

ELECTRICAL CONTRACTORS INDUSTRY  
NAICS 23821

## 2026 WORLD INDUSTRY & MARKET OUTLOOK

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- *Market Reports*
- *Industry Trends*
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# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

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# **ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)**

## **INDUSTRY DEFINITION**

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

## **Related Industries**

Plumbing Contractors  
Carpentry Contractors  
Housing Construction

## **U.S. Census Categories**

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

## **Sub-Industries**

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

# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## 2026 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Establishments	Sales (\$US Millions)	Sales (Currency Millions)	Employment	Sales (\$USM)/Estab.	Sales (\$US)/Employment	Sales (CurrM)/Estab.	Sales (Curr 000s)/Emps.
Algeria	30,050	4,385	565,624	199,191	0.146	22,012	18.823	2,839.6
Argentina	20,904	8,815	12,623,672	138,563	0.422	63,620	603.898	91,104.4
Australia	12,651	20,682	31,022	83,862	1.635	246,614	2.452	369.9
Austria	4,540	5,403	4,593	30,093	1.190	179,544	1.012	152.6
Bangladesh	91,335	5,927	723,080	605,426	0.065	9,790	7.917	1,194.3
Belgium	5,532	6,846	5,819	36,668	1.238	186,715	1.052	158.7
Brazil	104,784	24,307	131,257	694,573	0.232	34,995	1.253	189.0
Canada	18,954	27,470	37,908	125,642	1.449	218,635	2.000	301.7
Chile*	9,986	4,175	3,861	66,193	0.418	63,067	0.387	58.3
China	738,480	247,649	1,750,879	4,895,115	0.335	50,591	2.371	357.7
Colombia*	22,424	3,828	14,702	148,640	0.171	25,751	0.656	98.9
Czech Republic	5,212	4,166	86,230	34,547	0.799	120,580	16.545	2,496.0
Denmark	2,837	4,421	28,292	18,807	1.558	235,047	9.971	1,504.3
Egypt	49,458	5,096	241,536	327,837	0.103	15,543	4.884	736.8
Finland	2,777	3,059	2,600	18,408	1.101	166,171	0.936	141.2
France	30,960	28,925	24,587	205,226	0.934	140,945	0.794	119.8
Germany	40,075	47,381	40,274	265,644	1.182	178,364	1.005	151.6
Greece	4,751	2,436	2,071	31,491	0.513	77,370	0.436	65.8
Hong Kong	3,246	362	2,787	21,518	0.112	16,823	0.859	129.5
Hungary*	4,609	3,513	1,149	30,550	0.762	114,983	0.249	37.6
India	621,068	39,258	3,533,191	4,116,835	0.063	9,536	5.689	858.2
Indonesia*	152,670	50,647	845,353	1,011,992	0.332	50,047	5.537	835.3
Iran*	41,674	16,801	707,303	276,244	0.403	60,818	16.972	2,560.4
Iraq*	25,075	6,516	8,530	166,210	0.260	39,206	0.340	51.3
Ireland	2,924	4,053	3,445	19,381	1.386	209,139	1.178	177.8
Israel	4,521	6,798	21,958	29,970	1.504	226,829	4.857	732.7
Italy	30,526	23,694	20,140	202,347	0.776	117,096	0.660	99.5
Japan*	64,973	38,962	6,039,176	430,685	0.600	90,466	92.949	14,022.3
Kazakhstan	11,143	596	300,860	73,863	0.053	8,066	27.000	4,073.2
Kuwait	2,977	2,523	772	19,730	0.848	127,884	0.259	39.1
Malaysia	20,083	5,103	22,876	133,125	0.254	38,331	1.139	171.8
Mexico	69,065	21,688	394,716	457,805	0.314	47,373	5.715	862.2

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

# ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

## 2026 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Establishments	Sales (\$US Millions)	Sales (Currency Millions)	Employment	Sales (\$USM)/Estab.	Sales (\$USM)/Employment	Sales (CurrM)/Estab.	Sales (Curr 000s)/Emps.
Netherlands	8,395	12,427	10,563	55,645	1.480	223,318	1.258	189.8
New Zealand	2,251	2,659	4,601	14,921	1.181	178,236	2.044	308.3
Nigeria	120,236	4,257	6,994,742	797,004	0.035	5,342	58.175	8,776.3
Norway	3,149	7,214	72,862	20,871	2.291	345,650	23.141	3,491.1
Pakistan	90,237	1,298	363,304	598,146	0.014	2,169	4.026	607.4
Peru	19,217	506	1,896	127,384	0.026	3,969	0.099	14.9
Phillipines	49,020	2,737	161,222	324,938	0.056	8,424	3.289	496.2
Poland	16,863	4,732	17,037	111,777	0.281	42,338	1.010	152.4
Portugal	5,088	9,648	8,201	33,729	1.896	286,048	1.612	243.1
Puerto Rico	2,138	3,744	3,744	14,174	1.751	264,162	1.751	264.2
Qatar	1,954	1,381	5,026	12,952	0.707	106,618	2.572	388.1
Romania	11,250	3,140	13,501	74,571	0.279	42,103	1.200	181.0
Russia	78,130	4,127	316,521	517,892	0.053	7,968	4.051	611.2
Saudi Arabia*	21,532	20,586	77	142,727	0.956	144,237	0.004	0.5
Singapore	3,253	7,171	9,251	21,566	2.204	332,514	2.843	428.9
South Africa	21,698	3,948	66,729	143,830	0.182	27,452	3.075	463.9
South Korea*	30,227	19,120	28,088	200,365	0.633	95,427	0.929	140.2
Spain	22,752	16,885	14,353	150,813	0.742	111,962	0.631	95.2
Sweden	5,198	6,321	59,421	34,453	1.216	183,479	11.432	1,724.7
Switzerland	4,741	10,341	8,273	31,423	2.181	329,095	1.745	263.3
Taiwan	14,995	21,826	606,757	99,395	1.456	219,585	40.464	6,104.5
Thailand	41,650	5,629	179,009	276,081	0.135	20,390	4.298	648.4
Turkey	37,260	13,068	555,397	246,981	0.351	52,912	14.906	2,248.7
Ukraine	24,727	1,870	77,234	163,905	0.076	11,410	3.124	471.2
UAE	6,868	8,077	29,642	45,526	1.176	177,415	4.316	651.1
United Kingdom	33,261	35,279	26,459	220,472	1.061	160,013	0.796	120.0
United States	156,687	304,162	304,162	1,038,625	1.941	292,851	1.941	292.9
Venezuela	15,689	2,938	754,964	103,995	0.187	28,248	48.122	7,259.6
Vietnam*	59,349	6,778	177,580	393,404	0.114	17,229	2.992	451.4

\* 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			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	26,790	27,955	29,010	30,050	31,136	4.3%	3.8%	3.6%	3.6%
<b>Sales (\$Millions)</b>	3,602	3,814	4,170	4,385	4,613	5.9%	9.3%	5.1%	5.2%
<b>Employment</b>	177,583	185,302	192,300	199,191	203,594	4.3%	3.8%	3.6%	2.2%
<b>Sales (DinarM)</b>	464,689	491,961	537,948	565,624	595,013	5.9%	9.3%	5.1%	5.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.13	0.14	0.14	0.15	0.15	1.5%	5.4%	1.5%	1.5%
<b>Sales (\$)/per Emp.</b>	20,285	20,581	21,686	22,012	22,655	1.5%	5.4%	1.5%	2.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinar(M)/Estab.</b>	17.35	17.60	18.54	18.82	19.11	1.5%	5.4%	1.5%	1.5%
<b>Dinar per Emp.</b>	2,616,747	2,654,917	2,797,445	2,839,604	2,922,540	1.5%	5.4%	1.5%	2.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	10,155	3,077	1,850	1,236	404	194	47	17	12,031	29,010
<b>2026</b>	10,519	3,187	1,916	1,280	419	201	49	17	12,462	30,050
<b>2027</b>	10,899	3,302	1,985	1,326	434	208	51	18	12,913	31,136
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	356	343	484	774	645	678	398	383	108	4,170
<b>2026</b>	374	361	509	813	678	713	419	403	114	4,385
<b>2027</b>	394	380	536	856	714	750	440	424	120	4,613
Employment by Size of Firm										Total
<b>2025</b>	25,388	17,845	25,159	37,194	24,000	24,416	13,776	12,490	12,031	192,300
<b>2026</b>	26,298	18,485	26,061	38,527	24,860	25,291	14,270	12,937	12,462	199,191
<b>2027</b>	27,248	19,153	27,002	39,920	25,759	26,205	11,990	13,405	12,913	203,594

# ALGERIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,026	1,563.9	83,690
Electric power systems contractors	Minor1	210	234.7	2,123
Cogeneration specialization	Minor2	7	1.2	193
Computer power conditioning	Minor2	7	0.9	33
Standby or emergency power specialization	Minor2	14	1.9	126
Switchgear and related devices installation	Minor2	8	3.7	114
Electronic controls installation	Minor1	253	43.2	1,991
Computerized controls installation	Minor2	32	20.8	520
Energy management controls	Minor2	158	61.4	1,600
Environmental system control installation	Minor2	42	31.9	477
Communications specialization	Minor1	441	99.1	4,603
Cable television installation	Minor2	159	32.6	2,098
Fiber optic cable installation	Minor2	176	41.5	1,966
Sound equipment specialization	Minor2	999	34.5	2,149
Telephone and telephone equipment	Minor2	521	94.5	4,610
Voice, data, and video wiring contractor	Minor2	138	29.7	1,464
Safety and security specialization	Minor1	348	40.8	2,843
Access control systems specialization	Minor2	56	12.4	497
Closed circuit television installation	Minor2	27	4.5	246
Fire detection and burglar alarm systems	Minor2	711	99.2	6,395
Banking machine installation and service	Minor2	24	5.2	228
Computer installation	Minor2	173	19.7	1,027
General electrical contractor	Minor2	7,347	1,870.6	78,772
Lighting contractor	Minor2	171	36.9	1,427

\*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: © 2026 Business R&D Inc. Worldwide industry market report. Therefore, zero establishments may also be one establishment.

# ARGENTINA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	18,605	19,523	20,220	20,904	21,617	4.9%	3.6%	3.4%	3.4%
<b>Sales (\$Millions)</b>	6,984	7,620	8,359	8,815	9,301	9.1%	9.7%	5.5%	5.5%
<b>Employment</b>	123,323	129,409	134,032	138,563	141,347	4.9%	3.6%	3.4%	2.0%
<b>Sales (PesosM)</b>	10,001,696	10,911,420	11,970,661	12,623,672	13,318,771	9.1%	9.7%	5.5%	5.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.38	0.39	0.41	0.42	0.43	4.0%	5.9%	2.0%	2.0%
<b>Sales (\$)/per Emp.</b>	56,635	58,881	62,369	63,620	65,801	4.0%	5.9%	2.0%	3.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pesos(M)/Estab.</b>	537.59	558.91	592.02	603.90	616.14	4.0%	5.9%	2.0%	2.0%
<b>Pesos per Emp.</b>	81,101,486	84,317,352	89,311,798	91,104,379	94,227,170	4.0%	5.9%	2.0%	3.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	7,078	2,144	1,289	861	282	135	33	12	8,386	20,220
<b>2026</b>	7,317	2,217	1,333	890	291	140	34	12	8,669	20,904
<b>2027</b>	7,567	2,293	1,378	921	301	144	35	12	8,965	21,617
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	714	688	971	1,551	1,294	1,360	798	768	217	8,359
<b>2026</b>	753	726	1,024	1,635	1,364	1,434	842	809	229	8,815
<b>2027</b>	794	766	1,080	1,725	1,439	1,513	888	854	242	9,301
Employment by Size of Firm										Total
<b>2025</b>	17,695	12,438	17,536	25,924	16,728	17,018	9,602	8,705	8,386	134,032
<b>2026</b>	18,294	12,858	18,128	26,801	17,293	17,593	9,926	9,000	8,669	138,563
<b>2027</b>	18,917	13,297	18,747	27,715	17,883	18,193	8,324	9,307	8,965	141,347

# ARGENTINA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,540	3,144.2	58,217
Electric power systems contractors	Minor1	146	471.8	1,477
Cogeneration specialization	Minor2	5	2.4	134
Computer power conditioning	Minor2	5	1.7	23
Standby or emergency power specialization	Minor2	10	3.9	87
Switchgear and related devices installation	Minor2	5	7.5	79
Electronic controls installation	Minor1	176	86.9	1,385
Computerized controls installation	Minor2	22	41.8	362
Energy management controls	Minor2	110	123.5	1,113
Environmental system control installation	Minor2	29	64.2	332
Communications specialization	Minor1	306	199.2	3,202
Cable television installation	Minor2	110	65.5	1,459
Fiber optic cable installation	Minor2	123	83.5	1,368
Sound equipment specialization	Minor2	695	69.4	1,495
Telephone and telephone equipment	Minor2	363	190.0	3,207
Voice, data, and video wiring contractor	Minor2	96	59.7	1,018
Safety and security specialization	Minor1	242	82.0	1,977
Access control systems specialization	Minor2	39	24.9	346
Closed circuit television installation	Minor2	19	9.1	171
Fire detection and burglar alarm systems	Minor2	495	199.4	4,449
Banking machine installation and service	Minor2	16	10.4	159
Computer installation	Minor2	121	39.5	714
General electrical contractor	Minor2	5,111	3,760.9	54,796
Lighting contractor	Minor2	119	74.1	993

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

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# AUSTRALIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	11,278	11,790	12,225	12,651	13,097	4.5%	3.7%	3.5%	3.5%
<b>Sales (\$Millions)</b>	18,775	19,983	20,671	20,682	20,702	6.4%	3.4%	0.1%	0.1%
<b>Employment</b>	74,761	78,153	81,032	83,862	85,640	4.5%	3.7%	3.5%	2.1%
<b>Sales (DollarsM)</b>	28,163	29,975	31,006	31,022	31,053	6.4%	3.4%	0.1%	0.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.66	1.69	1.69	1.63	1.58	1.8%	-0.2%	-3.3%	-3.3%
<b>Sales (\$)/per Emp.</b>	251,140	255,694	255,095	246,614	241,736	1.8%	-0.2%	-3.3%	-2.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.50	2.54	2.54	2.45	2.37	1.8%	-0.2%	-3.3%	-3.3%
<b>Dollars per Emp.</b>	376,710	383,542	382,642	369,921	362,603	1.8%	-0.2%	-3.3%	-2.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	4,279	1,296	780	521	170	82	20	7	5,070	12,225
<b>2026</b>	4,429	1,342	807	539	176	84	21	7	5,247	12,651
<b>2027</b>	4,585	1,389	835	558	182	87	21	7	5,432	13,097
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	1,765	1,702	2,400	3,835	3,199	3,362	1,974	1,898	537	20,671
<b>2026</b>	1,766	1,702	2,401	3,837	3,200	3,364	1,975	1,899	538	20,682
<b>2027</b>	1,768	1,704	2,404	3,840	3,203	3,367	1,977	1,901	538	20,702
Employment by Size of Firm									Total	
<b>2025</b>	10,698	7,520	10,602	15,673	10,113	10,289	5,805	5,263	5,070	81,032
<b>2026</b>	11,072	7,782	10,972	16,220	10,467	10,648	6,008	5,447	5,247	83,862
<b>2027</b>	11,462	8,056	11,358	16,792	10,835	11,023	5,043	5,639	5,432	85,640

# AUSTRALIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	7,589	7,376.5	35,235
Electric power systems contractors	Minor1	88	1,106.8	894
Cogeneration specialization	Minor2	3	5.7	81
Computer power conditioning	Minor2	3	4.0	14
Standby or emergency power specialization	Minor2	6	9.2	53
Switchgear and related devices installation	Minor2	3	17.5	48
Electronic controls installation	Minor1	107	203.8	838
Computerized controls installation	Minor2	13	98.1	219
Energy management controls	Minor2	67	289.7	674
Environmental system control installation	Minor2	18	150.7	201
Communications specialization	Minor1	185	467.3	1,938
Cable television installation	Minor2	67	153.7	883
Fiber optic cable installation	Minor2	74	195.9	828
Sound equipment specialization	Minor2	420	162.9	905
Telephone and telephone equipment	Minor2	220	445.8	1,941
Voice, data, and video wiring contractor	Minor2	58	140.0	616
Safety and security specialization	Minor1	147	192.4	1,197
Access control systems specialization	Minor2	24	58.4	209
Closed circuit television installation	Minor2	11	21.2	104
Fire detection and burglar alarm systems	Minor2	299	467.7	2,692
Banking machine installation and service	Minor2	10	24.3	96
Computer installation	Minor2	73	92.7	432
General electrical contractor	Minor2	3,093	8,823.3	33,164
Lighting contractor	Minor2	72	173.9	601

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

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# AUSTRIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,160	4,285	4,414	4,540	4,670	3.0%	3.0%	2.8%	2.9%
<b>Sales (\$Millions)</b>	5,777	5,737	5,645	5,403	5,174	-0.7%	-1.6%	-4.3%	-4.2%
<b>Employment</b>	27,574	28,401	29,262	30,093	30,538	3.0%	3.0%	2.8%	1.5%
<b>Sales (EurosM)</b>	4,911	4,877	4,799	4,593	4,398	-0.7%	-1.6%	-4.3%	-4.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.39	1.34	1.28	1.19	1.11	-3.6%	-4.5%	-6.9%	-6.9%
<b>Sales (\$)/per Emp.</b>	209,517	202,006	192,929	179,544	169,414	-3.6%	-4.5%	-6.9%	-5.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.18	1.14	1.09	1.01	0.94	-3.6%	-4.5%	-6.9%	-6.9%
<b>Euros per Emp.</b>	178,090	171,705	163,990	152,612	144,002	-3.6%	-4.5%	-6.9%	-5.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	1,545	468	282	188	61	29	7	3	1,831	4,414
<b>2026</b>	1,589	481	289	193	63	30	7	3	1,883	4,540
<b>2027</b>	1,635	495	298	199	65	31	8	3	1,937	4,670
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	482	465	655	1,047	874	918	539	518	147	5,645
<b>2026</b>	461	445	627	1,002	836	879	516	496	140	5,403
<b>2027</b>	442	426	601	960	801	841	494	475	135	5,174
Employment by Size of Firm									Total	
<b>2025</b>	3,863	2,715	3,828	5,660	3,652	3,715	2,096	1,901	1,831	29,262
<b>2026</b>	3,973	2,793	3,937	5,821	3,756	3,821	2,156	1,955	1,883	30,093
<b>2027</b>	4,087	2,873	4,050	5,988	3,864	3,931	1,798	2,011	1,937	30,538

# AUSTRIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,723	1,927.1	12,644
Electric power systems contractors	Minor1	32	289.2	321
Cogeneration specialization	Minor2	1	1.5	29
Computer power conditioning	Minor2	1	1.0	5
Standby or emergency power specialization	Minor2	2	2.4	19
Switchgear and related devices installation	Minor2	1	4.6	17
Electronic controls installation	Minor1	38	53.2	301
Computerized controls installation	Minor2	5	25.6	79
Energy management controls	Minor2	24	75.7	242
Environmental system control installation	Minor2	6	39.4	72
Communications specialization	Minor1	67	122.1	695
Cable television installation	Minor2	24	40.1	317
Fiber optic cable installation	Minor2	27	51.2	297
Sound equipment specialization	Minor2	151	42.5	325
Telephone and telephone equipment	Minor2	79	116.5	696
Voice, data, and video wiring contractor	Minor2	21	36.6	221
Safety and security specialization	Minor1	53	50.3	429
Access control systems specialization	Minor2	9	15.3	75
Closed circuit television installation	Minor2	4	5.5	37
Fire detection and burglar alarm systems	Minor2	107	122.2	966
Banking machine installation and service	Minor2	4	6.4	34
Computer installation	Minor2	26	24.2	155
General electrical contractor	Minor2	1,110	2,305.1	11,901
Lighting contractor	Minor2	26	45.4	216

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

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# BANGLADESH

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	81,694	85,369	88,383	91,335	94,412	4.5%	3.5%	3.3%	3.4%
<b>Sales (\$Millions)</b>	4,823	5,295	5,709	5,927	6,156	9.8%	7.8%	3.8%	3.9%
<b>Employment</b>	541,523	565,877	585,862	605,426	617,349	4.5%	3.5%	3.3%	2.0%
<b>Sales (TakaM)</b>	588,452	646,031	696,485	723,080	751,056	9.8%	7.8%	3.8%	3.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.06	0.06	0.07	5.1%	4.1%	0.5%	0.5%
<b>Sales (\$)/per Emp.</b>	8,907	9,358	9,744	9,790	9,972	5.1%	4.1%	0.5%	1.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Taka(M)/Estab.</b>	7.20	7.57	7.88	7.92	7.96	5.1%	4.1%	0.5%	0.5%
<b>Taka per Emp.</b>	1,086,661	1,141,646	1,188,821	1,194,333	1,216,581	5.1%	4.1%	0.5%	1.9%

## 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>2025</b>	30,939	9,374	5,636	3,765	1,231	590	144	50	36,655	88,383
<b>2026</b>	31,972	9,687	5,824	3,890	1,272	610	149	52	37,879	91,335
<b>2027</b>	33,049	10,013	6,020	4,021	1,315	630	154	54	39,155	94,412
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	487	470	663	1,059	883	928	545	524	148	5,709
<b>2026</b>	506	488	688	1,099	917	964	566	544	154	5,927
<b>2027</b>	526	507	715	1,142	953	1,001	588	565	160	6,156
Employment by Size of Firm									Total	
<b>2025</b>	77,347	54,367	76,650	113,317	73,119	74,386	41,970	38,052	36,655	585,862
<b>2026</b>	79,930	56,183	79,209	117,101	75,561	76,870	43,371	39,323	37,879	605,426
<b>2027</b>	82,624	58,076	81,878	121,046	78,107	79,460	36,356	40,647	39,155	617,349

# BANGLADESH

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	54,790	2,113.9	254,371
Electric power systems contractors	Minor1	638	317.2	6,453
Cogeneration specialization	Minor2	22	1.6	586
Computer power conditioning	Minor2	22	1.1	100
Standby or emergency power specialization	Minor2	43	2.6	382
Switchgear and related devices installation	Minor2	23	5.0	345
Electronic controls installation	Minor1	770	58.4	6,050
Computerized controls installation	Minor2	97	28.1	1,580
Energy management controls	Minor2	481	83.0	4,863
Environmental system control installation	Minor2	128	43.2	1,448
Communications specialization	Minor1	1,339	133.9	13,990
Cable television installation	Minor2	483	44.0	6,376
Fiber optic cable installation	Minor2	535	56.1	5,977
Sound equipment specialization	Minor2	3,035	46.7	6,532
Telephone and telephone equipment	Minor2	1,585	127.8	14,012
Voice, data, and video wiring contractor	Minor2	420	40.1	4,449
Safety and security specialization	Minor1	1,059	55.2	8,640
Access control systems specialization	Minor2	172	16.7	1,512
Closed circuit television installation	Minor2	82	6.1	748
Fire detection and burglar alarm systems	Minor2	2,161	134.0	19,438
Banking machine installation and service	Minor2	72	7.0	693
Computer installation	Minor2	527	26.6	3,122
General electrical contractor	Minor2	22,331	2,528.6	239,423
Lighting contractor	Minor2	521	49.8	4,338

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

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# BELGIUM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	5,034	5,222	5,380	5,532	5,690	3.7%	3.0%	2.8%	2.9%
<b>Sales (\$Millions)</b>	6,888	6,965	7,011	6,846	6,689	1.1%	0.7%	-2.3%	-2.3%
<b>Employment</b>	33,372	34,616	35,660	36,668	37,203	3.7%	3.0%	2.8%	1.5%
<b>Sales (EurosM)</b>	5,854	5,920	5,959	5,819	5,686	1.1%	0.7%	-2.3%	-2.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.37	1.33	1.30	1.24	1.18	-2.5%	-2.3%	-5.0%	-5.0%
<b>Sales (\$)/per Emp.</b>	206,391	201,204	196,603	186,715	179,793	-2.5%	-2.3%	-5.0%	-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>Euros(M)/Estab.</b>	1.16	1.13	1.11	1.05	1.00	-2.5%	-2.3%	-5.0%	-5.0%
<b>Euros per Emp.</b>	175,432	171,023	167,113	158,708	152,824	-2.5%	-2.3%	-5.0%	-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>2025</b>	1,883	571	343	229	75	36	9	3	2,231	5,380
<b>2026</b>	1,936	587	353	236	77	37	9	3	2,294	5,532
<b>2027</b>	1,992	603	363	242	79	38	9	3	2,360	5,690
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	599	577	814	1,301	1,085	1,140	669	644	182	7,011
<b>2026</b>	585	564	795	1,270	1,059	1,113	654	629	178	6,846
<b>2027</b>	571	551	777	1,241	1,035	1,088	639	614	174	6,689
Employment by Size of Firm									Total	
<b>2025</b>	4,708	3,309	4,666	6,897	4,451	4,528	2,555	2,316	2,231	35,660
<b>2026</b>	4,841	3,403	4,797	7,092	4,576	4,656	2,627	2,382	2,294	36,668
<b>2027</b>	4,979	3,500	4,934	7,295	4,707	4,789	2,191	2,450	2,360	37,203

# BELGIUM

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,318	2,441.9	15,406
Electric power systems contractors	Minor1	39	366.4	391
Cogeneration specialization	Minor2	1	1.9	35
Computer power conditioning	Minor2	1	1.3	6
Standby or emergency power specialization	Minor2	3	3.0	23
Switchgear and related devices installation	Minor2	1	5.8	21
Electronic controls installation	Minor1	47	67.5	366
Computerized controls installation	Minor2	6	32.5	96
Energy management controls	Minor2	29	95.9	295
Environmental system control installation	Minor2	8	49.9	88
Communications specialization	Minor1	81	154.7	847
Cable television installation	Minor2	29	50.9	386
Fiber optic cable installation	Minor2	32	64.9	362
Sound equipment specialization	Minor2	184	53.9	396
Telephone and telephone equipment	Minor2	96	147.6	849
Voice, data, and video wiring contractor	Minor2	25	46.3	269
Safety and security specialization	Minor1	64	63.7	523
Access control systems specialization	Minor2	10	19.3	92
Closed circuit television installation	Minor2	5	7.0	45
Fire detection and burglar alarm systems	Minor2	131	154.8	1,177
Banking machine installation and service	Minor2	4	8.1	42
Computer installation	Minor2	32	30.7	189
General electrical contractor	Minor2	1,352	2,920.8	14,501
Lighting contractor	Minor2	32	57.6	263

