

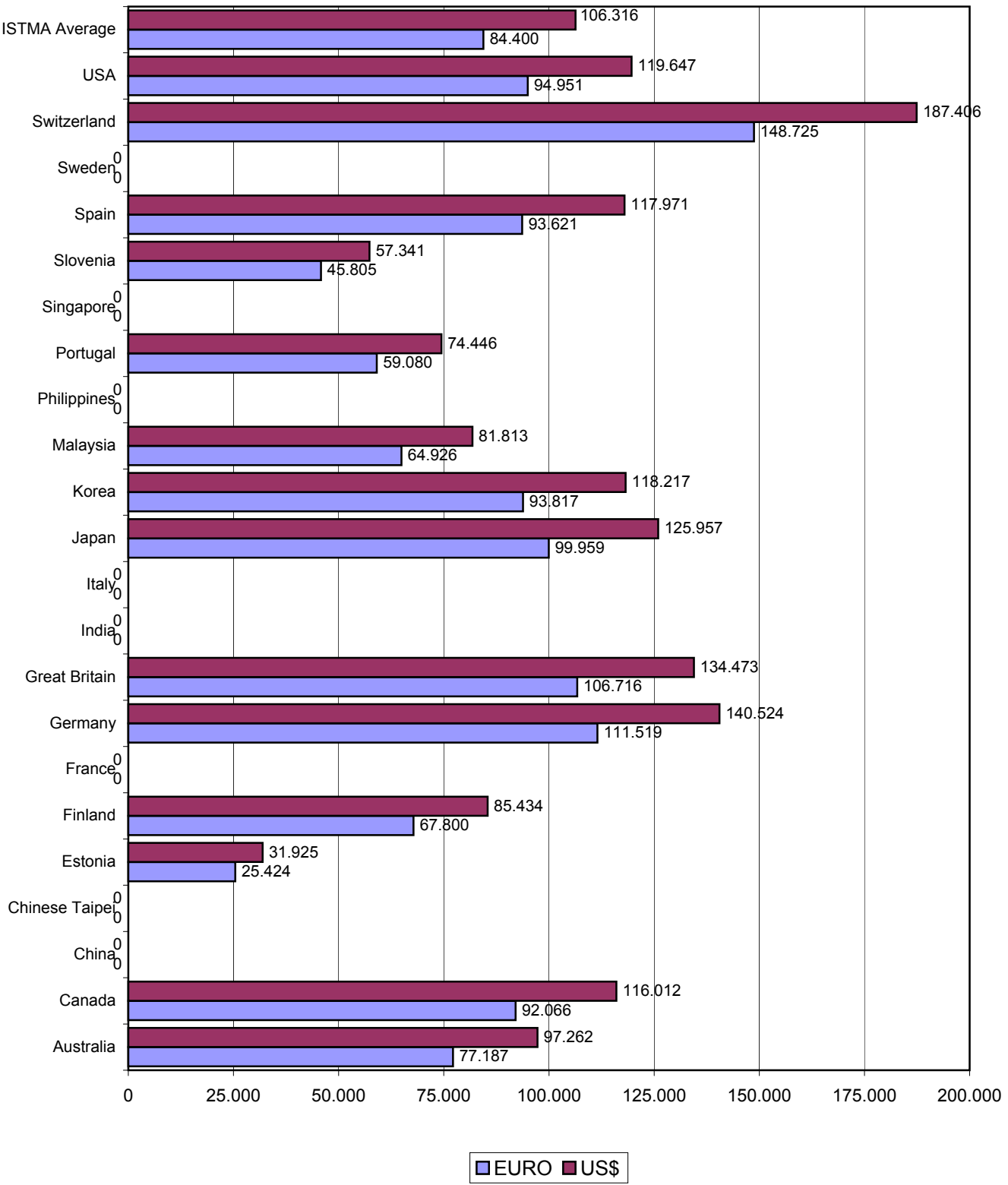
International Special Tooling and Machining Association

- 1. Business Figures and Ratios 2003**
- 2. Wage and Salary Comparison as of May 31, 2004**
- 3. ISTMA Statistics 2003**

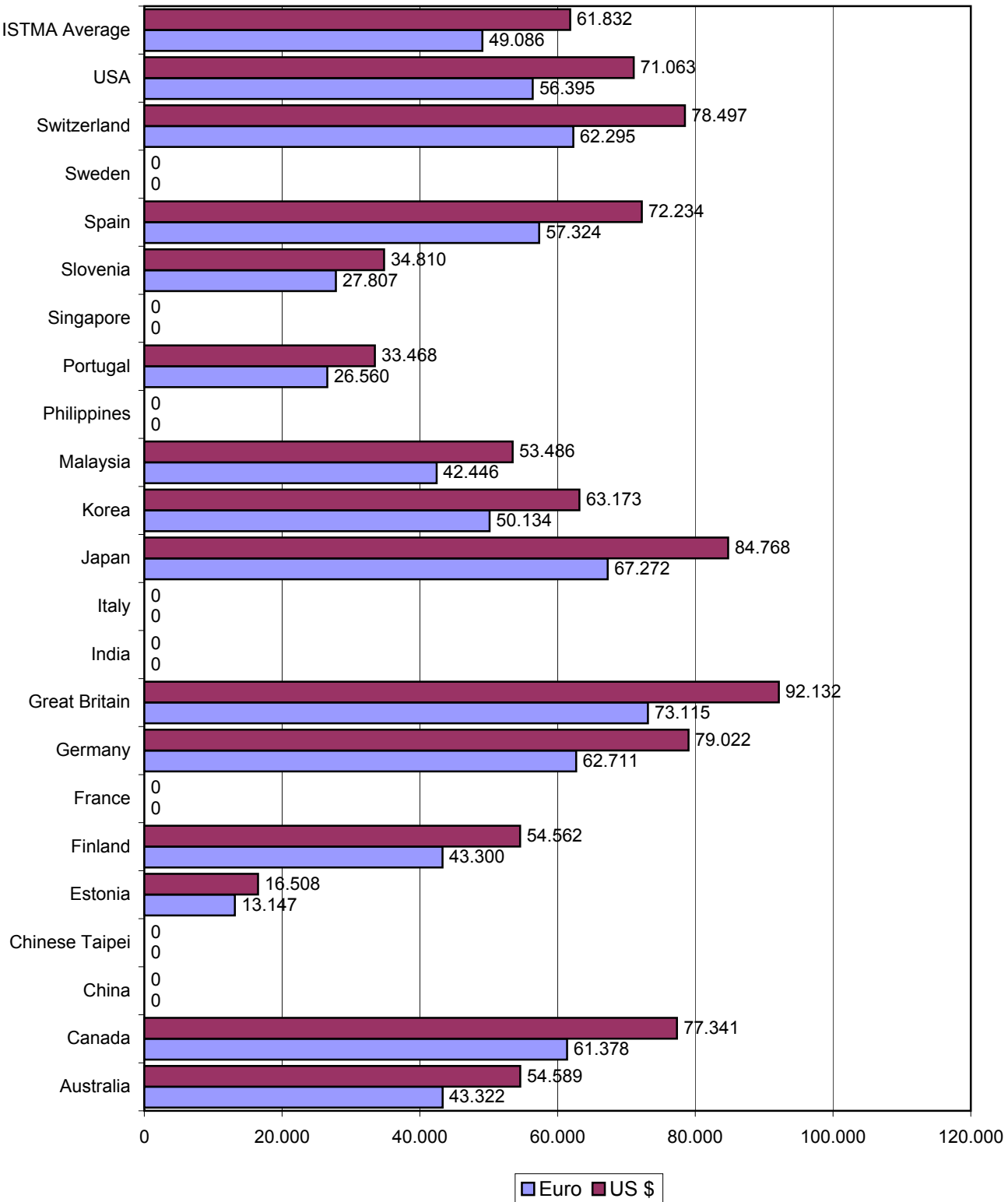
- 1. CIFRAS DE NEGOCIO Y RATIOS 2003**
- 2. COMPARACIÓN DE SUELDOS Y SALARIOS A 31 DE MAYO, 2004**
- 3. ESTADÍSTICAS DE LA ISTMA 2003**

