

# NAPEO Quarterly Pulse Survey – Q4 2020 Results

WSEs per Client

Typical PEO

19

Clients per FTE\*

Typical PEO

8

WSEs per FTE\*

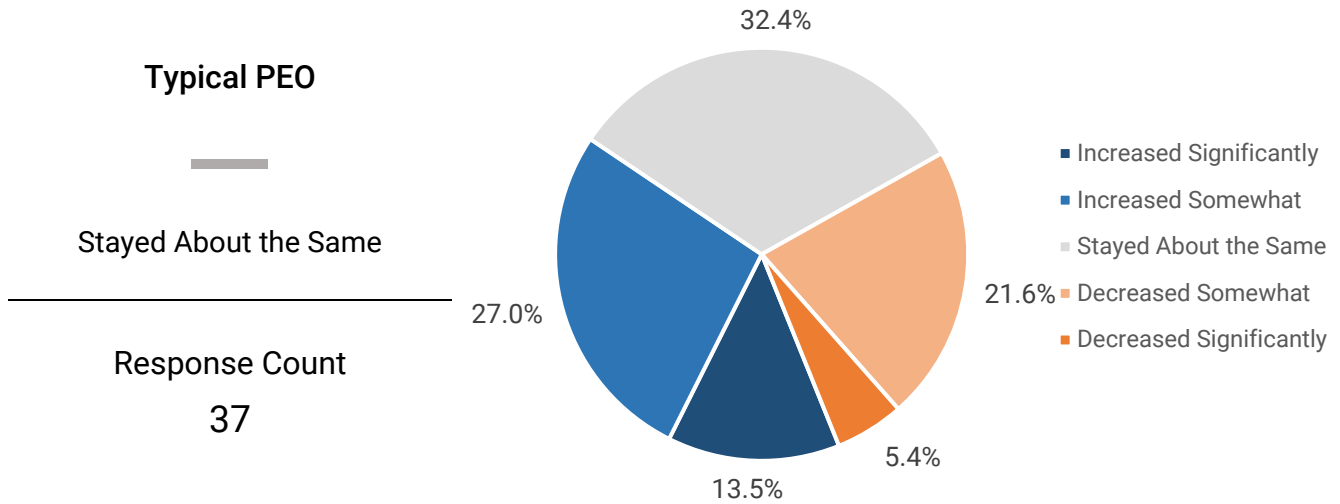
Typical PEO

140

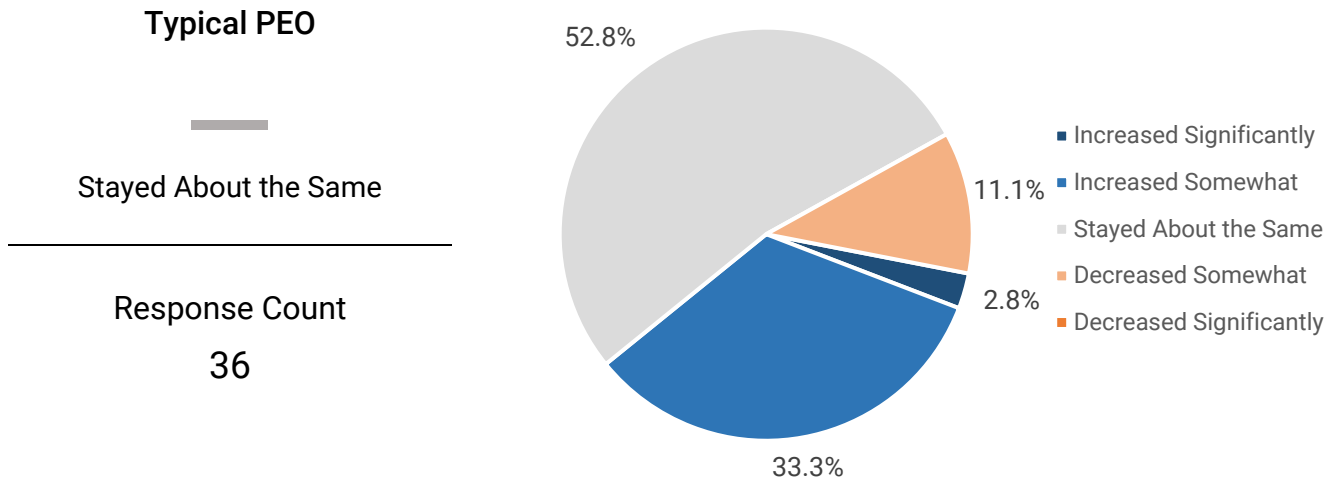
\*Internal employees excluding sales staff

