

ELECTRICAL CONTRACTORS INDUSTRY  
NAICS 23821

## 2023 WORLD INDUSTRY & MARKET OUTLOOK

© Barnes Reports



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



# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## TABLE OF CONTENTS

<u>COUNTRY</u>	<u>PAGE NUMBER</u>
Industry Definition, Related Industries & Sub-Industries	7
2023 Industry Establishments, Sales & Employment	9
Algeria	11
Argentina	13
Australia	15
Austria	17
Bangladesh	19
Belgium	21
Brazil	23
Canada	25
Chile	27
China	29
Colombia	31
Czech Rep	33
Denmark	35
Egypt	37
Finland	39
France	41
Germany	43
Greece	45
Hong Kong	47
Hungary	49
India	51
Indonesia	53
Iran	55
Iraq	57
Ireland	59

## TABLE OF CONTENTS

<b><u>INDUSTRY</u></b>	<b><u>PAGE NUMBER</u></b>
Israel	61
Italy	63
Japan	65
Kazakhstan	67
Kuwait	69
Malaysia	71
Mexico	73
Netherlands	75
New Zealand	77
Nigeria	79
Norway	81
Pakistan	83
Peru	85
Phillipines	87
Poland	89
Portugal	91
Puerto Rico	93
Qatar	95
Romania	97
Russia	99
Saudi Arabia	101
Singapore	103
South Africa	105
South Korea	107
Spain	109
Sweden	111
Switzerland	113
Taiwan	115
Thailand	117
Turkey	119
Ukraine	121
UAE	123
United Kingdom	125
United States	127
Venezuela	129
Vietnam	131
Appendix: Definitions & Terms	133

Copyright © 2023 By C. Barnes & Co.  
Printed in USA

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

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



# 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)

## 2023 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	28,070	2,270	311,055	186,069	0.081	12,202	11.081	1,671.7
Argentina	19,527	4,300	429,091	129,435	0.220	33,218	21.975	3,315.1
Australia	11,818	16,174	21,673	78,337	1.369	206,467	1.834	276.7
Austria	4,241	6,051	5,216	28,111	1.427	215,270	1.230	185.6
Bangladesh	85,318	6,161	527,358	565,542	0.072	10,893	6.181	932.5
Belgium	5,167	6,934	5,977	34,252	1.342	202,433	1.157	174.5
Brazil	97,881	17,404	97,462	648,816	0.178	26,824	0.996	150.2
Canada	17,706	21,558	26,732	117,365	1.218	183,681	1.510	227.8
Chile*	9,328	3,678	2,994	61,832	0.394	59,485	0.321	48.4
China	689,830	243,765	1,557,660	4,572,638	0.353	53,310	2.258	340.6
Colombia*	20,947	3,258	12,274	138,848	0.156	23,467	0.586	88.4
Czech Republic	4,868	3,894	85,662	32,271	0.800	120,657	17.595	2,654.4
Denmark	2,650	4,727	30,250	17,568	1.783	269,034	11.413	1,721.8
Egypt	46,199	4,763	74,772	306,240	0.103	15,552	1.618	244.2
Finland	2,594	3,790	3,267	17,195	1.461	220,423	1.259	190.0
France	28,921	32,474	27,993	191,706	1.123	169,396	0.968	146.0
Germany	37,435	52,887	45,588	248,144	1.413	213,128	1.218	183.7
Greece	4,438	2,148	1,852	29,416	0.484	73,025	0.417	62.9
Hong Kong	3,032	3,767	29,006	20,100	1.242	187,415	9.566	1,443.1
Hungary*	4,305	2,269	704	28,537	0.527	79,523	0.163	24.7
India	580,154	37,317	2,783,825	3,845,629	0.064	9,704	4.798	723.9
Indonesia*	142,612	18,421	262,722	945,325	0.129	19,487	1.842	277.9
Iran*	38,929	2,701	113,494	258,046	0.069	10,465	2.915	439.8
Iraq*	23,423	2,943	4,294	155,261	0.126	18,957	0.183	27.7
Ireland	2,731	7,931	6,836	18,104	2.904	438,074	2.503	377.6
Israel	4,223	6,432	20,196	27,996	1.523	229,745	4.782	721.4
Italy	28,515	24,228	20,885	189,017	0.850	128,179	0.732	110.5
Japan*	60,693	68,321	7,720,315	402,313	1.126	169,822	127.203	19,189.8
Kazakhstan	10,409	2,268	970,815	68,997	0.218	32,875	93.267	14,070.4
Kuwait	2,780	1,609	484	18,431	0.579	87,299	0.174	26.3
Malaysia	18,760	5,768	23,878	124,355	0.307	46,380	1.273	192.0
Mexico	64,515	13,425	277,907	427,646	0.208	31,394	4.308	649.9

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

# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## 2023 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$USM)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Netherlands	7,842	12,663	10,916	51,980	1.615	243,620	1.392	210.0
New Zealand	2,103	2,690	3,766	13,938	1.279	192,994	1.791	270.2
Nigeria	112,316	5,846	2,396,815	744,500	0.052	7,852	21.340	3,219.4
Norway	2,941	4,935	41,454	19,496	1.678	253,125	14.094	2,126.2
Pakistan	84,292	3,310	562,770	558,742	0.039	5,925	6.676	1,007.2
Peru	17,951	2,973	11,862	118,992	0.166	24,984	0.661	99.7
Phillipines	45,791	5,135	259,341	303,532	0.112	16,919	5.664	854.4
Poland	15,752	9,152	35,691	104,413	0.581	87,647	2.266	341.8
Portugal	4,753	3,205	2,763	31,507	0.674	101,732	0.581	87.7
Puerto Rico	1,997	1,511	1,511	13,240	0.756	114,112	0.756	114.1
Qatar	1,825	2,035	7,409	12,098	1.115	168,238	4.059	612.4
Romania	10,509	4,480	18,817	69,658	0.426	64,319	1.791	270.1
Russia	72,983	22,564	1,622,318	483,775	0.309	46,641	22.229	3,353.5
Saudi Arabia*	20,113	12,103	45	133,324	0.602	90,778	0.002	0.3
Singapore	3,039	5,321	7,130	20,145	1.751	264,119	2.346	353.9
South Africa	20,269	3,998	61,570	134,355	0.197	29,757	3.038	458.3
South Korea*	28,236	25,494	29,981	187,165	0.903	136,212	1.062	160.2
Spain	21,253	17,472	15,061	140,878	0.822	124,025	0.709	106.9
Sweden	4,855	6,905	58,696	32,183	1.422	214,564	12.089	1,823.8
Switzerland	4,428	10,316	9,388	29,353	2.330	351,446	2.120	319.8
Taiwan	14,007	9,004	250,319	92,848	0.643	96,979	17.871	2,696.0
Thailand	38,906	8,985	298,296	257,893	0.231	34,839	7.667	1,156.7
Turkey	34,805	7,611	72,306	230,711	0.219	32,990	2.077	313.4
Ukraine	23,098	2,702	70,801	153,108	0.117	17,650	3.065	462.4
UAE	6,416	6,146	22,555	42,527	0.958	144,519	3.516	530.4
United Kingdom	31,069	31,964	23,430	205,948	1.029	155,205	0.754	113.8
United States	146,365	269,388	269,388	970,203	1.841	277,662	1.841	277.7
Venezuela	14,655	4,182	1,828,674	97,144	0.285	43,052	124.780	18,824.4
Vietnam*	55,439	5,891	133,797	367,488	0.106	16,031	2.413	364.1

\* 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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	24,777	27,170	27,991	28,070	28,111	9.7%	3.0%	0.3%	0.1%
<b>Sales (\$Millions)</b>	2,137	2,374	2,368	2,270	2,159	11.1%	-0.2%	-4.1%	-4.9%
<b>Employment</b>	164,238	180,100	185,542	186,069	183,817	9.7%	3.0%	0.3%	-1.2%
<b>Sales (DinarM)</b>	292,794	325,192	324,394	311,055	295,755	11.1%	-0.2%	-4.1%	-4.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.09	0.09	0.08	0.08	0.08	1.3%	-3.2%	-4.4%	-5.1%
<b>Sales (\$) per Emp.</b>	13,013	13,180	12,762	12,202	11,744	1.3%	-3.2%	-4.4%	-3.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinar(M)/Estab.</b>	11.82	11.97	11.59	11.08	10.52	1.3%	-3.2%	-4.4%	-5.1%
<b>Dinar per Emp.</b>	1,782,748	1,805,617	1,748,360	1,671,718	1,608,968	1.3%	-3.2%	-4.4%	-3.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	9,798	2,969	1,785	1,192	390	187	46	16	11,608	27,991
<b>2023</b>	9,826	2,977	1,790	1,196	391	187	46	16	11,641	28,070
<b>2024</b>	9,841	2,981	1,793	1,197	392	188	46	16	11,658	28,111
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	202	195	275	439	366	385	226	217	62	2,368
<b>2023</b>	194	187	264	421	351	369	217	208	59	2,270
<b>2024</b>	184	178	251	400	334	351	206	198	56	2,159
	Employment by Size of Firm									Total
<b>2022</b>	24,496	17,218	24,275	35,887	23,157	23,558	13,292	12,051	11,608	185,542
<b>2023</b>	24,565	17,267	24,344	35,989	23,223	23,625	13,330	12,085	11,641	186,069
<b>2024</b>	24,601	17,292	24,379	36,042	23,256	23,659	10,825	12,103	11,658	183,817

# ALGERIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	16,839	809.8	78,177
Electric power systems contractors	Minor1	196	121.5	1,983
Cogeneration specialization	Minor2	7	0.6	180
Computer power conditioning	Minor2	7	0.4	31
Standby or emergency power specialization	Minor2	13	1.0	117
Switchgear and related devices installation	Minor2	7	1.9	106
Electronic controls installation	Minor1	237	22.4	1,859
Computerized controls installation	Minor2	30	10.8	486
Energy management controls	Minor2	148	31.8	1,495
Environmental system control installation	Minor2	39	16.5	445
Communications specialization	Minor1	412	51.3	4,299
Cable television installation	Minor2	148	16.9	1,960
Fiber optic cable installation	Minor2	165	21.5	1,837
Sound equipment specialization	Minor2	933	17.9	2,007
Telephone and telephone equipment	Minor2	487	48.9	4,306
Voice, data, and video wiring contractor	Minor2	129	15.4	1,367
Safety and security specialization	Minor1	325	21.1	2,655
Access control systems specialization	Minor2	53	6.4	465
Closed circuit television installation	Minor2	25	2.3	230
Fire detection and burglar alarm systems	Minor2	664	51.3	5,974
Banking machine installation and service	Minor2	22	2.7	213
Computer installation	Minor2	162	10.2	959
General electrical contractor	Minor2	6,863	968.6	73,583
Lighting contractor	Minor2	160	19.1	1,333

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	17,207	18,975	19,510	19,527	19,517	10.3%	2.8%	0.1%	-0.1%
<b>Sales (\$Millions)</b>	4,274	4,594	4,530	4,300	4,042	7.5%	-1.4%	-5.1%	-6.0%
<b>Employment</b>	114,056	125,776	129,322	129,435	127,617	10.3%	2.8%	0.1%	-1.4%
<b>Sales (PesosM)</b>	426,543	458,528	452,142	429,091	403,354	7.5%	-1.4%	-5.1%	-6.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.25	0.24	0.23	0.22	0.21	-2.5%	-4.1%	-5.2%	-6.0%
<b>Sales (\$) per Emp.</b>	37,473	36,529	35,033	33,218	31,670	-2.5%	-4.1%	-5.2%	-4.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	24.79	24.17	23.18	21.97	20.67	-2.5%	-4.1%	-5.2%	-6.0%
<b>Pesos per Emp.</b>	3,739,782	3,645,588	3,496,253	3,315,117	3,160,667	-2.5%	-4.1%	-5.2%	-4.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	6,829	2,069	1,244	831	272	130	32	11	8,091	19,510
<b>2023</b>	6,835	2,071	1,245	832	272	130	32	11	8,098	19,527
<b>2024</b>	6,832	2,070	1,245	831	272	130	32	11	8,094	19,517
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	387	373	526	840	701	737	433	416	118	4,530
<b>2023</b>	367	354	499	798	665	699	411	395	112	4,300
<b>2024</b>	345	333	469	750	625	657	386	371	105	4,042
	Employment by Size of Firm									Total
<b>2022</b>	17,073	12,001	16,919	25,013	16,140	16,420	9,264	8,399	8,091	129,322
<b>2023</b>	17,088	12,011	16,934	25,035	16,154	16,434	9,272	8,407	8,098	129,435
<b>2024</b>	17,080	12,005	16,926	25,022	16,146	16,426	7,515	8,403	8,094	127,617

# ARGENTINA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,714	1,533.5	54,382
Electric power systems contractors	Minor1	136	230.1	1,380
Cogeneration specialization	Minor2	5	1.2	125
Computer power conditioning	Minor2	5	0.8	21
Standby or emergency power specialization	Minor2	9	1.9	82
Switchgear and related devices installation	Minor2	5	3.6	74
Electronic controls installation	Minor1	165	42.4	1,293
Computerized controls installation	Minor2	21	20.4	338
Energy management controls	Minor2	103	60.2	1,040
Environmental system control installation	Minor2	27	31.3	310
Communications specialization	Minor1	286	97.1	2,991
Cable television installation	Minor2	103	31.9	1,363
Fiber optic cable installation	Minor2	114	40.7	1,278
Sound equipment specialization	Minor2	649	33.9	1,396
Telephone and telephone equipment	Minor2	339	92.7	2,996
Voice, data, and video wiring contractor	Minor2	90	29.1	951
Safety and security specialization	Minor1	226	40.0	1,847
Access control systems specialization	Minor2	37	12.2	323
Closed circuit television installation	Minor2	17	4.4	160
Fire detection and burglar alarm systems	Minor2	462	97.2	4,156
Banking machine installation and service	Minor2	15	5.1	148
Computer installation	Minor2	113	19.3	667
General electrical contractor	Minor2	4,774	1,834.3	51,186
Lighting contractor	Minor2	111	36.2	927

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	10,431	11,459	11,795	11,818	11,825	9.9%	2.9%	0.2%	0.1%
<b>Sales (\$Millions)</b>	14,622	16,153	16,507	16,174	15,749	10.5%	2.2%	-2.0%	-2.6%
<b>Employment</b>	69,143	75,959	78,185	78,337	77,321	9.9%	2.9%	0.2%	-1.3%
<b>Sales (DollarsM)</b>	19,594	21,645	22,120	21,673	21,104	10.5%	2.2%	-2.0%	-2.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.40	1.41	1.40	1.37	1.33	0.6%	-0.7%	-2.2%	-2.7%
<b>Sales (\$) per Emp.</b>	211,479	212,658	211,130	206,467	203,687	0.6%	-0.7%	-2.2%	-1.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.88	1.89	1.88	1.83	1.78	0.6%	-0.7%	-2.2%	-2.7%
<b>Dollars per Emp.</b>	283,382	284,962	282,914	276,665	272,940	0.6%	-0.7%	-2.2%	-1.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	4,129	1,251	752	502	164	79	19	7	4,892	11,795
<b>2023</b>	4,137	1,253	754	503	165	79	19	7	4,901	11,818
<b>2024</b>	4,139	1,254	754	504	165	79	19	7	4,904	11,825
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,409	1,359	1,917	3,062	2,554	2,685	1,576	1,516	429	16,507
<b>2023</b>	1,381	1,331	1,878	3,000	2,503	2,631	1,544	1,485	421	16,174
<b>2024</b>	1,345	1,296	1,829	2,922	2,437	2,561	1,504	1,446	410	15,749
	Employment by Size of Firm									Total
<b>2022</b>	10,322	7,255	10,229	15,122	9,758	9,927	5,601	5,078	4,892	78,185
<b>2023</b>	10,342	7,270	10,249	15,152	9,777	9,946	5,612	5,088	4,901	78,337
<b>2024</b>	10,348	7,274	10,255	15,161	9,783	9,952	4,553	5,091	4,904	77,321

# AUSTRALIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	7,089	5,768.8	32,914
Electric power systems contractors	Minor1	83	865.6	835
Cogeneration specialization	Minor2	3	4.5	76
Computer power conditioning	Minor2	3	3.1	13
Standby or emergency power specialization	Minor2	6	7.2	49
Switchgear and related devices installation	Minor2	3	13.7	45
Electronic controls installation	Minor1	100	159.4	783
Computerized controls installation	Minor2	12	76.7	204
Energy management controls	Minor2	62	226.5	629
Environmental system control installation	Minor2	17	117.8	187
Communications specialization	Minor1	173	365.4	1,810
Cable television installation	Minor2	62	120.2	825
Fiber optic cable installation	Minor2	69	153.2	773
Sound equipment specialization	Minor2	393	127.4	845
Telephone and telephone equipment	Minor2	205	348.7	1,813
Voice, data, and video wiring contractor	Minor2	54	109.5	576
Safety and security specialization	Minor1	137	150.5	1,118
Access control systems specialization	Minor2	22	45.7	196
Closed circuit television installation	Minor2	11	16.6	97
Fire detection and burglar alarm systems	Minor2	280	365.8	2,515
Banking machine installation and service	Minor2	9	19.0	90
Computer installation	Minor2	68	72.5	404
General electrical contractor	Minor2	2,889	6,900.3	30,979
Lighting contractor	Minor2	67	136.0	561

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

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



# AUSTRIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	3,847	4,164	4,259	4,241	4,217	8.2%	2.3%	-0.4%	-0.6%
<b>Sales (\$Millions)</b>	4,960	5,669	5,992	6,051	6,092	14.3%	5.7%	1.0%	0.7%
<b>Employment</b>	25,502	27,603	28,234	28,111	27,571	8.2%	2.3%	-0.4%	-1.9%
<b>Sales (EurosM)</b>	4,276	4,887	5,165	5,216	5,251	14.3%	5.7%	1.0%	0.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.29	1.36	1.41	1.43	1.44	5.6%	3.3%	1.4%	1.2%
<b>Sales (\$) per Emp.</b>	194,514	205,369	212,222	215,270	220,953	5.6%	3.3%	1.4%	2.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.11	1.17	1.21	1.23	1.25	5.6%	3.3%	1.4%	1.2%
<b>Euros per Emp.</b>	167,671	177,028	182,935	185,563	190,462	5.6%	3.3%	1.4%	2.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,491	452	272	181	59	28	7	2	1,766	4,259
<b>2023</b>	1,485	450	270	181	59	28	7	2	1,759	4,241
<b>2024</b>	1,476	447	269	180	59	28	7	2	1,749	4,217
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	512	493	696	1,112	927	974	572	550	156	5,992
<b>2023</b>	517	498	703	1,123	936	984	578	556	157	6,051
<b>2024</b>	520	501	707	1,130	943	991	582	559	158	6,092
	Employment by Size of Firm									Total
<b>2022</b>	3,727	2,620	3,694	5,461	3,524	3,585	2,023	1,834	1,766	28,234
<b>2023</b>	3,711	2,609	3,678	5,437	3,508	3,569	2,014	1,826	1,759	28,111
<b>2024</b>	3,690	2,594	3,657	5,406	3,488	3,549	1,624	1,815	1,749	27,571

# AUSTRIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,544	2,158.4	11,811
Electric power systems contractors	Minor1	30	323.9	300
Cogeneration specialization	Minor2	1	1.7	27
Computer power conditioning	Minor2	1	1.2	5
Standby or emergency power specialization	Minor2	2	2.7	18
Switchgear and related devices installation	Minor2	1	5.1	16
Electronic controls installation	Minor1	36	59.6	281
Computerized controls installation	Minor2	4	28.7	73
Energy management controls	Minor2	22	84.8	226
Environmental system control installation	Minor2	6	44.1	67
Communications specialization	Minor1	62	136.7	650
Cable television installation	Minor2	22	45.0	296
Fiber optic cable installation	Minor2	25	57.3	278
Sound equipment specialization	Minor2	141	47.7	303
Telephone and telephone equipment	Minor2	74	130.5	651
Voice, data, and video wiring contractor	Minor2	20	41.0	207
Safety and security specialization	Minor1	49	56.3	401
Access control systems specialization	Minor2	8	17.1	70
Closed circuit television installation	Minor2	4	6.2	35
Fire detection and burglar alarm systems	Minor2	100	136.9	903
Banking machine installation and service	Minor2	3	7.1	32
Computer installation	Minor2	24	27.1	145
General electrical contractor	Minor2	1,037	2,581.7	11,117
Lighting contractor	Minor2	24	50.9	201

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	75,555	82,972	85,277	85,318	85,241	9.8%	2.8%	0.0%	-0.1%
<b>Sales (\$Millions)</b>	4,187	5,042	5,721	6,161	6,653	20.4%	13.5%	7.7%	8.0%
<b>Employment</b>	500,829	549,992	565,273	565,542	557,379	9.8%	2.8%	0.0%	-1.4%
<b>Sales (TakaM)</b>	358,449	431,574	489,730	527,358	569,493	20.4%	13.5%	7.7%	8.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.07	0.07	0.08	9.6%	10.4%	7.6%	8.1%
<b>Sales (\$) per Emp.</b>	8,361	9,167	10,121	10,893	11,936	9.6%	10.4%	7.6%	9.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Taka(M)/Estab.</b>	4.74	5.20	5.74	6.18	6.68	9.6%	10.4%	7.6%	8.1%
<b>Taka per Emp.</b>	715,711	784,692	866,361	932,482	1,021,734	9.6%	10.4%	7.6%	9.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	29,852	9,044	5,438	3,632	1,188	569	139	49	35,366	85,277
<b>2023</b>	29,866	9,049	5,441	3,634	1,188	569	139	49	35,383	85,318
<b>2024</b>	29,839	9,040	5,436	3,631	1,187	569	139	49	35,351	85,241
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	488	471	664	1,061	885	930	546	525	149	5,721
<b>2023</b>	526	507	715	1,143	953	1,002	588	566	160	6,161
<b>2024</b>	568	548	772	1,234	1,029	1,082	635	611	173	6,653
	Employment by Size of Firm									Total
<b>2022</b>	74,629	52,457	73,956	109,334	70,550	71,772	40,495	36,715	35,366	565,273
<b>2023</b>	74,665	52,482	73,991	109,386	70,583	71,806	40,514	36,732	35,383	565,542
<b>2024</b>	74,597	52,434	73,924	109,288	70,519	71,741	32,825	36,699	35,351	557,379

# BANGLADESH

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	51,181	2,197.3	237,613
Electric power systems contractors	Minor1	596	329.7	6,028
Cogeneration specialization	Minor2	20	1.7	547
Computer power conditioning	Minor2	20	1.2	93
Standby or emergency power specialization	Minor2	40	2.7	357
Switchgear and related devices installation	Minor2	22	5.2	322
Electronic controls installation	Minor1	719	60.7	5,651
Computerized controls installation	Minor2	90	29.2	1,476
Energy management controls	Minor2	450	86.3	4,543
Environmental system control installation	Minor2	119	44.9	1,353
Communications specialization	Minor1	1,251	139.2	13,068
Cable television installation	Minor2	451	45.8	5,956
Fiber optic cable installation	Minor2	500	58.4	5,583
Sound equipment specialization	Minor2	2,835	48.5	6,101
Telephone and telephone equipment	Minor2	1,480	132.8	13,089
Voice, data, and video wiring contractor	Minor2	393	41.7	4,156
Safety and security specialization	Minor1	989	57.3	8,071
Access control systems specialization	Minor2	160	17.4	1,412
Closed circuit television installation	Minor2	76	6.3	699
Fire detection and burglar alarm systems	Minor2	2,019	139.3	18,157
Banking machine installation and service	Minor2	67	7.2	647
Computer installation	Minor2	493	27.6	2,916
General electrical contractor	Minor2	20,860	2,628.3	223,650
Lighting contractor	Minor2	486	51.8	4,052

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

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

# BELGIUM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,656	5,076	5,191	5,167	5,137	9.0%	2.3%	-0.5%	-0.6%
<b>Sales (\$Millions)</b>	5,652	6,450	6,843	6,934	7,006	14.1%	6.1%	1.3%	1.0%
<b>Employment</b>	30,864	33,645	34,407	34,252	33,589	9.0%	2.3%	-0.5%	-1.9%
<b>Sales (EurosM)</b>	4,872	5,560	5,898	5,977	6,039	14.1%	6.1%	1.3%	1.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.21	1.27	1.32	1.34	1.36	4.7%	3.7%	1.8%	1.6%
<b>Sales (\$) per Emp.</b>	183,141	191,704	198,869	202,433	208,574	4.7%	3.7%	1.8%	3.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.05	1.10	1.14	1.16	1.18	4.7%	3.7%	1.8%	1.6%
<b>Euros per Emp.</b>	157,868	165,249	171,425	174,497	179,790	4.7%	3.7%	1.8%	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.	
<b>2022</b>	1,817	551	331	221	72	35	8	3	2,153	5,191
<b>2023</b>	1,809	548	330	220	72	34	8	3	2,143	5,167
<b>2024</b>	1,798	545	328	219	72	34	8	3	2,130	5,137
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	584	563	794	1,269	1,059	1,113	653	628	178	6,843
<b>2023</b>	592	571	805	1,286	1,073	1,128	662	637	180	6,934
<b>2024</b>	598	577	813	1,300	1,084	1,139	669	643	182	7,006
	Employment by Size of Firm									Total
<b>2022</b>	4,543	3,193	4,502	6,655	4,294	4,369	2,465	2,235	2,153	34,407
<b>2023</b>	4,522	3,179	4,481	6,625	4,275	4,349	2,454	2,225	2,143	34,252
<b>2024</b>	4,495	3,160	4,455	6,586	4,250	4,323	1,978	2,212	2,130	33,589

