

ELECTRICAL CONTRACTORS INDUSTRY  
NAICS 23821

## 2022 WORLD INDUSTRY & MARKET OUTLOOK

© Barnes Reports



- *Market Reports*
- *Industry Trends*
- *Demographic Data*



# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## TABLE OF CONTENTS

<b><u>COUNTRY</u></b>	<b><u>PAGE NUMBER</u></b>
2022 Executive Summary - Worldwide Economic Forecast	7
Worldwide Current & Forecast Gross Domestic Product	
Industry Definition, Related Industries & Sub-Industries	9
2022 Industry Establishments, Sales & Employment	11
Algeria	13
Argentina	15
Australia	17
Austria	19
Bangladesh	21
Belgium	23
Brazil	25
Canada	27
Chile	29
China	31
Colombia	33
Czech Rep	35
Denmark	37
Egypt	39
Finland	41
France	43
Germany	45
Greece	47
Hong Kong	49
Hungary	51
India	53
Indonesia	55
Iran	57
Iraq	59
Ireland	61

## TABLE OF CONTENTS

<b><u>INDUSTRY</u></b>	<b><u>PAGE NUMBER</u></b>
Israel	63
Italy	65
Japan	67
Kazakhstan	69
Kuwait	71
Malaysia	73
Mexico	75
Netherlands	77
New Zealand	79
Nigeria	81
Norway	83
Pakistan	85
Peru	87
Phillipines	89
Poland	91
Portugal	93
Puerto Rico	95
Qatar	97
Romania	99
Russia	101
Saudi Arabia	103
Singapore	105
South Africa	107
South Korea	109
Spain	111
Sweden	113
Switzerland	115
Taiwan	117
Thailand	119
Turkey	121
Ukraine	123
UAE	125
United Kingdom	127
United States	129
Venezuela	131
Vietnam	133
Appendix: Definitions & Terms	135

Copyright © 2022 By C. Barnes & Co.  
Printed in USA

All rights reserved. This publication may not be reproduced, stored in any information or retrieval system or transmitted in whole or in part, in any form or by any means - electronic, mechanical, photocopying, recording or otherwise - without the express written permission of C. Barnes & Co.

Note: Every effort has been made to verify and ensure the accuracy of the information within this publication. However, if any errors exist in this publication C. Barnes & Co. disclaims any liability for any loss or damage to any party as a result of the information or errors in this publication.



## 2022 ECONOMIC FORECAST (WORLDWIDE EDITION)

Barnes Reports predicts that worldwide economic performance will increase by 3.9 percent from 2021 to 2022. The global economy decreased significantly from 2019 to 2020 (-6.0 percent) due to COVID-19 with many sectors seeing crippling declines, such as a restaurants (-25 percent) and hotels (-30 percent). High inflation is the worst problem in 2021 caused by supply chain problems (domestically and internationally) and low labor participation (from COVID fears). Most economic gains (in GDP) will be wiped out by the high inflation. Low labor participation is raising wages but those are also diminished by high inflation. These issues are not forecast to be corrected until COVID is contained. Economic stimulus only increases inflation.

The worldwide economy should continue to increase from 2022 to 2023 by 4.2 percent. There are risks on the horizon (low labor participation, high inflation and supply chain problems) which could bring economic problems.

### WORLDWIDE CURRENT & FORECAST GROSS DOMESTIC PRODUCT

Country	2020 GDP (\$USD)	2021 GDP (\$USD)	2022 GDP (\$USD)	2023 GDP (\$USD)	2022-2023 Pct. Change
Algeria	155.9	158.9	160.6	162.4	1.1%
Argentina	399.0	367.6	338.5	311.6	-7.9%
Australia	1,283.2	1,314.8	1,336.6	1,358.8	1.7%
Austria	413.1	425.9	438.8	451.9	3.0%
Bangladesh	304.8	342.7	385.1	432.4	12.3%
Belgium	494.9	510.5	526.4	542.4	3.0%
Brazil	1,708.7	1,723.7	1,725.2	1,726.6	0.1%
Canada	1,626.0	1,696.8	1,756.9	1,819.2	3.5%
Chile	275.8	291.5	305.7	320.6	4.9%
China	13,602.0	14,513.0	15,476.0	16,492.8	6.6%
Colombia	307.9	321.6	333.3	345.4	3.6%
Czech Republic	245.8	266.0	287.8	311.1	8.1%
Denmark	321.0	329.7	338.4	347.1	2.6%
Egypt	250.0	249.8	249.6	249.2	-0.2%
Finland	248.9	255.8	262.8	269.9	2.7%
France	2,599.5	2,724.9	2,834.1	2,947.6	4.0%
Germany	3,743.3	3,956.8	4,149.9	4,352.3	4.9%
Greece	193.0	198.3	202.2	206.1	1.9%
Hong Kong	349.3	370.7	390.3	410.9	5.3%
Hungary	164.9	182.7	200.8	220.7	9.9%
India	2,780.1	2,992.6	3,219.5	3,461.4	7.5%
Indonesia	1,095.7	1,195.0	1,293.1	1,399.2	8.2%
Iran	265.3	239.9	215.2	193.1	-10.3%
Iraq	221.2	240.4	259.3	279.7	7.9%
Ireland	389.3	423.6	460.7	500.7	8.7%

# 2022 ECONOMIC FORECAST (WORLDWIDE EDITION)

## WORLDWIDE CURRENT & FORECAST GROSS DOMESTIC PRODUCT

Country	2020 GDP (\$USD)	2021 GDP (\$USD)	2022 GDP (\$USD)	2023 GDP (\$USD)	2022-2023 Pct. Change
Italy	1,903.5	1,978.5	2,040.4	2,104.2	3.1%
Japan	4,865.5	4,766.7	4,886.8	5,006.9	2.5%
Kazakhstan	159.5	160.8	160.9	161.0	0.1%
Kuwait	134.3	144.4	154.1	164.5	6.7%
Malaysia	357.0	386.5	415.2	446.0	7.4%
Mexico	1,162.3	1,209.6	1,248.9	1,289.4	3.2%
Netherlands	849.6	884.5	920.3	957.0	4.0%
New Zealand	206.2	220.0	232.8	246.4	5.8%
Nigeria	387.3	389.4	391.3	393.1	0.5%
Norway	382.4	393.5	401.7	410.1	2.1%
Pakistan	267.0	271.6	274.2	276.8	0.9%
Peru	220.3	235.6	250.0	265.3	6.1%
Phillipines	365.0	398.1	430.8	466.2	8.2%
Poland	561.7	592.7	625.0	658.7	5.4%
Portugal	234.5	251.3	267.2	284.1	6.3%
Puerto Rico	92.4	93.2	93.2	93.2	0.0%
Qatar	168.7	175.4	181.0	186.7	3.2%
Romania	259.0	292.2	327.0	366.0	11.9%
Russia	1,585.8	1,659.6	1,735.9	1,814.5	4.5%
Saudi Arabia	775.3	837.9	898.6	963.7	7.2%
Singapore	373.6	406.4	438.5	473.2	7.9%
South Africa	336.8	351.0	362.9	375.2	3.4%
South Korea	1,634.9	1,742.6	1,842.8	1,948.9	5.8%
Spain	1,289.1	1,327.5	1,366.3	1,405.3	2.9%
Sweden	501.9	516.7	527.8	539.2	2.2%
Switzerland	663.5	684.8	701.3	718.1	2.4%
Taiwan	613.7	632.1	652.3	680.0	4.2%
Thailand	521.1	564.3	610.7	660.5	8.2%
Turkey	685.1	667.8	650.6	633.6	-2.6%
Ukraine	153.2	169.0	185.2	201.6	8.8%
UAE	407.1	433.7	458.5	484.8	5.7%
United Kingdom	2,677.6	2,737.5	2,797.6	2,857.8	2.2%
United States	20,303.7	21,584.7	22,767.5	24,014.9	5.5%
Venezuela	332.2	294.3	272.8	252.8	-7.3%
Vietnam	250.8	270.7	292.1	315.0	7.8%



# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## INDUSTRY DEFINITION

NAICS 23821: Electrical Contractors . This industry comprises establishments primarily engaged in one or more of the following: (1) performing electrical work at the site (e.g., installing wiring); (2) servicing electrical equipment at the site; and (3) the combined activity of selling and installing electrical equipment. The electrical work performed includes new work, additions, alterations, and maintenance and repairs.

## Related Industries

Plumbing Contractors  
Carpentry Contractors  
Housing Construction

## U.S. Census Categories

NAICS 23821 – Electrical Contractors is 100% comparable to  
SIC 1731 – Electrical Work Special Trade Contractors

## Sub-Industries

Electrical work	Sound equipment specialization
Electric power systems contractors	Telephone and telephone equipment installation
Cogeneration specialization	Voice, data, and video wiring contractor
Computer power conditioning	Safety and security specialization
Standby or emergency power specialization	Access control systems specialization
Switchgear and related devices installation	Closed circuit television installation
Electronic controls installation	Fire detection and burglar alarm systems specialization
Computerized controls installation	Banking machine installation and service
Energy management controls	Computer installation
Environmental system control installation	General electrical contractor
Communications specialization	Lighting contractor
Cable television installation	
Fiber optic cable installation	



# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## 2022 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$US)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Algeria	27,939	3,408	439,569	185,196	0.122	18,400	15.733	2,373.5
Argentina	19,435	6,971	564,650	128,827	0.359	54,111	29.053	4,383.0
Australia	11,763	20,593	27,595	77,970	1.751	264,117	2.346	353.9
Austria	4,221	6,536	5,360	27,979	1.549	233,612	1.270	191.6
Bangladesh	84,918	4,533	383,959	562,888	0.053	8,053	4.522	682.1
Belgium	5,143	7,402	6,069	34,091	1.439	217,113	1.180	178.0
Brazil	97,421	23,228	118,465	645,771	0.238	35,970	1.216	183.4
Canada	17,623	24,355	31,662	116,814	1.382	208,496	1.797	271.0
Chile*	9,284	4,698	3,523	61,542	0.506	76,336	0.380	57.3
China	686,593	247,649	1,609,721	4,551,176	0.361	54,414	2.345	353.7
Colombia*	20,848	4,693	16,290	138,196	0.225	33,960	0.781	117.9
Czech Republic	4,846	3,771	81,833	32,120	0.778	117,408	16.888	2,547.8
Denmark	2,638	4,910	29,948	17,486	1.861	280,768	11.353	1,712.7
Egypt	45,983	3,750	58,494	304,802	0.082	12,302	1.272	191.9
Finland	2,582	3,910	3,207	17,115	1.515	228,482	1.242	187.4
France	28,785	36,570	29,988	190,806	1.270	191,662	1.042	157.2
Germany	37,259	57,245	46,941	246,980	1.536	231,779	1.260	190.1
Greece	4,417	2,717	2,228	29,278	0.615	92,788	0.504	76.1
Hong Kong	3,018	4,212	32,433	20,006	1.396	210,540	10.746	1,621.2
Hungary*	4,285	2,174	637	28,404	0.507	76,525	0.149	22.4
India	577,430	41,181	3,039,182	3,827,579	0.071	10,759	5.263	794.0
Indonesia*	141,943	19,029	269,277	940,888	0.134	20,224	1.897	286.2
Iran*	38,746	8,551	359,345	256,835	0.221	33,295	9.274	1,399.1
Iraq*	23,313	4,304	5,122	154,532	0.185	27,852	0.220	33.1
Ireland	2,718	6,882	5,643	18,019	2.532	381,917	2.076	313.2
Israel	4,204	5,763	18,442	27,865	1.371	206,828	4.387	661.8
Italy	28,381	29,247	23,983	188,129	1.031	155,463	0.845	127.5
Japan*	60,408	69,154	7,122,888	400,424	1.145	172,702	117.913	17,788.4
Kazakhstan	10,360	2,787	1,178,944	68,673	0.269	40,585	113.797	17,167.4
Kuwait	2,767	2,274	691	18,344	0.822	123,988	0.250	37.7
Malaysia	18,672	6,596	26,846	123,772	0.353	53,292	1.438	216.9
Mexico	64,212	17,746	351,378	425,639	0.276	41,693	5.472	825.5

\* Local Currencies are displayed in Billions, not Millions (and Millions, not 000s for the Sales (Curr000s)/Emps.)

# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## 2022 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$USM)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Netherlands	7,805	12,768	10,470	51,736	1.636	246,797	1.341	202.4
New Zealand	2,093	2,826	3,957	13,872	1.350	203,722	1.891	285.2
Nigeria	111,788	6,143	2,340,347	741,005	0.055	8,290	20.936	3,158.3
Norway	2,927	6,912	60,133	19,405	2.361	356,199	20.542	3,098.9
Pakistan	83,896	4,359	697,376	556,119	0.052	7,838	8.312	1,254.0
Peru	17,867	3,590	12,961	118,433	0.201	30,316	0.725	109.4
Phillipines	45,576	5,393	258,870	302,107	0.118	17,852	5.680	856.9
Poland	15,678	9,026	32,494	103,923	0.576	86,854	2.073	312.7
Portugal	4,731	3,386	2,777	31,360	0.716	107,977	0.587	88.5
Puerto Rico	1,988	1,536	1,536	13,178	0.773	116,563	0.773	116.6
Qatar	1,817	3,172	11,545	12,042	1.746	263,390	6.355	958.7
Romania	10,459	4,139	16,597	69,331	0.396	59,697	1.587	239.4
Russia	72,640	23,316	1,734,680	481,504	0.321	48,422	23.881	3,602.6
Saudi Arabia*	20,019	13,992	52	132,699	0.699	105,439	0.003	0.4
Singapore	3,025	5,703	7,586	20,051	1.885	284,446	2.508	378.3
South Africa	20,174	4,748	71,690	133,724	0.235	35,503	3.554	536.1
South Korea*	28,103	28,230	30,799	186,287	1.005	151,541	1.096	165.3
Spain	21,153	21,345	17,503	140,217	1.009	152,226	0.827	124.8
Sweden	4,832	8,381	70,732	32,032	1.734	261,629	14.637	2,208.2
Switzerland	4,407	10,458	9,308	29,215	2.373	357,978	2.112	318.6
Taiwan	13,941	8,524	242,092	92,412	0.611	92,243	17.365	2,619.7
Thailand	38,723	8,647	260,285	256,683	0.223	33,689	6.722	1,014.0
Turkey	34,642	10,974	85,379	229,628	0.317	47,791	2.465	371.8
Ukraine	22,989	1,602	45,347	152,389	0.070	10,515	1.972	297.6
UAE	6,385	8,168	29,975	42,327	1.279	192,965	4.694	708.2
United Kingdom	30,924	39,567	29,280	204,982	1.280	193,027	0.947	142.8
United States	145,678	275,208	275,208	965,649	1.889	284,998	1.889	285.0
Venezuela	14,586	5,076	50,658	96,688	0.348	52,499	3.473	523.9
Vietnam*	55,179	4,496	103,913	365,763	0.081	12,293	1.883	284.1

\* Local Currencies are displayed in Billions, not Millions (and Millions, not 000s for the Sales (Curr000s)/Emps.)

# ALGERIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	24,536	25,233	26,553	27,939	29,167	2.8%	5.2%	5.2%	4.4%
<b>Sales (\$Millions)</b>	2,730	2,854	3,185	3,408	3,567	4.5%	11.6%	7.0%	4.7%
<b>Employment</b>	162,637	167,258	176,012	185,196	190,716	2.8%	5.2%	5.2%	3.0%
<b>Sales (DinarM)</b>	352,200	368,207	410,917	439,569	460,094	4.5%	11.6%	7.0%	4.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.11	0.11	0.12	0.12	0.12	1.7%	6.0%	1.7%	0.3%
<b>Sales (\$) per Emp.</b>	16,787	17,065	18,098	18,400	18,701	1.7%	6.0%	1.7%	1.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinar(M)/Estab.</b>	14.35	14.59	15.48	15.73	15.77	1.7%	6.0%	1.7%	0.3%
<b>Dinar per Emp.</b>	2,165,556	2,201,435	2,334,600	2,373,541	2,412,456	1.7%	6.0%	1.7%	1.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	9,295	2,816	1,693	1,131	370	177	43	15	11,012	26,553
<b>2022</b>	9,780	2,963	1,782	1,190	389	186	46	16	11,587	27,939
<b>2023</b>	10,210	3,093	1,860	1,242	406	195	48	17	12,096	29,167
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	272	262	370	591	493	518	304	293	83	3,185
<b>2022</b>	291	280	396	632	527	554	325	313	89	3,408
<b>2023</b>	305	294	414	662	552	580	341	328	93	3,567
	Employment by Size of Firm									Total
<b>2021</b>	23,238	16,334	23,028	34,044	21,967	22,348	12,609	11,432	11,012	176,012
<b>2022</b>	24,450	17,186	24,230	35,820	23,114	23,514	13,267	12,028	11,587	185,196
<b>2023</b>	25,525	17,941	25,294	37,395	24,129	24,547	11,231	12,557	12,096	190,716

# ALGERIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	16,760	1,215.4	77,810
Electric power systems contractors	Minor1	195	182.4	1,974
Cogeneration specialization	Minor2	7	0.9	179
Computer power conditioning	Minor2	7	0.7	30
Standby or emergency power specialization	Minor2	13	1.5	117
Switchgear and related devices installation	Minor2	7	2.9	106
Electronic controls installation	Minor1	236	33.6	1,851
Computerized controls installation	Minor2	30	16.2	483
Energy management controls	Minor2	147	47.7	1,488
Environmental system control installation	Minor2	39	24.8	443
Communications specialization	Minor1	410	77.0	4,279
Cable television installation	Minor2	148	25.3	1,950
Fiber optic cable installation	Minor2	164	32.3	1,828
Sound equipment specialization	Minor2	928	26.8	1,998
Telephone and telephone equipment	Minor2	485	73.5	4,286
Voice, data, and video wiring contractor	Minor2	129	23.1	1,361
Safety and security specialization	Minor1	324	31.7	2,643
Access control systems specialization	Minor2	52	9.6	462
Closed circuit television installation	Minor2	25	3.5	229
Fire detection and burglar alarm systems	Minor2	661	77.1	5,946
Banking machine installation and service	Minor2	22	4.0	212
Computer installation	Minor2	161	15.3	955
General electrical contractor	Minor2	6,831	1,453.7	73,238
Lighting contractor	Minor2	159	28.7	1,327

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# ARGENTINA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	17,039	17,622	18,508	19,435	20,249	3.4%	5.0%	5.0%	4.2%
<b>Sales (\$Millions)</b>	6,082	6,169	6,664	6,971	7,184	1.4%	8.0%	4.6%	3.1%
<b>Employment</b>	112,944	116,808	122,680	128,827	132,407	3.4%	5.0%	5.0%	2.8%
<b>Sales (PesosM)</b>	492,605	499,685	539,776	564,650	581,922	1.4%	8.0%	4.6%	3.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.36	0.35	0.36	0.36	0.35	-1.9%	2.9%	-0.4%	-1.1%
<b>Sales (\$) per Emp.</b>	53,845	52,813	54,320	54,111	54,259	-1.9%	2.9%	-0.4%	0.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	28.91	28.36	29.17	29.05	28.74	-1.9%	2.9%	-0.4%	-1.1%
<b>Pesos per Emp.</b>	4,361,481	4,277,850	4,399,882	4,383,005	4,394,963	-1.9%	2.9%	-0.4%	0.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	6,479	1,963	1,180	788	258	124	30	11	7,675	18,508
<b>2022</b>	6,803	2,061	1,239	828	271	130	32	11	8,060	19,435
<b>2023</b>	7,088	2,148	1,291	863	282	135	33	12	8,398	20,249
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	569	549	774	1,236	1,031	1,084	636	612	173	6,664
<b>2022</b>	595	574	809	1,293	1,079	1,134	666	640	181	6,971
<b>2023</b>	613	591	834	1,333	1,112	1,168	686	660	187	7,184
	Employment by Size of Firm									Total
<b>2021</b>	16,197	11,385	16,050	23,729	15,311	15,576	8,788	7,968	7,675	122,680
<b>2022</b>	17,008	11,955	16,855	24,918	16,078	16,357	9,229	8,367	8,060	128,827
<b>2023</b>	17,721	12,456	17,561	25,962	16,752	17,042	7,798	8,718	8,398	132,407

# ARGENTINA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,659	2,486.3	54,127
Electric power systems contractors	Minor1	136	373.1	1,373
Cogeneration specialization	Minor2	5	1.9	125
Computer power conditioning	Minor2	5	1.4	21
Standby or emergency power specialization	Minor2	9	3.1	81
Switchgear and related devices installation	Minor2	5	5.9	73
Electronic controls installation	Minor1	164	68.7	1,287
Computerized controls installation	Minor2	21	33.1	336
Energy management controls	Minor2	102	97.6	1,035
Environmental system control installation	Minor2	27	50.8	308
Communications specialization	Minor1	285	157.5	2,977
Cable television installation	Minor2	103	51.8	1,357
Fiber optic cable installation	Minor2	114	66.0	1,272
Sound equipment specialization	Minor2	646	54.9	1,390
Telephone and telephone equipment	Minor2	337	150.3	2,982
Voice, data, and video wiring contractor	Minor2	89	47.2	947
Safety and security specialization	Minor1	225	64.9	1,839
Access control systems specialization	Minor2	37	19.7	322
Closed circuit television installation	Minor2	17	7.2	159
Fire detection and burglar alarm systems	Minor2	460	157.7	4,136
Banking machine installation and service	Minor2	15	8.2	147
Computer installation	Minor2	112	31.3	664
General electrical contractor	Minor2	4,752	2,974.0	50,946
Lighting contractor	Minor2	111	58.6	923

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# AUSTRALIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	10,329	10,642	11,189	11,763	12,269	3.0%	5.1%	5.1%	4.3%
<b>Sales (\$Millions)</b>	16,840	17,445	19,278	20,593	21,672	3.6%	10.5%	6.8%	5.2%
<b>Employment</b>	68,469	70,542	74,169	77,970	80,223	3.0%	5.1%	5.1%	2.9%
<b>Sales (DollarsM)</b>	22,566	23,376	25,832	27,595	29,040	3.6%	10.5%	6.8%	5.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.63	1.64	1.72	1.75	1.77	0.5%	5.1%	1.6%	0.9%
<b>Sales (\$) per Emp.</b>	245,951	247,299	259,914	264,117	270,146	0.5%	5.1%	1.6%	2.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.18	2.20	2.31	2.35	2.37	0.5%	5.1%	1.6%	0.9%
<b>Dollars per Emp.</b>	329,574	331,380	348,285	353,917	361,996	0.5%	5.1%	1.6%	2.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	3,917	1,187	714	477	156	75	18	6	4,640	11,189
<b>2022</b>	4,118	1,247	750	501	164	79	19	7	4,878	11,763
<b>2023</b>	4,295	1,301	782	523	171	82	20	7	5,088	12,269
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,646	1,587	2,238	3,576	2,983	3,135	1,841	1,770	501	19,278
<b>2022</b>	1,758	1,695	2,391	3,820	3,187	3,349	1,966	1,891	535	20,593
<b>2023</b>	1,850	1,784	2,516	4,020	3,353	3,525	2,069	1,990	564	21,672
	Employment by Size of Firm									Total
<b>2021</b>	9,792	6,883	9,704	14,346	9,257	9,417	5,313	4,817	4,640	74,169
<b>2022</b>	10,294	7,235	10,201	15,081	9,731	9,900	5,586	5,064	4,878	77,970
<b>2023</b>	10,737	7,547	10,640	15,730	10,150	10,326	4,724	5,282	5,088	80,223

# AUSTRALIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	7,056	7,345.0	32,759
Electric power systems contractors	Minor1	82	1,102.1	831
Cogeneration specialization	Minor2	3	5.7	75
Computer power conditioning	Minor2	3	4.0	13
Standby or emergency power specialization	Minor2	6	9.1	49
Switchgear and related devices installation	Minor2	3	17.5	44
Electronic controls installation	Minor1	99	203.0	779
Computerized controls installation	Minor2	12	97.6	203
Energy management controls	Minor2	62	288.4	626
Environmental system control installation	Minor2	16	150.0	187
Communications specialization	Minor1	172	465.3	1,802
Cable television installation	Minor2	62	153.0	821
Fiber optic cable installation	Minor2	69	195.1	770
Sound equipment specialization	Minor2	391	162.2	841
Telephone and telephone equipment	Minor2	204	443.9	1,805
Voice, data, and video wiring contractor	Minor2	54	139.4	573
Safety and security specialization	Minor1	136	191.6	1,113
Access control systems specialization	Minor2	22	58.2	195
Closed circuit television installation	Minor2	11	21.2	96
Fire detection and burglar alarm systems	Minor2	278	465.7	2,503
Banking machine installation and service	Minor2	9	24.2	89
Computer installation	Minor2	68	92.3	402
General electrical contractor	Minor2	2,876	8,785.6	30,834
Lighting contractor	Minor2	67	173.2	559

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# AUSTRIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	3,810	3,867	4,041	4,221	4,375	1.5%	4.5%	4.5%	3.6%
<b>Sales (\$Millions)</b>	5,562	5,688	6,198	6,536	6,791	2.3%	9.0%	5.5%	3.9%
<b>Employment</b>	25,253	25,635	26,783	27,979	28,606	1.5%	4.5%	4.5%	2.2%
<b>Sales (EurosM)</b>	4,561	4,664	5,082	5,360	5,568	2.3%	9.0%	5.5%	3.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.46	1.47	1.53	1.55	1.55	0.7%	4.3%	1.0%	0.2%
<b>Sales (\$) per Emp.</b>	220,241	221,869	231,411	233,612	237,383	0.7%	4.3%	1.0%	1.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.20	1.21	1.26	1.27	1.27	0.7%	4.3%	1.0%	0.2%
<b>Euros per Emp.</b>	180,597	181,933	189,757	191,561	194,654	0.7%	4.3%	1.0%	1.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,414	429	258	172	56	27	7	2	1,676	4,041
<b>2022</b>	1,478	448	269	180	59	28	7	2	1,751	4,221
<b>2023</b>	1,531	464	279	186	61	29	7	2	1,814	4,375
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	529	510	720	1,150	959	1,008	592	569	161	6,198
<b>2022</b>	558	538	759	1,213	1,011	1,063	624	600	170	6,536
<b>2023</b>	580	559	788	1,260	1,051	1,104	648	624	177	6,791
	Employment by Size of Firm									Total
<b>2021</b>	3,536	2,485	3,504	5,180	3,343	3,401	1,919	1,740	1,676	26,783
<b>2022</b>	3,694	2,596	3,661	5,412	3,492	3,552	2,004	1,817	1,751	27,979
<b>2023</b>	3,829	2,691	3,794	5,609	3,619	3,682	1,685	1,883	1,814	28,606

# AUSTRIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,532	2,331.3	11,755
Electric power systems contractors	Minor1	29	349.8	298
Cogeneration specialization	Minor2	1	1.8	27
Computer power conditioning	Minor2	1	1.3	5
Standby or emergency power specialization	Minor2	2	2.9	18
Switchgear and related devices installation	Minor2	1	5.5	16
Electronic controls installation	Minor1	36	64.4	280
Computerized controls installation	Minor2	4	31.0	73
Energy management controls	Minor2	22	91.5	225
Environmental system control installation	Minor2	6	47.6	67
Communications specialization	Minor1	62	147.7	647
Cable television installation	Minor2	22	48.6	295
Fiber optic cable installation	Minor2	25	61.9	276
Sound equipment specialization	Minor2	140	51.5	302
Telephone and telephone equipment	Minor2	73	140.9	648
Voice, data, and video wiring contractor	Minor2	19	44.2	206
Safety and security specialization	Minor1	49	60.8	399
Access control systems specialization	Minor2	8	18.5	70
Closed circuit television installation	Minor2	4	6.7	35
Fire detection and burglar alarm systems	Minor2	100	147.8	898
Banking machine installation and service	Minor2	3	7.7	32
Computer installation	Minor2	24	29.3	144
General electrical contractor	Minor2	1,032	2,788.5	11,065
Lighting contractor	Minor2	24	55.0	200

