

NAPEO Quarterly Pulse Survey – Q4 2017 Results

WSEs per Client

Typical PEO

18

Clients per FTE*

Typical PEO

8

WSEs per FTE*

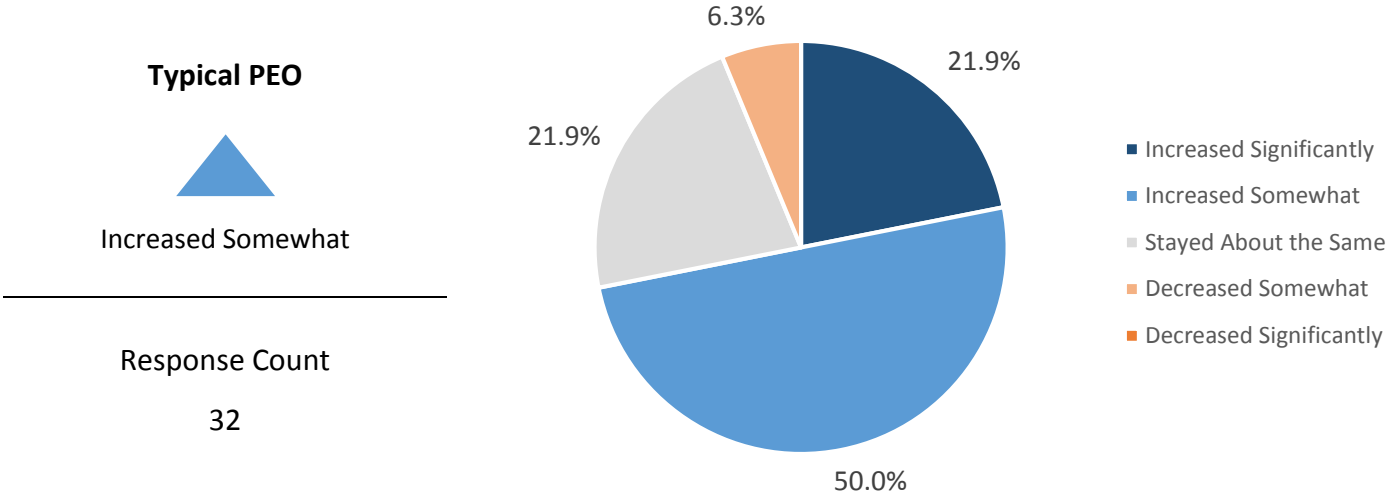
Typical PEO

140

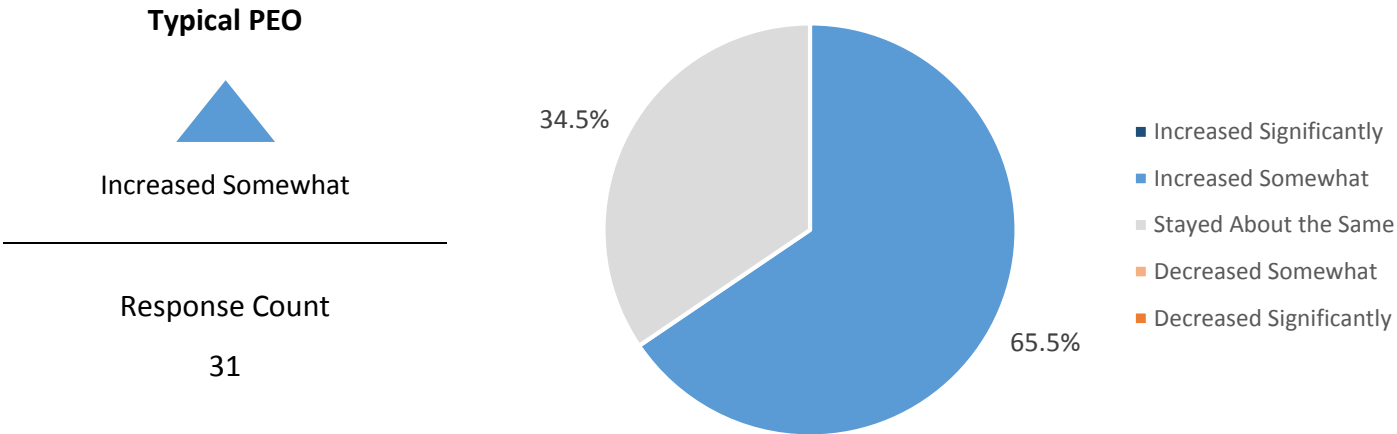
*Internal employees excluding sales staff

How did the 4th quarter of 2017 compare with the 4th quarter of 2016?