# BELGIUM

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,100	2,473.1	14,391
Electric power systems contractors	Minor1	36	371.1	365
Cogeneration specialization	Minor2	1	1.9	33
Computer power conditioning	Minor2	1	1.3	6
Standby or emergency power specialization	Minor2	2	3.1	22
Switchgear and related devices installation	Minor2	1	5.9	20
Electronic controls installation	Minor1	44	68.3	342
Computerized controls installation	Minor2	5	32.9	89
Energy management controls	Minor2	27	97.1	275
Environmental system control installation	Minor2	7	50.5	82
Communications specialization	Minor1	76	156.7	791
Cable television installation	Minor2	27	51.5	361
Fiber optic cable installation	Minor2	30	65.7	338
Sound equipment specialization	Minor2	172	54.6	370
Telephone and telephone equipment	Minor2	90	149.5	793
Voice, data, and video wiring contractor	Minor2	24	46.9	252
Safety and security specialization	Minor1	60	64.5	489
Access control systems specialization	Minor2	10	19.6	86
Closed circuit television installation	Minor2	5	7.1	42
Fire detection and burglar alarm systems	Minor2	122	156.8	1,100
Banking machine installation and service	Minor2	4	8.2	39
Computer installation	Minor2	30	31.1	177
General electrical contractor	Minor2	1,263	2,958.1	13,545
Lighting contractor	Minor2	29	58.3	245

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

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

# BRAZIL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	86,793	95,509	97,998	97,881	97,629	10.0%	2.6%	-0.1%	-0.3%
<b>Sales (\$Millions)</b>	16,525	18,492	18,289	17,404	16,409	11.9%	-1.1%	-4.8%	-5.7%
<b>Employment</b>	575,321	633,093	649,594	648,816	638,381	10.0%	2.6%	-0.1%	-1.6%
<b>Sales (RealsM)</b>	92,538	103,554	102,421	97,462	91,890	11.9%	-1.1%	-4.8%	-5.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.19	0.19	0.19	0.18	0.17	1.7%	-3.6%	-4.7%	-5.5%
<b>Sales (\$) per Emp.</b>	28,722	29,209	28,155	26,824	25,704	1.7%	-3.6%	-4.7%	-4.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Reals(M)/Estab.</b>	1.07	1.08	1.05	1.00	0.94	1.7%	-3.6%	-4.7%	-5.5%
<b>Reals per Emp.</b>	160,846	163,568	157,669	150,215	143,942	1.7%	-3.6%	-4.7%	-4.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	34,305	10,393	6,249	4,174	1,365	654	160	56	40,642	97,998
<b>2023</b>	34,264	10,381	6,242	4,169	1,363	653	160	56	40,593	97,881
<b>2024</b>	34,175	10,354	6,226	4,158	1,360	652	159	56	40,489	97,629
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,562	1,506	2,124	3,393	2,830	2,975	1,746	1,679	476	18,289
<b>2023</b>	1,486	1,433	2,021	3,229	2,693	2,831	1,662	1,598	453	17,404
<b>2024</b>	1,401	1,351	1,905	3,044	2,539	2,669	1,567	1,507	427	16,409
	Employment by Size of Firm									Total
<b>2022</b>	85,762	60,281	84,988	125,644	81,073	82,478	46,535	42,191	40,642	649,594
<b>2023</b>	85,659	60,209	84,886	125,493	80,976	82,379	46,480	42,141	40,593	648,816
<b>2024</b>	85,438	60,054	84,667	125,170	80,768	82,167	37,595	42,032	40,489	638,381

# BRAZIL

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	58,717	6,207.5	272,601
Electric power systems contractors	Minor1	684	931.4	6,916
Cogeneration specialization	Minor2	23	4.8	627
Computer power conditioning	Minor2	23	3.4	107
Standby or emergency power specialization	Minor2	46	7.7	409
Switchgear and related devices installation	Minor2	25	14.7	370
Electronic controls installation	Minor1	825	171.5	6,484
Computerized controls installation	Minor2	103	82.5	1,693
Energy management controls	Minor2	516	243.8	5,212
Environmental system control installation	Minor2	137	126.8	1,552
Communications specialization	Minor1	1,435	393.2	14,992
Cable television installation	Minor2	517	129.3	6,833
Fiber optic cable installation	Minor2	574	164.9	6,405
Sound equipment specialization	Minor2	3,253	137.1	7,000
Telephone and telephone equipment	Minor2	1,698	375.2	15,017
Voice, data, and video wiring contractor	Minor2	450	117.8	4,767
Safety and security specialization	Minor1	1,135	161.9	9,260
Access control systems specialization	Minor2	184	49.2	1,620
Closed circuit television installation	Minor2	88	17.9	802
Fire detection and burglar alarm systems	Minor2	2,316	393.6	20,831
Banking machine installation and service	Minor2	77	20.5	743
Computer installation	Minor2	565	78.0	3,345
General electrical contractor	Minor2	23,931	7,425.0	256,582
Lighting contractor	Minor2	558	146.3	4,648

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

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



# CANADA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	15,807	17,283	17,730	17,706	17,657	9.3%	2.6%	-0.1%	-0.3%
<b>Sales (\$Millions)</b>	18,668	20,873	21,682	21,558	21,333	11.8%	3.9%	-0.6%	-1.0%
<b>Employment</b>	104,779	114,561	117,526	117,365	115,458	9.3%	2.6%	-0.1%	-1.6%
<b>Sales (DollarsM)</b>	23,148	25,883	26,885	26,732	26,452	11.8%	3.9%	-0.6%	-1.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.18	1.21	1.22	1.22	1.21	2.3%	1.3%	-0.4%	-0.8%
<b>Sales (\$) per Emp.</b>	178,160	182,204	184,484	183,681	184,765	2.3%	1.3%	-0.4%	0.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.46	1.50	1.52	1.51	1.50	2.3%	1.3%	-0.4%	-0.8%
<b>Dollars per Emp.</b>	220,919	225,933	228,760	227,764	229,109	2.3%	1.3%	-0.4%	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.	
<b>2022</b>	6,206	1,880	1,131	755	247	118	29	10	7,353	17,730
<b>2023</b>	6,198	1,878	1,129	754	247	118	29	10	7,343	17,706
<b>2024</b>	6,181	1,873	1,126	752	246	118	29	10	7,323	17,657
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,851	1,785	2,517	4,022	3,355	3,526	2,070	1,991	564	21,682
<b>2023</b>	1,841	1,775	2,503	3,999	3,336	3,506	2,058	1,980	561	21,558
<b>2024</b>	1,821	1,756	2,477	3,957	3,301	3,469	2,037	1,959	555	21,333
	Employment by Size of Firm									Total
<b>2022</b>	15,516	10,906	15,376	22,732	14,668	14,922	8,419	7,633	7,353	117,526
<b>2023</b>	15,495	10,891	15,355	22,701	14,648	14,902	8,408	7,623	7,343	117,365
<b>2024</b>	15,452	10,861	15,313	22,638	14,608	14,861	6,799	7,602	7,323	115,458

# CANADA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,621	7,689.0	49,311
Electric power systems contractors	Minor1	124	1,153.7	1,251
Cogeneration specialization	Minor2	4	6.0	114
Computer power conditioning	Minor2	4	4.2	19
Standby or emergency power specialization	Minor2	8	9.6	74
Switchgear and related devices installation	Minor2	4	18.3	67
Electronic controls installation	Minor1	149	212.5	1,173
Computerized controls installation	Minor2	19	102.2	306
Energy management controls	Minor2	93	301.9	943
Environmental system control installation	Minor2	25	157.0	281
Communications specialization	Minor1	260	487.1	2,712
Cable television installation	Minor2	94	160.2	1,236
Fiber optic cable installation	Minor2	104	204.2	1,159
Sound equipment specialization	Minor2	588	169.8	1,266
Telephone and telephone equipment	Minor2	307	464.7	2,716
Voice, data, and video wiring contractor	Minor2	81	145.9	862
Safety and security specialization	Minor1	205	200.6	1,675
Access control systems specialization	Minor2	33	60.9	293
Closed circuit television installation	Minor2	16	22.1	145
Fire detection and burglar alarm systems	Minor2	419	487.5	3,768
Banking machine installation and service	Minor2	14	25.4	134
Computer installation	Minor2	102	96.6	605
General electrical contractor	Minor2	4,329	9,197.1	46,413
Lighting contractor	Minor2	101	181.3	841

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	8,369	9,142	9,360	9,328	9,284	9.2%	2.4%	-0.3%	-0.5%
<b>Sales (\$Millions)</b>	3,128	3,622	3,729	3,678	3,608	15.8%	2.9%	-1.4%	-1.9%
<b>Employment</b>	55,473	60,599	62,042	61,832	60,705	9.2%	2.4%	-0.3%	-1.8%
<b>Sales (PesosM)</b>	2,546	2,949	3,036	2,994	2,937	15.8%	2.9%	-1.4%	-1.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.37	0.40	0.40	0.39	0.39	6.0%	0.6%	-1.0%	-1.4%
<b>Sales (\$) per Emp.</b>	56,381	59,777	60,106	59,485	59,428	6.0%	0.6%	-1.0%	-0.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.30	0.32	0.32	0.32	0.32	6.0%	0.6%	-1.0%	-1.4%
<b>Pesos per Emp.</b>	45,894	48,659	48,926	48,420	48,374	6.0%	0.6%	-1.0%	-0.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	3,276	993	597	399	130	62	15	5	3,882	9,360
<b>2023</b>	3,265	989	595	397	130	62	15	5	3,869	9,328
<b>2024</b>	3,250	985	592	395	129	62	15	5	3,850	9,284
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	318	307	433	692	577	606	356	342	97	3,729
<b>2023</b>	314	303	427	682	569	598	351	338	96	3,678
<b>2024</b>	308	297	419	669	558	587	344	331	94	3,608
	Employment by Size of Firm									Total
<b>2022</b>	8,191	5,757	8,117	12,000	7,743	7,877	4,445	4,030	3,882	62,042
<b>2023</b>	8,163	5,738	8,090	11,960	7,717	7,851	4,430	4,016	3,869	61,832
<b>2024</b>	8,124	5,711	8,051	11,903	7,680	7,813	3,575	3,997	3,850	60,705

# CHILE

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,596	1,311.9	25,979
Electric power systems contractors	Minor1	65	196.8	659
Cogeneration specialization	Minor2	2	1.0	60
Computer power conditioning	Minor2	2	0.7	10
Standby or emergency power specialization	Minor2	4	1.6	39
Switchgear and related devices installation	Minor2	2	3.1	35
Electronic controls installation	Minor1	79	36.2	618
Computerized controls installation	Minor2	10	17.4	161
Energy management controls	Minor2	49	51.5	497
Environmental system control installation	Minor2	13	26.8	148
Communications specialization	Minor1	137	83.1	1,429
Cable television installation	Minor2	49	27.3	651
Fiber optic cable installation	Minor2	55	34.8	610
Sound equipment specialization	Minor2	310	29.0	667
Telephone and telephone equipment	Minor2	162	79.3	1,431
Voice, data, and video wiring contractor	Minor2	43	24.9	454
Safety and security specialization	Minor1	108	34.2	882
Access control systems specialization	Minor2	18	10.4	154
Closed circuit television installation	Minor2	8	3.8	76
Fire detection and burglar alarm systems	Minor2	221	83.2	1,985
Banking machine installation and service	Minor2	7	4.3	71
Computer installation	Minor2	54	16.5	319
General electrical contractor	Minor2	2,281	1,569.2	24,452
Lighting contractor	Minor2	53	30.9	443

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	625,737	678,953	693,647	689,830	685,089	8.5%	2.2%	-0.6%	-0.7%
<b>Sales (\$Millions)</b>	178,711	209,545	231,722	243,765	256,610	17.3%	10.6%	5.2%	5.3%
<b>Employment</b>	4,147,788	4,500,537	4,597,938	4,572,638	4,479,702	8.5%	2.2%	-0.6%	-2.0%
<b>Sales (RMBsM)</b>	1,141,962	1,338,991	1,480,703	1,557,660	1,639,736	17.3%	10.6%	5.2%	5.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.29	0.31	0.33	0.35	0.37	8.1%	8.2%	5.8%	6.0%
<b>Sales (\$) per Emp.</b>	43,086	46,560	50,397	53,310	57,283	8.1%	8.2%	5.8%	7.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>RMBs(M)/Estab.</b>	1.82	1.97	2.13	2.26	2.39	8.1%	8.2%	5.8%	6.0%
<b>RMBs per Emp.</b>	275,318	297,518	322,036	340,648	366,037	8.1%	8.2%	5.8%	7.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	242,814	73,566	44,232	29,546	9,661	4,630	1,132	396	287,671	693,647
<b>2023</b>	241,478	73,161	43,989	29,383	9,608	4,604	1,126	394	286,088	689,830
<b>2024</b>	239,818	72,658	43,686	29,181	9,542	4,572	1,118	391	284,122	685,089
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	19,784	19,074	26,905	42,986	35,856	37,687	22,126	21,278	6,025	231,722
<b>2023</b>	20,812	20,066	28,303	45,220	37,720	39,646	23,276	22,384	6,339	243,765
<b>2024</b>	21,909	21,123	29,795	47,603	39,707	41,735	24,502	23,563	6,673	256,610
	Employment by Size of Firm									Total
<b>2022</b>	607,035	426,682	601,557	889,327	573,851	583,792	329,386	298,637	287,671	4,597,938
<b>2023</b>	603,695	424,335	598,247	884,433	570,694	580,580	327,573	296,994	286,088	4,572,638
<b>2024</b>	599,545	421,418	594,136	878,355	566,771	576,589	263,814	294,952	284,122	4,479,702

# CHINA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	413,816	86,943.8	1,921,200
Electric power systems contractors	Minor1	4,818	13,045.6	48,741
Cogeneration specialization	Minor2	163	67.4	4,422
Computer power conditioning	Minor2	163	47.3	752
Standby or emergency power specialization	Minor2	325	108.0	2,885
Switchgear and related devices installation	Minor2	174	206.6	2,606
Electronic controls installation	Minor1	5,817	2,402.4	45,694
Computerized controls installation	Minor2	729	1,155.8	11,934
Energy management controls	Minor2	3,635	3,414.1	36,732
Environmental system control installation	Minor2	965	1,775.7	10,940
Communications specialization	Minor1	10,113	5,507.6	105,660
Cable television installation	Minor2	3,646	1,811.3	48,155
Fiber optic cable installation	Minor2	4,044	2,309.3	45,141
Sound equipment specialization	Minor2	22,925	1,919.6	49,332
Telephone and telephone equipment	Minor2	11,970	5,255.0	105,832
Voice, data, and video wiring contractor	Minor2	3,175	1,649.8	33,599
Safety and security specialization	Minor1	7,999	2,268.3	65,258
Access control systems specialization	Minor2	1,296	688.9	11,418
Closed circuit television installation	Minor2	617	250.4	5,653
Fire detection and burglar alarm systems	Minor2	16,323	5,512.8	146,808
Banking machine installation and service	Minor2	544	286.7	5,234
Computer installation	Minor2	3,983	1,092.8	23,578
General electrical contractor	Minor2	168,659	103,996.3	1,808,303
Lighting contractor	Minor2	3,932	2,049.7	32,761

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

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

# COLOMBIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	18,803	20,504	21,005	20,947	20,859	9.1%	2.4%	-0.3%	-0.4%
<b>Sales (\$Millions)</b>	2,920	3,372	3,382	3,258	3,114	15.5%	0.3%	-3.7%	-4.4%
<b>Employment</b>	124,636	135,916	139,236	138,848	136,397	9.1%	2.4%	-0.3%	-1.8%
<b>Sales (PesosM)</b>	11,001	12,703	12,739	12,274	11,732	15.5%	0.3%	-3.7%	-4.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.16	0.16	0.16	0.16	0.15	5.9%	-2.1%	-3.4%	-4.0%
<b>Sales (\$) per Emp.</b>	23,431	24,810	24,288	23,467	22,834	5.9%	-2.1%	-3.4%	-2.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.59	0.62	0.61	0.59	0.56	5.9%	-2.1%	-3.4%	-4.0%
<b>Pesos per Emp.</b>	88,263	93,459	91,494	88,399	86,014	5.9%	-2.1%	-3.4%	-2.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	7,353	2,228	1,339	895	293	140	34	12	8,711	21,005
<b>2023</b>	7,332	2,222	1,336	892	292	140	34	12	8,687	20,947
<b>2024</b>	7,302	2,212	1,330	889	291	139	34	12	8,651	20,859
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	289	278	393	627	523	550	323	311	88	3,382
<b>2023</b>	278	268	378	604	504	530	311	299	85	3,258
<b>2024</b>	266	256	362	578	482	507	297	286	81	3,114
	Employment by Size of Firm									Total
<b>2022</b>	18,382	12,921	18,217	26,931	17,378	17,679	9,975	9,043	8,711	139,236
<b>2023</b>	18,331	12,885	18,166	26,856	17,329	17,629	9,947	9,018	8,687	138,848
<b>2024</b>	18,255	12,831	18,090	26,744	17,257	17,556	8,033	8,981	8,651	136,397

# COLOMBIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,565	1,162.1	58,337
Electric power systems contractors	Minor1	146	174.4	1,480
Cogeneration specialization	Minor2	5	0.9	134
Computer power conditioning	Minor2	5	0.6	23
Standby or emergency power specialization	Minor2	10	1.4	88
Switchgear and related devices installation	Minor2	5	2.8	79
Electronic controls installation	Minor1	177	32.1	1,388
Computerized controls installation	Minor2	22	15.4	362
Energy management controls	Minor2	110	45.6	1,115
Environmental system control installation	Minor2	29	23.7	332
Communications specialization	Minor1	307	73.6	3,208
Cable television installation	Minor2	111	24.2	1,462
Fiber optic cable installation	Minor2	123	30.9	1,371
Sound equipment specialization	Minor2	696	25.7	1,498
Telephone and telephone equipment	Minor2	363	70.2	3,214
Voice, data, and video wiring contractor	Minor2	96	22.1	1,020
Safety and security specialization	Minor1	243	30.3	1,982
Access control systems specialization	Minor2	39	9.2	347
Closed circuit television installation	Minor2	19	3.3	172
Fire detection and burglar alarm systems	Minor2	496	73.7	4,458
Banking machine installation and service	Minor2	17	3.8	159
Computer installation	Minor2	121	14.6	716
General electrical contractor	Minor2	5,121	1,390.1	54,909
Lighting contractor	Minor2	119	27.4	995

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

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



# CZECH REPUBLIC

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,474	4,822	4,911	4,868	4,820	7.8%	1.8%	-0.9%	-1.0%
<b>Sales (\$Millions)</b>	2,782	3,361	3,709	3,894	4,090	20.8%	10.3%	5.0%	5.0%
<b>Employment</b>	29,655	31,966	32,554	32,271	31,514	7.8%	1.8%	-0.9%	-2.3%
<b>Sales (KorunasM)</b>	61,196	73,937	81,587	85,662	89,986	20.8%	10.3%	5.0%	5.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.62	0.70	0.76	0.80	0.85	12.1%	8.4%	5.9%	6.1%
<b>Sales (\$) per Emp.</b>	93,800	105,134	113,920	120,657	129,791	12.1%	8.4%	5.9%	7.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Korunas(M)/Estab.</b>	13.68	15.33	16.61	17.60	18.67	12.1%	8.4%	5.9%	6.1%
<b>Korunas per Emp.</b>	2,063,591	2,312,955	2,506,231	2,654,446	2,855,396	12.1%	8.4%	5.9%	7.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,719	521	313	209	68	33	8	3	2,037	4,911
<b>2023</b>	1,704	516	310	207	68	32	8	3	2,019	4,868
<b>2024</b>	1,687	511	307	205	67	32	8	3	1,999	4,820
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	317	305	431	688	574	603	354	341	96	3,709
<b>2023</b>	332	321	452	722	603	633	372	358	101	3,894
<b>2024</b>	349	337	475	759	633	665	391	376	106	4,090
	Employment by Size of Firm									Total
<b>2022</b>	4,298	3,021	4,259	6,297	4,063	4,133	2,332	2,114	2,037	32,554
<b>2023</b>	4,261	2,995	4,222	6,242	4,028	4,097	2,312	2,096	2,019	32,271
<b>2024</b>	4,218	2,965	4,180	6,179	3,987	4,056	1,856	2,075	1,999	31,514

# CZECH REPUBLIC

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,920	1,388.8	13,559
Electric power systems contractors	Minor1	34	208.4	344
Cogeneration specialization	Minor2	1	1.1	31
Computer power conditioning	Minor2	1	0.8	5
Standby or emergency power specialization	Minor2	2	1.7	20
Switchgear and related devices installation	Minor2	1	3.3	18
Electronic controls installation	Minor1	41	38.4	322
Computerized controls installation	Minor2	5	18.5	84
Energy management controls	Minor2	26	54.5	259
Environmental system control installation	Minor2	7	28.4	77
Communications specialization	Minor1	71	88.0	746
Cable television installation	Minor2	26	28.9	340
Fiber optic cable installation	Minor2	29	36.9	319
Sound equipment specialization	Minor2	162	30.7	348
Telephone and telephone equipment	Minor2	84	83.9	747
Voice, data, and video wiring contractor	Minor2	22	26.4	237
Safety and security specialization	Minor1	56	36.2	461
Access control systems specialization	Minor2	9	11.0	81
Closed circuit television installation	Minor2	4	4.0	40
Fire detection and burglar alarm systems	Minor2	115	88.1	1,036
Banking machine installation and service	Minor2	4	4.6	37
Computer installation	Minor2	28	17.5	166
General electrical contractor	Minor2	1,190	1,661.2	12,762
Lighting contractor	Minor2	28	32.7	231

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,407	2,608	2,665	2,650	2,633	8.3%	2.2%	-0.5%	-0.7%
<b>Sales (\$Millions)</b>	3,862	4,332	4,632	4,727	4,813	12.2%	6.9%	2.0%	1.8%
<b>Employment</b>	15,958	17,286	17,663	17,568	17,214	8.3%	2.2%	-0.5%	-2.0%
<b>Sales (KronersM)</b>	24,716	27,723	29,642	30,250	30,801	12.2%	6.9%	2.0%	1.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.60	1.66	1.74	1.78	1.83	3.5%	4.6%	2.6%	2.5%
<b>Sales (\$) per Emp.</b>	242,013	250,595	262,223	269,034	279,580	3.5%	4.6%	2.6%	3.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kroners(M)/Estab.</b>	10.27	10.63	11.12	11.41	11.70	3.5%	4.6%	2.6%	2.5%
<b>Kroners per Emp.</b>	1,548,883	1,603,810	1,678,225	1,721,819	1,789,314	3.5%	4.6%	2.6%	3.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	933	283	170	113	37	18	4	2	1,105	2,665
<b>2023</b>	928	281	169	113	37	18	4	2	1,099	2,650
<b>2024</b>	922	279	168	112	37	18	4	2	1,092	2,633
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	395	381	538	859	717	753	442	425	120	4,632
<b>2023</b>	404	389	549	877	731	769	451	434	123	4,727
<b>2024</b>	411	396	559	893	745	783	460	442	125	4,813
	Employment by Size of Firm									Total
<b>2022</b>	2,332	1,639	2,311	3,416	2,204	2,243	1,265	1,147	1,105	17,663
<b>2023</b>	2,319	1,630	2,299	3,398	2,193	2,231	1,259	1,141	1,099	17,568
<b>2024</b>	2,304	1,619	2,283	3,375	2,178	2,216	1,014	1,133	1,092	17,214

# DENMARK

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,590	1,685.8	7,381
Electric power systems contractors	Minor1	19	252.9	187
Cogeneration specialization	Minor2	1	1.3	17
Computer power conditioning	Minor2	1	0.9	3
Standby or emergency power specialization	Minor2	1	2.1	11
Switchgear and related devices installation	Minor2	1	4.0	10
Electronic controls installation	Minor1	22	46.6	176
Computerized controls installation	Minor2	3	22.4	46
Energy management controls	Minor2	14	66.2	141
Environmental system control installation	Minor2	4	34.4	42
Communications specialization	Minor1	39	106.8	406
Cable television installation	Minor2	14	35.1	185
Fiber optic cable installation	Minor2	16	44.8	173
Sound equipment specialization	Minor2	88	37.2	190
Telephone and telephone equipment	Minor2	46	101.9	407
Voice, data, and video wiring contractor	Minor2	12	32.0	129
Safety and security specialization	Minor1	31	44.0	251
Access control systems specialization	Minor2	5	13.4	44
Closed circuit television installation	Minor2	2	4.9	22
Fire detection and burglar alarm systems	Minor2	63	106.9	564
Banking machine installation and service	Minor2	2	5.6	20
Computer installation	Minor2	15	21.2	91
General electrical contractor	Minor2	648	2,016.4	6,948
Lighting contractor	Minor2	15	39.7	126

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	39,077	43,788	45,587	46,199	46,756	12.1%	4.1%	1.3%	1.2%
<b>Sales (\$Millions)</b>	4,003	4,307	4,637	4,763	4,883	7.6%	7.7%	2.7%	2.5%
<b>Employment</b>	259,030	290,253	302,181	306,240	305,728	12.1%	4.1%	1.3%	-0.2%
<b>Sales (PoundsM)</b>	62,850	67,618	72,808	74,772	76,667	7.6%	7.7%	2.7%	2.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.10	0.10	0.10	0.10	0.10	-4.0%	3.4%	1.3%	1.3%
<b>Sales (\$) per Emp.</b>	15,454	14,838	15,347	15,552	15,972	-4.0%	3.4%	1.3%	2.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	1.61	1.54	1.60	1.62	1.64	-4.0%	3.4%	1.3%	1.3%
<b>Pounds per Emp.</b>	242,636	232,961	240,942	244,162	250,767	-4.0%	3.4%	1.3%	2.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	15,958	4,835	2,907	1,942	635	304	74	26	18,906	45,587
<b>2023</b>	16,172	4,900	2,946	1,968	643	308	75	26	19,160	46,199
<b>2024</b>	16,367	4,959	2,981	1,992	651	312	76	27	19,391	46,756
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	396	382	538	860	718	754	443	426	121	4,637
<b>2023</b>	407	392	553	883	737	775	455	437	124	4,763
<b>2024</b>	417	402	567	906	756	794	466	448	127	4,883
	Employment by Size of Firm									Total
<b>2022</b>	39,895	28,042	39,535	58,447	37,714	38,367	21,648	19,627	18,906	302,181
<b>2023</b>	40,431	28,419	40,066	59,232	38,221	38,883	21,938	19,890	19,160	306,240
<b>2024</b>	40,917	28,761	40,548	59,945	38,681	39,351	18,005	20,130	19,391	305,728

