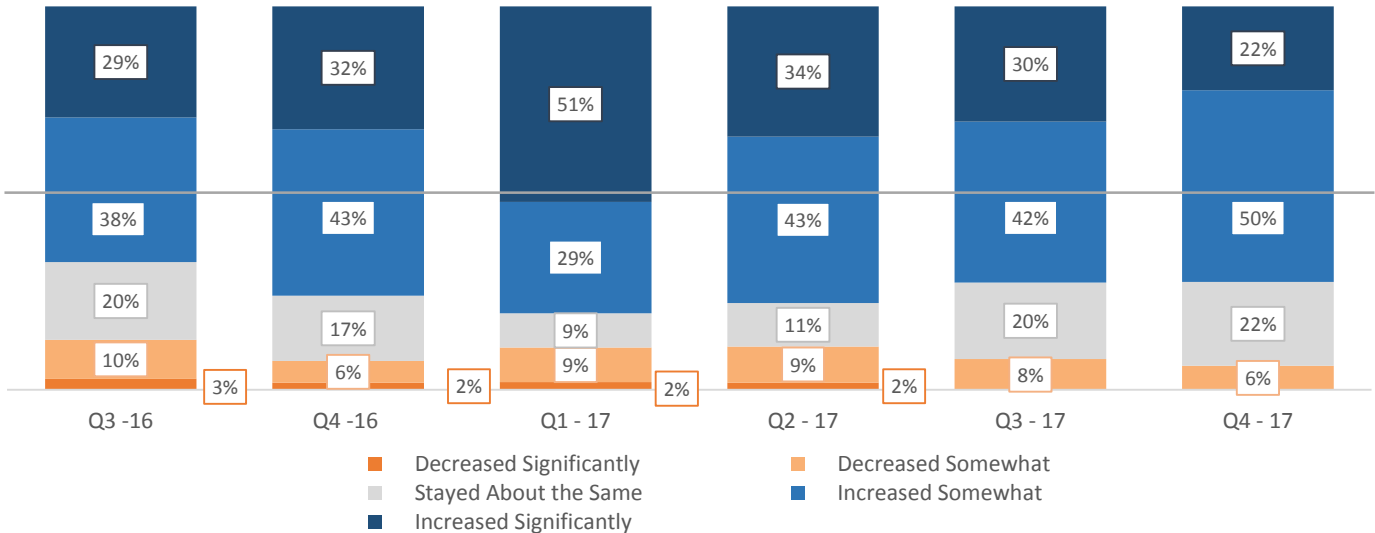


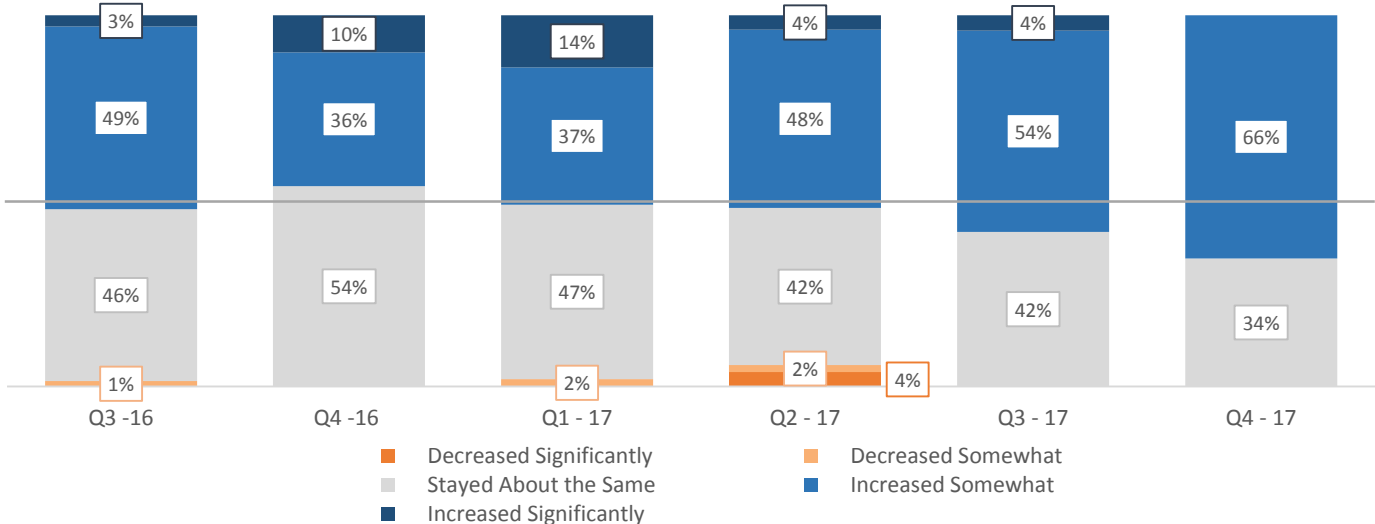
NAPEO Quarterly Pulse Survey – Trend Results (Q4 2017)