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# BANGLADESH

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	74,819	77,056	80,897	84,918	88,440	3.0%	5.0%	5.0%	4.1%
<b>Sales (\$Millions)</b>	3,273	3,530	4,075	4,533	4,967	7.9%	15.4%	11.2%	9.6%
<b>Employment</b>	495,949	510,774	536,239	562,888	578,299	3.0%	5.0%	5.0%	2.7%
<b>Sales (TakaM)</b>	277,194	299,032	345,191	383,959	420,706	7.9%	15.4%	11.2%	9.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.04	0.05	0.05	0.05	0.06	4.7%	10.0%	6.0%	5.2%
<b>Sales (\$) per Emp.</b>	6,599	6,912	7,600	8,053	8,589	4.7%	10.0%	6.0%	6.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Taka(M)/Estab.</b>	3.70	3.88	4.27	4.52	4.76	4.7%	10.0%	6.0%	5.2%
<b>Taka per Emp.</b>	558,915	585,449	643,725	682,123	727,489	4.7%	10.0%	6.0%	6.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	28,318	8,580	5,159	3,446	1,127	540	132	46	33,550	80,897
<b>2022</b>	29,726	9,006	5,415	3,617	1,183	567	139	48	35,217	84,918
<b>2023</b>	30,959	9,380	5,640	3,767	1,232	590	144	50	36,678	88,440
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	348	335	473	756	631	663	389	374	106	4,075
<b>2022</b>	387	373	526	841	701	737	433	416	118	4,533
<b>2023</b>	424	409	577	921	769	808	474	456	129	4,967
	Employment by Size of Firm									Total
<b>2021</b>	70,796	49,762	70,157	103,719	66,926	68,085	38,415	34,829	33,550	536,239
<b>2022</b>	74,314	52,235	73,644	108,873	70,252	71,469	40,324	36,560	35,217	562,888
<b>2023</b>	77,397	54,402	76,699	113,390	73,166	74,434	34,057	38,076	36,678	578,299

# BANGLADESH

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	50,940	1,616.8	236,498
Electric power systems contractors	Minor1	593	242.6	6,000
Cogeneration specialization	Minor2	20	1.3	544
Computer power conditioning	Minor2	20	0.9	93
Standby or emergency power specialization	Minor2	40	2.0	355
Switchgear and related devices installation	Minor2	21	3.8	321
Electronic controls installation	Minor1	716	44.7	5,625
Computerized controls installation	Minor2	90	21.5	1,469
Energy management controls	Minor2	447	63.5	4,522
Environmental system control installation	Minor2	119	33.0	1,347
Communications specialization	Minor1	1,245	102.4	13,007
Cable television installation	Minor2	449	33.7	5,928
Fiber optic cable installation	Minor2	498	42.9	5,557
Sound equipment specialization	Minor2	2,822	35.7	6,073
Telephone and telephone equipment	Minor2	1,474	97.7	13,028
Voice, data, and video wiring contractor	Minor2	391	30.7	4,136
Safety and security specialization	Minor1	985	42.2	8,033
Access control systems specialization	Minor2	160	12.8	1,406
Closed circuit television installation	Minor2	76	4.7	696
Fire detection and burglar alarm systems	Minor2	2,009	102.5	18,072
Banking machine installation and service	Minor2	67	5.3	644
Computer installation	Minor2	490	20.3	2,902
General electrical contractor	Minor2	20,762	1,934.0	222,600
Lighting contractor	Minor2	484	38.1	4,033

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# BELGIUM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	4,611	4,714	4,924	5,143	5,330	2.2%	4.5%	4.4%	3.6%
<b>Sales (\$Millions)</b>	6,270	6,421	7,008	7,402	7,701	2.4%	9.1%	5.6%	4.0%
<b>Employment</b>	30,563	31,246	32,640	34,091	34,850	2.2%	4.5%	4.4%	2.2%
<b>Sales (EurosM)</b>	5,141	5,265	5,747	6,069	6,315	2.4%	9.1%	5.6%	4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.36	1.36	1.42	1.44	1.44	0.2%	4.5%	1.1%	0.4%
<b>Sales (\$) per Emp.</b>	205,150	205,509	214,721	217,113	220,975	0.2%	4.5%	1.1%	1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.12	1.12	1.17	1.18	1.18	0.2%	4.5%	1.1%	0.4%
<b>Euros per Emp.</b>	168,223	168,517	176,071	178,033	181,200	0.2%	4.5%	1.1%	1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,724	522	314	210	69	33	8	3	2,042	4,924
<b>2022</b>	1,800	545	328	219	72	34	8	3	2,133	5,143
<b>2023</b>	1,866	565	340	227	74	36	9	3	2,210	5,330
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	598	577	814	1,300	1,084	1,140	669	644	182	7,008
<b>2022</b>	632	609	859	1,373	1,145	1,204	707	680	192	7,402
<b>2023</b>	658	634	894	1,429	1,192	1,252	735	707	200	7,701
	Employment by Size of Firm									Total
<b>2021</b>	4,309	3,029	4,270	6,313	4,074	4,144	2,338	2,120	2,042	32,640
<b>2022</b>	4,501	3,164	4,460	6,594	4,255	4,329	2,442	2,214	2,133	34,091
<b>2023</b>	4,664	3,278	4,622	6,833	4,409	4,486	2,052	2,295	2,210	34,850

# BELGIUM

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,085	2,640.0	14,323
Electric power systems contractors	Minor1	36	396.1	363
Cogeneration specialization	Minor2	1	2.0	33
Computer power conditioning	Minor2	1	1.4	6
Standby or emergency power specialization	Minor2	2	3.3	22
Switchgear and related devices installation	Minor2	1	6.3	19
Electronic controls installation	Minor1	43	72.9	341
Computerized controls installation	Minor2	5	35.1	89
Energy management controls	Minor2	27	103.7	274
Environmental system control installation	Minor2	7	53.9	82
Communications specialization	Minor1	75	167.2	788
Cable television installation	Minor2	27	55.0	359
Fiber optic cable installation	Minor2	30	70.1	337
Sound equipment specialization	Minor2	171	58.3	368
Telephone and telephone equipment	Minor2	89	159.6	789
Voice, data, and video wiring contractor	Minor2	24	50.1	250
Safety and security specialization	Minor1	60	68.9	487
Access control systems specialization	Minor2	10	20.9	85
Closed circuit television installation	Minor2	5	7.6	42
Fire detection and burglar alarm systems	Minor2	122	167.4	1,095
Banking machine installation and service	Minor2	4	8.7	39
Computer installation	Minor2	30	33.2	176
General electrical contractor	Minor2	1,257	3,157.7	13,482
Lighting contractor	Minor2	29	62.2	244

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# BRAZIL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	85,948	88,699	92,965	97,421	101,293	3.2%	4.8%	4.8%	4.0%
<b>Sales (\$Millions)</b>	22,939	22,351	23,114	23,228	22,999	-2.6%	3.4%	0.5%	-1.0%
<b>Employment</b>	569,716	587,950	616,230	645,771	662,341	3.2%	4.8%	4.8%	2.6%
<b>Sales (RealsM)</b>	116,989	113,988	117,884	118,465	117,296	-2.6%	3.4%	0.5%	-1.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.27	0.25	0.25	0.24	0.23	-5.6%	-1.3%	-4.1%	-4.8%
<b>Sales (\$) per Emp.</b>	40,264	38,015	37,509	35,970	34,724	-5.6%	-1.3%	-4.1%	-3.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Reals(M)/Estab.</b>	1.36	1.29	1.27	1.22	1.16	-5.6%	-1.3%	-4.1%	-4.8%
<b>Reals per Emp.</b>	205,346	193,874	191,298	183,448	177,093	-5.6%	-1.3%	-4.1%	-3.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	32,543	9,860	5,928	3,960	1,295	620	152	53	38,555	92,965
<b>2022</b>	34,103	10,332	6,212	4,150	1,357	650	159	56	40,403	97,421
<b>2023</b>	35,458	10,743	6,459	4,315	1,411	676	165	58	42,008	101,293
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,973	1,903	2,684	4,288	3,577	3,759	2,207	2,123	601	23,114
<b>2022</b>	1,983	1,912	2,697	4,309	3,594	3,778	2,218	2,133	604	23,228
<b>2023</b>	1,964	1,893	2,670	4,267	3,559	3,741	2,196	2,112	598	22,999
	Employment by Size of Firm									Total
<b>2021</b>	81,357	57,185	80,623	119,190	76,909	78,242	44,145	40,024	38,555	616,230
<b>2022</b>	85,257	59,927	84,488	124,904	80,596	81,992	46,262	41,943	40,403	645,771
<b>2023</b>	88,645	62,308	87,845	129,868	83,799	85,251	39,006	43,610	42,008	662,341

# BRAZIL

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	58,441	8,284.9	271,322
Electric power systems contractors	Minor1	680	1,243.1	6,883
Cogeneration specialization	Minor2	23	6.4	625
Computer power conditioning	Minor2	23	4.5	106
Standby or emergency power specialization	Minor2	46	10.3	407
Switchgear and related devices installation	Minor2	25	19.7	368
Electronic controls installation	Minor1	821	228.9	6,453
Computerized controls installation	Minor2	103	110.1	1,685
Energy management controls	Minor2	513	325.3	5,187
Environmental system control installation	Minor2	136	169.2	1,545
Communications specialization	Minor1	1,428	524.8	14,922
Cable television installation	Minor2	515	172.6	6,801
Fiber optic cable installation	Minor2	571	220.1	6,375
Sound equipment specialization	Minor2	3,238	182.9	6,967
Telephone and telephone equipment	Minor2	1,690	500.8	14,946
Voice, data, and video wiring contractor	Minor2	448	157.2	4,745
Safety and security specialization	Minor1	1,130	216.1	9,216
Access control systems specialization	Minor2	183	65.6	1,613
Closed circuit television installation	Minor2	87	23.9	798
Fire detection and burglar alarm systems	Minor2	2,305	525.3	20,733
Banking machine installation and service	Minor2	77	27.3	739
Computer installation	Minor2	562	104.1	3,330
General electrical contractor	Minor2	23,819	9,909.8	255,378
Lighting contractor	Minor2	555	195.3	4,627

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# CANADA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	15,653	16,050	16,819	17,623	18,320	2.5%	4.8%	4.8%	4.0%
<b>Sales (\$Millions)</b>	20,765	21,221	23,110	24,355	25,288	2.2%	8.9%	5.4%	3.8%
<b>Employment</b>	103,759	106,392	111,490	116,814	119,791	2.5%	4.8%	4.8%	2.5%
<b>Sales (DollarsM)</b>	26,994	27,588	30,043	31,662	32,874	2.2%	8.9%	5.4%	3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.33	1.32	1.37	1.38	1.38	-0.3%	3.9%	0.6%	-0.1%
<b>Sales (\$) per Emp.</b>	200,128	199,464	207,281	208,496	211,098	-0.3%	3.9%	0.6%	1.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.72	1.72	1.79	1.80	1.79	-0.3%	3.9%	0.6%	-0.1%
<b>Dollars per Emp.</b>	260,166	259,303	269,465	271,045	274,427	-0.3%	3.9%	0.6%	1.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	5,888	1,784	1,073	716	234	112	27	10	6,975	16,819
<b>2022</b>	6,169	1,869	1,124	751	245	118	29	10	7,309	17,623
<b>2023</b>	6,413	1,943	1,168	780	255	122	30	10	7,598	18,320
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,973	1,902	2,683	4,287	3,576	3,759	2,207	2,122	601	23,110
<b>2022</b>	2,079	2,005	2,828	4,518	3,769	3,961	2,326	2,236	633	24,355
<b>2023</b>	2,159	2,082	2,936	4,691	3,913	4,113	2,415	2,322	658	25,288
	Employment by Size of Firm									Total
<b>2021</b>	14,719	10,346	14,586	21,564	13,915	14,156	7,987	7,241	6,975	111,490
<b>2022</b>	15,422	10,840	15,283	22,594	14,579	14,832	8,368	7,587	7,309	116,814
<b>2023</b>	16,032	11,269	15,888	23,488	15,156	15,419	7,055	7,887	7,598	119,791

# CANADA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,572	8,686.8	49,080
Electric power systems contractors	Minor1	123	1,303.4	1,245
Cogeneration specialization	Minor2	4	6.7	113
Computer power conditioning	Minor2	4	4.7	19
Standby or emergency power specialization	Minor2	8	10.8	74
Switchgear and related devices installation	Minor2	4	20.6	67
Electronic controls installation	Minor1	149	240.0	1,167
Computerized controls installation	Minor2	19	115.5	305
Energy management controls	Minor2	93	341.1	938
Environmental system control installation	Minor2	25	177.4	279
Communications specialization	Minor1	258	550.3	2,699
Cable television installation	Minor2	93	181.0	1,230
Fiber optic cable installation	Minor2	103	230.7	1,153
Sound equipment specialization	Minor2	586	191.8	1,260
Telephone and telephone equipment	Minor2	306	525.0	2,704
Voice, data, and video wiring contractor	Minor2	81	164.8	858
Safety and security specialization	Minor1	204	226.6	1,667
Access control systems specialization	Minor2	33	68.8	292
Closed circuit television installation	Minor2	16	25.0	144
Fire detection and burglar alarm systems	Minor2	417	550.8	3,750
Banking machine installation and service	Minor2	14	28.6	134
Computer installation	Minor2	102	109.2	602
General electrical contractor	Minor2	4,309	10,390.6	46,196
Lighting contractor	Minor2	100	204.8	837

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# CHILE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	8,287	8,490	8,879	9,284	9,632	2.4%	4.6%	4.6%	3.7%
<b>Sales (\$Millions)</b>	3,936	4,045	4,432	4,698	4,905	2.8%	9.6%	6.0%	4.4%
<b>Employment</b>	54,933	56,278	58,856	61,542	62,983	2.4%	4.6%	4.6%	2.3%
<b>Sales (PesosM)</b>	2,952	3,034	3,324	3,523	3,679	2.8%	9.6%	6.0%	4.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.47	0.48	0.50	0.51	0.51	0.3%	4.8%	1.4%	0.6%
<b>Sales (\$) per Emp.</b>	71,646	71,879	75,309	76,336	77,885	0.3%	4.8%	1.4%	2.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.36	0.36	0.37	0.38	0.38	0.3%	4.8%	1.4%	0.6%
<b>Pesos per Emp.</b>	53,735	53,910	56,482	57,252	58,413	0.3%	4.8%	1.4%	2.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	3,108	942	566	378	124	59	14	5	3,682	8,879
<b>2022</b>	3,250	985	592	395	129	62	15	5	3,850	9,284
<b>2023</b>	3,372	1,022	614	410	134	64	16	5	3,995	9,632
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	378	365	515	822	686	721	423	407	115	4,432
<b>2022</b>	401	387	545	871	727	764	449	431	122	4,698
<b>2023</b>	419	404	570	910	759	798	468	450	128	4,905
	Employment by Size of Firm									Total
<b>2021</b>	7,770	5,462	7,700	11,384	7,346	7,473	4,216	3,823	3,682	58,856
<b>2022</b>	8,125	5,711	8,052	11,903	7,681	7,814	4,409	3,997	3,850	61,542
<b>2023</b>	8,429	5,925	8,353	12,349	7,969	8,107	3,709	4,147	3,995	62,983

# CHILE

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,569	1,675.6	25,857
Electric power systems contractors	Minor1	65	251.4	656
Cogeneration specialization	Minor2	2	1.3	60
Computer power conditioning	Minor2	2	0.9	10
Standby or emergency power specialization	Minor2	4	2.1	39
Switchgear and related devices installation	Minor2	2	4.0	35
Electronic controls installation	Minor1	78	46.3	615
Computerized controls installation	Minor2	10	22.3	161
Energy management controls	Minor2	49	65.8	494
Environmental system control installation	Minor2	13	34.2	147
Communications specialization	Minor1	136	106.1	1,422
Cable television installation	Minor2	49	34.9	648
Fiber optic cable installation	Minor2	54	44.5	608
Sound equipment specialization	Minor2	309	37.0	664
Telephone and telephone equipment	Minor2	161	101.3	1,424
Voice, data, and video wiring contractor	Minor2	43	31.8	452
Safety and security specialization	Minor1	108	43.7	878
Access control systems specialization	Minor2	17	13.3	154
Closed circuit television installation	Minor2	8	4.8	76
Fire detection and burglar alarm systems	Minor2	220	106.2	1,976
Banking machine installation and service	Minor2	7	5.5	70
Computer installation	Minor2	54	21.1	317
General electrical contractor	Minor2	2,270	2,004.2	24,338
Lighting contractor	Minor2	53	39.5	441

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# CHINA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	619,641	630,540	658,020	686,593	710,803	1.8%	4.4%	4.3%	3.5%
<b>Sales (\$Millions)</b>	180,303	194,449	224,389	247,649	267,476	7.8%	15.4%	10.4%	8.0%
<b>Employment</b>	4,107,375	4,179,624	4,361,779	4,551,176	4,647,839	1.8%	4.4%	4.3%	2.1%
<b>Sales (RMBsM)</b>	1,171,972	1,263,915	1,458,528	1,609,721	1,738,591	7.8%	15.4%	10.4%	8.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.29	0.31	0.34	0.36	0.38	6.0%	10.6%	5.8%	4.3%
<b>Sales (\$) per Emp.</b>	43,897	46,523	51,444	54,414	57,548	6.0%	10.6%	5.8%	5.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>RMBs(M)/Estab.</b>	1.89	2.00	2.22	2.34	2.45	6.0%	10.6%	5.8%	4.3%
<b>RMBs per Emp.</b>	285,333	302,399	334,388	353,694	374,064	6.0%	10.6%	5.8%	5.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	230,343	69,787	41,960	28,028	9,165	4,392	1,074	376	272,895	658,020
<b>2022</b>	240,344	72,818	43,782	29,245	9,563	4,583	1,121	392	284,745	686,593
<b>2023</b>	248,819	75,385	45,326	30,276	9,900	4,744	1,160	406	294,786	710,803
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	19,158	18,471	26,053	41,626	34,722	36,494	21,425	20,605	5,835	224,389
<b>2022</b>	21,144	20,385	28,754	45,941	38,321	40,277	23,646	22,741	6,440	247,649
<b>2023</b>	22,837	22,017	31,056	49,619	41,389	43,502	25,540	24,561	6,955	267,476
	Employment by Size of Firm									Total
<b>2021</b>	575,856	404,767	570,660	843,649	544,377	553,807	312,468	283,298	272,895	4,361,779
<b>2022</b>	600,861	422,343	595,439	880,282	568,015	577,855	326,036	295,600	284,745	4,551,176
<b>2023</b>	622,048	437,235	616,435	911,322	588,044	598,231	273,716	306,023	294,786	4,647,839

# CHINA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	411,874	88,329.2	1,912,183
Electric power systems contractors	Minor1	4,796	13,253.4	48,512
Cogeneration specialization	Minor2	162	68.5	4,401
Computer power conditioning	Minor2	162	48.0	749
Standby or emergency power specialization	Minor2	324	109.7	2,872
Switchgear and related devices installation	Minor2	173	209.9	2,594
Electronic controls installation	Minor1	5,789	2,440.7	45,480
Computerized controls installation	Minor2	726	1,174.2	11,878
Energy management controls	Minor2	3,618	3,468.5	36,559
Environmental system control installation	Minor2	960	1,804.0	10,889
Communications specialization	Minor1	10,066	5,595.4	105,164
Cable television installation	Minor2	3,629	1,840.2	47,929
Fiber optic cable installation	Minor2	4,025	2,346.1	44,929
Sound equipment specialization	Minor2	22,817	1,950.2	49,100
Telephone and telephone equipment	Minor2	11,914	5,338.7	105,335
Voice, data, and video wiring contractor	Minor2	3,160	1,676.1	33,441
Safety and security specialization	Minor1	7,961	2,304.4	64,952
Access control systems specialization	Minor2	1,290	699.9	11,365
Closed circuit television installation	Minor2	614	254.4	5,626
Fire detection and burglar alarm systems	Minor2	16,246	5,600.7	146,119
Banking machine installation and service	Minor2	542	291.3	5,209
Computer installation	Minor2	3,964	1,110.2	23,467
General electrical contractor	Minor2	167,867	105,653.4	1,799,815
Lighting contractor	Minor2	3,914	2,082.4	32,607

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# COLOMBIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	18,619	19,042	19,926	20,848	21,642	2.3%	4.6%	4.6%	3.8%
<b>Sales (\$Millions)</b>	3,843	3,979	4,395	4,693	4,937	3.6%	10.5%	6.8%	5.2%
<b>Employment</b>	123,421	126,224	132,085	138,196	141,516	2.3%	4.6%	4.6%	2.4%
<b>Sales (PesosM)</b>	13,338	13,811	15,256	16,290	17,136	3.6%	10.5%	6.8%	5.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.21	0.21	0.22	0.23	0.23	1.3%	5.6%	2.1%	1.3%
<b>Sales (\$) per Emp.</b>	31,134	31,524	33,275	33,960	34,887	1.3%	5.6%	2.1%	2.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.72	0.73	0.77	0.78	0.79	1.3%	5.6%	2.1%	1.3%
<b>Pesos per Emp.</b>	108,067	109,420	115,498	117,877	121,092	1.3%	5.6%	2.1%	2.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	6,975	2,113	1,271	849	278	133	33	11	8,264	19,926
<b>2022</b>	7,298	2,211	1,329	888	290	139	34	12	8,646	20,848
<b>2023</b>	7,576	2,295	1,380	922	301	144	35	12	8,976	21,642
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	375	362	510	815	680	715	420	404	114	4,395
<b>2022</b>	401	386	545	871	726	763	448	431	122	4,693
<b>2023</b>	422	406	573	916	764	803	471	453	128	4,937
	Employment by Size of Firm									Total
<b>2021</b>	17,438	12,257	17,281	25,548	16,485	16,771	9,462	8,579	8,264	132,085
<b>2022</b>	18,245	12,824	18,080	26,730	17,248	17,546	9,900	8,976	8,646	138,196
<b>2023</b>	18,940	13,313	18,769	27,748	17,905	18,215	8,334	9,318	8,976	141,516

# COLOMBIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,507	1,673.9	58,063
Electric power systems contractors	Minor1	146	251.2	1,473
Cogeneration specialization	Minor2	5	1.3	134
Computer power conditioning	Minor2	5	0.9	23
Standby or emergency power specialization	Minor2	10	2.1	87
Switchgear and related devices installation	Minor2	5	4.0	79
Electronic controls installation	Minor1	176	46.3	1,381
Computerized controls installation	Minor2	22	22.3	361
Energy management controls	Minor2	110	65.7	1,110
Environmental system control installation	Minor2	29	34.2	331
Communications specialization	Minor1	306	106.0	3,193
Cable television installation	Minor2	110	34.9	1,455
Fiber optic cable installation	Minor2	122	44.5	1,364
Sound equipment specialization	Minor2	693	37.0	1,491
Telephone and telephone equipment	Minor2	362	101.2	3,198
Voice, data, and video wiring contractor	Minor2	96	31.8	1,015
Safety and security specialization	Minor1	242	43.7	1,972
Access control systems specialization	Minor2	39	13.3	345
Closed circuit television installation	Minor2	19	4.8	171
Fire detection and burglar alarm systems	Minor2	493	106.1	4,437
Banking machine installation and service	Minor2	16	5.5	158
Computer installation	Minor2	120	21.0	713
General electrical contractor	Minor2	5,097	2,002.2	54,651
Lighting contractor	Minor2	119	39.5	990

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# CZECH REPUBLIC

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	4,430	4,479	4,659	4,846	5,000	1.1%	4.0%	4.0%	3.2%
<b>Sales (\$Millions)</b>	2,961	3,108	3,484	3,771	4,021	5.0%	12.1%	8.2%	6.6%
<b>Employment</b>	29,366	29,687	30,882	32,120	32,697	1.1%	4.0%	4.0%	1.8%
<b>Sales (KorunasM)</b>	64,259	67,452	75,604	81,833	87,258	5.0%	12.1%	8.2%	6.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.67	0.69	0.75	0.78	0.80	3.8%	7.8%	4.1%	3.3%
<b>Sales (\$) per Emp.</b>	100,839	104,705	112,820	117,408	122,980	3.8%	7.8%	4.1%	4.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Korunas(M)/Estab.</b>	14.50	15.06	16.23	16.89	17.45	3.8%	7.8%	4.1%	3.3%
<b>Korunas per Emp.</b>	2,188,207	2,272,097	2,448,190	2,547,757	2,668,668	3.8%	7.8%	4.1%	4.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,631	494	297	198	65	31	8	3	1,932	4,659
<b>2022</b>	1,696	514	309	206	67	32	8	3	2,010	4,846
<b>2023</b>	1,750	530	319	213	70	33	8	3	2,074	5,000
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	297	287	405	646	539	567	333	320	91	3,484
<b>2022</b>	322	310	438	700	584	613	360	346	98	3,771
<b>2023</b>	343	331	467	746	622	654	384	369	105	4,021
	Employment by Size of Firm									Total
<b>2021</b>	4,077	2,866	4,040	5,973	3,854	3,921	2,212	2,006	1,932	30,882
<b>2022</b>	4,241	2,981	4,202	6,213	4,009	4,078	2,301	2,086	2,010	32,120
<b>2023</b>	4,376	3,076	4,337	6,411	4,137	4,209	1,926	2,153	2,074	32,697

# CZECH REPUBLIC

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,907	1,345.0	13,495
Electric power systems contractors	Minor1	34	201.8	342
Cogeneration specialization	Minor2	1	1.0	31
Computer power conditioning	Minor2	1	0.7	5
Standby or emergency power specialization	Minor2	2	1.7	20
Switchgear and related devices installation	Minor2	1	3.2	18
Electronic controls installation	Minor1	41	37.2	321
Computerized controls installation	Minor2	5	17.9	84
Energy management controls	Minor2	26	52.8	258
Environmental system control installation	Minor2	7	27.5	77
Communications specialization	Minor1	71	85.2	742
Cable television installation	Minor2	26	28.0	338
Fiber optic cable installation	Minor2	28	35.7	317
Sound equipment specialization	Minor2	161	29.7	347
Telephone and telephone equipment	Minor2	84	81.3	743
Voice, data, and video wiring contractor	Minor2	22	25.5	236
Safety and security specialization	Minor1	56	35.1	458
Access control systems specialization	Minor2	9	10.7	80
Closed circuit television installation	Minor2	4	3.9	40
Fire detection and burglar alarm systems	Minor2	115	85.3	1,031
Banking machine installation and service	Minor2	4	4.4	37
Computer installation	Minor2	28	16.9	166
General electrical contractor	Minor2	1,185	1,608.9	12,702
Lighting contractor	Minor2	28	31.7	230

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# DENMARK

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,384	2,422	2,528	2,638	2,731	1.6%	4.4%	4.4%	3.5%
<b>Sales (\$Millions)</b>	4,113	4,227	4,632	4,910	5,126	2.8%	9.6%	6.0%	4.4%
<b>Employment</b>	15,802	16,053	16,756	17,486	17,860	1.6%	4.4%	4.4%	2.1%
<b>Sales (KronersM)</b>	25,090	25,788	28,255	29,948	31,271	2.8%	9.6%	6.0%	4.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.73	1.75	1.83	1.86	1.88	1.2%	5.0%	1.6%	0.8%
<b>Sales (\$) per Emp.</b>	260,287	263,338	276,446	280,768	287,029	1.2%	5.0%	1.6%	2.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kroners(M)/Estab.</b>	10.52	10.65	11.18	11.35	11.45	1.2%	5.0%	1.6%	0.8%
<b>Kroners per Emp.</b>	1,587,752	1,606,364	1,686,321	1,712,684	1,750,875	1.2%	5.0%	1.6%	2.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	885	268	161	108	35	17	4	1	1,048	2,528
<b>2022</b>	923	280	168	112	37	18	4	2	1,094	2,638
<b>2023</b>	956	290	174	116	38	18	4	2	1,133	2,731
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	395	381	538	859	717	753	442	425	120	4,632
<b>2022</b>	419	404	570	911	760	798	469	451	128	4,910
<b>2023</b>	438	422	595	951	793	834	489	471	133	5,126
	Employment by Size of Firm									Total
<b>2021</b>	2,212	1,555	2,192	3,241	2,091	2,127	1,200	1,088	1,048	16,756
<b>2022</b>	2,309	1,623	2,288	3,382	2,182	2,220	1,253	1,136	1,094	17,486
<b>2023</b>	2,390	1,680	2,369	3,502	2,260	2,299	1,052	1,176	1,133	17,860

