

February 2023

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

### Key annual financial data 2022\*

#### Sales and value added

- sales per employee: € 242.700
- added value per employee: € 124.400

#### Expenses according to cost of sales method

- production costs: 65.2 % of turnover
- distribution costs: 10.6 %
- administrative costs: 6.7 %
- R&D costs: 6.1 %

#### Expenses according to total cost method

- material costs: 50.3 % of turnover
- personnel costs: 28.9 %
- depreciation: 2.8 %

#### Key financial figures

- EBIT margin: 7.2 % of turnover
- return on assets: 10.2 %
- cash flow: 8.7 % of turnover

#### Investments and equity

- tangible investments: 3.5 % of turnover
- tangible assets: 17.6 %
- equity ratio: 43.3 % of assets

#### Warehouse ratios

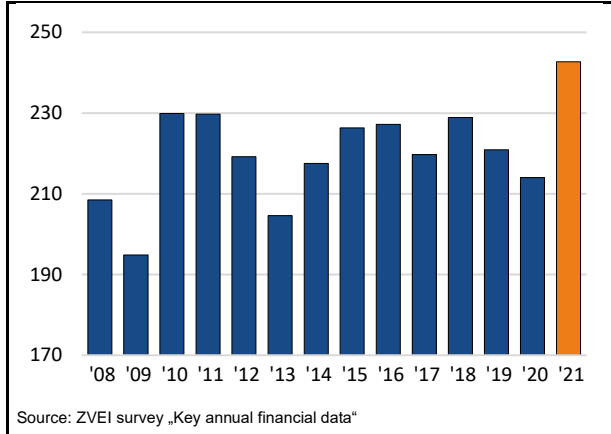
- stock turnover rate: 2.4
- average storage period: 149 days

#### Turnover ratios

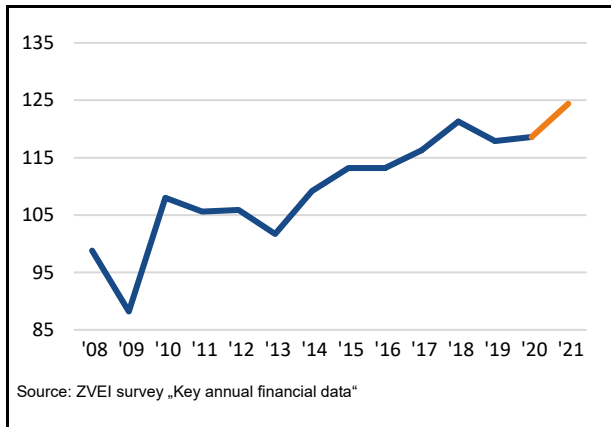
- capital turnover: 1.9
- stock turnover: 7.7

**Trainees:** 3.7 % of employees

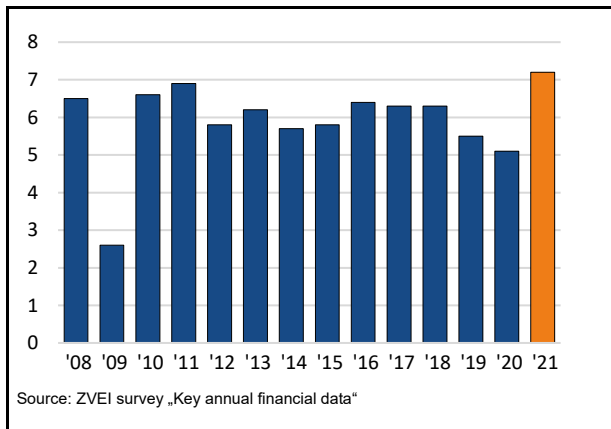
### Sales per employee, thousand €



### Added value per employee, thousand €



### EBIT margin, % of turnover



\* Unweighted average values from the 2022 ZVEI survey „Key annual financial data“