

## Clients Turnover by Amount Intervals

Cod. Template: Turnover - Company(s): \*11 - KP Spain  
 Result - (January to December) - 2011, 2012

	2011	2012	Difference	%
<b>Clients</b>				
<b>Domestic Clients</b>				
<b>Clients with Turnover in excess of 20.000 €</b>				
Number of Clients .....	16,00	15,00	-1,00	-6,25 %
% of domestic clients number ....	2,62 %	2,39 %	-0,23	-8,78 %
Average Turnover per client .....	107.496,78	102.048,64	-5.448,14	-5,07 %
Total Turnover .....	1.719.948,54	1.530.729,58	-189.218,96	-11,00 %
% of Domestic Turnover .....	69,08 %	64,47 %	-4,61	-6,67 %
<b>Clients with Turnover between 10,000 € and 20,000 €</b>				
Number of Clients .....	13,00	15,00	2,00	15,38 %
% of domestic clients number ....	2,13 %	2,39 %	0,26	12,21 %
Average Turnover per client .....	14.861,92	13.778,27	-1.083,65	-7,29 %
Total Turnover .....	193.204,97	206.674,06	13.469,09	6,97 %
% of Domestic Turnover .....	7,76 %	8,70 %	0,94	12,11 %
<b>Clients with Turnover between 5,000 € and 10,000 €</b>				
Number of Clients .....	55,00	52,00	-3,00	-5,45 %
% of domestic clients number ....	9,00 %	8,29 %	-0,71	-7,89 %
Average Turnover per client .....	3.145,18	2.810,16	-335,02	-10,65 %
Total Turnover .....	172.984,93	146.128,12	-26.856,81	-15,53 %
% of Domestic Turnover .....	6,95 %	6,15 %	-0,80	-11,51 %
<b>Clients with Turnover of less than 5,000 €</b>				
Number of Clients .....	527,00	545,00	18,00	3,42 %
% of domestic clients number ....	86,25 %	86,92 %	0,67	0,78 %
Average Turnover per client .....	765,64	900,43	134,79	17,60 %
Total Turnover .....	403.492,37	490.736,29	87.243,92	21,62 %
% of Domestic Turnover .....	16,21 %	20,67 %	4,46	27,51 %
<b>Total Domestic Clients</b>				
Number of Clients .....	611,00	627,00	16,00	2,62 %
% of total clients number ....	92,86 %	91,94 %	-0,92	-0,99 %
Average Turnover per client .....	4.074,68	3.786,71	-287,97	-7,07 %
Total Turnover .....	2.489.630,81	2.374.268,05	-115.362,76	-4,63 %
% of Total Turnover .....	97,71 %	96,73 %	-0,98	-1,00 %
<b>Foreign Clients</b>				
<b>Total Foreign Clients</b>				
Number of Clients .....	47,00	55,00	8,00	17,02 %
% of total clients number ....	7,14 %	8,06 %	0,92	12,89 %
Average Turnover per client .....	1.240,73	1.459,02	218,29	17,59 %
Total Turnover .....	58.314,44	80.245,92	21.931,48	37,61 %
% of Total Turnover .....	2,29 %	3,27 %	0,98	42,79 %
<b>Total Clients</b>				
Number of Clients .....	658,00	682,00	24,00	3,65 %
Average Turnover per client .....	3.872,26	3.598,99	-273,27	-7,06 %
Total Turnover .....	2.547.945,25	2.454.513,97	-93.431,28	-3,67 %