

11 December 2012

Industrial Companies Survey 2011

Industrial turnover increases 5.1% in the year 2011

The most dynamic activity is petroleum refinement, and the least dynamic is manufacture of consumer electronics

Manufacturing companies' turnover in the foreign market is 32.2% of its sales total, representing an increase of 2.1%, as compared with the previous year

The net amount of turnover for companies in the manufacturing industry reached 465,399 million euros in 2011, with an increase of 5.1%, as compared with the previous year.

The number of persons employed in said companies was 1,862,773, representing a decrease of 4.6%, as compared with 2010.

Main variables. Year 2011

Variables	Thousand euro	Variation (%) 11/10
Total employed persons	1,862,773	-4.6
Total hours worked (thousands)	3,195,112	-4.7
Net turnover	465,399,242	5.1
Total operating income	476,772,251	5.1
Purchases and work carried out by other companies	311,961,873	8.6
Personnel expenditure	66,549,889	-2.4
External services	64,216,517	0.0
Total operating expenditure	463,375,307	5.0
Investment in intangible assets	2,300,014	2.1
Investment in tangible assets	13,957,481	-2.8

* Except employed persons and hours worked

Results by branch of activity

The branches of activity that contributed most to total turnover in 2011 were *Food products* (18.3%), *Motor vehicles* (11.4%) and the *Petroleum industry* (10.5%).

The branches that employed the greatest number of persons were *Food products* (16.7% of the total) and *Manufacture of metallic products* (13,5%).

Turnover and persons employed by branch of activity. Year 2011

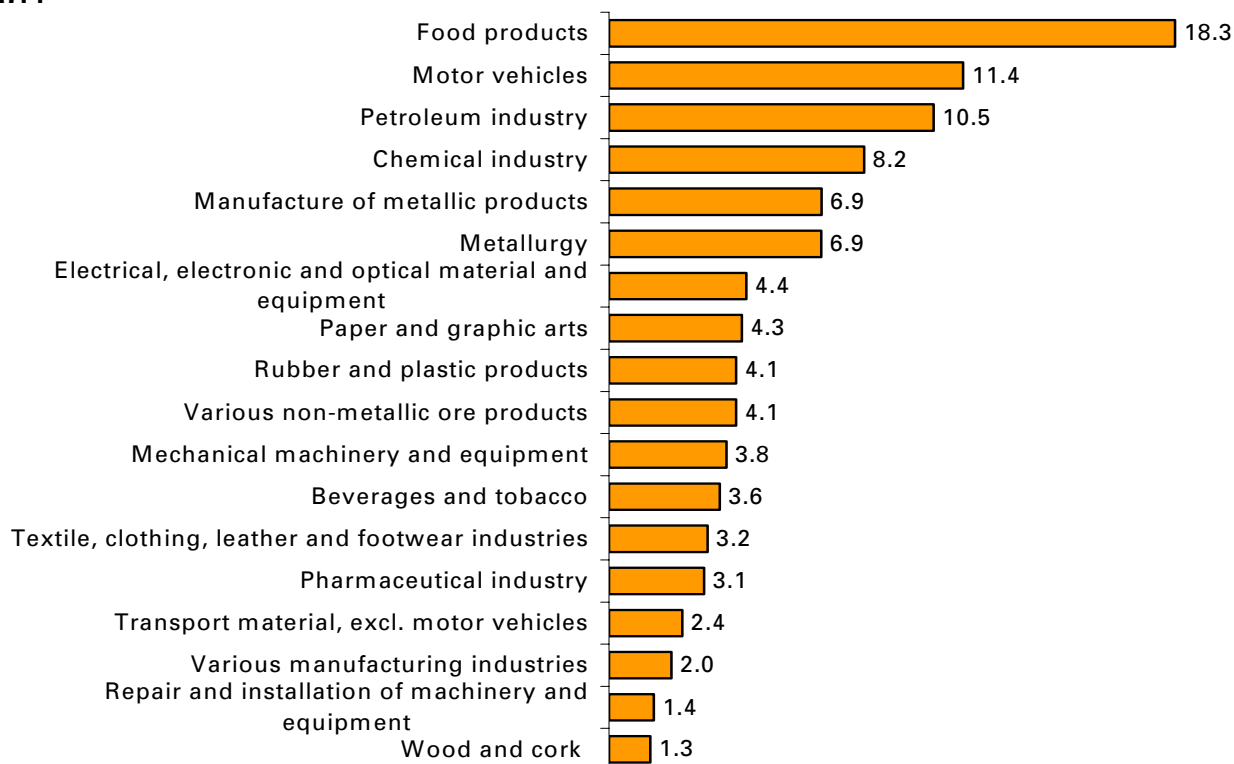
Branches of activity	Turnover	Variation (%) 11/10	Employees	Variation (%) 11/10
Food products	85,191,179	9.0	311,877	-1.5
Beverages and tobacco	16,665,424	1.4	49,266	-1.7
Textile, clothing, leather and footwear industries	14,842,776	-0.6	123,144	-6.7
Wood and cork	6,224,078	-5.4	57,484	-9.3
Paper and graphic arts	20,007,880	1.8	111,382	-4.7
Petroleum industry	48,844,962	39.2	9,449	3.7
Chemical industry	38,382,485	8.9	82,010	-3.0
Pharmaceutical industry	14,318,153	-3.9	37,971	-4.9
Rubber and plastic products	19,106,370	6.1	93,659	-2.3
Various non-metallic ore products	19,105,078	-7.4	117,406	-8.8
Metallurgy	31,945,993	8.3	63,462	-4.4
Manufacture of metallic products	31,984,104	-1.4	251,091	-6.5
Electrical, electronic and optical material and equipment	20,659,559	-11.6	96,601	-6.1
Mechanical machinery and equipment	17,696,220	5.6	102,143	-4.0
Motor vehicles	53,264,720	4.3	139,446	-1.1
Transport material, excl. motor vehicles	11,016,689	-12.6	43,565	-1.9
Various manufacturing industries	9,417,424	-10.8	104,782	-12.3
Repair and installation of machinery and equipment	6,726,148	-1.5	68,035	2.8
TOTAL	465,399,242	5.1	1,862,773	-4.6