## How did the 4<sup>th</sup> quarter of 2020 compare with the 4<sup>th</sup> quarter of 2019?

### PEO Revenue



### Average annual wage per worksite employee (WSE)

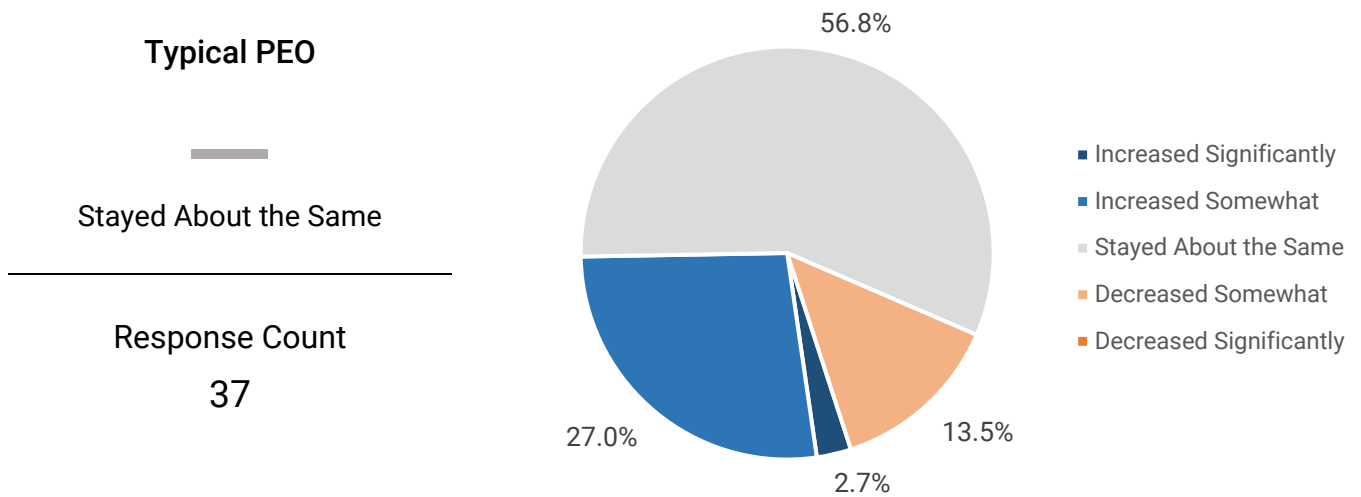


Note: Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