How did the respective quarter of current year compare with same quarter of prior year for the following?

PEO Revenue



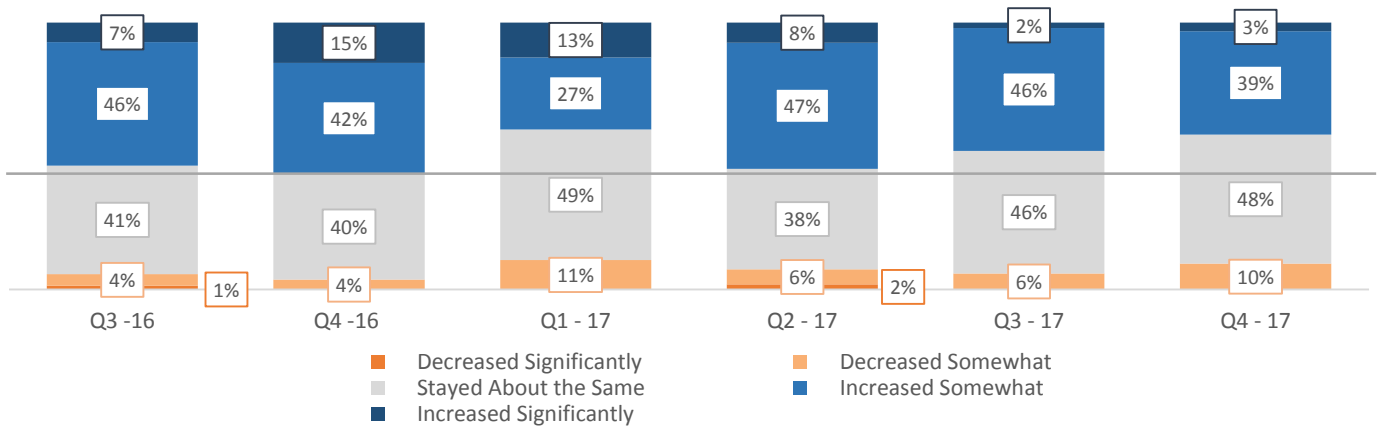
Average annual wage per worksite employee (WSE)



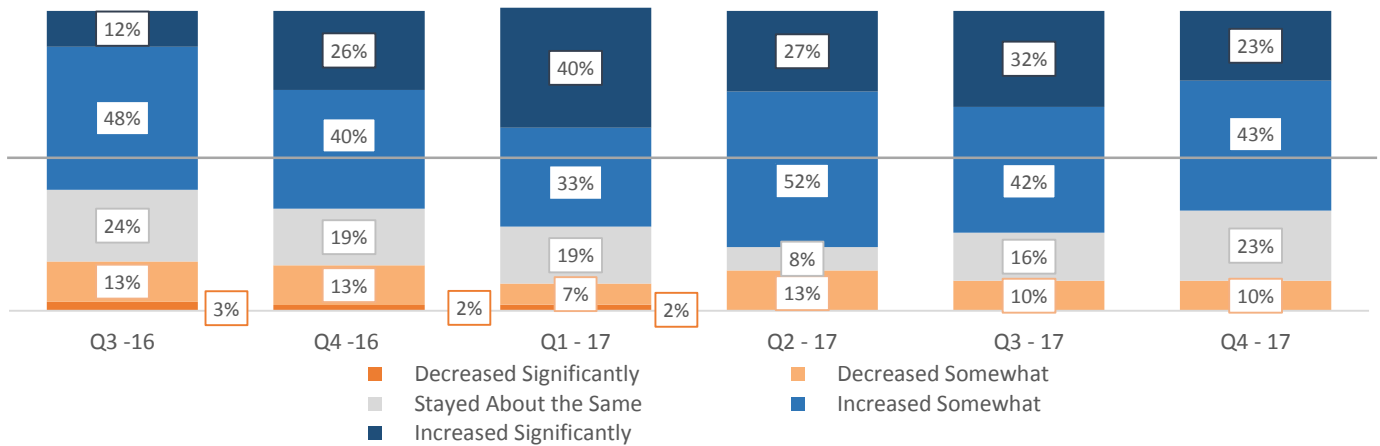
Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.

