

Industry Norms calculated from Stats SA figures

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

All Industries	5.58%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	308 496	230 849	197 446	206 951	943 742	132 331	9 812	64 808	206 951
		TAXATION	52 338	55 395	50 368	49 319	207 420	31 782	3 687	13 850	49 319
		NPAT	256 158	175 454	147 078	157 632	736 322	100 549	6 125	50 958	157 632
		TURNOVER	3 278 710	3 346 188	3 243 610	3 325 380	13 193 888	2 126 642	325 089	873 649	3 325 380
<b>Profit Margin</b>			<b>7.81%</b>	<b>5.24%</b>	<b>4.53%</b>	<b>4.74%</b>	<b>5.58%</b>	<b>4.73%</b>	<b>1.88%</b>	<b>5.83%</b>	<b>4.74%</b>

Mining and Quarrying industry	16.25%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	76 641	71 932	49 266	39 085	236 924	37 855	-366	1 596	39 085
		TAXATION	13 820	12 672	11 777	11 504	49 773	10 981	152	371	11 504
		NPAT	62 821	59 260	37 489	27 581	187 151	26 874	-518	1 225	27 581
		TURNOVER	311 076	276 902	276 345	287 584	1 151 907	265 037	13 327	9 220	287 584
<b>Profit Margin</b>			<b>20.19%</b>	<b>21.40%</b>	<b>13.57%</b>	<b>9.59%</b>	<b>16.25%</b>	<b>10.14%</b>	<b>-3.89%</b>	<b>13.29%</b>	<b>9.59%</b>

Manufacturing Industry	4.58%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	53 685	47 848	50 527	55 177	207 237	36 976	4 404	13 797	55 177
		TAXATION	10 500	14 920	8 968	9 853	44 241	6 343	1 121	2 389	9 853
		NPAT	43 185	32 928	41 559	45 324	162 996	30 633	3 283	11 408	45 324
		TURNOVER	888 451	913 496	867 052	891 795	3 560 794	599 525	120 788	171 482	891 795
<b>Profit Margin</b>			<b>4.86%</b>	<b>3.60%</b>	<b>4.79%</b>	<b>5.08%</b>	<b>4.58%</b>	<b>5.11%</b>	<b>2.72%</b>	<b>6.65%</b>	<b>5.08%</b>

Electricity Gas and Water supply Industry	-4.64%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	14 309	-13 629	-12 080	-1 690	-13 090	-4 867	2 551	626	-1 690
		TAXATION	2 471	620	438	908	4 437	133	749	26	908
		NPAT	11 838	-14 249	-12 518	-2 598	-17 527	-5 000	1 802	600	-2 598
		TURNOVER	104 774	87 404	84 032	101 928	378 138	90 459	7 446	4 023	101 928
<b>Profit Margin</b>			<b>11.30%</b>	<b>-16.30%</b>	<b>-14.90%</b>	<b>-2.55%</b>	<b>-4.64%</b>	<b>-5.53%</b>	<b>24.20%</b>	<b>14.91%</b>	<b>-2.55%</b>

Construction Industry	5.22%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	3 705	4 244	4 805	4 589	17 343	2 249	-798	3 138	4 589
		TAXATION	572	479	588	492	2 131	364	1	127	492
		NPAT	3 133	3 765	4 217	4 097	15 212	1 885	-799	3 011	4 097
		TURNOVER	71 667	73 265	73 647	73 058	291 637	33 737	17 145	22 176	73 058
<b>Profit Margin</b>			<b>4.37%</b>	<b>5.14%</b>	<b>5.73%</b>	<b>5.61%</b>	<b>5.22%</b>	<b>5.59%</b>	<b>-4.66%</b>	<b>13.58%</b>	<b>5.61%</b>

Trade Industry	4.29%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	65 576	69 424	57 973	57 169	250 142	24 560	5 896	26 713	57 169
		TAXATION	8 543	8 736	10 262	9 200	36 741	6 049	425	2 726	9 200
		NPAT	57 033	60 688	47 711	47 969	213 401	18 511	5 471	23 987	47 969
		TURNOVER	1 163 598	1 298 821	1 247 157	1 267 606	4 977 182	755 937	95 620	416 049	1 267 606
<b>Profit Margin</b>			<b>4.90%</b>	<b>4.67%</b>	<b>3.83%</b>	<b>3.78%</b>	<b>4.29%</b>	<b>2.45%</b>	<b>5.72%</b>	<b>5.77%</b>	<b>3.78%</b>

Transport Storage and Communication Industry	2.69%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	12 082	8 194	8 983	14 480	43 739	13 652	-2 923	3 751	14 480

	TAXATION	3 623	4 417	3 667	4 164	15 871	3 683	211	270	4 164
	NPAT	8 459	3 777	5 316	10 316	27 868	9 969	-3 134	3 481	10 316
	TURNOVER	263 362	259 674	252 968	259 101	1 035 105	185 318	13 222	60 561	259 101
<b>Profit Margin</b>		<b>3.21%</b>	<b>1.45%</b>	<b>2.10%</b>	<b>3.98%</b>	<b>2.69%</b>	<b>5.38%</b>	<b>-23.70%</b>	<b>5.75%</b>	<b>3.98%</b>

Real estate and other business services Industry	8.24%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	75 115	36 100	28 118	30 433	169 766	17 372	-156	13 217	30 433
		TAXATION	11 541	11 987	12 768	11 637	47 933	3 300	794	7 543	11 637
		NPAT	63 574	24 113	15 350	18 796	121 833	14 072	-950	5 674	18 796
		TURNOVER	397 892	357 908	360 179	361 772	1 477 751	145 345	50 366	166 061	361 772
<b>Profit Margin</b>			<b>15.98%</b>	<b>6.74%</b>	<b>4.26%</b>	<b>5.20%</b>	<b>8.24%</b>	<b>9.68%</b>	<b>-1.89%</b>	<b>3.42%</b>	<b>5.20%</b>

Community, Social and personal services Industry	7.90%		Q3 (2022)*	Q4 (2022)*	Q1 (2023)*	Q2 (2023)!	Totals	Q2 (Small)	Q2 (Medium)	Q2 (Large)	Total
		NPBT	7 383	6 736	9 854	7 708	31 681	4 534	1 204	1 970	7 708
		TAXATION	1 268	1 564	1 900	1 561	6 293	929	234	398	1 561
		NPAT	6 115	5 172	7 954	6 147	25 388	3 605	970	1 572	6 147
		TURNOVER	77 880	78 718	82 230	82 536	321 364	51 284	7 175	24 077	82 536
<b>Profit Margin</b>			<b>7.85%</b>	<b>6.57%</b>	<b>9.67%</b>	<b>7.45%</b>	<b>7.90%</b>	<b>7.03%</b>	<b>13.52%</b>	<b>6.53%</b>	<b>7.45%</b>

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

\* Revised estimates

! Preliminary estimates