

# NAPEO Quarterly Pulse Survey – Q4 2022 Results

WSEs per Client

Typical PEO

22

Clients per FTE\*

Typical PEO

8

WSEs per FTE\*

Typical PEO

159

\*Internal employees excluding sales staff

How did the 4<sup>th</sup> quarter of 2022 compare with the 4<sup>th</sup> quarter of 2021?

## PEO Revenue

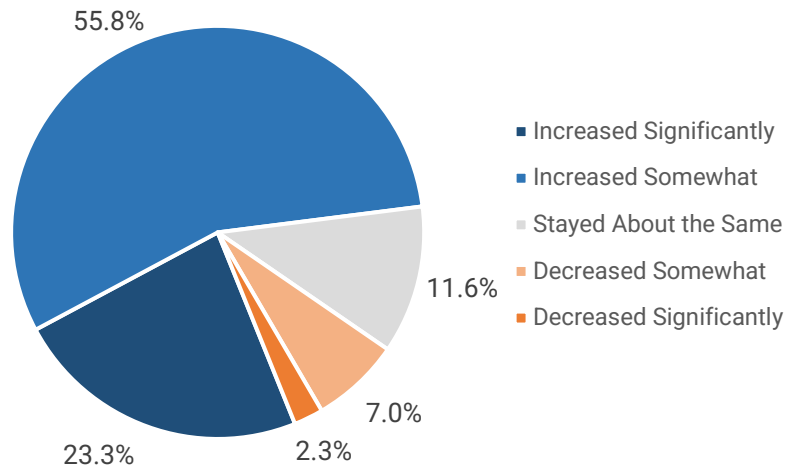
