

Industry Norms calculated from Stats SA figures

Formula

1 Determine NPAT [NPBT-TAXATION]

2 NPAT÷ TURNOVER

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| All Industries | 6,49% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals     |
|----------------|-------|----------|------------|------------|------------|------------|------------|
|                |       | NPBT     | 311 626    | 214 033    | 282 480    | 343 017    | 1 151 156  |
|                |       | TAXATION | 61 745     | 46 294     | 51 496     | 55 186     | 214 721    |
|                |       | NPAT     | 249 881    | 167 739    | 230 984    | 287 831    | 936 435    |
|                |       | TURNOVER | 3 647 303  | 3 458 317  | 3 579 556  | 3 742 682  | 14 427 858 |
| Profit Margin  |       |          | 6,85%      | 4,85%      | 6,45%      | 7,69%      | 6,49%      |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total     |
|------------|-------------|------------|-----------|
| 221 770    | 34 863      | 86 384     | 343 017   |
| 36 982     | 4 929       | 13 275     | 55 186    |
| 184 788    | 29 934      | 73 109     | 287 831   |
| 2 413 182  | 431 285     | 898 215    | 3 742 682 |
| 7,66%      | 6,94%       | 8,14%      | 7,69%     |

| Mining and Quarrying industry | 12,03% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals    |
|-------------------------------|--------|----------|------------|------------|------------|------------|-----------|
|                               |        | NPBT     | 47 805     | 26 046     | 27 723     | 61 896     | 163 470   |
|                               |        | TAXATION | 9 284      | 6 824      | 8 168      | 7 628      | 31 904    |
|                               |        | NPAT     | 38 521     | 19 222     | 19 555     | 54 268     | 131 566   |
|                               |        | TURNOVER | 275 282    | 250 700    | 277 521    | 290 019    | 1 093 522 |
| Profit Margin                 |        |          | 13,99%     | 7,67%      | 7,05%      | 18,71%     | 12,03%    |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total   |
|------------|-------------|------------|---------|
| 60 472     | 1 611       | -185       | 61 898  |
| 7 296      | 143         | 189        | 7 628   |
| 53 176     | 1 468       | -374       | 54 270  |
| 256 089    | 17 118      | 16 812     | 290 019 |
| 20,76%     | 8,58%       | -2,22%     | 18,71%  |

| Manufacturing Industry | 6,19% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals    |
|------------------------|-------|----------|------------|------------|------------|------------|-----------|
|                        |       | NPBT     | 80 118     | 59 632     | 75 906     | 90 905     | 306 561   |
|                        |       | TAXATION | 13 907     | 9 198      | 10 326     | 11 237     | 44 668    |
|                        |       | NPAT     | 66 211     | 50 434     | 65 580     | 79 668     | 261 893   |
|                        |       | TURNOVER | 1 057 640  | 1 008 446  | 1 049 885  | 1 116 784  | 4 232 755 |
| Profit Margin          |       |          | 6,26%      | 5,00%      | 6,25%      | 7,13%      | 6,19%     |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total     |
|------------|-------------|------------|-----------|
| 50 810     | 17 835      | 22 260     | 90 905    |
| 7 775      | 1 934       | 1 528      | 11 237    |
| 43 035     | 15 901      | 20 732     | 79 668    |
| 757 611    | 148 290     | 210 883    | 1 116 784 |
| 5,68%      | 10,72%      | 9,83%      | 7,13%     |

| Electricity Gas and Water supply Industry | 9,22% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals  |
|-------------------------------------------|-------|----------|------------|------------|------------|------------|---------|
|                                           |       | NPBT     | 12 822     | -2 742     | 15 185     | 32 739     | 58 004  |
|                                           |       | TAXATION | 756        | 792        | 3 082      | 6 040      | 10 670  |
|                                           |       | NPAT     | 12 066     | -3 534     | 12 103     | 26 699     | 47 334  |
|                                           |       | TURNOVER | 127 668    | 127 598    | 121 329    | 136 521    | 513 116 |
| Profit Margin                             |       |          | 9,45%      | -2,77%     | 9,98%      | 19,56%     | 9,22%   |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total   |
|------------|-------------|------------|---------|
| 27 480     | 3 136       | 2 123      | 32 739  |
| 5 477      | 528         | 35         | 6 040   |
| 22 003     | 2 608       | 2 088      | 26 699  |
| 122 189    | 11 056      | 3 276      | 136 521 |
| 18,01%     | 23,59%      | 63,74%     | 19,56%  |

| Construction Industry | 1,83% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals  |
|-----------------------|-------|----------|------------|------------|------------|------------|---------|
|                       |       | NPBT     | 1 102      | 1 291      | 3 435      | 3 072      | 8 900   |
|                       |       | TAXATION | 514        | 582        | 487        | 508        | 2 091   |
|                       |       | NPAT     | 588        | 709        | 2 948      | 2 564      | 6 809   |
|                       |       | TURNOVER | 89 785     | 90 560     | 94 855     | 95 976     | 371 176 |
| Profit Margin         |       |          | 0,65%      | 0,78%      | 3,11%      | 2,67%      | 1,83%   |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total  |
|------------|-------------|------------|--------|
| 192        | 683         | 2 197      | 3 072  |
| 383        | 125         | 0          | 508    |
| -191       | 558         | 2 197      | 2 564  |
| 41 973     | 39 670      | 14 333     | 95 976 |
| -0,46%     | 1,41%       | 15,33%     | 2,67%  |