# DENMARK

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,582	1,751.1	7,347
Electric power systems contractors	Minor1	18	262.7	186
Cogeneration specialization	Minor2	1	1.4	17
Computer power conditioning	Minor2	1	1.0	3
Standby or emergency power specialization	Minor2	1	2.2	11
Switchgear and related devices installation	Minor2	1	4.2	10
Electronic controls installation	Minor1	22	48.4	175
Computerized controls installation	Minor2	3	23.3	46
Energy management controls	Minor2	14	68.8	140
Environmental system control installation	Minor2	4	35.8	42
Communications specialization	Minor1	39	110.9	404
Cable television installation	Minor2	14	36.5	184
Fiber optic cable installation	Minor2	15	46.5	173
Sound equipment specialization	Minor2	88	38.7	189
Telephone and telephone equipment	Minor2	46	105.8	405
Voice, data, and video wiring contractor	Minor2	12	33.2	128
Safety and security specialization	Minor1	31	45.7	250
Access control systems specialization	Minor2	5	13.9	44
Closed circuit television installation	Minor2	2	5.0	22
Fire detection and burglar alarm systems	Minor2	62	111.0	561
Banking machine installation and service	Minor2	2	5.8	20
Computer installation	Minor2	15	22.0	90
General electrical contractor	Minor2	645	2,094.5	6,915
Lighting contractor	Minor2	15	41.3	125

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# EGYPT

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	38,697	40,665	43,246	45,983	48,510	5.1%	6.3%	6.3%	5.5%
<b>Sales (\$Millions)</b>	2,932	3,089	3,477	3,750	3,956	5.4%	12.6%	7.8%	5.5%
<b>Employment</b>	256,506	269,556	286,660	304,802	317,203	5.1%	6.3%	6.3%	4.1%
<b>Sales (PoundsM)</b>	45,732	48,192	54,246	58,494	61,720	5.4%	12.6%	7.8%	5.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.08	0.08	0.08	0.08	0.08	0.3%	5.8%	1.4%	0.0%
<b>Sales (\$) per Emp.</b>	11,429	11,461	12,130	12,302	12,473	0.3%	5.8%	1.4%	1.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	1.18	1.19	1.25	1.27	1.27	0.3%	5.8%	1.4%	0.0%
<b>Pounds per Emp.</b>	178,287	178,784	189,234	191,909	194,575	0.3%	5.8%	1.4%	1.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	15,138	4,586	2,758	1,842	602	289	71	25	17,935	43,246
<b>2022</b>	16,096	4,877	2,932	1,959	640	307	75	26	19,070	45,983
<b>2023</b>	16,981	5,145	3,093	2,066	676	324	79	28	20,118	48,510
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	297	286	404	645	538	566	332	319	90	3,477
<b>2022</b>	320	309	435	696	580	610	358	344	98	3,750
<b>2023</b>	338	326	459	734	612	643	378	363	103	3,956
	Employment by Size of Firm									Total
<b>2021</b>	37,846	26,602	37,504	55,445	35,777	36,397	20,536	18,619	17,935	286,660
<b>2022</b>	40,241	28,285	39,878	58,954	38,041	38,700	21,835	19,797	19,070	304,802
<b>2023</b>	42,453	29,840	42,070	62,195	40,132	40,828	18,680	20,885	20,118	317,203

# EGYPT

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	27,584	1,337.4	128,063
Electric power systems contractors	Minor1	321	200.7	3,249
Cogeneration specialization	Minor2	11	1.0	295
Computer power conditioning	Minor2	11	0.7	50
Standby or emergency power specialization	Minor2	22	1.7	192
Switchgear and related devices installation	Minor2	12	3.2	174
Electronic controls installation	Minor1	388	37.0	3,046
Computerized controls installation	Minor2	49	17.8	795
Energy management controls	Minor2	242	52.5	2,448
Environmental system control installation	Minor2	64	27.3	729
Communications specialization	Minor1	674	84.7	7,043
Cable television installation	Minor2	243	27.9	3,210
Fiber optic cable installation	Minor2	270	35.5	3,009
Sound equipment specialization	Minor2	1,528	29.5	3,288
Telephone and telephone equipment	Minor2	798	80.8	7,055
Voice, data, and video wiring contractor	Minor2	212	25.4	2,240
Safety and security specialization	Minor1	533	34.9	4,350
Access control systems specialization	Minor2	86	10.6	761
Closed circuit television installation	Minor2	41	3.9	377
Fire detection and burglar alarm systems	Minor2	1,088	84.8	9,786
Banking machine installation and service	Minor2	36	4.4	349
Computer installation	Minor2	265	16.8	1,572
General electrical contractor	Minor2	11,242	1,599.7	120,538
Lighting contractor	Minor2	262	31.5	2,184

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# FINLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,333	2,374	2,476	2,582	2,671	1.8%	4.3%	4.3%	3.5%
<b>Sales (\$Millions)</b>	3,341	3,412	3,713	3,910	4,057	2.1%	8.8%	5.3%	3.8%
<b>Employment</b>	15,466	15,739	16,414	17,115	17,466	1.8%	4.3%	4.3%	2.1%
<b>Sales (EurosM)</b>	2,740	2,798	3,045	3,207	3,327	2.1%	8.8%	5.3%	3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.43	1.44	1.50	1.51	1.52	0.4%	4.3%	1.0%	0.3%
<b>Sales (\$) per Emp.</b>	216,041	216,806	226,217	228,482	232,287	0.4%	4.3%	1.0%	1.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.17	1.18	1.23	1.24	1.25	0.4%	4.3%	1.0%	0.3%
<b>Euros per Emp.</b>	177,153	177,781	185,498	187,355	190,475	0.4%	4.3%	1.0%	1.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	867	263	158	105	34	17	4	1	1,027	2,476
<b>2022</b>	904	274	165	110	36	17	4	1	1,071	2,582
<b>2023</b>	935	283	170	114	37	18	4	2	1,108	2,671
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	317	306	431	689	575	604	355	341	97	3,713
<b>2022</b>	334	322	454	725	605	636	373	359	102	3,910
<b>2023</b>	346	334	471	753	628	660	387	373	105	4,057
	Employment by Size of Firm									Total
<b>2021</b>	2,167	1,523	2,147	3,175	2,049	2,084	1,176	1,066	1,027	16,414
<b>2022</b>	2,260	1,588	2,239	3,310	2,136	2,173	1,226	1,112	1,071	17,115
<b>2023</b>	2,338	1,643	2,317	3,425	2,210	2,248	1,029	1,150	1,108	17,466

# FINLAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,549	1,394.7	7,191
Electric power systems contractors	Minor1	18	209.3	182
Cogeneration specialization	Minor2	1	1.1	17
Computer power conditioning	Minor2	1	0.8	3
Standby or emergency power specialization	Minor2	1	1.7	11
Switchgear and related devices installation	Minor2	1	3.3	10
Electronic controls installation	Minor1	22	38.5	171
Computerized controls installation	Minor2	3	18.5	45
Energy management controls	Minor2	14	54.8	137
Environmental system control installation	Minor2	4	28.5	41
Communications specialization	Minor1	38	88.4	395
Cable television installation	Minor2	14	29.1	180
Fiber optic cable installation	Minor2	15	37.0	169
Sound equipment specialization	Minor2	86	30.8	185
Telephone and telephone equipment	Minor2	45	84.3	396
Voice, data, and video wiring contractor	Minor2	12	26.5	126
Safety and security specialization	Minor1	30	36.4	244
Access control systems specialization	Minor2	5	11.1	43
Closed circuit television installation	Minor2	2	4.0	21
Fire detection and burglar alarm systems	Minor2	61	88.4	549
Banking machine installation and service	Minor2	2	4.6	20
Computer installation	Minor2	15	17.5	88
General electrical contractor	Minor2	631	1,668.3	6,768
Lighting contractor	Minor2	15	32.9	123

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# FRANCE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	25,934	26,440	27,590	28,785	29,797	2.0%	4.3%	4.3%	3.5%
<b>Sales (\$Millions)</b>	31,255	31,917	34,727	36,570	37,940	2.1%	8.8%	5.3%	3.7%
<b>Employment</b>	171,908	175,260	182,882	190,806	194,842	2.0%	4.3%	4.3%	2.1%
<b>Sales (EurosM)</b>	25,629	26,172	28,476	29,988	31,111	2.1%	8.8%	5.3%	3.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.21	1.21	1.26	1.27	1.27	0.2%	4.3%	0.9%	0.2%
<b>Sales (\$) per Emp.</b>	181,813	182,111	189,889	191,662	194,723	0.2%	4.3%	0.9%	1.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.99	0.99	1.03	1.04	1.04	0.2%	4.3%	0.9%	0.2%
<b>Euros per Emp.</b>	149,087	149,331	155,709	157,163	159,673	0.2%	4.3%	0.9%	1.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	9,658	2,926	1,759	1,175	384	184	45	16	11,442	27,590
<b>2022</b>	10,076	3,053	1,836	1,226	401	192	47	16	11,938	28,785
<b>2023</b>	10,431	3,160	1,900	1,269	415	199	49	17	12,358	29,797
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	2,965	2,859	4,032	6,442	5,374	5,648	3,316	3,189	903	34,727
<b>2022</b>	3,122	3,010	4,246	6,784	5,659	5,948	3,492	3,358	951	36,570
<b>2023</b>	3,239	3,123	4,405	7,038	5,871	6,171	3,623	3,484	987	37,940
	Employment by Size of Firm									Total
<b>2021</b>	24,145	16,971	23,927	35,373	22,825	23,220	13,101	11,878	11,442	182,882
<b>2022</b>	25,191	17,707	24,964	36,905	23,814	24,226	13,669	12,393	11,938	190,806
<b>2023</b>	26,077	18,329	25,842	38,203	24,651	25,078	11,474	12,829	12,358	194,842

# FRANCE

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,268	13,043.5	80,167
Electric power systems contractors	Minor1	201	1,957.1	2,034
Cogeneration specialization	Minor2	7	10.1	185
Computer power conditioning	Minor2	7	7.1	31
Standby or emergency power specialization	Minor2	14	16.2	120
Switchgear and related devices installation	Minor2	7	31.0	109
Electronic controls installation	Minor1	243	360.4	1,907
Computerized controls installation	Minor2	30	173.4	498
Energy management controls	Minor2	152	512.2	1,533
Environmental system control installation	Minor2	40	266.4	457
Communications specialization	Minor1	422	826.3	4,409
Cable television installation	Minor2	152	271.7	2,009
Fiber optic cable installation	Minor2	169	346.4	1,884
Sound equipment specialization	Minor2	957	288.0	2,059
Telephone and telephone equipment	Minor2	499	788.4	4,416
Voice, data, and video wiring contractor	Minor2	132	247.5	1,402
Safety and security specialization	Minor1	334	340.3	2,723
Access control systems specialization	Minor2	54	103.3	476
Closed circuit television installation	Minor2	26	37.6	236
Fire detection and burglar alarm systems	Minor2	681	827.1	6,126
Banking machine installation and service	Minor2	23	43.0	218
Computer installation	Minor2	166	163.9	984
General electrical contractor	Minor2	7,038	15,601.8	75,457
Lighting contractor	Minor2	164	307.5	1,367

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# GERMANY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	34,305	34,443	35,826	37,259	38,447	0.4%	4.0%	4.0%	3.2%
<b>Sales (\$Millions)</b>	47,874	49,234	53,979	57,245	59,808	2.8%	9.6%	6.1%	4.5%
<b>Employment</b>	227,396	228,312	237,480	246,980	251,398	0.4%	4.0%	4.0%	1.8%
<b>Sales (EurosM)</b>	39,257	40,372	44,263	46,941	49,042	2.8%	9.6%	6.1%	4.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.40	1.43	1.51	1.54	1.56	2.4%	5.4%	2.0%	1.3%
<b>Sales (\$) per Emp.</b>	210,532	215,643	227,298	231,779	237,900	2.4%	5.4%	2.0%	2.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.14	1.17	1.24	1.26	1.28	2.4%	5.4%	2.0%	1.3%
<b>Euros per Emp.</b>	172,636	176,827	186,384	190,059	195,078	2.4%	5.4%	2.0%	2.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	12,541	3,800	2,285	1,526	499	239	58	20	14,858	35,826
<b>2022</b>	13,043	3,952	2,376	1,587	519	249	61	21	15,452	37,259
<b>2023</b>	13,458	4,078	2,452	1,638	535	257	63	22	15,945	38,447
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	4,609	4,443	6,267	10,013	8,353	8,779	5,154	4,957	1,404	53,979
<b>2022</b>	4,888	4,712	6,647	10,619	8,858	9,310	5,466	5,257	1,489	57,245
<b>2023</b>	5,106	4,923	6,944	11,095	9,255	9,727	5,711	5,492	1,555	59,808
	Employment by Size of Firm									Total
<b>2021</b>	31,353	22,038	31,070	45,933	29,639	30,152	17,013	15,424	14,858	237,480
<b>2022</b>	32,607	22,919	32,313	47,770	30,825	31,359	17,693	16,041	15,452	246,980
<b>2023</b>	33,646	23,650	33,343	49,293	31,807	32,358	14,805	16,553	15,945	251,398

# GERMANY

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	22,351	20,417.5	103,769
Electric power systems contractors	Minor1	260	3,063.6	2,633
Cogeneration specialization	Minor2	9	15.8	239
Computer power conditioning	Minor2	9	11.1	41
Standby or emergency power specialization	Minor2	18	25.4	156
Switchgear and related devices installation	Minor2	9	48.5	141
Electronic controls installation	Minor1	314	564.2	2,468
Computerized controls installation	Minor2	39	271.4	645
Energy management controls	Minor2	196	801.7	1,984
Environmental system control installation	Minor2	52	417.0	591
Communications specialization	Minor1	546	1,293.4	5,707
Cable television installation	Minor2	197	425.4	2,601
Fiber optic cable installation	Minor2	218	542.3	2,438
Sound equipment specialization	Minor2	1,238	450.8	2,665
Telephone and telephone equipment	Minor2	647	1,234.1	5,716
Voice, data, and video wiring contractor	Minor2	171	387.4	1,815
Safety and security specialization	Minor1	432	532.7	3,525
Access control systems specialization	Minor2	70	161.8	617
Closed circuit television installation	Minor2	33	58.8	305
Fire detection and burglar alarm systems	Minor2	882	1,294.6	7,929
Banking machine installation and service	Minor2	29	67.3	283
Computer installation	Minor2	215	256.6	1,274
General electrical contractor	Minor2	9,110	24,422.0	97,671
Lighting contractor	Minor2	212	481.4	1,769

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# GREECE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	4,153	4,140	4,276	4,417	4,526	-0.3%	3.3%	3.3%	2.5%
<b>Sales (\$Millions)</b>	2,443	2,460	2,637	2,717	2,738	0.7%	7.2%	3.0%	0.8%
<b>Employment</b>	27,526	27,441	28,347	29,278	29,597	-0.3%	3.3%	3.3%	1.1%
<b>Sales (EurosM)</b>	2,003	2,017	2,162	2,228	2,245	0.7%	7.2%	3.0%	0.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.59	0.59	0.62	0.62	0.60	1.0%	3.8%	-0.2%	-1.6%
<b>Sales (\$) per Emp.</b>	88,746	89,648	93,019	92,788	92,514	1.0%	3.8%	-0.2%	-0.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.48	0.49	0.51	0.50	0.50	1.0%	3.8%	-0.2%	-1.6%
<b>Euros per Emp.</b>	72,771	73,512	76,275	76,086	75,861	1.0%	3.8%	-0.2%	-0.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,497	454	273	182	60	29	7	2	1,774	4,276
<b>2022</b>	1,546	468	282	188	62	29	7	3	1,832	4,417
<b>2023</b>	1,584	480	289	193	63	30	7	3	1,877	4,526
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	225	217	306	489	408	429	252	242	69	2,637
<b>2022</b>	232	224	315	504	420	442	259	249	71	2,717
<b>2023</b>	234	225	318	508	424	445	261	251	71	2,738
	Employment by Size of Firm									Total
<b>2021</b>	3,742	2,631	3,709	5,483	3,538	3,599	2,031	1,841	1,774	28,347
<b>2022</b>	3,865	2,717	3,831	5,663	3,654	3,717	2,097	1,902	1,832	29,278
<b>2023</b>	3,961	2,784	3,925	5,803	3,745	3,809	1,743	1,949	1,877	29,597

# GREECE

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,650	969.0	12,301
Electric power systems contractors	Minor1	31	145.4	312
Cogeneration specialization	Minor2	1	0.8	28
Computer power conditioning	Minor2	1	0.5	5
Standby or emergency power specialization	Minor2	2	1.2	18
Switchgear and related devices installation	Minor2	1	2.3	17
Electronic controls installation	Minor1	37	26.8	293
Computerized controls installation	Minor2	5	12.9	76
Energy management controls	Minor2	23	38.0	235
Environmental system control installation	Minor2	6	19.8	70
Communications specialization	Minor1	65	61.4	677
Cable television installation	Minor2	23	20.2	308
Fiber optic cable installation	Minor2	26	25.7	289
Sound equipment specialization	Minor2	147	21.4	316
Telephone and telephone equipment	Minor2	77	58.6	678
Voice, data, and video wiring contractor	Minor2	20	18.4	215
Safety and security specialization	Minor1	51	25.3	418
Access control systems specialization	Minor2	8	7.7	73
Closed circuit television installation	Minor2	4	2.8	36
Fire detection and burglar alarm systems	Minor2	105	61.4	940
Banking machine installation and service	Minor2	3	3.2	34
Computer installation	Minor2	26	12.2	151
General electrical contractor	Minor2	1,080	1,159.0	11,578
Lighting contractor	Minor2	25	22.8	210

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# HONG KONG

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,711	2,765	2,889	3,018	3,128	2.0%	4.5%	4.5%	3.6%
<b>Sales (\$Millions)</b>	3,477	3,591	3,955	4,212	4,419	3.3%	10.1%	6.5%	4.9%
<b>Employment</b>	17,971	18,330	19,151	20,006	20,455	2.0%	4.5%	4.5%	2.2%
<b>Sales (DollarsM)</b>	26,773	27,650	30,453	32,433	34,028	3.3%	10.1%	6.5%	4.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.28	1.30	1.37	1.40	1.41	1.3%	5.4%	1.9%	1.2%
<b>Sales (\$) per Emp.</b>	193,475	195,906	206,517	210,540	216,048	1.3%	5.4%	1.9%	2.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	9.88	10.00	10.54	10.75	10.88	1.3%	5.4%	1.9%	1.2%
<b>Dollars per Emp.</b>	1,489,755	1,508,475	1,590,183	1,621,157	1,663,566	1.3%	5.4%	1.9%	2.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,011	306	184	123	40	19	5	2	1,198	2,889
<b>2022</b>	1,056	320	192	129	42	20	5	2	1,252	3,018
<b>2023</b>	1,095	332	199	133	44	21	5	2	1,297	3,128
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	338	326	459	734	612	643	378	363	103	3,955
<b>2022</b>	360	347	489	781	652	685	402	387	110	4,212
<b>2023</b>	377	364	513	820	684	719	422	406	115	4,419
	Employment by Size of Firm									Total
<b>2021</b>	2,528	1,777	2,506	3,704	2,390	2,432	1,372	1,244	1,198	19,151
<b>2022</b>	2,641	1,857	2,617	3,870	2,497	2,540	1,433	1,299	1,252	20,006
<b>2023</b>	2,738	1,924	2,713	4,011	2,588	2,633	1,205	1,347	1,297	20,455

# HONG KONG

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,810	1,502.3	8,405
Electric power systems contractors	Minor1	21	225.4	213
Cogeneration specialization	Minor2	1	1.2	19
Computer power conditioning	Minor2	1	0.8	3
Standby or emergency power specialization	Minor2	1	1.9	13
Switchgear and related devices installation	Minor2	1	3.6	11
Electronic controls installation	Minor1	25	41.5	200
Computerized controls installation	Minor2	3	20.0	52
Energy management controls	Minor2	16	59.0	161
Environmental system control installation	Minor2	4	30.7	48
Communications specialization	Minor1	44	95.2	462
Cable television installation	Minor2	16	31.3	211
Fiber optic cable installation	Minor2	18	39.9	197
Sound equipment specialization	Minor2	100	33.2	216
Telephone and telephone equipment	Minor2	52	90.8	463
Voice, data, and video wiring contractor	Minor2	14	28.5	147
Safety and security specialization	Minor1	35	39.2	286
Access control systems specialization	Minor2	6	11.9	50
Closed circuit television installation	Minor2	3	4.3	25
Fire detection and burglar alarm systems	Minor2	71	95.3	642
Banking machine installation and service	Minor2	2	5.0	23
Computer installation	Minor2	17	18.9	103
General electrical contractor	Minor2	738	1,797.0	7,912
Lighting contractor	Minor2	17	35.4	143

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# HUNGARY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	3,964	3,986	4,133	4,285	4,408	0.6%	3.7%	3.7%	2.9%
<b>Sales (\$Millions)</b>	1,767	1,834	2,031	2,174	2,292	3.8%	10.7%	7.0%	5.4%
<b>Employment</b>	26,275	26,421	27,396	28,404	28,822	0.6%	3.7%	3.7%	1.5%
<b>Sales (ForintsB)</b>	518	537	595	637	672	3.8%	10.7%	7.0%	5.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.45	0.46	0.49	0.51	0.52	3.2%	6.8%	3.2%	2.5%
<b>Sales (\$) per Emp.</b>	67,242	69,409	74,125	76,525	79,520	3.2%	6.8%	3.2%	3.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Forints(B)/Estab.</b>	0.13	0.13	0.14	0.15	0.15	3.2%	6.8%	3.2%	2.5%
<b>Forints per Emp.</b>	19,702	20,337	21,719	22,422	23,299	3.2%	6.8%	3.2%	3.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,447	438	264	176	58	28	7	2	1,714	4,133
<b>2022</b>	1,500	454	273	183	60	29	7	2	1,777	4,285
<b>2023</b>	1,543	467	281	188	61	29	7	3	1,828	4,408
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	173	167	236	377	314	330	194	186	53	2,031
<b>2022</b>	186	179	252	403	336	354	208	200	57	2,174
<b>2023</b>	196	189	266	425	355	373	219	210	60	2,292
	Employment by Size of Firm									Total
<b>2021</b>	3,617	2,542	3,584	5,299	3,419	3,478	1,963	1,779	1,714	27,396
<b>2022</b>	3,750	2,636	3,716	5,494	3,545	3,606	2,035	1,845	1,777	28,404
<b>2023</b>	3,857	2,711	3,823	5,651	3,647	3,710	1,697	1,898	1,828	28,822

# HUNGARY

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,570	775.3	11,934
Electric power systems contractors	Minor1	30	116.3	303
Cogeneration specialization	Minor2	1	0.6	27
Computer power conditioning	Minor2	1	0.4	5
Standby or emergency power specialization	Minor2	2	1.0	18
Switchgear and related devices installation	Minor2	1	1.8	16
Electronic controls installation	Minor1	36	21.4	284
Computerized controls installation	Minor2	5	10.3	74
Energy management controls	Minor2	23	30.4	228
Environmental system control installation	Minor2	6	15.8	68
Communications specialization	Minor1	63	49.1	656
Cable television installation	Minor2	23	16.2	299
Fiber optic cable installation	Minor2	25	20.6	280
Sound equipment specialization	Minor2	142	17.1	306
Telephone and telephone equipment	Minor2	74	46.9	657
Voice, data, and video wiring contractor	Minor2	20	14.7	209
Safety and security specialization	Minor1	50	20.2	405
Access control systems specialization	Minor2	8	6.1	71
Closed circuit television installation	Minor2	4	2.2	35
Fire detection and burglar alarm systems	Minor2	101	49.2	912
Banking machine installation and service	Minor2	3	2.6	33
Computer installation	Minor2	25	9.7	146
General electrical contractor	Minor2	1,048	927.3	11,233
Lighting contractor	Minor2	24	18.3	203

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# INDIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	499,248	520,462	548,249	577,430	603,409	4.2%	5.3%	5.3%	4.5%
<b>Sales (\$Millions)</b>	29,273	31,816	37,023	41,181	44,829	8.7%	16.4%	11.2%	8.9%
<b>Employment</b>	3,309,334	3,449,956	3,634,143	3,827,579	3,945,606	4.2%	5.3%	5.3%	3.1%
<b>Sales (RupeesM)</b>	2,160,356	2,348,022	2,732,305	3,039,182	3,308,349	8.7%	16.4%	11.2%	8.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.07	0.07	0.07	4.3%	10.5%	5.6%	4.2%
<b>Sales (\$) per Emp.</b>	8,846	9,222	10,188	10,759	11,362	4.3%	10.5%	5.6%	5.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupees(M)/Estab.</b>	4.33	4.51	4.98	5.26	5.48	4.3%	10.5%	5.6%	4.2%
<b>Rupees per Emp.</b>	652,807	680,595	751,843	794,022	838,490	4.3%	10.5%	5.6%	5.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	191,917	58,145	34,960	23,353	7,636	3,659	895	313	227,371	548,249
<b>2022</b>	202,132	61,240	36,821	24,596	8,042	3,854	943	330	239,473	577,430
<b>2023</b>	211,226	63,996	38,478	25,702	8,404	4,027	985	345	250,247	603,409
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	3,161	3,048	4,299	6,868	5,729	6,021	3,535	3,400	963	37,023
<b>2022</b>	3,516	3,390	4,781	7,639	6,372	6,698	3,932	3,782	1,071	41,181
<b>2023</b>	3,827	3,690	5,205	8,316	6,937	7,291	4,280	4,116	1,166	44,829
	Employment by Size of Firm									Total
<b>2021</b>	479,791	337,244	475,462	702,911	453,564	461,421	260,342	236,038	227,371	3,634,143
<b>2022</b>	505,329	355,194	500,770	740,325	477,706	485,981	274,199	248,602	239,473	3,827,579
<b>2023</b>	528,064	371,174	523,299	773,632	499,197	507,845	232,360	259,786	250,247	3,945,606

# INDIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	346,390	14,688.2	1,608,163
Electric power systems contractors	Minor1	4,033	2,203.9	40,799
Cogeneration specialization	Minor2	136	11.4	3,702
Computer power conditioning	Minor2	136	8.0	630
Standby or emergency power specialization	Minor2	272	18.2	2,415
Switchgear and related devices installation	Minor2	146	34.9	2,181
Electronic controls installation	Minor1	4,869	405.9	38,249
Computerized controls installation	Minor2	610	195.3	9,990
Energy management controls	Minor2	3,043	576.8	30,747
Environmental system control installation	Minor2	808	300.0	9,157
Communications specialization	Minor1	8,466	930.4	88,444
Cable television installation	Minor2	3,052	306.0	40,309
Fiber optic cable installation	Minor2	3,385	390.1	37,786
Sound equipment specialization	Minor2	19,190	324.3	41,294
Telephone and telephone equipment	Minor2	10,020	887.8	88,588
Voice, data, and video wiring contractor	Minor2	2,658	278.7	28,124
Safety and security specialization	Minor1	6,695	383.2	54,625
Access control systems specialization	Minor2	1,085	116.4	9,558
Closed circuit television installation	Minor2	516	42.3	4,732
Fire detection and burglar alarm systems	Minor2	13,663	931.3	122,888
Banking machine installation and service	Minor2	455	48.4	4,381
Computer installation	Minor2	3,334	184.6	19,736
General electrical contractor	Minor2	141,178	17,569.0	1,513,660
Lighting contractor	Minor2	3,291	346.3	27,423