The branches of activity with the greatest increase in turnover were the *Petroleum industry* (39.2%), *Food products* (9.0%) and the *Chemical industry* (8.9%).

Conversely, the branches that saw the greatest decrease in sales were *Transport material, excluding motor vehicles* (-12.6%) and *Electrical, electronic and optical material and equipment* (-11.6%).

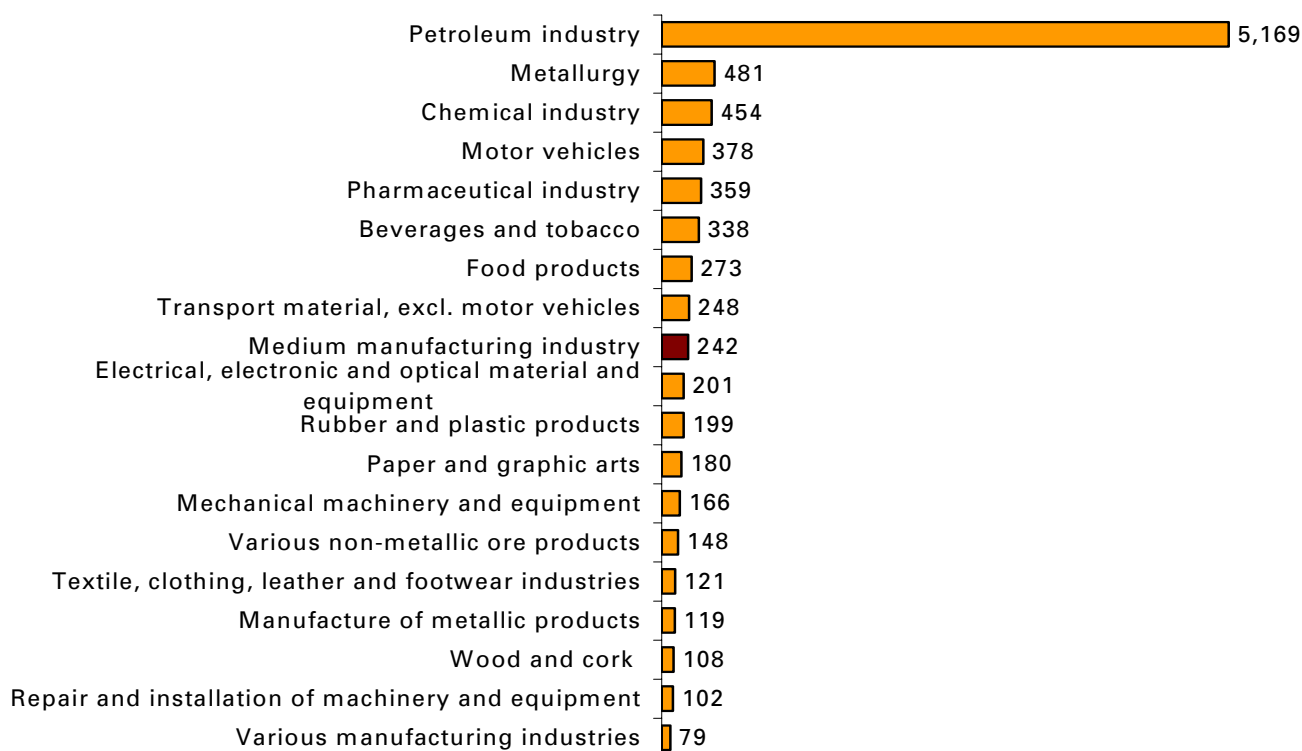
The graph shown below shows the percentage structure of the manufacturing industry by branch of activity, in terms of turnover.