Typical PEO



Increased Somewhat

Response Count

43



## Average annual wage per worksite employee (WSE)

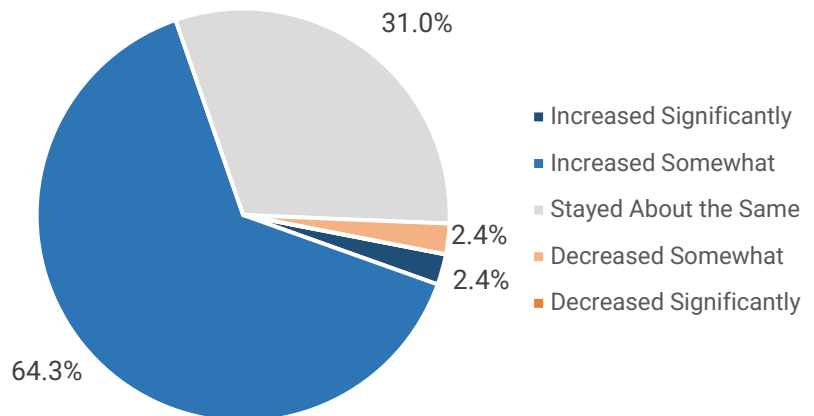
Typical PEO



Increased Somewhat

Response Count

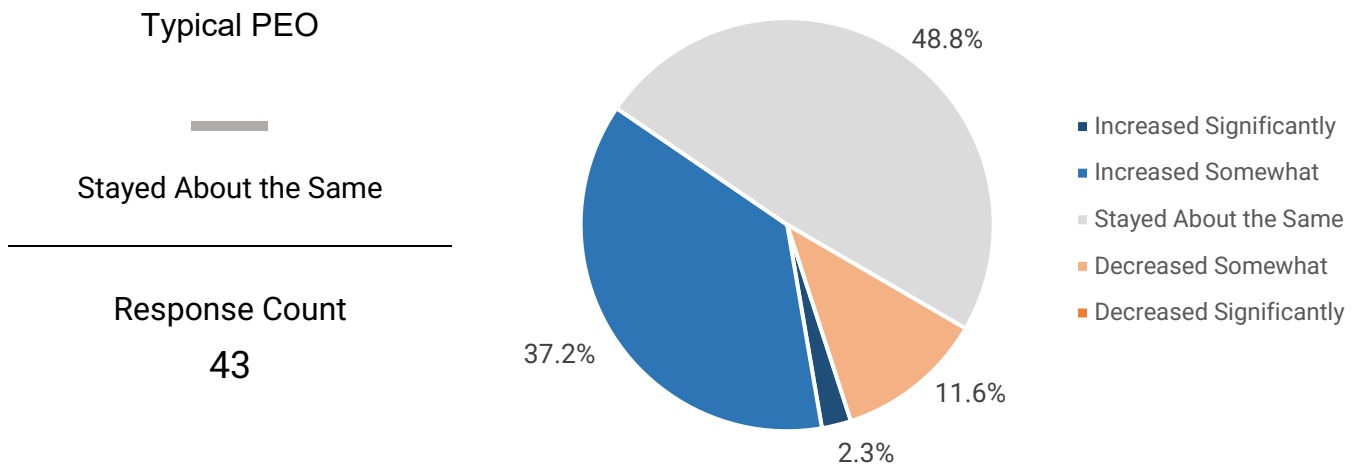
42



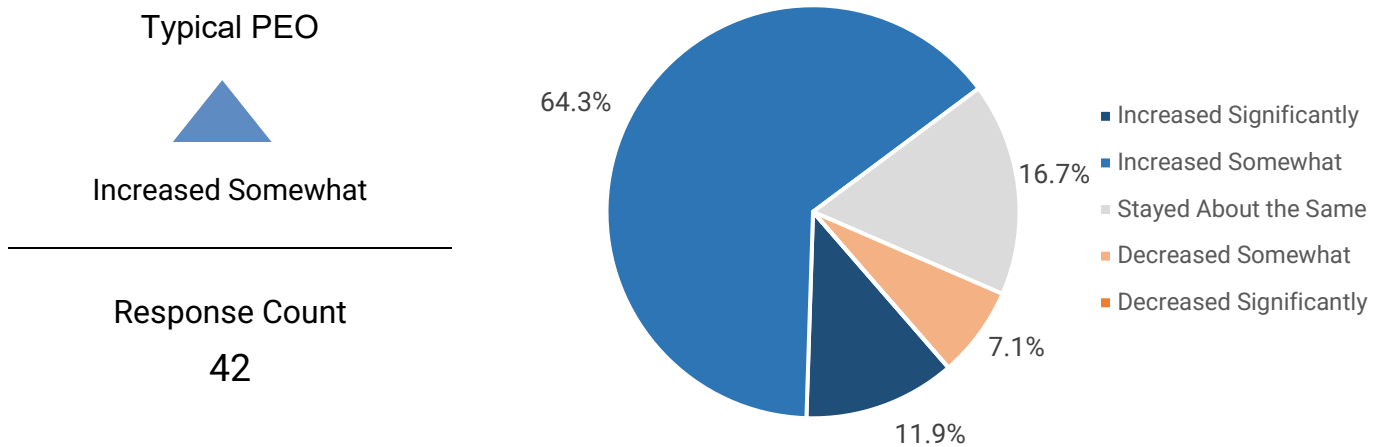
**Note:** Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.