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# INDONESIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	124,494	128,536	135,084	141,943	147,984	3.2%	5.1%	5.1%	4.3%
<b>Sales (\$Millions)</b>	14,507	15,375	17,413	19,029	20,485	6.0%	13.3%	9.3%	7.7%
<b>Employment</b>	825,228	852,020	895,420	940,888	967,645	3.2%	5.1%	5.1%	2.8%
<b>Sales (RupiahsB)</b>	205,292	217,573	246,408	269,277	289,885	6.0%	13.3%	9.3%	7.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.12	0.12	0.13	0.13	0.14	2.6%	7.8%	4.0%	3.3%
<b>Sales (\$) per Emp.</b>	17,580	18,045	19,446	20,224	21,170	2.6%	7.8%	4.0%	4.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupiahs(B)/Estab.</b>	1.65	1.69	1.82	1.90	1.96	2.6%	7.8%	4.0%	3.3%
<b>Rupiahs per Emp.</b>	248,770	255,361	275,187	286,194	299,578	2.6%	7.8%	4.0%	4.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	47,287	14,327	8,614	5,754	1,881	902	221	77	56,022	135,084
<b>2022</b>	49,688	15,054	9,051	6,046	1,977	947	232	81	58,867	141,943
<b>2023</b>	51,802	15,695	9,437	6,303	2,061	988	242	84	61,372	147,984
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,487	1,433	2,022	3,230	2,694	2,832	1,663	1,599	453	17,413
<b>2022</b>	1,625	1,566	2,209	3,530	2,944	3,095	1,817	1,747	495	19,029
<b>2023</b>	1,749	1,686	2,378	3,800	3,170	3,332	1,956	1,881	533	20,485
	Employment by Size of Firm									Total
<b>2021</b>	118,216	83,094	117,150	173,191	111,754	113,690	64,146	58,158	56,022	895,420
<b>2022</b>	124,219	87,313	123,098	181,985	117,429	119,463	67,403	61,111	58,867	940,888
<b>2023</b>	129,506	91,029	128,337	189,730	122,426	124,547	56,986	63,712	61,372	967,645

# INDONESIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	85,149	6,787.0	395,315
Electric power systems contractors	Minor1	991	1,018.4	10,029
Cogeneration specialization	Minor2	33	5.3	910
Computer power conditioning	Minor2	33	3.7	155
Standby or emergency power specialization	Minor2	67	8.4	594
Switchgear and related devices installation	Minor2	36	16.1	536
Electronic controls installation	Minor1	1,197	187.5	9,402
Computerized controls installation	Minor2	150	90.2	2,456
Energy management controls	Minor2	748	266.5	7,558
Environmental system control installation	Minor2	199	138.6	2,251
Communications specialization	Minor1	2,081	429.9	21,741
Cable television installation	Minor2	750	141.4	9,909
Fiber optic cable installation	Minor2	832	180.3	9,288
Sound equipment specialization	Minor2	4,717	149.8	10,151
Telephone and telephone equipment	Minor2	2,463	410.2	21,776
Voice, data, and video wiring contractor	Minor2	653	128.8	6,913
Safety and security specialization	Minor1	1,646	177.1	13,428
Access control systems specialization	Minor2	267	53.8	2,349
Closed circuit television installation	Minor2	127	19.5	1,163
Fire detection and burglar alarm systems	Minor2	3,359	430.3	30,208
Banking machine installation and service	Minor2	112	22.4	1,077
Computer installation	Minor2	819	85.3	4,851
General electrical contractor	Minor2	34,704	8,118.2	372,085
Lighting contractor	Minor2	809	160.0	6,741

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# IRAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	34,070	35,116	36,889	38,746	40,378	3.1%	5.0%	5.0%	4.2%
<b>Sales (\$Millions)</b>	6,389	6,841	7,834	8,551	9,100	7.1%	14.5%	9.2%	6.4%
<b>Employment</b>	225,835	232,771	244,526	256,835	264,028	3.1%	5.0%	5.0%	2.8%
<b>Sales (RialsB)</b>	268,479	287,475	329,193	359,345	382,382	7.1%	14.5%	9.2%	6.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.19	0.19	0.21	0.22	0.23	3.9%	9.0%	3.9%	2.1%
<b>Sales (\$) per Emp.</b>	28,291	29,390	32,037	33,295	34,464	3.9%	9.0%	3.9%	3.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	7.88	8.19	8.92	9.27	9.47	3.9%	9.0%	3.9%	2.1%
<b>Rials per Emp.</b>	1,188,829	1,235,013	1,346,250	1,399,128	1,448,261	3.9%	9.0%	3.9%	3.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	12,913	3,912	2,352	1,571	514	246	60	21	15,299	36,889
<b>2022</b>	13,563	4,109	2,471	1,650	540	259	63	22	16,069	38,746
<b>2023</b>	14,135	4,282	2,575	1,720	562	269	66	23	16,746	40,378
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	669	645	910	1,453	1,212	1,274	748	719	204	7,834
<b>2022</b>	730	704	993	1,586	1,323	1,391	817	785	222	8,551
<b>2023</b>	777	749	1,057	1,688	1,408	1,480	869	836	237	9,100
	Employment by Size of Firm									Total
<b>2021</b>	32,283	22,692	31,992	47,296	30,518	31,047	17,517	15,882	15,299	244,526
<b>2022</b>	33,908	23,834	33,602	49,677	32,055	32,610	18,399	16,681	16,069	256,835
<b>2023</b>	35,336	24,838	35,018	51,769	33,405	33,983	15,549	17,384	16,746	264,028

# IRAN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	23,243	3,050.0	107,909
Electric power systems contractors	Minor1	271	457.6	2,738
Cogeneration specialization	Minor2	9	2.4	248
Computer power conditioning	Minor2	9	1.7	42
Standby or emergency power specialization	Minor2	18	3.8	162
Switchgear and related devices installation	Minor2	10	7.2	146
Electronic controls installation	Minor1	327	84.3	2,567
Computerized controls installation	Minor2	41	40.5	670
Energy management controls	Minor2	204	119.8	2,063
Environmental system control installation	Minor2	54	62.3	614
Communications specialization	Minor1	568	193.2	5,935
Cable television installation	Minor2	205	63.5	2,705
Fiber optic cable installation	Minor2	227	81.0	2,535
Sound equipment specialization	Minor2	1,288	67.3	2,771
Telephone and telephone equipment	Minor2	672	184.3	5,944
Voice, data, and video wiring contractor	Minor2	178	57.9	1,887
Safety and security specialization	Minor1	449	79.6	3,665
Access control systems specialization	Minor2	73	24.2	641
Closed circuit television installation	Minor2	35	8.8	317
Fire detection and burglar alarm systems	Minor2	917	193.4	8,246
Banking machine installation and service	Minor2	31	10.1	294
Computer installation	Minor2	224	38.3	1,324
General electrical contractor	Minor2	9,473	3,648.2	101,568
Lighting contractor	Minor2	221	71.9	1,840

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# IRAQ

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	19,368	20,542	21,885	23,313	24,639	6.1%	6.5%	6.5%	5.7%
<b>Sales (\$Millions)</b>	3,036	3,308	3,860	4,304	4,697	9.0%	16.7%	11.5%	9.1%
<b>Employment</b>	128,381	136,163	145,068	154,532	161,113	6.1%	6.5%	6.5%	4.3%
<b>Sales (DinarsM)</b>	3,613	3,937	4,593	5,122	5,589	9.0%	16.7%	11.5%	9.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.16	0.16	0.18	0.18	0.19	2.7%	9.5%	4.7%	3.3%
<b>Sales (\$) per Emp.</b>	23,650	24,295	26,607	27,852	29,153	2.7%	9.5%	4.7%	4.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinars(M)/Estab.</b>	0.19	0.19	0.21	0.22	0.23	2.7%	9.5%	4.7%	3.3%
<b>Dinars per Emp.</b>	28,144	28,911	31,662	33,144	34,692	2.7%	9.5%	4.7%	4.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	7,661	2,321	1,396	932	305	146	36	12	9,076	21,885
<b>2022</b>	8,161	2,472	1,487	993	325	156	38	13	9,668	23,313
<b>2023</b>	8,625	2,613	1,571	1,050	343	164	40	14	10,218	24,639
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	330	318	448	716	597	628	369	354	100	3,860
<b>2022</b>	367	354	500	798	666	700	411	395	112	4,304
<b>2023</b>	401	387	545	871	727	764	448	431	122	4,697
	Employment by Size of Firm									Total
<b>2021</b>	19,152	13,462	18,980	28,059	18,105	18,419	10,392	9,422	9,076	145,068
<b>2022</b>	20,402	14,340	20,218	29,889	19,287	19,621	11,070	10,037	9,668	154,532
<b>2023</b>	21,563	15,156	21,368	31,590	20,384	20,737	9,488	10,608	10,218	161,113

# IRAQ

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,985	1,535.1	64,927
Electric power systems contractors	Minor1	163	230.3	1,647
Cogeneration specialization	Minor2	5	1.2	149
Computer power conditioning	Minor2	5	0.8	25
Standby or emergency power specialization	Minor2	11	1.9	98
Switchgear and related devices installation	Minor2	6	3.6	88
Electronic controls installation	Minor1	197	42.4	1,544
Computerized controls installation	Minor2	25	20.4	403
Energy management controls	Minor2	123	60.3	1,241
Environmental system control installation	Minor2	33	31.4	370
Communications specialization	Minor1	342	97.2	3,571
Cable television installation	Minor2	123	32.0	1,627
Fiber optic cable installation	Minor2	137	40.8	1,526
Sound equipment specialization	Minor2	775	33.9	1,667
Telephone and telephone equipment	Minor2	405	92.8	3,577
Voice, data, and video wiring contractor	Minor2	107	29.1	1,135
Safety and security specialization	Minor1	270	40.0	2,205
Access control systems specialization	Minor2	44	12.2	386
Closed circuit television installation	Minor2	21	4.4	191
Fire detection and burglar alarm systems	Minor2	552	97.3	4,961
Banking machine installation and service	Minor2	18	5.1	177
Computer installation	Minor2	135	19.3	797
General electrical contractor	Minor2	5,700	1,836.2	61,111
Lighting contractor	Minor2	133	36.2	1,107

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# IRELAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,434	2,481	2,597	2,718	2,823	1.9%	4.7%	4.7%	3.8%
<b>Sales (\$Millions)</b>	5,336	5,638	6,365	6,882	7,281	5.7%	12.9%	8.1%	5.8%
<b>Employment</b>	16,134	16,446	17,216	18,019	18,459	1.9%	4.7%	4.7%	2.4%
<b>Sales (EurosM)</b>	4,375	4,623	5,219	5,643	5,970	5.7%	12.9%	8.1%	5.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	2.19	2.27	2.45	2.53	2.58	3.7%	7.8%	3.3%	1.9%
<b>Sales (\$) per Emp.</b>	330,708	342,818	369,697	381,917	394,451	3.7%	7.8%	3.3%	3.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.80	1.86	2.01	2.08	2.11	3.7%	7.8%	3.3%	1.9%
<b>Euros per Emp.</b>	271,180	281,111	303,152	313,172	323,450	3.7%	7.8%	3.3%	3.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	909	275	166	111	36	17	4	1	1,077	2,597
<b>2022</b>	952	288	173	116	38	18	4	2	1,127	2,718
<b>2023</b>	988	299	180	120	39	19	5	2	1,171	2,823
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	543	524	739	1,181	985	1,035	608	584	165	6,365
<b>2022</b>	588	566	799	1,277	1,065	1,119	657	632	179	6,882
<b>2023</b>	622	599	845	1,351	1,127	1,184	695	669	189	7,281
	Employment by Size of Firm									Total
<b>2021</b>	2,273	1,598	2,252	3,330	2,149	2,186	1,233	1,118	1,077	17,216
<b>2022</b>	2,379	1,672	2,357	3,485	2,249	2,288	1,291	1,170	1,127	18,019
<b>2023</b>	2,470	1,736	2,448	3,619	2,335	2,376	1,087	1,215	1,171	18,459

# IRELAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,631	2,454.5	7,571
Electric power systems contractors	Minor1	19	368.3	192
Cogeneration specialization	Minor2	1	1.9	17
Computer power conditioning	Minor2	1	1.3	3
Standby or emergency power specialization	Minor2	1	3.0	11
Switchgear and related devices installation	Minor2	1	5.8	10
Electronic controls installation	Minor1	23	67.8	180
Computerized controls installation	Minor2	3	32.6	47
Energy management controls	Minor2	14	96.4	145
Environmental system control installation	Minor2	4	50.1	43
Communications specialization	Minor1	40	155.5	416
Cable television installation	Minor2	14	51.1	190
Fiber optic cable installation	Minor2	16	65.2	178
Sound equipment specialization	Minor2	90	54.2	194
Telephone and telephone equipment	Minor2	47	148.4	417
Voice, data, and video wiring contractor	Minor2	13	46.6	132
Safety and security specialization	Minor1	32	64.0	257
Access control systems specialization	Minor2	5	19.4	45
Closed circuit television installation	Minor2	2	7.1	22
Fire detection and burglar alarm systems	Minor2	64	155.6	579
Banking machine installation and service	Minor2	2	8.1	21
Computer installation	Minor2	16	30.9	93
General electrical contractor	Minor2	665	2,935.9	7,126
Lighting contractor	Minor2	15	57.9	129

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# ISRAEL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	3,637	3,776	3,984	4,204	4,400	3.8%	5.5%	5.5%	4.7%
<b>Sales (\$Millions)</b>	4,577	4,787	5,344	5,763	6,123	4.6%	11.6%	7.8%	6.2%
<b>Employment</b>	24,106	25,028	26,410	27,865	28,774	3.8%	5.5%	5.5%	3.3%
<b>Sales (ShekelsM)</b>	14,648	15,319	17,102	18,442	19,592	4.6%	11.6%	7.8%	6.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.26	1.27	1.34	1.37	1.39	0.7%	5.8%	2.2%	1.5%
<b>Sales (\$) per Emp.</b>	189,884	191,269	202,355	206,828	212,780	0.7%	5.8%	2.2%	2.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Shekels(M)/Estab.</b>	4.03	4.06	4.29	4.39	4.45	0.7%	5.8%	2.2%	1.5%
<b>Shekels per Emp.</b>	607,628	612,060	647,536	661,850	680,896	0.7%	5.8%	2.2%	2.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,395	423	254	170	55	27	7	2	1,652	3,984
<b>2022</b>	1,472	446	268	179	59	28	7	2	1,743	4,204
<b>2023</b>	1,540	467	281	187	61	29	7	3	1,825	4,400
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	456	440	621	991	827	869	510	491	139	5,344
<b>2022</b>	492	474	669	1,069	892	937	550	529	150	5,763
<b>2023</b>	523	504	711	1,136	947	996	585	562	159	6,123
	Employment by Size of Firm									Total
<b>2021</b>	3,487	2,451	3,455	5,108	3,296	3,353	1,892	1,715	1,652	26,410
<b>2022</b>	3,679	2,586	3,646	5,390	3,478	3,538	1,996	1,810	1,743	27,865
<b>2023</b>	3,851	2,707	3,816	5,642	3,640	3,704	1,695	1,895	1,825	28,774

# ISRAEL

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,522	2,055.5	11,707
Electric power systems contractors	Minor1	29	308.4	297
Cogeneration specialization	Minor2	1	1.6	27
Computer power conditioning	Minor2	1	1.1	5
Standby or emergency power specialization	Minor2	2	2.6	18
Switchgear and related devices installation	Minor2	1	4.9	16
Electronic controls installation	Minor1	35	56.8	278
Computerized controls installation	Minor2	4	27.3	73
Energy management controls	Minor2	22	80.7	224
Environmental system control installation	Minor2	6	42.0	67
Communications specialization	Minor1	62	130.2	644
Cable television installation	Minor2	22	42.8	293
Fiber optic cable installation	Minor2	25	54.6	275
Sound equipment specialization	Minor2	140	45.4	301
Telephone and telephone equipment	Minor2	73	124.2	645
Voice, data, and video wiring contractor	Minor2	19	39.0	205
Safety and security specialization	Minor1	49	53.6	398
Access control systems specialization	Minor2	8	16.3	70
Closed circuit television installation	Minor2	4	5.9	34
Fire detection and burglar alarm systems	Minor2	99	130.3	895
Banking machine installation and service	Minor2	3	6.8	32
Computer installation	Minor2	24	25.8	144
General electrical contractor	Minor2	1,028	2,458.7	11,019
Lighting contractor	Minor2	24	48.5	200

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# ITALY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	25,872	26,225	27,284	28,381	29,292	1.4%	4.0%	4.0%	3.2%
<b>Sales (\$Millions)</b>	25,166	25,643	27,834	29,247	30,276	1.9%	8.5%	5.1%	3.5%
<b>Employment</b>	171,496	173,838	180,857	188,129	191,534	1.4%	4.0%	4.0%	1.8%
<b>Sales (EurosM)</b>	20,636	21,027	22,824	23,983	24,827	1.9%	8.5%	5.1%	3.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.97	0.98	1.02	1.03	1.03	0.5%	4.3%	1.0%	0.3%
<b>Sales (\$) per Emp.</b>	146,746	147,508	153,902	155,463	158,073	0.5%	4.3%	1.0%	1.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.80	0.80	0.84	0.85	0.85	0.5%	4.3%	1.0%	0.3%
<b>Euros per Emp.</b>	120,331	120,956	126,200	127,479	129,620	0.5%	4.3%	1.0%	1.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	9,551	2,894	1,740	1,162	380	182	45	16	11,315	27,284
<b>2022</b>	9,935	3,010	1,810	1,209	395	189	46	16	11,770	28,381
<b>2023</b>	10,254	3,107	1,868	1,248	408	196	48	17	12,148	29,292
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	2,376	2,291	3,232	5,163	4,307	4,527	2,658	2,556	724	27,834
<b>2022</b>	2,497	2,407	3,396	5,426	4,526	4,757	2,793	2,686	761	29,247
<b>2023</b>	2,585	2,492	3,515	5,616	4,685	4,924	2,891	2,780	787	30,276
	Employment by Size of Firm									Total
<b>2021</b>	23,877	16,783	23,662	34,981	22,572	22,963	12,956	11,747	11,315	180,857
<b>2022</b>	24,837	17,458	24,613	36,388	23,480	23,886	13,477	12,219	11,770	188,129
<b>2023</b>	25,634	18,018	25,403	37,555	24,233	24,653	11,280	12,611	12,148	191,534

# ITALY

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,025	10,431.6	79,043
Electric power systems contractors	Minor1	198	1,565.2	2,005
Cogeneration specialization	Minor2	7	8.1	182
Computer power conditioning	Minor2	7	5.7	31
Standby or emergency power specialization	Minor2	13	13.0	119
Switchgear and related devices installation	Minor2	7	24.8	107
Electronic controls installation	Minor1	239	288.2	1,880
Computerized controls installation	Minor2	30	138.7	491
Energy management controls	Minor2	150	409.6	1,511
Environmental system control installation	Minor2	40	213.1	450
Communications specialization	Minor1	416	660.8	4,347
Cable television installation	Minor2	150	217.3	1,981
Fiber optic cable installation	Minor2	166	277.1	1,857
Sound equipment specialization	Minor2	943	230.3	2,030
Telephone and telephone equipment	Minor2	492	630.5	4,354
Voice, data, and video wiring contractor	Minor2	131	197.9	1,382
Safety and security specialization	Minor1	329	272.1	2,685
Access control systems specialization	Minor2	53	82.7	470
Closed circuit television installation	Minor2	25	30.0	233
Fire detection and burglar alarm systems	Minor2	672	661.4	6,040
Banking machine installation and service	Minor2	22	34.4	215
Computer installation	Minor2	164	131.1	970
General electrical contractor	Minor2	6,939	12,477.5	74,398
Lighting contractor	Minor2	162	245.9	1,348

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# JAPAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	55,466	55,986	58,160	60,408	62,253	0.9%	3.9%	3.9%	3.1%
<b>Sales (\$Millions)</b>	59,070	60,332	65,657	69,154	71,758	2.1%	8.8%	5.3%	3.8%
<b>Employment</b>	367,662	371,114	385,520	400,424	407,063	0.9%	3.9%	3.9%	1.7%
<b>Sales (YenB)</b>	6,084,215	6,214,161	6,762,683	7,122,888	7,391,067	2.1%	8.8%	5.3%	3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.06	1.08	1.13	1.14	1.15	1.2%	4.8%	1.4%	0.7%
<b>Sales (\$) per Emp.</b>	160,664	162,569	170,308	172,702	176,282	1.2%	4.8%	1.4%	2.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Yen(B)/Estab.</b>	109.69	110.99	116.28	117.91	118.73	1.2%	4.8%	1.4%	0.7%
<b>Yen per Emp.</b>	16,548,403	16,744,634	17,541,721	17,788,354	18,157,069	1.2%	4.8%	1.4%	2.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	20,359	6,168	3,709	2,477	810	388	95	33	24,120	58,160
<b>2022</b>	21,146	6,407	3,852	2,573	841	403	99	34	25,053	60,408
<b>2023</b>	21,792	6,602	3,970	2,652	867	415	102	36	25,818	62,253
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	5,606	5,405	7,623	12,180	10,160	10,678	6,269	6,029	1,707	65,657
<b>2022</b>	5,904	5,692	8,029	12,829	10,701	11,247	6,603	6,350	1,798	69,154
<b>2023</b>	6,127	5,907	8,332	13,312	11,104	11,671	6,852	6,589	1,866	71,758
	Employment by Size of Firm									Total
<b>2021</b>	50,898	35,776	50,438	74,567	48,115	48,949	27,618	25,040	24,120	385,520
<b>2022</b>	52,865	37,159	52,388	77,450	49,975	50,841	28,685	26,008	25,053	400,424
<b>2023</b>	54,480	38,294	53,988	79,815	51,502	52,394	23,972	26,802	25,818	407,063

# JAPAN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	36,238	24,665.3	168,239
Electric power systems contractors	Minor1	422	3,700.9	4,268
Cogeneration specialization	Minor2	14	19.1	387
Computer power conditioning	Minor2	14	13.4	66
Standby or emergency power specialization	Minor2	28	30.6	253
Switchgear and related devices installation	Minor2	15	58.6	228
Electronic controls installation	Minor1	509	681.5	4,001
Computerized controls installation	Minor2	64	327.9	1,045
Energy management controls	Minor2	318	968.5	3,217
Environmental system control installation	Minor2	84	503.8	958
Communications specialization	Minor1	886	1,562.5	9,253
Cable television installation	Minor2	319	513.9	4,217
Fiber optic cable installation	Minor2	354	655.1	3,953
Sound equipment specialization	Minor2	2,008	544.6	4,320
Telephone and telephone equipment	Minor2	1,048	1,490.8	9,268
Voice, data, and video wiring contractor	Minor2	278	468.0	2,942
Safety and security specialization	Minor1	700	643.5	5,715
Access control systems specialization	Minor2	113	195.4	1,000
Closed circuit television installation	Minor2	54	71.0	495
Fire detection and burglar alarm systems	Minor2	1,429	1,564.0	12,856
Banking machine installation and service	Minor2	48	81.3	458
Computer installation	Minor2	349	310.0	2,065
General electrical contractor	Minor2	14,769	29,502.9	158,352
Lighting contractor	Minor2	344	581.5	2,869

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# KAZAKHSTAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	9,081	9,373	9,855	10,360	10,806	3.2%	5.1%	5.1%	4.3%
<b>Sales (\$Millions)</b>	2,380	2,431	2,646	2,787	2,892	2.1%	8.8%	5.3%	3.8%
<b>Employment</b>	60,197	62,129	65,324	68,673	70,659	3.2%	5.1%	5.1%	2.9%
<b>Sales (TenkeM)</b>	1,006,906	1,028,452	1,119,280	1,178,944	1,223,379	2.1%	8.8%	5.3%	3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.26	0.26	0.27	0.27	0.27	-1.0%	3.5%	0.2%	-0.5%
<b>Sales (\$) per Emp.</b>	39,544	39,134	40,506	40,585	40,931	-1.0%	3.5%	0.2%	0.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Tenkes(M)/Estab.</b>	110.88	109.73	113.58	113.80	113.21	-1.0%	3.5%	0.2%	-0.5%
<b>Tenke per Emp.</b>	16,726,933	16,553,525	17,134,247	17,167,426	17,313,774	-1.0%	3.5%	0.2%	0.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	3,450	1,045	628	420	137	66	16	6	4,087	9,855
<b>2022</b>	3,627	1,099	661	441	144	69	17	6	4,297	10,360
<b>2023</b>	3,783	1,146	689	460	151	72	18	6	4,482	10,806
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	226	218	307	491	409	430	253	243	69	2,646
<b>2022</b>	238	229	324	517	431	453	266	256	72	2,787
<b>2023</b>	247	238	336	537	448	470	276	266	75	2,892
	Employment by Size of Firm									Total
<b>2021</b>	8,624	6,062	8,546	12,635	8,153	8,294	4,680	4,243	4,087	65,324
<b>2022</b>	9,066	6,373	8,985	13,283	8,571	8,719	4,920	4,460	4,297	68,673
<b>2023</b>	9,457	6,647	9,371	13,854	8,940	9,095	4,161	4,652	4,482	70,659

# KAZAKHSTAN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,215	994.1	28,853
Electric power systems contractors	Minor1	72	149.2	732
Cogeneration specialization	Minor2	2	0.8	66
Computer power conditioning	Minor2	2	0.5	11
Standby or emergency power specialization	Minor2	5	1.2	43
Switchgear and related devices installation	Minor2	3	2.4	39
Electronic controls installation	Minor1	87	27.5	686
Computerized controls installation	Minor2	11	13.2	179
Energy management controls	Minor2	55	39.0	552
Environmental system control installation	Minor2	14	20.3	164
Communications specialization	Minor1	152	63.0	1,587
Cable television installation	Minor2	55	20.7	723
Fiber optic cable installation	Minor2	61	26.4	678
Sound equipment specialization	Minor2	344	21.9	741
Telephone and telephone equipment	Minor2	180	60.1	1,589
Voice, data, and video wiring contractor	Minor2	48	18.9	505
Safety and security specialization	Minor1	120	25.9	980
Access control systems specialization	Minor2	19	7.9	171
Closed circuit television installation	Minor2	9	2.9	85
Fire detection and burglar alarm systems	Minor2	245	63.0	2,205
Banking machine installation and service	Minor2	8	3.3	79
Computer installation	Minor2	60	12.5	354
General electrical contractor	Minor2	2,533	1,189.0	27,158
Lighting contractor	Minor2	59	23.4	492

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# KUWAIT

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,110	2,350	2,550	2,767	2,979	11.4%	8.5%	8.5%	7.7%
<b>Sales (\$Millions)</b>	1,904	1,962	2,157	2,274	2,347	3.1%	9.9%	5.5%	3.2%
<b>Employment</b>	13,985	15,577	16,905	18,344	19,482	11.4%	8.5%	8.5%	6.2%
<b>Sales (DinarM)</b>	579	597	656	691	713	3.1%	9.9%	5.5%	3.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.90	0.84	0.85	0.82	0.79	-7.5%	1.3%	-2.8%	-4.2%
<b>Sales (\$) per Emp.</b>	136,152	125,990	127,583	123,988	120,453	-7.5%	1.3%	-2.8%	-2.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinars(M)/Estab.</b>	0.27	0.25	0.26	0.25	0.24	-7.5%	1.3%	-2.8%	-4.2%
<b>Dinar per Emp.</b>	41,390	38,301	38,785	37,692	36,618	-7.5%	1.3%	-2.8%	-2.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	893	270	163	109	36	17	4	1	1,058	2,550
<b>2022</b>	969	294	176	118	39	18	5	2	1,148	2,767
<b>2023</b>	1,043	316	190	127	41	20	5	2	1,236	2,979
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	184	178	250	400	334	351	206	198	56	2,157
<b>2022</b>	194	187	264	422	352	370	217	209	59	2,274
<b>2023</b>	200	193	272	435	363	382	224	215	61	2,347
	Employment by Size of Firm									Total
<b>2021</b>	2,232	1,569	2,212	3,270	2,110	2,146	1,211	1,098	1,058	16,905
<b>2022</b>	2,422	1,702	2,400	3,548	2,289	2,329	1,314	1,191	1,148	18,344
<b>2023</b>	2,607	1,833	2,584	3,820	2,465	2,508	1,147	1,283	1,236	19,482

