January 2026

Key business figures of the German electro and digital sector

Key annual financial data *

Sales and value added
- sales per employee: € 264,600
- added value per employee: € 131,900

Expenses according to cost of sales method
- production costs: 63.5 % of turnover
- distribution costs: 11.1 %
- administrative costs: 7.2 %
- R&D costs: 6.8 %

Expenses according to total cost method
- material costs: 49.8 % of turnover
- personnel costs: 28.6 %
- depreciation: 2.7 %

Key financial figures
- EBIT margin: 5.3 % of turnover
- return on assets: 7.5 %
- cash flow: 7.5 % of turnover

Investments and equity
- tangible investments: 3.9 % of turnover
- tangible assets: 18.1 %
- equity ratio: 46.1 % of assets

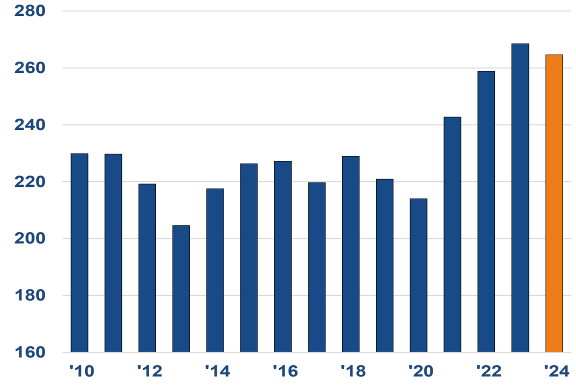
Warehouse ratios
- stock turnover rate: 2.0
- average storage period: 182 days

Turnover ratios
- capital turnover: 1.5
- stock turnover: 7.4

Trainees: 3.8 % of employees

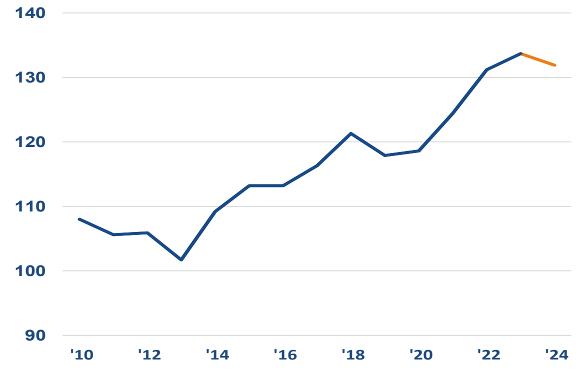
* Unweighted average values from the 2025 ZVEI survey „Key annual financial data“

Sales per employee, thousand €



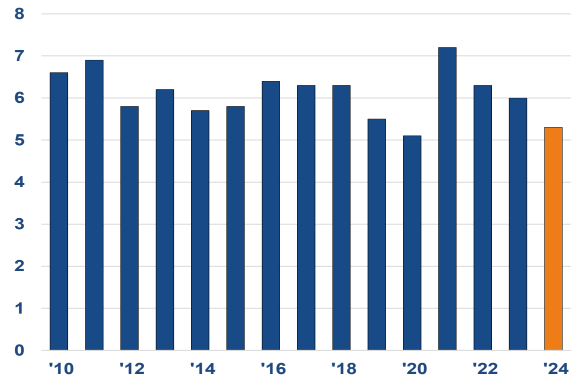
Source: ZVEI survey „Key annual financial data“

Added value per employee, thousand €



Source: ZVEI survey „Key annual financial data“

EBIT margin, % of turnover



Source: ZVEI survey „Key annual financial data“

Contact

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