.2	1.0	4.1	4.0	2.2	2.1	-0.3	0.2	-2.3	0.3
Other ratios	Percentage of sales									
Annual result before taxes on income	0.5	1.6	4.8	4.7	3.0	2.9	0.6	0.9	-1.8	0.7
Annual result and depreciation	8.2	8.9	14.2	13.5	10.1	9.5	6.7	6.5	6.9	8.9
Trade receivables	6.6	6.8	8.7	8.7	8.6	8.8	8.5	9.0	4.0	4.1
	Percentage of the balance sheet total									
Sales	104.5	108.8	162.6	166.3	169.7	172.9	123.3	124.5	76.9	80.8
Annual result and interest paid	2.0	3.2	10.6	10.3	6.4	6.2	1.3	1.9	0.3	2.2
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	12.3	14.0	26.1	25.8	24.2	23.8	14.9	14.0	7.3	10.1
	Percentage of fixed assets									
Long-term equity and liabilities	94.9	88.8	90.6	91.4	95.2	99.3	98.3	95.3	94.2	84.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	139.2	112.4	83.0	84.8	103.1	109.8	134.2	124.8	195.4	112.0
Cash resources, short-term receivables and inventories	149.9	119.8	86.5	88.7	107.8	115.1	142.2	132.2	216.4	121.3
	Percentage of cost of materials									
Trade payables	12.5	12.2	48.0	50.3	25.5	24.4	15.2	14.6	7.6	7.1
Memo item										
Balance sheet total in € billion	10.11	10.34	0.52	0.55	1.53	1.63	1.99	2.10	6.07	6.06
Sales in € billion	10.56	11.24	0.84	0.91	2.60	2.82	2.46	2.61	4.67	4.90
Number of enterprises	1,669	1,669	924	924	607	607	115	115	23	23

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

27 Land transport (excluding railways) (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	35.9	36.5	38.4	40.7	33.5	34.6	21.0	25.9	26.9	29.5
	50	57.5	58.4	61.6	61.5	54.2	55.2	49.5	52.6	56.8	59.9
	75	72.9	73.3	77.1	76.6	68.5	68.6	68.7	68.5	85.5	83.5
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.4	0.1	0.1
	50	0.2	0.3	0.0	0.0	0.7	0.7	1.2	1.2	1.2	1.3
	75	1.5	1.6	0.9	1.1	2.1	2.0	2.3	2.8	2.3	1.9
Equity	25	- 3.3	- 2.9	- 15.1	- 12.4	1.3	2.2	5.8	7.1	16.6	14.9
	50	8.7	9.2	5.5	6.4	10.0	10.5	19.5	18.6	21.9	22.2
	75	23.7	24.0	21.0	22.1	24.2	24.4	40.9	40.1	42.8	45.9
Short-term liabilities	25	20.9	20.5	18.6	18.9	25.4	24.8	21.1	19.7	10.2	12.3
	50	37.3	36.8	35.0	34.7	41.0	40.4	35.6	33.8	13.8	21.5
	75	58.4	57.1	60.4	58.5	59.3	57.3	53.2	53.1	35.0	32.6
Liabilities to banks	25	19.1	20.3	27.7	29.6	16.8	18.8	1.4	0.6	0.0	0.0
	50	47.6	47.5	54.9	54.6	42.8	43.4	23.6	17.6	1.8	3.0
	75	70.4	70.3	78.2	78.2	62.9	63.8	45.3	43.6	17.8	16.3
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	0.4	0.7	26.1	28.7	45.1	44.4
	50	6.3	6.4	1.1	1.0	15.7	15.6	42.0	44.3	61.4	59.1
	75	30.0	31.2	12.5	12.7	37.3	37.9	61.5	62.8	76.8	77.9
Personnel expenses	25	23.8	22.9	23.7	23.0	25.4	23.9	20.7	19.0	13.7	13.2
	50	32.8	30.9	32.8	31.0	33.3	31.4	28.4	27.8	30.0	26.6
	75	41.9	40.5	41.3	40.0	42.7	41.1	41.5	40.3	57.2	59.9
Depreciation	25	4.1	3.9	4.7	4.4	3.8	3.5	2.6	2.1	2.6	1.5
	50	7.9	7.7	9.0	8.6	7.2	6.6	5.7	5.4	7.3	8.0
	75	12.9	12.4	14.1	14.0	11.1	10.5	9.5	8.9	16.9	17.1
Annual result	25	0.3	0.3	0.7	0.7	0.3	0.1	- 0.1	- 0.2	- 11.4	- 11.0
	50	2.4	2.2	3.6	3.4	1.7	1.4	0.7	0.7	0.8	1.4
	75	6.1	5.9	7.7	8.0	3.9	3.6	2.9	2.6	3.7	4.7
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.9	0.9	0.4	0.3	- 0.1	- 0.2	- 11.4	- 11.2
	50	3.0	2.8	4.2	4.0	2.3	1.9	1.2	1.0	1.4	1.9
	75	7.1	6.8	8.9	8.9	5.1	4.7	3.8	3.4	4.3	4.7
Annual result and depreciation	25	6.4	5.8	8.0	7.4	5.7	5.0	3.6	3.1	1.3	1.7
	50	11.9	11.3	14.4	14.2	10.2	9.6	7.6	6.9	5.3	5.6
	75	19.2	18.6	22.7	22.1	15.4	15.1	10.6	10.6	12.3	15.4
Trade receivables	25	4.8	4.7	4.7	4.5	5.3	5.4	3.9	3.5	1.9	2.1
	50	8.3	8.5	7.8	8.1	8.8	9.0	8.3	8.8	4.5	3.8
	75	11.4	11.6	11.3	11.4	11.5	11.8	11.4	11.6	8.5	10.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	3.6	4.8	4.7	3.6	3.0	1.1	1.6	- 3.8	- 3.4
	50	8.3	8.0	10.6	9.8	6.7	6.3	5.0	4.3	3.4	4.8
	75	16.0	14.6	19.9	18.9	12.4	11.6	9.6	7.5	7.1	8.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	15.5	14.0	15.5	14.8	16.7	14.9	11.5	9.0	0.7	1.9
	50	25.2	24.3	26.9	26.7	24.9	23.9	18.9	17.6	13.8	16.1
	75	41.4	39.5	45.5	44.0	39.3	36.7	32.2	28.6	16.6	23.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	67.6	68.9	61.2	64.5	68.8	70.8	78.2	77.3	88.3	77.3
	50	97.8	96.5	97.0	95.7	97.5	96.9	106.8	101.7	96.4	87.1
	75	127.9	124.8	125.4	122.1	127.2	127.5	164.1	150.5	112.4	109.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.0	55.3	47.5	48.3	63.3	62.8	75.6	71.8	109.1	63.3
	50	98.6	97.8	94.7	91.3	98.0	101.6	122.3	125.7	162.9	138.4
	75	164.3	158.7	164.7	158.4	156.0	154.3	195.1	172.2	295.5	255.3
		Percentage of cost of materials									
Trade payables	25	10.7	10.9	12.2	14.3	11.4	11.9	8.0	8.6	3.0	3.9
	50	26.8	29.4	41.1	47.2	24.5	25.6	13.4	13.1	7.9	6.4
	75	108.8	107.6	208.0	213.3	70.2	72.0	25.8	24.7	14.7	16.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

27 Land transport (excluding railways) (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.7	1.9	0.9	0.6	0.6	0.5	0.6	0.6	2.2	2.7
<i>of which</i> Goodwill	0.1	1.4	0.3	0.2	0.3	0.2	0.1	0.1	0.0	2.0
Tangible fixed assets	67.3	65.9	52.2	52.6	55.6	54.2	53.3	52.3	73.8	72.6
<i>of which</i> Land and buildings	11.3	11.2	7.9	7.4	17.3	16.2	16.1	15.2	9.0	9.2
Inventories	1.9	1.7	1.5	1.6	1.7	1.8	1.9	2.0	2.0	1.6
<i>of which</i> Finished goods and merchandise	0.1	0.1	0.6	0.5	0.5	0.5	0.3	0.2	0.0	0.0
Cash	4.3	4.1	7.7	8.3	10.5	10.6	11.0	9.3	1.2	1.2
Receivables	19.9	21.3	34.5	33.6	26.3	26.1	22.9	24.7	17.5	18.9
Short-term	19.3	20.7	31.5	30.8	25.4	25.0	22.3	24.3	16.9	18.4
<i>of which</i>										
Trade receivables	5.8	6.2	16.6	16.9	13.2	13.6	9.5	10.1	3.1	3.3
Receivables from affiliated companies	6.1	7.1	7.4	7.8	6.7	6.8	7.6	6.8	5.5	7.3
Long-term	0.6	0.6	3.0	2.8	0.9	1.1	0.5	0.4	0.5	0.6
<i>of which</i> Loans to affiliated companies	0.2	0.2	1.9	2.2	0.2	0.2	0.3	0.2	0.1	0.1
Securities	1.0	1.3	0.4	0.5	2.0	3.4	2.8	4.3	0.3	0.1
Other long-term equity investments	3.5	3.4	0.8	0.7	2.2	2.3	7.0	6.2	2.9	2.8
Capital										
Equity	28.7	29.2	17.3	17.5	28.8	31.1	37.5	36.1	26.6	27.1
Liabilities	51.0	50.3	73.0	72.7	56.0	54.8	42.7	43.9	51.8	50.6
Short-term	14.7	20.8	38.8	38.7	29.0	28.8	21.8	24.7	9.4	17.5
<i>of which</i>										
Liabilities to banks	2.9	3.4	11.0	11.4	7.8	7.8	4.4	4.0	1.3	2.1
Trade payables	5.2	5.2	9.9	10.8	9.6	9.5	7.1	6.9	3.7	3.6
Liabilities to affiliated companies	2.6	7.9	5.1	5.7	3.2	3.2	4.4	7.4	2.0	9.0
Long-term	36.2	29.5	34.2	34.0	26.9	26.0	20.9	19.2	42.3	33.1
<i>of which</i>										
Liabilities to banks	15.6	15.5	30.0	30.7	23.3	23.8	16.1	14.1	13.7	13.8
Liabilities to affiliated companies	17.4	11.3	2.7	2.2	2.5	1.1	2.0	2.6	25.0	16.1
Provisions	18.3	18.7	9.6	9.5	14.2	13.2	18.2	18.5	19.4	20.1
<i>of which</i> Provisions for pensions	4.4	4.6	3.7	3.5	2.9	2.9	5.8	5.7	4.3	4.7
Income statement	Percentage of gross revenue									
Income										
Sales	99.4	99.7	100.0	99.9	99.9	100.0	100.1	99.7	98.9	99.6
Change in finished goods	0.6	0.3	0.0	0.1	0.1	0.0	-0.1	0.3	1.1	0.4
Interest and similar income	0.4	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.3
Other income ²	12.5	11.9	7.5	7.7	9.5	9.3	11.9	12.0	14.2	13.2
<i>of which</i> Income from long-term equity investments	0.1	0.2	0.1	0.1	0.1	0.1	0.2	0.3	0.1	0.2
Total income ²	112.9	112.3	107.8	108.0	109.8	109.6	112.3	112.4	114.6	113.6
Expenses										
Cost of materials	50.4	50.2	13.9	14.2	27.3	27.7	45.9	47.0	63.4	62.8
Personnel expenses	32.8	31.1	38.5	36.5	36.2	34.2	37.6	36.1	29.0	27.3
Depreciation	8.3	7.8	7.5	7.0	7.5	7.2	7.2	6.5	9.1	8.6
<i>of which</i> Depreciation of tangible fixed assets	8.2	7.6	7.4	6.9	7.4	7.1	7.1	6.4	8.9	8.4
Interest and similar expenses	2.1	1.9	1.7	1.5	1.4	1.3	1.4	1.3	2.7	2.5
Operating taxes	0.2	0.2	0.5	0.6	0.5	0.4	0.2	0.2	0.1	0.1
Other expenses ³	19.5	20.2	43.6	46.2	34.7	36.7	19.9	20.8	12.1	11.6
Total expenses before taxes on income ³	113.3	111.3	105.5	106.0	107.6	107.5	112.3	112.0	116.4	112.9
Annual result before taxes on income	-0.5	1.0	2.3	2.0	2.1	2.1	0.0	0.5	-1.8	0.7
Taxes on income	0.7	0.6	0.8	0.8	1.0	0.9	1.0	0.8	0.5	0.4
Annual result	-1.2	0.4	1.5	1.2	1.1	1.2	-1.0	-0.3	-2.3	0.3
Other ratios	Percentage of sales									
Annual result before taxes on income	-0.5	1.0	2.3	2.0	2.1	2.1	0.0	0.5	-1.8	0.7
Annual result and depreciation	7.2	8.2	8.9	8.2	8.7	8.4	6.2	6.3	6.9	8.9
Trade receivables	6.1	6.3	9.3	9.5	8.2	8.3	8.4	8.8	4.0	4.1
Percentage of the balance sheet total										
Sales	96.1	99.8	178.4	178.6	160.5	162.7	113.8	114.3	76.9	80.8
Annual result and interest paid	0.9	2.3	5.6	4.9	4.1	4.0	0.4	1.2	0.3	2.2
Percentage of liabilities and provisions less cash										
Annual result and depreciation	10.3	12.2	21.2	19.6	23.0	23.3	13.7	13.1	7.3	10.1
Percentage of fixed assets										
Long-term equity and liabilities	96.3	89.4	100.7	100.8	102.3	106.0	101.7	98.1	94.2	84.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	162.3	121.2	101.7	101.8	125.0	130.7	155.2	139.5	195.4	112.0
Cash resources, short-term receivables and inventories	175.4	129.4	105.6	106.1	130.8	137.0	164.2	147.4	216.4	121.3
Percentage of cost of materials										
Trade payables	10.7	10.3	40.1	42.5	21.8	21.1	13.7	12.7	7.6	7.1
Memo item										
Balance sheet total in € billion	9.07	9.24	0.20	0.21	1.07	1.14	1.74	1.83	6.07	6.06
Sales in € billion	8.72	9.22	0.35	0.38	1.72	1.85	1.98	2.09	4.67	4.90
Number of enterprises	873	873	374	374	387	387	89	89	23	23

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

27 Land transport (excluding railways) (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	23.4	26.9	21.9	24.1	26.2	29.2	18.8	23.3	26.9	29.5
	50	49.1	48.6	47.9	46.6	50.3	50.9	48.8	47.1	56.8	59.9
	75	67.0	66.4	65.0	65.9	67.0	66.2	69.0	69.0	85.5	83.5
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.4	0.1	0.1
	50	0.4	0.5	0.0	0.0	0.7	0.6	1.0	0.9	1.2	1.3
	75	1.8	1.9	1.3	1.6	2.1	2.0	2.2	2.5	2.3	1.9
Equity	25	4.8	5.3	3.0	3.4	5.3	5.5	10.2	9.2	16.6	14.9
	50	15.9	15.8	14.7	15.0	14.6	14.7	22.6	20.3	21.9	22.2
	75	30.5	31.0	27.3	26.8	30.0	32.5	42.8	45.0	42.8	45.9
Short-term liabilities	25	20.7	21.3	20.0	22.7	22.1	21.4	16.5	18.0	10.2	12.3
	50	38.2	36.3	41.1	38.9	39.2	36.9	31.1	28.7	13.8	21.5
	75	58.1	56.9	65.2	62.7	56.1	56.2	49.0	49.3	35.0	32.6
Liabilities to banks	25	6.3	7.4	7.8	8.9	10.8	10.9	0.1	0.0	0.0	0.0
	50	31.7	31.6	35.8	36.0	32.6	32.9	15.8	13.1	1.8	3.0
	75	52.6	51.8	55.7	55.0	53.0	52.2	35.6	32.6	17.8	16.3
		Percentage of gross revenue									
Cost of materials	25	0.0	0.1	0.0	0.0	0.9	1.1	24.9	27.6	45.1	44.4
	50	12.6	13.1	2.0	2.2	18.5	21.0	40.3	42.6	61.4	59.1
	75	38.0	38.6	17.0	18.6	39.9	40.5	63.9	63.2	76.8	77.9
Personnel expenses	25	26.5	24.7	29.1	27.0	26.5	24.7	23.3	20.2	13.7	13.2
	50	35.1	33.2	37.5	35.3	34.3	32.4	32.9	30.7	30.0	26.6
	75	45.6	44.5	46.2	45.7	44.5	43.2	46.1	44.6	57.2	59.9
Depreciation	25	2.7	2.6	2.6	2.6	2.9	2.8	2.5	2.0	2.6	1.5
	50	6.4	5.9	6.4	5.7	6.7	6.0	5.9	5.6	7.3	8.0
	75	10.9	10.5	11.0	10.7	10.7	10.4	9.5	8.9	16.9	17.1
Annual result	25	0.0	0.0	-0.1	0.0	0.1	0.0	-0.6	-0.6	-11.4	-11.0
	50	1.0	0.8	1.1	1.0	1.0	0.7	0.5	0.3	0.8	1.4
	75	2.9	2.7	3.6	3.1	2.7	2.5	2.5	2.3	3.7	4.7
		Percentage of sales									
Annual result before taxes on income	25	0.1	0.0	0.0	0.1	0.2	0.1	-0.4	-0.5	-11.4	-11.2
	50	1.5	1.3	1.7	1.6	1.4	1.3	0.8	0.7	1.4	1.9
	75	4.4	3.8	4.9	4.6	4.0	3.5	3.2	3.2	4.3	4.7
Annual result and depreciation	25	3.9	3.5	3.8	3.6	4.6	3.8	3.1	3.0	1.3	1.7
	50	8.2	7.8	8.5	8.2	8.3	7.7	7.3	6.3	5.3	5.6
	75	13.7	13.8	14.8	14.5	13.5	13.8	10.2	10.2	12.3	15.4
Trade receivables	25	4.6	4.4	5.0	4.9	4.8	4.9	3.8	2.9	1.9	2.1
	50	8.5	8.8	8.8	9.1	8.6	8.6	8.0	8.3	4.5	3.8
	75	11.7	12.0	12.1	12.4	11.6	11.9	11.4	11.5	8.5	10.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.2	1.9	1.6	2.1	2.8	2.1	0.6	0.8	-3.8	-3.4
	50	5.1	4.7	5.4	5.2	5.2	4.5	3.7	3.6	3.4	4.8
	75	9.4	8.6	10.7	9.3	8.5	8.5	6.5	6.7	7.1	8.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.5	11.5	10.6	10.9	15.3	13.3	10.3	8.7	0.7	1.9
	50	21.9	20.8	21.5	19.7	23.7	22.8	18.5	17.1	13.8	16.1
	75	36.5	34.3	36.8	35.3	37.5	34.2	31.4	27.4	16.6	23.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	72.2	77.1	61.7	71.9	74.2	80.1	87.5	89.1	88.3	77.3
	50	102.8	103.1	100.9	103.2	103.3	103.7	111.0	106.3	96.4	87.1
	75	147.0	148.6	144.1	148.6	145.1	148.2	166.7	159.7	112.4	109.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	69.5	70.9	60.0	59.7	76.0	73.7	89.1	80.5	109.1	63.3
	50	114.0	115.5	109.2	109.9	112.7	112.7	137.9	129.4	162.9	138.4
	75	191.5	189.9	193.2	182.5	185.2	189.7	203.0	182.2	295.5	255.3
		Percentage of cost of materials									
Trade payables	25	9.3	9.2	10.8	12.6	9.9	9.6	7.3	8.1	3.0	3.9
	50	20.9	20.9	34.1	38.4	19.6	19.8	13.3	11.7	7.9	6.4
	75	66.1	65.4	135.1	160.0	56.9	57.0	25.6	22.9	14.7	16.0

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

27 Land transport (excluding railways) (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.7	0.8	0.7	0.9	0.7	0.6	0.6	0.9	.	.
<i>of which</i> Goodwill	0.3	0.4	0.4	0.7	0.2	0.2	0.2	0.5	.	.
Tangible fixed assets	61.9	61.7	69.2	68.8	61.1	60.8	54.4	54.5	.	.
<i>of which</i> Land and buildings	16.6	15.9	15.9	15.3	14.4	13.8	21.4	20.4	.	.
Inventories	1.7	1.8	1.2	1.3	1.5	1.6	2.8	2.8	.	.
<i>of which</i> Finished goods and merchandise	0.4	0.5	0.3	0.4	0.4	0.4	0.6	0.6	.	.
Cash	5.8	4.9	5.0	4.7	4.8	4.2	8.4	6.4	.	.
Receivables	26.1	27.4	20.4	20.9	28.1	29.5	29.9	31.6	.	.
Short-term	25.8	27.1	20.1	20.7	27.8	29.2	29.4	31.0	.	.
<i>of which</i>									.	.
Trade receivables	16.1	17.2	12.7	12.8	17.9	19.2	16.9	19.1	.	.
Receivables from affiliated companies	6.1	6.1	4.1	4.5	5.5	6.0	9.7	8.4	.	.
Long-term	0.3	0.3	0.3	0.2	0.3	0.2	0.5	0.6	.	.
<i>of which</i> Loans to affiliated companies	0.1	0.1	0.1	0.1	0.1	0.0	0.3	0.2	.	.
Securities	0.2	0.1	0.1	0.1	0.1	0.1	0.6	0.1	.	.
Other long-term equity investments	1.7	1.8	1.2	1.1	1.5	1.4	2.7	3.1	.	.
Capital										
Equity	2.6	3.4	- 1.4	0.0	0.8	1.4	10.8	11.1	.	.
Liabilities	89.4	89.0	93.5	92.3	91.6	91.7	80.3	80.0	.	.
Short-term	44.4	42.3	35.7	35.0	46.2	43.1	52.0	49.7	.	.
<i>of which</i>									.	.
Liabilities to banks	16.4	14.2	14.6	13.8	17.8	15.0	16.3	13.2	.	.
Trade payables	13.4	13.8	8.2	8.7	13.9	13.6	19.0	20.3	.	.
Liabilities to affiliated companies	5.7	4.6	2.5	2.1	4.5	3.9	11.9	8.9	.	.
Long-term	45.1	46.7	57.8	57.3	45.4	48.6	28.3	30.3	.	.
<i>of which</i>									.	.
Liabilities to banks	42.2	44.1	55.5	55.0	42.6	45.8	24.8	27.8	.	.
Liabilities to affiliated companies	1.7	1.6	1.1	1.3	1.4	1.6	3.1	2.2	.	.
Provisions	7.7	7.3	7.3	7.1	7.3	6.6	8.8	8.8	.	.
<i>of which</i> Provisions for pensions	0.6	0.5	0.2	0.2	0.5	0.4	1.2	1.0	.	.
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	99.9	99.9	100.0	100.0	99.9	100.0	100.0	.	.
Change in finished goods	0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.0	.	.
Interest and similar income	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.3	.	.
Other income ²	7.3	6.9	9.8	9.0	6.8	6.6	5.7	5.2	.	.
<i>of which</i> Income from long-term equity investments	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.1	.	.
Total income ²	107.4	107.0	109.9	109.1	106.8	106.6	106.0	105.5	.	.
Expenses										
Cost of materials	24.8	25.1	9.6	9.3	20.9	21.1	47.5	48.5	.	.
Personnel expenses	29.4	27.7	31.5	29.9	30.8	29.0	24.6	23.1	.	.
Depreciation	8.9	8.3	12.0	11.4	8.8	8.0	6.1	5.7	.	.
<i>of which</i> Depreciation of tangible fixed assets	8.8	8.2	11.9	11.3	8.6	8.0	6.1	5.6	.	.
Interest and similar expenses	2.1	2.0	2.9	2.7	2.1	1.9	1.5	1.4	.	.
Operating taxes	0.5	0.5	0.6	0.7	0.5	0.6	0.3	0.3	.	.
Other expenses ³	36.8	38.8	46.8	48.5	38.9	41.5	23.0	24.2	.	.
Total expenses before taxes on income ³	102.6	102.5	103.3	102.4	102.0	102.1	103.0	103.2	.	.
Annual result before taxes on income	4.8	4.5	6.6	6.7	4.9	4.5	2.9	2.4	.	.
Taxes on income	0.6	0.6	0.6	0.6	0.7	0.7	0.5	0.4	.	.
Annual result	4.2	3.9	6.0	6.0	4.1	3.8	2.4	1.9	.	.
Other ratios	Percentage of sales									
Annual result before taxes on income	4.8	4.5	6.6	6.7	4.9	4.5	2.9	2.4	.	.
Annual result and depreciation	13.1	12.2	18.0	17.4	12.9	11.8	8.5	7.6	.	.
Trade receivables	9.0	9.4	8.3	8.1	9.4	9.8	9.0	9.9	.	.
Percentage of the balance sheet total										
Sales	178.7	184.1	152.9	158.4	191.2	196.4	188.7	193.5	.	.
Annual result and interest paid	11.3	10.8	13.6	13.8	11.9	11.2	7.4	6.4	.	.
Percentage of liabilities and provisions less cash										
Annual result and depreciation	25.6	24.5	28.5	28.9	26.1	24.6	20.0	17.9	.	.
Percentage of fixed assets										
Long-term equity and liabilities	80.1	83.2	85.6	86.6	79.2	84.6	73.1	75.3	.	.
Percentage of short-term liabilities										
Cash resources and short-term receivables	71.6	75.8	70.5	72.7	70.8	77.7	73.9	75.5	.	.
Cash resources, short-term receivables and inventories	75.4	80.0	73.7	76.4	74.0	81.4	79.2	81.1	.	.
Percentage of cost of materials										
Trade payables	30.2	29.7	56.2	58.9	34.8	32.8	21.2	21.6	.	.
Memo item										
Balance sheet total in € billion	1.03	1.10	0.32	0.33	0.46	0.49	0.25	0.27	.	.
Sales in € billion	1.85	2.02	0.49	0.53	0.88	0.97	0.48	0.52	.	.
Number of enterprises	796	796	550	550	220	220	26	26	.	.

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

27 Land transport (excluding railways) (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	48.6	49.9	51.5	53.3	45.7	45.0	39.7	36.5		
	50	65.9	65.7	69.3	69.4	58.6	59.1	53.5	56.8		
	75	78.1	78.3	80.0	80.8	71.4	72.4	65.9	65.8		
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.8	0.8		
	50	0.1	0.2	0.0	0.0	0.6	0.8	1.7	1.7		
	75	1.2	1.4	0.8	0.9	1.9	1.9	3.6	3.2		
Equity	25	-20.8	-21.2	-27.1	-27.4	-12.6	-11.1	1.8	2.2		
	50	0.9	2.1	-1.3	-0.2	2.7	3.6	5.4	7.6		
	75	14.6	15.5	16.0	16.5	11.9	13.7	11.4	20.9		
Short-term liabilities	25	21.2	19.9	17.5	17.2	30.6	29.8	37.9	32.7		
	50	36.7	37.3	31.7	30.9	45.7	45.2	53.1	49.1		
	75	59.2	57.3	56.1	55.0	61.8	60.8	66.3	65.2		
Liabilities to banks	25	43.3	42.8	45.9	45.8	40.8	38.2	23.1	16.4		
	50	64.6	64.6	69.0	68.1	60.4	60.7	42.0	42.0		
	75	87.4	86.1	93.6	91.7	75.0	77.9	58.4	54.9		
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	0.2	0.3	36.1	38.4		
	50	2.2	2.3	0.9	0.7	11.5	12.2	46.4	47.4		
	75	19.4	19.6	9.6	8.4	27.7	28.9	54.9	55.9		
Personnel expenses	25	21.9	20.5	21.5	20.1	23.3	23.2	17.8	17.3		
	50	30.1	28.2	30.0	28.6	30.8	28.5	22.3	20.5		
	75	38.3	36.8	38.1	36.6	39.1	38.0	31.3	28.5		
Depreciation	25	5.7	5.4	6.3	6.2	5.0	4.8	2.9	2.5		
	50	9.5	9.4	10.6	10.3	8.0	7.3	5.5	5.4		
	75	14.8	14.4	16.6	15.8	11.6	11.1	8.8	8.5		
Annual result	25	2.0	1.8	2.6	2.7	1.5	1.0	0.7	0.2		
	50	5.0	4.8	5.9	5.8	3.2	2.9	1.8	1.9		
	75	8.8	9.3	10.2	10.2	6.5	5.9	4.5	3.6		
		Percentage of sales									
Annual result before taxes on income	25	2.3	2.0	2.7	2.8	1.6	1.2	0.9	0.4		
	50	5.4	5.3	6.2	6.1	4.0	3.5	2.2	2.3		
	75	9.8	9.9	11.0	11.2	7.6	6.8	5.2	4.0		
Annual result and depreciation	25	10.6	9.9	12.2	12.2	8.2	7.5	5.7	5.0		
	50	16.2	15.9	18.1	18.2	13.0	11.6	8.4	8.2		
	75	24.0	22.9	26.4	25.7	18.5	17.4	10.9	10.6		
Trade receivables	25	5.0	4.9	4.4	4.3	5.8	6.1	5.9	8.2		
	50	8.0	8.2	7.5	7.3	9.2	9.5	8.5	9.3		
	75	11.1	11.0	11.0	10.8	11.4	11.6	11.1	12.2		
		Percentage of the balance sheet total									
Annual result and interest paid	25	7.8	7.7	8.4	8.7	7.4	6.3	5.3	3.8		
	50	13.7	12.6	15.0	14.3	11.6	11.0	7.4	7.2		
	75	23.3	23.5	26.4	26.5	18.8	17.2	13.0	10.6		
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	18.5	17.9	19.0	19.1	18.5	16.8	13.0	10.7		
	50	29.4	28.2	31.0	31.2	27.4	24.8	19.9	19.3		
	75	47.2	45.1	50.5	47.0	40.8	37.9	35.7	33.0		
		Percentage of fixed assets									
Long-term equity and liabilities	25	58.7	60.9	61.0	60.3	57.0	62.0	40.7	49.7		
	50	92.2	91.9	95.1	93.7	84.0	85.8	82.8	83.5		
	75	114.1	111.9	115.3	112.4	110.1	109.3	132.8	119.9		
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	42.6	43.3	41.1	37.5	49.3	50.6	37.0	53.6		
	50	79.5	79.1	81.7	79.1	77.8	80.0	80.2	72.5		
	75	134.4	127.8	143.4	137.2	118.3	118.0	122.3	151.6		
		Percentage of cost of materials									
Trade payables	25	14.5	15.6	13.6	17.2	16.2	15.8	11.1	9.7		
	50	37.0	44.3	47.8	57.2	32.7	37.9	18.2	20.4		
	75	182.9	168.7	243.6	303.7	111.8	100.9	27.8	26.9		

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

28 Supporting and auxiliary transport activities of travel agencies

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.6	1.9	0.8	0.7	1.0	1.0	1.1	1.0	1.7	2.1
of which Goodwill	0.5	0.5	0.6	0.5	0.6	0.6	0.5	0.4	0.5	0.5
Tangible fixed assets	54.5	52.9	47.7	45.9	44.6	43.5	37.4	36.3	57.8	56.1
of which Land and buildings	34.1	32.3	19.0	17.4	16.2	15.3	19.3	18.5	37.9	35.9
Inventories	2.7	2.8	1.9	1.8	1.8	1.9	2.8	3.1	2.8	2.8
of which Finished goods and merchandise	0.5	0.4	0.7	0.7	0.8	0.8	0.7	0.7	0.4	0.4
Cash	6.8	7.3	10.7	11.9	9.8	9.7	9.3	9.8	6.1	6.7
Receivables	27.2	27.8	34.3	35.0	37.7	39.4	43.3	43.9	24.1	24.5
Short-term	26.1	26.1	32.3	33.1	36.1	37.9	41.7	42.4	23.1	22.8
of which										
Trade receivables	13.0	13.2	17.5	17.7	23.0	24.2	25.9	26.6	10.3	10.4
Receivables from affiliated companies	9.5	9.1	8.7	9.0	9.0	9.3	11.4	11.6	9.3	8.7
Long-term	1.1	1.7	2.0	1.9	1.6	1.5	1.5	1.5	1.0	1.7
of which Loans to affiliated companies	0.5	0.5	0.5	0.4	0.4	0.4	0.7	0.6	0.5	0.5
Securities	0.7	0.7	1.8	1.9	1.1	0.8	1.1	1.2	0.6	0.6
Other long-term equity investments	6.0	6.1	1.1	1.2	2.9	2.7	4.3	4.1	6.5	6.7
Capital										
Equity	24.3	26.2	18.1	19.3	17.5	18.0	23.9	24.0	25.0	27.3
Liabilities	61.4	56.8	70.9	70.1	71.5	71.6	62.7	62.1	60.2	54.6
Short-term	30.6	35.0	40.1	41.0	41.6	43.5	44.5	45.2	27.6	32.8
of which										
Liabilities to banks	4.9	5.0	8.8	9.1	8.4	8.6	7.4	6.9	4.2	4.4
Trade payables	9.2	9.9	12.2	13.0	17.0	18.0	18.6	19.9	7.2	7.8
Liabilities to affiliated companies	10.2	12.8	7.2	7.3	6.6	7.1	8.4	8.6	10.7	13.9
Long-term	30.8	21.8	30.9	29.2	30.0	28.1	18.2	17.0	32.6	21.9
of which										
Liabilities to banks	14.7	13.5	26.2	24.1	24.1	23.2	15.3	13.6	13.7	12.6
Liabilities to affiliated companies	14.5	7.0	2.9	3.3	4.5	3.9	2.1	2.3	17.2	8.0
Provisions	16.6	16.1	10.2	10.0	10.5	10.0	13.1	13.6	17.7	17.0
of which Provisions for pensions	4.5	4.8	2.3	2.3	2.7	2.6	3.6	3.7	4.8	5.1
Income statement	Percentage of gross revenue									
Income										
Sales	98.6	98.8	100.0	100.0	100.0	99.9	100.0	99.9	98.1	98.4
Change in finished goods	1.4	1.2	0.0	0.0	0.0	0.1	0.0	0.1	1.9	1.6
Interest and similar income	0.3	0.4	0.3	0.3	0.3	0.3	0.2	0.2	0.4	0.4
Other income ²	4.4	4.2	7.2	6.6	4.7	4.9	3.5	3.5	4.6	4.2
of which Income from long-term equity investments	0.3	0.4	0.0	0.1	0.1	0.2	0.3	0.3	0.3	0.4
Total income ²	104.8	104.5	107.5	107.0	105.0	105.1	103.7	103.7	104.9	104.6
Expenses										
Cost of materials	59.1	59.9	23.4	23.3	37.0	37.5	54.7	56.3	63.5	64.2
Personnel expenses	19.8	19.1	32.4	31.5	26.7	25.3	21.2	20.1	18.4	17.8
Depreciation	3.9	3.7	6.9	6.4	4.8	4.5	2.8	2.5	4.1	3.9
of which Depreciation of tangible fixed assets	3.8	3.6	6.8	6.3	4.6	4.4	2.7	2.5	3.9	3.7
Interest and similar expenses	1.1	1.1	1.7	1.5	1.2	1.1	0.7	0.6	1.2	1.2
Operating taxes	0.1	0.1	0.4	0.4	0.3	0.4	0.2	0.2	0.1	0.1
Other expenses ³	17.2	17.0	37.5	38.5	31.3	32.9	20.2	20.2	14.4	13.8
Total expenses before taxes on income ³	101.3	100.9	102.3	101.6	101.3	101.6	99.9	100.0	101.7	101.0
Annual result before taxes on income	3.4	3.7	5.2	5.4	3.6	3.5	3.8	3.7	3.3	3.7
Taxes on income	1.0	0.9	1.2	1.3	0.9	0.9	1.0	0.9	1.0	0.9
Annual result	2.5	2.8	4.0	4.2	2.7	2.6	2.9	2.7	2.3	2.8
Other ratios	Percentage of sales									
Annual result before taxes on income	3.5	3.7	5.2	5.4	3.6	3.5	3.8	3.7	3.4	3.7
Annual result and depreciation	6.5	6.6	10.9	10.5	7.4	7.0	5.7	5.3	6.5	6.8
Trade receivables	8.4	8.4	10.7	10.7	11.2	11.5	10.3	10.4	7.5	7.4
	Percentage of the balance sheet total									
Sales	154.7	157.7	164.5	165.1	206.2	210.1	251.9	255.3	136.9	139.6
Annual result and interest paid	5.6	6.1	9.4	9.3	7.9	7.7	9.0	8.6	4.9	5.6
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	13.9	15.7	25.1	25.3	21.1	20.4	21.5	20.3	12.2	14.4
	Percentage of fixed assets									
Long-term equity and liabilities	94.7	84.6	103.0	105.3	102.0	101.6	103.0	103.6	93.4	81.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	109.2	96.6	110.6	113.4	112.1	110.6	116.5	117.4	107.2	90.7
Cash resources, short-term receivables and inventories	118.2	104.6	115.4	117.8	116.4	114.9	122.9	124.3	117.4	99.4
	Percentage of cost of materials									
Trade payables	9.9	10.4	31.8	33.9	22.2	22.9	13.5	13.8	8.1	8.6
Memo item										
Balance sheet total in € billion	27.91	29.52	0.37	0.39	1.81	1.93	3.13	3.36	22.60	23.84
Sales in € billion	43.17	46.55	0.60	0.64	3.72	4.06	7.89	8.57	30.95	33.28
Number of enterprises	2,014	2,014	687	687	821	821	375	375	131	131

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

28 Supporting and auxiliary transport activities of travel agencies (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	7.0	6.6	6.6	6.3	9.3	8.9	4.5	4.1	5.0	3.7
	50	30.2	29.7	33.9	34.6	35.0	34.6	19.5	19.6	15.9	15.3
	75	57.4	57.1	64.5	62.5	57.2	57.2	46.1	44.9	50.7	52.2
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2
	50	0.2	0.2	0.0	0.0	0.3	0.5	0.6	0.6	0.7	0.6
	75	1.7	1.7	0.8	0.9	1.8	2.0	2.0	2.1	2.3	1.9
Equity	25	4.4	4.4	1.0	1.3	4.1	3.9	5.6	6.3	7.1	7.0
	50	14.0	14.0	16.1	16.6	12.4	11.9	14.1	15.3	15.1	15.9
	75	29.5	30.0	35.7	35.9	23.3	24.1	29.5	28.6	29.8	33.9
Short-term liabilities	25	28.8	29.7	22.9	23.5	30.1	31.2	36.3	37.1	28.8	29.9
	50	48.0	48.9	43.8	44.7	47.8	49.4	52.4	54.5	49.6	48.9
	75	68.7	69.4	68.5	68.2	69.0	69.6	68.7	71.0	69.1	71.3
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.0	1.5	0.0	0.0	0.0	0.0
	50	19.4	18.6	21.9	21.4	24.6	25.6	8.9	6.7	4.1	2.8
	75	46.6	44.3	54.6	54.0	48.5	49.2	34.7	30.1	22.4	22.0
		Percentage of gross revenue									
Cost of materials	25	2.2	2.7	0.0	0.0	4.3	5.1	29.4	33.3	50.3	49.6
	50	27.6	29.2	5.7	5.4	27.5	29.2	57.7	61.8	71.8	73.6
	75	63.9	65.5	33.3	35.0	58.1	59.1	78.1	79.4	85.2	85.8
Personnel expenses	25	14.5	13.8	20.0	20.3	16.4	15.7	10.4	9.7	7.5	6.5
	50	26.7	25.3	32.3	31.5	27.4	25.5	19.3	18.3	16.0	14.5
	75	37.9	36.8	44.0	43.3	36.8	34.6	29.9	27.4	24.0	24.3
Depreciation	25	0.9	0.9	1.5	1.3	1.1	1.0	0.6	0.6	0.6	0.5
	50	3.2	3.0	5.1	4.4	3.6	3.4	1.8	1.5	1.5	1.3
	75	7.4	6.8	9.8	8.9	7.3	6.7	4.0	3.4	4.3	4.7
Annual result	25	0.3	0.3	0.3	0.3	0.3	0.2	0.6	0.4	0.2	0.4
	50	1.7	1.6	2.6	2.5	1.4	1.2	1.8	1.7	1.2	1.3
	75	4.7	4.6	7.0	8.4	3.7	3.4	3.9	3.7	3.6	3.3
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.5	0.5	0.4	0.4	0.9	0.6	0.5	0.6
	50	2.4	2.2	3.3	3.2	2.1	1.8	2.4	2.3	1.8	1.9
	75	6.1	5.9	8.9	9.8	5.0	4.4	5.5	5.2	4.4	4.4
Annual result and depreciation	25	2.9	2.7	4.0	3.5	2.8	2.8	2.6	2.3	1.5	1.6
	50	6.7	6.4	9.8	9.8	6.3	6.1	5.1	4.4	3.6	3.3
	75	13.1	12.7	18.9	18.8	11.8	11.2	9.1	8.3	8.6	8.9
Trade receivables	25	5.7	5.8	4.0	4.3	6.7	6.9	6.7	6.8	5.3	5.0
	50	9.6	10.1	8.6	9.5	10.0	10.7	10.0	10.3	9.5	9.3
	75	13.2	13.6	13.7	13.7	13.4	14.0	12.6	13.2	12.1	11.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.4	3.0	3.2	2.7	3.4	3.1	4.2	3.8	2.3	2.5
	50	7.0	6.6	7.6	7.4	6.6	6.1	7.7	7.0	5.7	5.7
	75	13.6	12.6	16.6	16.5	11.8	10.9	13.5	13.3	10.9	10.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.2	9.8	9.7	8.9	10.6	10.5	10.6	11.2	6.8	7.5
	50	22.2	20.4	24.8	22.5	22.5	20.3	21.8	20.0	14.9	15.6
	75	40.7	39.2	48.4	46.9	38.5	35.5	39.0	36.9	27.3	24.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	72.7	70.4	67.9	70.9	74.5	70.5	75.0	73.4	71.6	63.5
	50	108.8	106.9	107.9	106.2	108.8	106.4	110.9	112.9	99.3	101.7
	75	188.3	190.7	199.2	214.7	172.5	170.2	252.0	265.2	178.3	175.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	76.3	77.4	68.5	73.0	78.5	79.3	84.8	84.9	73.7	73.8
	50	114.3	113.7	117.5	117.5	112.0	110.2	115.5	116.3	109.8	112.2
	75	168.4	168.6	194.8	186.3	159.2	159.8	158.6	161.4	152.8	158.6
		Percentage of cost of materials									
Trade payables	25	8.4	8.8	6.6	7.4	10.5	10.9	7.5	7.7	5.6	5.6
	50	15.6	15.9	22.6	22.7	19.7	20.7	11.9	11.9	9.7	9.8
	75	39.9	41.2	87.7	91.6	45.2	47.6	18.5	18.6	13.6	14.0

