

ELECTRICAL CONTRACTORS INDUSTRY
NAICS 23821

2024 WORLD INDUSTRY & MARKET OUTLOOK

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

ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

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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)

2024 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	30,189	2,636	361,174	200,113	0.087	13,174	11.964	1,804.8
Argentina	21,000	4,992	498,229	139,204	0.238	35,863	23.725	3,579.1
Australia	12,710	18,780	25,165	84,250	1.478	222,909	1.980	298.7
Austria	4,561	7,026	6,057	30,233	1.541	232,413	1.328	200.3
Bangladesh	91,758	7,153	612,329	608,229	0.078	11,761	6.673	1,006.7
Belgium	5,557	8,051	6,940	36,837	1.449	218,554	1.249	188.4
Brazil	105,269	20,208	113,166	697,789	0.192	28,960	1.075	162.2
Canada	19,042	25,031	31,039	126,224	1.315	198,308	1.630	245.9
Chile*	10,032	4,271	3,476	66,499	0.426	64,222	0.347	52.3
China	741,899	283,042	1,808,640	4,917,780	0.382	57,555	2.438	367.8
Colombia*	22,528	3,783	14,252	149,328	0.168	25,336	0.633	95.4
Czech Republic	5,236	4,521	99,465	34,707	0.863	130,265	18.997	2,865.8
Denmark	2,850	5,488	35,124	18,895	1.925	290,459	12.322	1,858.9
Egypt	49,687	5,530	86,820	329,355	0.111	16,790	1.747	263.6
Finland	2,790	4,401	3,794	18,493	1.577	237,977	1.360	205.1
France	31,104	37,707	32,503	206,176	1.212	182,886	1.045	157.6
Germany	40,261	61,408	52,934	266,874	1.525	230,101	1.315	198.3
Greece	4,773	2,494	2,150	31,637	0.523	78,840	0.450	68.0
Hong Kong	3,261	4,374	33,680	21,617	1.341	202,340	10.328	1,558.0
Hungary*	4,630	2,635	817	30,691	0.569	85,856	0.176	26.6
India	623,943	43,329	3,232,374	4,135,896	0.069	10,476	5.181	781.5
Indonesia*	153,377	21,389	305,053	1,016,678	0.139	21,038	1.989	300.0
Iran*	41,867	3,136	131,781	277,523	0.075	11,299	3.148	474.8
Iraq*	25,191	3,417	4,986	166,980	0.136	20,466	0.198	29.9
Ireland	2,937	9,209	7,938	19,470	3.135	472,960	2.702	407.7
Israel	4,542	7,468	23,450	30,109	1.644	248,041	5.163	778.8
Italy	30,667	28,132	24,250	203,284	0.917	138,387	0.791	119.3
Japan*	65,274	79,330	8,964,264	432,679	1.215	183,346	137.332	20,718.0
Kazakhstan	11,195	2,634	1,127,239	74,205	0.235	35,493	100.695	15,190.9
Kuwait	2,990	1,868	562	19,822	0.625	94,251	0.188	28.4
Malaysia	20,176	6,697	27,725	133,742	0.332	50,074	1.374	207.3
Mexico	69,384	15,589	322,685	459,925	0.225	33,894	4.651	701.6

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

ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

2024 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	8,434	14,704	12,675	55,903	1.743	263,021	1.503	226.7
New Zealand	2,261	3,123	4,373	14,990	1.381	208,363	1.934	291.7
Nigeria	120,793	6,788	2,783,007	800,694	0.056	8,477	23.039	3,475.7
Norway	3,163	5,730	48,133	20,968	1.811	273,283	15.217	2,295.6
Pakistan	90,654	3,844	653,447	600,915	0.042	6,397	7.208	1,087.4
Peru	19,306	3,452	13,773	127,973	0.179	26,974	0.713	107.6
Phillipines	49,247	5,963	301,128	326,442	0.121	18,266	6.115	922.5
Poland	16,941	10,626	41,442	112,295	0.627	94,627	2.446	369.0
Portugal	5,112	3,722	3,208	33,886	0.728	109,834	0.628	94.7
Puerto Rico	2,148	1,754	1,754	14,240	0.817	123,200	0.817	123.2
Qatar	1,963	2,363	8,603	13,012	1.204	181,636	4.383	661.2
Romania	11,302	5,202	21,849	74,916	0.460	69,441	1.933	291.7
Russia	78,491	26,199	1,883,717	520,290	0.334	50,355	23.999	3,620.5
Saudi Arabia*	21,632	14,053	53	143,388	0.650	98,008	0.002	0.4
Singapore	3,269	6,178	8,279	21,666	1.890	285,152	2.533	382.1
South Africa	21,799	4,642	71,490	144,496	0.213	32,127	3.280	494.8
South Korea*	30,367	29,602	34,812	201,292	0.975	147,059	1.146	172.9
Spain	22,857	20,288	17,488	151,511	0.888	133,902	0.765	115.4
Sweden	5,222	8,018	68,153	34,613	1.536	231,651	13.052	1,969.0
Switzerland	4,762	11,978	10,900	31,569	2.515	379,434	2.289	345.3
Taiwan	15,064	10,455	290,652	99,856	0.694	104,702	19.294	2,910.7
Thailand	41,843	10,433	346,359	277,359	0.249	37,614	8.278	1,248.8
Turkey	37,432	8,837	83,956	248,125	0.236	35,617	2.243	338.4
Ukraine	24,841	3,138	82,209	164,664	0.126	19,055	3.309	499.3
UAE	6,900	7,136	26,190	45,737	1.034	156,028	3.796	572.6
United Kingdom	33,415	37,115	27,205	221,493	1.111	167,565	0.814	122.8
United States	157,413	312,794	312,794	1,043,434	1.987	299,774	1.987	299.8
Venezuela	15,761	4,856	2,123,323	104,476	0.308	46,481	134.717	20,323.5
Vietnam*	59,624	6,841	155,355	395,226	0.115	17,308	2.606	393.1

* 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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	25,488	27,493	28,849	30,189	31,751	7.9%	4.9%	4.6%	5.2%
Sales (\$Millions)	2,316	2,590	2,642	2,636	2,641	11.8%	2.0%	-0.2%	0.2%
Employment	168,953	182,243	191,229	200,113	207,618	7.9%	4.9%	4.6%	3.7%
Sales (DinarM)	317,275	354,822	361,948	361,174	361,843	11.8%	2.0%	-0.2%	0.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.09	0.09	0.09	0.09	0.08	3.7%	-2.8%	-4.6%	-4.7%
Sales (\$) per Emp.	13,707	14,211	13,816	13,174	12,721	3.7%	-2.8%	-4.6%	-3.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinar(M)/Estab.	12.45	12.91	12.55	11.96	11.40	3.7%	-2.8%	-4.6%	-4.7%
Dinar per Emp.	1,877,891	1,946,966	1,892,744	1,804,847	1,742,833	3.7%	-2.8%	-4.6%	-3.4%

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.	
2023	10,099	3,060	1,840	1,229	402	193	47	16	11,964	28,849
2024	10,568	3,202	1,925	1,286	420	201	49	17	12,520	30,189
2025	11,115	3,367	2,025	1,352	442	212	52	18	13,168	31,751
	Sales (\$Millions) by Size of Firm									Total
2023	226	217	307	490	409	430	252	243	69	2,642
2024	225	217	306	489	408	429	252	242	69	2,636
2025	226	217	307	490	409	430	252	243	69	2,641
	Employment by Size of Firm									Total
2023	25,247	17,746	25,019	36,987	23,867	24,280	13,699	12,420	11,964	191,229
2024	26,420	18,570	26,181	38,706	24,975	25,408	14,336	12,997	12,520	200,113
2025	27,787	19,531	27,536	40,708	26,268	26,723	12,227	13,670	13,168	207,618

ALGERIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,110	940.3	84,078
Electric power systems contractors	Minor1	211	141.1	2,133
Cogeneration specialization	Minor2	7	0.7	194
Computer power conditioning	Minor2	7	0.5	33
Standby or emergency power specialization	Minor2	14	1.2	126
Switchgear and related devices installation	Minor2	8	2.2	114
Electronic controls installation	Minor1	255	26.0	2,000
Computerized controls installation	Minor2	32	12.5	522
Energy management controls	Minor2	159	36.9	1,607
Environmental system control installation	Minor2	42	19.2	479
Communications specialization	Minor1	443	59.6	4,624
Cable television installation	Minor2	160	19.6	2,107
Fiber optic cable installation	Minor2	177	25.0	1,976
Sound equipment specialization	Minor2	1,003	20.8	2,159
Telephone and telephone equipment	Minor2	524	56.8	4,632
Voice, data, and video wiring contractor	Minor2	139	17.8	1,470
Safety and security specialization	Minor1	350	24.5	2,856
Access control systems specialization	Minor2	57	7.5	500
Closed circuit television installation	Minor2	27	2.7	247
Fire detection and burglar alarm systems	Minor2	714	59.6	6,425
Banking machine installation and service	Minor2	24	3.1	229
Computer installation	Minor2	174	11.8	1,032
General electrical contractor	Minor2	7,381	1,124.7	79,137
Lighting contractor	Minor2	172	22.2	1,434

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	17,701	19,200	20,108	21,000	22,044	8.5%	4.7%	4.4%	5.0%
Sales (\$Millions)	4,631	5,013	5,055	4,992	4,945	8.2%	0.8%	-1.2%	-1.0%
Employment	117,330	127,273	133,286	139,204	144,141	8.5%	4.7%	4.4%	3.5%
Sales (PesosM)	462,208	500,307	504,485	498,229	493,484	8.2%	0.8%	-1.2%	-1.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.26	0.26	0.25	0.24	0.22	-0.2%	-3.7%	-5.4%	-5.6%
Sales (\$) per Emp.	39,473	39,389	37,926	35,863	34,305	-0.2%	-3.7%	-5.4%	-4.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	26.11	26.06	25.09	23.72	22.39	-0.2%	-3.7%	-5.4%	-5.6%
Pesos per Emp.	3,939,370	3,930,976	3,784,983	3,579,120	3,423,631	-0.2%	-3.7%	-5.4%	-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.	
2023	7,039	2,133	1,282	856	280	134	33	11	8,339	20,108
2024	7,351	2,227	1,339	895	292	140	34	12	8,709	21,000
2025	7,716	2,338	1,406	939	307	147	36	13	9,142	22,044
	Sales (\$Millions) by Size of Firm									Total
2023	432	416	587	938	782	822	483	464	131	5,055
2024	426	411	580	926	772	812	477	458	130	4,992
2025	422	407	574	917	765	804	472	454	129	4,945
	Employment by Size of Firm									Total
2023	17,597	12,369	17,438	25,780	16,635	16,923	9,548	8,657	8,339	133,286
2024	18,378	12,918	18,212	26,925	17,374	17,675	9,972	9,041	8,709	139,204
2025	19,291	13,560	19,117	28,262	18,237	18,553	8,489	9,490	9,142	144,141

ARGENTINA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,598	1,780.6	58,487
Electric power systems contractors	Minor1	147	267.2	1,484
Cogeneration specialization	Minor2	5	1.4	135
Computer power conditioning	Minor2	5	1.0	23
Standby or emergency power specialization	Minor2	10	2.2	88
Switchgear and related devices installation	Minor2	5	4.2	79
Electronic controls installation	Minor1	177	49.2	1,391
Computerized controls installation	Minor2	22	23.7	363
Energy management controls	Minor2	111	69.9	1,118
Environmental system control installation	Minor2	29	36.4	333
Communications specialization	Minor1	308	112.8	3,217
Cable television installation	Minor2	111	37.1	1,466
Fiber optic cable installation	Minor2	123	47.3	1,374
Sound equipment specialization	Minor2	698	39.3	1,502
Telephone and telephone equipment	Minor2	364	107.6	3,222
Voice, data, and video wiring contractor	Minor2	97	33.8	1,023
Safety and security specialization	Minor1	244	46.5	1,987
Access control systems specialization	Minor2	39	14.1	348
Closed circuit television installation	Minor2	19	5.1	172
Fire detection and burglar alarm systems	Minor2	497	112.9	4,469
Banking machine installation and service	Minor2	17	5.9	159
Computer installation	Minor2	121	22.4	718
General electrical contractor	Minor2	5,134	2,129.8	55,050
Lighting contractor	Minor2	120	42.0	997

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	10,730	11,596	12,157	12,710	13,356	8.1%	4.8%	4.6%	5.1%
Sales (\$Millions)	15,845	17,625	18,418	18,780	19,268	11.2%	4.5%	2.0%	2.6%
Employment	71,128	76,863	80,581	84,250	87,332	8.1%	4.8%	4.6%	3.7%
Sales (DollarsM)	21,232	23,618	24,680	25,165	25,820	11.2%	4.5%	2.0%	2.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.48	1.52	1.52	1.48	1.44	2.9%	-0.3%	-2.5%	-2.4%
Sales (\$) per Emp.	222,766	229,306	228,566	222,909	220,633	2.9%	-0.3%	-2.5%	-1.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.98	2.04	2.03	1.98	1.93	2.9%	-0.3%	-2.5%	-2.4%
Dollars per Emp.	298,506	307,270	306,278	298,698	295,648	2.9%	-0.3%	-2.5%	-1.0%

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.	
2023	4,255	1,289	775	518	169	81	20	7	5,042	12,157
2024	4,449	1,348	810	541	177	85	21	7	5,271	12,710
2025	4,675	1,416	852	569	186	89	22	8	5,539	13,356
	Sales (\$Millions) by Size of Firm									Total
2023	1,573	1,516	2,138	3,417	2,850	2,995	1,759	1,691	479	18,418
2024	1,603	1,546	2,181	3,484	2,906	3,054	1,793	1,725	488	18,780
2025	1,645	1,586	2,237	3,574	2,982	3,134	1,840	1,769	501	19,268
	Employment by Size of Firm									Total
2023	10,639	7,478	10,543	15,586	10,057	10,231	5,773	5,234	5,042	80,581
2024	11,123	7,818	11,023	16,296	10,515	10,697	6,035	5,472	5,271	84,250
2025	11,688	8,216	11,583	17,124	11,049	11,241	5,143	5,750	5,539	87,332

AUSTRALIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	7,625	6,698.3	35,398
Electric power systems contractors	Minor1	89	1,005.1	898
Cogeneration specialization	Minor2	3	5.2	81
Computer power conditioning	Minor2	3	3.6	14
Standby or emergency power specialization	Minor2	6	8.3	53
Switchgear and related devices installation	Minor2	3	15.9	48
Electronic controls installation	Minor1	107	185.1	842
Computerized controls installation	Minor2	13	89.0	220
Energy management controls	Minor2	67	263.0	677
Environmental system control installation	Minor2	18	136.8	202
Communications specialization	Minor1	186	424.3	1,947
Cable television installation	Minor2	67	139.5	887
Fiber optic cable installation	Minor2	75	177.9	832
Sound equipment specialization	Minor2	422	147.9	909
Telephone and telephone equipment	Minor2	221	404.9	1,950
Voice, data, and video wiring contractor	Minor2	58	127.1	619
Safety and security specialization	Minor1	147	174.8	1,202
Access control systems specialization	Minor2	24	53.1	210
Closed circuit television installation	Minor2	11	19.3	104
Fire detection and burglar alarm systems	Minor2	301	424.7	2,705
Banking machine installation and service	Minor2	10	22.1	96
Computer installation	Minor2	73	84.2	434
General electrical contractor	Minor2	3,108	8,012.1	33,318
Lighting contractor	Minor2	72	157.9	604

*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.

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AUSTRIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	3,958	4,214	4,390	4,561	4,763	6.5%	4.2%	3.9%	4.4%
Sales (\$Millions)	5,375	6,185	6,685	7,026	7,453	15.1%	8.1%	5.1%	6.1%
Employment	26,234	27,932	29,099	30,233	31,141	6.5%	4.2%	3.9%	3.0%
Sales (EurosM)	4,633	5,332	5,763	6,057	6,425	15.1%	8.1%	5.1%	6.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.36	1.47	1.52	1.54	1.56	8.1%	3.7%	1.2%	1.6%
Sales (\$) per Emp.	204,895	221,446	229,747	232,413	239,336	8.1%	3.7%	1.2%	3.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.17	1.27	1.31	1.33	1.35	8.1%	3.7%	1.2%	1.6%
Euros per Emp.	176,619	190,887	198,042	200,340	206,308	8.1%	3.7%	1.2%	3.0%

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.	
2023	1,537	466	280	187	61	29	7	3	1,821	4,390
2024	1,597	484	291	194	64	30	7	3	1,892	4,561
2025	1,667	505	304	203	66	32	8	3	1,975	4,763
	Sales (\$Millions) by Size of Firm									Total
2023	571	550	776	1,240	1,034	1,087	638	614	174	6,685
2024	600	578	816	1,303	1,087	1,143	671	645	183	7,026
2025	636	614	865	1,383	1,153	1,212	712	684	194	7,453
	Employment by Size of Firm									Total
2023	3,842	2,700	3,807	5,628	3,632	3,695	2,085	1,890	1,821	29,099
2024	3,991	2,806	3,955	5,848	3,773	3,839	2,166	1,964	1,892	30,233
2025	4,168	2,930	4,130	6,106	3,940	4,008	1,834	2,050	1,975	31,141

AUSTRIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,736	2,506.1	12,702
Electric power systems contractors	Minor1	32	376.0	322
Cogeneration specialization	Minor2	1	1.9	29
Computer power conditioning	Minor2	1	1.4	5
Standby or emergency power specialization	Minor2	2	3.1	19
Switchgear and related devices installation	Minor2	1	6.0	17
Electronic controls installation	Minor1	38	69.2	302
Computerized controls installation	Minor2	5	33.3	79
Energy management controls	Minor2	24	98.4	243
Environmental system control installation	Minor2	6	51.2	72
Communications specialization	Minor1	67	158.8	699
Cable television installation	Minor2	24	52.2	318
Fiber optic cable installation	Minor2	27	66.6	298
Sound equipment specialization	Minor2	152	55.3	326
Telephone and telephone equipment	Minor2	79	151.5	700
Voice, data, and video wiring contractor	Minor2	21	47.6	222
Safety and security specialization	Minor1	53	65.4	431
Access control systems specialization	Minor2	9	19.9	75
Closed circuit television installation	Minor2	4	7.2	37
Fire detection and burglar alarm systems	Minor2	108	158.9	971
Banking machine installation and service	Minor2	4	8.3	35
Computer installation	Minor2	26	31.5	156
General electrical contractor	Minor2	1,115	2,997.7	11,956
Lighting contractor	Minor2	26	59.1	217

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	77,725	83,959	87,891	91,758	96,278	8.0%	4.7%	4.4%	4.9%
Sales (\$Millions)	4,538	5,501	6,383	7,153	8,140	21.2%	16.0%	12.1%	13.8%
Employment	515,208	556,537	582,600	608,229	629,548	8.0%	4.7%	4.4%	3.5%
Sales (TakaM)	388,419	470,897	546,425	612,329	696,747	21.2%	16.0%	12.1%	13.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.06	0.07	0.07	0.08	0.08	12.2%	10.8%	7.3%	8.4%
Sales (\$) per Emp.	8,807	9,885	10,957	11,761	12,929	12.2%	10.8%	7.3%	9.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Taka(M)/Estab.	5.00	5.61	6.22	6.67	7.24	12.2%	10.8%	7.3%	8.4%
Taka per Emp.	753,908	846,120	937,907	1,006,741	1,106,742	12.2%	10.8%	7.3%	9.9%

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.	
2023	30,767	9,321	5,605	3,744	1,224	587	143	50	36,450	87,891
2024	32,120	9,732	5,851	3,908	1,278	612	150	52	38,054	91,758
2025	33,702	10,211	6,139	4,101	1,341	643	157	55	39,929	96,278
	Sales (\$Millions) by Size of Firm									Total
2023	545	525	741	1,184	988	1,038	610	586	166	6,383
2024	611	589	831	1,327	1,107	1,163	683	657	186	7,153
2025	695	670	945	1,510	1,260	1,324	777	747	212	8,140
	Employment by Size of Firm									Total
2023	76,917	54,065	76,223	112,686	72,712	73,972	41,736	37,840	36,450	582,600
2024	80,300	56,443	79,576	117,643	75,911	77,226	43,572	39,505	38,054	608,229
2025	84,256	59,223	83,496	123,438	79,650	81,030	37,075	41,451	39,929	629,548

BANGLADESH

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	55,044	2,551.4	255,548
Electric power systems contractors	Minor1	641	382.8	6,483
Cogeneration specialization	Minor2	22	2.0	588
Computer power conditioning	Minor2	22	1.4	100
Standby or emergency power specialization	Minor2	43	3.2	384
Switchgear and related devices installation	Minor2	23	6.1	347
Electronic controls installation	Minor1	774	70.5	6,078
Computerized controls installation	Minor2	97	33.9	1,587
Energy management controls	Minor2	483	100.2	4,886
Environmental system control installation	Minor2	128	52.1	1,455
Communications specialization	Minor1	1,345	161.6	14,054
Cable television installation	Minor2	485	53.2	6,405
Fiber optic cable installation	Minor2	538	67.8	6,004
Sound equipment specialization	Minor2	3,049	56.3	6,562
Telephone and telephone equipment	Minor2	1,592	154.2	14,077
Voice, data, and video wiring contractor	Minor2	422	48.4	4,469
Safety and security specialization	Minor1	1,064	66.6	8,680
Access control systems specialization	Minor2	172	20.2	1,519
Closed circuit television installation	Minor2	82	7.3	752
Fire detection and burglar alarm systems	Minor2	2,171	161.8	19,528
Banking machine installation and service	Minor2	72	8.4	696
Computer installation	Minor2	530	32.1	3,136
General electrical contractor	Minor2	22,434	3,051.8	240,531
Lighting contractor	Minor2	523	60.2	4,358

*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.

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BELGIUM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,790	5,136	5,350	5,557	5,802	7.2%	4.2%	3.9%	4.4%
Sales (\$Millions)	6,125	7,037	7,635	8,051	8,571	14.9%	8.5%	5.5%	6.5%
Employment	31,750	34,045	35,462	36,837	37,939	7.2%	4.2%	3.9%	3.0%
Sales (EurosM)	5,280	6,066	6,581	6,940	7,388	14.9%	8.5%	5.5%	6.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.28	1.37	1.43	1.45	1.48	7.2%	4.2%	1.5%	2.0%
Sales (\$) per Emp.	192,915	206,712	215,292	218,554	225,927	7.2%	4.2%	1.5%	3.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.10	1.18	1.23	1.25	1.27	7.2%	4.2%	1.5%	2.0%
Euros per Emp.	166,293	178,185	185,582	188,393	194,749	7.2%	4.2%	1.5%	3.4%

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.	
2023	1,873	567	341	228	75	36	9	3	2,219	5,350
2024	1,945	589	354	237	77	37	9	3	2,305	5,557
2025	2,031	615	370	247	81	39	9	3	2,406	5,802
	Sales (\$Millions) by Size of Firm									Total
2023	652	628	886	1,416	1,181	1,242	729	701	199	7,635
2024	687	663	935	1,494	1,246	1,309	769	739	209	8,051
2025	732	706	995	1,590	1,326	1,394	818	787	223	8,571
	Employment by Size of Firm									Total
2023	4,682	3,291	4,640	6,859	4,426	4,503	2,540	2,303	2,219	35,462
2024	4,863	3,418	4,820	7,125	4,598	4,677	2,639	2,393	2,305	36,837
2025	5,078	3,569	5,032	7,439	4,800	4,883	2,234	2,498	2,406	37,939

BELGIUM

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,334	2,871.5	15,477
Electric power systems contractors	Minor1	39	430.9	393
Cogeneration specialization	Minor2	1	2.2	36
Computer power conditioning	Minor2	1	1.6	6
Standby or emergency power specialization	Minor2	3	3.6	23
Switchgear and related devices installation	Minor2	1	6.8	21
Electronic controls installation	Minor1	47	79.3	368
Computerized controls installation	Minor2	6	38.2	96
Energy management controls	Minor2	29	112.8	296
Environmental system control installation	Minor2	8	58.6	88
Communications specialization	Minor1	81	181.9	851
Cable television installation	Minor2	29	59.8	388
Fiber optic cable installation	Minor2	33	76.3	364
Sound equipment specialization	Minor2	185	63.4	397
Telephone and telephone equipment	Minor2	96	173.6	853
Voice, data, and video wiring contractor	Minor2	26	54.5	271
Safety and security specialization	Minor1	64	74.9	526
Access control systems specialization	Minor2	10	22.8	92
Closed circuit television installation	Minor2	5	8.3	46
Fire detection and burglar alarm systems	Minor2	131	182.1	1,183
Banking machine installation and service	Minor2	4	9.5	42
Computer installation	Minor2	32	36.1	190
General electrical contractor	Minor2	1,359	3,434.7	14,568
Lighting contractor	Minor2	32	67.7	264

*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.

