

NAPEO Quarterly Pulse Survey – Q1 2020 Results

WSEs per Client

Typical PEO

20

Clients per FTE*

Typical PEO

8

WSEs per FTE*

Typical PEO

151

*Internal employees excluding sales staff

How did the 1st quarter of 2020 compare with the 1st quarter of 2019?

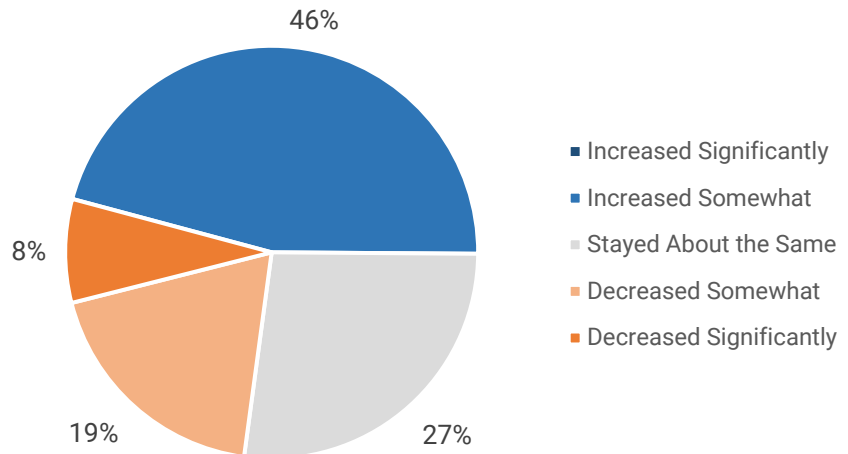
PEO Revenue

Typical PEO

Stayed About the Same

Response Count

37



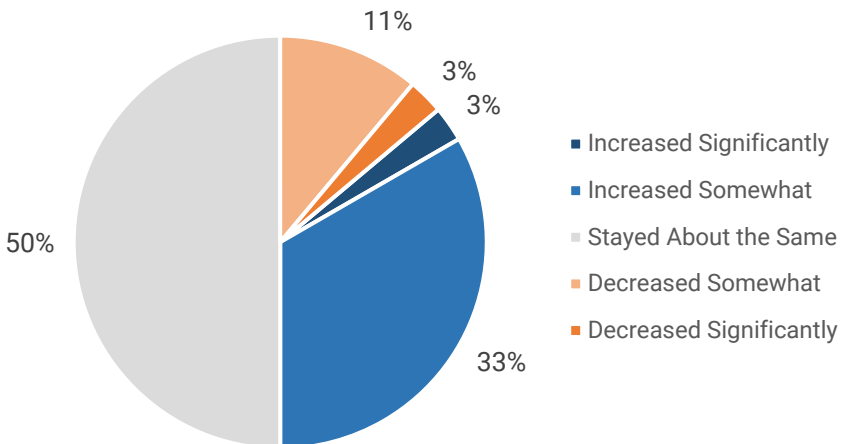
Average annual wage per worksite employee (WSE)