# EGYPT

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	27,714	1,698.7	128,667
Electric power systems contractors	Minor1	323	254.9	3,264
Cogeneration specialization	Minor2	11	1.3	296
Computer power conditioning	Minor2	11	0.9	50
Standby or emergency power specialization	Minor2	22	2.1	193
Switchgear and related devices installation	Minor2	12	4.0	175
Electronic controls installation	Minor1	390	46.9	3,060
Computerized controls installation	Minor2	49	22.6	799
Energy management controls	Minor2	243	66.7	2,460
Environmental system control installation	Minor2	65	34.7	733
Communications specialization	Minor1	677	107.6	7,076
Cable television installation	Minor2	244	35.4	3,225
Fiber optic cable installation	Minor2	271	45.1	3,023
Sound equipment specialization	Minor2	1,535	37.5	3,304
Telephone and telephone equipment	Minor2	802	102.7	7,088
Voice, data, and video wiring contractor	Minor2	213	32.2	2,250
Safety and security specialization	Minor1	536	44.3	4,370
Access control systems specialization	Minor2	87	13.5	765
Closed circuit television installation	Minor2	41	4.9	379
Fire detection and burglar alarm systems	Minor2	1,093	107.7	9,832
Banking machine installation and service	Minor2	36	5.6	351
Computer installation	Minor2	267	21.4	1,579
General electrical contractor	Minor2	11,295	2,031.8	121,106
Lighting contractor	Minor2	263	40.0	2,194

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

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

# FINLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,356	2,557	2,610	2,594	2,575	8.5%	2.1%	-0.6%	-0.8%
<b>Sales (\$Millions)</b>	3,087	3,483	3,719	3,790	3,854	12.8%	6.8%	1.9%	1.7%
<b>Employment</b>	15,618	16,947	17,302	17,195	16,835	8.5%	2.1%	-0.6%	-2.1%
<b>Sales (EurosM)</b>	2,661	3,003	3,206	3,267	3,322	12.8%	6.8%	1.9%	1.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.31	1.36	1.42	1.46	1.50	4.0%	4.6%	2.5%	2.4%
<b>Sales (\$) per Emp.</b>	197,645	205,546	214,947	220,423	228,923	4.0%	4.6%	2.5%	3.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.13	1.17	1.23	1.26	1.29	4.0%	4.6%	2.5%	2.4%
<b>Euros per Emp.</b>	170,370	177,181	185,284	190,005	197,331	4.0%	4.6%	2.5%	3.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	914	277	166	111	36	17	4	1	1,083	2,610
<b>2023</b>	908	275	165	110	36	17	4	1	1,076	2,594
<b>2024</b>	901	273	164	110	36	17	4	1	1,068	2,575
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	318	306	432	690	575	605	355	342	97	3,719
<b>2023</b>	324	312	440	703	587	616	362	348	99	3,790
<b>2024</b>	329	317	447	715	596	627	368	354	100	3,854
	Employment by Size of Firm									Total
<b>2022</b>	2,284	1,606	2,264	3,347	2,159	2,197	1,240	1,124	1,083	17,302
<b>2023</b>	2,270	1,596	2,250	3,326	2,146	2,183	1,232	1,117	1,076	17,195
<b>2024</b>	2,253	1,584	2,233	3,301	2,130	2,167	991	1,108	1,068	16,835

# FINLAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,556	1,351.9	7,225
Electric power systems contractors	Minor1	18	202.8	183
Cogeneration specialization	Minor2	1	1.0	17
Computer power conditioning	Minor2	1	0.7	3
Standby or emergency power specialization	Minor2	1	1.7	11
Switchgear and related devices installation	Minor2	1	3.2	10
Electronic controls installation	Minor1	22	37.4	172
Computerized controls installation	Minor2	3	18.0	45
Energy management controls	Minor2	14	53.1	138
Environmental system control installation	Minor2	4	27.6	41
Communications specialization	Minor1	38	85.6	397
Cable television installation	Minor2	14	28.2	181
Fiber optic cable installation	Minor2	15	35.9	170
Sound equipment specialization	Minor2	86	29.8	186
Telephone and telephone equipment	Minor2	45	81.7	398
Voice, data, and video wiring contractor	Minor2	12	25.7	126
Safety and security specialization	Minor1	30	35.3	245
Access control systems specialization	Minor2	5	10.7	43
Closed circuit television installation	Minor2	2	3.9	21
Fire detection and burglar alarm systems	Minor2	61	85.7	552
Banking machine installation and service	Minor2	2	4.5	20
Computer installation	Minor2	15	17.0	89
General electrical contractor	Minor2	634	1,617.0	6,800
Lighting contractor	Minor2	15	31.9	123

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

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



# FRANCE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	26,189	28,470	29,083	28,921	28,720	8.7%	2.2%	-0.6%	-0.7%
<b>Sales (\$Millions)</b>	27,651	31,059	32,471	32,474	32,342	12.3%	4.5%	0.0%	-0.4%
<b>Employment</b>	173,599	188,716	192,784	191,706	187,793	8.7%	2.2%	-0.6%	-2.0%
<b>Sales (EurosM)</b>	23,835	26,773	27,990	27,993	27,878	12.3%	4.5%	0.0%	-0.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.06	1.09	1.12	1.12	1.13	3.3%	2.3%	0.6%	0.3%
<b>Sales (\$) per Emp.</b>	159,282	164,579	168,434	169,396	172,219	3.3%	2.3%	0.6%	1.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.91	0.94	0.96	0.97	0.97	3.3%	2.3%	0.6%	0.3%
<b>Euros per Emp.</b>	137,301	141,867	145,190	146,020	148,453	3.3%	2.3%	0.6%	1.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	10,181	3,084	1,855	1,239	405	194	47	17	12,062	29,083
<b>2023</b>	10,124	3,067	1,844	1,232	403	193	47	17	11,994	28,921
<b>2024</b>	10,053	3,046	1,831	1,223	400	192	47	16	11,911	28,720
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	2,772	2,673	3,770	6,024	5,025	5,281	3,100	2,982	844	32,471
<b>2023</b>	2,773	2,673	3,771	6,024	5,025	5,282	3,101	2,982	844	32,474
<b>2024</b>	2,761	2,662	3,755	6,000	5,004	5,260	3,088	2,970	841	32,342
	Employment by Size of Firm									Total
<b>2022</b>	25,452	17,890	25,222	37,288	24,061	24,477	13,811	12,521	12,062	192,784
<b>2023</b>	25,310	17,790	25,081	37,080	23,926	24,341	13,733	12,451	11,994	191,706
<b>2024</b>	25,133	17,666	24,907	36,821	23,760	24,171	11,059	12,365	11,911	187,793

# FRANCE

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,349	11,582.6	80,546
Electric power systems contractors	Minor1	202	1,737.9	2,043
Cogeneration specialization	Minor2	7	9.0	185
Computer power conditioning	Minor2	7	6.3	32
Standby or emergency power specialization	Minor2	14	14.4	121
Switchgear and related devices installation	Minor2	7	27.5	109
Electronic controls installation	Minor1	244	320.0	1,916
Computerized controls installation	Minor2	31	154.0	500
Energy management controls	Minor2	152	454.8	1,540
Environmental system control installation	Minor2	40	236.6	459
Communications specialization	Minor1	424	733.7	4,430
Cable television installation	Minor2	153	241.3	2,019
Fiber optic cable installation	Minor2	170	307.6	1,893
Sound equipment specialization	Minor2	961	255.7	2,068
Telephone and telephone equipment	Minor2	502	700.1	4,437
Voice, data, and video wiring contractor	Minor2	133	219.8	1,409
Safety and security specialization	Minor1	335	302.2	2,736
Access control systems specialization	Minor2	54	91.8	479
Closed circuit television installation	Minor2	26	33.4	237
Fire detection and burglar alarm systems	Minor2	684	734.4	6,155
Banking machine installation and service	Minor2	23	38.2	219
Computer installation	Minor2	167	145.6	988
General electrical contractor	Minor2	7,071	13,854.3	75,812
Lighting contractor	Minor2	165	273.1	1,373

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

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

# GERMANY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	34,643	37,088	37,766	37,435	37,056	7.1%	1.8%	-0.9%	-1.0%
<b>Sales (\$Millions)</b>	43,718	49,404	52,295	52,887	53,319	13.0%	5.9%	1.1%	0.8%
<b>Employment</b>	229,634	245,842	250,338	248,144	242,304	7.1%	1.8%	-0.9%	-2.4%
<b>Sales (EurosM)</b>	37,685	42,586	45,079	45,588	45,961	13.0%	5.9%	1.1%	0.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.26	1.33	1.38	1.41	1.44	5.6%	4.0%	2.0%	1.9%
<b>Sales (\$) per Emp.</b>	190,382	200,958	208,899	213,128	220,052	5.6%	4.0%	2.0%	3.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.09	1.15	1.19	1.22	1.24	5.6%	4.0%	2.0%	1.9%
<b>Euros per Emp.</b>	164,110	173,226	180,071	183,716	189,685	5.6%	4.0%	2.0%	3.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	13,220	4,005	2,408	1,609	526	252	62	22	15,662	37,766
<b>2023</b>	13,104	3,970	2,387	1,595	521	250	61	21	15,525	37,435
<b>2024</b>	12,972	3,930	2,363	1,578	516	247	60	21	15,368	37,056
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	4,465	4,305	6,072	9,701	8,092	8,505	4,993	4,802	1,360	52,295
<b>2023</b>	4,515	4,353	6,141	9,811	8,184	8,601	5,050	4,856	1,375	52,887
<b>2024</b>	4,552	4,389	6,191	9,891	8,251	8,672	5,091	4,896	1,386	53,319
	Employment by Size of Firm									Total
<b>2022</b>	33,050	23,231	32,752	48,420	31,244	31,785	17,934	16,260	15,662	250,338
<b>2023</b>	32,761	23,027	32,465	47,996	30,970	31,506	17,776	16,117	15,525	248,144
<b>2024</b>	32,429	22,794	32,136	47,510	30,656	31,187	14,269	15,954	15,368	242,304

# GERMANY

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	22,457	18,863.1	104,258
Electric power systems contractors	Minor1	261	2,830.3	2,645
Cogeneration specialization	Minor2	9	14.6	240
Computer power conditioning	Minor2	9	10.3	41
Standby or emergency power specialization	Minor2	18	23.4	157
Switchgear and related devices installation	Minor2	9	44.8	141
Electronic controls installation	Minor1	316	521.2	2,480
Computerized controls installation	Minor2	40	250.8	648
Energy management controls	Minor2	197	740.7	1,993
Environmental system control installation	Minor2	52	385.3	594
Communications specialization	Minor1	549	1,194.9	5,734
Cable television installation	Minor2	198	393.0	2,613
Fiber optic cable installation	Minor2	219	501.0	2,450
Sound equipment specialization	Minor2	1,244	416.5	2,677
Telephone and telephone equipment	Minor2	650	1,140.1	5,743
Voice, data, and video wiring contractor	Minor2	172	357.9	1,823
Safety and security specialization	Minor1	434	492.1	3,541
Access control systems specialization	Minor2	70	149.5	620
Closed circuit television installation	Minor2	33	54.3	307
Fire detection and burglar alarm systems	Minor2	886	1,196.1	7,967
Banking machine installation and service	Minor2	30	62.2	284
Computer installation	Minor2	216	237.1	1,280
General electrical contractor	Minor2	9,153	22,562.7	98,132
Lighting contractor	Minor2	213	444.7	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.

# GREECE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,193	4,458	4,508	4,438	4,363	6.3%	1.1%	-1.6%	-1.7%
<b>Sales (\$Millions)</b>	1,983	2,201	2,219	2,148	2,064	11.0%	0.8%	-3.2%	-3.9%
<b>Employment</b>	27,796	29,548	29,882	29,416	28,526	6.3%	1.1%	-1.6%	-3.0%
<b>Sales (EurosM)</b>	1,709	1,897	1,913	1,852	1,779	11.0%	0.8%	-3.2%	-3.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.47	0.49	0.49	0.48	0.47	4.4%	-0.3%	-1.7%	-2.3%
<b>Sales (\$) per Emp.</b>	71,346	74,483	74,258	73,025	72,356	4.4%	-0.3%	-1.7%	-0.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.41	0.43	0.42	0.42	0.41	4.4%	-0.3%	-1.7%	-2.3%
<b>Euros per Emp.</b>	61,500	64,205	64,011	62,947	62,371	4.4%	-0.3%	-1.7%	-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.	
<b>2022</b>	1,578	478	287	192	63	30	7	3	1,870	4,508
<b>2023</b>	1,553	471	283	189	62	30	7	3	1,840	4,438
<b>2024</b>	1,527	463	278	186	61	29	7	2	1,809	4,363
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	189	183	258	412	343	361	212	204	58	2,219
<b>2023</b>	183	177	249	398	332	349	205	197	56	2,148
<b>2024</b>	176	170	240	383	319	336	197	190	54	2,064
	Employment by Size of Firm									Total
<b>2022</b>	3,945	2,773	3,910	5,780	3,729	3,794	2,141	1,941	1,870	29,882
<b>2023</b>	3,884	2,730	3,849	5,690	3,671	3,735	2,107	1,911	1,840	29,416
<b>2024</b>	3,818	2,684	3,783	5,593	3,609	3,672	1,680	1,878	1,809	28,526

# GREECE

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,662	766.2	12,359
Electric power systems contractors	Minor1	31	115.0	314
Cogeneration specialization	Minor2	1	0.6	28
Computer power conditioning	Minor2	1	0.4	5
Standby or emergency power specialization	Minor2	2	1.0	19
Switchgear and related devices installation	Minor2	1	1.8	17
Electronic controls installation	Minor1	37	21.2	294
Computerized controls installation	Minor2	5	10.2	77
Energy management controls	Minor2	23	30.1	236
Environmental system control installation	Minor2	6	15.6	70
Communications specialization	Minor1	65	48.5	680
Cable television installation	Minor2	23	16.0	310
Fiber optic cable installation	Minor2	26	20.4	290
Sound equipment specialization	Minor2	147	16.9	317
Telephone and telephone equipment	Minor2	77	46.3	681
Voice, data, and video wiring contractor	Minor2	20	14.5	216
Safety and security specialization	Minor1	51	20.0	420
Access control systems specialization	Minor2	8	6.1	73
Closed circuit television installation	Minor2	4	2.2	36
Fire detection and burglar alarm systems	Minor2	105	48.6	944
Banking machine installation and service	Minor2	4	2.5	34
Computer installation	Minor2	26	9.6	152
General electrical contractor	Minor2	1,085	916.4	11,633
Lighting contractor	Minor2	25	18.1	211

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,738	2,978	3,046	3,032	3,015	8.8%	2.3%	-0.4%	-0.6%
<b>Sales (\$Millions)</b>	3,109	3,558	3,744	3,767	3,776	14.5%	5.2%	0.6%	0.2%
<b>Employment</b>	18,148	19,737	20,188	20,100	19,715	8.8%	2.3%	-0.4%	-1.9%
<b>Sales (DollarsM)</b>	23,937	27,397	28,832	29,006	29,077	14.5%	5.2%	0.6%	0.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.14	1.19	1.23	1.24	1.25	5.2%	2.9%	1.0%	0.8%
<b>Sales (\$) per Emp.</b>	171,293	180,272	185,482	187,415	191,542	5.2%	2.9%	1.0%	2.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	8.74	9.20	9.47	9.57	9.64	5.2%	2.9%	1.0%	0.8%
<b>Dollars per Emp.</b>	1,318,956	1,388,092	1,428,210	1,443,093	1,474,870	5.2%	2.9%	1.0%	2.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,066	323	194	130	42	20	5	2	1,263	3,046
<b>2023</b>	1,061	322	193	129	42	20	5	2	1,258	3,032
<b>2024</b>	1,055	320	192	128	42	20	5	2	1,250	3,015
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	320	308	435	695	579	609	358	344	97	3,744
<b>2023</b>	322	310	437	699	583	613	360	346	98	3,767
<b>2024</b>	322	311	438	701	584	614	361	347	98	3,776
	Employment by Size of Firm									Total
<b>2022</b>	2,665	1,873	2,641	3,905	2,520	2,563	1,446	1,311	1,263	20,188
<b>2023</b>	2,654	1,865	2,630	3,888	2,509	2,552	1,440	1,306	1,258	20,100
<b>2024</b>	2,639	1,855	2,615	3,866	2,494	2,538	1,161	1,298	1,250	19,715

# HONG KONG

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,819	1,343.6	8,445
Electric power systems contractors	Minor1	21	201.6	214
Cogeneration specialization	Minor2	1	1.0	19
Computer power conditioning	Minor2	1	0.7	3
Standby or emergency power specialization	Minor2	1	1.7	13
Switchgear and related devices installation	Minor2	1	3.2	11
Electronic controls installation	Minor1	26	37.1	201
Computerized controls installation	Minor2	3	17.9	52
Energy management controls	Minor2	16	52.8	161
Environmental system control installation	Minor2	4	27.4	48
Communications specialization	Minor1	44	85.1	464
Cable television installation	Minor2	16	28.0	212
Fiber optic cable installation	Minor2	18	35.7	198
Sound equipment specialization	Minor2	101	29.7	217
Telephone and telephone equipment	Minor2	53	81.2	465
Voice, data, and video wiring contractor	Minor2	14	25.5	148
Safety and security specialization	Minor1	35	35.1	287
Access control systems specialization	Minor2	6	10.6	50
Closed circuit television installation	Minor2	3	3.9	25
Fire detection and burglar alarm systems	Minor2	72	85.2	645
Banking machine installation and service	Minor2	2	4.4	23
Computer installation	Minor2	18	16.9	104
General electrical contractor	Minor2	741	1,607.1	7,949
Lighting contractor	Minor2	17	31.7	144

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

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



# HUNGARY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,003	4,292	4,357	4,305	4,248	7.2%	1.5%	-1.2%	-1.3%
<b>Sales (\$Millions)</b>	1,644	1,974	2,170	2,269	2,374	20.1%	9.9%	4.6%	4.6%
<b>Employment</b>	26,533	28,449	28,880	28,537	27,779	7.2%	1.5%	-1.2%	-2.7%
<b>Sales (ForintsB)</b>	510	612	673	704	736	20.1%	9.9%	4.6%	4.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.41	0.46	0.50	0.53	0.56	12.0%	8.3%	5.9%	6.0%
<b>Sales (\$) per Emp.</b>	61,978	69,394	75,123	79,523	85,467	12.0%	8.3%	5.9%	7.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Forints(B)/Estab.</b>	0.13	0.14	0.15	0.16	0.17	12.0%	8.3%	5.9%	6.0%
<b>Forints per Emp.</b>	19,213	21,512	23,288	24,652	26,495	12.0%	8.3%	5.9%	7.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,525	462	278	186	61	29	7	2	1,807	4,357
<b>2023</b>	1,507	457	275	183	60	29	7	2	1,785	4,305
<b>2024</b>	1,487	451	271	181	59	28	7	2	1,762	4,248
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	185	179	252	402	336	353	207	199	56	2,170
<b>2023</b>	194	187	263	421	351	369	217	208	59	2,269
<b>2024</b>	203	195	276	440	367	386	227	218	62	2,374
	Employment by Size of Firm									Total
<b>2022</b>	3,813	2,680	3,778	5,586	3,604	3,667	2,069	1,876	1,807	28,880
<b>2023</b>	3,768	2,648	3,734	5,520	3,562	3,623	2,044	1,854	1,785	28,537
<b>2024</b>	3,718	2,613	3,684	5,447	3,515	3,575	1,636	1,829	1,762	27,779

# HUNGARY

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,583	809.4	11,990
Electric power systems contractors	Minor1	30	121.5	304
Cogeneration specialization	Minor2	1	0.6	28
Computer power conditioning	Minor2	1	0.4	5
Standby or emergency power specialization	Minor2	2	1.0	18
Switchgear and related devices installation	Minor2	1	1.9	16
Electronic controls installation	Minor1	36	22.4	285
Computerized controls installation	Minor2	5	10.8	74
Energy management controls	Minor2	23	31.8	229
Environmental system control installation	Minor2	6	16.5	68
Communications specialization	Minor1	63	51.3	659
Cable television installation	Minor2	23	16.9	301
Fiber optic cable installation	Minor2	25	21.5	282
Sound equipment specialization	Minor2	143	17.9	308
Telephone and telephone equipment	Minor2	75	48.9	660
Voice, data, and video wiring contractor	Minor2	20	15.4	210
Safety and security specialization	Minor1	50	21.1	407
Access control systems specialization	Minor2	8	6.4	71
Closed circuit television installation	Minor2	4	2.3	35
Fire detection and burglar alarm systems	Minor2	102	51.3	916
Banking machine installation and service	Minor2	3	2.7	33
Computer installation	Minor2	25	10.2	147
General electrical contractor	Minor2	1,053	968.2	11,285
Lighting contractor	Minor2	25	19.1	204

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

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

# INDIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	504,160	560,423	577,932	580,154	581,580	11.2%	3.1%	0.4%	0.2%
<b>Sales (\$Millions)</b>	26,989	32,721	35,809	37,317	38,880	21.2%	9.4%	4.2%	4.2%
<b>Employment</b>	3,341,895	3,714,845	3,830,906	3,845,629	3,802,873	11.2%	3.1%	0.4%	-1.1%
<b>Sales (RupeesM)</b>	2,013,368	2,441,000	2,671,336	2,783,825	2,900,462	21.2%	9.4%	4.2%	4.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.05	0.06	0.06	0.06	0.07	9.1%	6.1%	3.8%	3.9%
<b>Sales (\$) per Emp.</b>	8,076	8,808	9,347	9,704	10,224	9.1%	6.1%	3.8%	5.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupees(M)/Estab.</b>	3.99	4.36	4.62	4.80	4.99	9.1%	6.1%	3.8%	3.9%
<b>Rupees per Emp.</b>	602,463	657,093	697,312	723,893	762,703	9.1%	6.1%	3.8%	5.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	202,308	61,294	36,853	24,617	8,049	3,857	943	330	239,681	577,932
<b>2023</b>	203,085	61,529	36,995	24,712	8,080	3,872	947	331	240,602	580,154
<b>2024</b>	203,584	61,681	37,086	24,772	8,100	3,882	949	332	241,194	581,580
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	3,057	2,948	4,158	6,643	5,541	5,824	3,419	3,288	931	35,809
<b>2023</b>	3,186	3,072	4,333	6,923	5,774	6,069	3,563	3,427	970	37,317
<b>2024</b>	3,320	3,200	4,514	7,213	6,016	6,323	3,712	3,570	1,011	38,880
	Employment by Size of Firm									Total
<b>2022</b>	505,769	355,503	501,205	740,969	478,121	486,403	274,437	248,818	239,681	3,830,906
<b>2023</b>	507,712	356,869	503,131	743,816	479,958	488,273	275,492	249,774	240,602	3,845,629
<b>2024</b>	508,961	357,747	504,369	745,646	481,139	489,474	223,955	250,389	241,194	3,802,873

# INDIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	348,023	13,309.8	1,615,746
Electric power systems contractors	Minor1	4,052	1,997.1	40,992
Cogeneration specialization	Minor2	137	10.3	3,719
Computer power conditioning	Minor2	137	7.2	633
Standby or emergency power specialization	Minor2	274	16.5	2,427
Switchgear and related devices installation	Minor2	146	31.6	2,192
Electronic controls installation	Minor1	4,892	367.8	38,429
Computerized controls installation	Minor2	613	176.9	10,037
Energy management controls	Minor2	3,057	522.6	30,892
Environmental system control installation	Minor2	811	271.8	9,201
Communications specialization	Minor1	8,506	843.1	88,861
Cable television installation	Minor2	3,066	277.3	40,499
Fiber optic cable installation	Minor2	3,401	353.5	37,964
Sound equipment specialization	Minor2	19,280	293.9	41,489
Telephone and telephone equipment	Minor2	10,067	804.5	89,005
Voice, data, and video wiring contractor	Minor2	2,670	252.6	28,257
Safety and security specialization	Minor1	6,727	347.2	54,883
Access control systems specialization	Minor2	1,090	105.5	9,603
Closed circuit television installation	Minor2	519	38.3	4,754
Fire detection and burglar alarm systems	Minor2	13,728	843.9	123,467
Banking machine installation and service	Minor2	458	43.9	4,401
Computer installation	Minor2	3,349	167.3	19,829
General electrical contractor	Minor2	141,844	15,920.2	1,520,798
Lighting contractor	Minor2	3,307	313.8	27,552

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	125,719	138,405	142,397	142,612	142,630	10.1%	2.9%	0.2%	0.0%
<b>Sales (\$Millions)</b>	13,818	16,367	17,787	18,421	19,062	18.4%	8.7%	3.6%	3.5%
<b>Employment</b>	833,348	917,438	943,901	945,325	932,640	10.1%	2.9%	0.2%	-1.3%
<b>Sales (RupiahsB)</b>	197,074	233,419	253,684	262,722	271,864	18.4%	8.7%	3.6%	3.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.11	0.12	0.12	0.13	0.13	7.6%	5.6%	3.4%	3.5%
<b>Sales (\$) per Emp.</b>	16,581	17,839	18,845	19,487	20,439	7.6%	5.6%	3.4%	4.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupiahs(B)/Estab.</b>	1.57	1.69	1.78	1.84	1.91	7.6%	5.6%	3.4%	3.5%
<b>Rupiahs per Emp.</b>	236,485	254,425	268,761	277,917	291,500	7.6%	5.6%	3.4%	4.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	49,847	15,102	9,080	6,065	1,983	950	232	81	59,055	142,397
<b>2023</b>	49,922	15,125	9,094	6,075	1,986	952	233	81	59,144	142,612
<b>2024</b>	49,928	15,127	9,095	6,075	1,986	952	233	81	59,152	142,630
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,519	1,464	2,065	3,300	2,752	2,893	1,698	1,633	463	17,787
<b>2023</b>	1,573	1,516	2,139	3,417	2,850	2,996	1,759	1,692	479	18,421
<b>2024</b>	1,628	1,569	2,213	3,536	2,950	3,100	1,820	1,750	496	19,062
	Employment by Size of Firm									Total
<b>2022</b>	124,617	87,593	123,492	182,568	117,805	119,845	67,619	61,307	59,055	943,901
<b>2023</b>	124,805	87,725	123,679	182,843	117,982	120,026	67,721	61,399	59,144	945,325
<b>2024</b>	124,821	87,736	123,695	182,867	117,998	120,042	54,924	61,407	59,152	932,640

# INDONESIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	85,550	6,570.3	397,179
Electric power systems contractors	Minor1	996	985.8	10,076
Cogeneration specialization	Minor2	34	5.1	914
Computer power conditioning	Minor2	34	3.6	156
Standby or emergency power specialization	Minor2	67	8.2	597
Switchgear and related devices installation	Minor2	36	15.6	539
Electronic controls installation	Minor1	1,203	181.5	9,447
Computerized controls installation	Minor2	151	87.3	2,467
Energy management controls	Minor2	751	258.0	7,594
Environmental system control installation	Minor2	199	134.2	2,262
Communications specialization	Minor1	2,091	416.2	21,844
Cable television installation	Minor2	754	136.9	9,955
Fiber optic cable installation	Minor2	836	174.5	9,332
Sound equipment specialization	Minor2	4,739	145.1	10,199
Telephone and telephone equipment	Minor2	2,475	397.1	21,879
Voice, data, and video wiring contractor	Minor2	656	124.7	6,946
Safety and security specialization	Minor1	1,654	171.4	13,491
Access control systems specialization	Minor2	268	52.1	2,361
Closed circuit television installation	Minor2	128	18.9	1,169
Fire detection and burglar alarm systems	Minor2	3,375	416.6	30,350
Banking machine installation and service	Minor2	112	21.7	1,082
Computer installation	Minor2	823	82.6	4,874
General electrical contractor	Minor2	34,868	7,858.9	373,840
Lighting contractor	Minor2	813	154.9	6,773

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	34,405	37,812	38,887	38,929	38,918	9.9%	2.8%	0.1%	0.0%
<b>Sales (\$Millions)</b>	2,699	2,895	2,850	2,701	2,535	7.2%	-1.5%	-5.2%	-6.1%
<b>Employment</b>	228,057	250,643	257,765	258,046	254,477	9.9%	2.8%	0.1%	-1.4%
<b>Sales (RialsB)</b>	113,438	121,647	119,762	113,494	106,519	7.2%	-1.5%	-5.2%	-6.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.08	0.08	0.07	0.07	0.07	-2.4%	-4.3%	-5.3%	-6.1%
<b>Sales (\$) per Emp.</b>	11,836	11,549	11,055	10,465	9,960	-2.4%	-4.3%	-5.3%	-4.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	3.30	3.22	3.08	2.92	2.74	-2.4%	-4.3%	-5.3%	-6.1%
<b>Rials per Emp.</b>	497,412	485,339	464,615	439,821	418,580	-2.4%	-4.3%	-5.3%	-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.	
<b>2022</b>	13,612	4,124	2,480	1,656	542	260	63	22	16,127	38,887
<b>2023</b>	13,627	4,129	2,482	1,658	542	260	64	22	16,145	38,929
<b>2024</b>	13,623	4,127	2,482	1,658	542	260	64	22	16,140	38,918
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	243	235	331	529	441	463	272	262	74	2,850
<b>2023</b>	231	222	314	501	418	439	258	248	70	2,701
<b>2024</b>	216	209	294	470	392	412	242	233	66	2,535
	Employment by Size of Firm									Total
<b>2022</b>	34,031	23,920	33,724	49,857	32,171	32,728	18,466	16,742	16,127	257,765
<b>2023</b>	34,068	23,946	33,761	49,911	32,206	32,764	18,486	16,760	16,145	258,046
<b>2024</b>	34,058	23,939	33,751	49,896	32,196	32,754	14,986	16,755	16,140	254,477

# IRAN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	23,353	963.2	108,418
Electric power systems contractors	Minor1	272	144.5	2,751
Cogeneration specialization	Minor2	9	0.7	250
Computer power conditioning	Minor2	9	0.5	42
Standby or emergency power specialization	Minor2	18	1.2	163
Switchgear and related devices installation	Minor2	10	2.3	147
Electronic controls installation	Minor1	328	26.6	2,579
Computerized controls installation	Minor2	41	12.8	673
Energy management controls	Minor2	205	37.8	2,073
Environmental system control installation	Minor2	54	19.7	617
Communications specialization	Minor1	571	61.0	5,963
Cable television installation	Minor2	206	20.1	2,718
Fiber optic cable installation	Minor2	228	25.6	2,547
Sound equipment specialization	Minor2	1,294	21.3	2,784
Telephone and telephone equipment	Minor2	676	58.2	5,972
Voice, data, and video wiring contractor	Minor2	179	18.3	1,896
Safety and security specialization	Minor1	451	25.1	3,683
Access control systems specialization	Minor2	73	7.6	644
Closed circuit television installation	Minor2	35	2.8	319
Fire detection and burglar alarm systems	Minor2	921	61.1	8,285
Banking machine installation and service	Minor2	31	3.2	295
Computer installation	Minor2	225	12.1	1,331
General electrical contractor	Minor2	9,518	1,152.1	102,047
Lighting contractor	Minor2	222	22.7	1,849

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

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



# IRAQ

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	19,558	22,119	23,070	23,423	23,748	13.1%	4.3%	1.5%	1.4%
<b>Sales (\$Millions)</b>	2,341	2,834	2,953	2,943	2,921	21.1%	4.2%	-0.3%	-0.8%
<b>Employment</b>	129,644	146,618	152,923	155,261	155,285	13.1%	4.3%	1.5%	0.0%
<b>Sales (DinarsM)</b>	3,416	4,135	4,308	4,294	4,261	21.1%	4.2%	-0.3%	-0.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.12	0.13	0.13	0.13	0.12	7.0%	-0.1%	-1.8%	-2.1%
<b>Sales (\$) per Emp.</b>	18,058	19,331	19,307	18,957	18,809	7.0%	-0.1%	-1.8%	-0.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinars(M)/Estab.</b>	0.17	0.19	0.19	0.18	0.18	7.0%	-0.1%	-1.8%	-2.1%
<b>Dinars per Emp.</b>	26,347	28,205	28,170	27,658	27,442	7.0%	-0.1%	-1.8%	-0.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	8,076	2,447	1,471	983	321	154	38	13	9,568	23,070
<b>2023</b>	8,199	2,484	1,494	998	326	156	38	13	9,714	23,423
<b>2024</b>	8,313	2,519	1,514	1,012	331	159	39	14	9,849	23,748
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	252	243	343	548	457	480	282	271	77	2,953
<b>2023</b>	251	242	342	546	455	479	281	270	77	2,943
<b>2024</b>	249	240	339	542	452	475	279	268	76	2,921
	Employment by Size of Firm									Total
<b>2022</b>	20,189	14,191	20,007	29,578	19,086	19,416	10,955	9,932	9,568	152,923
<b>2023</b>	20,498	14,408	20,313	30,030	19,377	19,713	11,123	10,084	9,714	155,261
<b>2024</b>	20,783	14,608	20,595	30,447	19,647	19,987	9,145	10,224	9,849	155,285

# IRAQ

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	14,051	1,049.8	65,233
Electric power systems contractors	Minor1	164	157.5	1,655
Cogeneration specialization	Minor2	6	0.8	150
Computer power conditioning	Minor2	6	0.6	26
Standby or emergency power specialization	Minor2	11	1.3	98
Switchgear and related devices installation	Minor2	6	2.5	88
Electronic controls installation	Minor1	198	29.0	1,552
Computerized controls installation	Minor2	25	14.0	405
Energy management controls	Minor2	123	41.2	1,247
Environmental system control installation	Minor2	33	21.4	371
Communications specialization	Minor1	343	66.5	3,588
Cable television installation	Minor2	124	21.9	1,635
Fiber optic cable installation	Minor2	137	27.9	1,533
Sound equipment specialization	Minor2	778	23.2	1,675
Telephone and telephone equipment	Minor2	406	63.4	3,593
Voice, data, and video wiring contractor	Minor2	108	19.9	1,141
Safety and security specialization	Minor1	272	27.4	2,216
Access control systems specialization	Minor2	44	8.3	388
Closed circuit television installation	Minor2	21	3.0	192
Fire detection and burglar alarm systems	Minor2	554	66.6	4,985
Banking machine installation and service	Minor2	18	3.5	178
Computer installation	Minor2	135	13.2	801
General electrical contractor	Minor2	5,727	1,255.7	61,400
Lighting contractor	Minor2	134	24.7	1,112

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

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

# IRELAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,458	2,672	2,738	2,731	2,721	8.7%	2.5%	-0.2%	-0.4%
<b>Sales (\$Millions)</b>	5,568	6,651	7,451	7,931	8,457	19.5%	12.0%	6.4%	6.6%
<b>Employment</b>	16,293	17,708	18,148	18,104	17,791	8.7%	2.5%	-0.2%	-1.7%
<b>Sales (EurosM)</b>	4,799	5,733	6,423	6,836	7,290	19.5%	12.0%	6.4%	6.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	2.27	2.49	2.72	2.90	3.11	9.9%	9.3%	6.7%	7.0%
<b>Sales (\$) per Emp.</b>	341,725	375,575	410,570	438,074	475,335	9.9%	9.3%	6.7%	8.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.95	2.15	2.35	2.50	2.68	9.9%	9.3%	6.7%	7.0%
<b>Euros per Emp.</b>	294,567	323,746	353,912	377,620	409,739	9.9%	9.3%	6.7%	8.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	958	290	175	117	38	18	4	2	1,135	2,738
<b>2023</b>	956	290	174	116	38	18	4	2	1,133	2,731
<b>2024</b>	952	289	173	116	38	18	4	2	1,128	2,721
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	636	613	865	1,382	1,153	1,212	711	684	194	7,451
<b>2023</b>	677	653	921	1,471	1,227	1,290	757	728	206	7,931
<b>2024</b>	722	696	982	1,569	1,309	1,375	807	777	220	8,457
	Employment by Size of Firm									Total
<b>2022</b>	2,396	1,684	2,374	3,510	2,265	2,304	1,300	1,179	1,135	18,148
<b>2023</b>	2,390	1,680	2,369	3,502	2,259	2,299	1,297	1,176	1,133	18,104
<b>2024</b>	2,381	1,674	2,360	3,488	2,251	2,290	1,048	1,171	1,128	17,791

# IRELAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,638	2,828.7	7,606
Electric power systems contractors	Minor1	19	424.4	193
Cogeneration specialization	Minor2	1	2.2	18
Computer power conditioning	Minor2	1	1.5	3
Standby or emergency power specialization	Minor2	1	3.5	11
Switchgear and related devices installation	Minor2	1	6.7	10
Electronic controls installation	Minor1	23	78.2	181
Computerized controls installation	Minor2	3	37.6	47
Energy management controls	Minor2	14	111.1	145
Environmental system control installation	Minor2	4	57.8	43
Communications specialization	Minor1	40	179.2	418
Cable television installation	Minor2	14	58.9	191
Fiber optic cable installation	Minor2	16	75.1	179
Sound equipment specialization	Minor2	91	62.5	195
Telephone and telephone equipment	Minor2	47	171.0	419
Voice, data, and video wiring contractor	Minor2	13	53.7	133
Safety and security specialization	Minor1	32	73.8	258
Access control systems specialization	Minor2	5	22.4	45
Closed circuit television installation	Minor2	2	8.1	22
Fire detection and burglar alarm systems	Minor2	65	179.4	581
Banking machine installation and service	Minor2	2	9.3	21
Computer installation	Minor2	16	35.6	93
General electrical contractor	Minor2	668	3,383.5	7,159
Lighting contractor	Minor2	16	66.7	130

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

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

# ISRAEL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	3,672	4,066	4,200	4,223	4,241	10.7%	3.3%	0.6%	0.4%
<b>Sales (\$Millions)</b>	4,716	5,522	6,110	6,432	6,776	17.1%	10.7%	5.3%	5.3%
<b>Employment</b>	24,344	26,949	27,840	27,996	27,733	10.7%	3.3%	0.6%	-0.9%
<b>Sales (ShekelsM)</b>	14,808	17,338	19,186	20,196	21,275	17.1%	10.7%	5.3%	5.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.28	1.36	1.45	1.52	1.60	5.8%	7.1%	4.7%	4.9%
<b>Sales (\$) per Emp.</b>	193,729	204,884	219,476	229,745	244,314	5.8%	7.1%	4.7%	6.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Shekels(M)/Estab.</b>	4.03	4.26	4.57	4.78	5.02	5.8%	7.1%	4.7%	4.9%
<b>Shekels per Emp.</b>	608,310	643,336	689,155	721,399	767,147	5.8%	7.1%	4.7%	6.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,470	445	268	179	58	28	7	2	1,742	4,200
<b>2023</b>	1,478	448	269	180	59	28	7	2	1,752	4,223
<b>2024</b>	1,485	450	270	181	59	28	7	2	1,759	4,241
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	522	503	709	1,133	945	994	583	561	159	6,110
<b>2023</b>	549	529	747	1,193	995	1,046	614	591	167	6,432
<b>2024</b>	578	558	787	1,257	1,048	1,102	647	622	176	6,776
	Employment by Size of Firm									Total
<b>2022</b>	3,676	2,584	3,642	5,385	3,475	3,535	1,994	1,808	1,742	27,840
<b>2023</b>	3,696	2,598	3,663	5,415	3,494	3,555	2,006	1,818	1,752	27,996
<b>2024</b>	3,712	2,609	3,678	5,438	3,509	3,570	1,633	1,826	1,759	27,733

# ISRAEL

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,534	2,294.1	11,763
Electric power systems contractors	Minor1	30	344.2	298
Cogeneration specialization	Minor2	1	1.8	27
Computer power conditioning	Minor2	1	1.2	5
Standby or emergency power specialization	Minor2	2	2.8	18
Switchgear and related devices installation	Minor2	1	5.5	16
Electronic controls installation	Minor1	36	63.4	280
Computerized controls installation	Minor2	4	30.5	73
Energy management controls	Minor2	22	90.1	225
Environmental system control installation	Minor2	6	46.9	67
Communications specialization	Minor1	62	145.3	647
Cable television installation	Minor2	22	47.8	295
Fiber optic cable installation	Minor2	25	60.9	276
Sound equipment specialization	Minor2	140	50.6	302
Telephone and telephone equipment	Minor2	73	138.7	648
Voice, data, and video wiring contractor	Minor2	19	43.5	206
Safety and security specialization	Minor1	49	59.8	400
Access control systems specialization	Minor2	8	18.2	70
Closed circuit television installation	Minor2	4	6.6	35
Fire detection and burglar alarm systems	Minor2	100	145.5	899
Banking machine installation and service	Minor2	3	7.6	32
Computer installation	Minor2	24	28.8	144
General electrical contractor	Minor2	1,033	2,744.0	11,071
Lighting contractor	Minor2	24	54.1	201

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

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

# ITALY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	26,126	28,239	28,761	28,515	28,232	8.1%	1.8%	-0.9%	-1.0%
<b>Sales (\$Millions)</b>	21,412	23,924	24,595	24,228	23,731	11.7%	2.8%	-1.5%	-2.1%
<b>Employment</b>	173,183	187,186	190,649	189,017	184,605	8.1%	1.8%	-0.9%	-2.3%
<b>Sales (EurosM)</b>	18,457	20,622	21,201	20,885	20,456	11.7%	2.8%	-1.5%	-2.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.82	0.85	0.86	0.85	0.84	3.4%	0.9%	-0.6%	-1.1%
<b>Sales (\$) per Emp.</b>	123,640	127,808	129,005	128,179	128,552	3.4%	0.9%	-0.6%	0.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.71	0.73	0.74	0.73	0.72	3.4%	0.9%	-0.6%	-1.1%
<b>Euros per Emp.</b>	106,578	110,171	111,202	110,491	110,812	3.4%	0.9%	-0.6%	0.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	10,068	3,050	1,834	1,225	401	192	47	16	11,928	28,761
<b>2023</b>	9,982	3,024	1,818	1,215	397	190	47	16	11,826	28,515
<b>2024</b>	9,883	2,994	1,800	1,203	393	188	46	16	11,708	28,232
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	2,100	2,025	2,856	4,562	3,806	4,000	2,348	2,258	640	24,595
<b>2023</b>	2,069	1,994	2,813	4,494	3,749	3,940	2,313	2,225	630	24,228
<b>2024</b>	2,026	1,953	2,755	4,402	3,672	3,860	2,266	2,179	617	23,731
	Employment by Size of Firm									Total
<b>2022</b>	25,170	17,692	24,943	36,875	23,794	24,206	13,658	12,383	11,928	190,649
<b>2023</b>	24,955	17,540	24,729	36,559	23,590	23,999	13,541	12,277	11,826	189,017
<b>2024</b>	24,707	17,366	24,484	36,196	23,356	23,761	10,872	12,155	11,708	184,605

# ITALY

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,106	8,641.4	79,416
Electric power systems contractors	Minor1	199	1,296.6	2,015
Cogeneration specialization	Minor2	7	6.7	183
Computer power conditioning	Minor2	7	4.7	31
Standby or emergency power specialization	Minor2	13	10.7	119
Switchgear and related devices installation	Minor2	7	20.5	108
Electronic controls installation	Minor1	240	238.8	1,889
Computerized controls installation	Minor2	30	114.9	493
Energy management controls	Minor2	150	339.3	1,518
Environmental system control installation	Minor2	40	176.5	452
Communications specialization	Minor1	418	547.4	4,368
Cable television installation	Minor2	151	180.0	1,991
Fiber optic cable installation	Minor2	167	229.5	1,866
Sound equipment specialization	Minor2	948	190.8	2,039
Telephone and telephone equipment	Minor2	495	522.3	4,375
Voice, data, and video wiring contractor	Minor2	131	164.0	1,389
Safety and security specialization	Minor1	331	225.4	2,698
Access control systems specialization	Minor2	54	68.5	472
Closed circuit television installation	Minor2	26	24.9	234
Fire detection and burglar alarm systems	Minor2	675	547.9	6,069
Banking machine installation and service	Minor2	22	28.5	216
Computer installation	Minor2	165	108.6	975
General electrical contractor	Minor2	6,972	10,336.3	74,749
Lighting contractor	Minor2	163	203.7	1,354

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

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



# JAPAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	56,011	60,285	61,309	60,693	60,001	7.6%	1.7%	-1.0%	-1.1%
<b>Sales (\$Millions)</b>	56,341	63,482	67,387	68,321	69,073	12.7%	6.2%	1.4%	1.1%
<b>Employment</b>	371,279	399,608	406,393	402,313	392,337	7.6%	1.7%	-1.0%	-2.5%
<b>Sales (YenB)</b>	6,366,573	7,173,425	7,614,686	7,720,315	7,805,196	12.7%	6.2%	1.4%	1.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.01	1.05	1.10	1.13	1.15	4.7%	4.4%	2.4%	2.3%
<b>Sales (\$) per Emp.</b>	151,749	158,860	165,816	169,822	176,054	4.7%	4.4%	2.4%	3.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Yen(B)/Estab.</b>	113.67	118.99	124.20	127.20	130.08	4.7%	4.4%	2.4%	2.3%
<b>Yen per Emp.</b>	17,147,667	17,951,164	18,737,245	19,189,844	19,894,104	4.7%	4.4%	2.4%	3.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	21,461	6,502	3,910	2,611	854	409	100	35	25,426	61,309
<b>2023</b>	21,246	6,437	3,870	2,585	845	405	99	35	25,171	60,693
<b>2024</b>	21,004	6,363	3,826	2,556	836	400	98	34	24,884	60,001
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	5,753	5,547	7,824	12,501	10,427	10,960	6,434	6,188	1,752	67,387
<b>2023</b>	5,833	5,624	7,933	12,674	10,572	11,112	6,524	6,274	1,777	68,321
<b>2024</b>	5,897	5,686	8,020	12,813	10,688	11,234	6,595	6,343	1,796	69,073
	Employment by Size of Firm									Total
<b>2022</b>	53,653	37,713	53,169	78,604	50,720	51,599	29,113	26,395	25,426	406,393
<b>2023</b>	53,115	37,334	52,635	77,815	50,211	51,081	28,821	26,130	25,171	402,313
<b>2024</b>	52,509	36,908	52,035	76,927	49,638	50,498	23,105	25,832	24,884	392,337

# JAPAN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	36,409	24,368.2	169,032
Electric power systems contractors	Minor1	424	3,656.4	4,288
Cogeneration specialization	Minor2	14	18.9	389
Computer power conditioning	Minor2	14	13.3	66
Standby or emergency power specialization	Minor2	29	30.3	254
Switchgear and related devices installation	Minor2	15	57.9	229
Electronic controls installation	Minor1	512	673.3	4,020
Computerized controls installation	Minor2	64	323.9	1,050
Energy management controls	Minor2	320	956.9	3,232
Environmental system control installation	Minor2	85	497.7	963
Communications specialization	Minor1	890	1,543.7	9,296
Cable television installation	Minor2	321	507.7	4,237
Fiber optic cable installation	Minor2	356	647.2	3,972
Sound equipment specialization	Minor2	2,017	538.0	4,340
Telephone and telephone equipment	Minor2	1,053	1,472.9	9,311
Voice, data, and video wiring contractor	Minor2	279	462.4	2,956
Safety and security specialization	Minor1	704	635.7	5,742
Access control systems specialization	Minor2	114	193.1	1,005
Closed circuit television installation	Minor2	54	70.2	497
Fire detection and burglar alarm systems	Minor2	1,436	1,545.1	12,917
Banking machine installation and service	Minor2	48	80.4	460
Computer installation	Minor2	350	306.3	2,074
General electrical contractor	Minor2	14,839	29,147.6	159,099
Lighting contractor	Minor2	346	574.5	2,882

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

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

# KAZAKHSTAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	9,171	10,092	10,388	10,409	10,415	10.1%	2.9%	0.2%	0.1%
<b>Sales (\$Millions)</b>	2,130	2,327	2,345	2,268	2,178	9.3%	0.7%	-3.3%	-4.0%
<b>Employment</b>	60,789	66,899	68,861	68,997	68,103	10.1%	2.9%	0.2%	-1.3%
<b>Sales (TenkeM)</b>	911,514	996,118	1,003,537	970,815	932,108	9.3%	0.7%	-3.3%	-4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.23	0.23	0.23	0.22	0.21	-0.7%	-2.1%	-3.5%	-4.0%
<b>Sales (\$) per Emp.</b>	35,034	34,789	34,050	32,875	31,978	-0.7%	-2.1%	-3.5%	-2.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Tenkes(M)/Estab.</b>	99.39	98.70	96.60	93.27	89.50	-0.7%	-2.1%	-3.5%	-4.0%
<b>Tenke per Emp.</b>	14,994,734	14,889,851	14,573,369	14,070,365	13,686,700	-0.7%	-2.1%	-3.5%	-2.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	3,637	1,102	662	442	145	69	17	6	4,308	10,388
<b>2023</b>	3,644	1,104	664	443	145	69	17	6	4,317	10,409
<b>2024</b>	3,646	1,105	664	444	145	70	17	6	4,319	10,415
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	200	193	272	435	363	381	224	215	61	2,345
<b>2023</b>	194	187	263	421	351	369	217	208	59	2,268
<b>2024</b>	186	179	253	404	337	354	208	200	57	2,178
	Employment by Size of Firm									Total
<b>2022</b>	9,091	6,390	9,009	13,319	8,594	8,743	4,933	4,473	4,308	68,861
<b>2023</b>	9,109	6,403	9,027	13,345	8,611	8,760	4,943	4,481	4,317	68,997
<b>2024</b>	9,115	6,407	9,032	13,353	8,616	8,766	4,011	4,484	4,319	68,103

# KAZAKHSTAN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,244	809.0	28,989
Electric power systems contractors	Minor1	73	121.4	735
Cogeneration specialization	Minor2	2	0.6	67
Computer power conditioning	Minor2	2	0.4	11
Standby or emergency power specialization	Minor2	5	1.0	44
Switchgear and related devices installation	Minor2	3	1.9	39
Electronic controls installation	Minor1	88	22.4	689
Computerized controls installation	Minor2	11	10.8	180
Energy management controls	Minor2	55	31.8	554
Environmental system control installation	Minor2	15	16.5	165
Communications specialization	Minor1	153	51.2	1,594
Cable television installation	Minor2	55	16.9	727
Fiber optic cable installation	Minor2	61	21.5	681
Sound equipment specialization	Minor2	346	17.9	744
Telephone and telephone equipment	Minor2	181	48.9	1,597
Voice, data, and video wiring contractor	Minor2	48	15.4	507
Safety and security specialization	Minor1	121	21.1	985
Access control systems specialization	Minor2	20	6.4	172
Closed circuit television installation	Minor2	9	2.3	85
Fire detection and burglar alarm systems	Minor2	246	51.3	2,215
Banking machine installation and service	Minor2	8	2.7	79
Computer installation	Minor2	60	10.2	356
General electrical contractor	Minor2	2,545	967.7	27,286
Lighting contractor	Minor2	59	19.1	494

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

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

# KUWAIT

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,131	2,530	2,688	2,780	2,872	18.8%	6.2%	3.4%	3.3%
<b>Sales (\$Millions)</b>	1,346	1,630	1,653	1,609	1,555	21.2%	1.4%	-2.7%	-3.4%
<b>Employment</b>	14,122	16,773	17,820	18,431	18,778	18.8%	6.2%	3.4%	1.9%
<b>Sales (DinarM)</b>	405	491	498	484	468	21.2%	1.4%	-2.7%	-3.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.63	0.64	0.61	0.58	0.54	2.0%	-4.5%	-5.9%	-6.4%
<b>Sales (\$) per Emp.</b>	95,274	97,189	92,774	87,299	82,814	2.0%	-4.5%	-5.9%	-5.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinars(M)/Estab.</b>	0.19	0.19	0.19	0.17	0.16	2.0%	-4.5%	-5.9%	-6.4%
<b>Dinar per Emp.</b>	28,678	29,254	27,925	26,277	24,927	2.0%	-4.5%	-5.9%	-5.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	941	285	171	115	37	18	4	2	1,115	2,688
<b>2023</b>	973	295	177	118	39	19	5	2	1,153	2,780
<b>2024</b>	1,005	305	183	122	40	19	5	2	1,191	2,872
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	141	136	192	307	256	269	158	152	43	1,653
<b>2023</b>	137	132	187	298	249	262	154	148	42	1,609
<b>2024</b>	133	128	181	288	241	253	148	143	40	1,555
	Employment by Size of Firm									Total
<b>2022</b>	2,353	1,654	2,331	3,447	2,224	2,263	1,277	1,157	1,115	17,820
<b>2023</b>	2,433	1,710	2,411	3,565	2,300	2,340	1,320	1,197	1,153	18,431
<b>2024</b>	2,513	1,766	2,490	3,682	2,376	2,417	1,106	1,236	1,191	18,778

# KUWAIT

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,668	573.9	7,744
Electric power systems contractors	Minor1	19	86.1	196
Cogeneration specialization	Minor2	1	0.4	18
Computer power conditioning	Minor2	1	0.3	3
Standby or emergency power specialization	Minor2	1	0.7	12
Switchgear and related devices installation	Minor2	1	1.4	11
Electronic controls installation	Minor1	23	15.9	184
Computerized controls installation	Minor2	3	7.6	48
Energy management controls	Minor2	15	22.5	148
Environmental system control installation	Minor2	4	11.7	44
Communications specialization	Minor1	41	36.4	426
Cable television installation	Minor2	15	12.0	194
Fiber optic cable installation	Minor2	16	15.2	182
Sound equipment specialization	Minor2	92	12.7	199
Telephone and telephone equipment	Minor2	48	34.7	427
Voice, data, and video wiring contractor	Minor2	13	10.9	135
Safety and security specialization	Minor1	32	15.0	263
Access control systems specialization	Minor2	5	4.5	46
Closed circuit television installation	Minor2	2	1.7	23
Fire detection and burglar alarm systems	Minor2	66	36.4	592
Banking machine installation and service	Minor2	2	1.9	21
Computer installation	Minor2	16	7.2	95
General electrical contractor	Minor2	680	686.4	7,289
Lighting contractor	Minor2	16	13.5	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.

