

NAPEO Quarterly Pulse Survey – Q3 2021 Results

WSEs per Client

Typical PEO

19

Clients per FTE*

Typical PEO

7

WSEs per FTE*

Typical PEO

154

*Internal employees excluding sales staff

How did the 3rd quarter of 2021 compare with the 3rd quarter of 2020?

PEO Revenue

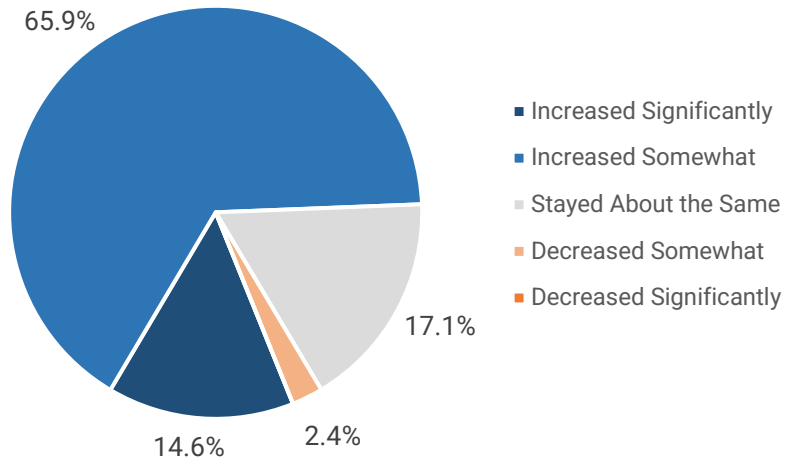
Typical PEO



Increased Somewhat

Response Count

41



Average annual wage per worksite employee (WSE)