# KUWAIT

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,660	811.2	7,707
Electric power systems contractors	Minor1	19	121.7	196
Cogeneration specialization	Minor2	1	0.6	18
Computer power conditioning	Minor2	1	0.4	3
Standby or emergency power specialization	Minor2	1	1.0	12
Switchgear and related devices installation	Minor2	1	1.9	10
Electronic controls installation	Minor1	23	22.4	183
Computerized controls installation	Minor2	3	10.8	48
Energy management controls	Minor2	15	31.9	147
Environmental system control installation	Minor2	4	16.6	44
Communications specialization	Minor1	41	51.4	424
Cable television installation	Minor2	15	16.9	193
Fiber optic cable installation	Minor2	16	21.5	181
Sound equipment specialization	Minor2	92	17.9	198
Telephone and telephone equipment	Minor2	48	49.0	425
Voice, data, and video wiring contractor	Minor2	13	15.4	135
Safety and security specialization	Minor1	32	21.2	262
Access control systems specialization	Minor2	5	6.4	46
Closed circuit television installation	Minor2	2	2.3	23
Fire detection and burglar alarm systems	Minor2	65	51.4	589
Banking machine installation and service	Minor2	2	2.7	21
Computer installation	Minor2	16	10.2	95
General electrical contractor	Minor2	677	970.3	7,254
Lighting contractor	Minor2	16	19.1	131

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# MALAYSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	16,370	16,858	17,743	18,672	19,496	3.0%	5.3%	5.2%	4.4%
<b>Sales (\$Millions)</b>	5,078	5,365	6,055	6,596	7,079	5.6%	12.9%	8.9%	7.3%
<b>Employment</b>	108,510	111,745	117,614	123,772	127,483	3.0%	5.3%	5.2%	3.0%
<b>Sales (RinggitsM)</b>	20,667	21,834	24,644	26,846	28,810	5.6%	12.9%	8.9%	7.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.31	0.32	0.34	0.35	0.36	2.6%	7.2%	3.5%	2.8%
<b>Sales (\$) per Emp.</b>	46,796	48,008	51,482	53,292	55,526	2.6%	7.2%	3.5%	4.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Ringgitss(M)/Estab.</b>	1.26	1.30	1.39	1.44	1.48	2.6%	7.2%	3.5%	2.8%
<b>Ringgits per Emp.</b>	190,458	195,391	209,530	216,900	225,991	2.6%	7.2%	3.5%	4.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	6,211	1,882	1,131	756	247	118	29	10	7,359	17,743
<b>2022</b>	6,536	1,980	1,191	795	260	125	30	11	7,744	18,672
<b>2023</b>	6,825	2,068	1,243	830	272	130	32	11	8,086	19,496
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	517	498	703	1,123	937	985	578	556	157	6,055
<b>2022</b>	563	543	766	1,224	1,021	1,073	630	606	172	6,596
<b>2023</b>	604	583	822	1,313	1,095	1,151	676	650	184	7,079
	Employment by Size of Firm									Total
<b>2021</b>	15,528	10,914	15,388	22,749	14,679	14,933	8,426	7,639	7,359	117,614
<b>2022</b>	16,341	11,486	16,193	23,940	15,447	15,715	8,867	8,039	7,744	123,772
<b>2023</b>	17,062	11,993	16,908	24,996	16,129	16,409	7,508	8,394	8,086	127,483

# MALAYSIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,201	2,352.6	52,003
Electric power systems contractors	Minor1	130	353.0	1,319
Cogeneration specialization	Minor2	4	1.8	120
Computer power conditioning	Minor2	4	1.3	20
Standby or emergency power specialization	Minor2	9	2.9	78
Switchgear and related devices installation	Minor2	5	5.6	71
Electronic controls installation	Minor1	157	65.0	1,237
Computerized controls installation	Minor2	20	31.3	323
Energy management controls	Minor2	98	92.4	994
Environmental system control installation	Minor2	26	48.0	296
Communications specialization	Minor1	274	149.0	2,860
Cable television installation	Minor2	99	49.0	1,303
Fiber optic cable installation	Minor2	109	62.5	1,222
Sound equipment specialization	Minor2	621	51.9	1,335
Telephone and telephone equipment	Minor2	324	142.2	2,865
Voice, data, and video wiring contractor	Minor2	86	44.6	909
Safety and security specialization	Minor1	217	61.4	1,766
Access control systems specialization	Minor2	35	18.6	309
Closed circuit television installation	Minor2	17	6.8	153
Fire detection and burglar alarm systems	Minor2	442	149.2	3,974
Banking machine installation and service	Minor2	15	7.8	142
Computer installation	Minor2	108	29.6	638
General electrical contractor	Minor2	4,565	2,814.1	48,947
Lighting contractor	Minor2	106	55.5	887

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# MEXICO

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	55,178	57,781	60,916	64,212	67,157	4.7%	5.4%	5.4%	4.6%
<b>Sales (\$Millions)</b>	14,295	14,882	16,532	17,746	18,767	4.1%	11.1%	7.3%	5.8%
<b>Employment</b>	365,755	383,011	403,793	425,639	439,128	4.7%	5.4%	5.4%	3.2%
<b>Sales (NPesosM)</b>	283,050	294,657	327,330	351,378	371,587	4.1%	11.1%	7.3%	5.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.26	0.26	0.27	0.28	0.28	-0.6%	5.4%	1.8%	1.1%
<b>Sales (\$) per Emp.</b>	39,085	38,854	40,941	41,693	42,737	-0.6%	5.4%	1.8%	2.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>NPesos(M)/Estab.</b>	5.13	5.10	5.37	5.47	5.53	-0.6%	5.4%	1.8%	1.1%
<b>NPesos per Emp.</b>	773,880	769,319	810,637	825,530	846,194	-0.6%	5.4%	1.8%	2.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	21,324	6,461	3,884	2,595	848	407	99	35	25,263	60,916
<b>2022</b>	22,478	6,810	4,095	2,735	894	429	105	37	26,630	64,212
<b>2023</b>	23,508	7,122	4,282	2,861	935	448	110	38	27,851	67,157
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,411	1,361	1,919	3,067	2,558	2,689	1,579	1,518	430	16,532
<b>2022</b>	1,515	1,461	2,060	3,292	2,746	2,886	1,694	1,630	461	17,746
<b>2023</b>	1,602	1,545	2,179	3,481	2,904	3,052	1,792	1,723	488	18,767
	Employment by Size of Firm									Total
<b>2021</b>	53,310	37,471	52,829	78,101	50,396	51,269	28,927	26,226	25,263	403,793
<b>2022</b>	56,194	39,499	55,687	82,326	53,122	54,043	30,492	27,645	26,630	425,639
<b>2023</b>	58,771	41,310	58,241	86,102	55,558	56,521	25,861	28,913	27,851	439,128

# MEXICO

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	38,520	6,329.6	178,833
Electric power systems contractors	Minor1	449	949.7	4,537
Cogeneration specialization	Minor2	15	4.9	412
Computer power conditioning	Minor2	15	3.4	70
Standby or emergency power specialization	Minor2	30	7.9	269
Switchgear and related devices installation	Minor2	16	15.0	243
Electronic controls installation	Minor1	541	174.9	4,253
Computerized controls installation	Minor2	68	84.1	1,111
Energy management controls	Minor2	338	248.5	3,419
Environmental system control installation	Minor2	90	129.3	1,018
Communications specialization	Minor1	941	401.0	9,835
Cable television installation	Minor2	339	131.9	4,482
Fiber optic cable installation	Minor2	376	168.1	4,202
Sound equipment specialization	Minor2	2,134	139.7	4,592
Telephone and telephone equipment	Minor2	1,114	382.6	9,851
Voice, data, and video wiring contractor	Minor2	296	120.1	3,128
Safety and security specialization	Minor1	745	165.1	6,074
Access control systems specialization	Minor2	121	50.2	1,063
Closed circuit television installation	Minor2	57	18.2	526
Fire detection and burglar alarm systems	Minor2	1,519	401.3	13,665
Banking machine installation and service	Minor2	51	20.9	487
Computer installation	Minor2	371	79.6	2,195
General electrical contractor	Minor2	15,699	7,571.0	168,324
Lighting contractor	Minor2	366	149.2	3,050

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# NETHERLANDS

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	7,067	7,178	7,486	7,805	8,074	1.6%	4.3%	4.3%	3.5%
<b>Sales (\$Millions)</b>	10,553	10,894	11,994	12,768	13,391	3.2%	10.1%	6.5%	4.9%
<b>Employment</b>	46,842	47,581	49,619	51,736	52,796	1.6%	4.3%	4.3%	2.0%
<b>Sales (EurosM)</b>	8,653	8,933	9,835	10,470	10,981	3.2%	10.1%	6.5%	4.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.49	1.52	1.60	1.64	1.66	1.6%	5.6%	2.1%	1.4%
<b>Sales (\$) per Emp.</b>	225,284	228,960	241,717	246,797	253,634	1.6%	5.6%	2.1%	2.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.22	1.24	1.31	1.34	1.36	1.6%	5.6%	2.1%	1.4%
<b>Euros per Emp.</b>	184,733	187,747	198,208	202,373	207,980	1.6%	5.6%	2.1%	2.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	2,620	794	477	319	104	50	12	4	3,104	7,486
<b>2022</b>	2,732	828	498	332	109	52	13	4	3,237	7,805
<b>2023</b>	2,826	856	515	344	112	54	13	5	3,349	8,074
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,024	987	1,393	2,225	1,856	1,951	1,145	1,101	312	11,994
<b>2022</b>	1,090	1,051	1,482	2,369	1,976	2,077	1,219	1,172	332	12,768
<b>2023</b>	1,143	1,102	1,555	2,484	2,072	2,178	1,279	1,230	348	13,391
	Employment by Size of Firm									Total
<b>2021</b>	6,551	4,605	6,492	9,597	6,193	6,300	3,555	3,223	3,104	49,619
<b>2022</b>	6,830	4,801	6,769	10,007	6,457	6,569	3,706	3,360	3,237	51,736
<b>2023</b>	7,066	4,967	7,002	10,352	6,680	6,795	3,109	3,476	3,349	52,796

# NETHERLANDS

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	4,682	4,554.0	21,737
Electric power systems contractors	Minor1	55	683.3	551
Cogeneration specialization	Minor2	2	3.5	50
Computer power conditioning	Minor2	2	2.5	9
Standby or emergency power specialization	Minor2	4	5.7	33
Switchgear and related devices installation	Minor2	2	10.8	29
Electronic controls installation	Minor1	66	125.8	517
Computerized controls installation	Minor2	8	60.5	135
Energy management controls	Minor2	41	178.8	416
Environmental system control installation	Minor2	11	93.0	124
Communications specialization	Minor1	114	288.5	1,195
Cable television installation	Minor2	41	94.9	545
Fiber optic cable installation	Minor2	46	121.0	511
Sound equipment specialization	Minor2	259	100.5	558
Telephone and telephone equipment	Minor2	135	275.3	1,197
Voice, data, and video wiring contractor	Minor2	36	86.4	380
Safety and security specialization	Minor1	90	118.8	738
Access control systems specialization	Minor2	15	36.1	129
Closed circuit television installation	Minor2	7	13.1	64
Fire detection and burglar alarm systems	Minor2	185	288.8	1,661
Banking machine installation and service	Minor2	6	15.0	59
Computer installation	Minor2	45	57.2	267
General electrical contractor	Minor2	1,908	5,447.2	20,459
Lighting contractor	Minor2	44	107.4	371

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# NEW ZEALAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	1,865	1,901	1,995	2,093	2,178	2.0%	4.9%	4.9%	4.1%
<b>Sales (\$Millions)</b>	2,236	2,347	2,631	2,826	2,970	5.0%	12.1%	7.4%	5.1%
<b>Employment</b>	12,362	12,604	13,224	13,872	14,243	2.0%	4.9%	4.9%	2.7%
<b>Sales (DollarsM)</b>	3,131	3,286	3,684	3,957	4,158	5.0%	12.1%	7.4%	5.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.20	1.23	1.32	1.35	1.36	3.0%	6.8%	2.4%	1.0%
<b>Sales (\$) per Emp.</b>	180,898	186,237	198,966	203,722	208,538	3.0%	6.8%	2.4%	2.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.68	1.73	1.85	1.89	1.91	3.0%	6.8%	2.4%	1.0%
<b>Dollars per Emp.</b>	253,257	260,732	278,552	285,211	291,954	3.0%	6.8%	2.4%	2.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	698	212	127	85	28	13	3	1	827	1,995
<b>2022</b>	733	222	133	89	29	14	3	1	868	2,093
<b>2023</b>	762	231	139	93	30	15	4	1	903	2,178
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	225	217	305	488	407	428	251	242	68	2,631
<b>2022</b>	241	233	328	524	437	460	270	260	73	2,826
<b>2023</b>	254	244	345	551	460	483	284	273	77	2,970
	Employment by Size of Firm									Total
<b>2021</b>	1,746	1,227	1,730	2,558	1,650	1,679	947	859	827	13,224
<b>2022</b>	1,831	1,287	1,815	2,683	1,731	1,761	994	901	868	13,872
<b>2023</b>	1,906	1,340	1,889	2,793	1,802	1,833	839	938	903	14,243

# NEW ZEALAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,255	1,008.0	5,828
Electric power systems contractors	Minor1	15	151.2	148
Cogeneration specialization	Minor2	0	0.8	13
Computer power conditioning	Minor2	0	0.5	2
Standby or emergency power specialization	Minor2	1	1.3	9
Switchgear and related devices installation	Minor2	1	2.4	8
Electronic controls installation	Minor1	18	27.9	139
Computerized controls installation	Minor2	2	13.4	36
Energy management controls	Minor2	11	39.6	111
Environmental system control installation	Minor2	3	20.6	33
Communications specialization	Minor1	31	63.9	321
Cable television installation	Minor2	11	21.0	146
Fiber optic cable installation	Minor2	12	26.8	137
Sound equipment specialization	Minor2	70	22.3	150
Telephone and telephone equipment	Minor2	36	60.9	321
Voice, data, and video wiring contractor	Minor2	10	19.1	102
Safety and security specialization	Minor1	24	26.3	198
Access control systems specialization	Minor2	4	8.0	35
Closed circuit television installation	Minor2	2	2.9	17
Fire detection and burglar alarm systems	Minor2	50	63.9	445
Banking machine installation and service	Minor2	2	3.3	16
Computer installation	Minor2	12	12.7	72
General electrical contractor	Minor2	512	1,205.7	5,486
Lighting contractor	Minor2	12	23.8	99

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# NIGERIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	96,826	99,565	105,508	111,788	117,517	2.8%	6.0%	6.0%	5.1%
<b>Sales (\$Millions)</b>	5,391	5,472	5,915	6,143	6,240	1.5%	8.1%	3.8%	1.6%
<b>Employment</b>	641,822	659,978	699,373	741,005	768,425	2.8%	6.0%	6.0%	3.7%
<b>Sales (NairaM)</b>	2,054,064	2,084,906	2,253,722	2,340,347	2,377,619	1.5%	8.1%	3.8%	1.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.06	0.05	0.06	0.05	0.05	-1.3%	2.0%	-2.0%	-3.4%
<b>Sales (\$) per Emp.</b>	8,400	8,291	8,458	8,290	8,121	-1.3%	2.0%	-2.0%	-2.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Naira(M)/Estab.</b>	21.21	20.94	21.36	20.94	20.23	-1.3%	2.0%	-2.0%	-3.4%
<b>Naira per Emp.</b>	3,200,361	3,159,052	3,222,491	3,158,342	3,094,148	-1.3%	2.0%	-2.0%	-2.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	36,933	11,190	6,728	4,494	1,469	704	172	60	43,756	105,508
<b>2022</b>	39,132	11,856	7,128	4,762	1,557	746	182	64	46,361	111,788
<b>2023</b>	41,137	12,463	7,494	5,006	1,637	784	192	67	48,737	117,517
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	505	487	687	1,097	915	962	565	543	154	5,915
<b>2022</b>	524	506	713	1,140	951	999	587	564	160	6,143
<b>2023</b>	533	514	725	1,158	966	1,015	596	573	162	6,240
	Employment by Size of Firm									Total
<b>2021</b>	92,333	64,901	91,500	135,272	87,286	88,798	50,101	45,424	43,756	699,373
<b>2022</b>	97,830	68,764	96,947	143,324	92,482	94,084	53,084	48,128	46,361	741,005
<b>2023</b>	102,843	72,288	101,915	150,668	97,221	98,905	45,253	50,595	48,737	768,425

# NIGERIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	67,060	2,190.9	311,334
Electric power systems contractors	Minor1	781	328.7	7,899
Cogeneration specialization	Minor2	26	1.7	717
Computer power conditioning	Minor2	26	1.2	122
Standby or emergency power specialization	Minor2	53	2.7	468
Switchgear and related devices installation	Minor2	28	5.2	422
Electronic controls installation	Minor1	943	60.5	7,405
Computerized controls installation	Minor2	118	29.1	1,934
Energy management controls	Minor2	589	86.0	5,952
Environmental system control installation	Minor2	156	44.7	1,773
Communications specialization	Minor1	1,639	138.8	17,122
Cable television installation	Minor2	591	45.6	7,804
Fiber optic cable installation	Minor2	655	58.2	7,315
Sound equipment specialization	Minor2	3,715	48.4	7,994
Telephone and telephone equipment	Minor2	1,940	132.4	17,150
Voice, data, and video wiring contractor	Minor2	514	41.6	5,445
Safety and security specialization	Minor1	1,296	57.2	10,575
Access control systems specialization	Minor2	210	17.4	1,850
Closed circuit television installation	Minor2	100	6.3	916
Fire detection and burglar alarm systems	Minor2	2,645	138.9	23,791
Banking machine installation and service	Minor2	88	7.2	848
Computer installation	Minor2	645	27.5	3,821
General electrical contractor	Minor2	27,331	2,620.6	293,039
Lighting contractor	Minor2	637	51.7	5,309

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# NORWAY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,583	2,661	2,791	2,927	3,046	3.0%	4.9%	4.9%	4.1%
<b>Sales (\$Millions)</b>	5,835	5,983	6,538	6,912	7,199	2.5%	9.3%	5.7%	4.2%
<b>Employment</b>	17,123	17,637	18,501	19,405	19,919	3.0%	4.9%	4.9%	2.7%
<b>Sales (KronesM)</b>	50,768	52,050	56,877	60,133	62,634	2.5%	9.3%	5.7%	4.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	2.26	2.25	2.34	2.36	2.36	-0.5%	4.2%	0.8%	0.1%
<b>Sales (\$) per Emp.</b>	340,785	339,214	353,360	356,199	361,418	-0.5%	4.2%	0.8%	1.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Krones(M)/Estab.</b>	19.65	19.56	20.38	20.54	20.56	-0.5%	4.2%	0.8%	0.1%
<b>Krones per Emp.</b>	2,964,828	2,951,161	3,074,235	3,098,928	3,144,338	-0.5%	4.2%	0.8%	1.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	977	296	178	119	39	19	5	2	1,158	2,791
<b>2022</b>	1,025	310	187	125	41	20	5	2	1,214	2,927
<b>2023</b>	1,066	323	194	130	42	20	5	2	1,263	3,046
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	558	538	759	1,213	1,012	1,063	624	600	170	6,538
<b>2022</b>	590	569	803	1,282	1,070	1,124	660	635	180	6,912
<b>2023</b>	615	593	836	1,336	1,114	1,171	687	661	187	7,199
	Employment by Size of Firm									Total
<b>2021</b>	2,443	1,717	2,421	3,578	2,309	2,349	1,325	1,202	1,158	18,501
<b>2022</b>	2,562	1,801	2,539	3,753	2,422	2,464	1,390	1,260	1,214	19,405
<b>2023</b>	2,666	1,874	2,642	3,906	2,520	2,564	1,173	1,312	1,263	19,919

# NORWAY

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,756	2,465.3	8,153
Electric power systems contractors	Minor1	20	369.9	207
Cogeneration specialization	Minor2	1	1.9	19
Computer power conditioning	Minor2	1	1.3	3
Standby or emergency power specialization	Minor2	1	3.1	12
Switchgear and related devices installation	Minor2	1	5.9	11
Electronic controls installation	Minor1	25	68.1	194
Computerized controls installation	Minor2	3	32.8	51
Energy management controls	Minor2	15	96.8	156
Environmental system control installation	Minor2	4	50.4	46
Communications specialization	Minor1	43	156.2	448
Cable television installation	Minor2	15	51.4	204
Fiber optic cable installation	Minor2	17	65.5	192
Sound equipment specialization	Minor2	97	54.4	209
Telephone and telephone equipment	Minor2	51	149.0	449
Voice, data, and video wiring contractor	Minor2	13	46.8	143
Safety and security specialization	Minor1	34	64.3	277
Access control systems specialization	Minor2	5	19.5	48
Closed circuit television installation	Minor2	3	7.1	24
Fire detection and burglar alarm systems	Minor2	69	156.3	623
Banking machine installation and service	Minor2	2	8.1	22
Computer installation	Minor2	17	31.0	100
General electrical contractor	Minor2	716	2,948.8	7,674
Lighting contractor	Minor2	17	58.1	139

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# PAKISTAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	72,999	75,467	79,576	83,896	87,759	3.4%	5.4%	5.4%	4.6%
<b>Sales (\$Millions)</b>	3,306	3,510	3,982	4,359	4,700	6.2%	13.5%	9.5%	7.8%
<b>Employment</b>	483,886	500,242	527,481	556,119	573,847	3.4%	5.4%	5.4%	3.2%
<b>Sales (RupeesM)</b>	528,966	561,538	637,096	697,376	751,987	6.2%	13.5%	9.5%	7.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.05	0.05	0.05	0.05	0.05	2.7%	7.6%	3.8%	3.1%
<b>Sales (\$) per Emp.</b>	6,832	7,016	7,549	7,838	8,190	2.7%	7.6%	3.8%	4.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupees(M)/Estab.</b>	7.25	7.44	8.01	8.31	8.57	2.7%	7.6%	3.8%	3.1%
<b>Rupees per Emp.</b>	1,093,162	1,122,532	1,207,807	1,254,004	1,310,432	2.7%	7.6%	3.8%	4.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	27,856	8,440	5,074	3,390	1,108	531	130	45	33,002	79,576
<b>2022</b>	29,368	8,898	5,350	3,574	1,168	560	137	48	34,794	83,896
<b>2023</b>	30,721	9,307	5,596	3,738	1,222	586	143	50	36,396	87,759
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	340	328	462	739	616	648	380	366	104	3,982
<b>2022</b>	372	359	506	809	674	709	416	400	113	4,359
<b>2023</b>	401	387	546	872	727	764	449	432	122	4,700
	Employment by Size of Firm									Total
<b>2021</b>	69,640	48,950	69,011	102,025	65,833	66,973	37,788	34,260	33,002	527,481
<b>2022</b>	73,421	51,607	72,758	107,564	69,407	70,609	39,839	36,120	34,794	556,119
<b>2023</b>	76,801	53,983	76,108	112,517	72,603	73,861	33,794	37,783	36,396	573,847

# PAKISTAN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	50,328	1,554.6	233,654
Electric power systems contractors	Minor1	586	233.3	5,928
Cogeneration specialization	Minor2	20	1.2	538
Computer power conditioning	Minor2	20	0.8	91
Standby or emergency power specialization	Minor2	40	1.9	351
Switchgear and related devices installation	Minor2	21	3.7	317
Electronic controls installation	Minor1	707	43.0	5,557
Computerized controls installation	Minor2	89	20.7	1,451
Energy management controls	Minor2	442	61.0	4,467
Environmental system control installation	Minor2	117	31.8	1,331
Communications specialization	Minor1	1,230	98.5	12,850
Cable television installation	Minor2	443	32.4	5,857
Fiber optic cable installation	Minor2	492	41.3	5,490
Sound equipment specialization	Minor2	2,788	34.3	6,000
Telephone and telephone equipment	Minor2	1,456	94.0	12,871
Voice, data, and video wiring contractor	Minor2	386	29.5	4,086
Safety and security specialization	Minor1	973	40.6	7,937
Access control systems specialization	Minor2	158	12.3	1,389
Closed circuit television installation	Minor2	75	4.5	687
Fire detection and burglar alarm systems	Minor2	1,985	98.6	17,855
Banking machine installation and service	Minor2	66	5.1	636
Computer installation	Minor2	484	19.5	2,868
General electrical contractor	Minor2	20,512	1,859.5	219,924
Lighting contractor	Minor2	478	36.7	3,984

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# PERU

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	15,674	16,179	17,003	17,867	18,627	3.2%	5.1%	5.1%	4.3%
<b>Sales (\$Millions)</b>	2,849	2,980	3,328	3,590	3,816	4.6%	11.7%	7.9%	6.3%
<b>Employment</b>	103,895	107,246	112,710	118,433	121,802	3.2%	5.1%	5.1%	2.8%
<b>Sales (PesosM)</b>	10,284	10,758	12,015	12,961	13,774	4.6%	11.7%	7.9%	6.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.18	0.18	0.20	0.20	0.20	1.3%	6.3%	2.7%	1.9%
<b>Sales (\$) per Emp.</b>	27,419	27,788	29,530	30,316	31,326	1.3%	6.3%	2.7%	3.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.66	0.66	0.71	0.73	0.74	1.3%	6.3%	2.7%	1.9%
<b>Pesos per Emp.</b>	98,983	100,315	106,602	109,440	113,087	1.3%	6.3%	2.7%	3.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	5,952	1,803	1,084	724	237	113	28	10	7,052	17,003
<b>2022</b>	6,254	1,895	1,139	761	249	119	29	10	7,410	17,867
<b>2023</b>	6,521	1,976	1,188	793	259	124	30	11	7,725	18,627
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	284	274	386	617	515	541	318	306	87	3,328
<b>2022</b>	307	296	417	666	556	584	343	330	93	3,590
<b>2023</b>	326	314	443	708	590	621	364	350	99	3,816
	Employment by Size of Firm									Total
<b>2021</b>	14,880	10,459	14,746	21,800	14,067	14,311	8,074	7,321	7,052	112,710
<b>2022</b>	15,636	10,990	15,495	22,907	14,781	15,037	8,484	7,692	7,410	118,433
<b>2023</b>	16,301	11,458	16,154	23,882	15,410	15,677	7,173	8,020	7,725	121,802

# PERU

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,718	1,280.6	49,760
Electric power systems contractors	Minor1	125	192.1	1,262
Cogeneration specialization	Minor2	4	1.0	115
Computer power conditioning	Minor2	4	0.7	19
Standby or emergency power specialization	Minor2	8	1.6	75
Switchgear and related devices installation	Minor2	5	3.0	67
Electronic controls installation	Minor1	151	35.4	1,184
Computerized controls installation	Minor2	19	17.0	309
Energy management controls	Minor2	94	50.3	951
Environmental system control installation	Minor2	25	26.2	283
Communications specialization	Minor1	262	81.1	2,737
Cable television installation	Minor2	94	26.7	1,247
Fiber optic cable installation	Minor2	105	34.0	1,169
Sound equipment specialization	Minor2	594	28.3	1,278
Telephone and telephone equipment	Minor2	310	77.4	2,741
Voice, data, and video wiring contractor	Minor2	82	24.3	870
Safety and security specialization	Minor1	207	33.4	1,690
Access control systems specialization	Minor2	34	10.1	296
Closed circuit television installation	Minor2	16	3.7	146
Fire detection and burglar alarm systems	Minor2	423	81.2	3,802
Banking machine installation and service	Minor2	14	4.2	136
Computer installation	Minor2	103	16.1	611
General electrical contractor	Minor2	4,368	1,531.8	46,836
Lighting contractor	Minor2	102	30.2	849

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.