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

29 Post and telecommunications

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	11.2	10.7	1.6	1.3	8.5	6.3	4.5	4.6	11.3	10.7
<i>of which</i> Goodwill	0.4	0.3	0.1	0.1	7.0	4.5	3.5	3.0	0.4	0.3
Tangible fixed assets	23.2	21.4	48.3	49.1	28.1	25.9	48.0	44.6	23.1	21.3
<i>of which</i> Land and buildings	6.9	6.4	3.6	4.3	0.6	0.6	2.8	2.4	6.9	6.4
Inventories	0.4	0.3	2.5	2.4	6.8	7.9	1.3	2.0	0.4	0.3
<i>of which</i> Finished goods and merchandise	0.2	0.3	1.5	1.5	3.8	3.7	0.6	0.9	0.2	0.3
Cash	6.3	2.5	9.4	8.9	12.9	12.9	4.9	4.0	6.3	2.5
Receivables	13.6	15.2	32.6	32.3	40.1	40.6	24.3	27.4	13.6	15.2
Short-term	12.7	14.7	29.6	29.8	39.1	39.7	23.8	27.3	12.7	14.7
<i>of which</i>										
Trade receivables	2.0	2.3	19.1	20.3	24.9	23.7	12.1	12.5	2.0	2.2
Receivables from affiliated companies	9.5	11.0	7.1	6.0	8.4	9.2	10.4	12.1	9.5	11.0
Long-term	0.9	0.5	3.0	2.5	0.9	1.0	0.4	0.2	0.9	0.5
<i>of which</i> Loans to affiliated companies	0.9	0.5	0.5	1.0	0.0	0.0	0.4	0.1	0.9	0.5
Securities	0.1	0.2	1.5	2.5	2.0	3.5	0.0	0.1	0.1	0.2
Other long-term equity investments	44.7	49.1	0.4	0.4	0.9	2.0	16.2	16.4	44.8	49.2
Capital										
Equity	38.4	45.4	10.0	10.9	28.6	28.1	26.4	29.4	38.4	45.5
Liabilities	48.6	42.7	80.9	80.3	54.6	55.2	62.2	60.5	48.5	42.6
Short-term	21.6	23.2	36.0	36.1	40.1	37.8	34.8	30.6	21.5	23.1
<i>of which</i>										
Liabilities to banks	0.2	0.0	7.6	7.2	9.4	7.1	2.4	2.5	0.1	0.0
Trade payables	2.0	2.2	9.6	11.0	14.5	11.8	7.0	6.8	2.0	2.2
Liabilities to affiliated companies	14.6	15.7	6.6	7.2	8.4	10.6	21.1	18.2	14.5	15.7
Long-term	27.0	19.5	44.9	44.2	14.6	17.4	27.5	29.9	27.0	19.5
<i>of which</i>										
Liabilities to banks	0.7	1.1	30.8	31.9	13.6	16.2	15.6	14.5	0.6	1.1
Liabilities to affiliated companies	22.5	14.8	13.4	11.7	0.5	0.7	11.4	14.4	22.5	14.8
Provisions	12.4	11.4	8.0	7.8	15.9	16.2	9.5	8.4	12.4	11.4
<i>of which</i> Provisions for pensions	5.3	5.4	1.4	1.6	3.9	4.3	1.7	1.7	5.3	5.4
Income statement										
Income	Percentage of gross revenue									
Sales	99.9	99.5	100.1	99.6	99.1	99.0	99.8	99.5	99.9	99.5
Change in finished goods	0.1	0.5	-0.1	0.4	0.9	1.0	0.2	0.5	0.1	0.5
Interest and similar income	1.2	1.4	0.2	0.1	0.3	0.2	0.2	0.2	1.2	1.4
Other income ²	8.8	13.5	6.8	4.5	5.3	4.9	4.5	5.2	8.9	13.6
<i>of which</i> Income from long-term equity investments	1.3	0.8	0.0	0.0	0.2	0.1	0.5	0.6	1.3	0.8
Total income ²	110.1	114.9	106.9	104.7	105.6	105.2	104.7	105.4	110.1	115.0
Expenses										
Cost of materials	32.3	33.1	30.8	30.4	36.2	38.3	58.7	59.6	32.1	32.8
Personnel expenses	25.7	25.9	35.5	33.3	34.1	33.6	17.0	16.2	25.7	25.9
Depreciation	12.7	12.7	5.8	5.6	5.0	4.8	6.7	6.2	12.8	12.7
<i>of which</i> Depreciation of tangible fixed assets	12.7	11.9	5.7	5.5	5.0	4.7	6.6	6.1	12.8	11.9
Interest and similar expenses	7.1	6.4	1.4	1.3	1.0	1.0	2.3	1.9	7.1	6.5
Operating taxes	0.2	0.4	0.1	0.2	0.0	0.1	0.0	0.0	0.2	0.4
Other expenses ³	23.1	25.2	29.2	29.8	24.5	23.7	11.4	11.7	23.2	25.4
Total expenses before taxes on income ³	101.2	103.7	102.9	100.5	100.9	101.5	96.1	95.7	101.2	103.8
Annual result before taxes on income	8.9	11.2	4.0	4.2	4.8	3.7	8.6	9.7	8.9	11.3
Taxes on income	1.9	1.9	0.7	0.7	1.7	1.6	2.5	2.4	1.9	1.9
Annual result	7.0	9.3	3.4	3.5	3.1	2.1	6.1	7.3	7.0	9.4
Other ratios										
	Percentage of sales									
Annual result before taxes on income	8.9	11.3	4.0	4.2	4.8	3.7	8.7	9.8	8.9	11.3
Annual result and depreciation	19.8	22.1	9.1	9.1	8.1	6.9	12.8	13.6	19.9	22.2
Trade receivables	5.2	5.7	11.1	11.1	11.7	10.6	9.9	9.7	5.1	5.6
	Percentage of the balance sheet total									
Sales	39.1	39.7	171.8	183.1	213.2	224.4	122.5	128.4	38.8	39.4
Annual result and interest paid	5.5	6.3	8.2	8.9	8.7	6.8	10.3	12.0	5.5	6.3
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	14.0	16.9	19.4	20.8	29.6	26.4	22.9	26.3	13.9	16.8
	Percentage of fixed assets									
Long-term equity and liabilities	88.3	86.0	109.3	109.2	117.9	135.4	80.7	92.7	88.3	86.0
	Percentage of short-term liabilities									
Cash resources and short-term receivables	88.4	75.2	112.6	114.4	130.0	143.1	82.5	102.3	88.4	75.0
Cash resources, short-term receivables and inventories	90.4	76.7	119.6	121.2	146.9	164.0	86.3	108.8	90.4	76.5
	Percentage of cost of materials									
Trade payables	15.6	16.5	18.2	19.6	18.6	13.6	9.8	8.9	15.7	16.6
Memo item										
Balance sheet total in € billion	168.16	167.07	0.03	0.03	0.09	0.09	0.43	0.46	167.62	166.49
Sales in € billion	65.82	66.37	0.04	0.05	0.18	0.20	0.52	0.59	65.07	65.52
Number of enterprises	153	153	62	62	41	41	26	26	24	24

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

29 Post and telecommunications (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	5.8	5.7	5.9	6.4	4.2	4.3	6.7	4.3	6.7	7.8
	50	18.6	17.1	24.6	25.2	14.9	11.5	11.7	10.9	24.5	22.2
	75	45.9	44.3	49.4	55.6	28.7	24.0	70.9	69.3	49.0	45.5
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.1	0.3	0.3
	75	1.5	1.7	0.4	0.8	3.2	6.5	1.6	1.7	1.4	1.0
Equity	25	4.4	7.7	1.1	2.2	8.4	9.0	11.5	14.5	14.3	17.4
	50	19.6	19.0	13.6	11.2	18.7	18.2	22.3	27.4	30.7	43.1
	75	35.0	38.0	27.8	26.3	41.7	33.3	33.0	38.4	44.7	54.5
Short-term liabilities	25	24.2	21.5	27.3	25.4	34.7	26.6	16.2	15.6	15.3	17.7
	50	42.5	41.4	43.4	50.3	58.2	50.3	47.8	34.1	28.9	29.1
	75	68.4	65.2	67.4	66.7	72.7	72.1	71.1	66.4	42.0	40.2
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	3.5	3.0	13.6	13.1	5.6	9.1	0.1	0.0	0.0	0.0
	75	28.9	30.9	53.8	46.2	34.7	31.7	19.2	15.8	0.0	0.0
		Percentage of gross revenue									
Cost of materials	25	10.7	7.4	0.0	0.0	23.3	25.8	37.6	37.4	29.6	31.0
	50	33.4	34.5	7.1	8.7	33.4	34.7	60.2	63.0	46.2	48.4
	75	59.2	61.6	42.1	43.9	53.6	58.5	76.6	81.4	65.2	68.8
Personnel expenses	25	12.5	11.9	18.4	20.0	15.6	17.0	7.0	4.8	6.8	6.9
	50	23.5	24.5	36.8	32.1	29.8	29.8	12.9	11.7	14.2	13.5
	75	41.0	38.9	51.7	45.3	40.9	42.4	18.2	22.3	19.3	18.9
Depreciation	25	1.2	1.0	1.5	1.0	0.9	1.1	0.6	0.4	1.9	1.2
	50	3.3	2.9	3.3	2.6	2.8	2.3	2.9	2.2	16.0	13.4
	75	11.0	9.6	9.2	8.0	4.7	3.9	14.8	13.2	26.5	20.6
Annual result	25	0.3	0.3	0.2	0.1	0.5	0.1	1.1	1.2	-9.4	-4.6
	50	3.4	2.9	3.3	3.0	3.3	1.6	3.7	3.5	4.5	4.8
	75	8.5	8.1	10.6	7.7	7.5	4.7	8.5	12.8	10.0	12.0
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.6	0.3	0.5	0.9	0.3	1.1	2.0	-9.5	-4.6
	50	4.5	3.4	4.1	3.0	3.9	2.5	5.5	5.4	5.1	4.9
	75	10.2	10.1	10.7	9.2	8.6	5.5	13.6	13.1	10.9	13.8
Annual result and depreciation	25	4.5	2.8	3.7	1.8	3.0	2.2	4.6	3.1	5.3	6.6
	50	9.1	8.4	9.8	9.7	8.4	5.8	7.7	7.4	14.8	15.5
	75	22.3	20.4	18.7	18.0	12.6	12.8	27.2	23.8	36.8	33.7
Trade receivables	25	4.7	5.4	5.9	7.1	3.7	3.6	3.8	4.6	4.1	4.7
	50	10.5	9.6	11.2	11.2	10.5	9.6	9.2	9.0	8.7	7.8
	75	14.6	14.4	13.7	13.9	15.2	16.6	15.3	13.5	14.3	14.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.6	3.2	2.4	2.3	4.7	2.3	5.2	7.2	-0.7	0.3
	50	10.3	8.3	8.6	6.7	11.6	7.6	11.0	11.9	6.4	5.6
	75	23.0	20.8	24.1	23.9	22.7	14.7	21.7	19.8	17.8	22.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.2	11.9	10.4	3.9	11.5	11.9	19.3	18.7	9.7	11.5
	50	29.7	23.9	30.2	22.7	27.0	21.7	29.7	38.9	28.5	23.8
	75	59.6	54.4	65.9	46.3	64.3	69.1	48.1	63.5	57.0	56.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	70.2	84.4	61.8	85.0	78.8	86.7	78.1	113.6	64.5	62.3
	50	124.3	126.2	128.1	120.6	155.0	166.8	122.1	187.1	92.9	94.2
	75	244.3	266.4	272.3	211.8	244.3	299.2	576.0	539.8	197.4	180.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	74.6	82.9	72.7	82.9	74.9	95.9	77.3	111.4	53.7	41.3
	50	124.6	125.2	125.2	111.1	126.1	133.6	118.8	157.5	116.8	130.7
	75	217.7	227.5	220.4	200.0	184.0	227.5	240.6	269.6	219.4	189.4
		Percentage of cost of materials									
Trade payables	25	7.4	5.3	7.8	7.1	8.7	7.9	4.7	3.2	5.9	4.2
	50	13.2	11.9	15.5	17.8	13.7	12.5	8.6	7.9	12.0	13.9
	75	22.0	23.3	62.4	90.9	20.4	16.2	17.4	17.1	23.3	21.4

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

30 Real estate activities

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.1	0.1	0.5	0.4	0.1	0.1	0.0	0.0	0.1	0.1
of which Goodwill	0.0	0.0	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0
Tangible fixed assets	77.8	77.5	77.5	76.8	80.0	79.8	79.5	79.4	75.2	74.9
of which Land and buildings	73.7	73.6	73.3	72.6	77.8	77.8	77.4	77.3	68.5	68.5
Inventories	7.8	7.5	5.1	4.9	7.1	7.2	9.1	8.6	7.4	7.2
of which Finished goods and merchandise	2.9	2.7	2.9	2.8	2.5	2.2	2.8	2.5	3.2	3.1
Cash	3.5	3.7	3.4	3.5	4.8	5.0	3.8	3.8	2.6	3.0
Receivables	6.9	7.2	9.0	9.1	5.1	5.0	5.3	5.7	8.9	9.2
Short-term	5.5	6.0	8.0	8.1	4.5	4.4	4.4	4.9	6.6	7.5
of which										
Trade receivables	1.0	1.1	0.8	0.8	0.8	0.8	0.9	0.9	1.2	1.5
Receivables from affiliated companies	3.2	3.6	5.5	5.7	2.7	2.7	2.3	2.9	3.9	4.3
Long-term	1.4	1.1	1.0	1.0	0.6	0.6	0.9	0.9	2.4	1.7
of which Loans to affiliated companies	0.8	0.6	0.4	0.4	0.2	0.2	0.5	0.4	1.5	1.1
Securities	0.7	0.7	0.7	0.7	0.5	0.5	0.9	1.0	0.6	0.6
Other long-term equity investments	3.0	3.1	3.6	4.2	2.3	2.2	1.2	1.4	5.0	4.9
Capital										
Equity	26.0	26.9	20.3	21.5	28.0	28.5	29.0	30.2	23.3	24.0
Liabilities	68.3	67.6	75.2	74.1	67.7	67.2	67.3	66.2	68.2	67.9
Short-term	15.7	16.3	21.3	20.5	15.3	15.4	16.0	15.6	14.7	16.6
of which										
Liabilities to banks	6.1	6.1	8.7	7.5	6.4	6.0	5.8	5.5	5.8	6.6
Trade payables	1.4	1.2	1.0	0.9	1.0	1.0	1.3	1.1	1.6	1.5
Liabilities to affiliated companies	3.0	3.4	8.3	8.7	3.4	3.8	2.9	2.9	1.9	2.8
Long-term	52.5	51.3	53.9	53.6	52.4	51.9	51.3	50.5	53.4	51.3
of which										
Liabilities to banks	46.3	46.1	45.4	44.9	47.5	46.9	46.3	45.5	46.0	46.4
Liabilities to affiliated companies	3.4	2.7	6.7	7.0	3.1	3.2	2.4	2.2	3.8	2.1
Provisions	4.5	4.4	2.3	2.3	3.4	3.5	3.4	3.4	6.4	6.3
of which Provisions for pensions	0.8	0.8	0.4	0.4	0.5	0.6	0.7	0.7	1.0	1.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.3	100.0	100.4	100.8	99.0	99.9	100.2	100.2	98.6	99.9
Change in finished goods	0.7	0.0	- 0.4	- 0.8	1.0	0.1	- 0.2	- 0.2	1.4	0.1
Interest and similar income	1.7	1.7	2.0	1.9	1.6	1.5	1.5	1.6	1.9	1.9
Other income ²	10.2	10.7	11.0	11.2	8.7	8.4	9.7	9.5	10.9	12.3
of which Income from long-term equity investments	0.6	0.6	0.7	0.8	0.6	0.6	0.3	0.4	0.8	0.8
Total income ²	111.9	112.4	113.0	113.2	110.3	109.9	111.2	111.1	112.8	114.2
Expenses										
Cost of materials	44.7	43.9	19.3	19.3	42.7	42.0	48.0	47.3	46.0	45.2
Personnel expenses	10.6	10.6	10.6	10.7	11.0	11.2	11.2	11.2	10.1	10.0
Depreciation	17.9	18.2	24.3	24.0	18.3	17.6	17.0	17.0	17.7	18.7
of which Depreciation of tangible fixed assets	17.1	17.4	23.9	23.7	17.5	16.9	16.6	16.4	16.5	17.4
Interest and similar expenses	15.2	14.8	22.4	21.4	17.5	16.6	17.0	16.3	12.4	12.2
Operating taxes	1.3	1.2	0.9	0.9	1.2	1.2	1.7	1.7	1.1	1.0
Other expenses ³	16.8	17.1	23.7	23.3	13.4	13.6	11.7	11.4	20.7	21.6
Total expenses before taxes on income ³	106.5	105.8	101.2	99.7	104.2	102.2	106.5	104.9	108.0	108.6
Annual result before taxes on income	5.3	6.6	11.8	13.5	6.1	7.7	4.7	6.3	4.7	5.6
Taxes on income	0.9	1.0	1.7	2.0	1.0	1.1	0.6	0.8	0.9	1.0
Annual result	4.5	5.6	10.1	11.4	5.1	6.6	4.1	5.5	3.8	4.6
Other ratios	Percentage of sales									
Annual result before taxes on income	5.4	6.6	11.8	13.4	6.2	7.7	4.7	6.2	4.8	5.6
Annual result and depreciation	22.6	23.8	34.3	35.2	23.6	24.1	21.1	22.4	21.9	23.3
Trade receivables	5.4	6.0	5.2	5.2	4.7	4.7	5.3	5.4	5.7	7.1
Percentage of the balance sheet total										
Sales	18.2	18.3	14.8	15.1	16.4	16.8	16.1	16.2	21.6	21.6
Annual result and interest paid	3.6	3.7	4.8	4.9	3.7	3.9	3.4	3.5	3.6	3.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	5.8	6.3	6.6	7.1	5.8	6.1	5.1	5.5	6.4	6.9
Percentage of fixed assets										
Long-term equity and liabilities	96.5	96.7	90.8	92.0	98.0	98.1	99.4	99.9	94.1	93.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	59.3	61.8	54.7	57.9	63.2	63.6	54.8	59.1	63.3	64.3
Cash resources, short-term receivables and inventories	108.9	108.2	78.4	82.0	109.6	110.2	111.8	114.0	113.4	107.8
Percentage of cost of materials										
Trade payables	16.5	15.1	35.8	31.9	14.6	14.5	16.5	14.3	16.2	15.1
Memo item										
Balance sheet total in € billion	198.02	197.68	13.38	13.51	35.49	35.25	72.33	72.26	76.82	76.66
Sales in € billion	36.01	36.27	1.98	2.04	5.82	5.93	11.63	11.73	16.58	16.58
Number of enterprises	5,520	5,520	3,603	3,603	1,249	1,249	545	545	123	123

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

30 Real estate activities (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	40.0	39.0	38.7	36.9	34.8	36.7	64.6	63.9	42.6	42.5
	50	83.7	83.2	81.1	81.2	86.1	85.9	87.0	87.1	76.8	76.6
	75	93.7	93.6	95.1	94.8	93.1	92.8	92.0	91.8	90.6	90.9
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	3.0	2.9	2.9	3.0
	50	0.0	0.0	0.0	0.0	3.5	3.6	4.3	4.3	4.5	4.6
	75	4.3	4.3	0.1	0.1	8.3	8.6	8.1	7.7	8.8	8.3
Equity	25	2.0	2.7	0.4	0.9	5.4	5.7	15.6	17.4	12.9	12.9
	50	17.3	18.8	12.7	14.0	21.4	23.0	27.1	28.0	21.6	22.4
	75	38.6	40.0	38.2	39.7	39.5	40.8	39.6	41.8	35.1	34.6
Short-term liabilities	25	5.1	5.2	4.0	4.1	5.8	5.9	6.7	6.7	8.1	8.0
	50	12.4	12.1	14.3	14.1	10.7	10.1	10.5	9.7	11.5	11.6
	75	39.8	37.7	42.9	41.2	38.2	35.9	24.0	21.8	22.0	21.0
Liabilities to banks	25	20.6	18.9	12.4	11.1	30.4	29.8	37.2	34.7	17.6	15.7
	50	50.8	49.7	50.4	49.3	51.2	50.1	50.9	49.7	51.3	51.5
	75	73.6	72.7	78.6	77.8	69.3	68.1	63.3	62.7	63.2	64.4
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	5.9	6.1	39.4	39.3	43.3	43.6
	50	1.0	1.6	0.0	0.0	41.4	41.5	48.9	48.9	51.9	50.5
	75	45.6	44.7	12.1	12.7	59.0	58.1	57.8	57.5	61.7	59.4
Personnel expenses	25	0.0	0.0	0.0	0.0	2.0	1.9	6.6	6.6	3.9	3.5
	50	4.0	4.0	0.0	0.0	8.7	8.7	9.7	9.8	9.9	9.6
	75	12.8	12.6	11.7	11.7	13.5	13.3	12.9	12.7	13.7	14.0
Depreciation	25	7.2	7.2	7.4	7.2	5.4	5.8	9.8	9.9	5.1	6.2
	50	19.0	18.7	22.0	21.7	16.1	16.0	14.9	15.3	12.8	13.3
	75	32.7	31.8	36.5	36.2	26.4	25.1	22.8	22.3	20.9	20.4
Annual result	25	0.0	0.4	0.0	0.5	- 0.5	0.2	0.1	0.4	0.5	1.0
	50	5.9	6.6	9.2	9.8	3.1	3.8	3.0	3.9	4.1	4.6
	75	19.9	21.1	24.8	26.6	10.9	11.8	8.0	8.8	12.2	13.0
		Percentage of sales									
Annual result before taxes on income	25	0.1	0.7	0.1	0.9	- 0.2	0.4	0.2	0.8	0.8	1.0
	50	6.8	7.6	10.4	11.4	3.8	4.5	3.6	4.5	5.1	5.7
	75	22.1	23.8	27.2	29.4	12.6	13.0	8.6	9.4	13.1	14.5
Annual result and depreciation	25	13.2	14.1	14.8	15.9	9.7	11.0	13.7	14.5	10.5	13.1
	50	27.5	28.4	35.8	37.6	21.3	21.8	20.0	21.5	20.7	22.3
	75	51.2	52.4	59.2	60.3	34.6	35.3	27.1	28.6	29.5	29.7
Trade receivables	25	0.0	0.0	0.0	0.0	0.4	0.4	0.6	0.6	0.7	0.7
	50	0.7	0.7	0.0	0.0	1.4	1.2	1.4	1.3	2.3	2.4
	75	3.8	4.0	3.6	3.8	4.1	4.0	3.9	3.9	6.2	7.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.6	2.8	3.0	3.1	2.4	2.5	2.4	2.5	2.4	2.6
	50	4.6	4.7	5.4	5.6	3.7	3.7	3.3	3.4	3.6	3.9
	75	7.9	8.0	9.0	9.3	6.0	6.2	4.6	4.7	5.7	5.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	3.0	3.3	2.9	3.1	3.0	3.3	3.2	3.7	3.3	3.4
	50	6.2	6.5	7.1	7.5	5.3	5.5	5.1	5.5	5.1	5.6
	75	13.6	14.8	16.1	17.7	10.1	10.6	7.9	9.2	10.9	12.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	83.6	83.9	76.5	75.9	91.3	92.2	93.8	94.4	88.3	89.5
	50	99.4	99.6	98.8	98.8	100.5	100.6	99.7	100.3	97.3	97.8
	75	115.5	115.7	118.8	118.1	112.5	114.8	108.1	108.9	109.5	111.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	18.9	19.8	15.1	15.8	23.8	27.2	25.4	26.4	26.2	31.8
	50	62.7	64.0	68.8	70.0	59.9	60.1	50.8	56.2	55.6	59.1
	75	173.2	187.0	225.1	250.0	129.0	135.8	109.4	109.8	113.8	109.5
		Percentage of cost of materials									
Trade payables	25	4.3	4.5	1.9	1.6	5.4	5.8	7.1	7.0	6.3	6.2
	50	10.4	10.2	9.1	9.2	10.2	10.8	11.3	10.4	11.8	11.0
	75	21.6	20.0	31.3	30.1	19.2	17.7	18.1	16.0	19.6	18.7

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

30 Real estate activities (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	0.1	0.1	0.3	0.3	0.0	0.0	0.0	0.0	0.1	0.1
of which Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tangible fixed assets	77.4	77.2	72.6	71.8	80.3	80.3	80.1	79.9	74.2	73.8
of which Land and buildings	76.2	76.0	70.3	69.1	79.1	79.2	78.9	78.6	73.0	72.8
Inventories	8.7	8.4	9.7	9.7	8.4	8.4	9.5	8.9	7.9	7.7
of which Finished goods and merchandise	3.0	2.7	5.2	5.1	2.5	2.1	2.7	2.3	3.2	3.2
Cash	3.5	3.8	5.1	5.4	5.3	5.5	3.4	3.6	2.8	3.3
Receivables	6.6	6.8	8.2	8.4	3.7	3.6	4.9	5.2	9.3	9.5
Short-term	5.0	5.6	7.2	7.5	3.2	3.1	4.1	4.4	6.5	7.6
of which										
Trade receivables	1.0	1.2	1.2	1.3	0.8	0.9	0.9	0.9	1.3	1.5
Receivables from affiliated companies	2.7	3.2	4.0	4.3	1.5	1.4	1.8	2.4	3.9	4.6
Long-term	1.6	1.2	1.0	0.9	0.5	0.5	0.8	0.8	2.8	1.9
of which Loans to affiliated companies	1.0	0.7	0.5	0.4	0.2	0.2	0.5	0.5	1.7	1.2
Securities	0.7	0.7	1.1	1.1	0.5	0.5	0.8	0.8	0.6	0.6
Other long-term equity investments	2.8	2.9	2.8	3.1	1.6	1.5	1.2	1.4	4.8	4.9
Capital										
Equity	27.8	28.6	24.9	26.0	32.9	33.2	29.4	30.6	24.4	25.2
Liabilities	67.2	66.5	71.8	70.6	63.4	63.1	66.8	65.7	68.7	68.1
Short-term	14.4	14.6	21.7	21.1	13.4	13.6	15.2	14.4	13.5	14.6
of which										
Liabilities to banks	4.9	4.8	9.5	8.4	5.5	5.3	5.2	5.1	4.0	4.0
Trade payables	1.4	1.3	1.4	1.3	1.2	1.1	1.2	1.1	1.6	1.5
Liabilities to affiliated companies	2.2	2.3	6.1	6.3	1.4	1.7	2.3	1.5	2.1	3.0
Long-term	52.8	51.9	50.2	49.5	49.9	49.5	51.6	51.4	55.2	53.5
of which										
Liabilities to banks	47.2	47.2	43.9	42.6	47.0	46.6	46.8	46.4	47.8	48.7
Liabilities to affiliated companies	2.5	1.8	4.8	5.4	0.9	0.9	2.2	2.2	3.2	1.6
Provisions	4.7	4.6	3.0	3.1	3.4	3.3	3.5	3.4	6.6	6.4
of which Provisions for pensions	0.9	0.9	0.6	0.8	0.7	0.7	0.7	0.8	1.1	1.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.1	99.8	99.7	101.1	97.8	99.0	100.2	100.1	98.7	99.7
Change in finished goods	0.9	0.2	0.3	- 1.1	2.2	1.0	- 0.2	- 0.1	1.3	0.3
Interest and similar income	1.6	1.6	2.1	1.9	1.1	1.2	1.4	1.5	1.8	1.8
Other income ²	11.5	11.2	12.3	13.2	8.6	7.9	9.8	9.4	13.8	13.6
of which Income from long-term equity investments	0.6	0.7	0.5	0.6	0.6	0.4	0.2	0.3	0.9	1.0
Total income ²	113.1	112.7	114.4	115.1	109.7	109.0	111.2	110.9	115.7	115.4
Expenses										
Cost of materials	51.0	50.1	33.0	33.5	50.7	49.7	50.9	50.2	52.4	51.4
Personnel expenses	11.8	11.8	17.5	17.6	12.8	13.0	12.0	12.0	10.9	10.7
Depreciation	15.3	15.4	15.6	15.8	15.8	15.3	16.3	16.2	14.2	14.8
of which Depreciation of tangible fixed assets	14.3	14.4	15.1	15.5	15.1	14.6	15.9	15.7	12.6	13.2
Interest and similar expenses	14.9	14.4	16.8	15.8	14.8	14.2	16.0	15.5	13.9	13.5
Operating taxes	1.5	1.4	0.9	0.8	1.4	1.4	1.7	1.8	1.3	1.1
Other expenses ³	14.5	14.0	24.2	24.1	10.9	10.8	10.4	10.0	18.4	17.7
Total expenses before taxes on income ³	108.9	107.1	107.9	107.6	106.4	104.3	107.3	105.7	111.2	109.2
Annual result before taxes on income	4.2	5.6	6.4	7.5	3.3	4.7	3.9	5.1	4.5	6.2
Taxes on income	0.8	1.0	1.6	1.9	0.8	0.8	0.5	0.7	1.0	1.2
Annual result	3.3	4.7	4.8	5.6	2.5	3.9	3.4	4.5	3.5	5.1
Other ratios	Percentage of sales									
Annual result before taxes on income	4.2	5.6	6.5	7.4	3.3	4.8	3.9	5.1	4.6	6.3
Annual result and depreciation	18.8	20.2	20.5	21.1	18.7	19.3	19.6	20.7	18.0	19.9
Trade receivables	5.9	6.6	6.9	7.0	4.7	5.0	5.4	5.7	6.7	8.0
Percentage of the balance sheet total										
Sales	17.5	17.6	17.7	18.2	17.1	17.5	16.3	16.4	18.8	18.8
Annual result and interest paid	3.2	3.4	3.8	3.8	3.0	3.2	3.2	3.3	3.3	3.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	4.8	5.3	5.2	5.6	5.2	5.5	4.8	5.2	4.6	5.2
Percentage of fixed assets										
Long-term equity and liabilities	99.4	100.1	98.6	100.1	101.3	101.3	99.6	100.7	98.6	99.1
Percentage of short-term liabilities										
Cash resources and short-term receivables	62.0	67.2	58.9	62.9	66.3	65.9	52.4	59.6	71.2	75.5
Cash resources, short-term receivables and inventories	122.3	124.6	103.8	109.1	128.9	127.9	115.0	121.3	130.1	128.4
Percentage of cost of materials										
Trade payables	15.4	14.5	23.6	21.5	13.2	13.1	15.1	13.8	16.1	15.3
Memo item										
Balance sheet total in € billion	158.79	159.02	5.20	5.28	24.98	24.94	63.04	63.27	65.57	65.54
Sales in € billion	27.79	28.06	0.92	0.96	4.27	4.37	10.29	10.39	12.31	12.34
Number of enterprises	2,938	2,938	1,464	1,464	883	883	483	483	108	108

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

30 Real estate activities (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindered sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	13.5	13.6	6.2	6.0	20.4	25.3	74.3	73.1	43.6	43.0
	50	81.7	81.2	62.6	61.1	85.8	85.7	87.4	87.3	77.7	77.1
	75	91.8	91.7	91.6	91.4	92.3	92.0	91.8	91.8	90.3	90.7
Inventories	25	0.0	0.0	0.0	0.0	2.7	2.8	3.3	3.3	3.3	3.4
	50	3.4	3.4	0.0	0.0	4.2	4.3	4.5	4.4	4.6	4.7
	75	8.1	8.2	5.9	5.9	12.2	11.2	8.0	7.6	8.9	8.3
Equity	25	6.2	7.1	1.3	2.1	10.2	11.5	17.3	18.1	13.5	13.4
	50	22.6	24.2	16.3	18.1	27.0	27.9	27.9	28.7	21.4	21.7
	75	41.8	43.4	43.1	44.7	43.1	43.7	39.8	42.2	34.4	33.9
Short-term liabilities	25	6.1	6.2	5.0	5.3	6.2	6.3	6.7	6.7	8.2	8.0
	50	11.8	11.3	16.4	16.3	10.0	9.3	10.1	9.4	11.2	11.0
	75	42.3	39.9	51.9	49.4	32.8	30.7	20.2	19.3	22.8	20.1
Liabilities to banks	25	17.6	16.5	0.0	0.0	33.1	31.7	38.2	36.6	20.0	23.5
	50	48.6	47.2	41.9	40.0	50.5	49.0	50.8	49.7	51.8	52.0
	75	67.3	65.7	75.2	72.6	65.0	64.3	62.8	62.2	62.3	62.7
		Percentage of gross revenue									
Cost of materials	25	0.6	1.9	0.0	0.0	36.1	35.6	41.4	41.3	44.6	44.2
	50	39.7	39.3	6.4	7.7	47.6	47.3	49.7	50.0	52.0	50.7
	75	55.9	55.8	42.6	40.7	63.8	63.6	57.9	57.6	63.3	59.3
Personnel expenses	25	4.2	4.3	0.8	0.7	6.9	6.7	7.7	7.6	4.8	4.7
	50	10.3	10.1	9.7	9.7	10.5	10.4	10.3	10.2	10.2	9.6
	75	17.8	17.8	32.8	32.9	14.6	14.5	13.1	13.0	12.9	13.6
Depreciation	25	2.6	2.6	2.0	1.9	2.5	2.9	10.0	10.1	5.2	5.9
	50	13.6	13.5	10.4	10.4	14.5	14.6	14.7	15.1	12.8	13.3
	75	22.2	21.7	22.8	22.0	22.3	22.0	20.9	21.6	19.3	19.4
Annual result	25	-0.8	0.0	-1.4	-0.5	-0.8	0.1	0.1	0.4	0.3	1.0
	50	2.8	3.2	3.2	3.2	2.3	2.9	2.8	3.5	4.4	4.7
	75	9.7	9.8	12.8	13.0	7.1	8.0	7.0	7.6	11.3	11.7
		Percentage of sales									
Annual result before taxes on income	25	-0.5	0.0	-1.1	-0.2	-0.6	0.1	0.1	0.6	0.6	0.8
	50	3.5	3.9	4.5	4.4	2.8	3.3	3.2	4.0	5.4	5.8
	75	11.2	11.5	15.1	15.7	8.4	8.9	7.7	8.6	12.8	12.8
Annual result and depreciation	25	7.3	7.9	5.2	5.4	7.9	9.3	13.8	14.6	10.9	13.5
	50	19.0	19.3	18.0	18.0	18.6	19.2	19.9	21.1	20.6	22.3
	75	29.3	30.0	33.7	34.5	27.2	27.5	25.7	27.2	28.0	29.2
Trade receivables	25	0.3	0.4	0.0	0.0	0.6	0.6	0.6	0.6	0.9	0.7
	50	1.5	1.5	1.4	1.7	1.5	1.4	1.4	1.3	2.3	2.5
	75	5.3	5.3	7.3	7.1	4.2	4.2	3.8	3.9	6.5	7.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.1	2.3	2.0	2.2	2.1	2.2	2.3	2.4	2.4	2.6
	50	3.5	3.6	4.2	4.2	3.1	3.3	3.2	3.3	3.5	3.8
	75	5.7	5.8	7.3	7.4	4.6	4.8	4.2	4.3	5.3	5.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	2.4	2.6	1.4	1.7	3.0	3.1	3.3	3.7	3.2	3.3
	50	5.0	5.3	5.0	5.3	4.9	5.2	5.0	5.3	4.9	5.0
	75	9.9	10.7	13.2	13.9	8.7	9.2	7.6	8.7	8.9	9.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	92.6	93.2	86.9	87.6	95.8	96.1	94.2	95.0	90.6	90.7
	50	101.0	101.4	102.2	102.7	101.0	101.5	99.6	100.3	97.4	97.8
	75	131.1	134.4	162.5	185.5	115.7	117.2	106.8	107.2	107.9	111.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	25.4	28.0	22.0	24.4	29.0	30.9	25.4	26.6	27.7	33.2
	50	68.0	68.9	87.1	87.5	61.7	61.4	50.2	56.2	55.1	57.0
	75	155.2	163.5	229.4	252.3	119.2	128.5	104.2	105.8	97.6	104.8
		Percentage of cost of materials									
Trade payables	25	4.9	5.1	2.7	2.6	5.4	5.9	7.1	7.0	5.7	5.9
	50	10.5	10.2	10.1	9.4	10.0	10.5	11.2	10.5	11.6	10.5
	75	19.7	18.5	26.2	25.5	17.8	17.2	17.8	15.9	18.7	18.7

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

30 Real estate activities (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
	2004	2005	Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets	Percentage of the balance sheet total									
Intangible fixed assets	0.3	0.2	0.6	0.5	0.4	0.4	0.1	0.1	0.0	0.0
<i>of which</i> Goodwill	0.1	0.1	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Tangible fixed assets	79.2	78.9	80.7	80.1	79.1	78.6	75.3	75.3	81.5	81.3
<i>of which</i> Land and buildings	63.7	63.9	75.2	74.8	74.7	74.4	67.6	67.7	42.0	43.2
Inventories	4.2	4.2	2.1	1.9	3.9	4.1	6.2	6.4	4.2	4.3
<i>of which</i> Finished goods and merchandise	2.7	2.7	1.5	1.3	2.5	2.6	4.0	4.1	2.7	2.7
Cash	3.3	2.9	2.3	2.3	3.7	3.7	6.7	4.5	1.0	1.4
Receivables	8.1	8.5	9.5	9.5	8.2	8.4	8.2	9.3	6.8	7.3
Short-term	7.4	7.8	8.4	8.5	7.5	7.6	7.0	8.0	6.7	7.3
<i>of which</i>										
Trade receivables	0.8	0.9	0.5	0.5	0.7	0.6	0.7	0.4	1.1	1.7
Receivables from affiliated companies	5.4	5.4	6.5	6.6	5.7	5.8	5.8	6.8	4.1	3.1
Long-term	0.7	0.8	1.0	1.1	0.8	0.8	1.2	1.3	0.1	0.0
<i>of which</i> Loans to affiliated companies	0.2	0.2	0.4	0.4	0.2	0.4	0.1	0.1	0.1	0.0
Securities	0.7	1.0	0.4	0.4	0.4	0.5	1.7	2.6	0.5	0.5
Other long-term equity investments	3.8	3.9	4.1	5.0	3.9	4.0	1.2	1.2	5.8	5.2
Capital										
Equity	19.1	19.8	17.4	18.7	16.4	17.1	26.3	27.6	17.0	16.9
Liabilities	72.5	72.1	77.4	76.3	78.1	77.2	70.5	69.2	65.4	66.6
Short-term	21.0	23.4	21.1	20.2	19.7	19.6	21.1	24.5	22.1	28.4
<i>of which</i>										
Liabilities to banks	11.0	11.7	8.2	7.0	8.6	7.8	9.7	8.2	16.2	21.8
Trade payables	1.2	0.9	0.8	0.7	0.7	0.7	1.4	0.8	1.8	1.4
Liabilities to affiliated companies	6.1	7.8	9.6	10.2	8.1	8.8	6.9	12.3	0.9	1.5
Long-term	51.5	48.7	56.3	56.2	58.4	57.6	49.4	44.7	43.3	38.2
<i>of which</i>										
Liabilities to banks	42.9	41.2	46.3	46.4	48.6	47.7	42.7	39.5	35.2	32.8
Liabilities to affiliated companies	7.0	6.0	7.9	8.1	8.3	8.6	4.2	2.2	7.5	5.1
Provisions	3.7	3.8	1.8	1.8	3.5	3.8	3.1	3.1	5.6	5.8
<i>of which</i> Provisions for pensions	0.4	0.4	0.2	0.2	0.3	0.3	0.2	0.2	0.7	0.8
Income statement										
Income	Percentage of gross revenue									
Sales	99.9	100.9	101.0	100.6	102.4	102.5	100.6	100.9	98.6	100.3
Change in finished goods	0.1	-0.9	-1.0	-0.6	-2.4	-2.5	-0.6	-0.9	1.4	-0.3
Interest and similar income	2.2	2.2	2.0	1.9	3.0	2.2	2.3	2.5	2.0	2.3
Other income ²	5.6	9.1	9.8	9.5	8.9	10.0	8.9	10.4	2.4	8.3
<i>of which</i> Income from long-term equity investments	0.6	0.6	0.9	1.0	0.8	1.1	0.9	0.9	0.3	0.2
Total income ²	107.8	111.4	111.8	111.4	111.9	112.3	111.2	112.9	104.4	110.6
Expenses										
Cost of materials	23.2	22.5	7.2	6.9	19.6	19.9	25.5	24.6	27.6	26.8
Personnel expenses	6.4	6.5	4.7	4.7	5.9	6.0	4.3	4.5	7.7	7.9
Depreciation	27.1	27.9	32.0	31.3	25.4	24.2	23.0	22.7	27.8	30.0
<i>of which</i> Depreciation of tangible fixed assets	26.7	27.5	31.5	30.9	24.6	23.6	22.0	22.2	27.7	29.7
Interest and similar expenses	16.4	15.9	27.2	26.3	25.3	23.4	24.8	22.8	8.0	8.5
Operating taxes	0.7	0.7	1.0	1.0	0.8	0.8	1.2	0.7	0.5	0.5
Other expenses ³	24.6	27.9	23.3	22.5	20.6	21.7	21.2	22.6	27.3	33.1
Total expenses before taxes on income ³	98.4	101.5	95.3	92.7	97.6	96.0	100.1	97.9	99.0	106.8
Annual result before taxes on income	9.4	9.9	16.5	18.7	14.3	16.2	11.1	15.1	5.4	3.8
Taxes on income	1.1	1.2	1.8	2.1	1.7	1.9	1.1	1.8	0.7	0.6
Annual result	8.3	8.7	14.7	16.6	12.6	14.3	10.0	13.3	4.8	3.2
Other ratios										
	Percentage of sales									
Annual result before taxes on income	9.4	9.8	16.3	18.6	14.0	15.8	11.0	14.9	5.5	3.8
Annual result and depreciation	35.5	36.3	46.2	47.6	37.2	37.6	32.8	35.7	33.1	33.1
Trade receivables	3.6	4.0	3.7	3.7	4.6	4.1	4.9	3.0	2.9	4.4
	Percentage of the balance sheet total									
Sales	21.0	21.3	13.0	13.2	14.8	15.2	14.4	14.8	38.0	38.1
Annual result and interest paid	5.2	5.2	5.4	5.6	5.5	5.6	5.0	5.3	4.9	4.4
	Percentage of liabilities and provisions less cash									
Annual result and depreciation	9.6	10.0	7.5	7.9	6.9	7.2	7.0	7.8	15.3	15.4
	Percentage of fixed assets									
Long-term equity and liabilities	85.0	82.9	86.3	87.4	90.2	90.6	98.1	93.9	69.8	64.7
	Percentage of short-term liabilities									
Cash resources and short-term receivables	51.9	48.0	51.9	54.6	58.3	59.6	66.6	57.4	34.9	30.5
Cash resources, short-term receivables and inventories	71.7	66.0	61.9	63.9	78.2	80.3	96.1	83.6	54.0	45.5
	Percentage of cost of materials									
Trade payables	24.6	19.6	84.4	76.8	24.9	25.0	38.0	22.6	17.0	13.6
Memo item										
Balance sheet total in € billion	39.24	38.66	8.18	8.23	10.50	10.31	9.30	9.00	11.25	11.12
Sales in € billion	8.22	8.22	1.06	1.09	1.55	1.56	1.34	1.33	4.27	4.23
Number of enterprises	2,582	2,582	2,139	2,139	366	366	62	62	15	15