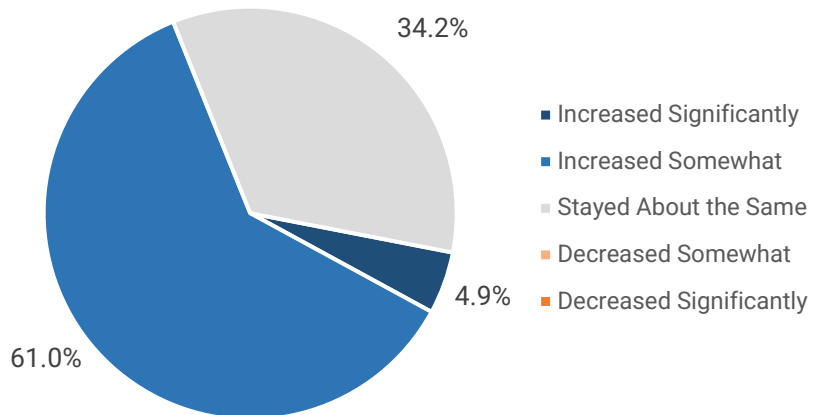
Typical PEO



Increased Somewhat

Response Count

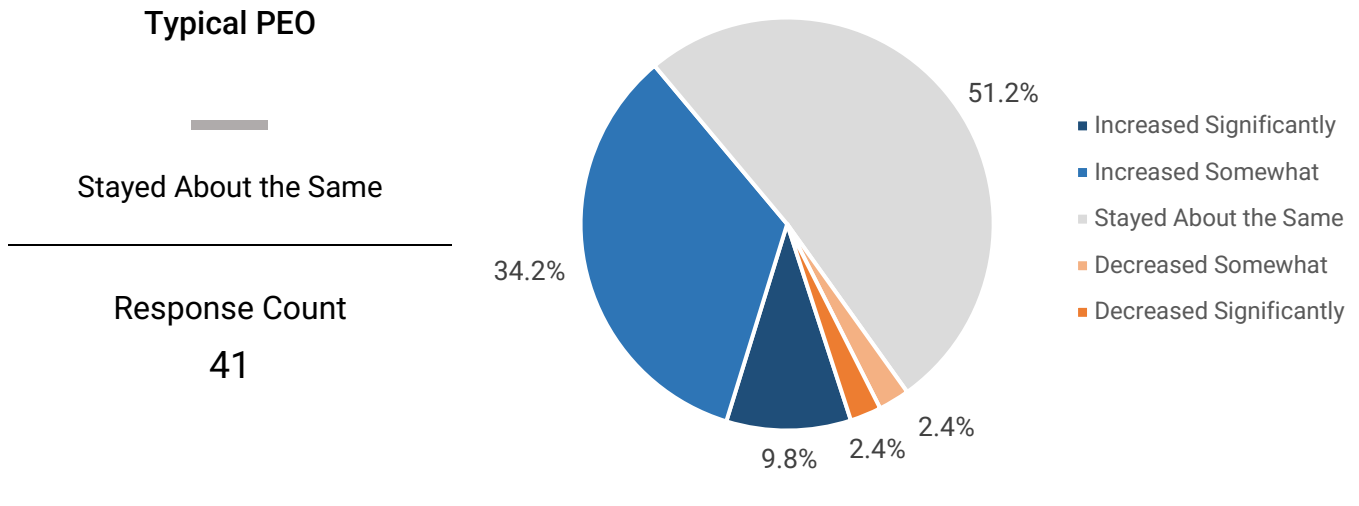
41



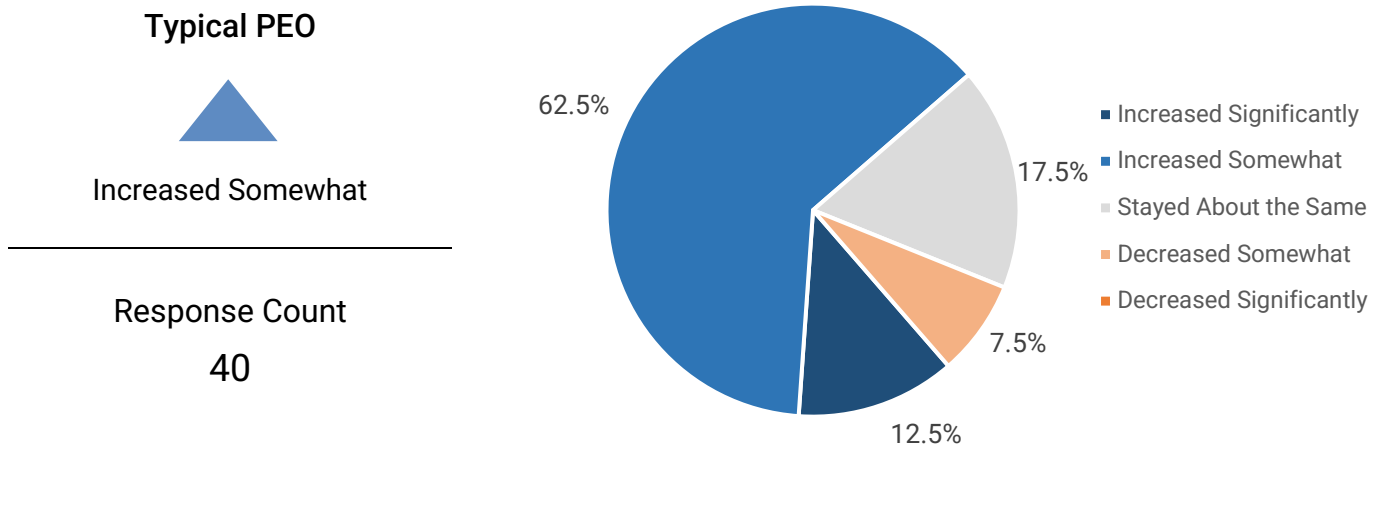
Note: Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

How did the 3rd quarter of 2021 compare with the 3rd quarter of 2020?

