

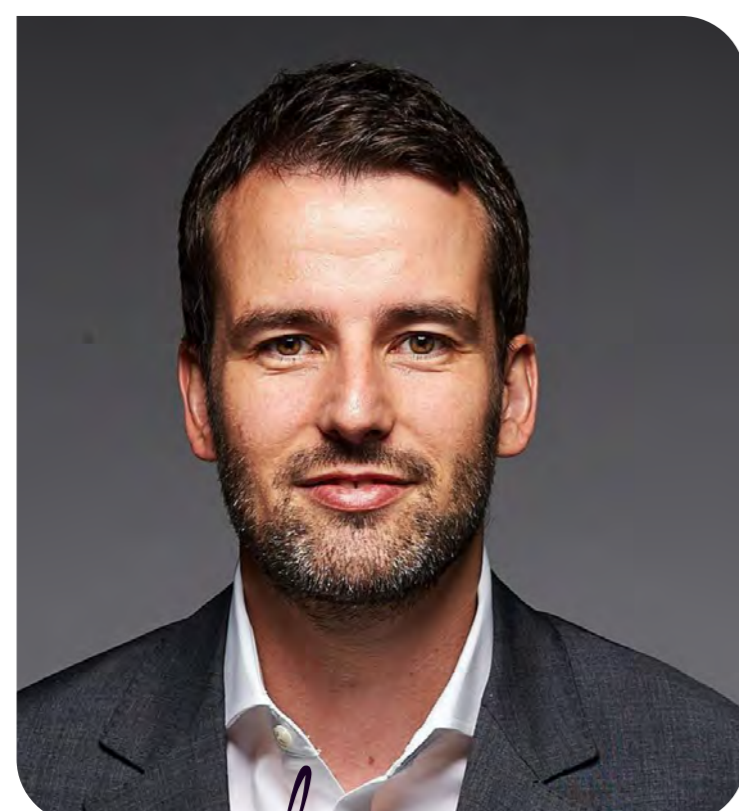


2022

# Price Index for German Skilled Crafts: An Economic Activity Survey of the Craft Industries

Welcome to the first edition of our Price Index for Skilled Crafts!

We are excited to introduce the Price Index for Skilled Crafts in its inaugural edition. Here we will regularly provide an overview of the industry's economic landscape and highlight current trends to better support the customers of our corporate group (TAIFUN, M•SOFT, P Software & Service, and extragroup). To achieve this, we leverage the valuable synergies and potential of a network of over 17,000 craft businesses from the group's customer base.



*Dominik Hartmann*

Dominik Hartmann  
CEO OneQrew

“As leaders in the digital transformation of the trades, our software solutions actively support and shape the way craftsmen handle every aspect of their work. From customer interactions and project planning to execution and invoicing, we stay up-to-date with the latest industry trends and challenges through regular customer engagement.

We are dedicated to providing the best possible support for our customers in tackling current challenges such as the skilled worker shortage and issues with young talent. These topics take center stage in our inaugural Price Index for Skilled Crafts.

The ongoing price increases observed in the industry are, in part, a result of individual companies striving to enhance their employer appeal and improve the overall reputation of the trades. Higher hourly rates pave the way for more attractive wages. However, striking the right balance between competitive customer pricing and enticing wages is crucial, leaving no room for unnecessary expenses, inefficiencies, or time-consuming organizational processes.