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

30 Real estate activities (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	59.9	59.6	60.9	61.2	57.6	54.1	33.3	38.0	40.7	42.5
	50	86.0	85.7	86.0	85.9	86.9	86.2	79.9	76.9	52.6	62.4
	75	96.6	96.6	96.6	96.6	96.7	97.0	92.9	91.8	97.3	96.8
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1	2.0
	75	0.0	0.0	0.0	0.0	0.8	1.0	30.0	26.6	5.9	5.1
Equity	25	0.0	0.3	0.0	0.3	- 0.4	0.0	0.9	0.8	7.1	10.6
	50	9.9	10.8	10.6	11.3	6.4	7.0	16.5	16.2	26.1	27.0
	75	33.1	34.2	34.1	35.3	25.9	27.7	37.1	37.7	39.2	38.4
Short-term liabilities	25	3.0	3.1	2.8	2.9	3.0	3.8	4.8	6.6	6.9	7.4
	50	13.7	13.5	13.0	13.0	15.9	13.8	19.4	18.4	14.0	17.2
	75	37.6	37.1	36.0	36.6	43.4	43.0	43.5	46.2	20.7	29.8
Liabilities to banks	25	22.6	20.5	22.1	20.1	25.7	23.3	24.8	22.6	0.0	0.0
	50	55.7	54.2	55.5	54.0	57.7	56.6	52.3	49.5	38.6	40.4
	75	81.9	80.9	81.2	80.8	85.5	82.5	72.8	71.8	68.1	69.3
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	15.7	16.8
	50	0.0	0.0	0.0	0.0	0.0	0.0	14.5	14.1	48.4	47.7
	75	0.0	0.0	0.0	0.0	23.5	26.8	47.2	42.9	60.1	61.1
Personnel expenses	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.1	0.2	0.4	1.1	2.7	4.0
	75	2.4	2.6	1.5	1.4	5.8	5.8	5.7	5.5	26.8	27.5
Depreciation	25	16.2	15.7	17.6	16.9	12.2	11.6	3.7	4.1	4.0	6.7
	50	28.4	27.3	29.3	28.5	23.3	23.2	19.8	20.6	11.4	10.5
	75	42.3	41.6	43.3	42.9	36.0	34.6	33.4	34.8	30.1	30.2
Annual result	25	1.6	2.3	1.8	2.6	0.7	1.0	1.6	2.2	3.0	1.8
	50	15.0	16.5	16.1	17.8	11.6	10.9	9.1	11.0	3.9	4.3
	75	29.9	32.3	30.7	33.3	27.6	27.3	21.3	27.0	14.8	14.9
		Percentage of sales									
Annual result before taxes on income	25	2.2	3.2	2.5	3.8	1.1	2.3	1.9	2.6	3.4	2.2
	50	16.2	17.8	17.3	19.0	12.1	12.3	9.9	11.7	4.5	4.8
	75	32.2	34.5	32.9	35.4	28.4	30.4	22.2	26.3	18.5	16.0
Annual result and depreciation	25	27.7	29.1	30.0	32.0	16.7	19.8	12.4	12.1	8.4	9.8
	50	48.2	49.4	50.0	51.3	40.3	40.3	32.0	30.2	22.8	26.1
	75	66.8	68.0	68.1	69.1	59.5	60.1	47.2	52.6	43.3	45.1
Trade receivables	25	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.4	0.2	0.4
	50	0.0	0.0	0.0	0.0	0.8	0.6	1.3	1.2	2.0	2.4
	75	1.9	2.0	1.4	1.5	3.6	3.2	6.0	3.9	5.7	7.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	4.0	3.8	4.0	3.6	3.8	3.5	3.7	3.3	2.1
	50	6.2	6.3	6.3	6.4	5.8	6.0	5.4	5.7	5.7	5.1
	75	9.6	10.1	9.7	10.3	9.3	9.5	7.7	8.2	8.0	8.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	3.9	4.2	3.9	4.3	3.5	3.5	3.0	3.9	7.0	5.6
	50	8.2	8.7	8.5	9.1	6.7	6.8	6.0	7.2	16.7	15.9
	75	16.9	18.6	17.5	19.1	13.9	14.9	12.3	18.8	23.9	22.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	72.5	71.8	72.0	71.1	72.5	74.0	85.8	81.5	84.4	45.2
	50	96.6	96.2	96.1	95.9	98.1	97.4	101.7	100.7	96.9	88.6
	75	108.3	108.6	107.6	108.1	108.9	108.6	132.2	140.3	118.9	111.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	12.4	12.1	11.5	11.0	14.7	17.1	26.7	21.5	10.4	17.0
	50	53.4	55.2	54.0	55.2	48.2	55.2	71.2	56.5	101.7	75.0
	75	205.2	233.3	214.5	245.7	162.9	181.6	181.2	246.9	251.1	175.2
		Percentage of cost of materials									
Trade payables	25	1.6	1.1	0.0	0.0	5.2	4.7	6.8	6.8	9.7	10.3
	50	9.7	10.3	7.3	8.4	11.3	12.8	13.0	9.6	16.3	13.4
	75	36.2	33.1	43.1	37.1	27.4	29.3	20.7	20.0	21.5	17.3

¹ Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

31 Renting of machinery and equipment without operator and of personal and household goods

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.4	0.3	1.3	1.4	0.2	0.2	1.3	0.5	0.3	0.2
of which Goodwill	0.0	0.0	0.3	0.3	0.0	0.0	0.2	0.2	0.0	0.0
Tangible fixed assets	81.6	83.0	66.9	66.7	63.6	64.0	70.7	70.9	82.9	84.3
of which Land and buildings	0.9	0.8	18.7	17.5	7.2	7.0	1.9	1.6	0.5	0.4
Inventories	1.7	1.7	1.8	2.3	5.3	5.9	2.3	2.6	1.6	1.6
of which Finished goods and merchandise	1.6	1.6	1.4	1.8	4.8	5.2	1.3	1.5	1.6	1.5
Cash	1.2	1.2	6.6	6.1	4.9	4.3	3.5	3.8	0.9	0.9
Receivables	13.2	12.3	19.8	19.1	22.6	21.2	17.2	17.3	12.6	11.7
Short-term	12.8	11.9	18.9	18.1	21.7	20.1	16.3	16.2	12.3	11.4
of which										
Trade receivables	4.7	4.6	7.7	7.5	12.1	11.9	9.4	7.7	4.2	4.2
Receivables from affiliated companies	6.4	5.6	7.3	7.5	6.4	5.0	4.7	5.8	6.5	5.6
Long-term	0.3	0.4	0.9	0.9	0.9	1.1	0.9	1.1	0.3	0.3
of which Loans to affiliated companies	0.3	0.3	0.4	0.3	0.2	0.1	0.5	0.6	0.3	0.3
Securities	0.1	0.1	0.6	0.8	0.6	1.4	0.3	0.3	0.0	0.0
Other long-term equity investments	1.2	1.0	2.0	2.7	1.6	1.7	4.2	4.2	1.0	0.7
Capital										
Equity	5.2	4.8	16.5	16.5	16.5	17.6	13.7	12.7	4.3	3.9
Liabilities	57.4	61.1	75.2	74.6	77.2	76.4	50.4	50.5	57.3	61.4
Short-term	32.1	35.1	32.3	34.9	43.4	41.0	24.6	30.7	32.4	35.3
of which										
Liabilities to banks	8.7	10.0	11.5	12.3	17.1	17.8	11.8	11.5	8.3	9.8
Trade payables	2.1	2.0	5.6	5.9	8.3	7.4	5.0	5.0	1.7	1.7
Liabilities to affiliated companies	20.0	21.8	10.2	11.7	7.2	7.5	4.5	9.5	21.4	23.0
Long-term	25.3	26.0	42.9	39.7	33.8	35.4	25.8	19.8	24.9	26.1
of which										
Liabilities to banks	7.8	6.3	33.8	31.4	29.2	29.9	16.0	18.0	6.5	4.8
Liabilities to affiliated companies	15.1	16.6	5.9	6.1	3.4	2.8	7.4	1.0	15.9	18.0
Provisions	2.6	2.7	5.7	5.5	4.3	4.1	5.6	5.1	2.4	2.4
of which Provisions for pensions	0.4	0.4	1.3	1.3	1.1	1.1	1.1	0.9	0.3	0.3
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	99.7	99.7	100.0	100.0	99.9	99.9	100.0	100.0
Change in finished goods	0.0	0.0	0.3	0.3	0.0	0.0	0.1	0.1	0.0	0.0
Interest and similar income	0.4	0.4	0.8	0.7	0.4	0.4	0.8	0.8	0.4	0.4
Other income ²	3.4	3.2	13.8	14.3	9.6	8.1	8.8	9.1	2.8	2.6
of which Income from long-term equity investments	0.3	0.1	0.1	0.3	0.2	0.2	0.1	0.1	0.3	0.1
Total income ²	103.8	103.6	114.6	115.0	110.0	108.5	109.6	109.8	103.2	103.0
Expenses										
Cost of materials	60.2	58.0	18.6	18.6	38.6	37.5	42.8	42.2	62.2	59.8
Personnel expenses	2.9	2.8	17.8	17.9	16.0	16.0	11.4	11.4	1.9	1.8
Depreciation	24.4	26.4	26.1	26.5	18.0	17.9	26.3	26.3	24.4	26.6
of which Depreciation of tangible fixed assets	24.3	26.3	25.4	26.0	17.3	17.3	26.2	26.0	24.3	26.5
Interest and similar expenses	2.6	2.6	4.8	4.8	3.6	3.5	3.1	2.9	2.5	2.5
Operating taxes	0.1	0.1	0.4	0.5	0.3	0.3	0.1	0.1	0.1	0.1
Other expenses ³	9.7	10.8	38.3	38.3	27.9	28.3	21.1	22.0	8.3	9.5
Total expenses before taxes on income ³	99.8	100.7	106.2	106.5	104.3	103.4	104.8	105.0	99.3	100.3
Annual result before taxes on income	4.0	2.9	8.4	8.5	5.7	5.1	4.7	4.8	3.9	2.7
Taxes on income	1.1	0.6	1.6	1.6	1.5	1.4	1.2	1.1	1.1	0.6
Annual result	2.9	2.3	6.8	6.9	4.3	3.8	3.5	3.7	2.7	2.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.0	2.9	8.4	8.6	5.7	5.1	4.7	4.8	3.9	2.7
Annual result and depreciation	27.3	28.7	33.0	33.5	22.2	21.6	29.8	30.0	27.2	28.7
Trade receivables	5.9	6.0	12.0	12.0	12.2	11.9	13.1	11.8	5.3	5.5
Percentage of the balance sheet total										
Sales	79.4	75.3	64.3	62.7	99.1	99.8	71.6	65.3	79.8	75.7
Annual result and interest paid	4.3	3.7	7.5	7.4	7.8	7.2	4.7	4.3	4.2	3.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	23.2	23.0	27.6	27.2	28.0	27.6	25.8	23.5	22.9	22.8
Percentage of fixed assets										
Long-term equity and liabilities	37.0	36.9	87.5	82.0	78.1	81.2	52.7	43.7	34.9	35.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	43.9	37.5	79.2	70.0	62.2	60.4	81.6	65.8	41.0	34.9
Cash resources, short-term receivables and inventories	49.3	42.4	84.6	76.4	74.5	74.9	91.1	74.2	46.1	39.4
Percentage of cost of materials										
Trade payables	4.3	4.6	47.0	50.2	21.7	19.8	16.1	18.2	3.4	3.6
Memo item										
Balance sheet total in € billion	43.06	48.00	0.50	0.52	0.74	0.76	2.64	3.05	39.18	43.67
Sales in € billion	34.21	36.15	0.32	0.33	0.74	0.75	1.89	1.99	31.26	33.08
Number of enterprises	783	783	469	469	170	170	80	80	64	64

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

31 Renting of machinery and equipment without operator and of personal and household goods (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	36.7	31.4	40.2	38.4	21.9	24.2	16.1	9.8	55.2	58.5
	50	63.1	63.4	64.0	64.6	54.5	54.2	62.6	64.3	83.2	83.4
	75	82.2	82.9	82.6	83.3	73.3	74.0	82.4	79.1	91.9	92.5
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.6	0.6	0.6	1.1	0.1	0.1
	75	2.3	2.4	0.7	0.9	7.3	9.1	4.2	4.8	2.9	1.9
Equity	25	1.9	2.2	1.4	1.6	3.5	4.6	2.1	2.1	1.1	1.2
	50	11.4	13.0	13.1	14.5	12.0	13.9	13.2	11.9	4.1	3.8
	75	31.1	31.2	34.7	36.9	25.2	28.0	32.3	28.8	10.6	12.7
Short-term liabilities	25	14.0	16.2	11.3	13.3	24.2	24.4	19.0	22.9	13.7	18.6
	50	32.8	34.7	28.1	29.6	43.5	41.9	34.2	38.7	34.5	36.3
	75	59.5	60.3	54.4	56.8	71.2	67.7	58.2	64.6	57.7	58.7
Liabilities to banks	25	5.1	5.8	12.2	12.0	8.1	10.4	0.0	0.0	0.0	0.0
	50	38.7	35.4	43.8	38.1	39.4	41.3	20.5	20.9	5.0	4.5
	75	64.0	61.6	69.4	65.5	62.9	61.9	52.8	50.6	42.1	47.2
		Percentage of gross revenue									
Cost of materials	25	0.0	0.0	0.0	0.0	7.0	6.9	15.8	19.1	28.3	23.2
	50	13.2	12.7	2.0	2.6	29.6	28.7	44.0	40.0	57.5	59.2
	75	45.2	44.5	24.0	23.8	58.3	57.0	70.6	62.0	90.8	90.2
Personnel expenses	25	0.4	0.9	0.0	0.0	6.3	6.0	2.2	2.1	0.1	0.0
	50	10.4	10.5	11.4	12.4	16.0	15.7	7.3	7.7	1.8	1.9
	75	24.0	24.2	26.4	25.8	24.8	25.7	16.3	15.7	4.1	4.2
Depreciation	25	6.2	6.2	9.1	8.6	4.0	3.8	2.5	2.0	0.5	0.3
	50	18.0	17.0	21.1	21.6	11.8	11.0	13.6	14.8	13.4	15.0
	75	41.6	43.1	45.3	46.9	25.9	24.0	46.6	43.6	48.0	52.4
Annual result	25	0.4	0.4	0.5	0.7	0.4	0.3	0.2	0.3	0.2	0.4
	50	3.2	3.1	4.6	4.6	2.0	2.0	2.2	1.8	1.8	2.1
	75	10.1	10.3	13.2	14.0	5.9	6.6	6.2	5.5	6.3	3.5
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.8	0.9	1.2	0.6	0.5	0.5	0.6	0.7	0.6
	50	4.3	4.1	5.6	5.9	3.1	3.1	2.9	2.6	3.0	2.8
	75	12.4	11.9	15.8	16.5	8.0	7.9	8.1	7.0	7.2	5.0
Annual result and depreciation	25	9.9	10.4	13.1	13.6	6.4	7.2	6.3	9.0	4.9	4.1
	50	24.3	25.0	32.5	30.4	14.7	16.7	22.5	19.7	16.0	20.0
	75	54.9	57.9	60.6	63.5	34.5	29.5	52.6	55.1	56.3	59.9
Trade receivables	25	1.9	1.8	0.8	0.6	6.0	6.2	2.4	2.4	1.2	1.7
	50	8.6	7.9	7.9	7.5	11.4	10.2	9.2	8.4	4.3	4.1
	75	14.6	14.4	14.0	14.4	16.6	16.3	14.9	12.1	10.4	11.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.3	3.3	3.4	3.9	4.4	3.8	2.5	2.4	1.5	1.7
	50	6.7	6.2	7.3	7.1	6.5	6.5	5.1	5.0	4.3	3.5
	75	11.7	11.6	13.0	13.0	11.6	11.6	10.7	8.0	6.7	5.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	13.7	15.0	13.7	15.0	14.6	16.3	17.3	18.6	7.8	7.3
	50	27.7	26.5	28.6	29.3	26.3	25.5	28.8	26.5	23.6	21.6
	75	43.5	43.1	47.9	48.2	42.6	41.9	44.0	38.8	31.5	29.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	53.1	51.8	67.6	64.9	54.7	61.3	34.9	30.0	9.5	9.2
	50	95.5	93.6	101.4	98.9	92.4	99.1	73.6	67.8	31.8	34.7
	75	132.5	135.9	138.1	133.9	150.5	155.1	150.4	180.3	64.7	65.0
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	35.9	34.3	38.5	36.3	42.6	42.9	38.8	30.4	14.3	11.7
	50	83.6	81.3	98.6	95.7	75.5	77.7	77.7	66.6	32.4	35.5
	75	178.4	171.3	227.5	221.9	130.7	126.0	168.4	125.4	110.2	107.8
		Percentage of cost of materials									
Trade payables	25	4.5	5.2	6.2	7.1	6.5	6.3	3.6	4.7	0.8	1.2
	50	15.8	16.6	23.4	28.2	16.0	16.0	9.1	12.8	3.7	4.1
	75	57.9	60.1	112.5	103.5	51.6	47.8	22.1	31.9	9.0	10.3

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

32 Computer and related activities

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	6.2	5.6	5.2	4.2	5.2	4.9	6.3	6.5	6.2	5.5
of which Goodwill	2.3	2.2	0.3	0.2	0.7	0.9	2.6	3.2	2.4	2.2
Tangible fixed assets	16.0	15.8	15.1	15.4	13.9	12.8	12.4	12.7	16.7	16.5
of which Land and buildings	5.9	5.4	5.5	5.7	5.3	5.1	4.1	4.0	6.2	5.6
Inventories	4.8	4.6	11.1	11.3	8.6	8.9	8.1	7.1	4.0	3.9
of which Finished goods and merchandise	1.5	1.2	5.0	5.5	3.5	3.6	3.1	2.8	1.0	0.7
Cash	17.6	18.4	19.4	21.3	20.1	20.7	19.5	20.3	17.2	18.0
Receivables	39.2	38.0	43.1	41.9	40.0	40.9	42.6	42.1	38.6	37.2
Short-term	35.2	36.7	40.6	38.5	37.5	38.4	41.3	41.0	34.1	35.9
of which										
Trade receivables	11.9	10.4	26.1	25.7	23.1	23.1	18.3	19.0	10.0	8.2
Receivables from affiliated companies	19.1	21.6	7.3	6.2	9.7	11.2	15.5	14.6	20.4	23.4
Long-term	3.9	1.4	2.5	3.4	2.5	2.5	1.3	1.1	4.4	1.3
of which Loans to affiliated companies	2.9	0.3	0.5	0.9	0.8	1.0	0.8	0.4	3.4	0.2
Securities	3.6	3.6	2.4	2.8	4.5	3.8	4.4	4.0	3.4	3.6
Other long-term equity investments	10.4	11.6	2.2	1.6	6.3	6.5	5.4	6.1	11.5	12.9
Capital										
Equity	36.1	37.6	24.2	27.3	31.6	33.2	32.1	33.6	37.1	38.5
Liabilities	36.4	35.7	56.4	53.7	47.7	46.4	45.9	42.7	34.0	33.7
Short-term	31.2	30.7	42.2	39.9	35.5	36.1	38.8	35.0	29.6	29.6
of which										
Liabilities to banks	2.1	1.7	6.2	5.9	4.1	3.5	5.7	5.0	1.4	1.0
Trade payables	6.9	6.5	13.5	12.5	10.3	10.6	8.3	8.3	6.4	5.9
Liabilities to affiliated companies	12.3	12.5	6.1	6.7	7.8	8.0	11.7	8.9	12.8	13.3
Long-term	5.2	5.0	14.2	13.8	12.2	10.3	7.1	7.8	4.4	4.1
of which										
Liabilities to banks	2.3	2.4	9.1	8.0	6.3	5.8	4.4	5.2	1.6	1.8
Liabilities to affiliated companies	1.4	1.5	3.3	4.1	4.4	3.8	1.8	1.4	1.1	1.3
Provisions	25.0	24.3	17.2	16.9	17.0	16.9	17.3	18.3	26.7	25.6
of which Provisions for pensions	7.7	7.8	5.8	5.9	4.1	4.2	3.3	3.9	8.6	8.6
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.8	99.8	99.6	99.9	99.7	99.8	100.3	99.8	99.7
Change in finished goods	0.2	0.2	0.2	0.4	0.1	0.3	0.2	- 0.3	0.2	0.3
Interest and similar income	0.7	0.9	0.3	0.3	0.5	0.4	0.6	0.6	0.7	1.0
Other income ²	7.7	7.6	4.1	4.1	4.8	4.6	4.2	4.3	8.7	8.6
of which Income from long-term equity investments	2.0	2.3	0.0	0.0	0.1	0.2	0.1	0.2	2.6	2.9
Total income ²	108.3	108.5	104.4	104.4	105.2	105.0	104.8	104.8	109.4	109.6
Expenses										
Cost of materials	36.5	37.1	32.4	31.8	36.0	36.8	40.6	40.2	35.9	36.7
Personnel expenses	33.3	33.2	41.3	41.4	40.1	39.4	34.6	34.5	32.3	32.1
Depreciation	6.8	5.6	3.8	3.5	3.8	3.2	4.7	4.4	7.5	6.1
of which Depreciation of tangible fixed assets	6.3	5.4	3.6	3.4	3.5	3.1	4.5	3.9	7.0	5.9
Interest and similar expenses	0.5	0.7	0.9	0.8	0.8	0.7	0.7	0.6	0.5	0.7
Operating taxes	0.1	0.1	0.1	0.1	0.0	0.1	0.0	0.0	0.1	0.1
Other expenses ³	22.9	22.7	21.9	21.5	19.4	18.9	19.8	19.4	23.8	23.7
Total expenses before taxes on income ³	100.1	99.3	100.4	99.0	100.2	99.1	100.6	99.1	100.0	99.4
Annual result before taxes on income	8.2	9.2	4.0	5.4	5.0	5.9	4.3	5.7	9.3	10.2
Taxes on income	2.7	2.9	1.3	1.5	1.7	1.9	1.5	2.1	3.1	3.1
Annual result	5.5	6.3	2.7	3.9	3.4	3.9	2.7	3.6	6.2	7.1
Other ratios	Percentage of sales									
Annual result before taxes on income	8.3	9.2	4.0	5.4	5.0	5.9	4.3	5.7	9.3	10.3
Annual result and depreciation	12.3	12.0	6.5	7.4	7.2	7.1	7.5	8.0	13.8	13.3
Trade receivables	8.7	7.9	12.6	12.6	12.2	12.4	11.9	12.0	7.7	6.6
Percentage of the balance sheet total										
Sales	136.9	132.0	207.4	203.1	188.8	185.9	153.7	157.7	130.0	124.0
Annual result and interest paid	8.3	9.3	7.5	9.6	7.8	8.6	5.3	6.7	8.8	9.7
Percentage of liabilities and provisions less cash										
Annual result and depreciation	36.4	35.9	23.9	29.3	28.2	28.7	23.8	27.3	39.2	37.8
Percentage of fixed assets										
Long-term equity and liabilities	126.5	137.8	177.2	189.0	165.9	172.8	164.6	169.5	120.7	132.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	173.7	184.3	145.8	154.4	171.8	170.9	167.2	185.6	175.7	185.7
Cash resources, short-term receivables and inventories	189.1	199.4	172.2	182.8	196.0	195.6	188.0	205.9	189.1	198.9
Percentage of cost of materials										
Trade payables	13.8	13.2	20.1	19.2	15.2	15.4	13.2	13.1	13.6	12.9
Memo item										
Balance sheet total in € billion	19.48	21.09	0.22	0.24	1.03	1.11	2.36	2.42	15.86	17.32
Sales in € billion	26.66	27.84	0.47	0.49	1.94	2.05	3.63	3.82	20.63	21.47
Number of enterprises	1,333	1,333	609	609	438	438	189	189	97	97

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

32 Computer and related activities (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	2.9	2.7	3.3	3.0	3.0	2.7	2.1	1.8	2.8	2.4
	50	6.7	6.5	7.9	7.5	6.2	5.8	4.7	4.7	7.2	8.0
	75	16.7	15.9	18.4	18.0	14.0	13.3	12.9	14.2	20.8	21.0
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.2	0.1	0.0
	50	2.6	2.5	2.0	2.0	3.2	3.3	3.3	2.3	1.7	1.8
	75	15.4	14.6	16.1	15.2	17.7	15.1	14.6	12.9	7.8	10.2
Equity	25	9.3	10.2	6.3	7.9	11.1	11.9	12.0	14.1	9.2	10.3
	50	24.5	26.9	22.4	26.1	24.2	27.1	28.8	30.1	20.8	19.8
	75	43.2	45.6	43.9	47.5	40.4	45.0	46.4	47.0	38.5	41.6
Short-term liabilities	25	21.2	19.0	22.7	19.8	21.7	19.5	20.9	18.2	16.6	16.1
	50	37.9	35.2	40.8	37.1	38.1	35.9	33.7	31.4	31.2	27.6
	75	62.6	58.4	66.8	62.4	58.1	58.7	58.4	55.9	45.4	40.6
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	75	15.6	14.0	22.0	21.3	12.5	11.8	8.8	7.3	2.0	1.4
		Percentage of gross revenue									
Cost of materials	25	9.7	9.5	7.0	6.6	10.8	11.7	16.9	16.6	18.6	18.9
	50	30.4	30.2	25.9	24.3	32.7	32.3	36.6	35.9	36.3	36.0
	75	53.6	53.1	47.5	46.1	58.4	59.3	63.1	62.6	54.8	56.5
Personnel expenses	25	22.9	23.3	24.7	24.5	24.1	23.5	19.3	19.7	19.8	21.1
	50	39.1	40.2	42.2	42.8	41.0	40.7	35.1	34.7	33.6	32.4
	75	55.9	55.6	57.9	57.0	56.7	56.6	51.0	52.1	45.9	44.0
Depreciation	25	1.0	0.9	1.2	1.0	1.0	0.8	0.9	0.8	1.4	1.1
	50	2.3	2.0	2.4	2.2	1.9	1.7	2.4	2.0	3.5	3.4
	75	4.5	4.2	4.3	4.3	3.8	3.1	6.2	4.7	8.4	7.4
Annual result	25	0.2	0.3	-0.2	0.2	0.5	0.6	0.3	0.5	0.1	0.1
	50	1.9	2.3	1.7	2.4	2.1	2.3	1.9	2.6	1.7	1.4
	75	6.4	6.8	6.8	7.3	5.8	6.6	5.6	6.7	7.6	5.1
		Percentage of sales									
Annual result before taxes on income	25	0.2	0.6	-0.1	0.4	0.6	0.8	0.4	0.8	0.3	0.3
	50	2.6	3.4	2.2	3.4	2.8	3.2	2.8	4.1	2.6	1.9
	75	8.8	9.2	9.5	9.2	8.2	9.0	7.2	9.5	9.7	7.8
Annual result and depreciation	25	2.3	2.6	1.7	2.6	2.6	2.5	2.7	2.5	2.8	2.8
	50	6.0	6.6	5.4	6.6	5.7	5.9	6.7	6.8	8.6	8.1
	75	13.3	14.0	13.9	13.7	12.7	13.6	12.8	15.2	15.0	14.9
Trade receivables	25	5.7	5.8	5.5	6.0	6.7	6.2	5.9	5.9	1.3	2.0
	50	10.6	10.6	10.4	10.6	11.1	11.4	10.5	10.7	8.9	6.8
	75	16.2	16.0	17.3	16.5	16.3	16.1	15.6	16.0	14.6	12.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.6	2.2	0.8	1.7	3.0	2.9	1.4	2.4	0.7	0.9
	50	6.4	7.0	6.5	7.7	6.6	6.8	5.9	6.7	5.1	4.4
	75	15.6	15.3	18.6	18.3	14.5	13.6	13.4	13.3	16.4	9.7
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	3.8	5.3	0.9	3.8	5.3	5.6	6.7	8.3	6.9	6.8
	50	19.7	21.7	18.7	20.9	19.8	22.2	19.7	22.8	26.2	21.5
	75	53.8	59.8	58.2	59.8	54.0	64.9	46.0	63.8	54.9	42.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	104.8	115.8	97.8	117.3	116.0	122.6	114.7	115.7	95.7	95.1
	50	222.3	249.1	214.3	255.0	244.8	260.0	251.5	259.9	136.5	145.8
	75	565.1	602.0	566.0	617.7	570.3	600.8	598.8	615.7	311.3	366.1
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	96.2	104.7	88.6	96.9	103.9	104.8	104.8	116.7	113.1	113.3
	50	163.9	180.3	148.7	171.4	167.4	180.3	179.7	197.6	178.5	193.2
	75	311.9	351.0	307.4	345.9	303.4	343.6	323.0	367.8	368.9	396.3
		Percentage of cost of materials									
Trade payables	25	6.9	6.8	7.4	7.7	7.2	7.4	6.0	6.0	3.5	3.6
	50	14.3	14.0	16.1	15.4	14.2	14.0	13.2	12.6	11.0	9.4
	75	27.6	26.5	39.4	31.2	24.3	26.9	19.5	22.9	20.3	17.6

1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

33 Other business activities *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	2.9	2.6	4.0	3.3	2.0	1.9	3.9	3.4	2.8	2.5
of which Goodwill	1.6	1.5	2.8	2.3	1.1	1.0	2.0	1.8	1.5	1.4
Tangible fixed assets	19.7	18.7	19.2	18.4	17.3	17.2	19.0	18.2	20.2	19.1
of which Land and buildings	9.7	9.3	7.1	6.8	6.9	6.8	8.2	8.4	10.5	10.0
Inventories	11.2	11.0	12.4	12.7	17.0	16.8	12.3	11.6	10.1	10.0
of which Finished goods and merchandise	1.5	1.7	2.7	2.9	2.3	2.2	1.9	2.0	1.2	1.5
Cash	11.6	11.1	17.0	17.4	17.0	17.3	16.2	16.5	9.5	8.8
Receivables	42.2	42.5	41.0	41.2	40.8	40.5	41.2	41.6	42.7	43.0
Short-term	34.6	35.5	37.9	38.4	38.3	37.8	38.9	39.2	32.9	34.2
of which										
Trade receivables	14.6	14.9	22.8	22.9	22.6	22.8	19.1	19.4	12.2	12.6
Receivables from affiliated companies	12.2	14.1	7.6	8.4	9.9	9.7	15.1	14.4	12.0	14.8
Long-term	7.6	7.0	3.1	2.8	2.5	2.7	2.3	2.4	9.7	8.8
of which Loans to affiliated companies	3.4	3.9	0.4	0.3	0.2	0.4	1.4	1.3	4.4	5.1
Securities	6.8	7.8	2.7	2.9	2.6	2.6	2.6	3.3	8.5	9.7
Other long-term equity investments	4.9	5.5	2.5	2.8	2.4	2.7	4.3	4.7	5.5	6.2
Capital										
Equity	26.8	27.0	19.1	20.9	23.5	25.6	27.3	27.8	27.5	27.2
Liabilities	42.2	41.3	63.4	61.5	59.1	56.9	52.7	52.2	36.7	35.9
Short-term	35.7	34.9	45.8	44.8	48.7	47.4	44.7	43.3	31.5	30.9
of which										
Liabilities to banks	2.3	2.3	8.2	7.4	4.8	5.0	4.9	4.5	1.2	1.2
Trade payables	7.3	7.4	10.4	10.3	9.1	9.3	9.7	9.7	6.3	6.5
Liabilities to affiliated companies	7.9	8.2	7.0	7.1	9.0	8.8	11.6	10.4	7.0	7.7
Long-term	6.5	6.4	17.6	16.7	10.4	9.5	8.0	9.0	5.2	5.0
of which										
Liabilities to banks	4.0	3.5	12.1	11.0	6.2	5.6	4.6	4.8	3.2	2.6
Liabilities to affiliated companies	1.7	2.2	3.9	4.0	3.6	3.2	1.7	2.9	1.4	1.8
Provisions	30.1	30.9	16.5	16.5	17.0	16.8	19.1	18.9	35.0	36.0
of which Provisions for pensions	12.9	12.8	6.1	6.1	4.8	5.0	5.2	5.4	16.1	15.8
Income statement										
Percentage of gross revenue										
Income	100.0	100.2	99.6	99.4	99.8	99.9	100.1	100.3	100.0	100.4
Sales	0.0	-0.2	0.4	0.6	0.2	0.1	-0.1	-0.3	0.0	-0.4
Change in finished goods	0.6	0.7	0.3	0.4	0.4	0.4	0.4	0.4	0.7	0.9
Interest and similar income	5.5	5.3	7.3	7.1	5.2	5.0	3.7	4.3	6.0	5.5
Other income ²										
of which Income from long-term equity investments	0.3	0.3	0.2	0.2	0.2	0.3	0.3	0.4	0.2	0.3
Total income ²	106.1	106.0	107.6	107.5	105.6	105.4	104.2	104.7	106.8	106.4
Expenses										
Cost of materials	38.2	38.0	24.8	25.3	33.2	33.5	36.7	38.1	40.5	39.5
Personnel expenses	37.4	36.9	45.2	44.5	42.2	41.9	38.7	37.4	35.6	35.3
Depreciation	3.5	3.1	3.7	3.3	2.6	2.4	2.9	2.6	3.9	3.3
of which Depreciation of tangible fixed assets	3.3	2.8	3.5	3.2	2.4	2.3	2.5	2.4	3.7	3.0
Interest and similar expenses	0.7	0.7	1.2	1.1	0.8	0.7	0.7	0.7	0.7	0.6
Operating taxes	0.1	0.0	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.0
Other expenses ³	21.2	22.0	25.9	25.6	20.1	19.7	19.6	19.4	21.6	23.1
Total expenses before taxes on income ³	101.1	100.6	100.7	99.9	98.8	98.3	98.7	98.2	102.4	101.9
Annual result before taxes on income	5.0	5.4	6.9	7.6	6.7	7.1	5.5	6.5	4.4	4.5
Taxes on income	1.4	1.5	1.4	1.6	1.9	2.0	1.4	1.6	1.3	1.4
Annual result	3.6	3.8	5.5	6.0	4.8	5.1	4.0	4.9	3.1	3.1
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.3	6.9	7.7	6.8	7.2	5.5	6.5	4.4	4.5
Annual result and depreciation	7.1	6.9	9.2	9.4	7.5	7.6	6.9	7.4	7.0	6.4
Trade receivables	10.2	10.4	12.9	13.2	12.2	12.3	10.9	11.1	9.5	9.8
Percentage of the balance sheet total										
Sales	143.0	143.0	177.4	173.6	186.1	186.3	175.5	175.4	128.3	128.7
Annual result and interest paid	6.2	6.4	11.9	12.4	10.4	10.9	8.3	9.7	4.9	4.7
Percentage of liabilities and provisions less cash										
Annual result and depreciation	16.5	15.9	25.6	26.5	23.3	24.8	21.6	23.5	14.2	12.9
Percentage of fixed assets										
Long-term equity and liabilities	119.0	121.5	148.1	157.5	154.9	158.2	134.3	141.5	112.9	114.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	137.2	143.5	123.0	127.8	116.8	119.6	127.0	133.4	145.7	152.4
Cash resources, short-term receivables and inventories	168.5	174.9	150.1	156.1	151.7	155.2	154.5	160.2	177.7	184.8
Percentage of cost of materials										
Trade payables	13.3	13.7	23.6	23.4	14.7	15.0	15.1	14.6	12.2	12.9
Memo item										
Balance sheet total in € billion	30.65	32.81	1.00	1.08	2.79	2.93	5.12	5.41	21.75	23.39
Sales in € billion	43.85	46.92	1.77	1.87	5.19	5.46	8.98	9.49	27.91	30.10
Number of enterprises	4,264	4,264	2,509	2,509	1,165	1,165	435	435	155	155

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

33 Other business activities * (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	2.7	2.5	2.8	2.5	3.1	2.9	1.9	1.9	1.6	1.7
	50	8.3	8.0	8.9	8.4	8.3	8.1	6.6	6.3	4.8	4.9
	75	20.9	20.6	22.3	22.1	18.2	18.8	18.3	18.0	19.0	17.2
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
	50	1.6	1.6	0.5	0.8	3.0	2.9	2.4	2.2	2.5	2.5
	75	12.7	13.3	11.1	12.1	16.0	16.4	14.6	13.9	11.9	10.5
Equity	25	5.6	6.7	4.6	6.1	6.3	7.8	7.0	8.0	4.3	4.9
	50	20.6	22.0	21.8	23.5	19.1	21.4	20.0	19.7	15.6	15.4
	75	40.2	42.2	43.2	45.5	36.3	37.9	36.0	37.1	36.3	37.6
Short-term liabilities	25	23.5	23.0	21.4	20.7	28.3	27.6	26.3	25.6	15.5	17.6
	50	43.0	41.3	41.3	38.9	45.6	44.9	46.0	45.5	35.9	34.9
	75	68.5	65.6	68.7	65.9	68.7	65.4	68.7	67.6	55.8	56.4
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.9	0.3	2.6	1.8	0.8	0.7	0.0	0.0	0.0	0.0
	75	22.0	21.0	29.4	27.1	17.8	16.8	10.1	11.1	3.2	0.7
		Percentage of gross revenue									
Cost of materials	25	1.8	2.2	0.0	0.0	7.0	7.1	9.8	11.1	9.9	10.9
	50	17.9	18.5	11.2	11.6	28.1	27.7	32.5	32.7	43.0	41.8
	75	47.8	47.9	37.0	37.3	55.4	55.7	64.3	64.4	71.2	70.0
Personnel expenses	25	21.9	22.1	25.0	25.3	21.4	20.8	15.4	15.3	9.1	9.1
	50	41.6	41.2	44.1	43.5	39.3	39.4	35.2	34.4	27.4	26.7
	75	61.2	60.8	61.6	60.8	61.2	61.8	60.7	59.7	51.7	52.5
Depreciation	25	0.9	0.8	1.1	1.0	0.8	0.7	0.6	0.6	0.4	0.5
	50	2.0	1.8	2.4	2.2	1.6	1.5	1.4	1.3	1.5	1.4
	75	4.1	3.8	4.7	4.4	3.1	2.9	3.0	2.9	4.1	4.3
Annual result	25	0.4	0.5	0.2	0.3	0.6	0.7	0.6	0.6	0.1	0.1
	50	2.7	3.1	2.8	3.2	2.6	2.9	2.6	2.9	2.0	2.5
	75	8.0	8.5	9.1	9.8	6.8	7.1	6.0	6.8	6.3	5.9
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.8	0.5	0.6	1.0	1.2	1.0	1.0	0.3	0.4
	50	3.8	4.3	4.0	4.5	3.8	4.5	3.6	4.1	2.7	3.5
	75	10.9	11.1	12.2	12.6	9.8	10.4	8.1	9.5	8.4	7.9
Annual result and depreciation	25	2.7	2.8	2.7	2.8	2.9	3.0	2.6	2.8	2.0	2.0
	50	7.1	7.5	7.9	8.2	6.4	6.8	6.0	6.4	7.2	6.6
	75	14.8	15.2	16.9	17.3	12.5	13.0	12.1	12.2	12.2	12.1
Trade receivables	25	4.9	5.3	4.8	5.1	6.0	6.3	3.0	3.9	1.8	1.7
	50	10.1	10.5	10.1	10.6	10.5	10.9	9.4	9.6	8.1	8.3
	75	16.4	16.5	17.8	17.3	15.8	15.6	14.6	14.7	13.6	14.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.5	2.8	2.1	2.4	3.4	3.6	2.9	3.2	1.2	1.1
	50	7.7	8.3	7.6	8.2	8.3	8.9	7.6	7.9	4.8	4.8
	75	18.3	19.0	20.4	21.5	16.9	16.8	15.4	16.4	12.9	15.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.3	5.0	3.3	3.2	7.9	7.9	6.6	7.6	5.3	5.1
	50	20.3	20.9	19.4	19.1	23.6	24.2	20.3	22.7	16.5	15.8
	75	56.3	55.8	58.2	57.1	59.2	55.5	46.6	54.1	44.7	42.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	92.9	100.0	86.9	98.6	102.3	107.5	92.1	96.2	98.2	96.8
	50	188.4	199.6	191.7	207.2	198.7	203.7	169.9	176.1	136.5	137.5
	75	485.6	508.0	506.5	541.4	475.3	484.9	429.6	397.1	338.9	365.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	85.7	90.6	81.1	83.5	89.7	95.3	97.2	95.7	106.2	110.4
	50	145.6	152.4	150.0	158.0	140.7	147.4	140.2	146.5	165.1	178.8
	75	267.3	277.4	286.5	306.2	240.8	238.4	236.1	239.5	321.5	297.7
		Percentage of cost of materials									
Trade payables	25	5.6	6.1	5.1	5.9	6.3	6.6	5.9	6.2	5.4	4.7
	50	13.5	14.1	15.7	16.2	13.1	13.5	11.5	11.6	10.2	9.9
	75	31.0	30.8	40.0	38.0	24.6	26.4	21.1	21.1	17.8	16.7

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

33 Other business activities * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindere sample for 2004-2005 1									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	2.8	2.6	3.5	3.0	1.8	1.6	4.3	3.7	2.6	2.4
of which Goodwill	1.6	1.5	2.4	2.0	0.9	0.8	2.3	2.0	1.5	1.4
Tangible fixed assets	19.7	18.9	17.2	16.5	17.1	17.0	18.2	17.2	20.5	19.6
of which Land and buildings	9.9	9.4	5.8	5.6	6.4	6.4	7.5	7.7	11.0	10.3
Inventories	11.3	11.2	12.8	13.1	16.3	16.1	12.2	11.3	10.4	10.5
of which Finished goods and merchandise	1.3	1.6	2.3	2.4	2.3	2.0	2.0	2.1	1.0	1.4
Cash	11.9	11.3	18.2	18.7	17.4	17.9	16.9	17.1	9.9	8.8
Receivables	41.0	41.4	41.3	41.2	41.1	40.8	41.0	41.8	41.0	41.5
Short-term	34.4	35.4	38.2	38.1	38.5	38.0	38.3	39.3	32.9	34.1
of which										
Trade receivables	14.1	14.3	22.5	22.3	22.1	22.5	19.1	19.3	11.6	11.8
Receivables from affiliated companies	12.6	14.3	7.9	8.5	10.4	10.2	14.5	14.4	12.6	15.1
Long-term	6.6	6.0	3.0	3.1	2.6	2.8	2.6	2.5	8.1	7.4
of which Loans to affiliated companies	3.7	3.6	0.3	0.3	0.2	0.4	1.6	1.3	4.7	4.7
Securities	7.7	8.8	3.0	3.4	2.8	2.8	2.8	3.6	9.7	11.0
Other long-term equity investments	4.7	4.9	2.7	2.9	2.6	2.9	4.1	4.6	5.2	5.3
Capital										
Equity	27.0	27.1	21.6	23.3	25.5	27.6	28.4	29.0	27.1	26.8
Liabilities	41.0	40.4	59.7	58.3	56.4	54.4	50.9	50.4	36.1	35.6
Short-term	35.5	35.3	45.1	44.2	46.6	45.4	43.8	42.4	31.8	32.1
of which										
Liabilities to banks	2.2	2.1	6.9	6.3	4.2	4.5	4.5	4.4	1.3	1.2
Trade payables	7.2	7.3	10.5	10.4	8.7	9.2	9.9	9.8	6.3	6.4
Liabilities to affiliated companies	7.7	8.3	7.1	7.2	8.6	8.3	10.9	9.6	6.9	8.0
Long-term	5.5	5.1	14.5	14.1	9.7	9.0	7.2	8.1	4.2	3.5
of which										
Liabilities to banks	3.0	2.7	9.1	8.3	5.6	5.3	4.3	4.5	2.1	1.8
Liabilities to affiliated companies	1.8	1.6	4.1	4.3	3.6	3.0	1.2	2.4	1.6	1.2
Provisions	31.2	31.7	17.7	17.4	17.6	17.3	19.8	19.5	36.0	36.8
of which Provisions for pensions	13.8	13.5	7.1	7.0	5.2	5.5	5.3	5.5	17.1	16.6
Income statement										
Percentage of gross revenue										
Income	100.0	100.3	99.6	99.3	99.9	99.9	99.9	100.3	100.0	100.4
Sales	0.0	-0.3	0.4	0.7	0.1	0.1	0.1	-0.3	0.0	-0.4
Change in finished goods	0.7	0.7	0.4	0.4	0.4	0.4	0.5	0.5	0.8	0.9
Interest and similar income	5.9	5.6	8.2	7.7	5.6	5.3	3.7	4.3	6.5	6.0
Other income 2										
of which Income from long-term equity investments	0.3	0.3	0.2	0.2	0.3	0.2	0.3	0.3	0.3	0.4
Total income 2	106.6	106.4	108.5	108.1	106.0	105.7	104.2	104.8	107.3	106.9
Expenses										
Cost of materials	36.3	35.8	25.7	26.1	33.4	33.6	36.1	37.4	37.5	36.3
Personnel expenses	38.7	38.2	47.9	47.1	42.7	42.6	38.6	37.5	37.4	37.1
Depreciation	3.4	3.1	3.4	3.2	2.6	2.4	3.0	2.7	3.6	3.4
of which Depreciation of tangible fixed assets	3.1	2.8	3.2	3.0	2.4	2.3	2.6	2.5	3.4	3.1
Interest and similar expenses	0.7	0.6	1.0	1.0	0.7	0.7	0.7	0.7	0.7	0.6
Operating taxes	0.1	0.0	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.0
Other expenses 3	22.4	23.5	25.9	25.4	20.3	19.8	20.2	20.0	23.3	25.3
Total expenses before taxes on income 3	101.5	101.3	104.0	102.9	99.8	99.2	98.8	98.4	102.5	102.5
Annual result before taxes on income	5.1	5.1	4.5	5.3	6.2	6.5	5.4	6.4	4.8	4.4
Taxes on income	1.5	1.7	1.6	1.8	2.0	2.1	1.6	1.8	1.4	1.6
Annual result	3.6	3.4	3.0	3.5	4.2	4.4	3.8	4.6	3.4	2.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.1	5.1	4.5	5.3	6.2	6.5	5.4	6.3	4.8	4.4
Annual result and depreciation	6.9	6.5	6.4	6.7	6.8	6.9	6.8	7.2	7.0	6.2
Trade receivables	10.3	10.4	13.1	13.3	12.0	12.2	11.1	11.2	9.6	9.7
Percentage of the balance sheet total										
Sales	137.2	136.6	172.3	167.4	184.7	184.4	172.7	171.9	121.7	121.5
Annual result and interest paid	5.8	5.5	6.9	7.6	9.1	9.4	7.8	9.0	5.0	4.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.5	14.4	18.3	19.4	22.0	23.2	21.5	23.1	13.5	11.7
Percentage of fixed assets										
Long-term equity and liabilities	121.6	122.9	160.7	168.7	162.7	166.5	136.1	145.7	115.1	114.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	139.8	143.4	128.7	132.5	123.6	126.7	130.3	138.2	146.4	148.5
Cash resources, short-term receivables and inventories	171.6	175.1	157.2	162.1	158.5	162.1	158.2	164.9	179.0	181.1
Percentage of cost of materials										
Trade payables	14.5	14.9	23.6	23.6	14.1	14.8	15.9	15.3	13.7	14.5
Memo item										
Balance sheet total in € billion	26.73	28.54	0.80	0.88	2.40	2.53	4.34	4.62	19.19	20.52
Sales in € billion	36.66	39.00	1.37	1.47	4.43	4.66	7.49	7.93	23.37	24.93
Number of enterprises	3,416	3,416	1,923	1,923	995	995	364	364	134	134