Typical PEO

Stayed About the Same

Response Count

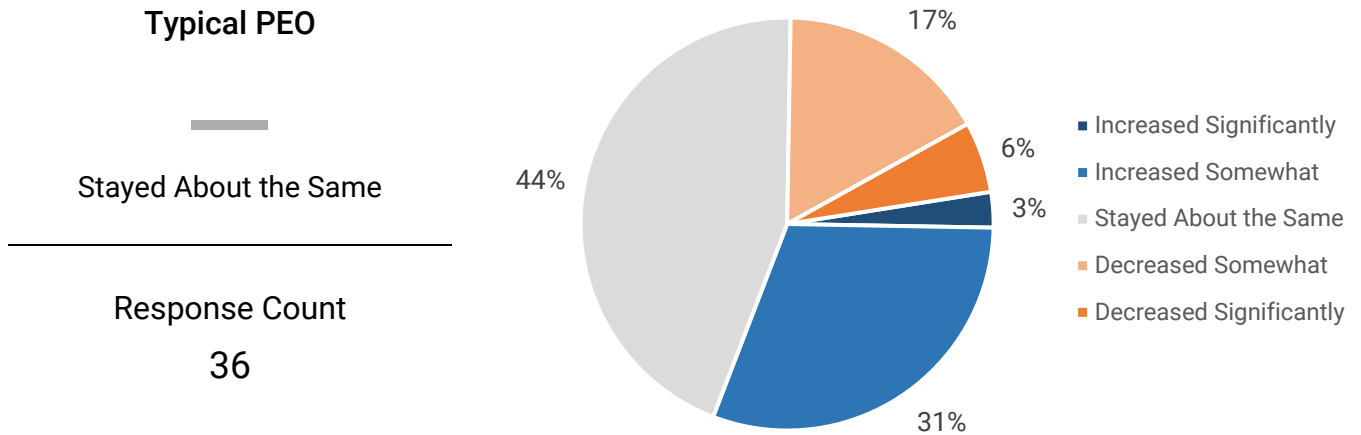
36



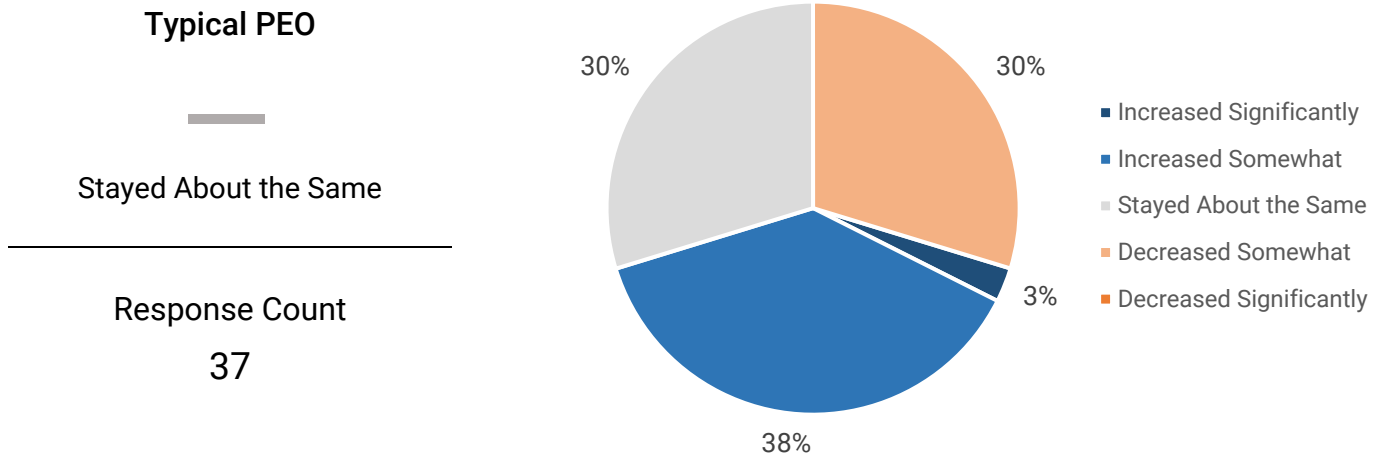
Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.

How did the 1st quarter of 2020 compare with the 1st quarter of 2019?

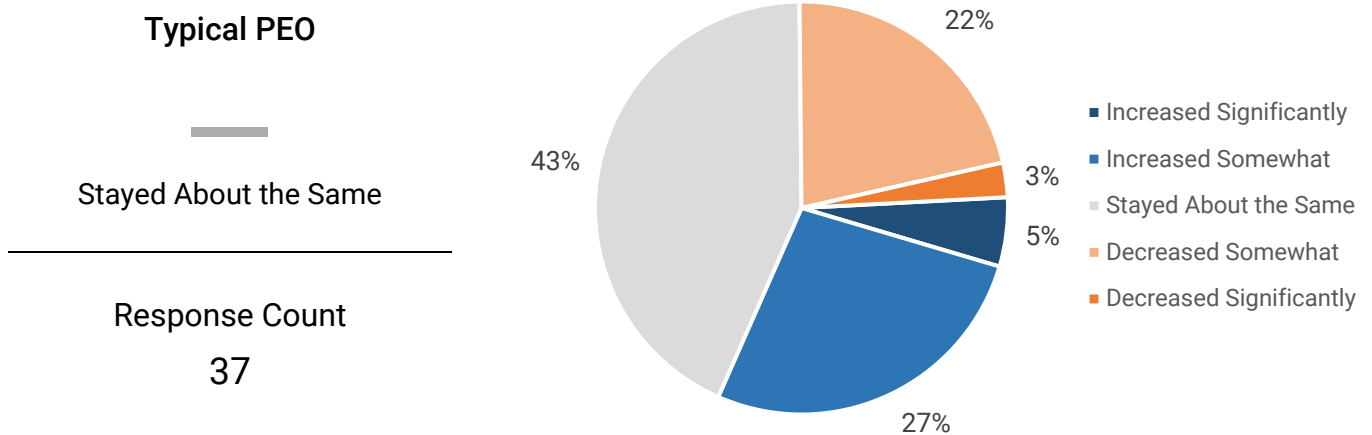
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

