

Plumbing services

Check the performance benchmarks for plumbing services.

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See your update ATO Benchmarks below with direct links to the ATO website for more information.

Businesses in this industry

Businesses in this industry install, maintain and repair:

- pipe fittings
- hot water systems
- gas fittings
- plumbing
- drainage and sewerage systems.

What are performance benchmarks

Performance benchmarks use information reported on tax returns for the 2022–23 financial year and are updated each year. This is the most current data.

The benchmarks show ranges of business income to business expenses. Use these benchmarks to [compare your performance](#) against similar businesses.

Key benchmark range

Total expenses to turnover is the key benchmark range for this industry. It is the most accurate when predicting business turnover.

You should fall within the key benchmark range for your annual turnover. If you fall outside the range, your business may have room to improve.

Check that you have reported all income and accounted for any trading stock [used for private purposes](#). Some businesses can use accepted amounts as estimates for the value of trading stock used for private purposes.

2022–23 benchmarks

Annual turnover range	\$50,000 – \$150,000	\$150,001 – \$600,000	More than \$600,000
'Total expenses' divided by 'Annual turnover'	50% to 67%	61% to 76%	76% to 87%
Average total expenses	59%	69%	82%

Other benchmarks

Not all expenses are reported by every business. Only use this information as a guide if it applies to your business.

Annual turnover range	\$50,000 – \$150,000	\$150,001 – \$600,000	More than \$600,000
'Cost of sales' divided by 'Annual turnover'	21% to 34%	27% to 36%	29% to 39%
'Labour' divided by 'Annual turnover'	19% to 33%	16% to 27%	23% to 32%
'Motor vehicle expenses' divided by 'Annual turnover'	7% to 11%	5% to 7%	3% to 5%

For benchmarks for previous years, see [Small business benchmarks](#)