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

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# BRAZIL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	93,846	98,267	101,568	104,784	108,133	4.7%	3.4%	3.2%	3.2%
<b>Sales (\$Millions)</b>	24,621	23,899	24,495	24,307	24,132	-2.9%	2.5%	-0.8%	-0.7%
<b>Employment</b>	622,068	651,379	673,255	694,573	707,067	4.7%	3.4%	3.2%	1.8%
<b>Sales (RealsM)</b>	132,955	129,054	132,271	131,257	130,313	-2.9%	2.5%	-0.8%	-0.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.26	0.24	0.24	0.23	0.22	-7.3%	-0.8%	-3.8%	-3.8%
<b>Sales (\$)/per Emp.</b>	39,580	36,690	36,382	34,995	34,130	-7.3%	-0.8%	-3.8%	-2.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Reals(M)/Estab.</b>	1.42	1.31	1.30	1.25	1.21	-7.3%	-0.8%	-3.8%	-3.8%
<b>Reals per Emp.</b>	213,731	198,125	196,465	188,975	184,301	-7.3%	-0.8%	-3.8%	-2.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	35,554	10,772	6,477	4,326	1,415	678	166	58	42,122	101,568
<b>2026</b>	36,680	11,113	6,682	4,463	1,459	699	171	60	43,456	104,784
<b>2027</b>	37,852	11,468	6,895	4,606	1,506	722	177	62	44,845	108,133
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	2,091	2,016	2,844	4,544	3,790	3,984	2,339	2,249	637	24,495
<b>2026</b>	2,075	2,001	2,822	4,509	3,761	3,953	2,321	2,232	632	24,307
<b>2027</b>	2,060	1,986	2,802	4,477	3,734	3,925	2,304	2,216	627	24,132
Employment by Size of Firm									Total	
<b>2025</b>	88,885	62,477	88,083	130,220	84,026	85,482	48,230	43,728	42,122	673,255
<b>2026</b>	91,700	64,455	90,872	134,343	86,687	88,189	49,758	45,113	43,456	694,573
<b>2027</b>	94,631	66,516	93,777	138,638	89,458	91,008	41,640	46,555	44,845	707,067

# BRAZIL

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	62,858	8,669.5	291,826
Electric power systems contractors	Minor1	732	1,300.8	7,404
Cogeneration specialization	Minor2	25	6.7	672
Computer power conditioning	Minor2	25	4.7	114
Standby or emergency power specialization	Minor2	49	10.8	438
Switchgear and related devices installation	Minor2	26	20.6	396
Electronic controls installation	Minor1	884	239.6	6,941
Computerized controls installation	Minor2	111	115.2	1,813
Energy management controls	Minor2	552	340.4	5,579
Environmental system control installation	Minor2	147	177.1	1,662
Communications specialization	Minor1	1,536	549.2	16,049
Cable television installation	Minor2	554	180.6	7,315
Fiber optic cable installation	Minor2	614	230.3	6,857
Sound equipment specialization	Minor2	3,482	191.4	7,493
Telephone and telephone equipment	Minor2	1,818	524.0	16,076
Voice, data, and video wiring contractor	Minor2	482	164.5	5,104
Safety and security specialization	Minor1	1,215	226.2	9,913
Access control systems specialization	Minor2	197	68.7	1,734
Closed circuit television installation	Minor2	94	25.0	859
Fire detection and burglar alarm systems	Minor2	2,479	549.7	22,300
Banking machine installation and service	Minor2	83	28.6	795
Computer installation	Minor2	605	109.0	3,581
General electrical contractor	Minor2	25,619	10,369.9	274,677
Lighting contractor	Minor2	597	204.4	4,976

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

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# CANADA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	17,091	17,782	18,376	18,954	19,557	4.0%	3.3%	3.1%	3.2%
<b>Sales (\$Millions)</b>	24,263	26,196	27,286	27,470	27,668	8.0%	4.2%	0.7%	0.7%
<b>Employment</b>	113,293	117,870	121,807	125,642	127,880	4.0%	3.3%	3.1%	1.8%
<b>Sales (DollarsM)</b>	33,483	36,151	37,655	37,908	38,182	8.0%	4.2%	0.7%	0.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.42	1.47	1.48	1.45	1.41	3.8%	0.8%	-2.4%	-2.4%
<b>Sales (\$)/per Emp.</b>	214,161	222,247	224,013	218,635	216,357	3.8%	0.8%	-2.4%	-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>Dollars(M)/Estab.</b>	1.96	2.03	2.05	2.00	1.95	3.8%	0.8%	-2.4%	-2.4%
<b>Dollars per Emp.</b>	295,542	306,701	309,138	301,716	298,573	3.8%	0.8%	-2.4%	-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>2025</b>	6,433	1,949	1,172	783	256	123	30	10	7,621	18,376
<b>2026</b>	6,635	2,010	1,209	807	264	127	31	11	7,861	18,954
<b>2027</b>	6,846	2,074	1,247	833	272	131	32	11	8,111	19,557
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	2,330	2,246	3,168	5,062	4,222	4,438	2,605	2,506	710	27,286
<b>2026</b>	2,345	2,261	3,189	5,096	4,251	4,468	2,623	2,522	714	27,470
<b>2027</b>	2,362	2,277	3,212	5,133	4,281	4,500	2,642	2,541	719	27,668
Employment by Size of Firm									Total	
<b>2025</b>	16,081	11,304	15,936	23,560	15,202	15,466	8,726	7,911	7,621	121,807
<b>2026</b>	16,588	11,659	16,438	24,302	15,681	15,953	9,001	8,160	7,861	125,642
<b>2027</b>	17,115	12,030	16,961	25,074	16,179	16,460	7,531	8,420	8,111	127,880

# CANADA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,370	9,797.6	52,789
Electric power systems contractors	Minor1	132	1,470.1	1,339
Cogeneration specialization	Minor2	4	7.6	122
Computer power conditioning	Minor2	4	5.3	21
Standby or emergency power specialization	Minor2	9	12.2	79
Switchgear and related devices installation	Minor2	5	23.3	72
Electronic controls installation	Minor1	160	270.7	1,256
Computerized controls installation	Minor2	20	130.2	328
Energy management controls	Minor2	100	384.7	1,009
Environmental system control installation	Minor2	27	200.1	301
Communications specialization	Minor1	278	620.7	2,903
Cable television installation	Minor2	100	204.1	1,323
Fiber optic cable installation	Minor2	111	260.2	1,240
Sound equipment specialization	Minor2	630	216.3	1,355
Telephone and telephone equipment	Minor2	329	592.2	2,908
Voice, data, and video wiring contractor	Minor2	87	185.9	923
Safety and security specialization	Minor1	220	255.6	1,793
Access control systems specialization	Minor2	36	77.6	314
Closed circuit television installation	Minor2	17	28.2	155
Fire detection and burglar alarm systems	Minor2	449	621.2	4,034
Banking machine installation and service	Minor2	15	32.3	144
Computer installation	Minor2	109	123.1	648
General electrical contractor	Minor2	4,634	11,719.3	49,687
Lighting contractor	Minor2	108	231.0	900

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

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# CHILE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	9,049	9,406	9,701	9,986	10,283	3.9%	3.1%	2.9%	3.0%
<b>Sales (\$Millions)</b>	4,098	4,167	4,237	4,175	4,115	1.7%	1.7%	-1.5%	-1.4%
<b>Employment</b>	59,981	62,349	64,302	66,193	67,236	3.9%	3.1%	2.9%	1.6%
<b>Sales (PesosM)</b>	3,791	3,855	3,919	3,861	3,806	1.7%	1.7%	-1.5%	-1.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.45	0.44	0.44	0.42	0.40	-2.2%	-1.4%	-4.3%	-4.3%
<b>Sales (\$)/per Emp.</b>	68,323	66,836	65,892	63,067	61,204	-2.2%	-1.4%	-4.3%	-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>Pesos(M)/Estab.</b>	0.42	0.41	0.40	0.39	0.37	-2.2%	-1.4%	-4.3%	-4.3%
<b>Pesos per Emp.</b>	63,199	61,824	60,950	58,337	56,614	-2.2%	-1.4%	-4.3%	-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>2025</b>	3,396	1,029	619	413	135	65	16	6	4,023	9,701
<b>2026</b>	3,496	1,059	637	425	139	67	16	6	4,141	9,986
<b>2027</b>	3,599	1,091	656	438	143	69	17	6	4,264	10,283
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	362	349	492	786	656	689	405	389	110	4,237
<b>2026</b>	356	344	485	774	646	679	399	383	109	4,175
<b>2027</b>	351	339	478	763	637	669	393	378	107	4,115
Employment by Size of Firm									Total	
<b>2025</b>	8,489	5,967	8,413	12,437	8,025	8,164	4,606	4,176	4,023	64,302
<b>2026</b>	8,739	6,143	8,660	12,803	8,261	8,404	4,742	4,299	4,141	66,193
<b>2027</b>	8,999	6,325	8,917	13,183	8,507	8,654	3,960	4,427	4,264	67,236

# CHILE

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,990	1,489.0	27,811
Electric power systems contractors	Minor1	70	223.4	706
Cogeneration specialization	Minor2	2	1.2	64
Computer power conditioning	Minor2	2	0.8	11
Standby or emergency power specialization	Minor2	5	1.8	42
Switchgear and related devices installation	Minor2	3	3.5	38
Electronic controls installation	Minor1	84	41.1	661
Computerized controls installation	Minor2	11	19.8	173
Energy management controls	Minor2	53	58.5	532
Environmental system control installation	Minor2	14	30.4	158
Communications specialization	Minor1	146	94.3	1,530
Cable television installation	Minor2	53	31.0	697
Fiber optic cable installation	Minor2	59	39.5	653
Sound equipment specialization	Minor2	332	32.9	714
Telephone and telephone equipment	Minor2	173	90.0	1,532
Voice, data, and video wiring contractor	Minor2	46	28.3	486
Safety and security specialization	Minor1	116	38.8	945
Access control systems specialization	Minor2	19	11.8	165
Closed circuit television installation	Minor2	9	4.3	82
Fire detection and burglar alarm systems	Minor2	236	94.4	2,125
Banking machine installation and service	Minor2	8	4.9	76
Computer installation	Minor2	58	18.7	341
General electrical contractor	Minor2	2,441	1,781.0	26,177
Lighting contractor	Minor2	57	35.1	474

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

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# CHINA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	676,581	698,564	718,913	738,480	758,801	3.2%	2.9%	2.7%	2.8%
<b>Sales (\$Millions)</b>	219,444	237,719	246,756	247,649	248,666	8.3%	3.8%	0.4%	0.4%
<b>Employment</b>	4,484,814	4,630,528	4,765,414	4,895,115	4,961,690	3.2%	2.9%	2.7%	1.4%
<b>Sales (RMBsM)</b>	1,551,467	1,680,676	1,744,568	1,750,879	1,758,066	8.3%	3.8%	0.4%	0.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.32	0.34	0.34	0.34	0.33	4.9%	0.9%	-2.3%	-2.3%
<b>Sales (\$)/per Emp.</b>	48,930	51,337	51,781	50,591	50,117	4.9%	0.9%	-2.3%	-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>RMBs(M)/Estab.</b>	2.29	2.41	2.43	2.37	2.32	4.9%	0.9%	-2.3%	-2.3%
<b>RMBs per Emp.</b>	345,938	362,956	366,089	357,679	354,328	4.9%	0.9%	-2.3%	-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>2025</b>	251,658	76,246	45,843	30,622	10,013	4,798	1,174	410	298,149	718,913
<b>2026</b>	258,508	78,321	47,091	31,455	10,285	4,929	1,205	422	306,264	738,480
<b>2027</b>	265,621	80,476	48,387	32,321	10,568	5,064	1,239	433	314,691	758,801
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	21,068	20,312	28,650	45,775	38,183	40,132	23,561	22,659	6,416	246,756
<b>2026</b>	21,144	20,385	28,754	45,941	38,321	40,277	23,646	22,741	6,440	247,649
<b>2027</b>	21,231	20,469	28,872	46,129	38,478	40,443	23,743	22,834	6,466	248,666
Employment by Size of Firm										Total
<b>2025</b>	629,146	442,224	623,469	921,720	594,753	605,056	341,383	309,514	298,149	4,765,414
<b>2026</b>	646,269	454,260	640,438	946,806	610,941	621,524	350,675	317,939	306,264	4,895,115
<b>2027</b>	664,053	466,760	658,061	972,860	627,752	638,627	292,198	326,687	314,691	4,961,690

# CHINA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	443,000	88,329.0	2,056,689
Electric power systems contractors	Minor1	5,158	13,253.4	52,178
Cogeneration specialization	Minor2	174	68.5	4,734
Computer power conditioning	Minor2	174	48.0	805
Standby or emergency power specialization	Minor2	348	109.7	3,089
Switchgear and related devices installation	Minor2	186	209.9	2,790
Electronic controls installation	Minor1	6,227	2,440.7	48,917
Computerized controls installation	Minor2	781	1,174.2	12,776
Energy management controls	Minor2	3,891	3,468.5	39,322
Environmental system control installation	Minor2	1,033	1,804.0	11,711
Communications specialization	Minor1	10,827	5,595.4	113,111
Cable television installation	Minor2	3,903	1,840.2	51,551
Fiber optic cable installation	Minor2	4,329	2,346.1	48,324
Sound equipment specialization	Minor2	24,542	1,950.2	52,811
Telephone and telephone equipment	Minor2	12,814	5,338.7	113,295
Voice, data, and video wiring contractor	Minor2	3,399	1,676.1	35,969
Safety and security specialization	Minor1	8,563	2,304.4	69,861
Access control systems specialization	Minor2	1,387	699.9	12,223
Closed circuit television installation	Minor2	661	254.4	6,051
Fire detection and burglar alarm systems	Minor2	17,474	5,600.7	157,162
Banking machine installation and service	Minor2	582	291.3	5,603
Computer installation	Minor2	4,263	1,110.2	25,241
General electrical contractor	Minor2	180,553	105,653.2	1,935,830
Lighting contractor	Minor2	4,209	2,082.4	35,071

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

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# COLOMBIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	20,330	21,097	21,770	22,424	23,104	3.8%	3.2%	3.0%	3.0%
<b>Sales (\$Millions)</b>	3,897	3,900	3,922	3,828	3,737	0.1%	0.6%	-2.4%	-2.4%
<b>Employment</b>	134,763	139,842	144,308	148,640	151,072	3.8%	3.2%	3.0%	1.6%
<b>Sales (PesosM)</b>	14,969	14,980	15,066	14,702	14,353	0.1%	0.6%	-2.4%	-2.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.19	0.18	0.18	0.17	0.16	-3.6%	-2.5%	-5.3%	-5.2%
<b>Sales (\$)/per Emp.</b>	28,918	27,888	27,181	25,751	24,736	-3.6%	-2.5%	-5.3%	-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>Pesos(M)/Estab.</b>	0.74	0.71	0.69	0.66	0.62	-3.6%	-2.5%	-5.3%	-5.2%
<b>Pesos per Emp.</b>	111,073	107,118	104,403	98,910	95,011	-3.6%	-2.5%	-5.3%	-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>2025</b>	7,621	2,309	1,388	927	303	145	36	12	9,029	21,770
<b>2026</b>	7,850	2,378	1,430	955	312	150	37	13	9,300	22,424
<b>2027</b>	8,088	2,450	1,473	984	322	154	38	13	9,582	23,104
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	335	323	455	728	607	638	375	360	102	3,922
<b>2026</b>	327	315	444	710	592	623	365	351	100	3,828
<b>2027</b>	319	308	434	693	578	608	357	343	97	3,737
Employment by Size of Firm									Total	
<b>2025</b>	19,052	13,392	18,880	27,912	18,010	18,322	10,338	9,373	9,029	144,308
<b>2026</b>	19,624	13,794	19,447	28,750	18,551	18,873	10,648	9,654	9,300	148,640
<b>2027</b>	20,219	14,212	20,036	29,621	19,114	19,445	8,897	9,947	9,582	151,072

# COLOMBIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,452	1,365.2	62,451
Electric power systems contractors	Minor1	157	204.8	1,584
Cogeneration specialization	Minor2	5	1.1	144
Computer power conditioning	Minor2	5	0.7	24
Standby or emergency power specialization	Minor2	11	1.7	94
Switchgear and related devices installation	Minor2	6	3.2	85
Electronic controls installation	Minor1	189	37.7	1,485
Computerized controls installation	Minor2	24	18.1	388
Energy management controls	Minor2	118	53.6	1,194
Environmental system control installation	Minor2	31	27.9	356
Communications specialization	Minor1	329	86.5	3,435
Cable television installation	Minor2	119	28.4	1,565
Fiber optic cable installation	Minor2	131	36.3	1,467
Sound equipment specialization	Minor2	745	30.1	1,604
Telephone and telephone equipment	Minor2	389	82.5	3,440
Voice, data, and video wiring contractor	Minor2	103	25.9	1,092
Safety and security specialization	Minor1	260	35.6	2,121
Access control systems specialization	Minor2	42	10.8	371
Closed circuit television installation	Minor2	20	3.9	184
Fire detection and burglar alarm systems	Minor2	531	86.6	4,772
Banking machine installation and service	Minor2	18	4.5	170
Computer installation	Minor2	129	17.2	766
General electrical contractor	Minor2	5,482	1,633.0	58,781
Lighting contractor	Minor2	128	32.2	1,065

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

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# CZECH REPUBLIC

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,837	4,962	5,090	5,212	5,338	2.6%	2.6%	2.4%	2.4%
<b>Sales (\$Millions)</b>	3,833	3,889	4,097	4,166	4,238	1.5%	5.3%	1.7%	1.7%
<b>Employment</b>	32,065	32,890	33,740	34,547	34,905	2.6%	2.6%	2.4%	1.0%
<b>Sales (KorunasM)</b>	79,336	80,500	84,798	86,230	87,728	1.5%	5.3%	1.7%	1.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.79	0.78	0.80	0.80	0.79	-1.1%	2.7%	-0.7%	-0.7%
<b>Sales (\$)/per Emp.</b>	119,529	118,241	121,416	120,580	121,416	-1.1%	2.7%	-0.7%	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>Korunas(M)/Estab.</b>	16.40	16.22	16.66	16.55	16.43	-1.1%	2.7%	-0.7%	-0.7%
<b>Korunas per Emp.</b>	2,474,257	2,447,585	2,513,321	2,496,001	2,513,321	-1.1%	2.7%	-0.7%	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>2025</b>	1,782	540	325	217	71	34	8	3	2,111	5,090
<b>2026</b>	1,824	553	332	222	73	35	9	3	2,161	5,212
<b>2027</b>	1,869	566	340	227	74	36	9	3	2,214	5,338
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	350	337	476	760	634	666	391	376	107	4,097
<b>2026</b>	356	343	484	773	645	677	398	383	108	4,166
<b>2027</b>	362	349	492	786	656	689	405	389	110	4,238
Employment by Size of Firm										Total
<b>2025</b>	4,454	3,131	4,414	6,526	4,211	4,284	2,417	2,191	2,111	33,740
<b>2026</b>	4,561	3,206	4,520	6,682	4,312	4,386	2,475	2,244	2,161	34,547
<b>2027</b>	4,672	3,284	4,629	6,844	4,416	4,493	2,056	2,298	2,214	34,905

# CZECH REPUBLIC

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,126	1,485.8	14,515
Electric power systems contractors	Minor1	36	222.9	368
Cogeneration specialization	Minor2	1	1.2	33
Computer power conditioning	Minor2	1	0.8	6
Standby or emergency power specialization	Minor2	2	1.8	22
Switchgear and related devices installation	Minor2	1	3.5	20
Electronic controls installation	Minor1	44	41.1	345
Computerized controls installation	Minor2	6	19.8	90
Energy management controls	Minor2	27	58.3	278
Environmental system control installation	Minor2	7	30.3	83
Communications specialization	Minor1	76	94.1	798
Cable television installation	Minor2	28	31.0	364
Fiber optic cable installation	Minor2	31	39.5	341
Sound equipment specialization	Minor2	173	32.8	373
Telephone and telephone equipment	Minor2	90	89.8	800
Voice, data, and video wiring contractor	Minor2	24	28.2	254
Safety and security specialization	Minor1	60	38.8	493
Access control systems specialization	Minor2	10	11.8	86
Closed circuit television installation	Minor2	5	4.3	43
Fire detection and burglar alarm systems	Minor2	123	94.2	1,109
Banking machine installation and service	Minor2	4	4.9	40
Computer installation	Minor2	30	18.7	178
General electrical contractor	Minor2	1,274	1,777.2	13,662
Lighting contractor	Minor2	30	35.0	248

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

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# DENMARK

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,603	2,683	2,762	2,837	2,916	3.1%	2.9%	2.7%	2.8%
<b>Sales (\$Millions)</b>	4,350	4,560	4,557	4,421	4,291	4.8%	-0.1%	-3.0%	-2.9%
<b>Employment</b>	17,254	17,785	18,306	18,807	19,066	3.1%	2.9%	2.7%	1.4%
<b>Sales (KronersM)</b>	27,842	29,184	29,162	28,292	27,462	4.8%	-0.1%	-3.0%	-2.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.67	1.70	1.65	1.56	1.47	1.7%	-2.9%	-5.6%	-5.5%
<b>Sales (\$ per Emp.</b>	252,131	256,390	248,905	235,047	225,051	1.7%	-2.9%	-5.6%	-4.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kroners(M)/Estab.</b>	10.70	10.88	10.56	9.97	9.42	1.7%	-2.9%	-5.6%	-5.5%
<b>Kroners per Emp.</b>	1,613,637	1,640,898	1,592,991	1,504,299	1,440,329	1.7%	-2.9%	-5.6%	-4.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	967	293	176	118	38	18	5	2	1,145	2,762
<b>2026</b>	993	301	181	121	40	19	5	2	1,177	2,837
<b>2027</b>	1,021	309	186	124	41	19	5	2	1,209	2,916
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	389	375	529	845	705	741	435	418	118	4,557
<b>2026</b>	377	364	513	820	684	719	422	406	115	4,421
<b>2027</b>	366	353	498	796	664	698	410	394	112	4,291
Employment by Size of Firm										Total
<b>2025</b>	2,417	1,699	2,395	3,541	2,285	2,324	1,311	1,189	1,145	18,306
<b>2026</b>	2,483	1,745	2,461	3,638	2,347	2,388	1,347	1,222	1,177	18,807
<b>2027</b>	2,552	1,794	2,529	3,738	2,412	2,454	1,123	1,255	1,209	19,066

# DENMARK

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,702	1,576.7	7,902
Electric power systems contractors	Minor1	20	236.6	200
Cogeneration specialization	Minor2	1	1.2	18
Computer power conditioning	Minor2	1	0.9	3
Standby or emergency power specialization	Minor2	1	2.0	12
Switchgear and related devices installation	Minor2	1	3.7	11
Electronic controls installation	Minor1	24	43.6	188
Computerized controls installation	Minor2	3	21.0	49
Energy management controls	Minor2	15	61.9	151
Environmental system control installation	Minor2	4	32.2	45
Communications specialization	Minor1	42	99.9	435
Cable television installation	Minor2	15	32.8	198
Fiber optic cable installation	Minor2	17	41.9	186
Sound equipment specialization	Minor2	94	34.8	203
Telephone and telephone equipment	Minor2	49	95.3	435
Voice, data, and video wiring contractor	Minor2	13	29.9	138
Safety and security specialization	Minor1	33	41.1	268
Access control systems specialization	Minor2	5	12.5	47
Closed circuit television installation	Minor2	3	4.5	23
Fire detection and burglar alarm systems	Minor2	67	100.0	604
Banking machine installation and service	Minor2	2	5.2	22
Computer installation	Minor2	16	19.8	97
General electrical contractor	Minor2	694	1,885.9	7,438
Lighting contractor	Minor2	16	37.2	135

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

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# EGYPT

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	42,253	45,052	47,248	49,458	51,786	6.6%	4.9%	4.7%	4.7%
<b>Sales (\$Millions)</b>	4,277	4,714	4,990	5,096	5,207	10.2%	5.8%	2.1%	2.2%
<b>Employment</b>	280,077	298,637	313,187	327,837	338,622	6.6%	4.9%	4.7%	3.3%
<b>Sales (PoundsM)</b>	202,749	223,446	236,510	241,536	246,790	10.2%	5.8%	2.1%	2.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.10	0.10	0.11	0.10	0.10	3.4%	0.9%	-2.4%	-2.4%
<b>Sales (\$)/per Emp.</b>	15,272	15,785	15,932	15,543	15,376	3.4%	0.9%	-2.4%	-1.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	4.80	4.96	5.01	4.88	4.77	3.4%	0.9%	-2.4%	-2.4%
<b>Pounds per Emp.</b>	723,905	748,219	755,170	736,758	728,805	3.4%	0.9%	-2.4%	-1.1%

## 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>2025</b>	16,539	5,011	3,013	2,013	658	315	77	27	19,595	47,248
<b>2026</b>	17,313	5,245	3,154	2,107	689	330	81	28	20,511	49,458
<b>2027</b>	18,128	5,492	3,302	2,206	721	346	85	30	21,477	51,786
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	426	411	579	926	772	812	476	458	130	4,990
<b>2026</b>	435	419	592	945	789	829	487	468	133	5,096
<b>2027</b>	445	429	605	966	806	847	497	478	135	5,207
Employment by Size of Firm									Total	
<b>2025</b>	41,348	29,063	40,975	60,576	39,088	39,765	22,436	20,342	19,595	313,187
<b>2026</b>	43,282	30,423	42,892	63,410	40,916	41,625	23,485	21,293	20,511	327,837
<b>2027</b>	45,320	31,855	44,911	66,395	42,842	43,585	19,942	22,296	21,477	338,622

# EGYPT

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	29,669	1,817.5	137,741
Electric power systems contractors	Minor1	345	272.7	3,494
Cogeneration specialization	Minor2	12	1.4	317
Computer power conditioning	Minor2	12	1.0	54
Standby or emergency power specialization	Minor2	23	2.3	207
Switchgear and related devices installation	Minor2	12	4.3	187
Electronic controls installation	Minor1	417	50.2	3,276
Computerized controls installation	Minor2	52	24.2	856
Energy management controls	Minor2	261	71.4	2,633
Environmental system control installation	Minor2	69	37.1	784
Communications specialization	Minor1	725	115.1	7,575
Cable television installation	Minor2	261	37.9	3,453
Fiber optic cable installation	Minor2	290	48.3	3,236
Sound equipment specialization	Minor2	1,644	40.1	3,537
Telephone and telephone equipment	Minor2	858	109.9	7,588
Voice, data, and video wiring contractor	Minor2	228	34.5	2,409
Safety and security specialization	Minor1	573	47.4	4,679
Access control systems specialization	Minor2	93	14.4	819
Closed circuit television installation	Minor2	44	5.2	405
Fire detection and burglar alarm systems	Minor2	1,170	115.2	10,525
Banking machine installation and service	Minor2	39	6.0	375
Computer installation	Minor2	286	22.8	1,690
General electrical contractor	Minor2	12,092	2,174.0	129,647
Lighting contractor	Minor2	282	42.8	2,349