# How did the 4<sup>th</sup> quarter of 2022 compare with the 4<sup>th</sup> quarter of 2021?

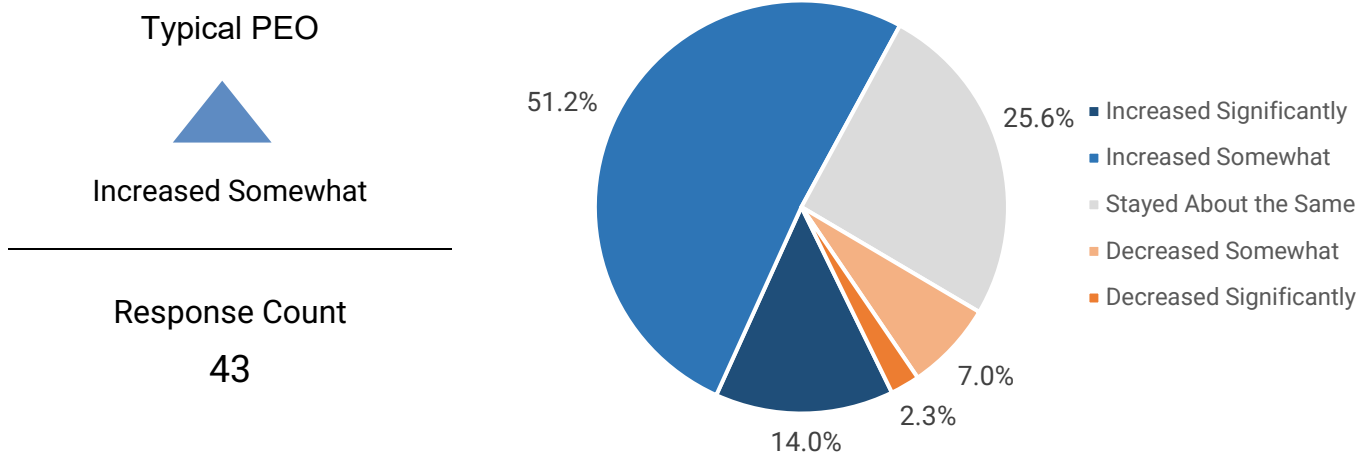
## Average number of worksite employees (WSEs) per client company