Febrero, 2005

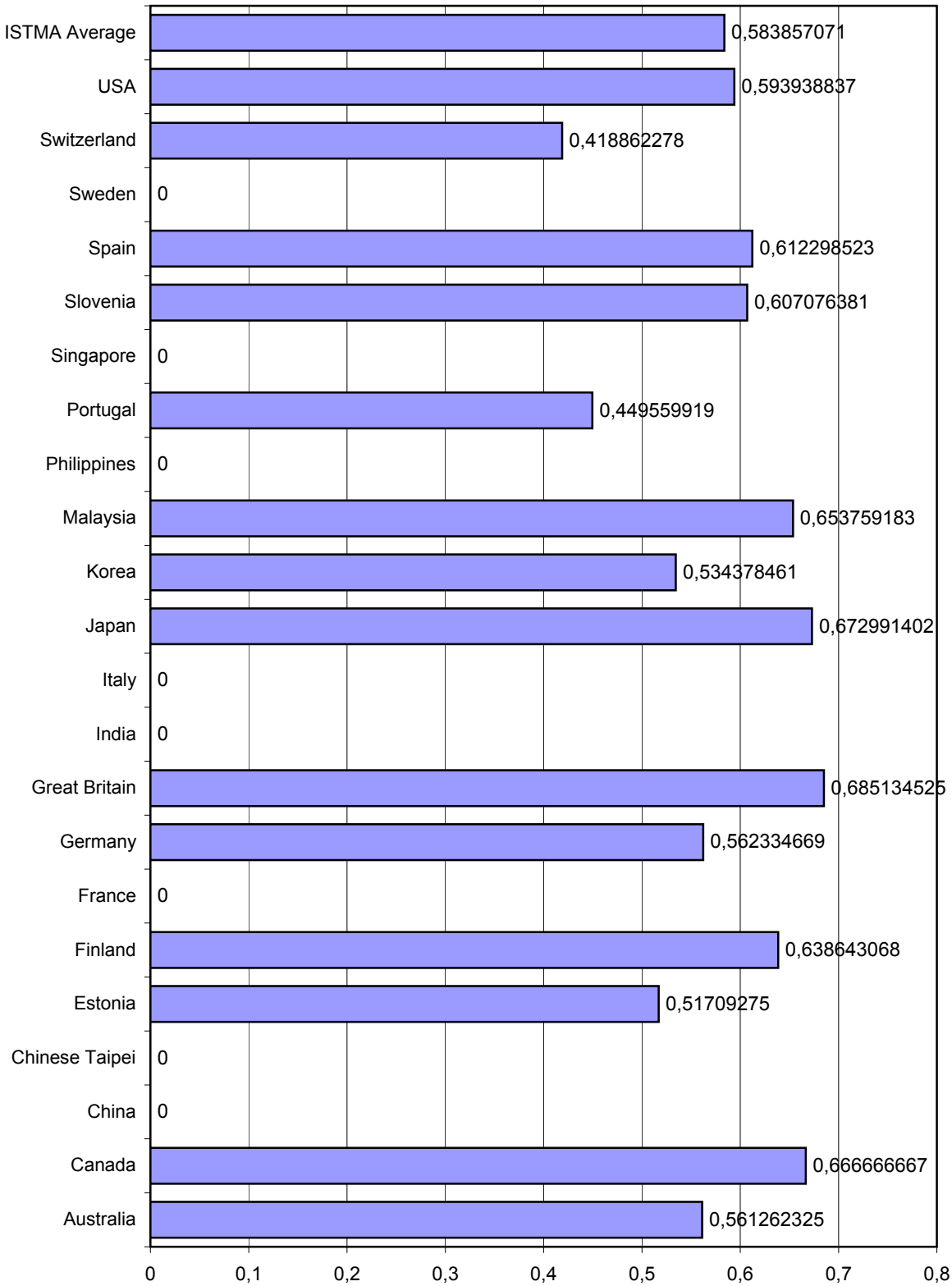
FACTURACIÓN (VENTAS) POR TRABAJADOR



VALOR AÑADIDO POR TRABAJADOR



VALOR AÑADIDO POR EMPLEADO EN % DE VENTAS

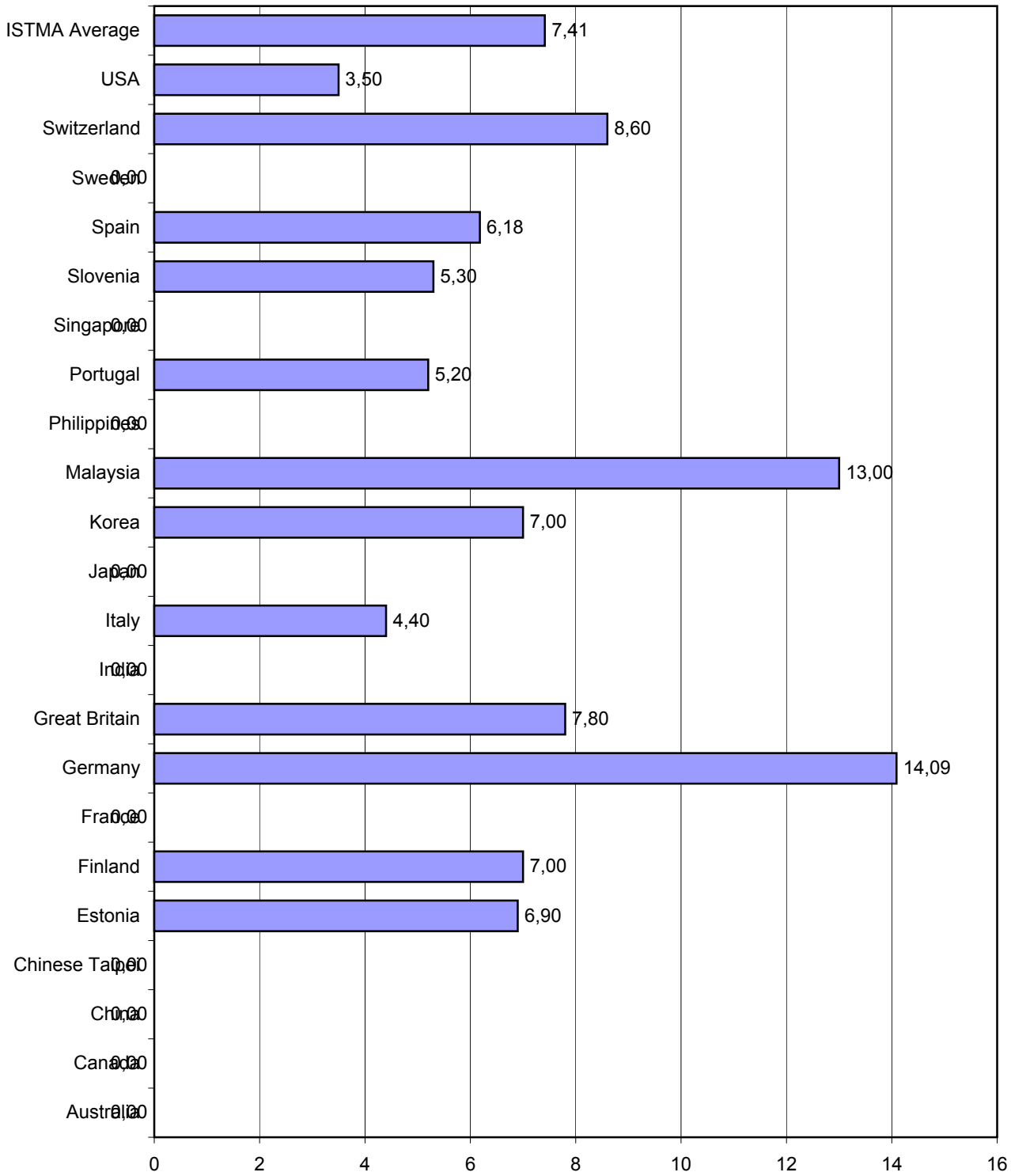


ISTMA BUSINESS FIGURES AND RATIOS 2003

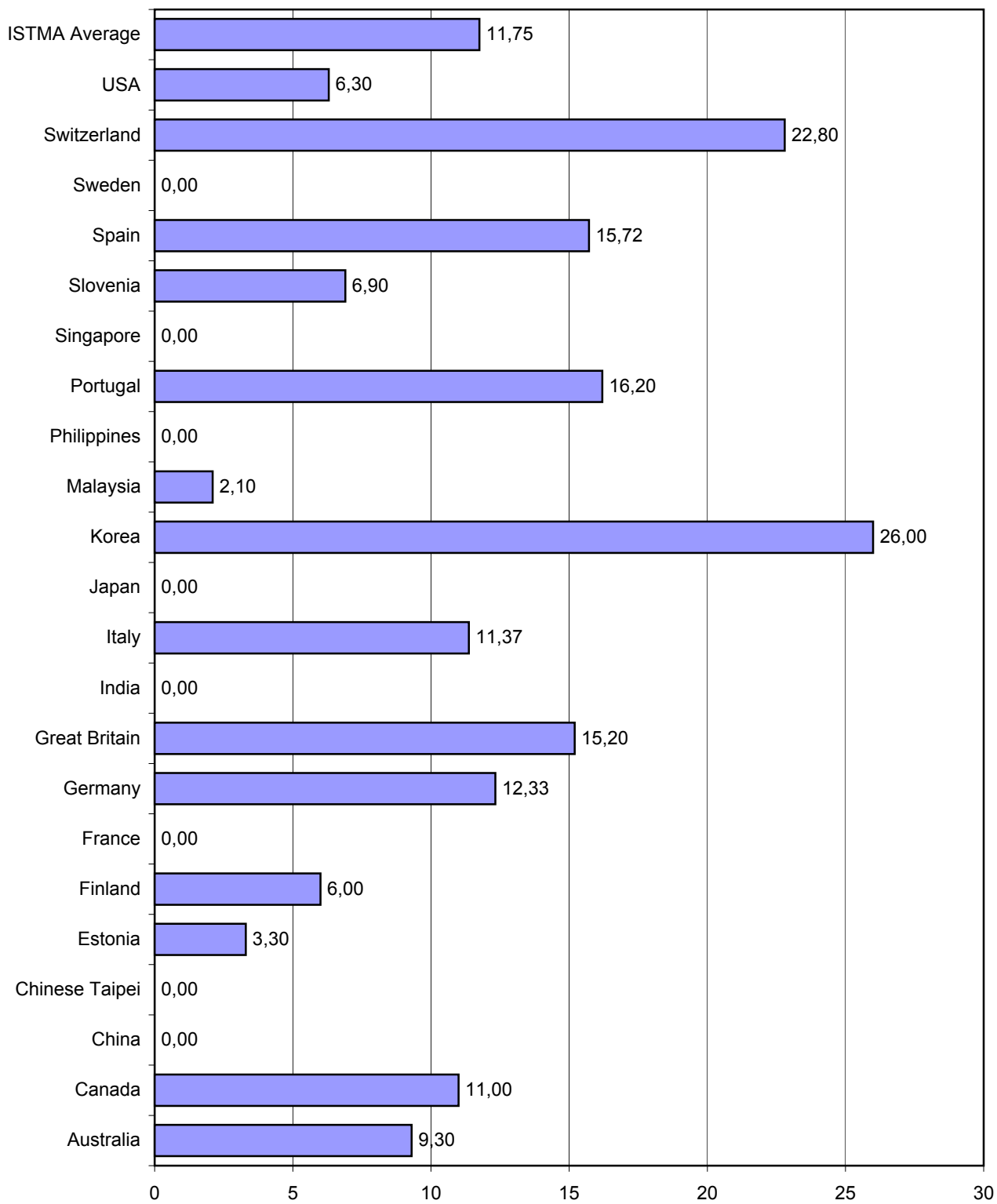
4. Facturación (ventas) por hora trabajada

ISTMA Members	National Currency	EURO	US \$
Australia	72	43	55
Canada	78	48	60
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	216	14	17
Finland	40	40	50
France	N/A	N/A	N/A
Germany	73	73	92
Great Britain	37	53	67
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	5729	42	53
Korea	49000	33	41
Malaysia	27	22	27
Philippines	N/A	N/A	N/A
Portugal	30,8	31	39
Singapore	N/A	N/A	N/A
Slovenia	8386	36	45
Spain	54	54	67
Sweden	N/A	N/A	N/A
Switzerland	143	92	116
USA	61	48	61
ISTMA Average		45	56