| Trade Industry | 4,73% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals    |
|----------------|-------|----------|------------|------------|------------|------------|-----------|
|                |       | NPBT     | 98 820     | 64 348     | 66 766     | 73 191     | 303 125   |
|                |       | TAXATION | 19 958     | 12 192     | 12 697     | 13 568     | 58 415    |
|                |       | NPAT     | 78 862     | 52 156     | 54 069     | 59 623     | 244 710   |
|                |       | TURNOVER | 1 331 046  | 1 242 231  | 1 271 505  | 1 324 694  | 5 169 476 |
| Profit Margin  |       |          | 5,92%      | 4,20%      | 4,25%      | 4,50%      | 4,73%     |

| Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total     |
|------------|-------------|------------|-----------|
| 38 682     | 6 885       | 27 624     | 73 191    |
| 8 110      | 1 406       | 4 052      | 13 568    |
| 30 572     | 5 479       | 23 572     | 59 623    |
| 786 037    | 138 713     | 399 944    | 1 324 694 |
| 3,89%      | 3,95%       | 5,89%      | 4,50%     |

| Transport Storage and Communication Industry | 4,40% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals    | Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total   |
|----------------------------------------------|-------|----------|------------|------------|------------|------------|-----------|------------|-------------|------------|---------|
| Profit Margin                                |       | NPBT     | 15 840     | 14 026     | 20 171     | 13 750     | 63 787    | 7 661      | 860         | 5 229      | 13 750  |
|                                              |       | TAXATION | 4 466      | 4 240      | 4 401      | 3 944      | 17 051    | 3 101      | 159         | 684        | 3 944   |
|                                              |       | NPAT     | 11 374     | 9 786      | 15 770     | 9 806      | 46 736    | 4 560      | 701         | 4 545      | 9 806   |
|                                              |       | TURNOVER | 266 629    | 252 523    | 265 462    | 277 293    | 1 061 907 | 211 609    | 18 452      | 47 232     | 277 293 |
|                                              |       |          | 4,27%      | 3,88%      | 5,94%      | 3,54%      | 4,40%     | 2,15%      | 3,80%       | 9,62%      | 3,54%   |

| Real estate and other business services Industry | 10,32% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals    | Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total   |
|--------------------------------------------------|--------|----------|------------|------------|------------|------------|-----------|------------|-------------|------------|---------|
| Profit Margin                                    |        | NPBT     | 44 447     | 41 551     | 63 205     | 58 306     | 207 509   | 30 719     | 2 648       | 24 939     | 58 306  |
|                                                  |        | TAXATION | 10 885     | 10 664     | 10 658     | 10 732     | 42 939    | 3 833      | 452         | 6 447      | 10 732  |
|                                                  |        | NPAT     | 33 562     | 30 887     | 52 547     | 47 574     | 164 570   | 26 886     | 2 196       | 18 492     | 47 574  |
|                                                  |        | TURNOVER | 403 464    | 388 391    | 400 448    | 402 969    | 1 595 272 | 177 453    | 48 827      | 176 689    | 402 969 |
|                                                  |        |          | 8,32%      | 7,95%      | 13,12%     | 11,81%     | 10,32%    | 15,15%     | 4,50%       | 10,47%     | 11,81%  |

| Community, Social and personal services Industry | 8,40% |          | Q4 (2024)* | Q1 (2025)* | Q2 (2025)* | Q3 (2025)! | Totals  | Q3 (Large) | Q3 (Medium) | Q3 (Small) | Total  |
|--------------------------------------------------|-------|----------|------------|------------|------------|------------|---------|------------|-------------|------------|--------|
| Profit Margin                                    |       | NPBT     | 10 672     | 9 881      | 10 091     | 9 156      | 39 800  | 5 754      | 1 205       | 2 197      | 9 156  |
|                                                  |       | TAXATION | 1 975      | 1 802      | 1 679      | 1 529      | 6 985   | 1 007      | 182         | 340        | 1 529  |
|                                                  |       | NPAT     | 8 697      | 8 079      | 8 412      | 7 627      | 32 815  | 4 747      | 1 023       | 1 857      | 7 627  |
|                                                  |       | TURNOVER | 95 789     | 97 868     | 98 551     | 98 426     | 390 634 | 60 221     | 9 159       | 29 046     | 98 426 |
|                                                  |       |          | 9,08%      | 8,25%      | 8,54%      | 7,75%      | 8,40%   | 7,88%      | 11,17%      | 6,39%      | 7,75%  |

Note: The above estimates are sourced from the P0044: Quarterly Financial Statistics: September 2025 as published by Statistics South Africa

\* Revised estimates

! Preliminary estimates