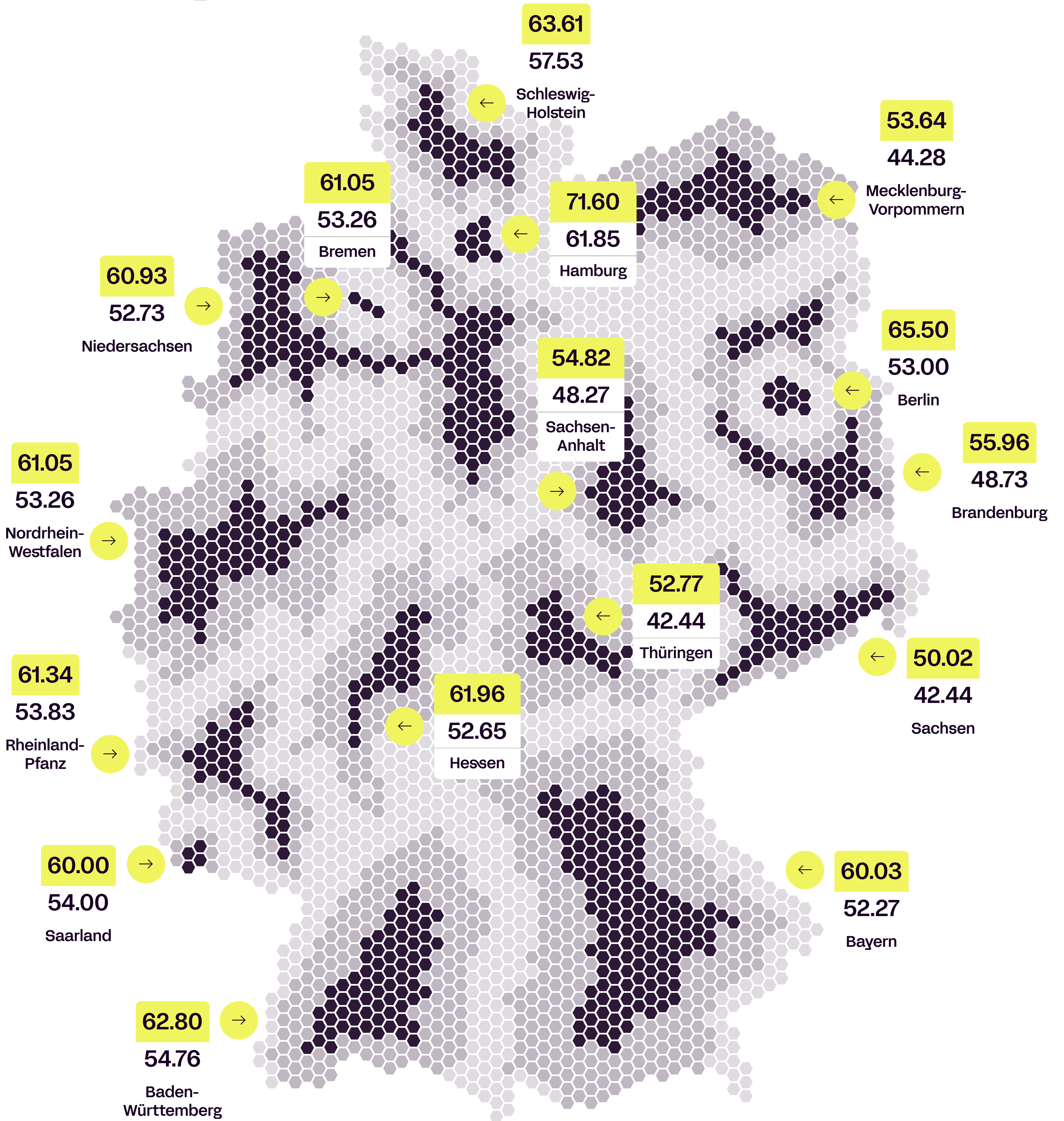
Our solutions are designed to help companies streamline their operations, alleviate administrative burdens, and focus on what truly matters – their employees and the quality of their craftsmanship.”

For our nationwide Price Index for Skilled Crafts, our group of companies – TAIFUN, M•SOFT, P Software & Service, and extragroup – surveyed a total of 680 German craft businesses, primarily from the plumbing, heating and air conditioning, electrical engineering, roofing, carpentry, and joinery trades. Responses were collected through an online survey between April 20 and May 12, 2022.