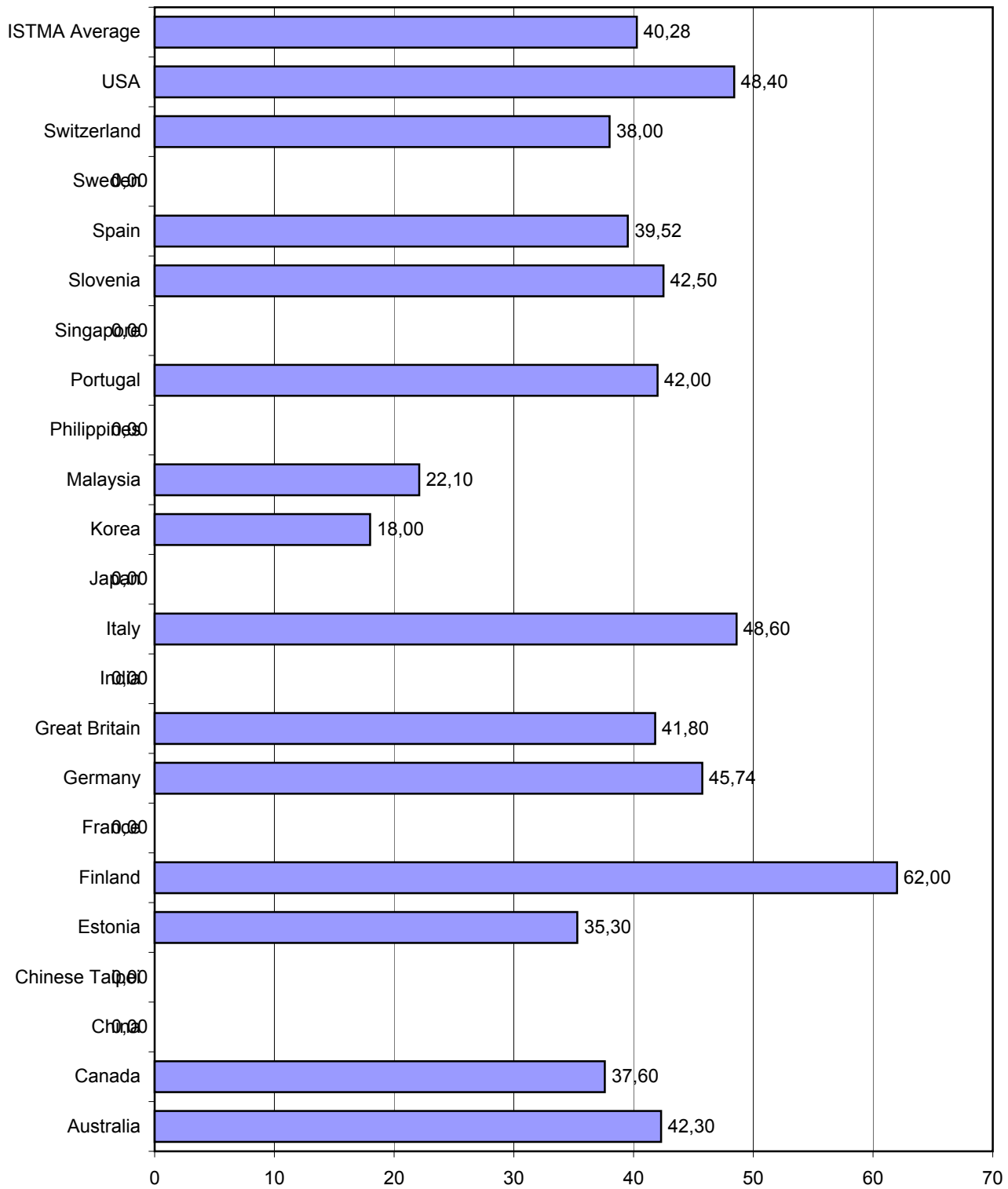
ELEMENTOS NORMALIZADOS PARA ÚTILES COMPARADOS AL EXTERIOR EN % DE FACTURACIÓN



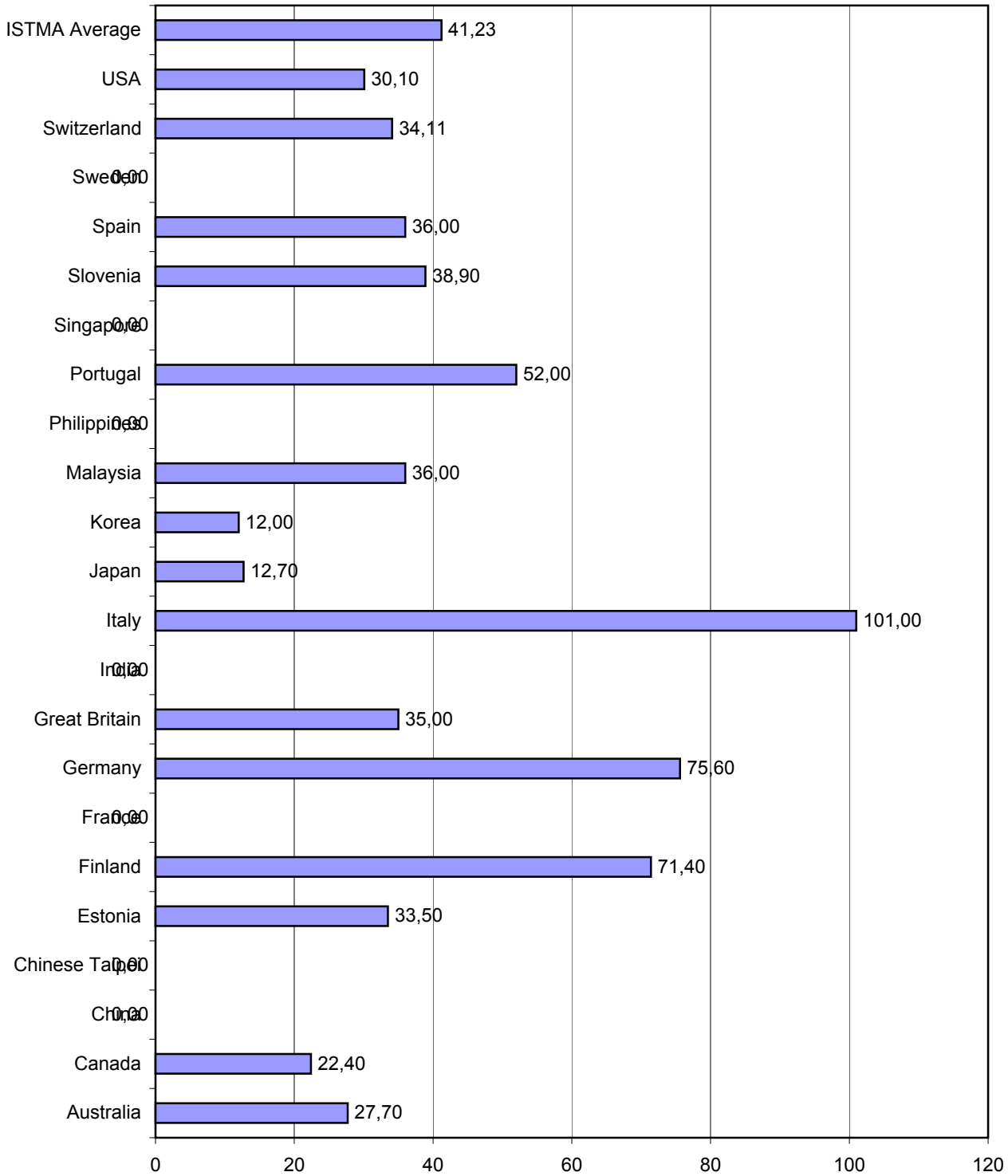
VALOR DEL TRABAJO CONTRATADO EN % DE LA FACTURACIÓN