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BRAZIL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	89,285	96,645	101,002	105,269	110,270	8.2%	4.5%	4.2%	4.8%
Sales (\$Millions)	17,906	20,177	20,407	20,208	20,076	12.7%	1.1%	-1.0%	-0.7%
Employment	591,839	640,628	669,507	697,789	721,039	8.2%	4.5%	4.2%	3.3%
Sales (RealsM)	100,275	112,989	114,278	113,166	112,423	12.7%	1.1%	-1.0%	-0.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.20	0.21	0.20	0.19	0.18	4.1%	-3.2%	-5.0%	-5.2%
Sales (\$) per Emp.	30,255	31,495	30,480	28,960	27,843	4.1%	-3.2%	-5.0%	-3.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Reals(M)/Estab.	1.12	1.17	1.13	1.08	1.02	4.1%	-3.2%	-5.0%	-5.2%
Reals per Emp.	169,430	176,372	170,689	162,178	155,918	4.1%	-3.2%	-5.0%	-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.	
2023	35,356	10,712	6,441	4,302	1,407	674	165	58	41,888	101,002
2024	36,850	11,164	6,713	4,484	1,466	703	172	60	43,657	105,269
2025	38,600	11,695	7,032	4,697	1,536	736	180	63	45,731	110,270
	Sales (\$Millions) by Size of Firm									Total
2023	1,742	1,680	2,369	3,786	3,158	3,319	1,949	1,874	531	20,407
2024	1,725	1,663	2,346	3,749	3,127	3,287	1,930	1,856	525	20,208
2025	1,714	1,653	2,331	3,724	3,106	3,265	1,917	1,843	522	20,076
	Employment by Size of Firm									Total
2023	88,390	62,129	87,593	129,495	83,559	85,006	47,962	43,485	41,888	669,507
2024	92,124	64,754	91,293	134,965	87,088	88,597	49,988	45,322	43,657	697,789
2025	96,501	67,830	95,630	141,377	91,226	92,806	42,463	47,475	45,731	721,039

BRAZIL

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	63,149	7,207.7	293,177
Electric power systems contractors	Minor1	735	1,081.5	7,438
Cogeneration specialization	Minor2	25	5.6	675
Computer power conditioning	Minor2	25	3.9	115
Standby or emergency power specialization	Minor2	50	9.0	440
Switchgear and related devices installation	Minor2	27	17.1	398
Electronic controls installation	Minor1	888	199.2	6,973
Computerized controls installation	Minor2	111	95.8	1,821
Energy management controls	Minor2	555	283.0	5,605
Environmental system control installation	Minor2	147	147.2	1,669
Communications specialization	Minor1	1,543	456.6	16,124
Cable television installation	Minor2	556	150.2	7,349
Fiber optic cable installation	Minor2	617	191.4	6,889
Sound equipment specialization	Minor2	3,498	159.1	7,528
Telephone and telephone equipment	Minor2	1,827	435.6	16,150
Voice, data, and video wiring contractor	Minor2	484	136.8	5,127
Safety and security specialization	Minor1	1,221	188.0	9,958
Access control systems specialization	Minor2	198	57.1	1,742
Closed circuit television installation	Minor2	94	20.8	863
Fire detection and burglar alarm systems	Minor2	2,491	457.0	22,403
Banking machine installation and service	Minor2	83	23.8	799
Computer installation	Minor2	608	90.6	3,598
General electrical contractor	Minor2	25,737	8,621.3	275,949
Lighting contractor	Minor2	600	169.9	4,999

*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.

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CANADA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	16,261	17,488	18,274	19,042	19,943	7.5%	4.5%	4.2%	4.7%
Sales (\$Millions)	20,228	22,775	24,192	25,031	26,099	12.6%	6.2%	3.5%	4.3%
Employment	107,788	115,924	121,129	126,224	130,407	7.5%	4.5%	4.2%	3.3%
Sales (DollarsM)	25,083	28,241	29,998	31,039	32,363	12.6%	6.2%	3.5%	4.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.24	1.30	1.32	1.31	1.31	4.7%	1.7%	-0.7%	-0.4%
Sales (\$) per Emp.	187,669	196,468	199,719	198,308	200,137	4.7%	1.7%	-0.7%	0.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.54	1.61	1.64	1.63	1.62	4.7%	1.7%	-0.7%	-0.4%
Dollars per Emp.	232,709	243,620	247,652	245,902	248,170	4.7%	1.7%	-0.7%	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.	
2023	6,397	1,938	1,165	778	255	122	30	10	7,578	18,274
2024	6,666	2,020	1,214	811	265	127	31	11	7,897	19,042
2025	6,981	2,115	1,272	849	278	133	33	11	8,271	19,943
	Sales (\$Millions) by Size of Firm									Total
2023	2,065	1,991	2,809	4,488	3,743	3,935	2,310	2,221	629	24,192
2024	2,137	2,060	2,906	4,643	3,873	4,071	2,390	2,299	651	25,031
2025	2,228	2,148	3,030	4,842	4,039	4,245	2,492	2,397	679	26,099
	Employment by Size of Firm									Total
2023	15,992	11,241	15,848	23,429	15,118	15,380	8,677	7,867	7,578	121,129
2024	16,665	11,713	16,514	24,414	15,754	16,026	9,042	8,198	7,897	126,224
2025	17,453	12,268	17,296	25,570	16,499	16,785	7,680	8,586	8,271	130,407

CANADA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,423	8,927.9	53,033
Electric power systems contractors	Minor1	133	1,339.6	1,345
Cogeneration specialization	Minor2	4	6.9	122
Computer power conditioning	Minor2	4	4.9	21
Standby or emergency power specialization	Minor2	9	11.1	80
Switchgear and related devices installation	Minor2	5	21.2	72
Electronic controls installation	Minor1	161	246.7	1,261
Computerized controls installation	Minor2	20	118.7	329
Energy management controls	Minor2	100	350.6	1,014
Environmental system control installation	Minor2	27	182.3	302
Communications specialization	Minor1	279	565.6	2,917
Cable television installation	Minor2	101	186.0	1,329
Fiber optic cable installation	Minor2	112	237.1	1,246
Sound equipment specialization	Minor2	633	197.1	1,362
Telephone and telephone equipment	Minor2	330	539.6	2,921
Voice, data, and video wiring contractor	Minor2	88	169.4	927
Safety and security specialization	Minor1	221	232.9	1,801
Access control systems specialization	Minor2	36	70.7	315
Closed circuit television installation	Minor2	17	25.7	156
Fire detection and burglar alarm systems	Minor2	451	566.1	4,053
Banking machine installation and service	Minor2	15	29.4	144
Computer installation	Minor2	110	112.2	651
General electrical contractor	Minor2	4,656	10,678.9	49,917
Lighting contractor	Minor2	109	210.5	904

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	8,609	9,251	9,647	10,032	10,486	7.5%	4.3%	4.0%	4.5%
Sales (\$Millions)	3,389	3,952	4,161	4,271	4,414	16.6%	5.3%	2.6%	3.3%
Employment	57,066	61,320	63,944	66,499	68,565	7.5%	4.3%	4.0%	3.1%
Sales (PesosM)	2,759	3,217	3,387	3,476	3,593	16.6%	5.3%	2.6%	3.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.39	0.43	0.43	0.43	0.42	8.5%	1.0%	-1.3%	-1.1%
Sales (\$) per Emp.	59,390	64,457	65,070	64,222	64,372	8.5%	1.0%	-1.3%	0.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.32	0.35	0.35	0.35	0.34	8.5%	1.0%	-1.3%	-1.1%
Pesos per Emp.	48,343	52,468	52,967	52,276	52,399	8.5%	1.0%	-1.3%	0.2%

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.	
2023	3,377	1,023	615	411	134	64	16	6	4,001	9,647
2024	3,512	1,064	640	427	140	67	16	6	4,161	10,032
2025	3,671	1,112	669	447	146	70	17	6	4,349	10,486
	Sales (\$Millions) by Size of Firm									Total
2023	355	343	483	772	644	677	397	382	108	4,161
2024	365	352	496	792	661	695	408	392	111	4,271
2025	377	363	512	819	683	718	421	405	115	4,414
	Employment by Size of Firm									Total
2023	8,442	5,934	8,366	12,368	7,981	8,119	4,581	4,153	4,001	63,944
2024	8,779	6,171	8,700	12,862	8,300	8,443	4,764	4,319	4,161	66,499
2025	9,176	6,450	9,094	13,444	8,675	8,825	4,038	4,514	4,349	68,565

CHILE

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,018	1,523.2	27,940
Electric power systems contractors	Minor1	70	228.6	709
Cogeneration specialization	Minor2	2	1.2	64
Computer power conditioning	Minor2	2	0.8	11
Standby or emergency power specialization	Minor2	5	1.9	42
Switchgear and related devices installation	Minor2	3	3.6	38
Electronic controls installation	Minor1	85	42.1	665
Computerized controls installation	Minor2	11	20.2	174
Energy management controls	Minor2	53	59.8	534
Environmental system control installation	Minor2	14	31.1	159
Communications specialization	Minor1	147	96.5	1,537
Cable television installation	Minor2	53	31.7	700
Fiber optic cable installation	Minor2	59	40.5	656
Sound equipment specialization	Minor2	333	33.6	717
Telephone and telephone equipment	Minor2	174	92.1	1,539
Voice, data, and video wiring contractor	Minor2	46	28.9	489
Safety and security specialization	Minor1	116	39.7	949
Access control systems specialization	Minor2	19	12.1	166
Closed circuit television installation	Minor2	9	4.4	82
Fire detection and burglar alarm systems	Minor2	237	96.6	2,135
Banking machine installation and service	Minor2	8	5.0	76
Computer installation	Minor2	58	19.1	343
General electrical contractor	Minor2	2,453	1,822.0	26,298
Lighting contractor	Minor2	57	35.9	476

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	643,703	687,034	714,910	741,899	773,795	6.7%	4.1%	3.8%	4.3%
Sales (\$Millions)	193,653	228,638	258,548	283,042	313,950	18.1%	13.1%	9.5%	10.9%
Employment	4,266,874	4,554,098	4,738,879	4,917,780	5,059,736	6.7%	4.1%	3.8%	2.9%
Sales (RMBsM)	1,237,443	1,460,995	1,652,120	1,808,640	2,006,139	18.1%	13.1%	9.5%	10.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.30	0.33	0.36	0.38	0.41	10.6%	8.7%	5.5%	6.3%
Sales (\$) per Emp.	45,385	50,205	54,559	57,555	62,049	10.6%	8.7%	5.5%	7.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
RMBs(M)/Estab.	1.92	2.13	2.31	2.44	2.59	10.6%	8.7%	5.5%	6.3%
RMBs per Emp.	290,012	320,809	348,631	367,776	396,491	10.6%	8.7%	5.5%	7.8%

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.	
2023	250,257	75,821	45,588	30,451	9,957	4,772	1,167	408	296,489	714,910
2024	259,705	78,683	47,309	31,601	10,333	4,952	1,211	424	307,682	741,899
2025	270,870	82,066	49,343	32,960	10,777	5,165	1,263	442	320,910	773,795
	Sales (\$Millions) by Size of Firm									Total
2023	22,075	21,283	30,020	47,963	40,007	42,050	24,687	23,741	6,723	258,548
2024	24,166	23,299	32,864	52,507	43,798	46,034	27,026	25,991	7,360	283,042
2025	26,805	25,843	36,452	58,240	48,580	51,060	29,977	28,829	8,164	313,950
	Employment by Size of Firm									Total
2023	625,642	439,762	619,997	916,588	591,442	601,687	339,482	307,791	296,489	4,738,879
2024	649,261	456,363	643,403	951,190	613,769	624,402	352,298	319,411	307,682	4,917,780
2025	677,175	475,984	671,065	992,085	640,157	651,246	297,973	333,143	320,910	5,059,736

CHINA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	445,051	100,952.8	2,066,212
Electric power systems contractors	Minor1	5,182	15,147.6	52,420
Cogeneration specialization	Minor2	175	78.3	4,756
Computer power conditioning	Minor2	175	54.9	809
Standby or emergency power specialization	Minor2	350	125.4	3,103
Switchgear and related devices installation	Minor2	187	239.9	2,803
Electronic controls installation	Minor1	6,256	2,789.5	49,143
Computerized controls installation	Minor2	784	1,342.0	12,835
Energy management controls	Minor2	3,909	3,964.2	39,504
Environmental system control installation	Minor2	1,038	2,061.8	11,766
Communications specialization	Minor1	10,877	6,395.0	113,635
Cable television installation	Minor2	3,921	2,103.2	51,790
Fiber optic cable installation	Minor2	4,350	2,681.4	48,548
Sound equipment specialization	Minor2	24,655	2,228.9	53,056
Telephone and telephone equipment	Minor2	12,874	6,101.7	113,820
Voice, data, and video wiring contractor	Minor2	3,414	1,915.6	36,135
Safety and security specialization	Minor1	8,603	2,633.7	70,184
Access control systems specialization	Minor2	1,394	799.9	12,280
Closed circuit television installation	Minor2	664	290.7	6,079
Fire detection and burglar alarm systems	Minor2	17,555	6,401.1	157,889
Banking machine installation and service	Minor2	585	332.9	5,629
Computer installation	Minor2	4,283	1,268.9	25,358
General electrical contractor	Minor2	181,389	120,752.8	1,944,793
Lighting contractor	Minor2	4,229	2,380.0	35,234

*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.

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COLOMBIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	19,342	20,748	21,649	22,528	23,560	7.3%	4.3%	4.1%	4.6%
Sales (\$Millions)	3,164	3,679	3,773	3,783	3,810	16.3%	2.6%	0.3%	0.7%
Employment	128,214	137,533	143,504	149,328	154,057	7.3%	4.3%	4.1%	3.2%
Sales (PesosM)	11,921	13,860	14,214	14,252	14,354	16.3%	2.6%	0.3%	0.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.16	0.18	0.17	0.17	0.16	8.4%	-1.7%	-3.6%	-3.7%
Sales (\$) per Emp.	24,681	26,752	26,294	25,336	24,733	8.4%	-1.7%	-3.6%	-2.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.62	0.67	0.66	0.63	0.61	8.4%	-1.7%	-3.6%	-3.7%
Pesos per Emp.	92,974	100,776	99,050	95,439	93,170	8.4%	-1.7%	-3.6%	-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.	
2023	7,578	2,296	1,381	922	302	144	35	12	8,978	21,649
2024	7,886	2,389	1,437	960	314	150	37	13	9,343	22,528
2025	8,247	2,499	1,502	1,004	328	157	38	13	9,771	23,560
	Sales (\$Millions) by Size of Firm									Total
2023	322	311	438	700	584	614	360	346	98	3,773
2024	323	311	439	702	585	615	361	347	98	3,783
2025	325	314	442	707	590	620	364	350	99	3,810
	Employment by Size of Firm									Total
2023	18,946	13,317	18,775	27,756	17,910	18,220	10,280	9,321	8,978	143,504
2024	19,715	13,857	19,537	28,883	18,637	18,960	10,698	9,699	9,343	149,328
2025	20,618	14,493	20,432	30,207	19,491	19,829	9,073	10,143	9,771	154,057

COLOMBIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,514	1,349.4	62,740
Electric power systems contractors	Minor1	157	202.5	1,592
Cogeneration specialization	Minor2	5	1.0	144
Computer power conditioning	Minor2	5	0.7	25
Standby or emergency power specialization	Minor2	11	1.7	94
Switchgear and related devices installation	Minor2	6	3.2	85
Electronic controls installation	Minor1	190	37.3	1,492
Computerized controls installation	Minor2	24	17.9	390
Energy management controls	Minor2	119	53.0	1,200
Environmental system control installation	Minor2	32	27.6	357
Communications specialization	Minor1	330	85.5	3,451
Cable television installation	Minor2	119	28.1	1,573
Fiber optic cable installation	Minor2	132	35.8	1,474
Sound equipment specialization	Minor2	749	29.8	1,611
Telephone and telephone equipment	Minor2	391	81.6	3,456
Voice, data, and video wiring contractor	Minor2	104	25.6	1,097
Safety and security specialization	Minor1	261	35.2	2,131
Access control systems specialization	Minor2	42	10.7	373
Closed circuit television installation	Minor2	20	3.9	185
Fire detection and burglar alarm systems	Minor2	533	85.6	4,794
Banking machine installation and service	Minor2	18	4.4	171
Computer installation	Minor2	130	17.0	770
General electrical contractor	Minor2	5,508	1,614.0	59,053
Lighting contractor	Minor2	128	31.8	1,070

*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.

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CZECH REPUBLIC

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,602	4,880	5,062	5,236	5,444	6.0%	3.7%	3.4%	4.0%
Sales (\$Millions)	3,014	3,667	4,138	4,521	5,004	21.7%	12.8%	9.3%	10.7%
Employment	30,506	32,347	33,552	34,707	35,595	6.0%	3.7%	3.4%	2.6%
Sales (KorunasM)	66,312	80,673	91,032	99,465	110,094	21.7%	12.8%	9.3%	10.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.65	0.75	0.82	0.86	0.92	14.7%	8.8%	5.6%	6.5%
Sales (\$) per Emp.	98,806	113,365	123,327	130,265	140,589	14.7%	8.8%	5.6%	7.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Korunas(M)/Estab.	14.41	16.53	17.98	19.00	20.22	14.7%	8.8%	5.6%	6.5%
Korunas per Emp.	2,173,723	2,494,020	2,713,202	2,865,835	3,092,962	14.7%	8.8%	5.6%	7.9%

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.	
2023	1,772	537	323	216	70	34	8	3	2,099	5,062
2024	1,833	555	334	223	73	35	9	3	2,171	5,236
2025	1,906	577	347	232	76	36	9	3	2,258	5,444
	Sales (\$Millions) by Size of Firm									Total
2023	353	341	480	768	640	673	395	380	108	4,138
2024	386	372	525	839	700	735	432	415	118	4,521
2025	427	412	581	928	774	814	478	460	130	5,004
	Employment by Size of Firm									Total
2023	4,430	3,114	4,390	6,490	4,187	4,260	2,404	2,179	2,099	33,552
2024	4,582	3,221	4,541	6,713	4,332	4,407	2,486	2,254	2,171	34,707
2025	4,764	3,349	4,721	6,979	4,503	4,581	2,096	2,344	2,258	35,595

CZECH REPUBLIC

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,141	1,612.6	14,582
Electric power systems contractors	Minor1	37	242.0	370
Cogeneration specialization	Minor2	1	1.3	34
Computer power conditioning	Minor2	1	0.9	6
Standby or emergency power specialization	Minor2	2	2.0	22
Switchgear and related devices installation	Minor2	1	3.8	20
Electronic controls installation	Minor1	44	44.6	347
Computerized controls installation	Minor2	6	21.4	91
Energy management controls	Minor2	28	63.3	279
Environmental system control installation	Minor2	7	32.9	83
Communications specialization	Minor1	77	102.2	802
Cable television installation	Minor2	28	33.6	366
Fiber optic cable installation	Minor2	31	42.8	343
Sound equipment specialization	Minor2	174	35.6	374
Telephone and telephone equipment	Minor2	91	97.5	803
Voice, data, and video wiring contractor	Minor2	24	30.6	255
Safety and security specialization	Minor1	61	42.1	495
Access control systems specialization	Minor2	10	12.8	87
Closed circuit television installation	Minor2	5	4.6	43
Fire detection and burglar alarm systems	Minor2	124	102.2	1,114
Banking machine installation and service	Minor2	4	5.3	40
Computer installation	Minor2	30	20.3	179
General electrical contractor	Minor2	1,280	1,928.8	13,725
Lighting contractor	Minor2	30	38.0	249

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,476	2,639	2,746	2,850	2,973	6.6%	4.1%	3.8%	4.3%
Sales (\$Millions)	4,185	4,726	5,168	5,488	5,888	12.9%	9.3%	6.2%	7.3%
Employment	16,416	17,492	18,204	18,895	19,443	6.6%	4.1%	3.8%	2.9%
Sales (KronersM)	26,783	30,249	33,074	35,124	37,684	12.9%	9.3%	6.2%	7.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.69	1.79	1.88	1.93	1.98	6.0%	5.1%	2.3%	2.9%
Sales (\$) per Emp.	254,929	270,213	283,878	290,459	302,841	6.0%	5.1%	2.3%	4.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Kroners(M)/Estab.	10.81	11.46	12.04	12.32	12.67	6.0%	5.1%	2.3%	2.9%
Kroners per Emp.	1,631,545	1,729,361	1,816,818	1,858,938	1,938,183	6.0%	5.1%	2.3%	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.	
2023	961	291	175	117	38	18	4	2	1,139	2,746
2024	998	302	182	121	40	19	5	2	1,182	2,850
2025	1,041	315	190	127	41	20	5	2	1,233	2,973
	Sales (\$Millions) by Size of Firm									Total
2023	441	425	600	959	800	840	493	475	134	5,168
2024	469	452	637	1,018	849	893	524	504	143	5,488
2025	503	485	684	1,092	911	958	562	541	153	5,888
	Employment by Size of Firm									Total
2023	2,403	1,689	2,382	3,521	2,272	2,311	1,304	1,182	1,139	18,204
2024	2,495	1,753	2,472	3,655	2,358	2,399	1,354	1,227	1,182	18,895
2025	2,602	1,829	2,579	3,812	2,460	2,503	1,145	1,280	1,233	19,443

DENMARK

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,710	1,957.4	7,939
Electric power systems contractors	Minor1	20	293.7	201
Cogeneration specialization	Minor2	1	1.5	18
Computer power conditioning	Minor2	1	1.1	3
Standby or emergency power specialization	Minor2	1	2.4	12
Switchgear and related devices installation	Minor2	1	4.7	11
Electronic controls installation	Minor1	24	54.1	189
Computerized controls installation	Minor2	3	26.0	49
Energy management controls	Minor2	15	76.9	152
Environmental system control installation	Minor2	4	40.0	45
Communications specialization	Minor1	42	124.0	437
Cable television installation	Minor2	15	40.8	199
Fiber optic cable installation	Minor2	17	52.0	187
Sound equipment specialization	Minor2	95	43.2	204
Telephone and telephone equipment	Minor2	49	118.3	437
Voice, data, and video wiring contractor	Minor2	13	37.1	139
Safety and security specialization	Minor1	33	51.1	270
Access control systems specialization	Minor2	5	15.5	47
Closed circuit television installation	Minor2	3	5.6	23
Fire detection and burglar alarm systems	Minor2	67	124.1	607
Banking machine installation and service	Minor2	2	6.5	22
Computer installation	Minor2	16	24.6	97
General electrical contractor	Minor2	697	2,341.4	7,472
Lighting contractor	Minor2	16	46.1	135

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	40,199	44,309	46,985	49,687	52,809	10.2%	6.0%	5.8%	6.3%
Sales (\$Millions)	4,338	4,699	5,174	5,530	5,974	8.3%	10.1%	6.9%	8.0%
Employment	266,467	293,707	311,443	329,355	345,314	10.2%	6.0%	5.8%	4.8%
Sales (PoundsM)	68,105	73,779	81,237	86,820	93,798	8.3%	10.1%	6.9%	8.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.11	0.11	0.11	0.11	0.11	-1.7%	3.8%	1.1%	1.6%
Sales (\$) per Emp.	16,279	16,000	16,614	16,790	17,301	-1.7%	3.8%	1.1%	3.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pounds(M)/Estab.	1.69	1.67	1.73	1.75	1.78	-1.7%	3.8%	1.1%	1.6%
Pounds per Emp.	255,585	251,198	260,839	263,606	271,631	-1.7%	3.8%	1.1%	3.0%

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.	
2023	16,447	4,983	2,996	2,001	654	314	77	27	19,486	46,985
2024	17,393	5,270	3,168	2,116	692	332	81	28	20,606	49,687
2025	18,486	5,601	3,368	2,249	736	352	86	30	21,901	52,809
	Sales (\$Millions) by Size of Firm									Total
2023	442	426	601	960	801	842	494	475	135	5,174
2024	472	455	642	1,026	856	899	528	508	144	5,530
2025	510	492	694	1,108	924	972	570	549	155	5,974
	Employment by Size of Firm									Total
2023	41,118	28,902	40,747	60,239	38,870	39,543	22,311	20,228	19,486	311,443
2024	43,482	30,564	43,090	63,703	41,106	41,818	23,594	21,392	20,606	329,355
2025	46,215	32,485	45,798	67,707	43,689	44,446	20,336	22,736	21,901	345,314

EGYPT

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	29,806	1,972.4	138,379
Electric power systems contractors	Minor1	347	295.9	3,511
Cogeneration specialization	Minor2	12	1.5	319
Computer power conditioning	Minor2	12	1.1	54
Standby or emergency power specialization	Minor2	23	2.5	208
Switchgear and related devices installation	Minor2	13	4.7	188
Electronic controls installation	Minor1	419	54.5	3,291
Computerized controls installation	Minor2	53	26.2	860
Energy management controls	Minor2	262	77.4	2,646
Environmental system control installation	Minor2	69	40.3	788
Communications specialization	Minor1	728	124.9	7,610
Cable television installation	Minor2	263	41.1	3,468
Fiber optic cable installation	Minor2	291	52.4	3,251
Sound equipment specialization	Minor2	1,651	43.5	3,553
Telephone and telephone equipment	Minor2	862	119.2	7,623
Voice, data, and video wiring contractor	Minor2	229	37.4	2,420
Safety and security specialization	Minor1	576	51.5	4,700
Access control systems specialization	Minor2	93	15.6	822
Closed circuit television installation	Minor2	44	5.7	407
Fire detection and burglar alarm systems	Minor2	1,176	125.1	10,574
Banking machine installation and service	Minor2	39	6.5	377
Computer installation	Minor2	287	24.8	1,698
General electrical contractor	Minor2	12,148	2,359.2	130,247
Lighting contractor	Minor2	283	46.5	2,360

*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.