# Average Hourly Rates Distributed by State

## Nationwide Average

- Masters & Technicians ■ 60.86 €
- Journeyman ■ 52.75 €



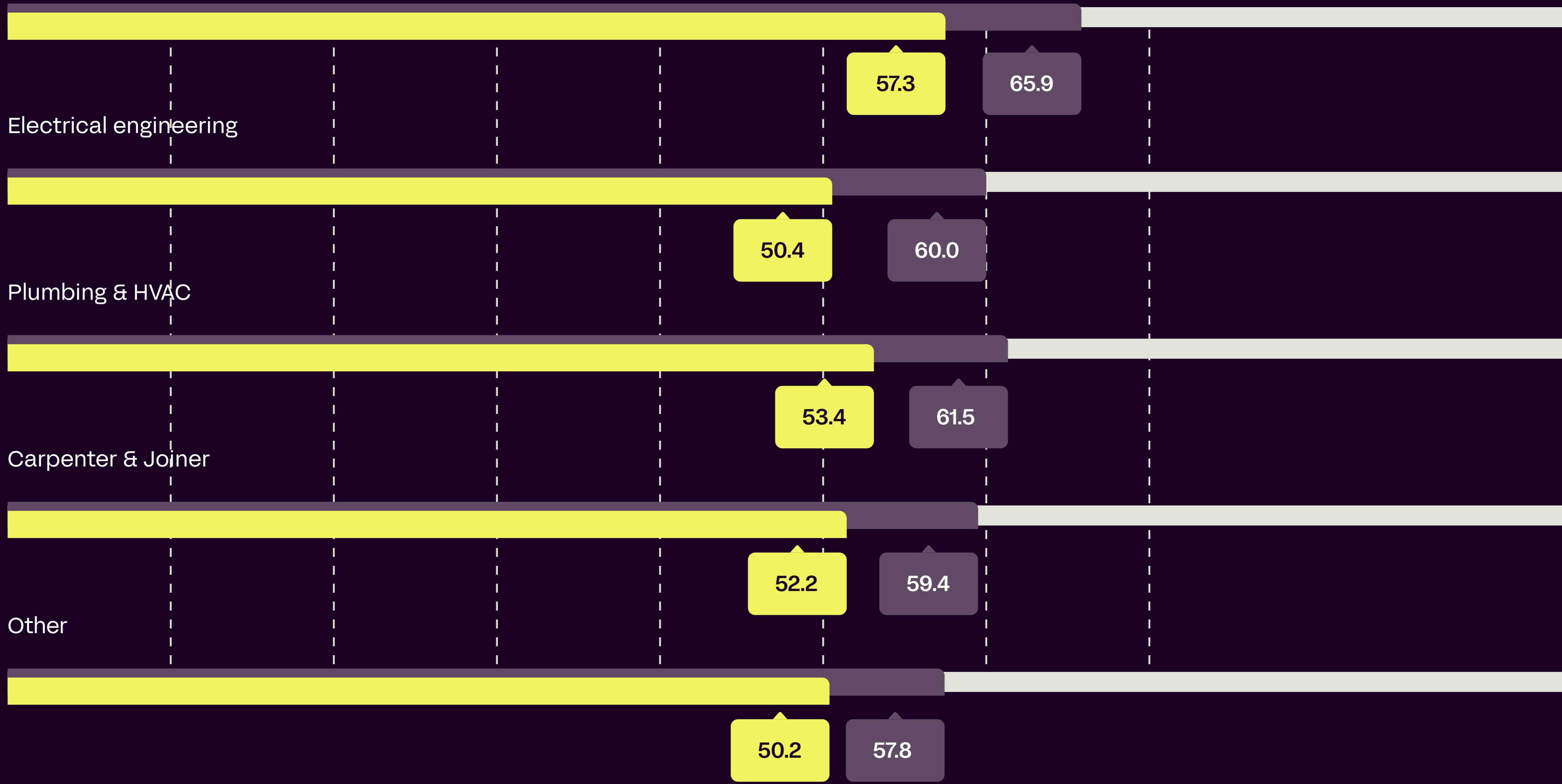
Source: Results were collected as part of an online survey of the customer base of the companies Taifun, M•Soft, P Software & Service and extragroup from April 20th to May 12th, 2022.