Percentage distribution of turnover by branch of industrial activity (total 100%). Year 2011



Turnover per employed person for each branch of activity is reflected in the following graph:

Turnover per employed person by branch of industrial activity (thousands of euros). Year 2011



If we analyse the results by branch of activity at a greater breakdown level, the activities that had the greatest weight in total turnover were *Petroleum refinement* (10.5%), *Manufacture of motor vehicles* (7.5%), and *Manufacture of basic chemical products* (4.9%).

The following table analyses, within each branch, the activities representing the greatest weight, in terms of participation in total turnover for the branch.

Main activities by branch of activity. Year 2011

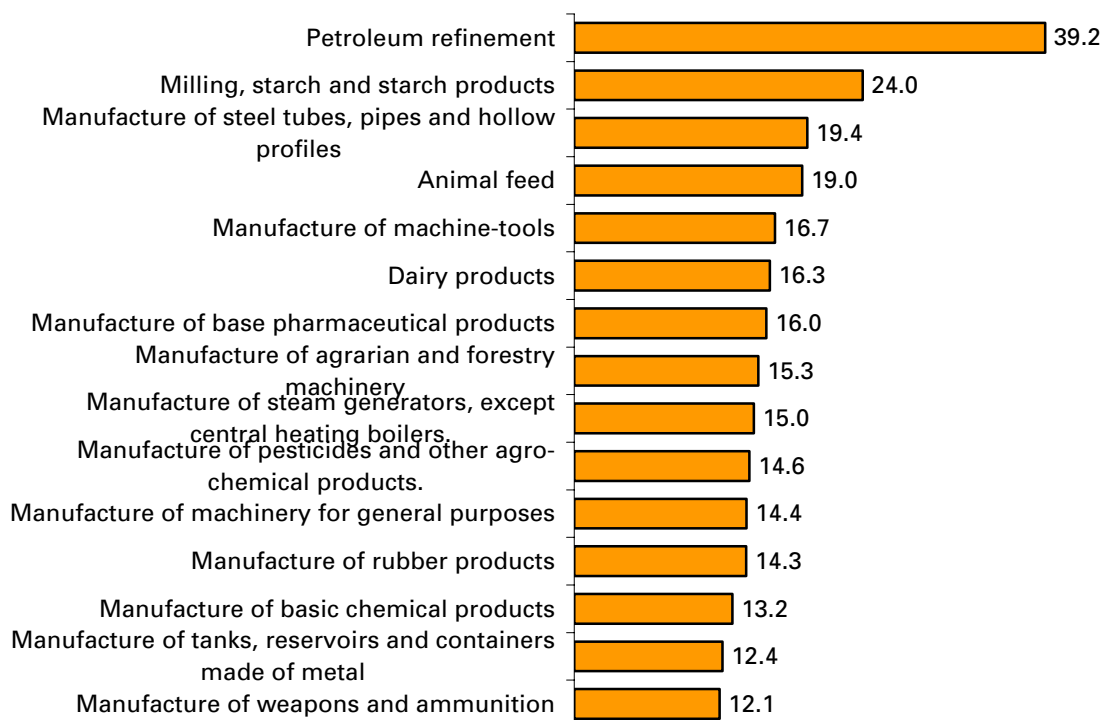
Branches of activity	Economic activity	% over the branch	% over the total
Food products	Meat industry	24.8	4.5
Beverages and tobacco	Manufacture of alcoholic beverages	63.3	2.3
Textile, clothing, leather and footwear industries	Manufacture of garments	33.7	1.1
Wood and cork	Carpentry and joinery structures for construction	29.8	0.4
Paper and graphic arts	Manufacture of paper and cardboard articles	40.5	1.7
Petroleum industry	Petroleum refinement	99.9	10.5
Chemical industry	Manufacture of basic chemical products	59.7	4.9
Pharmaceutical industry	Manufacture of pharmaceutical specialities	78.8	2.4
Rubber and plastic products	Manufacture of plastic products	70.5	2.9
Various non-metallic ore products	Elements made of concrete, cement and plaster	26.6	1.1
Metallurgy	Iron, steel and ferro-alloy products	45.3	3.1
Manufacture of metallic products	Manufacture of other metal products	19.3	1.3
Electrical, electronic and optical material	Manufacture of engines, generators	34.2	1.5
Mechanical machinery and equipment	Manufacture of other general purpose machinery	38.8	1.5
Motor vehicles	Manufacture of motor vehicles	65.3	7.5
Transport material, excl. motor vehicles	Aeronautical / space construction, military combat vehicles	46.5	1.1
Various manufacturing industries	Manufacture of furniture.	60.1	1.2
Repair and installation of machinery and equipment	Repair of metal products, machinery and equipment	80.1	1.2