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

# MALAYSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	16,531	18,152	18,704	18,760	18,791	9.8%	3.0%	0.3%	0.2%
<b>Sales (\$Millions)</b>	4,476	5,279	5,648	5,768	5,877	17.9%	7.0%	2.1%	1.9%
<b>Employment</b>	109,578	120,325	123,982	124,355	122,871	9.8%	3.0%	0.3%	-1.2%
<b>Sales (RinggitsM)</b>	18,530	21,853	23,383	23,878	24,331	17.9%	7.0%	2.1%	1.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.27	0.29	0.30	0.31	0.31	7.4%	3.8%	1.8%	1.7%
<b>Sales (\$) per Emp.</b>	40,846	43,869	45,556	46,380	47,831	7.4%	3.8%	1.8%	3.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Ringgitss(M)/Estab.</b>	1.12	1.20	1.25	1.27	1.29	7.4%	3.8%	1.8%	1.7%
<b>Ringgits per Emp.</b>	169,102	181,619	188,601	192,014	198,021	7.4%	3.8%	1.8%	3.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	6,547	1,984	1,193	797	260	125	31	11	7,757	18,704
<b>2023</b>	6,567	1,990	1,196	799	261	125	31	11	7,780	18,760
<b>2024</b>	6,578	1,993	1,198	800	262	125	31	11	7,793	18,791
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	482	465	656	1,048	874	919	539	519	147	5,648
<b>2023</b>	492	475	670	1,070	892	938	551	530	150	5,768
<b>2024</b>	502	484	682	1,090	909	956	561	540	153	5,877
	Employment by Size of Firm									Total
<b>2022</b>	16,368	11,505	16,221	23,980	15,474	15,742	8,882	8,053	7,757	123,982
<b>2023</b>	16,418	11,540	16,270	24,053	15,520	15,789	8,909	8,077	7,780	124,355
<b>2024</b>	16,445	11,559	16,296	24,092	15,546	15,815	7,236	8,090	7,793	122,871

# MALAYSIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,254	2,057.1	52,248
Electric power systems contractors	Minor1	131	308.7	1,326
Cogeneration specialization	Minor2	4	1.6	120
Computer power conditioning	Minor2	4	1.1	20
Standby or emergency power specialization	Minor2	9	2.6	78
Switchgear and related devices installation	Minor2	5	4.9	71
Electronic controls installation	Minor1	158	56.8	1,243
Computerized controls installation	Minor2	20	27.3	325
Energy management controls	Minor2	99	80.8	999
Environmental system control installation	Minor2	26	42.0	298
Communications specialization	Minor1	275	130.3	2,873
Cable television installation	Minor2	99	42.9	1,310
Fiber optic cable installation	Minor2	110	54.6	1,228
Sound equipment specialization	Minor2	623	45.4	1,342
Telephone and telephone equipment	Minor2	326	124.3	2,878
Voice, data, and video wiring contractor	Minor2	86	39.0	914
Safety and security specialization	Minor1	218	53.7	1,775
Access control systems specialization	Minor2	35	16.3	311
Closed circuit television installation	Minor2	17	5.9	154
Fire detection and burglar alarm systems	Minor2	444	130.4	3,993
Banking machine installation and service	Minor2	15	6.8	142
Computer installation	Minor2	108	25.9	641
General electrical contractor	Minor2	4,587	2,460.6	49,178
Lighting contractor	Minor2	107	48.5	891

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

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



# MEXICO

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	55,721	62,218	64,215	64,515	64,727	11.7%	3.2%	0.5%	0.3%
<b>Sales (\$Millions)</b>	11,937	13,542	13,766	13,425	13,005	13.4%	1.7%	-2.5%	-3.1%
<b>Employment</b>	369,353	412,418	425,656	427,646	423,242	11.7%	3.2%	0.5%	-1.0%
<b>Sales (NPesosM)</b>	247,106	280,323	284,966	277,907	269,210	13.4%	1.7%	-2.5%	-3.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.21	0.22	0.21	0.21	0.20	1.6%	-1.5%	-2.9%	-3.4%
<b>Sales (\$) per Emp.</b>	32,320	32,836	32,342	31,394	30,728	1.6%	-1.5%	-2.9%	-2.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>NPesos(M)/Estab.</b>	4.43	4.51	4.44	4.31	4.16	1.6%	-1.5%	-2.9%	-3.4%
<b>NPesos per Emp.</b>	669,022	679,705	669,474	649,853	636,067	1.6%	-1.5%	-2.9%	-2.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	22,479	6,810	4,095	2,735	894	429	105	37	26,631	64,215
<b>2023</b>	22,584	6,842	4,114	2,748	899	431	105	37	26,756	64,515
<b>2024</b>	22,658	6,865	4,127	2,757	901	432	106	37	26,844	64,727
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,175	1,133	1,598	2,554	2,130	2,239	1,314	1,264	358	13,766
<b>2023</b>	1,146	1,105	1,559	2,491	2,077	2,183	1,282	1,233	349	13,425
<b>2024</b>	1,110	1,071	1,510	2,413	2,012	2,115	1,242	1,194	338	13,005
	Employment by Size of Firm									Total
<b>2022</b>	56,196	39,500	55,689	82,330	53,125	54,045	30,493	27,646	26,631	425,656
<b>2023</b>	56,459	39,685	55,950	82,715	53,373	54,297	30,636	27,776	26,756	427,646
<b>2024</b>	56,645	39,816	56,134	82,987	53,549	54,476	24,925	27,867	26,844	423,242

# MEXICO

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	38,701	4,788.5	179,676
Electric power systems contractors	Minor1	451	718.5	4,558
Cogeneration specialization	Minor2	15	3.7	414
Computer power conditioning	Minor2	15	2.6	70
Standby or emergency power specialization	Minor2	30	5.9	270
Switchgear and related devices installation	Minor2	16	11.4	244
Electronic controls installation	Minor1	544	132.3	4,273
Computerized controls installation	Minor2	68	63.7	1,116
Energy management controls	Minor2	340	188.0	3,435
Environmental system control installation	Minor2	90	97.8	1,023
Communications specialization	Minor1	946	303.3	9,882
Cable television installation	Minor2	341	99.8	4,504
Fiber optic cable installation	Minor2	378	127.2	4,222
Sound equipment specialization	Minor2	2,144	105.7	4,614
Telephone and telephone equipment	Minor2	1,119	289.4	9,898
Voice, data, and video wiring contractor	Minor2	297	90.9	3,142
Safety and security specialization	Minor1	748	124.9	6,103
Access control systems specialization	Minor2	121	37.9	1,068
Closed circuit television installation	Minor2	58	13.8	529
Fire detection and burglar alarm systems	Minor2	1,527	303.6	13,730
Banking machine installation and service	Minor2	51	15.8	489
Computer installation	Minor2	372	60.2	2,205
General electrical contractor	Minor2	15,773	5,727.6	169,118
Lighting contractor	Minor2	368	112.9	3,064

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

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

# NETHERLANDS

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	7,136	7,729	7,891	7,842	7,782	8.3%	2.1%	-0.6%	-0.8%
<b>Sales (\$Millions)</b>	9,892	11,373	12,290	12,663	13,031	15.0%	8.1%	3.0%	2.9%
<b>Employment</b>	47,303	51,234	52,305	51,980	50,886	8.3%	2.1%	-0.6%	-2.1%
<b>Sales (EurosM)</b>	8,527	9,803	10,594	10,916	11,233	15.0%	8.1%	3.0%	2.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.39	1.47	1.56	1.61	1.67	6.1%	5.9%	3.7%	3.7%
<b>Sales (\$) per Emp.</b>	209,128	221,971	234,971	243,620	256,080	6.1%	5.9%	3.7%	5.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.19	1.27	1.34	1.39	1.44	6.1%	5.9%	3.7%	3.7%
<b>Euros per Emp.</b>	180,269	191,339	202,545	210,000	220,741	6.1%	5.9%	3.7%	5.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	2,762	837	503	336	110	53	13	5	3,272	7,891
<b>2023</b>	2,745	832	500	334	109	52	13	4	3,252	7,842
<b>2024</b>	2,724	825	496	331	108	52	13	4	3,227	7,782
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,049	1,012	1,427	2,280	1,902	1,999	1,174	1,129	320	12,290
<b>2023</b>	1,081	1,042	1,470	2,349	1,959	2,060	1,209	1,163	329	12,663
<b>2024</b>	1,113	1,073	1,513	2,417	2,016	2,119	1,244	1,197	339	13,031
	Employment by Size of Firm									Total
<b>2022</b>	6,906	4,854	6,843	10,117	6,528	6,641	3,747	3,397	3,272	52,305
<b>2023</b>	6,863	4,824	6,801	10,054	6,487	6,600	3,724	3,376	3,252	51,980
<b>2024</b>	6,810	4,787	6,749	9,977	6,438	6,550	2,997	3,350	3,227	50,886

# NETHERLANDS

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	4,704	4,516.6	21,839
Electric power systems contractors	Minor1	55	677.7	554
Cogeneration specialization	Minor2	2	3.5	50
Computer power conditioning	Minor2	2	2.5	9
Standby or emergency power specialization	Minor2	4	5.6	33
Switchgear and related devices installation	Minor2	2	10.7	30
Electronic controls installation	Minor1	66	124.8	519
Computerized controls installation	Minor2	8	60.0	136
Energy management controls	Minor2	41	177.4	418
Environmental system control installation	Minor2	11	92.2	124
Communications specialization	Minor1	115	286.1	1,201
Cable television installation	Minor2	41	94.1	547
Fiber optic cable installation	Minor2	46	120.0	513
Sound equipment specialization	Minor2	261	99.7	561
Telephone and telephone equipment	Minor2	136	273.0	1,203
Voice, data, and video wiring contractor	Minor2	36	85.7	382
Safety and security specialization	Minor1	91	117.8	742
Access control systems specialization	Minor2	15	35.8	130
Closed circuit television installation	Minor2	7	13.0	64
Fire detection and burglar alarm systems	Minor2	186	286.4	1,669
Banking machine installation and service	Minor2	6	14.9	59
Computer installation	Minor2	45	56.8	268
General electrical contractor	Minor2	1,917	5,402.5	20,556
Lighting contractor	Minor2	45	106.5	372

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

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

# NEW ZEALAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	1,883	2,047	2,103	2,103	2,099	8.7%	2.7%	0.0%	-0.2%
<b>Sales (\$Millions)</b>	2,135	2,439	2,622	2,690	2,754	14.2%	7.5%	2.6%	2.4%
<b>Employment</b>	12,483	13,572	13,940	13,938	13,728	8.7%	2.7%	0.0%	-1.5%
<b>Sales (DollarsM)</b>	2,990	3,414	3,671	3,766	3,856	14.2%	7.5%	2.6%	2.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.13	1.19	1.25	1.28	1.31	5.0%	4.7%	2.6%	2.6%
<b>Sales (\$) per Emp.</b>	171,066	179,680	188,116	192,994	200,650	5.0%	4.7%	2.6%	4.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.59	1.67	1.75	1.79	1.84	5.0%	4.7%	2.6%	2.6%
<b>Dollars per Emp.</b>	239,492	251,553	263,362	270,192	280,911	5.0%	4.7%	2.6%	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.	
<b>2022</b>	736	223	134	90	29	14	3	1	872	2,103
<b>2023</b>	736	223	134	90	29	14	3	1	872	2,103
<b>2024</b>	735	223	134	89	29	14	3	1	871	2,099
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	224	216	304	486	406	426	250	241	68	2,622
<b>2023</b>	230	221	312	499	416	437	257	247	70	2,690
<b>2024</b>	235	227	320	511	426	448	263	253	72	2,754
	Employment by Size of Firm									Total
<b>2022</b>	1,840	1,294	1,824	2,696	1,740	1,770	999	905	872	13,940
<b>2023</b>	1,840	1,293	1,824	2,696	1,740	1,770	998	905	872	13,938
<b>2024</b>	1,837	1,291	1,821	2,692	1,737	1,767	808	904	871	13,728

# NEW ZEALAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,261	959.4	5,856
Electric power systems contractors	Minor1	15	144.0	149
Cogeneration specialization	Minor2	0	0.7	13
Computer power conditioning	Minor2	0	0.5	2
Standby or emergency power specialization	Minor2	1	1.2	9
Switchgear and related devices installation	Minor2	1	2.3	8
Electronic controls installation	Minor1	18	26.5	139
Computerized controls installation	Minor2	2	12.8	36
Energy management controls	Minor2	11	37.7	112
Environmental system control installation	Minor2	3	19.6	33
Communications specialization	Minor1	31	60.8	322
Cable television installation	Minor2	11	20.0	147
Fiber optic cable installation	Minor2	12	25.5	138
Sound equipment specialization	Minor2	70	21.2	150
Telephone and telephone equipment	Minor2	36	58.0	323
Voice, data, and video wiring contractor	Minor2	10	18.2	102
Safety and security specialization	Minor1	24	25.0	199
Access control systems specialization	Minor2	4	7.6	35
Closed circuit television installation	Minor2	2	2.8	17
Fire detection and burglar alarm systems	Minor2	50	60.8	447
Banking machine installation and service	Minor2	2	3.2	16
Computer installation	Minor2	12	12.1	72
General electrical contractor	Minor2	514	1,147.6	5,512
Lighting contractor	Minor2	12	22.6	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.

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

# NIGERIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	97,778	107,209	111,220	112,316	113,265	9.6%	3.7%	1.0%	0.8%
<b>Sales (\$Millions)</b>	5,489	5,938	6,014	5,846	5,642	8.2%	1.3%	-2.8%	-3.5%
<b>Employment</b>	648,137	710,652	737,239	744,500	740,627	9.6%	3.7%	1.0%	-0.5%
<b>Sales (NairaM)</b>	2,250,639	2,434,748	2,465,892	2,396,815	2,313,303	8.2%	1.3%	-2.8%	-3.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.05	0.05	0.05	-1.3%	-2.4%	-3.7%	-4.3%
<b>Sales (\$) per Emp.</b>	8,469	8,356	8,158	7,852	7,618	-1.3%	-2.4%	-3.7%	-3.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Naira(M)/Estab.</b>	23.02	22.71	22.17	21.34	20.42	-1.3%	-2.4%	-3.7%	-4.3%
<b>Naira per Emp.</b>	3,472,472	3,426,078	3,344,767	3,219,365	3,123,440	-1.3%	-2.4%	-3.7%	-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.	
<b>2022</b>	38,933	11,796	7,092	4,737	1,549	742	182	63	46,125	111,220
<b>2023</b>	39,317	11,912	7,162	4,784	1,564	750	183	64	46,580	112,316
<b>2024</b>	39,649	12,013	7,223	4,825	1,578	756	185	65	46,974	113,265
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	514	495	698	1,116	931	978	574	552	156	6,014
<b>2023</b>	499	481	679	1,084	905	951	558	537	152	5,846
<b>2024</b>	482	464	655	1,047	873	918	539	518	147	5,642
	Employment by Size of Firm									Total
<b>2022</b>	97,333	68,415	96,454	142,596	92,012	93,606	52,814	47,884	46,125	737,239
<b>2023</b>	98,291	69,089	97,404	144,000	92,918	94,528	53,334	48,355	46,580	744,500
<b>2024</b>	99,122	69,673	98,228	145,218	93,704	95,327	43,616	48,764	46,974	740,627

# NIGERIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	67,376	2,085.1	312,803
Electric power systems contractors	Minor1	785	312.9	7,936
Cogeneration specialization	Minor2	26	1.6	720
Computer power conditioning	Minor2	26	1.1	122
Standby or emergency power specialization	Minor2	53	2.6	470
Switchgear and related devices installation	Minor2	28	5.0	424
Electronic controls installation	Minor1	947	57.6	7,440
Computerized controls installation	Minor2	119	27.7	1,943
Energy management controls	Minor2	592	81.9	5,981
Environmental system control installation	Minor2	157	42.6	1,781
Communications specialization	Minor1	1,647	132.1	17,203
Cable television installation	Minor2	594	43.4	7,840
Fiber optic cable installation	Minor2	658	55.4	7,350
Sound equipment specialization	Minor2	3,733	46.0	8,032
Telephone and telephone equipment	Minor2	1,949	126.0	17,231
Voice, data, and video wiring contractor	Minor2	517	39.6	5,470
Safety and security specialization	Minor1	1,302	54.4	10,625
Access control systems specialization	Minor2	211	16.5	1,859
Closed circuit television installation	Minor2	100	6.0	920
Fire detection and burglar alarm systems	Minor2	2,658	132.2	23,903
Banking machine installation and service	Minor2	89	6.9	852
Computer installation	Minor2	648	26.2	3,839
General electrical contractor	Minor2	27,460	2,494.0	294,421
Lighting contractor	Minor2	640	49.2	5,334

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

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



# NORWAY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,609	2,865	2,942	2,941	2,936	9.8%	2.7%	0.0%	-0.2%
<b>Sales (\$Millions)</b>	4,565	5,094	5,116	4,935	4,724	11.6%	0.4%	-3.5%	-4.3%
<b>Employment</b>	17,292	18,991	19,503	19,496	19,199	9.8%	2.7%	0.0%	-1.5%
<b>Sales (KronesM)</b>	38,349	42,787	42,971	41,454	39,678	11.6%	0.4%	-3.5%	-4.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.75	1.78	1.74	1.68	1.61	1.6%	-2.2%	-3.5%	-4.1%
<b>Sales (\$) per Emp.</b>	264,016	268,211	262,299	253,125	246,034	1.6%	-2.2%	-3.5%	-2.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Krones(M)/Estab.</b>	14.70	14.93	14.60	14.09	13.51	1.6%	-2.2%	-3.5%	-4.1%
<b>Krones per Emp.</b>	2,217,738	2,252,976	2,203,314	2,126,249	2,066,689	1.6%	-2.2%	-3.5%	-2.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,030	312	188	125	41	20	5	2	1,220	2,942
<b>2023</b>	1,030	312	188	125	41	20	5	2	1,220	2,941
<b>2024</b>	1,028	311	187	125	41	20	5	2	1,218	2,936
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	437	421	594	949	792	832	488	470	133	5,116
<b>2023</b>	421	406	573	915	764	803	471	453	128	4,935
<b>2024</b>	403	389	548	876	731	768	451	434	123	4,724
	Employment by Size of Firm									Total
<b>2022</b>	2,575	1,810	2,552	3,772	2,434	2,476	1,397	1,267	1,220	19,503
<b>2023</b>	2,574	1,809	2,551	3,771	2,433	2,475	1,397	1,266	1,220	19,496
<b>2024</b>	2,570	1,806	2,546	3,764	2,429	2,471	1,131	1,264	1,218	19,199

# NORWAY

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,764	1,760.1	8,191
Electric power systems contractors	Minor1	21	264.1	208
Cogeneration specialization	Minor2	1	1.4	19
Computer power conditioning	Minor2	1	1.0	3
Standby or emergency power specialization	Minor2	1	2.2	12
Switchgear and related devices installation	Minor2	1	4.2	11
Electronic controls installation	Minor1	25	48.6	195
Computerized controls installation	Minor2	3	23.4	51
Energy management controls	Minor2	15	69.1	157
Environmental system control installation	Minor2	4	35.9	47
Communications specialization	Minor1	43	111.5	450
Cable television installation	Minor2	16	36.7	205
Fiber optic cable installation	Minor2	17	46.8	192
Sound equipment specialization	Minor2	98	38.9	210
Telephone and telephone equipment	Minor2	51	106.4	451
Voice, data, and video wiring contractor	Minor2	14	33.4	143
Safety and security specialization	Minor1	34	45.9	278
Access control systems specialization	Minor2	6	13.9	49
Closed circuit television installation	Minor2	3	5.1	24
Fire detection and burglar alarm systems	Minor2	70	111.6	626
Banking machine installation and service	Minor2	2	5.8	22
Computer installation	Minor2	17	22.1	101
General electrical contractor	Minor2	719	2,105.4	7,710
Lighting contractor	Minor2	17	41.5	140

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	73,718	81,261	83,885	84,292	84,585	10.2%	3.2%	0.5%	0.3%
<b>Sales (\$Millions)</b>	2,960	3,232	3,343	3,310	3,262	9.2%	3.4%	-1.0%	-1.5%
<b>Employment</b>	488,647	538,651	556,041	558,742	553,088	10.2%	3.2%	0.5%	-1.0%
<b>Sales (RupeesM)</b>	503,207	549,473	568,246	562,770	554,478	9.2%	3.4%	-1.0%	-1.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.04	0.04	0.04	0.04	0.04	-0.9%	0.2%	-1.4%	-1.8%
<b>Sales (\$) per Emp.</b>	6,058	6,001	6,011	5,925	5,897	-0.9%	0.2%	-1.4%	-0.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupees(M)/Estab.</b>	6.83	6.76	6.77	6.68	6.56	-0.9%	0.2%	-1.4%	-1.8%
<b>Rupees per Emp.</b>	1,029,797	1,020,092	1,021,951	1,007,210	1,002,514	-0.9%	0.2%	-1.4%	-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.	
<b>2022</b>	29,364	8,897	5,349	3,573	1,168	560	137	48	34,789	83,885
<b>2023</b>	29,507	8,940	5,375	3,590	1,174	563	138	48	34,958	84,292
<b>2024</b>	29,609	8,971	5,394	3,603	1,178	565	138	48	35,079	84,585
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	285	275	388	620	517	544	319	307	87	3,343
<b>2023</b>	283	272	384	614	512	538	316	304	86	3,310
<b>2024</b>	278	268	379	605	505	530	311	300	85	3,262
	Employment by Size of Firm									Total
<b>2022</b>	73,410	51,600	72,748	107,549	69,397	70,600	39,833	36,115	34,789	556,041
<b>2023</b>	73,767	51,850	73,101	108,071	69,734	70,942	40,027	36,290	34,958	558,742
<b>2024</b>	74,023	52,031	73,355	108,446	69,977	71,189	32,572	36,416	35,079	553,088

# PAKISTAN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	50,565	1,180.7	234,756
Electric power systems contractors	Minor1	589	177.2	5,956
Cogeneration specialization	Minor2	20	0.9	540
Computer power conditioning	Minor2	20	0.6	92
Standby or emergency power specialization	Minor2	40	1.5	353
Switchgear and related devices installation	Minor2	21	2.8	318
Electronic controls installation	Minor1	711	32.6	5,583
Computerized controls installation	Minor2	89	15.7	1,458
Energy management controls	Minor2	444	46.4	4,488
Environmental system control installation	Minor2	118	24.1	1,337
Communications specialization	Minor1	1,236	74.8	12,911
Cable television installation	Minor2	446	24.6	5,884
Fiber optic cable installation	Minor2	494	31.4	5,516
Sound equipment specialization	Minor2	2,801	26.1	6,028
Telephone and telephone equipment	Minor2	1,463	71.4	12,932
Voice, data, and video wiring contractor	Minor2	388	22.4	4,106
Safety and security specialization	Minor1	977	30.8	7,974
Access control systems specialization	Minor2	158	9.4	1,395
Closed circuit television installation	Minor2	75	3.4	691
Fire detection and burglar alarm systems	Minor2	1,995	74.9	17,939
Banking machine installation and service	Minor2	66	3.9	640
Computer installation	Minor2	487	14.8	2,881
General electrical contractor	Minor2	20,609	1,412.3	220,961
Lighting contractor	Minor2	480	27.8	4,003

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

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

# PERU

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	15,828	17,421	17,924	17,951	17,954	10.1%	2.9%	0.2%	0.0%
<b>Sales (\$Millions)</b>	2,427	2,839	2,971	2,973	2,963	17.0%	4.6%	0.1%	-0.3%
<b>Employment</b>	104,917	115,481	118,812	118,992	117,396	10.1%	2.9%	0.2%	-1.3%
<b>Sales (PesosM)</b>	9,683	11,329	11,853	11,862	11,822	17.0%	4.6%	0.1%	-0.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.15	0.16	0.17	0.17	0.17	6.3%	1.7%	-0.1%	-0.3%
<b>Sales (\$) per Emp.</b>	23,132	24,587	25,003	24,984	25,239	6.3%	1.7%	-0.1%	1.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	0.61	0.65	0.66	0.66	0.66	6.3%	1.7%	-0.1%	-0.3%
<b>Pesos per Emp.</b>	92,296	98,101	99,762	99,688	100,705	6.3%	1.7%	-0.1%	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.	
<b>2022</b>	6,274	1,901	1,143	763	250	120	29	10	7,434	17,924
<b>2023</b>	6,284	1,904	1,145	765	250	120	29	10	7,445	17,951
<b>2024</b>	6,285	1,904	1,145	765	250	120	29	10	7,446	17,954
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	254	245	345	551	460	483	284	273	77	2,971
<b>2023</b>	254	245	345	552	460	484	284	273	77	2,973
<b>2024</b>	253	244	344	550	458	482	283	272	77	2,963
	Employment by Size of Firm									Total
<b>2022</b>	15,686	11,026	15,544	22,980	14,829	15,085	8,511	7,717	7,434	118,812
<b>2023</b>	15,710	11,042	15,568	23,015	14,851	15,108	8,524	7,729	7,445	118,992
<b>2024</b>	15,712	11,044	15,570	23,018	14,853	15,110	6,914	7,730	7,446	117,396