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

33 Other business activities * (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	2.4	2.2	2.4	2.1	3.0	2.8	1.8	1.8	1.6	1.7
	50	7.3	6.9	7.3	6.9	8.0	7.9	6.5	6.2	4.3	4.8
	75	17.5	17.9	18.1	18.2	16.9	18.1	17.6	16.8	16.1	14.8
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
	50	1.9	1.8	0.8	1.0	2.9	2.9	2.4	2.0	1.6	1.8
	75	13.3	13.9	12.0	13.1	15.5	15.8	14.1	13.8	10.8	9.9
Equity	25	8.0	8.8	8.3	8.8	8.2	9.7	8.0	9.1	4.2	4.9
	50	22.3	23.7	23.5	25.0	21.3	23.2	20.3	20.3	15.3	14.8
	75	40.7	42.9	43.7	45.8	37.8	39.3	37.0	37.9	36.3	37.8
Short-term liabilities	25	23.3	22.8	21.7	20.8	26.9	25.9	25.3	25.3	15.5	18.3
	50	42.3	40.3	41.2	38.3	44.2	43.4	45.5	45.1	36.2	34.8
	75	66.7	64.3	67.4	64.4	66.7	63.9	68.6	67.0	55.6	56.4
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	0.0	0.0	0.0	0.0	0.3	0.3	0.0	0.0	0.0	0.0
	75	17.2	16.2	21.6	20.3	15.7	14.0	8.9	8.5	2.3	0.5
		Percentage of gross revenue									
Cost of materials	25	2.5	2.9	0.1	0.4	7.7	7.9	9.2	11.1	9.6	10.7
	50	18.5	19.6	12.1	12.4	28.8	28.2	33.6	33.3	41.8	40.9
	75	49.1	48.8	38.2	38.2	55.9	56.4	62.8	63.4	70.4	68.6
Personnel expenses	25	24.1	24.3	29.5	29.1	21.5	21.2	15.8	15.5	9.1	9.1
	50	44.4	44.5	48.8	48.6	40.2	40.5	35.5	34.5	28.6	26.8
	75	63.4	63.0	64.2	63.9	62.0	62.8	60.7	59.6	52.2	52.9
Depreciation	25	0.8	0.7	1.0	0.9	0.8	0.7	0.6	0.6	0.4	0.4
	50	1.9	1.7	2.2	2.0	1.6	1.5	1.4	1.3	1.3	1.2
	75	3.8	3.5	4.4	4.0	2.9	2.8	2.9	2.9	3.8	4.0
Annual result	25	0.2	0.3	0.0	0.1	0.6	0.7	0.5	0.5	0.2	0.1
	50	2.1	2.4	1.8	2.1	2.4	2.7	2.3	2.8	2.0	2.4
	75	5.8	6.3	5.6	6.2	6.2	6.4	5.7	6.7	6.3	5.6
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.6	0.1	0.3	0.9	1.0	0.8	0.9	0.5	0.4
	50	3.0	3.4	2.6	3.1	3.4	4.0	3.6	4.0	2.8	3.4
	75	8.5	9.2	8.2	8.9	9.2	9.7	8.0	9.5	8.4	7.4
Annual result and depreciation	25	2.4	2.4	2.2	2.2	2.7	2.7	2.4	2.8	2.0	2.0
	50	6.0	6.3	6.0	6.2	6.0	6.3	6.1	6.7	6.9	6.2
	75	12.3	12.4	12.6	12.7	11.9	12.3	12.1	11.8	12.2	11.9
Trade receivables	25	5.0	5.4	5.0	5.4	6.0	6.3	3.0	3.9	1.7	1.6
	50	10.2	10.6	10.5	10.8	10.5	11.1	9.3	9.6	7.8	8.3
	75	16.5	16.5	18.2	17.7	15.5	15.7	14.5	14.6	13.6	14.4
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.0	2.2	1.4	1.4	3.2	3.3	2.6	3.0	1.6	0.9
	50	6.3	6.6	5.8	6.1	7.8	8.1	6.6	7.4	4.8	4.6
	75	14.0	14.0	13.2	13.2	15.1	14.7	14.1	14.4	12.4	13.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.2	3.8	1.7	1.3	7.5	7.2	5.8	7.4	6.0	4.6
	50	17.6	17.8	14.9	14.7	22.5	22.9	19.6	22.1	16.4	13.6
	75	48.4	47.2	44.6	42.5	57.9	53.0	44.4	52.5	39.5	39.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	103.5	108.7	100.4	108.3	112.8	114.9	93.2	96.3	105.4	103.3
	50	206.8	220.7	220.0	241.3	213.5	216.8	171.5	187.9	142.2	139.3
	75	534.9	565.1	593.2	618.2	506.0	511.5	434.9	425.8	379.3	377.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	92.3	96.3	87.1	92.6	96.7	98.9	98.1	96.6	106.3	110.4
	50	152.8	159.7	157.9	169.2	149.4	154.7	142.0	150.3	175.1	176.9
	75	277.5	286.6	300.0	316.0	251.4	244.5	257.3	239.7	350.1	297.7
		Percentage of cost of materials									
Trade payables	25	5.7	6.3	5.4	6.3	6.1	6.6	5.7	6.1	5.6	5.3
	50	13.6	14.3	15.9	16.7	12.8	13.6	11.4	11.6	10.4	9.8
	75	30.2	30.9	40.6	39.0	23.8	26.5	20.9	20.6	18.0	16.7

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by economic sector

33 Other business activities * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	3.5	2.9	5.8	4.7	3.2	3.8	1.3	1.7	4.1	3.0
of which Goodwill	1.4	1.2	4.5	3.6	2.1	2.1	0.4	0.6	1.3	1.1
Tangible fixed assets	19.3	17.6	27.4	26.7	18.6	18.3	23.3	23.6	17.6	15.1
of which Land and buildings	8.3	8.7	12.4	12.2	9.7	9.5	12.1	12.8	6.6	7.3
Inventories	10.4	9.3	10.6	10.9	21.0	21.6	12.6	12.9	8.0	6.5
of which Finished goods and merchandise	2.2	2.2	4.3	5.0	2.7	3.1	1.0	1.2	2.2	2.2
Cash	9.2	9.9	11.8	11.8	14.6	13.7	12.6	12.9	7.2	8.5
Receivables	50.4	49.6	39.9	41.3	39.1	39.0	42.7	40.8	55.3	54.1
Short-term	35.5	36.1	36.8	39.6	36.9	36.8	41.9	38.9	33.2	35.0
of which										
Trade receivables	18.1	19.4	24.1	25.7	26.0	24.9	19.1	19.8	16.1	18.1
Receivables from affiliated companies	9.3	12.6	6.5	7.9	6.9	7.0	18.3	14.7	7.2	13.1
Long-term	15.0	13.5	3.1	1.7	2.2	2.2	0.8	1.9	22.1	19.1
of which Loans to affiliated companies	1.2	5.4	0.7	0.4	0.2	0.4	0.3	1.4	1.7	7.5
Securities	0.5	0.5	1.5	1.0	1.3	1.2	1.5	1.6	0.0	0.0
Other long-term equity investments	6.2	9.7	1.4	2.1	1.5	1.6	5.4	5.7	7.6	12.5
Capital										
Equity	25.6	26.0	9.2	10.6	10.9	12.8	21.5	20.8	30.4	30.4
Liabilities	50.7	47.7	78.1	75.9	75.7	72.7	62.4	62.7	41.3	38.1
Short-term	37.3	32.0	48.3	47.6	61.1	59.8	50.1	48.6	29.0	22.5
of which										
Liabilities to banks	3.1	3.3	13.8	12.2	8.1	7.7	6.6	5.1	0.4	1.6
Trade payables	7.9	8.3	10.0	10.0	11.3	10.2	8.7	9.2	6.9	7.8
Liabilities to affiliated companies	9.4	7.9	6.4	6.5	11.3	11.5	15.2	15.2	7.6	5.5
Long-term	13.4	15.7	29.8	28.4	14.6	13.0	12.3	14.1	12.3	15.6
of which										
Liabilities to banks	11.0	9.1	24.0	22.7	9.9	8.0	6.7	6.9	11.4	8.9
Liabilities to affiliated companies	1.6	6.0	3.0	3.0	3.7	4.0	4.6	5.7	0.3	6.5
Provisions	22.8	25.3	11.8	12.5	13.2	13.4	15.3	15.5	27.4	30.6
of which Provisions for pensions	6.7	8.0	2.1	2.1	2.5	2.2	4.8	4.8	8.3	10.2
Income statement										
Income										
Percentage of gross revenue										
Sales	100.1	100.1	99.8	99.9	99.2	99.6	100.9	100.3	100.1	100.1
Change in finished goods	-0.1	-0.1	0.2	0.1	0.8	0.4	-0.9	-0.3	-0.1	-0.1
Interest and similar income	0.2	0.6	0.2	0.3	0.3	0.2	0.4	0.3	0.2	0.8
Other income ²	3.6	3.4	4.3	4.9	2.9	3.7	3.8	4.1	3.6	3.1
of which Income from long-term equity investments	0.2	0.3	0.0	0.1	0.1	0.4	0.6	0.5	0.2	0.2
Total income ²	103.8	104.1	104.5	105.2	103.2	103.9	104.1	104.4	103.8	103.9
Expenses										
Cost of materials	48.2	48.6	21.6	22.2	31.6	32.6	39.8	41.1	56.1	55.3
Personnel expenses	30.7	30.5	35.7	34.9	39.3	38.0	38.8	37.1	26.2	27.1
Depreciation	4.5	2.9	4.6	4.0	2.8	2.5	2.3	2.1	5.5	3.0
of which Depreciation of tangible fixed assets	4.1	2.4	4.4	3.9	2.4	2.3	2.0	1.9	5.0	2.4
Interest and similar expenses	1.0	0.8	1.6	1.5	0.9	0.8	0.9	0.8	1.0	0.7
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.1	0.0	0.0
Other expenses ³	14.9	14.6	25.7	26.4	18.9	19.1	16.3	15.9	12.8	12.6
Total expenses before taxes on income ³	99.4	97.3	89.3	89.0	93.5	93.1	98.1	97.1	101.7	98.7
Annual result before taxes on income	4.4	6.7	15.3	16.1	9.7	10.9	6.0	7.3	2.1	5.2
Taxes on income	0.8	0.9	0.9	0.9	1.3	1.5	0.8	0.9	0.7	0.8
Annual result	3.6	5.8	14.4	15.2	8.4	9.4	5.2	6.4	1.3	4.3
Other ratios										
Percentage of sales										
Annual result before taxes on income	4.4	6.7	15.3	16.1	9.8	10.9	6.0	7.3	2.1	5.2
Annual result and depreciation	8.1	8.6	19.0	19.3	11.3	11.9	7.5	8.5	6.9	7.3
Trade receivables	9.9	10.4	12.2	12.8	13.3	12.5	10.0	10.1	9.1	10.0
Percentage of the balance sheet total										
Sales	182.9	185.5	198.1	200.6	194.7	198.2	191.3	195.5	177.4	179.9
Annual result and interest paid	8.4	12.2	31.7	33.6	18.2	20.3	11.5	14.1	4.1	9.1
Percentage of liabilities and provisions less cash										
Annual result and depreciation	22.8	25.0	47.6	49.8	29.4	32.1	21.7	25.0	19.5	21.6
Percentage of fixed assets										
Long-term equity and liabilities	103.8	113.8	112.0	120.4	108.9	108.1	124.5	119.4	99.2	112.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	120.6	144.7	101.7	108.6	85.0	85.8	111.3	109.3	139.4	192.9
Cash resources, short-term receivables and inventories	148.3	173.9	123.6	131.6	119.4	121.9	136.4	135.9	167.1	222.0
Percentage of cost of materials										
Trade payables	8.9	9.3	23.3	22.4	18.2	15.7	11.5	11.4	7.0	7.8
Memo item										
Balance sheet total in € billion	3.93	4.27	0.20	0.20	0.39	0.40	0.78	0.79	2.56	2.88
Sales in € billion	7.19	7.92	0.39	0.40	0.76	0.79	1.49	1.55	4.54	5.17
Number of enterprises	848	848	586	586	170	170	71	71	21	21

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by economic sector

33 Other business activities * (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.5	4.6	5.6	5.4	4.0	4.6	2.7	2.5	3.4	3.1
	50	14.0	13.8	17.7	16.1	10.2	9.9	7.0	7.2	10.8	9.0
	75	37.5	35.6	41.7	40.0	26.8	23.4	29.1	24.9	26.3	22.3
Inventories	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.5	0.5
	50	0.6	1.2	0.0	0.1	3.2	3.0	2.4	3.4	7.5	5.6
	75	10.5	11.6	8.2	9.6	18.6	19.8	18.0	16.3	14.5	11.3
Equity	25	- 6.9	- 7.0	- 17.1	- 16.7	0.6	0.5	3.9	3.8	5.1	6.4
	50	12.3	12.5	11.6	14.1	10.3	9.4	16.6	16.4	16.9	19.1
	75	37.9	38.0	42.1	43.8	24.1	27.6	30.0	32.0	29.1	30.1
Short-term liabilities	25	24.5	23.6	20.7	20.0	41.0	37.2	32.0	30.0	28.8	12.4
	50	47.7	47.1	42.3	41.8	57.0	57.2	46.3	48.7	35.8	37.4
	75	76.0	74.9	74.9	74.1	84.2	79.2	74.4	72.3	59.2	58.9
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	14.1	12.5	21.3	18.7	8.1	7.0	4.0	3.1	0.0	0.0
	75	47.3	46.2	59.2	57.9	33.8	32.4	15.4	14.6	9.3	4.4
		Percentage of gross revenue									
Cost of materials	25	0.2	0.0	0.0	0.0	3.6	3.5	10.6	11.0	24.3	24.9
	50	13.1	13.8	6.9	7.1	25.7	25.3	27.9	32.0	52.7	43.2
	75	42.2	42.7	32.9	34.6	52.5	53.4	76.7	74.3	71.2	74.8
Personnel expenses	25	13.2	13.8	12.4	13.3	20.5	17.9	10.5	11.1	11.6	10.8
	50	32.4	31.8	31.5	30.8	36.2	35.8	33.4	33.9	14.8	20.1
	75	49.6	49.4	47.2	47.0	55.2	57.3	57.3	61.9	39.8	34.8
Depreciation	25	1.2	1.1	1.4	1.3	1.0	1.0	0.5	0.4	1.5	0.8
	50	2.6	2.4	3.1	2.8	1.8	1.8	1.5	1.3	3.3	2.6
	75	5.0	4.6	5.8	5.2	3.8	3.2	3.2	3.1	7.5	6.6
Annual result	25	2.4	3.1	3.9	4.9	1.8	2.0	1.1	1.2	- 0.1	0.4
	50	9.3	10.4	14.4	14.1	5.3	5.6	3.1	3.7	1.6	4.2
	75	23.6	24.1	27.9	26.5	13.5	14.9	8.2	8.8	6.1	6.3
		Percentage of sales									
Annual result before taxes on income	25	2.8	3.8	4.2	5.3	2.1	2.7	1.9	1.3	- 0.1	0.5
	50	10.9	11.5	15.3	15.0	6.3	7.5	3.9	4.6	1.9	5.1
	75	25.3	25.4	28.4	27.8	16.3	17.0	8.9	9.6	7.9	10.1
Annual result and depreciation	25	6.1	6.8	8.5	9.3	5.0	5.2	3.5	3.2	2.7	3.7
	50	15.0	15.7	20.4	20.2	8.8	10.1	6.0	6.0	8.3	8.3
	75	29.9	29.7	33.2	33.8	19.6	19.6	12.3	14.2	12.1	14.6
Trade receivables	25	4.6	4.7	4.2	4.3	5.9	6.3	2.6	3.6	4.8	5.5
	50	9.6	9.9	9.2	9.9	10.5	9.9	10.0	10.6	8.2	7.8
	75	15.6	16.1	15.3	16.6	17.6	15.0	14.9	16.0	12.4	13.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	7.7	9.5	10.2	12.3	5.2	7.6	4.9	4.5	1.2	3.7
	50	24.0	26.1	30.0	34.0	16.1	17.2	12.0	11.9	4.1	12.0
	75	59.0	61.5	72.7	78.1	35.3	38.6	20.2	26.6	23.8	24.5
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	11.7	14.3	12.1	14.9	10.8	13.8	11.9	12.9	5.3	8.4
	50	36.0	38.3	43.2	46.8	29.9	33.1	28.5	27.7	20.3	30.0
	75	94.6	103.6	122.3	122.7	64.7	76.0	52.8	60.4	53.9	56.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	50.5	64.4	43.8	57.1	52.4	69.4	76.4	84.1	54.3	68.0
	50	119.8	127.9	116.4	125.0	124.8	129.1	167.9	153.2	98.7	102.0
	75	309.1	319.5	305.0	322.6	288.3	303.0	403.2	364.6	181.7	195.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	64.0	65.4	57.1	63.8	59.6	56.2	97.2	75.5	99.3	103.8
	50	116.6	122.0	120.7	125.9	102.8	110.6	129.7	130.4	138.1	182.8
	75	228.7	241.2	262.5	269.9	163.1	176.5	201.2	219.8	217.7	249.4
		Percentage of cost of materials									
Trade payables	25	5.2	5.3	3.7	4.2	7.4	6.8	6.8	6.2	3.7	4.0
	50	13.2	13.6	14.3	14.9	13.6	11.8	12.7	11.4	9.4	10.6
	75	33.4	29.4	37.8	35.4	33.5	23.6	21.8	24.1	14.2	17.1

* Including research and development. Excluding holding companies. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

1 Public limited companies

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.2	1.0	4.0	3.4	2.2	2.0	2.4	2.0	1.2	1.0
of which Goodwill	0.3	0.3	0.9	0.6	0.9	0.8	0.8	0.6	0.3	0.3
Tangible fixed assets	19.6	18.5	22.4	22.1	25.4	24.9	29.3	28.4	19.4	18.4
of which Land and buildings	5.5	5.2	9.1	9.4	11.2	10.9	11.6	10.7	5.4	5.2
Inventories	8.1	8.0	10.4	10.4	15.2	16.3	15.7	14.9	8.0	7.9
of which Finished goods and merchandise	3.8	4.1	4.5	4.8	6.6	6.6	6.4	6.4	3.8	4.1
Cash	7.0	5.8	13.5	15.5	14.2	16.1	10.4	10.0	6.9	5.7
Receivables	24.8	25.7	37.4	35.5	33.4	31.9	28.3	30.1	24.7	25.6
Short-term	21.5	22.5	35.7	32.7	32.1	30.1	25.8	27.1	21.4	22.4
of which										
Trade receivables	5.3	5.3	17.4	16.9	17.7	17.4	14.3	13.9	5.1	5.2
Receivables from affiliated companies	13.3	14.1	11.7	9.4	9.4	8.4	8.5	10.0	13.4	14.1
Long-term	3.3	3.2	1.7	2.8	1.4	1.9	2.5	3.1	3.3	3.2
of which Loans to affiliated companies	1.8	1.6	0.4	1.5	0.3	0.7	1.5	2.1	1.8	1.6
Securities	5.5	4.1	2.2	2.5	2.7	2.0	3.4	3.6	5.5	4.1
Other long-term equity investments	33.7	36.6	9.3	9.6	6.0	5.9	10.0	10.3	34.1	37.0
Capital										
Equity	32.8	33.0	27.3	31.6	33.9	36.5	39.1	39.7	32.7	32.9
Liabilities	41.4	40.9	60.3	56.5	50.9	48.4	45.2	45.2	41.3	40.8
Short-term	31.5	32.1	40.7	38.4	34.2	33.0	30.5	32.2	31.5	32.1
of which										
Liabilities to banks	1.3	1.2	7.1	7.1	7.5	6.0	8.8	9.6	1.2	1.1
Trade payables	4.8	4.7	10.4	9.2	9.3	8.9	8.5	8.3	4.7	4.6
Liabilities to affiliated companies	17.6	18.2	8.7	10.0	4.0	4.6	4.3	5.4	17.8	18.4
Long-term	9.9	8.8	19.6	18.1	16.7	15.4	14.7	13.0	9.8	8.7
of which										
Liabilities to banks	2.1	2.1	15.0	12.4	11.7	11.5	11.5	10.2	1.9	1.9
Liabilities to affiliated companies	5.9	5.0	3.8	4.2	2.6	1.9	1.9	1.5	6.0	5.0
Provisions	25.2	25.4	11.6	11.1	13.6	13.4	14.4	13.7	25.4	25.6
of which Provisions for pensions	11.6	11.9	2.7	2.9	4.1	3.9	3.9	3.8	11.7	12.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.7	100.7	99.4	99.6	99.3	99.9	99.8	99.8	99.7
Change in finished goods	0.2	0.3	- 0.7	0.6	0.4	0.7	0.1	0.2	0.2	0.3
Interest and similar income	1.2	1.2	0.7	0.6	0.5	0.6	0.5	0.5	1.2	1.2
Other income ²	7.2	7.4	7.8	6.7	5.1	5.0	4.9	5.4	7.3	7.5
of which Income from long-term equity investments	1.4	1.3	0.7	0.6	0.2	0.4	0.4	0.6	1.4	1.4
Total income ²	108.4	108.6	108.5	107.3	105.6	105.6	105.4	105.9	108.5	108.7
Expenses										
Cost of materials	64.5	66.0	32.1	32.4	42.6	43.1	52.0	52.9	64.8	66.3
Personnel expenses	18.3	17.5	38.0	37.5	33.6	33.1	25.7	25.1	18.1	17.3
Depreciation	5.0	4.5	5.4	4.5	4.0	3.7	4.7	4.6	5.0	4.5
of which Depreciation of tangible fixed assets	4.4	4.0	4.9	4.2	3.6	3.5	4.2	4.1	4.4	4.0
Interest and similar expenses	1.9	1.7	1.8	1.6	1.3	1.2	1.3	1.3	1.9	1.8
Operating taxes	3.3	2.9	0.1	0.1	0.2	0.2	0.4	0.4	3.3	2.9
Other expenses ³	12.3	12.5	26.8	25.4	19.9	19.6	17.0	16.7	12.2	12.4
Total expenses before taxes on income ³	105.2	105.1	104.2	101.4	101.5	100.8	101.2	101.1	105.2	105.2
Annual result before taxes on income	3.2	3.5	4.3	5.9	4.2	4.8	4.2	4.8	3.2	3.5
Taxes on income	1.3	1.2	1.4	1.6	1.6	1.7	1.7	1.8	1.3	1.2
Annual result	1.9	2.3	2.9	4.3	2.6	3.1	2.5	3.0	1.9	2.2
Other ratios	Percentage of sales									
Annual result before taxes on income	3.3	3.5	4.3	5.9	4.2	4.8	4.2	4.8	3.2	3.5
Annual result and depreciation	6.9	6.8	8.3	8.9	6.6	6.9	7.2	7.6	6.9	6.8
Trade receivables	6.0	5.9	14.9	14.5	12.4	12.4	11.0	11.1	5.9	5.8
Percentage of the balance sheet total										
Sales	87.7	90.1	117.0	116.6	142.9	140.1	129.3	124.9	87.1	89.5
Annual result and interest paid	3.3	3.6	5.5	6.9	5.6	6.0	4.9	5.3	3.3	3.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	10.1	10.0	16.3	19.5	18.2	20.4	18.5	18.9	9.9	9.9
Percentage of fixed assets										
Long-term equity and liabilities	89.1	88.3	133.7	138.5	155.3	160.3	128.2	126.3	88.7	87.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	96.6	95.4	124.8	130.5	142.3	144.9	125.8	122.9	96.1	94.9
Cash resources, short-term receivables and inventories	122.2	120.3	150.4	157.5	186.8	194.2	177.0	169.2	121.3	119.5
Percentage of cost of materials										
Trade payables	8.4	7.9	27.8	24.2	15.1	14.7	12.6	12.6	8.3	7.8
Memo item										
Balance sheet total in € billion	655.15	670.67	0.14	0.15	1.42	1.54	8.23	8.80	645.36	660.17
Sales in € billion	574.82	604.47	0.17	0.18	2.03	2.16	10.65	11.00	561.98	591.13
Number of enterprises	1,582	1,582	189	189	403	403	440	440	550	550

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

1 Public limited companies (cont'd)

Ratios	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	4.6	4.4	3.3	2.7	3.8	3.6	4.5	4.5	7.3	6.9
	50	14.1	13.5	7.4	7.8	10.0	9.9	16.1	15.7	17.7	16.5
	75	32.4	31.3	18.1	19.2	28.2	26.8	35.6	34.1	35.4	33.5
Inventories	25	1.4	1.5	0.0	0.0	1.0	0.9	3.8	3.4	2.5	2.7
	50	11.5	11.5	1.9	2.4	9.3	9.2	17.5	16.3	12.1	12.1
	75	28.0	27.7	14.9	15.9	29.0	31.3	33.5	32.8	24.6	24.8
Equity	25	16.8	18.3	12.1	15.6	13.0	15.5	16.7	18.1	21.8	22.2
	50	30.9	32.9	25.6	32.9	26.7	31.0	31.4	32.3	34.0	33.7
	75	46.2	48.9	46.9	49.6	45.6	48.5	46.9	49.3	46.2	48.1
Short-term liabilities	25	19.5	19.3	22.1	19.6	20.4	19.0	19.9	20.6	18.0	18.6
	50	34.4	33.0	42.0	37.1	36.4	33.6	36.1	35.3	30.1	30.4
	75	53.4	52.6	64.3	59.6	58.3	55.7	53.5	55.5	46.5	45.3
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.3	0.0	0.0
	50	6.6	6.5	1.4	1.2	4.4	5.5	14.1	14.9	5.5	4.9
	75	26.5	26.3	23.0	22.5	27.8	27.7	33.4	31.8	22.6	21.5
		Percentage of gross revenue									
Cost of materials	25	30.0	30.7	3.6	1.8	21.2	21.0	32.4	33.5	45.8	46.5
	50	49.8	50.6	24.2	27.2	40.8	41.9	51.3	51.0	58.2	60.6
	75	68.2	69.0	49.6	48.7	59.6	60.4	70.4	70.8	76.6	78.3
Personnel expenses	25	13.2	12.6	22.2	22.8	19.4	19.1	12.3	12.5	8.5	8.4
	50	25.0	24.5	37.1	38.2	33.0	32.2	24.2	24.5	18.4	17.5
	75	39.4	39.0	54.3	54.4	45.9	46.5	38.2	37.8	27.8	27.7
Depreciation	25	1.2	1.1	1.6	1.1	1.0	1.0	1.2	1.1	1.3	1.3
	50	2.7	2.5	3.1	2.6	2.2	2.1	2.6	2.4	3.3	3.2
	75	5.7	5.3	6.6	5.4	4.5	4.2	5.4	5.5	6.1	5.4
Annual result	25	0.2	0.3	0.0	0.4	0.4	0.3	0.2	0.2	0.3	0.2
	50	2.0	2.4	1.7	3.0	1.9	2.3	1.8	2.0	2.4	2.6
	75	5.7	6.0	5.8	8.8	5.3	5.6	5.1	5.5	6.4	6.4
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.6	0.0	0.9	0.5	0.7	0.3	0.5	0.5	0.5
	50	2.8	3.5	2.4	4.4	2.6	3.2	2.6	3.0	3.5	3.8
	75	7.9	8.7	8.2	10.9	7.4	8.0	7.4	8.0	9.1	9.2
Annual result and depreciation	25	2.4	2.7	2.6	3.9	2.2	2.2	2.4	2.6	2.4	2.8
	50	6.5	7.1	6.8	8.6	5.5	6.1	6.3	6.7	7.3	7.6
	75	13.2	13.6	16.6	14.9	11.6	12.5	12.3	12.8	14.7	14.6
Trade receivables	25	5.6	5.6	6.8	5.8	6.5	6.8	5.8	6.2	4.6	4.3
	50	9.5	9.4	12.0	11.9	11.2	10.9	9.2	9.4	8.6	7.9
	75	14.5	14.6	20.6	18.3	16.3	16.4	14.1	14.0	12.7	12.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.9	2.1	1.0	2.1	2.5	2.1	2.1	2.5	1.7	1.9
	50	5.3	5.7	4.7	6.8	5.7	5.7	5.3	5.9	5.2	5.4
	75	10.0	10.5	10.8	14.5	11.3	11.8	10.3	10.5	9.3	9.1
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.2	5.5	2.2	3.9	4.3	3.7	6.0	7.0	6.3	6.4
	50	16.0	16.5	13.8	14.3	13.4	15.6	16.8	17.3	16.6	16.9
	75	36.0	36.7	37.0	42.6	37.6	43.2	38.2	37.8	33.2	32.5
		Percentage of fixed assets									
Long-term equity and liabilities	25	99.0	100.9	97.3	104.8	108.9	113.3	104.1	105.6	93.7	92.6
	50	150.9	157.9	207.7	235.2	200.7	206.5	158.5	168.1	125.1	126.1
	75	303.9	307.0	587.5	524.8	489.8	516.2	299.9	303.1	188.7	202.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	73.7	76.2	81.8	86.1	69.6	77.5	68.6	67.3	76.4	80.2
	50	125.6	129.8	139.4	170.4	138.3	145.4	115.3	117.5	123.2	124.6
	75	223.4	236.0	279.8	321.4	270.9	278.9	202.3	200.6	200.5	195.7
		Percentage of cost of materials									
Trade payables	25	6.0	5.9	9.3	6.7	7.3	7.5	6.6	6.3	4.9	4.8
	50	10.9	10.7	21.6	20.1	14.2	13.7	11.2	11.5	8.6	8.8
	75	19.6	19.3	55.3	41.6	25.6	25.9	18.5	18.1	13.8	13.5

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

2 Private limited companies

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	4.8	4.3	1.5	1.3	1.0	1.0	1.8	1.7	5.6	5.0
of which Goodwill	1.2	1.1	0.8	0.7	0.4	0.4	0.9	0.8	1.4	1.1
Tangible fixed assets	27.7	27.2	27.6	26.8	26.7	26.0	28.9	28.2	27.6	27.0
of which Land and buildings	7.5	7.1	8.7	8.4	9.9	9.7	9.7	9.5	6.8	6.5
Inventories	16.4	16.6	20.4	21.1	26.0	26.2	22.9	23.2	14.4	14.6
of which Finished goods and merchandise	7.9	8.0	9.7	9.7	12.2	12.2	10.7	10.7	7.1	7.1
Cash	4.9	5.1	12.0	12.4	10.5	10.8	8.1	8.2	3.8	4.0
Receivables	33.9	34.3	34.8	34.5	32.0	32.0	33.2	33.2	34.1	34.6
Short-term	32.3	32.7	32.1	31.8	30.0	29.9	31.5	31.6	32.7	33.2
of which										
Trade receivables	13.8	13.6	18.6	18.3	19.0	19.1	18.1	18.0	12.5	12.3
Receivables from affiliated companies	15.4	15.8	6.8	6.9	6.2	6.3	9.4	9.4	17.3	17.9
Long-term	1.5	1.5	2.7	2.7	2.0	2.1	1.7	1.6	1.5	1.5
of which Loans to affiliated companies	0.8	0.9	0.4	0.5	0.4	0.5	0.9	0.8	0.8	0.9
Securities	2.8	3.1	1.5	1.5	1.3	1.4	1.1	1.2	3.3	3.7
Other long-term equity investments	9.1	9.0	1.1	1.2	1.6	1.7	3.6	3.8	10.8	10.6
Capital										
Equity	26.8	27.5	18.7	20.3	24.1	25.6	30.1	30.8	26.5	27.0
Liabilities	50.0	49.4	67.4	65.7	62.8	61.4	54.7	54.1	48.0	47.5
Short-term	37.3	38.2	44.0	44.1	45.3	45.0	41.2	41.7	35.9	37.0
of which										
Liabilities to banks	4.4	4.4	8.3	8.1	9.1	8.9	7.9	7.9	3.3	3.3
Trade payables	9.0	9.2	12.6	12.9	13.7	13.8	11.2	11.3	8.2	8.4
Liabilities to affiliated companies	14.6	14.9	5.8	5.9	6.7	6.9	10.7	10.9	16.0	16.3
Long-term	12.7	11.2	23.4	21.6	17.5	16.4	13.5	12.4	12.1	10.5
of which										
Liabilities to banks	5.4	5.0	16.2	14.9	12.5	11.7	9.3	8.5	4.0	3.7
Liabilities to affiliated companies	5.4	4.7	5.2	4.8	3.8	3.4	3.1	2.8	6.0	5.2
Provisions	20.6	20.4	13.2	13.2	12.8	12.6	14.0	13.9	22.5	22.4
of which Provisions for pensions	8.5	8.5	5.7	5.7	4.6	4.6	4.4	4.4	9.7	9.6
Income statement	Percentage of gross revenue									
Income										
Sales	99.8	99.7	99.6	99.1	99.7	99.5	99.6	99.6	99.8	99.7
Change in finished goods	0.2	0.3	0.4	0.9	0.3	0.5	0.4	0.4	0.2	0.3
Interest and similar income	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4
Other income ²	3.8	3.8	4.7	4.6	3.2	3.1	3.0	2.9	4.0	4.0
of which Income from long-term equity investments	0.2	0.3	0.1	0.1	0.1	0.1	0.2	0.2	0.3	0.3
Total income ²	104.1	104.1	105.0	104.9	103.4	103.4	103.3	103.1	104.3	104.4
Expenses										
Cost of materials	66.1	67.4	40.3	40.8	55.1	55.5	62.5	64.0	68.1	69.3
Personnel expenses	14.1	13.4	34.8	34.0	24.9	24.3	18.3	17.5	12.1	11.5
Depreciation	3.4	3.2	3.7	3.6	2.9	2.7	2.8	2.6	3.5	3.3
of which Depreciation of tangible fixed assets	3.2	3.0	3.6	3.4	2.6	2.5	2.6	2.4	3.4	3.2
Interest and similar expenses	0.7	0.6	1.3	1.2	1.0	1.0	0.8	0.8	0.6	0.6
Operating taxes	3.5	3.3	0.1	0.1	0.1	0.1	2.2	1.9	4.0	3.9
Other expenses ³	12.8	12.2	21.9	21.9	16.1	16.3	13.0	12.7	12.3	11.7
Total expenses before taxes on income ³	100.5	100.1	102.2	101.6	100.1	99.9	99.6	99.4	100.7	100.3
Annual result before taxes on income	3.6	4.0	2.8	3.4	3.3	3.5	3.7	3.7	3.7	4.1
Taxes on income	1.0	1.1	1.1	1.2	1.2	1.3	1.2	1.2	1.0	1.1
Annual result	2.6	2.9	1.8	2.2	2.1	2.2	2.5	2.6	2.7	3.0
Other ratios	Percentage of sales									
Annual result before taxes on income	3.7	4.0	2.8	3.4	3.3	3.5	3.7	3.7	3.7	4.1
Annual result and depreciation	6.0	6.1	5.5	5.8	5.0	5.0	5.3	5.2	6.2	6.4
Trade receivables	7.6	7.4	10.3	10.4	9.6	9.8	9.4	9.1	7.0	6.8
Percentage of the balance sheet total										
Sales	181.5	185.0	179.9	176.6	197.7	195.9	193.6	196.9	178.0	182.0
Annual result and interest paid	6.0	6.5	5.6	6.1	6.3	6.3	6.5	6.6	5.9	6.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.9	16.7	14.4	15.2	15.2	15.4	16.7	16.7	15.8	16.8
Percentage of fixed assets										
Long-term equity and liabilities	109.6	109.9	147.2	149.5	147.9	151.2	133.7	134.4	103.8	103.8
Percentage of short-term liabilities										
Cash resources and short-term receivables	104.2	103.6	102.3	101.9	91.3	92.6	97.7	97.2	106.8	106.0
Cash resources, short-term receivables and inventories	148.1	147.0	148.6	149.6	148.8	150.6	153.4	153.0	146.8	145.3
Percentage of cost of materials										
Trade payables	7.5	7.3	17.3	17.7	12.6	12.7	9.2	8.9	6.7	6.6
Memo item										
Balance sheet total in € billion	586.03	618.05	5.35	5.69	30.54	32.09	92.89	97.19	457.24	483.07
Sales in € billion	1,063.85	1,143.67	9.63	10.06	60.38	62.86	179.84	191.40	814.00	879.36
Number of enterprises	34,611	34,611	11,175	11,175	12,506	12,506	7,920	7,920	3,010	3,010

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — ¹ Only those financial statements for which data are

available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

2 Private limited companies (cont'd)

	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	3.8	3.7	3.6	3.4	3.8	3.8	3.8	3.7	4.2	4.2
	50	12.0	11.9	11.2	10.9	11.5	11.5	12.9	12.8	15.5	15.1
	75	30.6	30.5	29.8	29.6	30.6	30.6	31.0	30.8	32.4	31.9
Inventories	25	3.5	3.7	0.5	0.6	5.2	5.2	9.0	9.0	6.3	6.2
	50	18.9	19.3	10.5	11.0	22.2	22.5	25.1	25.0	18.5	17.9
	75	39.1	39.5	33.6	33.9	43.3	43.5	41.3	41.7	33.0	32.6
Equity	25	7.5	8.3	3.9	5.1	7.0	7.9	11.0	11.8	11.9	12.6
	50	19.8	21.3	17.7	19.3	18.1	19.6	23.2	24.6	24.0	25.4
	75	36.9	38.8	36.7	38.7	34.7	36.7	39.3	41.1	39.0	40.5
Short-term liabilities	25	26.6	26.1	24.4	23.7	28.3	27.6	28.0	27.5	24.5	24.4
	50	46.1	45.1	44.7	43.5	47.7	46.7	47.0	46.4	42.0	41.6
	75	68.3	67.1	70.0	68.1	69.0	67.8	66.9	66.6	63.3	62.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	50	9.9	9.1	10.3	9.4	12.7	12.4	9.5	8.7	0.8	0.3
	75	31.4	30.0	34.4	32.9	33.6	31.9	29.0	27.8	16.7	14.9
		Percentage of gross revenue									
Cost of materials	25	33.4	34.0	16.3	16.1	37.8	38.3	48.2	49.5	51.4	52.5
	50	53.4	54.2	36.8	37.1	55.8	56.4	63.4	64.4	66.3	67.7
	75	71.7	72.1	55.8	56.1	73.0	73.0	79.4	80.0	83.6	84.0
Personnel expenses	25	12.4	12.2	21.7	21.6	12.8	12.8	8.5	8.4	5.6	5.5
	50	24.2	23.7	35.0	34.2	23.4	23.0	16.6	16.4	13.5	13.1
	75	37.8	36.9	48.4	47.7	35.4	34.8	28.5	27.5	23.7	23.0
Depreciation	25	0.8	0.7	0.9	0.9	0.7	0.7	0.6	0.6	0.6	0.6
	50	1.7	1.6	2.1	1.9	1.6	1.5	1.5	1.4	1.7	1.6
	75	3.8	3.5	4.4	4.1	3.4	3.2	3.3	3.2	3.9	3.7
Annual result	25	0.2	0.2	-0.2	0.0	0.2	0.2	0.4	0.3	0.4	0.4
	50	1.3	1.4	1.1	1.3	1.2	1.3	1.6	1.6	2.0	2.0
	75	3.9	4.0	3.9	4.2	3.4	3.5	4.1	4.2	5.2	5.1
		Percentage of sales									
Annual result before taxes on income	25	0.3	0.4	-0.1	0.1	0.4	0.4	0.6	0.6	0.5	0.6
	50	1.9	2.1	1.6	1.9	1.8	1.9	2.3	2.4	2.8	2.7
	75	5.5	5.7	5.4	5.7	4.9	5.2	5.9	6.0	6.9	6.8
Annual result and depreciation	25	1.8	1.8	1.5	1.8	1.7	1.8	1.9	1.8	1.9	1.9
	50	4.5	4.5	4.7	4.8	4.2	4.2	4.5	4.5	5.2	5.1
	75	9.4	9.5	10.1	10.2	8.7	8.7	9.4	9.2	10.7	10.7
Trade receivables	25	4.6	4.6	4.1	4.1	4.9	4.9	5.1	4.9	4.2	3.8
	50	8.5	8.5	8.5	8.5	8.4	8.5	8.7	8.5	8.1	7.9
	75	13.0	13.0	14.0	14.1	12.8	12.9	12.6	12.7	12.0	11.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.3	2.5	1.2	1.7	2.7	2.7	3.0	2.9	2.4	2.5
	50	5.6	5.7	5.2	5.4	5.6	5.5	6.0	6.0	6.3	6.1
	75	10.7	10.6	11.0	10.9	10.2	10.0	11.0	10.8	11.5	11.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.0	4.9	2.5	3.0	5.3	5.1	6.8	6.5	7.1	7.3
	50	14.6	14.6	12.7	13.1	14.1	13.9	16.4	16.6	17.2	17.6
	75	33.2	33.6	33.2	33.5	32.2	32.3	34.5	35.4	33.1	34.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	100.9	103.2	94.4	99.1	105.0	108.0	104.5	105.3	94.6	96.0
	50	182.4	187.5	184.5	194.4	191.5	196.3	184.9	186.5	148.8	151.4
	75	436.7	453.6	477.3	500.0	452.0	466.1	416.9	424.6	299.9	307.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	58.6	59.2	58.4	58.7	56.0	56.5	59.5	60.1	67.2	69.3
	50	102.9	104.3	112.8	114.7	98.9	100.8	97.5	98.4	104.8	106.7
	75	181.7	186.7	220.9	228.3	170.2	176.0	160.3	162.6	175.4	179.7
		Percentage of cost of materials									
Trade payables	25	5.0	5.0	5.4	5.6	5.4	5.5	4.6	4.6	3.5	3.6
	50	10.1	10.0	12.9	13.0	10.7	10.7	8.6	8.4	7.3	7.2
	75	18.8	18.6	27.0	26.7	19.3	19.0	14.4	13.9	12.0	11.7