Regarding employment, the activities with the highest percentage of employed persons as compared with the total were *Meat industry* (4.5%), *Bakery and farinaceous products* (4.2%) and *Manufacture of plastic products* (3.8%).

The analysis of percentage performance of turnover as compared with the previous year, makes it possible to highlight the most dynamic activities in 2011. In the two graphs included below, the activities with the greatest percentage increase or decrease in turnover as compared with 2010 are indicated.

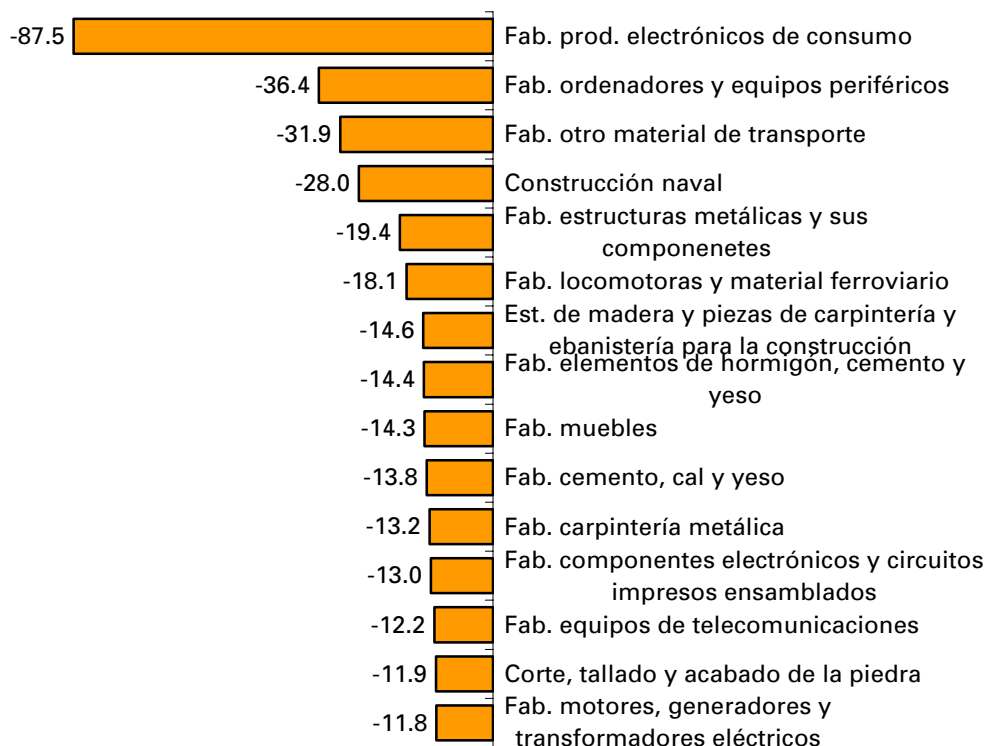
Most dynamic industrial activities

(With the greatest percentage increase in turnover for 2011, as compared with 2010)



Least dynamic industrial activities

(With the greatest percentage decrease in turnover for 2011, as compared with 2010)



Turnover in the foreign market. Destination of sales

67.8% of manufacturing companies' sales in 2011 were within Spain, 22.0% were to European Union (EU) countries, and 10.2% were to the rest of the world.

