

ELECTRICAL CONTRACTORS INDUSTRY
NAICS 23821

2025 WORLD INDUSTRY & MARKET OUTLOOK

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ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

TABLE OF CONTENTS

<u>COUNTRY</u>	<u>PAGE NUMBER</u>
Industry Definition, Related Industries & Sub-Industries	7
2024 Industry Establishments, Sales & Employment	9
Algeria	11
Argentina	13
Australia	15
Austria	17
Bangladesh	19
Belgium	21
Brazil	23
Canada	25
Chile	27
China	29
Colombia	31
Czech Rep	33
Denmark	35
Egypt	37
Finland	39
France	41
Germany	43
Greece	45
Hong Kong	47
Hungary	49
India	51
Indonesia	53
Iran	55
Iraq	57
Ireland	59

TABLE OF CONTENTS

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

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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)

2025 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$US)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Algeria	29,150	2,360	323,346	193,227	0.081	12,215	11.092	1,673.4
Argentina	20,278	4,469	446,047	134,414	0.220	33,251	21.997	3,318.5
Australia	12,273	16,813	22,530	81,351	1.370	206,675	1.836	276.9
Austria	4,404	6,291	5,422	29,192	1.428	215,487	1.231	185.7
Bangladesh	88,600	6,404	548,196	587,298	0.072	10,904	6.187	933.4
Belgium	5,366	7,208	6,213	35,570	1.343	202,637	1.158	174.7
Brazil	101,646	18,092	101,313	673,776	0.178	26,851	0.997	150.4
Canada	18,387	22,410	27,788	121,880	1.219	183,866	1.511	228.0
Chile*	9,687	3,823	3,112	64,211	0.395	59,544	0.321	48.5
China	716,368	253,398	1,619,211	4,748,543	0.354	53,363	2.260	341.0
Colombia*	21,752	3,387	12,759	144,189	0.156	23,490	0.587	88.5
Czech Republic	5,056	4,048	89,047	33,513	0.801	120,778	17.613	2,657.1
Denmark	2,752	4,913	31,445	18,244	1.785	269,305	11.425	1,723.6
Egypt	47,977	4,951	77,727	318,021	0.103	15,567	1.620	244.4
Finland	2,694	3,940	3,396	17,857	1.463	220,645	1.261	190.2
France	30,033	33,758	29,099	199,081	1.124	169,567	0.969	146.2
Germany	38,875	54,976	47,390	257,690	1.414	213,343	1.219	183.9
Greece	4,608	2,233	1,925	30,548	0.485	73,099	0.418	63.0
Hong Kong	3,149	3,916	30,153	20,873	1.244	187,603	9.575	1,444.5
Hungary*	4,471	2,359	731	29,635	0.528	79,603	0.164	24.7
India	602,472	38,791	2,893,829	3,993,567	0.064	9,713	4.803	724.6
Indonesia*	148,098	19,149	273,103	981,691	0.129	19,506	1.844	278.2
Iran*	40,426	2,807	117,979	267,973	0.069	10,476	2.918	440.3
Iraq*	24,324	3,060	4,464	161,233	0.126	18,976	0.184	27.7
Ireland	2,836	8,244	7,106	18,800	2.907	438,515	2.506	378.0
Israel	4,386	6,686	20,994	29,073	1.524	229,976	4.787	722.1
Italy	29,612	25,185	21,710	196,288	0.851	128,309	0.733	110.6
Japan*	63,028	71,021	8,025,387	417,789	1.127	169,993	127.331	19,209.2
Kazakhstan	10,809	2,358	1,009,177	71,651	0.218	32,908	93.361	14,084.5
Kuwait	2,887	1,673	503	19,140	0.579	87,386	0.174	26.3
Malaysia	19,482	5,996	24,822	129,139	0.308	46,427	1.274	192.2
Mexico	66,997	13,956	288,889	444,097	0.208	31,426	4.312	650.5

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

ELECTRICAL CONTRACTORS INDUSTRY (WORLDWIDE EDITION)

2025 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$USM)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Netherlands	8,143	13,164	11,347	53,979	1.616	243,865	1.393	210.2
New Zealand	2,184	2,796	3,915	14,474	1.281	193,188	1.793	270.5
Nigeria	116,636	6,077	2,491,527	773,140	0.052	7,860	21.362	3,222.6
Norway	3,054	5,130	43,092	20,246	1.680	253,380	14.108	2,128.4
Pakistan	87,535	3,441	585,008	580,236	0.039	5,931	6.683	1,008.2
Peru	18,642	3,090	12,331	123,569	0.166	25,010	0.661	99.8
Phillipines	47,552	5,338	269,589	315,208	0.112	16,936	5.669	855.3
Poland	16,358	9,513	37,101	108,430	0.582	87,735	2.268	342.2
Portugal	4,936	3,332	2,872	32,720	0.675	101,835	0.582	87.8
Puerto Rico	2,074	1,571	1,571	13,750	0.757	114,227	0.757	114.2
Qatar	1,895	2,116	7,702	12,564	1.116	168,408	4.063	613.0
Romania	10,913	4,657	19,561	72,338	0.427	64,383	1.792	270.4
Russia	75,790	23,455	1,686,425	502,385	0.309	46,688	22.251	3,356.8
Saudi Arabia*	20,887	12,581	47	138,453	0.602	90,870	0.002	0.3
Singapore	3,156	5,531	7,412	20,920	1.753	264,385	2.348	354.3
South Africa	21,049	4,156	64,003	139,524	0.197	29,787	3.041	458.7
South Korea*	29,322	26,502	31,166	194,365	0.904	136,349	1.063	160.3
Spain	22,070	18,163	15,656	146,297	0.823	124,150	0.709	107.0
Sweden	5,042	7,178	61,015	33,422	1.424	214,780	12.101	1,825.6
Switzerland	4,599	10,724	9,759	30,482	2.332	351,800	2.122	320.1
Taiwan	14,546	9,360	260,211	96,419	0.643	97,077	17.889	2,698.7
Thailand	40,403	9,340	310,083	267,814	0.231	34,874	7.675	1,157.8
Turkey	36,144	7,912	75,163	239,586	0.219	33,023	2.080	313.7
Ukraine	23,986	2,809	73,599	158,998	0.117	17,668	3.068	462.9
UAE	6,662	6,389	23,447	44,163	0.959	144,665	3.519	530.9
United Kingdom	32,265	33,227	24,356	213,871	1.030	155,362	0.755	113.9
United States	151,996	280,033	280,033	1,007,526	1.842	277,942	1.842	277.9
Venezuela	15,219	4,348	1,900,935	100,881	0.286	43,096	124.906	18,843.4
Vietnam*	57,572	6,124	139,084	381,625	0.106	16,047	2.416	364.5

* 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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	26,308	27,345	28,257	29,150	30,035	3.9%	3.3%	3.2%	3.0%
Sales (\$Millions)	2,571	2,608	2,528	2,360	2,191	1.4%	-3.0%	-6.6%	-7.2%
Employment	174,386	181,261	187,307	193,227	196,394	3.9%	3.3%	3.2%	1.6%
Sales (DinarM)	352,219	357,228	346,345	323,346	300,192	1.4%	-3.0%	-6.6%	-7.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.10	0.10	0.09	0.08	0.07	-2.4%	-6.2%	-9.5%	-9.9%
Sales (\$) per Emp.	14,743	14,385	13,497	12,215	11,157	-2.4%	-6.2%	-9.5%	-8.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinar(M)/Estab.	13.39	13.06	12.26	11.09	9.99	-2.4%	-6.2%	-9.5%	-9.9%
Dinar per Emp.	2,019,762	1,970,797	1,849,076	1,673,403	1,528,520	-2.4%	-6.2%	-9.5%	-8.7%

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.	
2024	9,892	2,997	1,802	1,204	394	189	46	16	11,719	28,257
2025	10,204	3,092	1,859	1,242	406	195	48	17	12,089	29,150
2026	10,514	3,185	1,915	1,279	418	200	49	17	12,456	30,035
	Sales (\$Millions) by Size of Firm									Total
2024	216	208	294	469	391	411	241	232	66	2,528
2025	202	194	274	438	365	384	225	217	61	2,360
2026	187	180	254	406	339	356	209	201	57	2,191
	Employment by Size of Firm									Total
2024	24,729	17,382	24,506	36,229	23,377	23,782	13,418	12,166	11,719	187,307
2025	25,510	17,931	25,280	37,374	24,116	24,534	13,842	12,550	12,089	193,227
2026	26,285	18,475	26,047	38,508	24,848	25,278	11,566	12,931	12,456	196,394

ALGERIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,487	841.8	81,185
Electric power systems contractors	Minor1	204	126.3	2,060
Cogeneration specialization	Minor2	7	0.7	187
Computer power conditioning	Minor2	7	0.5	32
Standby or emergency power specialization	Minor2	14	1.0	122
Switchgear and related devices installation	Minor2	7	2.0	110
Electronic controls installation	Minor1	246	23.3	1,931
Computerized controls installation	Minor2	31	11.2	504
Energy management controls	Minor2	154	33.1	1,552
Environmental system control installation	Minor2	41	17.2	462
Communications specialization	Minor1	427	53.3	4,465
Cable television installation	Minor2	154	17.5	2,035
Fiber optic cable installation	Minor2	171	22.4	1,908
Sound equipment specialization	Minor2	969	18.6	2,085
Telephone and telephone equipment	Minor2	506	50.9	4,472
Voice, data, and video wiring contractor	Minor2	134	16.0	1,420
Safety and security specialization	Minor1	338	22.0	2,758
Access control systems specialization	Minor2	55	6.7	483
Closed circuit television installation	Minor2	26	2.4	239
Fire detection and burglar alarm systems	Minor2	690	53.4	6,204
Banking machine installation and service	Minor2	23	2.8	221
Computer installation	Minor2	168	10.6	996
General electrical contractor	Minor2	7,127	1,006.9	76,414
Lighting contractor	Minor2	166	19.8	1,384

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

(Minor2 sums to Minor1) and major categories overall figures.

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

ARGENTINA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	18,270	19,097	19,695	20,278	20,852	4.5%	3.1%	3.0%	2.8%
Sales (\$Millions)	5,141	5,047	4,837	4,469	4,102	-1.8%	-4.2%	-7.6%	-8.2%
Employment	121,104	126,587	130,552	134,414	136,349	4.5%	3.1%	3.0%	1.4%
Sales (PesosM)	513,114	503,700	482,738	446,047	409,405	-1.8%	-4.2%	-7.6%	-8.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.28	0.26	0.25	0.22	0.20	-6.1%	-7.1%	-10.3%	-10.7%
Sales (\$) per Emp.	42,455	39,871	37,051	33,251	30,087	-6.1%	-7.1%	-10.3%	-9.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	28.09	26.38	24.51	22.00	19.63	-6.1%	-7.1%	-10.3%	-10.7%
Pesos per Emp.	4,236,981	3,979,091	3,697,658	3,318,458	3,002,635	-6.1%	-7.1%	-10.3%	-9.5%

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.	
2024	6,894	2,089	1,256	839	274	131	32	11	8,168	19,695
2025	7,098	2,151	1,293	864	282	135	33	12	8,410	20,278
2026	7,299	2,211	1,330	888	290	139	34	12	8,648	20,852
	Sales (\$Millions) by Size of Firm									Total
2024	413	398	562	897	748	787	462	444	126	4,837
2025	382	368	519	829	692	727	427	410	116	4,469
2026	350	338	476	761	635	667	392	377	107	4,102
	Employment by Size of Firm									Total
2024	17,236	12,115	17,080	25,251	16,294	16,576	9,352	8,479	8,168	130,552
2025	17,746	12,473	17,586	25,998	16,776	17,066	9,629	8,730	8,410	134,414
2026	18,248	12,827	18,084	26,734	17,251	17,550	8,030	8,977	8,648	136,349

ARGENTINA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,164	1,594.1	56,474
Electric power systems contractors	Minor1	142	239.2	1,433
Cogeneration specialization	Minor2	5	1.2	130
Computer power conditioning	Minor2	5	0.9	22
Standby or emergency power specialization	Minor2	10	2.0	85
Switchgear and related devices installation	Minor2	5	3.8	77
Electronic controls installation	Minor1	171	44.0	1,343
Computerized controls installation	Minor2	21	21.2	351
Energy management controls	Minor2	107	62.6	1,080
Environmental system control installation	Minor2	28	32.6	322
Communications specialization	Minor1	297	101.0	3,106
Cable television installation	Minor2	107	33.2	1,416
Fiber optic cable installation	Minor2	119	42.3	1,327
Sound equipment specialization	Minor2	674	35.2	1,450
Telephone and telephone equipment	Minor2	352	96.4	3,111
Voice, data, and video wiring contractor	Minor2	93	30.2	988
Safety and security specialization	Minor1	235	41.6	1,918
Access control systems specialization	Minor2	38	12.6	336
Closed circuit television installation	Minor2	18	4.6	166
Fire detection and burglar alarm systems	Minor2	480	101.1	4,315
Banking machine installation and service	Minor2	16	5.3	154
Computer installation	Minor2	117	20.0	693
General electrical contractor	Minor2	4,958	1,906.8	53,156
Lighting contractor	Minor2	116	37.6	963

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

(Minor2 sums to Minor1) and major categories overall figures.

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

AUSTRALIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	11,075	11,533	11,907	12,273	12,634	4.1%	3.2%	3.1%	2.9%
Sales (\$Millions)	17,590	17,745	17,624	16,813	15,985	0.9%	-0.7%	-4.6%	-4.9%
Employment	73,415	76,448	78,929	81,351	82,611	4.1%	3.2%	3.1%	1.5%
Sales (DollarsM)	23,570	23,778	23,616	22,530	21,421	0.9%	-0.7%	-4.6%	-4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.59	1.54	1.48	1.37	1.27	-3.1%	-3.8%	-7.4%	-7.6%
Sales (\$) per Emp.	239,595	232,112	223,292	206,675	193,502	-3.1%	-3.8%	-7.4%	-6.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	2.13	2.06	1.98	1.84	1.70	-3.1%	-3.8%	-7.4%	-7.6%
Dollars per Emp.	321,058	311,031	299,212	276,944	259,293	-3.1%	-3.8%	-7.4%	-6.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	4,168	1,263	759	507	166	79	19	7	4,938	11,907
2025	4,296	1,302	783	523	171	82	20	7	5,090	12,273
2026	4,423	1,340	806	538	176	84	21	7	5,240	12,634
	Sales (\$Millions) by Size of Firm									Total
2024	1,505	1,451	2,046	3,269	2,727	2,866	1,683	1,618	458	17,624
2025	1,435	1,384	1,952	3,119	2,602	2,734	1,605	1,544	437	16,813
2026	1,365	1,316	1,856	2,965	2,474	2,600	1,526	1,468	416	15,985
	Employment by Size of Firm									Total
2024	10,420	7,324	10,326	15,266	9,851	10,021	5,654	5,126	4,938	78,929
2025	10,740	7,549	10,643	15,735	10,153	10,329	5,828	5,284	5,090	81,351
2026	11,056	7,771	10,957	16,198	10,452	10,633	4,865	5,439	5,240	82,611

AUSTRALIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	7,362	5,996.8	34,180
Electric power systems contractors	Minor1	86	899.8	867
Cogeneration specialization	Minor2	3	4.7	79
Computer power conditioning	Minor2	3	3.3	13
Standby or emergency power specialization	Minor2	6	7.4	51
Switchgear and related devices installation	Minor2	3	14.2	46
Electronic controls installation	Minor1	103	165.7	813
Computerized controls installation	Minor2	13	79.7	212
Energy management controls	Minor2	65	235.5	653
Environmental system control installation	Minor2	17	122.5	195
Communications specialization	Minor1	180	379.9	1,880
Cable television installation	Minor2	65	124.9	857
Fiber optic cable installation	Minor2	72	159.3	803
Sound equipment specialization	Minor2	408	132.4	878
Telephone and telephone equipment	Minor2	213	362.5	1,883
Voice, data, and video wiring contractor	Minor2	56	113.8	598
Safety and security specialization	Minor1	142	156.4	1,161
Access control systems specialization	Minor2	23	47.5	203
Closed circuit television installation	Minor2	11	17.3	101
Fire detection and burglar alarm systems	Minor2	290	380.2	2,612
Banking machine installation and service	Minor2	10	19.8	93
Computer installation	Minor2	71	75.4	419
General electrical contractor	Minor2	3,001	7,172.9	32,171
Lighting contractor	Minor2	70	141.4	583

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,085	4,191	4,300	4,404	4,505	2.6%	2.6%	2.4%	2.3%
Sales (\$Millions)	5,967	6,227	6,397	6,291	6,183	4.4%	2.7%	-1.7%	-1.7%
Employment	27,078	27,781	28,502	29,192	29,458	2.6%	2.6%	2.4%	0.9%
Sales (EurosM)	5,144	5,368	5,514	5,422	5,330	4.4%	2.7%	-1.7%	-1.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.46	1.49	1.49	1.43	1.37	1.7%	0.1%	-4.0%	-3.9%
Sales (\$) per Emp.	220,374	224,157	224,447	215,487	209,906	1.7%	0.1%	-4.0%	-2.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.26	1.28	1.28	1.23	1.18	1.7%	0.1%	-4.0%	-3.9%
Euros per Emp.	189,962	193,223	193,473	185,750	180,939	1.7%	0.1%	-4.0%	-2.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	1,505	456	274	183	60	29	7	2	1,783	4,300
2025	1,542	467	281	188	61	29	7	3	1,826	4,404
2026	1,577	478	287	192	63	30	7	3	1,868	4,505
	Sales (\$Millions) by Size of Firm									Total
2024	546	527	743	1,187	990	1,040	611	587	166	6,397
2025	537	518	730	1,167	973	1,023	601	578	164	6,291
2026	528	509	718	1,147	957	1,006	590	568	161	6,183
	Employment by Size of Firm									Total
2024	3,763	2,645	3,729	5,513	3,557	3,619	2,042	1,851	1,783	28,502
2025	3,854	2,709	3,819	5,646	3,643	3,706	2,091	1,896	1,826	29,192
2026	3,943	2,771	3,907	5,776	3,727	3,792	1,735	1,940	1,868	29,458

AUSTRIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,642	2,243.7	12,265
Electric power systems contractors	Minor1	31	336.7	311
Cogeneration specialization	Minor2	1	1.7	28
Computer power conditioning	Minor2	1	1.2	5
Standby or emergency power specialization	Minor2	2	2.8	18
Switchgear and related devices installation	Minor2	1	5.3	17
Electronic controls installation	Minor1	37	62.0	292
Computerized controls installation	Minor2	5	29.8	76
Energy management controls	Minor2	23	88.1	234
Environmental system control installation	Minor2	6	45.8	70
Communications specialization	Minor1	65	142.1	675
Cable television installation	Minor2	23	46.7	307
Fiber optic cable installation	Minor2	26	59.6	288
Sound equipment specialization	Minor2	146	49.5	315
Telephone and telephone equipment	Minor2	76	135.6	676
Voice, data, and video wiring contractor	Minor2	20	42.6	215
Safety and security specialization	Minor1	51	58.5	417
Access control systems specialization	Minor2	8	17.8	73
Closed circuit television installation	Minor2	4	6.5	36
Fire detection and burglar alarm systems	Minor2	104	142.3	937
Banking machine installation and service	Minor2	3	7.4	33
Computer installation	Minor2	25	28.2	151
General electrical contractor	Minor2	1,077	2,683.7	11,544
Lighting contractor	Minor2	25	52.9	209

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

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BANGLADESH

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	80,224	83,507	86,089	88,600	91,073	4.1%	3.1%	2.9%	2.8%
Sales (\$Millions)	5,037	5,538	6,108	6,404	6,753	9.9%	10.3%	4.8%	5.4%
Employment	531,777	553,536	570,652	587,298	595,516	4.1%	3.1%	2.9%	1.4%
Sales (TakaM)	431,199	474,090	522,870	548,196	578,036	9.9%	10.3%	4.8%	5.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.06	0.07	0.07	0.07	0.07	5.6%	7.0%	1.9%	2.6%
Sales (\$) per Emp.	9,473	10,006	10,704	10,904	11,339	5.6%	7.0%	1.9%	4.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Taka(M)/Estab.	5.37	5.68	6.07	6.19	6.35	5.6%	7.0%	1.9%	2.6%
Taka per Emp.	810,864	856,476	916,268	933,421	970,648	5.6%	7.0%	1.9%	4.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	30,136	9,130	5,490	3,667	1,199	575	141	49	35,703	86,089
2025	31,015	9,397	5,650	3,774	1,234	591	145	51	36,744	88,600
2026	31,881	9,659	5,808	3,879	1,268	608	149	52	37,770	91,073
	Sales (\$Millions) by Size of Firm									Total
2024	522	503	709	1,133	945	993	583	561	159	6,108
2025	547	527	744	1,188	991	1,042	611	588	167	6,404
2026	577	556	784	1,253	1,045	1,098	645	620	176	6,753
	Employment by Size of Firm									Total
2024	75,339	52,956	74,660	110,375	71,221	72,455	40,880	37,064	35,703	570,652
2025	77,537	54,500	76,837	113,594	73,298	74,568	42,073	38,145	36,744	587,298
2026	79,701	56,022	78,982	116,765	75,345	76,650	35,070	39,210	37,770	595,516

BANGLADESH

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	53,150	2,284.2	246,754
Electric power systems contractors	Minor1	619	342.7	6,260
Cogeneration specialization	Minor2	21	1.8	568
Computer power conditioning	Minor2	21	1.2	97
Standby or emergency power specialization	Minor2	42	2.8	371
Switchgear and related devices installation	Minor2	22	5.4	335
Electronic controls installation	Minor1	747	63.1	5,869
Computerized controls installation	Minor2	94	30.4	1,533
Energy management controls	Minor2	467	89.7	4,718
Environmental system control installation	Minor2	124	46.7	1,405
Communications specialization	Minor1	1,299	144.7	13,571
Cable television installation	Minor2	468	47.6	6,185
Fiber optic cable installation	Minor2	519	60.7	5,798
Sound equipment specialization	Minor2	2,944	50.4	6,336
Telephone and telephone equipment	Minor2	1,537	138.1	13,593
Voice, data, and video wiring contractor	Minor2	408	43.3	4,315
Safety and security specialization	Minor1	1,027	59.6	8,382
Access control systems specialization	Minor2	166	18.1	1,467
Closed circuit television installation	Minor2	79	6.6	726
Fire detection and burglar alarm systems	Minor2	2,096	144.8	18,856
Banking machine installation and service	Minor2	70	7.5	672
Computer installation	Minor2	512	28.7	3,028
General electrical contractor	Minor2	21,662	2,732.2	232,254
Lighting contractor	Minor2	505	53.9	4,208

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,944	5,108	5,240	5,366	5,488	3.3%	2.6%	2.4%	2.3%
Sales (\$Millions)	6,800	7,085	7,306	7,208	7,111	4.2%	3.1%	-1.3%	-1.3%
Employment	32,771	33,861	34,735	35,570	35,888	3.3%	2.6%	2.4%	0.9%
Sales (EurosM)	5,861	6,107	6,297	6,213	6,130	4.2%	3.1%	-1.3%	-1.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.38	1.39	1.39	1.34	1.30	0.8%	0.5%	-3.7%	-3.5%
Sales (\$) per Emp.	207,490	209,242	210,325	202,637	198,145	0.8%	0.5%	-3.7%	-2.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.19	1.20	1.20	1.16	1.12	0.8%	0.5%	-3.7%	-3.5%
Euros per Emp.	178,856	180,366	181,300	174,673	170,801	0.8%	0.5%	-3.7%	-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.	
2024	1,834	556	334	223	73	35	9	3	2,173	5,240
2025	1,878	569	342	229	75	36	9	3	2,225	5,366
2026	1,921	582	350	234	76	37	9	3	2,276	5,488
	Sales (\$Millions) by Size of Firm									Total
2024	624	601	848	1,355	1,130	1,188	698	671	190	7,306
2025	615	593	837	1,337	1,115	1,172	688	662	187	7,208
2026	607	585	826	1,319	1,100	1,157	679	653	185	7,111
	Employment by Size of Firm									Total
2024	4,586	3,223	4,544	6,718	4,335	4,410	2,488	2,256	2,173	34,735
2025	4,696	3,301	4,654	6,880	4,439	4,516	2,548	2,310	2,225	35,570
2026	4,803	3,376	4,760	7,037	4,540	4,619	2,113	2,363	2,276	35,888

BELGIUM

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,219	2,570.8	14,945
Electric power systems contractors	Minor1	37	385.7	379
Cogeneration specialization	Minor2	1	2.0	34
Computer power conditioning	Minor2	1	1.4	6
Standby or emergency power specialization	Minor2	3	3.2	22
Switchgear and related devices installation	Minor2	1	6.1	20
Electronic controls installation	Minor1	45	71.0	355
Computerized controls installation	Minor2	6	34.2	93
Energy management controls	Minor2	28	100.9	286
Environmental system control installation	Minor2	8	52.5	85
Communications specialization	Minor1	79	162.9	822
Cable television installation	Minor2	28	53.6	375
Fiber optic cable installation	Minor2	31	68.3	351
Sound equipment specialization	Minor2	178	56.8	384
Telephone and telephone equipment	Minor2	93	155.4	823
Voice, data, and video wiring contractor	Minor2	25	48.8	261
Safety and security specialization	Minor1	62	67.1	508
Access control systems specialization	Minor2	10	20.4	89
Closed circuit television installation	Minor2	5	7.4	44
Fire detection and burglar alarm systems	Minor2	127	163.0	1,142
Banking machine installation and service	Minor2	4	8.5	41
Computer installation	Minor2	31	32.3	183
General electrical contractor	Minor2	1,312	3,075.0	14,066
Lighting contractor	Minor2	31	60.6	255