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

3 Cooperative societies

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.1	1.2	0.5	0.3	0.2	0.2	0.5	0.5	1.2	1.3
of which Goodwill	0.1	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1
Tangible fixed assets	29.7	29.6	42.1	40.7	35.1	34.9	32.2	30.8	28.8	29.0
of which Land and buildings	19.4	18.9	34.2	33.7	27.8	26.6	20.8	19.4	18.6	18.3
Inventories	19.3	19.4	20.2	20.4	22.1	22.3	23.5	23.1	18.3	18.5
of which Finished goods and merchandise	17.1	17.5	17.5	17.7	19.5	19.7	21.2	20.8	16.1	16.6
Cash	7.7	8.4	18.3	19.3	15.2	13.0	9.9	11.4	6.8	7.5
Receivables	34.4	33.0	15.9	16.2	23.3	25.5	27.9	27.5	36.4	34.6
Short-term	33.1	31.6	14.4	14.7	22.2	24.1	25.9	25.5	35.3	33.3
of which										
Trade receivables	21.5	19.7	10.2	10.5	15.5	15.1	18.6	18.8	22.4	20.1
Receivables from affiliated companies	5.4	5.4	0.0	0.0	3.1	1.9	1.3	1.9	6.3	6.3
Long-term	1.3	1.4	1.5	1.6	1.2	1.4	2.1	1.9	1.2	1.3
of which Loans to affiliated companies	0.6	0.7	0.0	0.0	0.1	0.1	0.8	0.8	0.6	0.7
Securities	0.9	1.0	1.9	1.9	0.9	0.9	1.5	1.5	0.8	0.8
Other long-term equity investments	6.5	7.0	1.0	1.0	2.9	3.0	4.2	5.0	7.1	7.6
Capital										
Equity	33.8	34.9	58.7	60.1	44.9	45.7	36.9	37.1	32.5	33.8
Liabilities	54.3	53.5	33.3	31.9	42.8	42.9	54.1	53.5	55.0	54.1
Short-term	45.0	44.7	23.0	21.8	31.2	32.6	41.3	42.2	46.5	45.9
of which										
Liabilities to banks	11.4	9.4	3.1	3.5	5.6	6.8	6.7	6.9	12.8	10.1
Trade payables	21.6	21.6	10.5	7.9	15.7	16.4	19.6	19.1	22.3	22.4
Liabilities to affiliated companies	1.6	2.3	0.9	0.9	1.1	0.9	2.1	2.8	1.6	2.2
Long-term	9.3	8.8	10.3	10.1	11.6	10.3	12.7	11.3	8.4	8.2
of which										
Liabilities to banks	7.8	7.4	10.3	10.0	11.0	9.7	11.3	10.2	6.9	6.7
Liabilities to affiliated companies	0.4	0.4	0.0	0.0	0.2	0.2	0.1	0.1	0.5	0.5
Provisions	11.8	11.5	7.9	7.9	12.2	11.3	8.9	9.3	12.4	12.0
of which Provisions for pensions	5.2	5.2	0.9	0.9	1.6	1.6	2.0	1.9	6.0	6.1
Income statement	Percentage of gross revenue									
Income										
Sales	100.0	100.0	100.7	100.2	99.9	99.4	100.0	100.0	100.0	100.1
Change in finished goods	0.0	0.0	-0.7	-0.2	0.1	0.6	0.0	0.0	0.0	-0.1
Interest and similar income	0.2	0.2	0.4	0.3	0.4	0.4	0.3	0.3	0.2	0.2
Other income ²	1.8	1.9	3.3	3.0	3.2	3.7	1.6	2.0	1.8	1.9
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.2	0.2	0.1	0.1	0.1	0.1
Total income ²	102.1	102.2	103.7	103.3	103.7	104.1	101.9	102.3	102.1	102.1
Expenses										
Cost of materials	83.6	83.7	64.5	63.5	75.0	74.7	84.2	84.3	83.7	83.8
Personnel expenses	8.7	8.6	22.5	23.4	14.6	14.4	8.5	8.3	8.6	8.5
Depreciation	1.8	1.6	3.1	3.0	2.9	3.1	1.8	1.8	1.8	1.6
of which Depreciation of tangible fixed assets	1.5	1.5	3.1	2.9	2.4	2.8	1.5	1.6	1.5	1.5
Interest and similar expenses	0.4	0.4	0.8	0.8	0.9	0.9	0.6	0.5	0.4	0.4
Operating taxes	0.1	0.1	0.5	0.5	0.3	0.2	0.1	0.1	0.1	0.1
Other expenses ³	6.7	6.7	12.2	12.1	9.2	9.3	5.9	6.1	6.7	6.7
Total expenses before taxes on income ³	101.3	101.1	103.6	103.3	102.9	102.7	101.2	101.1	101.2	101.1
Annual result before taxes on income	0.8	1.0	0.0	0.0	0.8	1.5	0.8	1.2	0.8	1.0
Taxes on income	0.2	0.3	0.1	0.4	0.3	0.5	0.3	0.3	0.2	0.2
Annual result	0.6	0.8	-0.1	-0.4	0.4	1.0	0.4	0.8	0.6	0.8
Other ratios	Percentage of sales									
Annual result before taxes on income	0.8	1.0	0.0	0.0	0.8	1.5	0.8	1.2	0.8	1.0
Annual result and depreciation	2.4	2.4	3.0	2.6	3.3	4.2	2.3	2.6	2.4	2.3
Trade receivables	6.9	6.3	7.2	7.5	10.8	10.5	7.2	7.3	6.7	6.0
Percentage of the balance sheet total										
Sales	313.4	312.6	143.2	139.5	143.9	143.6	259.1	258.0	334.2	333.3
Annual result and interest paid	3.2	3.8	1.1	0.5	1.9	2.7	2.6	3.5	3.4	3.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	13.0	13.3	18.8	17.6	12.1	14.4	11.1	13.1	13.4	13.3
Percentage of fixed assets										
Long-term equity and liabilities	125.8	125.3	154.3	161.9	147.9	147.0	134.0	131.9	122.7	122.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	92.4	91.2	149.0	162.6	121.6	116.2	89.9	90.7	91.8	90.3
Cash resources, short-term receivables and inventories	135.3	134.7	237.1	256.3	192.4	184.5	146.7	145.4	131.1	130.6
Percentage of cost of materials										
Trade payables	8.2	8.3	11.5	8.9	14.6	15.2	9.0	8.8	8.0	8.0
Memo item										
Balance sheet total in € billion	7.63	7.83	0.02	0.02	0.32	0.32	1.26	1.31	6.04	6.18
Sales in € billion	23.92	24.47	0.03	0.03	0.45	0.46	3.26	3.37	20.18	20.61
Number of enterprises	337	337	26	26	84	84	132	132	95	95

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

3 Cooperative societies (cont'd)

Ratios	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	20.0	19.5	16.7	17.1	20.4	19.3	21.0	21.5	16.3	17.0
	50	32.6	31.4	35.5	31.2	35.2	36.2	33.7	31.8	28.3	28.6
	75	43.2	43.2	48.9	52.5	44.7	45.9	43.7	43.7	37.4	39.0
Inventories	25	9.2	8.4	3.0	2.0	9.4	10.4	12.1	10.5	8.0	7.3
	50	19.5	20.5	15.2	15.7	24.4	24.3	22.5	22.6	15.9	17.0
	75	31.8	31.6	28.0	28.4	36.5	35.3	31.8	33.5	24.2	23.3
Equity	25	25.6	25.9	29.4	29.8	32.6	32.2	24.2	23.8	22.9	24.0
	50	38.1	38.0	44.6	47.0	43.8	44.8	35.4	35.6	32.5	34.8
	75	51.0	52.2	71.3	75.6	58.4	57.6	48.9	50.1	46.3	48.1
Short-term liabilities	25	25.5	25.0	9.5	11.9	19.9	21.5	29.5	29.5	32.3	31.2
	50	39.7	40.0	26.4	22.7	28.1	30.2	43.5	42.9	45.3	45.1
	75	52.7	53.7	44.2	39.8	44.8	50.8	53.8	54.6	55.3	54.8
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.0	0.0	1.8	1.1	0.0	0.0
	50	13.0	11.5	7.1	7.3	12.0	11.6	14.2	14.0	10.0	8.2
	75	28.0	27.4	28.0	30.4	34.5	31.8	29.0	28.3	25.3	23.6
		Percentage of gross revenue									
Cost of materials	25	72.4	72.6	28.4	32.6	66.5	64.6	80.5	80.1	83.4	82.9
	50	84.6	84.5	64.8	60.9	74.0	74.1	86.5	86.3	88.6	88.8
	75	89.3	89.4	72.3	72.5	84.4	84.4	89.2	89.6	90.9	91.7
Personnel expenses	25	6.0	5.8	16.2	17.3	9.3	9.0	5.9	5.7	3.9	3.7
	50	8.8	8.6	24.3	23.1	14.0	14.0	8.2	8.0	6.6	6.5
	75	14.6	15.5	33.7	35.9	20.5	19.1	11.1	10.9	9.4	9.7
Depreciation	25	0.9	0.9	1.5	1.4	1.2	1.1	0.9	0.8	0.7	0.7
	50	1.5	1.5	2.4	2.6	2.4	2.0	1.4	1.3	1.2	1.2
	75	2.5	2.5	4.1	4.5	4.8	4.2	2.1	2.2	1.8	1.7
Annual result	25	0.1	0.1	0.0	- 3.8	0.0	0.1	0.1	0.1	0.1	0.1
	50	0.3	0.3	0.4	0.1	0.3	0.3	0.3	0.3	0.3	0.3
	75	0.8	0.9	1.5	0.9	1.0	1.1	0.7	0.9	0.8	0.9
		Percentage of sales									
Annual result before taxes on income	25	0.1	0.1	0.0	- 3.8	0.1	0.1	0.1	0.2	0.1	0.2
	50	0.5	0.6	0.6	0.1	0.5	0.7	0.5	0.6	0.5	0.6
	75	1.3	1.4	1.7	1.5	1.5	1.7	1.1	1.3	1.4	1.7
Annual result and depreciation	25	1.3	1.4	1.9	0.1	1.5	1.4	1.3	1.4	1.2	1.4
	50	2.2	2.2	3.0	2.7	3.0	3.0	2.0	2.3	1.9	1.8
	75	3.7	3.8	7.7	4.9	5.3	5.8	3.0	3.5	2.9	3.2
Trade receivables	25	4.6	4.5	3.3	3.7	5.3	5.0	4.3	4.2	4.8	4.5
	50	6.7	6.5	7.5	6.6	7.3	7.1	6.1	6.0	6.9	6.5
	75	9.8	9.3	10.9	10.5	11.2	10.4	8.5	8.4	9.8	9.3
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.1	1.3	0.4	- 3.3	0.5	0.6	1.6	1.8	1.1	1.6
	50	2.6	2.7	2.4	1.9	2.6	2.4	2.7	2.9	2.5	2.7
	75	4.2	4.3	4.1	3.8	4.3	4.3	3.8	4.2	4.7	4.6
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	5.9	5.9	- 13.6	- 1.3	4.5	4.9	6.2	6.1	6.9	7.4
	50	10.5	11.3	8.1	8.1	9.0	9.4	10.0	11.4	11.2	12.6
	75	18.5	20.6	19.6	20.0	18.4	22.7	16.5	19.8	20.9	20.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	105.4	104.9	108.9	107.9	115.2	112.6	98.5	100.2	102.2	102.1
	50	139.7	141.7	159.6	165.7	158.4	151.9	133.3	128.6	128.6	140.5
	75	194.5	197.9	254.6	249.7	229.1	230.5	176.3	169.1	193.3	190.5
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	60.5	60.1	43.6	81.0	63.5	64.4	53.0	51.5	68.7	70.4
	50	98.8	96.8	119.8	125.6	112.8	102.6	76.4	79.7	102.2	105.3
	75	150.5	154.0	342.7	334.9	183.5	223.3	127.1	130.9	148.7	141.0
		Percentage of cost of materials									
Trade payables	25	4.0	3.7	4.5	3.2	4.1	4.0	3.9	3.7	4.0	4.1
	50	6.4	6.4	6.6	5.4	7.6	7.7	6.3	6.1	6.3	5.8
	75	11.2	11.2	21.9	13.8	18.6	16.4	10.6	9.2	10.0	9.6

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

4 Kapitalgesellschaft & Co

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	4.0	3.6	1.8	1.6	1.0	0.9	1.4	1.2	4.9	4.4
of which Goodwill	1.3	1.1	0.7	0.6	0.4	0.4	0.6	0.5	1.6	1.3
Tangible fixed assets	24.7	23.8	52.2	50.3	35.4	34.3	26.8	26.3	23.1	22.1
of which Land and buildings	9.8	9.4	11.4	11.5	14.8	14.8	13.1	12.6	8.5	8.1
Inventories	21.3	21.3	10.2	11.1	24.6	25.6	29.2	29.4	19.1	18.9
of which Finished goods and merchandise	10.7	10.9	5.5	5.8	12.3	12.7	14.0	14.2	9.8	9.9
Cash	6.2	6.2	8.5	9.0	8.0	8.3	7.8	8.2	5.6	5.5
Receivables	34.5	35.0	23.6	24.2	27.5	27.4	30.3	30.4	36.3	36.9
Short-term	33.0	33.4	22.4	23.1	26.4	26.2	29.1	29.1	34.7	35.1
of which										
Trade receivables	14.9	14.9	9.2	9.3	15.1	15.1	18.1	18.0	14.1	14.1
Receivables from affiliated companies	13.7	14.5	9.9	10.9	7.7	7.5	7.3	7.6	15.9	16.8
Long-term	1.5	1.7	1.1	1.1	1.2	1.2	1.2	1.3	1.6	1.8
of which Loans to affiliated companies	0.8	1.0	0.4	0.5	0.4	0.5	0.5	0.6	0.9	1.1
Securities	1.3	1.6	1.4	1.4	0.7	0.7	0.9	0.9	1.4	1.9
Other long-term equity investments	7.5	8.1	1.2	1.3	2.2	2.3	3.2	3.3	9.2	9.8
Capital										
Equity	22.9	25.8	8.0	8.4	14.3	14.8	18.3	18.2	24.9	28.8
Liabilities	61.1	58.2	85.9	85.1	76.1	75.4	69.0	69.0	57.6	53.8
Short-term	42.9	43.6	31.0	32.2	47.3	48.4	50.6	51.2	40.7	41.3
of which										
Liabilities to banks	7.0	6.5	7.9	7.5	11.1	10.9	11.4	11.1	5.5	5.0
Trade payables	12.3	12.2	7.0	7.0	11.0	11.2	12.3	12.3	12.4	12.3
Liabilities to affiliated companies	13.0	14.2	8.3	9.5	11.9	12.4	13.3	14.1	13.1	14.4
Long-term	18.2	14.6	54.8	52.8	28.7	27.1	18.4	17.9	17.0	12.5
of which										
Liabilities to banks	8.4	7.9	47.5	45.2	20.3	18.6	10.7	9.8	6.5	6.2
Liabilities to affiliated companies	8.4	5.4	5.7	6.1	6.9	7.0	6.6	6.8	9.0	5.0
Provisions	15.2	15.3	5.8	6.1	9.3	9.4	12.0	12.0	16.5	16.7
of which Provisions for pensions	5.7	5.7	0.6	0.6	1.8	1.8	3.7	3.7	6.5	6.6
Income statement	Percentage of gross revenue									
Income										
Sales	99.1	99.9	99.9	99.3	99.5	99.5	100.0	99.7	98.9	100.0
Change in finished goods	0.9	0.1	0.1	0.7	0.5	0.5	0.0	0.3	1.1	0.0
Interest and similar income	0.3	0.3	0.4	0.4	0.3	0.3	0.2	0.2	0.3	0.3
Other income ²	3.1	3.2	5.4	5.3	3.4	3.4	2.6	2.7	3.2	3.3
of which Income from long-term equity investments	0.2	0.3	0.2	0.1	0.1	0.2	0.2	0.2	0.3	0.3
Total income ²	103.4	103.5	105.8	105.7	103.7	103.6	102.9	102.9	103.5	103.6
Expenses										
Cost of materials	68.0	68.5	38.4	38.6	53.7	54.1	60.8	61.6	70.9	71.2
Personnel expenses	15.2	14.8	26.4	25.7	24.1	23.4	20.7	20.1	13.2	12.8
Depreciation	2.8	2.6	9.7	9.1	4.2	3.8	2.7	2.6	2.7	2.5
of which Depreciation of tangible fixed assets	2.6	2.4	9.5	8.9	3.9	3.6	2.5	2.4	2.5	2.3
Interest and similar expenses	1.0	0.9	3.9	3.7	1.6	1.5	1.1	1.1	0.9	0.8
Operating taxes	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.2	0.2
Other expenses ³	12.7	12.7	22.0	22.6	15.7	15.9	13.4	13.5	12.3	12.3
Total expenses before taxes on income ³	100.0	99.7	100.5	99.9	99.3	98.9	99.0	99.0	100.3	99.9
Annual result before taxes on income	3.4	3.8	5.3	5.8	4.4	4.7	3.9	3.9	3.2	3.7
Taxes on income	0.6	0.7	0.8	0.8	0.7	0.8	0.7	0.7	0.6	0.6
Annual result	2.7	3.1	4.5	5.0	3.6	3.9	3.2	3.1	2.6	3.1
Other ratios	Percentage of sales									
Annual result before taxes on income	3.4	3.8	5.3	5.9	4.4	4.7	3.9	3.9	3.2	3.7
Annual result and depreciation	5.6	5.8	14.2	14.2	7.8	7.8	5.9	5.7	5.3	5.6
Trade receivables	7.4	7.3	9.9	9.7	8.9	8.8	8.9	8.9	6.9	6.7
Percentage of the balance sheet total										
Sales	200.8	204.8	93.3	95.2	169.8	172.4	203.6	203.1	203.5	208.7
Annual result and interest paid	7.6	8.3	7.8	8.3	8.8	9.3	8.7	8.5	7.2	8.2
Percentage of liabilities and provisions less cash										
Annual result and depreciation	15.8	17.4	15.9	16.3	17.1	17.5	16.3	15.8	15.6	17.8
Percentage of fixed assets										
Long-term equity and liabilities	122.9	122.5	114.5	115.5	115.0	114.6	124.6	124.8	123.2	122.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	93.1	92.8	102.9	102.6	73.7	72.2	74.2	74.1	100.9	100.5
Cash resources, short-term receivables and inventories	142.8	141.6	135.8	136.9	125.6	125.1	131.9	131.6	147.9	146.3
Percentage of cost of materials										
Trade payables	8.9	8.7	19.4	18.8	12.0	11.9	9.9	9.8	8.5	8.3
Memo item										
Balance sheet total in € billion	195.98	202.82	1.56	1.55	10.45	10.59	38.89	40.18	145.09	150.50
Sales in € billion	393.60	415.42	1.46	1.47	17.75	18.25	79.17	81.60	295.23	314.09
Number of enterprises	9,826	9,826	1,520	1,520	3,378	3,378	3,477	3,477	1,451	1,451

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

4 Kapitalgesellschaft & Co (cont'd)

	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.5	6.5	5.8	5.4	6.3	6.3	6.7	6.7	7.3	7.3
	50	19.4	18.9	19.1	18.9	20.1	20.1	19.3	18.5	17.6	17.3
	75	40.1	39.6	56.9	55.6	43.2	43.6	36.3	35.5	34.7	34.7
Inventories	25	7.8	7.9	0.0	0.0	7.0	7.2	14.8	14.8	10.9	11.1
	50	23.6	24.1	6.4	6.5	24.6	24.7	28.3	28.7	22.9	22.7
	75	41.0	41.4	26.3	28.3	43.7	44.1	43.7	44.0	37.0	37.0
Equity	25	4.5	4.7	0.7	1.0	4.1	4.2	5.2	5.6	7.0	7.4
	50	12.9	13.1	10.5	11.0	11.3	11.5	13.2	13.7	17.2	17.5
	75	25.4	26.1	27.2	27.8	23.1	23.7	25.4	25.8	29.1	29.8
Short-term liabilities	25	31.3	32.0	18.0	17.8	32.1	32.6	35.7	36.3	33.3	33.7
	50	51.4	51.8	40.5	41.5	52.3	52.4	54.0	54.9	50.8	50.8
	75	71.5	71.2	67.2	67.4	72.2	71.8	72.2	71.8	70.1	70.6
Liabilities to banks	25	0.7	0.3	0.0	0.0	1.7	0.8	1.8	1.1	0.0	0.0
	50	18.3	16.8	24.3	23.4	21.1	19.8	17.8	16.5	9.3	8.0
	75	40.3	39.2	58.4	55.2	43.8	42.8	37.5	36.2	28.4	25.8
		Percentage of gross revenue									
Cost of materials	25	39.6	40.4	6.0	6.6	37.5	38.4	46.9	47.8	51.7	52.7
	50	56.5	57.3	36.2	36.4	54.1	55.0	61.2	62.1	66.7	67.7
	75	73.4	73.9	55.6	55.3	70.5	70.8	76.2	76.5	82.7	82.4
Personnel expenses	25	11.0	10.7	8.3	8.0	13.3	13.1	11.1	11.0	6.6	6.7
	50	20.1	19.6	23.7	23.0	22.8	22.3	19.3	18.7	14.4	14.2
	75	31.6	30.7	37.2	36.5	34.2	32.9	29.6	28.8	23.8	23.4
Depreciation	25	1.0	0.9	1.3	1.2	1.1	1.0	0.9	0.9	0.7	0.7
	50	2.1	1.9	3.1	3.1	2.2	2.0	1.8	1.7	1.8	1.7
	75	4.3	4.0	10.1	10.3	4.5	4.2	3.5	3.2	3.5	3.3
Annual result	25	0.5	0.6	-0.4	0.3	0.5	0.6	0.6	0.6	0.5	0.6
	50	2.3	2.4	3.7	4.1	2.4	2.5	2.1	2.1	2.1	2.3
	75	5.7	5.7	9.6	9.9	5.5	5.6	4.8	4.8	4.9	5.1
		Percentage of sales									
Annual result before taxes on income	25	0.7	0.8	-0.2	0.4	0.7	0.8	0.8	0.8	0.7	0.8
	50	2.8	3.0	4.1	4.5	2.9	3.0	2.6	2.6	2.6	2.8
	75	6.7	6.8	10.6	11.0	6.6	6.8	5.8	5.9	5.8	5.9
Annual result and depreciation	25	2.6	2.5	3.5	4.5	2.8	2.7	2.4	2.3	2.1	2.0
	50	5.6	5.7	10.3	10.6	5.8	5.9	4.9	4.7	4.7	4.9
	75	11.1	11.1	24.3	24.6	11.1	11.1	9.1	8.7	9.1	9.1
Trade receivables	25	4.5	4.3	3.9	4.0	4.4	4.4	5.0	4.7	3.5	3.2
	50	8.0	7.9	8.5	8.4	7.8	7.7	8.2	8.2	7.7	7.5
	75	11.8	11.8	12.3	13.2	11.9	11.7	11.8	11.7	11.4	11.1
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.8	3.8	2.9	3.6	3.9	3.9	4.0	3.9	3.7	3.9
	50	7.9	8.1	8.3	9.1	8.1	8.3	7.7	7.6	7.8	8.0
	75	14.7	14.9	18.6	18.3	15.0	15.1	13.8	13.5	13.8	14.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.3	7.4	6.0	7.0	7.2	7.4	7.4	7.4	8.4	8.4
	50	16.1	15.9	16.0	16.0	16.4	16.3	15.4	15.0	17.3	17.5
	75	31.5	31.5	36.4	38.2	32.3	31.7	28.6	28.0	31.5	32.8
		Percentage of fixed assets									
Long-term equity and liabilities	25	83.0	82.5	92.5	89.5	82.7	82.2	83.3	83.0	77.9	77.8
	50	133.9	134.9	137.1	137.1	136.9	137.7	136.1	138.6	120.2	117.5
	75	282.1	281.3	336.8	337.4	303.8	301.8	275.1	278.6	208.1	205.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	48.9	48.2	62.8	59.2	44.7	44.8	46.0	46.8	55.4	55.2
	50	81.0	80.6	112.5	110.5	77.3	75.9	74.1	73.3	82.4	83.4
	75	131.9	131.2	223.8	235.7	124.3	124.3	116.5	116.8	126.3	124.8
		Percentage of cost of materials									
Trade payables	25	5.0	5.0	5.7	5.5	5.0	5.1	4.9	5.0	4.9	4.8
	50	9.2	9.1	12.4	12.8	10.0	9.8	8.5	8.4	8.1	8.0
	75	15.8	15.6	27.5	27.3	18.4	18.2	13.9	13.5	12.0	12.1

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

5 Limited partnerships

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	2.5	2.2	1.7	1.4	0.8	0.8	0.8	0.6	3.0	2.6
of which Goodwill	0.2	0.2	1.5	1.3	0.5	0.6	0.4	0.2	0.2	0.2
Tangible fixed assets	35.8	33.3	48.6	49.4	37.8	36.6	31.4	30.2	36.4	33.5
of which Land and buildings	10.8	10.2	23.1	23.0	22.3	21.8	19.9	19.1	8.3	7.9
Inventories	18.9	20.2	18.9	18.9	25.5	25.7	25.9	25.6	17.2	19.0
of which Finished goods and merchandise	11.9	13.4	14.3	14.2	16.4	15.9	17.7	17.2	10.5	12.5
Cash	5.4	7.0	5.3	5.5	7.0	7.5	7.2	8.2	4.9	6.7
Receivables	26.4	26.3	22.2	21.8	25.8	25.9	28.9	29.5	26.0	25.8
Short-term	25.1	25.1	20.8	20.4	24.7	24.7	27.1	27.8	24.7	24.7
of which										
Trade receivables	13.2	12.7	9.1	9.4	14.1	14.7	17.8	17.6	12.4	11.7
Receivables from affiliated companies	9.2	9.7	8.7	8.3	7.5	7.4	6.0	6.7	9.9	10.4
Long-term	1.3	1.1	1.3	1.4	1.0	1.2	1.8	1.7	1.3	1.0
of which Loans to affiliated companies	0.7	0.6	0.6	0.6	0.3	0.3	0.9	0.6	0.7	0.6
Securities	1.8	1.8	1.1	0.8	0.3	0.4	1.7	1.4	1.9	1.9
Other long-term equity investments	8.6	8.7	1.5	1.5	2.2	2.4	3.6	4.1	9.9	9.9
Capital										
Equity	30.3	30.1	13.1	13.6	19.3	19.4	25.8	25.9	31.9	31.6
Liabilities	55.4	54.3	80.4	79.9	72.0	72.3	65.5	65.3	52.4	51.2
Short-term	36.7	36.8	37.2	36.8	42.9	45.7	44.0	44.7	35.0	34.9
of which										
Liabilities to banks	8.1	7.7	13.3	11.4	14.1	16.2	13.5	13.1	6.7	6.3
Trade payables	9.1	9.2	8.7	9.5	12.4	12.3	11.3	11.8	8.5	8.5
Liabilities to affiliated companies	11.5	11.6	7.6	8.1	6.6	7.4	10.7	11.4	11.9	11.9
Long-term	18.7	17.5	43.2	43.1	29.0	26.6	21.5	20.7	17.4	16.3
of which										
Liabilities to banks	8.0	6.8	35.4	35.6	24.1	21.1	13.2	11.5	5.9	4.9
Liabilities to affiliated companies	9.5	9.6	5.5	5.5	3.4	3.9	6.5	7.6	10.4	10.3
Provisions	13.6	15.0	6.2	6.1	8.0	7.6	8.6	8.6	15.0	16.6
of which Provisions for pensions	3.3	3.3	0.7	0.7	2.0	2.0	2.6	2.5	3.5	3.5
Income statement	Percentage of gross revenue									
Income										
Sales	99.7	100.0	100.4	99.9	99.7	99.6	99.8	99.9	99.7	100.1
Change in finished goods	0.3	0.0	- 0.4	0.1	0.3	0.4	0.2	0.1	0.3	- 0.1
Interest and similar income	0.3	0.3	0.2	0.3	0.2	0.2	0.3	0.3	0.3	0.3
Other income ²	3.8	4.8	6.6	6.1	3.5	2.6	2.3	2.4	4.1	5.5
of which Income from long-term equity investments	0.6	0.6	0.0	0.0	0.2	0.1	0.2	0.3	0.7	0.7
Total income ²	104.0	105.1	106.8	106.4	103.7	102.8	102.6	102.7	104.4	105.8
Expenses										
Cost of materials	67.4	69.4	40.6	40.1	56.6	57.1	65.0	65.4	68.8	71.2
Personnel expenses	14.4	13.7	26.7	26.2	22.0	21.1	17.2	16.9	13.2	12.4
Depreciation	3.3	3.1	7.1	7.2	3.7	3.4	2.7	2.5	3.4	3.1
of which Depreciation of tangible fixed assets	3.1	2.9	6.8	7.0	3.4	3.2	2.4	2.2	3.3	3.0
Interest and similar expenses	1.0	1.0	2.9	2.8	1.7	1.6	1.1	1.0	1.0	0.9
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.2	0.2	0.1	0.1
Other expenses ³	12.6	12.5	23.3	23.2	15.1	14.8	11.5	11.5	12.6	12.5
Total expenses before taxes on income ³	98.8	99.6	100.9	99.7	99.3	98.1	97.7	97.5	99.0	100.2
Annual result before taxes on income	5.3	5.5	6.0	6.7	4.5	4.7	5.0	5.3	5.4	5.6
Taxes on income	0.8	0.8	0.8	0.8	0.7	0.8	0.8	0.9	0.8	0.8
Annual result	4.5	4.7	5.1	5.9	3.8	3.9	4.1	4.4	4.6	4.8
Other ratios	Percentage of sales									
Annual result before taxes on income	5.3	5.5	5.9	6.7	4.5	4.8	5.0	5.3	5.4	5.6
Annual result and depreciation	7.8	7.8	12.2	13.1	7.5	7.3	6.8	6.9	8.0	8.0
Trade receivables	7.9	7.5	7.6	7.8	8.1	8.3	8.4	8.3	7.7	7.3
Percentage of the balance sheet total										
Sales	168.2	168.7	119.5	120.4	173.7	176.1	211.7	211.7	160.2	160.9
Annual result and interest paid	9.3	9.5	9.5	10.5	9.5	9.7	11.0	11.4	9.0	9.2
Percentage of liabilities and provisions less cash										
Annual result and depreciation	20.4	20.8	17.8	19.5	17.6	17.7	21.5	22.0	20.3	20.8
Percentage of fixed assets										
Long-term equity and liabilities	112.8	116.3	110.0	109.4	122.8	119.0	132.3	135.1	109.7	113.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	87.3	91.6	72.1	72.0	74.1	71.2	80.9	83.4	89.8	95.1
Cash resources, short-term receivables and inventories	138.7	146.6	122.8	123.3	133.5	127.4	139.7	140.7	139.0	149.5
Percentage of cost of materials										
Trade payables	8.0	7.8	18.0	19.6	12.6	12.2	8.2	8.5	7.7	7.4
Memo item										
Balance sheet total in € billion	23.26	24.61	0.18	0.18	1.01	1.02	3.48	3.60	18.59	19.80
Sales in € billion	39.12	41.51	0.21	0.21	1.76	1.80	7.37	7.63	29.77	31.87
Number of enterprises	1,019	1,019	225	225	347	347	318	318	129	129

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

5 Limited partnerships (cont'd)

	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	9.4	9.6	8.0	8.1	8.0	7.8	13.9	14.6	10.9	10.7
	50	26.7	26.1	26.7	28.5	25.9	23.9	28.8	27.4	22.8	22.4
	75	46.7	46.1	60.5	59.5	49.8	46.9	45.1	44.8	36.4	35.2
Inventories	25	7.8	7.5	0.5	0.9	7.2	6.8	12.7	12.3	13.9	13.6
	50	22.3	22.2	12.4	12.7	23.8	25.1	24.4	24.4	20.5	21.2
	75	39.0	39.3	41.0	39.7	41.1	41.7	38.3	39.2	32.8	32.0
Equity	25	5.2	4.7	- 9.8	- 15.9	2.4	2.7	9.0	8.8	14.9	16.2
	50	19.4	19.9	12.0	12.0	17.7	17.2	20.8	21.4	26.1	28.6
	75	37.7	38.1	35.5	38.2	37.2	35.8	39.1	38.2	37.9	39.7
Short-term liabilities	25	26.3	26.2	18.0	18.0	25.8	26.6	30.9	30.9	31.3	31.4
	50	43.4	44.3	35.5	36.1	43.2	46.5	46.9	45.8	43.9	43.4
	75	63.3	66.1	61.0	62.9	65.9	69.6	63.4	65.6	57.7	56.6
Liabilities to banks	25	6.9	6.2	9.1	11.3	9.0	8.8	5.9	5.1	3.1	2.0
	50	27.4	24.8	40.3	38.1	30.6	29.6	26.0	21.6	14.9	12.4
	75	51.8	51.4	72.8	70.5	55.4	54.9	42.5	42.3	28.5	25.7
		Percentage of gross revenue									
Cost of materials	25	38.2	38.4	11.4	10.7	37.0	37.2	49.6	49.1	55.0	55.1
	50	59.2	59.9	36.5	38.3	58.5	59.9	69.7	69.9	71.6	71.9
	75	75.7	76.0	57.8	58.8	75.9	76.2	77.3	78.4	82.5	81.4
Personnel expenses	25	10.3	9.7	13.5	13.2	11.1	10.3	9.7	9.3	7.7	7.6
	50	17.4	16.5	26.2	25.6	19.2	19.1	14.5	14.0	12.5	12.6
	75	30.2	29.8	38.1	36.8	33.2	31.9	24.9	24.3	19.8	19.6
Depreciation	25	1.0	1.0	1.6	1.3	0.9	0.9	1.0	1.0	1.1	1.0
	50	2.1	2.0	3.2	2.8	2.2	1.9	1.7	1.7	1.7	1.8
	75	4.6	4.1	7.6	7.2	4.7	4.2	3.8	3.4	2.9	3.1
Annual result	25	0.9	1.2	0.4	1.0	0.9	1.2	1.2	1.1	1.3	1.5
	50	3.2	3.4	4.6	5.0	2.8	3.1	2.8	2.9	3.8	4.5
	75	7.3	7.4	12.0	11.4	6.0	6.2	6.1	6.3	7.8	8.1
		Percentage of sales									
Annual result before taxes on income	25	1.1	1.4	0.5	0.9	1.0	1.3	1.4	1.4	1.5	1.9
	50	3.7	4.0	4.9	5.5	3.4	3.7	3.4	3.6	4.5	5.2
	75	8.5	8.9	13.2	13.0	7.1	7.4	7.5	7.6	9.3	9.3
Annual result and depreciation	25	3.3	3.3	3.5	4.9	3.2	3.0	3.3	3.2	3.1	3.2
	50	6.8	7.0	10.0	10.6	6.2	6.0	6.2	6.4	6.8	7.5
	75	12.6	13.1	21.8	18.3	11.4	11.6	10.3	10.4	11.6	12.9
Trade receivables	25	4.0	3.8	2.2	1.9	3.7	4.0	5.5	5.1	5.0	4.7
	50	7.3	7.4	6.0	6.1	6.9	7.1	8.3	8.2	7.9	7.9
	75	10.9	11.0	11.0	11.7	11.0	10.9	10.7	11.0	11.1	10.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.1	5.5	3.6	5.4	5.3	5.6	5.3	5.3	5.6	6.3
	50	9.8	9.8	10.2	11.2	9.6	9.2	9.7	9.6	11.8	11.0
	75	17.4	17.4	20.4	21.7	16.7	17.0	15.4	16.1	17.7	17.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.4	9.2	5.8	8.1	7.8	8.4	10.1	9.8	12.6	13.6
	50	18.8	19.3	16.8	17.2	16.9	17.8	20.7	19.6	22.8	24.3
	75	39.2	39.1	45.2	41.6	36.1	36.7	39.4	38.5	44.8	46.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	85.1	84.8	76.1	77.1	81.8	78.7	89.5	86.6	98.1	95.8
	50	134.9	127.8	109.7	120.0	154.2	136.0	133.4	129.0	133.4	129.3
	75	247.2	246.7	257.1	262.3	329.4	301.1	208.7	221.0	203.7	199.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	45.8	44.5	35.2	36.9	39.9	40.8	49.6	48.3	62.9	66.5
	50	79.3	78.8	79.2	76.7	74.1	76.4	78.7	77.1	84.5	84.7
	75	138.6	130.9	183.7	175.6	141.3	129.9	117.9	116.1	122.3	117.6
		Percentage of cost of materials									
Trade payables	25	4.4	4.6	5.3	6.0	4.2	4.9	4.1	4.5	4.6	4.5
	50	8.6	8.5	13.0	15.4	10.2	9.4	7.0	7.2	7.0	6.8
	75	17.5	17.7	32.6	33.7	20.2	18.9	12.4	12.5	9.9	10.4

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

6 General partnerships

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.6	1.6	2.3	2.1	0.5	0.5	1.1	1.2	1.7	1.7
of which Goodwill	0.2	0.2	1.6	1.4	0.2	0.2	0.8	0.9	0.1	0.1
Tangible fixed assets	18.6	18.3	56.1	55.1	40.1	39.1	24.6	24.2	15.4	15.2
of which Land and buildings	8.2	8.2	24.3	23.8	19.8	19.3	13.0	12.5	6.5	6.6
Inventories	11.5	11.1	14.0	13.8	21.9	21.2	28.9	27.6	9.4	9.0
of which Finished goods and merchandise	7.5	6.9	8.8	8.9	13.5	14.5	16.8	16.1	6.3	5.6
Cash	4.1	4.3	7.2	7.3	9.1	9.0	9.0	11.2	3.2	3.3
Receivables	53.0	53.2	18.3	19.3	25.4	26.7	33.1	33.1	57.5	57.7
Short-term	52.5	52.7	17.7	18.6	24.4	26.0	31.4	31.1	57.2	57.4
of which										
Trade receivables	10.3	10.2	11.3	11.6	16.6	17.4	17.2	17.5	9.3	9.1
Receivables from affiliated companies	38.5	38.6	3.0	3.3	4.1	5.4	8.2	9.3	44.4	44.4
Long-term	0.5	0.4	0.6	0.7	1.1	0.7	1.7	2.0	0.4	0.3
of which Loans to affiliated companies	0.2	0.2	0.1	0.0	0.2	0.2	0.5	0.7	0.2	0.2
Securities	6.6	6.9	0.4	0.4	0.7	0.6	1.7	1.2	7.6	8.0
Other long-term equity investments	4.0	3.9	0.7	0.9	1.6	2.2	1.2	1.1	4.6	4.4
Capital										
Equity	16.0	16.9	4.9	6.6	16.7	18.9	26.0	28.9	15.6	16.2
Liabilities	44.3	42.6	88.5	86.3	75.6	73.1	60.5	57.2	39.4	38.0
Short-term	31.1	29.8	32.4	32.2	41.6	41.5	44.1	40.9	29.3	28.1
of which										
Liabilities to banks	5.8	4.7	10.5	10.2	12.1	13.3	16.3	15.0	4.4	3.1
Trade payables	8.1	7.9	8.3	9.2	15.9	16.3	14.4	14.5	7.1	6.8
Liabilities to affiliated companies	12.9	12.4	2.5	2.3	2.8	2.8	5.0	4.0	14.5	14.0
Long-term	13.2	12.8	56.1	54.1	34.0	31.7	16.5	16.3	10.1	9.9
of which										
Liabilities to banks	6.3	5.9	52.3	50.6	30.5	27.9	12.7	11.3	2.6	2.5
Liabilities to affiliated companies	6.3	6.4	2.1	1.9	1.7	1.5	1.2	2.9	7.1	7.2
Provisions	38.9	39.6	6.1	6.2	7.2	7.4	13.1	13.3	44.2	44.9
of which Provisions for pensions	3.9	4.1	0.6	0.6	0.5	0.5	3.6	3.5	4.2	4.4
Income statement	Percentage of gross revenue									
Income										
Sales	99.9	100.1	99.7	100.2	99.8	100.4	100.2	100.3	99.9	100.0
Change in finished goods	0.1	-0.1	0.3	-0.2	0.2	-0.4	-0.2	-0.3	0.1	0.0
Interest and similar income	0.8	0.6	0.2	0.2	0.1	0.1	0.2	0.2	1.0	0.7
Other income ²	3.6	3.4	4.4	4.5	2.5	2.5	1.8	1.8	3.9	3.7
of which Income from long-term equity investments	0.3	0.2	0.0	0.0	0.1	0.2	0.2	0.1	0.3	0.3
Total income ²	104.4	104.0	104.6	104.7	102.6	102.7	102.0	102.0	105.0	104.5
Expenses										
Cost of materials	66.8	66.5	37.1	37.3	59.5	60.2	65.4	66.1	68.9	68.4
Personnel expenses	16.7	16.6	23.5	23.0	17.6	16.8	14.9	14.4	16.6	16.6
Depreciation	2.8	2.4	6.8	6.4	3.5	3.4	2.2	1.9	2.7	2.2
of which Depreciation of tangible fixed assets	2.8	2.3	6.7	6.3	3.3	3.2	1.9	1.7	2.7	2.2
Interest and similar expenses	0.8	0.9	2.9	2.7	1.4	1.3	1.0	1.0	0.6	0.7
Operating taxes	0.9	0.8	0.1	0.2	0.1	0.1	0.3	0.2	1.1	1.0
Other expenses ³	13.0	13.5	22.4	22.8	14.2	14.0	11.8	11.7	12.7	13.3
Total expenses before taxes on income ³	101.1	100.6	92.8	92.4	96.4	95.9	95.5	95.3	102.8	102.3
Annual result before taxes on income	3.3	3.4	11.8	12.3	6.2	6.8	6.5	6.8	2.2	2.2
Taxes on income	0.6	0.7	0.8	0.9	0.7	0.8	0.9	0.8	0.5	0.7
Annual result	2.7	2.7	10.9	11.4	5.5	6.0	5.7	5.9	1.7	1.5
Other ratios	Percentage of sales									
Annual result before taxes on income	3.3	3.4	11.8	12.3	6.3	6.8	6.5	6.7	2.2	2.2
Annual result and depreciation	5.6	5.1	17.8	17.7	9.0	9.4	7.8	7.8	4.4	3.7
Trade receivables	7.3	7.2	7.9	7.8	8.1	8.2	7.1	7.2	7.2	7.1
Percentage of the balance sheet total										
Sales	140.6	141.2	143.3	147.6	204.3	212.9	241.2	243.8	128.2	128.1
Annual result and interest paid	5.0	5.0	19.9	20.8	14.2	15.5	15.9	16.7	2.9	2.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	9.8	9.1	29.0	30.4	24.8	27.6	29.0	31.7	6.9	5.9
Percentage of fixed assets										
Long-term equity and liabilities	107.6	110.2	106.8	107.6	121.3	123.4	159.1	171.9	102.2	104.2
Percentage of short-term liabilities										
Cash resources and short-term receivables	182.4	191.7	77.6	81.2	81.7	85.5	94.3	106.4	206.3	216.1
Cash resources, short-term receivables and inventories	219.5	228.9	120.7	124.1	134.4	136.7	159.8	173.9	238.3	248.1
Percentage of cost of materials										
Trade payables	8.6	8.5	15.5	16.8	13.0	12.7	9.1	9.0	8.0	7.8
Memo item										
Balance sheet total in € billion	11.32	11.63	0.35	0.35	0.59	0.60	0.79	0.83	9.59	9.86
Sales in € billion	15.91	16.43	0.50	0.52	1.20	1.27	1.92	2.02	12.29	12.62
Number of enterprises	1,126	1,126	718	718	279	279	93	93	36	36