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FINLAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,424	2,587	2,690	2,790	2,908	6.7%	4.0%	3.7%	4.2%
Sales (\$Millions)	3,345	3,801	4,150	4,401	4,715	13.6%	9.2%	6.1%	7.1%
Employment	16,067	17,149	17,833	18,493	19,014	6.7%	4.0%	3.7%	2.8%
Sales (EurosM)	2,883	3,276	3,577	3,794	4,064	13.6%	9.2%	6.1%	7.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.38	1.47	1.54	1.58	1.62	6.5%	5.0%	2.3%	2.8%
Sales (\$) per Emp.	208,194	221,637	232,698	237,977	247,969	6.5%	5.0%	2.3%	4.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.19	1.27	1.33	1.36	1.40	6.5%	5.0%	2.3%	2.8%
Euros per Emp.	179,463	191,051	200,585	205,136	213,749	6.5%	5.0%	2.3%	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.	
2023	942	285	172	115	37	18	4	2	1,116	2,690
2024	977	296	178	119	39	19	5	2	1,157	2,790
2025	1,018	308	185	124	40	19	5	2	1,206	2,908
	Sales (\$Millions) by Size of Firm									Total
2023	354	342	482	770	642	675	396	381	108	4,150
2024	376	362	511	816	681	716	420	404	114	4,401
2025	403	388	547	875	730	767	450	433	123	4,715
	Employment by Size of Firm									Total
2023	2,354	1,655	2,333	3,449	2,226	2,264	1,277	1,158	1,116	17,833
2024	2,442	1,716	2,420	3,577	2,308	2,348	1,325	1,201	1,157	18,493
2025	2,545	1,789	2,522	3,728	2,406	2,447	1,120	1,252	1,206	19,014

FINLAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,674	1,569.7	7,770
Electric power systems contractors	Minor1	19	235.5	197
Cogeneration specialization	Minor2	1	1.2	18
Computer power conditioning	Minor2	1	0.9	3
Standby or emergency power specialization	Minor2	1	2.0	12
Switchgear and related devices installation	Minor2	1	3.7	11
Electronic controls installation	Minor1	24	43.4	185
Computerized controls installation	Minor2	3	20.9	48
Energy management controls	Minor2	15	61.6	149
Environmental system control installation	Minor2	4	32.1	44
Communications specialization	Minor1	41	99.4	427
Cable television installation	Minor2	15	32.7	195
Fiber optic cable installation	Minor2	16	41.7	183
Sound equipment specialization	Minor2	93	34.7	200
Telephone and telephone equipment	Minor2	48	94.9	428
Voice, data, and video wiring contractor	Minor2	13	29.8	136
Safety and security specialization	Minor1	32	41.0	264
Access control systems specialization	Minor2	5	12.4	46
Closed circuit television installation	Minor2	2	4.5	23
Fire detection and burglar alarm systems	Minor2	66	99.5	594
Banking machine installation and service	Minor2	2	5.2	21
Computer installation	Minor2	16	19.7	95
General electrical contractor	Minor2	682	1,877.6	7,313
Lighting contractor	Minor2	16	37.0	132

*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.

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FRANCE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	26,941	28,809	29,975	31,104	32,438	6.9%	4.0%	3.8%	4.3%
Sales (\$Millions)	29,963	33,889	36,230	37,707	39,568	13.1%	6.9%	4.1%	4.9%
Employment	178,583	190,962	198,693	206,176	212,109	6.9%	4.0%	3.8%	2.9%
Sales (EurosM)	25,828	29,212	31,231	32,503	34,108	13.1%	6.9%	4.1%	4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.11	1.18	1.21	1.21	1.22	5.8%	2.8%	0.3%	0.6%
Sales (\$) per Emp.	167,782	177,463	182,344	182,886	186,547	5.8%	2.8%	0.3%	2.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.96	1.01	1.04	1.04	1.05	5.8%	2.8%	0.3%	0.6%
Euros per Emp.	144,628	152,973	157,181	157,648	160,804	5.8%	2.8%	0.3%	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.	
2023	10,493	3,179	1,911	1,277	417	200	49	17	12,431	29,975
2024	10,888	3,299	1,983	1,325	433	208	51	18	12,899	31,104
2025	11,355	3,440	2,069	1,382	452	217	53	19	13,453	32,438
	Sales (\$Millions) by Size of Firm									Total
2023	3,093	2,982	4,207	6,721	5,606	5,892	3,459	3,327	942	36,230
2024	3,219	3,104	4,378	6,995	5,835	6,133	3,600	3,462	980	37,707
2025	3,378	3,257	4,594	7,340	6,123	6,435	3,778	3,633	1,029	39,568
	Employment by Size of Firm									Total
2023	26,232	18,438	25,995	38,431	24,798	25,228	14,234	12,905	12,431	198,693
2024	27,220	19,133	26,974	39,878	25,732	26,178	14,770	13,391	12,899	206,176
2025	28,388	19,954	28,132	41,589	26,836	27,301	12,491	13,966	13,453	212,109

FRANCE

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,659	13,448.9	86,625
Electric power systems contractors	Minor1	217	2,018.0	2,198
Cogeneration specialization	Minor2	7	10.4	199
Computer power conditioning	Minor2	7	7.3	34
Standby or emergency power specialization	Minor2	15	16.7	130
Switchgear and related devices installation	Minor2	8	32.0	118
Electronic controls installation	Minor1	262	371.6	2,060
Computerized controls installation	Minor2	33	178.8	538
Energy management controls	Minor2	164	528.1	1,656
Environmental system control installation	Minor2	44	274.7	493
Communications specialization	Minor1	456	851.9	4,764
Cable television installation	Minor2	164	280.2	2,171
Fiber optic cable installation	Minor2	182	357.2	2,035
Sound equipment specialization	Minor2	1,034	296.9	2,224
Telephone and telephone equipment	Minor2	540	812.9	4,772
Voice, data, and video wiring contractor	Minor2	143	255.2	1,515
Safety and security specialization	Minor1	361	350.9	2,942
Access control systems specialization	Minor2	58	106.6	515
Closed circuit television installation	Minor2	28	38.7	255
Fire detection and burglar alarm systems	Minor2	736	852.8	6,619
Banking machine installation and service	Minor2	25	44.3	236
Computer installation	Minor2	180	169.0	1,063
General electrical contractor	Minor2	7,605	16,086.6	81,535
Lighting contractor	Minor2	177	317.1	1,477

*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.

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GERMANY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	35,637	37,529	38,924	40,261	41,854	5.3%	3.7%	3.4%	4.0%
Sales (\$Millions)	47,374	53,905	58,349	61,408	65,234	13.8%	8.2%	5.2%	6.2%
Employment	236,226	248,767	258,012	266,874	273,677	5.3%	3.7%	3.4%	2.5%
Sales (EurosM)	40,836	46,466	50,297	52,934	56,231	13.8%	8.2%	5.2%	6.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.33	1.44	1.50	1.53	1.56	8.1%	4.4%	1.7%	2.2%
Sales (\$) per Emp.	200,543	216,690	226,150	230,101	238,360	8.1%	4.4%	1.7%	3.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.15	1.24	1.29	1.31	1.34	8.1%	4.4%	1.7%	2.2%
Euros per Emp.	172,868	186,787	194,941	198,347	205,466	8.1%	4.4%	1.7%	3.6%

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.	
2023	13,625	4,128	2,482	1,658	542	260	64	22	16,143	38,924
2024	14,093	4,270	2,567	1,715	561	269	66	23	16,697	40,261
2025	14,651	4,439	2,669	1,783	583	279	68	24	17,358	41,854
	Sales (\$Millions) by Size of Firm									Total
2023	4,982	4,803	6,775	10,824	9,029	9,490	5,571	5,358	1,517	58,349
2024	5,243	5,055	7,130	11,392	9,502	9,987	5,863	5,639	1,597	61,408
2025	5,570	5,370	7,574	12,101	10,094	10,610	6,229	5,990	1,696	65,234
	Employment by Size of Firm									Total
2023	34,064	23,943	33,756	49,904	32,201	32,759	18,483	16,758	16,143	258,012
2024	35,234	24,766	34,916	51,618	33,308	33,885	19,118	17,334	16,697	266,874
2025	36,628	25,746	36,297	53,661	34,626	35,225	16,117	18,019	17,358	273,677

GERMANY

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	24,152	21,902.4	112,128
Electric power systems contractors	Minor1	281	3,286.4	2,845
Cogeneration specialization	Minor2	9	17.0	258
Computer power conditioning	Minor2	9	11.9	44
Standby or emergency power specialization	Minor2	19	27.2	168
Switchgear and related devices installation	Minor2	10	52.0	152
Electronic controls installation	Minor1	339	605.2	2,667
Computerized controls installation	Minor2	43	291.2	697
Energy management controls	Minor2	212	860.1	2,144
Environmental system control installation	Minor2	56	447.3	638
Communications specialization	Minor1	590	1,387.4	6,167
Cable television installation	Minor2	213	456.3	2,810
Fiber optic cable installation	Minor2	236	581.8	2,635
Sound equipment specialization	Minor2	1,338	483.6	2,879
Telephone and telephone equipment	Minor2	699	1,323.8	6,177
Voice, data, and video wiring contractor	Minor2	185	415.6	1,961
Safety and security specialization	Minor1	467	571.4	3,809
Access control systems specialization	Minor2	76	173.5	666
Closed circuit television installation	Minor2	36	63.1	330
Fire detection and burglar alarm systems	Minor2	953	1,388.8	8,568
Banking machine installation and service	Minor2	32	72.2	305
Computer installation	Minor2	232	275.3	1,376
General electrical contractor	Minor2	9,843	26,198.2	105,539
Lighting contractor	Minor2	229	516.4	1,912

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,314	4,511	4,646	4,773	4,927	4.6%	3.0%	2.7%	3.2%
Sales (\$Millions)	2,149	2,401	2,476	2,494	2,525	11.7%	3.1%	0.7%	1.2%
Employment	28,594	29,900	30,798	31,637	32,220	4.6%	3.0%	2.7%	1.8%
Sales (EurosM)	1,852	2,070	2,134	2,150	2,177	11.7%	3.1%	0.7%	1.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.50	0.53	0.53	0.52	0.51	6.9%	0.1%	-1.9%	-1.9%
Sales (\$) per Emp.	75,153	80,314	80,391	78,840	78,376	6.9%	0.1%	-1.9%	-0.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.43	0.46	0.46	0.45	0.44	6.9%	0.1%	-1.9%	-1.9%
Euros per Emp.	64,782	69,231	69,297	67,960	67,560	6.9%	0.1%	-1.9%	-0.6%

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.	
2023	1,626	493	296	198	65	31	8	3	1,927	4,646
2024	1,671	506	304	203	66	32	8	3	1,979	4,773
2025	1,725	523	314	210	69	33	8	3	2,044	4,927
	Sales (\$Millions) by Size of Firm									Total
2023	211	204	287	459	383	403	236	227	64	2,476
2024	213	205	290	463	386	406	238	229	65	2,494
2025	216	208	293	468	391	411	241	232	66	2,525
	Employment by Size of Firm									Total
2023	4,066	2,858	4,029	5,957	3,844	3,910	2,206	2,000	1,927	30,798
2024	4,177	2,936	4,139	6,119	3,948	4,017	2,266	2,055	1,979	31,637
2025	4,312	3,031	4,273	6,318	4,076	4,147	1,897	2,121	2,044	32,220

GREECE

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,863	889.6	13,292
Electric power systems contractors	Minor1	33	133.5	337
Cogeneration specialization	Minor2	1	0.7	31
Computer power conditioning	Minor2	1	0.5	5
Standby or emergency power specialization	Minor2	2	1.1	20
Switchgear and related devices installation	Minor2	1	2.1	18
Electronic controls installation	Minor1	40	24.6	316
Computerized controls installation	Minor2	5	11.8	83
Energy management controls	Minor2	25	34.9	254
Environmental system control installation	Minor2	7	18.2	76
Communications specialization	Minor1	70	56.4	731
Cable television installation	Minor2	25	18.5	333
Fiber optic cable installation	Minor2	28	23.6	312
Sound equipment specialization	Minor2	159	19.6	341
Telephone and telephone equipment	Minor2	83	53.8	732
Voice, data, and video wiring contractor	Minor2	22	16.9	232
Safety and security specialization	Minor1	55	23.2	452
Access control systems specialization	Minor2	9	7.0	79
Closed circuit television installation	Minor2	4	2.6	39
Fire detection and burglar alarm systems	Minor2	113	56.4	1,016
Banking machine installation and service	Minor2	4	2.9	36
Computer installation	Minor2	28	11.2	163
General electrical contractor	Minor2	1,167	1,064.1	12,511
Lighting contractor	Minor2	27	21.0	227

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,816	3,013	3,139	3,261	3,405	7.0%	4.2%	3.9%	4.4%
Sales (\$Millions)	3,369	3,882	4,178	4,374	4,620	15.2%	7.6%	4.7%	5.6%
Employment	18,669	19,972	20,807	21,617	22,267	7.0%	4.2%	3.9%	3.0%
Sales (DollarsM)	25,938	29,893	32,170	33,680	35,574	15.2%	7.6%	4.7%	5.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.20	1.29	1.33	1.34	1.36	7.7%	3.3%	0.8%	1.2%
Sales (\$) per Emp.	180,435	194,384	200,799	202,340	207,478	7.7%	3.3%	0.8%	2.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	9.21	9.92	10.25	10.33	10.45	7.7%	3.3%	0.8%	1.2%
Dollars per Emp.	1,389,347	1,496,757	1,546,156	1,558,015	1,597,577	7.7%	3.3%	0.8%	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.	
2023	1,099	333	200	134	44	21	5	2	1,302	3,139
2024	1,142	346	208	139	45	22	5	2	1,352	3,261
2025	1,192	361	217	145	47	23	6	2	1,412	3,405
	Sales (\$Millions) by Size of Firm									Total
2023	357	344	485	775	646	679	399	384	109	4,178
2024	373	360	508	811	677	711	418	402	114	4,374
2025	394	380	536	857	715	751	441	424	120	4,620
	Employment by Size of Firm									Total
2023	2,747	1,931	2,722	4,024	2,597	2,642	1,491	1,351	1,302	20,807
2024	2,854	2,006	2,828	4,181	2,698	2,745	1,549	1,404	1,352	21,617
2025	2,980	2,095	2,953	4,366	2,817	2,866	1,311	1,466	1,412	22,267

HONG KONG

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,956	1,560.1	9,083
Electric power systems contractors	Minor1	23	234.1	230
Cogeneration specialization	Minor2	1	1.2	21
Computer power conditioning	Minor2	1	0.8	4
Standby or emergency power specialization	Minor2	2	1.9	14
Switchgear and related devices installation	Minor2	1	3.7	12
Electronic controls installation	Minor1	27	43.1	216
Computerized controls installation	Minor2	3	20.7	56
Energy management controls	Minor2	17	61.3	174
Environmental system control installation	Minor2	5	31.9	52
Communications specialization	Minor1	48	98.8	500
Cable television installation	Minor2	17	32.5	228
Fiber optic cable installation	Minor2	19	41.4	213
Sound equipment specialization	Minor2	108	34.4	233
Telephone and telephone equipment	Minor2	57	94.3	500
Voice, data, and video wiring contractor	Minor2	15	29.6	159
Safety and security specialization	Minor1	38	40.7	309
Access control systems specialization	Minor2	6	12.4	54
Closed circuit television installation	Minor2	3	4.5	27
Fire detection and burglar alarm systems	Minor2	77	98.9	694
Banking machine installation and service	Minor2	3	5.1	25
Computer installation	Minor2	19	19.6	111
General electrical contractor	Minor2	797	1,866.1	8,549
Lighting contractor	Minor2	19	36.8	155

*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.

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HUNGARY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,118	4,343	4,490	4,630	4,798	5.5%	3.4%	3.1%	3.6%
Sales (\$Millions)	1,782	2,154	2,421	2,635	2,905	20.9%	12.4%	8.9%	10.2%
Employment	27,295	28,788	29,765	30,691	31,376	5.5%	3.4%	3.1%	2.2%
Sales (ForintsB)	552	668	750	817	900	20.9%	12.4%	8.9%	10.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.43	0.50	0.54	0.57	0.61	14.6%	8.7%	5.6%	6.4%
Sales (\$) per Emp.	65,286	74,827	81,326	85,856	92,578	14.6%	8.7%	5.6%	7.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Forints(B)/Estab.	0.13	0.15	0.17	0.18	0.19	14.6%	8.7%	5.6%	6.4%
Forints per Emp.	20,239	23,196	25,211	26,615	28,699	14.6%	8.7%	5.6%	7.8%

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.	
2023	1,572	476	286	191	63	30	7	3	1,862	4,490
2024	1,621	491	295	197	64	31	8	3	1,920	4,630
2025	1,680	509	306	204	67	32	8	3	1,990	4,798
	Sales (\$Millions) by Size of Firm									Total
2023	207	199	281	449	375	394	231	222	63	2,421
2024	225	217	306	489	408	429	252	242	69	2,635
2025	248	239	337	539	449	472	277	267	76	2,905
	Employment by Size of Firm									Total
2023	3,930	2,762	3,894	5,757	3,715	3,779	2,132	1,933	1,862	29,765
2024	4,052	2,848	4,015	5,936	3,830	3,897	2,199	1,993	1,920	30,691
2025	4,199	2,952	4,161	6,152	3,970	4,038	1,848	2,066	1,990	31,376

HUNGARY

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,778	939.8	12,895
Electric power systems contractors	Minor1	32	141.0	327
Cogeneration specialization	Minor2	1	0.7	30
Computer power conditioning	Minor2	1	0.5	5
Standby or emergency power specialization	Minor2	2	1.2	19
Switchgear and related devices installation	Minor2	1	2.2	17
Electronic controls installation	Minor1	39	26.0	307
Computerized controls installation	Minor2	5	12.5	80
Energy management controls	Minor2	24	36.9	247
Environmental system control installation	Minor2	6	19.2	73
Communications specialization	Minor1	68	59.5	709
Cable television installation	Minor2	24	19.6	323
Fiber optic cable installation	Minor2	27	25.0	303
Sound equipment specialization	Minor2	154	20.8	331
Telephone and telephone equipment	Minor2	80	56.8	710
Voice, data, and video wiring contractor	Minor2	21	17.8	226
Safety and security specialization	Minor1	54	24.5	438
Access control systems specialization	Minor2	9	7.4	77
Closed circuit television installation	Minor2	4	2.7	38
Fire detection and burglar alarm systems	Minor2	110	59.6	985
Banking machine installation and service	Minor2	4	3.1	35
Computer installation	Minor2	27	11.8	158
General electrical contractor	Minor2	1,132	1,124.2	12,137
Lighting contractor	Minor2	26	22.2	220

*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.

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INDIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	518,635	567,093	595,648	623,943	656,884	9.3%	5.0%	4.8%	5.3%
Sales (\$Millions)	29,245	35,703	39,954	43,329	47,568	22.1%	11.9%	8.4%	9.8%
Employment	3,437,844	3,759,056	3,948,336	4,135,896	4,295,271	9.3%	5.0%	4.8%	3.9%
Sales (RupeesM)	2,181,710	2,663,414	2,980,589	3,232,374	3,548,576	22.1%	11.9%	8.4%	9.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.06	0.06	0.07	0.07	0.07	11.6%	6.5%	3.5%	4.3%
Sales (\$) per Emp.	8,507	9,498	10,119	10,476	11,075	11.6%	6.5%	3.5%	5.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupees(M)/Estab.	4.21	4.70	5.00	5.18	5.40	11.6%	6.5%	3.5%	4.3%
Rupees per Emp.	634,616	708,533	754,898	781,541	826,159	11.6%	6.5%	3.5%	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.	
2023	208,509	63,172	37,983	25,371	8,296	3,976	972	340	247,028	595,648
2024	218,414	66,173	39,787	26,577	8,690	4,164	1,019	356	258,763	623,943
2025	229,945	69,667	41,888	27,980	9,149	4,384	1,072	375	272,424	656,884
	Sales (\$Millions) by Size of Firm									Total
2023	3,411	3,289	4,639	7,412	6,182	6,498	3,815	3,669	1,039	39,954
2024	3,699	3,567	5,031	8,038	6,705	7,047	4,137	3,979	1,127	43,329
2025	4,061	3,916	5,523	8,824	7,361	7,736	4,542	4,368	1,237	47,568
	Employment by Size of Firm									Total
2023	521,272	366,400	516,569	763,682	492,777	501,313	282,850	256,445	247,028	3,948,336
2024	546,035	383,806	541,108	799,959	516,186	525,127	296,286	268,627	258,763	4,135,896
2025	574,862	404,068	569,675	842,192	543,437	552,851	252,952	282,809	272,424	4,295,271

INDIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	374,292	15,454.3	1,737,703
Electric power systems contractors	Minor1	4,358	2,318.9	44,086
Cogeneration specialization	Minor2	147	12.0	4,000
Computer power conditioning	Minor2	147	8.4	680
Standby or emergency power specialization	Minor2	294	19.2	2,610
Switchgear and related devices installation	Minor2	157	36.7	2,357
Electronic controls installation	Minor1	5,261	427.0	41,330
Computerized controls installation	Minor2	660	205.4	10,794
Energy management controls	Minor2	3,288	606.9	33,223
Environmental system control installation	Minor2	873	315.6	9,895
Communications specialization	Minor1	9,148	979.0	95,568
Cable television installation	Minor2	3,298	322.0	43,556
Fiber optic cable installation	Minor2	3,658	410.5	40,829
Sound equipment specialization	Minor2	20,735	341.2	44,620
Telephone and telephone equipment	Minor2	10,827	934.1	95,724
Voice, data, and video wiring contractor	Minor2	2,872	293.3	30,390
Safety and security specialization	Minor1	7,235	403.2	59,025
Access control systems specialization	Minor2	1,172	122.5	10,328
Closed circuit television installation	Minor2	558	44.5	5,113
Fire detection and burglar alarm systems	Minor2	14,764	979.9	132,786
Banking machine installation and service	Minor2	492	51.0	4,734
Computer installation	Minor2	3,602	194.2	21,326
General electrical contractor	Minor2	152,550	18,485.4	1,635,588
Lighting contractor	Minor2	3,557	364.3	29,632

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	129,329	140,052	146,762	153,377	161,098	8.3%	4.8%	4.5%	5.0%
Sales (\$Millions)	14,973	17,858	19,847	21,389	23,322	19.3%	11.1%	7.8%	9.0%
Employment	857,274	928,357	972,834	1,016,678	1,053,399	8.3%	4.8%	4.5%	3.6%
Sales (RupiahsB)	213,552	254,688	283,052	305,053	332,613	19.3%	11.1%	7.8%	9.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.12	0.13	0.14	0.14	0.14	10.1%	6.1%	3.1%	3.8%
Sales (\$) per Emp.	17,466	19,236	20,401	21,038	22,139	10.1%	6.1%	3.1%	5.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupiahs(B)/Estab.	1.65	1.82	1.93	1.99	2.06	10.1%	6.1%	3.1%	3.8%
Rupiahs per Emp.	249,106	274,342	290,956	300,049	315,752	10.1%	6.1%	3.1%	5.2%

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.	
2023	51,375	15,565	9,359	6,251	2,044	980	240	84	60,866	146,762
2024	53,690	16,267	9,780	6,533	2,136	1,024	250	88	63,609	153,377
2025	56,393	17,086	10,273	6,862	2,244	1,075	263	92	66,811	161,098
	Sales (\$Millions) by Size of Firm									Total
2023	1,694	1,634	2,304	3,682	3,071	3,228	1,895	1,822	516	19,847
2024	1,826	1,761	2,483	3,968	3,310	3,479	2,042	1,964	556	21,389
2025	1,991	1,920	2,708	4,326	3,609	3,793	2,227	2,142	606	23,322
	Employment by Size of Firm									Total
2023	128,437	90,278	127,278	188,164	121,416	123,519	69,692	63,186	60,866	972,834
2024	134,225	94,346	133,014	196,644	126,888	129,086	72,832	66,033	63,609	1,016,678
2025	140,983	99,096	139,711	206,545	133,276	135,585	62,036	69,358	66,811	1,053,399

INDONESIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	92,008	7,628.9	427,159
Electric power systems contractors	Minor1	1,071	1,144.7	10,837
Cogeneration specialization	Minor2	36	5.9	983
Computer power conditioning	Minor2	36	4.1	167
Standby or emergency power specialization	Minor2	72	9.5	642
Switchgear and related devices installation	Minor2	39	18.1	579
Electronic controls installation	Minor1	1,293	210.8	10,160
Computerized controls installation	Minor2	162	101.4	2,653
Energy management controls	Minor2	808	299.6	8,167
Environmental system control installation	Minor2	215	155.8	2,432
Communications specialization	Minor1	2,249	483.3	23,492
Cable television installation	Minor2	811	158.9	10,707
Fiber optic cable installation	Minor2	899	202.6	10,037
Sound equipment specialization	Minor2	5,097	168.4	10,968
Telephone and telephone equipment	Minor2	2,661	461.1	23,531
Voice, data, and video wiring contractor	Minor2	706	144.8	7,470
Safety and security specialization	Minor1	1,778	199.0	14,509
Access control systems specialization	Minor2	288	60.4	2,539
Closed circuit television installation	Minor2	137	22.0	1,257
Fire detection and burglar alarm systems	Minor2	3,629	483.7	32,641
Banking machine installation and service	Minor2	121	25.2	1,164
Computer installation	Minor2	885	95.9	5,242
General electrical contractor	Minor2	37,499	9,125.2	402,057
Lighting contractor	Minor2	874	179.9	7,284

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	35,393	38,262	40,079	41,867	43,957	8.1%	4.7%	4.5%	5.0%
Sales (\$Millions)	2,925	3,158	3,180	3,136	3,101	8.0%	0.7%	-1.4%	-1.1%
Employment	234,604	253,626	265,666	277,523	287,427	8.1%	4.7%	4.5%	3.6%
Sales (RialsB)	122,923	132,731	133,626	131,781	130,321	8.0%	0.7%	-1.4%	-1.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.08	0.08	0.08	0.07	0.07	-0.1%	-3.9%	-5.6%	-5.8%
Sales (\$) per Emp.	12,467	12,453	11,968	11,299	10,789	-0.1%	-3.9%	-5.6%	-4.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rials(B)/Estab.	3.47	3.47	3.33	3.15	2.96	-0.1%	-3.9%	-5.6%	-5.8%
Rials per Emp.	523,959	523,333	502,984	474,847	453,405	-0.1%	-3.9%	-5.6%	-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.	
2023	14,030	4,251	2,556	1,707	558	267	65	23	16,621	40,079
2024	14,656	4,440	2,670	1,783	583	279	68	24	17,363	41,867
2025	15,387	4,662	2,803	1,872	612	293	72	25	18,230	43,957
	Sales (\$Millions) by Size of Firm									Total
2023	271	262	369	590	492	517	304	292	83	3,180
2024	268	258	364	582	485	510	299	288	82	3,136
2025	265	255	360	575	480	504	296	285	81	3,101
	Employment by Size of Firm									Total
2023	35,074	24,653	34,758	51,385	33,157	33,731	19,032	17,255	16,621	265,666
2024	36,640	25,754	36,309	53,678	34,637	35,237	19,881	18,025	17,363	277,523
2025	38,468	27,039	38,121	56,357	36,365	36,995	16,927	18,925	18,230	287,427

IRAN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	25,115	1,118.4	116,602
Electric power systems contractors	Minor1	292	167.8	2,958
Cogeneration specialization	Minor2	10	0.9	268
Computer power conditioning	Minor2	10	0.6	46
Standby or emergency power specialization	Minor2	20	1.4	175
Switchgear and related devices installation	Minor2	11	2.7	158
Electronic controls installation	Minor1	353	30.9	2,773
Computerized controls installation	Minor2	44	14.9	724
Energy management controls	Minor2	221	43.9	2,229
Environmental system control installation	Minor2	59	22.8	664
Communications specialization	Minor1	614	70.8	6,413
Cable television installation	Minor2	221	23.3	2,923
Fiber optic cable installation	Minor2	245	29.7	2,740
Sound equipment specialization	Minor2	1,391	24.7	2,994
Telephone and telephone equipment	Minor2	726	67.6	6,423
Voice, data, and video wiring contractor	Minor2	193	21.2	2,039
Safety and security specialization	Minor1	485	29.2	3,961
Access control systems specialization	Minor2	79	8.9	693
Closed circuit television installation	Minor2	37	3.2	343
Fire detection and burglar alarm systems	Minor2	991	70.9	8,910
Banking machine installation and service	Minor2	33	3.7	318
Computer installation	Minor2	242	14.1	1,431
General electrical contractor	Minor2	10,236	1,337.8	109,750
Lighting contractor	Minor2	239	26.4	1,988

*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.

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IRAQ

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	20,120	22,382	23,777	25,191	26,823	11.2%	6.2%	5.9%	6.5%
Sales (\$Millions)	2,537	3,093	3,294	3,417	3,573	21.9%	6.5%	3.7%	4.6%
Employment	133,366	148,363	157,610	166,980	175,391	11.2%	6.2%	5.9%	5.0%
Sales (DinarsM)	3,701	4,512	4,806	4,986	5,214	21.9%	6.5%	3.7%	4.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.13	0.14	0.14	0.14	0.13	9.6%	0.3%	-2.1%	-1.8%
Sales (\$) per Emp.	19,022	20,845	20,902	20,466	20,374	9.6%	0.3%	-2.1%	-0.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinars(M)/Estab.	0.18	0.20	0.20	0.20	0.19	9.6%	0.3%	-2.1%	-1.8%
Dinars per Emp.	27,753	30,412	30,496	29,861	29,726	9.6%	0.3%	-2.1%	-0.5%

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.	
2023	8,323	2,522	1,516	1,013	331	159	39	14	9,861	23,777
2024	8,818	2,672	1,606	1,073	351	168	41	14	10,447	25,191
2025	9,389	2,845	1,710	1,143	374	179	44	15	11,124	26,823
	Sales (\$Millions) by Size of Firm									Total
2023	281	271	383	611	510	536	315	303	86	3,294
2024	292	281	397	634	529	556	326	314	89	3,417
2025	305	294	415	663	553	581	341	328	93	3,573
	Employment by Size of Firm									Total
2023	20,808	14,626	20,620	30,485	19,671	20,011	11,291	10,237	9,861	157,610
2024	22,045	15,495	21,846	32,297	20,840	21,201	11,962	10,845	10,447	166,980
2025	23,474	16,500	23,262	34,390	22,190	22,575	10,329	11,548	11,124	175,391

IRAQ

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	15,111	1,218.9	70,157
Electric power systems contractors	Minor1	176	182.9	1,780
Cogeneration specialization	Minor2	6	0.9	161
Computer power conditioning	Minor2	6	0.7	27
Standby or emergency power specialization	Minor2	12	1.5	105
Switchgear and related devices installation	Minor2	6	2.9	95
Electronic controls installation	Minor1	212	33.7	1,669
Computerized controls installation	Minor2	27	16.2	436
Energy management controls	Minor2	133	47.9	1,341
Environmental system control installation	Minor2	35	24.9	399
Communications specialization	Minor1	369	77.2	3,858
Cable television installation	Minor2	133	25.4	1,758
Fiber optic cable installation	Minor2	148	32.4	1,648
Sound equipment specialization	Minor2	837	26.9	1,801
Telephone and telephone equipment	Minor2	437	73.7	3,865
Voice, data, and video wiring contractor	Minor2	116	23.1	1,227
Safety and security specialization	Minor1	292	31.8	2,383
Access control systems specialization	Minor2	47	9.7	417
Closed circuit television installation	Minor2	23	3.5	206
Fire detection and burglar alarm systems	Minor2	596	77.3	5,361
Banking machine installation and service	Minor2	20	4.0	191
Computer installation	Minor2	145	15.3	861
General electrical contractor	Minor2	6,159	1,458.0	66,034
Lighting contractor	Minor2	144	28.7	1,196

*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.

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IRELAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,528	2,703	2,822	2,937	3,073	6.9%	4.4%	4.1%	4.6%
Sales (\$Millions)	6,033	7,257	8,314	9,209	10,346	20.3%	14.6%	10.8%	12.4%
Employment	16,760	17,919	18,704	19,470	20,094	6.9%	4.4%	4.1%	3.2%
Sales (EurosM)	5,201	6,255	7,166	7,938	8,918	20.3%	14.6%	10.8%	12.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	2.39	2.68	2.95	3.14	3.37	12.5%	9.8%	6.4%	7.4%
Sales (\$) per Emp.	359,962	404,977	444,476	472,960	514,882	12.5%	9.8%	6.4%	8.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	2.06	2.31	2.54	2.70	2.90	12.5%	9.8%	6.4%	7.4%
Euros per Emp.	310,288	349,090	383,139	407,692	443,828	12.5%	9.8%	6.4%	8.9%

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.	
2023	988	299	180	120	39	19	5	2	1,170	2,822
2024	1,028	312	187	125	41	20	5	2	1,218	2,937
2025	1,076	326	196	131	43	21	5	2	1,274	3,073
	Sales (\$Millions) by Size of Firm									Total
2023	710	684	965	1,542	1,286	1,352	794	763	216	8,314
2024	786	758	1,069	1,708	1,425	1,498	879	846	239	9,209
2025	883	852	1,201	1,919	1,601	1,683	988	950	269	10,346
	Employment by Size of Firm									Total
2023	2,469	1,736	2,447	3,618	2,334	2,375	1,340	1,215	1,170	18,704
2024	2,571	1,807	2,547	3,766	2,430	2,472	1,395	1,265	1,218	19,470
2025	2,689	1,890	2,665	3,940	2,542	2,586	1,183	1,323	1,274	20,094

IRELAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,762	3,284.5	8,180
Electric power systems contractors	Minor1	21	492.8	208
Cogeneration specialization	Minor2	1	2.5	19
Computer power conditioning	Minor2	1	1.8	3
Standby or emergency power specialization	Minor2	1	4.1	12
Switchgear and related devices installation	Minor2	1	7.8	11
Electronic controls installation	Minor1	25	90.8	195
Computerized controls installation	Minor2	3	43.7	51
Energy management controls	Minor2	15	129.0	156
Environmental system control installation	Minor2	4	67.1	47
Communications specialization	Minor1	43	208.1	450
Cable television installation	Minor2	16	68.4	205
Fiber optic cable installation	Minor2	17	87.2	192
Sound equipment specialization	Minor2	98	72.5	210
Telephone and telephone equipment	Minor2	51	198.5	451
Voice, data, and video wiring contractor	Minor2	14	62.3	143
Safety and security specialization	Minor1	34	85.7	278
Access control systems specialization	Minor2	6	26.0	49
Closed circuit television installation	Minor2	3	9.5	24
Fire detection and burglar alarm systems	Minor2	70	208.3	625
Banking machine installation and service	Minor2	2	10.8	22
Computer installation	Minor2	17	41.3	100
General electrical contractor	Minor2	718	3,928.6	7,700
Lighting contractor	Minor2	17	77.4	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.

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ISRAEL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	3,778	4,114	4,329	4,542	4,790	8.9%	5.2%	4.9%	5.5%
Sales (\$Millions)	5,110	6,025	6,818	7,468	8,290	17.9%	13.2%	9.5%	11.0%
Employment	25,043	27,270	28,693	30,109	31,324	8.9%	5.2%	4.9%	4.0%
Sales (ShekelsM)	16,047	18,917	21,407	23,450	26,029	17.9%	13.2%	9.5%	11.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.35	1.46	1.57	1.64	1.73	8.3%	7.5%	4.4%	5.2%
Sales (\$) per Emp.	204,069	220,923	237,601	248,041	264,641	8.3%	7.5%	4.4%	6.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Shekels(M)/Estab.	4.25	4.60	4.95	5.16	5.43	8.3%	7.5%	4.4%	5.2%
Shekels per Emp.	640,775	693,698	746,067	778,848	830,972	8.3%	7.5%	4.4%	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.	
2023	1,515	459	276	184	60	29	7	2	1,795	4,329
2024	1,590	482	290	193	63	30	7	3	1,884	4,542
2025	1,677	508	305	204	67	32	8	3	1,987	4,790
	Sales (\$Millions) by Size of Firm									Total
2023	582	561	792	1,265	1,055	1,109	651	626	177	6,818
2024	638	615	867	1,385	1,156	1,215	713	686	194	7,468
2025	708	682	962	1,538	1,283	1,348	792	761	216	8,290
	Employment by Size of Firm									Total
2023	3,788	2,663	3,754	5,550	3,581	3,643	2,056	1,864	1,795	28,693
2024	3,975	2,794	3,939	5,824	3,758	3,823	2,157	1,956	1,884	30,109
2025	4,192	2,947	4,154	6,142	3,963	4,032	1,845	2,062	1,987	31,324

ISRAEL

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,725	2,663.7	12,650
Electric power systems contractors	Minor1	32	399.7	321
Cogeneration specialization	Minor2	1	2.1	29
Computer power conditioning	Minor2	1	1.4	5
Standby or emergency power specialization	Minor2	2	3.3	19
Switchgear and related devices installation	Minor2	1	6.3	17
Electronic controls installation	Minor1	38	73.6	301
Computerized controls installation	Minor2	5	35.4	79
Energy management controls	Minor2	24	104.6	242
Environmental system control installation	Minor2	6	54.4	72
Communications specialization	Minor1	67	168.7	696
Cable television installation	Minor2	24	55.5	317
Fiber optic cable installation	Minor2	27	70.8	297
Sound equipment specialization	Minor2	151	58.8	325
Telephone and telephone equipment	Minor2	79	161.0	697
Voice, data, and video wiring contractor	Minor2	21	50.5	221
Safety and security specialization	Minor1	53	69.5	430
Access control systems specialization	Minor2	9	21.1	75
Closed circuit television installation	Minor2	4	7.7	37
Fire detection and burglar alarm systems	Minor2	107	168.9	967
Banking machine installation and service	Minor2	4	8.8	34
Computer installation	Minor2	26	33.5	155
General electrical contractor	Minor2	1,111	3,186.1	11,907
Lighting contractor	Minor2	26	62.8	216

*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.

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ITALY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	26,877	28,575	29,643	30,667	31,888	6.3%	3.7%	3.5%	4.0%
Sales (\$Millions)	23,203	26,104	27,442	28,132	29,034	12.5%	5.1%	2.5%	3.2%
Employment	178,155	189,414	196,493	203,284	208,508	6.3%	3.7%	3.5%	2.6%
Sales (EurosM)	20,001	22,501	23,655	24,250	25,027	12.5%	5.1%	2.5%	3.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.86	0.91	0.93	0.92	0.91	5.8%	1.3%	-0.9%	-0.7%
Sales (\$) per Emp.	130,239	137,814	139,659	138,387	139,247	5.8%	1.3%	-0.9%	0.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.74	0.79	0.80	0.79	0.78	5.8%	1.3%	-0.9%	-0.7%
Euros per Emp.	112,266	118,795	120,386	119,290	120,031	5.8%	1.3%	-0.9%	0.6%

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.	
2023	10,377	3,144	1,890	1,263	413	198	48	17	12,294	29,643
2024	10,735	3,252	1,956	1,306	427	205	50	18	12,718	30,667
2025	11,162	3,382	2,033	1,358	444	213	52	18	13,224	31,888
	Sales (\$Millions) by Size of Firm									Total
2023	2,343	2,259	3,186	5,091	4,246	4,463	2,620	2,520	714	27,442
2024	2,402	2,316	3,266	5,219	4,353	4,575	2,686	2,583	731	28,132
2025	2,479	2,390	3,371	5,386	4,493	4,722	2,772	2,666	755	29,034
	Employment by Size of Firm									Total
2023	25,942	18,234	25,708	38,005	24,524	24,948	14,076	12,762	12,294	196,493
2024	26,838	18,864	26,596	39,319	25,371	25,811	14,563	13,203	12,718	203,284
2025	27,906	19,615	27,654	40,883	26,380	26,837	12,279	13,729	13,224	208,508

ITALY

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,397	10,033.8	85,410
Electric power systems contractors	Minor1	214	1,505.5	2,167
Cogeneration specialization	Minor2	7	7.8	197
Computer power conditioning	Minor2	7	5.5	33
Standby or emergency power specialization	Minor2	14	12.5	128
Switchgear and related devices installation	Minor2	8	23.8	116
Electronic controls installation	Minor1	259	277.2	2,031
Computerized controls installation	Minor2	32	133.4	531
Energy management controls	Minor2	162	394.0	1,633
Environmental system control installation	Minor2	43	204.9	486
Communications specialization	Minor1	450	635.6	4,697
Cable television installation	Minor2	162	209.0	2,141
Fiber optic cable installation	Minor2	180	266.5	2,007
Sound equipment specialization	Minor2	1,019	221.5	2,193
Telephone and telephone equipment	Minor2	532	606.5	4,705
Voice, data, and video wiring contractor	Minor2	141	190.4	1,494
Safety and security specialization	Minor1	356	261.8	2,901
Access control systems specialization	Minor2	58	79.5	508
Closed circuit television installation	Minor2	27	28.9	251
Fire detection and burglar alarm systems	Minor2	726	636.2	6,527
Banking machine installation and service	Minor2	24	33.1	233
Computer installation	Minor2	177	126.1	1,048
General electrical contractor	Minor2	7,498	12,001.7	80,391
Lighting contractor	Minor2	175	236.6	1,456

*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.

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JAPAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	57,620	61,002	63,188	65,274	67,770	5.9%	3.6%	3.3%	3.8%
Sales (\$Millions)	61,052	69,266	75,188	79,330	84,507	13.5%	8.5%	5.5%	6.5%
Employment	381,939	404,364	418,850	432,679	443,137	5.9%	3.6%	3.3%	2.4%
Sales (YenB)	6,898,895	7,827,040	8,496,218	8,964,264	9,549,283	13.5%	8.5%	5.5%	6.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.06	1.14	1.19	1.22	1.25	7.2%	4.8%	2.1%	2.6%
Sales (\$) per Emp.	159,848	171,296	179,510	183,346	190,702	7.2%	4.8%	2.1%	4.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Yen(B)/Estab.	119.73	128.31	134.46	137.33	140.91	7.2%	4.8%	2.1%	2.6%
Yen per Emp.	18,062,820	19,356,440	20,284,618	20,718,045	21,549,270	7.2%	4.8%	2.1%	4.0%

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.	
2023	22,119	6,702	4,029	2,691	880	422	103	36	26,205	63,188
2024	22,849	6,923	4,162	2,780	909	436	107	37	27,071	65,274
2025	23,723	7,187	4,322	2,887	944	452	111	39	28,106	67,770
	Sales (\$Millions) by Size of Firm									Total
2023	6,419	6,189	8,730	13,948	11,634	12,228	7,179	6,904	1,955	75,188
2024	6,773	6,530	9,211	14,716	12,275	12,902	7,575	7,285	2,063	79,330
2025	7,215	6,956	9,812	15,677	13,076	13,744	8,069	7,760	2,197	84,507
	Employment by Size of Firm									Total
2023	55,298	38,869	54,799	81,013	52,275	53,181	30,005	27,204	26,205	418,850
2024	57,124	40,152	56,608	83,688	54,001	54,936	30,996	28,103	27,071	432,679
2025	59,308	41,687	58,773	86,888	56,066	57,037	26,097	29,177	28,106	443,137

JAPAN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	39,157	28,294.6	181,791
Electric power systems contractors	Minor1	456	4,245.5	4,612
Cogeneration specialization	Minor2	15	21.9	418
Computer power conditioning	Minor2	15	15.4	71
Standby or emergency power specialization	Minor2	31	35.2	273
Switchgear and related devices installation	Minor2	16	67.2	247
Electronic controls installation	Minor1	550	781.8	4,324
Computerized controls installation	Minor2	69	376.1	1,129
Energy management controls	Minor2	344	1,111.1	3,476
Environmental system control installation	Minor2	91	577.9	1,035
Communications specialization	Minor1	957	1,792.4	9,998
Cable television installation	Minor2	345	589.5	4,557
Fiber optic cable installation	Minor2	383	751.5	4,271
Sound equipment specialization	Minor2	2,169	624.7	4,668
Telephone and telephone equipment	Minor2	1,133	1,710.2	10,014
Voice, data, and video wiring contractor	Minor2	300	536.9	3,179
Safety and security specialization	Minor1	757	738.2	6,175
Access control systems specialization	Minor2	123	224.2	1,080
Closed circuit television installation	Minor2	58	81.5	535
Fire detection and burglar alarm systems	Minor2	1,545	1,794.1	13,892
Banking machine installation and service	Minor2	51	93.3	495
Computer installation	Minor2	377	355.6	2,231
General electrical contractor	Minor2	15,959	33,844.0	171,108
Lighting contractor	Minor2	372	667.1	3,100

*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.

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KAZAKHSTAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	9,434	10,213	10,707	11,195	11,764	8.3%	4.8%	4.6%	5.1%
Sales (\$Millions)	2,308	2,539	2,616	2,634	2,664	10.0%	3.0%	0.7%	1.2%
Employment	62,534	67,695	70,972	74,205	76,921	8.3%	4.8%	4.6%	3.7%
Sales (TenkeM)	987,728	1,086,880	1,119,713	1,127,239	1,140,389	10.0%	3.0%	0.7%	1.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.24	0.25	0.24	0.24	0.23	1.6%	-1.7%	-3.7%	-3.7%
Sales (\$) per Emp.	36,904	37,513	36,862	35,493	34,639	1.6%	-1.7%	-3.7%	-2.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Tenkes(M)/Estab.	104.70	106.43	104.58	100.69	96.94	1.6%	-1.7%	-3.7%	-3.7%
Tenke per Emp.	15,794,987	16,055,477	15,776,878	15,190,872	14,825,418	1.6%	-1.7%	-3.7%	-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.	
2023	3,748	1,136	683	456	149	71	17	6	4,440	10,707
2024	3,919	1,187	714	477	156	75	18	6	4,643	11,195
2025	4,118	1,248	750	501	164	79	19	7	4,879	11,764
	Sales (\$Millions) by Size of Firm									Total
2023	223	215	304	485	405	425	250	240	68	2,616
2024	225	217	306	489	408	428	251	242	68	2,634
2025	227	219	309	494	412	433	254	245	69	2,664
	Employment by Size of Firm									Total
2023	9,370	6,586	9,285	13,727	8,858	9,011	5,084	4,610	4,440	70,972
2024	9,797	6,886	9,708	14,353	9,261	9,422	5,316	4,820	4,643	74,205
2025	10,295	7,236	10,202	15,082	9,732	9,901	4,530	5,065	4,879	76,921

KAZAKHSTAN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,715	939.4	31,177
Electric power systems contractors	Minor1	78	140.9	791
Cogeneration specialization	Minor2	3	0.7	72
Computer power conditioning	Minor2	3	0.5	12
Standby or emergency power specialization	Minor2	5	1.2	47
Switchgear and related devices installation	Minor2	3	2.2	42
Electronic controls installation	Minor1	94	26.0	742
Computerized controls installation	Minor2	12	12.5	194
Energy management controls	Minor2	59	36.9	596
Environmental system control installation	Minor2	16	19.2	178
Communications specialization	Minor1	164	59.5	1,715
Cable television installation	Minor2	59	19.6	781
Fiber optic cable installation	Minor2	66	25.0	733
Sound equipment specialization	Minor2	372	20.7	801
Telephone and telephone equipment	Minor2	194	56.8	1,717
Voice, data, and video wiring contractor	Minor2	52	17.8	545
Safety and security specialization	Minor1	130	24.5	1,059
Access control systems specialization	Minor2	21	7.4	185
Closed circuit television installation	Minor2	10	2.7	92
Fire detection and burglar alarm systems	Minor2	265	59.6	2,382
Banking machine installation and service	Minor2	9	3.1	85
Computer installation	Minor2	65	11.8	383
General electrical contractor	Minor2	2,737	1,123.6	29,345
Lighting contractor	Minor2	64	22.1	532

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KUWAIT

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,192	2,560	2,771	2,990	3,244	16.8%	8.2%	7.9%	8.5%
Sales (\$Millions)	1,458	1,779	1,845	1,868	1,903	22.0%	3.7%	1.3%	1.8%
Employment	14,528	16,972	18,367	19,822	21,209	16.8%	8.2%	7.9%	7.0%
Sales (DinarM)	439	535	555	562	573	22.0%	3.7%	1.3%	1.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.67	0.69	0.67	0.62	0.59	4.4%	-4.2%	-6.2%	-6.1%
Sales (\$) per Emp.	100,359	104,797	100,435	94,251	89,704	4.4%	-4.2%	-6.2%	-4.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinars(M)/Estab.	0.20	0.21	0.20	0.19	0.18	4.4%	-4.2%	-6.2%	-6.1%
Dinar per Emp.	30,208	31,544	30,231	28,369	27,001	4.4%	-4.2%	-6.2%	-4.8%

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.	
2023	970	294	177	118	39	18	5	2	1,149	2,771
2024	1,047	317	191	127	42	20	5	2	1,240	2,990
2025	1,135	344	207	138	45	22	5	2	1,345	3,244
	Sales (\$Millions) by Size of Firm									Total
2023	157	152	214	342	285	300	176	169	48	1,845
2024	160	154	217	347	289	304	178	172	49	1,868
2025	162	157	221	353	294	309	182	175	49	1,903
	Employment by Size of Firm									Total
2023	2,425	1,704	2,403	3,552	2,292	2,332	1,316	1,193	1,149	18,367
2024	2,617	1,839	2,593	3,834	2,474	2,517	1,420	1,287	1,240	19,822
2025	2,839	1,995	2,813	4,159	2,683	2,730	1,249	1,396	1,345	21,209