# PERU

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,769	1,060.4	49,995
Electric power systems contractors	Minor1	125	159.1	1,268
Cogeneration specialization	Minor2	4	0.8	115
Computer power conditioning	Minor2	4	0.6	20
Standby or emergency power specialization	Minor2	8	1.3	75
Switchgear and related devices installation	Minor2	5	2.5	68
Electronic controls installation	Minor1	151	29.3	1,189
Computerized controls installation	Minor2	19	14.1	311
Energy management controls	Minor2	95	41.6	956
Environmental system control installation	Minor2	25	21.7	285
Communications specialization	Minor1	263	67.2	2,750
Cable television installation	Minor2	95	22.1	1,253
Fiber optic cable installation	Minor2	105	28.2	1,175
Sound equipment specialization	Minor2	597	23.4	1,284
Telephone and telephone equipment	Minor2	311	64.1	2,754
Voice, data, and video wiring contractor	Minor2	83	20.1	874
Safety and security specialization	Minor1	208	27.7	1,698
Access control systems specialization	Minor2	34	8.4	297
Closed circuit television installation	Minor2	16	3.1	147
Fire detection and burglar alarm systems	Minor2	425	67.2	3,820
Banking machine installation and service	Minor2	14	3.5	136
Computer installation	Minor2	104	13.3	614
General electrical contractor	Minor2	4,389	1,268.3	47,057
Lighting contractor	Minor2	102	25.0	853

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

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

# PHILLIPINES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	40,133	44,219	45,608	45,791	45,911	10.2%	3.1%	0.4%	0.3%
<b>Sales (\$Millions)</b>	3,848	4,515	4,934	5,135	5,343	17.3%	9.3%	4.1%	4.0%
<b>Employment</b>	266,026	293,111	302,319	303,532	300,207	10.2%	3.1%	0.4%	-1.1%
<b>Sales (PesosM)</b>	194,328	228,026	249,185	259,341	269,824	17.3%	9.3%	4.1%	4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.10	0.10	0.11	0.11	0.12	6.5%	6.0%	3.7%	3.8%
<b>Sales (\$) per Emp.</b>	14,465	15,405	16,322	16,919	17,798	6.5%	6.0%	3.7%	5.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	4.84	5.16	5.46	5.66	5.88	6.5%	6.0%	3.7%	3.8%
<b>Pesos per Emp.</b>	730,486	777,953	824,245	854,413	898,792	6.5%	6.0%	3.7%	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.	
<b>2022</b>	15,965	4,837	2,908	1,943	635	304	74	26	18,915	45,608
<b>2023</b>	16,029	4,856	2,920	1,950	638	306	75	26	18,991	45,791
<b>2024</b>	16,071	4,869	2,928	1,956	639	306	75	26	19,040	45,911
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	421	406	573	915	764	803	471	453	128	4,934
<b>2023</b>	438	423	596	953	795	835	490	472	134	5,135
<b>2024</b>	456	440	620	991	827	869	510	491	139	5,343
	Employment by Size of Firm									Total
<b>2022</b>	39,913	28,055	39,553	58,474	37,731	38,385	21,657	19,636	18,915	302,319
<b>2023</b>	40,073	28,167	39,712	58,709	37,883	38,539	21,744	19,714	18,991	303,532
<b>2024</b>	40,179	28,241	39,816	58,863	37,982	38,640	17,679	19,766	19,040	300,207

# PHILLIPINES

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	27,469	1,831.7	127,529
Electric power systems contractors	Minor1	320	274.8	3,235
Cogeneration specialization	Minor2	11	1.4	294
Computer power conditioning	Minor2	11	1.0	50
Standby or emergency power specialization	Minor2	22	2.3	192
Switchgear and related devices installation	Minor2	12	4.4	173
Electronic controls installation	Minor1	386	50.6	3,033
Computerized controls installation	Minor2	48	24.3	792
Energy management controls	Minor2	241	71.9	2,438
Environmental system control installation	Minor2	64	37.4	726
Communications specialization	Minor1	671	116.0	7,014
Cable television installation	Minor2	242	38.2	3,197
Fiber optic cable installation	Minor2	268	48.7	2,996
Sound equipment specialization	Minor2	1,522	40.4	3,275
Telephone and telephone equipment	Minor2	795	110.7	7,025
Voice, data, and video wiring contractor	Minor2	211	34.8	2,230
Safety and security specialization	Minor1	531	47.8	4,332
Access control systems specialization	Minor2	86	14.5	758
Closed circuit television installation	Minor2	41	5.3	375
Fire detection and burglar alarm systems	Minor2	1,084	116.1	9,745
Banking machine installation and service	Minor2	36	6.0	347
Computer installation	Minor2	264	23.0	1,565
General electrical contractor	Minor2	11,196	2,190.9	120,035
Lighting contractor	Minor2	261	43.2	2,175

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

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



# POLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	14,563	15,657	15,917	15,752	15,567	7.5%	1.7%	-1.0%	-1.2%
<b>Sales (\$Millions)</b>	6,874	8,014	8,776	9,152	9,542	16.6%	9.5%	4.3%	4.3%
<b>Employment</b>	96,530	103,784	105,509	104,413	101,789	7.5%	1.7%	-1.0%	-2.5%
<b>Sales (ZlotysM)</b>	26,810	31,253	34,226	35,691	37,213	16.6%	9.5%	4.3%	4.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.47	0.51	0.55	0.58	0.61	8.4%	7.7%	5.4%	5.5%
<b>Sales (\$) per Emp.</b>	71,214	77,214	83,178	87,647	93,740	8.4%	7.7%	5.4%	7.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Zlotys(M)/Estab.</b>	1.84	2.00	2.15	2.27	2.39	8.4%	7.7%	5.4%	5.5%
<b>Zlotys per Emp.</b>	277,736	301,135	324,394	341,823	365,586	8.4%	7.7%	5.4%	7.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	5,572	1,688	1,015	678	222	106	26	9	6,601	15,917
<b>2023</b>	5,514	1,671	1,004	671	219	105	26	9	6,533	15,752
<b>2024</b>	5,449	1,651	993	663	217	104	25	9	6,456	15,567
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	749	722	1,019	1,628	1,358	1,427	838	806	228	8,776
<b>2023</b>	781	753	1,063	1,698	1,416	1,488	874	840	238	9,152
<b>2024</b>	815	785	1,108	1,770	1,476	1,552	911	876	248	9,542
	Employment by Size of Firm									Total
<b>2022</b>	13,930	9,791	13,804	20,407	13,168	13,396	7,558	6,853	6,601	105,509
<b>2023</b>	13,785	9,689	13,661	20,195	13,031	13,257	7,480	6,782	6,533	104,413
<b>2024</b>	13,623	9,576	13,500	19,958	12,878	13,101	5,994	6,702	6,456	101,789

# POLAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,449	3,264.1	43,869
Electric power systems contractors	Minor1	110	489.8	1,113
Cogeneration specialization	Minor2	4	2.5	101
Computer power conditioning	Minor2	4	1.8	17
Standby or emergency power specialization	Minor2	7	4.1	66
Switchgear and related devices installation	Minor2	4	7.8	60
Electronic controls installation	Minor1	133	90.2	1,043
Computerized controls installation	Minor2	17	43.4	273
Energy management controls	Minor2	83	128.2	839
Environmental system control installation	Minor2	22	66.7	250
Communications specialization	Minor1	231	206.8	2,413
Cable television installation	Minor2	83	68.0	1,100
Fiber optic cable installation	Minor2	92	86.7	1,031
Sound equipment specialization	Minor2	523	72.1	1,126
Telephone and telephone equipment	Minor2	273	197.3	2,417
Voice, data, and video wiring contractor	Minor2	72	61.9	767
Safety and security specialization	Minor1	183	85.2	1,490
Access control systems specialization	Minor2	30	25.9	261
Closed circuit television installation	Minor2	14	9.4	129
Fire detection and burglar alarm systems	Minor2	373	207.0	3,352
Banking machine installation and service	Minor2	12	10.8	120
Computer installation	Minor2	91	41.0	538
General electrical contractor	Minor2	3,851	3,904.3	41,291
Lighting contractor	Minor2	90	77.0	748

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

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

# PORTUGAL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,442	4,750	4,816	4,753	4,685	6.9%	1.4%	-1.3%	-1.4%
<b>Sales (\$Millions)</b>	2,545	2,954	3,149	3,205	3,254	16.1%	6.6%	1.8%	1.5%
<b>Employment</b>	29,444	31,485	31,923	31,507	30,634	6.9%	1.4%	-1.3%	-2.8%
<b>Sales (EurosM)</b>	2,194	2,546	2,715	2,763	2,805	16.1%	6.6%	1.8%	1.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.57	0.62	0.65	0.67	0.69	8.5%	5.1%	3.1%	3.0%
<b>Sales (\$) per Emp.</b>	86,444	93,826	98,652	101,732	106,234	8.5%	5.1%	3.1%	4.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.49	0.54	0.56	0.58	0.60	8.5%	5.1%	3.1%	3.0%
<b>Euros per Emp.</b>	74,515	80,878	85,038	87,693	91,573	8.5%	5.1%	3.1%	4.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,686	511	307	205	67	32	8	3	1,997	4,816
<b>2023</b>	1,664	504	303	202	66	32	8	3	1,971	4,753
<b>2024</b>	1,640	497	299	200	65	31	8	3	1,943	4,685
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	269	259	366	584	487	512	301	289	82	3,149
<b>2023</b>	274	264	372	595	496	521	306	294	83	3,205
<b>2024</b>	278	268	378	604	504	529	311	299	85	3,254
	Employment by Size of Firm									Total
<b>2022</b>	4,215	2,962	4,177	6,175	3,984	4,053	2,287	2,073	1,997	31,923
<b>2023</b>	4,160	2,924	4,122	6,094	3,932	4,000	2,257	2,046	1,971	31,507
<b>2024</b>	4,100	2,882	4,063	6,006	3,876	3,943	1,804	2,017	1,943	30,634

# PORTUGAL

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,851	1,143.2	13,238
Electric power systems contractors	Minor1	33	171.5	336
Cogeneration specialization	Minor2	1	0.9	30
Computer power conditioning	Minor2	1	0.6	5
Standby or emergency power specialization	Minor2	2	1.4	20
Switchgear and related devices installation	Minor2	1	2.7	18
Electronic controls installation	Minor1	40	31.6	315
Computerized controls installation	Minor2	5	15.2	82
Energy management controls	Minor2	25	44.9	253
Environmental system control installation	Minor2	7	23.3	75
Communications specialization	Minor1	70	72.4	728
Cable television installation	Minor2	25	23.8	332
Fiber optic cable installation	Minor2	28	30.4	311
Sound equipment specialization	Minor2	158	25.2	340
Telephone and telephone equipment	Minor2	82	69.1	729
Voice, data, and video wiring contractor	Minor2	22	21.7	232
Safety and security specialization	Minor1	55	29.8	450
Access control systems specialization	Minor2	9	9.1	79
Closed circuit television installation	Minor2	4	3.3	39
Fire detection and burglar alarm systems	Minor2	112	72.5	1,012
Banking machine installation and service	Minor2	4	3.8	36
Computer installation	Minor2	27	14.4	162
General electrical contractor	Minor2	1,162	1,367.5	12,460
Lighting contractor	Minor2	27	27.0	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.

# PUERTO RICO

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	1,902	2,023	2,038	1,997	1,955	6.4%	0.7%	-2.0%	-2.1%
<b>Sales (\$Millions)</b>	1,391	1,513	1,544	1,511	1,469	8.8%	2.0%	-2.2%	-2.8%
<b>Employment</b>	12,611	13,412	13,506	13,240	12,786	6.4%	0.7%	-2.0%	-3.4%
<b>Sales (DollarsM)</b>	1,391	1,513	1,544	1,511	1,469	8.8%	2.0%	-2.2%	-2.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.73	0.75	0.76	0.76	0.75	2.3%	1.3%	-0.2%	-0.7%
<b>Sales (\$) per Emp.</b>	110,325	112,837	114,325	114,112	114,888	2.3%	1.3%	-0.2%	0.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	0.73	0.75	0.76	0.76	0.75	2.3%	1.3%	-0.2%	-0.7%
<b>Dollars per Emp.</b>	110,325	112,837	114,325	114,112	114,888	2.3%	1.3%	-0.2%	0.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	713	216	130	87	28	14	3	1	845	2,038
<b>2023</b>	699	212	127	85	28	13	3	1	828	1,997
<b>2024</b>	684	207	125	83	27	13	3	1	811	1,955
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	132	127	179	286	239	251	147	142	40	1,544
<b>2023</b>	129	124	175	280	234	246	144	139	39	1,511
<b>2024</b>	125	121	171	273	227	239	140	135	38	1,469
	Employment by Size of Firm									Total
<b>2022</b>	1,783	1,253	1,767	2,612	1,686	1,715	968	877	845	13,506
<b>2023</b>	1,748	1,229	1,732	2,561	1,652	1,681	949	860	828	13,240
<b>2024</b>	1,711	1,203	1,696	2,507	1,618	1,646	753	842	811	12,786

# PUERTO RICO

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,198	538.9	5,563
Electric power systems contractors	Minor1	14	80.9	141
Cogeneration specialization	Minor2	0	0.4	13
Computer power conditioning	Minor2	0	0.3	2
Standby or emergency power specialization	Minor2	1	0.7	8
Switchgear and related devices installation	Minor2	1	1.3	8
Electronic controls installation	Minor1	17	14.9	132
Computerized controls installation	Minor2	2	7.2	35
Energy management controls	Minor2	11	21.2	106
Environmental system control installation	Minor2	3	11.0	32
Communications specialization	Minor1	29	34.1	306
Cable television installation	Minor2	11	11.2	139
Fiber optic cable installation	Minor2	12	14.3	131
Sound equipment specialization	Minor2	66	11.9	143
Telephone and telephone equipment	Minor2	35	32.6	306
Voice, data, and video wiring contractor	Minor2	9	10.2	97
Safety and security specialization	Minor1	23	14.1	189
Access control systems specialization	Minor2	4	4.3	33
Closed circuit television installation	Minor2	2	1.6	16
Fire detection and burglar alarm systems	Minor2	47	34.2	425
Banking machine installation and service	Minor2	2	1.8	15
Computer installation	Minor2	12	6.8	68
General electrical contractor	Minor2	488	644.6	5,236
Lighting contractor	Minor2	11	12.7	95

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	1,351	1,618	1,742	1,825	1,910	19.8%	7.6%	4.8%	4.6%
<b>Sales (\$Millions)</b>	1,834	2,119	2,119	2,035	1,940	15.6%	0.0%	-3.9%	-4.7%
<b>Employment</b>	8,955	10,727	11,547	12,098	12,488	19.8%	7.6%	4.8%	3.2%
<b>Sales (RiyalsM)</b>	6,675	7,713	7,711	7,409	7,060	15.6%	0.0%	-3.9%	-4.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.36	1.31	1.22	1.12	1.02	-3.5%	-7.1%	-8.3%	-8.9%
<b>Sales (\$) per Emp.</b>	204,770	197,545	183,478	168,238	155,313	-3.5%	-7.1%	-8.3%	-7.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Riyals(M)/Estab.</b>	4.94	4.77	4.43	4.06	3.70	-3.5%	-7.1%	-8.3%	-8.9%
<b>Riyals per Emp.</b>	745,362	719,065	667,858	612,388	565,339	-3.5%	-7.1%	-8.3%	-7.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	610	185	111	74	24	12	3	1	722	1,742
<b>2023</b>	639	194	116	78	25	12	3	1	757	1,825
<b>2024</b>	669	203	122	81	27	13	3	1	792	1,910
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	181	174	246	393	328	345	202	195	55	2,119
<b>2023</b>	174	168	236	378	315	331	194	187	53	2,035
<b>2024</b>	166	160	225	360	300	315	185	178	50	1,940
	Employment by Size of Firm									Total
<b>2022</b>	1,524	1,072	1,511	2,233	1,441	1,466	827	750	722	11,547
<b>2023</b>	1,597	1,123	1,583	2,340	1,510	1,536	867	786	757	12,098
<b>2024</b>	1,671	1,175	1,656	2,449	1,580	1,607	735	822	792	12,488



# QATAR

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,095	726.0	5,083
Electric power systems contractors	Minor1	13	108.9	129
Cogeneration specialization	Minor2	0	0.6	12
Computer power conditioning	Minor2	0	0.4	2
Standby or emergency power specialization	Minor2	1	0.9	8
Switchgear and related devices installation	Minor2	0	1.7	7
Electronic controls installation	Minor1	15	20.1	121
Computerized controls installation	Minor2	2	9.7	32
Energy management controls	Minor2	10	28.5	97
Environmental system control installation	Minor2	3	14.8	29
Communications specialization	Minor1	27	46.0	280
Cable television installation	Minor2	10	15.1	127
Fiber optic cable installation	Minor2	11	19.3	119
Sound equipment specialization	Minor2	61	16.0	131
Telephone and telephone equipment	Minor2	32	43.9	280
Voice, data, and video wiring contractor	Minor2	8	13.8	89
Safety and security specialization	Minor1	21	18.9	173
Access control systems specialization	Minor2	3	5.8	30
Closed circuit television installation	Minor2	2	2.1	15
Fire detection and burglar alarm systems	Minor2	43	46.0	388
Banking machine installation and service	Minor2	1	2.4	14
Computer installation	Minor2	11	9.1	62
General electrical contractor	Minor2	446	868.4	4,784
Lighting contractor	Minor2	10	17.1	87

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	10,154	10,646	10,720	10,509	10,287	4.8%	0.7%	-2.0%	-2.1%
<b>Sales (\$Millions)</b>	3,106	3,781	4,222	4,480	4,761	21.7%	11.7%	6.1%	6.3%
<b>Employment</b>	67,308	70,566	71,061	69,658	67,266	4.8%	0.7%	-2.0%	-3.4%
<b>Sales (NLeusM)</b>	13,045	15,882	17,733	18,817	19,998	21.7%	11.7%	6.1%	6.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.31	0.36	0.39	0.43	0.46	16.1%	10.9%	8.3%	8.6%
<b>Sales (\$) per Emp.</b>	46,146	53,588	59,415	64,319	70,786	16.1%	10.9%	8.3%	10.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>NLeus(M)/Estab.</b>	1.28	1.49	1.65	1.79	1.94	16.1%	10.9%	8.3%	8.6%
<b>NLeus per Emp.</b>	193,815	225,068	249,543	270,138	297,300	16.1%	10.9%	8.3%	10.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	3,753	1,137	684	457	149	72	17	6	4,446	10,720
<b>2023</b>	3,679	1,115	670	448	146	70	17	6	4,358	10,509
<b>2024</b>	3,601	1,091	656	438	143	69	17	6	4,266	10,287
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	360	348	490	783	653	687	403	388	110	4,222
<b>2023</b>	383	369	520	831	693	729	428	411	117	4,480
<b>2024</b>	407	392	553	883	737	774	455	437	124	4,761
	Employment by Size of Firm									Total
<b>2022</b>	9,382	6,594	9,297	13,745	8,869	9,023	5,091	4,615	4,446	71,061
<b>2023</b>	9,197	6,464	9,114	13,473	8,694	8,844	4,990	4,524	4,358	69,658
<b>2024</b>	9,003	6,328	8,921	13,189	8,510	8,658	3,961	4,429	4,266	67,266

# ROMANIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,304	1,598.0	29,267
Electric power systems contractors	Minor1	73	239.8	743
Cogeneration specialization	Minor2	2	1.2	67
Computer power conditioning	Minor2	2	0.9	11
Standby or emergency power specialization	Minor2	5	2.0	44
Switchgear and related devices installation	Minor2	3	3.8	40
Electronic controls installation	Minor1	89	44.2	696
Computerized controls installation	Minor2	11	21.2	182
Energy management controls	Minor2	55	62.7	560
Environmental system control installation	Minor2	15	32.6	167
Communications specialization	Minor1	154	101.2	1,610
Cable television installation	Minor2	56	33.3	734
Fiber optic cable installation	Minor2	62	42.4	688
Sound equipment specialization	Minor2	349	35.3	752
Telephone and telephone equipment	Minor2	182	96.6	1,612
Voice, data, and video wiring contractor	Minor2	48	30.3	512
Safety and security specialization	Minor1	122	41.7	994
Access control systems specialization	Minor2	20	12.7	174
Closed circuit television installation	Minor2	9	4.6	86
Fire detection and burglar alarm systems	Minor2	249	101.3	2,236
Banking machine installation and service	Minor2	8	5.3	80
Computer installation	Minor2	61	20.1	359
General electrical contractor	Minor2	2,569	1,911.4	27,547
Lighting contractor	Minor2	60	37.7	499

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

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

# RUSSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	66,635	72,117	73,532	72,983	72,338	8.2%	2.0%	-0.7%	-0.9%
<b>Sales (\$Millions)</b>	18,078	21,488	22,516	22,564	22,521	18.9%	4.8%	0.2%	-0.2%
<b>Employment</b>	441,699	478,037	487,416	483,775	473,005	8.2%	2.0%	-0.7%	-2.2%
<b>Sales (RublesM)</b>	1,299,810	1,544,980	1,618,891	1,622,318	1,619,285	18.9%	4.8%	0.2%	-0.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.27	0.30	0.31	0.31	0.31	9.8%	2.8%	1.0%	0.7%
<b>Sales (\$) per Emp.</b>	40,928	44,950	46,194	46,641	47,613	9.8%	2.8%	1.0%	2.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rubles(M)/Estab.</b>	19.51	21.42	22.02	22.23	22.39	9.8%	2.8%	1.0%	0.7%
<b>Rubles per Emp.</b>	2,942,753	3,231,928	3,321,374	3,353,456	3,423,401	9.8%	2.8%	1.0%	2.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	25,740	7,799	4,689	3,132	1,024	491	120	42	30,495	73,532
<b>2023</b>	25,548	7,740	4,654	3,109	1,016	487	119	42	30,267	72,983
<b>2024</b>	25,322	7,672	4,613	3,081	1,007	483	118	41	30,000	72,338
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,922	1,853	2,614	4,177	3,484	3,662	2,150	2,068	585	22,516
<b>2023</b>	1,926	1,857	2,620	4,186	3,491	3,670	2,154	2,072	587	22,564
<b>2024</b>	1,923	1,854	2,615	4,178	3,485	3,663	2,150	2,068	586	22,521
	Employment by Size of Firm									Total
<b>2022</b>	64,350	45,232	63,770	94,275	60,833	61,886	34,917	31,658	30,495	487,416
<b>2023</b>	63,870	44,894	63,293	93,571	60,378	61,424	34,657	31,421	30,267	483,775
<b>2024</b>	63,305	44,497	62,734	92,744	59,845	60,881	27,856	31,144	30,000	473,005

# RUSSIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	43,781	8,047.7	203,259
Electric power systems contractors	Minor1	510	1,207.5	5,157
Cogeneration specialization	Minor2	17	6.2	468
Computer power conditioning	Minor2	17	4.4	80
Standby or emergency power specialization	Minor2	34	10.0	305
Switchgear and related devices installation	Minor2	18	19.1	276
Electronic controls installation	Minor1	615	222.4	4,834
Computerized controls installation	Minor2	77	107.0	1,263
Energy management controls	Minor2	385	316.0	3,886
Environmental system control installation	Minor2	102	164.4	1,157
Communications specialization	Minor1	1,070	509.8	11,179
Cable television installation	Minor2	386	167.7	5,095
Fiber optic cable installation	Minor2	428	213.8	4,776
Sound equipment specialization	Minor2	2,425	177.7	5,219
Telephone and telephone equipment	Minor2	1,266	486.4	11,197
Voice, data, and video wiring contractor	Minor2	336	152.7	3,555
Safety and security specialization	Minor1	846	210.0	6,904
Access control systems specialization	Minor2	137	63.8	1,208
Closed circuit television installation	Minor2	65	23.2	598
Fire detection and burglar alarm systems	Minor2	1,727	510.3	15,532
Banking machine installation and service	Minor2	58	26.5	554
Computer installation	Minor2	421	101.2	2,494
General electrical contractor	Minor2	17,844	9,626.2	191,314
Lighting contractor	Minor2	416	189.7	3,466

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

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

# SAUDI ARABIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	16,950	19,106	19,869	20,113	20,333	12.7%	4.0%	1.2%	1.1%
<b>Sales (\$Millions)</b>	9,583	11,399	12,014	12,103	12,150	18.9%	5.4%	0.7%	0.4%
<b>Employment</b>	112,353	126,645	131,703	133,324	132,954	12.7%	4.0%	1.2%	-0.3%
<b>Sales (RialsB)</b>	36	43	45	45	46	18.9%	5.4%	0.7%	0.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.57	0.60	0.60	0.60	0.60	5.5%	1.3%	-0.5%	-0.7%
<b>Sales (\$) per Emp.</b>	85,295	90,008	91,222	90,778	91,386	5.5%	1.3%	-0.5%	0.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	0.00	0.00	0.00	0.00	0.00	5.5%	1.3%	-0.5%	-0.7%
<b>Rials per Emp.</b>	320	338	342	340	343	5.5%	1.3%	-0.5%	0.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	6,955	2,107	1,267	846	277	133	32	11	8,240	19,869
<b>2023</b>	7,041	2,133	1,283	857	280	134	33	11	8,341	20,113
<b>2024</b>	7,118	2,156	1,297	866	283	136	33	12	8,433	20,333
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,026	989	1,395	2,229	1,859	1,954	1,147	1,103	312	12,014
<b>2023</b>	1,033	996	1,405	2,245	1,873	1,968	1,156	1,111	315	12,103
<b>2024</b>	1,037	1,000	1,411	2,254	1,880	1,976	1,160	1,116	316	12,150
	Employment by Size of Firm									Total
<b>2022</b>	17,388	12,222	17,231	25,474	16,437	16,722	9,435	8,554	8,240	131,703
<b>2023</b>	17,602	12,372	17,443	25,787	16,640	16,928	9,551	8,659	8,341	133,324
<b>2024</b>	17,794	12,507	17,633	26,069	16,821	17,113	7,830	8,754	8,433	132,954