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

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# FINLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,548	2,631	2,705	2,777	2,852	3.3%	2.8%	2.7%	2.7%
<b>Sales (\$Millions)</b>	3,301	3,313	3,226	3,059	2,902	0.4%	-2.6%	-5.2%	-5.1%
<b>Employment</b>	16,887	17,437	17,933	18,408	18,646	3.3%	2.8%	2.7%	1.3%
<b>Sales (EurosM)</b>	2,806	2,816	2,742	2,600	2,466	0.4%	-2.6%	-5.2%	-5.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.30	1.26	1.19	1.10	1.02	-2.8%	-5.3%	-7.6%	-7.6%
<b>Sales (\$)/per Emp.</b>	195,500	190,010	179,902	166,171	155,625	-2.8%	-5.3%	-7.6%	-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>Euros(M)/Estab.</b>	1.10	1.07	1.01	0.94	0.86	-2.8%	-5.3%	-7.6%	-7.6%
<b>Euros per Emp.</b>	166,175	161,509	152,916	141,245	132,281	-2.8%	-5.3%	-7.6%	-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>2025</b>	947	287	173	115	38	18	4	2	1,122	2,705
<b>2026</b>	972	295	177	118	39	19	5	2	1,152	2,777
<b>2027</b>	998	302	182	121	40	19	5	2	1,183	2,852
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	275	266	375	598	499	525	308	296	84	3,226
<b>2026</b>	261	252	355	567	473	497	292	281	80	3,059
<b>2027</b>	248	239	337	538	449	472	277	266	75	2,902
Employment by Size of Firm									Total	
<b>2025</b>	2,368	1,664	2,346	3,468	2,238	2,277	1,285	1,165	1,122	17,933
<b>2026</b>	2,430	1,708	2,408	3,560	2,297	2,337	1,319	1,196	1,152	18,408
<b>2027</b>	2,495	1,754	2,473	3,656	2,359	2,400	1,098	1,228	1,183	18,646

# FINLAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,666	1,091.0	7,734
Electric power systems contractors	Minor1	19	163.7	196
Cogeneration specialization	Minor2	1	0.8	18
Computer power conditioning	Minor2	1	0.6	3
Standby or emergency power specialization	Minor2	1	1.4	12
Switchgear and related devices installation	Minor2	1	2.6	10
Electronic controls installation	Minor1	23	30.1	184
Computerized controls installation	Minor2	3	14.5	48
Energy management controls	Minor2	15	42.8	148
Environmental system control installation	Minor2	4	22.3	44
Communications specialization	Minor1	41	69.1	425
Cable television installation	Minor2	15	22.7	194
Fiber optic cable installation	Minor2	16	29.0	182
Sound equipment specialization	Minor2	92	24.1	199
Telephone and telephone equipment	Minor2	48	65.9	426
Voice, data, and video wiring contractor	Minor2	13	20.7	135
Safety and security specialization	Minor1	32	28.5	263
Access control systems specialization	Minor2	5	8.6	46
Closed circuit television installation	Minor2	2	3.1	23
Fire detection and burglar alarm systems	Minor2	66	69.2	591
Banking machine installation and service	Minor2	2	3.6	21
Computer installation	Minor2	16	13.7	95
General electrical contractor	Minor2	679	1,305.0	7,280
Lighting contractor	Minor2	16	25.7	132

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

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# FRANCE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	28,317	29,292	30,143	30,960	31,810	3.4%	2.9%	2.7%	2.7%
<b>Sales (\$Millions)</b>	31,599	31,113	30,407	28,925	27,529	-1.5%	-2.3%	-4.9%	-4.8%
<b>Employment</b>	187,705	194,167	199,806	205,226	207,999	3.4%	2.9%	2.7%	1.4%
<b>Sales (EurosM)</b>	26,859	26,446	25,846	24,587	23,400	-1.5%	-2.3%	-4.9%	-4.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.12	1.06	1.01	0.93	0.87	-4.8%	-5.0%	-7.4%	-7.4%
<b>Sales (\$)/per Emp.</b>	168,346	160,237	152,183	140,945	132,354	-4.8%	-5.0%	-7.4%	-6.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.95	0.90	0.86	0.79	0.74	-4.8%	-5.0%	-7.4%	-7.4%
<b>Euros per Emp.</b>	143,094	136,201	129,356	119,803	112,501	-4.8%	-5.0%	-7.4%	-6.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	10,552	3,197	1,922	1,284	420	201	49	17	12,501	30,143
<b>2026</b>	10,838	3,284	1,974	1,319	431	207	51	18	12,840	30,960
<b>2027</b>	11,135	3,374	2,028	1,355	443	212	52	18	13,192	31,810
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	2,596	2,503	3,531	5,641	4,705	4,945	2,903	2,792	791	30,407
<b>2026</b>	2,470	2,381	3,358	5,366	4,476	4,704	2,762	2,656	752	28,925
<b>2027</b>	2,350	2,266	3,196	5,107	4,260	4,477	2,629	2,528	716	27,529
Employment by Size of Firm									Total	
<b>2025</b>	26,379	18,542	26,141	38,646	24,937	25,369	14,314	12,977	12,501	199,806
<b>2026</b>	27,095	19,045	26,850	39,694	25,613	26,057	14,702	13,329	12,840	205,226
<b>2027</b>	27,838	19,567	27,587	40,783	26,316	26,772	12,249	13,695	13,192	207,999

# FRANCE

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,573	10,316.8	86,226
Electric power systems contractors	Minor1	216	1,548.0	2,188
Cogeneration specialization	Minor2	7	8.0	198
Computer power conditioning	Minor2	7	5.6	34
Standby or emergency power specialization	Minor2	15	12.8	130
Switchgear and related devices installation	Minor2	8	24.5	117
Electronic controls installation	Minor1	261	285.1	2,051
Computerized controls installation	Minor2	33	137.1	536
Energy management controls	Minor2	163	405.1	1,649
Environmental system control installation	Minor2	43	210.7	491
Communications specialization	Minor1	454	653.5	4,742
Cable television installation	Minor2	164	214.9	2,161
Fiber optic cable installation	Minor2	182	274.0	2,026
Sound equipment specialization	Minor2	1,029	227.8	2,214
Telephone and telephone equipment	Minor2	537	623.6	4,750
Voice, data, and video wiring contractor	Minor2	142	195.8	1,508
Safety and security specialization	Minor1	359	269.2	2,929
Access control systems specialization	Minor2	58	81.7	512
Closed circuit television installation	Minor2	28	29.7	254
Fire detection and burglar alarm systems	Minor2	733	654.2	6,589
Banking machine installation and service	Minor2	24	34.0	235
Computer installation	Minor2	179	129.7	1,058
General electrical contractor	Minor2	7,570	12,340.3	81,159
Lighting contractor	Minor2	176	243.2	1,470

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

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# GERMANY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	37,457	38,159	39,142	40,075	41,043	1.9%	2.6%	2.4%	2.4%
<b>Sales (\$Millions)</b>	50,743	50,248	49,478	47,381	45,396	-1.0%	-1.5%	-4.2%	-4.2%
<b>Employment</b>	248,292	252,942	259,457	265,644	268,374	1.9%	2.6%	2.4%	1.0%
<b>Sales (EurosM)</b>	43,132	42,711	42,056	40,274	38,586	-1.0%	-1.5%	-4.2%	-4.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.35	1.32	1.26	1.18	1.11	-2.8%	-4.0%	-6.5%	-6.5%
<b>Sales (\$)/per Emp.</b>	204,369	198,654	190,699	178,364	169,150	-2.8%	-4.0%	-6.5%	-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>Euros(M)/Estab.</b>	1.15	1.12	1.07	1.00	0.94	-2.8%	-4.0%	-6.5%	-6.5%
<b>Euros per Emp.</b>	173,714	168,856	162,094	151,609	143,778	-2.8%	-4.0%	-6.5%	-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>2025</b>	13,702	4,151	2,496	1,667	545	261	64	22	16,233	39,142
<b>2026</b>	14,028	4,250	2,555	1,707	558	267	65	23	16,620	40,075
<b>2027</b>	14,367	4,353	2,617	1,748	572	274	67	23	17,021	41,043
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	4,224	4,073	5,745	9,179	7,656	8,047	4,724	4,543	1,287	49,478
<b>2026</b>	4,045	3,900	5,501	8,790	7,332	7,706	4,524	4,351	1,232	47,381
<b>2027</b>	3,876	3,737	5,271	8,421	7,024	7,383	4,335	4,168	1,180	45,396
Employment by Size of Firm									Total	
<b>2025</b>	34,254	24,077	33,945	50,184	32,382	32,943	18,587	16,852	16,233	259,457
<b>2026</b>	35,071	24,651	34,755	51,381	33,154	33,728	19,030	17,254	16,620	265,644
<b>2027</b>	35,918	25,247	35,594	52,621	33,955	34,543	15,805	17,670	17,021	268,374

# GERMANY

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	24,040	16,899.5	111,611
Electric power systems contractors	Minor1	280	2,535.7	2,832
Cogeneration specialization	Minor2	9	13.1	257
Computer power conditioning	Minor2	9	9.2	44
Standby or emergency power specialization	Minor2	19	21.0	168
Switchgear and related devices installation	Minor2	10	40.2	151
Electronic controls installation	Minor1	338	467.0	2,655
Computerized controls installation	Minor2	42	224.7	693
Energy management controls	Minor2	211	663.6	2,134
Environmental system control installation	Minor2	56	345.2	636
Communications specialization	Minor1	588	1,070.5	6,138
Cable television installation	Minor2	212	352.1	2,798
Fiber optic cable installation	Minor2	235	448.9	2,622
Sound equipment specialization	Minor2	1,332	373.1	2,866
Telephone and telephone equipment	Minor2	695	1,021.4	6,148
Voice, data, and video wiring contractor	Minor2	184	320.7	1,952
Safety and security specialization	Minor1	465	440.9	3,791
Access control systems specialization	Minor2	75	133.9	663
Closed circuit television installation	Minor2	36	48.7	328
Fire detection and burglar alarm systems	Minor2	948	1,071.5	8,529
Banking machine installation and service	Minor2	32	55.7	304
Computer installation	Minor2	231	212.4	1,370
General electrical contractor	Minor2	9,798	20,214.1	105,052
Lighting contractor	Minor2	228	398.4	1,903

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

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# GREECE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,534	4,586	4,672	4,751	4,832	1.2%	1.9%	1.7%	1.7%
<b>Sales (\$Millions)</b>	2,515	2,489	2,500	2,436	2,376	-1.1%	0.4%	-2.5%	-2.5%
<b>Employment</b>	30,055	30,402	30,970	31,491	31,596	1.2%	1.9%	1.7%	0.3%
<b>Sales (EurosM)</b>	2,138	2,115	2,125	2,071	2,020	-1.1%	0.4%	-2.5%	-2.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.55	0.54	0.54	0.51	0.49	-2.2%	-1.4%	-4.1%	-4.1%
<b>Sales (\$)/per Emp.</b>	83,683	81,856	80,713	77,370	75,199	-2.2%	-1.4%	-4.1%	-2.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.47	0.46	0.45	0.44	0.42	-2.2%	-1.4%	-4.1%	-4.1%
<b>Euros per Emp.</b>	71,131	69,578	68,606	65,765	63,919	-2.2%	-1.4%	-4.1%	-2.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	1,636	496	298	199	65	31	8	3	1,938	4,672
<b>2026</b>	1,663	504	303	202	66	32	8	3	1,970	4,751
<b>2027</b>	1,691	512	308	206	67	32	8	3	2,004	4,832
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	213	206	290	464	387	407	239	230	65	2,500
<b>2026</b>	208	201	283	452	377	396	233	224	63	2,436
<b>2027</b>	203	196	276	441	368	386	227	218	62	2,376
Employment by Size of Firm									Total	
<b>2025</b>	4,089	2,874	4,052	5,990	3,865	3,932	2,219	2,012	1,938	30,970
<b>2026</b>	4,158	2,922	4,120	6,091	3,930	3,998	2,256	2,045	1,970	31,491
<b>2027</b>	4,229	2,972	4,190	6,195	3,997	4,067	1,861	2,080	2,004	31,596

# GREECE

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,850	869.0	13,231
Electric power systems contractors	Minor1	33	130.4	336
Cogeneration specialization	Minor2	1	0.7	30
Computer power conditioning	Minor2	1	0.5	5
Standby or emergency power specialization	Minor2	2	1.1	20
Switchgear and related devices installation	Minor2	1	2.1	18
Electronic controls installation	Minor1	40	24.0	315
Computerized controls installation	Minor2	5	11.6	82
Energy management controls	Minor2	25	34.1	253
Environmental system control installation	Minor2	7	17.7	75
Communications specialization	Minor1	70	55.0	728
Cable television installation	Minor2	25	18.1	332
Fiber optic cable installation	Minor2	28	23.1	311
Sound equipment specialization	Minor2	158	19.2	340
Telephone and telephone equipment	Minor2	82	52.5	729
Voice, data, and video wiring contractor	Minor2	22	16.5	231
Safety and security specialization	Minor1	55	22.7	449
Access control systems specialization	Minor2	9	6.9	79
Closed circuit television installation	Minor2	4	2.5	39
Fire detection and burglar alarm systems	Minor2	112	55.1	1,011
Banking machine installation and service	Minor2	4	2.9	36
Computer installation	Minor2	27	10.9	162
General electrical contractor	Minor2	1,162	1,039.5	12,453
Lighting contractor	Minor2	27	20.5	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.

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# HONG KONG

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,960	3,064	3,156	3,246	3,339	3.5%	3.0%	2.8%	2.9%
<b>Sales (\$Millions)</b>	306	325	350	362	375	6.5%	7.4%	3.5%	3.6%
<b>Employment</b>	19,623	20,307	20,923	21,518	21,836	3.5%	3.0%	2.8%	1.5%
<b>Sales (DollarsM)</b>	2,353	2,506	2,693	2,787	2,887	6.5%	7.4%	3.5%	3.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.10	0.11	0.11	0.11	0.11	2.9%	4.3%	0.6%	0.7%
<b>Sales (\$)/per Emp.</b>	15,573	16,028	16,715	16,823	17,168	2.9%	4.3%	0.6%	2.0%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	0.79	0.82	0.85	0.86	0.86	2.9%	4.3%	0.6%	0.7%
<b>Dollars per Emp.</b>	119,913	123,416	128,706	129,540	132,195	2.9%	4.3%	0.6%	2.0%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	1,105	335	201	134	44	21	5	2	1,309	3,156
<b>2026</b>	1,136	344	207	138	45	22	5	2	1,346	3,246
<b>2027</b>	1,169	354	213	142	47	22	5	2	1,385	3,339
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	30	29	41	65	54	57	33	32	9	350
<b>2026</b>	31	30	42	67	56	59	35	33	9	362
<b>2027</b>	32	31	44	70	58	61	36	34	10	375
Employment by Size of Firm										Total
<b>2025</b>	2,762	1,942	2,737	4,047	2,611	2,657	1,499	1,359	1,309	20,923
<b>2026</b>	2,841	1,997	2,815	4,162	2,686	2,732	1,541	1,398	1,346	21,518
<b>2027</b>	2,922	2,054	2,896	4,281	2,763	2,811	1,286	1,438	1,385	21,836

# HONG KONG

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,947	129.1	9,041
Electric power systems contractors	Minor1	23	19.4	229
Cogeneration specialization	Minor2	1	0.1	21
Computer power conditioning	Minor2	1	0.1	4
Standby or emergency power specialization	Minor2	2	0.2	14
Switchgear and related devices installation	Minor2	1	0.3	12
Electronic controls installation	Minor1	27	3.6	215
Computerized controls installation	Minor2	3	1.7	56
Energy management controls	Minor2	17	5.1	173
Environmental system control installation	Minor2	5	2.6	51
Communications specialization	Minor1	48	8.2	497
Cable television installation	Minor2	17	2.7	227
Fiber optic cable installation	Minor2	19	3.4	212
Sound equipment specialization	Minor2	108	2.9	232
Telephone and telephone equipment	Minor2	56	7.8	498
Voice, data, and video wiring contractor	Minor2	15	2.5	158
Safety and security specialization	Minor1	38	3.4	307
Access control systems specialization	Minor2	6	1.0	54
Closed circuit television installation	Minor2	3	0.4	27
Fire detection and burglar alarm systems	Minor2	77	8.2	691
Banking machine installation and service	Minor2	3	0.4	25
Computer installation	Minor2	19	1.6	111
General electrical contractor	Minor2	794	154.4	8,509
Lighting contractor	Minor2	19	3.0	154

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

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# HUNGARY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,328	4,416	4,515	4,609	4,705	2.0%	2.3%	2.1%	2.1%
<b>Sales (\$Millions)</b>	3,940	3,838	3,720	3,513	3,319	-2.6%	-3.1%	-5.6%	-5.5%
<b>Employment</b>	28,689	29,271	29,932	30,550	30,768	2.0%	2.3%	2.1%	0.7%
<b>Sales (ForintsB)</b>	1,288	1,255	1,216	1,149	1,085	-2.6%	-3.1%	-5.6%	-5.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.91	0.87	0.82	0.76	0.71	-4.5%	-5.2%	-7.5%	-7.5%
<b>Sales (\$)/per Emp.</b>	137,317	131,102	124,273	114,983	107,869	-4.5%	-5.2%	-7.5%	-6.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Forints(B)/Estab.</b>	0.30	0.28	0.27	0.25	0.23	-4.5%	-5.2%	-7.5%	-7.5%
<b>Forints per Emp.</b>	44,903	42,870	40,637	37,599	35,273	-4.5%	-5.2%	-7.5%	-6.2%

## 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>2025</b>	1,581	479	288	192	63	30	7	3	1,873	4,515
<b>2026</b>	1,613	489	294	196	64	31	8	3	1,911	4,609
<b>2027</b>	1,647	499	300	200	66	31	8	3	1,951	4,705
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	318	306	432	690	576	605	355	342	97	3,720
<b>2026</b>	300	289	408	652	544	571	335	323	91	3,513
<b>2027</b>	283	273	385	616	514	540	317	305	86	3,319
Employment by Size of Firm									Total	
<b>2025</b>	3,952	2,778	3,916	5,789	3,736	3,800	2,144	1,944	1,873	29,932
<b>2026</b>	4,033	2,835	3,997	5,909	3,813	3,879	2,189	1,984	1,911	30,550
<b>2027</b>	4,118	2,894	4,081	6,033	3,893	3,960	1,812	2,026	1,951	30,768

# HUNGARY

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,765	1,252.9	12,836
Electric power systems contractors	Minor1	32	188.0	326
Cogeneration specialization	Minor2	1	1.0	30
Computer power conditioning	Minor2	1	0.7	5
Standby or emergency power specialization	Minor2	2	1.6	19
Switchgear and related devices installation	Minor2	1	3.0	17
Electronic controls installation	Minor1	39	34.6	305
Computerized controls installation	Minor2	5	16.7	80
Energy management controls	Minor2	24	49.2	245
Environmental system control installation	Minor2	6	25.6	73
Communications specialization	Minor1	68	79.4	706
Cable television installation	Minor2	24	26.1	322
Fiber optic cable installation	Minor2	27	33.3	302
Sound equipment specialization	Minor2	153	27.7	330
Telephone and telephone equipment	Minor2	80	75.7	707
Voice, data, and video wiring contractor	Minor2	21	23.8	224
Safety and security specialization	Minor1	53	32.7	436
Access control systems specialization	Minor2	9	9.9	76
Closed circuit television installation	Minor2	4	3.6	38
Fire detection and burglar alarm systems	Minor2	109	79.4	981
Banking machine installation and service	Minor2	4	4.1	35
Computer installation	Minor2	27	15.7	158
General electrical contractor	Minor2	1,127	1,498.6	12,081
Lighting contractor	Minor2	26	29.5	219

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

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# INDIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	545,125	576,610	598,983	621,068	644,155	5.8%	3.9%	3.7%	3.7%
<b>Sales (\$Millions)</b>	36,293	37,639	39,094	39,258	39,441	3.7%	3.9%	0.4%	0.5%
<b>Employment</b>	3,613,439	3,822,142	3,970,444	4,116,835	4,212,038	5.8%	3.9%	3.7%	2.3%
<b>Sales (RupeesM)</b>	3,266,387	3,387,484	3,518,477	3,533,191	3,549,690	3.7%	3.9%	0.4%	0.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.07	0.07	0.07	0.06	0.06	-2.0%	0.0%	-3.2%	-3.1%
<b>Sales (\$)/per Emp.</b>	10,044	9,848	9,846	9,536	9,364	-2.0%	0.0%	-3.2%	-1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupees(M)/Estab.</b>	5.99	5.87	5.87	5.69	5.51	-2.0%	0.0%	-3.2%	-3.1%
<b>Rupees per Emp.</b>	903,955	886,279	886,167	858,230	842,749	-2.0%	0.0%	-3.2%	-1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	209,676	63,526	38,196	25,514	8,342	3,998	978	342	248,412	598,983
<b>2026</b>	217,407	65,868	39,604	26,454	8,650	4,145	1,014	355	257,570	621,068
<b>2027</b>	225,489	68,317	41,076	27,438	8,971	4,299	1,052	368	267,145	644,155
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	3,338	3,218	4,539	7,252	6,049	6,358	3,733	3,590	1,017	39,094
<b>2026</b>	3,352	3,232	4,558	7,283	6,075	6,385	3,748	3,605	1,021	39,258
<b>2027</b>	3,367	3,247	4,579	7,317	6,103	6,415	3,766	3,622	1,026	39,441
Employment by Size of Firm									Total	
<b>2025</b>	524,191	368,452	519,461	767,958	495,536	504,120	284,433	257,881	248,412	3,970,444
<b>2026</b>	543,518	382,037	538,614	796,273	513,807	522,707	294,921	267,389	257,570	4,116,835
<b>2027</b>	563,722	396,238	558,636	825,873	532,906	542,138	248,051	277,329	267,145	4,212,038

# INDIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	372,567	14,002.0	1,729,694
Electric power systems contractors	Minor1	4,338	2,101.0	43,882
Cogeneration specialization	Minor2	146	10.9	3,981
Computer power conditioning	Minor2	146	7.6	677
Standby or emergency power specialization	Minor2	293	17.4	2,598
Switchgear and related devices installation	Minor2	157	33.3	2,346
Electronic controls installation	Minor1	5,237	386.9	41,139
Computerized controls installation	Minor2	657	186.1	10,744
Energy management controls	Minor2	3,272	549.8	33,070
Environmental system control installation	Minor2	869	286.0	9,849
Communications specialization	Minor1	9,105	887.0	95,128
Cable television installation	Minor2	3,283	291.7	43,355
Fiber optic cable installation	Minor2	3,641	371.9	40,641
Sound equipment specialization	Minor2	20,640	309.1	44,415
Telephone and telephone equipment	Minor2	10,777	846.3	95,282
Voice, data, and video wiring contractor	Minor2	2,858	265.7	30,250
Safety and security specialization	Minor1	7,201	365.3	58,753
Access control systems specialization	Minor2	1,167	110.9	10,280
Closed circuit television installation	Minor2	556	40.3	5,089
Fire detection and burglar alarm systems	Minor2	14,696	887.8	132,174
Banking machine installation and service	Minor2	490	46.2	4,712
Computer installation	Minor2	3,586	176.0	21,228
General electrical contractor	Minor2	151,847	16,748.3	1,628,050
Lighting contractor	Minor2	3,540	330.1	29,495

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

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# INDONESIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	135,935	142,403	147,584	152,670	157,977	4.8%	3.6%	3.4%	3.5%
<b>Sales (\$Millions)</b>	46,823	48,559	50,436	50,647	50,884	3.7%	3.9%	0.4%	0.5%
<b>Employment</b>	901,061	943,937	978,282	1,011,992	1,032,987	4.8%	3.6%	3.4%	2.1%
<b>Sales (Rupiah\$B)</b>	781,518	810,491	841,833	845,353	849,301	3.7%	3.9%	0.4%	0.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.34	0.34	0.34	0.33	0.32	-1.0%	0.2%	-2.9%	-2.9%
<b>Sales (\$)/per Emp.</b>	51,964	51,443	51,556	50,047	49,259	-1.0%	0.2%	-2.9%	-1.6%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rupiah\$B)/Estab.</b>	5.75	5.69	5.70	5.54	5.38	-1.0%	0.2%	-2.9%	-2.9%
<b>Rupiah\$ per Emp.</b>	867,331	858,629	860,522	835,336	822,180	-1.0%	0.2%	-2.9%	-1.6%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	51,662	15,652	9,411	6,286	2,055	985	241	84	61,206	147,584
<b>2026</b>	53,443	16,192	9,735	6,503	2,126	1,019	249	87	63,315	152,670
<b>2027</b>	55,300	16,754	10,074	6,729	2,200	1,054	258	90	65,516	157,977
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	4,306	4,152	5,856	9,356	7,804	8,203	4,816	4,631	1,311	50,436
<b>2026</b>	4,324	4,169	5,881	9,395	7,837	8,237	4,836	4,651	1,317	50,647
<b>2027</b>	4,344	4,189	5,908	9,439	7,874	8,276	4,859	4,672	1,323	50,884
Employment by Size of Firm									Total	
<b>2025</b>	129,156	90,783	127,991	189,218	122,096	124,211	70,082	63,540	61,206	978,282
<b>2026</b>	133,606	93,912	132,401	195,738	126,303	128,491	72,497	65,729	63,315	1,011,992
<b>2027</b>	138,251	97,176	137,003	202,542	130,693	132,957	60,834	68,014	65,516	1,032,987

# INDONESIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	91,584	18,064.4	425,190
Electric power systems contractors	Minor1	1,066	2,710.5	10,787
Cogeneration specialization	Minor2	36	14.0	979
Computer power conditioning	Minor2	36	9.8	166
Standby or emergency power specialization	Minor2	72	22.4	639
Switchgear and related devices installation	Minor2	38	42.9	577
Electronic controls installation	Minor1	1,287	499.1	10,113
Computerized controls installation	Minor2	161	240.1	2,641
Energy management controls	Minor2	804	709.3	8,129
Environmental system control installation	Minor2	214	368.9	2,421
Communications specialization	Minor1	2,238	1,144.3	23,384
Cable television installation	Minor2	807	376.3	10,657
Fiber optic cable installation	Minor2	895	479.8	9,990
Sound equipment specialization	Minor2	5,074	398.8	10,918
Telephone and telephone equipment	Minor2	2,649	1,091.8	23,422
Voice, data, and video wiring contractor	Minor2	703	342.8	7,436
Safety and security specialization	Minor1	1,770	471.3	14,443
Access control systems specialization	Minor2	287	143.1	2,527
Closed circuit television installation	Minor2	137	52.0	1,251
Fire detection and burglar alarm systems	Minor2	3,612	1,145.4	32,491
Banking machine installation and service	Minor2	120	59.6	1,158
Computer installation	Minor2	881	227.1	5,218
General electrical contractor	Minor2	37,327	21,607.4	400,204
Lighting contractor	Minor2	870	425.9	7,250