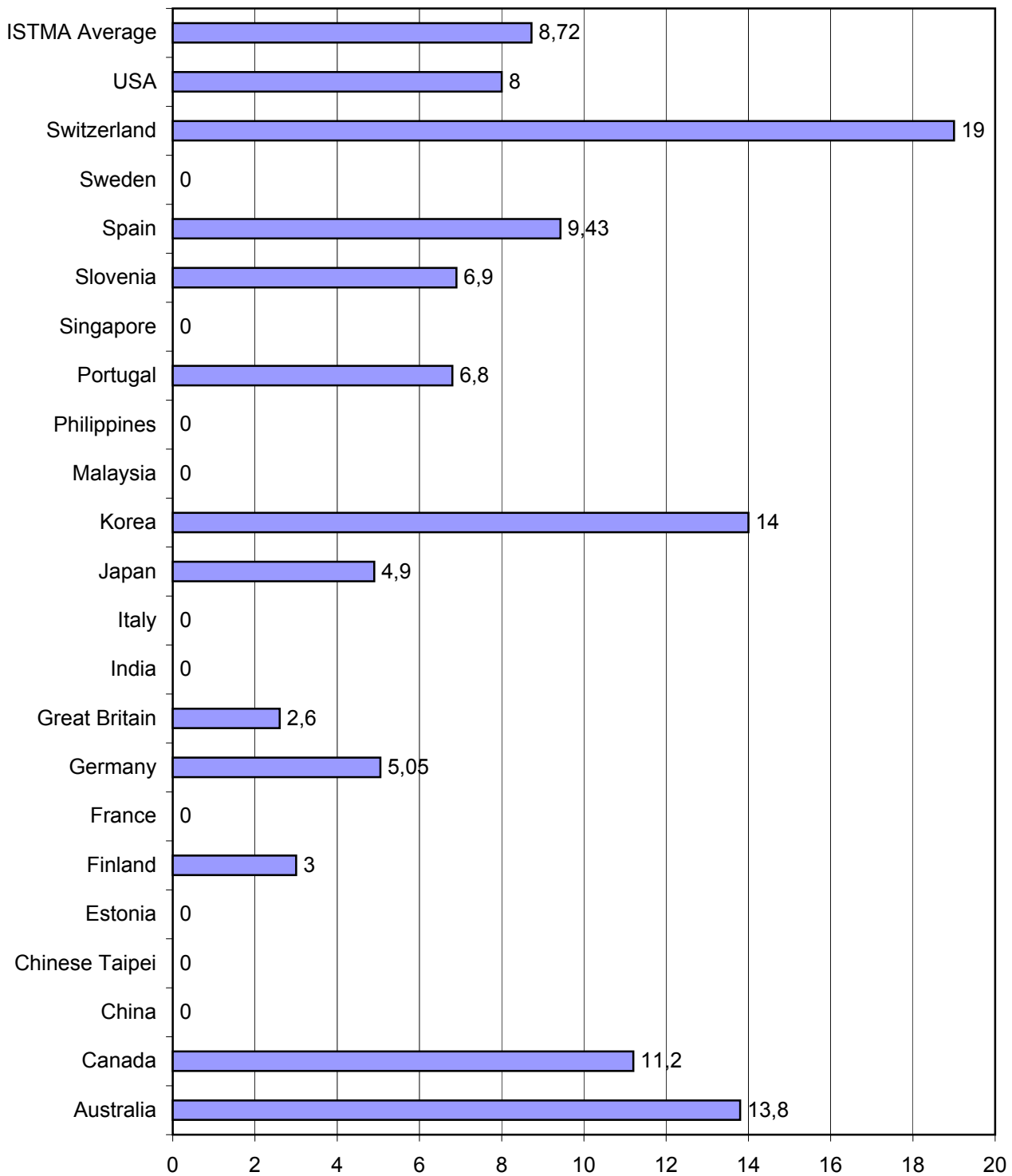
COSTE DEL PERSONAL % DE LA FACTURACIÓN



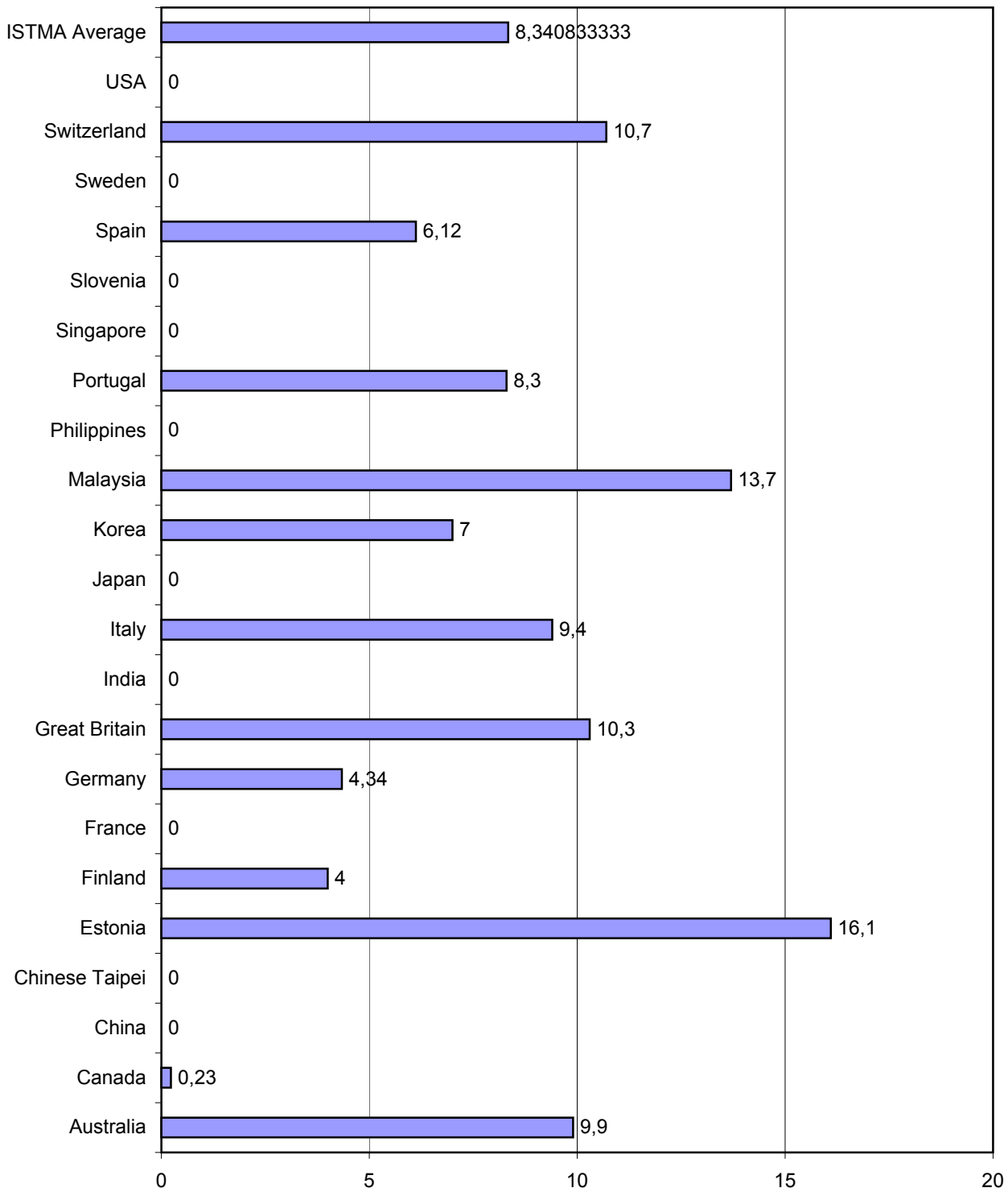
BENEFICIOS ADICIONALES Y COMPENSACIÓN ESPECIAL EN % DE SUELDOS Y SALARIOS PAGADOS



