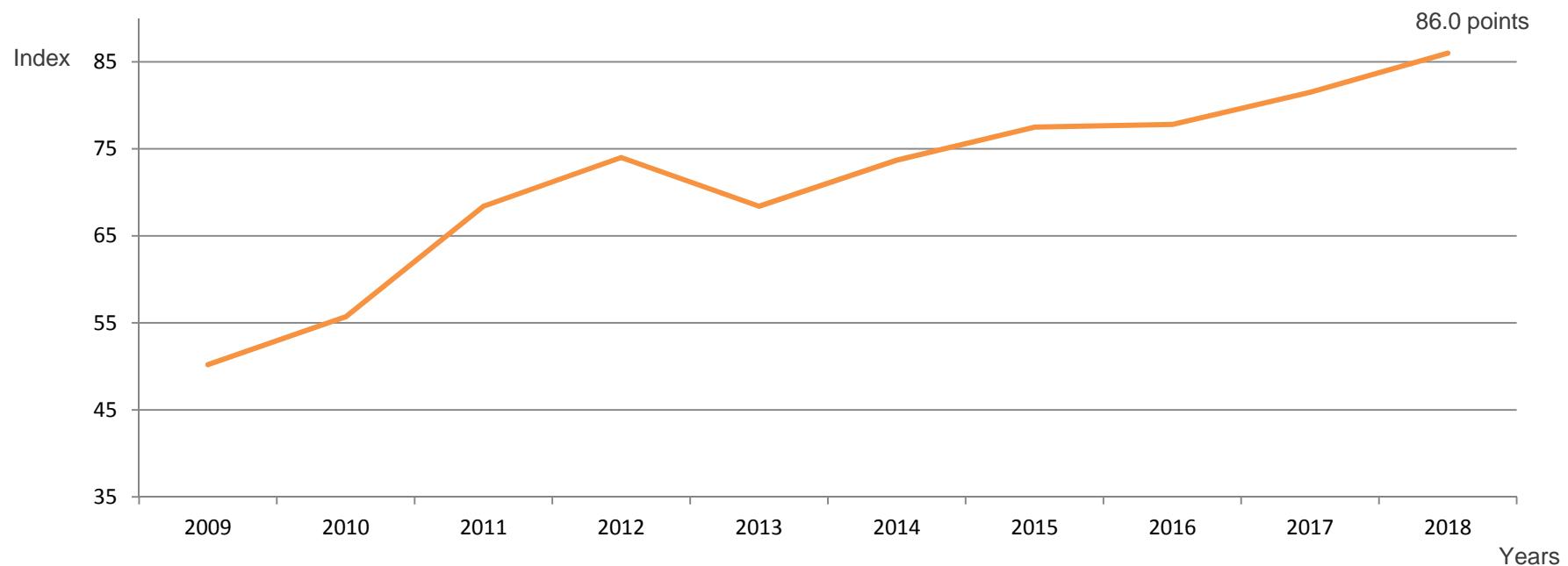


Key economic data for the electrical-engineering trade

(As of 2017)

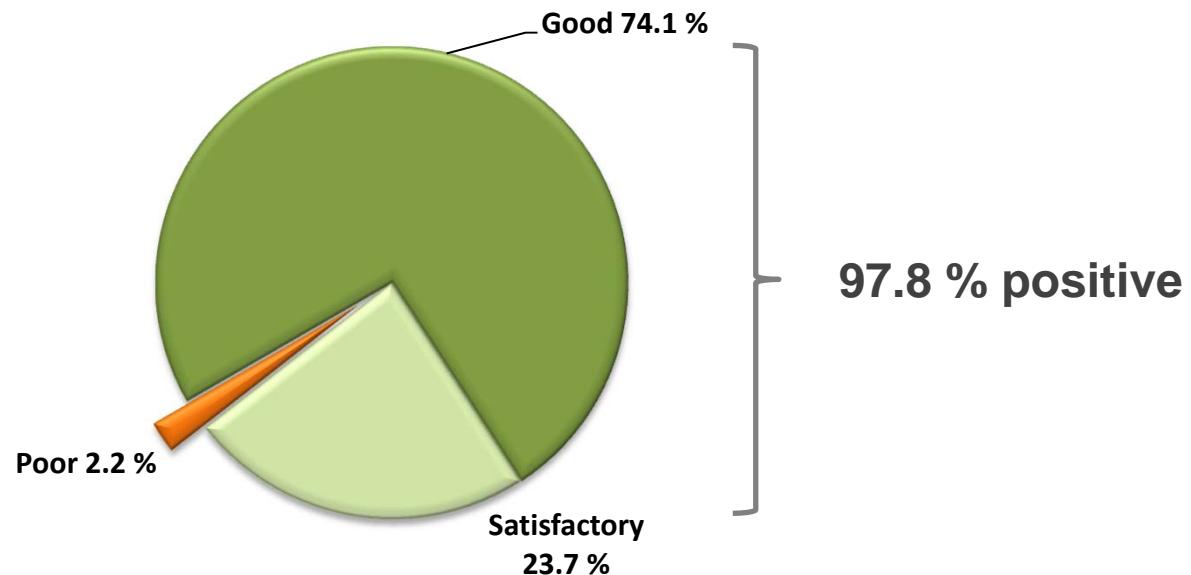
- Companies: 53,755
- Employees: 491,542
- Trainees: 40,166
- Annual turnover: €57.6 billion
- Over 8,000 qualified electrical-brand companies