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	92,157	96,124	98,931	101,646	104,309	4.3%	2.9%	2.7%	2.6%
Sales (\$Millions)	19,878	20,313	19,527	18,092	16,655	2.2%	-3.9%	-7.4%	-7.9%
Employment	610,872	637,173	655,776	673,776	682,060	4.3%	2.9%	2.7%	1.2%
Sales (RealsM)	111,319	113,755	109,352	101,313	93,269	2.2%	-3.9%	-7.4%	-7.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.22	0.21	0.20	0.18	0.16	-2.0%	-6.6%	-9.8%	-10.3%
Sales (\$) per Emp.	32,541	31,881	29,777	26,851	24,419	-2.0%	-6.6%	-9.8%	-9.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Reals(M)/Estab.	1.21	1.18	1.11	1.00	0.89	-2.0%	-6.6%	-9.8%	-10.3%
Reals per Emp.	182,230	178,531	166,751	150,367	136,745	-2.0%	-6.6%	-9.8%	-9.1%

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.	
2024	34,631	10,492	6,309	4,214	1,378	660	161	56	41,029	98,931
2025	35,582	10,780	6,482	4,330	1,416	678	166	58	42,155	101,646
2026	36,514	11,063	6,652	4,443	1,453	696	170	60	43,259	104,309
	Sales (\$Millions) by Size of Firm									Total
2024	1,667	1,607	2,267	3,622	3,022	3,176	1,865	1,793	508	19,527
2025	1,545	1,489	2,101	3,356	2,799	2,942	1,727	1,661	470	18,092
2026	1,422	1,371	1,934	3,090	2,577	2,709	1,590	1,529	433	16,655
	Employment by Size of Firm									Total
2024	86,578	60,855	85,797	126,839	81,845	83,263	46,978	42,593	41,029	655,776
2025	88,954	62,525	88,151	130,321	84,091	85,548	48,268	43,762	42,155	673,776
2026	91,284	64,163	90,461	133,735	86,294	87,789	40,167	44,908	43,259	682,060

BRAZIL

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	60,976	6,452.8	283,088
Electric power systems contractors	Minor1	710	968.2	7,182
Cogeneration specialization	Minor2	24	5.0	652
Computer power conditioning	Minor2	24	3.5	111
Standby or emergency power specialization	Minor2	48	8.0	425
Switchgear and related devices installation	Minor2	26	15.3	384
Electronic controls installation	Minor1	857	178.3	6,733
Computerized controls installation	Minor2	107	85.8	1,758
Energy management controls	Minor2	536	253.4	5,412
Environmental system control installation	Minor2	142	131.8	1,612
Communications specialization	Minor1	1,490	408.8	15,569
Cable television installation	Minor2	537	134.4	7,096
Fiber optic cable installation	Minor2	596	171.4	6,651
Sound equipment specialization	Minor2	3,378	142.5	7,269
Telephone and telephone equipment	Minor2	1,764	390.0	15,594
Voice, data, and video wiring contractor	Minor2	468	122.4	4,951
Safety and security specialization	Minor1	1,179	168.3	9,616
Access control systems specialization	Minor2	191	51.1	1,682
Closed circuit television installation	Minor2	91	18.6	833
Fire detection and burglar alarm systems	Minor2	2,405	409.2	21,632
Banking machine installation and service	Minor2	80	21.3	771
Computer installation	Minor2	587	81.1	3,474
General electrical contractor	Minor2	24,852	7,718.4	266,452
Lighting contractor	Minor2	579	152.1	4,827

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	16,784	17,394	17,899	18,387	18,865	3.6%	2.9%	2.7%	2.6%
Sales (\$Millions)	22,456	22,930	23,149	22,410	21,653	2.1%	1.0%	-3.2%	-3.4%
Employment	111,254	115,299	118,645	121,880	123,358	3.6%	2.9%	2.7%	1.2%
Sales (DollarsM)	27,846	28,433	28,705	27,788	26,849	2.1%	1.0%	-3.2%	-3.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.34	1.32	1.29	1.22	1.15	-1.5%	-1.9%	-5.8%	-5.8%
Sales (\$) per Emp.	201,847	198,872	195,111	183,866	175,527	-1.5%	-1.9%	-5.8%	-4.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.66	1.63	1.60	1.51	1.42	-1.5%	-1.9%	-5.8%	-5.8%
Dollars per Emp.	250,290	246,602	241,938	227,993	217,653	-1.5%	-1.9%	-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.	
2024	6,266	1,898	1,141	762	249	119	29	10	7,423	17,899
2025	6,436	1,950	1,172	783	256	123	30	10	7,625	18,387
2026	6,604	2,001	1,203	804	263	126	31	11	7,824	18,865
	Sales (\$Millions) by Size of Firm									Total
2024	1,976	1,906	2,688	4,294	3,582	3,765	2,210	2,126	602	23,149
2025	1,913	1,845	2,602	4,157	3,468	3,645	2,140	2,058	583	22,410
2026	1,849	1,782	2,514	4,017	3,350	3,522	2,067	1,988	563	21,653
	Employment by Size of Firm									Total
2024	15,664	11,010	15,523	22,948	14,808	15,064	8,499	7,706	7,423	118,645
2025	16,091	11,310	15,946	23,574	15,211	15,475	8,731	7,916	7,625	121,880
2026	16,510	11,605	16,361	24,187	15,607	15,878	7,265	8,122	7,824	123,358

CANADA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,030	7,992.8	51,208
Electric power systems contractors	Minor1	128	1,199.3	1,299
Cogeneration specialization	Minor2	4	6.2	118
Computer power conditioning	Minor2	4	4.3	20
Standby or emergency power specialization	Minor2	9	9.9	77
Switchgear and related devices installation	Minor2	5	19.0	69
Electronic controls installation	Minor1	155	220.9	1,218
Computerized controls installation	Minor2	19	106.3	318
Energy management controls	Minor2	97	313.9	979
Environmental system control installation	Minor2	26	163.2	292
Communications specialization	Minor1	270	506.3	2,816
Cable television installation	Minor2	97	166.5	1,284
Fiber optic cable installation	Minor2	108	212.3	1,203
Sound equipment specialization	Minor2	611	176.5	1,315
Telephone and telephone equipment	Minor2	319	483.1	2,821
Voice, data, and video wiring contractor	Minor2	85	151.7	896
Safety and security specialization	Minor1	213	208.5	1,739
Access control systems specialization	Minor2	35	63.3	304
Closed circuit television installation	Minor2	16	23.0	151
Fire detection and burglar alarm systems	Minor2	435	506.8	3,913
Banking machine installation and service	Minor2	15	26.4	139
Computer installation	Minor2	106	100.5	628
General electrical contractor	Minor2	4,495	9,560.5	48,199
Lighting contractor	Minor2	105	188.4	873

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

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

CHILE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	8,886	9,201	9,449	9,687	9,919	3.5%	2.7%	2.5%	2.4%
Sales (\$Millions)	3,762	3,979	3,981	3,823	3,662	5.8%	0.1%	-4.0%	-4.2%
Employment	58,901	60,989	62,633	64,211	64,858	3.5%	2.7%	2.5%	1.0%
Sales (PesosM)	3,063	3,239	3,241	3,112	2,981	5.8%	0.1%	-4.0%	-4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.42	0.43	0.42	0.39	0.37	2.1%	-2.6%	-6.3%	-6.5%
Sales (\$) per Emp.	63,877	65,246	63,569	59,544	56,457	2.1%	-2.6%	-6.3%	-5.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.34	0.35	0.34	0.32	0.30	2.1%	-2.6%	-6.3%	-6.5%
Pesos per Emp.	51,996	53,110	51,745	48,469	45,956	2.1%	-2.6%	-6.3%	-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.	
2024	3,308	1,002	603	402	132	63	15	5	3,919	9,449
2025	3,391	1,027	618	413	135	65	16	6	4,017	9,687
2026	3,472	1,052	633	422	138	66	16	6	4,114	9,919
	Sales (\$Millions) by Size of Firm									Total
2024	340	328	462	739	616	648	380	366	104	3,981
2025	326	315	444	709	592	622	365	351	99	3,823
2026	313	301	425	679	567	596	350	336	95	3,662
	Employment by Size of Firm									Total
2024	8,269	5,812	8,194	12,114	7,817	7,952	4,487	4,068	3,919	62,633
2025	8,477	5,959	8,401	12,420	8,014	8,153	4,600	4,171	4,017	64,211
2026	8,680	6,101	8,602	12,717	8,206	8,348	3,820	4,270	4,114	64,858

CHILE

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	5,811	1,363.7	26,978
Electric power systems contractors	Minor1	68	204.6	684
Cogeneration specialization	Minor2	2	1.1	62
Computer power conditioning	Minor2	2	0.7	11
Standby or emergency power specialization	Minor2	5	1.7	41
Switchgear and related devices installation	Minor2	2	3.2	37
Electronic controls installation	Minor1	82	37.7	642
Computerized controls installation	Minor2	10	18.1	168
Energy management controls	Minor2	51	53.5	516
Environmental system control installation	Minor2	14	27.9	154
Communications specialization	Minor1	142	86.4	1,484
Cable television installation	Minor2	51	28.4	676
Fiber optic cable installation	Minor2	57	36.2	634
Sound equipment specialization	Minor2	322	30.1	693
Telephone and telephone equipment	Minor2	168	82.4	1,486
Voice, data, and video wiring contractor	Minor2	45	25.9	472
Safety and security specialization	Minor1	112	35.6	916
Access control systems specialization	Minor2	18	10.8	160
Closed circuit television installation	Minor2	9	3.9	79
Fire detection and burglar alarm systems	Minor2	229	86.5	2,062
Banking machine installation and service	Minor2	8	4.5	73
Computer installation	Minor2	56	17.1	331
General electrical contractor	Minor2	2,368	1,631.2	25,393
Lighting contractor	Minor2	55	32.1	460

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

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

CHINA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	664,404	683,329	700,248	716,368	731,965	2.8%	2.5%	2.3%	2.2%
Sales (\$Millions)	214,982	230,188	247,403	253,398	260,459	7.1%	7.5%	2.4%	2.8%
Employment	4,404,096	4,529,539	4,641,693	4,748,543	4,786,213	2.8%	2.5%	2.3%	0.8%
Sales (RMBsM)	1,373,732	1,470,902	1,580,903	1,619,211	1,664,334	7.1%	7.5%	2.4%	2.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.32	0.34	0.35	0.35	0.36	4.1%	4.9%	0.1%	0.6%
Sales (\$) per Emp.	48,814	50,819	53,300	53,363	54,419	4.1%	4.9%	0.1%	2.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
RMBs(M)/Estab.	2.07	2.15	2.26	2.26	2.27	4.1%	4.9%	0.1%	0.6%
RMBs per Emp.	311,921	324,736	340,588	340,991	347,735	4.1%	4.9%	0.1%	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.	
2024	245,125	74,266	44,653	29,827	9,753	4,674	1,143	400	290,408	700,248
2025	250,767	75,976	45,681	30,514	9,977	4,781	1,169	409	297,093	716,368
2026	256,227	77,630	46,676	31,178	10,194	4,885	1,195	418	303,562	731,965
	Sales (\$Millions) by Size of Firm									Total
2024	21,123	20,365	28,726	45,895	38,283	40,237	23,623	22,718	6,433	247,403
2025	21,635	20,859	29,422	47,007	39,210	41,212	24,195	23,269	6,589	253,398
2026	22,238	21,440	30,241	48,317	40,303	42,361	24,870	23,917	6,773	260,459
	Employment by Size of Firm									Total
2024	612,811	430,743	607,282	897,790	579,312	589,348	332,520	301,479	290,408	4,641,693
2025	626,918	440,658	621,261	918,457	592,648	602,914	340,175	308,419	297,093	4,748,543
2026	640,568	450,253	634,788	938,454	605,551	616,041	281,864	315,134	303,562	4,786,213

CHINA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	429,736	90,379.4	1,995,107
Electric power systems contractors	Minor1	5,004	13,561.1	50,616
Cogeneration specialization	Minor2	169	70.1	4,592
Computer power conditioning	Minor2	169	49.2	781
Standby or emergency power specialization	Minor2	338	112.3	2,996
Switchgear and related devices installation	Minor2	181	214.7	2,706
Electronic controls installation	Minor1	6,041	2,497.3	47,452
Computerized controls installation	Minor2	757	1,201.5	12,393
Energy management controls	Minor2	3,775	3,549.0	38,145
Environmental system control installation	Minor2	1,002	1,845.9	11,361
Communications specialization	Minor1	10,503	5,725.3	109,725
Cable television installation	Minor2	3,786	1,882.9	50,008
Fiber optic cable installation	Minor2	4,200	2,400.6	46,877
Sound equipment specialization	Minor2	23,807	1,995.4	51,230
Telephone and telephone equipment	Minor2	12,431	5,462.7	109,903
Voice, data, and video wiring contractor	Minor2	3,297	1,715.0	34,892
Safety and security specialization	Minor1	8,306	2,357.9	67,769
Access control systems specialization	Minor2	1,346	716.1	11,857
Closed circuit television installation	Minor2	641	260.3	5,870
Fire detection and burglar alarm systems	Minor2	16,951	5,730.7	152,456
Banking machine installation and service	Minor2	565	298.0	5,435
Computer installation	Minor2	4,136	1,136.0	24,485
General electrical contractor	Minor2	175,147	108,105.7	1,877,866
Lighting contractor	Minor2	4,083	2,130.7	34,021

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	19,965	20,636	21,205	21,752	22,287	3.4%	2.8%	2.6%	2.5%
Sales (\$Millions)	3,513	3,704	3,611	3,387	3,161	5.4%	-2.5%	-6.2%	-6.7%
Employment	132,338	136,792	140,561	144,189	145,729	3.4%	2.8%	2.6%	1.1%
Sales (PesosM)	13,233	13,954	13,601	12,759	11,908	5.4%	-2.5%	-6.2%	-6.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.18	0.18	0.17	0.16	0.14	2.0%	-5.1%	-8.6%	-8.9%
Sales (\$) per Emp.	26,546	27,080	25,688	23,490	21,692	2.0%	-5.1%	-8.6%	-7.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.66	0.68	0.64	0.59	0.53	2.0%	-5.1%	-8.6%	-8.9%
Pesos per Emp.	99,998	102,009	96,765	88,488	81,713	2.0%	-5.1%	-8.6%	-7.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	7,423	2,249	1,352	903	295	142	35	12	8,794	21,205
2025	7,615	2,307	1,387	927	303	145	36	12	9,021	21,752
2026	7,802	2,364	1,421	949	310	149	36	13	9,243	22,287
	Sales (\$Millions) by Size of Firm									Total
2024	308	297	419	670	559	587	345	332	94	3,611
2025	289	279	393	628	524	551	323	311	88	3,387
2026	270	260	367	586	489	514	302	290	82	3,161
	Employment by Size of Firm									Total
2024	18,557	13,044	18,390	27,187	17,543	17,847	10,069	9,129	8,794	140,561
2025	19,036	13,381	18,865	27,889	17,996	18,307	10,329	9,365	9,021	144,189
2026	19,504	13,709	19,328	28,574	18,438	18,757	8,582	9,595	9,243	145,729

COLOMBIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,049	1,208.1	60,581
Electric power systems contractors	Minor1	152	181.3	1,537
Cogeneration specialization	Minor2	5	0.9	139
Computer power conditioning	Minor2	5	0.7	24
Standby or emergency power specialization	Minor2	10	1.5	91
Switchgear and related devices installation	Minor2	5	2.9	82
Electronic controls installation	Minor1	183	33.4	1,441
Computerized controls installation	Minor2	23	16.1	376
Energy management controls	Minor2	115	47.4	1,158
Environmental system control installation	Minor2	30	24.7	345
Communications specialization	Minor1	319	76.5	3,332
Cable television installation	Minor2	115	25.2	1,518
Fiber optic cable installation	Minor2	128	32.1	1,423
Sound equipment specialization	Minor2	723	26.7	1,556
Telephone and telephone equipment	Minor2	377	73.0	3,337
Voice, data, and video wiring contractor	Minor2	100	22.9	1,059
Safety and security specialization	Minor1	252	31.5	2,058
Access control systems specialization	Minor2	41	9.6	360
Closed circuit television installation	Minor2	19	3.5	178
Fire detection and burglar alarm systems	Minor2	515	76.6	4,629
Banking machine installation and service	Minor2	17	4.0	165
Computer installation	Minor2	126	15.2	743
General electrical contractor	Minor2	5,318	1,445.0	57,021
Lighting contractor	Minor2	124	28.5	1,033

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

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CZECH REPUBLIC

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,750	4,854	4,958	5,056	5,149	2.2%	2.1%	2.0%	1.9%
Sales (\$Millions)	3,346	3,692	3,959	4,048	4,152	10.3%	7.2%	2.2%	2.6%
Employment	31,487	32,172	32,864	33,513	33,671	2.2%	2.1%	2.0%	0.5%
Sales (KorunasM)	73,616	81,220	87,108	89,047	91,336	10.3%	7.2%	2.2%	2.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.70	0.76	0.80	0.80	0.81	8.0%	5.0%	0.2%	0.7%
Sales (\$) per Emp.	106,270	114,752	120,482	120,778	123,301	8.0%	5.0%	0.2%	2.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Korunas(M)/Estab.	15.50	16.73	17.57	17.61	17.74	8.0%	5.0%	0.2%	0.7%
Korunas per Emp.	2,337,943	2,524,547	2,650,605	2,657,120	2,712,627	8.0%	5.0%	0.2%	2.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	1,736	526	316	211	69	33	8	3	2,056	4,958
2025	1,770	536	322	215	70	34	8	3	2,097	5,056
2026	1,803	546	328	219	72	34	8	3	2,136	5,149
	Sales (\$Millions) by Size of Firm									Total
2024	338	326	460	735	613	644	378	364	103	3,959
2025	346	333	470	751	626	658	386	372	105	4,048
2026	354	342	482	770	642	675	396	381	108	4,152
	Employment by Size of Firm									Total
2024	4,339	3,050	4,300	6,356	4,102	4,173	2,354	2,134	2,056	32,864
2025	4,424	3,110	4,385	6,482	4,183	4,255	2,401	2,177	2,097	33,513
2026	4,506	3,167	4,466	6,602	4,260	4,334	1,983	2,217	2,136	33,671

CZECH REPUBLIC

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,033	1,443.7	14,080
Electric power systems contractors	Minor1	35	216.6	357
Cogeneration specialization	Minor2	1	1.1	32
Computer power conditioning	Minor2	1	0.8	6
Standby or emergency power specialization	Minor2	2	1.8	21
Switchgear and related devices installation	Minor2	1	3.4	19
Electronic controls installation	Minor1	43	39.9	335
Computerized controls installation	Minor2	5	19.2	87
Energy management controls	Minor2	27	56.7	269
Environmental system control installation	Minor2	7	29.5	80
Communications specialization	Minor1	74	91.5	774
Cable television installation	Minor2	27	30.1	353
Fiber optic cable installation	Minor2	30	38.3	331
Sound equipment specialization	Minor2	168	31.9	362
Telephone and telephone equipment	Minor2	88	87.3	776
Voice, data, and video wiring contractor	Minor2	23	27.4	246
Safety and security specialization	Minor1	59	37.7	478
Access control systems specialization	Minor2	9	11.4	84
Closed circuit television installation	Minor2	5	4.2	41
Fire detection and burglar alarm systems	Minor2	120	91.5	1,076
Banking machine installation and service	Minor2	4	4.8	38
Computer installation	Minor2	29	18.1	173
General electrical contractor	Minor2	1,236	1,726.8	13,253
Lighting contractor	Minor2	29	34.0	240

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

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

DENMARK

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,556	2,625	2,690	2,752	2,813	2.7%	2.5%	2.3%	2.2%
Sales (\$Millions)	4,646	4,759	4,945	4,913	4,885	2.4%	3.9%	-0.6%	-0.6%
Employment	16,944	17,397	17,831	18,244	18,392	2.7%	2.5%	2.3%	0.8%
Sales (KronersM)	29,733	30,455	31,648	31,445	31,264	2.4%	3.9%	-0.6%	-0.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.82	1.81	1.84	1.79	1.74	-0.2%	1.4%	-2.9%	-2.7%
Sales (\$) per Emp.	274,188	273,520	277,328	269,305	265,601	-0.2%	1.4%	-2.9%	-1.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Kroners(M)/Estab.	11.63	11.60	11.77	11.42	11.12	-0.2%	1.4%	-2.9%	-2.7%
Kroners per Emp.	1,754,805	1,750,529	1,774,901	1,723,554	1,699,849	-0.2%	1.4%	-2.9%	-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.	
2024	942	285	172	115	37	18	4	2	1,116	2,690
2025	963	292	176	117	38	18	4	2	1,141	2,752
2026	985	298	179	120	39	19	5	2	1,166	2,813
	Sales (\$Millions) by Size of Firm									Total
2024	422	407	574	917	765	804	472	454	129	4,945
2025	419	404	570	911	760	799	469	451	128	4,913
2026	417	402	567	906	756	794	466	449	127	4,885
	Employment by Size of Firm									Total
2024	2,354	1,655	2,333	3,449	2,225	2,264	1,277	1,158	1,116	17,831
2025	2,409	1,693	2,387	3,529	2,277	2,316	1,307	1,185	1,141	18,244
2026	2,462	1,730	2,439	3,606	2,327	2,367	1,083	1,211	1,166	18,392

DENMARK

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,651	1,752.4	7,665
Electric power systems contractors	Minor1	19	262.9	194
Cogeneration specialization	Minor2	1	1.4	18
Computer power conditioning	Minor2	1	1.0	3
Standby or emergency power specialization	Minor2	1	2.2	12
Switchgear and related devices installation	Minor2	1	4.2	10
Electronic controls installation	Minor1	23	48.4	182
Computerized controls installation	Minor2	3	23.3	48
Energy management controls	Minor2	15	68.8	147
Environmental system control installation	Minor2	4	35.8	44
Communications specialization	Minor1	40	111.0	422
Cable television installation	Minor2	15	36.5	192
Fiber optic cable installation	Minor2	16	46.5	180
Sound equipment specialization	Minor2	91	38.7	197
Telephone and telephone equipment	Minor2	48	105.9	422
Voice, data, and video wiring contractor	Minor2	13	33.3	134
Safety and security specialization	Minor1	32	45.7	260
Access control systems specialization	Minor2	5	13.9	46
Closed circuit television installation	Minor2	2	5.0	23
Fire detection and burglar alarm systems	Minor2	65	111.1	586
Banking machine installation and service	Minor2	2	5.8	21
Computer installation	Minor2	16	22.0	94
General electrical contractor	Minor2	673	2,096.1	7,215
Lighting contractor	Minor2	16	41.3	131

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

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

EGYPT

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	41,492	44,070	46,021	47,977	49,955	6.2%	4.4%	4.2%	4.1%
Sales (\$Millions)	4,816	4,731	4,951	4,951	4,956	-1.8%	4.7%	0.0%	0.1%
Employment	275,036	292,123	305,056	318,021	326,646	6.2%	4.4%	4.2%	2.7%
Sales (PoundsM)	75,606	74,279	77,735	77,727	77,817	-1.8%	4.7%	0.0%	0.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.12	0.11	0.11	0.10	0.10	-7.5%	0.2%	-4.1%	-3.8%
Sales (\$) per Emp.	17,509	16,196	16,231	15,567	15,174	-7.5%	0.2%	-4.1%	-2.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pounds(M)/Estab.	1.82	1.69	1.69	1.62	1.56	-7.5%	0.2%	-4.1%	-3.8%
Pounds per Emp.	274,894	254,273	254,821	244,408	238,229	-7.5%	0.2%	-4.1%	-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.	
2024	16,110	4,881	2,935	1,960	641	307	75	26	19,086	46,021
2025	16,794	5,088	3,059	2,044	668	320	78	27	19,897	47,977
2026	17,487	5,298	3,185	2,128	696	333	82	29	20,717	49,955
	Sales (\$Millions) by Size of Firm									Total
2024	423	408	575	918	766	805	473	455	129	4,951
2025	423	408	575	918	766	805	473	455	129	4,951
2026	423	408	575	919	767	806	473	455	129	4,956
	Employment by Size of Firm									Total
2024	40,275	28,309	39,911	59,004	38,073	38,732	21,854	19,813	19,086	305,056
2025	41,986	29,512	41,607	61,511	39,691	40,379	22,782	20,655	19,897	318,021
2026	43,717	30,729	43,323	64,047	41,327	42,043	19,237	21,507	20,717	326,646