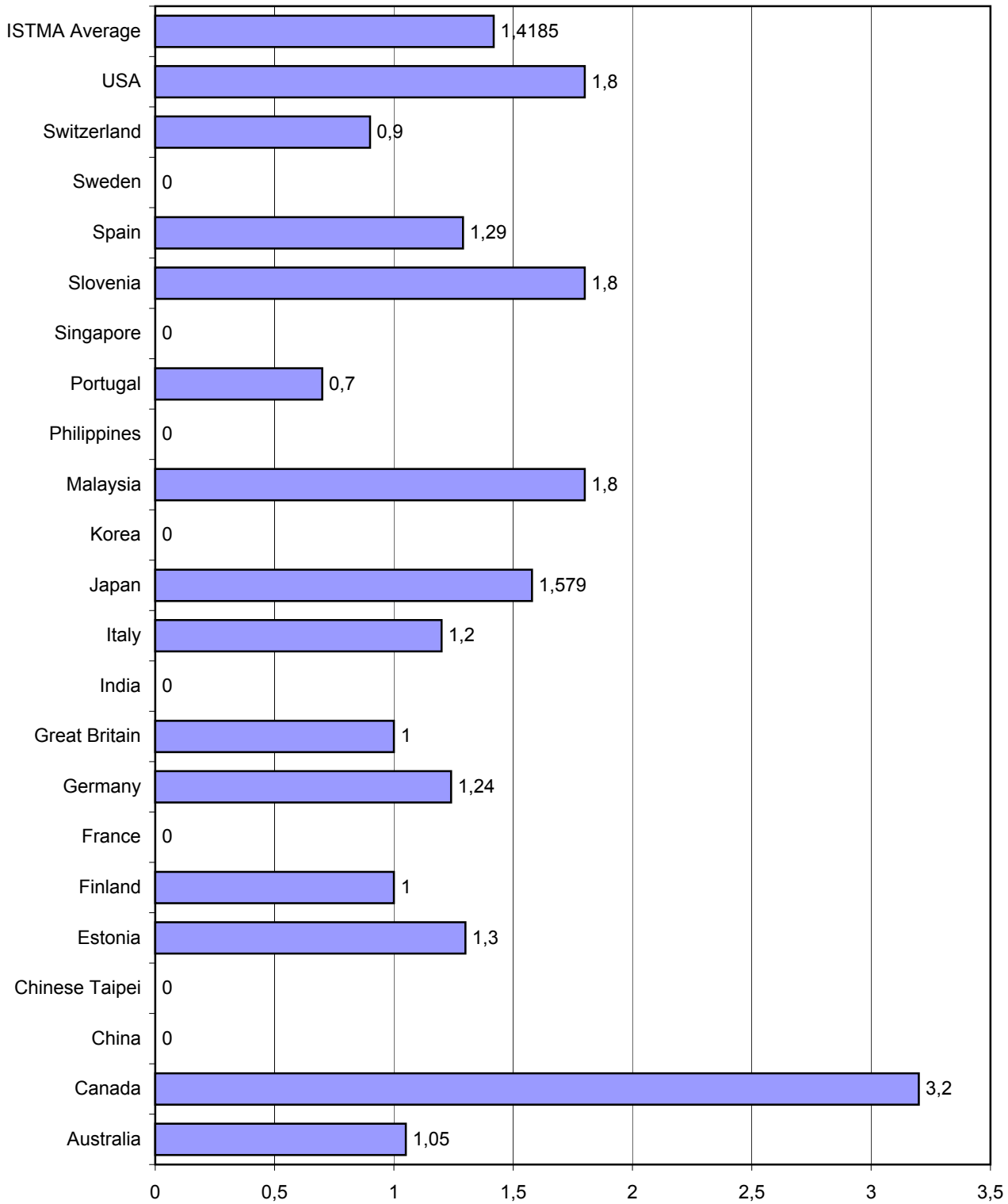
BENEFICIOS DE EXPLOTACIÓN EN % DE LA FACTURACIÓN (VENTAS)