How did the respective quarter of current year compare with same quarter of prior year for the following?

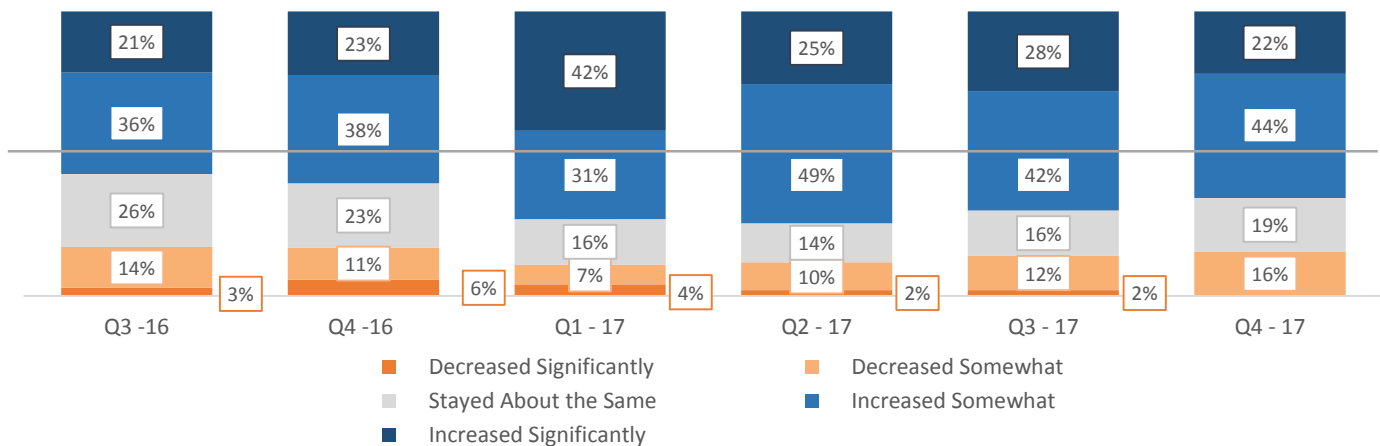
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

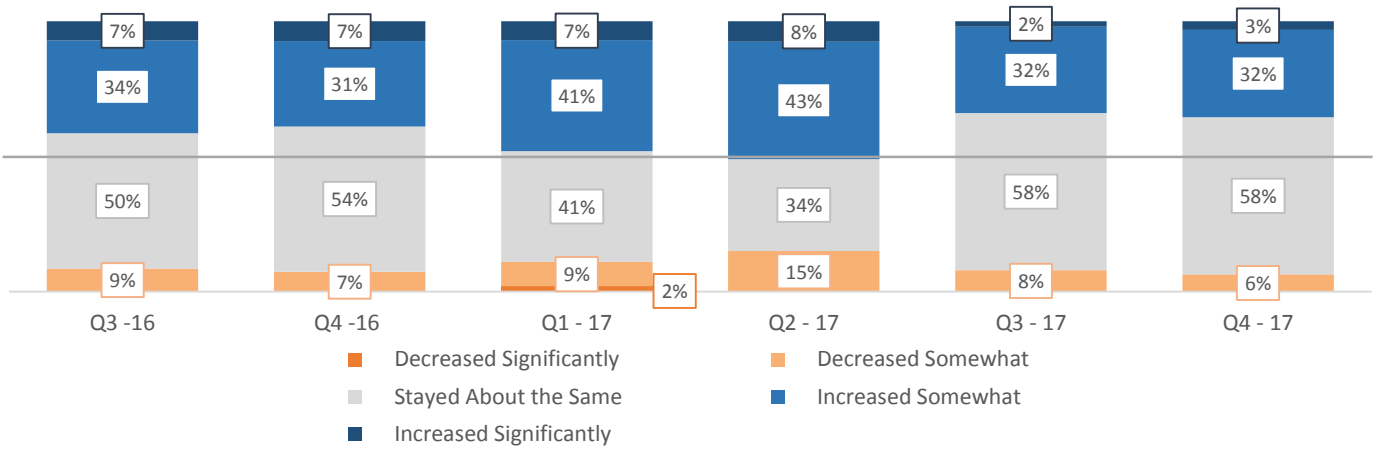


Operating income (\$)