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

6 General partnerships (cont'd)

	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	10.0	9.6	11.0	10.2	10.6	10.1	7.7	7.0	5.0	4.7
	50	29.6	29.1	35.8	35.7	28.4	28.1	23.5	21.9	12.9	15.9
	75	62.2	62.5	72.8	71.4	48.5	47.2	34.0	38.5	35.2	30.4
Inventories	25	0.8	0.7	0.0	0.0	4.1	3.9	9.2	10.9	7.3	5.2
	50	10.9	11.6	5.5	6.3	19.3	19.8	29.2	28.7	20.6	21.1
	75	32.9	33.3	25.6	25.3	38.1	38.1	42.1	44.8	35.7	30.7
Equity	25	- 11.7	- 11.3	- 21.8	- 21.2	- 2.8	- 0.6	5.2	5.0	8.7	6.6
	50	12.1	12.9	9.7	10.2	13.7	14.4	15.8	16.9	22.4	23.4
	75	38.1	38.4	38.1	40.0	33.6	36.7	40.0	42.4	39.7	37.2
Short-term liabilities	25	17.8	17.7	14.0	14.7	26.2	24.6	29.4	24.1	21.1	20.4
	50	38.7	39.0	33.1	33.2	45.7	47.0	47.7	47.3	49.9	36.9
	75	68.6	67.6	65.1	63.8	73.3	71.9	70.8	72.3	65.4	65.5
Liabilities to banks	25	6.2	5.9	5.9	6.9	9.2	8.9	7.9	4.9	0.0	0.0
	50	37.7	36.0	42.9	40.5	36.2	37.4	30.5	26.0	1.0	0.0
	75	67.5	65.5	77.6	75.9	62.9	56.6	50.8	47.6	24.1	22.0
		Percentage of gross revenue									
Cost of materials	25	17.2	15.3	4.6	5.7	35.7	35.4	50.6	47.9	52.3	52.7
	50	43.9	43.7	31.8	31.8	66.6	66.8	75.0	76.5	66.6	66.2
	75	68.1	68.7	54.2	55.0	79.9	79.7	83.3	84.5	80.6	80.6
Personnel expenses	25	5.5	6.0	5.4	6.1	6.2	6.0	4.8	4.6	3.6	3.7
	50	16.6	16.1	18.3	18.5	14.4	13.9	11.7	10.8	13.5	12.4
	75	30.7	29.8	31.8	31.7	27.2	26.5	22.0	21.6	29.4	26.5
Depreciation	25	1.3	1.1	1.8	1.7	0.9	0.8	0.8	0.7	0.7	0.6
	50	2.9	2.7	3.9	3.7	1.7	1.7	1.4	1.4	1.4	1.3
	75	6.5	6.4	9.6	9.0	3.7	3.4	3.2	2.9	2.5	3.2
Annual result	25	2.2	2.6	4.1	4.6	1.6	1.7	0.7	0.8	0.4	0.2
	50	7.1	7.5	10.1	10.2	4.2	4.2	2.3	2.4	1.9	1.5
	75	15.4	16.1	20.4	19.8	8.2	8.4	9.1	8.3	4.2	4.8
		Percentage of sales									
Annual result before taxes on income	25	2.5	2.8	4.4	5.0	1.8	2.0	1.0	0.9	0.6	0.3
	50	7.6	8.4	10.4	11.2	4.8	4.9	2.6	2.9	2.0	1.9
	75	16.7	17.4	21.6	21.1	9.3	9.7	10.0	9.8	5.2	6.6
Annual result and depreciation	25	5.6	5.8	9.6	9.8	3.3	3.5	2.4	2.1	1.5	1.3
	50	13.1	13.1	17.9	18.0	7.4	6.8	4.5	4.8	4.1	4.3
	75	24.5	25.3	31.1	31.2	13.6	13.8	14.0	13.0	8.0	8.5
Trade receivables	25	1.6	1.9	1.2	1.2	3.3	3.3	3.2	3.1	3.3	3.9
	50	5.9	6.0	5.7	5.5	6.7	6.8	5.8	5.9	8.0	7.3
	75	11.1	11.6	11.3	11.9	10.9	11.2	8.3	9.2	12.7	13.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	8.3	9.0	10.5	10.9	7.8	8.7	5.6	5.6	1.9	1.1
	50	17.3	17.2	22.5	23.0	13.7	13.5	10.4	11.1	5.0	5.3
	75	36.6	38.7	50.3	51.7	24.8	24.4	19.6	18.8	12.7	10.4
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.9	11.0	12.1	12.7	10.7	11.8	8.3	6.4	4.3	4.1
	50	27.0	28.4	32.3	31.9	22.0	23.9	17.5	19.5	11.1	8.1
	75	67.5	73.1	82.8	92.6	47.7	54.9	50.0	50.0	24.2	21.6
		Percentage of fixed assets									
Long-term equity and liabilities	25	71.7	75.6	68.9	71.0	73.4	75.9	92.7	81.6	63.1	73.1
	50	112.3	114.9	106.6	110.1	116.8	118.4	142.8	138.8	154.1	154.6
	75	247.4	245.6	244.7	236.5	232.3	225.8	301.7	317.0	328.2	315.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	38.3	39.6	34.5	36.3	40.6	42.6	52.7	42.9	54.8	56.8
	50	83.8	86.8	85.5	89.2	79.0	83.0	79.9	76.6	93.9	139.8
	75	176.3	177.9	206.3	189.7	136.1	142.0	145.6	154.7	315.3	258.4
		Percentage of cost of materials									
Trade payables	25	4.8	4.4	4.3	4.1	5.8	4.8	5.0	4.4	4.2	4.7
	50	10.0	10.0	10.5	11.2	10.8	9.8	8.1	8.1	9.5	8.4
	75	22.7	23.0	27.0	25.3	19.8	20.1	17.6	16.0	14.9	13.3

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

German enterprises by selected legal form

7 Sole proprietorships

Ratios	All economic sectors *									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.3	1.2	2.0	1.8	1.4	1.3	0.8	0.9	0.7	0.6
<i>of which</i> Goodwill	0.9	0.9	1.5	1.4	1.1	1.0	0.5	0.5	0.2	0.2
Tangible fixed assets	42.7	41.4	52.7	52.1	43.7	43.0	39.3	37.8	29.8	27.7
<i>of which</i> Land and buildings	23.0	22.0	27.6	27.2	21.9	21.2	21.5	20.0	20.5	18.9
Inventories	20.2	20.4	17.9	18.2	21.5	21.8	25.2	25.9	13.5	13.1
<i>of which</i> Finished goods and merchandise	15.1	15.2	13.5	13.5	16.3	16.6	19.1	19.3	8.6	8.8
Cash	6.9	7.1	5.6	5.8	7.1	6.4	6.2	6.3	9.7	11.2
Receivables	26.4	27.4	19.6	19.8	24.5	25.4	26.7	27.2	41.0	42.4
Short-term	24.5	25.0	18.9	19.0	23.5	24.5	26.1	26.6	33.0	32.1
<i>of which</i>										
Trade receivables	16.8	16.9	13.3	13.5	16.8	17.3	18.6	18.6	19.8	18.4
Receivables from affiliated companies	3.3	3.5	2.1	2.1	2.6	2.8	3.9	4.1	5.8	6.3
Long-term	1.9	2.4	0.8	0.7	1.0	0.9	0.6	0.6	8.0	10.3
<i>of which</i> Loans to affiliated companies	0.1	0.3	0.0	0.1	0.1	0.1	0.1	0.1	0.4	1.2
Securities	0.2	0.3	0.2	0.2	0.2	0.3	0.4	0.4	0.1	0.1
Other long-term equity investments	1.5	1.5	0.7	0.8	0.8	0.8	1.0	1.0	5.2	4.6
Capital										
Equity	13.2	14.5	0.6	1.9	9.5	10.3	20.3	21.3	31.0	31.7
Liabilities	78.0	76.4	92.4	91.0	83.5	83.0	74.0	73.0	48.7	46.6
Short-term	44.0	45.4	41.8	41.9	47.0	48.8	46.0	50.1	37.6	36.6
<i>of which</i>										
Liabilities to banks	14.0	14.6	15.8	15.3	16.1	16.9	14.9	16.3	5.0	6.2
Trade payables	18.4	18.4	13.5	13.7	19.0	19.6	20.5	20.9	21.9	19.4
Liabilities to affiliated companies	2.1	2.4	1.3	1.4	1.3	1.5	3.1	3.8	3.4	4.0
Long-term	34.0	31.0	50.6	49.0	36.5	34.2	28.1	22.9	11.1	9.9
<i>of which</i>										
Liabilities to banks	29.9	27.6	46.5	45.1	33.2	30.9	22.4	20.2	7.3	6.0
Liabilities to affiliated companies	1.6	1.6	1.2	1.2	1.4	1.2	1.7	1.1	2.8	3.4
Provisions	8.3	8.7	6.7	6.8	6.6	6.4	5.4	5.5	19.2	20.6
<i>of which</i> Provisions for pensions	0.4	0.4	0.3	0.3	0.3	0.3	0.5	0.5	0.3	0.3
Income statement	Percentage of gross revenue									
Income										
Sales	99.9	99.8	99.9	99.8	99.8	99.7	99.9	99.9	100.1	99.7
Change in finished goods	0.1	0.2	0.1	0.2	0.2	0.3	0.1	0.1	- 0.1	0.3
Interest and similar income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2
Other income ²	2.5	2.5	4.4	4.4	2.7	2.7	1.7	1.7	1.6	1.7
<i>of which</i> Income from long-term equity investments	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Total income ²	102.6	102.6	104.5	104.5	102.8	102.8	101.8	101.8	101.7	101.8
Expenses										
Cost of materials	65.4	66.2	44.8	44.9	62.9	63.2	73.2	74.1	79.2	79.8
Personnel expenses	14.5	14.0	21.9	21.3	15.3	14.7	12.0	11.6	9.3	9.7
Depreciation	3.3	2.9	5.4	5.2	3.5	3.3	2.4	2.0	2.0	1.6
<i>of which</i> Depreciation of tangible fixed assets	3.1	2.8	5.4	5.1	3.3	3.1	2.2	1.9	1.9	1.5
Interest and similar expenses	1.3	1.1	2.3	2.2	1.4	1.3	0.9	0.9	0.3	0.3
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	13.2	13.3	21.7	22.3	14.8	15.3	9.7	9.5	6.7	6.5
Total expenses before taxes on income ³	97.7	97.7	96.4	96.0	98.0	98.0	98.4	98.1	97.6	98.0
Annual result before taxes on income	4.9	5.0	8.0	8.4	4.8	4.8	3.5	3.6	4.1	3.9
Taxes on income	0.7	0.7	0.6	0.7	0.6	0.7	0.6	0.6	1.0	0.9
Annual result	4.2	4.3	7.4	7.8	4.1	4.2	2.9	3.0	3.1	2.9
Other ratios	Percentage of sales									
Annual result before taxes on income	4.9	5.0	8.1	8.5	4.8	4.8	3.5	3.7	4.1	3.9
Annual result and depreciation	7.5	7.2	12.9	12.9	7.6	7.4	5.2	5.1	5.1	4.6
Trade receivables	7.0	6.8	7.2	7.2	7.1	7.2	6.7	6.5	6.8	6.3
Percentage of the balance sheet total										
Sales	241.5	247.7	183.7	186.3	237.1	242.4	276.2	286.7	290.4	291.5
Annual result and interest paid	13.2	13.4	17.9	18.6	13.1	13.2	10.5	11.2	9.9	9.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	22.6	22.7	25.2	26.1	21.6	21.7	19.7	20.0	24.9	23.3
Percentage of fixed assets										
Long-term equity and liabilities	103.6	101.5	96.3	96.9	103.4	100.9	118.3	112.0	98.1	97.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	71.4	70.7	58.6	59.6	65.2	63.6	70.4	65.9	113.5	118.2
Cash resources, short-term receivables and inventories	117.3	115.7	101.4	102.9	110.8	108.3	125.2	117.6	149.4	153.9
Percentage of cost of materials										
Trade payables	11.7	11.2	16.3	16.3	12.7	12.7	10.1	9.8	9.5	8.3
Memo item										
Balance sheet total in € billion	6.97	7.35	1.70	1.73	2.56	2.68	1.62	1.69	1.09	1.24
Sales in € billion	16.83	18.20	3.12	3.22	6.06	6.50	4.48	4.85	3.17	3.62
Number of enterprises	5,885	5,885	4,153	4,153	1,458	1,458	244	244	30	30

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — ¹ Only those financial statements for which data are

available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

German enterprises by selected legal form

7 Sole proprietorships (cont'd)

	Quartile value	All economic sectors * (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	13.0	12.8	13.5	13.2	12.2	12.2	11.9	13.2	10.2	12.5
	50	36.9	35.9	40.5	41.0	30.6	30.8	27.3	27.6	20.1	19.7
	75	65.8	65.7	71.0	71.0	54.2	53.0	45.5	42.5	38.3	36.8
Inventories	25	1.3	1.4	0.7	0.8	3.4	3.4	4.8	5.7	3.1	4.1
	50	13.3	13.7	10.7	10.8	19.2	19.0	20.6	20.6	10.6	9.6
	75	35.4	35.9	33.5	34.2	38.1	38.7	42.0	41.1	24.2	26.8
Equity	25	-25.4	-24.8	-34.6	-33.7	-10.3	-8.8	0.0	0.8	4.9	6.5
	50	3.2	4.7	0.3	1.9	7.0	7.1	12.6	12.8	13.8	15.2
	75	27.3	29.2	27.7	29.8	25.6	27.6	32.0	34.9	40.3	42.1
Short-term liabilities	25	23.7	23.9	20.4	20.3	32.0	33.0	36.1	36.4	32.6	33.6
	50	43.4	44.7	39.1	40.6	51.3	52.2	53.6	58.8	66.0	65.5
	75	71.4	73.0	69.9	71.0	73.4	74.7	75.9	76.2	80.7	82.5
Liabilities to banks	25	21.1	20.6	23.0	22.0	20.4	19.1	12.4	12.9	0.4	0.2
	50	51.0	49.3	57.1	54.5	43.0	42.5	33.0	32.3	10.5	9.8
	75	80.4	78.7	88.8	86.2	67.1	65.4	55.1	54.0	26.0	27.4
		Percentage of gross revenue									
Cost of materials	25	22.9	23.0	16.3	16.0	43.8	44.0	58.5	58.9	75.3	76.0
	50	50.2	50.8	40.4	40.4	71.5	71.5	80.3	80.2	88.1	88.2
	75	72.3	72.4	65.0	65.2	80.0	80.6	91.9	91.7	95.5	95.6
Personnel expenses	25	8.5	8.4	9.9	9.8	6.6	6.6	2.8	2.7	1.0	1.0
	50	16.1	15.7	19.1	18.5	11.8	11.7	8.0	7.6	4.1	3.8
	75	29.3	28.5	31.4	30.5	23.4	22.8	16.6	16.7	7.3	7.2
Depreciation	25	1.2	1.1	1.5	1.4	0.9	0.8	0.6	0.5	0.3	0.3
	50	2.7	2.5	3.3	3.1	1.9	1.7	1.3	1.2	0.8	0.6
	75	6.4	5.9	7.6	7.0	3.9	3.7	2.9	2.6	2.2	2.0
Annual result	25	2.2	2.4	3.3	3.7	1.4	1.4	0.7	0.7	0.3	0.5
	50	5.7	6.0	7.3	7.8	3.2	3.2	1.7	1.5	0.8	0.7
	75	11.1	11.4	13.5	13.6	6.3	6.4	4.0	3.6	4.0	2.0
		Percentage of sales									
Annual result before taxes on income	25	2.3	2.5	3.4	3.9	1.5	1.5	0.8	0.8	0.4	0.5
	50	6.1	6.5	7.7	8.3	3.6	3.7	2.0	1.7	1.0	0.9
	75	12.0	12.5	14.4	14.5	7.3	7.5	4.6	4.5	4.8	2.4
Annual result and depreciation	25	5.2	5.4	7.0	7.3	3.5	3.4	2.0	1.7	0.9	1.0
	50	10.4	10.6	12.6	13.0	6.4	6.3	3.8	3.4	2.4	1.5
	75	18.4	18.7	22.1	22.2	11.4	11.5	7.8	7.2	7.5	5.1
Trade receivables	25	1.8	1.9	1.3	1.3	3.1	3.1	2.9	2.8	4.1	2.5
	50	5.8	5.8	5.5	5.6	6.4	6.4	5.9	5.6	7.0	5.8
	75	9.5	9.4	9.6	9.5	9.3	9.4	9.5	9.1	9.0	9.8
		Percentage of the balance sheet total									
Annual result and interest paid	25	9.0	9.3	10.5	11.1	7.5	7.6	5.9	5.6	3.1	4.1
	50	17.4	17.8	20.7	21.3	13.3	13.0	8.9	8.7	6.1	7.1
	75	34.4	35.2	39.3	40.2	24.0	23.9	13.9	14.5	11.8	11.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	12.0	12.7	12.6	13.6	11.9	11.9	8.7	8.2	7.0	6.5
	50	25.7	26.0	27.4	28.2	22.7	23.2	15.6	15.3	14.0	13.2
	75	53.4	54.1	59.3	59.0	43.4	45.0	33.2	32.8	34.8	25.0
		Percentage of fixed assets									
Long-term equity and liabilities	25	62.8	59.1	60.0	58.3	66.5	61.9	77.7	60.7	68.4	54.9
	50	104.1	103.2	102.6	101.9	109.3	107.2	124.9	107.8	99.7	90.5
	75	184.7	180.8	177.8	175.9	190.8	191.9	214.9	189.6	224.6	161.7
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	30.9	30.6	27.4	27.4	38.5	37.9	42.9	39.5	77.4	74.5
	50	64.8	64.8	62.6	62.7	67.4	67.0	73.6	70.0	84.6	86.4
	75	119.6	119.0	125.5	126.5	109.8	109.7	106.8	105.5	119.7	114.6
		Percentage of cost of materials									
Trade payables	25	5.4	5.5	5.1	5.2	6.5	6.4	4.7	5.2	6.1	4.7
	50	10.9	11.1	11.1	11.3	10.9	11.2	8.8	7.8	8.0	7.3
	75	21.6	21.7	23.3	23.7	19.8	20.3	14.2	13.8	10.7	10.0

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

1 All economic sectors *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindred sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.7	1.7	1.6	1.5	0.9	1.0	1.0	0.9	2.1	2.1
of which Goodwill	0.2	0.2	0.7	0.6	0.3	0.3	0.3	0.2	0.1	0.2
Tangible fixed assets	49.6	47.6	44.1	42.8	41.9	41.0	49.3	48.1	51.2	48.8
of which Land and buildings	12.0	11.6	16.1	15.8	17.8	17.2	14.7	14.3	9.8	9.3
Inventories	12.4	13.6	15.3	16.2	21.6	21.6	17.9	18.4	8.5	10.2
of which Finished goods and merchandise	4.7	5.7	7.2	7.3	8.2	8.1	7.1	7.2	3.0	4.5
Cash	5.2	5.7	10.9	10.9	8.7	9.1	7.0	6.9	3.6	4.3
Receivables	23.8	22.8	24.1	24.5	23.3	23.7	21.5	22.0	24.8	23.0
Short-term	21.8	21.0	22.9	23.2	22.2	22.4	20.6	21.0	22.2	20.7
of which										
Trade receivables	9.1	9.3	14.1	14.3	13.4	13.6	11.3	11.7	7.4	7.4
Receivables from affiliated companies	9.2	8.4	4.1	4.3	4.7	5.0	5.8	5.7	11.5	10.3
Long-term	2.0	1.8	1.2	1.3	1.1	1.3	0.9	1.0	2.7	2.2
of which Loans to affiliated companies	1.6	1.4	0.2	0.3	0.3	0.4	0.5	0.5	2.3	1.9
Securities	1.7	2.2	1.7	1.7	1.5	1.4	0.8	0.9	2.2	2.9
Other long-term equity investments	5.2	6.0	0.8	0.9	1.3	1.4	2.2	2.3	7.3	8.5
Capital										
Equity	35.8	36.7	15.9	17.2	25.4	26.7	31.8	32.6	40.0	40.9
Liabilities	47.1	45.8	73.3	72.0	64.2	62.8	56.0	55.3	39.5	37.9
Short-term	28.8	29.6	35.6	36.5	40.3	40.3	35.5	35.8	23.9	24.9
of which										
Liabilities to banks	4.9	4.8	5.8	5.8	8.1	7.8	8.0	7.6	3.1	3.1
Trade payables	8.0	8.3	11.7	12.0	11.6	11.8	9.7	9.9	6.6	6.9
Liabilities to affiliated companies	8.2	8.6	4.0	4.3	5.5	5.8	7.5	7.6	9.2	9.7
Long-term	18.2	16.2	37.7	35.5	23.9	22.5	20.4	19.5	15.6	13.1
of which										
Liabilities to banks	12.3	11.0	31.6	29.5	18.8	17.5	15.4	14.4	9.1	7.9
Liabilities to affiliated companies	4.5	3.7	4.3	4.2	3.4	3.1	3.7	3.8	5.0	3.8
Provisions	15.4	16.3	10.3	10.3	10.2	10.3	11.0	10.9	18.3	19.7
of which Provisions for pensions	1.1	1.3	2.4	2.5	1.5	1.6	1.0	1.1	1.0	1.2
Income statement										
Percentage of gross revenue										
Income	99.5	99.5	99.8	98.9	99.4	99.6	99.4	99.5	99.6	99.6
Sales	0.5	0.5	0.2	1.1	0.6	0.4	0.6	0.5	0.4	0.4
Change in finished goods	0.4	0.4	0.2	0.2	0.2	0.2	0.3	0.3	0.5	0.5
Interest and similar income	5.4	5.2	6.0	5.8	4.5	4.6	4.4	4.1	6.0	5.9
Other income ²										
of which Income from long-term equity investments	0.3	0.2	0.0	0.1	0.1	0.1	0.1	0.1	0.5	0.3
Total income ²	105.8	105.6	106.2	106.0	104.8	104.8	104.7	104.4	106.5	106.3
Expenses										
Cost of materials	66.7	68.4	43.3	43.7	56.6	57.0	62.8	63.8	72.4	74.3
Personnel expenses	14.5	13.6	30.9	30.3	23.7	23.2	17.6	17.0	9.8	9.0
Depreciation	5.6	5.1	5.4	5.2	4.4	4.2	5.1	4.8	6.2	5.5
of which Depreciation of tangible fixed assets	5.4	4.9	5.2	5.1	4.1	4.0	4.8	4.6	6.1	5.3
Interest and similar expenses	1.3	1.1	1.9	1.8	1.4	1.3	1.4	1.3	1.1	1.0
Operating taxes	0.4	0.6	0.1	0.2	0.2	0.2	0.3	0.3	0.5	0.8
Other expenses ³	12.2	11.7	20.3	20.3	14.9	15.1	13.1	13.0	10.6	9.9
Total expenses before taxes on income ³	100.6	100.6	102.0	101.5	101.2	101.2	100.3	100.3	100.6	100.6
Annual result before taxes on income	5.1	5.0	4.2	4.6	3.6	3.7	4.4	4.1	5.9	5.8
Taxes on income	1.3	1.3	0.9	1.0	0.9	1.0	1.1	1.0	1.5	1.5
Annual result	3.8	3.8	3.3	3.6	2.7	2.7	3.3	3.1	4.4	4.3
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.1	5.0	4.2	4.6	3.6	3.7	4.4	4.1	5.9	5.8
Annual result and depreciation	9.5	8.9	8.8	8.9	7.1	7.0	8.4	7.9	10.7	9.8
Trade receivables	7.4	7.1	9.5	9.7	8.5	8.6	8.2	8.2	6.7	6.1
Percentage of the balance sheet total										
Sales	123.0	130.7	148.3	147.0	158.2	158.7	136.7	142.4	110.5	120.4
Annual result and interest paid	6.3	6.4	7.8	8.0	6.5	6.5	6.5	6.3	6.2	6.4
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.9	20.2	17.8	18.3	17.1	17.2	18.8	18.7	21.0	21.6
Percentage of fixed assets										
Long-term equity and liabilities	99.1	99.3	121.3	122.5	116.5	117.4	103.9	105.8	94.7	94.3
Percentage of short-term liabilities										
Cash resources and short-term receivables	96.2	93.3	98.4	96.9	79.1	80.5	79.0	79.6	111.3	104.7
Cash resources, short-term receivables and inventories	139.1	139.4	141.4	141.4	132.7	134.1	129.3	131.2	146.8	145.6
Percentage of cost of materials										
Trade payables	9.7	9.3	18.1	18.5	12.9	13.0	11.2	10.9	8.2	7.7
Memo item										
Balance sheet total in € billion	79.51	81.04	1.84	1.90	8.40	8.70	20.03	20.40	49.23	50.04
Sales in € billion	97.80	105.90	2.73	2.79	13.29	13.80	27.38	29.05	54.40	60.26
Number of enterprises	7,762	7,762	3,256	3,256	2,851	2,851	1,341	1,341	314	314

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

1 All economic sectors * (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	9.6	9.5	7.8	7.8	10.0	9.9	14.4	14.4	13.6	13.9
	50	27.0	26.8	23.2	23.3	26.5	26.3	34.2	33.4	34.2	33.0
	75	51.8	51.2	51.2	51.8	50.5	49.1	55.0	54.7	55.5	54.6
Inventories	25	3.2	3.3	1.1	1.5	6.0	5.8	6.7	7.0	4.3	4.8
	50	15.2	15.7	9.6	10.6	19.5	19.2	19.5	20.2	14.0	15.1
	75	34.3	34.1	27.7	28.4	38.4	38.0	36.2	36.8	33.9	32.7
Equity	25	5.7	6.2	1.2	2.0	6.5	7.3	10.3	11.1	14.1	13.2
	50	18.7	20.2	16.5	17.9	17.7	19.3	24.0	25.2	29.1	30.2
	75	36.7	38.3	35.3	36.9	34.7	36.0	40.8	43.0	44.8	46.2
Short-term liabilities	25	23.3	23.2	20.3	20.5	26.2	26.2	23.8	24.1	24.7	23.8
	50	42.0	41.5	39.1	38.4	45.0	44.3	43.3	42.0	40.2	39.9
	75	65.0	64.0	63.7	62.8	66.8	65.6	64.2	63.7	62.5	63.3
Liabilities to banks	25	0.9	0.6	0.0	0.0	2.7	2.4	2.1	1.4	0.0	0.0
	50	17.5	16.6	16.9	16.9	19.0	17.6	17.3	16.3	8.0	6.4
	75	40.2	38.3	45.2	43.2	39.4	36.9	36.6	35.1	27.5	25.5
		Percentage of gross revenue									
Cost of materials	25	33.4	34.2	20.0	20.1	41.6	42.1	50.5	52.0	62.1	62.3
	50	52.8	53.5	40.0	40.4	57.5	58.3	63.4	64.1	74.7	75.4
	75	70.2	70.8	57.5	57.5	73.2	73.2	78.3	78.7	86.2	86.4
Personnel expenses	25	12.0	11.9	17.4	17.6	12.0	11.9	9.1	8.7	4.5	4.1
	50	23.3	22.9	30.8	30.0	22.2	21.8	15.5	15.3	8.2	8.1
	75	35.9	35.1	43.6	42.8	32.6	32.0	25.3	24.4	15.7	15.0
Depreciation	25	1.2	1.2	1.3	1.3	1.1	1.1	1.3	1.3	0.9	0.8
	50	2.7	2.6	2.9	2.8	2.5	2.4	3.0	2.9	2.5	2.4
	75	5.9	5.5	6.1	5.8	5.4	5.1	6.4	6.0	6.1	5.6
Annual result	25	0.2	0.3	0.1	0.2	0.3	0.3	0.4	0.4	0.6	0.4
	50	1.8	1.8	2.0	2.2	1.5	1.5	1.9	1.7	2.2	2.0
	75	5.4	5.5	6.7	7.1	4.3	4.3	5.1	4.8	6.5	6.0
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.4	0.2	0.4	0.4	0.4	0.6	0.6	0.7	0.5
	50	2.3	2.4	2.7	2.9	2.0	2.0	2.5	2.3	2.9	2.9
	75	6.8	7.0	8.0	8.6	5.7	5.7	6.3	6.1	8.2	7.7
Annual result and depreciation	25	2.6	2.6	2.7	2.9	2.5	2.5	2.8	2.6	2.2	2.0
	50	6.2	6.1	7.0	6.9	5.5	5.3	6.2	6.0	6.2	6.6
	75	12.7	13.0	14.3	14.9	11.2	11.2	12.7	12.3	14.8	13.9
Trade receivables	25	4.0	3.9	3.9	3.9	4.2	4.1	4.0	3.8	1.6	1.7
	50	7.8	7.8	8.1	8.0	7.7	7.9	7.5	7.5	6.3	6.2
	75	12.1	12.4	13.1	13.4	11.7	11.9	11.6	11.8	10.6	10.5
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.7	2.7	2.1	2.5	2.9	2.8	3.2	3.0	3.1	2.7
	50	6.1	6.1	6.4	6.7	6.0	5.7	6.1	6.0	7.0	6.8
	75	12.4	12.3	15.3	15.2	11.0	11.0	10.2	10.4	11.0	11.8
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	7.1	7.0	5.7	6.0	7.3	6.8	8.8	8.8	10.0	9.8
	50	16.8	16.9	16.7	16.9	16.0	15.9	17.7	18.5	19.4	19.2
	75	35.8	35.6	38.3	38.9	33.9	33.5	33.3	33.9	34.2	36.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	89.5	89.3	91.4	91.3	91.3	91.1	86.2	86.7	80.7	77.9
	50	129.9	131.8	137.9	142.0	132.7	134.6	117.8	119.3	108.7	108.1
	75	246.5	253.4	300.6	310.3	236.6	248.6	187.8	189.8	158.6	157.9
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	51.3	51.5	54.6	54.7	49.9	50.3	48.9	49.5	49.5	50.7
	50	92.7	93.3	108.0	105.9	85.8	88.0	82.5	83.1	79.9	82.7
	75	166.4	166.3	206.5	209.7	148.0	149.0	132.2	132.9	132.9	140.4
		Percentage of cost of materials									
Trade payables	25	6.0	6.0	6.6	6.5	6.1	6.2	5.4	5.5	3.7	3.9
	50	11.6	11.8	14.1	14.2	11.1	11.6	9.8	9.6	7.8	7.8
	75	22.1	21.5	29.2	28.1	20.1	19.6	17.0	16.7	12.4	12.2

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.9	1.8	1.2	1.0	0.9	0.9	1.0	1.0	2.4	2.4
of which Goodwill	0.1	0.2	0.5	0.4	0.2	0.3	0.2	0.2	0.0	0.1
Tangible fixed assets	47.4	46.1	36.7	35.8	40.6	39.6	50.0	48.6	47.7	46.4
of which Land and buildings	11.7	11.3	14.4	13.9	17.4	16.6	14.3	13.9	9.6	9.2
Inventories	12.3	13.1	17.1	18.1	21.9	21.8	17.0	17.9	8.7	9.5
of which Finished goods and merchandise	4.4	4.9	7.2	7.1	7.6	7.5	6.5	6.6	2.9	3.6
Cash	5.1	5.3	12.8	12.5	9.1	9.6	7.2	6.9	3.3	3.7
Receivables	25.1	23.9	27.8	28.0	23.6	24.0	21.2	21.7	26.9	24.6
Short-term	22.8	21.8	26.3	26.3	22.4	22.6	20.2	20.6	23.8	22.0
of which										
Trade receivables	9.5	9.7	16.2	16.2	13.7	13.9	11.1	11.6	8.0	8.1
Receivables from affiliated companies	9.7	8.8	4.5	4.7	4.6	4.8	5.7	5.6	12.4	10.9
Long-term	2.4	2.1	1.5	1.7	1.2	1.4	1.0	1.1	3.2	2.6
of which Loans to affiliated companies	1.9	1.6	0.2	0.2	0.4	0.4	0.5	0.6	2.7	2.3
Securities	2.0	2.6	2.1	2.1	1.7	1.6	0.9	1.1	2.5	3.5
Other long-term equity investments	5.9	6.8	0.9	1.0	1.4	1.6	2.3	2.5	8.2	9.7
Capital										
Equity	37.6	38.6	22.3	23.5	28.0	29.4	33.8	34.9	41.2	42.1
Liabilities	44.7	43.9	64.9	63.8	60.9	59.5	53.9	53.1	37.6	36.9
Short-term	27.2	28.2	38.3	39.0	39.6	39.6	33.6	33.8	22.3	23.6
of which										
Liabilities to banks	4.5	4.6	5.2	5.6	7.4	7.3	7.4	6.9	2.8	3.2
Trade payables	7.7	8.0	12.2	12.5	11.4	11.6	9.3	9.6	6.2	6.7
Liabilities to affiliated companies	7.3	7.8	4.3	4.1	5.0	5.5	6.7	6.8	8.0	8.7
Long-term	17.4	15.8	26.5	24.8	21.4	19.9	20.3	19.3	15.3	13.3
of which										
Liabilities to banks	11.8	10.8	19.2	17.6	16.3	15.2	15.3	14.2	9.4	8.4
Liabilities to affiliated companies	4.0	3.4	5.5	5.3	3.5	3.1	3.6	3.8	4.2	3.3
Provisions	15.9	16.2	12.2	12.1	10.8	10.8	11.2	11.1	18.7	19.4
of which Provisions for pensions	1.2	1.4	3.6	3.6	1.8	1.9	1.2	1.3	1.1	1.2
Income statement	Percentage of gross revenue									
Income										
Sales	99.4	99.4	99.7	98.7	99.4	99.6	99.2	99.3	99.6	99.5
Change in finished goods	0.6	0.6	0.3	1.3	0.6	0.4	0.8	0.7	0.4	0.5
Interest and similar income	0.4	0.4	0.3	0.3	0.2	0.3	0.3	0.3	0.5	0.5
Other income ²	5.4	4.7	6.4	6.2	4.8	4.8	4.5	4.2	5.9	4.9
of which Income from long-term equity investments	0.3	0.2	0.0	0.1	0.1	0.1	0.1	0.1	0.5	0.2
Total income ²	105.8	105.1	106.6	106.5	105.0	105.0	104.8	104.5	106.4	105.4
Expenses										
Cost of materials	66.8	68.5	42.0	42.5	55.2	55.6	62.6	63.7	72.7	74.5
Personnel expenses	14.8	13.8	35.0	34.3	25.4	25.0	17.9	17.2	9.8	9.0
Depreciation	5.4	4.9	4.6	4.4	4.3	4.1	5.2	4.9	5.9	5.1
of which Depreciation of tangible fixed assets	5.2	4.7	4.3	4.2	3.9	3.9	4.9	4.7	5.6	4.9
Interest and similar expenses	1.1	1.0	1.4	1.3	1.3	1.3	1.4	1.3	1.0	0.8
Operating taxes	0.5	0.7	0.1	0.2	0.2	0.2	0.3	0.4	0.6	1.0
Other expenses ³	12.0	11.3	20.6	20.6	15.3	15.5	13.0	12.8	10.4	9.3
Total expenses before taxes on income ³	100.7	100.3	103.7	103.2	101.8	101.7	100.4	100.3	100.4	99.8
Annual result before taxes on income	5.1	4.9	2.9	3.3	3.3	3.3	4.4	4.2	6.0	5.5
Taxes on income	1.4	1.4	1.0	1.1	1.0	1.0	1.2	1.1	1.6	1.6
Annual result	3.8	3.5	1.9	2.2	2.2	2.3	3.2	3.1	4.4	4.0
Other ratios	Percentage of sales									
Annual result before taxes on income	5.2	4.9	2.9	3.3	3.3	3.4	4.4	4.2	6.0	5.6
Annual result and depreciation	9.2	8.5	6.5	6.7	6.6	6.5	8.5	8.1	10.3	9.2
Trade receivables	7.9	7.6	10.1	10.4	8.8	9.0	8.5	8.5	7.3	6.7
Percentage of the balance sheet total										
Sales	120.5	128.6	160.7	156.1	154.7	154.4	130.0	135.7	109.8	120.5
Annual result and interest paid	5.9	5.9	5.3	5.5	5.6	5.5	6.1	6.0	6.0	5.9
Percentage of liabilities and provisions less cash										
Annual result and depreciation	19.4	19.4	16.1	16.3	16.2	16.3	18.8	18.8	20.4	20.4
Percentage of fixed assets										
Long-term equity and liabilities	101.7	101.3	134.1	135.1	119.7	120.9	105.7	107.9	97.5	96.0
Percentage of short-term liabilities										
Cash resources and short-term receivables	105.1	100.0	105.9	103.4	82.4	83.9	83.3	83.6	125.4	114.1
Cash resources, short-term receivables and inventories	150.5	146.4	150.6	149.8	137.7	139.0	134.0	136.4	164.5	154.3
Percentage of cost of materials										
Trade payables	9.5	9.1	18.1	18.6	13.3	13.5	11.4	11.0	7.8	7.4
Memo item										
Balance sheet total in € billion	65.42	66.77	1.21	1.27	6.70	6.98	16.84	17.20	40.66	41.32
Sales in € billion	78.85	85.89	1.94	1.99	10.37	10.78	21.90	23.35	44.64	49.78
Number of enterprises	5,779	5,779	2,228	2,228	2,209	2,209	1,083	1,083	259	259

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

1 All economic sectors * (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	8.4	8.6	6.2	6.1	9.4	9.6	13.9	14.1	14.2	15.2
	50	24.1	24.3	17.2	17.8	25.1	25.4	33.8	33.2	35.0	34.2
	75	48.0	47.4	40.6	42.0	48.5	47.3	55.2	54.7	55.9	55.3
Inventories	25	3.4	3.5	1.3	1.6	5.8	5.4	6.3	6.6	3.8	4.0
	50	15.2	15.8	10.1	10.8	19.6	19.1	19.4	20.2	13.7	14.4
	75	34.7	34.2	27.6	28.1	38.5	38.2	35.9	36.9	30.7	28.7
Equity	25	8.7	9.2	6.6	6.9	8.3	9.2	11.8	12.5	16.3	17.4
	50	21.5	23.0	20.3	21.1	19.6	21.5	26.3	27.6	31.8	32.5
	75	38.8	40.5	36.5	38.4	36.5	37.7	43.9	45.3	46.1	48.9
Short-term liabilities	25	23.3	23.3	22.8	22.4	24.7	25.2	22.4	22.5	22.1	22.4
	50	42.1	41.2	40.6	40.0	43.9	42.9	41.5	39.9	37.7	37.1
	75	64.6	63.3	65.6	64.0	65.3	64.2	62.8	61.5	57.8	60.1
Liabilities to banks	25	0.0	0.0	0.0	0.0	1.8	1.8	1.6	0.8	0.0	0.0
	50	13.6	13.2	9.9	9.8	16.5	15.8	16.2	14.6	8.1	6.5
	75	33.6	32.0	31.1	31.0	35.3	33.5	35.3	31.8	27.4	25.6
		Percentage of gross revenue									
Cost of materials	25	33.4	34.3	19.4	19.2	40.6	40.9	50.2	52.2	61.9	61.4
	50	52.1	53.0	39.0	39.5	55.4	56.1	63.1	63.9	73.4	74.0
	75	68.5	69.1	55.5	55.1	71.2	71.4	78.4	78.8	86.9	87.0
Personnel expenses	25	14.2	13.9	23.7	23.1	14.1	14.0	9.3	8.8	4.4	4.0
	50	25.9	25.2	35.7	34.8	24.4	23.7	16.0	15.8	8.9	8.5
	75	38.3	37.7	48.4	47.4	34.4	33.8	25.7	24.6	16.1	15.5
Depreciation	25	1.2	1.2	1.2	1.1	1.2	1.1	1.3	1.3	0.9	0.9
	50	2.6	2.5	2.6	2.5	2.5	2.4	3.0	3.0	2.8	2.7
	75	5.6	5.3	5.2	5.0	5.4	5.2	6.6	6.4	6.5	5.8
Annual result	25	0.1	0.2	-0.1	0.0	0.2	0.2	0.4	0.4	0.5	0.3
	50	1.2	1.3	0.9	1.2	1.2	1.2	1.8	1.7	2.1	2.1
	75	4.0	4.0	3.7	4.0	3.6	3.7	4.9	4.6	6.5	5.9
		Percentage of sales									
Annual result before taxes on income	25	0.2	0.3	0.0	0.1	0.3	0.3	0.6	0.6	0.6	0.4
	50	1.8	1.8	1.3	1.7	1.7	1.7	2.4	2.3	3.0	3.0
	75	5.3	5.4	5.0	5.3	5.0	4.9	6.2	6.0	8.4	7.8
Annual result and depreciation	25	2.2	2.2	1.8	2.0	2.3	2.2	2.9	2.6	2.4	2.1
	50	5.3	5.2	4.9	5.1	5.1	4.9	6.2	6.1	6.7	6.7
	75	11.2	11.2	10.6	10.9	10.5	10.6	13.4	12.7	15.0	14.0
Trade receivables	25	4.4	4.4	4.7	4.7	4.5	4.6	4.2	4.1	2.2	2.3
	50	8.1	8.2	8.5	8.8	8.1	8.3	7.8	7.6	6.8	6.5
	75	12.6	12.9	14.0	14.4	12.3	12.4	11.9	12.1	10.7	10.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.2	2.2	1.2	1.5	2.6	2.5	2.9	2.9	2.7	2.4
	50	5.1	5.1	4.5	4.8	5.2	5.0	5.6	5.6	6.1	6.0
	75	9.4	9.2	9.5	9.1	9.1	9.0	9.4	9.7	10.7	10.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.1	5.9	3.7	4.1	6.5	6.0	8.5	8.7	9.1	9.5
	50	15.3	15.4	13.3	13.8	15.0	14.5	17.6	18.9	20.0	19.3
	75	32.6	32.4	32.9	32.0	32.0	31.2	32.9	34.1	34.3	35.9
		Percentage of fixed assets									
Long-term equity and liabilities	25	93.5	94.6	98.4	99.1	95.8	96.6	89.7	90.4	82.2	78.4
	50	138.9	141.9	160.0	166.1	139.3	140.7	120.6	124.3	111.7	113.0
	75	269.5	276.4	368.7	379.0	251.8	262.4	193.2	193.6	161.4	165.4
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	55.5	56.4	62.0	61.8	53.1	53.1	51.6	53.7	50.5	54.5
	50	98.0	98.8	116.9	115.5	89.8	92.9	85.1	86.5	87.4	90.7
	75	174.5	176.2	223.7	226.2	157.3	159.6	137.2	142.9	149.0	149.5
		Percentage of cost of materials									
Trade payables	25	6.1	6.1	6.6	6.6	6.3	6.5	5.5	5.6	3.6	3.7
	50	12.0	12.0	14.8	14.8	11.7	12.1	10.3	9.7	7.4	7.6
	75	22.4	21.6	29.8	28.3	20.6	20.0	17.6	16.9	12.8	11.9