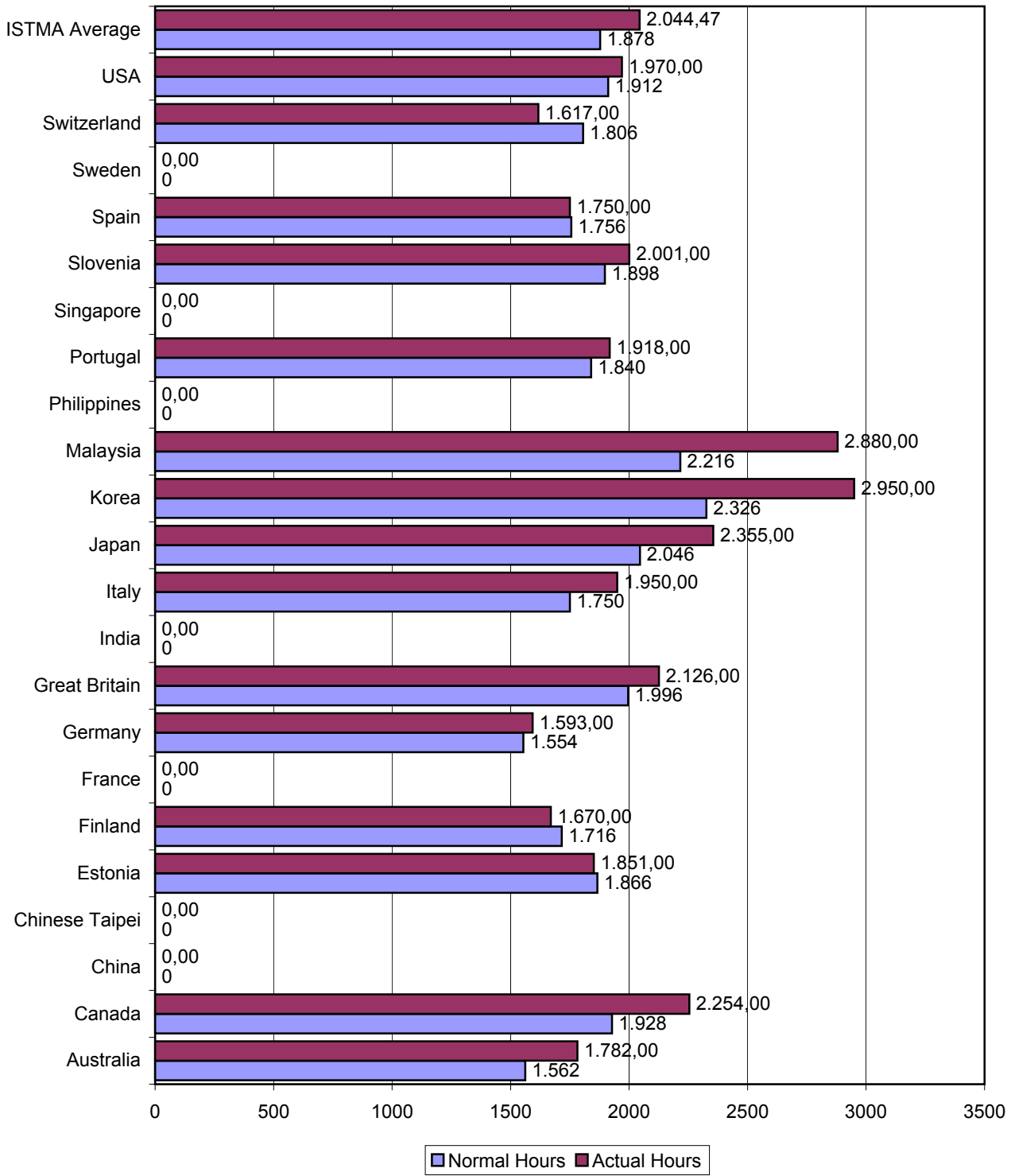
INVERSIONES EN MAQUINARIA Y EQUIPOS EN % DE LA FACTURACIÓN



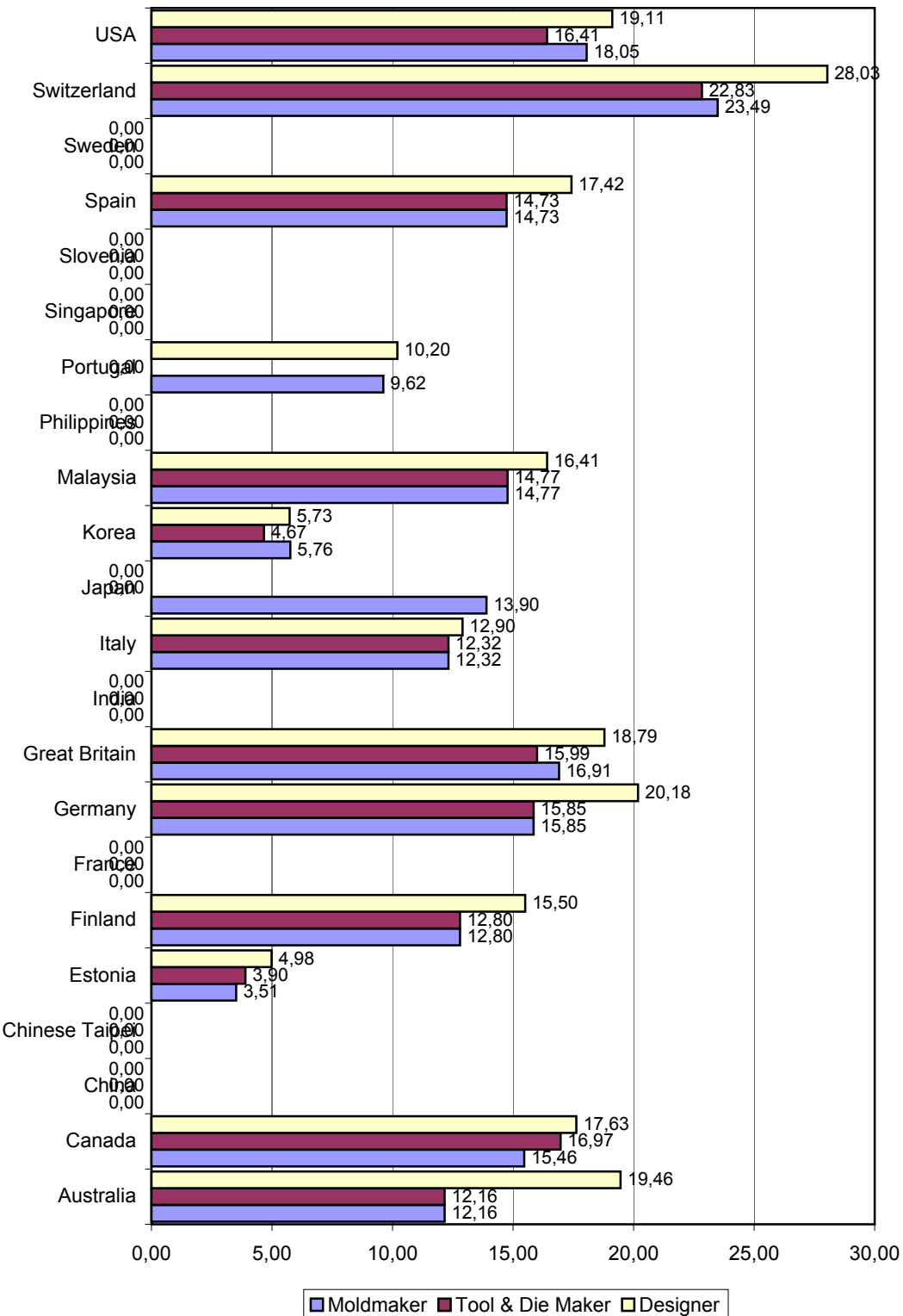
LIQUIDEZ



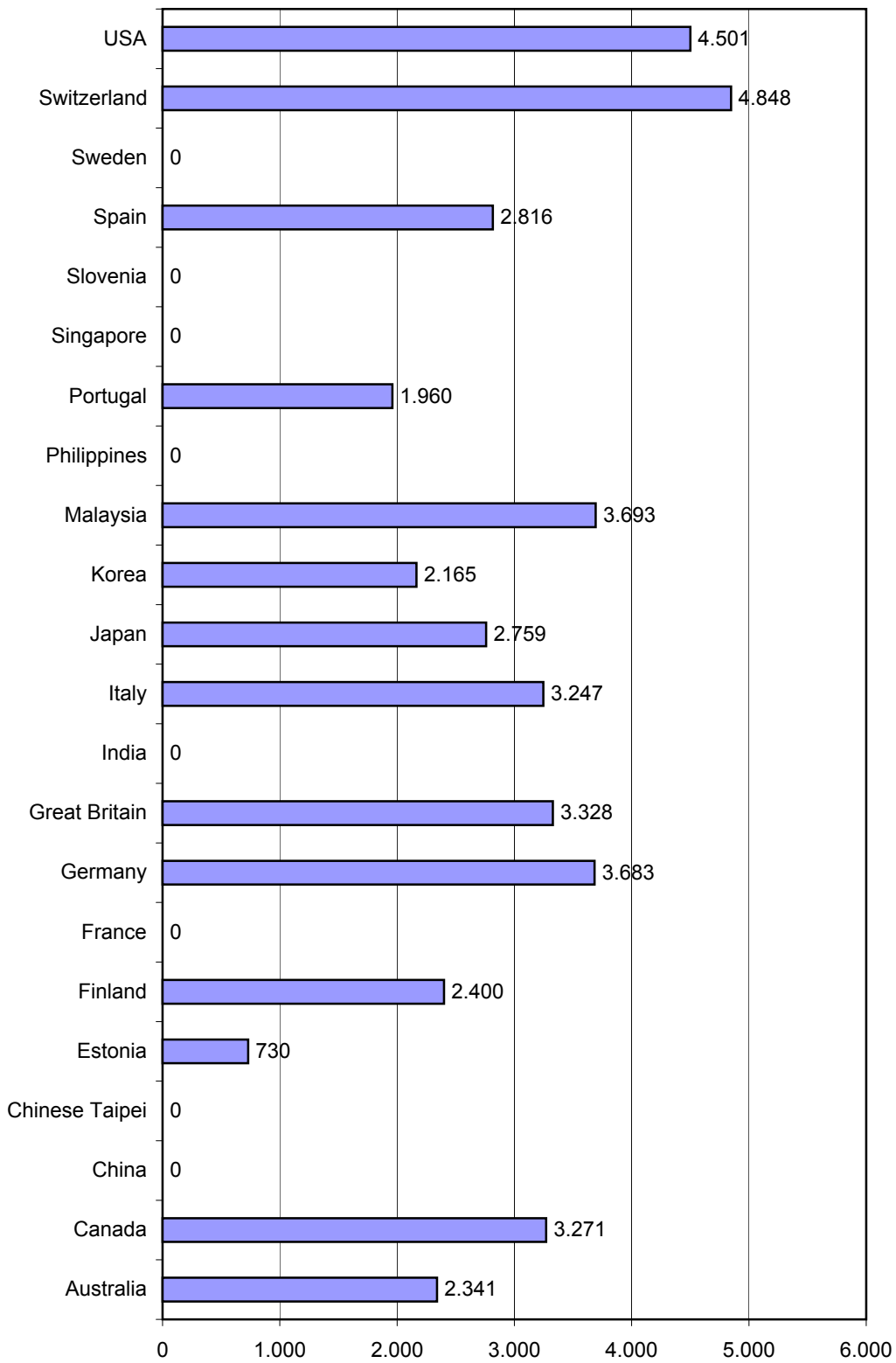
HORAS DE TRABAJO NORMALES Vs. ACTUALES TRABAJADAS POR AÑO



SALARIOS MEDIOS POR HORA EN €



COMPARACIÓN DE SUELDOS/MES-ENCARGADO EN €



ISTMA STATISTICS 2003 in Euro

ISTMA Memb	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total
	CN code 8207 30 10	CN codes 8480 71 00 8480 79 00	CN codes 8480 41 00 8480 49 00	CN code 8466 20 10			

FACTURACIÓN (VENTAS) EN EURO

Australia	164.583.922	828.597.032	18.075.691	17.646.048	N/A	N/A	1.028.902.692
Canada	N/A	N/A	N/A	N/A	N/A	N/A	N/A
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	11.760.000	14.520.000	8.450.000	18.600.000	2.470.000	1.400.000	57.200.000
Finland	N/A	N/A	N/A	N/A	N/A	N/A	N/A
France	2.010.903.000	1.535.762.000	229.249.000	287.013.000	206.160.000	N/A	4.269.087.000
Germany	254.526.825	93.804.517	49.371.694	N/A	N/A	N/A	397.703.036
Great Britain	N/A	N/A	N/A	N/A	N/A	N/A	N/A
India	N/A	N/A	N/A	N/A	N/A	N/A	2.221.000.000
Italy	1.136.610.483	1.195.739.952	296.714.206	N/A	53.395.073	163.156.140	2.845.615.855
Japan	N/A	N/A	N/A	N/A	N/A	N/A	112.793.243
Korea	302.048.266	496.678.809	70.114.039	31.031.117	N/A	N/A	899.872.231
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	10.000.000	317.000.000	12.000.000	900.000	N/A	N/A	339.900.000
Portugal	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	419.661.000	269.956.000	136.513.000	N/A	N/A	N/A	826.130.000
Spain	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Sweden	180.340.801	235.815.478	10.389.477	24.691.041	N/A	N/A	451.236.797
Switzerland	1.304.204.091	1.062.971.243	241.291.796	521.681.636	447.155.687	N/A	3.577.304.454
USA	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total							17.026.745.307

ISTMA STATISTICS 2003 in Euro

ISTMA Memb	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total
	CN code 8207 30 10	CN codes 8480 71 00 8480 79 00	CN codes 8480 41 00 8480 49 00	CN code 8466 20 10			

EXPORTACIONES EN EURO

Australia	8053430,3	37057588,7	9656804,72	N/A	3438279,74	N/A	58206103,5
Canada	160671102	682199281	17116973,3	13657734,2	N/A	N/A	873645090
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	739776,677	7694726,39	87268,5623	2644,40895	N/A	N/A	8524416,04