# SAUDI ARABIA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,066	4,316.8	56,016
Electric power systems contractors	Minor1	140	647.7	1,421
Cogeneration specialization	Minor2	5	3.3	129
Computer power conditioning	Minor2	5	2.3	22
Standby or emergency power specialization	Minor2	9	5.4	84
Switchgear and related devices installation	Minor2	5	10.3	76
Electronic controls installation	Minor1	170	119.3	1,332
Computerized controls installation	Minor2	21	57.4	348
Energy management controls	Minor2	106	169.5	1,071
Environmental system control installation	Minor2	28	88.2	319
Communications specialization	Minor1	295	273.5	3,081
Cable television installation	Minor2	106	89.9	1,404
Fiber optic cable installation	Minor2	118	114.7	1,316
Sound equipment specialization	Minor2	668	95.3	1,438
Telephone and telephone equipment	Minor2	349	260.9	3,086
Voice, data, and video wiring contractor	Minor2	93	81.9	980
Safety and security specialization	Minor1	233	112.6	1,903
Access control systems specialization	Minor2	38	34.2	333
Closed circuit television installation	Minor2	18	12.4	165
Fire detection and burglar alarm systems	Minor2	476	273.7	4,280
Banking machine installation and service	Minor2	16	14.2	153
Computer installation	Minor2	116	54.3	687
General electrical contractor	Minor2	4,918	5,163.4	52,725
Lighting contractor	Minor2	115	101.8	955

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	2,649	2,937	3,028	3,039	3,046	10.9%	3.1%	0.4%	0.2%
<b>Sales (\$Millions)</b>	4,079	4,863	5,207	5,321	5,426	19.2%	7.1%	2.2%	2.0%
<b>Employment</b>	17,561	19,468	20,072	20,145	19,918	10.9%	3.1%	0.4%	-1.1%
<b>Sales (DollarsM)</b>	5,466	6,516	6,977	7,130	7,270	19.2%	7.1%	2.2%	2.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.54	1.66	1.72	1.75	1.78	7.5%	3.9%	1.8%	1.7%
<b>Sales (\$) per Emp.</b>	232,288	249,786	259,416	264,119	272,409	7.5%	3.9%	1.8%	3.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.06	2.22	2.30	2.35	2.39	7.5%	3.9%	1.8%	1.7%
<b>Dollars per Emp.</b>	311,266	334,714	347,617	353,920	365,028	7.5%	3.9%	1.8%	3.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,060	321	193	129	42	20	5	2	1,256	3,028
<b>2023</b>	1,064	322	194	129	42	20	5	2	1,260	3,039
<b>2024</b>	1,066	323	194	130	42	20	5	2	1,263	3,046
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	445	429	605	966	806	847	497	478	135	5,207
<b>2023</b>	454	438	618	987	823	865	508	489	138	5,321
<b>2024</b>	463	447	630	1,007	840	882	518	498	141	5,426
	Employment by Size of Firm									Total
<b>2022</b>	2,650	1,863	2,626	3,882	2,505	2,549	1,438	1,304	1,256	20,072
<b>2023</b>	2,660	1,869	2,636	3,896	2,514	2,558	1,443	1,308	1,260	20,145
<b>2024</b>	2,666	1,874	2,642	3,905	2,520	2,564	1,173	1,311	1,263	19,918



# SINGAPORE

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,823	1,897.8	8,464
Electric power systems contractors	Minor1	21	284.8	215
Cogeneration specialization	Minor2	1	1.5	19
Computer power conditioning	Minor2	1	1.0	3
Standby or emergency power specialization	Minor2	1	2.4	13
Switchgear and related devices installation	Minor2	1	4.5	11
Electronic controls installation	Minor1	26	52.4	201
Computerized controls installation	Minor2	3	25.2	53
Energy management controls	Minor2	16	74.5	162
Environmental system control installation	Minor2	4	38.8	48
Communications specialization	Minor1	45	120.2	465
Cable television installation	Minor2	16	39.5	212
Fiber optic cable installation	Minor2	18	50.4	199
Sound equipment specialization	Minor2	101	41.9	217
Telephone and telephone equipment	Minor2	53	114.7	466
Voice, data, and video wiring contractor	Minor2	14	36.0	148
Safety and security specialization	Minor1	35	49.5	288
Access control systems specialization	Minor2	6	15.0	50
Closed circuit television installation	Minor2	3	5.5	25
Fire detection and burglar alarm systems	Minor2	72	120.3	647
Banking machine installation and service	Minor2	2	6.3	23
Computer installation	Minor2	18	23.9	104
General electrical contractor	Minor2	743	2,270.0	7,967
Lighting contractor	Minor2	17	44.7	144

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

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

# SOUTH AFRICA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	17,579	19,512	20,156	20,269	20,354	11.0%	3.3%	0.6%	0.4%
<b>Sales (\$Millions)</b>	3,488	3,909	4,040	3,998	3,936	12.1%	3.3%	-1.0%	-1.5%
<b>Employment</b>	116,525	129,337	133,609	134,355	133,092	11.0%	3.3%	0.6%	-0.9%
<b>Sales (RandsM)</b>	53,714	60,202	62,212	61,570	60,617	12.1%	3.3%	-1.0%	-1.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.20	0.20	0.20	0.20	0.19	1.0%	0.0%	-1.6%	-2.0%
<b>Sales (\$) per Emp.</b>	29,933	30,225	30,235	29,757	29,575	1.0%	0.0%	-1.6%	-0.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rands(M)/Estab.</b>	3.06	3.09	3.09	3.04	2.98	1.0%	0.0%	-1.6%	-2.0%
<b>Rands per Emp.</b>	460,964	465,466	465,623	458,263	455,455	1.0%	0.0%	-1.6%	-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.	
<b>2022</b>	7,056	2,138	1,285	859	281	135	33	12	8,359	20,156
<b>2023</b>	7,095	2,150	1,292	863	282	135	33	12	8,406	20,269
<b>2024</b>	7,125	2,159	1,298	867	283	136	33	12	8,441	20,354
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	345	333	469	749	625	657	386	371	105	4,040
<b>2023</b>	341	329	464	742	619	650	382	367	104	3,998
<b>2024</b>	336	324	457	730	609	640	376	361	102	3,936
	Employment by Size of Firm									Total
<b>2022</b>	17,640	12,399	17,480	25,842	16,675	16,964	9,571	8,678	8,359	133,609
<b>2023</b>	17,738	12,468	17,578	25,987	16,768	17,059	9,625	8,726	8,406	134,355
<b>2024</b>	17,812	12,520	17,652	26,096	16,839	17,130	7,838	8,763	8,441	133,092

# SOUTH AFRICA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,159	1,426.0	56,449
Electric power systems contractors	Minor1	142	214.0	1,432
Cogeneration specialization	Minor2	5	1.1	130
Computer power conditioning	Minor2	5	0.8	22
Standby or emergency power specialization	Minor2	10	1.8	85
Switchgear and related devices installation	Minor2	5	3.4	77
Electronic controls installation	Minor1	171	39.4	1,343
Computerized controls installation	Minor2	21	19.0	351
Energy management controls	Minor2	107	56.0	1,079
Environmental system control installation	Minor2	28	29.1	321
Communications specialization	Minor1	297	90.3	3,105
Cable television installation	Minor2	107	29.7	1,415
Fiber optic cable installation	Minor2	119	37.9	1,326
Sound equipment specialization	Minor2	674	31.5	1,449
Telephone and telephone equipment	Minor2	352	86.2	3,110
Voice, data, and video wiring contractor	Minor2	93	27.1	987
Safety and security specialization	Minor1	235	37.2	1,917
Access control systems specialization	Minor2	38	11.3	335
Closed circuit television installation	Minor2	18	4.1	166
Fire detection and burglar alarm systems	Minor2	480	90.4	4,314
Banking machine installation and service	Minor2	16	4.7	154
Computer installation	Minor2	117	17.9	693
General electrical contractor	Minor2	4,956	1,705.7	53,132
Lighting contractor	Minor2	116	33.6	963

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

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

# SOUTH KOREA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	25,497	27,724	28,358	28,236	28,076	8.7%	2.3%	-0.4%	-0.6%
<b>Sales (\$Millions)</b>	20,440	23,463	25,032	25,494	25,903	14.8%	6.7%	1.8%	1.6%
<b>Employment</b>	169,014	183,771	187,974	187,165	183,582	8.7%	2.3%	-0.4%	-1.9%
<b>Sales (WonB)</b>	24,038	27,593	29,438	29,981	30,461	14.8%	6.7%	1.8%	1.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.80	0.85	0.88	0.90	0.92	5.6%	4.3%	2.3%	2.2%
<b>Sales (\$) per Emp.</b>	120,939	127,676	133,167	136,212	141,095	5.6%	4.3%	2.3%	3.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Won(B)/Estab.</b>	0.94	1.00	1.04	1.06	1.08	5.6%	4.3%	2.3%	2.2%
<b>Won per Emp.</b>	142,225	150,147	156,604	160,185	165,928	5.6%	4.3%	2.3%	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.	
<b>2022</b>	9,927	3,008	1,808	1,208	395	189	46	16	11,761	28,358
<b>2023</b>	9,884	2,995	1,801	1,203	393	188	46	16	11,710	28,236
<b>2024</b>	9,828	2,978	1,790	1,196	391	187	46	16	11,644	28,076
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	2,137	2,061	2,906	4,644	3,873	4,071	2,390	2,299	651	25,032
<b>2023</b>	2,177	2,099	2,960	4,729	3,945	4,146	2,434	2,341	663	25,494
<b>2024</b>	2,212	2,132	3,008	4,805	4,008	4,213	2,473	2,379	674	25,903
	Employment by Size of Firm									Total
<b>2022</b>	24,817	17,444	24,593	36,358	23,460	23,867	13,466	12,209	11,761	187,974
<b>2023</b>	24,710	17,369	24,487	36,201	23,359	23,764	13,408	12,156	11,710	187,165
<b>2024</b>	24,570	17,270	24,348	35,996	23,227	23,629	10,811	12,087	11,644	183,582

# SOUTH KOREA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	16,938	9,093.0	78,638
Electric power systems contractors	Minor1	197	1,364.4	1,995
Cogeneration specialization	Minor2	7	7.1	181
Computer power conditioning	Minor2	7	4.9	31
Standby or emergency power specialization	Minor2	13	11.3	118
Switchgear and related devices installation	Minor2	7	21.6	107
Electronic controls installation	Minor1	238	251.3	1,870
Computerized controls installation	Minor2	30	120.9	488
Energy management controls	Minor2	149	357.1	1,503
Environmental system control installation	Minor2	39	185.7	448
Communications specialization	Minor1	414	576.0	4,325
Cable television installation	Minor2	149	189.4	1,971
Fiber optic cable installation	Minor2	166	241.5	1,848
Sound equipment specialization	Minor2	938	200.8	2,019
Telephone and telephone equipment	Minor2	490	549.6	4,332
Voice, data, and video wiring contractor	Minor2	130	172.5	1,375
Safety and security specialization	Minor1	327	237.2	2,671
Access control systems specialization	Minor2	53	72.0	467
Closed circuit television installation	Minor2	25	26.2	231
Fire detection and burglar alarm systems	Minor2	668	576.6	6,009
Banking machine installation and service	Minor2	22	30.0	214
Computer installation	Minor2	163	114.3	965
General electrical contractor	Minor2	6,903	10,876.4	74,017
Lighting contractor	Minor2	161	214.4	1,341

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

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

# SPAIN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	19,450	21,037	21,431	21,253	21,047	8.2%	1.9%	-0.8%	-1.0%
<b>Sales (\$Millions)</b>	14,552	16,778	17,504	17,472	17,365	15.3%	4.3%	-0.2%	-0.6%
<b>Employment</b>	128,925	139,448	142,061	140,878	137,622	8.2%	1.9%	-0.8%	-2.3%
<b>Sales (EurosM)</b>	12,544	14,462	15,088	15,061	14,968	15.3%	4.3%	-0.2%	-0.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.75	0.80	0.82	0.82	0.83	6.6%	2.4%	0.7%	0.4%
<b>Sales (\$) per Emp.</b>	112,871	120,316	123,214	124,025	126,177	6.6%	2.4%	0.7%	1.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.64	0.69	0.70	0.71	0.71	6.6%	2.4%	0.7%	0.4%
<b>Euros per Emp.</b>	97,295	103,712	106,211	106,910	108,765	6.6%	2.4%	0.7%	1.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	7,502	2,273	1,367	913	298	143	35	12	8,888	21,431
<b>2023</b>	7,440	2,254	1,355	905	296	142	35	12	8,814	21,253
<b>2024</b>	7,368	2,232	1,342	896	293	140	34	12	8,729	21,047
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	1,494	1,441	2,032	3,247	2,709	2,847	1,671	1,607	455	17,504
<b>2023</b>	1,492	1,438	2,029	3,241	2,704	2,842	1,668	1,604	454	17,472
<b>2024</b>	1,483	1,429	2,016	3,221	2,687	2,824	1,658	1,595	452	17,365
	Employment by Size of Firm									Total
<b>2022</b>	18,755	13,183	18,586	27,477	17,730	18,037	10,177	9,227	8,888	142,061
<b>2023</b>	18,599	13,073	18,431	27,248	17,582	17,887	10,092	9,150	8,814	140,878
<b>2024</b>	18,419	12,947	18,253	26,984	17,412	17,714	8,105	9,061	8,729	137,622

# SPAIN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,749	6,231.9	59,190
Electric power systems contractors	Minor1	148	935.1	1,502
Cogeneration specialization	Minor2	5	4.8	136
Computer power conditioning	Minor2	5	3.4	23
Standby or emergency power specialization	Minor2	10	7.7	89
Switchgear and related devices installation	Minor2	5	14.8	80
Electronic controls installation	Minor1	179	172.2	1,408
Computerized controls installation	Minor2	22	82.8	368
Energy management controls	Minor2	112	244.7	1,132
Environmental system control installation	Minor2	30	127.3	337
Communications specialization	Minor1	312	394.8	3,255
Cable television installation	Minor2	112	129.8	1,484
Fiber optic cable installation	Minor2	125	165.5	1,391
Sound equipment specialization	Minor2	706	137.6	1,520
Telephone and telephone equipment	Minor2	369	376.7	3,261
Voice, data, and video wiring contractor	Minor2	98	118.3	1,035
Safety and security specialization	Minor1	246	162.6	2,011
Access control systems specialization	Minor2	40	49.4	352
Closed circuit television installation	Minor2	19	17.9	174
Fire detection and burglar alarm systems	Minor2	503	395.1	4,523
Banking machine installation and service	Minor2	17	20.6	161
Computer installation	Minor2	123	78.3	726
General electrical contractor	Minor2	5,196	7,454.2	55,712
Lighting contractor	Minor2	121	146.9	1,009

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	4,356	4,746	4,865	4,855	4,838	9.0%	2.5%	-0.2%	-0.3%
<b>Sales (\$Millions)</b>	6,076	6,696	6,950	6,905	6,828	10.2%	3.8%	-0.6%	-1.1%
<b>Employment</b>	28,875	31,461	32,251	32,183	31,637	9.0%	2.5%	-0.2%	-1.7%
<b>Sales (KronasM)</b>	51,643	56,915	59,074	58,696	58,039	10.2%	3.8%	-0.6%	-1.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.39	1.41	1.43	1.42	1.41	1.1%	1.2%	-0.4%	-0.8%
<b>Sales (\$) per Emp.</b>	210,414	212,833	215,491	214,564	215,828	1.1%	1.2%	-0.4%	0.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kronas(M)/Estab.</b>	11.86	11.99	12.14	12.09	12.00	1.1%	1.2%	-0.4%	-0.8%
<b>Kronas per Emp.</b>	1,788,518	1,809,076	1,831,672	1,823,794	1,834,537	1.1%	1.2%	-0.4%	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.	
<b>2022</b>	1,703	516	310	207	68	32	8	3	2,018	4,865
<b>2023</b>	1,700	515	310	207	68	32	8	3	2,014	4,855
<b>2024</b>	1,694	513	309	206	67	32	8	3	2,007	4,838
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	593	572	807	1,289	1,075	1,130	664	638	181	6,950
<b>2023</b>	590	568	802	1,281	1,069	1,123	659	634	180	6,905
<b>2024</b>	583	562	793	1,267	1,057	1,111	652	627	178	6,828
	Employment by Size of Firm									Total
<b>2022</b>	4,258	2,993	4,219	6,238	4,025	4,095	2,310	2,095	2,018	32,251
<b>2023</b>	4,249	2,987	4,211	6,225	4,017	4,086	2,306	2,090	2,014	32,183
<b>2024</b>	4,234	2,976	4,196	6,203	4,003	4,072	1,863	2,083	2,007	31,637



# SWEDEN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,913	2,463.0	13,522
Electric power systems contractors	Minor1	34	369.6	343
Cogeneration specialization	Minor2	1	1.9	31
Computer power conditioning	Minor2	1	1.3	5
Standby or emergency power specialization	Minor2	2	3.1	20
Switchgear and related devices installation	Minor2	1	5.9	18
Electronic controls installation	Minor1	41	68.1	322
Computerized controls installation	Minor2	5	32.7	84
Energy management controls	Minor2	26	96.7	259
Environmental system control installation	Minor2	7	50.3	77
Communications specialization	Minor1	71	156.0	744
Cable television installation	Minor2	26	51.3	339
Fiber optic cable installation	Minor2	28	65.4	318
Sound equipment specialization	Minor2	161	54.4	347
Telephone and telephone equipment	Minor2	84	148.9	745
Voice, data, and video wiring contractor	Minor2	22	46.7	236
Safety and security specialization	Minor1	56	64.3	459
Access control systems specialization	Minor2	9	19.5	80
Closed circuit television installation	Minor2	4	7.1	40
Fire detection and burglar alarm systems	Minor2	115	156.2	1,033
Banking machine installation and service	Minor2	4	8.1	37
Computer installation	Minor2	28	31.0	166
General electrical contractor	Minor2	1,187	2,946.0	12,727
Lighting contractor	Minor2	28	58.1	231

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	3,939	4,315	4,431	4,428	4,420	9.5%	2.7%	-0.1%	-0.2%
<b>Sales (\$Millions)</b>	8,895	9,757	10,261	10,316	10,333	9.7%	5.2%	0.5%	0.2%
<b>Employment</b>	26,111	28,603	29,368	29,353	28,900	9.5%	2.7%	-0.1%	-1.5%
<b>Sales (SFrancsM)</b>	8,094	8,879	9,338	9,388	9,403	9.7%	5.2%	0.5%	0.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	2.26	2.26	2.32	2.33	2.34	0.1%	2.4%	0.6%	0.4%
<b>Sales (\$) per Emp.</b>	340,646	341,132	349,389	351,446	357,549	0.1%	2.4%	0.6%	1.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>SFrancs(M)/Estab.</b>	2.05	2.06	2.11	2.12	2.13	0.1%	2.4%	0.6%	0.4%
<b>SFrancs per Emp.</b>	309,988	310,430	317,944	319,816	325,370	0.1%	2.4%	0.6%	1.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	1,551	470	283	189	62	30	7	3	1,837	4,431
<b>2023</b>	1,550	470	282	189	62	30	7	3	1,836	4,428
<b>2024</b>	1,547	469	282	188	62	29	7	3	1,833	4,420
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	876	845	1,191	1,903	1,588	1,669	980	942	267	10,261
<b>2023</b>	881	849	1,198	1,914	1,596	1,678	985	947	268	10,316
<b>2024</b>	882	851	1,200	1,917	1,599	1,681	987	949	269	10,333
	Employment by Size of Firm									Total
<b>2022</b>	3,877	2,725	3,842	5,680	3,665	3,729	2,104	1,907	1,837	29,368
<b>2023</b>	3,875	2,724	3,840	5,677	3,663	3,727	2,103	1,906	1,836	29,353
<b>2024</b>	3,868	2,719	3,833	5,667	3,656	3,720	1,702	1,903	1,833	28,900

# SWITZERLAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,656	3,679.4	12,333
Electric power systems contractors	Minor1	31	552.1	313
Cogeneration specialization	Minor2	1	2.9	28
Computer power conditioning	Minor2	1	2.0	5
Standby or emergency power specialization	Minor2	2	4.6	19
Switchgear and related devices installation	Minor2	1	8.7	17
Electronic controls installation	Minor1	37	101.7	293
Computerized controls installation	Minor2	5	48.9	77
Energy management controls	Minor2	23	144.5	236
Environmental system control installation	Minor2	6	75.1	70
Communications specialization	Minor1	65	233.1	678
Cable television installation	Minor2	23	76.7	309
Fiber optic cable installation	Minor2	26	97.7	290
Sound equipment specialization	Minor2	147	81.2	317
Telephone and telephone equipment	Minor2	77	222.4	679
Voice, data, and video wiring contractor	Minor2	20	69.8	216
Safety and security specialization	Minor1	51	96.0	419
Access control systems specialization	Minor2	8	29.2	73
Closed circuit television installation	Minor2	4	10.6	36
Fire detection and burglar alarm systems	Minor2	105	233.3	942
Banking machine installation and service	Minor2	3	12.1	34
Computer installation	Minor2	26	46.2	151
General electrical contractor	Minor2	1,083	4,401.1	11,608
Lighting contractor	Minor2	25	86.7	210

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

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

# TAIWAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	12,809	13,845	14,114	14,007	13,881	8.1%	1.9%	-0.8%	-0.9%
<b>Sales (\$Millions)</b>	7,346	8,109	8,750	9,004	9,252	10.4%	7.9%	2.9%	2.8%
<b>Employment</b>	84,908	91,771	93,559	92,848	90,768	8.1%	1.9%	-0.8%	-2.2%
<b>Sales (DollarsM)</b>	204,224	225,429	243,264	250,319	257,217	10.4%	7.9%	2.9%	2.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.57	0.59	0.62	0.64	0.67	2.1%	5.8%	3.7%	3.7%
<b>Sales (\$) per Emp.</b>	86,519	88,361	93,529	96,979	101,934	2.1%	5.8%	3.7%	5.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	15.94	16.28	17.24	17.87	18.53	2.1%	5.8%	3.7%	3.7%
<b>Dollars per Emp.</b>	2,405,223	2,456,433	2,600,115	2,696,026	2,833,773	2.1%	5.8%	3.7%	5.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	4,941	1,497	900	601	197	94	23	8	5,854	14,114
<b>2023</b>	4,903	1,486	893	597	195	93	23	8	5,809	14,007
<b>2024</b>	4,859	1,472	885	591	193	93	23	8	5,757	13,881
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	747	720	1,016	1,623	1,354	1,423	836	804	228	8,750
<b>2023</b>	769	741	1,045	1,670	1,393	1,464	860	827	234	9,004
<b>2024</b>	790	762	1,074	1,716	1,432	1,505	883	850	241	9,252
	Employment by Size of Firm									Total
<b>2022</b>	12,352	8,682	12,240	18,096	11,677	11,879	6,702	6,077	5,854	93,559
<b>2023</b>	12,258	8,616	12,147	17,958	11,588	11,789	6,651	6,030	5,809	92,848
<b>2024</b>	12,148	8,539	12,038	17,797	11,484	11,683	5,345	5,976	5,757	90,768

# TAIWAN

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,403	3,211.6	39,010
Electric power systems contractors	Minor1	98	481.9	990
Cogeneration specialization	Minor2	3	2.5	90
Computer power conditioning	Minor2	3	1.7	15
Standby or emergency power specialization	Minor2	7	4.0	59
Switchgear and related devices installation	Minor2	4	7.6	53
Electronic controls installation	Minor1	118	88.7	928
Computerized controls installation	Minor2	15	42.7	242
Energy management controls	Minor2	74	126.1	746
Environmental system control installation	Minor2	20	65.6	222
Communications specialization	Minor1	205	203.4	2,145
Cable television installation	Minor2	74	66.9	978
Fiber optic cable installation	Minor2	82	85.3	917
Sound equipment specialization	Minor2	465	70.9	1,002
Telephone and telephone equipment	Minor2	243	194.1	2,149
Voice, data, and video wiring contractor	Minor2	64	60.9	682
Safety and security specialization	Minor1	162	83.8	1,325
Access control systems specialization	Minor2	26	25.4	232
Closed circuit television installation	Minor2	13	9.2	115
Fire detection and burglar alarm systems	Minor2	331	203.6	2,981
Banking machine installation and service	Minor2	11	10.6	106
Computer installation	Minor2	81	40.4	479
General electrical contractor	Minor2	3,425	3,841.5	36,718
Lighting contractor	Minor2	80	75.7	665

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

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

# THAILAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	35,936	38,516	39,235	38,906	38,526	7.2%	1.9%	-0.8%	-1.0%
<b>Sales (\$Millions)</b>	6,433	7,827	8,595	8,985	9,393	21.7%	9.8%	4.5%	4.5%
<b>Employment</b>	238,210	255,312	260,077	257,893	251,916	7.2%	1.9%	-0.8%	-2.3%
<b>Sales (BahtsM)</b>	213,592	259,854	285,354	298,296	311,852	21.7%	9.8%	4.5%	4.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.18	0.20	0.22	0.23	0.24	13.5%	7.8%	5.4%	5.6%
<b>Sales (\$) per Emp.</b>	27,008	30,656	33,048	34,839	37,287	13.5%	7.8%	5.4%	7.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Bahts(M)/Estab.</b>	5.94	6.75	7.27	7.67	8.09	13.5%	7.8%	5.4%	5.6%
<b>Bahts per Emp.</b>	896,653	1,017,792	1,097,189	1,156,663	1,237,921	13.5%	7.8%	5.4%	7.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	13,735	4,161	2,502	1,671	546	262	64	22	16,272	39,235
<b>2023</b>	13,619	4,126	2,481	1,657	542	260	64	22	16,135	38,906
<b>2024</b>	13,486	4,086	2,457	1,641	537	257	63	22	15,978	38,526
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	734	708	998	1,594	1,330	1,398	821	789	223	8,595
<b>2023</b>	767	740	1,043	1,667	1,390	1,461	858	825	234	8,985
<b>2024</b>	802	773	1,091	1,742	1,453	1,528	897	863	244	9,393
	Employment by Size of Firm									Total
<b>2022</b>	34,336	24,135	34,026	50,304	32,459	33,022	18,631	16,892	16,272	260,077
<b>2023</b>	34,048	23,932	33,741	49,881	32,187	32,744	18,475	16,750	16,135	257,893
<b>2024</b>	33,715	23,698	33,411	49,394	31,872	32,425	14,836	16,587	15,978	251,916