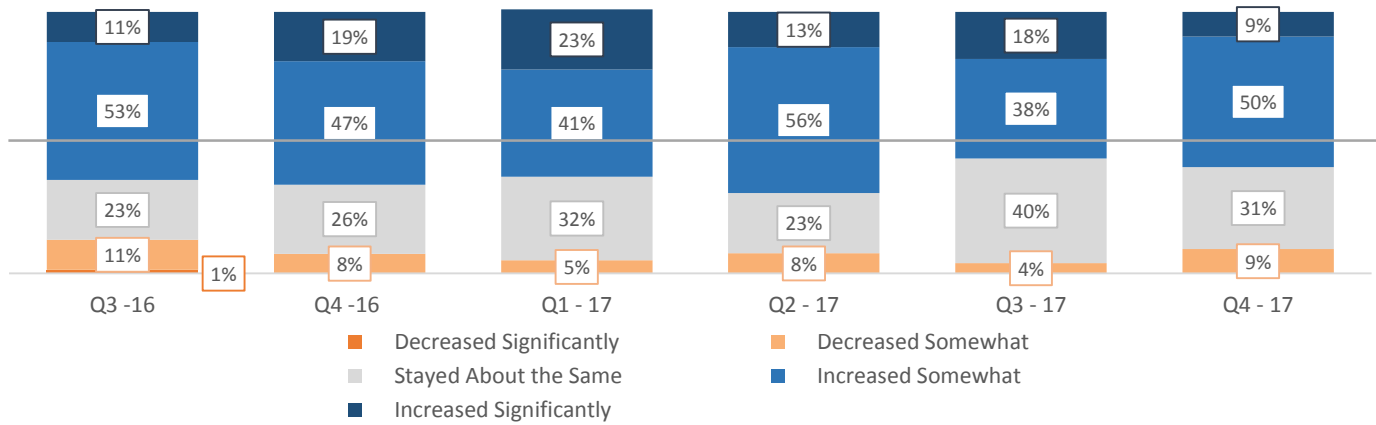


How did the respective quarter of current year compare with same quarter of prior year for the following?

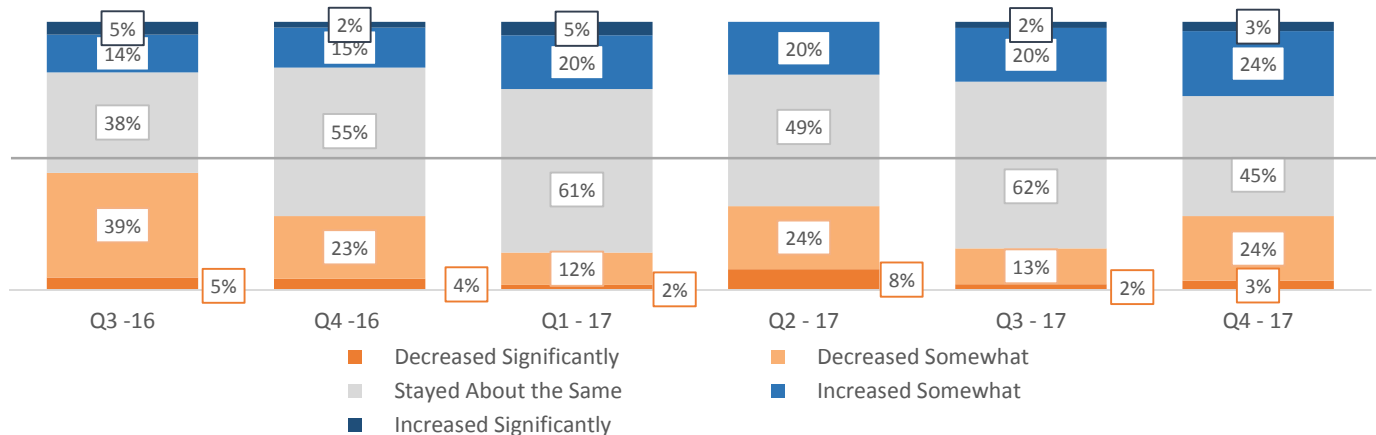
Number of internal employees (including salespeople)



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?