Finland	470000	2860000	450000	550000	0	0	4330000
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	391793000	673734000	88967000	82468000	53924000	N/A	1290886000
Great Britain	48330066,7	52934482,4	N/A	N/A	N/A	N/A	101264549
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	133781629	526218496	210250624	4941482	N/A	N/A	N/A
Japan	235665864	247186516	99929616,6	N/A	8660863,12	N/A	591442860
Korea	18580328	12850453,3	N/A	N/A	199830,81	N/A	31630612,1
Malaysia	94390083,2	165559603	22617432,1	7840709,79	N/A	N/A	290407828
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	8119952	284216704	10592104	494015	N/A	N/A	303422775
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	236153000	76923000	7178000	N/A	N/A	N/A	320254000
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	63106453,7	223437891	9363355,93	18534314,1	N/A	N/A	314442015
USA	290425874	379358689	68158996,6	117266740	37821583,4	N/A	893031883
Total							5081488131

ISTMA STATISTICS 2003 in Euro

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total
ISTMA Memb	CN code 8207 30 10	CN codes 8480 71 00 8480 79 00	CN codes 8480 41 00 8480 49 00	CN code 8466 20 10			

IMPORTACIONES EN EURO

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	211481286	222335293	25008286	27723629,1	N/A	N/A	486548494
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	1007668,63	8819367,35	19053,4824	64892,0128	N/A	N/A	9910981,47
Finland	2520000	9750000	2730000	2640000	3150000	7450000	28240000
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	234572000	416456000	63716000	21206000	16560000	N/A	752510000
Great Britain	23336692	35970845,8	12585969,6	N/A	N/A	N/A	71893507,5
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	56724741	208163748	44148181	6239013	N/A	N/A	N/A
Japan	9809223,93	61270605,7	11439155,4	N/A	1585478,79	N/A	84104463,8
Korea	133220,54	4540397,13	N/A	N/A	N/A	N/A	4673617,67
Malaysia	372989231	479187995	36791022,9	25379139,6	N/A	N/A	914347388
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	9549325	38788405	3881697	433111	N/A	N/A	52652538
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	44835000	80793000	14184000	N/A	N/A	N/A	139812000
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	42968825,2	125379184	11800393,8	13403708,1	N/A	N/A	193552111
USA	294131968	909328855	157953600	76039294	33862027,3	N/A	1471315745
Total							4209560847