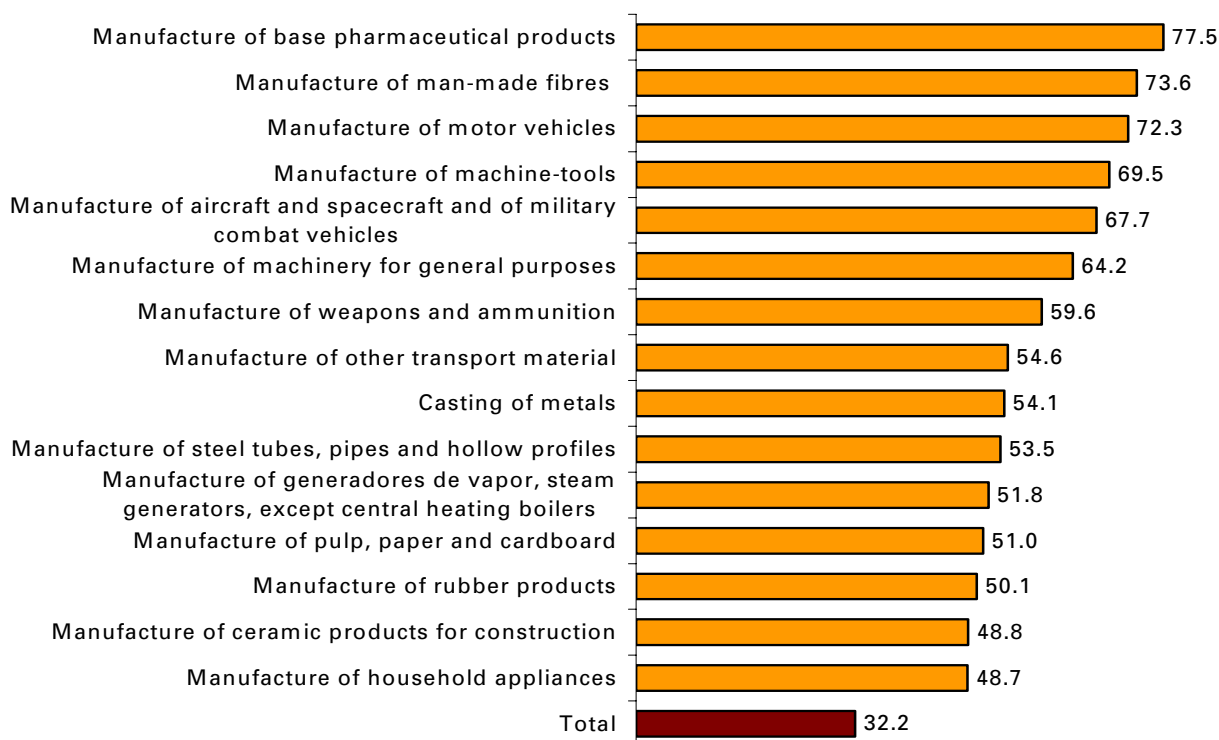
By branch of activity, the branch with the highest percentage of sales outside Spain was *Motor vehicles*, accounting for 62.5% of its sales. This activity, together *Transport material, except motor vehicles*, were the only ones to sell more in the foreign market than in the domestic market. *Repair and installation of machinery and equipment* accounted for the lowest percentage of foreign sales, standing at 14.7%.