# PHILLIPINES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	39,742	41,066	43,265	45,576	47,634	3.3%	5.4%	5.3%	4.5%
<b>Sales (\$Millions)</b>	3,934	4,230	4,865	5,393	5,889	7.5%	15.0%	10.9%	9.2%
<b>Employment</b>	263,434	272,210	286,791	302,107	311,475	3.3%	5.4%	5.3%	3.1%
<b>Sales (PesosM)</b>	188,846	203,034	233,520	258,870	282,689	7.5%	15.0%	10.9%	9.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.10	0.10	0.11	0.12	0.12	4.0%	9.2%	5.2%	4.5%
<b>Sales (\$) per Emp.</b>	14,935	15,539	16,964	17,852	18,908	4.0%	9.2%	5.2%	5.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	4.75	4.94	5.40	5.68	5.93	4.0%	9.2%	5.2%	4.5%
<b>Pesos per Emp.</b>	716,864	745,872	814,252	856,880	907,581	4.0%	9.2%	5.2%	5.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	15,145	4,589	2,759	1,843	603	289	71	25	17,943	43,265
<b>2022</b>	15,954	4,834	2,906	1,941	635	304	74	26	18,901	45,576
<b>2023</b>	16,675	5,052	3,038	2,029	663	318	78	27	19,755	47,634
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	415	400	565	902	753	791	465	447	127	4,865
<b>2022</b>	460	444	626	1,000	835	877	515	495	140	5,393
<b>2023</b>	503	485	684	1,093	911	958	562	541	153	5,889
	Employment by Size of Firm									Total
<b>2021</b>	37,863	26,614	37,521	55,471	35,793	36,413	20,545	18,627	17,943	286,791
<b>2022</b>	39,885	28,035	39,525	58,433	37,705	38,358	21,642	19,622	18,901	302,107
<b>2023</b>	41,687	29,301	41,310	61,072	39,408	40,090	18,343	20,508	19,755	311,475

# PHILLIPINES

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	27,340	1,923.6	126,931
Electric power systems contractors	Minor1	318	288.6	3,220
Cogeneration specialization	Minor2	11	1.5	292
Computer power conditioning	Minor2	11	1.0	50
Standby or emergency power specialization	Minor2	21	2.4	191
Switchgear and related devices installation	Minor2	11	4.6	172
Electronic controls installation	Minor1	384	53.2	3,019
Computerized controls installation	Minor2	48	25.6	788
Energy management controls	Minor2	240	75.5	2,427
Environmental system control installation	Minor2	64	39.3	723
Communications specialization	Minor1	668	121.9	6,981
Cable television installation	Minor2	241	40.1	3,182
Fiber optic cable installation	Minor2	267	51.1	2,982
Sound equipment specialization	Minor2	1,515	42.5	3,259
Telephone and telephone equipment	Minor2	791	116.3	6,992
Voice, data, and video wiring contractor	Minor2	210	36.5	2,220
Safety and security specialization	Minor1	528	50.2	4,312
Access control systems specialization	Minor2	86	15.2	754
Closed circuit television installation	Minor2	41	5.5	373
Fire detection and burglar alarm systems	Minor2	1,078	122.0	9,699
Banking machine installation and service	Minor2	36	6.3	346
Computer installation	Minor2	263	24.2	1,558
General electrical contractor	Minor2	11,143	2,300.8	119,472
Lighting contractor	Minor2	260	45.3	2,164

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# POLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	14,421	14,540	15,100	15,678	16,151	0.8%	3.8%	3.8%	3.0%
<b>Sales (\$Millions)</b>	7,214	7,529	8,387	9,026	9,570	4.4%	11.4%	7.6%	6.0%
<b>Employment</b>	95,590	96,383	100,090	103,923	105,609	0.8%	3.8%	3.8%	1.6%
<b>Sales (ZlotysM)</b>	25,972	27,106	30,194	32,494	34,450	4.4%	11.4%	7.6%	6.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.50	0.52	0.56	0.58	0.59	3.5%	7.3%	3.6%	2.9%
<b>Sales (\$) per Emp.</b>	75,472	78,118	83,796	86,854	90,612	3.5%	7.3%	3.6%	4.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Zlotys(M)/Estab.</b>	1.80	1.86	2.00	2.07	2.13	3.5%	7.3%	3.6%	2.9%
<b>Zlotys per Emp.</b>	271,699	281,226	301,666	312,676	326,205	3.5%	7.3%	3.6%	4.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	5,286	1,601	963	643	210	101	25	9	6,262	15,100
<b>2022</b>	5,488	1,663	1,000	668	218	105	26	9	6,502	15,678
<b>2023</b>	5,654	1,713	1,030	688	225	108	26	9	6,698	16,151
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	716	690	974	1,556	1,298	1,364	801	770	218	8,387
<b>2022</b>	771	743	1,048	1,674	1,397	1,468	862	829	235	9,026
<b>2023</b>	817	788	1,111	1,775	1,481	1,556	914	879	249	9,570
	Employment by Size of Firm									Total
<b>2021</b>	13,214	9,288	13,095	19,359	12,492	12,708	7,170	6,501	6,262	100,090
<b>2022</b>	13,720	9,644	13,596	20,101	12,970	13,195	7,445	6,750	6,502	103,923
<b>2023</b>	14,134	9,935	14,007	20,707	13,362	13,593	6,219	6,954	6,698	105,609

# POLAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,405	3,219.4	43,664
Electric power systems contractors	Minor1	110	483.1	1,108
Cogeneration specialization	Minor2	4	2.5	101
Computer power conditioning	Minor2	4	1.8	17
Standby or emergency power specialization	Minor2	7	4.0	66
Switchgear and related devices installation	Minor2	4	7.6	59
Electronic controls installation	Minor1	132	89.0	1,039
Computerized controls installation	Minor2	17	42.8	271
Energy management controls	Minor2	83	126.4	835
Environmental system control installation	Minor2	22	65.8	249
Communications specialization	Minor1	230	203.9	2,401
Cable television installation	Minor2	83	67.1	1,094
Fiber optic cable installation	Minor2	92	85.5	1,026
Sound equipment specialization	Minor2	521	71.1	1,121
Telephone and telephone equipment	Minor2	272	194.6	2,405
Voice, data, and video wiring contractor	Minor2	72	61.1	764
Safety and security specialization	Minor1	182	84.0	1,483
Access control systems specialization	Minor2	29	25.5	260
Closed circuit television installation	Minor2	14	9.3	128
Fire detection and burglar alarm systems	Minor2	371	204.1	3,337
Banking machine installation and service	Minor2	12	10.6	119
Computer installation	Minor2	91	40.5	536
General electrical contractor	Minor2	3,833	3,850.8	41,098
Lighting contractor	Minor2	89	75.9	745

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# PORTUGAL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	4,399	4,411	4,569	4,731	4,861	0.3%	3.6%	3.6%	2.7%
<b>Sales (\$Millions)</b>	2,865	2,943	3,222	3,386	3,482	2.7%	9.5%	5.1%	2.8%
<b>Employment</b>	29,157	29,240	30,284	31,360	31,783	0.3%	3.6%	3.6%	1.4%
<b>Sales (EurosM)</b>	2,349	2,413	2,642	2,777	2,855	2.7%	9.5%	5.1%	2.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.65	0.67	0.71	0.72	0.72	2.4%	5.7%	1.5%	0.1%
<b>Sales (\$) per Emp.</b>	98,256	100,637	106,395	107,977	109,542	2.4%	5.7%	1.5%	1.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.53	0.55	0.58	0.59	0.59	2.4%	5.7%	1.5%	0.1%
<b>Euros per Emp.</b>	80,570	82,522	87,244	88,541	89,825	2.4%	5.7%	1.5%	1.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,599	485	291	195	64	30	7	3	1,895	4,569
<b>2022</b>	1,656	502	302	202	66	32	8	3	1,962	4,731
<b>2023</b>	1,702	516	310	207	68	32	8	3	2,016	4,861
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	275	265	374	598	499	524	308	296	84	3,222
<b>2022</b>	289	279	393	628	524	551	323	311	88	3,386
<b>2023</b>	297	287	404	646	539	566	332	320	91	3,482
	Employment by Size of Firm									Total
<b>2021</b>	3,998	2,810	3,962	5,857	3,780	3,845	2,169	1,967	1,895	30,284
<b>2022</b>	4,140	2,910	4,103	6,066	3,914	3,982	2,247	2,037	1,962	31,360
<b>2023</b>	4,254	2,990	4,215	6,232	4,021	4,091	1,872	2,093	2,016	31,783

# PORTUGAL

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,838	1,207.7	13,176
Electric power systems contractors	Minor1	33	181.2	334
Cogeneration specialization	Minor2	1	0.9	30
Computer power conditioning	Minor2	1	0.7	5
Standby or emergency power specialization	Minor2	2	1.5	20
Switchgear and related devices installation	Minor2	1	2.9	18
Electronic controls installation	Minor1	40	33.4	313
Computerized controls installation	Minor2	5	16.1	82
Energy management controls	Minor2	25	47.4	252
Environmental system control installation	Minor2	7	24.7	75
Communications specialization	Minor1	69	76.5	725
Cable television installation	Minor2	25	25.2	330
Fiber optic cable installation	Minor2	28	32.1	310
Sound equipment specialization	Minor2	157	26.7	338
Telephone and telephone equipment	Minor2	82	73.0	726
Voice, data, and video wiring contractor	Minor2	22	22.9	230
Safety and security specialization	Minor1	55	31.5	448
Access control systems specialization	Minor2	9	9.6	78
Closed circuit television installation	Minor2	4	3.5	39
Fire detection and burglar alarm systems	Minor2	112	76.6	1,007
Banking machine installation and service	Minor2	4	4.0	36
Computer installation	Minor2	27	15.2	162
General electrical contractor	Minor2	1,157	1,444.6	12,401
Lighting contractor	Minor2	27	28.5	225

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# PUERTO RICO

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	1,884	1,879	1,933	1,988	2,029	-0.3%	2.9%	2.9%	2.0%
<b>Sales (\$Millions)</b>	1,452	1,439	1,515	1,536	1,523	-0.9%	5.3%	1.4%	-0.8%
<b>Employment</b>	12,488	12,455	12,813	13,178	13,266	-0.3%	2.9%	2.9%	0.7%
<b>Sales (DollarsM)</b>	1,452	1,439	1,515	1,536	1,523	-0.9%	5.3%	1.4%	-0.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.77	0.77	0.78	0.77	0.75	-0.6%	2.4%	-1.4%	-2.8%
<b>Sales (\$) per Emp.</b>	116,239	115,492	118,261	116,563	114,826	-0.6%	2.4%	-1.4%	-1.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	0.77	0.77	0.78	0.77	0.75	-0.6%	2.4%	-1.4%	-2.8%
<b>Dollars per Emp.</b>	116,239	115,492	118,261	116,563	114,826	-0.6%	2.4%	-1.4%	-1.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	677	205	123	82	27	13	3	1	802	1,933
<b>2022</b>	696	211	127	85	28	13	3	1	824	1,988
<b>2023</b>	710	215	129	86	28	14	3	1	841	2,029
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	129	125	176	281	234	246	145	139	39	1,515
<b>2022</b>	131	126	178	285	238	250	147	141	40	1,536
<b>2023</b>	130	125	177	283	236	248	145	140	40	1,523
	Employment by Size of Firm									Total
<b>2021</b>	1,692	1,189	1,676	2,478	1,599	1,627	918	832	802	12,813
<b>2022</b>	1,740	1,223	1,724	2,549	1,645	1,673	944	856	824	13,178
<b>2023</b>	1,775	1,248	1,759	2,601	1,678	1,707	781	873	841	13,266



# PUERTO RICO

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,193	547.9	5,537
Electric power systems contractors	Minor1	14	82.2	140
Cogeneration specialization	Minor2	0	0.4	13
Computer power conditioning	Minor2	0	0.3	2
Standby or emergency power specialization	Minor2	1	0.7	8
Switchgear and related devices installation	Minor2	1	1.3	8
Electronic controls installation	Minor1	17	15.1	132
Computerized controls installation	Minor2	2	7.3	34
Energy management controls	Minor2	10	21.5	106
Environmental system control installation	Minor2	3	11.2	32
Communications specialization	Minor1	29	34.7	305
Cable television installation	Minor2	11	11.4	139
Fiber optic cable installation	Minor2	12	14.6	130
Sound equipment specialization	Minor2	66	12.1	142
Telephone and telephone equipment	Minor2	34	33.1	305
Voice, data, and video wiring contractor	Minor2	9	10.4	97
Safety and security specialization	Minor1	23	14.3	188
Access control systems specialization	Minor2	4	4.3	33
Closed circuit television installation	Minor2	2	1.6	16
Fire detection and burglar alarm systems	Minor2	47	34.7	423
Banking machine installation and service	Minor2	2	1.8	15
Computer installation	Minor2	11	6.9	68
General electrical contractor	Minor2	486	655.3	5,211
Lighting contractor	Minor2	11	12.9	94

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# QATAR

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	1,338	1,503	1,652	1,817	1,981	12.3%	10.0%	9.9%	9.1%
<b>Sales (\$Millions)</b>	2,591	2,692	2,984	3,172	3,299	3.9%	10.9%	6.3%	4.0%
<b>Employment</b>	8,868	9,962	10,953	12,042	12,957	12.3%	10.0%	9.9%	7.6%
<b>Sales (RiyalsM)</b>	9,430	9,797	10,860	11,545	12,008	3.9%	10.9%	6.3%	4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.94	1.79	1.81	1.75	1.66	-7.5%	0.8%	-3.3%	-4.6%
<b>Sales (\$) per Emp.</b>	292,136	270,179	272,388	263,390	254,611	-7.5%	0.8%	-3.3%	-3.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Riyals(M)/Estab.</b>	7.05	6.52	6.57	6.36	6.06	-7.5%	0.8%	-3.3%	-4.6%
<b>Riyals per Emp.</b>	1,063,376	983,452	991,491	958,740	926,784	-7.5%	0.8%	-3.3%	-3.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	578	175	105	70	23	11	3	1	685	1,652
<b>2022</b>	636	193	116	77	25	12	3	1	753	1,817
<b>2023</b>	694	210	126	84	28	13	3	1	822	1,981
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	255	246	346	553	462	485	285	274	78	2,984
<b>2022</b>	271	261	368	588	491	516	303	291	82	3,172
<b>2023</b>	282	272	383	612	510	537	315	303	86	3,299
	Employment by Size of Firm									Total
<b>2021</b>	1,446	1,016	1,433	2,119	1,367	1,391	785	711	685	10,953
<b>2022</b>	1,590	1,117	1,575	2,329	1,503	1,529	863	782	753	12,042
<b>2023</b>	1,734	1,219	1,718	2,540	1,639	1,668	763	853	822	12,957

# QATAR

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,090	1,131.2	5,059
Electric power systems contractors	Minor1	13	169.7	128
Cogeneration specialization	Minor2	0	0.9	12
Computer power conditioning	Minor2	0	0.6	2
Standby or emergency power specialization	Minor2	1	1.4	8
Switchgear and related devices installation	Minor2	0	2.7	7
Electronic controls installation	Minor1	15	31.3	120
Computerized controls installation	Minor2	2	15.0	31
Energy management controls	Minor2	10	44.4	97
Environmental system control installation	Minor2	3	23.1	29
Communications specialization	Minor1	27	71.7	278
Cable television installation	Minor2	10	23.6	127
Fiber optic cable installation	Minor2	11	30.0	119
Sound equipment specialization	Minor2	60	25.0	130
Telephone and telephone equipment	Minor2	32	68.4	279
Voice, data, and video wiring contractor	Minor2	8	21.5	88
Safety and security specialization	Minor1	21	29.5	172
Access control systems specialization	Minor2	3	9.0	30
Closed circuit television installation	Minor2	2	3.3	15
Fire detection and burglar alarm systems	Minor2	43	71.7	387
Banking machine installation and service	Minor2	1	3.7	14
Computer installation	Minor2	10	14.2	62
General electrical contractor	Minor2	444	1,353.1	4,762
Lighting contractor	Minor2	10	26.7	86

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# ROMANIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	10,055	9,887	10,170	10,459	10,673	-1.7%	2.9%	2.8%	2.0%
<b>Sales (\$Millions)</b>	3,207	3,381	3,808	4,139	4,432	5.4%	12.6%	8.7%	7.1%
<b>Employment</b>	66,652	65,534	67,411	69,331	69,790	-1.7%	2.9%	2.8%	0.7%
<b>Sales (NLeusM)</b>	12,862	13,559	15,268	16,597	17,773	5.4%	12.6%	8.7%	7.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.32	0.34	0.37	0.40	0.42	7.2%	9.5%	5.7%	4.9%
<b>Sales (\$) per Emp.</b>	48,123	51,596	56,482	59,697	63,505	7.2%	9.5%	5.7%	6.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>NLeus(M)/Estab.</b>	1.28	1.37	1.50	1.59	1.67	7.2%	9.5%	5.7%	4.9%
<b>NLeus per Emp.</b>	192,972	206,899	226,492	239,383	254,656	7.2%	9.5%	5.7%	6.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	3,560	1,079	648	433	142	68	17	6	4,218	10,170
<b>2022</b>	3,661	1,109	667	446	146	70	17	6	4,338	10,459
<b>2023</b>	3,736	1,132	681	455	149	71	17	6	4,426	10,673
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	325	313	442	706	589	619	364	350	99	3,808
<b>2022</b>	353	341	481	768	640	673	395	380	108	4,139
<b>2023</b>	378	365	515	822	686	721	423	407	115	4,432
	Employment by Size of Firm									Total
<b>2021</b>	8,900	6,256	8,820	13,039	8,413	8,559	4,829	4,378	4,218	67,411
<b>2022</b>	9,153	6,434	9,071	13,410	8,653	8,803	4,967	4,503	4,338	69,331
<b>2023</b>	9,340	6,565	9,256	13,684	8,830	8,983	4,110	4,595	4,426	69,790

# ROMANIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,274	1,476.2	29,130
Electric power systems contractors	Minor1	73	221.5	739
Cogeneration specialization	Minor2	2	1.1	67
Computer power conditioning	Minor2	2	0.8	11
Standby or emergency power specialization	Minor2	5	1.8	44
Switchgear and related devices installation	Minor2	3	3.5	40
Electronic controls installation	Minor1	88	40.8	693
Computerized controls installation	Minor2	11	19.6	181
Energy management controls	Minor2	55	58.0	557
Environmental system control installation	Minor2	15	30.1	166
Communications specialization	Minor1	153	93.5	1,602
Cable television installation	Minor2	55	30.8	730
Fiber optic cable installation	Minor2	61	39.2	684
Sound equipment specialization	Minor2	348	32.6	748
Telephone and telephone equipment	Minor2	181	89.2	1,605
Voice, data, and video wiring contractor	Minor2	48	28.0	509
Safety and security specialization	Minor1	121	38.5	989
Access control systems specialization	Minor2	20	11.7	173
Closed circuit television installation	Minor2	9	4.3	86
Fire detection and burglar alarm systems	Minor2	247	93.6	2,226
Banking machine installation and service	Minor2	8	4.9	79
Computer installation	Minor2	60	18.6	357
General electrical contractor	Minor2	2,557	1,765.7	27,418
Lighting contractor	Minor2	60	34.8	497

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# RUSSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	65,986	66,975	69,755	72,640	75,053	1.5%	4.2%	4.1%	3.3%
<b>Sales (\$Millions)</b>	21,627	21,505	22,735	23,316	23,557	-0.6%	5.7%	2.6%	1.0%
<b>Employment</b>	437,395	443,950	462,381	481,504	490,758	1.5%	4.2%	4.1%	1.9%
<b>Sales (RublesM)</b>	1,609,041	1,599,983	1,691,520	1,734,680	1,752,664	-0.6%	5.7%	2.6%	1.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.33	0.32	0.33	0.32	0.31	-2.0%	1.5%	-1.5%	-2.2%
<b>Sales (\$) per Emp.</b>	49,445	48,440	49,170	48,422	48,002	-2.0%	1.5%	-1.5%	-0.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rubles(M)/Estab.</b>	24.38	23.89	24.25	23.88	23.35	-2.0%	1.5%	-1.5%	-2.2%
<b>Rubles per Emp.</b>	3,678,691	3,603,972	3,658,279	3,602,626	3,571,340	-2.0%	1.5%	-1.5%	-0.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	24,418	7,398	4,448	2,971	972	466	114	40	28,929	69,755
<b>2022</b>	25,428	7,704	4,632	3,094	1,012	485	119	41	30,125	72,640
<b>2023</b>	26,272	7,960	4,786	3,197	1,045	501	123	43	31,126	75,053
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,941	1,871	2,640	4,218	3,518	3,698	2,171	2,088	591	22,735
<b>2022</b>	1,991	1,919	2,707	4,325	3,608	3,792	2,226	2,141	606	23,316
<b>2023</b>	2,011	1,939	2,735	4,370	3,645	3,831	2,249	2,163	613	23,557
	Employment by Size of Firm									Total
<b>2021</b>	61,045	42,908	60,494	89,433	57,708	58,708	33,124	30,032	28,929	462,381
<b>2022</b>	63,570	44,683	62,996	93,132	60,095	61,136	34,494	31,274	30,125	481,504
<b>2023</b>	65,681	46,167	65,088	96,225	62,091	63,166	28,901	32,312	31,126	490,758

# RUSSIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	43,575	8,316.0	202,305
Electric power systems contractors	Minor1	507	1,247.8	5,132
Cogeneration specialization	Minor2	17	6.5	466
Computer power conditioning	Minor2	17	4.5	79
Standby or emergency power specialization	Minor2	34	10.3	304
Switchgear and related devices installation	Minor2	18	19.8	274
Electronic controls installation	Minor1	613	229.8	4,812
Computerized controls installation	Minor2	77	110.5	1,257
Energy management controls	Minor2	383	326.5	3,868
Environmental system control installation	Minor2	102	169.8	1,152
Communications specialization	Minor1	1,065	526.8	11,126
Cable television installation	Minor2	384	173.2	5,071
Fiber optic cable installation	Minor2	426	220.9	4,753
Sound equipment specialization	Minor2	2,414	183.6	5,195
Telephone and telephone equipment	Minor2	1,260	502.6	11,144
Voice, data, and video wiring contractor	Minor2	334	157.8	3,538
Safety and security specialization	Minor1	842	217.0	6,872
Access control systems specialization	Minor2	136	65.9	1,202
Closed circuit television installation	Minor2	65	23.9	595
Fire detection and burglar alarm systems	Minor2	1,719	527.3	15,459
Banking machine installation and service	Minor2	57	27.4	551
Computer installation	Minor2	419	104.5	2,483
General electrical contractor	Minor2	17,760	9,947.0	190,416
Lighting contractor	Minor2	414	196.1	3,450

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SAUDI ARABIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	16,784	17,743	18,848	20,019	21,096	5.7%	6.2%	6.2%	5.4%
<b>Sales (\$Millions)</b>	11,428	11,873	13,162	13,992	14,553	3.9%	10.9%	6.3%	4.0%
<b>Employment</b>	111,258	117,614	124,938	132,699	137,944	5.7%	6.2%	6.2%	4.0%
<b>Sales (RialsB)</b>	43	45	49	52	55	3.9%	10.9%	6.3%	4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.68	0.67	0.70	0.70	0.69	-1.7%	4.4%	0.1%	-1.3%
<b>Sales (\$) per Emp.</b>	102,717	100,951	105,346	105,439	105,500	-1.7%	4.4%	0.1%	0.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	0.00	0.00	0.00	0.00	0.00	-1.7%	4.4%	0.1%	-1.3%
<b>Rials per Emp.</b>	385	379	395	395	396	-1.7%	4.4%	0.1%	0.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	6,598	1,999	1,202	803	263	126	31	11	7,817	18,848
<b>2022</b>	7,008	2,123	1,277	853	279	134	33	11	8,302	20,019
<b>2023</b>	7,385	2,237	1,345	899	294	141	34	12	8,749	21,096
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,124	1,083	1,528	2,442	2,037	2,141	1,257	1,209	342	13,162
<b>2022</b>	1,195	1,152	1,625	2,596	2,165	2,276	1,336	1,285	364	13,992
<b>2023</b>	1,243	1,198	1,690	2,700	2,252	2,367	1,390	1,336	378	14,553
	Employment by Size of Firm									Total
<b>2021</b>	16,495	11,594	16,346	24,165	15,593	15,863	8,950	8,115	7,817	124,938
<b>2022</b>	17,519	12,314	17,361	25,666	16,562	16,848	9,506	8,619	8,302	132,699
<b>2023</b>	18,462	12,977	18,295	27,047	17,453	17,755	8,124	9,083	8,749	137,944



# SAUDI ARABIA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,009	4,990.4	55,753
Electric power systems contractors	Minor1	140	748.8	1,414
Cogeneration specialization	Minor2	5	3.9	128
Computer power conditioning	Minor2	5	2.7	22
Standby or emergency power specialization	Minor2	9	6.2	84
Switchgear and related devices installation	Minor2	5	11.9	76
Electronic controls installation	Minor1	169	137.9	1,326
Computerized controls installation	Minor2	21	66.3	346
Energy management controls	Minor2	105	196.0	1,066
Environmental system control installation	Minor2	28	101.9	317
Communications specialization	Minor1	293	316.1	3,066
Cable television installation	Minor2	106	104.0	1,397
Fiber optic cable installation	Minor2	117	132.6	1,310
Sound equipment specialization	Minor2	665	110.2	1,432
Telephone and telephone equipment	Minor2	347	301.6	3,071
Voice, data, and video wiring contractor	Minor2	92	94.7	975
Safety and security specialization	Minor1	232	130.2	1,894
Access control systems specialization	Minor2	38	39.5	331
Closed circuit television installation	Minor2	18	14.4	164
Fire detection and burglar alarm systems	Minor2	474	316.4	4,260
Banking machine installation and service	Minor2	16	16.5	152
Computer installation	Minor2	116	62.7	684
General electrical contractor	Minor2	4,894	5,969.2	52,477
Lighting contractor	Minor2	114	117.7	951

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SINGAPORE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	2,623	2,728	2,873	3,025	3,160	4.0%	5.3%	5.3%	4.5%
<b>Sales (\$Millions)</b>	4,702	4,858	5,353	5,703	5,986	3.3%	10.2%	6.5%	5.0%
<b>Employment</b>	17,390	18,080	19,041	20,051	20,665	4.0%	5.3%	5.3%	3.1%
<b>Sales (DollarsM)</b>	6,254	6,461	7,120	7,586	7,962	3.3%	10.2%	6.5%	5.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.79	1.78	1.86	1.89	1.89	-0.6%	4.6%	1.2%	0.5%
<b>Sales (\$) per Emp.</b>	270,385	268,700	281,130	284,446	289,687	-0.6%	4.6%	1.2%	1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.38	2.37	2.48	2.51	2.52	-0.6%	4.6%	1.2%	0.5%
<b>Dollars per Emp.</b>	359,612	357,370	373,902	378,313	385,284	-0.6%	4.6%	1.2%	1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,006	305	183	122	40	19	5	2	1,191	2,873
<b>2022</b>	1,059	321	193	129	42	20	5	2	1,254	3,025
<b>2023</b>	1,106	335	202	135	44	21	5	2	1,311	3,160
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	457	441	622	993	828	871	511	492	139	5,353
<b>2022</b>	487	469	662	1,058	883	928	545	524	148	5,703
<b>2023</b>	511	493	695	1,111	926	974	572	550	156	5,986
	Employment by Size of Firm									Total
<b>2021</b>	2,514	1,767	2,491	3,683	2,376	2,418	1,364	1,237	1,191	19,041
<b>2022</b>	2,647	1,861	2,623	3,878	2,502	2,546	1,436	1,302	1,254	20,051
<b>2023</b>	2,766	1,944	2,741	4,052	2,615	2,660	1,217	1,361	1,311	20,665