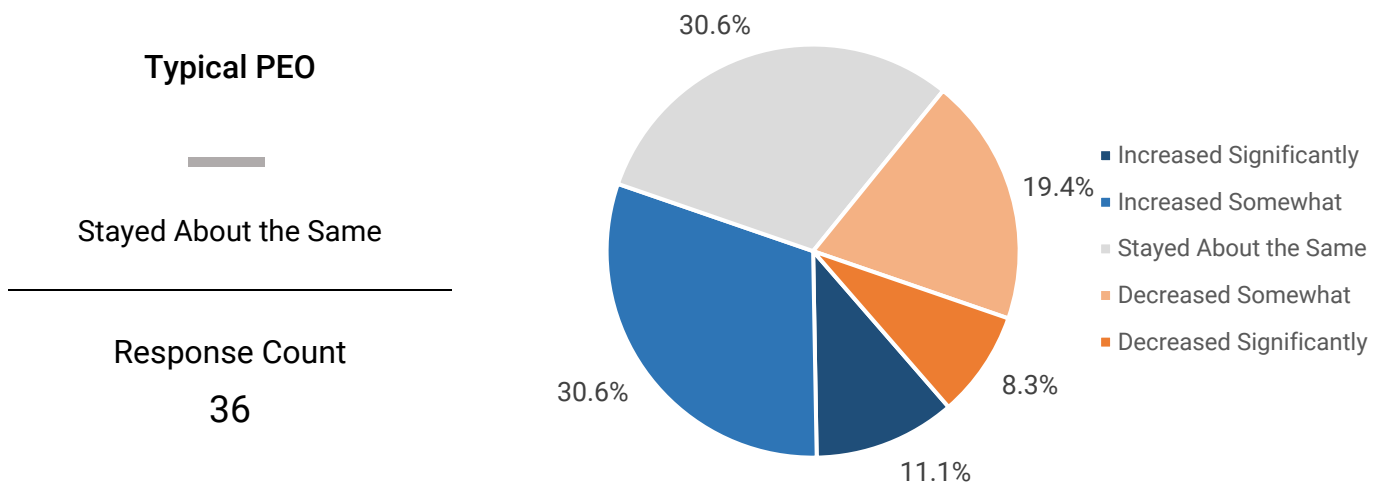
## How did the 4<sup>th</sup> quarter of 2020 compare with the 4<sup>th</sup> quarter of 2019?

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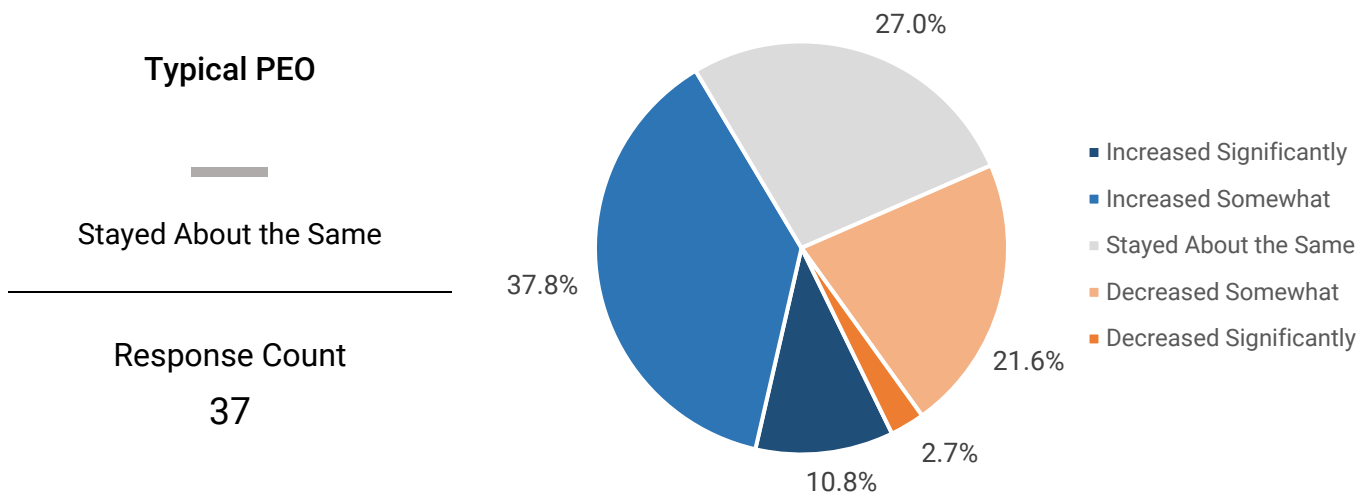
### Average number of worksite employees (WSEs) per client company



