

Electrical Services

Businesses in this industry install, repair, maintain, assemble, identify and design electrical equipment and networks.

These benchmarks do not apply to auto electricians or air conditioning specialists.

Performance benchmarks

These benchmarks use information reported on tax returns and activity statements for the 2015–16 financial year and are updated each year. This is the most current data.

The benchmarks show ranges of business income to business expenses that you can use to compare your performance against similar businesses in your industry.

Key benchmark range

Total expenses to turnover is the key benchmark range for this industry – it is likely to be the most accurate predictor of business turnover.

Generally, you should fall within the key benchmark range for your particular annual turnover.

Falling outside the key benchmarks for your industry may indicate your business has room for improvement.

It may also be worthwhile checking you reported all income and accounted for any trading stock you may have used for private purposes, as these can affect your results. Certain businesses can use amounts we accept as estimates, check if they are available for you.

2015–16 financial year

Tax return – key benchmarks for 2015–16

Key benchmark range	Annual turnover range		
	\$50,000 – \$200,000	\$200,001 – \$500,000	More than \$500,000
Total expenses/turnover	53% – 68%	64% – 77%	78% – 88%
Average total expenses	61%	71%	83%

Activity statement – key benchmarks for 2015–16

Key benchmark range	Annual turnover range		
	\$50,000 – \$200,000	\$200,001 – \$500,000	More than \$500,000
Non-capital purchases/ total sales	41% – 55%	46% – 57%	48% – 58%

Other benchmark information that may assist your business

Not all expenses, such as those below, are reported by every business.

Because there are fewer businesses in your industry that report this information, only use this information as a guide if it applies to your business.

Tax return – other benchmarks for 2015–16

Benchmark range	Annual turnover range		
	\$50,000 – \$200,000	\$200,001 – \$500,000	More than \$500,000
Cost of sales/turnover	24% – 35%	30% – 38%	31% – 41%
Labour/turnover	19% – 31%	18% – 28%	24% – 35%
Motor vehicle expenses/turnover	6% – 9%	4% – 5%	2% – 4%

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See also:

- [Compare your business now](#)
- [Using stock for private purposes](#)