EGYPT

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	28,780	1,765.8	133,617
Electric power systems contractors	Minor1	335	264.9	3,390
Cogeneration specialization	Minor2	11	1.4	308
Computer power conditioning	Minor2	11	1.0	52
Standby or emergency power specialization	Minor2	23	2.2	201
Switchgear and related devices installation	Minor2	12	4.2	181
Electronic controls installation	Minor1	405	48.8	3,178
Computerized controls installation	Minor2	51	23.5	830
Energy management controls	Minor2	253	69.3	2,555
Environmental system control installation	Minor2	67	36.1	761
Communications specialization	Minor1	703	111.9	7,348
Cable television installation	Minor2	254	36.8	3,349
Fiber optic cable installation	Minor2	281	46.9	3,139
Sound equipment specialization	Minor2	1,594	39.0	3,431
Telephone and telephone equipment	Minor2	833	106.7	7,360
Voice, data, and video wiring contractor	Minor2	221	33.5	2,337
Safety and security specialization	Minor1	556	46.1	4,539
Access control systems specialization	Minor2	90	14.0	794
Closed circuit television installation	Minor2	43	5.1	393
Fire detection and burglar alarm systems	Minor2	1,135	112.0	10,210
Banking machine installation and service	Minor2	38	5.8	364
Computer installation	Minor2	277	22.2	1,640
General electrical contractor	Minor2	11,730	2,112.1	125,765
Lighting contractor	Minor2	273	41.6	2,278

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,502	2,573	2,635	2,694	2,751	2.9%	2.4%	2.2%	2.1%
Sales (\$Millions)	3,713	3,827	3,971	3,940	3,912	3.1%	3.8%	-0.8%	-0.7%
Employment	16,583	17,057	17,467	17,857	17,986	2.9%	2.4%	2.2%	0.7%
Sales (EurosM)	3,201	3,299	3,423	3,396	3,372	3.1%	3.8%	-0.8%	-0.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.48	1.49	1.51	1.46	1.42	0.2%	1.3%	-2.9%	-2.8%
Sales (\$) per Emp.	223,922	224,350	227,329	220,645	217,476	0.2%	1.3%	-2.9%	-1.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.28	1.28	1.30	1.26	1.23	0.2%	1.3%	-2.9%	-2.8%
Euros per Emp.	193,021	193,389	195,958	190,196	187,465	0.2%	1.3%	-2.9%	-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.	
2024	922	279	168	112	37	18	4	2	1,093	2,635
2025	943	286	172	115	38	18	4	2	1,117	2,694
2026	963	292	175	117	38	18	4	2	1,141	2,751
	Sales (\$Millions) by Size of Firm									Total
2024	339	327	461	737	614	646	379	365	103	3,971
2025	336	324	457	731	610	641	376	362	102	3,940
2026	334	322	454	726	605	636	373	359	102	3,912
	Employment by Size of Firm									Total
2024	2,306	1,621	2,285	3,378	2,180	2,218	1,251	1,134	1,093	17,467
2025	2,358	1,657	2,336	3,454	2,229	2,267	1,279	1,160	1,117	17,857
2026	2,407	1,692	2,386	3,527	2,276	2,315	1,059	1,184	1,141	17,986

FINLAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,616	1,405.3	7,503
Electric power systems contractors	Minor1	19	210.9	190
Cogeneration specialization	Minor2	1	1.1	17
Computer power conditioning	Minor2	1	0.8	3
Standby or emergency power specialization	Minor2	1	1.7	11
Switchgear and related devices installation	Minor2	1	3.3	10
Electronic controls installation	Minor1	23	38.8	178
Computerized controls installation	Minor2	3	18.7	47
Energy management controls	Minor2	14	55.2	143
Environmental system control installation	Minor2	4	28.7	43
Communications specialization	Minor1	39	89.0	413
Cable television installation	Minor2	14	29.3	188
Fiber optic cable installation	Minor2	16	37.3	176
Sound equipment specialization	Minor2	90	31.0	193
Telephone and telephone equipment	Minor2	47	84.9	413
Voice, data, and video wiring contractor	Minor2	12	26.7	131
Safety and security specialization	Minor1	31	36.7	255
Access control systems specialization	Minor2	5	11.1	45
Closed circuit television installation	Minor2	2	4.0	22
Fire detection and burglar alarm systems	Minor2	64	89.1	573
Banking machine installation and service	Minor2	2	4.6	20
Computer installation	Minor2	16	17.7	92
General electrical contractor	Minor2	659	1,680.9	7,062
Lighting contractor	Minor2	15	33.1	128

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	27,808	28,653	29,360	30,033	30,685	3.0%	2.5%	2.3%	2.2%
Sales (\$Millions)	33,263	34,118	34,669	33,758	32,827	2.6%	1.6%	-2.6%	-2.8%
Employment	184,326	189,932	194,618	199,081	200,642	3.0%	2.5%	2.3%	0.8%
Sales (EurosM)	28,673	29,410	29,884	29,099	28,297	2.6%	1.6%	-2.6%	-2.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.20	1.19	1.18	1.12	1.07	-0.5%	-0.8%	-4.8%	-4.8%
Sales (\$) per Emp.	180,458	179,635	178,137	169,567	163,608	-0.5%	-0.8%	-4.8%	-3.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.03	1.03	1.02	0.97	0.92	-0.5%	-0.8%	-4.8%	-4.8%
Euros per Emp.	155,555	154,845	153,554	146,167	141,030	-0.5%	-0.8%	-4.8%	-3.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	10,278	3,114	1,872	1,251	409	196	48	17	12,176	29,360
2025	10,513	3,185	1,915	1,279	418	200	49	17	12,456	30,033
2026	10,741	3,254	1,957	1,307	427	205	50	18	12,726	30,685
	Sales (\$Millions) by Size of Firm									Total
2024	2,960	2,854	4,025	6,431	5,365	5,638	3,310	3,183	901	34,669
2025	2,882	2,779	3,920	6,262	5,224	5,490	3,223	3,100	878	33,758
2026	2,803	2,702	3,811	6,090	5,080	5,339	3,134	3,014	854	32,827
	Employment by Size of Firm									Total
2024	25,694	18,060	25,462	37,643	24,290	24,710	13,942	12,640	12,176	194,618
2025	26,283	18,474	26,046	38,506	24,847	25,277	14,262	12,930	12,456	199,081
2026	26,853	18,875	26,611	39,341	25,385	25,825	11,816	13,211	12,726	200,642

FRANCE

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	18,016	12,040.3	83,644
Electric power systems contractors	Minor1	210	1,806.6	2,122
Cogeneration specialization	Minor2	7	9.3	193
Computer power conditioning	Minor2	7	6.5	33
Standby or emergency power specialization	Minor2	14	15.0	126
Switchgear and related devices installation	Minor2	8	28.6	113
Electronic controls installation	Minor1	253	332.7	1,989
Computerized controls installation	Minor2	32	160.1	520
Energy management controls	Minor2	158	472.8	1,599
Environmental system control installation	Minor2	42	245.9	476
Communications specialization	Minor1	440	762.7	4,600
Cable television installation	Minor2	159	250.8	2,097
Fiber optic cable installation	Minor2	176	319.8	1,965
Sound equipment specialization	Minor2	998	265.8	2,148
Telephone and telephone equipment	Minor2	521	727.7	4,608
Voice, data, and video wiring contractor	Minor2	138	228.5	1,463
Safety and security specialization	Minor1	348	314.1	2,841
Access control systems specialization	Minor2	56	95.4	497
Closed circuit television installation	Minor2	27	34.7	246
Fire detection and burglar alarm systems	Minor2	711	763.4	6,392
Banking machine installation and service	Minor2	24	39.7	228
Computer installation	Minor2	173	151.3	1,027
General electrical contractor	Minor2	7,343	14,401.8	78,729
Lighting contractor	Minor2	171	283.9	1,426

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	36,783	37,327	38,126	38,875	39,591	1.5%	2.1%	2.0%	1.8%
Sales (\$Millions)	52,591	54,271	55,834	54,976	54,119	3.2%	2.9%	-1.5%	-1.6%
Employment	243,823	247,426	252,721	257,690	258,883	1.5%	2.1%	2.0%	0.5%
Sales (EurosM)	45,334	46,782	48,129	47,390	46,651	3.2%	2.9%	-1.5%	-1.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.43	1.45	1.46	1.41	1.37	1.7%	0.7%	-3.4%	-3.3%
Sales (\$) per Emp.	215,693	219,342	220,933	213,343	209,049	1.7%	0.7%	-3.4%	-2.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.23	1.25	1.26	1.22	1.18	1.7%	0.7%	-3.4%	-3.3%
Euros per Emp.	185,928	189,073	190,444	183,901	180,201	1.7%	0.7%	-3.4%	-2.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	13,346	4,043	2,431	1,624	531	254	62	22	15,812	38,126
2025	13,608	4,123	2,479	1,656	541	259	63	22	16,122	38,875
2026	13,859	4,199	2,525	1,686	551	264	65	23	16,419	39,591
	Sales (\$Millions) by Size of Firm									Total
2024	4,767	4,596	6,483	10,358	8,640	9,081	5,331	5,127	1,452	55,834
2025	4,694	4,525	6,383	10,199	8,507	8,941	5,249	5,048	1,430	54,976
2026	4,621	4,455	6,284	10,040	8,374	8,802	5,167	4,970	1,407	54,119
	Employment by Size of Firm									Total
2024	33,365	23,452	33,064	48,881	31,541	32,087	18,104	16,414	15,812	252,721
2025	34,021	23,913	33,714	49,842	32,161	32,718	18,460	16,737	16,122	257,690
2026	34,648	24,354	34,335	50,760	32,754	33,321	15,246	17,045	16,419	258,883

GERMANY

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	23,321	19,608.4	108,269
Electric power systems contractors	Minor1	272	2,942.2	2,747
Cogeneration specialization	Minor2	9	15.2	249
Computer power conditioning	Minor2	9	10.7	42
Standby or emergency power specialization	Minor2	18	24.4	163
Switchgear and related devices installation	Minor2	10	46.6	147
Electronic controls installation	Minor1	328	541.8	2,575
Computerized controls installation	Minor2	41	260.7	673
Energy management controls	Minor2	205	770.0	2,070
Environmental system control installation	Minor2	54	400.5	617
Communications specialization	Minor1	570	1,242.1	5,954
Cable television installation	Minor2	205	408.5	2,714
Fiber optic cable installation	Minor2	228	520.8	2,544
Sound equipment specialization	Minor2	1,292	432.9	2,780
Telephone and telephone equipment	Minor2	675	1,185.2	5,964
Voice, data, and video wiring contractor	Minor2	179	372.1	1,893
Safety and security specialization	Minor1	451	511.6	3,678
Access control systems specialization	Minor2	73	155.4	643
Closed circuit television installation	Minor2	35	56.5	319
Fire detection and burglar alarm systems	Minor2	920	1,243.3	8,273
Banking machine installation and service	Minor2	31	64.7	295
Computer installation	Minor2	224	246.5	1,329
General electrical contractor	Minor2	9,505	23,454.3	101,907
Lighting contractor	Minor2	222	462.3	1,846

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,453	4,486	4,551	4,608	4,661	0.8%	1.4%	1.3%	1.1%
Sales (\$Millions)	2,386	2,418	2,369	2,233	2,095	1.3%	-2.0%	-5.7%	-6.2%
Employment	29,514	29,739	30,166	30,548	30,478	0.8%	1.4%	1.3%	-0.2%
Sales (EurosM)	2,056	2,084	2,042	1,925	1,806	1.3%	-2.0%	-5.7%	-6.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.54	0.54	0.52	0.48	0.45	0.6%	-3.4%	-6.9%	-7.2%
Sales (\$) per Emp.	80,831	81,297	78,536	73,099	68,739	0.6%	-3.4%	-6.9%	-6.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.46	0.46	0.45	0.42	0.39	0.6%	-3.4%	-6.9%	-7.2%
Euros per Emp.	69,676	70,078	67,698	63,011	59,253	0.6%	-3.4%	-6.9%	-6.0%

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.	
2024	1,593	483	290	194	63	30	7	3	1,887	4,551
2025	1,613	489	294	196	64	31	8	3	1,911	4,608
2026	1,632	494	297	199	65	31	8	3	1,933	4,661
	Sales (\$Millions) by Size of Firm									Total
2024	202	195	275	439	367	385	226	218	62	2,369
2025	191	184	259	414	346	363	213	205	58	2,233
2026	179	172	243	389	324	341	200	192	54	2,095
	Employment by Size of Firm									Total
2024	3,983	2,799	3,947	5,835	3,765	3,830	2,161	1,959	1,887	30,166
2025	4,033	2,835	3,997	5,909	3,813	3,879	2,188	1,984	1,911	30,548
2026	4,079	2,867	4,042	5,976	3,856	3,923	1,795	2,007	1,933	30,478

GREECE

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,765	796.4	12,835
Electric power systems contractors	Minor1	32	119.5	326
Cogeneration specialization	Minor2	1	0.6	30
Computer power conditioning	Minor2	1	0.4	5
Standby or emergency power specialization	Minor2	2	1.0	19
Switchgear and related devices installation	Minor2	1	1.9	17
Electronic controls installation	Minor1	39	22.0	305
Computerized controls installation	Minor2	5	10.6	80
Energy management controls	Minor2	24	31.3	245
Environmental system control installation	Minor2	6	16.3	73
Communications specialization	Minor1	68	50.5	706
Cable television installation	Minor2	24	16.6	322
Fiber optic cable installation	Minor2	27	21.2	302
Sound equipment specialization	Minor2	153	17.6	330
Telephone and telephone equipment	Minor2	80	48.1	707
Voice, data, and video wiring contractor	Minor2	21	15.1	224
Safety and security specialization	Minor1	53	20.8	436
Access control systems specialization	Minor2	9	6.3	76
Closed circuit television installation	Minor2	4	2.3	38
Fire detection and burglar alarm systems	Minor2	109	50.5	981
Banking machine installation and service	Minor2	4	2.6	35
Computer installation	Minor2	27	10.0	158
General electrical contractor	Minor2	1,127	952.7	12,081
Lighting contractor	Minor2	26	18.8	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.

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

HONG KONG

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,907	2,997	3,075	3,149	3,221	3.1%	2.6%	2.4%	2.3%
Sales (\$Millions)	3,740	3,909	3,998	3,916	3,833	4.5%	2.3%	-2.0%	-2.1%
Employment	19,270	19,864	20,380	20,873	21,064	3.1%	2.6%	2.4%	0.9%
Sales (DollarsM)	28,795	30,096	30,784	30,153	29,513	4.5%	2.3%	-2.0%	-2.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.29	1.30	1.30	1.24	1.19	1.4%	-0.3%	-4.4%	-4.3%
Sales (\$) per Emp.	194,066	196,763	196,167	187,603	181,964	1.4%	-0.3%	-4.4%	-3.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	9.91	10.04	10.01	9.58	9.16	1.4%	-0.3%	-4.4%	-4.3%
Dollars per Emp.	1,494,310	1,515,077	1,510,484	1,444,547	1,401,126	1.4%	-0.3%	-4.4%	-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.	
2024	1,076	326	196	131	43	21	5	2	1,275	3,075
2025	1,102	334	201	134	44	21	5	2	1,306	3,149
2026	1,128	342	205	137	45	21	5	2	1,336	3,221
	Sales (\$Millions) by Size of Firm									Total
2024	341	329	464	742	619	650	382	367	104	3,998
2025	334	322	455	726	606	637	374	360	102	3,916
2026	327	316	445	711	593	623	366	352	100	3,833
	Employment by Size of Firm									Total
2024	2,691	1,891	2,666	3,942	2,544	2,588	1,460	1,324	1,275	20,380
2025	2,756	1,937	2,731	4,037	2,605	2,650	1,495	1,356	1,306	20,873
2026	2,819	1,982	2,794	4,130	2,665	2,711	1,240	1,387	1,336	21,064

HONG KONG

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,889	1,396.7	8,770
Electric power systems contractors	Minor1	22	209.6	222
Cogeneration specialization	Minor2	1	1.1	20
Computer power conditioning	Minor2	1	0.8	3
Standby or emergency power specialization	Minor2	1	1.7	13
Switchgear and related devices installation	Minor2	1	3.3	12
Electronic controls installation	Minor1	27	38.6	209
Computerized controls installation	Minor2	3	18.6	54
Energy management controls	Minor2	17	54.8	168
Environmental system control installation	Minor2	4	28.5	50
Communications specialization	Minor1	46	88.5	482
Cable television installation	Minor2	17	29.1	220
Fiber optic cable installation	Minor2	18	37.1	206
Sound equipment specialization	Minor2	105	30.8	225
Telephone and telephone equipment	Minor2	55	84.4	483
Voice, data, and video wiring contractor	Minor2	14	26.5	153
Safety and security specialization	Minor1	37	36.4	298
Access control systems specialization	Minor2	6	11.1	52
Closed circuit television installation	Minor2	3	4.0	26
Fire detection and burglar alarm systems	Minor2	75	88.6	670
Banking machine installation and service	Minor2	2	4.6	24
Computer installation	Minor2	18	17.6	108
General electrical contractor	Minor2	770	1,670.6	8,255
Lighting contractor	Minor2	18	32.9	150

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

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

HUNGARY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,250	4,320	4,398	4,471	4,539	1.6%	1.8%	1.6%	1.5%
Sales (\$Millions)	1,978	2,169	2,316	2,359	2,410	9.6%	6.8%	1.8%	2.2%
Employment	28,173	28,633	29,155	29,635	29,680	1.6%	1.8%	1.6%	0.1%
Sales (ForintsB)	613	672	718	731	747	9.6%	6.8%	1.8%	2.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.47	0.50	0.53	0.53	0.53	7.9%	4.9%	0.2%	0.6%
Sales (\$) per Emp.	70,218	75,742	79,450	79,603	81,194	7.9%	4.9%	0.2%	2.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Forints(B)/Estab.	0.14	0.16	0.16	0.16	0.16	7.9%	4.9%	0.2%	0.6%
Forints per Emp.	21,768	23,480	24,630	24,677	25,170	7.9%	4.9%	0.2%	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.	
2024	1,540	466	280	187	61	29	7	3	1,824	4,398
2025	1,565	474	285	190	62	30	7	3	1,854	4,471
2026	1,589	481	289	193	63	30	7	3	1,882	4,539
	Sales (\$Millions) by Size of Firm									Total
2024	198	191	269	430	358	377	221	213	60	2,316
2025	201	194	274	438	365	384	225	217	61	2,359
2026	206	198	280	447	373	392	230	221	63	2,410
	Employment by Size of Firm									Total
2024	3,849	2,706	3,814	5,639	3,639	3,702	2,089	1,894	1,824	29,155
2025	3,913	2,750	3,877	5,732	3,699	3,763	2,123	1,925	1,854	29,635
2026	3,972	2,792	3,936	5,819	3,755	3,820	1,748	1,954	1,882	29,680

HUNGARY

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,682	841.4	12,451
Electric power systems contractors	Minor1	31	126.2	316
Cogeneration specialization	Minor2	1	0.7	29
Computer power conditioning	Minor2	1	0.5	5
Standby or emergency power specialization	Minor2	2	1.0	19
Switchgear and related devices installation	Minor2	1	2.0	17
Electronic controls installation	Minor1	38	23.2	296
Computerized controls installation	Minor2	5	11.2	77
Energy management controls	Minor2	24	33.0	238
Environmental system control installation	Minor2	6	17.2	71
Communications specialization	Minor1	66	53.3	685
Cable television installation	Minor2	24	17.5	312
Fiber optic cable installation	Minor2	26	22.3	293
Sound equipment specialization	Minor2	149	18.6	320
Telephone and telephone equipment	Minor2	78	50.9	686
Voice, data, and video wiring contractor	Minor2	21	16.0	218
Safety and security specialization	Minor1	52	22.0	423
Access control systems specialization	Minor2	8	6.7	74
Closed circuit television installation	Minor2	4	2.4	37
Fire detection and burglar alarm systems	Minor2	106	53.4	951
Banking machine installation and service	Minor2	4	2.8	34
Computer installation	Minor2	26	10.6	153
General electrical contractor	Minor2	1,093	1,006.4	11,720
Lighting contractor	Minor2	25	19.8	212

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

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

INDIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	535,314	564,035	583,432	602,472	621,373	5.4%	3.4%	3.3%	3.1%
Sales (\$Millions)	32,466	35,945	38,232	38,791	39,463	10.7%	6.4%	1.5%	1.7%
Employment	3,548,404	3,738,784	3,867,362	3,993,567	4,063,073	5.4%	3.4%	3.3%	1.7%
Sales (RupeesM)	2,421,998	2,681,474	2,852,107	2,893,829	2,943,973	10.7%	6.4%	1.5%	1.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.06	0.06	0.07	0.06	0.06	5.1%	2.8%	-1.7%	-1.4%
Sales (\$) per Emp.	9,150	9,614	9,886	9,713	9,713	5.1%	2.8%	-1.7%	0.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupees(M)/Estab.	4.52	4.75	4.89	4.80	4.74	5.1%	2.8%	-1.7%	-1.4%
Rupees per Emp.	682,560	717,205	737,481	724,623	724,568	5.1%	2.8%	-1.7%	0.0%

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.	
2024	204,233	61,877	37,204	24,851	8,126	3,894	952	333	241,962	583,432
2025	210,897	63,896	38,418	25,662	8,391	4,021	983	344	249,858	602,472
2026	217,514	65,901	39,623	26,467	8,654	4,147	1,014	355	257,697	621,373
	Sales (\$Millions) by Size of Firm									Total
2024	3,264	3,147	4,439	7,092	5,916	6,218	3,651	3,511	994	38,232
2025	3,312	3,193	4,504	7,196	6,003	6,309	3,704	3,562	1,009	38,791
2026	3,369	3,248	4,582	7,321	6,107	6,418	3,768	3,624	1,026	39,463
	Employment by Size of Firm									Total
2024	510,582	358,886	505,975	748,020	482,671	491,032	277,049	251,186	241,962	3,867,362
2025	527,244	370,598	522,486	772,430	498,422	507,056	286,090	259,383	249,858	3,993,567
2026	543,785	382,225	538,879	796,664	514,059	522,964	239,278	267,521	257,697	4,063,073

INDIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	361,411	13,835.7	1,677,903
Electric power systems contractors	Minor1	4,208	2,076.0	42,568
Cogeneration specialization	Minor2	142	10.7	3,862
Computer power conditioning	Minor2	142	7.5	657
Standby or emergency power specialization	Minor2	284	17.2	2,520
Switchgear and related devices installation	Minor2	152	32.9	2,276
Electronic controls installation	Minor1	5,080	382.3	39,908
Computerized controls installation	Minor2	637	183.9	10,423
Energy management controls	Minor2	3,174	543.3	32,080
Environmental system control installation	Minor2	843	282.6	9,555
Communications specialization	Minor1	8,833	876.4	92,279
Cable television installation	Minor2	3,184	288.2	42,057
Fiber optic cable installation	Minor2	3,532	367.5	39,424
Sound equipment specialization	Minor2	20,022	305.5	43,085
Telephone and telephone equipment	Minor2	10,454	836.3	92,429
Voice, data, and video wiring contractor	Minor2	2,773	262.5	29,344
Safety and security specialization	Minor1	6,986	361.0	56,994
Access control systems specialization	Minor2	1,132	109.6	9,972
Closed circuit television installation	Minor2	539	39.8	4,937
Fire detection and burglar alarm systems	Minor2	14,256	877.3	128,217
Banking machine installation and service	Minor2	475	45.6	4,571
Computer installation	Minor2	3,478	173.9	20,592
General electrical contractor	Minor2	147,300	16,549.3	1,579,302
Lighting contractor	Minor2	3,434	326.2	28,612

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

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

INDONESIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	133,488	139,297	143,752	148,098	152,390	4.4%	3.2%	3.0%	2.9%
Sales (\$Millions)	16,623	17,979	18,991	19,149	19,348	8.2%	5.6%	0.8%	1.0%
Employment	884,844	923,350	952,883	981,691	996,454	4.4%	3.2%	3.0%	1.5%
Sales (RupiahsB)	237,072	256,415	270,851	273,103	275,943	8.2%	5.6%	0.8%	1.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.12	0.13	0.13	0.13	0.13	3.6%	2.4%	-2.1%	-1.8%
Sales (\$) per Emp.	18,786	19,471	19,930	19,506	19,417	3.6%	2.4%	-2.1%	-0.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupiahs(B)/Estab.	1.78	1.84	1.88	1.84	1.81	3.6%	2.4%	-2.1%	-1.8%
Rupiahs per Emp.	267,925	277,700	284,244	278,197	276,925	3.6%	2.4%	-2.1%	-0.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	50,321	15,246	9,167	6,123	2,002	959	235	82	59,617	143,752
2025	51,842	15,707	9,444	6,308	2,063	988	242	85	61,420	148,098
2026	53,345	16,162	9,717	6,491	2,122	1,017	249	87	63,199	152,390
	Sales (\$Millions) by Size of Firm									Total
2024	1,621	1,563	2,205	3,523	2,939	3,089	1,813	1,744	494	18,991
2025	1,635	1,576	2,223	3,552	2,963	3,114	1,828	1,758	498	19,149
2026	1,652	1,593	2,246	3,589	2,994	3,147	1,847	1,777	503	19,348
	Employment by Size of Firm									Total
2024	125,803	88,426	124,668	184,305	118,926	120,986	68,262	61,890	59,617	952,883
2025	129,606	91,100	128,437	189,877	122,521	124,643	70,326	63,761	61,420	981,691
2026	133,361	93,739	132,158	195,379	126,071	128,255	58,682	65,608	63,199	996,454

INDONESIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	88,841	6,829.9	412,459
Electric power systems contractors	Minor1	1,034	1,024.8	10,464
Cogeneration specialization	Minor2	35	5.3	949
Computer power conditioning	Minor2	35	3.7	162
Standby or emergency power specialization	Minor2	70	8.5	619
Switchgear and related devices installation	Minor2	37	16.2	559
Electronic controls installation	Minor1	1,249	188.7	9,810
Computerized controls installation	Minor2	157	90.8	2,562
Energy management controls	Minor2	780	268.2	7,886
Environmental system control installation	Minor2	207	139.5	2,349
Communications specialization	Minor1	2,171	432.7	22,684
Cable television installation	Minor2	783	142.3	10,338
Fiber optic cable installation	Minor2	868	181.4	9,691
Sound equipment specialization	Minor2	4,922	150.8	10,591
Telephone and telephone equipment	Minor2	2,570	412.8	22,721
Voice, data, and video wiring contractor	Minor2	682	129.6	7,213
Safety and security specialization	Minor1	1,717	178.2	14,010
Access control systems specialization	Minor2	278	54.1	2,451
Closed circuit television installation	Minor2	132	19.7	1,214
Fire detection and burglar alarm systems	Minor2	3,504	433.1	31,518
Banking machine installation and service	Minor2	117	22.5	1,124
Computer installation	Minor2	855	85.8	5,062
General electrical contractor	Minor2	36,209	8,169.4	388,221
Lighting contractor	Minor2	844	161.0	7,033

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

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

IRAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	36,531	38,056	39,257	40,426	41,580	4.2%	3.2%	3.0%	2.9%
Sales (\$Millions)	3,247	3,180	3,043	2,807	2,573	-2.1%	-4.3%	-7.7%	-8.4%
Employment	242,149	252,258	260,218	267,973	271,889	4.2%	3.2%	3.0%	1.5%
Sales (RialsB)	136,461	133,631	127,866	117,979	108,117	-2.1%	-4.3%	-7.7%	-8.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.09	0.08	0.08	0.07	0.06	-6.0%	-7.2%	-10.4%	-10.9%
Sales (\$) per Emp.	13,409	12,605	11,692	10,476	9,462	-6.0%	-7.2%	-10.4%	-9.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rials(B)/Estab.	3.74	3.51	3.26	2.92	2.60	-6.0%	-7.2%	-10.4%	-10.9%
Rials per Emp.	563,543	529,739	491,380	440,265	397,651	-6.0%	-7.2%	-10.4%	-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.	
2024	13,742	4,163	2,503	1,672	547	262	64	22	16,281	39,257
2025	14,151	4,288	2,578	1,722	563	270	66	23	16,766	40,426
2026	14,555	4,410	2,651	1,771	579	278	68	24	17,244	41,580
	Sales (\$Millions) by Size of Firm									Total
2024	260	250	353	564	471	495	291	279	79	3,043
2025	240	231	326	521	434	457	268	258	73	2,807
2026	220	212	299	477	398	418	246	236	67	2,573
	Employment by Size of Firm									Total
2024	34,355	24,148	34,045	50,331	32,477	33,039	18,641	16,901	16,281	260,218
2025	35,379	24,868	35,059	51,831	33,445	34,024	19,197	17,405	16,766	267,973
2026	36,389	25,577	36,060	53,310	34,399	34,995	16,012	17,902	17,244	271,889

IRAN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	24,251	1,001.3	112,589
Electric power systems contractors	Minor1	282	150.2	2,856
Cogeneration specialization	Minor2	10	0.8	259
Computer power conditioning	Minor2	10	0.5	44
Standby or emergency power specialization	Minor2	19	1.2	169
Switchgear and related devices installation	Minor2	10	2.4	153
Electronic controls installation	Minor1	341	27.7	2,678
Computerized controls installation	Minor2	43	13.3	699
Energy management controls	Minor2	213	39.3	2,153
Environmental system control installation	Minor2	57	20.4	641
Communications specialization	Minor1	593	63.4	6,192
Cable television installation	Minor2	214	20.9	2,822
Fiber optic cable installation	Minor2	237	26.6	2,645
Sound equipment specialization	Minor2	1,343	22.1	2,891
Telephone and telephone equipment	Minor2	701	60.5	6,202
Voice, data, and video wiring contractor	Minor2	186	19.0	1,969
Safety and security specialization	Minor1	469	26.1	3,824
Access control systems specialization	Minor2	76	7.9	669
Closed circuit television installation	Minor2	36	2.9	331
Fire detection and burglar alarm systems	Minor2	957	63.5	8,603
Banking machine installation and service	Minor2	32	3.3	307
Computer installation	Minor2	233	12.6	1,382
General electrical contractor	Minor2	9,884	1,197.7	105,973
Lighting contractor	Minor2	230	23.6	1,920

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	20,767	22,261	23,290	24,324	25,373	7.2%	4.6%	4.4%	4.3%
Sales (\$Millions)	2,816	3,114	3,152	3,060	2,965	10.6%	1.2%	-2.9%	-3.1%
Employment	137,655	147,563	154,378	161,233	165,910	7.2%	4.6%	4.4%	2.9%
Sales (DinarsM)	4,109	4,543	4,599	4,464	4,325	10.6%	1.2%	-2.9%	-3.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.14	0.14	0.14	0.13	0.12	3.1%	-3.2%	-7.1%	-7.1%
Sales (\$) per Emp.	20,459	21,100	20,420	18,976	17,869	3.1%	-3.2%	-7.1%	-5.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinars(M)/Estab.	0.20	0.20	0.20	0.18	0.17	3.1%	-3.2%	-7.1%	-7.1%
Dinars per Emp.	29,850	30,785	29,792	27,686	26,070	3.1%	-3.2%	-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.	
2024	8,153	2,470	1,485	992	324	155	38	13	9,659	23,290
2025	8,515	2,580	1,551	1,036	339	162	40	14	10,088	24,324
2026	8,882	2,691	1,618	1,081	353	169	41	14	10,523	25,373
	Sales (\$Millions) by Size of Firm									Total
2024	269	259	366	585	488	513	301	289	82	3,152
2025	261	252	355	568	473	498	292	281	80	3,060
2026	253	244	344	550	459	482	283	272	77	2,965
	Employment by Size of Firm									Total
2024	20,381	14,326	20,198	29,860	19,267	19,601	11,059	10,027	9,659	154,378
2025	21,287	14,962	21,094	31,186	20,123	20,472	11,550	10,472	10,088	161,233
2026	22,205	15,608	22,004	32,531	20,991	21,355	9,771	10,924	10,523	165,910

IRAQ

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	14,591	1,091.2	67,742
Electric power systems contractors	Minor1	170	163.7	1,719
Cogeneration specialization	Minor2	6	0.8	156
Computer power conditioning	Minor2	6	0.6	27
Standby or emergency power specialization	Minor2	11	1.4	102
Switchgear and related devices installation	Minor2	6	2.6	92
Electronic controls installation	Minor1	205	30.2	1,611
Computerized controls installation	Minor2	26	14.5	421
Energy management controls	Minor2	128	42.9	1,295
Environmental system control installation	Minor2	34	22.3	386
Communications specialization	Minor1	357	69.1	3,726
Cable television installation	Minor2	129	22.7	1,698
Fiber optic cable installation	Minor2	143	29.0	1,592
Sound equipment specialization	Minor2	808	24.1	1,739
Telephone and telephone equipment	Minor2	422	66.0	3,732
Voice, data, and video wiring contractor	Minor2	112	20.7	1,185
Safety and security specialization	Minor1	282	28.5	2,301
Access control systems specialization	Minor2	46	8.6	403
Closed circuit television installation	Minor2	22	3.1	199
Fire detection and burglar alarm systems	Minor2	576	69.2	5,177
Banking machine installation and service	Minor2	19	3.6	185
Computer installation	Minor2	140	13.7	831
General electrical contractor	Minor2	5,947	1,305.3	63,762
Lighting contractor	Minor2	139	25.7	1,155

*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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IRELAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,610	2,689	2,764	2,836	2,907	3.0%	2.8%	2.6%	2.5%
Sales (\$Millions)	6,698	7,306	7,955	8,244	8,583	9.1%	8.9%	3.6%	4.1%
Employment	17,299	17,823	18,320	18,800	19,008	3.0%	2.8%	2.6%	1.1%
Sales (EurosM)	5,773	6,298	6,857	7,106	7,399	9.1%	8.9%	3.6%	4.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	2.57	2.72	2.88	2.91	2.95	5.9%	5.9%	1.0%	1.6%
Sales (\$) per Emp.	387,157	409,934	434,222	438,515	451,568	5.9%	5.9%	1.0%	3.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	2.21	2.34	2.48	2.51	2.55	5.9%	5.9%	1.0%	1.6%
Euros per Emp.	333,729	353,363	374,299	378,000	389,252	5.9%	5.9%	1.0%	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.	
2024	967	293	176	118	38	18	5	2	1,146	2,764
2025	993	301	181	121	40	19	5	2	1,176	2,836
2026	1,018	308	185	124	40	19	5	2	1,206	2,907
	Sales (\$Millions) by Size of Firm									Total
2024	679	655	924	1,476	1,231	1,294	760	730	207	7,955
2025	704	679	957	1,529	1,276	1,341	787	757	214	8,244
2026	733	707	997	1,592	1,328	1,396	820	788	223	8,583
	Employment by Size of Firm									Total
2024	2,419	1,700	2,397	3,544	2,287	2,326	1,312	1,190	1,146	18,320
2025	2,482	1,745	2,460	3,636	2,346	2,387	1,347	1,221	1,176	18,800
2026	2,544	1,788	2,521	3,727	2,405	2,447	1,119	1,252	1,206	19,008

IRELAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,701	2,940.5	7,899
Electric power systems contractors	Minor1	20	441.2	200
Cogeneration specialization	Minor2	1	2.3	18
Computer power conditioning	Minor2	1	1.6	3
Standby or emergency power specialization	Minor2	1	3.7	12
Switchgear and related devices installation	Minor2	1	7.0	11
Electronic controls installation	Minor1	24	81.2	188
Computerized controls installation	Minor2	3	39.1	49
Energy management controls	Minor2	15	115.5	151
Environmental system control installation	Minor2	4	60.1	45
Communications specialization	Minor1	42	186.3	434
Cable television installation	Minor2	15	61.3	198
Fiber optic cable installation	Minor2	17	78.1	186
Sound equipment specialization	Minor2	94	64.9	203
Telephone and telephone equipment	Minor2	49	177.7	435
Voice, data, and video wiring contractor	Minor2	13	55.8	138
Safety and security specialization	Minor1	33	76.7	268
Access control systems specialization	Minor2	5	23.3	47
Closed circuit television installation	Minor2	3	8.5	23
Fire detection and burglar alarm systems	Minor2	67	186.4	604
Banking machine installation and service	Minor2	2	9.7	22
Computer installation	Minor2	16	37.0	97
General electrical contractor	Minor2	693	3,517.2	7,435
Lighting contractor	Minor2	16	69.3	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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ISRAEL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	3,899	4,092	4,240	4,386	4,531	4.9%	3.6%	3.4%	3.3%
Sales (\$Millions)	5,673	6,065	6,524	6,686	6,877	6.9%	7.6%	2.5%	2.9%
Employment	25,848	27,123	28,105	29,073	29,631	4.9%	3.6%	3.4%	1.9%
Sales (ShekelsM)	17,814	19,046	20,484	20,994	21,594	6.9%	7.6%	2.5%	2.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.45	1.48	1.54	1.52	1.52	1.9%	3.8%	-0.9%	-0.4%
Sales (\$) per Emp.	219,486	223,627	232,119	229,976	232,099	1.9%	3.8%	-0.9%	0.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Shekels(M)/Estab.	4.57	4.65	4.83	4.79	4.77	1.9%	3.8%	-0.9%	-0.4%
Shekels per Emp.	689,185	702,189	728,854	722,126	728,789	1.9%	3.8%	-0.9%	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.	
2024	1,484	450	270	181	59	28	7	2	1,758	4,240
2025	1,535	465	280	187	61	29	7	3	1,819	4,386
2026	1,586	481	289	193	63	30	7	3	1,879	4,531
	Sales (\$Millions) by Size of Firm									Total
2024	557	537	757	1,210	1,009	1,061	623	599	170	6,524
2025	571	550	776	1,240	1,035	1,087	638	614	174	6,686
2026	587	566	799	1,276	1,064	1,119	657	632	179	6,877
	Employment by Size of Firm									Total
2024	3,711	2,608	3,677	5,436	3,508	3,568	2,013	1,825	1,758	28,105
2025	3,838	2,698	3,804	5,623	3,628	3,691	2,083	1,888	1,819	29,073
2026	3,966	2,787	3,930	5,810	3,749	3,814	1,745	1,951	1,879	29,631

ISRAEL

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,631	2,384.7	12,215
Electric power systems contractors	Minor1	31	357.8	310
Cogeneration specialization	Minor2	1	1.8	28
Computer power conditioning	Minor2	1	1.3	5
Standby or emergency power specialization	Minor2	2	3.0	18
Switchgear and related devices installation	Minor2	1	5.7	17
Electronic controls installation	Minor1	37	65.9	291
Computerized controls installation	Minor2	5	31.7	76
Energy management controls	Minor2	23	93.6	234
Environmental system control installation	Minor2	6	48.7	70
Communications specialization	Minor1	64	151.1	672
Cable television installation	Minor2	23	49.7	306
Fiber optic cable installation	Minor2	26	63.3	287
Sound equipment specialization	Minor2	146	52.7	314
Telephone and telephone equipment	Minor2	76	144.1	673
Voice, data, and video wiring contractor	Minor2	20	45.3	214
Safety and security specialization	Minor1	51	62.2	415
Access control systems specialization	Minor2	8	18.9	73
Closed circuit television installation	Minor2	4	6.9	36
Fire detection and burglar alarm systems	Minor2	104	151.2	933
Banking machine installation and service	Minor2	3	7.9	33
Computer installation	Minor2	25	30.0	150
General electrical contractor	Minor2	1,072	2,852.4	11,497
Lighting contractor	Minor2	25	56.2	208

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	27,741	28,421	29,035	29,612	30,164	2.5%	2.2%	2.0%	1.9%
Sales (\$Millions)	25,758	26,281	26,259	25,185	24,087	2.0%	-0.1%	-4.1%	-4.4%
Employment	183,885	188,392	192,463	196,288	197,237	2.5%	2.2%	2.0%	0.5%
Sales (EurosM)	22,204	22,654	22,635	21,710	20,763	2.0%	-0.1%	-4.1%	-4.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.93	0.92	0.90	0.85	0.80	-0.4%	-2.2%	-6.0%	-6.1%
Sales (\$) per Emp.	140,078	139,500	136,437	128,309	122,124	-0.4%	-2.2%	-6.0%	-4.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.80	0.80	0.78	0.73	0.69	-0.4%	-2.2%	-6.0%	-6.1%
Euros per Emp.	120,747	120,249	117,608	110,602	105,271	-0.4%	-2.2%	-6.0%	-4.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	10,164	3,079	1,851	1,237	404	194	47	17	12,041	29,035
2025	10,366	3,141	1,888	1,261	412	198	48	17	12,281	29,612
2026	10,559	3,199	1,923	1,285	420	201	49	17	12,510	30,164
	Sales (\$Millions) by Size of Firm									Total
2024	2,242	2,162	3,049	4,871	4,063	4,271	2,507	2,411	683	26,259
2025	2,150	2,073	2,924	4,672	3,897	4,096	2,405	2,313	655	25,185
2026	2,057	1,983	2,797	4,468	3,727	3,918	2,300	2,212	626	24,087
	Employment by Size of Firm									Total
2024	25,410	17,860	25,180	37,226	24,021	24,437	13,788	12,501	12,041	192,463
2025	25,915	18,215	25,681	37,966	24,498	24,922	14,062	12,749	12,281	196,288
2026	26,397	18,555	26,159	38,673	24,954	25,387	11,615	12,986	12,510	197,237

ITALY

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,764	8,982.9	82,471
Electric power systems contractors	Minor1	207	1,347.8	2,092
Cogeneration specialization	Minor2	7	7.0	190
Computer power conditioning	Minor2	7	4.9	32
Standby or emergency power specialization	Minor2	14	11.2	124
Switchgear and related devices installation	Minor2	7	21.3	112
Electronic controls installation	Minor1	250	248.2	1,962
Computerized controls installation	Minor2	31	119.4	512
Energy management controls	Minor2	156	352.7	1,577
Environmental system control installation	Minor2	41	183.5	470
Communications specialization	Minor1	434	569.0	4,536
Cable television installation	Minor2	157	187.1	2,067
Fiber optic cable installation	Minor2	174	238.6	1,938
Sound equipment specialization	Minor2	984	198.3	2,118
Telephone and telephone equipment	Minor2	514	542.9	4,543
Voice, data, and video wiring contractor	Minor2	136	170.5	1,442
Safety and security specialization	Minor1	343	234.4	2,801
Access control systems specialization	Minor2	56	71.2	490
Closed circuit television installation	Minor2	26	25.9	243
Fire detection and burglar alarm systems	Minor2	701	569.6	6,302
Banking machine installation and service	Minor2	23	29.6	225
Computer installation	Minor2	171	112.9	1,012
General electrical contractor	Minor2	7,240	10,744.7	77,624
Lighting contractor	Minor2	169	211.8	1,406

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	59,473	60,674	61,892	63,028	64,106	2.0%	2.0%	1.8%	1.7%
Sales (\$Millions)	67,776	69,736	71,947	71,021	70,109	2.9%	3.2%	-1.3%	-1.3%
Employment	394,222	402,183	410,260	417,789	419,182	2.0%	2.0%	1.8%	0.3%
Sales (YenB)	7,658,719	7,880,115	8,129,977	8,025,387	7,922,283	2.9%	3.2%	-1.3%	-1.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.14	1.15	1.16	1.13	1.09	0.9%	1.1%	-3.1%	-2.9%
Sales (\$) per Emp.	171,924	173,393	175,368	169,993	167,251	0.9%	1.1%	-3.1%	-1.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Yen(B)/Estab.	128.78	129.88	131.36	127.33	123.58	0.9%	1.1%	-3.1%	-2.9%
Yen per Emp.	19,427,430	19,593,361	19,816,625	19,209,179	18,899,402	0.9%	1.1%	-3.1%	-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.	
2024	21,666	6,564	3,947	2,636	862	413	101	35	25,668	61,892
2025	22,063	6,685	4,019	2,685	878	421	103	36	26,139	63,028
2026	22,441	6,799	4,088	2,731	893	428	105	37	26,586	64,106
	Sales (\$Millions) by Size of Firm									Total
2024	6,143	5,922	8,354	13,347	11,133	11,701	6,870	6,607	1,871	71,947
2025	6,064	5,846	8,246	13,175	10,990	11,551	6,781	6,522	1,847	71,021
2026	5,986	5,771	8,140	13,006	10,849	11,402	6,694	6,438	1,823	70,109
	Employment by Size of Firm									Total
2024	54,164	38,072	53,675	79,352	51,203	52,090	29,390	26,646	25,668	410,260
2025	55,158	38,770	54,660	80,808	52,143	53,046	29,929	27,135	26,139	417,789
2026	56,102	39,434	55,595	82,191	53,035	53,954	24,686	27,600	26,586	419,182

JAPAN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	37,809	25,331.1	175,535
Electric power systems contractors	Minor1	440	3,800.8	4,453
Cogeneration specialization	Minor2	15	19.7	404
Computer power conditioning	Minor2	15	13.8	69
Standby or emergency power specialization	Minor2	30	31.5	264
Switchgear and related devices installation	Minor2	16	60.2	238
Electronic controls installation	Minor1	531	699.9	4,175
Computerized controls installation	Minor2	67	336.7	1,090
Energy management controls	Minor2	332	994.7	3,356
Environmental system control installation	Minor2	88	517.4	1,000
Communications specialization	Minor1	924	1,604.6	9,654
Cable television installation	Minor2	333	527.7	4,400
Fiber optic cable installation	Minor2	370	672.8	4,124
Sound equipment specialization	Minor2	2,095	559.3	4,507
Telephone and telephone equipment	Minor2	1,094	1,531.1	9,670
Voice, data, and video wiring contractor	Minor2	290	480.7	3,070
Safety and security specialization	Minor1	731	660.9	5,962
Access control systems specialization	Minor2	118	200.7	1,043
Closed circuit television installation	Minor2	56	72.9	516
Fire detection and burglar alarm systems	Minor2	1,491	1,606.2	13,413
Banking machine installation and service	Minor2	50	83.5	478
Computer installation	Minor2	364	318.4	2,154
General electrical contractor	Minor2	15,410	30,299.4	165,220
Lighting contractor	Minor2	359	597.2	2,993

*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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KAZAKHSTAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	9,737	10,157	10,487	10,809	11,128	4.3%	3.2%	3.1%	2.9%
Sales (\$Millions)	2,562	2,557	2,503	2,358	2,210	-0.2%	-2.1%	-5.8%	-6.3%
Employment	64,545	67,330	69,516	71,651	72,763	4.3%	3.2%	3.1%	1.6%
Sales (TenkeM)	1,096,513	1,094,251	1,071,447	1,009,177	946,091	-0.2%	-2.1%	-5.8%	-6.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.26	0.25	0.24	0.22	0.20	-4.3%	-5.2%	-8.6%	-8.9%
Sales (\$) per Emp.	39,692	37,972	36,011	32,908	30,379	-4.3%	-5.2%	-8.6%	-7.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Tenkes(M)/Estab.	112.61	107.73	102.17	93.36	85.02	-4.3%	-5.2%	-8.6%	-8.9%
Tenke per Emp.	16,988,266	16,251,995	15,412,884	14,084,542	13,002,368	-4.3%	-5.2%	-8.6%	-7.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	3,671	1,112	669	447	146	70	17	6	4,349	10,487
2025	3,784	1,146	689	460	151	72	18	6	4,483	10,809
2026	3,895	1,180	710	474	155	74	18	6	4,615	11,128
	Sales (\$Millions) by Size of Firm									Total
2024	214	206	291	464	387	407	239	230	65	2,503
2025	201	194	274	437	365	383	225	217	61	2,358
2026	189	182	257	410	342	360	211	203	57	2,210
	Employment by Size of Firm									Total
2024	9,178	6,451	9,095	13,446	8,676	8,826	4,980	4,515	4,349	69,516
2025	9,460	6,649	9,374	13,859	8,943	9,097	5,133	4,654	4,483	71,651
2026	9,738	6,845	9,650	14,267	9,206	9,365	4,285	4,791	4,615	72,763

KAZAKHSTAN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,484	841.0	30,104
Electric power systems contractors	Minor1	76	126.2	764
Cogeneration specialization	Minor2	3	0.7	69
Computer power conditioning	Minor2	3	0.5	12
Standby or emergency power specialization	Minor2	5	1.0	45
Switchgear and related devices installation	Minor2	3	2.0	41
Electronic controls installation	Minor1	91	23.2	716
Computerized controls installation	Minor2	11	11.2	187
Energy management controls	Minor2	57	33.0	576
Environmental system control installation	Minor2	15	17.2	171
Communications specialization	Minor1	158	53.3	1,656
Cable television installation	Minor2	57	17.5	755
Fiber optic cable installation	Minor2	63	22.3	707
Sound equipment specialization	Minor2	359	18.6	773
Telephone and telephone equipment	Minor2	188	50.8	1,658
Voice, data, and video wiring contractor	Minor2	50	16.0	526
Safety and security specialization	Minor1	125	21.9	1,023
Access control systems specialization	Minor2	20	6.7	179
Closed circuit television installation	Minor2	10	2.4	89
Fire detection and burglar alarm systems	Minor2	256	53.3	2,300
Banking machine installation and service	Minor2	9	2.8	82
Computer installation	Minor2	62	10.6	369
General electrical contractor	Minor2	2,643	1,005.9	28,335
Lighting contractor	Minor2	62	19.8	513

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,262	2,547	2,714	2,887	3,068	12.6%	6.6%	6.4%	6.3%
Sales (\$Millions)	1,619	1,791	1,765	1,673	1,578	10.6%	-1.4%	-5.2%	-5.6%
Employment	14,995	16,881	17,990	19,140	20,062	12.6%	6.6%	6.4%	4.8%
Sales (DinarM)	487	539	531	503	475	10.6%	-1.4%	-5.2%	-5.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.72	0.70	0.65	0.58	0.51	-1.7%	-7.5%	-10.9%	-11.2%
Sales (\$) per Emp.	107,941	106,080	98,118	87,386	78,673	-1.7%	-7.5%	-10.9%	-10.0%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dinars(M)/Estab.	0.22	0.21	0.20	0.17	0.15	-1.7%	-7.5%	-10.9%	-11.2%
Dinar per Emp.	32,490	31,930	29,534	26,303	23,681	-1.7%	-7.5%	-10.9%	-10.0%

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.	
2024	950	288	173	116	38	18	4	2	1,126	2,714
2025	1,011	306	184	123	40	19	5	2	1,197	2,887
2026	1,074	325	196	131	43	20	5	2	1,272	3,068
	Sales (\$Millions) by Size of Firm									Total
2024	151	145	205	327	273	287	169	162	46	1,765
2025	143	138	194	310	259	272	160	154	43	1,673
2026	135	130	183	293	244	257	151	145	41	1,578
	Employment by Size of Firm									Total
2024	2,375	1,669	2,354	3,480	2,245	2,284	1,289	1,168	1,126	17,990
2025	2,527	1,776	2,504	3,702	2,389	2,430	1,371	1,243	1,197	19,140
2026	2,685	1,887	2,661	3,934	2,538	2,582	1,181	1,321	1,272	20,062