Sales outside Spain by branch of industrial activity. Year 2011

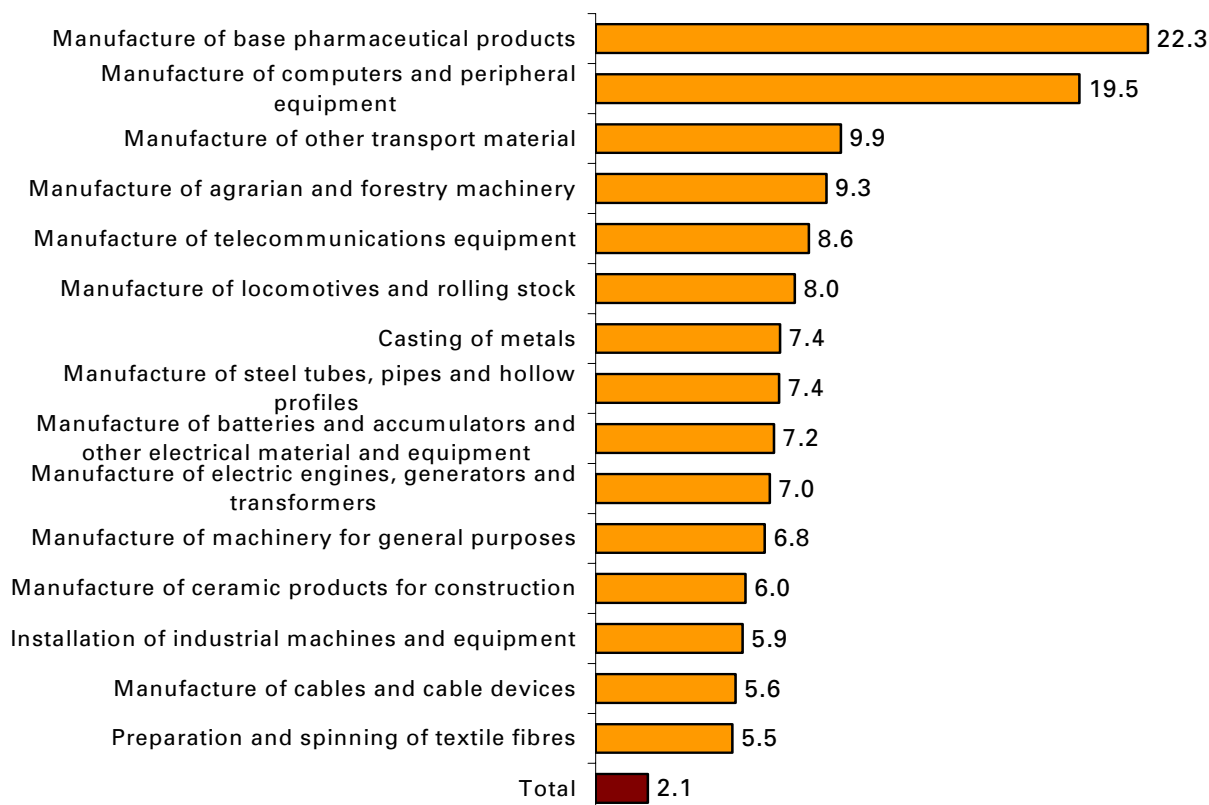
Branches of activity	Sales abroad	% over total sales	Variation (%) 11/10
Motor vehicles	33,297,418	62.5	2.0
Transport material, excl. motor vehicles	6,018,038	54.6	4.3
Pharmaceutical industry	6,794,166	47.5	9.8
Mechanical machinery and equipment	8,350,240	47.2	5.0
Metallurgy	14,979,632	46.9	2.5
Electrical, electronic and optical material and equipment	8,539,139	41.3	4.3
Chemical industry	15,563,379	40.5	1.7
Rubber and plastic products	6,645,138	34.8	3.1
Textile, clothing, leather and footwear industries	3,663,874	24.7	-0.4
Various non-metallic ore products	4,264,581	22.3	3.6
Paper and graphic arts	4,462,468	22.3	1.7
Manufacture of metallic products	7,113,901	22.2	2.9
Various manufacturing industries	2,012,974	21.4	3.1
Petroleum industry	9,076,964	18.6	3.7
Beverages and tobacco	3,066,012	18.4	1.3
Wood and cork	1,121,915	18.0	3.2
Food products	13,816,056	16.2	0.8
Repair and installation of machinery and equipment	986,154	14.7	-0.4
TOTAL	149,772,048	32.2	2.1

In the graphs shown below, the activities with the highest percentage for sales in the foreign market during 2011 are shown, as well as the activities that have experienced the greatest increase in percentage of sales to the foreign market.

Industrial activities with the highest percentage of sales outside Spain. Year 2011



Industrial activities with the greatest increase in percentage participation of sales outside Spain. Year 2011



Results by company size

Large companies (with 250 or more workers) represented 52.5% of total turnover for the manufacturing industry in 2011. Medium-sized companies (between 50 and 249 workers) represented 23.4%, and small companies (fewer than 50 workers) accounted for 24.1%.

In three branches of activity, large companies generated more than 80% of turnover: The *Petroleum industry* (99.2%), *Motor vehicles* (86.5%) and *Pharmaceutical industry* (81.9%).

Conversely, small companies had a greater weight in turnover in the *Textile, clothing, leather and footwear industries* (60.1%) and in *Wood and cork* (63.3%).

Regarding employed persons, 46.3% worked in small companies, 24.0% in medium-sized companies, and 29.7% in large companies.

More than 70% of persons working in the branches of *Wood and cork* and in *Various manufacturing industries* worked in small companies.