PEO Revenue



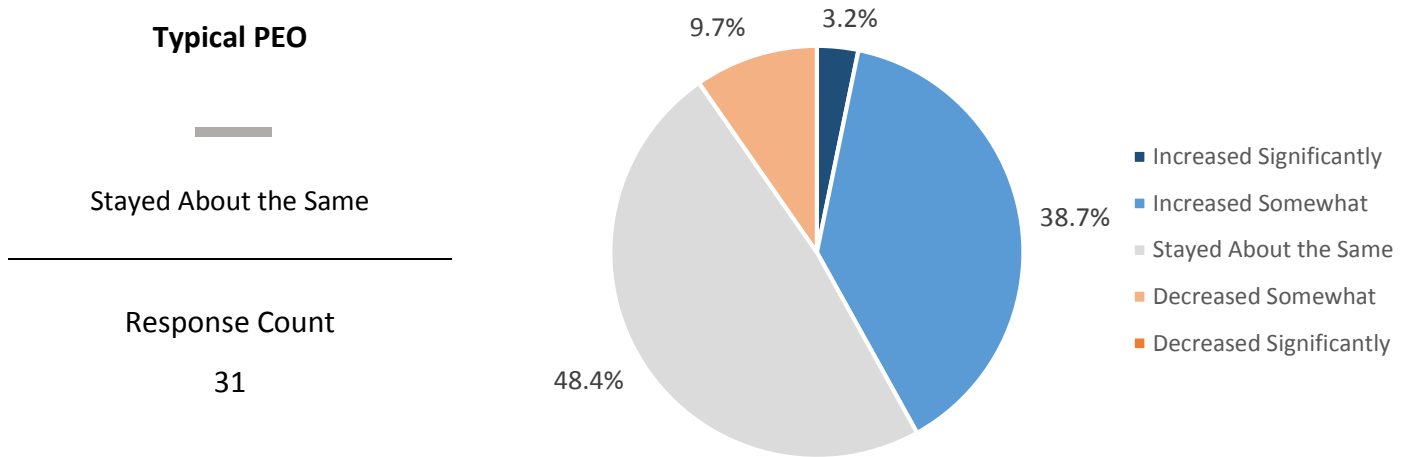
Average annual wage per worksite employee (WSE)



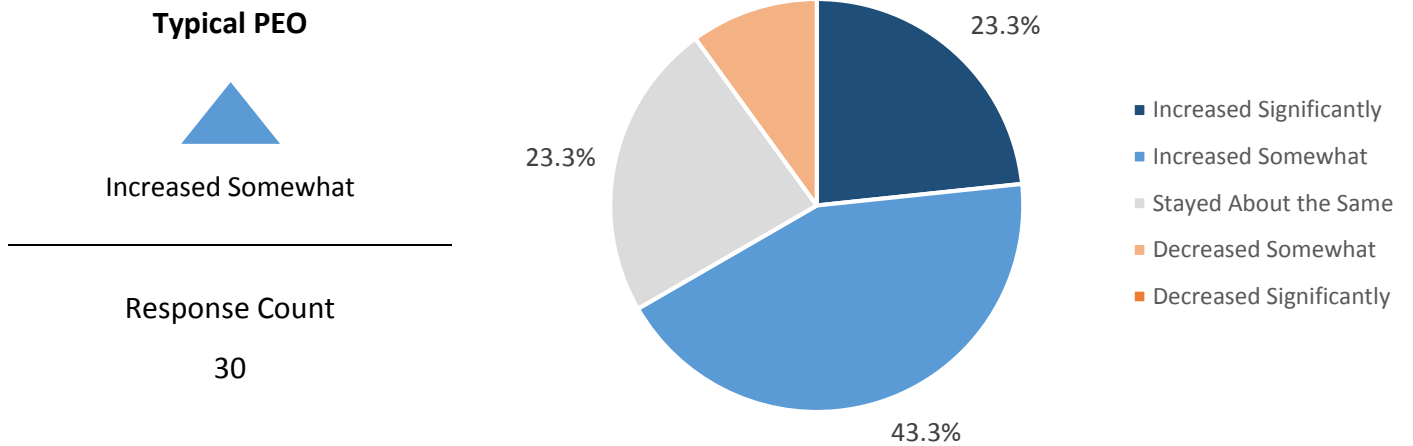
Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.

How did the 4th quarter of 2017 compare with the 4th quarter of 2016?

