

Industry Norms calculated from Stats SA figures

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Formula
 1 Determine NPAT [NPBT-TAXATION]
 2 NPAT÷ TURNOVER

All Industries	5.14%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	197 446	202 480	257 642	188 280	845 848	126 435	29 441	32 404	188 280
		TAXATION	50 368	48 564	5 318	50 679	154 929	30 998	7 314	12 367	50 679
		NPAT	147 078	153 916	252 324	137 601	690 919	95 437	22 127	20 037	137 601
		TURNOVER	3 243 610	3 332 113	3 403 292	3 463 269	13 442 284	2 174 970	374 188	914 111	3 463 269
Profit Margin			4.53%	4.62%	7.41%	3.97%	5.14%	4.39%	5.91%	2.19%	3.97%

Mining and Quarrying industry	9.53%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	49 266	36 659	47 517	14 890	148 332	15 691	968	-1 769	14 890
		TAXATION	11 777	10 804	9 338	9 405	41 324	9 279	82	44	9 405
		NPAT	37 489	25 855	38 179	5 485	107 008	6 412	886	-1 813	5 485
		TURNOVER	276 345	281 783	268 559	296 727	1 123 414	268 051	15 101	13 575	296 727
Profit Margin			13.57%	9.18%	14.22%	1.85%	9.53%	2.39%	5.87%	-13.36%	1.85%

Manufacturing Industry	6.08%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	50 527	59 327	86 547	72 709	269 110	53 219	12 916	6 574	72 709
		TAXATION	8 968	9 969	10 259	12 779	41 975	6 025	4 978	1 776	12 779
		NPAT	41 559	49 358	76 288	59 930	227 135	47 194	7 938	4 798	59 930
		TURNOVER	867 052	899 085	973 769	993 465	3 733 371	640 999	154 858	197 608	993 465
Profit Margin			4.79%	5.49%	7.83%	6.03%	6.08%	7.36%	5.13%	2.43%	6.03%

Electricity Gas and Water supply Industry	-2.01%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	-12 080	-1 806	16 567	-5 056	-2 375	-9 860	4 142	662	-5 056
		TAXATION	438	918	3 346	1 103	5 805	424	552	127	1 103
		NPAT	-12 518	-2 724	13 221	-6 159	-8 180	-10 284	3 590	535	-6 159
		TURNOVER	84 032	102 033	119 928	100 923	406 916	89 131	7 345	4 447	100 923
Profit Margin			-14.90%	-2.67%	11.02%	-6.10%	-2.01%	-11.54%	48.88%	12.03%	-6.10%

Construction Industry	4.75%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	4 805	3 329	3 527	4 424	16 085	541	-278	4 161	4 424
		TAXATION	588	507	484	583	2 162	348	0	235	583
		NPAT	4 217	2 822	3 043	3 841	13 923	193	-278	3 926	3 841
		TURNOVER	73 647	72 850	72 706	73 653	292 856	35 634	19 182	18 837	73 653
Profit Margin			5.73%	3.87%	4.19%	5.21%	4.75%	0.54%	-1.45%	20.84%	5.21%

Trade Industry	3.35%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	57 973	52 038	48 200	50 003	208 214	25 530	4 814	19 659	50 003
		TAXATION	10 262	9 350	9 354	9 926	38 892	6 873	982	2 071	9 926
		NPAT	47 711	42 688	38 846	40 077	169 322	18 657	3 832	17 588	40 077
		TURNOVER	1 247 157	1 273 205	1 261 423	1 269 404	5 051 189	741 840	103 610	423 954	1 269 404
Profit Margin			3.83%	3.35%	3.08%	3.16%	3.35%	2.51%	3.70%	4.15%	3.16%

Transport Storage and Communication Industry	3.97%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	8 983	14 786	12 746	20 977	57 492	13 913	1 544	5 520	20 977
		TAXATION	3 667	4 047	3 705	4 505	15 924	4 185	26	294	4 505
		NPAT	5 316	10 739	9 041	16 472	41 568	9 728	1 518	5 226	16 472
		TURNOVER	252 968	257 203	261 992	274 511	1 046 674	197 192	14 083	63 236	274 511
Profit Margin			2.10%	4.18%	3.45%	6.00%	3.97%	4.93%	10.78%	8.26%	6.00%

Real estate and other business services Industry	4.92%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	28 118	30 820	35 259	24 485	118 682	25 161	4 617	-5 293	24 485
		TAXATION	12 768	11 421	11 965	11 034	47 188	3 168	568	7 298	11 034
		NPAT	15 350	19 399	23 294	13 451	71 494	21 993	4 049	-12 591	13 451
		TURNOVER	360 179	363 967	360 912	368 238	1 453 296	149 028	54 550	164 660	368 238
Profit Margin			4.26%	5.33%	6.45%	3.65%	4.92%	14.76%	7.42%	-7.65%	3.65%

Community, Social and personal services Industry	7.10%		Q1 (2023)*	Q2 (2023)*	Q3 (2023)*	Q4 (2023)!	Totals	Q4 (Large)	Q4 (Medium)	Q4 (Small)	Total
		NPBT	9 854	7 327	7 279	5 848	30 308	2 240	718	2 890	5 848
		TAXATION	1 900	1 548	1 831	1 344	6 623	696	126	522	1 344
		NPAT	7 954	5 779	5 448	4 504	23 685	1 544	592	2 368	4 504
		TURNOVER	82 230	81 984	83 003	86 348	333 565	53 095	5 459	27 794	86 348
Profit Margin			9.67%	7.05%	6.56%	5.22%	7.10%	2.91%	10.84%	8.52%	5.22%

Note: The above estimates are sourced from the P0044: Quarterly Financial Statistics: Dec 2023 as published by Statistics South Africa

* Revised estimates

! Preliminary estimates