KUWAIT

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,732	596.5	8,042
Electric power systems contractors	Minor1	20	89.5	204
Cogeneration specialization	Minor2	1	0.5	19
Computer power conditioning	Minor2	1	0.3	3
Standby or emergency power specialization	Minor2	1	0.7	12
Switchgear and related devices installation	Minor2	1	1.4	11
Electronic controls installation	Minor1	24	16.5	191
Computerized controls installation	Minor2	3	7.9	50
Energy management controls	Minor2	15	23.4	154
Environmental system control installation	Minor2	4	12.2	46
Communications specialization	Minor1	42	37.8	442
Cable television installation	Minor2	15	12.4	202
Fiber optic cable installation	Minor2	17	15.8	189
Sound equipment specialization	Minor2	96	13.2	206
Telephone and telephone equipment	Minor2	50	36.1	443
Voice, data, and video wiring contractor	Minor2	13	11.3	141
Safety and security specialization	Minor1	33	15.6	273
Access control systems specialization	Minor2	5	4.7	48
Closed circuit television installation	Minor2	3	1.7	24
Fire detection and burglar alarm systems	Minor2	68	37.8	614
Banking machine installation and service	Minor2	2	2.0	22
Computer installation	Minor2	17	7.5	99
General electrical contractor	Minor2	706	713.5	7,569
Lighting contractor	Minor2	16	14.1	137

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	17,553	18,269	18,882	19,482	20,077	4.1%	3.4%	3.2%	3.1%
Sales (\$Millions)	5,384	5,799	6,030	5,996	5,965	7.7%	4.0%	-0.6%	-0.5%
Employment	116,349	121,100	125,161	129,139	131,279	4.1%	3.4%	3.2%	1.7%
Sales (RinggitsM)	22,291	24,006	24,965	24,822	24,696	7.7%	4.0%	-0.6%	-0.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.31	0.32	0.32	0.31	0.30	3.5%	0.6%	-3.6%	-3.5%
Sales (\$) per Emp.	46,276	47,883	48,180	46,427	45,440	3.5%	0.6%	-3.6%	-2.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Ringgitss(M)/Estab.	1.27	1.31	1.32	1.27	1.23	3.5%	0.6%	-3.6%	-3.5%
Ringgits per Emp.	191,584	198,234	199,465	192,207	188,120	3.5%	0.6%	-3.6%	-2.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	6,610	2,003	1,204	804	263	126	31	11	7,831	18,882
2025	6,820	2,066	1,242	830	271	130	32	11	8,080	19,482
2026	7,028	2,129	1,280	855	280	134	33	11	8,326	20,077
	Sales (\$Millions) by Size of Firm									Total
2024	515	496	700	1,119	933	981	576	554	157	6,030
2025	512	494	696	1,112	928	975	572	551	156	5,996
2026	509	491	693	1,107	923	970	570	548	155	5,965
	Employment by Size of Firm									Total
2024	16,524	11,615	16,375	24,209	15,621	15,892	8,966	8,129	7,831	125,161
2025	17,049	11,984	16,896	24,978	16,117	16,397	9,251	8,388	8,080	129,139
2026	17,570	12,350	17,411	25,740	16,609	16,897	7,731	8,644	8,326	131,279

MALAYSIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,687	2,138.4	54,258
Electric power systems contractors	Minor1	136	320.9	1,377
Cogeneration specialization	Minor2	5	1.7	125
Computer power conditioning	Minor2	5	1.2	21
Standby or emergency power specialization	Minor2	9	2.7	81
Switchgear and related devices installation	Minor2	5	5.1	74
Electronic controls installation	Minor1	164	59.1	1,290
Computerized controls installation	Minor2	21	28.4	337
Energy management controls	Minor2	103	84.0	1,037
Environmental system control installation	Minor2	27	43.7	309
Communications specialization	Minor1	286	135.5	2,984
Cable television installation	Minor2	103	44.6	1,360
Fiber optic cable installation	Minor2	114	56.8	1,275
Sound equipment specialization	Minor2	647	47.2	1,393
Telephone and telephone equipment	Minor2	338	129.2	2,989
Voice, data, and video wiring contractor	Minor2	90	40.6	949
Safety and security specialization	Minor1	226	55.8	1,843
Access control systems specialization	Minor2	37	16.9	322
Closed circuit television installation	Minor2	17	6.2	160
Fire detection and burglar alarm systems	Minor2	461	135.6	4,146
Banking machine installation and service	Minor2	15	7.1	148
Computer installation	Minor2	112	26.9	666
General electrical contractor	Minor2	4,763	2,557.8	51,070
Lighting contractor	Minor2	111	50.4	925

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

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MEXICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	59,164	62,619	64,826	66,997	69,156	5.8%	3.5%	3.3%	3.2%
Sales (\$Millions)	14,360	14,876	14,698	13,956	13,200	3.6%	-1.2%	-5.0%	-5.4%
Employment	392,177	415,076	429,707	444,097	452,201	5.8%	3.5%	3.3%	1.8%
Sales (NPesosM)	297,258	307,939	304,250	288,889	273,249	3.6%	-1.2%	-5.0%	-5.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.24	0.24	0.23	0.21	0.19	-2.1%	-4.6%	-8.1%	-8.4%
Sales (\$) per Emp.	36,617	35,840	34,205	31,426	29,191	-2.1%	-4.6%	-8.1%	-7.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
NPesos(M)/Estab.	5.02	4.92	4.69	4.31	3.95	-2.1%	-4.6%	-8.1%	-8.4%
NPesos per Emp.	757,968	741,885	708,040	650,508	604,264	-2.1%	-4.6%	-8.1%	-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.	
2024	22,693	6,875	4,134	2,761	903	433	106	37	26,885	64,826
2025	23,452	7,105	4,272	2,854	933	447	109	38	27,785	66,997
2026	24,208	7,334	4,410	2,946	963	462	113	39	28,681	69,156
	Sales (\$Millions) by Size of Firm									Total
2024	1,255	1,210	1,707	2,727	2,274	2,390	1,403	1,350	382	14,698
2025	1,192	1,149	1,620	2,589	2,160	2,270	1,333	1,282	363	13,956
2026	1,127	1,087	1,533	2,449	2,043	2,147	1,260	1,212	343	13,200
	Employment by Size of Firm									Total
2024	56,731	39,876	56,219	83,113	53,630	54,559	30,783	27,910	26,885	429,707
2025	58,631	41,212	58,102	85,897	55,426	56,386	31,814	28,844	27,785	444,097
2026	60,521	42,540	59,975	88,665	57,212	58,203	26,631	29,774	28,681	452,201

MEXICO

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	40,190	4,977.7	186,588
Electric power systems contractors	Minor1	468	746.9	4,734
Cogeneration specialization	Minor2	16	3.9	429
Computer power conditioning	Minor2	16	2.7	73
Standby or emergency power specialization	Minor2	32	6.2	280
Switchgear and related devices installation	Minor2	17	11.8	253
Electronic controls installation	Minor1	565	137.5	4,438
Computerized controls installation	Minor2	71	66.2	1,159
Energy management controls	Minor2	353	195.5	3,567
Environmental system control installation	Minor2	94	101.7	1,062
Communications specialization	Minor1	982	315.3	10,262
Cable television installation	Minor2	354	103.7	4,677
Fiber optic cable installation	Minor2	393	132.2	4,384
Sound equipment specialization	Minor2	2,226	109.9	4,791
Telephone and telephone equipment	Minor2	1,163	300.9	10,278
Voice, data, and video wiring contractor	Minor2	308	94.5	3,263
Safety and security specialization	Minor1	777	129.9	6,338
Access control systems specialization	Minor2	126	39.4	1,109
Closed circuit television installation	Minor2	60	14.3	549
Fire detection and burglar alarm systems	Minor2	1,585	315.6	14,258
Banking machine installation and service	Minor2	53	16.4	508
Computer installation	Minor2	387	62.6	2,290
General electrical contractor	Minor2	16,380	5,954.0	175,623
Lighting contractor	Minor2	382	117.4	3,182

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	7,577	7,779	7,966	8,143	8,315	2.7%	2.4%	2.2%	2.1%
Sales (\$Millions)	11,900	12,493	13,122	13,164	13,226	5.0%	5.0%	0.3%	0.5%
Employment	50,226	51,565	52,803	53,979	54,368	2.7%	2.4%	2.2%	0.7%
Sales (EuroSM)	10,258	10,769	11,311	11,347	11,401	5.0%	5.0%	0.3%	0.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.57	1.61	1.65	1.62	1.59	2.3%	2.6%	-1.9%	-1.6%
Sales (\$) per Emp.	236,932	242,277	248,506	243,865	243,276	2.3%	2.6%	-1.9%	-0.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	1.35	1.38	1.42	1.39	1.37	2.3%	2.6%	-1.9%	-1.6%
Euros per Emp.	204,235	208,843	214,213	210,212	209,704	2.3%	2.6%	-1.9%	-0.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	2,788	845	508	339	111	53	13	5	3,304	7,966
2025	2,851	864	519	347	113	54	13	5	3,377	8,143
2026	2,911	882	530	354	116	55	14	5	3,448	8,315
	Sales (\$Millions) by Size of Firm									Total
2024	1,120	1,080	1,524	2,434	2,030	2,134	1,253	1,205	341	13,122
2025	1,124	1,084	1,528	2,442	2,037	2,141	1,257	1,209	342	13,164
2026	1,129	1,089	1,536	2,454	2,047	2,151	1,263	1,215	344	13,226
	Employment by Size of Firm									Total
2024	6,971	4,900	6,908	10,213	6,590	6,704	3,783	3,430	3,304	52,803
2025	7,127	5,009	7,062	10,441	6,737	6,854	3,867	3,506	3,377	53,979
2026	7,276	5,115	7,211	10,660	6,879	6,998	3,202	3,580	3,448	54,368

NETHERLANDS

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	4,885	4,695.1	22,679
Electric power systems contractors	Minor1	57	704.5	575
Cogeneration specialization	Minor2	2	3.6	52
Computer power conditioning	Minor2	2	2.6	9
Standby or emergency power specialization	Minor2	4	5.8	34
Switchgear and related devices installation	Minor2	2	11.2	31
Electronic controls installation	Minor1	69	129.7	539
Computerized controls installation	Minor2	9	62.4	141
Energy management controls	Minor2	43	184.4	434
Environmental system control installation	Minor2	11	95.9	129
Communications specialization	Minor1	119	297.4	1,247
Cable television installation	Minor2	43	97.8	568
Fiber optic cable installation	Minor2	48	124.7	533
Sound equipment specialization	Minor2	271	103.7	582
Telephone and telephone equipment	Minor2	141	283.8	1,249
Voice, data, and video wiring contractor	Minor2	37	89.1	397
Safety and security specialization	Minor1	94	122.5	770
Access control systems specialization	Minor2	15	37.2	135
Closed circuit television installation	Minor2	7	13.5	67
Fire detection and burglar alarm systems	Minor2	193	297.7	1,733
Banking machine installation and service	Minor2	6	15.5	62
Computer installation	Minor2	47	59.0	278
General electrical contractor	Minor2	1,991	5,615.9	21,347
Lighting contractor	Minor2	46	110.7	387

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,000	2,061	2,123	2,184	2,243	3.1%	3.0%	2.9%	2.7%
Sales (\$Millions)	2,569	2,679	2,800	2,796	2,796	4.3%	4.5%	-0.1%	0.0%
Employment	13,255	13,659	14,073	14,474	14,667	3.1%	3.0%	2.9%	1.3%
Sales (DollarsM)	3,596	3,750	3,920	3,915	3,914	4.3%	4.5%	-0.1%	0.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.28	1.30	1.32	1.28	1.25	1.2%	1.4%	-2.9%	-2.7%
Sales (\$) per Emp.	193,809	196,118	198,952	193,188	190,618	1.2%	1.4%	-2.9%	-1.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.80	1.82	1.85	1.79	1.74	1.2%	1.4%	-2.9%	-2.7%
Dollars per Emp.	271,333	274,565	278,533	270,464	266,865	1.2%	1.4%	-2.9%	-1.3%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	743	225	135	90	30	14	3	1	880	2,123
2025	764	232	139	93	30	15	4	1	906	2,184
2026	785	238	143	96	31	15	4	1	930	2,243
	Sales (\$Millions) by Size of Firm									Total
2024	239	230	325	519	433	455	267	257	73	2,800
2025	239	230	325	519	433	455	267	257	73	2,796
2026	239	230	325	519	433	455	267	257	73	2,796
	Employment by Size of Firm									Total
2024	1,858	1,306	1,841	2,722	1,756	1,787	1,008	914	880	14,073
2025	1,911	1,343	1,894	2,800	1,806	1,838	1,037	940	906	14,474
2026	1,963	1,380	1,945	2,876	1,856	1,888	864	966	930	14,667

NEW ZEALAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,310	997.3	6,081
Electric power systems contractors	Minor1	15	149.6	154
Cogeneration specialization	Minor2	1	0.8	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	2.4	8
Electronic controls installation	Minor1	18	27.6	145
Computerized controls installation	Minor2	2	13.3	38
Energy management controls	Minor2	12	39.2	116
Environmental system control installation	Minor2	3	20.4	35
Communications specialization	Minor1	32	63.2	334
Cable television installation	Minor2	12	20.8	152
Fiber optic cable installation	Minor2	13	26.5	143
Sound equipment specialization	Minor2	73	22.0	156
Telephone and telephone equipment	Minor2	38	60.3	335
Voice, data, and video wiring contractor	Minor2	10	18.9	106
Safety and security specialization	Minor1	25	26.0	207
Access control systems specialization	Minor2	4	7.9	36
Closed circuit television installation	Minor2	2	2.9	18
Fire detection and burglar alarm systems	Minor2	52	63.2	465
Banking machine installation and service	Minor2	2	3.3	17
Computer installation	Minor2	13	12.5	75
General electrical contractor	Minor2	534	1,192.9	5,724
Lighting contractor	Minor2	12	23.5	104

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	103,820	107,900	112,279	116,636	121,015	3.9%	4.1%	3.9%	3.8%
Sales (\$Millions)	6,603	6,523	6,421	6,077	5,727	-1.2%	-1.6%	-5.4%	-5.8%
Employment	688,188	715,231	744,255	773,140	791,302	3.9%	4.1%	3.9%	2.3%
Sales (NairaM)	2,707,424	2,674,607	2,632,760	2,491,527	2,348,005	-1.2%	-1.6%	-5.4%	-5.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.06	0.06	0.06	0.05	0.05	-4.9%	-5.4%	-8.9%	-9.2%
Sales (\$) per Emp.	9,595	9,121	8,628	7,860	7,237	-4.9%	-5.4%	-8.9%	-7.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Naira(M)/Estab.	26.08	24.79	23.45	21.36	19.40	-4.9%	-5.4%	-8.9%	-9.2%
Naira per Emp.	3,934,133	3,739,500	3,537,446	3,222,608	2,967,269	-4.9%	-5.4%	-8.9%	-7.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	39,304	11,908	7,160	4,782	1,564	749	183	64	46,564	112,279
2025	40,829	12,370	7,438	4,968	1,624	778	190	67	48,372	116,636
2026	42,362	12,834	7,717	5,155	1,685	808	198	69	50,188	121,015
	Sales (\$Millions) by Size of Firm									Total
2024	548	529	746	1,191	994	1,044	613	590	167	6,421
2025	519	500	706	1,127	940	988	580	558	158	6,077
2026	489	471	665	1,062	886	931	547	526	149	5,727
	Employment by Size of Firm									Total
2024	98,259	69,066	97,372	143,953	92,888	94,497	53,317	48,339	46,564	744,255
2025	102,072	71,746	101,151	149,540	96,493	98,164	55,386	50,216	48,372	773,140
2026	105,905	74,440	104,949	155,154	100,115	101,850	46,600	52,101	50,188	791,302

NIGERIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	69,968	2,167.4	324,836
Electric power systems contractors	Minor1	815	325.2	8,241
Cogeneration specialization	Minor2	28	1.7	748
Computer power conditioning	Minor2	28	1.2	127
Standby or emergency power specialization	Minor2	55	2.7	488
Switchgear and related devices installation	Minor2	29	5.1	441
Electronic controls installation	Minor1	983	59.9	7,726
Computerized controls installation	Minor2	123	28.8	2,018
Energy management controls	Minor2	615	85.1	6,211
Environmental system control installation	Minor2	163	44.3	1,850
Communications specialization	Minor1	1,710	137.3	17,865
Cable television installation	Minor2	616	45.2	8,142
Fiber optic cable installation	Minor2	684	57.6	7,632
Sound equipment specialization	Minor2	3,876	47.9	8,341
Telephone and telephone equipment	Minor2	2,024	131.0	17,894
Voice, data, and video wiring contractor	Minor2	537	41.1	5,681
Safety and security specialization	Minor1	1,352	56.5	11,034
Access control systems specialization	Minor2	219	17.2	1,931
Closed circuit television installation	Minor2	104	6.2	956
Fire detection and burglar alarm systems	Minor2	2,760	137.4	24,822
Banking machine installation and service	Minor2	92	7.1	885
Computer installation	Minor2	673	27.2	3,987
General electrical contractor	Minor2	28,517	2,592.6	305,747
Lighting contractor	Minor2	665	51.1	5,539

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,770	2,883	2,970	3,054	3,137	4.1%	3.0%	2.8%	2.7%
Sales (\$Millions)	5,492	5,595	5,462	5,130	4,794	1.9%	-2.4%	-6.1%	-6.5%
Employment	18,360	19,114	19,688	20,246	20,513	4.1%	3.0%	2.8%	1.3%
Sales (KronesM)	46,132	47,002	45,879	43,092	40,273	1.9%	-2.4%	-6.1%	-6.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.98	1.94	1.84	1.68	1.53	-2.1%	-5.2%	-8.7%	-9.0%
Sales (\$) per Emp.	299,117	292,748	277,409	253,380	233,733	-2.1%	-5.2%	-8.7%	-7.8%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Krones(M)/Estab.	16.66	16.30	15.45	14.11	12.84	-2.1%	-5.2%	-8.7%	-9.0%
Krones per Emp.	2,512,583	2,459,081	2,330,238	2,128,392	1,963,355	-2.1%	-5.2%	-8.7%	-7.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	1,040	315	189	127	41	20	5	2	1,232	2,970
2025	1,069	324	195	130	43	20	5	2	1,267	3,054
2026	1,098	333	200	134	44	21	5	2	1,301	3,137
	Sales (\$Millions) by Size of Firm									Total
2024	466	450	634	1,013	845	888	522	502	142	5,462
2025	438	422	596	952	794	834	490	471	133	5,130
2026	409	395	557	889	742	780	458	440	125	4,794
	Employment by Size of Firm									Total
2024	2,599	1,827	2,576	3,808	2,457	2,500	1,410	1,279	1,232	19,688
2025	2,673	1,879	2,649	3,916	2,527	2,571	1,450	1,315	1,267	20,246
2026	2,745	1,930	2,721	4,022	2,595	2,640	1,208	1,351	1,301	20,513

NORWAY

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,832	1,829.7	8,506
Electric power systems contractors	Minor1	21	274.5	216
Cogeneration specialization	Minor2	1	1.4	20
Computer power conditioning	Minor2	1	1.0	3
Standby or emergency power specialization	Minor2	1	2.3	13
Switchgear and related devices installation	Minor2	1	4.3	12
Electronic controls installation	Minor1	26	50.6	202
Computerized controls installation	Minor2	3	24.3	53
Energy management controls	Minor2	16	71.8	163
Environmental system control installation	Minor2	4	37.4	48
Communications specialization	Minor1	45	115.9	468
Cable television installation	Minor2	16	38.1	213
Fiber optic cable installation	Minor2	18	48.6	200
Sound equipment specialization	Minor2	102	40.4	218
Telephone and telephone equipment	Minor2	53	110.6	469
Voice, data, and video wiring contractor	Minor2	14	34.7	149
Safety and security specialization	Minor1	35	47.7	289
Access control systems specialization	Minor2	6	14.5	51
Closed circuit television installation	Minor2	3	5.3	25
Fire detection and burglar alarm systems	Minor2	72	116.0	650
Banking machine installation and service	Minor2	2	6.0	23
Computer installation	Minor2	18	23.0	104
General electrical contractor	Minor2	747	2,188.6	8,007
Lighting contractor	Minor2	17	43.1	145

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

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

PAKISTAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	78,273	81,785	84,683	87,535	90,372	4.5%	3.5%	3.4%	3.2%
Sales (\$Millions)	3,561	3,551	3,569	3,441	3,311	-0.3%	0.5%	-3.6%	-3.8%
Employment	518,842	542,122	561,332	580,236	590,931	4.5%	3.5%	3.4%	1.8%
Sales (RupeesM)	605,337	603,604	606,700	585,008	562,796	-0.3%	0.5%	-3.6%	-3.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.05	0.04	0.04	0.04	0.04	-4.6%	-2.9%	-6.7%	-6.8%
Sales (\$) per Emp.	6,863	6,549	6,358	5,931	5,602	-4.6%	-2.9%	-6.7%	-5.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rupees(M)/Estab.	7.73	7.38	7.16	6.68	6.23	-4.6%	-2.9%	-6.7%	-6.8%
Rupees per Emp.	1,166,707	1,113,411	1,080,822	1,008,225	952,389	-4.6%	-2.9%	-6.7%	-5.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	29,644	8,981	5,400	3,607	1,179	565	138	48	35,120	84,683
2025	30,642	9,284	5,582	3,729	1,219	584	143	50	36,303	87,535
2026	31,635	9,585	5,763	3,849	1,259	603	148	52	37,479	90,372
	Sales (\$Millions) by Size of Firm									Total
2024	305	294	414	662	552	580	341	328	93	3,569
2025	294	283	400	638	532	560	329	316	89	3,441
2026	283	273	384	614	512	538	316	304	86	3,311
	Employment by Size of Firm									Total
2024	74,109	52,091	73,440	108,572	70,058	71,271	40,213	36,459	35,120	561,332
2025	76,605	53,845	75,913	112,228	72,417	73,672	41,567	37,686	36,303	580,236
2026	79,088	55,591	78,374	115,866	74,764	76,060	34,800	38,908	37,479	590,931

PAKISTAN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	52,510	1,227.4	243,787
Electric power systems contractors	Minor1	611	184.2	6,185
Cogeneration specialization	Minor2	21	1.0	561
Computer power conditioning	Minor2	21	0.7	95
Standby or emergency power specialization	Minor2	41	1.5	366
Switchgear and related devices installation	Minor2	22	2.9	331
Electronic controls installation	Minor1	738	33.9	5,798
Computerized controls installation	Minor2	93	16.3	1,514
Energy management controls	Minor2	461	48.2	4,661
Environmental system control installation	Minor2	122	25.1	1,388
Communications specialization	Minor1	1,283	77.8	13,408
Cable television installation	Minor2	463	25.6	6,111
Fiber optic cable installation	Minor2	513	32.6	5,728
Sound equipment specialization	Minor2	2,909	27.1	6,260
Telephone and telephone equipment	Minor2	1,519	74.2	13,429
Voice, data, and video wiring contractor	Minor2	403	23.3	4,263
Safety and security specialization	Minor1	1,015	32.0	8,281
Access control systems specialization	Minor2	164	9.7	1,449
Closed circuit television installation	Minor2	78	3.5	717
Fire detection and burglar alarm systems	Minor2	2,071	77.8	18,629
Banking machine installation and service	Minor2	69	4.0	664
Computer installation	Minor2	505	15.4	2,992
General electrical contractor	Minor2	21,402	1,468.1	229,461
Lighting contractor	Minor2	499	28.9	4,157

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	16,806	17,534	18,095	18,642	19,182	4.3%	3.2%	3.0%	2.9%
Sales (\$Millions)	2,919	3,119	3,172	3,090	3,007	6.8%	1.7%	-2.6%	-2.7%
Employment	111,400	116,225	119,943	123,569	125,428	4.3%	3.2%	3.0%	1.5%
Sales (PesosM)	11,649	12,445	12,655	12,331	12,000	6.8%	1.7%	-2.6%	-2.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.17	0.18	0.18	0.17	0.16	2.4%	-1.5%	-5.4%	-5.4%
Sales (\$) per Emp.	26,207	26,836	26,443	25,010	23,977	2.4%	-1.5%	-5.4%	-4.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	0.69	0.71	0.70	0.66	0.63	2.4%	-1.5%	-5.4%	-5.4%
Pesos per Emp.	104,567	107,076	105,509	99,788	95,670	2.4%	-1.5%	-5.4%	-4.1%

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.	
2024	6,334	1,919	1,154	771	252	121	30	10	7,504	18,095
2025	6,526	1,977	1,189	794	260	124	30	11	7,731	18,642
2026	6,715	2,034	1,223	817	267	128	31	11	7,955	19,182
	Sales (\$Millions) by Size of Firm									Total
2024	271	261	368	588	491	516	303	291	82	3,172
2025	264	254	359	573	478	503	295	284	80	3,090
2026	257	248	349	558	465	489	287	276	78	3,007
	Employment by Size of Firm									Total
2024	15,835	11,131	15,692	23,199	14,970	15,229	8,592	7,790	7,504	119,943
2025	16,314	11,467	16,167	23,901	15,422	15,689	8,852	8,026	7,731	123,569
2026	16,787	11,799	16,635	24,593	15,869	16,144	7,387	8,258	7,955	125,428