## Average Hourly Rates Distributed by Trade

Masters ■  
Journeyman ■

Roofers & Framers

Data in €

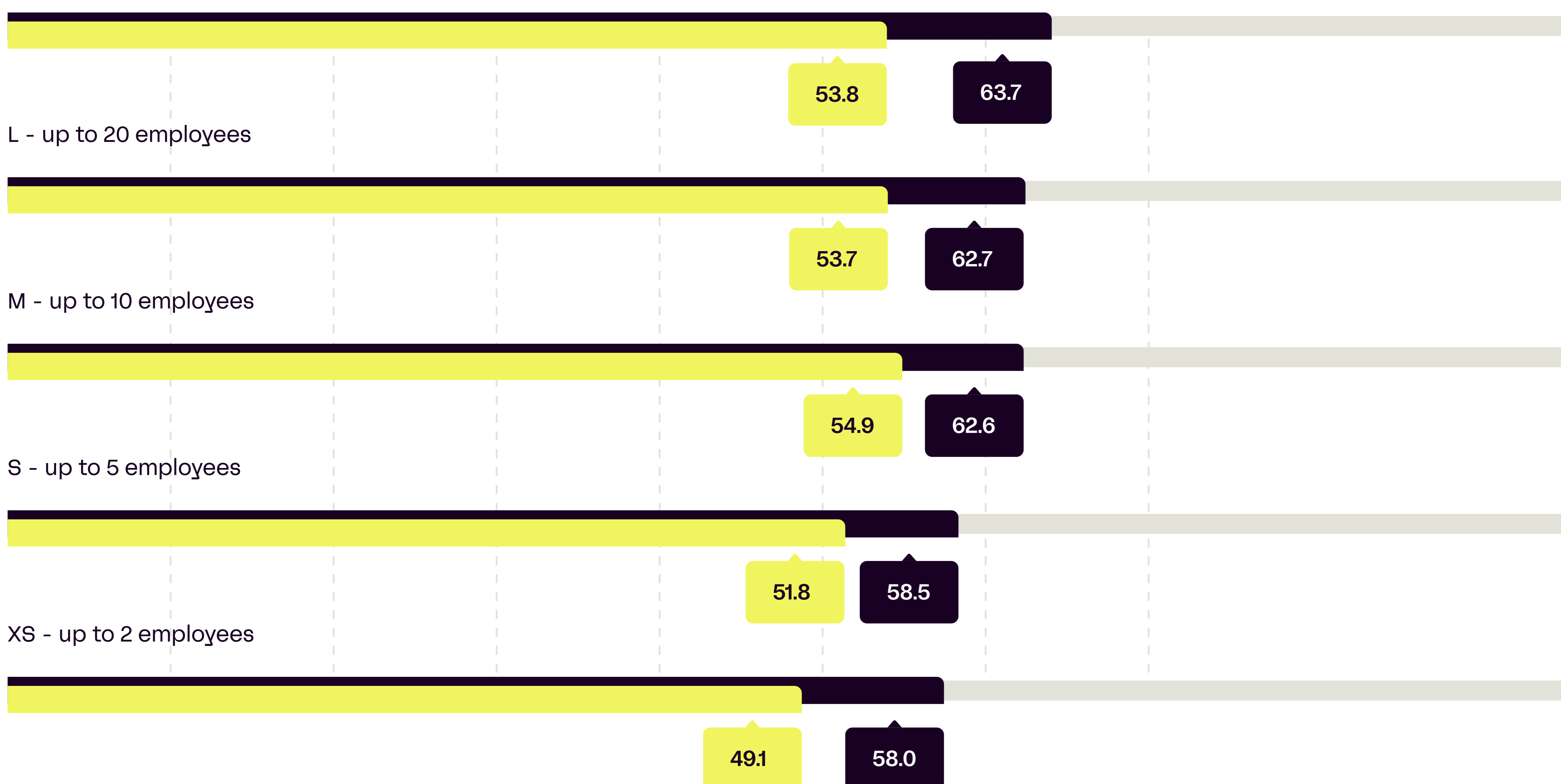


## Average Hourly Rates Distributed by Company Size

Masters ■  
