

More detailed description of the requested information - *Business cycle statistics for industry*

Net turnover for the month

Net turnover means revenue from goods sold and services performed that are included in the enterprise's normal operations, less discounts given, value added tax and other tax directly linked to the turnover. If you use the BAS Chart of Accounts (BAS2015) in your accounting records, net turnover corresponds to the total of accounts 30–37, excl. 3750. *The requested information has to be given broken down by customers in Sweden and customers abroad. These are defined as follows:*

Customers in Sweden

Customers in Sweden means enterprises, private individuals or other entities within Sweden's borders. In the case of enterprises with several operational units, a customer in Sweden can also be another operational unit in the enterprise to which the operation's goods or services have been sold. Swedish units included in foreign enterprise groups are also counted as customers in Sweden.

Customers abroad

Customers abroad means enterprises, private individuals or other entities outside Sweden's borders. Foreign units included in Swedish enterprise groups are also counted as customers abroad. *Some enterprises also report net turnover for the month broken down by industrial operations, trade and services.*

Industrial operations (answered by certain enterprises)

Means the part of net turnover that corresponds to sales revenue from goods produced by the operations and industrial services plus payment for production when the ordering party provides the greater part of the input goods. Industrial services include, for example, assembly, installation and repair of machinery and appliances.

Do **not** include:

- repair and maintenance of computers and communication equipment, motor vehicles and motor cycles, and household articles and personal articles. This is reported as "Services"
- freight costs charged separately. These are reported as "Services".

- sales of goods bought and sold-on without further work being done on them (goods for resale). This is reported as “Trade”, as is the sale of finished goods from other operational units in the enterprise/group

Trade (answered by certain enterprises)

Means the part of net turnover that corresponds to sales revenue from goods bought and sold-on without further work being done on them (i.e. goods for resale). This also includes sales of finished goods from other operational units in the enterprise/group in Sweden or abroad. Sales of goods bought abroad and sold-on abroad without passing Swedish borders in the meantime, known as merchanting or third-party trade, are also included.

Services (answered by certain enterprises)

Means the part of net turnover that corresponds to sales revenue from services in, for example:

- transport and storage
- IT and communications
- letting of property and property services; construction and civil engineering
- law, economics, advertising, science and technology, finance and insurance • electricity, gas, heating and cooling (including own production)
- hiring out and leasing of cars, consumer goods, industrial equipment, etc.
- repair of motor vehicles and motorcycles, but not the performance of major repairs or alterations to transport equipment since these are viewed as industrial services and reported under industrial operations. On-invoiced services are also reported here; this also applies to freight costs charged separately in “Industrial operations” or “Trade”

Orders received in the month (answered by certain enterprises)

Orders received means new orders of goods produced by the operations and industrial services, e.g. installation, repair and maintenance. Orders means written contracts and oral agreements received in the month concerned, irrespective of whether or not there has been a sale. Payment for production when the ordering party provides the greater part of the input goods has to be included. Orders regarding goods for resale and non-industrial services must **not** be included.

Capacity utilisation for the quarter (answered by certain enterprises)

The ratio between actual and full capacity utilisation during the quarter is reported under capacity utilisation. Full capacity utilisation means that full use is being made of machinery and staffing with the production method in place. The production method in place means the limits the enterprise has set for its production. For instance, an enterprise can have only day shift and have full capacity utilisation. If the enterprise introduces a permanent night shift, this means that its production method has been altered and capacity utilisation therefore has to be estimated on the basis of the new method in place. However, short periods of extra shifts should be seen as capacity utilisation above 100%