## Gross profit (\$)

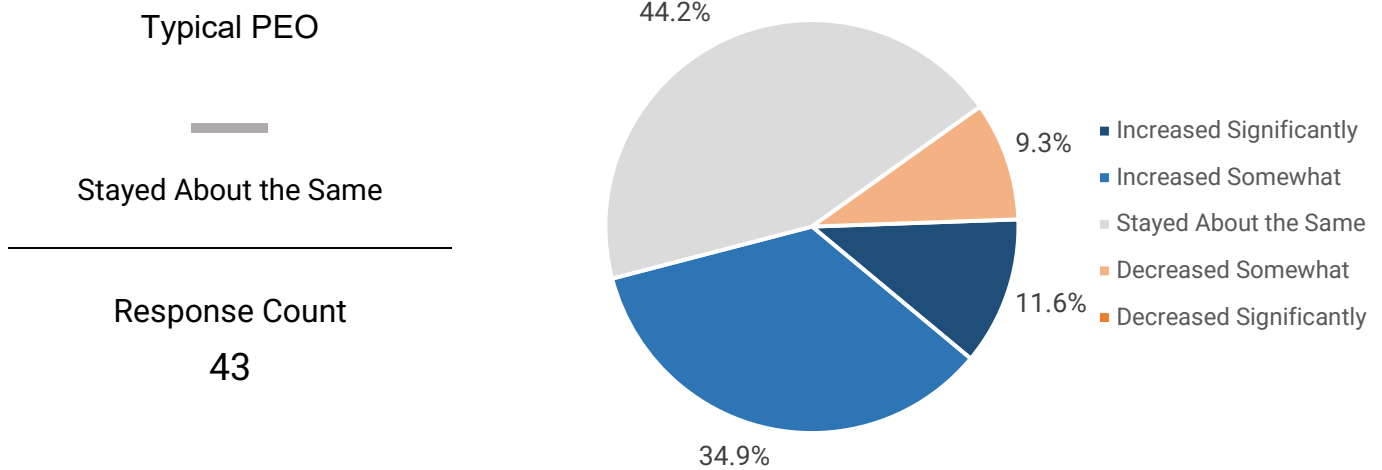


## Operating income (\$)

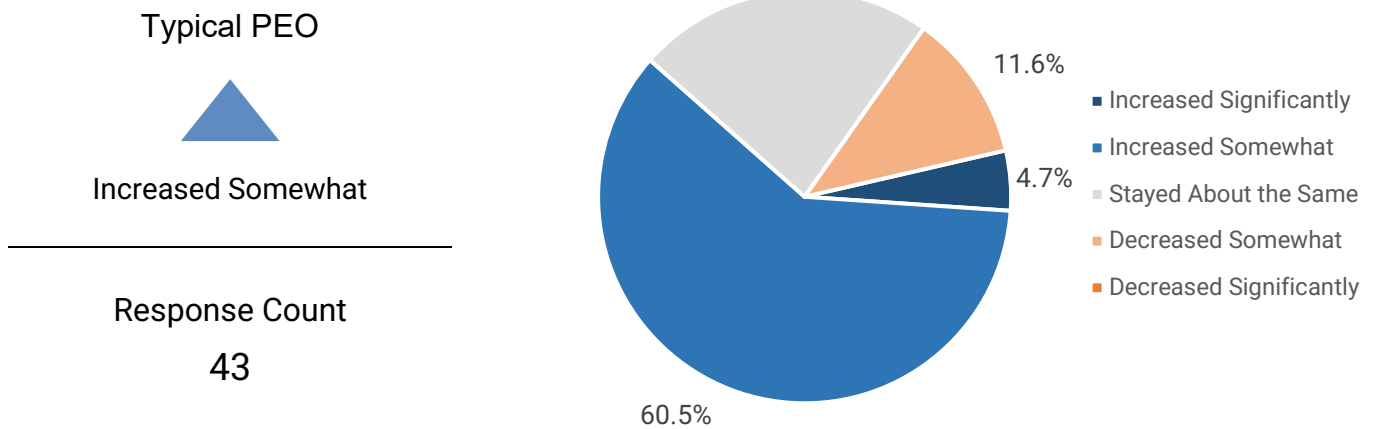


# How did the 4<sup>th</sup> quarter of 2022 compare with the 4<sup>th</sup> quarter of 2021?

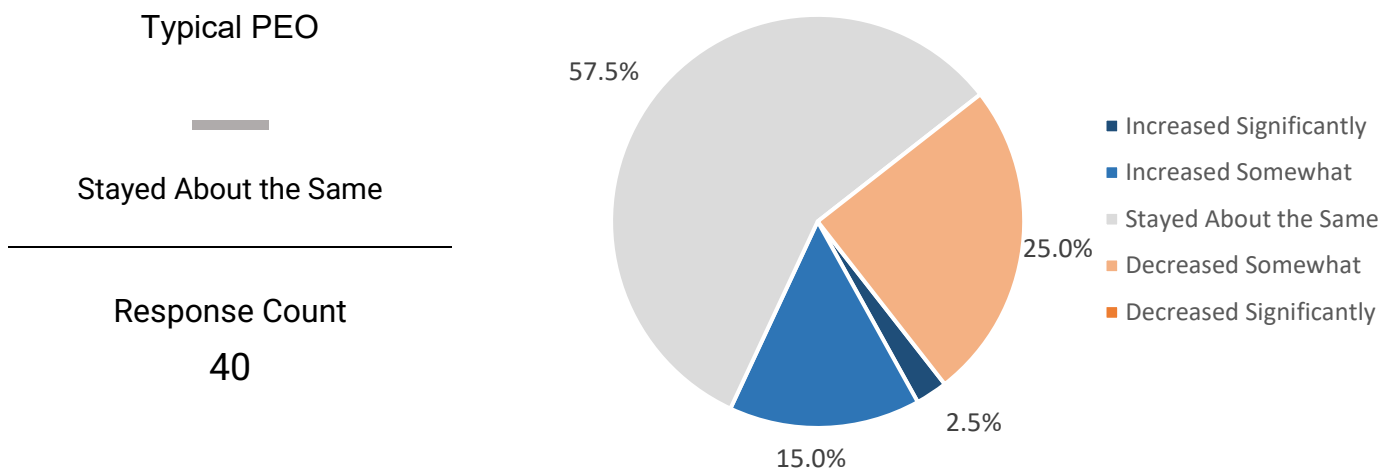
## Number of internal employees (including salespeople)



## Number of Clients



## Number of Worker's Compensation claims reported to carrier



## WSE Projection

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

Typical PEO



Increase Somewhat

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Response Count

42