# SINGAPORE

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,815	2,034.2	8,424
Electric power systems contractors	Minor1	21	305.2	214
Cogeneration specialization	Minor2	1	1.6	19
Computer power conditioning	Minor2	1	1.1	3
Standby or emergency power specialization	Minor2	1	2.5	13
Switchgear and related devices installation	Minor2	1	4.8	11
Electronic controls installation	Minor1	26	56.2	200
Computerized controls installation	Minor2	3	27.0	52
Energy management controls	Minor2	16	79.9	161
Environmental system control installation	Minor2	4	41.5	48
Communications specialization	Minor1	44	128.9	463
Cable television installation	Minor2	16	42.4	211
Fiber optic cable installation	Minor2	18	54.0	198
Sound equipment specialization	Minor2	101	44.9	216
Telephone and telephone equipment	Minor2	52	123.0	464
Voice, data, and video wiring contractor	Minor2	14	38.6	147
Safety and security specialization	Minor1	35	53.1	286
Access control systems specialization	Minor2	6	16.1	50
Closed circuit television installation	Minor2	3	5.9	25
Fire detection and burglar alarm systems	Minor2	72	129.0	644
Banking machine installation and service	Minor2	2	6.7	23
Computer installation	Minor2	17	25.6	103
General electrical contractor	Minor2	740	2,433.2	7,929
Lighting contractor	Minor2	17	48.0	144

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SOUTH AFRICA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	17,408	18,121	19,121	20,174	21,118	4.1%	5.5%	5.5%	4.7%
<b>Sales (\$Millions)</b>	4,083	4,161	4,518	4,748	4,916	1.9%	8.6%	5.1%	3.5%
<b>Employment</b>	115,390	120,115	126,747	133,724	138,087	4.1%	5.5%	5.5%	3.3%
<b>Sales (RandsM)</b>	61,654	62,832	68,215	71,690	74,225	1.9%	8.6%	5.1%	3.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.23	0.23	0.24	0.24	0.23	-2.1%	2.9%	-0.4%	-1.1%
<b>Sales (\$) per Emp.</b>	35,385	34,642	35,642	35,503	35,598	-2.1%	2.9%	-0.4%	0.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rands(M)/Estab.</b>	3.54	3.47	3.57	3.55	3.51	-2.1%	2.9%	-0.4%	-1.1%
<b>Rands per Emp.</b>	534,313	523,099	538,198	536,101	537,526	-2.1%	2.9%	-0.4%	0.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	6,693	2,028	1,219	814	266	128	31	11	7,930	19,121
<b>2022</b>	7,062	2,140	1,286	859	281	135	33	12	8,366	20,174
<b>2023</b>	7,392	2,240	1,347	900	294	141	34	12	8,758	21,118
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	386	372	525	838	699	735	431	415	117	4,518
<b>2022</b>	405	391	551	881	735	772	453	436	123	4,748
<b>2023</b>	420	405	571	912	761	799	469	451	128	4,916
	Employment by Size of Firm									Total
<b>2021</b>	16,734	11,762	16,583	24,515	15,819	16,093	9,080	8,232	7,930	126,747
<b>2022</b>	17,655	12,409	17,495	25,865	16,690	16,979	9,580	8,685	8,366	133,724
<b>2023</b>	18,481	12,990	18,314	27,075	17,471	17,773	8,132	9,092	8,758	138,087

# SOUTH AFRICA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,102	1,693.4	56,185
Electric power systems contractors	Minor1	141	254.1	1,425
Cogeneration specialization	Minor2	5	1.3	129
Computer power conditioning	Minor2	5	0.9	22
Standby or emergency power specialization	Minor2	10	2.1	84
Switchgear and related devices installation	Minor2	5	4.0	76
Electronic controls installation	Minor1	170	46.8	1,336
Computerized controls installation	Minor2	21	22.5	349
Energy management controls	Minor2	106	66.5	1,074
Environmental system control installation	Minor2	28	34.6	320
Communications specialization	Minor1	296	107.3	3,090
Cable television installation	Minor2	107	35.3	1,408
Fiber optic cable installation	Minor2	118	45.0	1,320
Sound equipment specialization	Minor2	670	37.4	1,443
Telephone and telephone equipment	Minor2	350	102.3	3,095
Voice, data, and video wiring contractor	Minor2	93	32.1	983
Safety and security specialization	Minor1	234	44.2	1,908
Access control systems specialization	Minor2	38	13.4	334
Closed circuit television installation	Minor2	18	4.9	165
Fire detection and burglar alarm systems	Minor2	477	107.4	4,293
Banking machine installation and service	Minor2	16	5.6	153
Computer installation	Minor2	116	21.3	690
General electrical contractor	Minor2	4,932	2,025.5	52,883
Lighting contractor	Minor2	115	39.9	958

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SOUTH KOREA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	25,249	25,747	26,901	28,103	29,129	2.0%	4.5%	4.5%	3.7%
<b>Sales (\$Millions)</b>	22,899	23,784	26,357	28,230	29,787	3.9%	10.8%	7.1%	5.5%
<b>Employment</b>	167,367	170,667	178,319	186,287	190,472	2.0%	4.5%	4.5%	2.2%
<b>Sales (WonB)</b>	24,982	25,948	28,756	30,799	32,497	3.9%	10.8%	7.1%	5.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.91	0.92	0.98	1.00	1.02	1.9%	6.1%	2.5%	1.8%
<b>Sales (\$) per Emp.</b>	136,817	139,359	147,808	151,541	156,383	1.9%	6.1%	2.5%	3.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Won(B)/Estab.</b>	0.99	1.01	1.07	1.10	1.12	1.9%	6.1%	2.5%	1.8%
<b>Won per Emp.</b>	149,268	152,041	161,259	165,331	170,614	1.9%	6.1%	2.5%	3.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	9,417	2,853	1,715	1,146	375	180	44	15	11,157	26,901
<b>2022</b>	9,838	2,981	1,792	1,197	391	188	46	16	11,655	28,103
<b>2023</b>	10,197	3,089	1,858	1,241	406	194	48	17	12,081	29,129
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	2,250	2,170	3,060	4,889	4,078	4,287	2,517	2,420	685	26,357
<b>2022</b>	2,410	2,324	3,278	5,237	4,368	4,591	2,695	2,592	734	28,230
<b>2023</b>	2,543	2,452	3,458	5,526	4,609	4,844	2,844	2,735	775	29,787
	Employment by Size of Firm									Total
<b>2021</b>	23,542	16,548	23,330	34,490	22,255	22,641	12,774	11,582	11,157	178,319
<b>2022</b>	24,594	17,287	24,372	36,031	23,250	23,652	13,345	12,099	11,655	186,287
<b>2023</b>	25,492	17,918	25,262	37,347	24,099	24,516	11,217	12,541	12,081	190,472

# SOUTH KOREA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	16,859	10,068.8	78,269
Electric power systems contractors	Minor1	196	1,510.8	1,986
Cogeneration specialization	Minor2	7	7.8	180
Computer power conditioning	Minor2	7	5.5	31
Standby or emergency power specialization	Minor2	13	12.5	118
Switchgear and related devices installation	Minor2	7	23.9	106
Electronic controls installation	Minor1	237	278.2	1,862
Computerized controls installation	Minor2	30	133.8	486
Energy management controls	Minor2	148	395.4	1,496
Environmental system control installation	Minor2	39	205.6	446
Communications specialization	Minor1	412	637.8	4,305
Cable television installation	Minor2	149	209.8	1,962
Fiber optic cable installation	Minor2	165	267.4	1,839
Sound equipment specialization	Minor2	934	222.3	2,010
Telephone and telephone equipment	Minor2	488	608.6	4,312
Voice, data, and video wiring contractor	Minor2	129	191.1	1,369
Safety and security specialization	Minor1	326	262.7	2,659
Access control systems specialization	Minor2	53	79.8	465
Closed circuit television installation	Minor2	25	29.0	230
Fire detection and burglar alarm systems	Minor2	665	638.4	5,981
Banking machine installation and service	Minor2	22	33.2	213
Computer installation	Minor2	162	126.6	961
General electrical contractor	Minor2	6,871	12,043.6	73,669
Lighting contractor	Minor2	160	237.4	1,335

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SPAIN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	19,260	19,537	20,331	21,153	21,837	1.4%	4.1%	4.0%	3.2%
<b>Sales (\$Millions)</b>	17,193	17,944	19,988	21,345	22,302	4.4%	11.4%	6.8%	4.5%
<b>Employment</b>	127,669	129,504	134,764	140,217	142,788	1.4%	4.1%	4.0%	1.8%
<b>Sales (EurosM)</b>	14,098	14,714	16,390	17,503	18,288	4.4%	11.4%	6.8%	4.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.89	0.92	0.98	1.01	1.02	2.9%	7.0%	2.6%	1.2%
<b>Sales (\$) per Emp.</b>	134,671	138,557	148,317	152,226	156,192	2.9%	7.0%	2.6%	2.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.73	0.75	0.81	0.83	0.84	2.9%	7.0%	2.6%	1.2%
<b>Euros per Emp.</b>	110,430	113,617	121,620	124,825	128,077	2.9%	7.0%	2.6%	2.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	7,117	2,156	1,296	866	283	136	33	12	8,432	20,331
<b>2022</b>	7,405	2,243	1,349	901	295	141	35	12	8,773	21,153
<b>2023</b>	7,644	2,316	1,392	930	304	146	36	12	9,056	21,837
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	1,707	1,645	2,321	3,708	3,093	3,251	1,909	1,835	520	19,988
<b>2022</b>	1,822	1,757	2,478	3,960	3,303	3,471	2,038	1,960	555	21,345
<b>2023</b>	1,904	1,836	2,589	4,137	3,451	3,627	2,130	2,048	580	22,302
	Employment by Size of Firm									Total
<b>2021</b>	17,792	12,506	17,631	26,066	16,819	17,111	9,654	8,753	8,432	134,764
<b>2022</b>	18,512	13,012	18,345	27,121	17,500	17,803	10,045	9,107	8,773	140,217
<b>2023</b>	19,110	13,432	18,938	27,997	18,066	18,378	8,409	9,401	9,056	142,788



# SPAIN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,689	7,613.0	58,912
Electric power systems contractors	Minor1	148	1,142.3	1,495
Cogeneration specialization	Minor2	5	5.9	136
Computer power conditioning	Minor2	5	4.1	23
Standby or emergency power specialization	Minor2	10	9.5	88
Switchgear and related devices installation	Minor2	5	18.1	80
Electronic controls installation	Minor1	178	210.4	1,401
Computerized controls installation	Minor2	22	101.2	366
Energy management controls	Minor2	111	298.9	1,126
Environmental system control installation	Minor2	30	155.5	335
Communications specialization	Minor1	310	482.3	3,240
Cable television installation	Minor2	112	158.6	1,477
Fiber optic cable installation	Minor2	124	202.2	1,384
Sound equipment specialization	Minor2	703	168.1	1,513
Telephone and telephone equipment	Minor2	367	460.1	3,245
Voice, data, and video wiring contractor	Minor2	97	144.5	1,030
Safety and security specialization	Minor1	245	198.6	2,001
Access control systems specialization	Minor2	40	60.3	350
Closed circuit television installation	Minor2	19	21.9	173
Fire detection and burglar alarm systems	Minor2	501	482.7	4,502
Banking machine installation and service	Minor2	17	25.1	160
Computer installation	Minor2	122	95.7	723
General electrical contractor	Minor2	5,172	9,106.1	55,450
Lighting contractor	Minor2	121	179.5	1,005

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SWEDEN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	4,314	4,408	4,616	4,832	5,020	2.2%	4.7%	4.7%	3.9%
<b>Sales (\$Millions)</b>	6,646	6,971	7,808	8,381	8,802	4.9%	12.0%	7.3%	5.0%
<b>Employment</b>	28,593	29,217	30,595	32,032	32,825	2.2%	4.7%	4.7%	2.5%
<b>Sales (KronasM)</b>	56,092	58,838	65,900	70,732	74,285	4.9%	12.0%	7.3%	5.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.54	1.58	1.69	1.73	1.75	2.7%	7.0%	2.5%	1.1%
<b>Sales (\$) per Emp.</b>	232,433	238,604	255,209	261,629	268,140	2.7%	7.0%	2.5%	2.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kronas(M)/Estab.</b>	13.00	13.35	14.28	14.64	14.80	2.7%	7.0%	2.5%	1.1%
<b>Kronas per Emp.</b>	1,961,735	2,013,815	2,153,964	2,208,150	2,263,103	2.7%	7.0%	2.5%	2.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,616	490	294	197	64	31	8	3	1,914	4,616
<b>2022</b>	1,692	513	308	206	67	32	8	3	2,004	4,832
<b>2023</b>	1,757	532	320	214	70	34	8	3	2,082	5,020
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	667	643	907	1,448	1,208	1,270	746	717	203	7,808
<b>2022</b>	716	690	973	1,555	1,297	1,363	800	770	218	8,381
<b>2023</b>	751	725	1,022	1,633	1,362	1,431	840	808	229	8,802
	Employment by Size of Firm									Total
<b>2021</b>	4,039	2,839	4,003	5,918	3,818	3,885	2,192	1,987	1,914	30,595
<b>2022</b>	4,229	2,973	4,191	6,196	3,998	4,067	2,295	2,081	2,004	32,032
<b>2023</b>	4,393	3,088	4,353	6,436	4,153	4,225	1,933	2,161	2,082	32,825

# SWEDEN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,899	2,989.1	13,458
Electric power systems contractors	Minor1	34	448.5	341
Cogeneration specialization	Minor2	1	2.3	31
Computer power conditioning	Minor2	1	1.6	5
Standby or emergency power specialization	Minor2	2	3.7	20
Switchgear and related devices installation	Minor2	1	7.1	18
Electronic controls installation	Minor1	41	82.6	320
Computerized controls installation	Minor2	5	39.7	84
Energy management controls	Minor2	25	117.4	257
Environmental system control installation	Minor2	7	61.0	77
Communications specialization	Minor1	71	189.4	740
Cable television installation	Minor2	26	62.3	337
Fiber optic cable installation	Minor2	28	79.4	316
Sound equipment specialization	Minor2	161	66.0	346
Telephone and telephone equipment	Minor2	84	180.7	741
Voice, data, and video wiring contractor	Minor2	22	56.7	235
Safety and security specialization	Minor1	56	78.0	457
Access control systems specialization	Minor2	9	23.7	80
Closed circuit television installation	Minor2	4	8.6	40
Fire detection and burglar alarm systems	Minor2	114	189.5	1,028
Banking machine installation and service	Minor2	4	9.9	37
Computer installation	Minor2	28	37.6	165
General electrical contractor	Minor2	1,181	3,575.4	12,668
Lighting contractor	Minor2	28	70.5	229

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# SWITZERLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	3,901	4,007	4,203	4,407	4,586	2.7%	4.9%	4.9%	4.0%
<b>Sales (\$Millions)</b>	8,891	9,095	9,914	10,458	10,869	2.3%	9.0%	5.5%	3.9%
<b>Employment</b>	25,856	26,563	27,860	29,215	29,985	2.7%	4.9%	4.9%	2.6%
<b>Sales (SFrancsM)</b>	7,913	8,095	8,824	9,308	9,673	2.3%	9.0%	5.5%	3.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	2.28	2.27	2.36	2.37	2.37	-0.4%	3.9%	0.6%	-0.1%
<b>Sales (\$) per Emp.</b>	343,874	342,393	355,864	357,978	362,471	-0.4%	3.9%	0.6%	1.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>SFrancs(M)/Estab.</b>	2.03	2.02	2.10	2.11	2.11	-0.4%	3.9%	0.6%	-0.1%
<b>SFrancs per Emp.</b>	306,048	304,730	316,719	318,600	322,599	-0.4%	3.9%	0.6%	1.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	1,471	446	268	179	59	28	7	2	1,743	4,203
<b>2022</b>	1,543	467	281	188	61	29	7	3	1,828	4,407
<b>2023</b>	1,605	486	292	195	64	31	7	3	1,902	4,586
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	846	816	1,151	1,839	1,534	1,612	947	910	258	9,914
<b>2022</b>	893	861	1,214	1,940	1,618	1,701	999	960	272	10,458
<b>2023</b>	928	895	1,262	2,016	1,682	1,768	1,038	998	283	10,869
	Employment by Size of Firm									Total
<b>2021</b>	3,678	2,585	3,645	5,389	3,477	3,537	1,996	1,810	1,743	27,860
<b>2022</b>	3,857	2,711	3,822	5,651	3,646	3,709	2,093	1,898	1,828	29,215
<b>2023</b>	4,013	2,821	3,977	5,879	3,794	3,859	1,766	1,974	1,902	29,985

# SWITZERLAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,644	3,730.2	12,275
Electric power systems contractors	Minor1	31	559.7	311
Cogeneration specialization	Minor2	1	2.9	28
Computer power conditioning	Minor2	1	2.0	5
Standby or emergency power specialization	Minor2	2	4.6	18
Switchgear and related devices installation	Minor2	1	8.9	17
Electronic controls installation	Minor1	37	103.1	292
Computerized controls installation	Minor2	5	49.6	76
Energy management controls	Minor2	23	146.5	235
Environmental system control installation	Minor2	6	76.2	70
Communications specialization	Minor1	65	236.3	675
Cable television installation	Minor2	23	77.7	308
Fiber optic cable installation	Minor2	26	99.1	288
Sound equipment specialization	Minor2	146	82.4	315
Telephone and telephone equipment	Minor2	76	225.5	676
Voice, data, and video wiring contractor	Minor2	20	70.8	215
Safety and security specialization	Minor1	51	97.3	417
Access control systems specialization	Minor2	8	29.6	73
Closed circuit television installation	Minor2	4	10.7	36
Fire detection and burglar alarm systems	Minor2	104	236.5	938
Banking machine installation and service	Minor2	3	12.3	33
Computer installation	Minor2	25	46.9	151
General electrical contractor	Minor2	1,078	4,461.8	11,554
Lighting contractor	Minor2	25	87.9	209

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# TAIWAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	12,685	12,857	13,389	13,941	14,402	1.4%	4.1%	4.1%	3.3%
<b>Sales (\$Millions)</b>	7,053	7,278	8,010	8,524	8,937	3.2%	10.1%	6.4%	4.8%
<b>Employment</b>	84,081	85,227	88,753	92,412	94,175	1.4%	4.1%	4.1%	1.9%
<b>Sales (DollarsM)</b>	200,298	206,708	227,486	242,092	253,811	3.2%	10.1%	6.4%	4.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.56	0.57	0.60	0.61	0.62	1.8%	5.7%	2.2%	1.5%
<b>Sales (\$) per Emp.</b>	83,880	85,401	90,251	92,243	94,898	1.8%	5.7%	2.2%	2.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	15.79	16.08	16.99	17.37	17.62	1.8%	5.7%	2.2%	1.5%
<b>Dollars per Emp.</b>	2,382,197	2,425,380	2,563,119	2,619,708	2,695,099	1.8%	5.7%	2.2%	2.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	4,687	1,420	854	570	186	89	22	8	5,553	13,389
<b>2022</b>	4,880	1,479	889	594	194	93	23	8	5,782	13,941
<b>2023</b>	5,042	1,527	918	613	201	96	24	8	5,973	14,402
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	684	659	930	1,486	1,239	1,303	765	736	208	8,010
<b>2022</b>	728	702	990	1,581	1,319	1,386	814	783	222	8,524
<b>2023</b>	763	736	1,038	1,658	1,383	1,454	853	821	232	8,937
	Employment by Size of Firm									Total
<b>2021</b>	11,718	8,236	11,612	17,167	11,077	11,269	6,358	5,765	5,553	88,753
<b>2022</b>	12,200	8,576	12,090	17,874	11,534	11,733	6,620	6,002	5,782	92,412
<b>2023</b>	12,604	8,859	12,490	18,465	11,915	12,121	5,546	6,201	5,973	94,175

# TAIWAN

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,363	3,040.4	38,827
Electric power systems contractors	Minor1	97	456.2	985
Cogeneration specialization	Minor2	3	2.4	89
Computer power conditioning	Minor2	3	1.7	15
Standby or emergency power specialization	Minor2	7	3.8	58
Switchgear and related devices installation	Minor2	4	7.2	53
Electronic controls installation	Minor1	118	84.0	923
Computerized controls installation	Minor2	15	40.4	241
Energy management controls	Minor2	73	119.4	742
Environmental system control installation	Minor2	19	62.1	221
Communications specialization	Minor1	204	192.6	2,135
Cable television installation	Minor2	74	63.3	973
Fiber optic cable installation	Minor2	82	80.8	912
Sound equipment specialization	Minor2	463	67.1	997
Telephone and telephone equipment	Minor2	242	183.8	2,139
Voice, data, and video wiring contractor	Minor2	64	57.7	679
Safety and security specialization	Minor1	162	79.3	1,319
Access control systems specialization	Minor2	26	24.1	231
Closed circuit television installation	Minor2	12	8.8	114
Fire detection and burglar alarm systems	Minor2	330	192.8	2,967
Banking machine installation and service	Minor2	11	10.0	106
Computer installation	Minor2	80	38.2	477
General electrical contractor	Minor2	3,409	3,636.7	36,545
Lighting contractor	Minor2	79	71.7	662

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# THAILAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	35,586	35,770	37,220	38,723	39,972	0.5%	4.1%	4.0%	3.2%
<b>Sales (\$Millions)</b>	6,953	7,243	8,051	8,647	9,150	4.2%	11.2%	7.4%	5.8%
<b>Employment</b>	235,889	237,106	246,719	256,683	261,371	0.5%	4.1%	4.0%	1.8%
<b>Sales (BahtsM)</b>	209,299	218,007	242,332	260,285	275,413	4.2%	11.2%	7.4%	5.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.20	0.20	0.22	0.22	0.23	3.6%	6.8%	3.2%	2.5%
<b>Sales (\$) per Emp.</b>	29,478	30,547	32,632	33,689	35,007	3.6%	6.8%	3.2%	3.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Bahts(M)/Estab.</b>	5.88	6.09	6.51	6.72	6.89	3.6%	6.8%	3.2%	2.5%
<b>Bahts per Emp.</b>	887,276	919,450	982,215	1,014,032	1,053,723	3.6%	6.8%	3.2%	3.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	13,029	3,947	2,373	1,585	518	248	61	21	15,436	37,220
<b>2022</b>	13,555	4,107	2,469	1,649	539	258	63	22	16,059	38,723
<b>2023</b>	13,992	4,239	2,549	1,703	557	267	65	23	16,577	39,972
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	687	663	935	1,494	1,246	1,309	769	739	209	8,051
<b>2022</b>	738	712	1,004	1,604	1,338	1,406	826	794	225	8,647
<b>2023</b>	781	753	1,062	1,697	1,416	1,488	874	840	238	9,150
	Employment by Size of Firm									Total
<b>2021</b>	32,573	22,895	32,279	47,720	30,792	31,326	17,674	16,024	15,436	246,719
<b>2022</b>	33,888	23,820	33,582	49,647	32,036	32,591	18,388	16,672	16,059	256,683
<b>2023</b>	34,981	24,588	34,665	51,248	33,069	33,642	15,392	17,209	16,577	261,371



# THAILAND

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	23,229	3,084.2	107,846
Electric power systems contractors	Minor1	270	462.8	2,736
Cogeneration specialization	Minor2	9	2.4	248
Computer power conditioning	Minor2	9	1.7	42
Standby or emergency power specialization	Minor2	18	3.8	162
Switchgear and related devices installation	Minor2	10	7.3	146
Electronic controls installation	Minor1	327	85.2	2,565
Computerized controls installation	Minor2	41	41.0	670
Energy management controls	Minor2	204	121.1	2,062
Environmental system control installation	Minor2	54	63.0	614
Communications specialization	Minor1	568	195.4	5,931
Cable television installation	Minor2	205	64.3	2,703
Fiber optic cable installation	Minor2	227	81.9	2,534
Sound equipment specialization	Minor2	1,287	68.1	2,769
Telephone and telephone equipment	Minor2	672	186.4	5,941
Voice, data, and video wiring contractor	Minor2	178	58.5	1,886
Safety and security specialization	Minor1	449	80.5	3,663
Access control systems specialization	Minor2	73	24.4	641
Closed circuit television installation	Minor2	35	8.9	317
Fire detection and burglar alarm systems	Minor2	916	195.6	8,241
Banking machine installation and service	Minor2	31	10.2	294
Computer installation	Minor2	224	38.8	1,324
General electrical contractor	Minor2	9,468	3,689.2	101,508
Lighting contractor	Minor2	221	72.7	1,839

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# TURKEY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	30,252	31,293	32,928	34,642	36,160	3.4%	5.2%	5.2%	4.4%
<b>Sales (\$Millions)</b>	8,510	8,992	10,150	10,974	11,610	5.7%	12.9%	8.1%	5.8%
<b>Employment</b>	200,530	207,433	218,265	229,628	236,446	3.4%	5.2%	5.2%	3.0%
<b>Sales (LirasM)</b>	66,210	69,957	78,969	85,379	90,327	5.7%	12.9%	8.1%	5.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.28	0.29	0.31	0.32	0.32	2.1%	7.3%	2.8%	1.4%
<b>Sales (\$) per Emp.</b>	42,439	43,349	46,504	47,791	49,103	2.1%	7.3%	2.8%	2.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Liras(M)/Estab.</b>	2.19	2.24	2.40	2.46	2.50	2.1%	7.3%	2.8%	1.4%
<b>Liras per Emp.</b>	330,176	337,252	361,801	371,816	382,020	2.1%	7.3%	2.8%	2.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	11,526	3,492	2,100	1,403	459	220	54	19	13,656	32,928
<b>2022</b>	12,126	3,674	2,209	1,476	482	231	57	20	14,367	34,642
<b>2023</b>	12,658	3,835	2,306	1,540	504	241	59	21	14,996	36,160
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	867	836	1,179	1,883	1,571	1,651	969	932	264	10,150
<b>2022</b>	937	903	1,274	2,036	1,698	1,785	1,048	1,008	285	10,974
<b>2023</b>	991	956	1,348	2,154	1,797	1,888	1,109	1,066	302	11,610
	Employment by Size of Firm									Total
<b>2021</b>	28,816	20,255	28,556	42,216	27,241	27,713	15,636	14,176	13,656	218,265
<b>2022</b>	30,316	21,309	30,043	44,414	28,659	29,155	16,450	14,914	14,367	229,628
<b>2023</b>	31,645	22,243	31,359	46,361	29,915	30,433	13,925	15,568	14,996	236,446

# TURKEY

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	20,781	3,914.2	96,478
Electric power systems contractors	Minor1	242	587.3	2,448
Cogeneration specialization	Minor2	8	3.0	222
Computer power conditioning	Minor2	8	2.1	38
Standby or emergency power specialization	Minor2	16	4.9	145
Switchgear and related devices installation	Minor2	9	9.3	131
Electronic controls installation	Minor1	292	108.2	2,295
Computerized controls installation	Minor2	37	52.0	599
Energy management controls	Minor2	183	153.7	1,845
Environmental system control installation	Minor2	48	79.9	549
Communications specialization	Minor1	508	248.0	5,306
Cable television installation	Minor2	183	81.5	2,418
Fiber optic cable installation	Minor2	203	104.0	2,267
Sound equipment specialization	Minor2	1,151	86.4	2,477
Telephone and telephone equipment	Minor2	601	236.6	5,315
Voice, data, and video wiring contractor	Minor2	159	74.3	1,687
Safety and security specialization	Minor1	402	102.1	3,277
Access control systems specialization	Minor2	65	31.0	573
Closed circuit television installation	Minor2	31	11.3	284
Fire detection and burglar alarm systems	Minor2	820	248.2	7,372
Banking machine installation and service	Minor2	27	12.9	263
Computer installation	Minor2	200	49.2	1,184
General electrical contractor	Minor2	8,470	4,681.9	90,809
Lighting contractor	Minor2	197	92.3	1,645