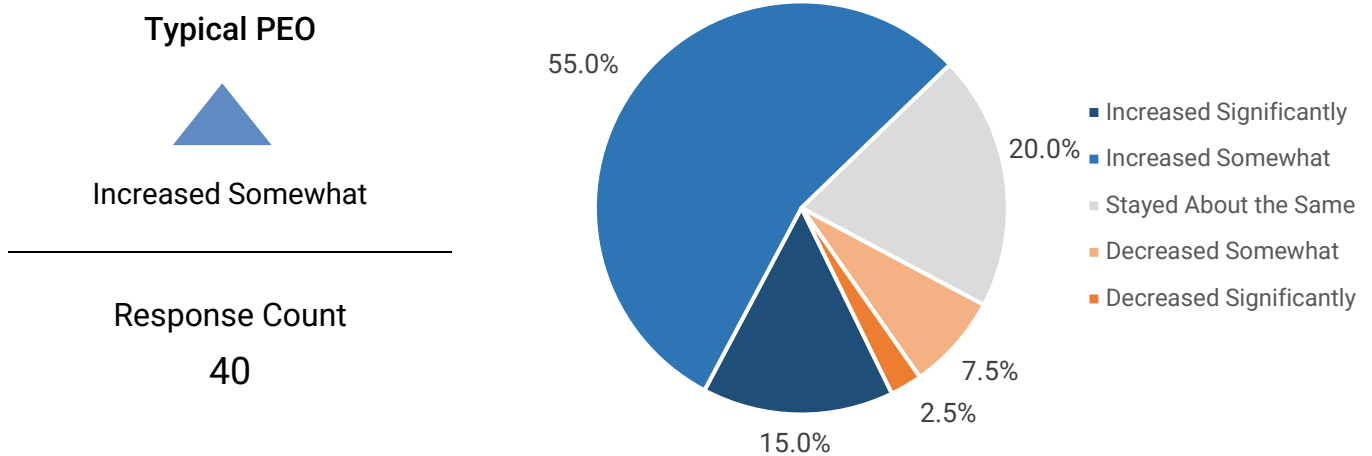
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

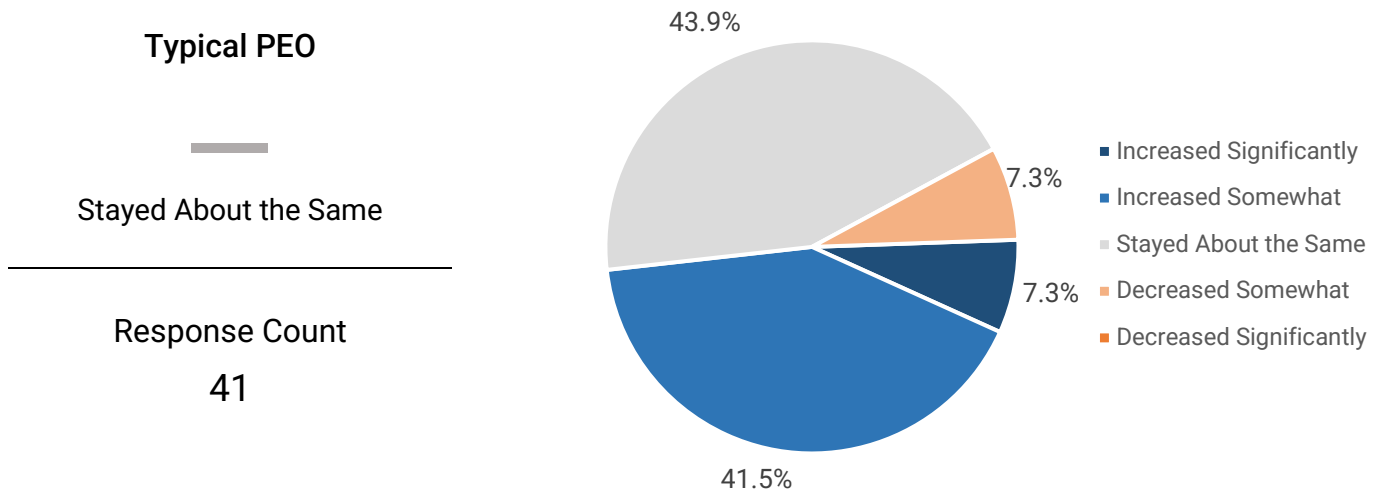


Operating income (\$)