KUWAIT

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,794	666.3	8,328
Electric power systems contractors	Minor1	21	100.0	211
Cogeneration specialization	Minor2	1	0.5	19
Computer power conditioning	Minor2	1	0.4	3
Standby or emergency power specialization	Minor2	1	0.8	13
Switchgear and related devices installation	Minor2	1	1.6	11
Electronic controls installation	Minor1	25	18.4	198
Computerized controls installation	Minor2	3	8.9	52
Energy management controls	Minor2	16	26.2	159
Environmental system control installation	Minor2	4	13.6	47
Communications specialization	Minor1	44	42.2	458
Cable television installation	Minor2	16	13.9	209
Fiber optic cable installation	Minor2	18	17.7	196
Sound equipment specialization	Minor2	99	14.7	214
Telephone and telephone equipment	Minor2	52	40.3	459
Voice, data, and video wiring contractor	Minor2	14	12.6	146
Safety and security specialization	Minor1	35	17.4	283
Access control systems specialization	Minor2	6	5.3	49
Closed circuit television installation	Minor2	3	1.9	25
Fire detection and burglar alarm systems	Minor2	71	42.3	636
Banking machine installation and service	Minor2	2	2.2	23
Computer installation	Minor2	17	8.4	102
General electrical contractor	Minor2	731	797.0	7,839
Lighting contractor	Minor2	17	15.7	142

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MALAYSIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	17,006	18,368	19,277	20,176	21,224	8.0%	4.9%	4.7%	5.2%
Sales (\$Millions)	4,850	5,760	6,302	6,697	7,190	18.8%	9.4%	6.3%	7.4%
Employment	112,724	121,757	127,782	133,742	138,781	8.0%	4.9%	4.7%	3.8%
Sales (RinggitsM)	20,079	23,844	26,090	27,725	29,768	18.8%	9.4%	6.3%	7.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.29	0.31	0.33	0.33	0.34	9.9%	4.3%	1.5%	2.1%
Sales (\$) per Emp.	43,026	47,304	49,318	50,074	51,811	9.9%	4.3%	1.5%	3.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Ringgitss(M)/Estab.	1.18	1.30	1.35	1.37	1.40	9.9%	4.3%	1.5%	2.1%
Ringgits per Emp.	178,127	195,837	204,176	207,305	214,496	9.9%	4.3%	1.5%	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.	
2023	6,748	2,044	1,229	821	268	129	31	11	7,995	19,277
2024	7,063	2,140	1,287	859	281	135	33	12	8,368	20,176
2025	7,430	2,251	1,353	904	296	142	35	12	8,802	21,224
	Sales (\$Millions) by Size of Firm									Total
2023	538	519	732	1,169	975	1,025	602	579	164	6,302
2024	572	551	778	1,242	1,036	1,089	639	615	174	6,697
2025	614	592	835	1,334	1,113	1,169	687	660	187	7,190
	Employment by Size of Firm									Total
2023	16,870	11,858	16,718	24,715	15,948	16,224	9,154	8,299	7,995	127,782
2024	17,657	12,411	17,498	25,868	16,692	16,981	9,581	8,687	8,368	133,742
2025	18,574	13,056	18,406	27,211	17,559	17,863	8,173	9,138	8,802	138,781

MALAYSIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,103	2,388.6	56,192
Electric power systems contractors	Minor1	141	358.4	1,426
Cogeneration specialization	Minor2	5	1.9	129
Computer power conditioning	Minor2	5	1.3	22
Standby or emergency power specialization	Minor2	10	3.0	84
Switchgear and related devices installation	Minor2	5	5.7	76
Electronic controls installation	Minor1	170	66.0	1,336
Computerized controls installation	Minor2	21	31.8	349
Energy management controls	Minor2	106	93.8	1,074
Environmental system control installation	Minor2	28	48.8	320
Communications specialization	Minor1	296	151.3	3,090
Cable television installation	Minor2	107	49.8	1,408
Fiber optic cable installation	Minor2	118	63.4	1,320
Sound equipment specialization	Minor2	671	52.7	1,443
Telephone and telephone equipment	Minor2	350	144.4	3,095
Voice, data, and video wiring contractor	Minor2	93	45.3	983
Safety and security specialization	Minor1	234	62.3	1,909
Access control systems specialization	Minor2	38	18.9	334
Closed circuit television installation	Minor2	18	6.9	165
Fire detection and burglar alarm systems	Minor2	477	151.5	4,294
Banking machine installation and service	Minor2	16	7.9	153
Computer installation	Minor2	116	30.0	690
General electrical contractor	Minor2	4,933	2,857.1	52,890
Lighting contractor	Minor2	115	56.3	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.

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MEXICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	57,321	62,958	66,183	69,384	73,108	9.8%	5.1%	4.8%	5.4%
Sales (\$Millions)	12,936	14,776	15,360	15,589	15,911	14.2%	4.0%	1.5%	2.1%
Employment	379,958	417,327	438,704	459,925	478,044	9.8%	5.1%	4.8%	3.9%
Sales (NPesosM)	267,767	305,865	317,955	322,685	329,366	14.2%	4.0%	1.5%	2.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.23	0.23	0.23	0.22	0.22	4.0%	-1.1%	-3.2%	-3.1%
Sales (\$) per Emp.	34,045	35,406	35,013	33,894	33,284	4.0%	-1.1%	-3.2%	-1.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
NPesos(M)/Estab.	4.67	4.86	4.80	4.65	4.51	4.0%	-1.1%	-3.2%	-3.1%
NPesos per Emp.	704,727	732,914	724,761	701,605	688,987	4.0%	-1.1%	-3.2%	-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.	
2023	23,168	7,019	4,220	2,819	922	442	108	38	27,448	66,183
2024	24,288	7,359	4,424	2,955	966	463	113	40	28,775	69,384
2025	25,592	7,754	4,662	3,114	1,018	488	119	42	30,320	73,108
	Sales (\$Millions) by Size of Firm									Total
2023	1,311	1,264	1,783	2,849	2,377	2,498	1,467	1,410	399	15,360
2024	1,331	1,283	1,810	2,892	2,412	2,535	1,488	1,431	405	15,589
2025	1,359	1,310	1,847	2,952	2,462	2,588	1,519	1,461	414	15,911
	Employment by Size of Firm									Total
2023	57,919	40,711	57,396	84,853	54,753	55,701	31,428	28,494	27,448	438,704
2024	60,721	42,680	60,173	88,958	57,401	58,396	32,948	29,872	28,775	459,925
2025	63,979	44,971	63,402	93,732	60,482	61,530	28,152	31,475	30,320	478,044

MEXICO

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	41,622	5,560.0	193,238
Electric power systems contractors	Minor1	485	834.3	4,902
Cogeneration specialization	Minor2	16	4.3	445
Computer power conditioning	Minor2	16	3.0	76
Standby or emergency power specialization	Minor2	33	6.9	290
Switchgear and related devices installation	Minor2	17	13.2	262
Electronic controls installation	Minor1	585	153.6	4,596
Computerized controls installation	Minor2	73	73.9	1,200
Energy management controls	Minor2	366	218.3	3,695
Environmental system control installation	Minor2	97	113.6	1,100
Communications specialization	Minor1	1,017	352.2	10,627
Cable television installation	Minor2	367	115.8	4,844
Fiber optic cable installation	Minor2	407	147.7	4,540
Sound equipment specialization	Minor2	2,306	122.8	4,962
Telephone and telephone equipment	Minor2	1,204	336.1	10,645
Voice, data, and video wiring contractor	Minor2	319	105.5	3,379
Safety and security specialization	Minor1	805	145.1	6,564
Access control systems specialization	Minor2	130	44.1	1,148
Closed circuit television installation	Minor2	62	16.0	569
Fire detection and burglar alarm systems	Minor2	1,642	352.5	14,766
Banking machine installation and service	Minor2	55	18.3	526
Computer installation	Minor2	401	69.9	2,372
General electrical contractor	Minor2	16,964	6,650.5	181,883
Lighting contractor	Minor2	395	131.1	3,295

*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.

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NETHERLANDS

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	7,341	7,821	8,133	8,434	8,790	6.5%	4.0%	3.7%	4.2%
Sales (\$Millions)	10,719	12,409	13,713	14,704	15,943	15.8%	10.5%	7.2%	8.4%
Employment	48,661	51,844	53,909	55,903	57,475	6.5%	4.0%	3.7%	2.8%
Sales (EurosM)	9,240	10,696	11,821	12,675	13,743	15.8%	10.5%	7.2%	8.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.46	1.59	1.69	1.74	1.81	8.7%	6.3%	3.4%	4.0%
Sales (\$) per Emp.	220,289	239,348	254,375	263,021	277,385	8.7%	6.3%	3.4%	5.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.26	1.37	1.45	1.50	1.56	8.7%	6.3%	3.4%	4.0%
Euros per Emp.	189,889	206,318	219,271	226,724	239,106	8.7%	6.3%	3.4%	5.5%

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.	
2023	2,847	863	519	346	113	54	13	5	3,373	8,133
2024	2,952	894	538	359	117	56	14	5	3,498	8,434
2025	3,077	932	561	374	122	59	14	5	3,645	8,790
	Sales (\$Millions) by Size of Firm									Total
2023	1,171	1,129	1,592	2,544	2,122	2,230	1,309	1,259	357	13,713
2024	1,255	1,210	1,707	2,728	2,275	2,391	1,404	1,350	382	14,704
2025	1,361	1,312	1,851	2,957	2,467	2,593	1,522	1,464	415	15,943
	Employment by Size of Firm									Total
2023	7,117	5,003	7,053	10,427	6,728	6,845	3,862	3,501	3,373	53,909
2024	7,381	5,188	7,314	10,813	6,977	7,098	4,005	3,631	3,498	55,903
2025	7,692	5,407	7,623	11,269	7,272	7,398	3,385	3,784	3,645	57,475

NETHERLANDS

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,059	5,244.4	23,488
Electric power systems contractors	Minor1	59	786.9	596
Cogeneration specialization	Minor2	2	4.1	54
Computer power conditioning	Minor2	2	2.9	9
Standby or emergency power specialization	Minor2	4	6.5	35
Switchgear and related devices installation	Minor2	2	12.5	32
Electronic controls installation	Minor1	71	144.9	559
Computerized controls installation	Minor2	9	69.7	146
Energy management controls	Minor2	44	205.9	449
Environmental system control installation	Minor2	12	107.1	134
Communications specialization	Minor1	124	332.2	1,292
Cable television installation	Minor2	45	109.3	589
Fiber optic cable installation	Minor2	49	139.3	552
Sound equipment specialization	Minor2	280	115.8	603
Telephone and telephone equipment	Minor2	146	317.0	1,294
Voice, data, and video wiring contractor	Minor2	39	99.5	411
Safety and security specialization	Minor1	98	136.8	798
Access control systems specialization	Minor2	16	41.6	140
Closed circuit television installation	Minor2	8	15.1	69
Fire detection and burglar alarm systems	Minor2	200	332.5	1,795
Banking machine installation and service	Minor2	7	17.3	64
Computer installation	Minor2	49	65.9	288
General electrical contractor	Minor2	2,062	6,272.9	22,108
Lighting contractor	Minor2	48	123.6	401

*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.

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NEW ZEALAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	1,937	2,072	2,167	2,261	2,371	6.9%	4.6%	4.3%	4.9%
Sales (\$Millions)	2,314	2,661	2,926	3,123	3,370	15.0%	10.0%	6.7%	7.9%
Employment	12,842	13,733	14,367	14,990	15,505	6.9%	4.6%	4.3%	3.4%
Sales (DollarsM)	3,240	3,725	4,096	4,373	4,718	15.0%	10.0%	6.7%	7.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.19	1.28	1.35	1.38	1.42	7.5%	5.1%	2.3%	2.9%
Sales (\$) per Emp.	180,196	193,746	203,651	208,363	217,344	7.5%	5.1%	2.3%	4.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.67	1.80	1.89	1.93	1.99	7.5%	5.1%	2.3%	2.9%
Dollars per Emp.	252,274	271,245	285,111	291,709	304,282	7.5%	5.1%	2.3%	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.	
2023	759	230	138	92	30	14	4	1	899	2,167
2024	792	240	144	96	31	15	4	1	938	2,261
2025	830	251	151	101	33	16	4	1	983	2,371
	Sales (\$Millions) by Size of Firm									Total
2023	250	241	340	543	453	476	279	269	76	2,926
2024	267	257	363	579	483	508	298	287	81	3,123
2025	288	277	391	625	521	548	322	309	88	3,370
	Employment by Size of Firm									Total
2023	1,897	1,333	1,880	2,779	1,793	1,824	1,029	933	899	14,367
2024	1,979	1,391	1,961	2,899	1,871	1,903	1,074	974	938	14,990
2025	2,075	1,459	2,056	3,040	1,962	1,996	913	1,021	983	15,505

NEW ZEALAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,357	1,114.0	6,298
Electric power systems contractors	Minor1	16	167.2	160
Cogeneration specialization	Minor2	1	0.9	14
Computer power conditioning	Minor2	1	0.6	2
Standby or emergency power specialization	Minor2	1	1.4	9
Switchgear and related devices installation	Minor2	1	2.6	9
Electronic controls installation	Minor1	19	30.8	150
Computerized controls installation	Minor2	2	14.8	39
Energy management controls	Minor2	12	43.7	120
Environmental system control installation	Minor2	3	22.8	36
Communications specialization	Minor1	33	70.6	346
Cable television installation	Minor2	12	23.2	158
Fiber optic cable installation	Minor2	13	29.6	148
Sound equipment specialization	Minor2	75	24.6	162
Telephone and telephone equipment	Minor2	39	67.3	347
Voice, data, and video wiring contractor	Minor2	10	21.1	110
Safety and security specialization	Minor1	26	29.1	214
Access control systems specialization	Minor2	4	8.8	37
Closed circuit television installation	Minor2	2	3.2	19
Fire detection and burglar alarm systems	Minor2	54	70.6	481
Banking machine installation and service	Minor2	2	3.7	17
Computer installation	Minor2	13	14.0	77
General electrical contractor	Minor2	553	1,332.5	5,928
Lighting contractor	Minor2	13	26.3	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.

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NIGERIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	100,586	108,485	114,629	120,793	127,931	7.9%	5.7%	5.4%	5.9%
Sales (\$Millions)	5,948	6,479	6,711	6,788	6,903	8.9%	3.6%	1.2%	1.7%
Employment	666,746	719,109	759,837	800,694	836,523	7.9%	5.7%	5.4%	4.5%
Sales (NairaM)	2,438,819	2,656,593	2,751,361	2,783,007	2,830,215	8.9%	3.6%	1.2%	1.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.06	0.06	0.06	0.06	0.05	1.0%	-2.0%	-4.0%	-4.0%
Sales (\$) per Emp.	8,921	9,010	8,832	8,477	8,252	1.0%	-2.0%	-4.0%	-2.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Naira(M)/Estab.	24.25	24.49	24.00	23.04	22.12	1.0%	-2.0%	-4.0%	-4.0%
Naira per Emp.	3,657,794	3,694,282	3,620,987	3,475,742	3,383,307	1.0%	-2.0%	-4.0%	-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.	
2023	40,126	12,157	7,310	4,883	1,597	765	187	65	47,539	114,629
2024	42,284	12,811	7,703	5,145	1,682	806	197	69	50,096	120,793
2025	44,783	13,568	8,158	5,449	1,782	854	209	73	53,056	127,931
	Sales (\$Millions) by Size of Firm									Total
2023	573	552	779	1,245	1,038	1,091	641	616	174	6,711
2024	580	559	788	1,259	1,050	1,104	648	623	177	6,788
2025	589	568	801	1,281	1,068	1,123	659	634	179	6,903
	Employment by Size of Firm									Total
2023	100,316	70,512	99,411	146,967	94,832	96,475	54,433	49,352	47,539	759,837
2024	105,710	74,303	104,756	154,869	99,932	101,663	57,360	52,005	50,096	800,694
2025	111,957	78,694	110,947	164,021	105,837	107,670	49,264	55,078	53,056	836,523

NIGERIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	72,462	2,421.0	336,413
Electric power systems contractors	Minor1	844	363.3	8,535
Cogeneration specialization	Minor2	28	1.9	774
Computer power conditioning	Minor2	28	1.3	132
Standby or emergency power specialization	Minor2	57	3.0	505
Switchgear and related devices installation	Minor2	30	5.8	456
Electronic controls installation	Minor1	1,019	66.9	8,001
Computerized controls installation	Minor2	128	32.2	2,090
Energy management controls	Minor2	636	95.1	6,432
Environmental system control installation	Minor2	169	49.4	1,916
Communications specialization	Minor1	1,771	153.4	18,502
Cable television installation	Minor2	638	50.4	8,432
Fiber optic cable installation	Minor2	708	64.3	7,904
Sound equipment specialization	Minor2	4,014	53.5	8,638
Telephone and telephone equipment	Minor2	2,096	146.3	18,532
Voice, data, and video wiring contractor	Minor2	556	45.9	5,883
Safety and security specialization	Minor1	1,401	63.2	11,427
Access control systems specialization	Minor2	227	19.2	1,999
Closed circuit television installation	Minor2	108	7.0	990
Fire detection and burglar alarm systems	Minor2	2,858	153.5	25,707
Banking machine installation and service	Minor2	95	8.0	916
Computer installation	Minor2	697	30.4	4,129
General electrical contractor	Minor2	29,533	2,895.9	316,644
Lighting contractor	Minor2	689	57.1	5,737

*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.

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NORWAY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,684	2,899	3,032	3,163	3,316	8.0%	4.6%	4.3%	4.8%
Sales (\$Millions)	4,947	5,558	5,708	5,730	5,779	12.3%	2.7%	0.4%	0.9%
Employment	17,788	19,217	20,101	20,968	21,685	8.0%	4.6%	4.3%	3.4%
Sales (KronesM)	41,555	46,685	47,945	48,133	48,544	12.3%	2.7%	0.4%	0.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.84	1.92	1.88	1.81	1.74	4.0%	-1.8%	-3.8%	-3.8%
Sales (\$) per Emp.	278,107	289,208	283,961	273,283	266,504	4.0%	-1.8%	-3.8%	-2.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Krones(M)/Estab.	15.49	16.10	15.81	15.22	14.64	4.0%	-1.8%	-3.8%	-3.8%
Krones per Emp.	2,336,096	2,429,346	2,385,269	2,295,575	2,238,635	4.0%	-1.8%	-3.8%	-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.	
2023	1,061	322	193	129	42	20	5	2	1,258	3,032
2024	1,107	335	202	135	44	21	5	2	1,312	3,163
2025	1,161	352	211	141	46	22	5	2	1,375	3,316
	Sales (\$Millions) by Size of Firm									Total
2023	487	470	663	1,059	883	928	545	524	148	5,708
2024	489	472	665	1,063	887	932	547	526	149	5,730
2025	493	476	671	1,072	894	940	552	531	150	5,779
	Employment by Size of Firm									Total
2023	2,654	1,865	2,630	3,888	2,509	2,552	1,440	1,306	1,258	20,101
2024	2,768	1,946	2,743	4,056	2,617	2,662	1,502	1,362	1,312	20,968
2025	2,902	2,040	2,876	4,252	2,744	2,791	1,277	1,428	1,375	21,685

NORWAY

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,898	2,043.8	8,810
Electric power systems contractors	Minor1	22	306.7	223
Cogeneration specialization	Minor2	1	1.6	20
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	4.9	12
Electronic controls installation	Minor1	27	56.5	210
Computerized controls installation	Minor2	3	27.2	55
Energy management controls	Minor2	17	80.3	168
Environmental system control installation	Minor2	4	41.7	50
Communications specialization	Minor1	46	129.5	484
Cable television installation	Minor2	17	42.6	221
Fiber optic cable installation	Minor2	19	54.3	207
Sound equipment specialization	Minor2	105	45.1	226
Telephone and telephone equipment	Minor2	55	123.5	485
Voice, data, and video wiring contractor	Minor2	15	38.8	154
Safety and security specialization	Minor1	37	53.3	299
Access control systems specialization	Minor2	6	16.2	52
Closed circuit television installation	Minor2	3	5.9	26
Fire detection and burglar alarm systems	Minor2	75	129.6	673
Banking machine installation and service	Minor2	2	6.7	24
Computer installation	Minor2	18	25.7	108
General electrical contractor	Minor2	773	2,444.6	8,292
Lighting contractor	Minor2	18	48.2	150

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	75,834	82,228	86,456	90,654	95,537	8.4%	5.1%	4.9%	5.4%
Sales (\$Millions)	3,208	3,527	3,730	3,844	3,990	10.0%	5.8%	3.1%	3.8%
Employment	502,676	545,061	573,085	600,915	624,702	8.4%	5.1%	4.9%	4.0%
Sales (RupeesM)	545,281	599,539	634,031	653,447	678,378	10.0%	5.8%	3.1%	3.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.04	0.04	0.04	0.04	0.04	1.4%	0.6%	-1.7%	-1.5%
Sales (\$) per Emp.	6,381	6,470	6,508	6,397	6,388	1.4%	0.6%	-1.7%	-0.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupees(M)/Estab.	7.19	7.29	7.33	7.21	7.10	1.4%	0.6%	-1.7%	-1.5%
Rupees per Emp.	1,084,756	1,099,948	1,106,347	1,087,420	1,085,922	1.4%	0.6%	-1.7%	-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.	
2023	30,264	9,169	5,513	3,683	1,204	577	141	49	35,855	86,456
2024	31,734	9,615	5,781	3,861	1,263	605	148	52	37,596	90,654
2025	33,443	10,132	6,092	4,069	1,331	638	156	55	39,621	95,537
	Sales (\$Millions) by Size of Firm									Total
2023	318	307	433	692	577	607	356	342	97	3,730
2024	328	316	446	713	595	625	367	353	100	3,844
2025	341	328	463	740	617	649	381	366	104	3,990
	Employment by Size of Firm									Total
2023	75,661	53,182	74,978	110,845	71,525	72,764	41,054	37,222	35,855	573,085
2024	79,335	55,764	78,619	116,228	74,998	76,297	43,048	39,030	37,596	600,915
2025	83,608	58,767	82,853	122,488	79,037	80,406	36,789	41,132	39,621	624,702

PAKISTAN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	54,382	1,371.0	252,475
Electric power systems contractors	Minor1	633	205.7	6,405
Cogeneration specialization	Minor2	21	1.1	581
Computer power conditioning	Minor2	21	0.7	99
Standby or emergency power specialization	Minor2	43	1.7	379
Switchgear and related devices installation	Minor2	23	3.3	342
Electronic controls installation	Minor1	764	37.9	6,005
Computerized controls installation	Minor2	96	18.2	1,568
Energy management controls	Minor2	478	53.8	4,827
Environmental system control installation	Minor2	127	28.0	1,438
Communications specialization	Minor1	1,329	86.8	13,885
Cable television installation	Minor2	479	28.6	6,328
Fiber optic cable installation	Minor2	531	36.4	5,932
Sound equipment specialization	Minor2	3,013	30.3	6,483
Telephone and telephone equipment	Minor2	1,573	82.9	13,908
Voice, data, and video wiring contractor	Minor2	417	26.0	4,415
Safety and security specialization	Minor1	1,051	35.8	8,576
Access control systems specialization	Minor2	170	10.9	1,501
Closed circuit television installation	Minor2	81	3.9	743
Fire detection and burglar alarm systems	Minor2	2,145	86.9	19,293
Banking machine installation and service	Minor2	72	4.5	688
Computer installation	Minor2	523	17.2	3,098
General electrical contractor	Minor2	22,164	1,639.9	237,639
Lighting contractor	Minor2	517	32.3	4,305

*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.

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PERU

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	16,282	17,629	18,474	19,306	20,278	8.3%	4.8%	4.5%	5.0%
Sales (\$Millions)	2,630	3,098	3,315	3,452	3,625	17.8%	7.0%	4.1%	5.0%
Employment	107,929	116,855	122,454	127,973	132,596	8.3%	4.8%	4.5%	3.6%
Sales (PesosM)	10,493	12,361	13,225	13,773	14,464	17.8%	7.0%	4.1%	5.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.16	0.18	0.18	0.18	0.18	8.8%	2.1%	-0.3%	0.0%
Sales (\$) per Emp.	24,366	26,512	27,068	26,974	27,339	8.8%	2.1%	-0.3%	1.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.64	0.70	0.72	0.71	0.71	8.8%	2.1%	-0.3%	0.0%
Pesos per Emp.	97,222	105,781	108,001	107,627	109,084	8.8%	2.1%	-0.3%	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.	
2023	6,467	1,959	1,178	787	257	123	30	11	7,661	18,474
2024	6,758	2,048	1,231	822	269	129	32	11	8,007	19,306
2025	7,098	2,151	1,293	864	282	135	33	12	8,410	20,278
	Sales (\$Millions) by Size of Firm									Total
2023	283	273	385	615	513	539	316	304	86	3,315
2024	295	284	401	640	534	561	330	317	90	3,452
2025	310	298	421	672	561	590	346	333	94	3,625
	Employment by Size of Firm									Total
2023	16,167	11,364	16,021	23,685	15,283	15,548	8,772	7,953	7,661	122,454
2024	16,895	11,876	16,743	24,752	15,972	16,249	9,168	8,312	8,007	127,973
2025	17,746	12,474	17,586	25,999	16,776	17,067	7,809	8,730	8,410	132,596

PERU

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,581	1,231.2	53,768
Electric power systems contractors	Minor1	135	184.7	1,364
Cogeneration specialization	Minor2	5	1.0	124
Computer power conditioning	Minor2	5	0.7	21
Standby or emergency power specialization	Minor2	9	1.5	81
Switchgear and related devices installation	Minor2	5	2.9	73
Electronic controls installation	Minor1	163	34.0	1,279
Computerized controls installation	Minor2	20	16.4	334
Energy management controls	Minor2	102	48.3	1,028
Environmental system control installation	Minor2	27	25.1	306
Communications specialization	Minor1	283	78.0	2,957
Cable television installation	Minor2	102	25.7	1,348
Fiber optic cable installation	Minor2	113	32.7	1,263
Sound equipment specialization	Minor2	642	27.2	1,381
Telephone and telephone equipment	Minor2	335	74.4	2,962
Voice, data, and video wiring contractor	Minor2	89	23.4	940
Safety and security specialization	Minor1	224	32.1	1,826
Access control systems specialization	Minor2	36	9.8	320
Closed circuit television installation	Minor2	17	3.5	158
Fire detection and burglar alarm systems	Minor2	457	78.1	4,109
Banking machine installation and service	Minor2	15	4.1	146
Computer installation	Minor2	111	15.5	660
General electrical contractor	Minor2	4,720	1,472.7	50,609
Lighting contractor	Minor2	110	29.0	917

*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.