Turnover by company size branch of activity. Year 2011

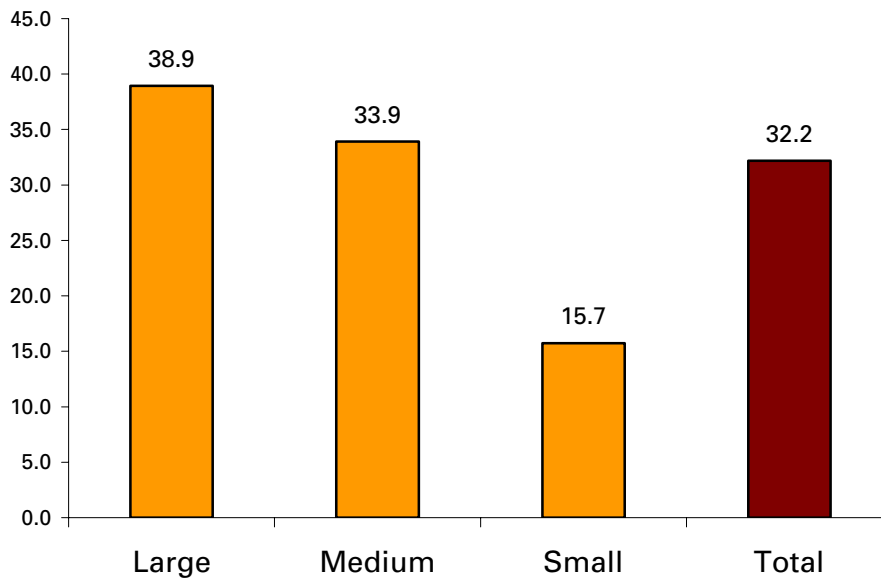
As a percentage

Branch of activity	Company size		
	Small Fewer than 50 workers	Medium 50-249 workers	Large 250 or more workers
Food products	31.5	31.0	37.5
Beverages and tobacco	27.8	17.2	55.0
Textile, clothing, leather and footwear industries	60.1	27.2	12.7
Wood and cork	63.3	21.5	15.2
Paper and graphic arts	34.4	28.3	37.4
Petroleum industry	0.7	0.2	99.2
Chemical industry	18.5	30.4	51.1
Pharmaceutical industry	3.7	14.4	81.9
Rubber and plastic products	28.5	34.8	36.7
Various non-metallic ore products	36.2	31.2	32.6
Metallurgy	10.6	25.9	63.5
Manufacture of metallic products	51.2	33.1	15.7
Electrical, electronic and optical material and equipment ^{4.5}	18.3	25.5	56.2
Mechanical machinery and equipment	34.7	32.8	32.5
Motor vehicles	3.0	10.6	86.5
Transport material, excl. motor vehicles	5.4	19.7	74.9
Various manufacturing industries	57.9	25.6	16.5
Repair and installation of machinery and equipment	49.3	26.6	24.1
TOTAL	24.1	23.4	52.5

In contrast, in the *Petroleum industry, Motor vehicles and Transport material, except motor vehicles*, more than 70% of employed persons worked at large companies.

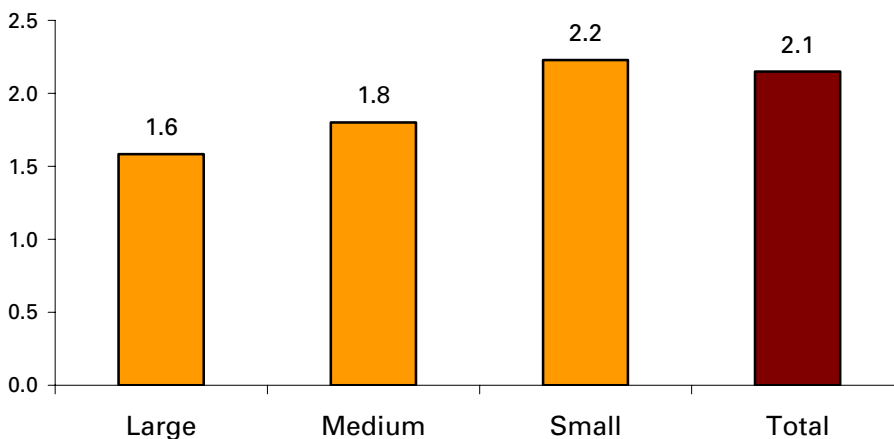
In the graph shown below, it can be seen that foreign turnover was greatest in larger companies.