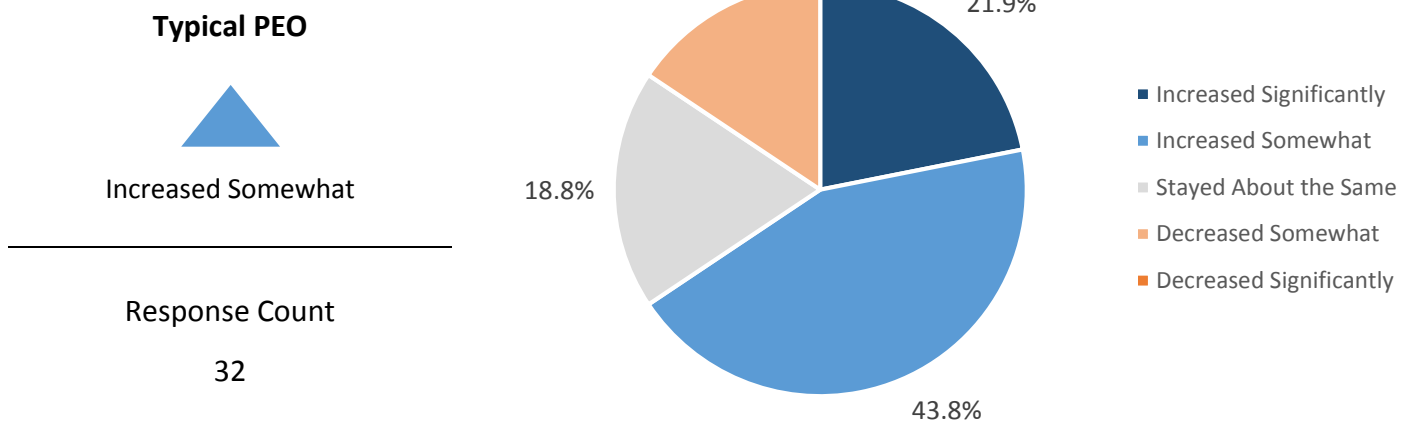
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

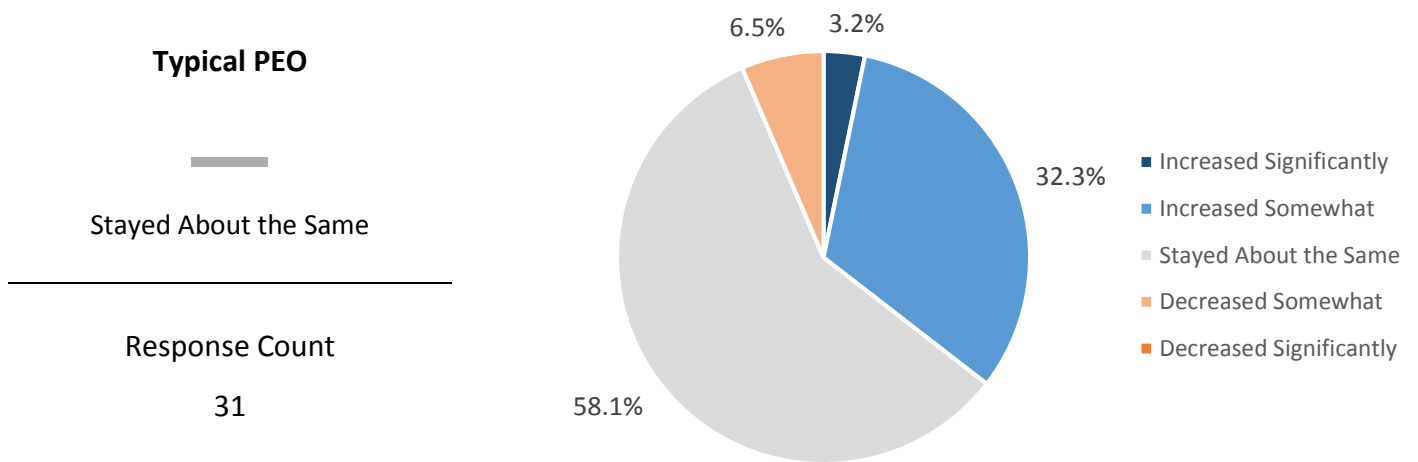


Operating income (\$)