Journeyman ■

XL - 20 or more employees

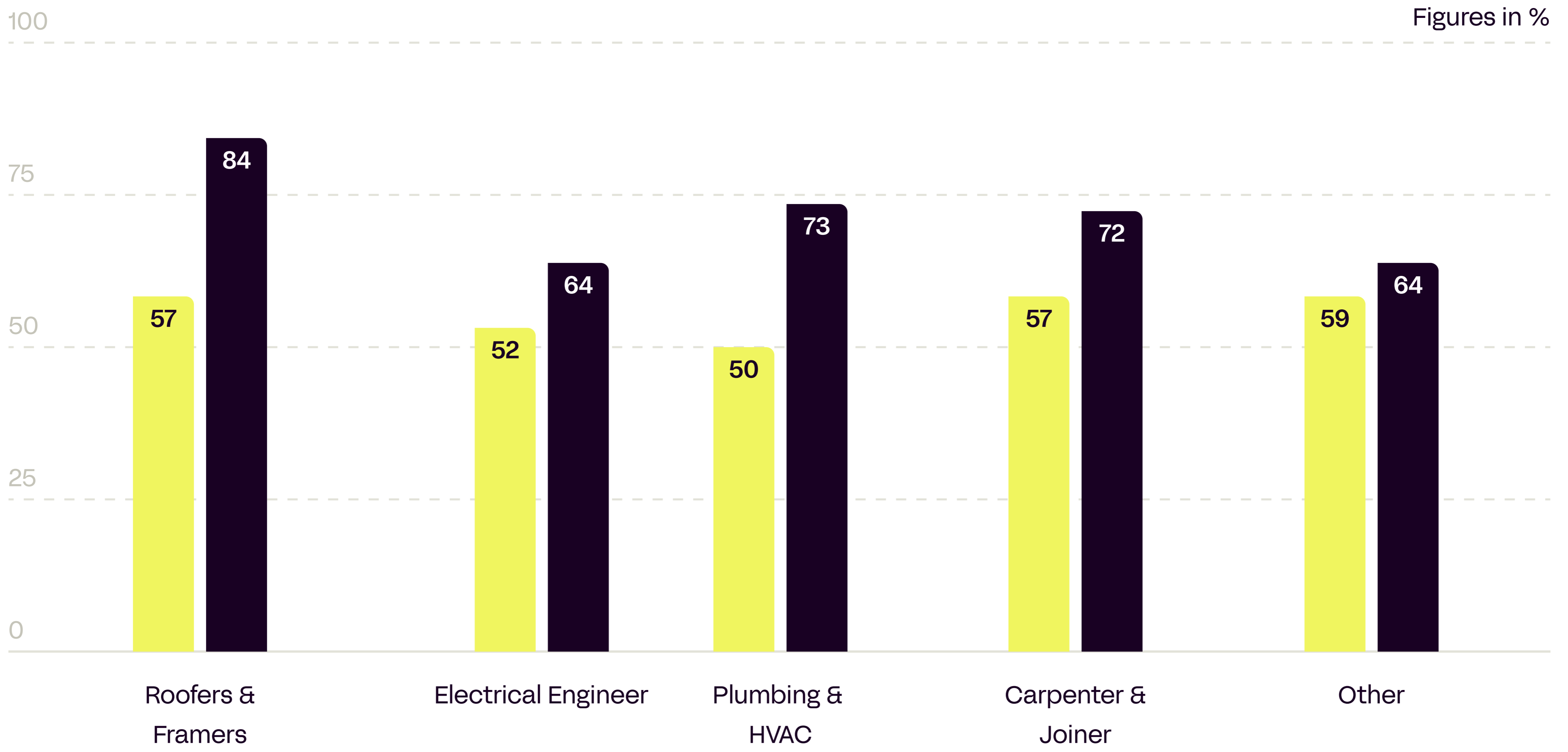
Data in €



## Price Increases Distributed by Trade



Percentage of companies surveyed that have raised their prices in 2021 and 2022.