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

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# IRAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	37,200	38,904	40,303	41,674	43,105	4.6%	3.6%	3.4%	3.4%
<b>Sales (\$Millions)</b>	15,740	16,390	16,868	16,801	16,741	4.1%	2.9%	-0.4%	-0.4%
<b>Employment</b>	246,587	257,883	267,154	276,244	281,857	4.6%	3.6%	3.4%	2.0%
<b>Sales (RialsB)</b>	662,641	690,010	710,145	707,303	704,815	4.1%	2.9%	-0.4%	-0.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.42	0.42	0.42	0.40	0.39	-0.4%	-0.7%	-3.7%	-3.7%
<b>Sales (\$)/per Emp.</b>	63,830	63,555	63,140	60,818	59,397	-0.4%	-0.7%	-3.7%	-2.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	17.81	17.74	17.62	16.97	16.35	-0.4%	-0.7%	-3.7%	-3.7%
<b>Rials per Emp.</b>	2,687,246	2,675,674	2,658,187	2,560,429	2,500,613	-0.4%	-0.7%	-3.7%	-2.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	14,108	4,274	2,570	1,717	561	269	66	23	16,715	40,303
<b>2026</b>	14,588	4,420	2,657	1,775	580	278	68	24	17,283	41,674
<b>2027</b>	15,089	4,572	2,749	1,836	600	288	70	25	17,877	43,105
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	1,440	1,389	1,959	3,129	2,610	2,743	1,611	1,549	439	16,868
<b>2026</b>	1,434	1,383	1,951	3,117	2,600	2,732	1,604	1,543	437	16,801
<b>2027</b>	1,429	1,378	1,944	3,106	2,591	2,723	1,599	1,537	435	16,741
Employment by Size of Firm										Total
<b>2025</b>	35,271	24,792	34,952	51,673	33,342	33,920	19,138	17,352	16,715	267,154
<b>2026</b>	36,471	25,635	36,142	53,431	34,477	35,074	19,789	17,942	17,283	276,244
<b>2027</b>	37,723	26,515	37,382	55,265	35,661	36,278	16,599	18,558	17,877	281,857

# IRAN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	25,000	5,992.3	116,064
Electric power systems contractors	Minor1	291	899.1	2,945
Cogeneration specialization	Minor2	10	4.6	267
Computer power conditioning	Minor2	10	3.3	45
Standby or emergency power specialization	Minor2	20	7.4	174
Switchgear and related devices installation	Minor2	11	14.2	157
Electronic controls installation	Minor1	351	165.6	2,760
Computerized controls installation	Minor2	44	79.7	721
Energy management controls	Minor2	220	235.3	2,219
Environmental system control installation	Minor2	58	122.4	661
Communications specialization	Minor1	611	379.6	6,383
Cable television installation	Minor2	220	124.8	2,909
Fiber optic cable installation	Minor2	244	159.2	2,727
Sound equipment specialization	Minor2	1,385	132.3	2,980
Telephone and telephone equipment	Minor2	723	362.2	6,394
Voice, data, and video wiring contractor	Minor2	192	113.7	2,030
Safety and security specialization	Minor1	483	156.3	3,942
Access control systems specialization	Minor2	78	47.5	690
Closed circuit television installation	Minor2	37	17.3	341
Fire detection and burglar alarm systems	Minor2	986	380.0	8,869
Banking machine installation and service	Minor2	33	19.8	316
Computer installation	Minor2	241	75.3	1,424
General electrical contractor	Minor2	10,189	7,167.5	109,244
Lighting contractor	Minor2	238	141.3	1,979

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

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# IRAQ

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	21,147	22,758	23,910	25,075	26,303	7.6%	5.1%	4.9%	4.9%
<b>Sales (\$Millions)</b>	5,068	5,590	6,157	6,516	6,900	10.3%	10.1%	5.8%	5.9%
<b>Employment</b>	140,178	150,853	158,493	166,210	171,993	7.6%	5.1%	4.9%	3.5%
<b>Sales (DinarsM)</b>	6,635	7,317	8,060	8,530	9,032	10.3%	10.1%	5.8%	5.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.24	0.25	0.26	0.26	0.26	2.5%	4.8%	0.9%	0.9%
<b>Sales (\$)/per Emp.</b>	36,157	37,054	38,848	39,206	40,118	2.5%	4.8%	0.9%	2.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dinars(M)/Estab.</b>	0.31	0.32	0.34	0.34	0.34	2.5%	4.8%	0.9%	0.9%
<b>Dinars per Emp.</b>	47,330	48,504	50,852	51,321	52,515	2.5%	4.8%	0.9%	2.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	8,370	2,536	1,525	1,018	333	160	39	14	9,916	23,910
<b>2026</b>	8,777	2,659	1,599	1,068	349	167	41	14	10,399	25,075
<b>2027</b>	9,208	2,790	1,677	1,120	366	176	43	15	10,908	26,303
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	526	507	715	1,142	953	1,001	588	565	160	6,157
<b>2026</b>	556	536	757	1,209	1,008	1,060	622	598	169	6,516
<b>2027</b>	589	568	801	1,280	1,068	1,122	659	634	179	6,900
Employment by Size of Firm									Total	
<b>2025</b>	20,925	14,708	20,736	30,655	19,781	20,124	11,354	10,294	9,916	158,493
<b>2026</b>	21,944	15,424	21,746	32,148	20,744	21,103	11,907	10,795	10,399	166,210
<b>2027</b>	23,019	16,180	22,811	33,723	21,760	22,137	10,129	11,324	10,908	171,993

# IRAQ

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	15,042	2,324.2	69,833
Electric power systems contractors	Minor1	175	348.7	1,772
Cogeneration specialization	Minor2	6	1.8	161
Computer power conditioning	Minor2	6	1.3	27
Standby or emergency power specialization	Minor2	12	2.9	105
Switchgear and related devices installation	Minor2	6	5.5	95
Electronic controls installation	Minor1	211	64.2	1,661
Computerized controls installation	Minor2	27	30.9	434
Energy management controls	Minor2	132	91.3	1,335
Environmental system control installation	Minor2	35	47.5	398
Communications specialization	Minor1	368	147.2	3,841
Cable television installation	Minor2	133	48.4	1,750
Fiber optic cable installation	Minor2	147	61.7	1,641
Sound equipment specialization	Minor2	833	51.3	1,793
Telephone and telephone equipment	Minor2	435	140.5	3,847
Voice, data, and video wiring contractor	Minor2	115	44.1	1,221
Safety and security specialization	Minor1	291	60.6	2,372
Access control systems specialization	Minor2	47	18.4	415
Closed circuit television installation	Minor2	22	6.7	205
Fire detection and burglar alarm systems	Minor2	593	147.4	5,336
Banking machine installation and service	Minor2	20	7.7	190
Computer installation	Minor2	145	29.2	857
General electrical contractor	Minor2	6,131	2,780.1	65,730
Lighting contractor	Minor2	143	54.8	1,191

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

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# IRELAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,658	2,749	2,838	2,924	3,014	3.4%	3.2%	3.0%	3.1%
<b>Sales (\$Millions)</b>	3,466	3,730	3,959	4,053	4,152	7.6%	6.1%	2.4%	2.4%
<b>Employment</b>	17,617	18,220	18,809	19,381	19,705	3.4%	3.2%	3.0%	1.7%
<b>Sales (EurosM)</b>	2,946	3,170	3,365	3,445	3,529	7.6%	6.1%	2.4%	2.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.30	1.36	1.40	1.39	1.38	4.1%	2.8%	-0.6%	-0.6%
<b>Sales (\$)/per Emp.</b>	196,734	204,719	210,489	209,139	210,693	4.1%	2.8%	-0.6%	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>Euros(M)/Estab.</b>	1.11	1.15	1.19	1.18	1.17	4.1%	2.8%	-0.6%	-0.6%
<b>Euros per Emp.</b>	167,224	174,011	178,915	177,769	179,089	4.1%	2.8%	-0.6%	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>2025</b>	993	301	181	121	40	19	5	2	1,177	2,838
<b>2026</b>	1,023	310	186	125	41	20	5	2	1,213	2,924
<b>2027</b>	1,055	320	192	128	42	20	5	2	1,250	3,014
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	338	326	460	734	613	644	378	364	103	3,959
<b>2026</b>	346	334	471	752	627	659	387	372	105	4,053
<b>2027</b>	354	342	482	770	642	675	396	381	108	4,152
Employment by Size of Firm									Total	
<b>2025</b>	2,483	1,745	2,461	3,638	2,347	2,388	1,347	1,222	1,177	18,809
<b>2026</b>	2,559	1,798	2,536	3,749	2,419	2,461	1,388	1,259	1,213	19,381
<b>2027</b>	2,637	1,854	2,613	3,864	2,493	2,536	1,160	1,297	1,250	19,705

# IRELAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,754	1,445.7	8,143
Electric power systems contractors	Minor1	20	216.9	207
Cogeneration specialization	Minor2	1	1.1	19
Computer power conditioning	Minor2	1	0.8	3
Standby or emergency power specialization	Minor2	1	1.8	12
Switchgear and related devices installation	Minor2	1	3.4	11
Electronic controls installation	Minor1	25	39.9	194
Computerized controls installation	Minor2	3	19.2	51
Energy management controls	Minor2	15	56.8	156
Environmental system control installation	Minor2	4	29.5	46
Communications specialization	Minor1	43	91.6	448
Cable television installation	Minor2	15	30.1	204
Fiber optic cable installation	Minor2	17	38.4	191
Sound equipment specialization	Minor2	97	31.9	209
Telephone and telephone equipment	Minor2	51	87.4	449
Voice, data, and video wiring contractor	Minor2	13	27.4	142
Safety and security specialization	Minor1	34	37.7	277
Access control systems specialization	Minor2	5	11.5	48
Closed circuit television installation	Minor2	3	4.2	24
Fire detection and burglar alarm systems	Minor2	69	91.7	622
Banking machine installation and service	Minor2	2	4.8	22
Computer installation	Minor2	17	18.2	100
General electrical contractor	Minor2	715	1,729.2	7,664
Lighting contractor	Minor2	17	34.1	139

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

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# ISRAEL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	3,971	4,183	4,353	4,521	4,698	5.3%	4.1%	3.9%	3.9%
<b>Sales (\$Millions)</b>	5,846	6,373	6,698	6,798	6,903	9.0%	5.1%	1.5%	1.5%
<b>Employment</b>	26,322	27,728	28,854	29,970	30,717	5.3%	4.1%	3.9%	2.5%
<b>Sales (ShekelsM)</b>	18,881	20,584	21,635	21,958	22,296	9.0%	5.1%	1.5%	1.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.47	1.52	1.54	1.50	1.47	3.5%	1.0%	-2.3%	-2.3%
<b>Sales (\$)/per Emp.</b>	222,080	229,827	232,143	226,829	224,723	3.5%	1.0%	-2.3%	-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>Shekels(M)/Estab.</b>	4.75	4.92	4.97	4.86	4.75	3.5%	1.0%	-2.3%	-2.3%
<b>Shekels per Emp.</b>	717,320	742,342	749,823	732,657	725,854	3.5%	1.0%	-2.3%	-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>2025</b>	1,524	462	278	185	61	29	7	2	1,805	4,353
<b>2026</b>	1,583	480	288	193	63	30	7	3	1,875	4,521
<b>2027</b>	1,644	498	300	200	65	31	8	3	1,948	4,698
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	572	551	778	1,243	1,036	1,089	640	615	174	6,698
<b>2026</b>	580	560	789	1,261	1,052	1,106	649	624	177	6,798
<b>2027</b>	589	568	801	1,281	1,068	1,123	659	634	179	6,903
Employment by Size of Firm									Total	
<b>2025</b>	3,809	2,678	3,775	5,581	3,601	3,664	2,067	1,874	1,805	28,854
<b>2026</b>	3,957	2,781	3,921	5,797	3,740	3,805	2,147	1,947	1,875	29,970
<b>2027</b>	4,111	2,890	4,074	6,023	3,886	3,954	1,809	2,022	1,948	30,717

# ISRAEL

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,712	2,424.7	12,592
Electric power systems contractors	Minor1	32	363.8	319
Cogeneration specialization	Minor2	1	1.9	29
Computer power conditioning	Minor2	1	1.3	5
Standby or emergency power specialization	Minor2	2	3.0	19
Switchgear and related devices installation	Minor2	1	5.8	17
Electronic controls installation	Minor1	38	67.0	299
Computerized controls installation	Minor2	5	32.2	78
Energy management controls	Minor2	24	95.2	241
Environmental system control installation	Minor2	6	49.5	72
Communications specialization	Minor1	66	153.6	693
Cable television installation	Minor2	24	50.5	316
Fiber optic cable installation	Minor2	27	64.4	296
Sound equipment specialization	Minor2	150	53.5	323
Telephone and telephone equipment	Minor2	78	146.6	694
Voice, data, and video wiring contractor	Minor2	21	46.0	220
Safety and security specialization	Minor1	52	63.3	428
Access control systems specialization	Minor2	8	19.2	75
Closed circuit television installation	Minor2	4	7.0	37
Fire detection and burglar alarm systems	Minor2	107	153.7	962
Banking machine installation and service	Minor2	4	8.0	34
Computer installation	Minor2	26	30.5	155
General electrical contractor	Minor2	1,105	2,900.2	11,852
Lighting contractor	Minor2	26	57.2	215

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

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# ITALY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	28,249	29,055	29,809	30,526	31,270	2.9%	2.6%	2.4%	2.4%
<b>Sales (\$Millions)</b>	25,646	25,199	24,775	23,694	22,671	-1.7%	-1.7%	-4.4%	-4.3%
<b>Employment</b>	187,255	192,592	197,593	202,347	204,468	2.9%	2.6%	2.4%	1.0%
<b>Sales (EurosM)</b>	21,799	21,419	21,059	20,140	19,270	-1.7%	-1.7%	-4.4%	-4.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.91	0.87	0.83	0.78	0.73	-4.5%	-4.2%	-6.6%	-6.6%
<b>Sales (\$)/per Emp.</b>	136,956	130,839	125,386	117,096	110,877	-4.5%	-4.2%	-6.6%	-5.3%
<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>	0.77	0.74	0.71	0.66	0.62	-4.5%	-4.2%	-6.6%	-6.6%
<b>Euros per Emp.</b>	116,413	111,213	106,578	99,532	94,246	-4.5%	-4.2%	-6.6%	-5.3%

## 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>2025</b>	10,435	3,161	1,901	1,270	415	199	49	17	12,362	29,809
<b>2026</b>	10,686	3,238	1,947	1,300	425	204	50	17	12,660	30,526
<b>2027</b>	10,946	3,316	1,994	1,332	436	209	51	18	12,968	31,270
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	2,115	2,039	2,877	4,596	3,834	4,029	2,366	2,275	644	24,775
<b>2026</b>	2,023	1,950	2,751	4,395	3,666	3,854	2,262	2,176	616	23,694
<b>2027</b>	1,936	1,866	2,632	4,206	3,508	3,687	2,165	2,082	590	22,671
Employment by Size of Firm									Total	
<b>2025</b>	26,087	18,336	25,851	38,218	24,661	25,088	14,155	12,834	12,362	197,593
<b>2026</b>	26,714	18,778	26,473	39,138	25,254	25,692	14,496	13,142	12,660	202,347
<b>2027</b>	27,365	19,235	27,118	40,091	25,869	26,317	12,041	13,463	12,968	204,468

# ITALY

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,312	8,451.0	85,016
Electric power systems contractors	Minor1	213	1,268.0	2,157
Cogeneration specialization	Minor2	7	6.6	196
Computer power conditioning	Minor2	7	4.6	33
Standby or emergency power specialization	Minor2	14	10.5	128
Switchgear and related devices installation	Minor2	8	20.1	115
Electronic controls installation	Minor1	257	233.5	2,022
Computerized controls installation	Minor2	32	112.3	528
Energy management controls	Minor2	161	331.8	1,625
Environmental system control installation	Minor2	43	172.6	484
Communications specialization	Minor1	448	535.3	4,676
Cable television installation	Minor2	161	176.1	2,131
Fiber optic cable installation	Minor2	179	224.5	1,998
Sound equipment specialization	Minor2	1,014	186.6	2,183
Telephone and telephone equipment	Minor2	530	510.8	4,683
Voice, data, and video wiring contractor	Minor2	140	160.4	1,487
Safety and security specialization	Minor1	354	220.5	2,888
Access control systems specialization	Minor2	57	67.0	505
Closed circuit television installation	Minor2	27	24.3	250
Fire detection and burglar alarm systems	Minor2	722	535.9	6,497
Banking machine installation and service	Minor2	24	27.9	232
Computer installation	Minor2	176	106.2	1,043
General electrical contractor	Minor2	7,463	10,108.5	80,020
Lighting contractor	Minor2	174	199.2	1,450

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

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# JAPAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	60,563	62,026	63,542	64,973	66,457	2.4%	2.4%	2.3%	2.3%
<b>Sales (\$Millions)</b>	46,381	44,439	42,101	38,962	36,075	-4.2%	-5.3%	-7.5%	-7.4%
<b>Employment</b>	401,447	411,150	421,196	430,685	434,550	2.4%	2.4%	2.3%	0.9%
<b>Sales (YenB)</b>	7,189,118	6,888,094	6,525,637	6,039,176	5,591,694	-4.2%	-5.3%	-7.5%	-7.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.77	0.72	0.66	0.60	0.54	-6.4%	-7.5%	-9.5%	-9.5%
<b>Sales (\$)/per Emp.</b>	115,535	108,085	99,956	90,466	83,018	-6.4%	-7.5%	-9.5%	-8.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Yen(B)/Estab.</b>	118.71	111.05	102.70	92.95	84.14	-6.4%	-7.5%	-9.5%	-9.5%
<b>Yen per Emp.</b>	17,908,001	16,753,245	15,493,128	14,022,261	12,867,776	-6.4%	-7.5%	-9.5%	-8.2%

## 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>2025</b>	22,243	6,739	4,052	2,707	885	424	104	36	26,352	63,542
<b>2026</b>	22,744	6,891	4,143	2,768	905	434	106	37	26,946	64,973
<b>2027</b>	23,263	7,048	4,238	2,831	926	444	108	38	27,561	66,457
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	3,595	3,466	4,888	7,810	6,515	6,847	4,020	3,866	1,095	42,101
<b>2026</b>	3,327	3,207	4,524	7,228	6,029	6,337	3,720	3,578	1,013	38,962
<b>2027</b>	3,080	2,970	4,189	6,692	5,582	5,867	3,445	3,313	938	36,075
Employment by Size of Firm										Total
<b>2025</b>	55,608	39,086	55,106	81,467	52,568	53,478	30,173	27,357	26,352	421,196
<b>2026</b>	56,860	39,967	56,347	83,302	53,752	54,683	30,853	27,973	26,946	430,685
<b>2027</b>	58,158	40,879	57,634	85,204	54,979	55,932	25,591	28,612	27,561	434,550

# JAPAN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	38,976	13,896.7	180,953
Electric power systems contractors	Minor1	454	2,085.2	4,591
Cogeneration specialization	Minor2	15	10.8	417
Computer power conditioning	Minor2	15	7.6	71
Standby or emergency power specialization	Minor2	31	17.3	272
Switchgear and related devices installation	Minor2	16	33.0	245
Electronic controls installation	Minor1	548	384.0	4,304
Computerized controls installation	Minor2	69	184.7	1,124
Energy management controls	Minor2	342	545.7	3,460
Environmental system control installation	Minor2	91	283.8	1,030
Communications specialization	Minor1	953	880.3	9,952
Cable television installation	Minor2	343	289.5	4,536
Fiber optic cable installation	Minor2	381	369.1	4,252
Sound equipment specialization	Minor2	2,159	306.8	4,646
Telephone and telephone equipment	Minor2	1,127	839.9	9,968
Voice, data, and video wiring contractor	Minor2	299	263.7	3,165
Safety and security specialization	Minor1	753	362.5	6,147
Access control systems specialization	Minor2	122	110.1	1,075
Closed circuit television installation	Minor2	58	40.0	532
Fire detection and burglar alarm systems	Minor2	1,537	881.2	13,827
Banking machine installation and service	Minor2	51	45.8	493
Computer installation	Minor2	375	174.7	2,221
General electrical contractor	Minor2	15,886	16,622.3	170,319
Lighting contractor	Minor2	370	327.6	3,086

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

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# KAZAKHSTAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	9,916	10,384	10,767	11,143	11,536	4.7%	3.7%	3.5%	3.5%
<b>Sales (\$Millions)</b>	627	626	620	596	573	-0.1%	-1.1%	-3.9%	-3.8%
<b>Employment</b>	65,728	68,831	71,369	73,863	75,431	4.7%	3.7%	3.5%	2.1%
<b>Sales (TenkeM)</b>	316,593	316,379	312,930	300,860	289,397	-0.1%	-1.1%	-3.9%	-3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.06	0.05	0.05	-4.6%	-4.6%	-7.1%	-7.1%
<b>Sales (\$)/per Emp.</b>	9,538	9,102	8,682	8,066	7,597	-4.6%	-4.6%	-7.1%	-5.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Tenkes(M)/Estab.</b>	31.93	30.47	29.06	27.00	25.09	-4.6%	-4.6%	-7.1%	-7.1%
<b>Tenke per Emp.</b>	4,816,688	4,596,428	4,384,658	4,073,220	3,836,599	-4.6%	-4.6%	-7.1%	-5.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	3,769	1,142	687	459	150	72	18	6	4,465	10,767
<b>2026</b>	3,901	1,182	711	475	155	74	18	6	4,621	11,143
<b>2027</b>	4,038	1,223	736	491	161	77	19	7	4,784	11,536
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	53	51	72	115	96	101	59	57	16	620
<b>2026</b>	51	49	69	111	92	97	57	55	15	596
<b>2027</b>	49	47	67	106	89	93	55	53	15	573
Employment by Size of Firm										Total
<b>2025</b>	9,422	6,623	9,337	13,804	8,907	9,062	5,113	4,635	4,465	71,369
<b>2026</b>	9,752	6,854	9,664	14,286	9,219	9,378	5,291	4,797	4,621	73,863
<b>2027</b>	10,095	7,096	10,004	14,790	9,543	9,709	4,442	4,967	4,784	75,431

# KAZAKHSTAN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,684	212.5	31,034
Electric power systems contractors	Minor1	78	31.9	787
Cogeneration specialization	Minor2	3	0.2	71
Computer power conditioning	Minor2	3	0.1	12
Standby or emergency power specialization	Minor2	5	0.3	47
Switchgear and related devices installation	Minor2	3	0.5	42
Electronic controls installation	Minor1	94	5.9	738
Computerized controls installation	Minor2	12	2.8	193
Energy management controls	Minor2	59	8.3	593
Environmental system control installation	Minor2	16	4.3	177
Communications specialization	Minor1	163	13.5	1,707
Cable television installation	Minor2	59	4.4	778
Fiber optic cable installation	Minor2	65	5.6	729
Sound equipment specialization	Minor2	370	4.7	797
Telephone and telephone equipment	Minor2	193	12.8	1,710
Voice, data, and video wiring contractor	Minor2	51	4.0	543
Safety and security specialization	Minor1	129	5.5	1,054
Access control systems specialization	Minor2	21	1.7	184
Closed circuit television installation	Minor2	10	0.6	91
Fire detection and burglar alarm systems	Minor2	264	13.5	2,371
Banking machine installation and service	Minor2	9	0.7	85
Computer installation	Minor2	64	2.7	381
General electrical contractor	Minor2	2,724	254.2	29,210
Lighting contractor	Minor2	64	5.0	529

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

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# KUWAIT

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,304	2,603	2,786	2,977	3,181	13.0%	7.0%	6.8%	6.9%
<b>Sales (\$Millions)</b>	2,065	2,257	2,432	2,523	2,619	9.3%	7.7%	3.8%	3.8%
<b>Employment</b>	15,270	17,257	18,469	19,730	20,798	13.0%	7.0%	6.8%	5.4%
<b>Sales (DinarM)</b>	632	691	744	772	802	9.3%	7.7%	3.8%	3.8%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.90	0.87	0.87	0.85	0.82	-3.3%	0.7%	-2.9%	-2.9%
<b>Sales (\$)/per Emp.</b>	135,227	130,783	131,661	127,884	125,945	-3.3%	0.7%	-2.9%	-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>Dinars(M)/Estab.</b>	0.27	0.27	0.27	0.26	0.25	-3.3%	0.7%	-2.9%	-2.9%
<b>Dinar per Emp.</b>	41,379	40,020	40,288	39,132	38,539	-3.3%	0.7%	-2.9%	-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>2025</b>	975	296	178	119	39	19	5	2	1,156	2,786
<b>2026</b>	1,042	316	190	127	41	20	5	2	1,234	2,977
<b>2027</b>	1,113	337	203	135	44	21	5	2	1,319	3,181
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	208	200	282	451	376	395	232	223	63	2,432
<b>2026</b>	215	208	293	468	390	410	241	232	66	2,523
<b>2027</b>	224	216	304	486	405	426	250	241	68	2,619
Employment by Size of Firm									Total	
<b>2025</b>	2,438	1,714	2,416	3,572	2,305	2,345	1,323	1,200	1,156	18,469
<b>2026</b>	2,605	1,831	2,581	3,816	2,462	2,505	1,413	1,281	1,234	19,730
<b>2027</b>	2,784	1,957	2,758	4,078	2,631	2,677	1,225	1,369	1,319	20,798

