

Do you know what it costs your competitors to manufacture their products?

This data enables you to determine the total cost of manufacturing amongst Singapore SMEs so that you can better leverage component and overall manufacturing costs.

The data in this section were obtained from annual survey conducted by Singapore Innovation & Productivity Institute which are produced using survey sampling. The data appearing in this section are based on their financial data in 2011/2012.

In this section, small and medium-sized enterprises are defined as those having annual revenues between \$1,000,000 and \$100,000,000.

This survey envisages to provide more in-depth data for small and medium-sized enterprises comparison.

**Disclaimer :** This survey is not a statistical representation of the Singapore small and medium-sized enterprise manufacturing market



## YR2011/2012

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Number of Enterprises Reporting
Number of Businesses	>8,000							52
Revenue Range:								
Low Value (\$'000)	1,000	1,000	50,000	1,000	25,000	50,000	75,000	
High Value (\$'000)	95,000	50,000	95,000	25,000	50,000	75,000	95,000	
<b>REVENUES AND EXPENSES</b>	<b>(percent of total revenue)</b>							
Total revenue	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>Cost of sales (direct expenses)</b>	<b>62.50</b>	<b>40.00</b>	<b>64.50</b>	<b>34.20</b>	<b>42.20</b>	<b>51.30</b>	<b>67.10</b>	
Wages and benefits	14.10	5.90	14.80	4.50	6.50	11.40	15.50	
Purchases, materials and sub-contracts	49.50	34.40	50.80	29.80	36.20	40.40	52.80	
Opening Inventory	13.30	13.80	13.30	13.00	14.10	12.00	13.50	
Closing inventory	14.40	14.10	14.40	13.10	14.60	12.50	14.70	
<b>Operating expenses (indirect expenses)</b>	<b>35.90</b>	<b>51.90</b>	<b>34.50</b>	<b>52.00</b>	<b>52.00</b>	<b>46.60</b>	<b>32.20</b>	
Labour and commissions	12.20	10.30	12.40	6.30	11.90	15.90	11.70	
Amortization and depletion	1.70	3.30	1.50	3.90	3.00	2.40	1.40	
Repairs and maintenance	2.30	2.60	2.30	2.70	2.60	2.60	2.20	
Utilities and telephone/telecommunication	1.00	2.70	0.90	3.20	2.60	2.00	0.60	
Rent	1.50	6.10	1.10	5.80	6.20	3.90	0.60	
Interest and bank charges	2.30	2.90	2.20	3.10	2.80	2.60	2.20	
Professional and business fees	2.70	3.70	2.60	4.20	3.60	3.00	2.50	
Advertising and promotion	2.20	2.60	2.20	2.60	2.60	2.40	2.10	
Delivery, shipping and warehouse expenses	1.70	1.80	1.70	1.80	1.80	1.50	1.70	
Insurance	0.00	0.50	-0.10	0.50	0.50	0.20	-0.10	
Other expenses	8.30	15.40	7.70	17.90	14.40	10.10	7.30	
<b>Total expenses</b>	<b>98.40</b>	<b>91.90</b>	<b>99.00</b>	<b>86.20</b>	<b>94.20</b>	<b>97.90</b>	<b>99.30</b>	
Net profit/loss	1.60	8.10	1.00	13.80	5.80	2.10	0.70	
<b>FINANCIAL RATIOS</b>								
Interest coverage ratio	1.70	3.79	1.45	5.45	3.07	1.81	1.32	
Gross margin (%)	37.50	60.00	35.50	65.80	57.80	48.70	32.90	
<b>PROFITABLE vs NON-PROFITABLE BUSINESSES</b>	<b>(thousands of dollars)</b>							
<b>Profitable</b>								
Percent of businesses (%)	64.90							
Total revenue (\$'000)		20,500	95,850	1,500	24,780	65,890	95,850	
Total expenses (\$'000)		18,300	85,476	1,365	21,980	59,887	85,476	
Net profit (\$'000)		2,200	10,375	135	2,800	6,003	10,375	
<b>Non-Profitable</b>								
Percent of businesses (%)	35.10							
Total revenue (\$'000)		19,845	-	3,492	23,998	43,197	-	
Total expenses (\$'000)		21,694	-	4,096	25,468	46,738	-	
Net loss (\$'000)		(1,849)	-	(604)	(1,470)	(3,541)	-	
<b>Profile</b>								
Data Reference Year	2011/2012							
Geographic Area	Singapore							
Incorporation Status	All Manufacturing - Small & Medium Enterprises							
Display Values (Expenses)	% of Total Revenue							
Selected Industry	SSIC 10 -32 under Manufacturing							
Comparison Groups	Lower Half, Upper Half, Bottom Quartile; Lower Middle; Upper Middle; Top Quartile							
Size of Firms	Annual Revenues S\$1,000,000 - S\$95,000,000							

Source: Singapore Innovation & Productivity Institute - Small & Medium Enterprise Profiles



(65)6826-3111



enquiry@siipi.org.sg



www.siipi.org.sg