Industry	Energy cost (% of input costs)	Raw material cost (% of input costs)	Wage share (% of revenues)	Cost pressu	re decompositi Raw materials & supply chain	on* Wage & demand	Passthrough ability	Max cost press (% of revenu	sure** Impact on Margin es) (Percentage points)
Utilities	52%	3%	9%	6	61%	37%	High	10.0%	-1.2%
Travel/Freight	11%	2%	27%	6	62%	24% 14%	Medium	7.8%	-4.0%
Natural Resources	8%	32%	16%	5	9%	31% 10%	High	4.9%	-1.5%
Chemicals	10%	44%	18%	509	%	37% 13%	Medium	6.2%	-3.2%
Retail	5%	2%	32%	35%	34%	32%	Medium	3.3%	-1.9%
Consumer Goods a Services	8 3%	28%	16%	13%	66%	21%	Low	7.4%	-5.5%
Industrial	2%	15%	25%	12%	49%	39%	Medium	2.9%	-1.5%
Automotive	1%	11%	15%	11%	55%	34%	High	2.2%	-1.1%
Aerospace & Defe	<b>nse</b> 1%	8%	17%	6%	54%	40%	Medium	2.2%	-1.1%
Life Sciences	2%	19%	17%	22%	53%	25%	High	1.4%	-0.5%
High Tech	2%	10%	27%	14%	38%	48%	Medium	1.9%	-1.0%
Health	4%	3%	50%	25%	25%	50%	High	2.5%	-0.8%
Software & Platfor	r <b>ms</b> 1%	0%	21%	12% 23%	f	35%	Medium	2.2%	-1.2%
Communications a Media	8 3%	1%	38%	32%	38%	29%	Medium	2.4%	-1.3%

## Cost structure and cost pressure on margin by industry in Europe

-6% -4% -2% 0%

\*Energy impact = Cost increase due to direct energy usage, Raw materials & supply chain impact = cost increase due to direct usage of raw materials and transmitted through the supply chain, wage & demand = cost increase due to inflation induced wage increase and demand erosion. \*\* Before pass-through. Ranges for high and low scenarios consistent with ongoing impact and protracted impact scenarios: Energy price scenario \$110-150/Bbl for oil, \$157-194/MWh for natural gas, \$155-188/tn for coal. Utilities correspond to supply of electricity/gas/heat, excluding water/waste. Source: OECD, Accenture Research energy price impact on margin simulation model.