# KUWAIT

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,786	900.0	8,290
Electric power systems contractors	Minor1	21	135.0	210
Cogeneration specialization	Minor2	1	0.7	19
Computer power conditioning	Minor2	1	0.5	3
Standby or emergency power specialization	Minor2	1	1.1	12
Switchgear and related devices installation	Minor2	1	2.1	11
Electronic controls installation	Minor1	25	24.9	197
Computerized controls installation	Minor2	3	12.0	51
Energy management controls	Minor2	16	35.3	158
Environmental system control installation	Minor2	4	18.4	47
Communications specialization	Minor1	44	57.0	456
Cable television installation	Minor2	16	18.7	208
Fiber optic cable installation	Minor2	17	23.9	195
Sound equipment specialization	Minor2	99	19.9	213
Telephone and telephone equipment	Minor2	52	54.4	457
Voice, data, and video wiring contractor	Minor2	14	17.1	145
Safety and security specialization	Minor1	35	23.5	282
Access control systems specialization	Minor2	6	7.1	49
Closed circuit television installation	Minor2	3	2.6	24
Fire detection and burglar alarm systems	Minor2	70	57.1	633
Banking machine installation and service	Minor2	2	3.0	23
Computer installation	Minor2	17	11.3	102
General electrical contractor	Minor2	728	1,076.5	7,803
Lighting contractor	Minor2	17	21.2	141

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

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# MALAYSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	17,874	18,677	19,385	20,083	20,813	4.5%	3.8%	3.6%	3.6%
<b>Sales (\$Millions)</b>	5,236	5,390	5,318	5,103	4,898	2.9%	-1.3%	-4.1%	-4.0%
<b>Employment</b>	118,482	123,800	128,497	133,125	136,092	4.5%	3.8%	3.6%	2.2%
<b>Sales (RinggitsM)</b>	23,471	24,161	23,843	22,876	21,959	2.9%	-1.3%	-4.1%	-4.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.29	0.29	0.27	0.25	0.24	-1.5%	-4.9%	-7.4%	-7.4%
<b>Sales (\$)/per Emp.</b>	44,189	43,534	41,389	38,331	35,993	-1.5%	-4.9%	-7.4%	-6.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Ringgitss(M)/Estab.</b>	1.31	1.29	1.23	1.14	1.06	-1.5%	-4.9%	-7.4%	-7.4%
<b>Ringgits per Emp.</b>	198,100	195,164	185,549	171,837	161,355	-1.5%	-4.9%	-7.4%	-6.1%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	6,786	2,056	1,236	826	270	129	32	11	8,039	19,385
<b>2026</b>	7,030	2,130	1,281	855	280	134	33	11	8,329	20,083
<b>2027</b>	7,286	2,207	1,327	887	290	139	34	12	8,632	20,813
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	454	438	618	987	823	865	508	488	138	5,318
<b>2026</b>	436	420	592	947	790	830	487	469	133	5,103
<b>2027</b>	418	403	569	909	758	797	468	450	127	4,898
Employment by Size of Firm									Total	
<b>2025</b>	16,965	11,924	16,812	24,854	16,037	16,315	9,205	8,346	8,039	128,497
<b>2026</b>	17,576	12,354	17,417	25,749	16,615	16,903	9,537	8,647	8,329	133,125
<b>2027</b>	18,214	12,803	18,050	26,684	17,218	17,517	8,015	8,961	8,632	136,092

# MALAYSIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,048	1,820.0	55,933
Electric power systems contractors	Minor1	140	273.1	1,419
Cogeneration specialization	Minor2	5	1.4	129
Computer power conditioning	Minor2	5	1.0	22
Standby or emergency power specialization	Minor2	9	2.3	84
Switchgear and related devices installation	Minor2	5	4.3	76
Electronic controls installation	Minor1	169	50.3	1,330
Computerized controls installation	Minor2	21	24.2	347
Energy management controls	Minor2	106	71.5	1,069
Environmental system control installation	Minor2	28	37.2	319
Communications specialization	Minor1	294	115.3	3,076
Cable television installation	Minor2	106	37.9	1,402
Fiber optic cable installation	Minor2	118	48.3	1,314
Sound equipment specialization	Minor2	667	40.2	1,436
Telephone and telephone equipment	Minor2	348	110.0	3,081
Voice, data, and video wiring contractor	Minor2	92	34.5	978
Safety and security specialization	Minor1	233	47.5	1,900
Access control systems specialization	Minor2	38	14.4	332
Closed circuit television installation	Minor2	18	5.2	165
Fire detection and burglar alarm systems	Minor2	475	115.4	4,274
Banking machine installation and service	Minor2	16	6.0	152
Computer installation	Minor2	116	22.9	686
General electrical contractor	Minor2	4,910	2,177.0	52,646
Lighting contractor	Minor2	114	42.9	954

\*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			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	60,248	64,015	66,554	69,065	71,691	6.3%	4.0%	3.8%	3.8%
<b>Sales (\$Millions)</b>	19,371	19,249	20,825	21,688	22,597	-0.6%	8.2%	4.1%	4.2%
<b>Employment</b>	399,365	424,330	441,160	457,805	468,780	6.3%	4.0%	3.8%	2.4%
<b>Sales (NPesosM)</b>	352,561	350,335	379,013	394,716	411,268	-0.6%	8.2%	4.1%	4.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.32	0.30	0.31	0.31	0.32	-6.5%	4.1%	0.4%	0.4%
<b>Sales (\$)/per Emp.</b>	48,506	45,364	47,205	47,373	48,204	-6.5%	4.1%	0.4%	1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>NPesos(M)/Estab.</b>	5.85	5.47	5.69	5.72	5.74	-6.5%	4.1%	0.4%	0.4%
<b>NPesos per Emp.</b>	882,804	825,617	859,129	862,192	877,316	-6.5%	4.1%	0.4%	1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	23,297	7,058	4,244	2,835	927	444	109	38	27,601	66,554
<b>2026</b>	24,176	7,325	4,404	2,942	962	461	113	39	28,643	69,065
<b>2027</b>	25,096	7,603	4,572	3,054	998	478	117	41	29,732	71,691
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	1,778	1,714	2,418	3,863	3,222	3,387	1,988	1,912	542	20,825
<b>2026</b>	1,852	1,785	2,518	4,023	3,356	3,527	2,071	1,991	564	21,688
<b>2027</b>	1,929	1,860	2,624	4,192	3,497	3,675	2,158	2,075	588	22,597
Employment by Size of Firm									Total	
<b>2025</b>	58,243	40,939	57,718	85,329	55,060	56,013	31,604	28,653	27,601	441,160
<b>2026</b>	60,441	42,484	59,896	88,548	57,137	58,127	32,796	29,735	28,643	457,805
<b>2027</b>	62,740	44,099	62,174	91,916	59,310	60,337	27,607	30,865	29,732	468,780

# MEXICO

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	41,431	7,735.3	192,347
Electric power systems contractors	Minor1	482	1,160.7	4,880
Cogeneration specialization	Minor2	16	6.0	443
Computer power conditioning	Minor2	16	4.2	75
Standby or emergency power specialization	Minor2	33	9.6	289
Switchgear and related devices installation	Minor2	17	18.4	261
Electronic controls installation	Minor1	582	213.7	4,575
Computerized controls installation	Minor2	73	102.8	1,195
Energy management controls	Minor2	364	303.7	3,678
Environmental system control installation	Minor2	97	158.0	1,095
Communications specialization	Minor1	1,013	490.0	10,578
Cable television installation	Minor2	365	161.2	4,821
Fiber optic cable installation	Minor2	405	205.5	4,519
Sound equipment specialization	Minor2	2,295	170.8	4,939
Telephone and telephone equipment	Minor2	1,198	467.5	10,596
Voice, data, and video wiring contractor	Minor2	318	146.8	3,364
Safety and security specialization	Minor1	801	201.8	6,534
Access control systems specialization	Minor2	130	61.3	1,143
Closed circuit television installation	Minor2	62	22.3	566
Fire detection and burglar alarm systems	Minor2	1,634	490.5	14,698
Banking machine installation and service	Minor2	54	25.5	524
Computer installation	Minor2	399	97.2	2,361
General electrical contractor	Minor2	16,886	9,252.5	181,044
Lighting contractor	Minor2	394	182.4	3,280

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

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# NETHERLANDS

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	7,716	7,952	8,178	8,395	8,619	3.1%	2.8%	2.6%	2.7%
<b>Sales (\$Millions)</b>	12,268	12,337	12,580	12,427	12,281	0.6%	2.0%	-1.2%	-1.2%
<b>Employment</b>	51,146	52,714	54,210	55,645	56,361	3.1%	2.8%	2.6%	1.3%
<b>Sales (EurosM)</b>	10,428	10,486	10,693	10,563	10,439	0.6%	2.0%	-1.2%	-1.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.59	1.55	1.54	1.48	1.42	-2.4%	-0.8%	-3.8%	-3.7%
<b>Sales (\$)/per Emp.</b>	239,869	234,035	232,058	223,318	217,901	-2.4%	-0.8%	-3.8%	-2.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	1.35	1.32	1.31	1.26	1.21	-2.4%	-0.8%	-3.8%	-3.7%
<b>Euros per Emp.</b>	203,889	198,930	197,249	189,821	185,216	-2.4%	-0.8%	-3.8%	-2.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	2,863	867	522	348	114	55	13	5	3,392	8,178
<b>2026</b>	2,939	890	535	358	117	56	14	5	3,481	8,395
<b>2027</b>	3,017	914	550	367	120	58	14	5	3,575	8,619
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	1,074	1,036	1,461	2,334	1,947	2,046	1,201	1,155	327	12,580
<b>2026</b>	1,061	1,023	1,443	2,305	1,923	2,021	1,187	1,141	323	12,427
<b>2027</b>	1,049	1,011	1,426	2,278	1,900	1,997	1,173	1,128	319	12,281
Employment by Size of Firm									Total	
<b>2025</b>	7,157	5,031	7,092	10,485	6,766	6,883	3,884	3,521	3,392	54,210
<b>2026</b>	7,346	5,164	7,280	10,763	6,945	7,065	3,986	3,614	3,481	55,645
<b>2027</b>	7,543	5,302	7,475	11,051	7,131	7,254	3,319	3,711	3,575	56,361

# NETHERLANDS

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,036	4,432.2	23,380
Electric power systems contractors	Minor1	59	665.0	593
Cogeneration specialization	Minor2	2	3.4	54
Computer power conditioning	Minor2	2	2.4	9
Standby or emergency power specialization	Minor2	4	5.5	35
Switchgear and related devices installation	Minor2	2	10.5	32
Electronic controls installation	Minor1	71	122.5	556
Computerized controls installation	Minor2	9	58.9	145
Energy management controls	Minor2	44	174.0	447
Environmental system control installation	Minor2	12	90.5	133
Communications specialization	Minor1	123	280.8	1,286
Cable television installation	Minor2	44	92.3	586
Fiber optic cable installation	Minor2	49	117.7	549
Sound equipment specialization	Minor2	279	97.9	600
Telephone and telephone equipment	Minor2	146	267.9	1,288
Voice, data, and video wiring contractor	Minor2	39	84.1	409
Safety and security specialization	Minor1	97	115.6	794
Access control systems specialization	Minor2	16	35.1	139
Closed circuit television installation	Minor2	8	12.8	69
Fire detection and burglar alarm systems	Minor2	199	281.0	1,787
Banking machine installation and service	Minor2	7	14.6	64
Computer installation	Minor2	48	55.7	287
General electrical contractor	Minor2	2,052	5,301.5	22,006
Lighting contractor	Minor2	48	104.5	399

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

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# NEW ZEALAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,036	2,107	2,180	2,251	2,325	3.5%	3.5%	3.3%	3.3%
<b>Sales (\$Millions)</b>	2,535	2,691	2,716	2,659	2,605	6.2%	1.0%	-2.1%	-2.0%
<b>Employment</b>	13,498	13,964	14,448	14,921	15,205	3.5%	3.5%	3.3%	1.9%
<b>Sales (DollarsM)</b>	4,385	4,655	4,699	4,601	4,507	6.2%	1.0%	-2.1%	-2.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.24	1.28	1.25	1.18	1.12	2.6%	-2.4%	-5.2%	-5.2%
<b>Sales (\$)/per Emp.</b>	187,784	192,680	188,005	178,236	171,328	2.6%	-2.4%	-5.2%	-3.9%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.15	2.21	2.16	2.04	1.94	2.6%	-2.4%	-5.2%	-5.2%
<b>Dollars per Emp.</b>	324,867	333,337	325,249	308,349	296,398	2.6%	-2.4%	-5.2%	-3.9%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	763	231	139	93	30	15	4	1	904	2,180
<b>2026</b>	788	239	144	96	31	15	4	1	934	2,251
<b>2027</b>	814	247	148	99	32	16	4	1	964	2,325
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	232	224	315	504	420	442	259	249	71	2,716
<b>2026</b>	227	219	309	493	412	433	254	244	69	2,659
<b>2027</b>	222	214	302	483	403	424	249	239	68	2,605
Employment by Size of Firm										Total
<b>2025</b>	1,907	1,341	1,890	2,794	1,803	1,834	1,035	938	904	14,448
<b>2026</b>	1,970	1,385	1,952	2,886	1,862	1,894	1,069	969	934	14,921
<b>2027</b>	2,035	1,430	2,017	2,981	1,924	1,957	895	1,001	964	15,205

# NEW ZEALAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,350	948.5	6,269
Electric power systems contractors	Minor1	16	142.3	159
Cogeneration specialization	Minor2	1	0.7	14
Computer power conditioning	Minor2	1	0.5	2
Standby or emergency power specialization	Minor2	1	1.2	9
Switchgear and related devices installation	Minor2	1	2.3	9
Electronic controls installation	Minor1	19	26.2	149
Computerized controls installation	Minor2	2	12.6	39
Energy management controls	Minor2	12	37.2	120
Environmental system control installation	Minor2	3	19.4	36
Communications specialization	Minor1	33	60.1	345
Cable television installation	Minor2	12	19.8	157
Fiber optic cable installation	Minor2	13	25.2	147
Sound equipment specialization	Minor2	75	20.9	161
Telephone and telephone equipment	Minor2	39	57.3	345
Voice, data, and video wiring contractor	Minor2	10	18.0	110
Safety and security specialization	Minor1	26	24.7	213
Access control systems specialization	Minor2	4	7.5	37
Closed circuit television installation	Minor2	2	2.7	18
Fire detection and burglar alarm systems	Minor2	53	60.1	479
Banking machine installation and service	Minor2	2	3.1	17
Computer installation	Minor2	13	11.9	77
General electrical contractor	Minor2	550	1,134.6	5,901
Lighting contractor	Minor2	13	22.4	107

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

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# NIGERIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	105,723	110,306	115,271	120,236	125,452	4.3%	4.5%	4.3%	4.3%
<b>Sales (\$Millions)</b>	4,555	4,813	4,581	4,257	3,958	5.7%	-4.8%	-7.1%	-7.0%
<b>Employment</b>	700,801	731,178	764,092	797,004	820,313	4.3%	4.5%	4.3%	2.9%
<b>Sales (NairaM)</b>	7,484,388	7,908,403	7,527,190	6,994,742	6,503,115	5.7%	-4.8%	-7.1%	-7.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.04	0.04	0.04	0.04	0.03	1.3%	-8.9%	-10.9%	-10.9%
<b>Sales (\$)/per Emp.</b>	6,500	6,583	5,996	5,342	4,825	1.3%	-8.9%	-10.9%	-9.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Naira(M)/Estab.</b>	70.79	71.70	65.30	58.17	51.84	1.3%	-8.9%	-10.9%	-10.9%
<b>Naira per Emp.</b>	10,679,757	10,815,976	9,851,156	8,776,294	7,927,598	1.3%	-8.9%	-10.9%	-9.7%

## 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>2025</b>	40,351	12,225	7,351	4,910	1,605	769	188	66	47,806	115,271
<b>2026</b>	42,089	12,752	7,667	5,121	1,675	802	196	69	49,865	120,236
<b>2027</b>	43,915	13,305	8,000	5,344	1,747	837	205	72	52,028	125,452
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	391	377	532	850	709	745	437	421	119	4,581
<b>2026</b>	363	350	494	790	659	692	407	391	111	4,257
<b>2027</b>	338	326	460	734	612	644	378	363	103	3,958
Employment by Size of Firm										Total
<b>2025</b>	100,878	70,907	99,968	147,790	95,363	97,015	54,738	49,628	47,806	764,092
<b>2026</b>	105,223	73,961	104,274	154,155	99,471	101,194	57,096	51,766	49,865	797,004
<b>2027</b>	109,787	77,169	108,797	160,842	103,786	105,584	48,309	54,011	52,028	820,313

# NIGERIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	72,128	1,518.5	334,862
Electric power systems contractors	Minor1	840	227.8	8,495
Cogeneration specialization	Minor2	28	1.2	771
Computer power conditioning	Minor2	28	0.8	131
Standby or emergency power specialization	Minor2	57	1.9	503
Switchgear and related devices installation	Minor2	30	3.6	454
Electronic controls installation	Minor1	1,014	42.0	7,964
Computerized controls installation	Minor2	127	20.2	2,080
Energy management controls	Minor2	634	59.6	6,402
Environmental system control installation	Minor2	168	31.0	1,907
Communications specialization	Minor1	1,763	96.2	18,416
Cable television installation	Minor2	635	31.6	8,393
Fiber optic cable installation	Minor2	705	40.3	7,868
Sound equipment specialization	Minor2	3,996	33.5	8,598
Telephone and telephone equipment	Minor2	2,086	91.8	18,446
Voice, data, and video wiring contractor	Minor2	553	28.8	5,856
Safety and security specialization	Minor1	1,394	39.6	11,374
Access control systems specialization	Minor2	226	12.0	1,990
Closed circuit television installation	Minor2	108	4.4	985
Fire detection and burglar alarm systems	Minor2	2,845	96.3	25,588
Banking machine installation and service	Minor2	95	5.0	912
Computer installation	Minor2	694	19.1	4,110
General electrical contractor	Minor2	29,397	1,816.3	315,184
Lighting contractor	Minor2	685	35.8	5,710

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

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# NORWAY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,821	2,948	3,049	3,149	3,252	4.5%	3.4%	3.3%	3.3%
<b>Sales (\$Millions)</b>	6,000	6,604	7,029	7,214	7,408	10.1%	6.4%	2.6%	2.7%
<b>Employment</b>	18,697	19,540	20,213	20,871	21,265	4.5%	3.4%	3.3%	1.9%
<b>Sales (KronesM)</b>	60,600	66,700	70,993	72,862	74,817	10.1%	6.4%	2.6%	2.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	2.13	2.24	2.31	2.29	2.28	5.3%	2.9%	-0.6%	-0.6%
<b>Sales (\$)/per Emp.</b>	320,906	337,978	347,743	345,650	348,356	5.3%	2.9%	-0.6%	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>Krones(M)/Estab.</b>	21.48	22.63	23.28	23.14	23.01	5.3%	2.9%	-0.6%	-0.6%
<b>Krones per Emp.</b>	3,241,153	3,413,574	3,512,200	3,491,070	3,518,392	5.3%	2.9%	-0.6%	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>2025</b>	1,067	323	194	130	42	20	5	2	1,265	3,049
<b>2026</b>	1,102	334	201	134	44	21	5	2	1,306	3,149
<b>2027</b>	1,138	345	207	139	45	22	5	2	1,349	3,252
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	600	579	816	1,304	1,088	1,143	671	645	183	7,029
<b>2026</b>	616	594	838	1,338	1,116	1,173	689	662	188	7,214
<b>2027</b>	632	610	860	1,374	1,146	1,205	707	680	193	7,408
Employment by Size of Firm									Total	
<b>2025</b>	2,669	1,876	2,645	3,910	2,523	2,566	1,448	1,313	1,265	20,213
<b>2026</b>	2,755	1,937	2,731	4,037	2,605	2,650	1,495	1,356	1,306	20,871
<b>2027</b>	2,846	2,000	2,820	4,169	2,690	2,737	1,252	1,400	1,349	21,265

# NORWAY

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,889	2,573.0	8,769
Electric power systems contractors	Minor1	22	386.1	222
Cogeneration specialization	Minor2	1	2.0	20
Computer power conditioning	Minor2	1	1.4	3
Standby or emergency power specialization	Minor2	1	3.2	13
Switchgear and related devices installation	Minor2	1	6.1	12
Electronic controls installation	Minor1	27	71.1	209
Computerized controls installation	Minor2	3	34.2	54
Energy management controls	Minor2	17	101.0	168
Environmental system control installation	Minor2	4	52.6	50
Communications specialization	Minor1	46	163.0	482
Cable television installation	Minor2	17	53.6	220
Fiber optic cable installation	Minor2	18	68.3	206
Sound equipment specialization	Minor2	105	56.8	225
Telephone and telephone equipment	Minor2	55	155.5	483
Voice, data, and video wiring contractor	Minor2	14	48.8	153
Safety and security specialization	Minor1	37	67.1	298
Access control systems specialization	Minor2	6	20.4	52
Closed circuit television installation	Minor2	3	7.4	26
Fire detection and burglar alarm systems	Minor2	75	163.1	670
Banking machine installation and service	Minor2	2	8.5	24
Computer installation	Minor2	18	32.3	108
General electrical contractor	Minor2	770	3,077.7	8,254
Lighting contractor	Minor2	18	60.7	150

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

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# PAKISTAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	79,707	83,608	86,940	90,237	93,686	4.9%	4.0%	3.8%	3.8%
<b>Sales (\$Millions)</b>	1,030	1,130	1,235	1,298	1,364	9.7%	9.3%	5.1%	5.1%
<b>Employment</b>	528,351	554,209	576,294	598,146	612,596	4.9%	4.0%	3.8%	2.4%
<b>Sales (RupeesM)</b>	288,318	316,349	345,713	363,304	381,975	9.7%	9.3%	5.1%	5.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.01	0.01	0.01	0.01	0.01	4.6%	5.1%	1.2%	1.3%
<b>Sales (\$)/per Emp.</b>	1,949	2,039	2,142	2,169	2,227	4.6%	5.1%	1.2%	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>Rupees(M)/Estab.</b>	3.62	3.78	3.98	4.03	4.08	4.6%	5.1%	1.2%	1.3%
<b>Rupees per Emp.</b>	545,693	570,811	599,890	607,383	623,535	4.6%	5.1%	1.2%	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>2025</b>	30,434	9,221	5,544	3,703	1,211	580	142	50	36,056	86,940
<b>2026</b>	31,588	9,570	5,754	3,844	1,257	602	147	52	37,423	90,237
<b>2027</b>	32,795	9,936	5,974	3,991	1,305	625	153	53	38,853	93,686
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	105	102	143	229	191	201	118	113	32	1,235
<b>2026</b>	111	107	151	241	201	211	124	119	34	1,298
<b>2027</b>	116	112	158	253	211	222	130	125	35	1,364
Employment by Size of Firm									Total	
<b>2025</b>	76,084	53,479	75,398	111,466	71,925	73,171	41,284	37,430	36,056	576,294
<b>2026</b>	78,969	55,507	78,257	115,693	74,652	75,946	42,850	38,850	37,423	598,146
<b>2027</b>	81,987	57,629	81,248	120,114	77,506	78,848	36,076	40,335	38,853	612,596

# PAKISTAN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	54,131	462.8	251,312
Electric power systems contractors	Minor1	630	69.4	6,376
Cogeneration specialization	Minor2	21	0.4	578
Computer power conditioning	Minor2	21	0.3	98
Standby or emergency power specialization	Minor2	43	0.6	377
Switchgear and related devices installation	Minor2	23	1.1	341
Electronic controls installation	Minor1	761	12.8	5,977
Computerized controls installation	Minor2	95	6.2	1,561
Energy management controls	Minor2	475	18.2	4,805
Environmental system control installation	Minor2	126	9.5	1,431
Communications specialization	Minor1	1,323	29.3	13,821
Cable television installation	Minor2	477	9.6	6,299
Fiber optic cable installation	Minor2	529	12.3	5,905
Sound equipment specialization	Minor2	2,999	10.2	6,453
Telephone and telephone equipment	Minor2	1,566	28.0	13,844
Voice, data, and video wiring contractor	Minor2	415	8.8	4,395
Safety and security specialization	Minor1	1,046	12.1	8,536
Access control systems specialization	Minor2	169	3.7	1,494
Closed circuit television installation	Minor2	81	1.3	739
Fire detection and burglar alarm systems	Minor2	2,135	29.3	19,204
Banking machine installation and service	Minor2	71	1.5	685
Computer installation	Minor2	521	5.8	3,084
General electrical contractor	Minor2	22,062	553.6	236,544
Lighting contractor	Minor2	514	10.9	4,285

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

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# PERU

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	17,114	17,925	18,577	19,217	19,885	4.7%	3.6%	3.4%	3.5%
<b>Sales (\$Millions)</b>	511	522	521	506	490	2.2%	-0.1%	-3.0%	-3.0%
<b>Employment</b>	113,442	118,816	123,140	127,384	130,027	4.7%	3.6%	3.4%	2.1%
<b>Sales (PesosM)</b>	1,917	1,958	1,955	1,896	1,839	2.2%	-0.1%	-3.0%	-3.0%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.03	0.03	0.03	0.03	0.02	-2.4%	-3.6%	-6.3%	-6.3%
<b>Sales (\$)/per Emp.</b>	4,505	4,395	4,235	3,969	3,772	-2.4%	-3.6%	-6.3%	-5.0%
<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>	0.11	0.11	0.11	0.10	0.09	-2.4%	-3.6%	-6.3%	-6.3%
<b>Pesos per Emp.</b>	16,895	16,481	15,880	14,884	14,146	-2.4%	-3.6%	-6.3%	-5.0%

## 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>2025</b>	6,503	1,970	1,185	791	259	124	30	11	7,704	18,577
<b>2026</b>	6,727	2,038	1,225	819	268	128	31	11	7,970	19,217
<b>2027</b>	6,961	2,109	1,268	847	277	133	32	11	8,247	19,885
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	45	43	61	97	81	85	50	48	14	521
<b>2026</b>	43	42	59	94	78	82	48	46	13	506
<b>2027</b>	42	40	57	91	76	80	47	45	13	490
Employment by Size of Firm									Total	
<b>2025</b>	16,257	11,427	16,111	23,818	15,369	15,635	8,821	7,998	7,704	123,140
<b>2026</b>	16,818	11,821	16,666	24,638	15,898	16,174	9,125	8,274	7,970	127,384
<b>2027</b>	17,402	12,232	17,245	25,495	16,451	16,736	7,657	8,561	8,247	130,027

# PERU

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,528	180.3	53,520
Electric power systems contractors	Minor1	134	27.1	1,358
Cogeneration specialization	Minor2	5	0.1	123
Computer power conditioning	Minor2	5	0.1	21
Standby or emergency power specialization	Minor2	9	0.2	80
Switchgear and related devices installation	Minor2	5	0.4	73
Electronic controls installation	Minor1	162	5.0	1,273
Computerized controls installation	Minor2	20	2.4	332
Energy management controls	Minor2	101	7.1	1,023
Environmental system control installation	Minor2	27	3.7	305
Communications specialization	Minor1	282	11.4	2,943
Cable television installation	Minor2	102	3.8	1,341
Fiber optic cable installation	Minor2	113	4.8	1,258
Sound equipment specialization	Minor2	639	4.0	1,374
Telephone and telephone equipment	Minor2	333	10.9	2,948
Voice, data, and video wiring contractor	Minor2	88	3.4	936
Safety and security specialization	Minor1	223	4.7	1,818
Access control systems specialization	Minor2	36	1.4	318
Closed circuit television installation	Minor2	17	0.5	157
Fire detection and burglar alarm systems	Minor2	455	11.4	4,090
Banking machine installation and service	Minor2	15	0.6	146
Computer installation	Minor2	111	2.3	657
General electrical contractor	Minor2	4,698	215.7	50,375
Lighting contractor	Minor2	110	4.3	913