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PHILLIPINES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	41,285	44,745	47,006	49,247	51,856	8.4%	5.1%	4.8%	5.3%
Sales (\$Millions)	4,170	4,927	5,506	5,963	6,537	18.2%	11.7%	8.3%	9.6%
Employment	273,663	296,599	311,586	326,442	339,078	8.4%	5.1%	4.8%	3.9%
Sales (PesosM)	210,576	248,803	278,032	301,128	330,117	18.2%	11.7%	8.3%	9.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.10	0.11	0.12	0.12	0.13	9.0%	6.4%	3.4%	4.1%
Sales (\$) per Emp.	15,237	16,611	17,670	18,266	19,279	9.0%	6.4%	3.4%	5.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	5.10	5.56	5.91	6.11	6.37	9.0%	6.4%	3.4%	4.1%
Pesos per Emp.	769,471	838,853	892,313	922,455	973,571	9.0%	6.4%	3.4%	5.5%

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.	
2023	16,455	4,985	2,997	2,002	655	314	77	27	19,494	47,006
2024	17,239	5,223	3,140	2,098	686	329	80	28	20,424	49,247
2025	18,152	5,500	3,307	2,209	722	346	85	30	21,506	51,856
	Sales (\$Millions) by Size of Firm									Total
2023	470	453	639	1,021	852	895	526	506	143	5,506
2024	509	491	692	1,106	923	970	569	548	155	5,963
2025	558	538	759	1,213	1,012	1,063	624	600	170	6,537
	Employment by Size of Firm									Total
2023	41,137	28,915	40,765	60,267	38,888	39,562	22,321	20,238	19,494	311,586
2024	43,098	30,293	42,709	63,140	40,742	41,448	23,386	21,202	20,424	326,442
2025	45,381	31,898	44,971	66,485	42,900	43,643	19,969	22,326	21,506	339,078

PHILLIPINES

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	29,542	2,126.8	137,155
Electric power systems contractors	Minor1	344	319.1	3,480
Cogeneration specialization	Minor2	12	1.6	316
Computer power conditioning	Minor2	12	1.2	54
Standby or emergency power specialization	Minor2	23	2.6	206
Switchgear and related devices installation	Minor2	12	5.1	186
Electronic controls installation	Minor1	415	58.8	3,262
Computerized controls installation	Minor2	52	28.3	852
Energy management controls	Minor2	259	83.5	2,622
Environmental system control installation	Minor2	69	43.4	781
Communications specialization	Minor1	722	134.7	7,543
Cable television installation	Minor2	260	44.3	3,438
Fiber optic cable installation	Minor2	289	56.5	3,223
Sound equipment specialization	Minor2	1,637	47.0	3,522
Telephone and telephone equipment	Minor2	855	128.5	7,555
Voice, data, and video wiring contractor	Minor2	227	40.4	2,399
Safety and security specialization	Minor1	571	55.5	4,659
Access control systems specialization	Minor2	93	16.9	815
Closed circuit television installation	Minor2	44	6.1	404
Fire detection and burglar alarm systems	Minor2	1,165	134.9	10,481
Banking machine installation and service	Minor2	39	7.0	374
Computer installation	Minor2	284	26.7	1,683
General electrical contractor	Minor2	12,041	2,543.9	129,095
Lighting contractor	Minor2	281	50.1	2,339

*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.

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POLAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	14,981	15,843	16,405	16,941	17,582	5.8%	3.5%	3.3%	3.8%
Sales (\$Millions)	7,449	8,744	9,792	10,626	11,674	17.4%	12.0%	8.5%	9.9%
Employment	99,302	105,019	108,743	112,295	114,969	5.8%	3.5%	3.3%	2.4%
Sales (ZlotysM)	29,052	34,101	38,189	41,442	45,528	17.4%	12.0%	8.5%	9.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.50	0.55	0.60	0.63	0.66	11.0%	8.2%	5.1%	5.9%
Sales (\$) per Emp.	75,015	83,259	90,047	94,627	101,539	11.0%	8.2%	5.1%	7.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Zlotys(M)/Estab.	1.94	2.15	2.33	2.45	2.59	11.0%	8.2%	5.1%	5.9%
Zlotys per Emp.	292,559	324,709	351,183	369,044	396,002	11.0%	8.2%	5.1%	7.3%

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.	
2023	5,743	1,740	1,046	699	228	109	27	9	6,804	16,405
2024	5,930	1,797	1,080	722	236	113	28	10	7,026	16,941
2025	6,155	1,865	1,121	749	245	117	29	10	7,292	17,582
	Sales (\$Millions) by Size of Firm									Total
2023	836	806	1,137	1,816	1,515	1,593	935	899	255	9,792
2024	907	875	1,234	1,971	1,644	1,728	1,015	976	276	10,626
2025	997	961	1,355	2,166	1,806	1,899	1,115	1,072	304	11,674
	Employment by Size of Firm									Total
2023	14,357	10,091	14,227	21,033	13,572	13,807	7,790	7,063	6,804	108,743
2024	14,825	10,421	14,692	21,720	14,015	14,258	8,045	7,294	7,026	112,295
2025	15,387	10,815	15,248	22,542	14,546	14,798	6,771	7,570	7,292	114,969

POLAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,162	3,790.0	47,181
Electric power systems contractors	Minor1	118	568.7	1,197
Cogeneration specialization	Minor2	4	2.9	109
Computer power conditioning	Minor2	4	2.1	18
Standby or emergency power specialization	Minor2	8	4.7	71
Switchgear and related devices installation	Minor2	4	9.0	64
Electronic controls installation	Minor1	143	104.7	1,122
Computerized controls installation	Minor2	18	50.4	293
Energy management controls	Minor2	89	148.8	902
Environmental system control installation	Minor2	24	77.4	269
Communications specialization	Minor1	248	240.1	2,595
Cable television installation	Minor2	90	79.0	1,183
Fiber optic cable installation	Minor2	99	100.7	1,109
Sound equipment specialization	Minor2	563	83.7	1,211
Telephone and telephone equipment	Minor2	294	229.1	2,599
Voice, data, and video wiring contractor	Minor2	78	71.9	825
Safety and security specialization	Minor1	196	98.9	1,603
Access control systems specialization	Minor2	32	30.0	280
Closed circuit television installation	Minor2	15	10.9	139
Fire detection and burglar alarm systems	Minor2	401	240.3	3,605
Banking machine installation and service	Minor2	13	12.5	129
Computer installation	Minor2	98	47.6	579
General electrical contractor	Minor2	4,142	4,533.3	44,408
Lighting contractor	Minor2	97	89.4	805

*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.

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PORTUGAL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,569	4,806	4,964	5,112	5,291	5.2%	3.3%	3.0%	3.5%
Sales (\$Millions)	2,758	3,223	3,514	3,722	3,981	16.9%	9.0%	5.9%	7.0%
Employment	30,289	31,860	32,902	33,886	34,600	5.2%	3.3%	3.0%	2.1%
Sales (EurosM)	2,377	2,778	3,029	3,208	3,432	16.9%	9.0%	5.9%	7.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.60	0.67	0.71	0.73	0.75	11.1%	5.6%	2.8%	3.4%
Sales (\$) per Emp.	91,057	101,171	106,799	109,834	115,072	11.1%	5.6%	2.8%	4.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.52	0.58	0.61	0.63	0.65	11.1%	5.6%	2.8%	3.4%
Euros per Emp.	78,491	87,209	92,061	94,677	99,192	11.1%	5.6%	2.8%	4.8%

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.	
2023	1,738	526	317	211	69	33	8	3	2,059	4,964
2024	1,789	542	326	218	71	34	8	3	2,120	5,112
2025	1,852	561	337	225	74	35	9	3	2,194	5,291
	Sales (\$Millions) by Size of Firm									Total
2023	300	289	408	652	544	571	336	323	91	3,514
2024	318	306	432	690	576	605	355	342	97	3,722
2025	340	328	462	739	616	648	380	366	104	3,981
	Employment by Size of Firm									Total
2023	4,344	3,053	4,305	6,364	4,106	4,177	2,357	2,137	2,059	32,902
2024	4,474	3,145	4,433	6,554	4,229	4,302	2,427	2,201	2,120	33,886
2025	4,631	3,255	4,589	6,784	4,378	4,453	2,038	2,278	2,194	34,600

PORTUGAL

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,067	1,327.5	14,237
Electric power systems contractors	Minor1	36	199.2	361
Cogeneration specialization	Minor2	1	1.0	33
Computer power conditioning	Minor2	1	0.7	6
Standby or emergency power specialization	Minor2	2	1.6	21
Switchgear and related devices installation	Minor2	1	3.2	19
Electronic controls installation	Minor1	43	36.7	339
Computerized controls installation	Minor2	5	17.6	88
Energy management controls	Minor2	27	52.1	272
Environmental system control installation	Minor2	7	27.1	81
Communications specialization	Minor1	75	84.1	783
Cable television installation	Minor2	27	27.7	357
Fiber optic cable installation	Minor2	30	35.3	335
Sound equipment specialization	Minor2	170	29.3	366
Telephone and telephone equipment	Minor2	89	80.2	784
Voice, data, and video wiring contractor	Minor2	24	25.2	249
Safety and security specialization	Minor1	59	34.6	484
Access control systems specialization	Minor2	10	10.5	85
Closed circuit television installation	Minor2	5	3.8	42
Fire detection and burglar alarm systems	Minor2	121	84.2	1,088
Banking machine installation and service	Minor2	4	4.4	39
Computer installation	Minor2	30	16.7	175
General electrical contractor	Minor2	1,250	1,587.8	13,400
Lighting contractor	Minor2	29	31.3	243

*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.

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PUERTO RICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	1,957	2,047	2,100	2,148	2,209	4.6%	2.6%	2.3%	2.8%
Sales (\$Millions)	1,508	1,651	1,723	1,754	1,797	9.5%	4.3%	1.8%	2.4%
Employment	12,973	13,571	13,920	14,240	14,441	4.6%	2.6%	2.3%	1.4%
Sales (DollarsM)	1,508	1,651	1,723	1,754	1,797	9.5%	4.3%	1.8%	2.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.77	0.81	0.82	0.82	0.81	4.7%	1.7%	-0.5%	-0.4%
Sales (\$) per Emp.	116,213	121,670	123,766	123,200	124,447	4.7%	1.7%	-0.5%	1.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	0.77	0.81	0.82	0.82	0.81	4.7%	1.7%	-0.5%	-0.4%
Dollars per Emp.	116,213	121,670	123,766	123,200	124,447	4.7%	1.7%	-0.5%	1.0%

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.	
2023	735	223	134	89	29	14	3	1	871	2,100
2024	752	228	137	92	30	14	4	1	891	2,148
2025	773	234	141	94	31	15	4	1	916	2,209
	Sales (\$Millions) by Size of Firm									Total
2023	147	142	200	320	267	280	165	158	45	1,723
2024	150	144	204	325	271	285	168	161	46	1,754
2025	153	148	209	333	278	292	172	165	47	1,797
	Employment by Size of Firm									Total
2023	1,838	1,292	1,821	2,692	1,737	1,767	997	904	871	13,920
2024	1,880	1,321	1,863	2,754	1,777	1,808	1,020	925	891	14,240
2025	1,933	1,359	1,915	2,832	1,827	1,859	850	951	916	14,441

PUERTO RICO

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,289	625.7	5,983
Electric power systems contractors	Minor1	15	93.9	152
Cogeneration specialization	Minor2	1	0.5	14
Computer power conditioning	Minor2	1	0.3	2
Standby or emergency power specialization	Minor2	1	0.8	9
Switchgear and related devices installation	Minor2	1	1.5	8
Electronic controls installation	Minor1	18	17.3	142
Computerized controls installation	Minor2	2	8.3	37
Energy management controls	Minor2	11	24.6	114
Environmental system control installation	Minor2	3	12.8	34
Communications specialization	Minor1	31	39.6	329
Cable television installation	Minor2	11	13.0	150
Fiber optic cable installation	Minor2	13	16.6	141
Sound equipment specialization	Minor2	71	13.8	154
Telephone and telephone equipment	Minor2	37	37.8	330
Voice, data, and video wiring contractor	Minor2	10	11.9	105
Safety and security specialization	Minor1	25	16.3	203
Access control systems specialization	Minor2	4	5.0	36
Closed circuit television installation	Minor2	2	1.8	18
Fire detection and burglar alarm systems	Minor2	51	39.7	457
Banking machine installation and service	Minor2	2	2.1	16
Computer installation	Minor2	12	7.9	73
General electrical contractor	Minor2	525	748.4	5,631
Lighting contractor	Minor2	12	14.8	102

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	1,390	1,638	1,795	1,963	2,157	17.8%	9.6%	9.3%	9.9%
Sales (\$Millions)	1,987	2,312	2,364	2,363	2,373	16.4%	2.2%	0.0%	0.4%
Employment	9,212	10,855	11,900	13,012	14,105	17.8%	9.6%	9.3%	8.4%
Sales (RiyalsM)	7,233	8,416	8,604	8,603	8,637	16.4%	2.2%	0.0%	0.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.43	1.41	1.32	1.20	1.10	-1.2%	-6.8%	-8.6%	-8.6%
Sales (\$) per Emp.	215,698	213,010	198,630	181,636	168,235	-1.2%	-6.8%	-8.6%	-7.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Riyals(M)/Estab.	5.20	5.14	4.79	4.38	4.00	-1.2%	-6.8%	-8.6%	-8.6%
Riyals per Emp.	785,141	775,356	723,012	661,156	612,375	-1.2%	-6.8%	-8.6%	-7.4%

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.	
2023	628	190	114	76	25	12	3	1	745	1,795
2024	687	208	125	84	27	13	3	1	814	1,963
2025	755	229	138	92	30	14	4	1	895	2,157
	Sales (\$Millions) by Size of Firm									Total
2023	202	195	274	438	366	384	226	217	61	2,364
2024	202	195	274	438	366	384	226	217	61	2,363
2025	203	195	276	440	367	386	227	218	62	2,373
	Employment by Size of Firm									Total
2023	1,571	1,104	1,557	2,302	1,485	1,511	853	773	745	11,900
2024	1,718	1,207	1,702	2,517	1,624	1,652	932	845	814	13,012
2025	1,888	1,327	1,871	2,766	1,785	1,815	831	929	895	14,105

QATAR

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,178	842.9	5,467
Electric power systems contractors	Minor1	14	126.5	139
Cogeneration specialization	Minor2	0	0.7	13
Computer power conditioning	Minor2	0	0.5	2
Standby or emergency power specialization	Minor2	1	1.0	8
Switchgear and related devices installation	Minor2	0	2.0	7
Electronic controls installation	Minor1	17	23.3	130
Computerized controls installation	Minor2	2	11.2	34
Energy management controls	Minor2	10	33.1	105
Environmental system control installation	Minor2	3	17.2	31
Communications specialization	Minor1	29	53.4	301
Cable television installation	Minor2	10	17.6	137
Fiber optic cable installation	Minor2	12	22.4	128
Sound equipment specialization	Minor2	65	18.6	140
Telephone and telephone equipment	Minor2	34	50.9	301
Voice, data, and video wiring contractor	Minor2	9	16.0	96
Safety and security specialization	Minor1	23	22.0	186
Access control systems specialization	Minor2	4	6.7	32
Closed circuit television installation	Minor2	2	2.4	16
Fire detection and burglar alarm systems	Minor2	46	53.4	418
Banking machine installation and service	Minor2	2	2.8	15
Computer installation	Minor2	11	10.6	67
General electrical contractor	Minor2	480	1,008.3	5,146
Lighting contractor	Minor2	11	19.9	93

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	10,446	10,772	11,049	11,302	11,619	3.1%	2.6%	2.3%	2.8%
Sales (\$Millions)	3,366	4,126	4,711	5,202	5,825	22.6%	14.2%	10.4%	12.0%
Employment	69,241	71,406	73,239	74,916	75,975	3.1%	2.6%	2.3%	1.4%
Sales (NLeusM)	14,136	17,329	19,786	21,849	24,467	22.6%	14.2%	10.4%	12.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.32	0.38	0.43	0.46	0.50	18.9%	11.3%	8.0%	8.9%
Sales (\$) per Emp.	48,609	57,783	64,322	69,441	76,675	18.9%	11.3%	8.0%	10.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
NLeus(M)/Estab.	1.35	1.61	1.79	1.93	2.11	18.9%	11.3%	8.0%	8.9%
NLeus per Emp.	204,158	242,687	270,151	291,650	322,035	18.9%	11.3%	8.0%	10.4%

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.	
2023	3,868	1,172	705	471	154	74	18	6	4,582	11,049
2024	3,956	1,199	721	481	157	75	18	6	4,687	11,302
2025	4,067	1,232	741	495	162	78	19	7	4,819	11,619
	Sales (\$Millions) by Size of Firm									Total
2023	402	388	547	874	729	766	450	433	122	4,711
2024	444	428	604	965	805	846	497	478	135	5,202
2025	497	480	676	1,081	901	947	556	535	151	5,825
	Employment by Size of Firm									Total
2023	9,669	6,797	9,582	14,166	9,141	9,299	5,247	4,757	4,582	73,239
2024	9,891	6,952	9,801	14,490	9,350	9,512	5,367	4,866	4,687	74,916
2025	10,168	7,147	10,076	14,897	9,612	9,779	4,474	5,002	4,819	75,975

ROMANIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,780	1,855.5	31,476
Electric power systems contractors	Minor1	79	278.4	799
Cogeneration specialization	Minor2	3	1.4	72
Computer power conditioning	Minor2	3	1.0	12
Standby or emergency power specialization	Minor2	5	2.3	47
Switchgear and related devices installation	Minor2	3	4.4	43
Electronic controls installation	Minor1	95	51.3	749
Computerized controls installation	Minor2	12	24.7	196
Energy management controls	Minor2	60	72.9	602
Environmental system control installation	Minor2	16	37.9	179
Communications specialization	Minor1	166	117.5	1,731
Cable television installation	Minor2	60	38.7	789
Fiber optic cable installation	Minor2	66	49.3	740
Sound equipment specialization	Minor2	376	41.0	808
Telephone and telephone equipment	Minor2	196	112.1	1,734
Voice, data, and video wiring contractor	Minor2	52	35.2	550
Safety and security specialization	Minor1	131	48.4	1,069
Access control systems specialization	Minor2	21	14.7	187
Closed circuit television installation	Minor2	10	5.3	93
Fire detection and burglar alarm systems	Minor2	267	117.7	2,405
Banking machine installation and service	Minor2	9	6.1	86
Computer installation	Minor2	65	23.3	386
General electrical contractor	Minor2	2,763	2,219.4	29,626
Lighting contractor	Minor2	64	43.7	537

*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.

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RUSSIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	68,548	72,975	75,786	78,491	81,704	6.5%	3.9%	3.6%	4.1%
Sales (\$Millions)	19,590	23,446	25,122	26,199	27,554	19.7%	7.2%	4.3%	5.2%
Employment	454,380	483,726	502,357	520,290	534,250	6.5%	3.9%	3.6%	2.7%
Sales (RublesM)	1,408,489	1,685,752	1,806,306	1,883,717	1,981,118	19.7%	7.2%	4.3%	5.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.29	0.32	0.33	0.33	0.34	12.4%	3.2%	0.7%	1.0%
Sales (\$) per Emp.	43,113	48,469	50,009	50,355	51,575	12.4%	3.2%	0.7%	2.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rubles(M)/Estab.	20.55	23.10	23.83	24.00	24.25	12.4%	3.2%	0.7%	1.0%
Rubles per Emp.	3,099,805	3,484,934	3,595,662	3,620,512	3,708,224	12.4%	3.2%	0.7%	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.	
2023	26,529	8,038	4,833	3,228	1,056	506	124	43	31,430	75,786
2024	27,476	8,325	5,005	3,343	1,093	524	128	45	32,552	78,491
2025	28,601	8,665	5,210	3,480	1,138	545	133	47	33,884	81,704
	Sales (\$Millions) by Size of Firm									Total
2023	2,145	2,068	2,917	4,660	3,887	4,086	2,399	2,307	653	25,122
2024	2,237	2,157	3,042	4,860	4,054	4,261	2,502	2,406	681	26,199
2025	2,353	2,268	3,199	5,111	4,264	4,481	2,631	2,530	716	27,554
	Employment by Size of Firm									Total
2023	66,323	46,618	65,724	97,165	62,697	63,783	35,988	32,628	31,430	502,357
2024	68,690	48,282	68,071	100,634	64,935	66,060	37,272	33,793	32,552	520,290
2025	71,502	50,258	70,857	104,753	67,593	68,764	31,462	35,176	33,884	534,250

RUSSIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	47,085	9,344.4	218,601
Electric power systems contractors	Minor1	548	1,402.1	5,546
Cogeneration specialization	Minor2	19	7.2	503
Computer power conditioning	Minor2	19	5.1	86
Standby or emergency power specialization	Minor2	37	11.6	328
Switchgear and related devices installation	Minor2	20	22.2	297
Electronic controls installation	Minor1	662	258.2	5,199
Computerized controls installation	Minor2	83	124.2	1,358
Energy management controls	Minor2	414	366.9	4,179
Environmental system control installation	Minor2	110	190.8	1,245
Communications specialization	Minor1	1,151	591.9	12,022
Cable television installation	Minor2	415	194.7	5,479
Fiber optic cable installation	Minor2	460	248.2	5,136
Sound equipment specialization	Minor2	2,608	206.3	5,613
Telephone and telephone equipment	Minor2	1,362	564.8	12,042
Voice, data, and video wiring contractor	Minor2	361	177.3	3,823
Safety and security specialization	Minor1	910	243.8	7,425
Access control systems specialization	Minor2	147	74.0	1,299
Closed circuit television installation	Minor2	70	26.9	643
Fire detection and burglar alarm systems	Minor2	1,857	592.5	16,704
Banking machine installation and service	Minor2	62	30.8	595
Computer installation	Minor2	453	117.5	2,683
General electrical contractor	Minor2	19,191	11,177.2	205,755
Lighting contractor	Minor2	447	220.3	3,728

*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.