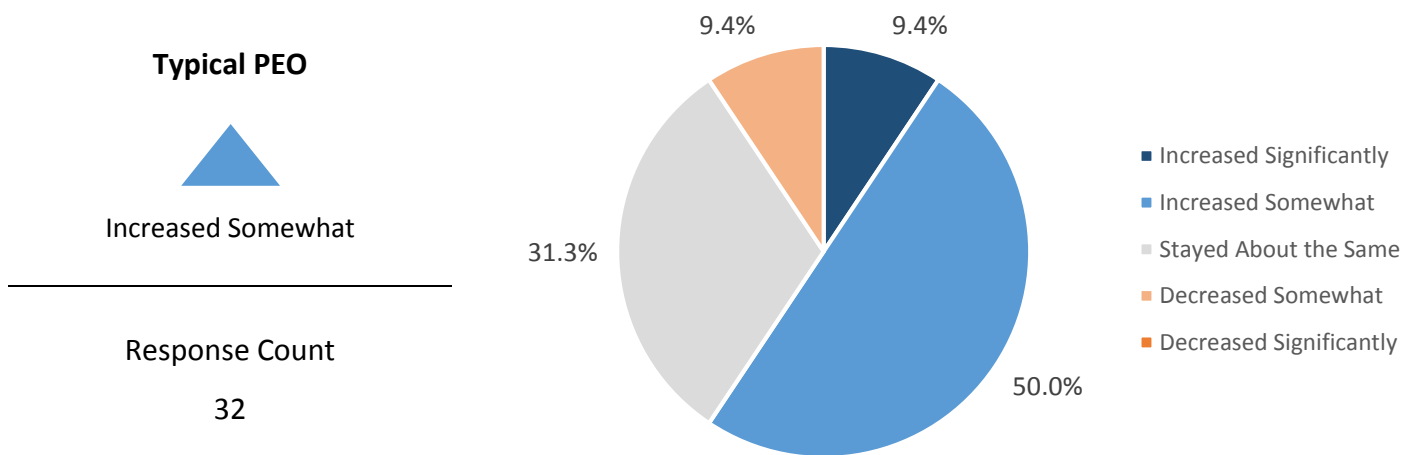


How did the 4th quarter of 2017 compare with the 4th quarter of 2016?

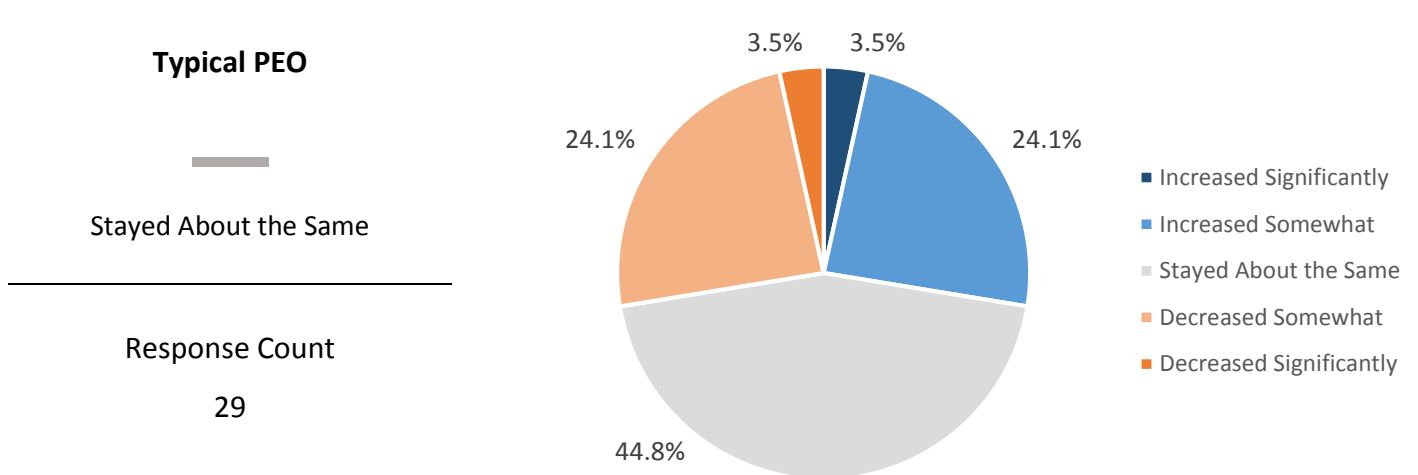
Number of internal employees (including salespeople)



Number of Clients



Number of Worker's Compensation claims reported to carrier



WSE Projection

How do you anticipate your number of WSEs will change over the next 12 months?

Typical PEO



Increase Somewhat

Response Count

31