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

1 All economic sectors * (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	1.0	0.9	2.4	2.4	1.0	1.1	1.0	0.9	0.8	0.7
of which Goodwill	0.5	0.4	1.1	1.1	0.6	0.5	0.5	0.4	0.4	0.3
Tangible fixed assets	59.7	54.9	58.4	57.0	47.0	46.7	45.6	45.1	67.6	60.0
of which Land and buildings	13.5	13.1	19.4	19.8	19.6	19.4	16.7	16.5	10.6	10.1
Inventories	12.5	16.2	11.9	12.4	20.3	20.7	22.2	21.6	7.4	13.6
of which Finished goods and merchandise	6.0	9.4	7.3	7.7	10.5	10.6	10.2	10.4	3.5	8.9
Cash	5.8	7.1	7.4	7.6	7.1	7.0	5.7	6.9	5.5	7.2
Receivables	17.7	17.9	17.0	17.4	22.2	22.4	23.2	23.3	14.9	15.1
Short-term	17.3	17.4	16.3	16.9	21.3	21.7	22.7	22.8	14.5	14.7
of which										
Trade receivables	7.2	7.4	10.1	10.5	12.3	12.5	12.3	12.5	4.1	4.3
Receivables from affiliated companies	6.6	6.8	3.4	3.6	4.8	5.5	6.1	6.3	7.3	7.5
Long-term	0.5	0.5	0.7	0.6	0.8	0.8	0.5	0.4	0.4	0.4
of which Loans to affiliated companies	0.2	0.1	0.3	0.3	0.2	0.3	0.2	0.2	0.1	0.1
Securities	0.5	0.2	0.9	0.9	0.8	0.7	0.3	0.2	0.5	0.1
Other long-term equity investments	2.1	2.1	0.6	0.7	0.7	0.6	1.3	1.3	2.7	2.8
Capital										
Equity	27.7	28.2	3.6	4.5	14.8	15.6	20.9	20.5	34.5	35.3
Liabilities	58.2	54.4	89.5	88.5	77.0	76.1	67.0	67.1	49.0	43.0
Short-term	36.2	36.0	30.3	31.2	43.1	43.0	45.8	46.7	31.7	31.0
of which										
Liabilities to banks	6.8	5.8	6.9	6.3	10.7	10.2	11.0	11.6	4.5	2.8
Trade payables	9.5	9.6	10.6	11.0	12.6	12.6	11.6	11.8	8.1	8.0
Liabilities to affiliated companies	12.7	12.5	3.4	4.5	7.5	7.4	11.7	11.4	14.8	14.4
Long-term	22.0	18.4	59.2	57.3	33.9	33.1	21.1	20.5	17.2	12.0
of which										
Liabilities to banks	14.3	12.4	55.4	53.5	28.9	27.1	16.1	15.4	7.7	5.5
Liabilities to affiliated companies	7.0	5.1	2.1	2.0	3.0	3.5	4.2	3.8	9.3	6.1
Provisions	13.3	16.7	6.6	6.7	7.9	7.9	9.6	10.0	16.3	21.5
of which Provisions for pensions	0.6	0.8	0.1	0.2	0.3	0.3	0.3	0.3	0.9	1.2
Income statement										
Percentage of gross revenue										
Income										
Sales	99.9	100.0	99.9	99.5	99.5	99.7	100.3	100.2	99.9	100.0
Change in finished goods	0.1	0.0	0.1	0.5	0.5	0.3	-0.3	-0.2	0.1	0.0
Interest and similar income	0.3	0.3	0.1	0.1	0.2	0.1	0.2	0.2	0.4	0.4
Other income ²	5.3	7.3	5.1	4.9	3.7	3.9	3.8	3.6	6.5	10.4
of which Income from long-term equity investments	0.2	0.2	0.1	0.1	0.0	0.0	0.1	0.1	0.4	0.3
Total income ²	105.5	107.6	105.3	105.0	103.8	104.0	104.0	103.8	106.9	110.8
Expenses										
Cost of materials	66.2	67.9	46.6	46.7	61.4	62.1	63.7	64.1	70.7	73.3
Personnel expenses	13.2	12.7	20.8	20.3	17.4	16.9	16.5	16.2	9.4	9.1
Depreciation	6.5	6.0	7.5	7.3	4.9	4.6	4.4	4.4	8.1	7.3
of which Depreciation of tangible fixed assets	6.3	5.9	7.3	7.2	4.5	4.4	4.1	4.2	8.0	7.2
Interest and similar expenses	1.8	1.5	3.2	3.0	1.7	1.6	1.4	1.4	1.9	1.5
Operating taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	12.8	13.6	19.6	19.7	13.5	13.9	13.7	14.0	11.5	12.8
Total expenses before taxes on income ³	100.5	101.9	97.7	97.2	99.0	99.2	99.7	100.2	101.7	103.9
Annual result before taxes on income	5.0	5.7	7.6	7.8	4.8	4.8	4.3	3.6	5.3	6.9
Taxes on income	0.8	0.9	0.6	0.7	0.6	0.7	0.6	0.6	0.9	1.1
Annual result	4.2	4.8	6.9	7.1	4.2	4.1	3.7	3.1	4.3	5.8
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.7	7.6	7.9	4.9	4.8	4.3	3.6	5.3	6.9
Annual result and depreciation	10.7	10.9	14.4	14.5	9.1	8.8	8.0	7.4	12.4	13.1
Trade receivables	5.4	5.3	8.1	8.2	7.2	7.1	7.2	7.0	3.6	3.6
Percentage of the balance sheet total										
Sales	134.5	140.3	124.7	128.3	172.2	176.0	171.8	178.2	113.9	120.2
Annual result and interest paid	8.1	8.9	12.6	13.1	10.3	10.2	8.8	7.9	7.1	8.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	21.7	23.6	20.2	21.2	20.1	20.0	18.8	18.2	23.6	27.4
Percentage of fixed assets										
Long-term equity and liabilities	87.9	90.0	105.4	105.8	104.9	104.8	93.5	92.8	83.1	85.9
Percentage of short-term liabilities										
Cash resources and short-term receivables	65.0	68.7	80.0	80.3	67.4	67.6	62.7	64.3	64.5	70.7
Cash resources, short-term receivables and inventories	99.6	113.7	119.1	120.1	114.5	115.6	111.1	110.6	87.9	114.4
Percentage of cost of materials										
Trade payables	10.7	10.0	18.3	18.3	11.8	11.5	10.6	10.3	10.1	9.1
Memo item										
Balance sheet total in € billion	14.09	14.27	0.63	0.63	1.70	1.72	3.19	3.20	8.57	8.72
Sales in € billion	18.95	20.01	0.79	0.81	2.92	3.02	5.48	5.70	9.76	10.48
Number of enterprises	1,983	1,983	1,028	1,028	642	642	258	258	55	55

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as other business activities. — 1 Only those financial statements for which data are

available for both financial years are evaluated. — 2 Excluding profit transfers assumed and loss transfers made. — 3 Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

1 All economic sectors * (cont'd)

	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	13.9	13.9	15.4	16.1	11.4	11.3	17.3	17.6	12.9	12.8
	50	36.9	36.0	41.7	41.6	31.4	31.9	35.6	34.7	28.2	26.9
	75	62.5	62.1	69.3	70.0	54.8	54.0	54.0	55.3	55.2	53.2
Inventories	25	2.9	2.9	0.9	1.1	6.4	6.9	7.4	9.0	6.9	8.3
	50	14.9	15.3	8.3	10.0	19.5	19.2	20.0	20.8	24.4	24.3
	75	33.2	33.8	27.9	28.9	37.8	37.8	37.7	36.7	40.2	43.2
Equity	25	- 5.2	- 4.4	- 20.6	- 19.2	0.9	1.5	7.5	6.9	6.9	5.7
	50	10.2	10.8	4.6	6.0	11.1	12.1	16.4	16.3	16.7	12.4
	75	28.0	30.5	29.7	32.1	25.0	28.4	30.4	30.3	31.9	32.5
Short-term liabilities	25	23.2	23.0	16.2	16.1	30.7	31.3	30.8	32.5	35.9	34.4
	50	41.8	42.2	35.1	34.4	48.6	48.8	50.2	51.9	55.4	57.4
	75	66.0	65.9	59.7	58.4	71.4	70.2	70.3	69.8	77.2	83.1
Liabilities to banks	25	9.0	8.6	11.6	13.0	9.4	6.9	6.3	5.2	0.0	0.0
	50	34.7	31.8	42.9	40.5	31.3	28.0	24.1	22.2	7.7	2.7
	75	62.8	61.0	78.4	75.0	53.4	50.8	44.4	44.3	36.1	25.5
		Percentage of gross revenue									
Cost of materials	25	33.5	33.7	22.0	22.1	46.1	47.2	51.0	50.7	63.7	65.4
	50	55.5	56.0	43.2	43.6	65.2	67.0	64.5	65.5	82.0	82.0
	75	73.2	73.4	63.4	63.4	77.3	77.8	78.0	78.6	86.1	85.6
Personnel expenses	25	8.7	8.7	9.9	9.8	8.4	8.2	8.3	8.5	4.6	4.7
	50	16.2	15.5	20.2	19.1	13.7	13.3	14.3	14.0	7.5	7.8
	75	28.0	27.4	31.2	30.3	26.2	24.8	23.8	22.7	10.9	10.4
Depreciation	25	1.4	1.3	1.8	1.7	1.1	1.0	1.2	1.2	0.6	0.6
	50	3.1	3.0	3.9	3.8	2.4	2.3	2.8	2.7	1.4	1.6
	75	6.8	6.6	8.3	8.2	5.3	4.9	5.3	5.0	5.3	4.7
Annual result	25	1.3	1.2	2.4	2.7	0.9	0.8	0.8	0.5	0.9	0.6
	50	4.6	4.5	6.6	7.1	3.1	2.9	2.5	1.9	2.2	1.7
	75	9.6	9.7	12.0	12.8	6.8	6.9	5.8	5.8	6.2	6.6
		Percentage of sales									
Annual result before taxes on income	25	1.5	1.3	2.5	3.0	1.1	0.9	0.9	0.6	0.9	0.6
	50	4.9	5.0	6.9	7.4	3.4	3.3	2.7	2.5	2.6	1.9
	75	10.4	10.8	13.0	13.6	8.1	7.8	6.9	6.7	6.8	7.6
Annual result and depreciation	25	4.6	4.6	7.0	7.1	3.4	3.3	2.8	2.6	1.9	1.8
	50	9.6	9.4	12.2	13.0	6.7	6.7	6.7	5.8	5.4	5.2
	75	17.1	17.8	22.4	23.3	13.1	12.7	11.5	11.1	11.9	11.4
Trade receivables	25	2.5	2.5	2.1	2.2	3.3	3.0	2.7	2.4	0.0	0.0
	50	6.8	6.7	7.1	6.7	6.8	6.7	6.1	6.2	3.2	4.4
	75	10.4	10.6	11.1	11.2	9.9	9.6	10.3	10.0	9.9	9.2
		Percentage of the balance sheet total									
Annual result and interest paid	25	6.0	5.9	7.6	7.8	5.4	5.0	4.5	3.5	7.2	5.4
	50	12.4	12.3	15.6	16.4	10.7	10.2	8.2	7.7	8.8	10.1
	75	25.3	25.6	32.5	33.6	20.4	20.0	14.6	13.3	14.5	17.2
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	10.8	10.7	11.1	11.2	10.4	10.1	10.2	9.1	13.2	13.9
	50	21.3	21.4	24.6	24.3	19.8	20.1	18.4	17.7	18.7	18.8
	75	44.9	46.2	51.2	53.8	41.3	41.4	35.5	31.3	31.3	39.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	77.7	75.6	80.2	77.8	77.3	75.0	75.5	74.1	76.2	55.8
	50	110.7	110.7	112.2	112.1	112.4	113.0	107.0	107.3	98.2	93.2
	75	185.2	185.1	192.1	185.1	199.2	210.5	172.2	175.8	137.2	120.2
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	40.8	40.0	41.2	39.2	40.2	41.2	39.7	36.7	43.1	45.6
	50	79.0	77.2	88.6	85.1	77.0	74.7	69.0	69.8	64.6	61.9
	75	139.3	138.6	175.7	170.3	117.1	119.9	111.0	108.9	86.2	100.9
		Percentage of cost of materials									
Trade payables	25	5.8	5.6	6.6	6.5	5.6	5.3	4.9	5.1	4.2	4.8
	50	10.7	11.0	12.5	12.8	9.9	9.8	8.7	8.4	9.2	8.4
	75	21.4	21.3	28.1	28.0	17.7	17.9	16.0	14.9	12.1	12.9

* Mining and quarrying, manufacturing, electricity, gas and water supply, construction, trade, hotels and restaurants, transport, post and telecommunications, renting of machinery and equipment, computer and related activities as well as

other business activities. — 1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

2 Manufacturing

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	1.7	1.7	1.2	1.1	0.8	0.7	1.4	1.3	2.1	2.1
of which Goodwill	0.2	0.3	0.4	0.4	0.2	0.2	0.4	0.3	0.2	0.3
Tangible fixed assets	44.8	42.2	44.8	43.8	45.3	44.2	46.8	44.7	43.8	40.6
of which Land and buildings	15.3	14.7	21.7	20.6	21.6	20.8	17.7	16.9	12.9	12.5
Inventories	16.2	17.2	16.2	17.5	20.3	20.5	18.8	19.9	14.3	15.3
of which Finished goods and merchandise	4.5	4.9	4.6	4.8	5.8	5.6	5.8	5.9	3.7	4.3
Cash	5.1	6.4	9.2	9.0	7.0	7.8	5.3	5.9	4.5	6.3
Receivables	25.9	25.4	25.5	25.6	23.9	23.7	24.0	24.1	27.1	26.4
Short-term	24.8	23.1	24.0	23.9	22.8	22.4	22.6	22.7	26.1	23.4
of which										
Trade receivables	8.9	9.6	14.5	13.9	13.2	13.4	11.6	12.0	6.8	7.6
Receivables from affiliated companies	12.3	10.5	5.0	5.3	5.3	5.2	6.9	7.0	16.2	13.3
Long-term	1.1	2.3	1.5	1.7	1.1	1.3	1.3	1.4	1.0	3.0
of which Loans to affiliated companies	0.7	1.8	0.3	0.6	0.4	0.4	0.8	0.9	0.7	2.6
Securities	0.7	1.1	1.3	1.2	1.1	1.1	0.7	1.0	0.6	1.2
Other long-term equity investments	5.2	5.5	0.7	0.7	0.9	1.2	2.6	2.7	7.3	7.8
Capital										
Equity	38.0	38.3	23.7	25.1	27.6	29.2	33.6	34.5	42.2	42.1
Liabilities	52.0	50.3	66.0	64.9	63.1	61.4	55.9	55.1	48.0	45.7
Short-term	33.0	34.6	35.5	36.1	37.7	38.2	36.9	37.4	30.3	32.6
of which										
Liabilities to banks	6.0	5.5	6.1	6.1	8.3	8.4	8.8	8.0	4.3	3.6
Trade payables	9.0	8.8	11.2	11.7	10.9	11.0	10.2	10.3	8.1	7.5
Liabilities to affiliated companies	11.1	12.5	4.3	4.5	6.9	7.4	10.7	10.7	12.1	14.5
Long-term	19.0	15.7	30.5	28.8	25.5	23.2	19.1	17.7	17.7	13.1
of which										
Liabilities to banks	10.5	9.2	23.1	21.9	19.2	17.0	13.6	12.1	7.3	6.0
Liabilities to affiliated companies	7.3	5.3	5.1	4.9	4.3	3.9	3.9	3.8	9.4	6.3
Provisions	9.8	11.2	10.1	9.7	9.1	9.3	10.3	10.3	9.7	12.0
of which Provisions for pensions	1.0	1.2	2.3	2.3	1.4	1.5	1.2	1.2	0.9	1.0
Income statement										
Percentage of gross revenue										
Income	99.4	99.2	99.2	98.2	98.5	99.3	99.5	98.9	99.5	99.3
Sales	0.6	0.8	0.8	1.8	1.5	0.7	0.5	1.1	0.5	0.7
Change in finished goods	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.4	0.4
Interest and similar income	5.9	5.1	6.7	6.7	4.9	4.7	5.3	4.8	6.4	5.3
Other income ²	0.4	0.1	0.0	0.1	0.1	0.0	0.1	0.1	0.5	0.1
of which Income from long-term equity investments										
Total income ²	106.2	105.5	106.9	106.9	105.1	105.0	105.5	105.1	106.7	105.7
Expenses										
Cost of materials	63.8	64.5	40.1	41.0	51.1	51.6	56.5	57.7	70.4	70.8
Personnel expenses	16.1	15.4	35.1	34.3	26.4	25.9	21.0	20.1	11.3	10.7
Depreciation	6.3	5.9	5.6	5.5	5.3	5.1	6.0	5.8	6.7	6.0
of which Depreciation of tangible fixed assets	6.1	5.7	5.4	5.4	5.0	4.9	5.7	5.6	6.5	5.9
Interest and similar expenses	1.3	1.2	1.9	1.8	1.7	1.6	1.4	1.4	1.1	1.0
Operating taxes	0.2	0.2	0.1	0.1	0.3	0.3	0.2	0.3	0.2	0.2
Other expenses ³	13.5	13.4	19.8	19.6	15.8	15.9	15.4	15.3	12.0	11.8
Total expenses before taxes on income ³	101.3	100.5	102.5	102.3	100.5	100.4	100.4	100.6	101.8	100.5
Annual result before taxes on income	4.9	4.9	4.4	4.6	4.5	4.6	5.1	4.5	4.9	5.2
Taxes on income	0.9	1.0	1.0	1.0	1.0	1.1	1.0	1.1	0.8	0.9
Annual result	4.0	3.9	3.4	3.6	3.5	3.5	4.0	3.5	4.2	4.3
Other ratios										
Percentage of sales										
Annual result before taxes on income	5.0	5.0	4.5	4.7	4.6	4.6	5.1	4.6	5.0	5.2
Annual result and depreciation	10.4	9.9	9.0	9.3	8.9	8.6	10.1	9.4	11.0	10.4
Trade receivables	6.5	6.7	10.2	10.1	9.1	9.0	8.2	8.3	5.1	5.3
Percentage of the balance sheet total										
Sales	136.1	144.1	142.2	138.1	145.8	148.8	140.9	144.8	132.1	143.1
Annual result and interest paid	7.3	7.5	7.6	7.6	7.7	7.6	7.7	7.1	7.1	7.6
Percentage of liabilities and provisions less cash										
Annual result and depreciation	25.0	25.7	19.2	19.5	19.9	20.4	23.2	22.8	27.2	28.8
Percentage of fixed assets										
Long-term equity and liabilities	113.0	110.6	121.3	122.7	117.9	117.3	107.5	110.0	114.6	109.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	92.1	87.9	95.7	93.1	81.5	81.4	77.2	78.1	102.8	94.6
Cash resources, short-term receivables and inventories	141.2	137.7	141.3	141.5	135.5	135.0	128.1	131.4	149.9	141.7
Percentage of cost of materials										
Trade payables	10.3	9.4	19.5	20.4	14.4	14.2	12.7	12.3	8.7	7.4
Memo item										
Balance sheet total in € billion	31.09	31.63	0.47	0.49	3.13	3.26	8.79	9.18	18.70	18.70
Sales in € billion	42.32	45.58	0.66	0.68	4.57	4.86	12.39	13.29	24.70	26.75
Number of enterprises	2,428	2,428	715	715	958	958	591	591	164	164

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

2 Manufacturing (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	18.4	18.1	11.9	11.7	18.0	18.0	26.0	25.3	21.9	20.4
	50	39.4	38.6	33.9	33.6	41.1	39.8	42.4	41.4	36.9	35.4
	75	58.7	57.7	60.4	59.0	58.4	56.7	58.9	57.9	56.2	57.6
Inventories	25	7.1	7.7	3.1	3.6	8.5	9.0	10.2	10.4	8.5	8.9
	50	15.7	16.5	10.8	11.7	17.5	17.7	18.1	19.2	16.4	17.1
	75	29.5	30.2	25.4	26.6	32.3	31.5	29.6	30.9	30.8	29.9
Equity	25	10.5	11.1	6.2	6.2	9.7	10.9	14.6	16.3	17.3	17.0
	50	24.3	25.8	21.6	22.5	22.3	23.6	28.2	29.5	31.2	34.9
	75	41.4	43.0	37.6	40.0	40.3	41.3	45.4	46.4	47.1	49.2
Short-term liabilities	25	21.5	21.4	18.7	18.7	22.1	22.3	23.3	22.0	27.0	25.6
	50	36.7	36.2	33.3	34.4	37.2	37.8	37.3	36.9	38.5	37.7
	75	55.4	55.9	56.0	54.8	55.5	55.9	53.9	56.5	55.9	57.2
Liabilities to banks	25	3.6	2.7	0.5	0.6	6.9	6.3	5.1	3.0	0.0	0.0
	50	20.1	18.5	17.9	17.9	23.5	21.9	19.0	17.0	10.6	6.8
	75	39.3	36.6	43.9	41.4	40.1	37.3	36.0	33.1	30.3	26.9
		Percentage of gross revenue									
Cost of materials	25	36.4	37.2	24.2	23.7	40.1	40.1	44.4	47.0	59.2	58.2
	50	49.8	50.8	38.2	38.4	50.3	51.1	57.2	57.8	68.0	69.1
	75	62.3	63.4	50.5	51.7	61.8	62.7	67.0	68.0	78.3	78.8
Personnel expenses	25	17.4	16.9	25.3	24.3	19.4	19.0	14.0	13.8	6.5	6.4
	50	26.4	25.7	34.9	34.1	27.0	26.3	20.9	20.2	11.7	10.9
	75	35.7	34.9	45.4	44.7	34.5	33.9	28.9	27.6	18.9	17.6
Depreciation	25	2.0	1.9	1.9	1.9	1.8	1.8	2.5	2.4	1.9	1.7
	50	4.0	3.9	3.9	3.8	3.7	3.7	4.6	4.4	3.8	3.6
	75	7.2	6.9	7.1	6.8	7.1	6.7	7.8	7.2	6.6	6.4
Annual result	25	0.4	0.4	0.1	0.3	0.5	0.4	0.7	0.6	0.6	0.5
	50	2.4	2.4	2.2	2.3	2.2	2.4	2.8	2.4	2.7	2.5
	75	6.2	6.2	6.7	6.9	5.4	5.7	6.3	6.1	6.7	6.6
		Percentage of sales									
Annual result before taxes on income	25	0.6	0.6	0.2	0.5	0.7	0.5	0.9	0.8	0.7	0.6
	50	3.0	3.1	2.9	3.1	2.9	3.1	3.4	3.2	3.2	3.4
	75	7.7	7.8	8.4	8.7	7.4	7.5	7.8	7.2	8.0	8.8
Annual result and depreciation	25	4.0	3.8	3.7	3.9	3.9	3.5	4.9	4.3	3.3	3.4
	50	8.2	7.9	8.0	7.5	7.8	7.7	9.1	8.6	8.2	8.9
	75	14.7	14.6	16.0	16.0	13.6	13.6	14.8	14.2	14.9	14.1
Trade receivables	25	4.7	4.5	5.3	4.6	5.2	5.0	3.9	3.8	1.5	1.5
	50	8.2	8.2	8.4	8.3	8.4	8.4	8.0	8.0	6.2	6.2
	75	12.4	12.3	13.8	13.6	12.3	12.4	12.1	12.0	10.7	10.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.2	3.2	2.3	2.9	3.4	3.5	3.7	3.2	3.2	2.6
	50	6.8	6.7	6.5	6.6	6.8	6.6	7.1	6.9	7.0	7.2
	75	12.1	12.4	13.8	13.2	11.6	12.2	11.9	12.0	11.1	13.0
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	9.2	9.0	7.1	7.4	8.8	8.4	11.5	12.1	12.3	12.5
	50	19.6	19.7	18.1	17.9	18.8	18.3	21.5	22.9	23.3	24.8
	75	38.3	38.6	39.4	40.2	36.5	37.4	38.9	37.9	41.6	44.1
		Percentage of fixed assets									
Long-term equity and liabilities	25	89.8	90.1	92.4	94.2	92.5	91.9	86.2	86.1	82.6	80.5
	50	123.7	125.9	131.0	133.0	126.3	128.0	113.8	117.1	112.1	109.7
	75	192.0	191.3	247.4	259.2	193.4	196.7	165.6	169.9	157.0	162.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	50.7	51.1	54.9	52.1	49.3	50.5	49.7	49.4	47.4	53.8
	50	87.1	88.2	104.8	104.6	86.4	86.1	79.4	78.4	75.6	81.4
	75	158.3	161.3	205.7	209.6	148.9	150.7	125.8	133.7	129.6	137.7
		Percentage of cost of materials									
Trade payables	25	6.3	6.4	6.7	7.0	6.8	6.7	6.0	5.8	4.2	4.8
	50	12.2	11.9	16.0	15.8	12.4	12.1	11.0	10.6	9.0	8.2
	75	22.0	21.0	28.8	29.3	20.7	20.8	18.2	17.1	13.7	12.1

1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

2 Manufacturing (cont'd)

Ratios	Corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindred sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.8	1.8	1.4	1.2	0.8	0.8	1.4	1.3	2.1	2.2
of which Goodwill	0.1	0.3	0.4	0.4	0.3	0.2	0.3	0.3	0.0	0.2
Tangible fixed assets	43.4	40.9	41.2	40.3	44.1	43.0	45.7	43.3	42.2	39.3
of which Land and buildings	14.8	14.3	19.4	18.6	20.5	19.8	17.6	16.8	12.5	12.0
Inventories	16.8	17.8	17.5	18.8	20.7	20.5	19.3	20.8	14.9	15.8
of which Finished goods and merchandise	4.7	5.1	4.8	4.9	5.8	5.5	5.8	6.0	3.9	4.6
Cash	4.2	5.0	9.9	9.9	7.1	8.1	5.6	5.9	2.9	4.0
Receivables	26.7	26.5	26.8	26.8	24.4	24.4	24.0	24.3	28.4	27.9
Short-term	25.5	23.8	25.2	25.1	23.2	22.9	22.5	22.7	27.4	24.5
of which										
Trade receivables	9.0	9.7	15.2	14.7	13.5	13.9	11.6	12.0	6.8	7.7
Receivables from affiliated companies	13.3	11.4	5.0	5.3	5.3	5.1	6.8	7.1	17.8	14.7
Long-term	1.2	2.6	1.6	1.7	1.2	1.5	1.5	1.6	1.1	3.4
of which Loans to affiliated companies	0.8	2.2	0.2	0.3	0.4	0.5	0.9	1.1	0.8	3.0
Securities	0.6	1.3	1.5	1.4	1.2	1.2	0.8	1.1	0.4	1.3
Other long-term equity investments	6.1	6.4	0.7	0.6	0.9	1.4	2.8	3.0	8.6	9.1
Capital										
Equity	40.1	40.3	26.6	27.8	29.5	31.2	35.7	37.0	44.2	43.7
Liabilities	50.4	48.7	62.3	61.4	61.1	59.2	53.7	52.7	46.8	44.6
Short-term	31.7	32.6	34.9	35.6	36.8	37.1	35.4	35.7	29.0	30.3
of which										
Liabilities to banks	5.8	5.3	5.7	5.8	7.9	8.0	8.5	7.5	4.1	3.7
Trade payables	9.1	8.7	11.1	11.5	11.0	11.2	10.1	10.1	8.2	7.5
Liabilities to affiliated companies	10.5	11.5	4.1	4.4	6.1	6.6	9.5	9.8	11.8	13.4
Long-term	18.7	16.1	27.4	25.7	24.3	22.1	18.2	17.0	17.7	14.3
of which										
Liabilities to banks	10.0	8.9	19.5	18.6	18.0	16.2	13.0	11.5	7.1	6.2
Liabilities to affiliated companies	7.3	5.8	5.6	5.1	4.3	3.6	3.5	3.6	9.6	7.3
Provisions	9.3	10.8	10.8	10.5	9.3	9.5	10.5	10.1	8.8	11.4
of which Provisions for pensions	1.1	1.2	3.0	3.0	1.7	1.8	1.4	1.4	0.8	1.0
Income statement	Percentage of gross revenue									
Income										
Sales	99.4	99.1	99.1	98.0	98.3	99.4	99.5	98.7	99.5	99.3
Change in finished goods	0.6	0.9	0.9	2.0	1.7	0.6	0.5	1.3	0.5	0.7
Interest and similar income	0.3	0.3	0.3	0.2	0.2	0.2	0.3	0.3	0.3	0.3
Other income ²	5.4	4.8	6.7	6.3	4.8	4.6	5.4	4.9	5.6	4.7
of which Income from long-term equity investments	0.4	0.1	0.0	0.1	0.1	0.0	0.1	0.1	0.6	0.1
Total income ²	105.7	105.1	107.0	106.6	105.0	104.9	105.6	105.2	105.9	105.0
Expenses										
Cost of materials	65.4	66.0	39.9	40.9	50.8	51.3	56.5	57.7	72.7	73.0
Personnel expenses	15.7	15.0	36.8	36.1	27.0	26.6	21.1	20.2	10.6	10.1
Depreciation	5.6	5.2	5.0	4.8	5.1	4.9	5.9	5.7	5.6	5.0
of which Depreciation of tangible fixed assets	5.4	5.0	4.9	4.7	4.9	4.7	5.6	5.5	5.4	4.9
Interest and similar expenses	1.1	1.1	1.7	1.6	1.5	1.4	1.4	1.4	0.9	0.9
Operating taxes	0.2	0.2	0.1	0.1	0.3	0.3	0.3	0.3	0.2	0.2
Other expenses ³	12.9	12.6	19.8	19.5	15.8	15.9	15.3	15.2	11.1	10.8
Total expenses before taxes on income ³	100.9	100.2	103.4	103.0	100.7	100.5	100.5	100.4	101.2	100.0
Annual result before taxes on income	4.8	4.9	3.6	3.6	4.3	4.3	5.1	4.8	4.7	5.1
Taxes on income	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.2	0.7	1.0
Annual result	3.9	3.8	2.5	2.5	3.2	3.2	4.0	3.6	4.0	4.1
Other ratios	Percentage of sales									
Annual result before taxes on income	4.8	4.9	3.6	3.6	4.4	4.4	5.2	4.8	4.7	5.1
Annual result and depreciation	9.6	9.1	7.6	7.5	8.5	8.2	10.0	9.4	9.6	9.2
Trade receivables	6.4	6.6	10.3	10.4	9.3	9.4	8.4	8.5	4.9	5.2
Percentage of the balance sheet total										
Sales	139.6	146.6	146.9	141.5	145.3	148.8	137.8	140.8	139.3	149.2
Annual result and interest paid	7.0	7.3	6.2	5.9	7.2	7.1	7.5	7.1	6.8	7.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	24.0	24.5	17.5	17.0	19.6	20.0	23.5	23.3	25.3	26.2
Percentage of fixed assets										
Long-term equity and liabilities	117.2	115.1	130.3	132.2	121.9	121.4	111.4	115.7	118.9	113.5
Percentage of short-term liabilities										
Cash resources and short-term receivables	95.3	91.8	103.2	100.6	85.1	86.0	80.8	82.1	105.5	98.3
Cash resources, short-term receivables and inventories	148.2	146.3	153.2	153.2	141.4	141.3	135.3	140.4	157.0	150.5
Percentage of cost of materials										
Trade payables	9.9	8.9	18.8	19.5	14.7	14.6	12.9	12.3	8.1	6.9
Memo item										
Balance sheet total in € billion	25.67	26.41	0.36	0.38	2.58	2.70	7.27	7.64	15.46	15.69
Sales in € billion	35.85	38.72	0.52	0.54	3.75	4.02	10.02	10.77	21.55	23.41
Number of enterprises	1,954	1,954	545	545	790	790	479	479	140	140

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

2 Manufacturing (cont'd)

	Quartile value	Corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 ¹									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	16.8	16.5	9.9	9.7	17.0	16.8	24.9	24.4	21.5	20.3
	50	36.6	36.5	28.1	26.4	39.1	38.5	41.6	39.8	35.7	35.2
	75	55.7	54.7	53.2	52.2	56.0	54.2	58.0	56.2	55.7	55.7
Inventories	25	8.0	8.5	4.1	4.4	9.0	9.2	10.8	11.1	8.8	9.3
	50	16.6	17.4	11.9	12.5	18.0	18.5	18.7	19.9	16.4	16.8
	75	30.7	30.9	26.6	27.9	32.8	31.6	30.3	31.8	30.8	29.3
Equity	25	12.3	13.6	10.0	9.5	10.9	12.5	16.2	18.6	18.8	18.4
	50	26.1	27.9	24.0	24.6	24.1	26.2	30.2	31.7	32.5	36.6
	75	43.5	45.4	39.4	42.2	41.8	43.8	47.2	48.1	47.7	50.3
Short-term liabilities	25	21.1	21.1	19.7	20.6	20.8	21.1	22.2	21.3	25.5	23.8
	50	36.4	35.8	34.5	34.5	36.6	36.2	36.8	35.1	37.6	37.4
	75	54.3	54.3	56.0	54.8	54.9	53.9	52.3	54.3	55.8	56.6
Liabilities to banks	25	2.6	1.7	0.0	0.0	5.7	5.4	4.7	2.5	0.0	0.0
	50	17.2	16.3	13.2	13.0	21.6	20.5	18.2	16.2	9.6	6.0
	75	35.9	33.7	35.9	33.9	37.8	35.5	34.6	30.8	28.5	25.9
		Percentage of gross revenue									
Cost of materials	25	36.8	37.8	24.2	23.5	40.1	40.2	45.2	47.7	59.5	58.8
	50	49.9	51.0	37.8	38.4	49.8	50.9	57.2	57.9	69.2	70.0
	75	62.4	63.4	50.2	51.7	61.4	62.4	66.5	67.4	79.4	79.8
Personnel expenses	25	18.1	17.5	27.5	26.6	19.8	19.7	14.6	14.0	6.4	6.3
	50	27.1	26.4	37.0	36.4	27.6	26.9	21.1	20.5	11.9	11.3
	75	36.6	35.9	46.9	47.2	35.0	34.3	29.3	27.6	18.9	17.5
Depreciation	25	1.9	1.8	1.7	1.7	1.7	1.7	2.5	2.3	1.7	1.6
	50	3.8	3.7	3.3	3.3	3.6	3.6	4.5	4.4	3.7	3.4
	75	7.0	6.6	6.4	5.8	7.0	6.6	7.8	7.2	6.5	6.4
Annual result	25	0.3	0.4	0.0	0.2	0.5	0.4	0.6	0.7	0.5	0.5
	50	2.1	2.1	1.6	1.7	2.1	2.2	2.7	2.5	2.1	2.4
	75	5.4	5.3	5.0	4.5	5.0	5.3	6.2	5.9	6.5	6.3
		Percentage of sales									
Annual result before taxes on income	25	0.5	0.5	0.0	0.3	0.7	0.5	0.8	0.8	0.6	0.6
	50	2.7	2.9	2.2	2.3	2.7	2.9	3.4	3.3	2.6	3.2
	75	7.0	6.9	6.4	6.1	7.1	7.1	7.9	7.2	7.8	8.6
Annual result and depreciation	25	3.8	3.5	3.0	3.1	3.8	3.5	4.9	4.6	3.3	3.2
	50	7.6	7.4	6.6	6.2	7.4	7.5	8.9	8.6	7.8	7.9
	75	13.6	13.5	13.2	12.7	13.1	13.0	14.6	14.2	14.7	13.9
Trade receivables	25	5.0	4.9	5.5	5.2	5.4	5.4	4.3	4.2	1.4	1.4
	50	8.4	8.4	9.0	8.8	8.6	8.7	8.3	8.2	6.2	6.3
	75	12.6	12.6	14.1	13.9	12.7	12.7	12.2	12.2	10.6	10.6
		Percentage of the balance sheet total									
Annual result and interest paid	25	2.9	3.0	1.7	2.2	3.2	3.4	3.5	3.2	3.1	2.6
	50	6.2	6.2	5.5	5.4	6.4	6.3	6.7	6.8	6.5	6.7
	75	10.9	10.7	10.8	9.4	10.9	10.9	11.2	11.3	10.8	11.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	8.9	8.5	5.9	5.6	8.7	8.0	11.4	12.3	10.5	12.3
	50	19.1	19.2	16.3	16.1	18.9	18.1	21.6	23.2	23.5	24.0
	75	37.9	37.8	38.3	35.9	36.2	37.3	39.8	38.7	40.1	41.7
		Percentage of fixed assets									
Long-term equity and liabilities	25	93.7	95.5	99.8	98.4	96.4	99.5	90.1	92.0	82.7	86.1
	50	128.7	132.0	145.3	147.8	129.6	134.7	119.9	125.3	113.9	114.1
	75	204.7	208.5	278.4	290.9	206.7	212.4	168.7	172.7	159.1	162.8
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	53.3	55.1	60.9	57.8	51.9	54.4	51.6	52.5	47.4	55.8
	50	91.5	92.7	114.7	113.5	90.4	92.2	81.5	80.5	79.0	83.0
	75	168.2	173.9	217.2	220.4	161.4	164.4	128.4	148.2	131.7	142.3
		Percentage of cost of materials									
Trade payables	25	6.5	6.7	6.7	7.0	7.1	7.0	6.3	6.2	4.1	4.6
	50	12.3	11.9	15.9	16.2	12.6	12.5	11.4	10.6	8.5	8.0
	75	21.9	20.9	27.6	28.1	20.9	20.8	19.1	17.4	12.9	11.8

¹ Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

2 Manufacturing (cont'd)

Ratios	Non-corporations									
	Total		Enterprises with sales of ... € million							
			Less than 2		2 but less than 10		10 but less than 50		50 and more	
	Cylindered sample for 2004-2005 ¹									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet	Percentage of the balance sheet total									
Assets										
Intangible fixed assets	1.6	1.4	0.6	0.6	0.6	0.6	1.4	1.0	1.9	1.8
<i>of which</i> Goodwill	0.7	0.6	0.4	0.4	0.1	0.1	0.8	0.5	0.8	0.8
Tangible fixed assets	51.8	49.0	56.6	55.7	50.6	50.1	52.0	52.0	51.8	47.0
<i>of which</i> Land and buildings	17.3	16.9	29.2	27.4	26.7	25.7	17.9	17.3	15.0	14.7
Inventories	13.2	14.5	12.0	13.2	18.8	20.3	16.1	15.5	11.0	13.0
<i>of which</i> Finished goods and merchandise	3.6	4.1	4.2	4.4	5.8	6.2	5.5	5.7	2.4	2.8
Cash	9.3	13.2	6.8	5.9	6.4	6.7	4.3	5.9	12.3	18.4
Receivables	21.8	20.2	21.3	21.7	21.7	20.8	23.8	23.1	20.9	18.5
Short-term	21.1	19.4	20.2	20.0	21.0	20.2	23.2	22.7	20.2	17.6
<i>of which</i>										
Trade receivables	8.5	9.1	12.3	11.2	11.7	10.9	11.4	12.0	6.5	7.3
Receivables from affiliated companies	7.7	6.3	4.7	5.6	5.4	5.6	7.0	6.8	8.6	6.2
Long-term	0.7	0.8	1.1	1.7	0.7	0.6	0.6	0.4	0.7	0.9
<i>of which</i> Loans to affiliated companies	0.3	0.2	0.8	1.5	0.4	0.4	0.3	0.3	0.2	0.1
Securities	0.9	0.3	0.7	0.7	0.5	0.5	0.2	0.2	1.3	0.3
Other long-term equity investments	0.9	1.0	0.7	0.8	0.5	0.3	1.6	1.4	0.7	1.0
Capital										
Equity	28.2	28.3	14.2	16.2	18.9	19.7	23.7	21.7	32.3	33.7
Liabilities	59.8	58.8	77.8	76.8	72.4	71.6	66.6	67.0	53.8	51.6
Short-term	39.0	44.6	37.4	37.8	41.8	43.4	43.7	45.9	36.3	44.5
<i>of which</i>										
Liabilities to banks	7.2	6.3	7.2	7.1	10.0	10.7	10.1	10.6	5.4	3.3
Trade payables	8.9	9.1	11.4	12.5	10.2	9.9	10.7	11.5	7.8	7.6
Liabilities to affiliated companies	14.0	17.4	5.1	4.7	10.8	11.0	16.1	15.0	13.9	20.4
Long-term	20.8	14.2	40.4	38.9	30.7	28.2	22.9	21.1	17.5	7.1
<i>of which</i>										
Liabilities to banks	12.9	10.3	34.9	33.0	24.7	20.4	16.9	15.2	8.3	5.1
Liabilities to affiliated companies	7.1	2.6	3.7	4.2	4.2	5.4	5.3	4.6	8.5	1.0
Provisions	12.0	12.8	7.8	6.9	8.3	8.3	9.6	11.2	13.9	14.7
<i>of which</i> Provisions for pensions	0.7	0.8	0.1	0.0	0.1	0.2	0.4	0.4	0.9	1.1
Income statement	Percentage of gross revenue									
Income										
Sales	99.5	99.7	99.7	99.0	99.1	98.8	99.6	99.7	99.6	99.9
Change in finished goods	0.5	0.3	0.3	1.0	0.9	1.2	0.4	0.3	0.4	0.1
Interest and similar income	0.4	0.6	0.1	0.2	0.2	0.2	0.1	0.2	0.7	1.0
Other income ²	8.3	7.2	6.6	7.9	5.2	5.2	4.9	4.7	11.7	9.6
<i>of which</i> Income from long-term equity investments	0.2	0.2	0.0	0.0	0.0	0.1	0.2	0.2	0.3	0.2
Total income ²	108.7	107.8	106.7	108.1	105.3	105.3	105.1	104.8	112.5	110.6
Expenses										
Cost of materials	54.8	55.6	40.7	41.3	52.6	53.4	56.4	57.7	54.8	55.3
Personnel expenses	18.7	17.9	28.5	27.2	23.7	22.9	20.3	19.6	15.7	14.9
Depreciation	10.2	9.5	7.7	8.3	5.8	5.7	6.1	6.2	14.6	13.1
<i>of which</i> Depreciation of tangible fixed assets	10.1	9.4	7.4	8.1	5.5	5.5	5.9	6.1	14.6	13.0
Interest and similar expenses	2.3	1.8	2.7	2.5	2.0	1.8	1.7	1.5	2.7	2.0
Operating taxes	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.0	0.0
Other expenses ³	17.0	17.6	19.5	20.1	15.7	15.6	15.7	16.1	18.2	19.1
Total expenses before taxes on income ³	103.0	102.6	99.2	99.6	99.9	99.5	100.3	101.2	106.1	104.5
Annual result before taxes on income	5.7	5.2	7.6	8.5	5.4	5.8	4.7	3.6	6.4	6.1
Taxes on income	0.7	0.6	0.7	0.7	0.7	0.8	0.6	0.6	0.9	0.5
Annual result	4.9	4.6	6.8	7.8	4.7	5.0	4.1	3.0	5.5	5.5
Other ratios	Percentage of sales									
Annual result before taxes on income	5.7	5.2	7.6	8.6	5.5	5.9	4.7	3.6	6.4	6.1
Annual result and depreciation	15.3	14.2	14.6	16.3	10.6	10.8	10.3	9.2	20.2	18.6
Trade receivables	7.1	6.9	9.7	8.9	7.9	7.3	7.3	7.3	6.6	6.5
Percentage of the balance sheet total										
Sales	119.6	131.4	127.0	126.6	147.9	148.9	155.8	164.5	97.5	111.4
Annual result and interest paid	8.7	8.4	12.1	13.1	10.1	10.3	9.1	7.4	8.1	8.5
Percentage of liabilities and provisions less cash										
Annual result and depreciation	29.2	31.8	23.4	26.5	21.0	21.9	22.3	21.0	35.6	43.3
Percentage of fixed assets										
Long-term equity and liabilities	94.0	88.1	98.9	98.5	101.2	99.2	89.8	84.5	94.5	87.6
Percentage of short-term liabilities										
Cash resources and short-term receivables	80.1	73.4	73.0	69.3	66.4	62.7	63.4	62.6	92.6	81.2
Cash resources, short-term receivables and inventories	114.1	105.9	105.2	104.2	111.3	109.4	100.3	96.3	122.8	110.3
Percentage of cost of materials										
Trade payables	13.6	12.4	21.9	23.6	13.0	12.3	12.2	12.1	14.5	12.3
Memo item										
Balance sheet total in € billion	5.41	5.22	0.11	0.11	0.55	0.57	1.52	1.53	3.23	3.00
Sales in € billion	6.48	6.85	0.14	0.14	0.82	0.84	2.37	2.52	3.15	3.35
Number of enterprises	474	474	170	170	168	168	112	112	24	24