Percentage of sales whose destination was outside Spain, by manufacturing industry company size. Year 2011



The variation in the percentage participation of turnover on the foreign market, as compared with the previous year, and depending on company size, is reflected in the following graph. It could be seen that smaller companies were those with the greatest foreign dynamism.

Variation in percentage participation of sales outside Spain for manufacturing companies. Year 2011



Income, expenditure and investment of manufacturing companies.

Operating income registered an increase of 5.1% in 2011. Sales of products, representing 84.0% of this income, increased 5.2% as compared with the previous year. In turn, sales of merchandise, which constituted 9.6% of total income, increased 6.9%

Operating income. Year 2011

Variables	Thousand euros	% over the total	Variation (%) 11/10
Net sales of products	400,251,973	84.0	5.2
Net sales of merchandise	45,531,968	9.6	6.9
Provision of services	19,615,301	4.1	-1.1
Work done for fixed assets	1,583,182	0.3	-0.4
Operating subsidies	2,004,800	0.4	0.5
Other operating income	7,785,026	1.6	5.4
Total operating income	476,772,251	100.0	5.1

Operating expenditure experienced an increase of 5.0%, as compared with year 2010. Purchases of raw materials, which represented 49.5% of the structure of operating

Operating expenditure. Year 2011

Variables	Thousand euros	% over the total	Variation (%) 11/10
Purchases of raw materials	229,267,405	49.5	10.5
Net purchases of other suppl	30,472,703	6.6	-0.3
Purchases of goods	35,508,948	7.7	10.0
Work done by other compani	16,712,817	3.6	-2.3
Personnel expenditure	66,549,889	14.4	-2.4
External services	64,216,517	13.9	0.0
Other operating expenditure	20,647,029	4.5	-3.6
Total operating expenditure	463,375,307	100.0	5.0

expenditure, increased 10.5%.

In turn, personnel expenditure of manufacturing companies decreased 2.4%. Despite this, it was the variable with the second greatest weight in operating expenditure structure, standing at 14.4% of the total.

Total investment of manufacturing industry companies in 2011 reached 16,257 million euros, representing a 2.1% decrease, as compared with the previous year.

By type of goods, investment in tangible assets represented 85.9% of the total, and investment in intangible assets accounted for 14.1%.

The components with the greatest weight over the total for investment were Machinery (28.2%), Technical installations (21.6%), and Construction (11.0%)

Results by Autonomous Community for the manufacturing industry.

The Autonomous Communities with the greatest participation in turnover in the year 2011 were Cataluña (23.6% of the total), Andalucía (11.8%) and Comunitat Valenciana and País Vasco (both with 10.3%). In turn, those with the least weight in turnover were Illes Balears (0.4%), Extremadura (0.9%), and La Rioja and Canarias (both with 1.1%).

Turnover and persons employed in industry by Autonomous Community. Year 2011

Autonomous Community	Turnover	% over the total	Employees	% over the total
Andalucía	54,909,867	11.8	175,203	9.4
Aragón	21,351,745	4.6	83,946	4.5
Asturias, Principado de	10,687,912	2.3	45,829	2.5
Balears, Illes	1,703,598	0.4	17,128	0.9
Canarias	5,334,395	1.1	25,003	1.3
Cantabria	7,140,881	1.5	29,919	1.6
Castilla y León	30,957,550	6.7	116,934	6.3
Castilla-La Mancha	21,821,290	4.7	87,817	4.7
Cataluña	109,673,544	23.6	411,112	22.1
Comunitat Valenciana	48,134,540	10.3	214,249	11.5
Extremadura	4,379,732	0.9	23,793	1.3
Galicia	30,176,091	6.5	128,675	6.9
Madrid, Comunidad de	35,510,247	7.6	172,899	9.3
Murcia, Región de	14,030,881	3.0	58,618	3.1
Navarra, Comunidad Foral de	16,620,193	3.6	62,710	3.4
País Vasco	47,772,954	10.3	183,364	9.8
Rioja, La	5,193,823	1.1	25,573	1.4
TOTAL	465,399,242	100.0	1,862,772	100.0

The Autonomous Communities with the greatest increase in industrial turnover in 2011 were Canarias (21.3%), Región de Murcia (11.3%) and Andalucía (10.8%). Conversely, the Autonomous Communities with decreases in industrial turnover were Illes Balears (-18.0%), Comunidad de Madrid (-1.9%) and Extremadura (-1.1%)

Dynamism of industrial activity in Autonomous Communities

(Percentage variation of industry turnover in 2011, as compared with 2010)