PERU

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	11,183	1,102.3	51,918
Electric power systems contractors	Minor1	130	165.4	1,317
Cogeneration specialization	Minor2	4	0.9	120
Computer power conditioning	Minor2	4	0.6	20
Standby or emergency power specialization	Minor2	9	1.4	78
Switchgear and related devices installation	Minor2	5	2.6	70
Electronic controls installation	Minor1	157	30.5	1,235
Computerized controls installation	Minor2	20	14.7	323
Energy management controls	Minor2	98	43.3	993
Environmental system control installation	Minor2	26	22.5	296
Communications specialization	Minor1	273	69.8	2,855
Cable television installation	Minor2	99	23.0	1,301
Fiber optic cable installation	Minor2	109	29.3	1,220
Sound equipment specialization	Minor2	620	24.3	1,333
Telephone and telephone equipment	Minor2	323	66.6	2,860
Voice, data, and video wiring contractor	Minor2	86	20.9	908
Safety and security specialization	Minor1	216	28.8	1,764
Access control systems specialization	Minor2	35	8.7	309
Closed circuit television installation	Minor2	17	3.2	153
Fire detection and burglar alarm systems	Minor2	441	69.9	3,967
Banking machine installation and service	Minor2	15	3.6	141
Computer installation	Minor2	108	13.9	637
General electrical contractor	Minor2	4,558	1,318.5	48,867
Lighting contractor	Minor2	106	26.0	885

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	42,613	44,504	46,042	47,552	49,053	4.4%	3.5%	3.3%	3.2%
Sales (\$Millions)	4,629	4,960	5,268	5,338	5,423	7.2%	6.2%	1.3%	1.6%
Employment	282,464	295,000	305,196	315,208	320,748	4.4%	3.5%	3.3%	1.8%
Sales (PesosM)	233,768	250,490	266,047	269,589	273,872	7.2%	6.2%	1.3%	1.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.11	0.11	0.11	0.11	0.11	2.6%	2.7%	-1.9%	-1.5%
Sales (\$) per Emp.	16,388	16,814	17,262	16,936	16,908	2.6%	2.7%	-1.9%	-0.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pesos(M)/Estab.	5.49	5.63	5.78	5.67	5.58	2.6%	2.7%	-1.9%	-1.5%
Pesos per Emp.	827,603	849,121	871,727	855,274	853,853	2.6%	2.7%	-1.9%	-0.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	16,117	4,883	2,936	1,961	641	307	75	26	19,095	46,042
2025	16,646	5,043	3,032	2,025	662	317	78	27	19,721	47,552
2026	17,171	5,202	3,128	2,089	683	327	80	28	20,343	49,053
	Sales (\$Millions) by Size of Firm									Total
2024	450	434	612	977	815	857	503	484	137	5,268
2025	456	439	620	990	826	868	510	490	139	5,338
2026	463	446	630	1,006	839	882	518	498	141	5,423
	Employment by Size of Firm									Total
2024	40,293	28,322	39,929	59,031	38,090	38,750	21,864	19,823	19,095	305,196
2025	41,615	29,251	41,239	60,967	39,340	40,021	22,581	20,473	19,721	315,208
2026	42,928	30,174	42,540	62,890	40,581	41,284	18,889	21,119	20,343	320,748

PHILLIPINES

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	28,526	1,904.1	132,435
Electric power systems contractors	Minor1	332	285.7	3,360
Cogeneration specialization	Minor2	11	1.5	305
Computer power conditioning	Minor2	11	1.0	52
Standby or emergency power specialization	Minor2	22	2.4	199
Switchgear and related devices installation	Minor2	12	4.5	180
Electronic controls installation	Minor1	401	52.6	3,150
Computerized controls installation	Minor2	50	25.3	823
Energy management controls	Minor2	251	74.8	2,532
Environmental system control installation	Minor2	67	38.9	754
Communications specialization	Minor1	697	120.6	7,284
Cable television installation	Minor2	251	39.7	3,320
Fiber optic cable installation	Minor2	279	50.6	3,112
Sound equipment specialization	Minor2	1,580	42.0	3,401
Telephone and telephone equipment	Minor2	825	115.1	7,295
Voice, data, and video wiring contractor	Minor2	219	36.1	2,316
Safety and security specialization	Minor1	551	49.7	4,498
Access control systems specialization	Minor2	89	15.1	787
Closed circuit television installation	Minor2	43	5.5	390
Fire detection and burglar alarm systems	Minor2	1,125	120.7	10,120
Banking machine installation and service	Minor2	38	6.3	361
Computer installation	Minor2	275	23.9	1,625
General electrical contractor	Minor2	11,626	2,277.5	124,653
Lighting contractor	Minor2	271	44.9	2,258

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	15,462	15,758	16,069	16,358	16,632	1.9%	2.0%	1.8%	1.7%
Sales (\$Millions)	8,270	8,803	9,370	9,513	9,685	6.5%	6.4%	1.5%	1.8%
Employment	102,495	104,452	106,513	108,430	108,754	1.9%	2.0%	1.8%	0.3%
Sales (ZlotysM)	32,251	34,332	36,543	37,101	37,771	6.5%	6.4%	1.5%	1.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.53	0.56	0.58	0.58	0.58	4.5%	4.4%	-0.3%	0.1%
Sales (\$) per Emp.	80,682	84,278	87,969	87,735	89,053	4.5%	4.4%	-0.3%	1.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Zlotys(M)/Estab.	2.09	2.18	2.27	2.27	2.27	4.5%	4.4%	-0.3%	0.1%
Zlotys per Emp.	314,661	328,683	343,081	342,167	347,307	4.5%	4.4%	-0.3%	1.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	5,625	1,704	1,025	684	224	107	26	9	6,664	16,069
2025	5,726	1,735	1,043	697	228	109	27	9	6,784	16,358
2026	5,822	1,764	1,061	708	232	111	27	9	6,898	16,632
	Sales (\$Millions) by Size of Firm									Total
2024	800	771	1,088	1,738	1,450	1,524	895	860	244	9,370
2025	812	783	1,105	1,765	1,472	1,547	908	874	247	9,513
2026	827	797	1,124	1,797	1,499	1,575	925	889	252	9,685
	Employment by Size of Firm									Total
2024	14,062	9,884	13,935	20,602	13,294	13,524	7,630	6,918	6,664	106,513
2025	14,315	10,062	14,186	20,972	13,533	13,767	7,768	7,043	6,784	108,430
2026	14,555	10,231	14,424	21,324	13,759	13,998	6,405	7,161	6,898	108,754

POLAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,813	3,393.1	45,557
Electric power systems contractors	Minor1	114	509.1	1,156
Cogeneration specialization	Minor2	4	2.6	105
Computer power conditioning	Minor2	4	1.8	18
Standby or emergency power specialization	Minor2	8	4.2	68
Switchgear and related devices installation	Minor2	4	8.1	62
Electronic controls installation	Minor1	138	93.8	1,084
Computerized controls installation	Minor2	17	45.1	283
Energy management controls	Minor2	86	133.2	871
Environmental system control installation	Minor2	23	69.3	259
Communications specialization	Minor1	240	214.9	2,505
Cable television installation	Minor2	86	70.7	1,142
Fiber optic cable installation	Minor2	96	90.1	1,070
Sound equipment specialization	Minor2	544	74.9	1,170
Telephone and telephone equipment	Minor2	284	205.1	2,510
Voice, data, and video wiring contractor	Minor2	75	64.4	797
Safety and security specialization	Minor1	190	88.5	1,547
Access control systems specialization	Minor2	31	26.9	271
Closed circuit television installation	Minor2	15	9.8	134
Fire detection and burglar alarm systems	Minor2	387	215.1	3,481
Banking machine installation and service	Minor2	13	11.2	124
Computer installation	Minor2	94	42.6	559
General electrical contractor	Minor2	3,999	4,058.5	42,880
Lighting contractor	Minor2	93	80.0	777

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,716	4,780	4,862	4,936	5,005	1.4%	1.7%	1.5%	1.4%
Sales (\$Millions)	3,062	3,245	3,362	3,332	3,303	6.0%	3.6%	-0.9%	-0.9%
Employment	31,263	31,688	32,227	32,720	32,730	1.4%	1.7%	1.5%	0.0%
Sales (EurosM)	2,639	2,797	2,898	2,872	2,847	6.0%	3.6%	-0.9%	-0.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.65	0.68	0.69	0.68	0.66	4.6%	1.9%	-2.4%	-2.2%
Sales (\$) per Emp.	97,937	102,409	104,335	101,835	100,922	4.6%	1.9%	-2.4%	-0.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.56	0.59	0.60	0.58	0.57	4.6%	1.9%	-2.4%	-2.2%
Euros per Emp.	84,421	88,277	89,937	87,782	86,995	4.6%	1.9%	-2.4%	-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.	
2024	1,702	516	310	207	68	32	8	3	2,016	4,862
2025	1,728	524	315	210	69	33	8	3	2,047	4,936
2026	1,752	531	319	213	70	33	8	3	2,076	5,005
	Sales (\$Millions) by Size of Firm									Total
2024	287	277	390	624	520	547	321	309	87	3,362
2025	284	274	387	618	516	542	318	306	87	3,332
2026	282	272	384	613	511	537	315	303	86	3,303
	Employment by Size of Firm									Total
2024	4,255	2,991	4,216	6,233	4,022	4,092	2,309	2,093	2,016	32,227
2025	4,320	3,036	4,281	6,329	4,084	4,154	2,344	2,125	2,047	32,720
2026	4,380	3,079	4,341	6,417	4,141	4,213	1,927	2,155	2,076	32,730

PORTUGAL

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,961	1,188.4	13,747
Electric power systems contractors	Minor1	34	178.3	349
Cogeneration specialization	Minor2	1	0.9	32
Computer power conditioning	Minor2	1	0.6	5
Standby or emergency power specialization	Minor2	2	1.5	21
Switchgear and related devices installation	Minor2	1	2.8	19
Electronic controls installation	Minor1	42	32.8	327
Computerized controls installation	Minor2	5	15.8	85
Energy management controls	Minor2	26	46.7	263
Environmental system control installation	Minor2	7	24.3	78
Communications specialization	Minor1	72	75.3	756
Cable television installation	Minor2	26	24.8	345
Fiber optic cable installation	Minor2	29	31.6	323
Sound equipment specialization	Minor2	164	26.2	353
Telephone and telephone equipment	Minor2	86	71.8	757
Voice, data, and video wiring contractor	Minor2	23	22.6	240
Safety and security specialization	Minor1	57	31.0	467
Access control systems specialization	Minor2	9	9.4	82
Closed circuit television installation	Minor2	4	3.4	40
Fire detection and burglar alarm systems	Minor2	117	75.4	1,050
Banking machine installation and service	Minor2	4	3.9	37
Computer installation	Minor2	28	14.9	169
General electrical contractor	Minor2	1,207	1,421.5	12,939
Lighting contractor	Minor2	28	28.0	234

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

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PUERTO RICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,020	2,036	2,057	2,074	2,089	0.8%	1.0%	0.8%	0.7%
Sales (\$Millions)	1,674	1,662	1,649	1,571	1,491	-0.7%	-0.8%	-4.7%	-5.1%
Employment	13,390	13,498	13,635	13,750	13,661	0.8%	1.0%	0.8%	-0.6%
Sales (DollarsM)	1,674	1,662	1,649	1,571	1,491	-0.7%	-0.8%	-4.7%	-5.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.83	0.82	0.80	0.76	0.71	-1.5%	-1.8%	-5.5%	-5.7%
Sales (\$) per Emp.	124,992	123,159	120,911	114,227	109,144	-1.5%	-1.8%	-5.5%	-4.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	0.83	0.82	0.80	0.76	0.71	-1.5%	-1.8%	-5.5%	-5.7%
Dollars per Emp.	124,992	123,159	120,911	114,227	109,144	-1.5%	-1.8%	-5.5%	-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.	
2024	720	218	131	88	29	14	3	1	853	2,057
2025	726	220	132	88	29	14	3	1	860	2,074
2026	731	222	133	89	29	14	3	1	866	2,089
	Sales (\$Millions) by Size of Firm									Total
2024	141	136	191	306	255	268	157	151	43	1,649
2025	134	129	182	291	243	255	150	144	41	1,571
2026	127	123	173	277	231	242	142	137	39	1,491
	Employment by Size of Firm									Total
2024	1,800	1,265	1,784	2,637	1,702	1,731	977	886	853	13,635
2025	1,815	1,276	1,799	2,659	1,716	1,746	985	893	860	13,750
2026	1,828	1,285	1,812	2,679	1,728	1,758	804	899	866	13,661

PUERTO RICO

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,244	560.2	5,777
Electric power systems contractors	Minor1	14	84.1	147
Cogeneration specialization	Minor2	0	0.4	13
Computer power conditioning	Minor2	0	0.3	2
Standby or emergency power specialization	Minor2	1	0.7	9
Switchgear and related devices installation	Minor2	1	1.3	8
Electronic controls installation	Minor1	17	15.5	137
Computerized controls installation	Minor2	2	7.4	36
Energy management controls	Minor2	11	22.0	110
Environmental system control installation	Minor2	3	11.4	33
Communications specialization	Minor1	30	35.5	318
Cable television installation	Minor2	11	11.7	145
Fiber optic cable installation	Minor2	12	14.9	136
Sound equipment specialization	Minor2	69	12.4	148
Telephone and telephone equipment	Minor2	36	33.9	318
Voice, data, and video wiring contractor	Minor2	10	10.6	101
Safety and security specialization	Minor1	24	14.6	196
Access control systems specialization	Minor2	4	4.4	34
Closed circuit television installation	Minor2	2	1.6	17
Fire detection and burglar alarm systems	Minor2	49	35.5	441
Banking machine installation and service	Minor2	2	1.8	16
Computer installation	Minor2	12	7.0	71
General electrical contractor	Minor2	507	670.0	5,437
Lighting contractor	Minor2	12	13.2	99

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

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

QATAR

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	1,434	1,629	1,758	1,895	2,040	13.5%	8.0%	7.8%	7.7%
Sales (\$Millions)	2,206	2,328	2,262	2,116	1,969	5.5%	-2.8%	-6.5%	-7.0%
Employment	9,509	10,796	11,656	12,564	13,342	13.5%	8.0%	7.8%	6.2%
Sales (RiyalsM)	8,030	8,473	8,233	7,702	7,166	5.5%	-2.8%	-6.5%	-7.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.54	1.43	1.29	1.12	0.96	-7.1%	-10.0%	-13.2%	-13.6%
Sales (\$) per Emp.	231,994	215,617	194,047	168,408	147,547	-7.1%	-10.0%	-13.2%	-12.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Riyals(M)/Estab.	5.60	5.20	4.68	4.06	3.51	-7.1%	-10.0%	-13.2%	-13.6%
Riyals per Emp.	844,457	784,846	706,331	613,005	537,073	-7.1%	-10.0%	-13.2%	-12.4%

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.	
2024	616	186	112	75	24	12	3	1	729	1,758
2025	663	201	121	81	26	13	3	1	786	1,895
2026	714	216	130	87	28	14	3	1	846	2,040
	Sales (\$Millions) by Size of Firm									Total
2024	193	186	263	420	350	368	216	208	59	2,262
2025	181	174	246	393	327	344	202	194	55	2,116
2026	168	162	229	365	305	320	188	181	51	1,969
	Employment by Size of Firm									Total
2024	1,539	1,082	1,525	2,255	1,455	1,480	835	757	729	11,656
2025	1,659	1,166	1,644	2,430	1,568	1,595	900	816	786	12,564
2026	1,786	1,255	1,770	2,616	1,688	1,717	786	878	846	13,342

QATAR

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,137	754.7	5,279
Electric power systems contractors	Minor1	13	113.2	134
Cogeneration specialization	Minor2	0	0.6	12
Computer power conditioning	Minor2	0	0.4	2
Standby or emergency power specialization	Minor2	1	0.9	8
Switchgear and related devices installation	Minor2	0	1.8	7
Electronic controls installation	Minor1	16	20.9	126
Computerized controls installation	Minor2	2	10.0	33
Energy management controls	Minor2	10	29.6	101
Environmental system control installation	Minor2	3	15.4	30
Communications specialization	Minor1	28	47.8	290
Cable television installation	Minor2	10	15.7	132
Fiber optic cable installation	Minor2	11	20.0	124
Sound equipment specialization	Minor2	63	16.7	136
Telephone and telephone equipment	Minor2	33	45.6	291
Voice, data, and video wiring contractor	Minor2	9	14.3	92
Safety and security specialization	Minor1	22	19.7	179
Access control systems specialization	Minor2	4	6.0	31
Closed circuit television installation	Minor2	2	2.2	16
Fire detection and burglar alarm systems	Minor2	45	47.9	403
Banking machine installation and service	Minor2	1	2.5	14
Computer installation	Minor2	11	9.5	65
General electrical contractor	Minor2	463	902.7	4,969
Lighting contractor	Minor2	11	17.8	90

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

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

ROMANIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	10,782	10,714	10,822	10,913	10,991	-0.6%	1.0%	0.8%	0.7%
Sales (\$Millions)	3,736	4,154	4,508	4,657	4,833	11.2%	8.5%	3.3%	3.8%
Employment	71,467	71,021	71,737	72,338	71,868	-0.6%	1.0%	0.8%	-0.6%
Sales (NLeusM)	15,693	17,447	18,933	19,561	20,298	11.2%	8.5%	3.3%	3.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.35	0.39	0.42	0.43	0.44	11.9%	7.4%	2.5%	3.0%
Sales (\$) per Emp.	52,281	58,490	62,838	64,383	67,247	11.9%	7.4%	2.5%	4.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
NLeus(M)/Estab.	1.46	1.63	1.75	1.79	1.85	11.9%	7.4%	2.5%	3.0%
NLeus per Emp.	219,582	245,658	263,918	270,410	282,435	11.9%	7.4%	2.5%	4.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	3,788	1,148	690	461	151	72	18	6	4,488	10,822
2025	3,820	1,157	696	465	152	73	18	6	4,526	10,913
2026	3,847	1,166	701	468	153	73	18	6	4,558	10,991
	Sales (\$Millions) by Size of Firm									Total
2024	385	371	523	836	698	733	430	414	117	4,508
2025	398	383	541	864	721	757	445	428	121	4,657
2026	413	398	561	897	748	786	461	444	126	4,833
	Employment by Size of Firm									Total
2024	9,471	6,657	9,386	13,875	8,953	9,108	5,139	4,659	4,488	71,737
2025	9,550	6,713	9,464	13,992	9,028	9,185	5,182	4,698	4,526	72,338
2026	9,619	6,761	9,532	14,091	9,093	9,250	4,232	4,732	4,558	71,868

ROMANIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	6,546	1,661.1	30,393
Electric power systems contractors	Minor1	76	249.2	771
Cogeneration specialization	Minor2	3	1.3	70
Computer power conditioning	Minor2	3	0.9	12
Standby or emergency power specialization	Minor2	5	2.1	46
Switchgear and related devices installation	Minor2	3	3.9	41
Electronic controls installation	Minor1	92	45.9	723
Computerized controls installation	Minor2	12	22.1	189
Energy management controls	Minor2	58	65.2	581
Environmental system control installation	Minor2	15	33.9	173
Communications specialization	Minor1	160	105.2	1,672
Cable television installation	Minor2	58	34.6	762
Fiber optic cable installation	Minor2	64	44.1	714
Sound equipment specialization	Minor2	363	36.7	780
Telephone and telephone equipment	Minor2	189	100.4	1,674
Voice, data, and video wiring contractor	Minor2	50	31.5	532
Safety and security specialization	Minor1	127	43.3	1,032
Access control systems specialization	Minor2	20	13.2	181
Closed circuit television installation	Minor2	10	4.8	89
Fire detection and burglar alarm systems	Minor2	258	105.3	2,322
Banking machine installation and service	Minor2	9	5.5	83
Computer installation	Minor2	63	20.9	373
General electrical contractor	Minor2	2,668	1,986.9	28,607
Lighting contractor	Minor2	62	39.2	518

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	70,752	72,582	74,232	75,790	77,287	2.6%	2.3%	2.1%	2.0%
Sales (\$Millions)	21,747	23,605	24,040	23,455	22,859	8.5%	1.8%	-2.4%	-2.5%
Employment	468,993	481,117	492,054	502,385	505,369	2.6%	2.3%	2.1%	0.6%
Sales (RublesM)	1,563,616	1,697,183	1,728,442	1,686,425	1,643,576	8.5%	1.8%	-2.4%	-2.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.31	0.33	0.32	0.31	0.30	5.8%	-0.4%	-4.4%	-4.4%
Sales (\$) per Emp.	46,370	49,062	48,855	46,688	45,233	5.8%	-0.4%	-4.4%	-3.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rubles(M)/Estab.	22.10	23.38	23.28	22.25	21.27	5.8%	-0.4%	-4.4%	-4.4%
Rubles per Emp.	3,333,988	3,527,589	3,512,706	3,356,835	3,252,231	5.8%	-0.4%	-4.4%	-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.	
2024	25,985	7,873	4,734	3,162	1,034	495	121	42	30,785	74,232
2025	26,531	8,038	4,833	3,228	1,056	506	124	43	31,432	75,790
2026	27,055	8,197	4,928	3,292	1,076	516	126	44	32,053	77,287
	Sales (\$Millions) by Size of Firm									Total
2024	2,052	1,979	2,791	4,460	3,720	3,910	2,295	2,207	625	24,040
2025	2,003	1,931	2,723	4,351	3,629	3,815	2,240	2,154	610	23,455
2026	1,952	1,882	2,654	4,241	3,537	3,718	2,183	2,099	594	22,859
	Employment by Size of Firm									Total
2024	64,963	45,662	64,376	95,172	61,411	62,475	35,250	31,959	30,785	492,054
2025	66,327	46,621	65,728	97,171	62,701	63,787	35,990	32,630	31,432	502,385
2026	67,637	47,541	67,026	99,090	63,939	65,047	29,762	33,274	32,053	505,369

RUSSIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	45,465	8,365.8	211,078
Electric power systems contractors	Minor1	529	1,255.2	5,355
Cogeneration specialization	Minor2	18	6.5	486
Computer power conditioning	Minor2	18	4.5	83
Standby or emergency power specialization	Minor2	36	10.4	317
Switchgear and related devices installation	Minor2	19	19.9	286
Electronic controls installation	Minor1	639	231.2	5,020
Computerized controls installation	Minor2	80	111.2	1,311
Energy management controls	Minor2	399	328.5	4,036
Environmental system control installation	Minor2	106	170.9	1,202
Communications specialization	Minor1	1,111	529.9	11,609
Cable television installation	Minor2	401	174.3	5,291
Fiber optic cable installation	Minor2	444	222.2	4,960
Sound equipment specialization	Minor2	2,519	184.7	5,420
Telephone and telephone equipment	Minor2	1,315	505.6	11,628
Voice, data, and video wiring contractor	Minor2	349	158.7	3,691
Safety and security specialization	Minor1	879	218.3	7,170
Access control systems specialization	Minor2	142	66.3	1,254
Closed circuit television installation	Minor2	68	24.1	621
Fire detection and burglar alarm systems	Minor2	1,793	530.4	16,130
Banking machine installation and service	Minor2	60	27.6	575
Computer installation	Minor2	438	105.2	2,590
General electrical contractor	Minor2	18,530	10,006.5	198,674
Lighting contractor	Minor2	432	197.2	3,599

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	17,997	19,229	20,058	20,887	21,724	6.8%	4.3%	4.1%	4.0%
Sales (\$Millions)	11,528	12,522	12,827	12,581	12,332	8.6%	2.4%	-1.9%	-2.0%
Employment	119,295	127,461	132,956	138,453	142,051	6.8%	4.3%	4.1%	2.6%
Sales (RialsB)	43	47	48	47	46	8.6%	2.4%	-1.9%	-2.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.64	0.65	0.64	0.60	0.57	1.7%	-1.8%	-5.8%	-5.8%
Sales (\$) per Emp.	96,635	98,242	96,477	90,870	86,817	1.7%	-1.8%	-5.8%	-4.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rials(B)/Estab.	0.00	0.00	0.00	0.00	0.00	1.7%	-1.8%	-5.8%	-5.8%
Rials per Emp.	362	368	362	341	326	1.7%	-1.8%	-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.	
2024	7,021	2,127	1,279	854	279	134	33	11	8,318	20,058
2025	7,312	2,215	1,332	890	291	139	34	12	8,662	20,887
2026	7,605	2,304	1,385	925	303	145	35	12	9,009	21,724
	Sales (\$Millions) by Size of Firm									Total
2024	1,095	1,056	1,489	2,380	1,985	2,086	1,225	1,178	334	12,827
2025	1,074	1,036	1,461	2,334	1,947	2,046	1,201	1,155	327	12,581
2026	1,053	1,015	1,432	2,288	1,908	2,006	1,178	1,132	321	12,332
	Employment by Size of Firm									Total
2024	17,553	12,338	17,395	25,716	16,594	16,881	9,525	8,636	8,318	132,956
2025	18,279	12,848	18,114	26,779	17,280	17,579	9,918	8,993	8,662	138,453
2026	19,012	13,363	18,840	27,853	17,972	18,284	8,366	9,353	9,009	142,051

