

EXECUTIVE SUMMARY

Eighteen ISTMA member country associations submitted data for the 1999 ISTMA Business Statistics Report.

Total turnover (sales) reported by ISTMA member countries during 1999 were \$24,760,632,000 U.S., which represented a small decrease from \$25,133,005,000 U.S. in the 1998 survey. At 23,225,198,000 EURO, 1999 volume was up slightly from 22,402,072,000 EURO in 1998.

Average turnover (sales) per employee increased to \$96,672 U.S. in 1999 from \$95,875 U.S. the previous year - a rise of 0.8%. Valued at 90,648 EURO, the 1999 average turnover per employee was 5.9% higher than the 85,586 EURO average in 1998. Ten member countries reported increases in average sales per employee in both \$ U.S. and EURO between 1998 and 1999, while four countries indicated lower amounts in both currencies in 1999.

Average value added per employee increased to \$58,351 U.S. in 1999 from \$56,245 U.S. in 1998. The 1999 average value added per employee was 54,721 EURO, up from 50,110 EURO one year earlier.

Value added per employee as a percentage of turnover per employee ranged from a low of 38.6% reported by Korea to highs of 74.7% for Sweden and 72.5% for Spain. The ISTMA average for 1999 was 60.0%.

Average net operating profit before taxes as a percent of turnover (sales) for ISTMA members declined to 5.3% in 1999 from 5.5% the previous year. Seven countries reported a decrease in profitability, seven reported an increase, and two countries indicated no change between 1998 and 1999. Two countries did not report data for both years.

Wide ranges in percentages were reported for most other items in the 1999 survey. Members are urged to review each statistical display and contact me with any questions they may have.

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