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

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# PHILLIPINES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	43,394	45,496	47,269	49,020	50,851	4.8%	3.9%	3.7%	3.7%
<b>Sales (\$Millions)</b>	2,799	2,774	2,798	2,737	2,679	-0.9%	0.9%	-2.2%	-2.1%
<b>Employment</b>	287,641	301,577	313,331	324,938	332,508	4.8%	3.9%	3.7%	2.3%
<b>Sales (PesosM)</b>	164,867	163,361	164,788	161,222	157,810	-0.9%	0.9%	-2.2%	-2.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.06	0.06	0.05	-5.5%	-2.9%	-5.7%	-5.6%
<b>Sales (\$)/per Emp.</b>	9,731	9,197	8,929	8,424	8,058	-5.5%	-2.9%	-5.7%	-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>Pesos(M)/Estab.</b>	3.80	3.59	3.49	3.29	3.10	-5.5%	-2.9%	-5.7%	-5.6%
<b>Pesos per Emp.</b>	573,170	541,691	525,922	496,163	474,607	-5.5%	-2.9%	-5.7%	-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>2025</b>	16,547	5,013	3,014	2,013	658	315	77	27	19,604	47,269
<b>2026</b>	17,160	5,199	3,126	2,088	683	327	80	28	20,330	49,020
<b>2027</b>	17,801	5,393	3,243	2,166	708	339	83	29	21,089	50,851
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	239	230	325	519	433	455	267	257	73	2,798
<b>2026</b>	234	225	318	508	424	445	261	251	71	2,737
<b>2027</b>	229	221	311	497	415	436	256	246	70	2,679
Employment by Size of Firm									Total	
<b>2025</b>	41,367	29,077	40,994	60,604	39,106	39,783	22,446	20,351	19,604	313,331
<b>2026</b>	42,899	30,154	42,512	62,849	40,554	41,257	23,278	21,105	20,330	324,938
<b>2027</b>	44,501	31,280	44,100	65,196	42,069	42,798	19,582	21,893	21,089	332,508

# PHILLIPINES

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	29,406	976.3	136,523
Electric power systems contractors	Minor1	342	146.5	3,464
Cogeneration specialization	Minor2	12	0.8	314
Computer power conditioning	Minor2	12	0.5	53
Standby or emergency power specialization	Minor2	23	1.2	205
Switchgear and related devices installation	Minor2	12	2.3	185
Electronic controls installation	Minor1	413	27.0	3,247
Computerized controls installation	Minor2	52	13.0	848
Energy management controls	Minor2	258	38.3	2,610
Environmental system control installation	Minor2	69	19.9	777
Communications specialization	Minor1	719	61.8	7,508
Cable television installation	Minor2	259	20.3	3,422
Fiber optic cable installation	Minor2	287	25.9	3,208
Sound equipment specialization	Minor2	1,629	21.6	3,506
Telephone and telephone equipment	Minor2	851	59.0	7,521
Voice, data, and video wiring contractor	Minor2	226	18.5	2,388
Safety and security specialization	Minor1	568	25.5	4,637
Access control systems specialization	Minor2	92	7.7	811
Closed circuit television installation	Minor2	44	2.8	402
Fire detection and burglar alarm systems	Minor2	1,160	61.9	10,432
Banking machine installation and service	Minor2	39	3.2	372
Computer installation	Minor2	283	12.3	1,675
General electrical contractor	Minor2	11,985	1,167.8	128,500
Lighting contractor	Minor2	279	23.0	2,328

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

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# POLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	15,746	16,109	16,497	16,863	17,242	2.3%	2.4%	2.2%	2.2%
<b>Sales (\$Millions)</b>	4,962	4,935	4,903	4,732	4,570	-0.6%	-0.6%	-3.5%	-3.4%
<b>Employment</b>	104,374	106,781	109,352	111,777	112,741	2.3%	2.4%	2.2%	0.9%
<b>Sales (ZlotysM)</b>	17,864	17,766	17,650	17,037	16,453	-0.6%	-0.6%	-3.5%	-3.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.32	0.31	0.30	0.28	0.27	-2.8%	-3.0%	-5.6%	-5.6%
<b>Sales (\$)/per Emp.</b>	47,544	46,215	44,836	42,338	40,537	-2.8%	-3.0%	-5.6%	-4.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Zlotys(M)/Estab.</b>	1.13	1.10	1.07	1.01	0.95	-2.8%	-3.0%	-5.6%	-5.6%
<b>Zlotys per Emp.</b>	171,158	166,374	161,409	152,419	145,934	-2.8%	-3.0%	-5.6%	-4.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	5,775	1,750	1,052	703	230	110	27	9	6,842	16,497
<b>2026</b>	5,903	1,788	1,075	718	235	113	28	10	6,993	16,863
<b>2027</b>	6,036	1,829	1,099	734	240	115	28	10	7,151	17,242
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	419	404	569	910	759	797	468	450	127	4,903
<b>2026</b>	404	390	549	878	732	770	452	435	123	4,732
<b>2027</b>	390	376	531	848	707	743	436	420	119	4,570
Employment by Size of Firm									Total	
<b>2025</b>	14,437	10,148	14,307	21,151	13,648	13,884	7,834	7,102	6,842	109,352
<b>2026</b>	14,757	10,373	14,624	21,620	13,950	14,192	8,007	7,260	6,993	111,777
<b>2027</b>	15,089	10,606	14,953	22,106	14,264	14,511	6,639	7,423	7,151	112,741

# POLAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	10,116	1,687.9	46,963
Electric power systems contractors	Minor1	118	253.3	1,191
Cogeneration specialization	Minor2	4	1.3	108
Computer power conditioning	Minor2	4	0.9	18
Standby or emergency power specialization	Minor2	8	2.1	71
Switchgear and related devices installation	Minor2	4	4.0	64
Electronic controls installation	Minor1	142	46.6	1,117
Computerized controls installation	Minor2	18	22.4	292
Energy management controls	Minor2	89	66.3	898
Environmental system control installation	Minor2	24	34.5	267
Communications specialization	Minor1	247	106.9	2,583
Cable television installation	Minor2	89	35.2	1,177
Fiber optic cable installation	Minor2	99	44.8	1,103
Sound equipment specialization	Minor2	560	37.3	1,206
Telephone and telephone equipment	Minor2	293	102.0	2,587
Voice, data, and video wiring contractor	Minor2	78	32.0	821
Safety and security specialization	Minor1	196	44.0	1,595
Access control systems specialization	Minor2	32	13.4	279
Closed circuit television installation	Minor2	15	4.9	138
Fire detection and burglar alarm systems	Minor2	399	107.0	3,589
Banking machine installation and service	Minor2	13	5.6	128
Computer installation	Minor2	97	21.2	576
General electrical contractor	Minor2	4,123	2,019.0	44,204
Lighting contractor	Minor2	96	39.8	801

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

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# PORTUGAL

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,803	4,887	4,991	5,088	5,189	1.8%	2.1%	1.9%	2.0%
<b>Sales (\$Millions)</b>	8,912	9,068	9,518	9,648	9,785	1.7%	5.0%	1.4%	1.4%
<b>Employment</b>	31,836	32,395	33,086	33,729	33,930	1.8%	2.1%	1.9%	0.6%
<b>Sales (EurosM)</b>	7,576	7,708	8,091	8,201	8,317	1.7%	5.0%	1.4%	1.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.86	1.86	1.91	1.90	1.89	0.0%	2.8%	-0.6%	-0.6%
<b>Sales (\$)/per Emp.</b>	279,947	279,934	287,688	286,048	288,378	0.0%	2.8%	-0.6%	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>Euros(M)/Estab.</b>	1.58	1.58	1.62	1.61	1.60	0.0%	2.8%	-0.6%	-0.6%
<b>Euros per Emp.</b>	237,955	237,944	244,534	243,140	245,121	0.0%	2.8%	-0.6%	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>2025</b>	1,747	529	318	213	70	33	8	3	2,070	4,991
<b>2026</b>	1,781	540	324	217	71	34	8	3	2,110	5,088
<b>2027</b>	1,816	550	331	221	72	35	8	3	2,152	5,189
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	813	784	1,105	1,766	1,473	1,548	909	874	248	9,518
<b>2026</b>	824	794	1,120	1,790	1,493	1,569	921	886	251	9,648
<b>2027</b>	835	805	1,136	1,815	1,514	1,591	934	898	254	9,785
Employment by Size of Firm									Total	
<b>2025</b>	4,368	3,070	4,329	6,399	4,129	4,201	2,370	2,149	2,070	33,086
<b>2026</b>	4,453	3,130	4,413	6,524	4,210	4,283	2,416	2,191	2,110	33,729
<b>2027</b>	4,541	3,192	4,500	6,653	4,293	4,367	1,998	2,234	2,152	33,930

# PORTUGAL

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,052	3,441.2	14,171
Electric power systems contractors	Minor1	36	516.3	360
Cogeneration specialization	Minor2	1	2.7	33
Computer power conditioning	Minor2	1	1.9	6
Standby or emergency power specialization	Minor2	2	4.3	21
Switchgear and related devices installation	Minor2	1	8.2	19
Electronic controls installation	Minor1	43	95.1	337
Computerized controls installation	Minor2	5	45.7	88
Energy management controls	Minor2	27	135.1	271
Environmental system control installation	Minor2	7	70.3	81
Communications specialization	Minor1	75	218.0	779
Cable television installation	Minor2	27	71.7	355
Fiber optic cable installation	Minor2	30	91.4	333
Sound equipment specialization	Minor2	169	76.0	364
Telephone and telephone equipment	Minor2	88	208.0	781
Voice, data, and video wiring contractor	Minor2	23	65.3	248
Safety and security specialization	Minor1	59	89.8	481
Access control systems specialization	Minor2	10	27.3	84
Closed circuit television installation	Minor2	5	9.9	42
Fire detection and burglar alarm systems	Minor2	120	218.2	1,083
Banking machine installation and service	Minor2	4	11.3	39
Computer installation	Minor2	29	43.3	174
General electrical contractor	Minor2	1,244	4,116.2	13,339
Lighting contractor	Minor2	29	81.1	242

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

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# PUERTO RICO

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,057	2,082	2,112	2,138	2,166	1.2%	1.4%	1.3%	1.3%
<b>Sales (\$Millions)</b>	3,855	3,804	3,832	3,744	3,660	-1.3%	0.7%	-2.3%	-2.2%
<b>Employment</b>	13,635	13,799	13,998	14,174	14,162	1.2%	1.4%	1.3%	-0.1%
<b>Sales (DollarsM)</b>	3,855	3,804	3,832	3,744	3,660	-1.3%	0.7%	-2.3%	-2.2%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.87	1.83	1.81	1.75	1.69	-2.5%	-0.7%	-3.5%	-3.5%
<b>Sales (\$ per Emp.</b>	282,747	275,699	273,748	264,162	258,462	-2.5%	-0.7%	-3.5%	-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>	1.87	1.83	1.81	1.75	1.69	-2.5%	-0.7%	-3.5%	-3.5%
<b>Dollars per Emp.</b>	282,747	275,699	273,748	264,162	258,462	-2.5%	-0.7%	-3.5%	-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>2025</b>	739	224	135	90	29	14	3	1	876	2,112
<b>2026</b>	749	227	136	91	30	14	3	1	887	2,138
<b>2027</b>	758	230	138	92	30	14	4	1	898	2,166
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	327	315	445	711	593	623	366	352	100	3,832
<b>2026</b>	320	308	435	695	579	609	358	344	97	3,744
<b>2027</b>	313	301	425	679	566	595	349	336	95	3,660
Employment by Size of Firm									Total	
<b>2025</b>	1,848	1,299	1,831	2,708	1,747	1,777	1,003	909	876	13,998
<b>2026</b>	1,871	1,315	1,854	2,742	1,769	1,800	1,015	921	887	14,174
<b>2027</b>	1,895	1,332	1,878	2,777	1,792	1,823	834	932	898	14,162

# PUERTO RICO

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,283	1,335.5	5,955
Electric power systems contractors	Minor1	15	200.4	151
Cogeneration specialization	Minor2	1	1.0	14
Computer power conditioning	Minor2	1	0.7	2
Standby or emergency power specialization	Minor2	1	1.7	9
Switchgear and related devices installation	Minor2	1	3.2	8
Electronic controls installation	Minor1	18	36.9	142
Computerized controls installation	Minor2	2	17.8	37
Energy management controls	Minor2	11	52.4	114
Environmental system control installation	Minor2	3	27.3	34
Communications specialization	Minor1	31	84.6	328
Cable television installation	Minor2	11	27.8	149
Fiber optic cable installation	Minor2	13	35.5	140
Sound equipment specialization	Minor2	71	29.5	153
Telephone and telephone equipment	Minor2	37	80.7	328
Voice, data, and video wiring contractor	Minor2	10	25.3	104
Safety and security specialization	Minor1	25	34.8	202
Access control systems specialization	Minor2	4	10.6	35
Closed circuit television installation	Minor2	2	3.8	18
Fire detection and burglar alarm systems	Minor2	51	84.7	455
Banking machine installation and service	Minor2	2	4.4	16
Computer installation	Minor2	12	16.8	73
General electrical contractor	Minor2	523	1,597.4	5,605
Lighting contractor	Minor2	12	31.5	102

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

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

# QATAR

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	1,461	1,665	1,805	1,954	2,115	14.0%	8.4%	8.2%	8.3%
<b>Sales (\$Millions)</b>	1,477	1,475	1,447	1,381	1,319	-0.1%	-1.9%	-4.5%	-4.5%
<b>Employment</b>	9,683	11,037	11,967	12,952	13,831	14.0%	8.4%	8.2%	6.8%
<b>Sales (RiyalsM)</b>	5,375	5,367	5,266	5,026	4,800	-0.1%	-1.9%	-4.5%	-4.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.01	0.89	0.80	0.71	0.62	-12.4%	-9.5%	-11.8%	-11.8%
<b>Sales (\$)/per Emp.</b>	152,508	133,605	120,888	106,618	95,342	-12.4%	-9.5%	-11.8%	-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>Riyals(M)/Estab.</b>	3.68	3.22	2.92	2.57	2.27	-12.4%	-9.5%	-11.8%	-11.8%
<b>Riyals per Emp.</b>	555,130	486,321	440,031	388,088	347,044	-12.4%	-9.5%	-11.8%	-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>2025</b>	632	191	115	77	25	12	3	1	749	1,805
<b>2026</b>	684	207	125	83	27	13	3	1	810	1,954
<b>2027</b>	740	224	135	90	29	14	3	1	877	2,115
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	124	119	168	268	224	235	138	133	38	1,447
<b>2026</b>	118	114	160	256	214	225	132	127	36	1,381
<b>2027</b>	113	109	153	245	204	214	126	121	34	1,319
Employment by Size of Firm									Total	
<b>2025</b>	1,580	1,111	1,566	2,315	1,494	1,519	857	777	749	11,967
<b>2026</b>	1,710	1,202	1,694	2,505	1,616	1,644	928	841	810	12,952
<b>2027</b>	1,851	1,301	1,834	2,712	1,750	1,780	815	911	877	13,831

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,172	492.5	5,442
Electric power systems contractors	Minor1	14	73.9	138
Cogeneration specialization	Minor2	0	0.4	13
Computer power conditioning	Minor2	0	0.3	2
Standby or emergency power specialization	Minor2	1	0.6	8
Switchgear and related devices installation	Minor2	0	1.2	7
Electronic controls installation	Minor1	16	13.6	129
Computerized controls installation	Minor2	2	6.5	34
Energy management controls	Minor2	10	19.3	104
Environmental system control installation	Minor2	3	10.1	31
Communications specialization	Minor1	29	31.2	299
Cable television installation	Minor2	10	10.3	136
Fiber optic cable installation	Minor2	11	13.1	128
Sound equipment specialization	Minor2	65	10.9	140
Telephone and telephone equipment	Minor2	34	29.8	300
Voice, data, and video wiring contractor	Minor2	9	9.3	95
Safety and security specialization	Minor1	23	12.8	185
Access control systems specialization	Minor2	4	3.9	32
Closed circuit television installation	Minor2	2	1.4	16
Fire detection and burglar alarm systems	Minor2	46	31.2	416
Banking machine installation and service	Minor2	2	1.6	15
Computer installation	Minor2	11	6.2	67
General electrical contractor	Minor2	478	589.1	5,122
Lighting contractor	Minor2	11	11.6	93

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

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# ROMANIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	10,979	10,953	11,111	11,250	11,394	-0.2%	1.4%	1.3%	1.3%
<b>Sales (\$Millions)</b>	2,613	2,852	3,048	3,140	3,235	9.2%	6.9%	3.0%	3.1%
<b>Employment</b>	72,777	72,604	73,650	74,571	74,503	-0.2%	1.4%	1.3%	-0.1%
<b>Sales (NLeusM)</b>	11,237	12,266	13,107	13,501	13,912	9.2%	6.9%	3.0%	3.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.24	0.26	0.27	0.28	0.28	9.4%	5.3%	1.7%	1.7%
<b>Sales (\$)/per Emp.</b>	35,907	39,288	41,388	42,103	43,427	9.4%	5.3%	1.7%	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>NLeus(M)/Estab.</b>	1.02	1.12	1.18	1.20	1.22	9.4%	5.3%	1.7%	1.7%
<b>NLeus per Emp.</b>	154,398	168,940	177,968	181,043	186,735	9.4%	5.3%	1.7%	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>2025</b>	3,889	1,178	709	473	155	74	18	6	4,608	11,111
<b>2026</b>	3,938	1,193	717	479	157	75	18	6	4,666	11,250
<b>2027</b>	3,988	1,208	727	485	159	76	19	7	4,725	11,394
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	260	251	354	565	472	496	291	280	79	3,048
<b>2026</b>	268	258	365	582	486	511	300	288	82	3,140
<b>2027</b>	276	266	376	600	501	526	309	297	84	3,235
Employment by Size of Firm									Total	
<b>2025</b>	9,723	6,835	9,636	14,245	9,192	9,351	5,276	4,784	4,608	73,650
<b>2026</b>	9,845	6,920	9,756	14,423	9,307	9,468	5,342	4,843	4,666	74,571
<b>2027</b>	9,971	7,009	9,881	14,608	9,426	9,589	4,388	4,905	4,725	74,503

# ROMANIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,749	1,119.8	31,331
Electric power systems contractors	Minor1	79	168.0	795
Cogeneration specialization	Minor2	3	0.9	72
Computer power conditioning	Minor2	3	0.6	12
Standby or emergency power specialization	Minor2	5	1.4	47
Switchgear and related devices installation	Minor2	3	2.7	42
Electronic controls installation	Minor1	95	30.9	745
Computerized controls installation	Minor2	12	14.9	195
Energy management controls	Minor2	59	44.0	599
Environmental system control installation	Minor2	16	22.9	178
Communications specialization	Minor1	165	70.9	1,723
Cable television installation	Minor2	59	23.3	785
Fiber optic cable installation	Minor2	66	29.7	736
Sound equipment specialization	Minor2	374	24.7	805
Telephone and telephone equipment	Minor2	195	67.7	1,726
Voice, data, and video wiring contractor	Minor2	52	21.2	548
Safety and security specialization	Minor1	130	29.2	1,064
Access control systems specialization	Minor2	21	8.9	186
Closed circuit television installation	Minor2	10	3.2	92
Fire detection and burglar alarm systems	Minor2	266	71.0	2,394
Banking machine installation and service	Minor2	9	3.7	85
Computer installation	Minor2	65	14.1	385
General electrical contractor	Minor2	2,751	1,339.5	29,490
Lighting contractor	Minor2	64	26.4	534

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

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# RUSSIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	72,049	74,200	76,210	78,130	80,121	3.0%	2.7%	2.5%	2.5%
<b>Sales (\$Millions)</b>	4,202	4,322	4,284	4,127	3,977	2.9%	-0.9%	-3.7%	-3.6%
<b>Employment</b>	477,588	491,844	505,170	517,892	523,897	3.0%	2.7%	2.5%	1.2%
<b>Sales (RublesM)</b>	322,278	331,500	328,591	316,521	305,042	2.9%	-0.9%	-3.7%	-3.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.06	0.06	0.06	0.05	0.05	-0.1%	-3.5%	-6.0%	-6.0%
<b>Sales (\$)/per Emp.</b>	8,798	8,787	8,481	7,968	7,591	-0.1%	-3.5%	-6.0%	-4.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rubles(M)/Estab.</b>	4.47	4.47	4.31	4.05	3.81	-0.1%	-3.5%	-6.0%	-6.0%
<b>Rubles per Emp.</b>	674,803	673,995	650,457	611,171	582,255	-0.1%	-3.5%	-6.0%	-4.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	26,678	8,083	4,860	3,246	1,061	509	124	44	31,606	76,210
<b>2026</b>	27,350	8,286	4,982	3,328	1,088	521	128	45	32,402	78,130
<b>2027</b>	28,047	8,497	5,109	3,413	1,116	535	131	46	33,228	80,121
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	366	353	497	795	663	697	409	393	111	4,284
<b>2026</b>	352	340	479	766	639	671	394	379	107	4,127
<b>2027</b>	340	327	462	738	615	647	380	365	103	3,977
Employment by Size of Firm									Total	
<b>2025</b>	66,694	46,879	66,092	97,709	63,048	64,140	36,189	32,811	31,606	505,170
<b>2026</b>	68,374	48,060	67,757	100,170	64,636	65,756	37,101	33,637	32,402	517,892
<b>2027</b>	70,116	49,284	69,484	102,723	66,283	67,432	30,853	34,494	33,228	523,897

# RUSSIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	46,868	1,471.9	217,593
Electric power systems contractors	Minor1	546	220.9	5,520
Cogeneration specialization	Minor2	18	1.1	501
Computer power conditioning	Minor2	18	0.8	85
Standby or emergency power specialization	Minor2	37	1.8	327
Switchgear and related devices installation	Minor2	20	3.5	295
Electronic controls installation	Minor1	659	40.7	5,175
Computerized controls installation	Minor2	83	19.6	1,352
Energy management controls	Minor2	412	57.8	4,160
Environmental system control installation	Minor2	109	30.1	1,239
Communications specialization	Minor1	1,145	93.2	11,967
Cable television installation	Minor2	413	30.7	5,454
Fiber optic cable installation	Minor2	458	39.1	5,113
Sound equipment specialization	Minor2	2,596	32.5	5,587
Telephone and telephone equipment	Minor2	1,356	89.0	11,986
Voice, data, and video wiring contractor	Minor2	360	27.9	3,805
Safety and security specialization	Minor1	906	38.4	7,391
Access control systems specialization	Minor2	147	11.7	1,293
Closed circuit television installation	Minor2	70	4.2	640
Fire detection and burglar alarm systems	Minor2	1,849	93.3	16,627
Banking machine installation and service	Minor2	62	4.9	593
Computer installation	Minor2	451	18.5	2,670
General electrical contractor	Minor2	19,102	1,760.6	204,807
Lighting contractor	Minor2	445	34.7	3,710

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

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# SAUDI ARABIA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	18,327	19,658	20,592	21,532	22,521	7.3%	4.8%	4.6%	4.6%
<b>Sales (\$Millions)</b>	16,382	17,769	19,508	20,586	21,735	8.5%	9.8%	5.5%	5.6%
<b>Employment</b>	121,482	130,303	136,500	142,727	147,259	7.3%	4.8%	4.6%	3.2%
<b>Sales (RialsB)</b>	61	67	73	77	82	8.5%	9.8%	5.5%	5.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.89	0.90	0.95	0.96	0.97	1.1%	4.8%	0.9%	0.9%
<b>Sales (\$)/per Emp.</b>	134,848	136,367	142,919	144,237	147,594	1.1%	4.8%	0.9%	2.3%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rials(B)/Estab.</b>	0.00	0.00	0.00	0.00	0.00	1.1%	4.8%	0.9%	0.9%
<b>Rials per Emp.</b>	506	511	536	541	553	1.1%	4.8%	0.9%	2.3%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	7,208	2,184	1,313	877	287	137	34	12	8,540	20,592
<b>2026</b>	7,537	2,284	1,373	917	300	144	35	12	8,930	21,532
<b>2027</b>	7,883	2,388	1,436	959	314	150	37	13	9,340	22,521
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	1,666	1,606	2,265	3,619	3,019	3,173	1,863	1,791	507	19,508
<b>2026</b>	1,758	1,695	2,390	3,819	3,186	3,348	1,966	1,890	535	20,586
<b>2027</b>	1,856	1,789	2,524	4,032	3,363	3,535	2,075	1,996	565	21,735
Employment by Size of Firm									Total	
<b>2025</b>	18,021	12,667	17,859	26,402	17,036	17,331	9,779	8,866	8,540	136,500
<b>2026</b>	18,843	13,245	18,673	27,606	17,813	18,122	10,225	9,270	8,930	142,727
<b>2027</b>	19,709	13,853	19,531	28,874	18,631	18,954	8,672	9,696	9,340	147,259

# SAUDI ARABIA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,917	7,342.6	59,967
Electric power systems contractors	Minor1	150	1,101.7	1,521
Cogeneration specialization	Minor2	5	5.7	138
Computer power conditioning	Minor2	5	4.0	23
Standby or emergency power specialization	Minor2	10	9.1	90
Switchgear and related devices installation	Minor2	5	17.4	81
Electronic controls installation	Minor1	182	202.9	1,426
Computerized controls installation	Minor2	23	97.6	372
Energy management controls	Minor2	113	288.3	1,147
Environmental system control installation	Minor2	30	150.0	341
Communications specialization	Minor1	316	465.1	3,298
Cable television installation	Minor2	114	153.0	1,503
Fiber optic cable installation	Minor2	126	195.0	1,409
Sound equipment specialization	Minor2	716	162.1	1,540
Telephone and telephone equipment	Minor2	374	443.8	3,303
Voice, data, and video wiring contractor	Minor2	99	139.3	1,049
Safety and security specialization	Minor1	250	191.6	2,037
Access control systems specialization	Minor2	40	58.2	356
Closed circuit television installation	Minor2	19	21.1	176
Fire detection and burglar alarm systems	Minor2	509	465.6	4,582
Banking machine installation and service	Minor2	17	24.2	163
Computer installation	Minor2	124	92.3	736
General electrical contractor	Minor2	5,264	8,782.7	56,443
Lighting contractor	Minor2	123	173.1	1,023