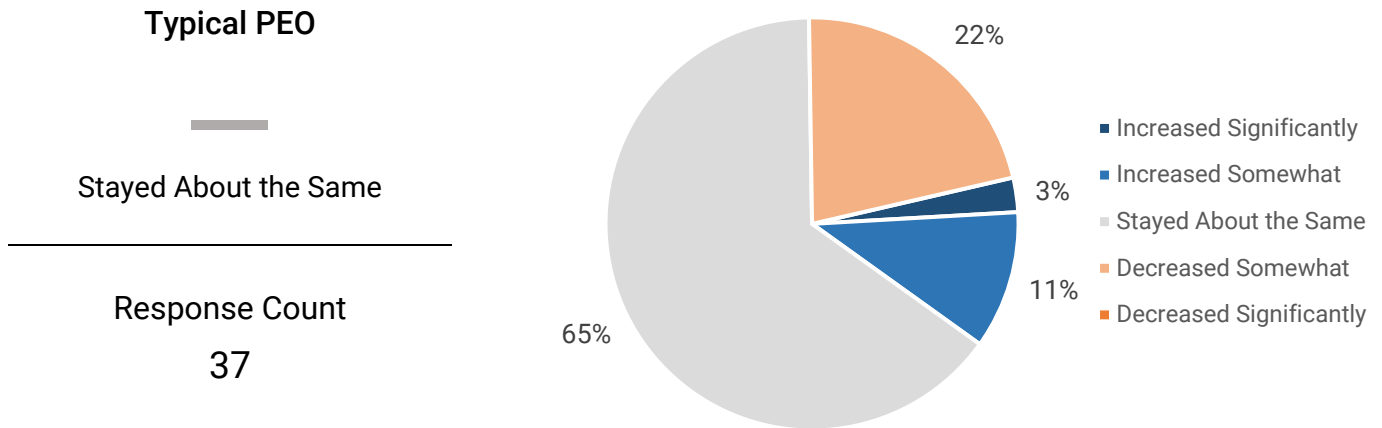


Operating income (\$)

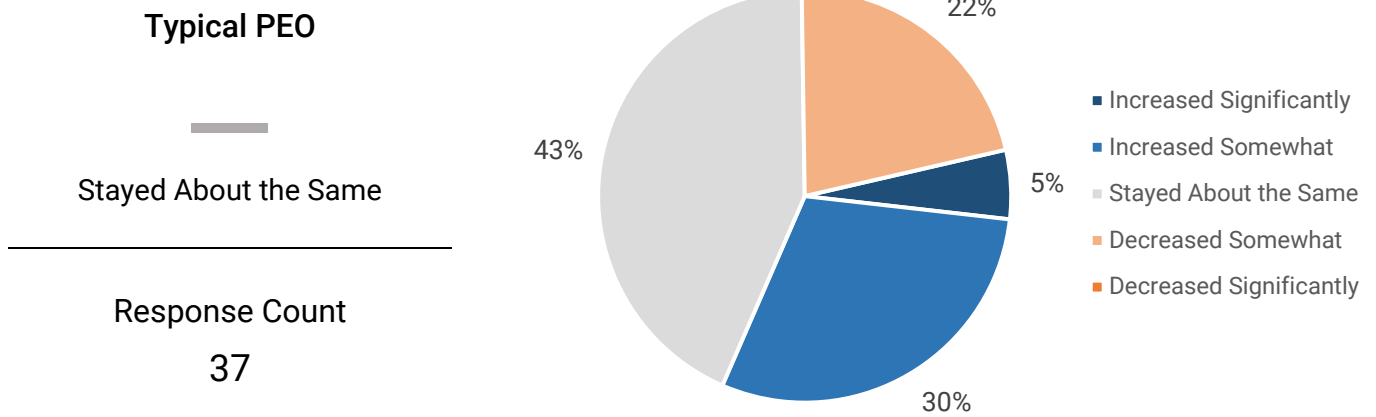


How did the 1st quarter of 2020 compare with the 1st quarter of 2019?

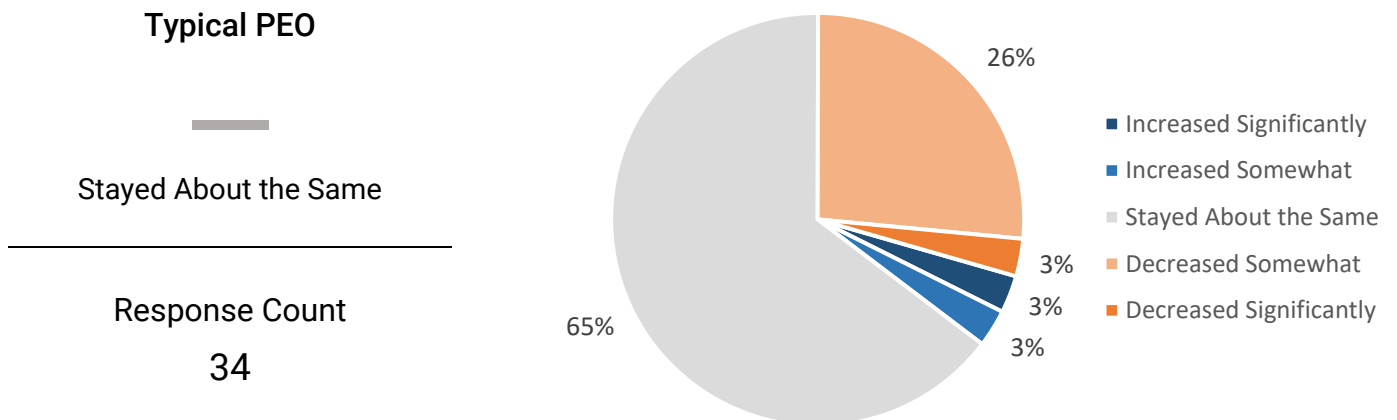
Number of internal employees (including salespeople)



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?