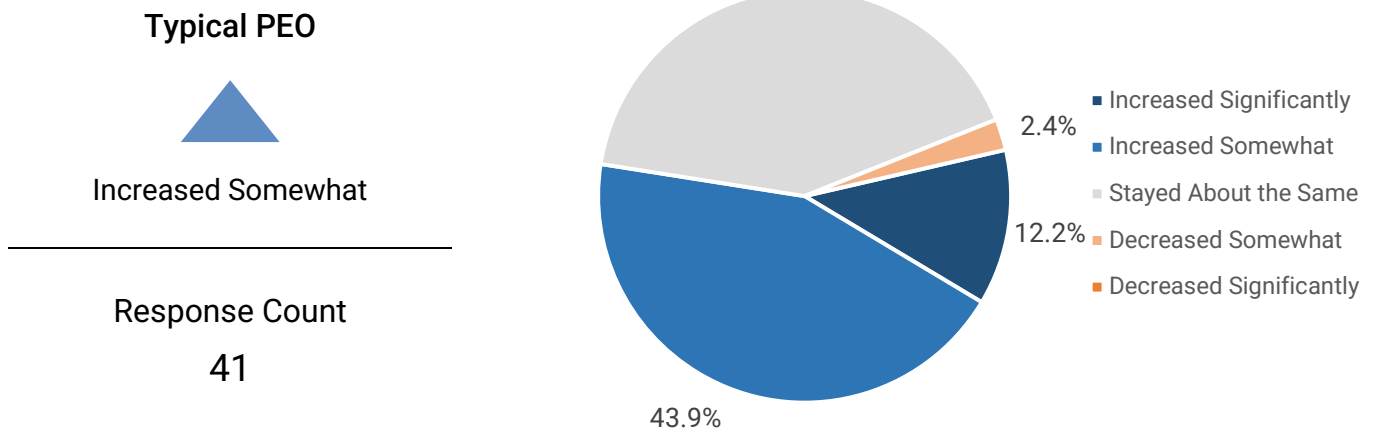


How did the 3rd quarter of 2021 compare with the 3rd quarter of 2020?

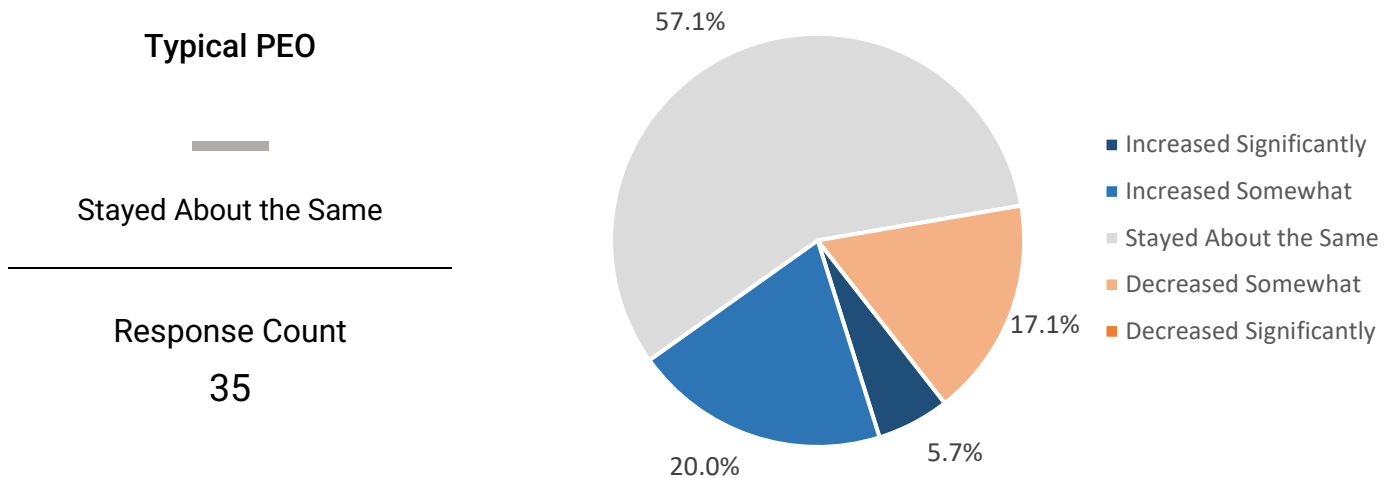
Number of internal employees (including salespeople)



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

41