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

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# SINGAPORE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	2,864	3,022	3,138	3,253	3,374	5.5%	3.9%	3.7%	3.7%
<b>Sales (\$Millions)</b>	5,880	6,381	6,894	7,171	7,463	8.5%	8.0%	4.0%	4.1%
<b>Employment</b>	18,988	20,030	20,803	21,566	22,061	5.5%	3.9%	3.7%	2.3%
<b>Sales (DollarsM)</b>	7,585	8,232	8,893	9,251	9,627	8.5%	8.0%	4.0%	4.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	2.05	2.11	2.20	2.20	2.21	2.9%	4.0%	0.3%	0.4%
<b>Sales (\$)/per Emp.</b>	309,651	318,578	331,397	332,514	338,280	2.9%	4.0%	0.3%	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>Dollars(M)/Estab.</b>	2.65	2.72	2.83	2.84	2.85	2.9%	4.0%	0.3%	0.4%
<b>Dollars per Emp.</b>	399,450	410,965	427,502	428,943	436,382	2.9%	4.0%	0.3%	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>2025</b>	1,099	333	200	134	44	21	5	2	1,302	3,138
<b>2026</b>	1,139	345	207	139	45	22	5	2	1,349	3,253
<b>2027</b>	1,181	358	215	144	47	23	6	2	1,399	3,374
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	589	567	800	1,279	1,067	1,121	658	633	179	6,894
<b>2026</b>	612	590	833	1,330	1,110	1,166	685	658	186	7,171
<b>2027</b>	637	614	866	1,384	1,155	1,214	713	685	194	7,463
Employment by Size of Firm									Total	
<b>2025</b>	2,747	1,931	2,722	4,024	2,596	2,641	1,490	1,351	1,302	20,803
<b>2026</b>	2,847	2,001	2,822	4,171	2,692	2,738	1,545	1,401	1,349	21,566
<b>2027</b>	2,952	2,075	2,926	4,326	2,791	2,839	1,299	1,453	1,399	22,061

# SINGAPORE

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,952	2,557.7	9,061
Electric power systems contractors	Minor1	23	383.8	230
Cogeneration specialization	Minor2	1	2.0	21
Computer power conditioning	Minor2	1	1.4	4
Standby or emergency power specialization	Minor2	2	3.2	14
Switchgear and related devices installation	Minor2	1	6.1	12
Electronic controls installation	Minor1	27	70.7	216
Computerized controls installation	Minor2	3	34.0	56
Energy management controls	Minor2	17	100.4	173
Environmental system control installation	Minor2	5	52.2	52
Communications specialization	Minor1	48	162.0	498
Cable television installation	Minor2	17	53.3	227
Fiber optic cable installation	Minor2	19	67.9	213
Sound equipment specialization	Minor2	108	56.5	233
Telephone and telephone equipment	Minor2	56	154.6	499
Voice, data, and video wiring contractor	Minor2	15	48.5	158
Safety and security specialization	Minor1	38	66.7	308
Access control systems specialization	Minor2	6	20.3	54
Closed circuit television installation	Minor2	3	7.4	27
Fire detection and burglar alarm systems	Minor2	77	162.2	692
Banking machine installation and service	Minor2	3	8.4	25
Computer installation	Minor2	19	32.1	111
General electrical contractor	Minor2	795	3,059.3	8,529
Lighting contractor	Minor2	19	60.3	155

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

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# SOUTH AFRICA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	19,007	20,075	20,891	21,698	22,544	5.6%	4.1%	3.9%	3.9%
<b>Sales (\$Millions)</b>	3,904	4,204	4,131	3,948	3,776	7.7%	-1.7%	-4.4%	-4.4%
<b>Employment</b>	125,993	133,073	138,476	143,830	147,411	5.6%	4.1%	3.9%	2.5%
<b>Sales (Rand\$M)</b>	65,983	71,055	69,815	66,729	63,809	7.7%	-1.7%	-4.4%	-4.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.21	0.21	0.20	0.18	0.17	2.0%	-5.6%	-8.0%	-8.0%
<b>Sales (\$)/per Emp.</b>	30,989	31,595	29,833	27,452	25,613	2.0%	-5.6%	-8.0%	-6.7%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Rands(M)/Estab.</b>	3.47	3.54	3.34	3.08	2.83	2.0%	-5.6%	-8.0%	-8.0%
<b>Rands per Emp.</b>	523,706	533,955	504,169	463,940	432,866	2.0%	-5.6%	-8.0%	-6.7%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	7,313	2,216	1,332	890	291	139	34	12	8,664	20,891
<b>2026</b>	7,596	2,301	1,384	924	302	145	35	12	8,999	21,698
<b>2027</b>	7,892	2,391	1,438	960	314	150	37	13	9,349	22,544
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	353	340	480	766	639	672	394	379	107	4,131
<b>2026</b>	337	325	458	732	611	642	377	363	103	3,948
<b>2027</b>	322	311	438	700	584	614	361	347	98	3,776
Employment by Size of Firm									Total	
<b>2025</b>	18,282	12,850	18,117	26,784	17,283	17,582	9,920	8,994	8,664	138,476
<b>2026</b>	18,989	13,347	18,818	27,819	17,951	18,262	10,304	9,342	8,999	143,830
<b>2027</b>	19,729	13,867	19,551	28,904	18,650	18,974	8,681	9,706	9,349	147,411

# SOUTH AFRICA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,016	1,408.3	60,430
Electric power systems contractors	Minor1	152	211.3	1,533
Cogeneration specialization	Minor2	5	1.1	139
Computer power conditioning	Minor2	5	0.8	24
Standby or emergency power specialization	Minor2	10	1.7	91
Switchgear and related devices installation	Minor2	5	3.3	82
Electronic controls installation	Minor1	183	38.9	1,437
Computerized controls installation	Minor2	23	18.7	375
Energy management controls	Minor2	114	55.3	1,155
Environmental system control installation	Minor2	30	28.8	344
Communications specialization	Minor1	318	89.2	3,323
Cable television installation	Minor2	115	29.3	1,515
Fiber optic cable installation	Minor2	127	37.4	1,420
Sound equipment specialization	Minor2	721	31.1	1,552
Telephone and telephone equipment	Minor2	377	85.1	3,329
Voice, data, and video wiring contractor	Minor2	100	26.7	1,057
Safety and security specialization	Minor1	252	36.7	2,053
Access control systems specialization	Minor2	41	11.2	359
Closed circuit television installation	Minor2	19	4.1	178
Fire detection and burglar alarm systems	Minor2	513	89.3	4,618
Banking machine installation and service	Minor2	17	4.6	165
Computer installation	Minor2	125	17.7	742
General electrical contractor	Minor2	5,305	1,684.5	56,879
Lighting contractor	Minor2	124	33.2	1,030

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

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# SOUTH KOREA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	27,569	28,525	29,391	30,227	31,096	3.5%	3.0%	2.8%	2.9%
<b>Sales (\$Millions)</b>	21,032	20,975	20,286	19,120	18,030	-0.3%	-3.3%	-5.7%	-5.7%
<b>Employment</b>	182,747	189,079	194,821	200,365	203,334	3.5%	3.0%	2.8%	1.5%
<b>Sales (WonB)</b>	30,895	30,812	29,800	28,088	26,486	-0.3%	-3.3%	-5.7%	-5.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.76	0.74	0.69	0.63	0.58	-3.6%	-6.1%	-8.4%	-8.3%
<b>Sales (\$)/per Emp.</b>	115,086	110,930	104,127	95,427	88,672	-3.6%	-6.1%	-8.4%	-7.1%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Won(B)/Estab.</b>	1.12	1.08	1.01	0.93	0.85	-3.6%	-6.1%	-8.4%	-8.3%
<b>Won per Emp.</b>	169,062	162,957	152,962	140,182	130,259	-3.6%	-6.1%	-8.4%	-7.1%

## 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>2025</b>	10,288	3,117	1,874	1,252	409	196	48	17	12,189	29,391
<b>2026</b>	10,581	3,206	1,928	1,288	421	202	49	17	12,536	30,227
<b>2027</b>	10,885	3,298	1,983	1,325	433	208	51	18	12,896	31,096
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	1,732	1,670	2,355	3,763	3,139	3,299	1,937	1,863	527	20,286
<b>2026</b>	1,632	1,574	2,220	3,547	2,959	3,110	1,826	1,756	497	19,120
<b>2027</b>	1,539	1,484	2,093	3,345	2,790	2,932	1,722	1,656	469	18,030
Employment by Size of Firm										Total
<b>2025</b>	25,721	18,079	25,489	37,682	24,315	24,736	13,957	12,654	12,189	194,821
<b>2026</b>	26,453	18,594	26,214	38,754	25,007	25,440	14,354	13,014	12,536	200,365
<b>2027</b>	27,213	19,128	26,968	39,869	25,726	26,171	11,975	13,388	12,896	203,334

# SOUTH KOREA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,133	6,819.6	84,183
Electric power systems contractors	Minor1	211	1,023.3	2,136
Cogeneration specialization	Minor2	7	5.3	194
Computer power conditioning	Minor2	7	3.7	33
Standby or emergency power specialization	Minor2	14	8.5	126
Switchgear and related devices installation	Minor2	8	16.2	114
Electronic controls installation	Minor1	255	188.4	2,002
Computerized controls installation	Minor2	32	90.7	523
Energy management controls	Minor2	159	267.8	1,610
Environmental system control installation	Minor2	42	139.3	479
Communications specialization	Minor1	443	432.0	4,630
Cable television installation	Minor2	160	142.1	2,110
Fiber optic cable installation	Minor2	177	181.1	1,978
Sound equipment specialization	Minor2	1,005	150.6	2,162
Telephone and telephone equipment	Minor2	525	412.2	4,637
Voice, data, and video wiring contractor	Minor2	139	129.4	1,472
Safety and security specialization	Minor1	350	177.9	2,859
Access control systems specialization	Minor2	57	54.0	500
Closed circuit television installation	Minor2	27	19.6	248
Fire detection and burglar alarm systems	Minor2	715	432.4	6,433
Banking machine installation and service	Minor2	24	22.5	229
Computer installation	Minor2	175	85.7	1,033
General electrical contractor	Minor2	7,390	8,157.1	79,236
Lighting contractor	Minor2	172	160.8	1,436

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

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# SPAIN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	21,030	21,645	22,212	22,752	23,311	2.9%	2.6%	2.4%	2.5%
<b>Sales (\$Millions)</b>	18,130	17,635	17,506	16,885	16,294	-2.7%	-0.7%	-3.5%	-3.5%
<b>Employment</b>	139,401	143,475	147,235	150,813	152,430	2.9%	2.6%	2.4%	1.1%
<b>Sales (EurosM)</b>	15,410	14,990	14,880	14,353	13,850	-2.7%	-0.7%	-3.5%	-3.5%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.86	0.81	0.79	0.74	0.70	-5.5%	-3.3%	-5.8%	-5.8%
<b>Sales (\$)/per Emp.</b>	130,057	122,913	118,899	111,962	106,898	-5.5%	-3.3%	-5.8%	-4.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Euros(M)/Estab.</b>	0.73	0.69	0.67	0.63	0.59	-5.5%	-3.3%	-5.8%	-5.8%
<b>Euros per Emp.</b>	110,548	104,476	101,064	95,168	90,863	-5.5%	-3.3%	-5.8%	-4.5%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	7,775	2,356	1,416	946	309	148	36	13	9,212	22,212
<b>2026</b>	7,964	2,413	1,451	969	317	152	37	13	9,436	22,752
<b>2027</b>	8,160	2,472	1,487	993	325	156	38	13	9,668	23,311
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	1,495	1,441	2,033	3,248	2,709	2,847	1,672	1,608	455	17,506
<b>2026</b>	1,442	1,390	1,961	3,132	2,613	2,746	1,612	1,551	439	16,885
<b>2027</b>	1,391	1,341	1,892	3,023	2,521	2,650	1,556	1,496	424	16,294
Employment by Size of Firm										Total
<b>2025</b>	19,438	13,663	19,263	28,478	18,376	18,694	10,548	9,563	9,212	147,235
<b>2026</b>	19,911	13,995	19,731	29,170	18,822	19,148	10,804	9,795	9,436	150,813
<b>2027</b>	20,401	14,340	20,217	29,888	19,285	19,619	8,977	10,036	9,668	152,430

# SPAIN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,648	6,022.5	63,364
Electric power systems contractors	Minor1	159	903.7	1,608
Cogeneration specialization	Minor2	5	4.7	146
Computer power conditioning	Minor2	5	3.3	25
Standby or emergency power specialization	Minor2	11	7.5	95
Switchgear and related devices installation	Minor2	6	14.3	86
Electronic controls installation	Minor1	192	166.4	1,507
Computerized controls installation	Minor2	24	80.1	394
Energy management controls	Minor2	120	236.5	1,211
Environmental system control installation	Minor2	32	123.0	361
Communications specialization	Minor1	334	381.5	3,485
Cable television installation	Minor2	120	125.5	1,588
Fiber optic cable installation	Minor2	133	160.0	1,489
Sound equipment specialization	Minor2	756	133.0	1,627
Telephone and telephone equipment	Minor2	395	364.0	3,491
Voice, data, and video wiring contractor	Minor2	105	114.3	1,108
Safety and security specialization	Minor1	264	157.1	2,152
Access control systems specialization	Minor2	43	47.7	377
Closed circuit television installation	Minor2	20	17.3	186
Fire detection and burglar alarm systems	Minor2	538	381.9	4,842
Banking machine installation and service	Minor2	18	19.9	173
Computer installation	Minor2	131	75.7	778
General electrical contractor	Minor2	5,563	7,203.7	59,641
Lighting contractor	Minor2	130	142.0	1,081

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

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# SWEDEN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,710	4,883	5,043	5,198	5,359	3.7%	3.3%	3.1%	3.1%
<b>Sales (\$Millions)</b>	6,469	6,808	6,649	6,321	6,013	5.2%	-2.3%	-4.9%	-4.9%
<b>Employment</b>	31,221	32,369	33,426	34,453	35,041	3.7%	3.3%	3.1%	1.7%
<b>Sales (KronasM)</b>	60,808	63,996	62,502	59,421	56,520	5.2%	-2.3%	-4.9%	-4.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.37	1.39	1.32	1.22	1.12	1.5%	-5.4%	-7.8%	-7.7%
<b>Sales (\$)/per Emp.</b>	207,199	210,325	198,922	183,479	171,592	1.5%	-5.4%	-7.8%	-6.5%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Kronas(M)/Estab.</b>	12.91	13.11	12.39	11.43	10.55	1.5%	-5.4%	-7.8%	-7.7%
<b>Kronas per Emp.</b>	1,947,674	1,977,053	1,869,870	1,724,705	1,612,964	1.5%	-5.4%	-7.8%	-6.5%

## 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>2025</b>	1,765	535	322	215	70	34	8	3	2,091	5,043
<b>2026</b>	1,819	551	331	221	72	35	8	3	2,156	5,198
<b>2027</b>	1,876	568	342	228	75	36	9	3	2,222	5,359
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	568	547	772	1,233	1,029	1,081	635	611	173	6,649
<b>2026</b>	540	520	734	1,173	978	1,028	604	580	164	6,321
<b>2027</b>	513	495	698	1,115	930	978	574	552	156	6,013
Employment by Size of Firm									Total	
<b>2025</b>	4,413	3,102	4,373	6,465	4,172	4,244	2,395	2,171	2,091	33,426
<b>2026</b>	4,549	3,197	4,508	6,664	4,300	4,374	2,468	2,238	2,156	34,453
<b>2027</b>	4,690	3,296	4,647	6,871	4,433	4,510	2,064	2,307	2,222	35,041

# SWEDEN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,118	2,254.7	14,476
Electric power systems contractors	Minor1	36	338.3	367
Cogeneration specialization	Minor2	1	1.7	33
Computer power conditioning	Minor2	1	1.2	6
Standby or emergency power specialization	Minor2	2	2.8	22
Switchgear and related devices installation	Minor2	1	5.4	20
Electronic controls installation	Minor1	44	62.3	344
Computerized controls installation	Minor2	5	30.0	90
Energy management controls	Minor2	27	88.5	277
Environmental system control installation	Minor2	7	46.0	82
Communications specialization	Minor1	76	142.8	796
Cable television installation	Minor2	27	47.0	363
Fiber optic cable installation	Minor2	30	59.9	340
Sound equipment specialization	Minor2	173	49.8	372
Telephone and telephone equipment	Minor2	90	136.3	797
Voice, data, and video wiring contractor	Minor2	24	42.8	253
Safety and security specialization	Minor1	60	58.8	492
Access control systems specialization	Minor2	10	17.9	86
Closed circuit television installation	Minor2	5	6.5	43
Fire detection and burglar alarm systems	Minor2	123	143.0	1,106
Banking machine installation and service	Minor2	4	7.4	39
Computer installation	Minor2	30	28.3	178
General electrical contractor	Minor2	1,271	2,696.9	13,625
Lighting contractor	Minor2	30	53.2	247

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

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# SWITZERLAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	4,259	4,440	4,592	4,741	4,895	4.2%	3.4%	3.2%	3.3%
<b>Sales (\$Millions)</b>	10,418	10,549	10,604	10,341	10,090	1.3%	0.5%	-2.5%	-2.4%
<b>Employment</b>	28,232	29,429	30,438	31,423	32,010	4.2%	3.4%	3.2%	1.9%
<b>Sales (SFrancsM)</b>	8,334	8,440	8,483	8,273	8,072	1.3%	0.5%	-2.5%	-2.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	2.45	2.38	2.31	2.18	2.06	-2.9%	-2.8%	-5.5%	-5.5%
<b>Sales (\$)/per Emp.</b>	369,000	358,467	348,364	329,095	315,222	-2.9%	-2.8%	-5.5%	-4.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>SFrancs(M)/Estab.</b>	1.96	1.90	1.85	1.75	1.65	-2.9%	-2.8%	-5.5%	-5.5%
<b>SFrancs per Emp.</b>	295,200	286,774	278,691	263,276	252,177	-2.9%	-2.8%	-5.5%	-4.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	1,607	487	293	196	64	31	7	3	1,904	4,592
<b>2026</b>	1,659	503	302	202	66	32	8	3	1,966	4,741
<b>2027</b>	1,714	519	312	209	68	33	8	3	2,030	4,895
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	905	873	1,231	1,967	1,641	1,725	1,012	974	276	10,604
<b>2026</b>	883	851	1,201	1,918	1,600	1,682	987	950	269	10,341
<b>2027</b>	861	831	1,172	1,872	1,561	1,641	963	927	262	10,090
Employment by Size of Firm									Total	
<b>2025</b>	4,019	2,825	3,982	5,887	3,799	3,865	2,181	1,977	1,904	30,438
<b>2026</b>	4,149	2,916	4,111	6,078	3,922	3,990	2,251	2,041	1,966	31,423
<b>2027</b>	4,284	3,011	4,245	6,276	4,050	4,120	1,885	2,108	2,030	32,010

# SWITZERLAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,844	3,688.4	13,202
Electric power systems contractors	Minor1	33	553.4	335
Cogeneration specialization	Minor2	1	2.9	30
Computer power conditioning	Minor2	1	2.0	5
Standby or emergency power specialization	Minor2	2	4.6	20
Switchgear and related devices installation	Minor2	1	8.8	18
Electronic controls installation	Minor1	40	101.9	314
Computerized controls installation	Minor2	5	49.0	82
Energy management controls	Minor2	25	144.8	252
Environmental system control installation	Minor2	7	75.3	75
Communications specialization	Minor1	69	233.6	726
Cable television installation	Minor2	25	76.8	331
Fiber optic cable installation	Minor2	28	98.0	310
Sound equipment specialization	Minor2	158	81.4	339
Telephone and telephone equipment	Minor2	82	222.9	727
Voice, data, and video wiring contractor	Minor2	22	70.0	231
Safety and security specialization	Minor1	55	96.2	448
Access control systems specialization	Minor2	9	29.2	78
Closed circuit television installation	Minor2	4	10.6	39
Fire detection and burglar alarm systems	Minor2	112	233.9	1,009
Banking machine installation and service	Minor2	4	12.2	36
Computer installation	Minor2	27	46.4	162
General electrical contractor	Minor2	1,159	4,411.8	12,427
Lighting contractor	Minor2	27	87.0	225

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

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# TAIWAN

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	13,850	14,244	14,628	14,995	15,375	2.8%	2.7%	2.5%	2.5%
<b>Sales (\$Millions)</b>	18,690	20,009	21,280	21,826	22,396	7.1%	6.4%	2.6%	2.6%
<b>Employment</b>	91,808	94,421	96,967	99,395	100,534	2.8%	2.7%	2.5%	1.1%
<b>Sales (DollarsM)</b>	519,574	556,252	591,595	606,757	622,609	7.1%	6.4%	2.6%	2.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.35	1.40	1.45	1.46	1.46	4.1%	3.6%	0.1%	0.1%
<b>Sales (\$)/per Emp.</b>	203,574	211,913	219,461	219,585	222,769	4.1%	3.6%	0.1%	1.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	37.51	39.05	40.44	40.46	40.50	4.1%	3.6%	0.1%	0.1%
<b>Dollars per Emp.</b>	5,659,371	5,891,171	6,101,021	6,104,471	6,192,986	4.1%	3.6%	0.1%	1.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	5,121	1,551	933	623	204	98	24	8	6,067	14,628
<b>2026</b>	5,249	1,590	956	639	209	100	24	9	6,219	14,995
<b>2027</b>	5,382	1,631	980	655	214	103	25	9	6,376	15,375
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	1,817	1,752	2,471	3,948	3,293	3,461	2,032	1,954	553	21,280
<b>2026</b>	1,863	1,797	2,534	4,049	3,377	3,550	2,084	2,004	568	21,826
<b>2027</b>	1,912	1,844	2,600	4,155	3,466	3,642	2,138	2,057	582	22,396
Employment by Size of Firm									Total	
<b>2025</b>	12,802	8,998	12,686	18,755	12,102	12,312	6,946	6,298	6,067	96,967
<b>2026</b>	13,123	9,224	13,004	19,225	12,405	12,620	7,120	6,456	6,219	99,395
<b>2027</b>	13,455	9,458	13,334	19,712	12,720	12,940	5,921	6,619	6,376	100,534

# TAIWAN

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,995	7,784.6	41,761
Electric power systems contractors	Minor1	105	1,168.0	1,059
Cogeneration specialization	Minor2	4	6.0	96
Computer power conditioning	Minor2	4	4.2	16
Standby or emergency power specialization	Minor2	7	9.7	63
Switchgear and related devices installation	Minor2	4	18.5	57
Electronic controls installation	Minor1	126	215.1	993
Computerized controls installation	Minor2	16	103.5	259
Energy management controls	Minor2	79	305.7	798
Environmental system control installation	Minor2	21	159.0	238
Communications specialization	Minor1	220	493.1	2,297
Cable television installation	Minor2	79	162.2	1,047
Fiber optic cable installation	Minor2	88	206.8	981
Sound equipment specialization	Minor2	498	171.9	1,072
Telephone and telephone equipment	Minor2	260	470.5	2,300
Voice, data, and video wiring contractor	Minor2	69	147.7	730
Safety and security specialization	Minor1	174	203.1	1,419
Access control systems specialization	Minor2	28	61.7	248
Closed circuit television installation	Minor2	13	22.4	123
Fire detection and burglar alarm systems	Minor2	355	493.6	3,191
Banking machine installation and service	Minor2	12	25.7	114
Computer installation	Minor2	87	97.8	513
General electrical contractor	Minor2	3,666	9,311.4	39,307
Lighting contractor	Minor2	85	183.5	712

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

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# THAILAND

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	38,856	39,629	40,665	41,650	42,671	2.0%	2.6%	2.4%	2.5%
<b>Sales (\$Millions)</b>	6,548	6,309	6,033	5,629	5,255	-3.6%	-4.4%	-6.7%	-6.6%
<b>Employment</b>	257,566	262,686	269,551	276,081	279,021	2.0%	2.6%	2.4%	1.1%
<b>Sales (BahtsM)</b>	208,211	200,634	191,849	179,009	167,110	-3.6%	-4.4%	-6.7%	-6.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.17	0.16	0.15	0.14	0.12	-5.5%	-6.8%	-8.9%	-8.9%
<b>Sales (\$)/per Emp.</b>	25,421	24,018	22,382	20,390	18,834	-5.5%	-6.8%	-8.9%	-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>Bahts(M)/Estab.</b>	5.36	5.06	4.72	4.30	3.92	-5.5%	-6.8%	-8.9%	-8.9%
<b>Bahts per Emp.</b>	808,381	763,781	711,738	648,395	598,916	-5.5%	-6.8%	-8.9%	-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>2025</b>	14,235	4,313	2,593	1,732	566	271	66	23	16,864	40,665
<b>2026</b>	14,580	4,417	2,656	1,774	580	278	68	24	17,273	41,650
<b>2027</b>	14,937	4,526	2,721	1,818	594	285	70	24	17,697	42,671
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	515	497	700	1,119	934	981	576	554	157	6,033
<b>2026</b>	481	463	654	1,044	871	916	537	517	146	5,629
<b>2027</b>	449	433	610	975	813	855	502	483	137	5,255
Employment by Size of Firm										Total
<b>2025</b>	35,587	25,014	35,266	52,136	33,642	34,224	19,310	17,507	16,864	269,551
<b>2026</b>	36,449	25,620	36,120	53,399	34,457	35,053	19,778	17,931	17,273	276,081
<b>2027</b>	37,343	26,248	37,006	54,709	35,302	35,913	16,432	18,371	17,697	279,021

# THAILAND

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	24,985	2,007.8	115,996
Electric power systems contractors	Minor1	291	301.3	2,943
Cogeneration specialization	Minor2	10	1.6	267
Computer power conditioning	Minor2	10	1.1	45
Standby or emergency power specialization	Minor2	20	2.5	174
Switchgear and related devices installation	Minor2	10	4.8	157
Electronic controls installation	Minor1	351	55.5	2,759
Computerized controls installation	Minor2	44	26.7	721
Energy management controls	Minor2	219	78.8	2,218
Environmental system control installation	Minor2	58	41.0	661
Communications specialization	Minor1	611	127.2	6,379
Cable television installation	Minor2	220	41.8	2,907
Fiber optic cable installation	Minor2	244	53.3	2,725
Sound equipment specialization	Minor2	1,384	44.3	2,979
Telephone and telephone equipment	Minor2	723	121.4	6,390
Voice, data, and video wiring contractor	Minor2	192	38.1	2,029
Safety and security specialization	Minor1	483	52.4	3,940
Access control systems specialization	Minor2	78	15.9	689
Closed circuit television installation	Minor2	37	5.8	341
Fire detection and burglar alarm systems	Minor2	986	127.3	8,864
Banking machine installation and service	Minor2	33	6.6	316
Computer installation	Minor2	240	25.2	1,424
General electrical contractor	Minor2	10,183	2,401.6	109,179
Lighting contractor	Minor2	237	47.3	1,978

