



Definitions for the Industry Production, Orders and Turnover Statistics (INDPAU)

Turnover:

The turnover covers amounts invoiced during the reference period. These include sales of goods and services to third parties. The term "third party" covers all enterprises or businesses which do not correspond to the sampling unit, i.e. also other enterprises or businesses of the same corporation or the same group of companies.

Furthermore, turnover includes all additional costs (transport, packaging etc.) which are passed on to customers, even if these costs are separately invoiced. VAT, other, similarly deductible taxes directly linked to turnover, price rebates, reductions and discounts granted to customers as well as the value of returned goods, are to be deducted. Price rebates, reductions and bonuses awarded to customers at a later date, e.g. at the end of the year, should not be taken into consideration.

Turnover from activities of production or services in industry:

Revenue from sales of products manufactured by the sampling unit and related services (e.g. installation).

Turnover from other activities (outside industry):

Revenue from non-industrial activities, e.g. trade, management or rental of properties.

Domestic / foreign:

The domestic market is defined by the fact that both partners are located in Switzerland. The foreign market is defined by the fact that the partner having bought the goods and services is located abroad.

Orders received:

Orders received during the reporting quarter, expressed in the contractually agreed monetary amounts, with correction for cancelled contracts and changes to the contract amount. The balance of orders received can be negative due to cancellations.

Orders on hand:

Orders on hand at end of reporting quarter, expressed in the contractually agreed monetary amounts, including all services provided which were not yet invoiced.