Business-climate index



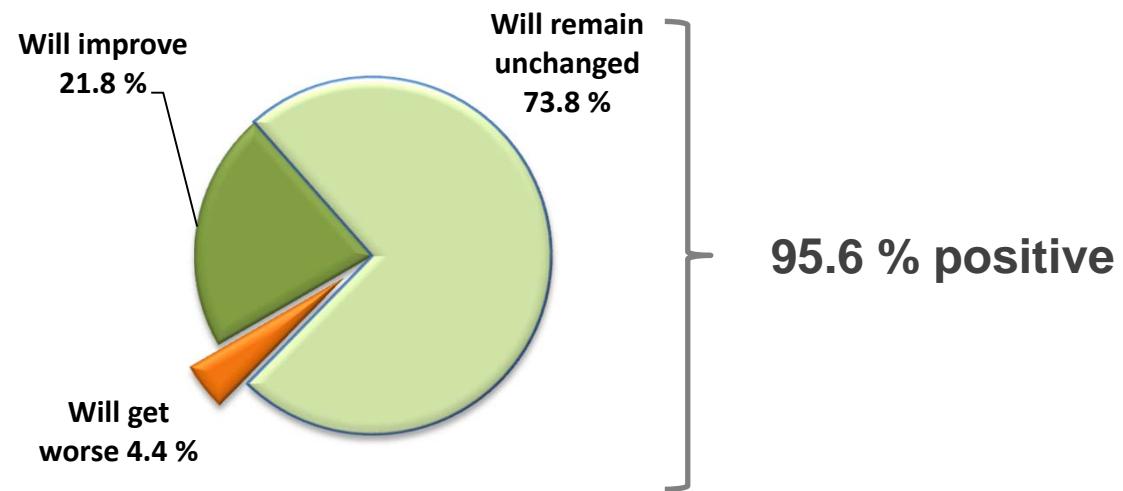
- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)

Current business situation



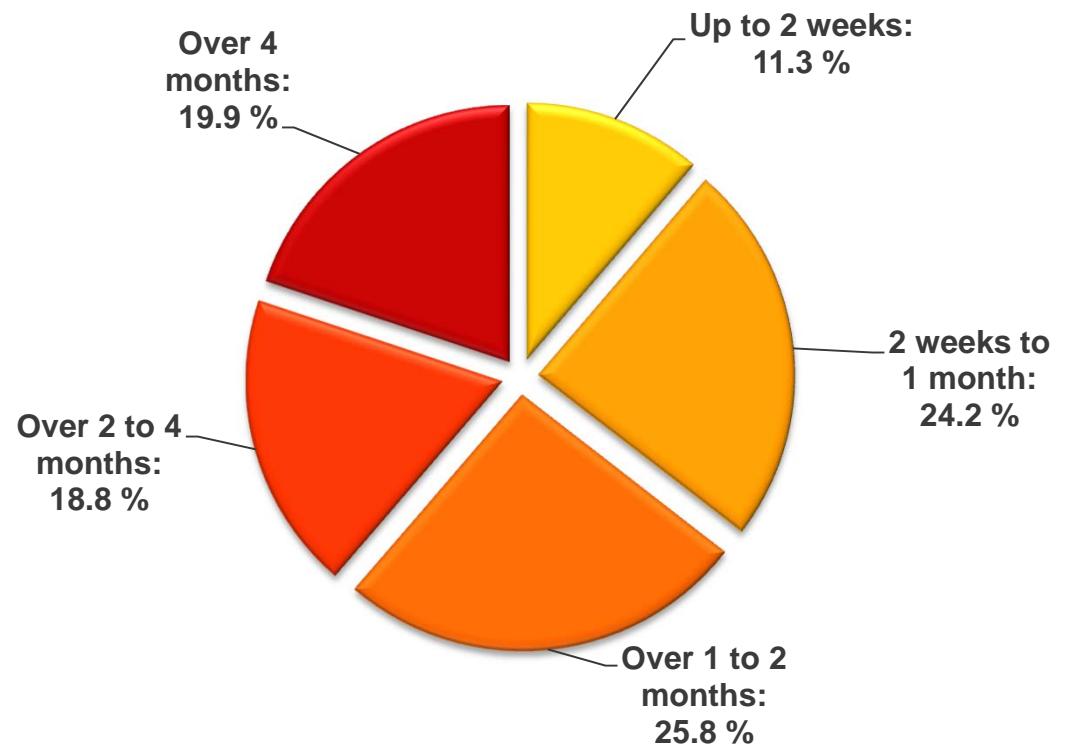
- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)