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

2 Manufacturing (cont'd)

Ratios	Quartile value	Non-corporations (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	28.5	30.4	30.1	30.6	23.5	28.1	31.8	33.0	25.4	24.8
	50	50.0	49.8	58.8	56.7	48.5	48.4	48.0	45.7	40.5	45.1
	75	70.4	68.5	73.3	75.4	66.3	65.8	64.8	61.9	62.9	62.6
Inventories	25	4.3	4.5	1.8	2.2	6.8	7.2	6.6	7.2	5.9	6.8
	50	12.0	12.3	6.3	7.7	15.1	15.9	13.1	13.7	17.4	18.9
	75	26.1	27.3	18.9	18.4	29.5	31.2	28.3	28.0	32.2	34.4
Equity	25	3.5	3.6	- 10.3	- 10.8	5.3	4.5	8.9	7.2	14.1	12.4
	50	16.2	15.8	9.7	11.7	16.7	15.6	19.1	21.2	22.6	21.4
	75	29.5	32.3	29.0	32.7	27.0	30.3	30.4	32.5	40.1	36.8
Short-term liabilities	25	23.5	22.6	13.7	15.2	28.3	28.3	27.3	29.4	31.6	31.9
	50	37.4	40.0	27.7	28.4	40.0	42.6	40.1	41.4	47.1	42.6
	75	59.1	63.1	57.6	54.7	58.0	64.2	62.7	66.9	55.9	59.1
Liabilities to banks	25	11.5	11.3	12.8	18.5	12.7	11.9	9.7	7.4	0.0	0.0
	50	33.0	30.1	43.1	40.3	33.0	29.5	26.4	22.7	22.0	20.0
	75	51.6	49.3	71.7	67.4	49.5	45.0	44.3	40.9	40.5	36.0
		Percentage of gross revenue									
Cost of materials	25	35.3	35.8	24.3	24.7	39.1	38.8	42.3	44.5	54.3	54.4
	50	49.1	49.7	39.0	38.1	52.4	52.8	57.2	57.8	62.0	65.3
	75	61.8	63.4	51.2	51.7	62.5	64.3	70.4	70.2	74.3	75.3
Personnel expenses	25	14.7	14.2	20.3	18.2	15.3	15.0	12.8	12.5	6.9	6.5
	50	24.1	22.9	27.5	26.6	24.6	23.4	17.6	17.7	10.5	9.5
	75	32.4	31.9	37.6	37.4	32.1	31.1	27.8	28.1	19.0	17.7
Depreciation	25	2.6	2.4	2.9	3.1	2.1	1.9	2.7	2.8	2.1	1.8
	50	5.0	4.7	5.5	5.4	4.4	4.2	4.8	4.5	4.7	4.2
	75	8.5	9.0	10.2	10.7	7.5	7.7	7.5	7.8	11.1	12.8
Annual result	25	1.2	1.1	2.0	3.0	0.9	0.4	1.1	0.2	1.9	0.3
	50	4.5	4.9	6.6	8.2	3.8	3.7	3.4	2.1	4.7	4.7
	75	9.9	10.5	13.2	14.0	8.2	8.6	6.7	6.9	7.9	9.9
		Percentage of sales									
Annual result before taxes on income	25	1.4	1.2	2.1	3.1	1.0	0.6	1.1	0.5	2.2	0.7
	50	4.9	5.5	7.2	8.7	4.0	4.3	3.6	2.6	5.7	5.3
	75	10.7	11.9	13.8	15.9	9.5	9.9	7.5	7.9	8.7	11.0
Annual result and depreciation	25	5.9	5.6	7.7	8.2	4.7	4.1	5.2	3.7	5.6	5.8
	50	10.9	11.9	14.0	16.6	9.5	9.7	9.2	8.3	11.6	11.4
	75	18.6	20.1	25.7	24.8	15.1	16.9	17.3	16.6	18.5	16.3
Trade receivables	25	3.2	2.6	4.1	2.9	4.3	3.1	1.9	1.8	1.8	1.8
	50	7.2	6.8	7.6	7.0	7.5	7.1	6.2	6.1	3.8	5.0
	75	11.6	10.9	13.0	11.7	10.8	10.6	11.2	10.1	11.4	12.0
		Percentage of the balance sheet total									
Annual result and interest paid	25	5.2	4.8	7.1	7.7	4.9	4.0	5.1	3.1	6.4	2.8
	50	10.1	10.8	13.3	14.7	9.1	10.1	8.5	7.8	8.2	11.9
	75	18.7	19.1	27.8	26.6	16.2	15.1	15.9	13.8	15.9	20.9
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	11.9	11.2	12.1	13.3	10.3	9.7	12.4	11.1	14.1	14.4
	50	20.8	22.6	22.6	25.1	18.7	20.0	21.4	20.2	21.6	31.5
	75	40.4	42.1	45.8	57.1	36.5	37.8	35.6	34.9	53.6	73.3
		Percentage of fixed assets									
Long-term equity and liabilities	25	76.2	69.9	76.1	76.9	78.8	70.4	68.0	67.1	78.6	67.3
	50	103.9	99.6	107.8	105.2	103.4	95.8	97.9	90.8	103.9	98.1
	75	145.4	138.2	147.5	138.3	147.7	138.2	141.7	136.6	137.4	143.6
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	41.1	38.6	41.9	39.2	40.6	37.9	36.9	38.6	48.4	45.1
	50	70.6	70.4	76.4	80.2	64.1	63.0	69.5	69.8	71.1	65.2
	75	120.0	122.7	175.0	155.5	106.6	107.2	109.5	114.7	98.2	125.5
		Percentage of cost of materials									
Trade payables	25	5.6	5.5	6.8	7.0	5.5	5.3	4.9	5.4	5.2	5.7
	50	11.8	11.6	16.6	15.4	10.7	9.5	8.9	10.3	9.3	10.5
	75	22.3	21.7	30.9	33.3	20.1	20.6	16.1	16.3	19.4	14.8

1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

3 Construction

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Assets										
Percentage of the balance sheet total										
Intangible fixed assets	0.3	0.3	0.6	0.6	0.3	0.3	0.2	0.2	.	.
<i>of which</i> Goodwill	0.1	0.1	0.4	0.4	0.2	0.1	0.1	0.1	.	.
Tangible fixed assets	17.2	17.5	26.2	25.8	19.0	19.4	14.2	14.3	.	.
<i>of which</i> Land and buildings	8.8	8.6	12.6	12.1	9.1	8.8	7.9	7.7	.	.
Inventories	41.9	42.1	22.7	25.1	39.1	39.0	47.5	47.9	.	.
<i>of which</i> Finished goods and merchandise	2.3	2.2	2.4	2.4	1.9	2.0	2.6	2.4	.	.
Cash	12.6	12.3	14.0	13.6	13.2	12.8	11.9	11.6	.	.
Receivables	24.5	24.5	32.5	31.3	24.8	25.0	22.8	22.8	.	.
Short-term	23.6	23.6	30.9	29.8	23.7	23.8	22.3	22.2	.	.
<i>of which</i>										
Trade receivables	14.7	15.0	20.6	19.9	15.9	16.2	12.8	13.1	.	.
Receivables from affiliated companies	5.1	4.9	3.7	3.6	3.9	3.8	6.3	6.1	.	.
Long-term	0.9	0.9	1.6	1.5	1.0	1.1	0.6	0.6	.	.
<i>of which</i> Loans to affiliated companies	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.2	.	.
Securities	1.6	1.7	1.8	1.7	2.1	2.1	1.2	1.3	.	.
Other long-term equity investments	1.0	0.9	0.4	0.3	0.5	0.5	1.5	1.3	.	.
Capital										
Equity	14.3	15.3	13.4	14.5	16.1	17.1	13.0	14.0	.	.
Liabilities	73.3	72.3	73.0	72.4	72.7	72.1	73.8	72.5	.	.
Short-term	64.4	63.9	52.4	52.8	62.8	62.8	67.8	66.8	.	.
<i>of which</i>										
Liabilities to banks	3.6	4.0	5.2	4.9	3.8	4.3	3.2	3.6	.	.
Trade payables	12.4	12.8	15.8	15.8	13.6	14.0	10.8	11.1	.	.
Liabilities to affiliated companies	5.0	4.7	3.8	3.6	4.3	4.5	5.7	5.0	.	.
Long-term	8.9	8.5	20.6	19.6	9.9	9.2	6.1	5.7	.	.
<i>of which</i>										
Liabilities to banks	6.6	6.2	15.5	14.6	7.6	6.9	4.2	3.9	.	.
Liabilities to affiliated companies	1.4	1.3	3.5	3.0	1.3	1.1	1.1	1.1	.	.
Provisions	12.4	12.3	13.5	12.9	11.1	10.7	13.2	13.5	.	.
<i>of which</i> Provisions for pensions	1.8	1.9	4.4	4.4	2.2	2.2	1.0	1.1	.	.
Income statement										
Income										
Percentage of gross revenue										
Sales	99.0	99.8	100.0	98.2	100.0	99.4	97.7	100.5	.	.
Change in finished goods	1.0	0.2	0.0	1.8	0.0	0.6	2.3	- 0.5	.	.
Interest and similar income	0.3	0.3	0.2	0.2	0.2	0.2	0.4	0.4	.	.
Other income ²	3.6	3.6	4.0	4.2	3.4	3.2	3.7	3.9	.	.
<i>of which</i> Income from long-term equity investments	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	.	.
Total income ²	103.9	103.9	104.1	104.5	103.6	103.4	104.1	104.2	.	.
Expenses										
Cost of materials	58.0	58.7	45.2	45.8	55.1	55.8	64.2	64.9	.	.
Personnel expenses	26.9	26.4	34.8	34.0	28.6	27.8	23.3	23.1	.	.
Depreciation	2.9	2.7	3.1	3.0	2.9	2.9	2.8	2.5	.	.
<i>of which</i> Depreciation of tangible fixed assets	2.3	2.3	2.8	2.8	2.5	2.5	2.1	2.0	.	.
Interest and similar expenses	0.8	0.8	1.0	1.0	0.8	0.8	0.7	0.7	.	.
Operating taxes	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	.	.
Other expenses ³	12.9	12.9	17.4	17.5	13.6	13.8	11.1	10.7	.	.
Total expenses before taxes on income ³	101.7	101.6	101.7	101.6	101.2	101.2	102.2	102.0	.	.
Annual result before taxes on income	2.2	2.3	2.5	2.9	2.4	2.2	1.8	2.2	.	.
Taxes on income	0.7	0.7	0.6	0.7	0.8	0.7	0.7	0.8	.	.
Annual result	1.5	1.6	1.8	2.2	1.7	1.5	1.2	1.5	.	.
Other ratios										
Percentage of sales										
Annual result before taxes on income	2.2	2.3	2.5	2.9	2.4	2.3	1.9	2.2	.	.
Annual result and depreciation	4.4	4.3	4.9	5.4	4.6	4.4	4.1	3.9	.	.
Trade receivables	9.8	9.9	10.2	10.5	9.8	10.2	9.6	9.5	.	.
Percentage of the balance sheet total										
Sales	151.2	151.3	201.8	188.8	162.2	158.9	133.4	137.8	.	.
Annual result and interest paid	3.4	3.6	5.7	6.2	4.0	3.7	2.6	3.0	.	.
Percentage of liabilities and provisions less cash										
Annual result and depreciation	9.1	9.0	13.6	14.1	10.6	10.0	7.3	7.3	.	.
Percentage of fixed assets										
Long-term equity and liabilities	130.0	131.6	138.0	140.8	136.3	134.1	121.3	125.8	.	.
Percentage of short-term liabilities										
Cash resources and short-term receivables	58.3	58.3	88.2	84.5	61.4	60.9	51.8	52.2	.	.
Cash resources, short-term receivables and inventories	123.3	124.2	131.6	132.0	123.6	123.0	122.0	123.9	.	.
Percentage of cost of materials										
Trade payables	14.0	14.4	17.3	18.0	15.3	15.7	12.4	12.5	.	.
Memo item										
Balance sheet total in € billion	3.61	3.60	0.33	0.34	1.45	1.47	1.83	1.79	.	.
Sales in € billion	5.46	5.45	0.66	0.65	2.35	2.34	2.45	2.46	.	.
Number of enterprises	1,454	1,454	817	817	515	515	122	122	.	.

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

3 Construction (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
				Less than 2		2 but less than 10		10 but less than 50		50 and more	
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	... %	Of the enterprises ... had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.2	6.3	6.9	7.8	5.4	5.2	3.8	3.6		
	50	15.5	16.3	17.7	18.2	14.0	14.5	11.5	11.6		
	75	32.9	33.5	39.7	40.8	28.1	29.1	21.0	20.5		
Inventories	25	5.7	5.2	3.0	2.9	11.1	10.4	27.0	27.0		
	50	20.0	20.4	12.4	13.1	28.8	29.5	43.8	44.1		
	75	41.8	43.6	29.5	29.8	49.0	50.0	59.9	56.3		
Equity	25	3.5	3.9	0.6	1.7	5.2	5.3	4.7	6.6		
	50	13.7	14.4	14.4	15.0	13.5	14.1	10.3	12.3		
	75	27.6	29.8	30.9	33.0	24.3	26.9	18.6	21.0		
Short-term liabilities	25	35.6	34.3	28.9	26.8	43.3	42.6	54.8	52.7		
	50	56.5	55.3	48.4	48.9	61.3	59.1	68.3	66.2		
	75	75.9	75.5	73.6	72.9	77.4	76.6	80.1	80.0		
Liabilities to banks	25	0.0	0.0	0.0	0.0	0.3	0.1	0.0	0.0		
	50	8.9	8.5	12.2	11.8	7.3	6.3	2.9	3.7		
	75	26.3	25.0	32.4	32.6	20.4	18.6	12.7	12.8		
		Percentage of gross revenue									
Cost of materials	25	36.6	36.8	31.3	31.4	44.3	46.5	57.3	57.2		
	50	49.1	49.9	43.3	43.7	54.9	55.8	64.4	64.1		
	75	60.7	61.1	53.5	53.6	63.9	64.8	70.7	72.8		
Personnel expenses	25	23.3	22.7	26.0	25.5	22.2	21.1	16.0	17.6		
	50	31.5	31.0	35.9	34.8	28.9	28.1	23.4	23.0		
	75	40.6	39.6	44.3	43.4	36.1	35.5	28.0	27.2		
Depreciation	25	1.1	1.1	1.2	1.2	1.1	1.0	1.1	1.0		
	50	2.2	2.2	2.3	2.4	2.0	2.0	2.2	1.9		
	75	4.0	3.8	4.2	4.3	3.6	3.5	3.8	3.0		
Annual result	25	0.1	0.2	0.0	0.1	0.2	0.2	0.3	0.5		
	50	1.0	1.2	1.0	1.5	0.9	0.9	1.3	1.3		
	75	4.0	4.0	5.0	5.1	2.7	2.5	3.2	3.1		
		Percentage of sales									
Annual result before taxes on income	25	0.2	0.3	0.0	0.3	0.2	0.3	0.5	0.5		
	50	1.4	1.6	1.4	1.9	1.3	1.3	1.8	1.8		
	75	5.0	4.9	6.0	6.1	3.8	3.8	4.4	4.2		
Annual result and depreciation	25	1.7	2.0	1.5	2.0	1.7	1.8	2.7	2.3		
	50	4.3	4.5	4.6	5.1	3.7	3.9	4.8	4.7		
	75	8.8	8.7	9.9	10.8	7.5	7.4	7.9	7.7		
Trade receivables	25	5.2	5.1	5.0	4.9	5.3	5.5	5.7	5.5		
	50	8.7	8.9	8.7	8.8	8.7	9.3	8.5	8.6		
	75	13.3	13.6	13.9	14.0	12.9	13.5	12.5	12.8		
		Percentage of the balance sheet total									
Annual result and interest paid	25	1.3	1.6	1.2	1.6	1.4	1.5	1.4	1.3		
	50	3.9	4.4	4.8	5.4	3.4	3.3	3.2	3.5		
	75	9.6	9.6	13.7	13.0	6.8	6.0	6.1	6.1		
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	4.0	4.3	3.5	4.4	4.3	3.9	4.4	4.5		
	50	10.9	11.1	12.4	12.7	9.9	9.3	8.7	9.4		
	75	28.2	27.8	32.5	33.3	23.0	23.0	16.1	19.8		
		Percentage of fixed assets									
Long-term equity and liabilities	25	87.5	88.9	88.4	90.8	88.3	87.9	83.6	87.9		
	50	147.9	147.8	147.2	150.6	152.0	142.9	138.3	143.9		
	75	299.0	293.2	327.0	311.9	276.0	290.4	228.6	228.9		
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	48.5	47.5	55.9	54.5	42.1	42.0	35.7	34.2		
	50	85.1	86.3	98.8	101.2	75.4	71.7	56.1	58.0		
	75	156.0	155.8	188.9	183.6	127.4	129.9	87.5	98.7		
		Percentage of cost of materials									
Trade payables	25	7.3	7.3	6.9	6.4	7.6	8.4	8.2	7.6		
	50	13.4	13.6	14.1	14.3	13.2	13.9	10.7	10.8		
	75	23.1	23.2	27.2	26.8	21.6	21.1	15.9	17.2		

1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

4 Wholesale trade and commission trade

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindere sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Intangible fixed assets	0.8	0.8	0.8	0.8	0.8	1.0	0.4	0.4	1.1	1.0
of which Goodwill	0.4	0.4	0.6	0.5	0.3	0.4	0.2	0.2	0.5	0.5
Tangible fixed assets	22.3	22.2	32.6	32.4	28.2	26.9	27.3	27.0	16.0	16.4
of which Land and buildings	13.2	13.2	16.7	15.9	15.5	14.4	16.6	16.3	9.9	10.3
Inventories	27.0	27.9	26.6	26.8	27.1	27.3	27.3	27.6	26.8	28.3
of which Finished goods and merchandise	20.2	20.6	21.4	22.2	22.3	21.9	23.3	23.2	17.2	18.2
Cash	7.2	7.3	9.3	8.8	8.2	8.4	7.3	6.6	6.6	7.4
Receivables	39.5	38.4	28.5	28.7	33.2	33.7	35.6	36.0	45.1	42.5
Short-term	37.5	36.6	27.0	26.9	31.8	32.3	34.6	34.9	42.1	40.0
of which										
Trade receivables	21.8	23.4	20.0	19.8	21.9	21.8	22.0	22.4	21.6	25.0
Receivables from affiliated companies	10.9	8.3	1.4	1.8	5.4	5.8	7.4	6.6	15.9	10.8
Long-term	2.0	1.8	1.5	1.9	1.4	1.4	1.0	1.1	3.0	2.4
of which Loans to affiliated companies	1.4	1.1	0.0	0.0	0.2	0.3	0.1	0.3	2.7	2.1
Securities	0.2	0.3	0.6	0.9	0.8	0.9	0.2	0.4	0.1	0.1
Other long-term equity investments	2.6	2.7	0.4	0.3	1.0	1.0	1.4	1.6	4.1	4.2
Capital										
Equity	27.4	28.5	21.8	22.5	26.1	27.4	29.1	29.9	27.0	28.2
Liabilities	66.0	65.0	67.5	66.5	66.4	65.1	64.0	63.3	67.2	66.0
Short-term	52.8	52.7	43.6	42.8	45.0	45.6	48.3	46.5	59.4	60.5
of which										
Liabilities to banks	9.2	9.0	6.8	6.9	9.7	9.6	11.7	11.8	7.3	7.0
Trade payables	19.1	19.0	18.2	19.6	18.7	17.9	19.8	18.4	18.7	19.9
Liabilities to affiliated companies	15.4	14.0	5.0	4.3	7.5	7.7	8.9	8.9	23.4	20.5
Long-term	13.2	12.2	23.9	23.7	21.5	19.5	15.7	16.8	7.8	5.5
of which										
Liabilities to banks	8.8	8.5	18.1	17.2	15.3	13.2	11.5	12.1	4.0	3.7
Liabilities to affiliated companies	3.4	2.5	3.7	4.1	4.1	4.4	2.9	3.0	3.5	1.4
Provisions	6.6	6.5	10.5	10.8	7.4	7.3	6.9	6.7	5.8	5.8
of which Provisions for pensions	1.0	1.0	3.2	3.6	1.8	1.9	1.1	1.2	0.4	0.4
Income statement										
Percentage of gross revenue										
Income										
Sales	99.7	99.7	99.8	99.6	100.0	99.7	99.9	99.9	99.4	99.6
Change in finished goods	0.3	0.3	0.2	0.4	0.0	0.3	0.1	0.1	0.6	0.4
Interest and similar income	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2
Other income ²	1.9	1.9	4.8	5.0	2.5	2.9	1.9	1.8	1.6	1.6
of which Income from long-term equity investments	0.1	0.1	0.0	0.0	0.1	0.1	0.1	0.0	0.2	0.2
Total income ²	102.1	102.1	105.0	105.1	102.7	103.1	102.1	102.0	101.9	101.8
Expenses										
Cost of materials	82.6	83.7	62.8	63.0	74.1	74.2	80.9	81.2	86.9	88.7
Personnel expenses	6.9	6.8	19.0	18.6	11.9	12.1	8.5	8.4	3.9	3.9
Depreciation	1.5	1.3	3.2	3.3	2.4	2.2	1.8	1.7	0.9	0.7
of which Depreciation of tangible fixed assets	1.2	1.2	3.1	3.1	1.9	1.9	1.5	1.5	0.8	0.7
Interest and similar expenses	0.7	0.6	1.2	1.1	1.1	1.0	0.7	0.7	0.5	0.5
Operating taxes	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.0	0.1
Other expenses ³	7.1	7.2	15.8	16.0	10.6	10.7	7.8	7.6	5.4	5.7
Total expenses before taxes on income ³	98.8	99.8	102.2	102.2	100.2	100.3	99.7	99.8	97.7	99.6
Annual result before taxes on income	3.3	2.3	2.7	2.9	2.5	2.8	2.4	2.2	4.2	2.2
Taxes on income	0.9	0.5	0.7	0.8	0.7	0.7	0.6	0.5	1.1	0.4
Annual result	2.5	1.8	2.1	2.1	1.8	2.1	1.8	1.7	3.1	1.7
Other ratios										
Percentage of sales										
Annual result before taxes on income	3.3	2.3	2.7	2.9	2.5	2.9	2.4	2.2	4.2	2.2
Annual result and depreciation	3.9	3.1	5.3	5.4	4.2	4.4	3.6	3.4	4.0	2.5
Trade receivables	7.5	7.8	9.5	9.5	8.8	9.0	7.5	7.6	7.1	7.6
Percentage of the balance sheet total										
Sales	289.5	298.4	209.8	208.3	249.6	241.1	292.4	295.7	306.0	327.1
Annual result and interest paid	9.1	7.2	6.9	6.8	7.1	7.5	7.4	7.0	11.1	7.3
Percentage of liabilities and provisions less cash										
Annual result and depreciation	17.4	14.4	16.1	16.4	16.0	16.4	16.5	15.9	18.5	12.5
Percentage of fixed assets										
Long-term equity and liabilities	152.4	154.1	144.4	144.8	158.8	161.7	155.1	161.5	147.7	144.4
Percentage of short-term liabilities										
Cash resources and short-term receivables	84.9	83.8	84.4	84.8	90.0	90.4	87.1	89.8	82.1	78.5
Cash resources, short-term receivables and inventories	136.0	136.7	145.4	147.4	150.3	150.4	143.8	149.2	127.3	125.4
Percentage of cost of materials										
Trade payables	8.0	7.6	13.8	14.8	10.1	10.0	8.4	7.6	7.0	6.8
Memo item										
Balance sheet total in € billion	4.65	4.73	0.11	0.12	0.79	0.83	1.55	1.59	2.19	2.19
Sales in € billion	13.45	14.12	0.24	0.25	1.98	2.01	4.53	4.69	6.70	7.17
Number of enterprises	931	931	245	245	399	399	227	227	60	60

¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

4 Wholesale trade and commission trade (cont'd)

	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindred sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Ratios	...	Of the enterprises ...									
	... %	had a ratio of no more than ...									
		Percentage of the balance sheet total									
Tangible fixed assets	25	6.5	6.5	6.3	5.8	6.0	6.5	7.6	7.6	4.2	4.1
	50	18.4	18.5	19.5	19.1	18.1	17.6	19.7	20.3	16.0	16.3
	75	37.2	37.3	39.4	42.5	38.4	35.9	35.6	35.2	36.3	33.5
Inventories	25	9.7	10.8	5.9	7.2	11.7	11.5	12.3	14.8	6.6	8.2
	50	23.6	24.2	20.7	22.3	25.9	25.9	24.2	24.8	19.8	19.7
	75	39.3	39.8	40.1	41.1	39.4	40.6	37.5	38.0	38.4	35.1
Equity	25	8.5	9.2	6.4	5.2	8.8	9.9	10.9	12.0	6.1	7.4
	50	20.1	21.6	19.8	20.6	18.5	19.6	23.6	24.1	20.9	21.9
	75	36.4	37.1	34.6	34.4	35.8	36.4	38.2	40.3	34.4	35.7
Short-term liabilities	25	29.4	29.6	24.8	25.8	28.7	29.6	32.5	31.9	41.5	47.8
	50	47.9	46.8	42.3	39.4	47.5	47.6	52.9	47.7	57.3	64.6
	75	69.0	67.5	68.0	62.7	67.8	66.3	69.0	69.8	75.6	77.6
Liabilities to banks	25	1.0	1.0	0.0	1.1	1.8	0.9	1.2	2.5	0.0	0.6
	50	15.6	16.4	14.1	16.2	17.4	16.6	15.3	18.6	7.5	8.6
	75	33.7	31.9	30.9	33.7	35.6	33.3	32.4	30.1	27.2	22.8
		Percentage of gross revenue									
Cost of materials	25	66.6	65.5	52.6	51.5	68.9	68.9	75.2	75.2	83.8	84.1
	50	76.3	76.2	65.1	64.7	76.3	76.1	80.5	80.6	89.2	88.7
	75	83.2	83.5	73.4	74.3	82.1	81.8	87.5	88.0	93.7	94.0
Personnel expenses	25	6.5	6.6	10.4	10.5	7.7	8.2	5.1	5.1	1.6	1.6
	50	10.8	10.8	16.9	17.4	11.1	11.3	8.5	8.6	3.0	2.9
	75	16.2	16.8	26.0	25.5	15.4	15.8	11.4	11.5	6.2	6.4
Depreciation	25	0.7	0.7	0.9	0.9	0.7	0.7	0.6	0.6	0.3	0.3
	50	1.5	1.4	2.2	2.3	1.5	1.4	1.2	1.2	0.9	0.7
	75	3.0	2.9	4.5	5.1	3.0	2.7	2.2	2.2	1.6	1.4
Annual result	25	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2
	50	1.1	1.0	1.1	1.2	1.0	1.0	1.1	1.0	1.2	1.1
	75	2.9	2.8	4.0	4.2	2.8	2.7	2.4	2.3	3.2	2.6
		Percentage of sales									
Annual result before taxes on income	25	0.4	0.3	0.3	0.3	0.3	0.3	0.5	0.5	0.4	0.2
	50	1.4	1.5	1.4	1.7	1.4	1.5	1.7	1.4	1.3	1.2
	75	3.7	3.7	4.8	4.9	3.6	3.6	3.5	3.2	3.4	3.1
Annual result and depreciation	25	1.7	1.6	1.9	1.6	1.6	1.7	1.7	1.6	1.4	0.8
	50	3.5	3.4	4.6	5.3	3.6	3.4	3.0	2.8	2.5	2.0
	75	6.6	6.8	9.3	9.4	6.2	6.6	5.3	5.2	5.0	5.2
Trade receivables	25	4.8	4.8	4.5	4.8	5.0	5.3	4.4	4.3	4.4	4.0
	50	7.4	7.4	7.3	7.9	7.6	8.2	6.8	7.1	6.9	6.6
	75	10.9	11.4	11.8	13.1	11.2	11.5	10.0	10.1	9.9	9.7
		Percentage of the balance sheet total									
Annual result and interest paid	25	3.0	2.8	2.8	2.3	2.9	2.7	3.4	3.2	3.5	2.3
	50	6.0	5.8	5.5	5.4	6.1	5.9	5.9	6.0	7.6	7.5
	75	11.2	11.1	12.3	12.1	10.9	10.1	10.6	10.3	12.7	13.3
		Percentage of liabilities and provisions less cash									
Annual result and depreciation	25	6.7	6.5	5.8	5.6	6.3	6.2	8.0	8.3	6.5	3.2
	50	15.6	14.9	16.3	16.7	14.9	13.4	16.8	15.7	13.1	11.0
	75	30.5	30.2	32.8	34.7	28.7	27.9	31.0	29.5	26.5	25.4
		Percentage of fixed assets									
Long-term equity and liabilities	25	104.9	104.1	99.6	93.8	103.1	104.4	116.5	115.3	101.5	81.0
	50	171.2	175.8	168.4	172.6	180.7	193.0	160.0	170.6	145.9	125.9
	75	333.4	354.4	372.5	423.7	367.6	359.1	305.3	313.5	200.3	219.3
		Percentage of short-term liabilities									
Cash resources and short-term receivables	25	59.7	58.7	51.3	56.2	61.6	60.3	63.2	62.4	50.0	52.3
	50	92.1	91.4	102.1	98.1	90.4	87.9	92.3	91.9	79.2	81.3
	75	144.6	147.1	181.3	165.2	142.0	144.2	132.5	138.5	112.5	119.9
		Percentage of cost of materials									
Trade payables	25	4.4	4.3	4.8	5.6	4.6	4.4	4.0	3.8	2.9	3.2
	50	8.0	7.9	10.4	11.7	8.3	8.1	6.3	6.5	6.1	5.7
	75	14.3	14.5	21.4	19.5	13.7	14.6	10.8	10.0	11.2	10.0

1 Only those financial statements for which data are available for both financial years are evaluated.

East German enterprises by economic sector

5 Retail trade (including sales of motor vehicles and automotive fuel) *

Ratios	All legal forms									
	Total		Enterprises with sales of ... € million							
	Cylindered sample for 2004-2005 ¹		Less than 2		2 but less than 10		10 but less than 50		50 and more	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Balance sheet										
Percentage of the balance sheet total										
Assets										
Intangible fixed assets	1.0	1.0	1.8	1.9	1.1	1.1	0.7	0.6	1.2	1.2
of which Goodwill	0.5	0.5	1.6	1.7	0.7	0.7	0.5	0.4	0.3	0.2
Tangible fixed assets	29.8	29.1	33.3	32.8	32.0	31.1	29.8	29.1	26.9	26.5
of which Land and buildings	16.9	16.7	20.0	19.6	18.6	18.6	16.7	16.5	14.6	14.4
Inventories	37.7	37.2	30.7	30.4	35.7	35.3	40.2	39.8	37.6	36.8
of which Finished goods and merchandise	35.3	34.1	27.6	27.8	33.3	33.1	38.1	38.2	34.7	30.6
Cash	7.1	7.1	8.5	8.6	7.5	7.3	5.8	6.3	8.4	7.6
Receivables	22.5	23.5	23.3	23.4	21.6	22.9	22.6	23.1	23.0	24.7
Short-term	21.4	22.4	22.4	22.2	20.3	21.3	21.5	22.1	22.3	23.8
of which										
Trade receivables	10.9	10.7	14.6	14.3	12.9	12.8	11.9	11.6	6.5	6.5
Receivables from affiliated companies	5.4	5.8	2.7	2.2	2.8	3.5	4.3	4.6	10.2	10.5
Long-term	1.0	1.1	0.9	1.2	1.2	1.5	1.1	1.0	0.7	0.9
of which Loans to affiliated companies	0.5	0.5	0.1	0.4	0.3	0.4	0.6	0.4	0.7	0.8
Securities	0.7	0.7	0.6	0.9	1.1	1.1	0.3	0.3	0.7	1.0
Other long-term equity investments	0.8	0.9	0.7	0.8	0.5	0.5	0.4	0.5	1.7	1.7
Capital										
Equity	17.0	18.2	6.1	7.2	15.9	17.4	17.2	18.9	20.3	20.4
Liabilities	75.2	73.4	85.1	83.8	76.7	75.4	75.9	74.2	70.3	67.8
Short-term	55.6	56.0	43.2	42.8	49.5	51.0	55.3	56.4	65.3	63.3
of which										
Liabilities to banks	18.3	18.8	9.2	10.1	18.0	18.9	26.0	26.8	9.2	8.9
Trade payables	24.4	24.7	19.7	20.2	20.4	20.3	19.1	19.1	37.6	38.2
Liabilities to affiliated companies	5.8	5.1	3.6	2.8	3.9	4.6	3.5	3.6	11.8	8.4
Long-term	19.7	17.4	41.9	41.0	27.2	24.3	20.7	17.8	5.0	4.5
of which										
Liabilities to banks	15.8	13.7	36.5	34.3	22.5	19.9	15.7	13.5	4.2	3.1
Liabilities to affiliated companies	3.1	2.8	4.0	4.3	3.6	3.1	4.3	3.7	0.6	0.8
Provisions	7.5	8.0	8.4	8.5	7.2	7.0	6.7	6.8	8.7	10.5
of which Provisions for pensions	1.1	1.2	1.9	2.1	1.5	1.6	1.2	1.3	0.4	0.4
Income statement										
Percentage of gross revenue										
Income										
Sales	100.0	100.0	100.0	100.2	99.9	99.9	100.0	100.0	99.9	100.1
Change in finished goods	0.0	0.0	0.0	- 0.2	0.1	0.1	0.0	0.0	0.1	- 0.1
Interest and similar income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other income ²	1.9	2.0	2.9	3.0	1.9	2.3	1.5	1.4	2.1	2.1
of which Income from long-term equity investments	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.6	0.5
Total income ²	102.0	102.1	103.0	103.0	102.0	102.4	101.6	101.6	102.2	102.2
Expenses										
Cost of materials	78.2	77.1	61.7	62.4	73.7	74.2	76.4	77.0	83.6	80.0
Personnel expenses	10.2	10.0	17.5	17.3	12.1	12.0	11.0	10.6	7.8	7.8
Depreciation	1.5	1.4	2.4	2.3	2.0	1.9	1.7	1.6	1.1	0.9
of which Depreciation of tangible fixed assets	1.4	1.3	2.4	2.3	1.9	1.8	1.5	1.4	1.0	0.9
Interest and similar expenses	0.7	0.7	1.5	1.4	1.1	1.1	1.0	1.0	0.2	0.2
Operating taxes	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0
Other expenses ³	9.1	10.7	15.0	14.7	10.1	10.1	9.4	9.4	7.7	11.5
Total expenses before taxes on income ³	99.8	99.9	98.3	98.1	99.2	99.4	99.6	99.6	100.5	100.5
Annual result before taxes on income	2.2	2.2	4.7	4.9	2.8	3.0	1.9	2.0	1.7	1.7
Taxes on income	0.5	0.5	0.6	0.7	0.6	0.6	0.5	0.6	0.4	0.4
Annual result	1.6	1.7	4.1	4.2	2.2	2.4	1.4	1.4	1.3	1.2
Other ratios										
Percentage of sales										
Annual result before taxes on income	2.2	2.2	4.7	4.9	2.8	3.0	2.0	2.0	1.7	1.7
Annual result and depreciation	3.2	3.1	6.5	6.5	4.3	4.3	3.1	3.0	2.3	2.2
Trade receivables	3.2	3.1	6.1	5.9	4.8	4.8	4.3	4.1	1.2	1.2
Percentage of the balance sheet total										
Sales	345.0	345.0	239.6	243.0	268.4	267.5	276.9	283.0	552.7	536.3
Annual result and interest paid	8.2	8.1	13.5	13.7	9.0	9.3	6.8	6.6	8.4	7.8
Percentage of liabilities and provisions less cash										
Annual result and depreciation	14.4	14.1	18.3	18.8	14.9	15.3	11.2	11.2	18.0	16.0
Percentage of fixed assets										
Long-term equity and liabilities	117.1	115.8	140.9	141.4	131.4	128.8	124.2	123.6	82.8	82.7
Percentage of short-term liabilities										
Cash resources and short-term receivables	52.0	53.4	72.1	73.0	58.0	57.9	49.7	50.7	47.1	50.5
Cash resources, short-term receivables and inventories	119.8	119.9	143.1	144.0	130.1	127.1	122.4	121.3	104.7	108.7
Percentage of cost of materials										
Trade payables	9.0	9.3	13.3	13.4	10.3	10.2	9.0	8.8	8.1	8.9
Memo item										
Balance sheet total in € billion	3.00	3.15	0.19	0.19	0.81	0.84	1.21	1.26	0.79	0.85
Sales in € billion	10.36	10.87	0.46	0.47	2.16	2.25	3.36	3.57	4.38	4.58
Number of enterprises	1,197	1,197	522	522	480	480	164	164	31	31

* Including repair of motor vehicles, motorcycles and personal and household goods. — ¹ Only those financial statements for which data are available for both financial years are evaluated. — ² Excluding profit transfers assumed and

loss transfers made. — ³ Excluding loss transfers assumed and profit transfers made.

East German enterprises by economic sector

5 Retail trade (including sales of motor vehicles and automotive fuel) * (cont'd)

Ratios	Quartile value	All legal forms (cont'd)									
		Total		Enterprises with sales of ... € million							
		Cylindered sample for 2004-2005 1									
		2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Of the enterprises ...	... %	had a ratio of no more than ...									
Percentage of the balance sheet total											
Tangible fixed assets	25	8.7	8.6	6.9	6.9	9.5	9.1	12.1	12.1	9.0	8.6
	50	20.5	20.3	19.5	19.4	20.5	20.1	26.3	26.6	14.6	14.4
	75	40.2	39.4	42.3	42.1	40.2	39.1	39.5	37.8	29.0	28.6
Inventories	25	18.0	17.6	14.4	14.2	19.5	19.0	28.5	27.6	35.8	28.2
	50	32.0	32.7	27.5	27.0	33.5	34.4	40.9	42.0	42.6	44.0
	75	50.5	50.4	46.6	47.1	50.7	50.9	55.3	53.9	52.8	51.0
Equity	25	- 0.1	0.9	- 17.5	- 15.9	2.2	3.4	5.8	6.8	7.2	7.1
	50	11.1	12.0	9.3	10.5	11.5	13.6	12.0	14.3	14.1	11.1
	75	28.3	30.8	30.2	32.3	28.5	31.0	23.1	24.3	26.4	31.2
Short-term liabilities	25	29.7	30.8	25.1	25.1	32.6	33.7	38.6	39.4	49.2	46.4
	50	47.9	48.8	40.6	41.3	51.4	52.2	59.2	59.9	74.8	79.1
	75	71.1	69.6	63.3	63.1	75.0	72.2	75.3	73.6	87.6	87.1
Liabilities to banks	25	10.5	10.1	8.0	9.3	13.3	13.1	13.2	13.0	0.0	0.0
	50	35.0	33.5	37.0	35.5	33.9	32.3	44.5	40.9	1.3	1.4
	75	63.4	61.3	68.3	65.7	58.8	57.6	63.9	63.8	25.7	13.4
Percentage of gross revenue											
Cost of materials	25	58.2	57.3	46.5	46.8	67.5	68.5	70.8	72.2	77.2	72.2
	50	72.3	72.6	62.2	62.1	75.6	76.1	80.4	80.7	84.6	84.4
	75	79.2	79.6	73.2	73.7	80.9	81.4	85.0	84.3	86.2	85.5
Personnel expenses	25	8.2	8.1	9.8	9.7	7.8	7.6	6.7	6.4	6.8	6.3
	50	11.6	11.4	14.9	14.8	10.5	10.5	9.5	8.9	7.8	8.1
	75	18.5	18.6	26.2	25.2	14.9	15.2	13.9	13.4	12.0	11.4
Depreciation	25	0.8	0.8	0.9	0.9	0.8	0.7	0.8	0.7	0.5	0.5
	50	1.6	1.5	1.9	1.8	1.5	1.4	1.3	1.4	0.7	0.7
	75	3.0	2.8	3.5	3.3	2.7	2.5	2.2	2.3	1.7	1.5
Annual result	25	0.3	0.3	0.3	0.2	0.3	0.3	0.3	0.2	0.4	0.4
	50	1.6	1.6	3.1	3.5	1.3	1.3	0.8	1.0	0.9	1.1
	75	5.2	5.3	7.7	7.8	4.0	3.8	1.9	2.0	1.3	1.5
Percentage of sales											
Annual result before taxes on income	25	0.4	0.4	0.5	0.4	0.4	0.4	0.5	0.3	0.5	0.6
	50	2.0	2.1	3.5	3.9	1.7	1.8	1.3	1.4	1.1	1.3
	75	6.1	6.0	8.3	8.7	4.6	4.7	2.6	3.0	1.6	1.9
Annual result and depreciation	25	2.0	2.0	2.5	2.5	2.0	2.0	1.7	1.6	1.6	1.5
	50	4.2	4.2	6.4	6.4	3.7	3.6	2.8	2.8	2.0	2.0
	75	8.7	8.4	10.8	11.0	6.9	6.8	4.9	4.8	3.5	4.0
Trade receivables	25	1.5	1.5	1.3	1.3	1.8	1.7	1.9	1.8	0.0	0.0
	50	4.2	3.9	5.4	5.0	4.1	3.8	3.7	3.2	0.2	0.1
	75	7.9	7.5	8.9	8.1	7.4	7.5	5.4	5.4	2.9	3.3
Percentage of the balance sheet total											
Annual result and interest paid	25	4.0	3.9	3.9	3.2	4.1	4.0	4.0	4.1	3.1	3.3
	50	7.7	7.7	11.3	10.7	7.1	6.8	6.0	6.1	8.0	7.6
	75	18.3	17.8	27.8	26.9	14.8	14.6	8.0	8.5	11.4	10.4
Percentage of liabilities and provisions less cash											
Annual result and depreciation	25	6.6	6.7	5.8	6.7	7.2	7.0	6.3	6.0	8.5	11.3
	50	14.0	14.4	16.3	17.5	13.9	14.1	10.8	9.8	16.4	17.6
	75	32.1	31.7	38.3	37.4	32.0	31.5	17.9	21.0	21.8	20.4
Percentage of fixed assets											
Long-term equity and liabilities	25	86.7	85.5	96.5	96.6	87.1	85.3	71.7	74.4	50.3	50.5
	50	142.0	146.8	159.7	160.4	140.9	146.3	110.0	112.6	87.4	75.7
	75	301.8	304.4	377.1	381.0	285.0	284.9	232.7	230.2	138.6	142.5
Percentage of short-term liabilities											
Cash resources and short-term receivables	25	30.8	32.6	34.8	36.1	30.6	30.9	27.1	27.5	36.3	38.6
	50	66.4	65.9	78.1	75.4	65.8	65.1	45.7	46.6	47.1	45.8
	75	119.6	117.8	142.5	137.2	111.2	113.0	88.8	86.8	81.7	87.1
Percentage of cost of materials											
Trade payables	25	4.7	4.6	6.2	5.8	3.7	3.7	2.8	3.0	3.9	3.4
	50	9.6	9.4	10.7	11.0	9.0	8.6	6.3	6.4	8.6	8.0
	75	16.5	16.6	19.5	21.0	14.7	15.0	12.7	12.1	12.0	12.7

* Including repair of motor vehicles, motorcycles and personal and household goods. — 1 Only those financial statements for which data are available for both financial years are evaluated.

Special Statistical Publications *

- 1 Banking statistics guidelines and customer classification, July 2003¹
- 2 Bankenstatistik Kundensystematik Firmenverzeichnisse, December 2007^{2,3}
- 3 Aufbau der bankstatistischen Tabellen, January 2000^{3,4}
- 4 Financial accounts for Germany 1991 to 2006, July 2007⁴
- 5 Extrapolated results from financial statements of German enterprises 1994 to 2003, March 2006⁴
- 6 Ratios from financial statements of German enterprises 2004 to 2005, February 2008
- 7 Erläuterungen zum Leistungsverzeichnis für die Zahlungsbilanz, February 2005³
- 8 Balance of payments statistic of the Federal Republic of Germany, 2nd edition, February 1991^o
- 9 Securities deposits, August 2005

* Unless stated otherwise, the Special Statistical Publications are available on the Bundesbank's website in German and English.

^o Not available on the website.

¹ Solely available on the website updated at half-yearly intervals. Only the sections "Monthly balance sheet statistics", "External position report" and "Customer classification" ("Overall survey on sectoral classification", "Breakdown by industry or activity – explanatory notes" and "Explanatory notes on the system of customer classification by industry or activity" and the related texts) are available in English.

² Available on the website only (updated on a quarterly-basis).

³ Available in German only.

⁴ Available on the website only.

⁵ Only the headings and explanatory notes to the data contained in the German originals are available in English.

10 Foreign direct investment stock statistics,
April 2007^{4,5}

11 Balance of payments by region,
August 2007

12 Technologische Dienstleistungen in der
Zahlungsbilanz, June 2006³

For footnotes, see page 231.