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SAUDI ARABIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	17,436	19,333	20,478	21,632	22,966	10.9%	5.9%	5.6%	6.2%
Sales (\$Millions)	10,384	12,438	13,405	14,053	14,865	19.8%	7.8%	4.8%	5.8%
Employment	115,578	128,152	135,740	143,388	150,169	10.9%	5.9%	5.6%	4.7%
Sales (RialsB)	39	47	50	53	56	19.8%	7.8%	4.8%	5.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.60	0.64	0.65	0.65	0.65	8.0%	1.8%	-0.8%	-0.4%
Sales (\$) per Emp.	89,847	97,054	98,755	98,008	98,989	8.0%	1.8%	-0.8%	1.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rials(B)/Estab.	0.00	0.00	0.00	0.00	0.00	8.0%	1.8%	-0.8%	-0.4%
Rials per Emp.	337	364	370	368	371	8.0%	1.8%	-0.8%	1.0%

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.	
2023	7,168	2,172	1,306	872	285	137	33	12	8,493	20,478
2024	7,572	2,294	1,379	921	301	144	35	12	8,971	21,632
2025	8,039	2,436	1,464	978	320	153	37	13	9,524	22,966
	Sales (\$Millions) by Size of Firm									Total
2023	1,145	1,103	1,556	2,487	2,074	2,180	1,280	1,231	349	13,405
2024	1,200	1,157	1,632	2,607	2,175	2,286	1,342	1,290	365	14,053
2025	1,269	1,224	1,726	2,758	2,300	2,418	1,419	1,365	387	14,865
	Employment by Size of Firm									Total
2023	17,921	12,597	17,759	26,255	16,941	17,235	9,724	8,816	8,493	135,740
2024	18,931	13,306	18,760	27,734	17,896	18,206	10,272	9,313	8,971	143,388
2025	20,098	14,127	19,917	29,444	18,999	19,328	8,844	9,887	9,524	150,169

SAUDI ARABIA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,976	5,012.3	60,245
Electric power systems contractors	Minor1	151	752.1	1,528
Cogeneration specialization	Minor2	5	3.9	139
Computer power conditioning	Minor2	5	2.7	24
Standby or emergency power specialization	Minor2	10	6.2	90
Switchgear and related devices installation	Minor2	5	11.9	82
Electronic controls installation	Minor1	182	138.5	1,433
Computerized controls installation	Minor2	23	66.6	374
Energy management controls	Minor2	114	196.8	1,152
Environmental system control installation	Minor2	30	102.4	343
Communications specialization	Minor1	317	317.5	3,313
Cable television installation	Minor2	114	104.4	1,510
Fiber optic cable installation	Minor2	127	133.1	1,416
Sound equipment specialization	Minor2	719	110.7	1,547
Telephone and telephone equipment	Minor2	375	303.0	3,319
Voice, data, and video wiring contractor	Minor2	100	95.1	1,054
Safety and security specialization	Minor1	251	130.8	2,046
Access control systems specialization	Minor2	41	39.7	358
Closed circuit television installation	Minor2	19	14.4	177
Fire detection and burglar alarm systems	Minor2	512	317.8	4,604
Banking machine installation and service	Minor2	17	16.5	164
Computer installation	Minor2	125	63.0	739
General electrical contractor	Minor2	5,289	5,995.4	56,704
Lighting contractor	Minor2	123	118.2	1,027

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	2,725	2,972	3,121	3,269	3,440	9.0%	5.0%	4.7%	5.3%
Sales (\$Millions)	4,420	5,306	5,810	6,178	6,638	20.0%	9.5%	6.3%	7.4%
Employment	18,065	19,700	20,688	21,666	22,496	9.0%	5.0%	4.7%	3.8%
Sales (DollarsM)	5,923	7,110	7,785	8,279	8,895	20.0%	9.5%	6.3%	7.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.62	1.79	1.86	1.89	1.93	10.1%	4.3%	1.5%	2.1%
Sales (\$) per Emp.	244,685	269,341	280,839	285,152	295,073	10.1%	4.3%	1.5%	3.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	2.17	2.39	2.49	2.53	2.59	10.1%	4.3%	1.5%	2.1%
Dollars per Emp.	327,878	360,916	376,324	382,104	395,398	10.1%	4.3%	1.5%	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.	
2023	1,092	331	199	133	43	21	5	2	1,294	3,121
2024	1,144	347	208	139	46	22	5	2	1,356	3,269
2025	1,204	365	219	147	48	23	6	2	1,427	3,440
	Sales (\$Millions) by Size of Firm									Total
2023	496	478	675	1,078	899	945	555	533	151	5,810
2024	527	509	717	1,146	956	1,005	590	567	161	6,178
2025	567	546	771	1,231	1,027	1,080	634	610	173	6,638
	Employment by Size of Firm									Total
2023	2,731	1,920	2,707	4,001	2,582	2,627	1,482	1,344	1,294	20,688
2024	2,860	2,011	2,835	4,191	2,704	2,751	1,552	1,407	1,356	21,666
2025	3,011	2,116	2,984	4,411	2,846	2,896	1,325	1,481	1,427	22,496

SINGAPORE

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,961	2,203.5	9,103
Electric power systems contractors	Minor1	23	330.6	231
Cogeneration specialization	Minor2	1	1.7	21
Computer power conditioning	Minor2	1	1.2	4
Standby or emergency power specialization	Minor2	2	2.7	14
Switchgear and related devices installation	Minor2	1	5.2	12
Electronic controls installation	Minor1	28	60.9	217
Computerized controls installation	Minor2	3	29.3	57
Energy management controls	Minor2	17	86.5	174
Environmental system control installation	Minor2	5	45.0	52
Communications specialization	Minor1	48	139.6	501
Cable television installation	Minor2	17	45.9	228
Fiber optic cable installation	Minor2	19	58.5	214
Sound equipment specialization	Minor2	109	48.7	234
Telephone and telephone equipment	Minor2	57	133.2	501
Voice, data, and video wiring contractor	Minor2	15	41.8	159
Safety and security specialization	Minor1	38	57.5	309
Access control systems specialization	Minor2	6	17.5	54
Closed circuit television installation	Minor2	3	6.3	27
Fire detection and burglar alarm systems	Minor2	77	139.7	696
Banking machine installation and service	Minor2	3	7.3	25
Computer installation	Minor2	19	27.7	112
General electrical contractor	Minor2	799	2,635.7	8,568
Lighting contractor	Minor2	19	51.9	155

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	18,084	19,744	20,774	21,799	22,989	9.2%	5.2%	4.9%	5.5%
Sales (\$Millions)	3,780	4,265	4,507	4,642	4,816	12.9%	5.7%	3.0%	3.7%
Employment	119,871	130,876	137,705	144,496	150,324	9.2%	5.2%	4.9%	4.0%
Sales (RandsM)	58,205	65,687	69,414	71,490	74,162	12.9%	5.7%	3.0%	3.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.21	0.22	0.22	0.21	0.21	3.4%	0.4%	-1.8%	-1.6%
Sales (\$) per Emp.	31,530	32,591	32,732	32,127	32,036	3.4%	0.4%	-1.8%	-0.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rands(M)/Estab.	3.22	3.33	3.34	3.28	3.23	3.4%	0.4%	-1.8%	-1.6%
Rands per Emp.	485,566	501,904	504,076	494,757	493,348	3.4%	0.4%	-1.8%	-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.	
2023	7,272	2,203	1,325	885	289	139	34	12	8,616	20,774
2024	7,631	2,312	1,390	929	304	145	36	12	9,040	21,799
2025	8,048	2,438	1,466	979	320	153	38	13	9,534	22,989
	Sales (\$Millions) by Size of Firm									Total
2023	385	371	523	836	697	733	430	414	117	4,507
2024	396	382	539	861	718	755	443	426	121	4,642
2025	411	396	559	893	745	783	460	442	125	4,816
	Employment by Size of Firm									Total
2023	18,180	12,779	18,016	26,635	17,186	17,484	9,865	8,944	8,616	137,705
2024	19,077	13,409	18,905	27,948	18,034	18,346	10,351	9,385	9,040	144,496
2025	20,119	14,141	19,937	29,475	19,019	19,348	8,853	9,898	9,534	150,324

SOUTH AFRICA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,077	1,655.7	60,710
Electric power systems contractors	Minor1	152	248.4	1,540
Cogeneration specialization	Minor2	5	1.3	140
Computer power conditioning	Minor2	5	0.9	24
Standby or emergency power specialization	Minor2	10	2.1	91
Switchgear and related devices installation	Minor2	5	3.9	82
Electronic controls installation	Minor1	184	45.8	1,444
Computerized controls installation	Minor2	23	22.0	377
Energy management controls	Minor2	115	65.0	1,161
Environmental system control installation	Minor2	30	33.8	346
Communications specialization	Minor1	320	104.9	3,339
Cable television installation	Minor2	115	34.5	1,522
Fiber optic cable installation	Minor2	128	44.0	1,426
Sound equipment specialization	Minor2	724	36.6	1,559
Telephone and telephone equipment	Minor2	378	100.1	3,344
Voice, data, and video wiring contractor	Minor2	100	31.4	1,062
Safety and security specialization	Minor1	253	43.2	2,062
Access control systems specialization	Minor2	41	13.1	361
Closed circuit television installation	Minor2	19	4.8	179
Fire detection and burglar alarm systems	Minor2	516	105.0	4,639
Banking machine installation and service	Minor2	17	5.5	165
Computer installation	Minor2	126	20.8	745
General electrical contractor	Minor2	5,330	1,980.5	57,143
Lighting contractor	Minor2	124	39.0	1,035

*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.

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SOUTH KOREA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	26,230	28,054	29,227	30,367	31,711	7.0%	4.2%	3.9%	4.4%
Sales (\$Millions)	22,149	25,601	27,930	29,602	31,691	15.6%	9.1%	6.0%	7.1%
Employment	173,866	185,958	193,736	201,292	207,352	7.0%	4.2%	3.9%	3.0%
Sales (WonB)	26,048	30,107	32,845	34,812	37,268	15.6%	9.1%	6.0%	7.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.84	0.91	0.96	0.97	1.00	8.1%	4.7%	2.0%	2.5%
Sales (\$) per Emp.	127,394	137,671	144,164	147,059	152,834	8.1%	4.7%	2.0%	3.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Won(B)/Estab.	0.99	1.07	1.12	1.15	1.18	8.1%	4.7%	2.0%	2.5%
Won per Emp.	149,815	161,902	169,537	172,942	179,733	8.1%	4.7%	2.0%	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.	
2023	10,231	3,100	1,864	1,245	407	195	48	17	12,121	29,227
2024	10,630	3,221	1,936	1,293	423	203	50	17	12,594	30,367
2025	11,100	3,363	2,022	1,351	442	212	52	18	13,151	31,711
	Sales (\$Millions) by Size of Firm									Total
2023	2,385	2,299	3,243	5,181	4,322	4,542	2,667	2,565	726	27,930
2024	2,527	2,437	3,437	5,491	4,581	4,814	2,826	2,718	770	29,602
2025	2,706	2,609	3,680	5,879	4,904	5,154	3,026	2,910	824	31,691
	Employment by Size of Firm									Total
2023	25,578	17,978	25,347	37,472	24,179	24,598	13,879	12,583	12,121	193,736
2024	26,575	18,680	26,335	38,934	25,123	25,558	14,420	13,074	12,594	201,292
2025	27,751	19,506	27,501	40,656	26,234	26,689	12,211	13,652	13,151	207,352

SOUTH KOREA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,217	10,558.1	84,573
Electric power systems contractors	Minor1	212	1,584.2	2,146
Cogeneration specialization	Minor2	7	8.2	195
Computer power conditioning	Minor2	7	5.7	33
Standby or emergency power specialization	Minor2	14	13.1	127
Switchgear and related devices installation	Minor2	8	25.1	115
Electronic controls installation	Minor1	256	291.7	2,012
Computerized controls installation	Minor2	32	140.4	525
Energy management controls	Minor2	160	414.6	1,617
Environmental system control installation	Minor2	42	215.6	482
Communications specialization	Minor1	445	668.8	4,651
Cable television installation	Minor2	161	220.0	2,120
Fiber optic cable installation	Minor2	178	280.4	1,987
Sound equipment specialization	Minor2	1,009	233.1	2,172
Telephone and telephone equipment	Minor2	527	638.1	4,659
Voice, data, and video wiring contractor	Minor2	140	200.3	1,479
Safety and security specialization	Minor1	352	275.4	2,873
Access control systems specialization	Minor2	57	83.7	503
Closed circuit television installation	Minor2	27	30.4	249
Fire detection and burglar alarm systems	Minor2	719	669.5	6,463
Banking machine installation and service	Minor2	24	34.8	230
Computer installation	Minor2	175	132.7	1,038
General electrical contractor	Minor2	7,425	12,628.9	79,603
Lighting contractor	Minor2	173	248.9	1,442

*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.

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SPAIN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	20,008	21,288	22,088	22,857	23,772	6.4%	3.8%	3.5%	4.0%
Sales (\$Millions)	15,769	18,306	19,530	20,288	21,245	16.1%	6.7%	3.9%	4.7%
Employment	132,627	141,107	146,415	151,511	155,442	6.4%	3.8%	3.5%	2.6%
Sales (EurosM)	13,593	15,780	16,835	17,488	18,313	16.1%	6.7%	3.9%	4.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.79	0.86	0.88	0.89	0.89	9.1%	2.8%	0.4%	0.7%
Sales (\$) per Emp.	118,895	129,735	133,390	133,902	136,675	9.1%	2.8%	0.4%	2.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.68	0.74	0.76	0.77	0.77	9.1%	2.8%	0.4%	0.7%
Euros per Emp.	102,488	111,831	114,982	115,424	117,814	9.1%	2.8%	0.4%	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.	
2023	7,732	2,343	1,409	941	308	147	36	13	9,161	22,088
2024	8,001	2,424	1,458	974	318	153	37	13	9,479	22,857
2025	8,321	2,521	1,516	1,013	331	159	39	14	9,859	23,772
	Sales (\$Millions) by Size of Firm									Total
2023	1,667	1,608	2,268	3,623	3,022	3,176	1,865	1,793	508	19,530
2024	1,732	1,670	2,356	3,764	3,139	3,300	1,937	1,863	528	20,288
2025	1,814	1,749	2,467	3,941	3,287	3,455	2,029	1,951	552	21,245
	Employment by Size of Firm									Total
2023	19,330	13,587	19,156	28,319	18,274	18,590	10,489	9,510	9,161	146,415
2024	20,003	14,060	19,823	29,305	18,910	19,237	10,854	9,841	9,479	151,511
2025	20,804	14,623	20,616	30,478	19,666	20,007	9,154	10,235	9,859	155,442

SPAIN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,712	7,236.0	63,658
Electric power systems contractors	Minor1	160	1,085.7	1,615
Cogeneration specialization	Minor2	5	5.6	147
Computer power conditioning	Minor2	5	3.9	25
Standby or emergency power specialization	Minor2	11	9.0	96
Switchgear and related devices installation	Minor2	6	17.2	86
Electronic controls installation	Minor1	193	199.9	1,514
Computerized controls installation	Minor2	24	96.2	395
Energy management controls	Minor2	120	284.1	1,217
Environmental system control installation	Minor2	32	147.8	362
Communications specialization	Minor1	335	458.4	3,501
Cable television installation	Minor2	121	150.7	1,596
Fiber optic cable installation	Minor2	134	192.2	1,496
Sound equipment specialization	Minor2	760	159.8	1,635
Telephone and telephone equipment	Minor2	397	437.4	3,507
Voice, data, and video wiring contractor	Minor2	105	137.3	1,113
Safety and security specialization	Minor1	265	188.8	2,162
Access control systems specialization	Minor2	43	57.3	378
Closed circuit television installation	Minor2	20	20.8	187
Fire detection and burglar alarm systems	Minor2	541	458.8	4,864
Banking machine installation and service	Minor2	18	23.9	173
Computer installation	Minor2	132	91.0	781
General electrical contractor	Minor2	5,588	8,655.2	59,917
Lighting contractor	Minor2	130	170.6	1,086

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,481	4,803	5,015	5,222	5,465	7.2%	4.4%	4.1%	4.7%
Sales (\$Millions)	6,584	7,306	7,754	8,018	8,354	11.0%	6.1%	3.4%	4.2%
Employment	29,704	31,835	33,240	34,613	35,734	7.2%	4.4%	4.1%	3.2%
Sales (KronasM)	55,961	62,100	65,913	68,153	71,009	11.0%	6.1%	3.4%	4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.47	1.52	1.55	1.54	1.53	3.5%	1.7%	-0.7%	-0.4%
Sales (\$) per Emp.	221,643	229,494	233,287	231,651	233,784	3.5%	1.7%	-0.7%	0.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Kronas(M)/Estab.	12.49	12.93	13.14	13.05	12.99	3.5%	1.7%	-0.7%	-0.4%
Kronas per Emp.	1,883,969	1,950,697	1,982,936	1,969,033	1,987,168	3.5%	1.7%	-0.7%	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.	
2023	1,755	532	320	214	70	33	8	3	2,080	5,015
2024	1,828	554	333	222	73	35	9	3	2,166	5,222
2025	1,913	580	348	233	76	36	9	3	2,266	5,465
	Sales (\$Millions) by Size of Firm									Total
2023	662	638	900	1,439	1,200	1,261	740	712	202	7,754
2024	685	660	931	1,487	1,241	1,304	766	736	208	8,018
2025	713	688	970	1,550	1,293	1,359	798	767	217	8,354
	Employment by Size of Firm									Total
2023	4,388	3,085	4,349	6,429	4,149	4,220	2,381	2,159	2,080	33,240
2024	4,570	3,212	4,528	6,695	4,320	4,395	2,480	2,248	2,166	34,613
2025	4,782	3,362	4,739	7,006	4,521	4,599	2,104	2,353	2,266	35,734

SWEDEN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,132	2,859.8	14,543
Electric power systems contractors	Minor1	36	429.1	369
Cogeneration specialization	Minor2	1	2.2	33
Computer power conditioning	Minor2	1	1.6	6
Standby or emergency power specialization	Minor2	2	3.6	22
Switchgear and related devices installation	Minor2	1	6.8	20
Electronic controls installation	Minor1	44	79.0	346
Computerized controls installation	Minor2	6	38.0	90
Energy management controls	Minor2	28	112.3	278
Environmental system control installation	Minor2	7	58.4	83
Communications specialization	Minor1	77	181.2	800
Cable television installation	Minor2	28	59.6	365
Fiber optic cable installation	Minor2	31	76.0	342
Sound equipment specialization	Minor2	174	63.1	373
Telephone and telephone equipment	Minor2	91	172.9	801
Voice, data, and video wiring contractor	Minor2	24	54.3	254
Safety and security specialization	Minor1	61	74.6	494
Access control systems specialization	Minor2	10	22.7	86
Closed circuit television installation	Minor2	5	8.2	43
Fire detection and burglar alarm systems	Minor2	124	181.3	1,111
Banking machine installation and service	Minor2	4	9.4	40
Computer installation	Minor2	30	35.9	178
General electrical contractor	Minor2	1,277	3,420.7	13,688
Lighting contractor	Minor2	30	67.4	248

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	4,052	4,366	4,566	4,762	4,992	7.8%	4.6%	4.3%	4.8%
Sales (\$Millions)	9,638	10,646	11,449	11,978	12,642	10.5%	7.5%	4.6%	5.5%
Employment	26,860	28,943	30,269	31,569	32,642	7.8%	4.6%	4.3%	3.4%
Sales (SFrancoM)	8,771	9,688	10,418	10,900	11,505	10.5%	7.5%	4.6%	5.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	2.38	2.44	2.51	2.52	2.53	2.5%	2.8%	0.3%	0.7%
Sales (\$) per Emp.	358,826	367,837	378,243	379,434	387,297	2.5%	2.8%	0.3%	2.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
SFrancs(M)/Estab.	2.16	2.22	2.28	2.29	2.30	2.5%	2.8%	0.3%	0.7%
SFrancs per Emp.	326,532	334,731	344,201	345,285	352,440	2.5%	2.8%	0.3%	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.	
2023	1,598	484	291	195	64	30	7	3	1,894	4,566
2024	1,667	505	304	203	66	32	8	3	1,975	4,762
2025	1,747	529	318	213	70	33	8	3	2,070	4,992
	Sales (\$Millions) by Size of Firm									Total
2023	977	942	1,329	2,124	1,772	1,862	1,093	1,051	298	11,449
2024	1,023	986	1,391	2,222	1,853	1,948	1,144	1,100	311	11,978
2025	1,079	1,041	1,468	2,345	1,956	2,056	1,207	1,161	329	12,642
	Employment by Size of Firm									Total
2023	3,996	2,809	3,960	5,855	3,778	3,843	2,168	1,966	1,894	30,269
2024	4,168	2,930	4,130	6,106	3,940	4,008	2,261	2,050	1,975	31,569
2025	4,369	3,071	4,329	6,400	4,130	4,201	1,922	2,149	2,070	32,642

SWITZERLAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,857	4,272.3	13,264
Electric power systems contractors	Minor1	33	641.0	336
Cogeneration specialization	Minor2	1	3.3	31
Computer power conditioning	Minor2	1	2.3	5
Standby or emergency power specialization	Minor2	2	5.3	20
Switchgear and related devices installation	Minor2	1	10.2	18
Electronic controls installation	Minor1	40	118.0	315
Computerized controls installation	Minor2	5	56.8	82
Energy management controls	Minor2	25	167.8	254
Environmental system control installation	Minor2	7	87.3	76
Communications specialization	Minor1	70	270.6	729
Cable television installation	Minor2	25	89.0	332
Fiber optic cable installation	Minor2	28	113.5	312
Sound equipment specialization	Minor2	158	94.3	341
Telephone and telephone equipment	Minor2	83	258.2	731
Voice, data, and video wiring contractor	Minor2	22	81.1	232
Safety and security specialization	Minor1	55	111.5	451
Access control systems specialization	Minor2	9	33.9	79
Closed circuit television installation	Minor2	4	12.3	39
Fire detection and burglar alarm systems	Minor2	113	270.9	1,014
Banking machine installation and service	Minor2	4	14.1	36
Computer installation	Minor2	27	53.7	163
General electrical contractor	Minor2	1,164	5,110.2	12,484
Lighting contractor	Minor2	27	100.7	226

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	13,177	14,009	14,547	15,064	15,679	6.3%	3.8%	3.6%	4.1%
Sales (\$Millions)	7,960	8,848	9,764	10,455	11,320	11.1%	10.3%	7.1%	8.3%
Employment	87,346	92,863	96,427	99,856	102,521	6.3%	3.8%	3.6%	2.7%
Sales (DollarsM)	221,299	245,969	271,426	290,652	314,693	11.1%	10.3%	7.1%	8.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.60	0.63	0.67	0.69	0.72	4.5%	6.3%	3.4%	4.0%
Sales (\$) per Emp.	91,136	95,278	101,253	104,702	110,415	4.5%	6.3%	3.4%	5.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	16.79	17.56	18.66	19.29	20.07	4.5%	6.3%	3.4%	4.0%
Dollars per Emp.	2,533,588	2,648,731	2,814,839	2,910,726	3,069,540	4.5%	6.3%	3.4%	5.5%

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.	
2023	5,092	1,543	928	620	203	97	24	8	6,033	14,547
2024	5,273	1,598	961	642	210	101	25	9	6,247	15,064
2025	5,488	1,663	1,000	668	218	105	26	9	6,502	15,679
	Sales (\$Millions) by Size of Firm									Total
2023	834	804	1,134	1,811	1,511	1,588	932	897	254	9,764
2024	893	861	1,214	1,940	1,618	1,700	998	960	272	10,455
2025	966	932	1,314	2,100	1,752	1,841	1,081	1,039	294	11,320
	Employment by Size of Firm									Total
2023	12,731	8,948	12,616	18,651	12,035	12,243	6,908	6,263	6,033	96,427
2024	13,183	9,266	13,064	19,314	12,463	12,678	7,153	6,486	6,247	99,856
2025	13,721	9,644	13,597	20,102	12,971	13,196	6,038	6,750	6,502	102,521

TAIWAN

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,037	3,729.0	41,954
Electric power systems contractors	Minor1	105	559.5	1,064
Cogeneration specialization	Minor2	4	2.9	97
Computer power conditioning	Minor2	4	2.0	16
Standby or emergency power specialization	Minor2	7	4.6	63
Switchgear and related devices installation	Minor2	4	8.9	57
Electronic controls installation	Minor1	127	103.0	998
Computerized controls installation	Minor2	16	49.6	261
Energy management controls	Minor2	79	146.4	802
Environmental system control installation	Minor2	21	76.2	239
Communications specialization	Minor1	221	236.2	2,307
Cable television installation	Minor2	80	77.7	1,052
Fiber optic cable installation	Minor2	88	99.0	986
Sound equipment specialization	Minor2	501	82.3	1,077
Telephone and telephone equipment	Minor2	261	225.4	2,311
Voice, data, and video wiring contractor	Minor2	69	70.8	734
Safety and security specialization	Minor1	175	97.3	1,425
Access control systems specialization	Minor2	28	29.5	249
Closed circuit television installation	Minor2	13	10.7	123
Fire detection and burglar alarm systems	Minor2	356	236.4	3,206
Banking machine installation and service	Minor2	12	12.3	114
Computer installation	Minor2	87	46.9	515
General electrical contractor	Minor2	3,683	4,460.4	39,489
Lighting contractor	Minor2	86	87.9	715

*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.