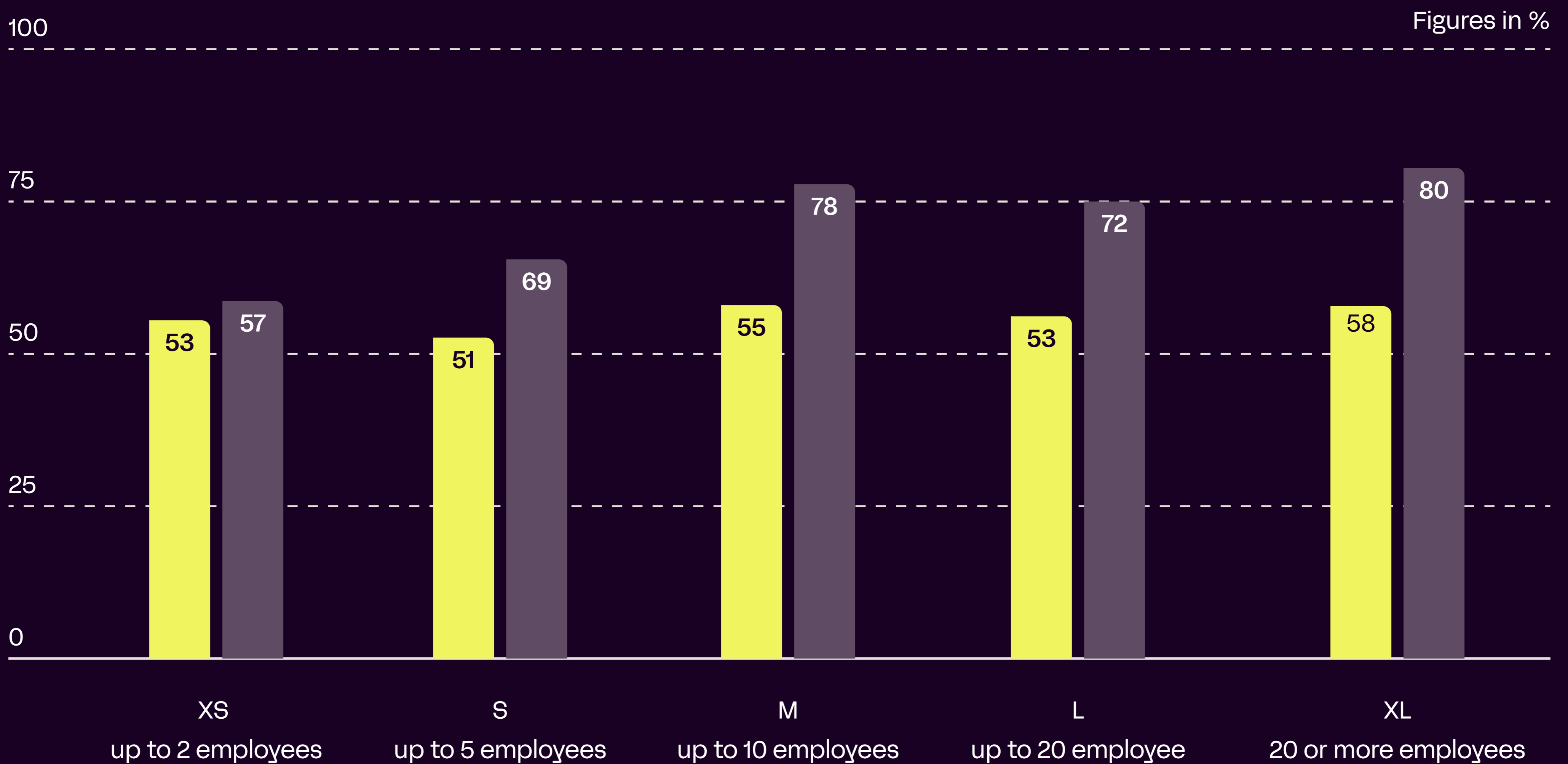
2022   
2021 



## Price Increases Distributed by Company Size

Percentage of companies surveyed that increased their prices in 2021 and 2022.

2022   
2021 



## Vacancies distributed by trade

Percentage of companies surveyed that are looking for employees.

Roofers & Framers

Figures in %



Electrical engineering



Plumbing & HVAC



Carpenter & Joiner



Other



## Job vacancies by company size

Percentage of companies surveyed that are looking for employees.

Figures in %

XS - max. 2 Mitarbeiter



S - up to 5 employees



M - up to 10 employees