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

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# TURKEY

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	33,032	34,669	35,975	37,260	38,602	5.0%	3.8%	3.6%	3.6%
<b>Sales (\$Millions)</b>	11,420	11,539	12,518	13,068	13,649	1.0%	8.5%	4.4%	4.4%
<b>Employment</b>	218,958	229,811	238,463	246,981	252,413	5.0%	3.8%	3.6%	2.2%
<b>Sales (LirasM)</b>	485,345	490,415	532,005	555,397	580,099	1.0%	8.5%	4.4%	4.4%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.35	0.33	0.35	0.35	0.35	-3.7%	4.5%	0.8%	0.8%
<b>Sales (\$)/per Emp.</b>	52,156	50,212	52,494	52,912	54,076	-3.7%	4.5%	0.8%	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>Liras(M)/Estab.</b>	14.69	14.15	14.79	14.91	15.03	-3.7%	4.5%	0.8%	0.8%
<b>Liras per Emp.</b>	2,216,617	2,133,995	2,230,975	2,248,741	2,298,216	-3.7%	4.5%	0.8%	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>2025</b>	12,593	3,815	2,294	1,532	501	240	59	21	14,919	35,975
<b>2026</b>	13,043	3,952	2,376	1,587	519	249	61	21	15,452	37,260
<b>2027</b>	13,513	4,094	2,462	1,644	538	258	63	22	16,009	38,602
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	1,069	1,030	1,453	2,322	1,937	2,036	1,195	1,149	325	12,518
<b>2026</b>	1,116	1,076	1,517	2,424	2,022	2,125	1,248	1,200	340	13,068
<b>2027</b>	1,165	1,124	1,585	2,532	2,112	2,220	1,303	1,253	355	13,649
Employment by Size of Firm										Total
<b>2025</b>	31,483	22,129	31,199	46,123	29,762	30,277	17,083	15,488	14,919	238,463
<b>2026</b>	32,607	22,920	32,313	47,771	30,825	31,359	17,693	16,041	15,452	246,981
<b>2027</b>	33,782	23,745	33,477	49,492	31,935	32,488	14,865	16,619	16,009	252,413

# TURKEY

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	22,351	4,661.0	103,769
Electric power systems contractors	Minor1	260	699.4	2,633
Cogeneration specialization	Minor2	9	3.6	239
Computer power conditioning	Minor2	9	2.5	41
Standby or emergency power specialization	Minor2	18	5.8	156
Switchgear and related devices installation	Minor2	9	11.1	141
Electronic controls installation	Minor1	314	128.8	2,468
Computerized controls installation	Minor2	39	62.0	645
Energy management controls	Minor2	196	183.0	1,984
Environmental system control installation	Minor2	52	95.2	591
Communications specialization	Minor1	546	295.3	5,707
Cable television installation	Minor2	197	97.1	2,601
Fiber optic cable installation	Minor2	218	123.8	2,438
Sound equipment specialization	Minor2	1,238	102.9	2,665
Telephone and telephone equipment	Minor2	647	281.7	5,716
Voice, data, and video wiring contractor	Minor2	171	88.4	1,815
Safety and security specialization	Minor1	432	121.6	3,525
Access control systems specialization	Minor2	70	36.9	617
Closed circuit television installation	Minor2	33	13.4	305
Fire detection and burglar alarm systems	Minor2	882	295.5	7,930
Banking machine installation and service	Minor2	29	15.4	283
Computer installation	Minor2	215	58.6	1,274
General electrical contractor	Minor2	9,110	5,575.2	97,672
Lighting contractor	Minor2	212	109.9	1,770

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

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# UKRAINE

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	23,192	23,690	24,225	24,727	25,246	2.1%	2.3%	2.1%	2.1%
<b>Sales (\$Millions)</b>	2,053	2,099	2,006	1,870	1,744	2.2%	-4.5%	-6.8%	-6.7%
<b>Employment</b>	153,730	157,032	160,581	163,905	165,081	2.1%	2.3%	2.1%	0.7%
<b>Sales (HryvnaM)</b>	84,809	86,704	82,837	77,234	72,046	2.2%	-4.5%	-6.8%	-6.7%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.09	0.09	0.08	0.08	0.07	0.1%	-6.6%	-8.7%	-8.6%
<b>Sales (\$)/per Emp.</b>	13,358	13,369	12,491	11,410	10,567	0.1%	-6.6%	-8.7%	-7.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Hryvna(M)/Estab.</b>	3.66	3.66	3.42	3.12	2.85	0.1%	-6.6%	-8.7%	-8.6%
<b>Hryvna per Emp.</b>	551,674	552,145	515,858	471,214	436,428	0.1%	-6.6%	-8.7%	-7.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	8,480	2,569	1,545	1,032	337	162	40	14	10,047	24,225
<b>2026</b>	8,656	2,622	1,577	1,053	344	165	40	14	10,255	24,727
<b>2027</b>	8,838	2,678	1,610	1,075	352	168	41	14	10,470	25,246
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	171	165	233	372	310	326	192	184	52	2,006
<b>2026</b>	160	154	217	347	289	304	179	172	49	1,870
<b>2027</b>	149	144	203	324	270	284	167	160	45	1,744
Employment by Size of Firm									Total	
<b>2025</b>	21,200	14,902	21,009	31,059	20,041	20,389	11,504	10,430	10,047	160,581
<b>2026</b>	21,639	15,210	21,444	31,702	20,456	20,811	11,742	10,646	10,255	163,905
<b>2027</b>	22,094	15,530	21,894	32,368	20,886	21,248	9,722	10,869	10,470	165,081

# UKRAINE

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	14,833	667.0	68,865
Electric power systems contractors	Minor1	173	100.1	1,747
Cogeneration specialization	Minor2	6	0.5	159
Computer power conditioning	Minor2	6	0.4	27
Standby or emergency power specialization	Minor2	12	0.8	103
Switchgear and related devices installation	Minor2	6	1.6	93
Electronic controls installation	Minor1	209	18.4	1,638
Computerized controls installation	Minor2	26	8.9	428
Energy management controls	Minor2	130	26.2	1,317
Environmental system control installation	Minor2	35	13.6	392
Communications specialization	Minor1	363	42.3	3,787
Cable television installation	Minor2	131	13.9	1,726
Fiber optic cable installation	Minor2	145	17.7	1,618
Sound equipment specialization	Minor2	822	14.7	1,768
Telephone and telephone equipment	Minor2	429	40.3	3,794
Voice, data, and video wiring contractor	Minor2	114	12.7	1,204
Safety and security specialization	Minor1	287	17.4	2,339
Access control systems specialization	Minor2	46	5.3	409
Closed circuit television installation	Minor2	22	1.9	203
Fire detection and burglar alarm systems	Minor2	585	42.3	5,262
Banking machine installation and service	Minor2	20	2.2	188
Computer installation	Minor2	143	8.4	845
General electrical contractor	Minor2	6,046	797.8	64,818
Lighting contractor	Minor2	141	15.7	1,174

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

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# UNITED ARAB EMIRATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	5,943	6,351	6,610	6,868	7,138	6.9%	4.1%	3.9%	3.9%
<b>Sales (\$Millions)</b>	7,255	7,641	7,993	8,077	8,166	5.3%	4.6%	1.1%	1.1%
<b>Employment</b>	39,394	42,097	43,818	45,526	46,673	6.9%	4.1%	3.9%	2.5%
<b>Sales (DirhamM)</b>	26,626	28,043	29,334	29,642	29,969	5.3%	4.6%	1.1%	1.1%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.22	1.20	1.21	1.18	1.14	-1.4%	0.5%	-2.7%	-2.7%
<b>Sales (\$)/per Emp.</b>	184,167	181,512	182,407	177,415	174,963	-1.4%	0.5%	-2.7%	-1.4%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dirham(M)/Estab.</b>	4.48	4.42	4.44	4.32	4.20	-1.4%	0.5%	-2.7%	-2.7%
<b>Dirham per Emp.</b>	675,894	666,148	669,434	651,114	642,115	-1.4%	0.5%	-2.7%	-1.4%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	2,314	701	422	282	92	44	11	4	2,742	6,610
<b>2026</b>	2,404	728	438	293	96	46	11	4	2,848	6,868
<b>2027</b>	2,499	757	455	304	99	48	12	4	2,960	7,138
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	682	658	928	1,483	1,237	1,300	763	734	208	7,993
<b>2026</b>	690	665	938	1,498	1,250	1,314	771	742	210	8,077
<b>2027</b>	697	672	948	1,515	1,264	1,328	780	750	212	8,166
Employment by Size of Firm									Total	
<b>2025</b>	5,785	4,066	5,733	8,475	5,469	5,564	3,139	2,846	2,742	43,818
<b>2026</b>	6,010	4,225	5,956	8,806	5,682	5,780	3,261	2,957	2,848	45,526
<b>2027</b>	6,246	4,391	6,190	9,151	5,905	6,007	2,749	3,073	2,960	46,673

# UNITED ARAB EMIRATES

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	4,120	2,880.8	19,128
Electric power systems contractors	Minor1	48	432.3	485
Cogeneration specialization	Minor2	2	2.2	44
Computer power conditioning	Minor2	2	1.6	7
Standby or emergency power specialization	Minor2	3	3.6	29
Switchgear and related devices installation	Minor2	2	6.8	26
Electronic controls installation	Minor1	58	79.6	455
Computerized controls installation	Minor2	7	38.3	119
Energy management controls	Minor2	36	113.1	366
Environmental system control installation	Minor2	10	58.8	109
Communications specialization	Minor1	101	182.5	1,052
Cable television installation	Minor2	36	60.0	479
Fiber optic cable installation	Minor2	40	76.5	449
Sound equipment specialization	Minor2	228	63.6	491
Telephone and telephone equipment	Minor2	119	174.1	1,054
Voice, data, and video wiring contractor	Minor2	32	54.7	335
Safety and security specialization	Minor1	80	75.2	650
Access control systems specialization	Minor2	13	22.8	114
Closed circuit television installation	Minor2	6	8.3	56
Fire detection and burglar alarm systems	Minor2	163	182.7	1,462
Banking machine installation and service	Minor2	5	9.5	52
Computer installation	Minor2	40	36.2	235
General electrical contractor	Minor2	1,679	3,445.8	18,004
Lighting contractor	Minor2	39	67.9	326

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

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# UNITED KINGDOM

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	30,088	31,281	32,286	33,261	34,275	4.0%	3.2%	3.0%	3.1%
<b>Sales (\$Millions)</b>	35,710	36,133	36,242	35,279	34,358	1.2%	0.3%	-2.7%	-2.6%
<b>Employment</b>	199,441	207,349	214,009	220,472	224,120	4.0%	3.2%	3.0%	1.7%
<b>Sales (PoundsM)</b>	26,782	27,100	27,181	26,459	25,768	1.2%	0.3%	-2.7%	-2.6%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	1.19	1.16	1.12	1.06	1.00	-2.7%	-2.8%	-5.5%	-5.5%
<b>Sales (\$)/per Emp.</b>	179,050	174,263	169,347	160,013	153,300	-2.7%	-2.8%	-5.5%	-4.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Pounds(M)/Estab.</b>	0.89	0.87	0.84	0.80	0.75	-2.7%	-2.8%	-5.5%	-5.5%
<b>Pounds per Emp.</b>	134,287	130,697	127,010	120,010	114,975	-2.7%	-2.8%	-5.5%	-4.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	11,302	3,424	2,059	1,375	450	215	53	18	13,390	32,286
<b>2026</b>	11,643	3,528	2,121	1,417	463	222	54	19	13,794	33,261
<b>2027</b>	11,998	3,635	2,186	1,460	477	229	56	20	14,215	34,275
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	3,094	2,983	4,208	6,723	5,608	5,894	3,460	3,328	942	36,242
<b>2026</b>	3,012	2,904	4,096	6,544	5,459	5,738	3,369	3,239	917	35,279
<b>2027</b>	2,933	2,828	3,989	6,374	5,316	5,588	3,281	3,155	893	34,358
Employment by Size of Firm									Total	
<b>2025</b>	28,254	19,860	27,999	41,393	26,710	27,172	15,331	13,900	13,390	214,009
<b>2026</b>	29,107	20,460	28,845	42,643	27,516	27,993	15,794	14,320	13,794	220,472
<b>2027</b>	29,995	21,084	29,725	43,944	28,356	28,847	13,199	14,757	14,215	224,120

# UNITED KINGDOM

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	19,952	12,582.8	92,632
Electric power systems contractors	Minor1	232	1,888.0	2,350
Cogeneration specialization	Minor2	8	9.8	213
Computer power conditioning	Minor2	8	6.8	36
Standby or emergency power specialization	Minor2	16	15.6	139
Switchgear and related devices installation	Minor2	8	29.9	126
Electronic controls installation	Minor1	280	347.7	2,203
Computerized controls installation	Minor2	35	167.3	575
Energy management controls	Minor2	175	494.1	1,771
Environmental system control installation	Minor2	47	257.0	527
Communications specialization	Minor1	488	797.1	5,094
Cable television installation	Minor2	176	262.1	2,322
Fiber optic cable installation	Minor2	195	334.2	2,176
Sound equipment specialization	Minor2	1,105	277.8	2,379
Telephone and telephone equipment	Minor2	577	760.5	5,103
Voice, data, and video wiring contractor	Minor2	153	238.8	1,620
Safety and security specialization	Minor1	386	328.3	3,146
Access control systems specialization	Minor2	62	99.7	551
Closed circuit television installation	Minor2	30	36.2	273
Fire detection and burglar alarm systems	Minor2	787	797.8	7,078
Banking machine installation and service	Minor2	26	41.5	252
Computer installation	Minor2	192	158.2	1,137
General electrical contractor	Minor2	8,132	15,050.7	87,188
Lighting contractor	Minor2	190	296.6	1,580

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

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# UNITED STATES

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	142,397	147,645	152,240	156,687	161,311	3.7%	3.1%	2.9%	3.0%
<b>Sales (\$Millions)</b>	284,143	296,280	305,168	304,162	303,307	4.3%	3.0%	-0.3%	-0.3%
<b>Employment</b>	943,900	978,685	1,009,147	1,038,625	1,054,793	3.7%	3.1%	2.9%	1.6%
<b>Sales (DollarsM)</b>	284,143	296,280	305,168	304,162	303,307	4.3%	3.0%	-0.3%	-0.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	2.00	2.01	2.00	1.94	1.88	0.6%	-0.1%	-3.2%	-3.1%
<b>Sales (\$)/per Emp.</b>	301,031	302,733	302,402	292,851	287,551	0.6%	-0.1%	-3.2%	-1.8%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Dollars(M)/Estab.</b>	2.00	2.01	2.00	1.94	1.88	0.6%	-0.1%	-3.2%	-3.1%
<b>Dollars per Emp.</b>	301,031	302,733	302,402	292,851	287,551	0.6%	-0.1%	-3.2%	-1.8%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	53,292	16,146	9,708	6,485	2,120	1,016	249	87	63,137	152,240
<b>2026</b>	54,849	16,618	9,992	6,674	2,182	1,046	256	89	64,982	156,687
<b>2027</b>	56,468	17,108	10,286	6,871	2,247	1,077	263	92	66,899	161,311
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	26,055	25,120	35,433	56,611	47,221	49,632	29,138	28,022	7,935	305,168
<b>2026</b>	25,969	25,037	35,316	56,424	47,066	49,468	29,042	27,930	7,909	304,162
<b>2027</b>	25,896	24,967	35,216	56,266	46,933	49,329	28,961	27,851	7,887	303,307
Employment by Size of Firm									Total	
<b>2025</b>	133,231	93,648	132,029	195,188	125,948	128,130	72,293	65,544	63,137	1,009,147
<b>2026</b>	137,123	96,383	135,885	200,889	129,627	131,872	74,405	67,459	64,982	1,038,625
<b>2027</b>	141,169	99,227	139,895	206,818	133,452	135,764	62,118	69,450	66,899	1,054,793

# UNITED STATES

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	93,994	108,485.5	436,380
Electric power systems contractors	Minor1	1,094	16,277.8	11,071
Cogeneration specialization	Minor2	37	84.2	1,004
Computer power conditioning	Minor2	37	59.0	171
Standby or emergency power specialization	Minor2	74	134.8	655
Switchgear and related devices installation	Minor2	39	257.7	592
Electronic controls installation	Minor1	1,321	2,997.6	10,379
Computerized controls installation	Minor2	166	1,442.1	2,711
Energy management controls	Minor2	826	4,260.0	8,343
Environmental system control installation	Minor2	219	2,215.7	2,485
Communications specialization	Minor1	2,297	6,872.2	23,999
Cable television installation	Minor2	828	2,260.1	10,938
Fiber optic cable installation	Minor2	919	2,881.5	10,253
Sound equipment specialization	Minor2	5,207	2,395.2	11,205
Telephone and telephone equipment	Minor2	2,719	6,557.0	24,039
Voice, data, and video wiring contractor	Minor2	721	2,058.6	7,632
Safety and security specialization	Minor1	1,817	2,830.3	14,823
Access control systems specialization	Minor2	294	859.6	2,594
Closed circuit television installation	Minor2	140	312.4	1,284
Fire detection and burglar alarm systems	Minor2	3,708	6,878.7	33,346
Banking machine installation and service	Minor2	124	357.7	1,189
Computer installation	Minor2	905	1,363.6	5,355
General electrical contractor	Minor2	38,309	129,763.0	410,736
Lighting contractor	Minor2	893	2,557.6	7,441

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

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# VENEZUELA

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	13,924	14,609	15,153	15,689	16,248	4.9%	3.7%	3.5%	3.6%
<b>Sales (\$Millions)</b>	3,477	3,341	3,170	2,938	2,724	-3.9%	-5.1%	-7.3%	-7.3%
<b>Employment</b>	92,295	96,838	100,446	103,995	106,241	4.9%	3.7%	3.5%	2.2%
<b>Sales (BolivarsB)</b>	893,611	858,573	814,659	754,964	699,983	-3.9%	-5.1%	-7.3%	-7.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.25	0.23	0.21	0.19	0.17	-8.4%	-8.5%	-10.5%	-10.5%
<b>Sales (\$)/per Emp.</b>	37,674	34,498	31,558	28,248	25,637	-8.4%	-8.5%	-10.5%	-9.2%
<b>Emps. per Estab.</b>	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
<b>Bolivars(B)/Estab.</b>	64.18	58.77	53.76	48.12	43.08	-8.4%	-8.5%	-10.5%	-10.5%
<b>Bolivars per Emp.</b>	9,682,114	8,866,085	8,110,425	7,259,641	6,588,600	-8.4%	-8.5%	-10.5%	-9.2%

## SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
<b>2025</b>	5,304	1,607	966	645	211	101	25	9	6,284	15,153
<b>2026</b>	5,492	1,664	1,000	668	219	105	26	9	6,506	15,689
<b>2027</b>	5,688	1,723	1,036	692	226	108	27	9	6,738	16,248
Sales (\$Millions) by Size of Firm										Total
<b>2025</b>	271	261	368	588	491	516	303	291	82	3,170
<b>2026</b>	251	242	341	545	455	478	280	270	76	2,938
<b>2027</b>	233	224	316	505	421	443	260	250	71	2,724
Employment by Size of Firm										Total
<b>2025</b>	13,261	9,321	13,142	19,428	12,536	12,753	7,196	6,524	6,284	100,446
<b>2026</b>	13,730	9,651	13,606	20,114	12,979	13,204	7,450	6,754	6,506	103,995
<b>2027</b>	14,219	9,994	14,091	20,831	13,442	13,675	6,257	6,995	6,738	106,241

# VENEZUELA

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,411	1,047.8	43,693
Electric power systems contractors	Minor1	110	157.2	1,109
Cogeneration specialization	Minor2	4	0.8	101
Computer power conditioning	Minor2	4	0.6	17
Standby or emergency power specialization	Minor2	7	1.3	66
Switchgear and related devices installation	Minor2	4	2.5	59
Electronic controls installation	Minor1	132	29.0	1,039
Computerized controls installation	Minor2	17	13.9	271
Energy management controls	Minor2	83	41.1	835
Environmental system control installation	Minor2	22	21.4	249
Communications specialization	Minor1	230	66.4	2,403
Cable television installation	Minor2	83	21.8	1,095
Fiber optic cable installation	Minor2	92	27.8	1,027
Sound equipment specialization	Minor2	521	23.1	1,122
Telephone and telephone equipment	Minor2	272	63.3	2,407
Voice, data, and video wiring contractor	Minor2	72	19.9	764
Safety and security specialization	Minor1	182	27.3	1,484
Access control systems specialization	Minor2	29	8.3	260
Closed circuit television installation	Minor2	14	3.0	129
Fire detection and burglar alarm systems	Minor2	371	66.4	3,339
Banking machine installation and service	Minor2	12	3.5	119
Computer installation	Minor2	91	13.2	536
General electrical contractor	Minor2	3,836	1,253.3	41,126
Lighting contractor	Minor2	89	24.7	745

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

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# Vietnam

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Establishments</b>	53,140	55,348	57,367	59,349	61,418	4.2%	3.6%	3.5%	3.5%
<b>Sales (\$Millions)</b>	5,369	5,887	6,442	6,778	7,135	9.6%	9.4%	5.2%	5.3%
<b>Employment</b>	352,243	366,883	380,266	393,404	401,601	4.2%	3.6%	3.5%	2.1%
<b>Sales (DongsB)</b>	140,668	154,234	168,778	177,580	186,932	9.6%	9.4%	5.2%	5.3%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2023	2024	2025	2026	2027	23-24	24-25	25-26	26-27
<b>Sales (\$M)/Estab.</b>	0.10	0.11	0.11	0.11	0.12	5.3%	5.6%	1.7%	1.7%
<b>Sales (\$)/per Emp.</b>	15,242	16,045	16,941	17,229	17,766	5.3%	5.6%	1.7%	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>Dongs(B)/Estab.</b>	2.65	2.79	2.94	2.99	3.04	5.3%	5.6%	1.7%	1.7%
<b>Dongs per Emp.</b>	399,349	420,391	443,841	451,393	465,466	5.3%	5.6%	1.7%	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>2025</b>	20,082	6,084	3,658	2,444	799	383	94	33	23,791	57,367
<b>2026</b>	20,775	6,294	3,785	2,528	827	396	97	34	24,613	59,349
<b>2027</b>	21,499	6,514	3,916	2,616	855	410	100	35	25,471	61,418
Sales (\$Millions) by Size of Firm									Total	
<b>2025</b>	550	530	748	1,195	997	1,048	615	592	168	6,442
<b>2026</b>	579	558	787	1,257	1,049	1,102	647	622	176	6,778
<b>2027</b>	609	587	828	1,324	1,104	1,160	681	655	186	7,135
Employment by Size of Firm									Total	
<b>2025</b>	50,204	35,288	49,751	73,550	47,460	48,282	27,241	24,698	23,791	380,266
<b>2026</b>	51,938	36,507	51,470	76,092	49,099	49,950	28,183	25,552	24,613	393,404
<b>2027</b>	53,749	37,780	53,264	78,744	50,811	51,691	23,651	26,442	25,471	401,601

# VIETNAM

## SUB-INDUSTRIES – 2026 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	35,602	2,417.5	165,289
Electric power systems contractors	Minor1	415	362.7	4,193
Cogeneration specialization	Minor2	14	1.9	380
Computer power conditioning	Minor2	14	1.3	65
Standby or emergency power specialization	Minor2	28	3.0	248
Switchgear and related devices installation	Minor2	15	5.7	224
Electronic controls installation	Minor1	500	66.8	3,931
Computerized controls installation	Minor2	63	32.1	1,027
Energy management controls	Minor2	313	94.9	3,160
Environmental system control installation	Minor2	83	49.4	941
Communications specialization	Minor1	870	153.1	9,090
Cable television installation	Minor2	314	50.4	4,143
Fiber optic cable installation	Minor2	348	64.2	3,884
Sound equipment specialization	Minor2	1,972	53.4	4,244
Telephone and telephone equipment	Minor2	1,030	146.1	9,105
Voice, data, and video wiring contractor	Minor2	273	45.9	2,891
Safety and security specialization	Minor1	688	63.1	5,614
Access control systems specialization	Minor2	111	19.2	982
Closed circuit television installation	Minor2	53	7.0	486
Fire detection and burglar alarm systems	Minor2	1,404	153.3	12,631
Banking machine installation and service	Minor2	47	8.0	450
Computer installation	Minor2	343	30.4	2,029
General electrical contractor	Minor2	14,510	2,891.6	155,576
Lighting contractor	Minor2	338	57.0	2,819

\*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.

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

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

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

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

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

Mining sector - Includes the net selling values, f.o.b. mine or plant after discounts and allowances, excluding freight charges and excise taxes. Shipments includes all products physically shipped from the establishment during the year, including material withdrawn from stockpiles and products shipped on consignment, whether or not sold in the current year. Prepared material or concentrates includes preparation from ores mined at the same establishment, purchased, received from other operations of the same company, or received for milling on a custom or toll basis. For products transferred to other establishments of the same company or prepared on a custom basis, companies were requested to report the estimated value, not merely the cost of producing the items. Multiestablishment companies were asked to report value information for each establishment as if it were a separate economic unit. They were instructed to report the value of all products transferred to other plants of the company at their full economic value; to include, in addition to direct cost of production, a reasonable proportion of company overhead and profits. For all establishments classified in an industry, value of shipments and receipts includes (1) the value of all primary products of the industry; (2) the value of secondary products which are primary to other industries; (3) the receipts for contract work done for others, except custom milling; and (4) the value of products purchased and resold without further processing. Receipts for custom milling are not included to avoid duplication with the value of custom milled ores included in an industry's primary and secondary products. Some duplication exists in industry and industry group totals because of the inclusion of materials transferred from one establishment to another for mineral preparation or resale.

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

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

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

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

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

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

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

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

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

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

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

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

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

## Number of Employees

### General Definition

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

### Sector-Specific Information

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

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

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

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

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

Excluded are employees at the mine but on the payroll of another employer (such as employees of contractors) and employees at company stores, boardinghouses, bunkhouses, and recreational centers.

Also excluded are members of the Armed Forces and pensioners carried on the active rolls but not working during the period. Includes all employees who were on the payroll during the pay period including March 12.

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

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

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

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