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THAILAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	36,968	38,975	40,438	41,843	43,514	5.4%	3.8%	3.5%	4.0%
Sales (\$Millions)	6,971	8,540	9,590	10,433	11,492	22.5%	12.3%	8.8%	10.2%
Employment	245,049	258,350	268,050	277,359	284,534	5.4%	3.8%	3.5%	2.6%
Sales (BahtsM)	231,451	283,531	318,389	346,359	381,536	22.5%	12.3%	8.8%	10.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.19	0.22	0.24	0.25	0.26	16.2%	8.2%	5.1%	5.9%
Sales (\$) per Emp.	28,449	33,056	35,777	37,614	40,389	16.2%	8.2%	5.1%	7.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Bahts(M)/Estab.	6.26	7.27	7.87	8.28	8.77	16.2%	8.2%	5.1%	5.9%
Bahts per Emp.	944,506	1,097,468	1,187,798	1,248,775	1,340,915	16.2%	8.2%	5.1%	7.4%

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.	
2023	14,156	4,289	2,579	1,722	563	270	66	23	16,771	40,438
2024	14,647	4,438	2,668	1,782	583	279	68	24	17,353	41,843
2025	15,232	4,615	2,775	1,853	606	290	71	25	18,046	43,514
	Sales (\$Millions) by Size of Firm									Total
2023	819	789	1,113	1,779	1,484	1,560	916	881	249	9,590
2024	891	859	1,211	1,935	1,614	1,697	996	958	271	10,433
2025	981	946	1,334	2,132	1,778	1,869	1,097	1,055	299	11,492
	Employment by Size of Firm									Total
2023	35,389	24,875	35,069	51,846	33,454	34,034	19,202	17,410	16,771	268,050
2024	36,618	25,739	36,287	53,646	34,616	35,216	19,869	18,015	17,353	277,359
2025	38,081	26,767	37,737	55,790	35,999	36,623	16,756	18,734	18,046	284,534

THAILAND

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	25,101	3,721.0	116,533
Electric power systems contractors	Minor1	292	558.3	2,956
Cogeneration specialization	Minor2	10	2.9	268
Computer power conditioning	Minor2	10	2.0	46
Standby or emergency power specialization	Minor2	20	4.6	175
Switchgear and related devices installation	Minor2	11	8.8	158
Electronic controls installation	Minor1	353	102.8	2,772
Computerized controls installation	Minor2	44	49.5	724
Energy management controls	Minor2	220	146.1	2,228
Environmental system control installation	Minor2	59	76.0	664
Communications specialization	Minor1	613	235.7	6,409
Cable television installation	Minor2	221	77.5	2,921
Fiber optic cable installation	Minor2	245	98.8	2,738
Sound equipment specialization	Minor2	1,391	82.2	2,992
Telephone and telephone equipment	Minor2	726	224.9	6,419
Voice, data, and video wiring contractor	Minor2	193	70.6	2,038
Safety and security specialization	Minor1	485	97.1	3,958
Access control systems specialization	Minor2	79	29.5	693
Closed circuit television installation	Minor2	37	10.7	343
Fire detection and burglar alarm systems	Minor2	990	235.9	8,905
Banking machine installation and service	Minor2	33	12.3	317
Computer installation	Minor2	242	46.8	1,430
General electrical contractor	Minor2	10,230	4,450.8	109,685
Lighting contractor	Minor2	239	87.7	1,987

*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.

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TURKEY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	31,427	34,097	35,774	37,432	39,365	8.5%	4.9%	4.6%	5.2%
Sales (\$Millions)	8,071	8,771	8,899	8,837	8,807	8.7%	1.5%	-0.7%	-0.3%
Employment	208,317	226,017	237,135	248,125	257,401	8.5%	4.9%	4.6%	3.7%
Sales (LirasM)	76,678	83,323	84,541	83,956	83,667	8.7%	1.5%	-0.7%	-0.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.26	0.26	0.25	0.24	0.22	0.2%	-3.3%	-5.1%	-5.2%
Sales (\$) per Emp.	38,746	38,806	37,527	35,617	34,215	0.2%	-3.3%	-5.1%	-3.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Liras(M)/Estab.	2.44	2.44	2.36	2.24	2.13	0.2%	-3.3%	-5.1%	-5.2%
Liras per Emp.	368,084	368,656	356,509	338,362	325,045	0.2%	-3.3%	-5.1%	-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.	
2023	12,523	3,794	2,281	1,524	498	239	58	20	14,836	35,774
2024	13,103	3,970	2,387	1,594	521	250	61	21	15,524	37,432
2025	13,780	4,175	2,510	1,677	548	263	64	22	16,325	39,365
	Sales (\$Millions) by Size of Firm									Total
2023	760	733	1,033	1,651	1,377	1,447	850	817	231	8,899
2024	755	727	1,026	1,639	1,368	1,437	844	812	230	8,837
2025	752	725	1,023	1,634	1,363	1,432	841	809	229	8,807
	Employment by Size of Firm									Total
2023	31,307	22,006	31,025	45,866	29,596	30,109	16,988	15,402	14,836	237,135
2024	32,758	23,026	32,463	47,992	30,968	31,504	17,775	16,116	15,524	248,125
2025	34,449	24,214	34,139	50,470	32,566	33,130	15,159	16,948	16,325	257,401

TURKEY

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	22,455	3,152.1	104,250
Electric power systems contractors	Minor1	261	473.0	2,645
Cogeneration specialization	Minor2	9	2.4	240
Computer power conditioning	Minor2	9	1.7	41
Standby or emergency power specialization	Minor2	18	3.9	157
Switchgear and related devices installation	Minor2	9	7.5	141
Electronic controls installation	Minor1	316	87.1	2,480
Computerized controls installation	Minor2	40	41.9	648
Energy management controls	Minor2	197	123.8	1,993
Environmental system control installation	Minor2	52	64.4	594
Communications specialization	Minor1	549	199.7	5,733
Cable television installation	Minor2	198	65.7	2,613
Fiber optic cable installation	Minor2	219	83.7	2,449
Sound equipment specialization	Minor2	1,244	69.6	2,677
Telephone and telephone equipment	Minor2	650	190.5	5,743
Voice, data, and video wiring contractor	Minor2	172	59.8	1,823
Safety and security specialization	Minor1	434	82.2	3,541
Access control systems specialization	Minor2	70	25.0	620
Closed circuit television installation	Minor2	33	9.1	307
Fire detection and burglar alarm systems	Minor2	886	199.9	7,966
Banking machine installation and service	Minor2	30	10.4	284
Computer installation	Minor2	216	39.6	1,279
General electrical contractor	Minor2	9,152	3,770.3	98,124
Lighting contractor	Minor2	213	74.3	1,778

*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			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	22,065	23,299	24,090	24,841	25,745	5.6%	3.4%	3.1%	3.6%
Sales (\$Millions)	1,954	2,428	2,808	3,138	3,559	24.3%	15.7%	11.7%	13.4%
Employment	146,260	154,440	159,687	164,664	168,343	5.6%	3.4%	3.1%	2.2%
Sales (HryvnaM)	51,186	63,623	73,582	82,209	93,235	24.3%	15.7%	11.7%	13.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.09	0.10	0.12	0.13	0.14	17.7%	11.9%	8.3%	9.4%
Sales (\$) per Emp.	13,358	15,724	17,587	19,055	21,139	17.7%	11.9%	8.3%	10.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Hryvna(M)/Estab.	2.32	2.73	3.05	3.31	3.62	17.7%	11.9%	8.3%	9.4%
Hryvna per Emp.	349,970	411,962	460,792	499,252	553,841	17.7%	11.9%	8.3%	10.9%

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.	
2023	8,433	2,555	1,536	1,026	336	161	39	14	9,991	24,090
2024	8,696	2,635	1,584	1,058	346	166	41	14	10,302	24,841
2025	9,012	2,730	1,642	1,097	359	172	42	15	10,677	25,745
	Sales (\$Millions) by Size of Firm									Total
2023	240	231	326	521	435	457	268	258	73	2,808
2024	268	258	364	582	486	510	300	288	82	3,138
2025	304	293	413	660	551	579	340	327	93	3,559
	Employment by Size of Firm									Total
2023	21,082	14,819	20,892	30,886	19,930	20,275	11,440	10,372	9,991	159,687
2024	21,740	15,281	21,543	31,849	20,551	20,907	11,796	10,695	10,302	164,664
2025	22,530	15,836	22,327	33,008	21,299	21,668	9,914	11,084	10,677	168,343

UKRAINE

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	14,902	1,119.1	69,184
Electric power systems contractors	Minor1	174	167.9	1,755
Cogeneration specialization	Minor2	6	0.9	159
Computer power conditioning	Minor2	6	0.6	27
Standby or emergency power specialization	Minor2	12	1.4	104
Switchgear and related devices installation	Minor2	6	2.7	94
Electronic controls installation	Minor1	209	30.9	1,645
Computerized controls installation	Minor2	26	14.9	430
Energy management controls	Minor2	131	43.9	1,323
Environmental system control installation	Minor2	35	22.9	394
Communications specialization	Minor1	364	70.9	3,805
Cable television installation	Minor2	131	23.3	1,734
Fiber optic cable installation	Minor2	146	29.7	1,626
Sound equipment specialization	Minor2	826	24.7	1,776
Telephone and telephone equipment	Minor2	431	67.6	3,811
Voice, data, and video wiring contractor	Minor2	114	21.2	1,210
Safety and security specialization	Minor1	288	29.2	2,350
Access control systems specialization	Minor2	47	8.9	411
Closed circuit television installation	Minor2	22	3.2	204
Fire detection and burglar alarm systems	Minor2	588	71.0	5,287
Banking machine installation and service	Minor2	20	3.7	188
Computer installation	Minor2	143	14.1	849
General electrical contractor	Minor2	6,074	1,338.6	65,118
Lighting contractor	Minor2	142	26.4	1,180

*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.

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UNITED ARAB EMIRATES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	5,654	6,246	6,574	6,900	7,279	10.5%	5.2%	5.0%	5.5%
Sales (\$Millions)	5,569	6,585	6,943	7,136	7,386	18.2%	5.4%	2.8%	3.5%
Employment	37,479	41,402	43,574	45,737	47,595	10.5%	5.2%	5.0%	4.1%
Sales (DirhamM)	20,440	24,168	25,481	26,190	27,107	18.2%	5.4%	2.8%	3.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.99	1.05	1.06	1.03	1.01	7.0%	0.2%	-2.1%	-1.9%
Sales (\$) per Emp.	148,600	159,060	159,339	156,028	155,189	7.0%	0.2%	-2.1%	-0.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dirham(M)/Estab.	3.62	3.87	3.88	3.80	3.72	7.0%	0.2%	-2.1%	-1.9%
Dirham per Emp.	545,363	583,751	584,773	572,623	569,544	7.0%	0.2%	-2.1%	-0.5%

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.	
2023	2,301	697	419	280	92	44	11	4	2,726	6,574
2024	2,415	732	440	294	96	46	11	4	2,862	6,900
2025	2,548	772	464	310	101	49	12	4	3,019	7,279
	Sales (\$Millions) by Size of Firm									Total
2023	593	572	806	1,288	1,074	1,129	663	638	181	6,943
2024	609	587	829	1,324	1,104	1,161	681	655	186	7,136
2025	631	608	858	1,370	1,143	1,201	705	678	192	7,386
	Employment by Size of Firm									Total
2023	5,753	4,044	5,701	8,428	5,438	5,533	3,122	2,830	2,726	43,574
2024	6,038	4,244	5,984	8,846	5,708	5,807	3,276	2,971	2,862	45,737
2025	6,370	4,477	6,312	9,332	6,022	6,126	2,803	3,134	3,019	47,595

UNITED ARAB EMIRATES

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	4,139	2,545.3	19,216
Electric power systems contractors	Minor1	48	381.9	488
Cogeneration specialization	Minor2	2	2.0	44
Computer power conditioning	Minor2	2	1.4	8
Standby or emergency power specialization	Minor2	3	3.2	29
Switchgear and related devices installation	Minor2	2	6.0	26
Electronic controls installation	Minor1	58	70.3	457
Computerized controls installation	Minor2	7	33.8	119
Energy management controls	Minor2	36	99.9	367
Environmental system control installation	Minor2	10	52.0	109
Communications specialization	Minor1	101	161.2	1,057
Cable television installation	Minor2	36	53.0	482
Fiber optic cable installation	Minor2	40	67.6	452
Sound equipment specialization	Minor2	229	56.2	493
Telephone and telephone equipment	Minor2	120	153.8	1,059
Voice, data, and video wiring contractor	Minor2	32	48.3	336
Safety and security specialization	Minor1	80	66.4	653
Access control systems specialization	Minor2	13	20.2	114
Closed circuit television installation	Minor2	6	7.3	57
Fire detection and burglar alarm systems	Minor2	163	161.4	1,468
Banking machine installation and service	Minor2	5	8.4	52
Computer installation	Minor2	40	32.0	236
General electrical contractor	Minor2	1,687	3,044.5	18,087
Lighting contractor	Minor2	39	60.0	328

*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.

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UNITED KINGDOM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	28,626	30,764	32,106	33,415	34,952	7.5%	4.4%	4.1%	4.6%
Sales (\$Millions)	32,120	35,232	36,596	37,115	37,854	9.7%	3.9%	1.4%	2.0%
Employment	189,749	203,927	212,817	221,493	228,549	7.5%	4.4%	4.1%	3.2%
Sales (PoundsM)	23,544	25,825	26,825	27,205	27,747	9.7%	3.9%	1.4%	2.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.12	1.15	1.14	1.11	1.08	2.1%	-0.5%	-2.6%	-2.5%
Sales (\$) per Emp.	169,277	172,766	171,959	167,565	165,628	2.1%	-0.5%	-2.6%	-1.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pounds(M)/Estab.	0.82	0.84	0.84	0.81	0.79	2.1%	-0.5%	-2.6%	-2.5%
Pounds per Emp.	124,080	126,637	126,046	122,825	121,405	2.1%	-0.5%	-2.6%	-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.	
2023	11,239	3,405	2,047	1,368	447	214	52	18	13,315	32,106
2024	11,697	3,544	2,131	1,423	465	223	55	19	13,858	33,415
2025	12,235	3,707	2,229	1,489	487	233	57	20	14,496	34,952
	Sales (\$Millions) by Size of Firm									Total
2023	3,125	3,012	4,249	6,789	5,663	5,952	3,494	3,360	952	36,596
2024	3,169	3,055	4,309	6,885	5,743	6,036	3,544	3,408	965	37,115
2025	3,232	3,116	4,395	7,022	5,857	6,157	3,614	3,476	984	37,854
	Employment by Size of Firm									Total
2023	28,097	19,749	27,843	41,163	26,561	27,021	15,246	13,823	13,315	212,817
2024	29,242	20,554	28,978	42,841	27,644	28,123	15,867	14,386	13,858	221,493
2025	30,588	21,500	30,312	44,813	28,916	29,417	13,459	15,048	14,496	228,549

UNITED KINGDOM

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	20,045	13,237.7	93,061
Electric power systems contractors	Minor1	233	1,986.3	2,361
Cogeneration specialization	Minor2	8	10.3	214
Computer power conditioning	Minor2	8	7.2	36
Standby or emergency power specialization	Minor2	16	16.4	140
Switchgear and related devices installation	Minor2	8	31.5	126
Electronic controls installation	Minor1	282	365.8	2,213
Computerized controls installation	Minor2	35	176.0	578
Energy management controls	Minor2	176	519.8	1,779
Environmental system control installation	Minor2	47	270.4	530
Communications specialization	Minor1	490	838.6	5,118
Cable television installation	Minor2	177	275.8	2,333
Fiber optic cable installation	Minor2	196	351.6	2,187
Sound equipment specialization	Minor2	1,110	292.3	2,390
Telephone and telephone equipment	Minor2	580	800.1	5,126
Voice, data, and video wiring contractor	Minor2	154	251.2	1,627
Safety and security specialization	Minor1	387	345.4	3,161
Access control systems specialization	Minor2	63	104.9	553
Closed circuit television installation	Minor2	30	38.1	274
Fire detection and burglar alarm systems	Minor2	791	839.4	7,111
Banking machine installation and service	Minor2	26	43.7	254
Computer installation	Minor2	193	166.4	1,142
General electrical contractor	Minor2	8,170	15,834.0	87,592
Lighting contractor	Minor2	190	312.1	1,587

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UNITED STATES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	135,478	145,208	151,393	157,413	164,499	7.2%	4.3%	4.0%	4.5%
Sales (\$Millions)	235,653	269,763	294,734	312,794	335,352	14.5%	9.3%	6.1%	7.2%
Employment	898,032	962,531	1,003,528	1,043,434	1,075,636	7.2%	4.3%	4.0%	3.1%
Sales (DollarsM)	235,653	269,763	294,734	312,794	335,352	14.5%	9.3%	6.1%	7.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	1.74	1.86	1.95	1.99	2.04	6.8%	4.8%	2.1%	2.6%
Sales (\$) per Emp.	262,411	280,264	293,698	299,774	311,770	6.8%	4.8%	2.1%	4.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.74	1.86	1.95	1.99	2.04	6.8%	4.8%	2.1%	2.6%
Dollars per Emp.	262,411	280,264	293,698	299,774	311,770	6.8%	4.8%	2.1%	4.0%

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.	
2023	52,996	16,056	9,654	6,449	2,109	1,010	247	86	62,786	151,393
2024	55,103	16,695	10,038	6,705	2,192	1,051	257	90	65,283	157,413
2025	57,584	17,446	10,490	7,007	2,291	1,098	269	94	68,221	164,499
	Sales (\$Millions) by Size of Firm									Total
2023	25,164	24,261	34,221	54,675	45,607	47,935	28,142	27,064	7,664	294,734
2024	26,706	25,748	36,318	58,026	48,401	50,872	29,867	28,723	8,133	312,794
2025	28,632	27,605	38,937	62,210	51,892	54,541	32,021	30,794	8,720	335,352
	Employment by Size of Firm									Total
2023	132,489	93,126	131,294	194,101	125,247	127,416	71,890	65,179	62,786	1,003,528
2024	137,758	96,829	136,515	201,820	130,227	132,483	74,749	67,771	65,283	1,043,434
2025	143,959	101,188	142,660	210,905	136,089	138,447	63,345	70,822	68,221	1,075,636

UNITED STATES

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	94,429	111,564.3	438,400
Electric power systems contractors	Minor1	1,100	16,739.8	11,122
Cogeneration specialization	Minor2	37	86.5	1,009
Computer power conditioning	Minor2	37	60.7	172
Standby or emergency power specialization	Minor2	74	138.6	658
Switchgear and related devices installation	Minor2	40	265.1	595
Electronic controls installation	Minor1	1,327	3,082.7	10,427
Computerized controls installation	Minor2	166	1,483.1	2,723
Energy management controls	Minor2	829	4,380.9	8,382
Environmental system control installation	Minor2	220	2,278.6	2,496
Communications specialization	Minor1	2,308	7,067.3	24,111
Cable television installation	Minor2	832	2,324.2	10,989
Fiber optic cable installation	Minor2	923	2,963.3	10,301
Sound equipment specialization	Minor2	5,231	2,463.2	11,257
Telephone and telephone equipment	Minor2	2,731	6,743.1	24,150
Voice, data, and video wiring contractor	Minor2	724	2,117.0	7,667
Safety and security specialization	Minor1	1,825	2,910.6	14,891
Access control systems specialization	Minor2	296	884.0	2,606
Closed circuit television installation	Minor2	141	321.3	1,290
Fire detection and burglar alarm systems	Minor2	3,725	7,074.0	33,500
Banking machine installation and service	Minor2	124	367.9	1,194
Computer installation	Minor2	909	1,402.3	5,380
General electrical contractor	Minor2	38,486	133,445.6	412,638
Lighting contractor	Minor2	897	2,630.2	7,476

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VENEZUELA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	13,247	14,368	15,069	15,761	16,569	8.5%	4.9%	4.6%	5.1%
Sales (\$Millions)	4,456	4,834	4,897	4,856	4,832	8.5%	1.3%	-0.8%	-0.5%
Employment	87,810	95,240	99,887	104,476	108,341	8.5%	4.9%	4.6%	3.7%
Sales (BolivarsB)	1,948,249	2,113,643	2,141,145	2,123,323	2,112,696	8.5%	1.3%	-0.8%	-0.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.34	0.34	0.32	0.31	0.29	0.0%	-3.4%	-5.2%	-5.3%
Sales (\$) per Emp.	50,743	50,756	49,025	46,481	44,599	0.0%	-3.4%	-5.2%	-4.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Bolivars(B)/Estab.	147.07	147.11	142.09	134.72	127.51	0.0%	-3.4%	-5.2%	-5.3%
Bolivars per Emp.	22,187,096	22,192,905	21,435,759	20,323,521	19,500,452	0.0%	-3.4%	-5.2%	-4.0%

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.	
2023	5,275	1,598	961	642	210	101	25	9	6,249	15,069
2024	5,517	1,672	1,005	671	220	105	26	9	6,537	15,761
2025	5,800	1,757	1,057	706	231	111	27	9	6,871	16,569
	Sales (\$Millions) by Size of Firm									Total
2023	418	403	569	908	758	796	468	450	127	4,897
2024	415	400	564	901	751	790	464	446	126	4,856
2025	413	398	561	896	748	786	461	444	126	4,832
	Employment by Size of Firm									Total
2023	13,187	9,269	13,068	19,320	12,466	12,682	7,156	6,488	6,249	99,887
2024	13,793	9,695	13,669	20,208	13,039	13,265	7,484	6,786	6,537	104,476
2025	14,500	10,192	14,369	21,243	13,707	13,945	6,380	7,133	6,871	108,341

VENEZUELA

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,455	1,732.0	43,896
Electric power systems contractors	Minor1	110	259.9	1,114
Cogeneration specialization	Minor2	4	1.3	101
Computer power conditioning	Minor2	4	0.9	17
Standby or emergency power specialization	Minor2	7	2.2	66
Switchgear and related devices installation	Minor2	4	4.1	60
Electronic controls installation	Minor1	133	47.9	1,044
Computerized controls installation	Minor2	17	23.0	273
Energy management controls	Minor2	83	68.0	839
Environmental system control installation	Minor2	22	35.4	250
Communications specialization	Minor1	231	109.7	2,414
Cable television installation	Minor2	83	36.1	1,100
Fiber optic cable installation	Minor2	92	46.0	1,031
Sound equipment specialization	Minor2	524	38.2	1,127
Telephone and telephone equipment	Minor2	273	104.7	2,418
Voice, data, and video wiring contractor	Minor2	73	32.9	768
Safety and security specialization	Minor1	183	45.2	1,491
Access control systems specialization	Minor2	30	13.7	261
Closed circuit television installation	Minor2	14	5.0	129
Fire detection and burglar alarm systems	Minor2	373	109.8	3,354
Banking machine installation and service	Minor2	12	5.7	120
Computer installation	Minor2	91	21.8	539
General electrical contractor	Minor2	3,854	2,071.8	41,316
Lighting contractor	Minor2	90	40.8	749

*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.

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VIETNAM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Establishments	50,557	54,435	57,048	59,624	62,631	7.7%	4.8%	4.5%	5.0%
Sales (\$Millions)	4,669	5,321	6,137	6,841	7,738	14.0%	15.3%	11.5%	13.1%
Employment	335,126	360,827	378,148	395,226	409,537	7.7%	4.8%	4.5%	3.6%
Sales (DongsB)	106,033	120,840	139,386	155,355	175,732	14.0%	15.3%	11.5%	13.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2021	2022	2023	2024	2025	21-22	22-23	23-24	24-25
Sales (\$M)/Estab.	0.09	0.10	0.11	0.11	0.12	5.8%	10.1%	6.6%	7.7%
Sales (\$) per Emp.	13,931	14,746	16,230	17,308	18,894	5.8%	10.1%	6.6%	9.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dongs(B)/Estab.	2.10	2.22	2.44	2.61	2.81	5.8%	10.1%	6.6%	7.7%
Dongs per Emp.	316,398	334,896	368,602	393,079	429,099	5.8%	10.1%	6.6%	9.2%

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.	
2023	19,970	6,050	3,638	2,430	795	381	93	33	23,659	57,048
2024	20,872	6,324	3,802	2,540	830	398	97	34	24,727	59,624
2025	21,924	6,642	3,994	2,668	872	418	102	36	25,975	62,631
	Sales (\$Millions) by Size of Firm									Total
2023	524	505	713	1,139	950	998	586	564	160	6,137
2024	584	563	794	1,269	1,058	1,113	653	628	178	6,841
2025	661	637	898	1,435	1,197	1,258	739	711	201	7,738
	Employment by Size of Firm									Total
2023	49,924	35,092	49,474	73,141	47,195	48,013	27,090	24,561	23,659	378,148
2024	52,179	36,676	51,708	76,444	49,327	50,181	28,313	25,670	24,727	395,226
2025	54,811	38,526	54,316	80,300	51,815	52,712	24,118	26,965	25,975	409,537

VIETNAM

SUB-INDUSTRIES – 2024 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	35,767	2,439.8	166,055
Electric power systems contractors	Minor1	416	366.1	4,213
Cogeneration specialization	Minor2	14	1.9	382
Computer power conditioning	Minor2	14	1.3	65
Standby or emergency power specialization	Minor2	28	3.0	249
Switchgear and related devices installation	Minor2	15	5.8	225
Electronic controls installation	Minor1	503	67.4	3,949
Computerized controls installation	Minor2	63	32.4	1,031
Energy management controls	Minor2	314	95.8	3,175
Environmental system control installation	Minor2	83	49.8	946
Communications specialization	Minor1	874	154.6	9,132
Cable television installation	Minor2	315	50.8	4,162
Fiber optic cable installation	Minor2	350	64.8	3,902
Sound equipment specialization	Minor2	1,981	53.9	4,264
Telephone and telephone equipment	Minor2	1,035	147.5	9,147
Voice, data, and video wiring contractor	Minor2	274	46.3	2,904
Safety and security specialization	Minor1	691	63.7	5,640
Access control systems specialization	Minor2	112	19.3	987
Closed circuit television installation	Minor2	53	7.0	489
Fire detection and burglar alarm systems	Minor2	1,411	154.7	12,689
Banking machine installation and service	Minor2	47	8.0	452
Computer installation	Minor2	344	30.7	2,038
General electrical contractor	Minor2	14,578	2,918.3	156,297
Lighting contractor	Minor2	340	57.5	2,832

*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.