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# UKRAINE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	21,240	21,383	22,173	22,989	23,649	0.7%	3.7%	3.7%	2.9%
<b>Sales (\$Millions)</b>	1,607	1,562	1,612	1,602	1,558	-2.8%	3.2%	-0.6%	-2.7%
<b>Employment</b>	140,792	141,740	146,980	152,389	154,639	0.7%	3.7%	3.7%	1.5%
<b>Sales (HryvnaM)</b>	45,480	44,211	45,606	45,347	44,101	-2.8%	3.2%	-0.6%	-2.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.08	0.07	0.07	0.07	0.07	-3.4%	-0.5%	-4.1%	-5.5%
<b>Sales (\$) per Emp.</b>	11,414	11,022	10,964	10,515	10,077	-3.4%	-0.5%	-4.1%	-4.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Hryvna(M)/Estab.</b>	2.14	2.07	2.06	1.97	1.86	-3.4%	-0.5%	-4.1%	-5.5%
<b>Hryvna per Emp.</b>	323,027	311,912	310,291	297,572	285,189	-3.4%	-0.5%	-4.1%	-4.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	7,762	2,352	1,414	944	309	148	36	13	9,196	22,173
<b>2022</b>	8,048	2,438	1,466	979	320	153	38	13	9,534	22,989
<b>2023</b>	8,278	2,508	1,508	1,007	329	158	39	14	9,808	23,649
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	138	133	187	299	249	262	154	148	42	1,612
<b>2022</b>	137	132	186	297	248	261	153	147	42	1,602
<b>2023</b>	133	128	181	289	241	253	149	143	41	1,558
	Employment by Size of Firm									Total
<b>2021</b>	19,405	13,640	19,230	28,429	18,344	18,662	10,529	9,546	9,196	146,980
<b>2022</b>	20,119	14,142	19,937	29,475	19,019	19,349	10,917	9,898	9,534	152,389
<b>2023</b>	20,696	14,547	20,509	30,321	19,565	19,904	9,107	10,182	9,808	154,639

# UKRAINE

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,791	571.5	64,026
Electric power systems contractors	Minor1	161	85.8	1,624
Cogeneration specialization	Minor2	5	0.4	147
Computer power conditioning	Minor2	5	0.3	25
Standby or emergency power specialization	Minor2	11	0.7	96
Switchgear and related devices installation	Minor2	6	1.4	87
Electronic controls installation	Minor1	194	15.8	1,523
Computerized controls installation	Minor2	24	7.6	398
Energy management controls	Minor2	121	22.4	1,224
Environmental system control installation	Minor2	32	11.7	365
Communications specialization	Minor1	337	36.2	3,521
Cable television installation	Minor2	122	11.9	1,605
Fiber optic cable installation	Minor2	135	15.2	1,504
Sound equipment specialization	Minor2	764	12.6	1,644
Telephone and telephone equipment	Minor2	399	34.5	3,527
Voice, data, and video wiring contractor	Minor2	106	10.8	1,120
Safety and security specialization	Minor1	267	14.9	2,175
Access control systems specialization	Minor2	43	4.5	381
Closed circuit television installation	Minor2	21	1.6	188
Fire detection and burglar alarm systems	Minor2	544	36.2	4,893
Banking machine installation and service	Minor2	18	1.9	174
Computer installation	Minor2	133	7.2	786
General electrical contractor	Minor2	5,621	683.6	60,264
Lighting contractor	Minor2	131	13.5	1,092

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# UNITED ARAB EMIRATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	5,443	5,732	6,051	6,385	6,686	5.3%	5.6%	5.5%	4.7%
<b>Sales (\$Millions)</b>	6,449	6,774	7,599	8,168	8,590	5.0%	12.2%	7.5%	5.2%
<b>Employment</b>	36,078	37,997	40,107	42,327	43,720	5.3%	5.6%	5.5%	3.3%
<b>Sales (DirhamM)</b>	23,667	24,861	27,887	29,975	31,526	5.0%	12.2%	7.5%	5.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.18	1.18	1.26	1.28	1.28	-0.3%	6.3%	1.8%	0.4%
<b>Sales (\$) per Emp.</b>	178,742	178,276	189,462	192,965	196,482	-0.3%	6.3%	1.8%	1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dirham(M)/Estab.</b>	4.35	4.34	4.61	4.69	4.72	-0.3%	6.3%	1.8%	0.4%
<b>Dirham per Emp.</b>	655,984	654,272	695,325	708,180	721,088	-0.3%	6.3%	1.8%	1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	2,118	642	386	258	84	40	10	3	2,509	6,051
<b>2022</b>	2,235	677	407	272	89	43	10	4	2,648	6,385
<b>2023</b>	2,341	709	426	285	93	45	11	4	2,773	6,686
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	649	625	882	1,410	1,176	1,236	726	698	198	7,599
<b>2022</b>	697	672	948	1,515	1,264	1,328	780	750	212	8,168
<b>2023</b>	733	707	997	1,594	1,329	1,397	820	789	223	8,590
	Employment by Size of Firm									Total
<b>2021</b>	5,295	3,722	5,247	7,757	5,006	5,092	2,873	2,605	2,509	40,107
<b>2022</b>	5,588	3,928	5,538	8,187	5,283	5,374	3,032	2,749	2,648	42,327
<b>2023</b>	5,851	4,113	5,799	8,572	5,531	5,627	2,575	2,879	2,773	43,720

# UNITED ARAB EMIRATES

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,831	2,913.1	17,784
Electric power systems contractors	Minor1	45	437.1	451
Cogeneration specialization	Minor2	2	2.3	41
Computer power conditioning	Minor2	2	1.6	7
Standby or emergency power specialization	Minor2	3	3.6	27
Switchgear and related devices installation	Minor2	2	6.9	24
Electronic controls installation	Minor1	54	80.5	423
Computerized controls installation	Minor2	7	38.7	110
Energy management controls	Minor2	34	114.4	340
Environmental system control installation	Minor2	9	59.5	101
Communications specialization	Minor1	94	184.5	978
Cable television installation	Minor2	34	60.7	446
Fiber optic cable installation	Minor2	37	77.4	418
Sound equipment specialization	Minor2	212	64.3	457
Telephone and telephone equipment	Minor2	111	176.1	980
Voice, data, and video wiring contractor	Minor2	29	55.3	311
Safety and security specialization	Minor1	74	76.0	604
Access control systems specialization	Minor2	12	23.1	106
Closed circuit television installation	Minor2	6	8.4	52
Fire detection and burglar alarm systems	Minor2	151	184.7	1,359
Banking machine installation and service	Minor2	5	9.6	48
Computer installation	Minor2	37	36.6	218
General electrical contractor	Minor2	1,561	3,484.5	16,739
Lighting contractor	Minor2	36	68.7	303

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# UNITED KINGDOM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	27,556	28,235	29,551	30,924	32,107	2.5%	4.7%	4.6%	3.8%
<b>Sales (\$Millions)</b>	32,795	33,825	37,201	39,567	41,459	3.1%	10.0%	6.4%	4.8%
<b>Employment</b>	182,656	187,158	195,882	204,982	209,944	2.5%	4.7%	4.6%	2.4%
<b>Sales (PoundsM)</b>	24,268	25,030	27,529	29,280	30,679	3.1%	10.0%	6.4%	4.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.19	1.20	1.26	1.28	1.29	0.7%	5.1%	1.6%	0.9%
<b>Sales (\$) per Emp.</b>	179,543	180,727	189,917	193,027	197,475	0.7%	5.1%	1.6%	2.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	0.88	0.89	0.93	0.95	0.96	0.7%	5.1%	1.6%	0.9%
<b>Pounds per Emp.</b>	132,862	133,738	140,538	142,840	146,131	0.7%	5.1%	1.6%	2.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	10,344	3,134	1,884	1,259	412	197	48	17	12,255	29,551
<b>2022</b>	10,825	3,280	1,972	1,317	431	206	50	18	12,825	30,924
<b>2023</b>	11,239	3,405	2,047	1,368	447	214	52	18	13,316	32,107
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	3,176	3,062	4,319	6,901	5,756	6,050	3,552	3,416	967	37,201
<b>2022</b>	3,378	3,257	4,594	7,340	6,123	6,435	3,778	3,633	1,029	39,567
<b>2023</b>	3,540	3,413	4,814	7,691	6,415	6,743	3,959	3,807	1,078	41,459
	Employment by Size of Firm									Total
<b>2021</b>	25,861	18,178	25,628	37,887	24,447	24,871	14,033	12,723	12,255	195,882
<b>2022</b>	27,062	19,022	26,818	39,647	25,583	26,026	14,684	13,314	12,825	204,982
<b>2023</b>	28,098	19,750	27,844	41,165	26,562	27,022	12,364	13,823	13,316	209,944



# UNITED KINGDOM

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,551	14,112.4	86,123
Electric power systems contractors	Minor1	216	2,117.5	2,185
Cogeneration specialization	Minor2	7	10.9	198
Computer power conditioning	Minor2	7	7.7	34
Standby or emergency power specialization	Minor2	15	17.5	129
Switchgear and related devices installation	Minor2	8	33.5	117
Electronic controls installation	Minor1	261	389.9	2,048
Computerized controls installation	Minor2	33	187.6	535
Energy management controls	Minor2	163	554.2	1,647
Environmental system control installation	Minor2	43	288.2	490
Communications specialization	Minor1	453	894.0	4,737
Cable television installation	Minor2	163	294.0	2,159
Fiber optic cable installation	Minor2	181	374.8	2,024
Sound equipment specialization	Minor2	1,028	311.6	2,211
Telephone and telephone equipment	Minor2	537	853.0	4,744
Voice, data, and video wiring contractor	Minor2	142	267.8	1,506
Safety and security specialization	Minor1	359	368.2	2,925
Access control systems specialization	Minor2	58	111.8	512
Closed circuit television installation	Minor2	28	40.6	253
Fire detection and burglar alarm systems	Minor2	732	894.8	6,581
Banking machine installation and service	Minor2	24	46.5	235
Computer installation	Minor2	179	177.4	1,057
General electrical contractor	Minor2	7,561	16,880.3	81,062
Lighting contractor	Minor2	176	332.7	1,469

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# UNITED STATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	130,413	133,268	139,346	145,678	151,108	2.2%	4.6%	4.5%	3.7%
<b>Sales (\$Millions)</b>	227,879	235,110	258,671	275,208	288,456	3.2%	10.0%	6.4%	4.8%
<b>Employment</b>	864,462	883,384	923,672	965,649	988,072	2.2%	4.6%	4.5%	2.3%
<b>Sales (DollarsM)</b>	227,879	235,110	258,671	275,208	288,456	3.2%	10.0%	6.4%	4.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	1.75	1.76	1.86	1.89	1.91	1.0%	5.2%	1.8%	1.0%
<b>Sales (\$) per Emp.</b>	263,608	266,148	280,046	284,998	291,938	1.0%	5.2%	1.8%	2.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.75	1.76	1.86	1.89	1.91	1.0%	5.2%	1.8%	1.0%
<b>Dollars per Emp.</b>	263,608	266,148	280,046	284,998	291,938	1.0%	5.2%	1.8%	2.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	48,778	14,779	8,886	5,935	1,941	930	227	80	57,790	139,346
<b>2022</b>	50,995	15,450	9,290	6,205	2,029	972	238	83	60,416	145,678
<b>2023</b>	52,896	16,026	9,636	6,436	2,105	1,009	247	86	62,668	151,108
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	22,085	21,293	30,034	47,985	40,026	42,070	24,699	23,753	6,726	258,671
<b>2022</b>	23,497	22,654	31,954	51,053	42,585	44,759	26,278	25,271	7,156	275,208
<b>2023</b>	24,628	23,744	33,492	53,511	44,635	46,914	27,543	26,488	7,501	288,456
	Employment by Size of Firm									Total
<b>2021</b>	121,946	85,715	120,846	178,655	115,280	117,277	66,170	59,993	57,790	923,672
<b>2022</b>	127,488	89,611	126,338	186,775	120,519	122,607	69,177	62,719	60,416	965,649
<b>2023</b>	132,240	92,951	131,046	193,736	125,011	127,176	58,188	65,057	62,668	988,072

# UNITED STATES

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	87,390	98,158.4	405,719
Electric power systems contractors	Minor1	1,018	14,728.3	10,293
Cogeneration specialization	Minor2	34	76.1	934
Computer power conditioning	Minor2	34	53.4	159
Standby or emergency power specialization	Minor2	69	121.9	609
Switchgear and related devices installation	Minor2	37	233.2	550
Electronic controls installation	Minor1	1,228	2,712.3	9,650
Computerized controls installation	Minor2	154	1,304.9	2,520
Energy management controls	Minor2	768	3,854.5	7,757
Environmental system control installation	Minor2	204	2,004.8	2,310
Communications specialization	Minor1	2,136	6,218.0	22,313
Cable television installation	Minor2	770	2,045.0	10,169
Fiber optic cable installation	Minor2	854	2,607.2	9,533
Sound equipment specialization	Minor2	4,841	2,167.2	10,418
Telephone and telephone equipment	Minor2	2,528	5,932.8	22,350
Voice, data, and video wiring contractor	Minor2	670	1,862.6	7,095
Safety and security specialization	Minor1	1,689	2,560.8	13,781
Access control systems specialization	Minor2	274	777.7	2,411
Closed circuit television installation	Minor2	130	282.7	1,194
Fire detection and burglar alarm systems	Minor2	3,447	6,223.9	31,003
Banking machine installation and service	Minor2	115	323.7	1,105
Computer installation	Minor2	841	1,233.8	4,979
General electrical contractor	Minor2	35,617	117,410.4	381,877
Lighting contractor	Minor2	830	2,314.1	6,918

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# VENEZUELA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	12,752	13,186	13,870	14,586	15,220	3.4%	5.2%	5.2%	4.3%
<b>Sales (\$Millions)</b>	5,118	4,967	5,114	5,076	4,928	-3.0%	3.0%	-0.7%	-2.9%
<b>Employment</b>	84,528	87,408	91,938	96,688	99,521	3.4%	5.2%	5.2%	2.9%
<b>Sales (BolivarsB)</b>	51,076	49,566	51,036	50,658	49,182	-3.0%	3.0%	-0.7%	-2.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.40	0.38	0.37	0.35	0.32	-6.2%	-2.1%	-5.6%	-7.0%
<b>Sales (\$) per Emp.</b>	60,546	56,820	55,623	52,499	49,517	-6.2%	-2.1%	-5.6%	-5.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Bolivars(B)/Estab.</b>	4.01	3.76	3.68	3.47	3.23	-6.2%	-2.1%	-5.6%	-7.0%
<b>Bolivars per Emp.</b>	604,254	567,062	555,115	523,937	494,185	-6.2%	-2.1%	-5.6%	-5.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	4,855	1,471	884	591	193	93	23	8	5,752	13,870
<b>2022</b>	5,106	1,547	930	621	203	97	24	8	6,049	14,586
<b>2023</b>	5,328	1,614	971	648	212	102	25	9	6,312	15,220
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	437	421	594	949	791	832	488	470	133	5,114
<b>2022</b>	433	418	589	942	785	826	485	466	132	5,076
<b>2023</b>	421	406	572	914	763	801	471	453	128	4,928
	Employment by Size of Firm									Total
<b>2021</b>	12,138	8,532	12,028	17,783	11,474	11,673	6,586	5,971	5,752	91,938
<b>2022</b>	12,765	8,972	12,650	18,701	12,067	12,276	6,926	6,280	6,049	96,688
<b>2023</b>	13,320	9,362	13,199	19,514	12,591	12,810	5,861	6,553	6,312	99,521

# VENEZUELA

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,750	1,810.5	40,624
Electric power systems contractors	Minor1	102	271.7	1,031
Cogeneration specialization	Minor2	3	1.4	94
Computer power conditioning	Minor2	3	1.0	16
Standby or emergency power specialization	Minor2	7	2.2	61
Switchgear and related devices installation	Minor2	4	4.3	55
Electronic controls installation	Minor1	123	50.0	966
Computerized controls installation	Minor2	15	24.1	252
Energy management controls	Minor2	77	71.1	777
Environmental system control installation	Minor2	20	37.0	231
Communications specialization	Minor1	214	114.7	2,234
Cable television installation	Minor2	77	37.7	1,018
Fiber optic cable installation	Minor2	86	48.1	954
Sound equipment specialization	Minor2	485	40.0	1,043
Telephone and telephone equipment	Minor2	253	109.4	2,238
Voice, data, and video wiring contractor	Minor2	67	34.4	710
Safety and security specialization	Minor1	169	47.2	1,380
Access control systems specialization	Minor2	27	14.3	241
Closed circuit television installation	Minor2	13	5.2	120
Fire detection and burglar alarm systems	Minor2	345	114.8	3,104
Banking machine installation and service	Minor2	12	6.0	111
Computer installation	Minor2	84	22.8	499
General electrical contractor	Minor2	3,566	2,165.5	38,236
Lighting contractor	Minor2	83	42.7	693

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

# VIETNAM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Establishments</b>	48,667	49,959	52,508	55,179	57,533	2.7%	5.1%	5.1%	4.3%
<b>Sales (\$Millions)</b>	3,282	3,528	4,057	4,496	4,909	7.5%	15.0%	10.8%	9.2%
<b>Employment</b>	322,599	331,157	348,057	365,763	376,198	2.7%	5.1%	5.1%	2.9%
<b>Sales (DongsB)</b>	75,862	81,541	93,760	103,913	113,446	7.5%	15.0%	10.8%	9.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2019	2020	2021	2022	2023	19-20	20-21	21-22	22-23
<b>Sales (\$M)/Estab.</b>	0.07	0.07	0.08	0.08	0.09	4.7%	9.4%	5.5%	4.7%
<b>Sales (\$) per Emp.</b>	10,175	10,654	11,656	12,293	13,048	4.7%	9.4%	5.5%	6.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dongs(B)/Estab.</b>	1.56	1.63	1.79	1.88	1.97	4.7%	9.4%	5.5%	4.7%
<b>Dongs per Emp.</b>	235,158	246,232	269,383	284,099	301,560	4.7%	9.4%	5.5%	6.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2021</b>	18,381	5,569	3,348	2,237	731	350	86	30	21,776	52,508
<b>2022</b>	19,316	5,852	3,519	2,350	769	368	90	32	22,884	55,179
<b>2023</b>	20,140	6,102	3,669	2,451	801	384	94	33	23,860	57,533
	Sales (\$Millions) by Size of Firm									Total
<b>2021</b>	346	334	471	753	628	660	387	373	105	4,057
<b>2022</b>	384	370	522	834	696	731	429	413	117	4,496
<b>2023</b>	419	404	570	911	760	798	469	451	128	4,909
	Employment by Size of Firm									Total
<b>2021</b>	45,952	32,299	45,537	67,321	43,440	44,192	24,934	22,606	21,776	348,057
<b>2022</b>	48,289	33,942	47,853	70,745	45,649	46,440	26,202	23,756	22,884	365,763
<b>2023</b>	50,349	35,390	49,895	73,763	47,597	48,421	22,155	24,770	23,860	376,198

# VIETNAM

## SUB-INDUSTRIES – 2022 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	33,101	1,603.7	153,676
Electric power systems contractors	Minor1	385	240.6	3,899
Cogeneration specialization	Minor2	13	1.2	354
Computer power conditioning	Minor2	13	0.9	60
Standby or emergency power specialization	Minor2	26	2.0	231
Switchgear and related devices installation	Minor2	14	3.8	208
Electronic controls installation	Minor1	465	44.3	3,655
Computerized controls installation	Minor2	58	21.3	955
Energy management controls	Minor2	291	63.0	2,938
Environmental system control installation	Minor2	77	32.8	875
Communications specialization	Minor1	809	101.6	8,452
Cable television installation	Minor2	292	33.4	3,852
Fiber optic cable installation	Minor2	323	42.6	3,611
Sound equipment specialization	Minor2	1,834	35.4	3,946
Telephone and telephone equipment	Minor2	957	96.9	8,465
Voice, data, and video wiring contractor	Minor2	254	30.4	2,688
Safety and security specialization	Minor1	640	41.8	5,220
Access control systems specialization	Minor2	104	12.7	913
Closed circuit television installation	Minor2	49	4.6	452
Fire detection and burglar alarm systems	Minor2	1,306	101.7	11,743
Banking machine installation and service	Minor2	44	5.3	419
Computer installation	Minor2	319	20.2	1,886
General electrical contractor	Minor2	13,491	1,918.2	144,645
Lighting contractor	Minor2	315	37.8	2,621

\*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

## DEFINITIONS AND TERMS

### Methodology

Barnes Reports' Global reports provide estimates of the size and characteristics of the largest industries in the world's largest countries. These estimates are produced by a proprietary economic model that is based on a number of sources and factors:

- The size and characteristics of the largest U.S. industries (based on the U.S. Bureau of the Census statistics, as well as other trade association and private research sources, inflation rates and industry trends).
- The relative revenue size and characteristics of other countries (based on GDP and proportion of economies based on manufacturing, services, agricultural and resource industries).
- The employment and establishment characteristics of each industry (based population estimates from the CIA World Factbook and Heritage Foundation's Index of Economic Freedom)
- Secondary sources from foreign countries are used to validate estimates published in our Global reports and adjust factors and weights in the Barnes Reports proprietary economic model.
- Local currency estimates are based on U.S. sales estimates and the most current currency exchange rates.

NAICS codes (North American Classification System codes) are used in each industry definition in order to aid report users in clarifying and standardizing the definitions of each industry.

### Number of Establishments

#### General Definition

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

#### Sector-Specific Information

Construction sector. Establishments are defined as a relatively permanent office or other place of business where the usual business activities related to construction are conducted. Establishments do not represent each project or construction site. Includes all establishments that were in business at any time during the year. It covers all full-year and part-year operations. Construction establishments which were inactive or idle for the entire year were not included. Establishments are based on a survey which included all large employers and a sample of the smaller ones.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors. An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 2007. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as



separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

Manufacturing sector. Includes all manufacturing establishments (plants) with one employee or more and establishments in operation at any time during the year.

Mining sector. Includes all mineral establishments with one employee or more and establishments in operation at any time during the year. Establishments in the crude petroleum and natural gas and support activities for mining represent statewide operations rather than those at a single physical location.

Real Estate and Rental and Leasing sector. Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g., airport locations) in the same metropolitan area for which a common fleet of cars is maintained are merged together and not considered as separate establishments.

Retail Trade sector. Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

Accommodation and Foodservices sector. Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling gifts/souvenirs within a hotel would be considered a separate retail establishment under the "gift, novelty, and souvenir stores" classification.

Auxiliaries sector. In the Standard Industrial Classification (SIC) system, auxiliary establishments (i.e., those establishments primarily serving other establishments of the same enterprise) were classified in the industry of the establishments served. In the North American Industry Classification System (NAICS), auxiliary establishments are classified according to the services performed rather than the industry served.

## **Sales, Shipments, Receipts, Revenue, or Business Done**

### General Definition

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census. The definition of each of these items is included in the information provided below.

### Sector-Specific Information

Construction sector - Includes the value of construction work and other business receipts for work done by establishments during the year. Included is new construction, additions and alterations or reconstruction, and maintenance and repair construction work. Also included is the value of any construction work done by the reporting establishments for themselves.

Speculative builders were instructed to include the value of buildings and other structures built or being built for sale in the current year but not sold. They were to include the costs of such construction plus normal profit. Also included is the cost of construction work done on buildings for rent or lease.

Establishments engaged in the sale and installation of such construction components as plumbing, heating, and central air-conditioning supplies and equipment; lumber and building materials; paint, glass, and wallpaper; electrical and wiring supplies; and elevators or escalators were instructed to include both the value for the installation and the receipts covering the price of the items installed.

Excluded was the cost of industrial and other specialized machinery and equipment, which are not an integral part of a structure.

Finance and Insurance sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, royalties, and net insurance premiums earned. Revenue from leasing property marketed under operating leases is included, as well as interest earned from property marketed in the census year under capital, finance, or full payout leases. Revenue also includes the total value of service contracts and amounts received for work subcontracted to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Information sector - Includes receipts from customers or clients for services rendered, from the use of

facilities, and from merchandise sold, whether or not payment was received. Receipts include royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property). Receipts also include the rental and leasing of vehicles, equipment, instruments, tools, etc.; total value of service contracts; market value of compensation received in lieu of cash; amounts received for work subcontracted to others; dues and assessments for members and affiliates; this establishment's share of receipts from departments, concessions, and vending and amusement machines operated by others. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, Subsidiaries, and branches are included. For public broadcast stations and libraries, include receipts from contributions, gifts, grants, and income from interest, rental of real estate, and dividends.

Receipts DO NOT include sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency. Also excluded are gross receipts collected on behalf of others; gross receipts or departments or concessions operated by others; sales of used equipment previously rented or leased to customers; proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale); contributions, gifts, grants, and income from interest, rental of real estate, and dividends EXCEPT for public broadcast stations and libraries; domestic intracompany transfers; receipts of foreign Subsidiaries; and other nonoperating income.

Management of Companies and Enterprises sector- For holding companies, revenue includes revenue of only the holding company establishment, including net investment income, interest, and dividends.

Manufacturing sector - Covers the received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap, and sales of products bought and resold without further processing. Included are all items made by or for the establishments from materials owned by it, whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of "all other costs" (including company overhead) and profit.

Mining sector - Includes the net selling values, f.o.b. mine or plant after discounts and allowances, excluding freight charges and excise taxes. Shipments includes all products physically shipped from the establishment during the year, including material withdrawn from stockpiles and products shipped on consignment, whether or not sold in the current year. Prepared material or concentrates includes preparation from ores mined at the same establishment, purchased, received from other operations of the same company, or received for milling on a custom or toll basis. For products transferred to other establishments of the same company or prepared on a custom basis, companies were requested to report the estimated value, not merely the cost of producing the items. Multiestablishment companies were asked to report value information for each establishment as if it were a separate economic unit. They were instructed to report the value of all products transferred to other plants of the company at their full economic value; to include, in addition to direct cost of production, a reasonable proportion of company overhead and profits.

For all establishments classified in an industry, value of shipments and receipts includes (1) the value of all primary products of the industry; (2) the value of secondary products which are primary to other industries; (3) the receipts for contract work done for others, except custom milling; and (4) the value of products purchased and resold without further processing. Receipts for custom milling are not included to avoid duplication with the value of custom milled ores included in an industry's primary and secondary products. Some duplication exists in industry and industry group totals because of the inclusion of materials transferred from one establishment to another for mineral preparation or resale.

Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - TAXABLE ESTABLISHMENTS: Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold whether or not payment was received. For advertising agencies, travel industries, and

other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services preformed for foreign parent firms, Subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts DO NOT include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign Subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts DO NOT include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

**TAX EXEMPT ESTABLISHMENTS:** Includes revenue from customers or clients for services rendered and merchandise, whether or not payment was received, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue. Revenue DOES NOT include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

**Real Estate and Rental and Leasing sector -** Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

**Retail Trade sector -** Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers, by establishments primarily engaged in retail trade.

Transportation and Warehousing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees for arranging the transportation of freight. Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Utilities sector - Includes revenue from all business activities whether or not payment was received in the census year.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Accommodation and Foodservices sector - Includes sales from customers for services rendered, from the use of facilities, and from merchandise sold. Also includes dues and assessments from members and affiliates. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Excludes sales from civic and social organizations, amusement and recreation parks, theaters, and other recreation or entertainment facilities providing food and beverage services.

## Number of Employees

### General Definition

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

### Sector-Specific Information

Construction and Manufacturing sectors. Comprises all full-time and part-time employees on the payrolls of establishments who worked or received pay for any part of the pay period including the 12th of March, May, August, and November, divided by 4.

Finance and Insurance sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - Includes all employees who were on the payroll during the pay period including March 12. Includes members of a professional service organization or association which operates under state professional corporation statutes and files a corporate Federal income tax return. Excludes employees of departments or concessions operated by other companies at the establishment.

Management of Companies and Enterprises sector. Includes all employees who were on the payroll during the pay period including March 12.

Mining sector. Also included are employees working for miners paid on a per ton, car, or yard basis.

Excluded are employees at the mine but on the payroll of another employer (such as employees of contractors) and employees at company stores, boardinghouses, bunkhouses, and recreational centers. Also excluded are members of the Armed Forces and pensioners carried on the active rolls but not working during the period. Includes all employees who were on the payroll during the pay period including March 12.

Real Estate and Rental and Leasing sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Retail Trade and Accommodation and Foodservices sectors. Includes all employees on the payroll during the pay period including March 12. Excludes employees of departments or concessions operated by other companies at the establishment.

Transportation and Warehousing sector. Includes all employees who were on the payroll during the pay period including March 12.

Utilities sector. Includes all employees who were on the payroll during the pay period including March 12.