# THAILAND

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	23,339	3,204.6	108,354
Electric power systems contractors	Minor1	272	480.8	2,749
Cogeneration specialization	Minor2	9	2.5	249
Computer power conditioning	Minor2	9	1.7	42
Standby or emergency power specialization	Minor2	18	4.0	163
Switchgear and related devices installation	Minor2	10	7.6	147
Electronic controls installation	Minor1	328	88.5	2,577
Computerized controls installation	Minor2	41	42.6	673
Energy management controls	Minor2	205	125.8	2,072
Environmental system control installation	Minor2	54	65.5	617
Communications specialization	Minor1	570	203.0	5,959
Cable television installation	Minor2	206	66.8	2,716
Fiber optic cable installation	Minor2	228	85.1	2,546
Sound equipment specialization	Minor2	1,293	70.8	2,782
Telephone and telephone equipment	Minor2	675	193.7	5,969
Voice, data, and video wiring contractor	Minor2	179	60.8	1,895
Safety and security specialization	Minor1	451	83.6	3,681
Access control systems specialization	Minor2	73	25.4	644
Closed circuit television installation	Minor2	35	9.2	319
Fire detection and burglar alarm systems	Minor2	921	203.2	8,280
Banking machine installation and service	Minor2	31	10.6	295
Computer installation	Minor2	225	40.3	1,330
General electrical contractor	Minor2	9,512	3,833.1	101,987
Lighting contractor	Minor2	222	75.6	1,848

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

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

# TURKEY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	30,550	33,696	34,710	34,805	34,852	10.3%	3.0%	0.3%	0.1%
<b>Sales (\$Millions)</b>	7,449	8,038	7,976	7,611	7,198	7.9%	-0.8%	-4.6%	-5.4%
<b>Employment</b>	202,503	223,359	230,082	230,711	227,893	10.3%	3.0%	0.3%	-1.2%
<b>Sales (LirasM)</b>	70,762	76,365	75,769	72,306	68,386	7.9%	-0.8%	-4.6%	-5.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.24	0.24	0.23	0.22	0.21	-2.2%	-3.7%	-4.8%	-5.5%
<b>Sales (\$) per Emp.</b>	36,783	35,989	34,665	32,990	31,587	-2.2%	-3.7%	-4.8%	-4.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Liras(M)/Estab.</b>	2.32	2.27	2.18	2.08	1.96	-2.2%	-3.7%	-4.8%	-5.5%
<b>Liras per Emp.</b>	349,435	341,892	329,313	313,404	300,078	-2.2%	-3.7%	-4.8%	-4.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	12,150	3,681	2,213	1,478	483	232	57	20	14,395	34,710
<b>2023</b>	12,184	3,691	2,219	1,483	485	232	57	20	14,434	34,805
<b>2024</b>	12,200	3,696	2,222	1,485	485	233	57	20	14,454	34,852
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	681	657	926	1,480	1,234	1,297	762	732	207	7,976
<b>2023</b>	650	627	884	1,412	1,178	1,238	727	699	198	7,611
<b>2024</b>	615	593	836	1,335	1,114	1,171	687	661	187	7,198
	Employment by Size of Firm									Total
<b>2022</b>	30,376	21,351	30,102	44,502	28,716	29,213	16,483	14,944	14,395	230,082
<b>2023</b>	30,459	21,410	30,184	44,624	28,794	29,293	16,528	14,985	14,434	230,711
<b>2024</b>	30,500	21,439	30,225	44,684	28,833	29,332	13,421	15,005	14,454	227,893



# TURKEY

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	20,879	2,714.7	96,933
Electric power systems contractors	Minor1	243	407.3	2,459
Cogeneration specialization	Minor2	8	2.1	223
Computer power conditioning	Minor2	8	1.5	38
Standby or emergency power specialization	Minor2	16	3.4	146
Switchgear and related devices installation	Minor2	9	6.4	131
Electronic controls installation	Minor1	293	75.0	2,305
Computerized controls installation	Minor2	37	36.1	602
Energy management controls	Minor2	183	106.6	1,853
Environmental system control installation	Minor2	49	55.4	552
Communications specialization	Minor1	510	172.0	5,331
Cable television installation	Minor2	184	56.6	2,430
Fiber optic cable installation	Minor2	204	72.1	2,278
Sound equipment specialization	Minor2	1,157	59.9	2,489
Telephone and telephone equipment	Minor2	604	164.1	5,340
Voice, data, and video wiring contractor	Minor2	160	51.5	1,695
Safety and security specialization	Minor1	404	70.8	3,293
Access control systems specialization	Minor2	65	21.5	576
Closed circuit television installation	Minor2	31	7.8	285
Fire detection and burglar alarm systems	Minor2	824	172.1	7,407
Banking machine installation and service	Minor2	27	9.0	264
Computer installation	Minor2	201	34.1	1,190
General electrical contractor	Minor2	8,510	3,247.1	91,237
Lighting contractor	Minor2	198	64.0	1,653

\*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			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	21,449	23,025	23,374	23,098	22,794	7.3%	1.5%	-1.2%	-1.3%
<b>Sales (\$Millions)</b>	1,803	2,226	2,517	2,702	2,909	23.4%	13.1%	7.4%	7.6%
<b>Employment</b>	142,178	152,623	154,937	153,108	149,045	7.3%	1.5%	-1.2%	-2.7%
<b>Sales (HryvnaM)</b>	47,237	58,310	65,948	70,801	76,207	23.4%	13.1%	7.4%	7.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.08	0.10	0.11	0.12	0.13	15.0%	11.4%	8.6%	9.1%
<b>Sales (\$) per Emp.</b>	12,681	14,582	16,246	17,650	19,515	15.0%	11.4%	8.6%	10.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Hryvna(M)/Estab.</b>	2.20	2.53	2.82	3.07	3.34	15.0%	11.4%	8.6%	9.1%
<b>Hryvna per Emp.</b>	332,238	382,053	425,642	462,426	511,301	15.0%	11.4%	8.6%	10.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	8,182	2,479	1,490	996	326	156	38	13	9,694	23,374
<b>2023</b>	8,086	2,450	1,473	984	322	154	38	13	9,579	23,098
<b>2024</b>	7,979	2,417	1,453	971	317	152	37	13	9,453	22,794
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	215	207	292	467	389	409	240	231	65	2,517
<b>2023</b>	231	222	314	501	418	440	258	248	70	2,702
<b>2024</b>	248	239	338	540	450	473	278	267	76	2,909
	Employment by Size of Firm									Total
<b>2022</b>	20,455	14,378	20,271	29,968	19,337	19,672	11,099	10,063	9,694	154,937
<b>2023</b>	20,214	14,208	20,031	29,614	19,109	19,440	10,968	9,944	9,579	153,108
<b>2024</b>	19,948	14,021	19,768	29,224	18,857	19,184	8,777	9,813	9,453	149,045

# UKRAINE

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,856	963.8	64,328
Electric power systems contractors	Minor1	161	144.6	1,632
Cogeneration specialization	Minor2	5	0.7	148
Computer power conditioning	Minor2	5	0.5	25
Standby or emergency power specialization	Minor2	11	1.2	97
Switchgear and related devices installation	Minor2	6	2.3	87
Electronic controls installation	Minor1	195	26.6	1,530
Computerized controls installation	Minor2	24	12.8	400
Energy management controls	Minor2	122	37.8	1,230
Environmental system control installation	Minor2	32	19.7	366
Communications specialization	Minor1	339	61.1	3,538
Cable television installation	Minor2	122	20.1	1,612
Fiber optic cable installation	Minor2	135	25.6	1,511
Sound equipment specialization	Minor2	768	21.3	1,652
Telephone and telephone equipment	Minor2	401	58.3	3,544
Voice, data, and video wiring contractor	Minor2	106	18.3	1,125
Safety and security specialization	Minor1	268	25.1	2,185
Access control systems specialization	Minor2	43	7.6	382
Closed circuit television installation	Minor2	21	2.8	189
Fire detection and burglar alarm systems	Minor2	547	61.1	4,916
Banking machine installation and service	Minor2	18	3.2	175
Computer installation	Minor2	133	12.1	789
General electrical contractor	Minor2	5,647	1,152.9	60,548
Lighting contractor	Minor2	132	22.7	1,097

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

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

# UNITED ARAB EMIRATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	5,496	6,172	6,378	6,416	6,444	12.3%	3.3%	0.6%	0.4%
<b>Sales (\$Millions)</b>	5,140	6,035	6,223	6,146	6,037	17.4%	3.1%	-1.2%	-1.8%
<b>Employment</b>	36,433	40,915	42,278	42,527	42,139	12.3%	3.3%	0.6%	-0.9%
<b>Sales (DirhamM)</b>	18,863	22,150	22,837	22,555	22,156	17.4%	3.1%	-1.2%	-1.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.94	0.98	0.98	0.96	0.94	4.6%	-0.2%	-1.8%	-2.2%
<b>Sales (\$) per Emp.</b>	141,071	147,512	147,184	144,519	143,269	4.6%	-0.2%	-1.8%	-0.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dirham(M)/Estab.</b>	3.43	3.59	3.58	3.52	3.44	4.6%	-0.2%	-1.8%	-2.2%
<b>Dirham per Emp.</b>	517,732	541,370	540,164	530,386	525,799	4.6%	-0.2%	-1.8%	-0.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	2,233	676	407	272	89	43	10	4	2,645	6,378
<b>2023</b>	2,246	680	409	273	89	43	10	4	2,661	6,416
<b>2024</b>	2,256	683	411	274	90	43	11	4	2,673	6,444
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	531	512	723	1,154	963	1,012	594	571	162	6,223
<b>2023</b>	525	506	714	1,140	951	1,000	587	564	160	6,146
<b>2024</b>	515	497	701	1,120	934	982	576	554	157	6,037
	Employment by Size of Firm									Total
<b>2022</b>	5,582	3,923	5,531	8,177	5,277	5,368	3,029	2,746	2,645	42,278
<b>2023</b>	5,615	3,946	5,564	8,225	5,308	5,400	3,047	2,762	2,661	42,527
<b>2024</b>	5,640	3,964	5,589	8,262	5,331	5,424	2,482	2,774	2,673	42,139

# UNITED ARAB EMIRATES

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,849	2,192.1	17,868
Electric power systems contractors	Minor1	45	328.9	453
Cogeneration specialization	Minor2	2	1.7	41
Computer power conditioning	Minor2	2	1.2	7
Standby or emergency power specialization	Minor2	3	2.7	27
Switchgear and related devices installation	Minor2	2	5.2	24
Electronic controls installation	Minor1	54	60.6	425
Computerized controls installation	Minor2	7	29.1	111
Energy management controls	Minor2	34	86.1	342
Environmental system control installation	Minor2	9	44.8	102
Communications specialization	Minor1	94	138.9	983
Cable television installation	Minor2	34	45.7	448
Fiber optic cable installation	Minor2	38	58.2	420
Sound equipment specialization	Minor2	213	48.4	459
Telephone and telephone equipment	Minor2	111	132.5	984
Voice, data, and video wiring contractor	Minor2	30	41.6	312
Safety and security specialization	Minor1	74	57.2	607
Access control systems specialization	Minor2	12	17.4	106
Closed circuit television installation	Minor2	6	6.3	53
Fire detection and burglar alarm systems	Minor2	152	139.0	1,365
Banking machine installation and service	Minor2	5	7.2	49
Computer installation	Minor2	37	27.6	219
General electrical contractor	Minor2	1,569	2,622.0	16,818
Lighting contractor	Minor2	37	51.7	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.

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

# UNITED KINGDOM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	27,827	30,403	31,151	31,069	30,946	9.3%	2.5%	-0.3%	-0.4%
<b>Sales (\$Millions)</b>	29,642	32,289	32,799	31,964	30,940	8.9%	1.6%	-2.5%	-3.2%
<b>Employment</b>	184,453	201,528	206,488	205,948	202,349	9.3%	2.5%	-0.3%	-1.7%
<b>Sales (PoundsM)</b>	21,727	23,668	24,042	23,430	22,679	8.9%	1.6%	-2.5%	-3.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.07	1.06	1.05	1.03	1.00	-0.3%	-0.9%	-2.3%	-2.8%
<b>Sales (\$) per Emp.</b>	160,701	160,223	158,842	155,205	152,906	-0.3%	-0.9%	-2.3%	-1.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	0.78	0.78	0.77	0.75	0.73	-0.3%	-0.9%	-2.3%	-2.8%
<b>Pounds per Emp.</b>	117,794	117,443	116,431	113,765	112,080	-0.3%	-0.9%	-2.3%	-1.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	10,904	3,304	1,986	1,327	434	208	51	18	12,919	31,151
<b>2023</b>	10,876	3,295	1,981	1,323	433	207	51	18	12,885	31,069
<b>2024</b>	10,833	3,282	1,973	1,318	431	207	51	18	12,834	30,946
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	2,800	2,700	3,808	6,084	5,075	5,334	3,132	3,012	853	32,799
<b>2023</b>	2,729	2,631	3,711	5,930	4,946	5,199	3,052	2,935	831	31,964
<b>2024</b>	2,642	2,547	3,592	5,740	4,788	5,032	2,954	2,841	805	30,940
	Employment by Size of Firm									Total
<b>2022</b>	27,261	19,162	27,015	39,939	25,771	26,217	14,792	13,411	12,919	206,488
<b>2023</b>	27,190	19,112	26,945	39,834	25,704	26,149	14,754	13,376	12,885	205,948
<b>2024</b>	27,082	19,036	26,837	39,675	25,601	26,045	11,917	13,323	12,834	202,349

# UNITED KINGDOM

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,638	11,400.7	86,529
Electric power systems contractors	Minor1	217	1,710.6	2,195
Cogeneration specialization	Minor2	7	8.8	199
Computer power conditioning	Minor2	7	6.2	34
Standby or emergency power specialization	Minor2	15	14.2	130
Switchgear and related devices installation	Minor2	8	27.1	117
Electronic controls installation	Minor1	262	315.0	2,058
Computerized controls installation	Minor2	33	151.6	537
Energy management controls	Minor2	164	447.7	1,654
Environmental system control installation	Minor2	43	232.8	493
Communications specialization	Minor1	456	722.2	4,759
Cable television installation	Minor2	164	237.5	2,169
Fiber optic cable installation	Minor2	182	302.8	2,033
Sound equipment specialization	Minor2	1,033	251.7	2,222
Telephone and telephone equipment	Minor2	539	689.1	4,767
Voice, data, and video wiring contractor	Minor2	143	216.3	1,513
Safety and security specialization	Minor1	360	297.4	2,939
Access control systems specialization	Minor2	58	90.3	514
Closed circuit television installation	Minor2	28	32.8	255
Fire detection and burglar alarm systems	Minor2	735	722.9	6,612
Banking machine installation and service	Minor2	25	37.6	236
Computer installation	Minor2	179	143.3	1,062
General electrical contractor	Minor2	7,596	13,636.7	81,445
Lighting contractor	Minor2	177	268.8	1,476

\*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.

# UNITED STATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	131,696	143,500	146,890	146,365	145,641	9.0%	2.4%	-0.4%	-0.5%
<b>Sales (\$Millions)</b>	217,470	247,236	264,154	269,388	274,103	13.7%	6.8%	2.0%	1.8%
<b>Employment</b>	872,968	951,210	973,682	970,203	952,328	9.0%	2.4%	-0.4%	-1.8%
<b>Sales (DollarsM)</b>	217,470	247,236	264,154	269,388	274,103	13.7%	6.8%	2.0%	1.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	1.65	1.72	1.80	1.84	1.88	4.3%	4.4%	2.3%	2.3%
<b>Sales (\$) per Emp.</b>	249,116	259,917	271,294	277,662	287,824	4.3%	4.4%	2.3%	3.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	1.65	1.72	1.80	1.84	1.88	4.3%	4.4%	2.3%	2.3%
<b>Dollars per Emp.</b>	249,116	259,917	271,294	277,662	287,824	4.3%	4.4%	2.3%	3.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	51,419	15,579	9,367	6,257	2,046	980	240	84	60,919	146,890
<b>2023</b>	51,236	15,523	9,333	6,234	2,039	977	239	84	60,701	146,365
<b>2024</b>	50,982	15,446	9,287	6,204	2,028	972	238	83	60,401	145,641
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	22,553	21,744	30,670	49,003	40,875	42,962	25,222	24,256	6,869	264,154
<b>2023</b>	23,000	22,175	31,278	49,974	41,685	43,813	25,722	24,737	7,005	269,388
<b>2024</b>	23,403	22,563	31,826	50,848	42,414	44,580	26,172	25,170	7,127	274,103
	Employment by Size of Firm									Total
<b>2022</b>	128,549	90,356	127,389	188,328	121,522	123,627	69,752	63,241	60,919	973,682
<b>2023</b>	128,089	90,034	126,934	187,655	121,087	123,185	69,503	63,015	60,701	970,203
<b>2024</b>	127,456	89,588	126,306	186,727	120,488	122,576	56,083	62,703	60,401	952,328



# UNITED STATES

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	87,802	96,082.8	407,632
Electric power systems contractors	Minor1	1,022	14,416.8	10,342
Cogeneration specialization	Minor2	35	74.5	938
Computer power conditioning	Minor2	35	52.3	160
Standby or emergency power specialization	Minor2	69	119.4	612
Switchgear and related devices installation	Minor2	37	228.3	553
Electronic controls installation	Minor1	1,234	2,654.9	9,695
Computerized controls installation	Minor2	155	1,277.3	2,532
Energy management controls	Minor2	771	3,772.9	7,794
Environmental system control installation	Minor2	205	1,962.4	2,321
Communications specialization	Minor1	2,146	6,086.6	22,418
Cable television installation	Minor2	774	2,001.7	10,217
Fiber optic cable installation	Minor2	858	2,552.1	9,578
Sound equipment specialization	Minor2	4,864	2,121.4	10,467
Telephone and telephone equipment	Minor2	2,540	5,807.4	22,455
Voice, data, and video wiring contractor	Minor2	674	1,823.2	7,129
Safety and security specialization	Minor1	1,697	2,506.7	13,846
Access control systems specialization	Minor2	275	761.3	2,423
Closed circuit television installation	Minor2	131	276.7	1,199
Fire detection and burglar alarm systems	Minor2	3,463	6,092.3	31,149
Banking machine installation and service	Minor2	115	316.8	1,110
Computer installation	Minor2	845	1,207.7	5,003
General electrical contractor	Minor2	35,785	114,927.7	383,678
Lighting contractor	Minor2	834	2,265.2	6,951

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

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

# VENEZUELA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	12,877	14,199	14,621	14,655	14,669	10.3%	3.0%	0.2%	0.1%
<b>Sales (\$Millions)</b>	4,112	4,430	4,389	4,182	3,949	7.7%	-0.9%	-4.7%	-5.6%
<b>Employment</b>	85,359	94,119	96,916	97,144	95,921	10.3%	3.0%	0.2%	-1.3%
<b>Sales (BolivarsB)</b>	1,797,921	1,937,139	1,918,988	1,828,674	1,726,832	7.7%	-0.9%	-4.7%	-5.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.32	0.31	0.30	0.29	0.27	-2.3%	-3.8%	-4.9%	-5.7%
<b>Sales (\$) per Emp.</b>	48,172	47,071	45,285	43,052	41,173	-2.3%	-3.8%	-4.9%	-4.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Bolivars(B)/Estab.</b>	139.62	136.43	131.25	124.78	117.72	-2.3%	-3.8%	-4.9%	-5.7%
<b>Bolivars per Emp.</b>	21,062,986	20,581,702	19,800,573	18,824,421	18,002,652	-2.3%	-3.8%	-4.9%	-4.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	5,118	1,551	932	623	204	98	24	8	6,064	14,621
<b>2023</b>	5,130	1,554	935	624	204	98	24	8	6,078	14,655
<b>2024</b>	5,135	1,556	935	625	204	98	24	8	6,084	14,669
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	375	361	510	814	679	714	419	403	114	4,389
<b>2023</b>	357	344	486	776	647	680	399	384	109	4,182
<b>2024</b>	337	325	459	733	611	642	377	363	103	3,949
	Employment by Size of Firm									Total
<b>2022</b>	12,795	8,994	12,680	18,745	12,096	12,305	6,943	6,295	6,064	96,916
<b>2023</b>	12,825	9,015	12,710	18,789	12,124	12,334	6,959	6,310	6,078	97,144
<b>2024</b>	12,838	9,024	12,722	18,808	12,136	12,346	5,649	6,316	6,084	95,921

# VENEZUELA

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,791	1,491.7	40,815
Electric power systems contractors	Minor1	102	223.8	1,035
Cogeneration specialization	Minor2	3	1.2	94
Computer power conditioning	Minor2	3	0.8	16
Standby or emergency power specialization	Minor2	7	1.9	61
Switchgear and related devices installation	Minor2	4	3.5	55
Electronic controls installation	Minor1	124	41.2	971
Computerized controls installation	Minor2	15	19.8	254
Energy management controls	Minor2	77	58.6	780
Environmental system control installation	Minor2	20	30.5	232
Communications specialization	Minor1	215	94.5	2,245
Cable television installation	Minor2	77	31.1	1,023
Fiber optic cable installation	Minor2	86	39.6	959
Sound equipment specialization	Minor2	487	32.9	1,048
Telephone and telephone equipment	Minor2	254	90.2	2,248
Voice, data, and video wiring contractor	Minor2	67	28.3	714
Safety and security specialization	Minor1	170	38.9	1,386
Access control systems specialization	Minor2	28	11.8	243
Closed circuit television installation	Minor2	13	4.3	120
Fire detection and burglar alarm systems	Minor2	347	94.6	3,119
Banking machine installation and service	Minor2	12	4.9	111
Computer installation	Minor2	85	18.7	501
General electrical contractor	Minor2	3,583	1,784.3	38,417
Lighting contractor	Minor2	84	35.2	696

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

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

# VIETNAM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Establishments</b>	49,146	53,794	55,351	55,439	55,451	9.5%	2.9%	0.2%	0.0%
<b>Sales (\$Millions)</b>	4,309	4,876	5,501	5,891	6,325	13.2%	12.8%	7.1%	7.4%
<b>Employment</b>	325,773	356,583	366,901	367,488	362,589	9.5%	2.9%	0.2%	-1.3%
<b>Sales (DongsB)</b>	97,852	110,749	124,924	133,797	143,636	13.2%	12.8%	7.1%	7.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2020	2021	2022	2023	2024	20-21	21-22	22-23	23-24
<b>Sales (\$M)/Estab.</b>	0.09	0.09	0.10	0.11	0.11	3.4%	9.6%	6.9%	7.3%
<b>Sales (\$) per Emp.</b>	13,226	13,675	14,992	16,031	17,443	3.4%	9.6%	6.9%	8.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dongs(B)/Estab.</b>	1.99	2.06	2.26	2.41	2.59	3.4%	9.6%	6.9%	7.3%
<b>Dongs per Emp.</b>	300,367	310,583	340,484	364,084	396,140	3.4%	9.6%	6.9%	8.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2022</b>	19,376	5,870	3,530	2,358	771	369	90	32	22,955	55,351
<b>2023</b>	19,407	5,880	3,535	2,361	772	370	90	32	22,992	55,439
<b>2024</b>	19,411	5,881	3,536	2,362	772	370	91	32	22,997	55,451
	Sales (\$Millions) by Size of Firm									Total
<b>2022</b>	470	453	639	1,020	851	895	525	505	143	5,501
<b>2023</b>	503	485	684	1,093	912	958	563	541	153	5,891
<b>2024</b>	540	521	734	1,173	979	1,029	604	581	164	6,325
	Employment by Size of Firm									Total
<b>2022</b>	48,440	34,048	48,002	70,966	45,792	46,585	26,284	23,830	22,955	366,901
<b>2023</b>	48,517	34,102	48,079	71,079	45,865	46,659	26,326	23,868	22,992	367,488
<b>2024</b>	48,527	34,110	48,090	71,094	45,875	46,669	21,353	23,874	22,997	362,589

# VIETNAM

## SUB-INDUSTRIES – 2023 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	33,257	2,101.2	154,400
Electric power systems contractors	Minor1	387	315.3	3,917
Cogeneration specialization	Minor2	13	1.6	355
Computer power conditioning	Minor2	13	1.1	60
Standby or emergency power specialization	Minor2	26	2.6	232
Switchgear and related devices installation	Minor2	14	5.0	209
Electronic controls installation	Minor1	467	58.1	3,672
Computerized controls installation	Minor2	59	27.9	959
Energy management controls	Minor2	292	82.5	2,952
Environmental system control installation	Minor2	78	42.9	879
Communications specialization	Minor1	813	133.1	8,492
Cable television installation	Minor2	293	43.8	3,870
Fiber optic cable installation	Minor2	325	55.8	3,628
Sound equipment specialization	Minor2	1,842	46.4	3,965
Telephone and telephone equipment	Minor2	962	127.0	8,505
Voice, data, and video wiring contractor	Minor2	255	39.9	2,700
Safety and security specialization	Minor1	643	54.8	5,245
Access control systems specialization	Minor2	104	16.6	918
Closed circuit television installation	Minor2	50	6.1	454
Fire detection and burglar alarm systems	Minor2	1,312	133.2	11,798
Banking machine installation and service	Minor2	44	6.9	421
Computer installation	Minor2	320	26.4	1,895
General electrical contractor	Minor2	13,555	2,513.4	145,327
Lighting contractor	Minor2	316	49.5	2,633

\*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 performed 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.

