

Plan/Ist-Vergleich  
1000 GESAMT

|                                 | Ist<br>3.2010    | Plan<br>3.2010   | Diff.          | Ist-Abw<br>3.2010 | Ist ZL%<br>3.2010 | Ist<br>1.10- 3.10 | Plan<br>1.10- 3.10 | Diff.           | Ist-Abw<br>- 3.10 | Ist ZL%<br>- 3.10 |
|---------------------------------|------------------|------------------|----------------|-------------------|-------------------|-------------------|--------------------|-----------------|-------------------|-------------------|
| Erlöse Grp. I                   | 421.979          | 459.200          | -37.221        | -8,1%             | 36,3%             | 1.310.264         | 1.379.500          | -69.236         | -5,0%             | 36,5%             |
| Erlöse Grp. II                  | 488.233          | 527.700          | -39.467        | -7,5%             | 42,0%             | 1.433.175         | 1.558.000          | -124.825        | -8,0%             | 39,9%             |
| Erlöse Grp. III                 | 275.379          | 277.100          | -1.721         | -0,6%             | 23,7%             | 813.387           | 829.700            | -16.313         | -2,0%             | 22,6%             |
| <b>SUMME ERLÖSE</b>             | <b>1.185.591</b> | <b>1.264.000</b> | <b>-78.409</b> | <b>-6,2%</b>      | <b>101,9%</b>     | <b>3.556.826</b>  | <b>3.767.200</b>   | <b>-210.374</b> | <b>-5,6%</b>      | <b>99,0%</b>      |
| Bestandsveränderung             | -22.008          | -22.008          | 0              | 0,0%              | -1,9%             | 36.330            | 36.330             | 0               | 0,0%              | 1,0%              |
| <b>GESAMTLEISTUNG</b>           | <b>1.163.583</b> | <b>1.241.992</b> | <b>-78.409</b> | <b>-6,3%</b>      | <b>100,0%</b>     | <b>3.593.156</b>  | <b>3.803.530</b>   | <b>-210.374</b> | <b>-5,5%</b>      | <b>100,0%</b>     |
| Material                        | 441.422          | 429.469          | 11.953         | 2,8%              | 37,9%             | 1.321.162         | 1.292.298          | 28.864          | 2,2%              | 36,8%             |
| Fremdleistungen                 | 57.294           | 58.000           | -706           | -1,2%             | 4,9%              | 168.999           | 173.400            | -4.401          | -2,5%             | 4,7%              |
| <b>ROHERTRAG</b>                | <b>664.868</b>   | <b>754.523</b>   | <b>-89.655</b> | <b>-11,9%</b>     | <b>57,1%</b>      | <b>2.102.994</b>  | <b>2.337.832</b>   | <b>-234.838</b> | <b>-10,0%</b>     | <b>58,5%</b>      |
| Produktivlöhne                  | 293.959          | 303.128          | -9.169         | -3,0%             | 25,3%             | 882.060           | 909.184            | -27.124         | -3,0%             | 24,5%             |
| <b>D B 1</b>                    | <b>370.908</b>   | <b>451.395</b>   | <b>-80.487</b> | <b>-17,8%</b>     | <b>31,9%</b>      | <b>1.220.934</b>  | <b>1.428.648</b>   | <b>-207.714</b> | <b>-14,5%</b>     | <b>34,0%</b>      |
| <b>GEMEINKOSTEN :</b>           |                  |                  |                |                   |                   |                   |                    |                 |                   |                   |
| Sonst. Personalkosten           | 148.794          | 160.800          | -12.006        | -7,5%             | 12,8%             | 446.397           | 482.400            | -36.003         | -7,5%             | 12,4%             |
| <b>D B 2</b>                    | <b>222.115</b>   | <b>290.595</b>   | <b>-68.480</b> | <b>-23,6%</b>     | <b>19,1%</b>      | <b>774.538</b>    | <b>946.248</b>     | <b>-171.710</b> | <b>-18,1%</b>     | <b>21,6%</b>      |
| Raumkosten                      | 47.726           | 49.100           | -1.374         | -2,8%             | 4,1%              | 143.253           | 147.100            | -3.847          | -2,6%             | 4,0%              |
| Kfz-Kosten                      | 3.637            | 3.200            | 437            | 13,7%             | 0,3%              | 9.972             | 10.000             | -28             | -0,3%             | 0,3%              |
| Reparatur/Instandhaltung        | 23.922           | 24.200           | -278           | -1,2%             | 2,1%              | 72.629            | 72.100             | 529             | 0,7%              | 2,0%              |
| Abschreibungen                  | 23.291           | 24.000           | -709           | -3,0%             | 2,0%              | 69.873            | 72.000             | -2.127          | -3,0%             | 1,9%              |
| Werbekosten                     | 9.167            | 9.600            | -433           | -4,5%             | 0,8%              | 27.809            | 28.800             | -991            | -3,4%             | 0,8%              |
| Reisekosten                     | 16.015           | 16.500           | -485           | -2,9%             | 1,4%              | 47.779            | 49.200             | -1.421          | -2,9%             | 1,3%              |
| Kosten Warenabgabe              | 6.168            | 6.500            | -333           | -5,1%             | 0,5%              | 18.685            | 19.600             | -915            | -4,7%             | 0,5%              |
| Betriebliche Steuern            | 15.657           | 21.900           | -6.243         | -28,5%            | 1,3%              | 47.580            | 66.000             | -18.420         | -27,9%            | 1,3%              |
| Versicherung/Beiträge           | 18.207           | 18.900           | -693           | -3,7%             | 1,6%              | 54.531            | 56.400             | -1.869          | -3,3%             | 1,5%              |
| Zinsaufwand                     | 17.179           | 17.179           | 0              | 0,0%              | 1,5%              | 51.413            | 51.413             | 0               | 0,0%              | 1,4%              |
| <b>Gemeinkosten o. PersKost</b> | <b>180.970</b>   | <b>191.079</b>   | <b>-10.109</b> | <b>-5,3%</b>      | <b>15,6%</b>      | <b>543.524</b>    | <b>572.613</b>     | <b>-29.089</b>  | <b>-5,1%</b>      | <b>15,1%</b>      |
| <b>D B 3</b>                    | <b>41.144</b>    | <b>99.516</b>    | <b>-58.372</b> | <b>-58,7%</b>     | <b>3,5%</b>       | <b>231.014</b>    | <b>373.635</b>     | <b>-142.621</b> | <b>-38,2%</b>     | <b>6,4%</b>       |
| <b>U M L A G E N :</b>          |                  |                  |                |                   |                   |                   |                    |                 |                   |                   |
| <b>ÜBER-/UNTERDECKUNG</b>       | <b>41.144</b>    | <b>99.516</b>    | <b>-58.372</b> | <b>-58,7%</b>     | <b>3,5%</b>       | <b>231.014</b>    | <b>373.635</b>     | <b>-142.621</b> | <b>-38,2%</b>     | <b>6,4%</b>       |