SAUDI ARABIA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,530	4,487.3	58,171
Electric power systems contractors	Minor1	146	673.3	1,476
Cogeneration specialization	Minor2	5	3.5	134
Computer power conditioning	Minor2	5	2.4	23
Standby or emergency power specialization	Minor2	10	5.6	87
Switchgear and related devices installation	Minor2	5	10.7	79
Electronic controls installation	Minor1	176	124.0	1,384
Computerized controls installation	Minor2	22	59.7	361
Energy management controls	Minor2	110	176.2	1,112
Environmental system control installation	Minor2	29	91.6	331
Communications specialization	Minor1	306	284.3	3,199
Cable television installation	Minor2	110	93.5	1,458
Fiber optic cable installation	Minor2	122	119.2	1,367
Sound equipment specialization	Minor2	694	99.1	1,494
Telephone and telephone equipment	Minor2	362	271.2	3,204
Voice, data, and video wiring contractor	Minor2	96	85.1	1,017
Safety and security specialization	Minor1	242	117.1	1,976
Access control systems specialization	Minor2	39	35.6	346
Closed circuit television installation	Minor2	19	12.9	171
Fire detection and burglar alarm systems	Minor2	494	284.5	4,445
Banking machine installation and service	Minor2	16	14.8	158
Computer installation	Minor2	121	56.4	714
General electrical contractor	Minor2	5,107	5,367.5	54,753
Lighting contractor	Minor2	119	105.8	992

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

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

SINGAPORE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	2,813	2,956	3,057	3,156	3,254	5.1%	3.4%	3.2%	3.1%
Sales (\$Millions)	4,907	5,342	5,559	5,531	5,507	8.9%	4.1%	-0.5%	-0.4%
Employment	18,646	19,593	20,263	20,920	21,280	5.1%	3.4%	3.2%	1.7%
Sales (DollarsM)	6,575	7,158	7,450	7,412	7,380	8.9%	4.1%	-0.5%	-0.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.74	1.81	1.82	1.75	1.69	3.6%	0.6%	-3.6%	-3.4%
Sales (\$) per Emp.	263,170	272,637	274,360	264,385	258,788	3.6%	0.6%	-3.6%	-2.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	2.34	2.42	2.44	2.35	2.27	3.6%	0.6%	-3.6%	-3.4%
Dollars per Emp.	352,648	365,334	367,642	354,276	346,776	3.6%	0.6%	-3.6%	-2.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	1,070	324	195	130	43	20	5	2	1,268	3,057
2025	1,105	335	201	134	44	21	5	2	1,309	3,156
2026	1,139	345	208	139	45	22	5	2	1,350	3,254
	Sales (\$Millions) by Size of Firm									Total
2024	475	458	645	1,031	860	904	531	510	145	5,559
2025	472	455	642	1,026	856	900	528	508	144	5,531
2026	470	453	639	1,022	852	896	526	506	143	5,507
	Employment by Size of Firm									Total
2024	2,675	1,880	2,651	3,919	2,529	2,573	1,452	1,316	1,268	20,263
2025	2,762	1,941	2,737	4,046	2,611	2,656	1,499	1,359	1,309	20,920
2026	2,848	2,002	2,822	4,173	2,692	2,739	1,253	1,401	1,350	21,280

SINGAPORE

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	1,893	1,972.8	8,790
Electric power systems contractors	Minor1	22	296.0	223
Cogeneration specialization	Minor2	1	1.5	20
Computer power conditioning	Minor2	1	1.1	3
Standby or emergency power specialization	Minor2	1	2.5	13
Switchgear and related devices installation	Minor2	1	4.7	12
Electronic controls installation	Minor1	27	54.5	209
Computerized controls installation	Minor2	3	26.2	55
Energy management controls	Minor2	17	77.5	168
Environmental system control installation	Minor2	4	40.3	50
Communications specialization	Minor1	46	125.0	483
Cable television installation	Minor2	17	41.1	220
Fiber optic cable installation	Minor2	19	52.4	207
Sound equipment specialization	Minor2	105	43.6	226
Telephone and telephone equipment	Minor2	55	119.2	484
Voice, data, and video wiring contractor	Minor2	15	37.4	154
Safety and security specialization	Minor1	37	51.5	299
Access control systems specialization	Minor2	6	15.6	52
Closed circuit television installation	Minor2	3	5.7	26
Fire detection and burglar alarm systems	Minor2	75	125.1	672
Banking machine installation and service	Minor2	2	6.5	24
Computer installation	Minor2	18	24.8	108
General electrical contractor	Minor2	772	2,359.7	8,273
Lighting contractor	Minor2	18	46.5	150

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

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

SOUTH AFRICA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	18,665	19,638	20,348	21,049	21,747	5.2%	3.6%	3.4%	3.3%
Sales (\$Millions)	4,196	4,294	4,313	4,156	3,995	2.3%	0.4%	-3.6%	-3.9%
Employment	123,726	130,171	134,881	139,524	142,198	5.2%	3.6%	3.4%	1.9%
Sales (RandsM)	64,616	66,133	66,421	64,003	61,527	2.3%	0.4%	-3.6%	-3.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.22	0.22	0.21	0.20	0.18	-2.7%	-3.1%	-6.8%	-7.0%
Sales (\$) per Emp.	33,912	32,990	31,977	29,787	28,096	-2.7%	-3.1%	-6.8%	-5.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Rands(M)/Estab.	3.46	3.37	3.26	3.04	2.83	-2.7%	-3.1%	-6.8%	-7.0%
Rands per Emp.	522,249	508,047	492,446	458,724	432,682	-2.7%	-3.1%	-6.8%	-5.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	7,123	2,158	1,298	867	283	136	33	12	8,439	20,348
2025	7,368	2,232	1,342	897	293	140	34	12	8,729	21,049
2026	7,612	2,306	1,387	926	303	145	35	12	9,019	21,747
	Sales (\$Millions) by Size of Firm									Total
2024	368	355	501	800	667	701	412	396	112	4,313
2025	355	342	483	771	643	676	397	382	108	4,156
2026	341	329	464	741	618	650	381	367	104	3,995
	Employment by Size of Firm									Total
2024	17,807	12,517	17,647	26,088	16,834	17,126	9,663	8,761	8,439	134,881
2025	18,420	12,948	18,254	26,986	17,413	17,715	9,995	9,062	8,729	139,524
2026	19,031	13,377	18,859	27,881	17,991	18,303	8,374	9,363	9,019	142,198

SOUTH AFRICA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	12,627	1,482.3	58,621
Electric power systems contractors	Minor1	147	222.4	1,487
Cogeneration specialization	Minor2	5	1.1	135
Computer power conditioning	Minor2	5	0.8	23
Standby or emergency power specialization	Minor2	10	1.8	88
Switchgear and related devices installation	Minor2	5	3.5	80
Electronic controls installation	Minor1	177	41.0	1,394
Computerized controls installation	Minor2	22	19.7	364
Energy management controls	Minor2	111	58.2	1,121
Environmental system control installation	Minor2	29	30.3	334
Communications specialization	Minor1	309	93.9	3,224
Cable television installation	Minor2	111	30.9	1,469
Fiber optic cable installation	Minor2	123	39.4	1,377
Sound equipment specialization	Minor2	700	32.7	1,505
Telephone and telephone equipment	Minor2	365	89.6	3,229
Voice, data, and video wiring contractor	Minor2	97	28.1	1,025
Safety and security specialization	Minor1	244	38.7	1,991
Access control systems specialization	Minor2	40	11.7	348
Closed circuit television installation	Minor2	19	4.3	172
Fire detection and burglar alarm systems	Minor2	498	94.0	4,480
Banking machine installation and service	Minor2	17	4.9	160
Computer installation	Minor2	122	18.6	719
General electrical contractor	Minor2	5,146	1,773.1	55,176
Lighting contractor	Minor2	120	34.9	1,000

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	27,073	27,902	28,628	29,322	29,997	3.1%	2.6%	2.4%	2.3%
Sales (\$Millions)	24,589	25,775	26,726	26,502	26,291	4.8%	3.7%	-0.8%	-0.8%
Employment	179,458	184,955	189,763	194,365	196,143	3.1%	2.6%	2.4%	0.9%
Sales (WonB)	28,917	30,311	31,430	31,166	30,918	4.8%	3.7%	-0.8%	-0.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.91	0.92	0.93	0.90	0.88	1.7%	1.1%	-3.2%	-3.0%
Sales (\$) per Emp.	137,018	139,356	140,838	136,349	134,041	1.7%	1.1%	-3.2%	-1.7%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Won(B)/Estab.	1.07	1.09	1.10	1.06	1.03	1.7%	1.1%	-3.2%	-3.0%
Won per Emp.	161,133	163,883	165,625	160,347	157,632	1.7%	1.1%	-3.2%	-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.	
2024	10,021	3,036	1,826	1,219	399	191	47	16	11,873	28,628
2025	10,264	3,110	1,870	1,249	408	196	48	17	12,160	29,322
2026	10,500	3,181	1,913	1,278	418	200	49	17	12,440	29,997
	Sales (\$Millions) by Size of Firm									Total
2024	2,282	2,200	3,103	4,958	4,136	4,347	2,552	2,454	695	26,726
2025	2,263	2,181	3,077	4,916	4,101	4,310	2,530	2,434	689	26,502
2026	2,245	2,164	3,053	4,877	4,068	4,276	2,510	2,414	684	26,291
	Employment by Size of Firm									Total
2024	25,053	17,610	24,827	36,704	23,684	24,094	13,594	12,325	11,873	189,763
2025	25,661	18,037	25,429	37,594	24,258	24,678	13,924	12,624	12,160	194,365
2026	26,251	18,452	26,014	38,459	24,816	25,246	11,551	12,914	12,440	196,143

SOUTH KOREA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	17,590	9,452.3	81,663
Electric power systems contractors	Minor1	205	1,418.3	2,072
Cogeneration specialization	Minor2	7	7.3	188
Computer power conditioning	Minor2	7	5.1	32
Standby or emergency power specialization	Minor2	14	11.7	123
Switchgear and related devices installation	Minor2	7	22.5	111
Electronic controls installation	Minor1	247	261.2	1,942
Computerized controls installation	Minor2	31	125.7	507
Energy management controls	Minor2	155	371.2	1,561
Environmental system control installation	Minor2	41	193.1	465
Communications specialization	Minor1	430	598.8	4,491
Cable television installation	Minor2	155	196.9	2,047
Fiber optic cable installation	Minor2	172	251.1	1,919
Sound equipment specialization	Minor2	974	208.7	2,097
Telephone and telephone equipment	Minor2	509	571.3	4,499
Voice, data, and video wiring contractor	Minor2	135	179.4	1,428
Safety and security specialization	Minor1	340	246.6	2,774
Access control systems specialization	Minor2	55	74.9	485
Closed circuit television installation	Minor2	26	27.2	240
Fire detection and burglar alarm systems	Minor2	694	599.3	6,240
Banking machine installation and service	Minor2	23	31.2	222
Computer installation	Minor2	169	118.8	1,002
General electrical contractor	Minor2	7,169	11,306.2	76,864
Lighting contractor	Minor2	167	222.8	1,393

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

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

SPAIN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	20,652	21,173	21,635	22,070	22,487	2.5%	2.2%	2.0%	1.9%
Sales (\$Millions)	17,505	18,431	18,688	18,163	17,625	5.3%	1.4%	-2.8%	-3.0%
Employment	136,892	140,346	143,413	146,297	147,039	2.5%	2.2%	2.0%	0.5%
Sales (EurosM)	15,090	15,887	16,109	15,656	15,193	5.3%	1.4%	-2.8%	-3.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.85	0.87	0.86	0.82	0.78	2.7%	-0.8%	-4.7%	-4.8%
Sales (\$) per Emp.	127,878	131,323	130,312	124,150	119,868	2.7%	-0.8%	-4.7%	-3.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Euros(M)/Estab.	0.73	0.75	0.74	0.71	0.68	2.7%	-0.8%	-4.7%	-4.8%
Euros per Emp.	110,230	113,200	112,329	107,017	103,327	2.7%	-0.8%	-4.7%	-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.	
2024	7,574	2,295	1,380	922	301	144	35	12	8,973	21,635
2025	7,726	2,341	1,407	940	307	147	36	13	9,153	22,070
2026	7,872	2,385	1,434	958	313	150	37	13	9,326	22,487
	Sales (\$Millions) by Size of Firm									Total
2024	1,596	1,538	2,170	3,467	2,892	3,039	1,784	1,716	486	18,688
2025	1,551	1,495	2,109	3,369	2,810	2,954	1,734	1,668	472	18,163
2026	1,505	1,451	2,046	3,270	2,727	2,867	1,683	1,618	458	17,625
	Employment by Size of Firm									Total
2024	18,934	13,309	18,763	27,739	17,899	18,209	10,274	9,315	8,973	143,413
2025	19,315	13,576	19,140	28,297	18,259	18,575	10,480	9,502	9,153	146,297
2026	19,679	13,832	19,502	28,831	18,603	18,926	8,659	9,681	9,326	147,039

SPAIN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	13,240	6,478.1	61,467
Electric power systems contractors	Minor1	154	972.0	1,559
Cogeneration specialization	Minor2	5	5.0	141
Computer power conditioning	Minor2	5	3.5	24
Standby or emergency power specialization	Minor2	10	8.0	92
Switchgear and related devices installation	Minor2	6	15.4	83
Electronic controls installation	Minor1	186	179.0	1,462
Computerized controls installation	Minor2	23	86.1	382
Energy management controls	Minor2	116	254.4	1,175
Environmental system control installation	Minor2	31	132.3	350
Communications specialization	Minor1	324	410.4	3,380
Cable television installation	Minor2	117	135.0	1,541
Fiber optic cable installation	Minor2	129	172.1	1,444
Sound equipment specialization	Minor2	733	143.0	1,578
Telephone and telephone equipment	Minor2	383	391.5	3,386
Voice, data, and video wiring contractor	Minor2	102	122.9	1,075
Safety and security specialization	Minor1	256	169.0	2,088
Access control systems specialization	Minor2	41	51.3	365
Closed circuit television installation	Minor2	20	18.7	181
Fire detection and burglar alarm systems	Minor2	522	410.8	4,697
Banking machine installation and service	Minor2	17	21.4	167
Computer installation	Minor2	127	81.4	754
General electrical contractor	Minor2	5,396	7,748.7	57,855
Lighting contractor	Minor2	126	152.7	1,048

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

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

SWEDEN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,625	4,777	4,912	5,042	5,169	3.3%	2.8%	2.7%	2.5%
Sales (\$Millions)	7,309	7,355	7,420	7,178	6,931	0.6%	0.9%	-3.3%	-3.5%
Employment	30,659	31,663	32,558	33,422	33,802	3.3%	2.8%	2.7%	1.1%
Sales (KronasM)	62,124	62,521	63,071	61,015	58,910	0.6%	0.9%	-3.3%	-3.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.58	1.54	1.51	1.42	1.34	-2.6%	-1.9%	-5.8%	-5.8%
Sales (\$) per Emp.	238,388	232,303	227,904	214,780	205,037	-2.6%	-1.9%	-5.8%	-4.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Kronas(M)/Estab.	13.43	13.09	12.84	12.10	11.40	-2.6%	-1.9%	-5.8%	-5.8%
Kronas per Emp.	2,026,299	1,974,573	1,937,187	1,825,631	1,742,810	-2.6%	-1.9%	-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.	
2024	1,719	521	313	209	68	33	8	3	2,037	4,912
2025	1,765	535	322	215	70	34	8	3	2,091	5,042
2026	1,810	548	330	220	72	35	8	3	2,144	5,169
	Sales (\$Millions) by Size of Firm									Total
2024	634	611	862	1,376	1,148	1,207	709	681	193	7,420
2025	613	591	833	1,332	1,111	1,167	685	659	187	7,178
2026	592	570	805	1,286	1,072	1,127	662	636	180	6,931
	Employment by Size of Firm									Total
2024	4,298	3,021	4,260	6,297	4,063	4,134	2,332	2,115	2,037	32,558
2025	4,412	3,101	4,373	6,464	4,171	4,243	2,394	2,171	2,091	33,422
2026	4,524	3,180	4,483	6,628	4,277	4,351	1,991	2,226	2,144	33,802

SWEDEN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,025	2,560.3	14,042
Electric power systems contractors	Minor1	35	384.2	356
Cogeneration specialization	Minor2	1	2.0	32
Computer power conditioning	Minor2	1	1.4	5
Standby or emergency power specialization	Minor2	2	3.2	21
Switchgear and related devices installation	Minor2	1	6.1	19
Electronic controls installation	Minor1	43	70.7	334
Computerized controls installation	Minor2	5	34.0	87
Energy management controls	Minor2	27	100.5	268
Environmental system control installation	Minor2	7	52.3	80
Communications specialization	Minor1	74	162.2	772
Cable television installation	Minor2	27	53.3	352
Fiber optic cable installation	Minor2	30	68.0	330
Sound equipment specialization	Minor2	168	56.5	361
Telephone and telephone equipment	Minor2	87	154.7	774
Voice, data, and video wiring contractor	Minor2	23	48.6	246
Safety and security specialization	Minor1	58	66.8	477
Access control systems specialization	Minor2	9	20.3	83
Closed circuit television installation	Minor2	5	7.4	41
Fire detection and burglar alarm systems	Minor2	119	162.3	1,073
Banking machine installation and service	Minor2	4	8.4	38
Computer installation	Minor2	29	32.2	172
General electrical contractor	Minor2	1,233	3,062.4	13,217
Lighting contractor	Minor2	29	60.4	239

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	4,182	4,343	4,473	4,599	4,722	3.8%	3.0%	2.8%	2.7%
Sales (\$Millions)	10,700	10,719	10,955	10,724	10,488	0.2%	2.2%	-2.1%	-2.2%
Employment	27,724	28,787	29,648	30,482	30,878	3.8%	3.0%	2.8%	1.3%
Sales (SFrancoM)	9,737	9,754	9,969	9,759	9,544	0.2%	2.2%	-2.1%	-2.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	2.56	2.47	2.45	2.33	2.22	-3.5%	-0.8%	-4.8%	-4.8%
Sales (\$) per Emp.	385,935	372,339	369,516	351,800	339,672	-3.5%	-0.8%	-4.8%	-3.4%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
SFrancs(M)/Estab.	2.33	2.25	2.23	2.12	2.02	-3.5%	-0.8%	-4.8%	-4.8%
SFrancs per Emp.	351,201	338,829	336,260	320,138	309,101	-3.5%	-0.8%	-4.8%	-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.	
2024	1,566	474	285	191	62	30	7	3	1,855	4,473
2025	1,610	488	293	196	64	31	8	3	1,907	4,599
2026	1,653	501	301	201	66	32	8	3	1,958	4,722
	Sales (\$Millions) by Size of Firm									Total
2024	935	902	1,272	2,032	1,695	1,782	1,046	1,006	285	10,955
2025	916	883	1,245	1,989	1,659	1,744	1,024	985	279	10,724
2026	895	863	1,218	1,946	1,623	1,706	1,001	963	273	10,488
	Employment by Size of Firm									Total
2024	3,914	2,751	3,879	5,734	3,700	3,764	2,124	1,926	1,855	29,648
2025	4,024	2,829	3,988	5,896	3,804	3,870	2,184	1,980	1,907	30,482
2026	4,133	2,905	4,095	6,054	3,907	3,974	1,818	2,033	1,958	30,878

SWITZERLAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	2,759	3,824.8	12,807
Electric power systems contractors	Minor1	32	573.9	325
Cogeneration specialization	Minor2	1	3.0	29
Computer power conditioning	Minor2	1	2.1	5
Standby or emergency power specialization	Minor2	2	4.8	19
Switchgear and related devices installation	Minor2	1	9.1	17
Electronic controls installation	Minor1	39	105.7	305
Computerized controls installation	Minor2	5	50.8	80
Energy management controls	Minor2	24	150.2	245
Environmental system control installation	Minor2	6	78.1	73
Communications specialization	Minor1	67	242.3	704
Cable television installation	Minor2	24	79.7	321
Fiber optic cable installation	Minor2	27	101.6	301
Sound equipment specialization	Minor2	153	84.4	329
Telephone and telephone equipment	Minor2	80	231.2	705
Voice, data, and video wiring contractor	Minor2	21	72.6	224
Safety and security specialization	Minor1	53	99.8	435
Access control systems specialization	Minor2	9	30.3	76
Closed circuit television installation	Minor2	4	11.0	38
Fire detection and burglar alarm systems	Minor2	109	242.5	979
Banking machine installation and service	Minor2	4	12.6	35
Computer installation	Minor2	27	48.1	157
General electrical contractor	Minor2	1,124	4,575.0	12,055
Lighting contractor	Minor2	26	90.2	218

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	13,601	13,934	14,249	14,546	14,831	2.4%	2.3%	2.1%	2.0%
Sales (\$Millions)	8,837	8,908	9,343	9,360	9,391	0.8%	4.9%	0.2%	0.3%
Employment	90,155	92,362	94,449	96,419	96,979	2.4%	2.3%	2.1%	0.6%
Sales (DollarsM)	245,673	247,637	259,725	260,211	261,075	0.8%	4.9%	0.2%	0.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.65	0.64	0.66	0.64	0.63	-1.6%	2.6%	-1.9%	-1.6%
Sales (\$) per Emp.	98,021	96,444	98,917	97,077	96,838	-1.6%	2.6%	-1.9%	-0.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	18.06	17.77	18.23	17.89	17.60	-1.6%	2.6%	-1.9%	-1.6%
Dollars per Emp.	2,724,995	2,681,151	2,749,897	2,698,742	2,692,085	-1.6%	2.6%	-1.9%	-0.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	4,988	1,511	909	607	198	95	23	8	5,909	14,249
2025	5,092	1,543	928	620	203	97	24	8	6,032	14,546
2026	5,192	1,573	946	632	207	99	24	8	6,151	14,831
	Sales (\$Millions) by Size of Firm									Total
2024	798	769	1,085	1,733	1,446	1,519	892	858	243	9,343
2025	799	770	1,087	1,736	1,448	1,522	894	860	243	9,360
2026	802	773	1,090	1,742	1,453	1,527	897	862	244	9,391
	Employment by Size of Firm									Total
2024	12,469	8,765	12,357	18,268	11,788	11,992	6,766	6,134	5,909	94,449
2025	12,730	8,948	12,615	18,649	12,034	12,242	6,907	6,262	6,032	96,419
2026	12,979	9,123	12,862	19,015	12,270	12,482	5,711	6,385	6,151	96,979

TAIWAN

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	8,726	3,338.5	40,511
Electric power systems contractors	Minor1	102	500.9	1,028
Cogeneration specialization	Minor2	3	2.6	93
Computer power conditioning	Minor2	3	1.8	16
Standby or emergency power specialization	Minor2	7	4.1	61
Switchgear and related devices installation	Minor2	4	7.9	55
Electronic controls installation	Minor1	123	92.2	964
Computerized controls installation	Minor2	15	44.4	252
Energy management controls	Minor2	77	131.1	775
Environmental system control installation	Minor2	20	68.2	231
Communications specialization	Minor1	213	211.5	2,228
Cable television installation	Minor2	77	69.6	1,015
Fiber optic cable installation	Minor2	85	88.7	952
Sound equipment specialization	Minor2	483	73.7	1,040
Telephone and telephone equipment	Minor2	252	201.8	2,232
Voice, data, and video wiring contractor	Minor2	67	63.3	708
Safety and security specialization	Minor1	169	87.1	1,376
Access control systems specialization	Minor2	27	26.5	241
Closed circuit television installation	Minor2	13	9.6	119
Fire detection and burglar alarm systems	Minor2	344	211.7	3,096
Banking machine installation and service	Minor2	11	11.0	110
Computer installation	Minor2	84	42.0	497
General electrical contractor	Minor2	3,556	3,993.3	38,130
Lighting contractor	Minor2	83	78.7	691

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	38,157	38,765	39,609	40,403	41,162	1.6%	2.2%	2.0%	1.9%
Sales (\$Millions)	7,739	8,598	9,177	9,340	9,534	11.1%	6.7%	1.8%	2.1%
Employment	252,930	256,957	262,552	267,814	269,153	1.6%	2.2%	2.0%	0.5%
Sales (BahtsM)	256,942	285,453	304,664	310,083	316,531	11.1%	6.7%	1.8%	2.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.20	0.22	0.23	0.23	0.23	9.4%	4.5%	-0.2%	0.2%
Sales (\$) per Emp.	30,598	33,461	34,952	34,874	35,422	9.4%	4.5%	-0.2%	1.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Bahts(M)/Estab.	6.73	7.36	7.69	7.67	7.69	9.4%	4.5%	-0.2%	0.2%
Bahts per Emp.	1,015,862	1,110,900	1,160,394	1,157,829	1,176,025	9.4%	4.5%	-0.2%	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.	
2024	13,865	4,201	2,526	1,687	552	264	65	23	16,427	39,609
2025	14,143	4,285	2,576	1,721	563	270	66	23	16,756	40,403
2026	14,409	4,366	2,625	1,753	573	275	67	24	17,071	41,162
	Sales (\$Millions) by Size of Firm									Total
2024	783	755	1,065	1,702	1,420	1,492	876	843	239	9,177
2025	797	769	1,084	1,733	1,445	1,519	892	858	243	9,340
2026	814	785	1,107	1,769	1,475	1,551	910	875	248	9,534
	Employment by Size of Firm									Total
2024	34,663	24,365	34,350	50,783	32,768	33,336	18,809	17,053	16,427	262,552
2025	35,358	24,853	35,039	51,800	33,425	34,004	19,186	17,395	16,756	267,814
2026	36,022	25,320	35,697	52,774	34,053	34,643	15,851	17,722	17,071	269,153

