

January 2024

## Key business figures of the German electro and digital sector

### Key annual financial data \*

#### Sales and value added

- sales per employee: € 258,800
- added value per employee: € 131,200

#### Expenses according to cost of sales method

- production costs: 65.5 % of turnover
- distribution costs: 10.6 %
- administrative costs: 6.7 %
- R&D costs: 6.1 %

#### Expenses according to total cost method

- material costs: 51.7 % of turnover
- personnel costs: 27.5 %
- depreciation: 2.7 %

#### Key financial figures

- EBIT margin: 6.3 % of turnover
- return on assets: 9.5 %
- cash flow: 6.9 % of turnover

#### Investments and equity

- tangible investments: 4.1 % of turnover
- tangible assets: 17.6 %
- equity ratio: 41.7 % of assets

#### Warehouse ratios

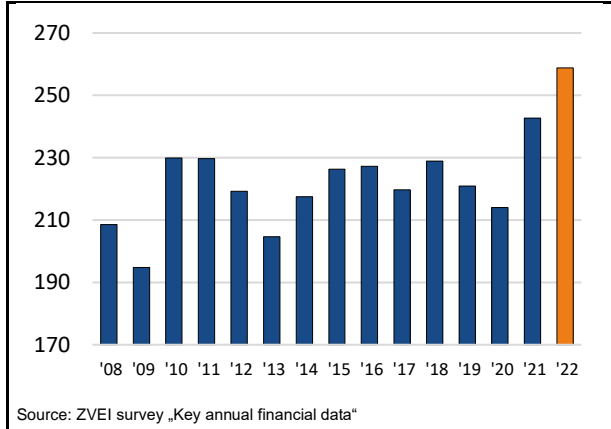
- stock turnover rate: 2.2
- average storage period: 163 days

#### Turnover ratios

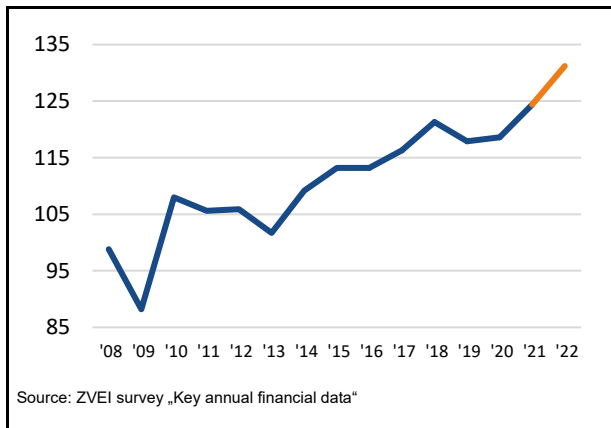
- capital turnover: 1.7
- stock turnover: 7.1

**Trainees:** 3.6 % of employees

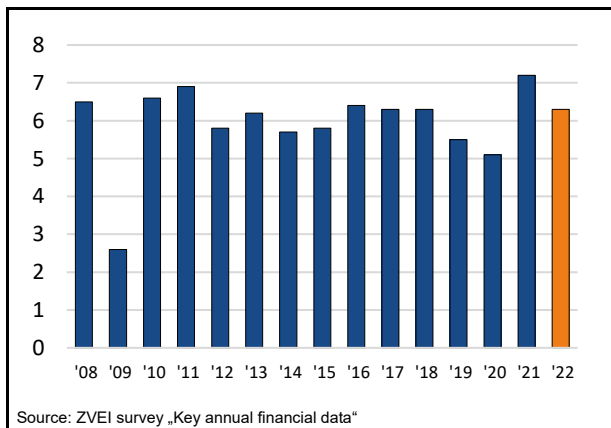
### Sales per employee, thousand €



### Added value per employee, thousand €



### EBIT margin, % of turnover



\* Unweighted average values from the 2023 ZVEI survey „Key annual financial data“

### Contact

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