Future business situation



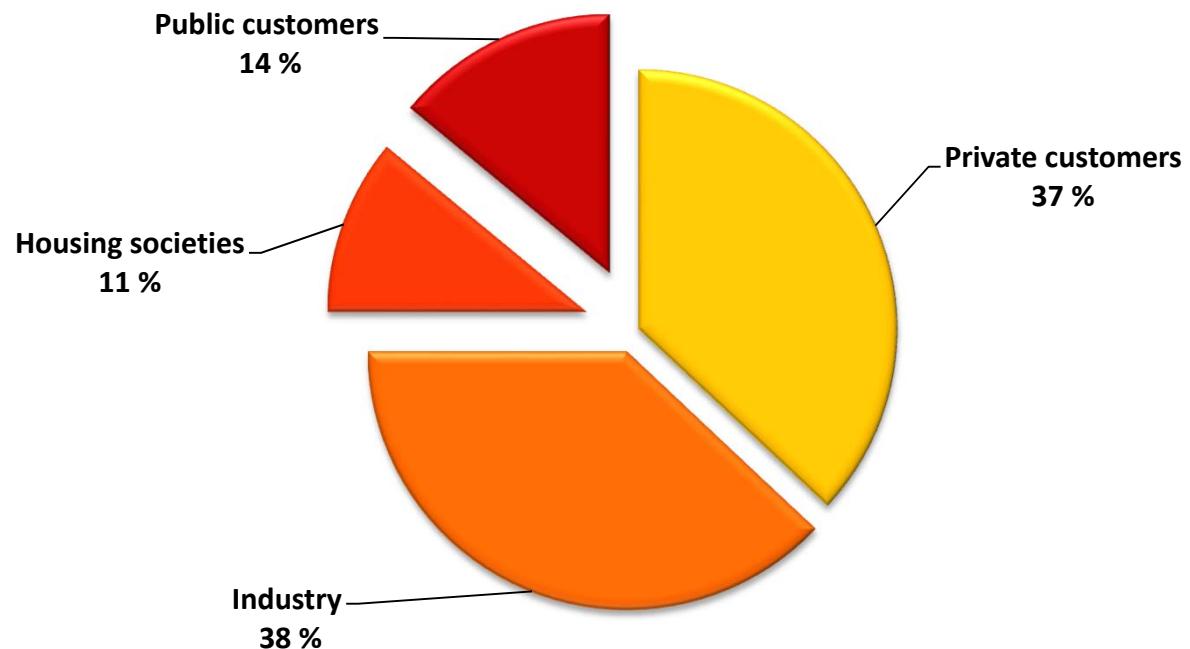
- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)

Orders in hand



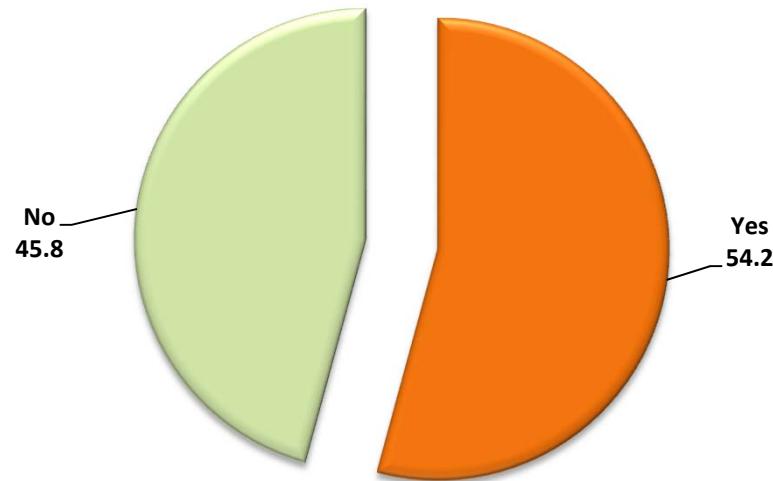
- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)

Turnover breakdown



- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)

Situations vacant



- **Source:** Institute for Small Business Economics (*Volkswirtschaftliches Institut für Mittelstand und Handwerk – ifh Göttingen*) of the University of Göttingen
- ZVEH Economic Poll, spring 2018: 4,727 companies polled / 1,117 replies (return rate = 22.9 %)