L - up to 20 employees



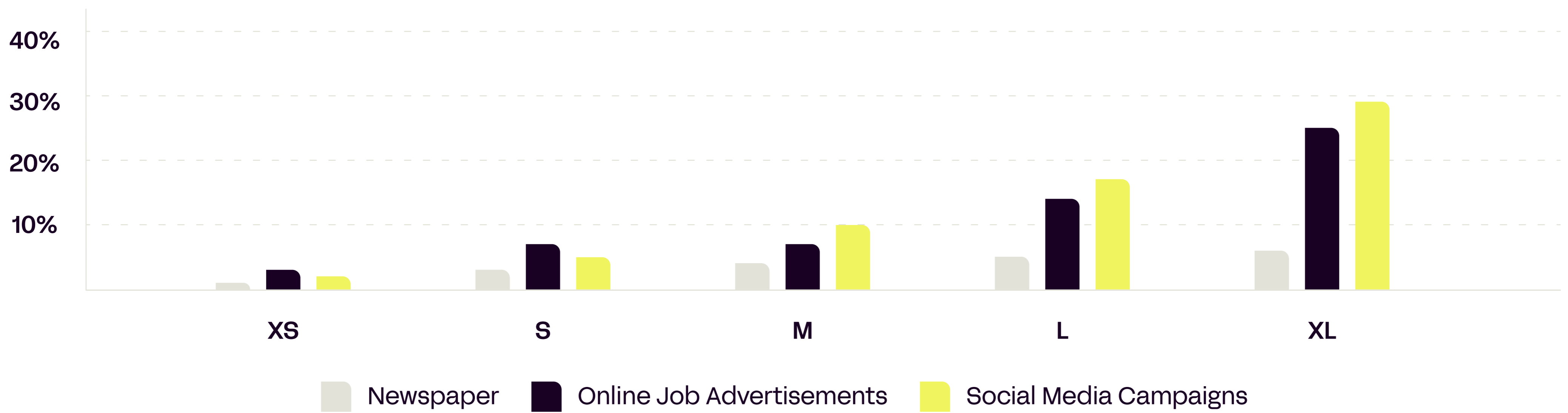
XL - 20 or more employees



## Which recruiting channels work best?

Percentage of companies surveyed, distributed according to company size.

XS up to 2 employees	S up to 5 employees	M up to 10 employees	L up to 20 employees	XL 20 or more employees
<b>3%</b> Online Job Advertisements	<b>7%</b> Online Job Advertisements	<b>10%</b> Social Media Campaigns	<b>17%</b> Social Media Campaigns	<b>29%</b> Social Media Campaigns



## Which companies are already using social media?

Percentage of companies surveyed, distributed according to company size.