THAILAND

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	24,237	3,331.2	112,523
Electric power systems contractors	Minor1	282	499.8	2,855
Cogeneration specialization	Minor2	10	2.6	259
Computer power conditioning	Minor2	10	1.8	44
Standby or emergency power specialization	Minor2	19	4.1	169
Switchgear and related devices installation	Minor2	10	7.9	153
Electronic controls installation	Minor1	341	92.0	2,676
Computerized controls installation	Minor2	43	44.3	699
Energy management controls	Minor2	213	130.8	2,151
Environmental system control installation	Minor2	57	68.0	641
Communications specialization	Minor1	592	211.0	6,188
Cable television installation	Minor2	214	69.4	2,820
Fiber optic cable installation	Minor2	237	88.5	2,644
Sound equipment specialization	Minor2	1,343	73.5	2,889
Telephone and telephone equipment	Minor2	701	201.3	6,198
Voice, data, and video wiring contractor	Minor2	186	63.2	1,968
Safety and security specialization	Minor1	468	86.9	3,822
Access control systems specialization	Minor2	76	26.4	669
Closed circuit television installation	Minor2	36	9.6	331
Fire detection and burglar alarm systems	Minor2	956	211.2	8,598
Banking machine installation and service	Minor2	32	11.0	307
Computer installation	Minor2	233	41.9	1,381
General electrical contractor	Minor2	9,878	3,984.6	105,910
Lighting contractor	Minor2	230	78.5	1,919

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	32,438	33,913	35,041	36,144	37,237	4.5%	3.3%	3.1%	3.0%
Sales (\$Millions)	8,960	8,830	8,515	7,912	7,306	-1.5%	-3.6%	-7.1%	-7.7%
Employment	215,017	224,799	232,272	239,586	243,486	4.5%	3.3%	3.1%	1.6%
Sales (LirasM)	85,123	83,888	80,897	75,163	69,412	-1.5%	-3.6%	-7.1%	-7.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.28	0.26	0.24	0.22	0.20	-5.7%	-6.7%	-9.9%	-10.4%
Sales (\$) per Emp.	41,673	39,281	36,661	33,023	30,008	-5.7%	-6.7%	-9.9%	-9.1%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Liras(M)/Estab.	2.62	2.47	2.31	2.08	1.86	-5.7%	-6.7%	-9.9%	-10.4%
Liras per Emp.	395,892	373,169	348,284	313,720	285,074	-5.7%	-6.7%	-9.9%	-9.1%

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.	
2024	12,266	3,716	2,234	1,493	488	234	57	20	14,532	35,041
2025	12,652	3,833	2,305	1,540	503	241	59	21	14,990	36,144
2026	13,035	3,949	2,374	1,586	519	249	61	21	15,443	37,237
	Sales (\$Millions) by Size of Firm									Total
2024	727	701	989	1,580	1,318	1,385	813	782	221	8,515
2025	676	651	919	1,468	1,224	1,287	755	727	206	7,912
2026	624	601	848	1,355	1,131	1,188	698	671	190	7,306
	Employment by Size of Firm									Total
2024	30,665	21,555	30,389	44,926	28,989	29,491	16,639	15,086	14,532	232,272
2025	31,631	22,233	31,346	46,340	29,902	30,420	17,163	15,561	14,990	239,586
2026	32,587	22,905	32,293	47,741	30,806	31,339	14,339	16,032	15,443	243,486

TURKEY

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	21,682	2,821.9	100,662
Electric power systems contractors	Minor1	252	423.4	2,554
Cogeneration specialization	Minor2	9	2.2	232
Computer power conditioning	Minor2	9	1.5	39
Standby or emergency power specialization	Minor2	17	3.5	151
Switchgear and related devices installation	Minor2	9	6.7	137
Electronic controls installation	Minor1	305	78.0	2,394
Computerized controls installation	Minor2	38	37.5	625
Energy management controls	Minor2	190	110.8	1,925
Environmental system control installation	Minor2	51	57.6	573
Communications specialization	Minor1	530	178.8	5,536
Cable television installation	Minor2	191	58.8	2,523
Fiber optic cable installation	Minor2	212	75.0	2,365
Sound equipment specialization	Minor2	1,201	62.3	2,585
Telephone and telephone equipment	Minor2	627	170.6	5,545
Voice, data, and video wiring contractor	Minor2	166	53.5	1,760
Safety and security specialization	Minor1	419	73.6	3,419
Access control systems specialization	Minor2	68	22.4	598
Closed circuit television installation	Minor2	32	8.1	296
Fire detection and burglar alarm systems	Minor2	855	178.9	7,692
Banking machine installation and service	Minor2	29	9.3	274
Computer installation	Minor2	209	35.5	1,235
General electrical contractor	Minor2	8,837	3,375.4	94,747
Lighting contractor	Minor2	206	66.5	1,717

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	22,774	23,173	23,596	23,986	24,353	1.8%	1.8%	1.7%	1.5%
Sales (\$Millions)	2,169	2,445	2,687	2,809	2,952	12.7%	9.9%	4.5%	5.1%
Employment	150,963	153,607	156,412	158,998	159,242	1.8%	1.8%	1.7%	0.2%
Sales (HryvnaM)	56,824	64,055	70,411	73,599	77,350	12.7%	9.9%	4.5%	5.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.10	0.11	0.11	0.12	0.12	10.8%	8.0%	2.8%	3.5%
Sales (\$) per Emp.	14,367	15,916	17,182	17,668	18,540	10.8%	8.0%	2.8%	4.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Hryvna(M)/Estab.	2.50	2.76	2.98	3.07	3.18	10.8%	8.0%	2.8%	3.5%
Hryvna per Emp.	376,409	417,004	450,161	462,892	485,736	10.8%	8.0%	2.8%	4.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	8,260	2,503	1,505	1,005	329	157	39	13	9,786	23,596
2025	8,397	2,544	1,530	1,022	334	160	39	14	9,948	23,986
2026	8,525	2,583	1,553	1,037	339	163	40	14	10,100	24,353
	Sales (\$Millions) by Size of Firm									Total
2024	229	221	312	499	416	437	257	247	70	2,687
2025	240	231	326	521	435	457	268	258	73	2,809
2026	252	243	343	548	457	480	282	271	77	2,952
	Employment by Size of Firm									Total
2024	20,650	14,515	20,464	30,253	19,521	19,859	11,205	10,159	9,786	156,412
2025	20,991	14,755	20,802	30,753	19,844	20,188	11,390	10,327	9,948	158,998
2026	21,312	14,980	21,120	31,223	20,147	20,496	9,378	10,485	10,100	159,242

UKRAINE

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	14,389	1,001.9	66,803
Electric power systems contractors	Minor1	168	150.3	1,695
Cogeneration specialization	Minor2	6	0.8	154
Computer power conditioning	Minor2	6	0.5	26
Standby or emergency power specialization	Minor2	11	1.2	100
Switchgear and related devices installation	Minor2	6	2.4	91
Electronic controls installation	Minor1	202	27.7	1,589
Computerized controls installation	Minor2	25	13.3	415
Energy management controls	Minor2	126	39.3	1,277
Environmental system control installation	Minor2	34	20.5	380
Communications specialization	Minor1	352	63.5	3,674
Cable television installation	Minor2	127	20.9	1,674
Fiber optic cable installation	Minor2	141	26.6	1,570
Sound equipment specialization	Minor2	797	22.1	1,715
Telephone and telephone equipment	Minor2	416	60.6	3,680
Voice, data, and video wiring contractor	Minor2	110	19.0	1,168
Safety and security specialization	Minor1	278	26.1	2,269
Access control systems specialization	Minor2	45	7.9	397
Closed circuit television installation	Minor2	21	2.9	197
Fire detection and burglar alarm systems	Minor2	568	63.5	5,105
Banking machine installation and service	Minor2	19	3.3	182
Computer installation	Minor2	138	12.6	820
General electrical contractor	Minor2	5,865	1,198.4	62,877
Lighting contractor	Minor2	137	23.6	1,139

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

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

UNITED ARAB EMIRATES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	5,836	6,212	6,439	6,662	6,885	6.4%	3.6%	3.5%	3.3%
Sales (\$Millions)	6,183	6,630	6,644	6,389	6,128	7.2%	0.2%	-3.8%	-4.1%
Employment	38,685	41,179	42,681	44,163	45,022	6.4%	3.6%	3.5%	1.9%
Sales (DirhamM)	22,691	24,332	24,383	23,447	22,489	7.2%	0.2%	-3.8%	-4.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.06	1.07	1.03	0.96	0.89	0.7%	-3.3%	-7.1%	-7.2%
Sales (\$) per Emp.	159,827	161,007	155,662	144,665	136,106	0.7%	-3.3%	-7.1%	-5.9%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dirham(M)/Estab.	3.89	3.92	3.79	3.52	3.27	0.7%	-3.3%	-7.1%	-7.2%
Dirham per Emp.	586,564	590,896	571,281	530,920	499,509	0.7%	-3.3%	-7.1%	-5.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	2,254	683	411	274	90	43	11	4	2,670	6,439
2025	2,332	707	425	284	93	44	11	4	2,763	6,662
2026	2,410	730	439	293	96	46	11	4	2,855	6,885
	Sales (\$Millions) by Size of Firm									Total
2024	567	547	771	1,232	1,028	1,081	634	610	173	6,644
2025	545	526	742	1,185	989	1,039	610	587	166	6,389
2026	523	504	711	1,137	948	997	585	563	159	6,128
	Employment by Size of Firm									Total
2024	5,635	3,961	5,584	8,255	5,327	5,419	3,058	2,772	2,670	42,681
2025	5,830	4,098	5,778	8,542	5,512	5,607	3,164	2,868	2,763	44,163
2026	6,026	4,235	5,971	8,828	5,696	5,795	2,651	2,964	2,855	45,022

UNITED ARAB EMIRATES

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	3,997	2,278.7	18,555
Electric power systems contractors	Minor1	47	341.9	471
Cogeneration specialization	Minor2	2	1.8	43
Computer power conditioning	Minor2	2	1.2	7
Standby or emergency power specialization	Minor2	3	2.8	28
Switchgear and related devices installation	Minor2	2	5.4	25
Electronic controls installation	Minor1	56	63.0	441
Computerized controls installation	Minor2	7	30.3	115
Energy management controls	Minor2	35	89.5	355
Environmental system control installation	Minor2	9	46.5	106
Communications specialization	Minor1	98	144.3	1,020
Cable television installation	Minor2	35	47.5	465
Fiber optic cable installation	Minor2	39	60.5	436
Sound equipment specialization	Minor2	221	50.3	476
Telephone and telephone equipment	Minor2	116	137.7	1,022
Voice, data, and video wiring contractor	Minor2	31	43.2	324
Safety and security specialization	Minor1	77	59.4	630
Access control systems specialization	Minor2	13	18.1	110
Closed circuit television installation	Minor2	6	6.6	55
Fire detection and burglar alarm systems	Minor2	158	144.5	1,418
Banking machine installation and service	Minor2	5	7.5	51
Computer installation	Minor2	38	28.6	228
General electrical contractor	Minor2	1,629	2,725.6	17,465
Lighting contractor	Minor2	38	53.7	316

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	29,546	30,599	31,447	32,265	33,063	3.6%	2.8%	2.6%	2.5%
Sales (\$Millions)	35,658	35,470	35,018	33,227	31,404	-0.5%	-1.3%	-5.1%	-5.5%
Employment	195,851	202,827	208,453	213,871	216,194	3.6%	2.8%	2.6%	1.1%
Sales (PoundsM)	26,137	26,000	25,668	24,356	23,019	-0.5%	-1.3%	-5.1%	-5.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.21	1.16	1.11	1.03	0.95	-3.9%	-3.9%	-7.5%	-7.8%
Sales (\$) per Emp.	182,066	174,880	167,992	155,362	145,261	-3.9%	-3.9%	-7.5%	-6.5%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Pounds(M)/Estab.	0.88	0.85	0.82	0.75	0.70	-3.9%	-3.9%	-7.5%	-7.8%
Pounds per Emp.	133,454	128,187	123,138	113,880	106,476	-3.9%	-3.9%	-7.5%	-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.	
2024	11,008	3,335	2,005	1,339	438	210	51	18	13,042	31,447
2025	11,294	3,422	2,057	1,374	449	215	53	18	13,381	32,265
2026	11,574	3,507	2,108	1,408	460	221	54	19	13,712	33,063
	Sales (\$Millions) by Size of Firm									Total
2024	2,990	2,883	4,066	6,496	5,419	5,695	3,344	3,216	911	35,018
2025	2,837	2,735	3,858	6,164	5,142	5,404	3,173	3,051	864	33,227
2026	2,681	2,585	3,646	5,826	4,859	5,108	2,999	2,884	817	31,404
	Employment by Size of Firm									Total
2024	27,521	19,344	27,272	40,319	26,016	26,467	14,933	13,539	13,042	208,453
2025	28,236	19,847	27,981	41,367	26,692	27,155	15,321	13,891	13,381	213,871
2026	28,935	20,338	28,673	42,390	27,353	27,827	12,732	14,235	13,712	216,194

UNITED KINGDOM

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	19,355	11,851.2	89,858
Electric power systems contractors	Minor1	225	1,778.2	2,280
Cogeneration specialization	Minor2	8	9.2	207
Computer power conditioning	Minor2	8	6.4	35
Standby or emergency power specialization	Minor2	15	14.7	135
Switchgear and related devices installation	Minor2	8	28.2	122
Electronic controls installation	Minor1	272	327.5	2,137
Computerized controls installation	Minor2	34	157.5	558
Energy management controls	Minor2	170	465.4	1,718
Environmental system control installation	Minor2	45	242.0	512
Communications specialization	Minor1	473	750.7	4,942
Cable television installation	Minor2	171	246.9	2,252
Fiber optic cable installation	Minor2	189	314.8	2,111
Sound equipment specialization	Minor2	1,072	261.7	2,307
Telephone and telephone equipment	Minor2	560	716.3	4,950
Voice, data, and video wiring contractor	Minor2	148	224.9	1,571
Safety and security specialization	Minor1	374	309.2	3,052
Access control systems specialization	Minor2	61	93.9	534
Closed circuit television installation	Minor2	29	34.1	264
Fire detection and burglar alarm systems	Minor2	763	751.5	6,867
Banking machine installation and service	Minor2	25	39.1	245
Computer installation	Minor2	186	149.0	1,103
General electrical contractor	Minor2	7,888	14,175.6	84,578
Lighting contractor	Minor2	184	279.4	1,532

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	139,834	144,425	148,288	151,996	155,606	3.3%	2.7%	2.5%	2.4%
Sales (\$Millions)	261,607	271,592	282,029	280,033	278,215	3.8%	3.8%	-0.7%	-0.6%
Employment	926,912	957,340	982,948	1,007,526	1,017,489	3.3%	2.7%	2.5%	1.0%
Sales (DollarsM)	261,607	271,592	282,029	280,033	278,215	3.8%	3.8%	-0.7%	-0.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	1.87	1.88	1.90	1.84	1.79	0.5%	1.1%	-3.1%	-3.0%
Sales (\$) per Emp.	282,235	283,695	286,922	277,942	273,433	0.5%	1.1%	-3.1%	-1.6%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dollars(M)/Estab.	1.87	1.88	1.90	1.84	1.79	0.5%	1.1%	-3.1%	-3.0%
Dollars per Emp.	282,235	283,695	286,922	277,942	273,433	0.5%	1.1%	-3.1%	-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.	
2024	51,909	15,727	9,456	6,316	2,065	990	242	85	61,498	148,288
2025	53,207	16,120	9,692	6,474	2,117	1,014	248	87	63,036	151,996
2026	54,471	16,503	9,923	6,628	2,167	1,039	254	89	64,533	155,606
	Sales (\$Millions) by Size of Firm									Total
2024	24,079	23,215	32,746	52,319	43,641	45,869	26,929	25,898	7,333	282,029
2025	23,909	23,051	32,514	51,948	43,332	45,544	26,739	25,714	7,282	280,033
2026	23,754	22,901	32,303	51,611	43,051	45,248	26,565	25,547	7,234	278,215
	Employment by Size of Firm									Total
2024	129,772	91,216	128,601	190,120	122,678	124,803	70,416	63,843	61,498	982,948
2025	133,017	93,497	131,817	194,874	125,745	127,924	72,177	65,439	63,036	1,007,526
2026	136,177	95,718	134,948	199,503	128,732	130,963	59,921	66,993	64,533	1,017,489

UNITED STATES

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	91,179	99,879.5	423,313
Electric power systems contractors	Minor1	1,062	14,986.5	10,739
Cogeneration specialization	Minor2	36	77.5	974
Computer power conditioning	Minor2	36	54.3	166
Standby or emergency power specialization	Minor2	72	124.1	636
Switchgear and related devices installation	Minor2	38	237.3	574
Electronic controls installation	Minor1	1,282	2,759.8	10,068
Computerized controls installation	Minor2	161	1,327.7	2,630
Energy management controls	Minor2	801	3,922.0	8,093
Environmental system control installation	Minor2	213	2,039.9	2,410
Communications specialization	Minor1	2,228	6,327.1	23,281
Cable television installation	Minor2	803	2,080.8	10,610
Fiber optic cable installation	Minor2	891	2,652.9	9,946
Sound equipment specialization	Minor2	5,051	2,205.2	10,870
Telephone and telephone equipment	Minor2	2,637	6,036.9	23,319
Voice, data, and video wiring contractor	Minor2	700	1,895.3	7,403
Safety and security specialization	Minor1	1,762	2,605.7	14,379
Access control systems specialization	Minor2	285	791.4	2,516
Closed circuit television installation	Minor2	136	287.6	1,245
Fire detection and burglar alarm systems	Minor2	3,597	6,333.1	32,347
Banking machine installation and service	Minor2	120	329.4	1,153
Computer installation	Minor2	878	1,255.4	5,195
General electrical contractor	Minor2	37,162	119,469.1	398,438
Lighting contractor	Minor2	866	2,354.7	7,218

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	13,673	14,290	14,760	15,219	15,673	4.5%	3.3%	3.1%	3.0%
Sales (\$Millions)	4,946	4,867	4,686	4,348	4,009	-1.6%	-3.7%	-7.2%	-7.8%
Employment	90,634	94,726	97,838	100,881	102,484	4.5%	3.3%	3.1%	1.6%
Sales (BolivarsB)	2,162,823	2,127,976	2,048,848	1,900,935	1,752,736	-1.6%	-3.7%	-7.2%	-7.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.36	0.34	0.32	0.29	0.26	-5.9%	-6.8%	-10.0%	-10.5%
Sales (\$) per Emp.	54,577	51,378	47,894	43,096	39,114	-5.9%	-6.8%	-10.0%	-9.2%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Bolivars(B)/Estab.	158.18	148.91	138.81	124.91	111.83	-5.9%	-6.8%	-10.0%	-10.5%
Bolivars per Emp.	23,863,285	22,464,545	20,941,207	18,843,388	17,102,522	-5.9%	-6.8%	-10.0%	-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.	
2024	5,167	1,565	941	629	206	99	24	8	6,121	14,760
2025	5,327	1,614	970	648	212	102	25	9	6,312	15,219
2026	5,486	1,662	999	668	218	105	26	9	6,500	15,673
	Sales (\$Millions) by Size of Firm									Total
2024	400	386	544	869	725	762	447	430	122	4,686
2025	371	358	505	807	673	707	415	399	113	4,348
2026	342	330	465	744	620	652	383	368	104	4,009
	Employment by Size of Firm									Total
2024	12,917	9,079	12,800	18,924	12,211	12,422	7,009	6,355	6,121	97,838
2025	13,319	9,362	13,198	19,512	12,591	12,809	7,227	6,552	6,312	100,881
2026	13,716	9,641	13,592	20,095	12,966	13,191	6,035	6,748	6,500	102,484

VENEZUELA

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	9,130	1,550.6	42,385
Electric power systems contractors	Minor1	106	232.7	1,075
Cogeneration specialization	Minor2	4	1.2	98
Computer power conditioning	Minor2	4	0.8	17
Standby or emergency power specialization	Minor2	7	1.9	64
Switchgear and related devices installation	Minor2	4	3.7	57
Electronic controls installation	Minor1	128	42.8	1,008
Computerized controls installation	Minor2	16	20.6	263
Energy management controls	Minor2	80	60.9	810
Environmental system control installation	Minor2	21	31.7	241
Communications specialization	Minor1	223	98.2	2,331
Cable television installation	Minor2	80	32.3	1,062
Fiber optic cable installation	Minor2	89	41.2	996
Sound equipment specialization	Minor2	506	34.2	1,088
Telephone and telephone equipment	Minor2	264	93.7	2,335
Voice, data, and video wiring contractor	Minor2	70	29.4	741
Safety and security specialization	Minor1	176	40.5	1,440
Access control systems specialization	Minor2	29	12.3	252
Closed circuit television installation	Minor2	14	4.5	125
Fire detection and burglar alarm systems	Minor2	360	98.3	3,239
Banking machine installation and service	Minor2	12	5.1	115
Computer installation	Minor2	88	19.5	520
General electrical contractor	Minor2	3,721	1,854.8	39,894
Lighting contractor	Minor2	87	36.6	723

*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			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Establishments	52,183	54,141	55,878	57,572	59,246	3.8%	3.2%	3.0%	2.9%
Sales (\$Millions)	5,183	5,357	5,873	6,124	6,419	3.4%	9.6%	4.3%	4.8%
Employment	345,904	358,881	370,393	381,625	387,398	3.8%	3.2%	3.0%	1.5%
Sales (DongsB)	117,711	121,659	133,378	139,084	145,791	3.4%	9.6%	4.3%	4.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2022	2023	2024	2025	2026	22-23	23-24	24-25	25-26
Sales (\$M)/Estab.	0.10	0.10	0.11	0.11	0.11	-0.4%	6.2%	1.2%	1.9%
Sales (\$) per Emp.	14,984	14,926	15,856	16,047	16,571	-0.4%	6.2%	1.2%	3.3%
Emps. per Estab.	6.6	6.6	6.6	6.6	6.5	0.0%	0.0%	0.0%	-1.4%
Dongs(B)/Estab.	2.26	2.25	2.39	2.42	2.46	-0.4%	6.2%	1.2%	1.9%
Dongs per Emp.	340,301	338,995	360,098	364,451	376,333	-0.4%	6.2%	1.2%	3.3%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2024	19,560	5,926	3,563	2,380	778	373	91	32	23,174	55,878
2025	20,153	6,106	3,671	2,452	802	384	94	33	23,876	57,572
2026	20,739	6,283	3,778	2,524	825	395	97	34	24,570	59,246
	Sales (\$Millions) by Size of Firm									Total
2024	501	483	682	1,089	909	955	561	539	153	5,873
2025	523	504	711	1,136	948	996	585	562	159	6,124
2026	548	528	745	1,191	993	1,044	613	589	167	6,419
	Employment by Size of Firm									Total
2024	48,900	34,372	48,459	71,641	46,227	47,028	26,534	24,057	23,174	370,393
2025	50,383	35,414	49,929	73,813	47,629	48,454	27,339	24,787	23,876	381,625
2026	51,848	36,444	51,380	75,959	49,014	49,863	22,814	25,507	24,570	387,398

VIETNAM

SUB-INDUSTRIES – 2025 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Electrical work	Major1	34,536	2,184.3	160,340
Electric power systems contractors	Minor1	402	327.7	4,068
Cogeneration specialization	Minor2	14	1.7	369
Computer power conditioning	Minor2	14	1.2	63
Standby or emergency power specialization	Minor2	27	2.7	241
Switchgear and related devices installation	Minor2	15	5.2	217
Electronic controls installation	Minor1	485	60.4	3,814
Computerized controls installation	Minor2	61	29.0	996
Energy management controls	Minor2	303	85.8	3,066
Environmental system control installation	Minor2	81	44.6	913
Communications specialization	Minor1	844	138.4	8,818
Cable television installation	Minor2	304	45.5	4,019
Fiber optic cable installation	Minor2	338	58.0	3,767
Sound equipment specialization	Minor2	1,913	48.2	4,117
Telephone and telephone equipment	Minor2	999	132.0	8,833
Voice, data, and video wiring contractor	Minor2	265	41.4	2,804
Safety and security specialization	Minor1	668	57.0	5,446
Access control systems specialization	Minor2	108	17.3	953
Closed circuit television installation	Minor2	51	6.3	472
Fire detection and burglar alarm systems	Minor2	1,362	138.5	12,252
Banking machine installation and service	Minor2	45	7.2	437
Computer installation	Minor2	332	27.5	1,968
General electrical contractor	Minor2	14,076	2,612.7	150,918
Lighting contractor	Minor2	328	51.5	2,734

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

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

DEFINITIONS AND TERMS

Methodology

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

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

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

Number of Establishments

General Definition

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

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

Sector-Specific Information

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

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors. An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 2007. Leased service departments (separately owned businesses

operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

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

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

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

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

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

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

Sales, Shipments, Receipts, Revenue, or Business Done

General Definition

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

Sector-Specific Information

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

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

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

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

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

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

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

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

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

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

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

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

Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and

Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - **TAXABLE ESTABLISHMENTS:** Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold whether or not payment was received. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, Subsidiaries, and branches are included.

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

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

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

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

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

government lottery tickets.

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

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

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

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

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

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

Number of Employees

General Definition

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

Sector-Specific Information

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

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

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

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

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

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

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

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

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

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

