

Industry Norms calculated from Stats SA figures

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

All Industries	5.08%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	230 849	197 446	202 480	253 471	884 246	179 899	16 745	56 827	253 471
		TAXATION	55 395	50 368	48 564	51 482	205 809	34 553	3 342	13 587	51 482
		NPAT	175 454	147 078	153 916	201 989	678 437	145 346	13 403	43 240	201 989
		TURNOVER	3 346 188	3 243 610	3 332 113	3 441 987	13 363 898	2 197 872	343 339	900 776	3 441 987
Profit Margin			5.24%	4.53%	4.62%	5.87%	5.08%	6.61%	3.90%	4.80%	5.87%

Mining and Quarrying industry	14.45%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	71 932	49 266	36 659	46 646	204 503	44 809	606	1 249	46 664
		TAXATION	12 672	11 777	10 804	9 416	44 669	9 187	172	57	9 416
		NPAT	59 260	37 489	25 855	37 230	159 834	35 622	434	1 192	37 248
		TURNOVER	276 902	276 345	281 783	270 993	1 106 023	247 494	13 623	9 876	270 993
Profit Margin			21.40%	13.57%	9.18%	13.74%	14.45%	14.39%	3.19%	12.07%	13.75%

Manufacturing Industry	5.47%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	47 848	50 527	59 527	86 371	244 273	57 034	12 214	17 123	86 371
		TAXATION	14 920	8 968	9 969	10 795	44 652	7 593	1 143	2 060	10 796
		NPAT	32 928	41 559	49 558	75 576	199 621	49 441	11 071	15 063	75 575
		TURNOVER	913 496	867 052	899 085	969 511	3 649 144	642 571	136 057	190 883	969 511
Profit Margin			3.60%	4.79%	5.51%	7.80%	5.47%	7.69%	8.14%	7.89%	7.80%

Electricity Gas and Water supply Industry	-4.07%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	-13 629	-12 080	-1 806	16 967	-10 548	12 554	3 941	472	16 967
		TAXATION	620	438	918	3 477	5 453	3 070	250	157	3 477
		NPAT	-14 249	-12 518	-2 724	13 490	-16 001	9 484	3 691	315	13 490
		TURNOVER	87 404	84 032	102 033	119 236	392 705	108 014	7 836	3 386	119 236
Profit Margin			-16.30%	-14.90%	-2.67%	11.31%	-4.07%	8.78%	47.10%	9.30%	11.31%

Construction Industry	4.62%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	4 244	4 805	3 329	3 189	15 567	42	1 429	1 718	3 189
		TAXATION	479	588	507	483	2 057	280	93	110	483
		NPAT	3 765	4 217	2 822	2 706	13 510	-238	1 336	1 608	2 706
		TURNOVER	73 265	73 647	72 850	72 693	292 455	33 264	17 844	21 585	72 693
Profit Margin			5.14%	5.73%	3.87%	3.72%	4.62%	-0.72%	7.49%	7.45%	3.72%

Trade Industry	3.69%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	69 424	57 973	52 038	47 348	226 783	22 281	3 278	21 789	47 348
		TAXATION	8 736	10 262	9 350	9 566	37 914	6 549	525	2 492	9 566
		NPAT	60 688	47 711	42 688	37 782	188 869	15 732	2 753	19 297	37 782
		TURNOVER	1 298 821	1 247 157	1 273 205	1 303 934	5 123 117	774 896	99 257	429 781	1 303 934
Profit Margin			4.67%	3.83%	3.35%	2.90%	3.69%	2.03%	2.77%	4.49%	2.90%

Transport Storage and Communication Industry	3.06%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	8 194	8 983	14 786	15 365	47 328	14 270	-1 233	2 328	15 365
		TAXATION	4 417	3 667	4 047	3 647	15 778	2 787	328	532	3 647
		NPAT	3 777	5 316	10 739	11 718	31 550	11 483	-1 561	1 796	11 718
		TURNOVER	259 674	252 968	257 203	262 717	1 032 562	189 632	15 819	57 266	262 717
Profit Margin			1.45%	2.10%	4.18%	4.46%	3.06%	6.06%	-9.87%	3.14%	4.46%

Real estate and other business services Industry	5.36%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	36 100	28 118	30 820	30 681	125 719	24 872	-4 377	10 186	30 681
		TAXATION	11 987	12 768	11 421	12 234	48 410	3 908	534	7 792	12 234
		NPAT	24 113	15 350	19 399	18 447	77 309	20 964	-4 911	2 394	18 447
		TURNOVER	357 908	360 179	363 967	360 699	1 442 753	150 879	45 876	163 944	360 699
Profit Margin			6.74%	4.26%	5.33%	5.11%	5.36%	13.89%	-10.70%	1.46%	5.11%

Community, Social and personal services Industry	7.36%		Q4 (2022)*	Q1 (2023)*	Q2 (2023)*	Q3 (2023)!	Totals	Q3 (Large)	Q3 (Medium)	Q3 (Small)	Total
		NPBT	6 736	9 854	7 327	6 886	30 803	4 037	887	1 962	6 886
		TAXATION	1 564	1 900	1 548	1 863	6 875	1 179	297	387	1 863
		NPAT	5 172	7 954	5 779	5 023	23 928	2 858	590	1 575	5 023
		TURNOVER	78 718	82 230	81 984	82 204	325 136	51 122	7 027	24 055	82 204
Profit Margin			6.57%	9.67%	7.05%	6.11%	7.36%	5.59%	8.40%	6.55%	6.11%

Note: The above estimates are sourced from the P0044: Quarterly Financial Statistics: June 2022 as published by Statistics South Africa

* Revised estimates

! Preliminary estimates