### Gross profit (\$)



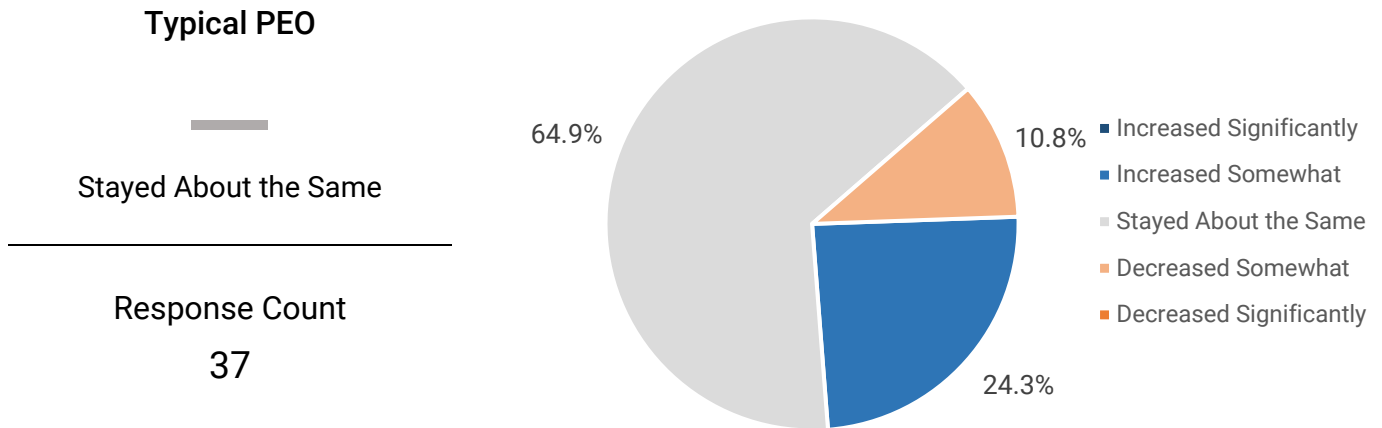
### Operating income (\$)



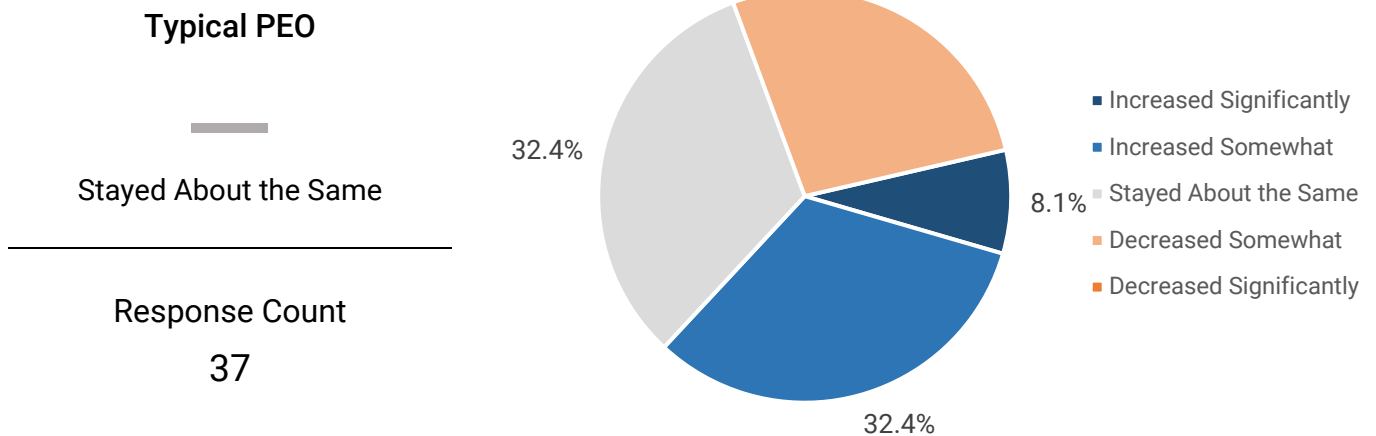
## How did the 4<sup>th</sup> quarter of 2020 compare with the 4<sup>th</sup> quarter of 2019?

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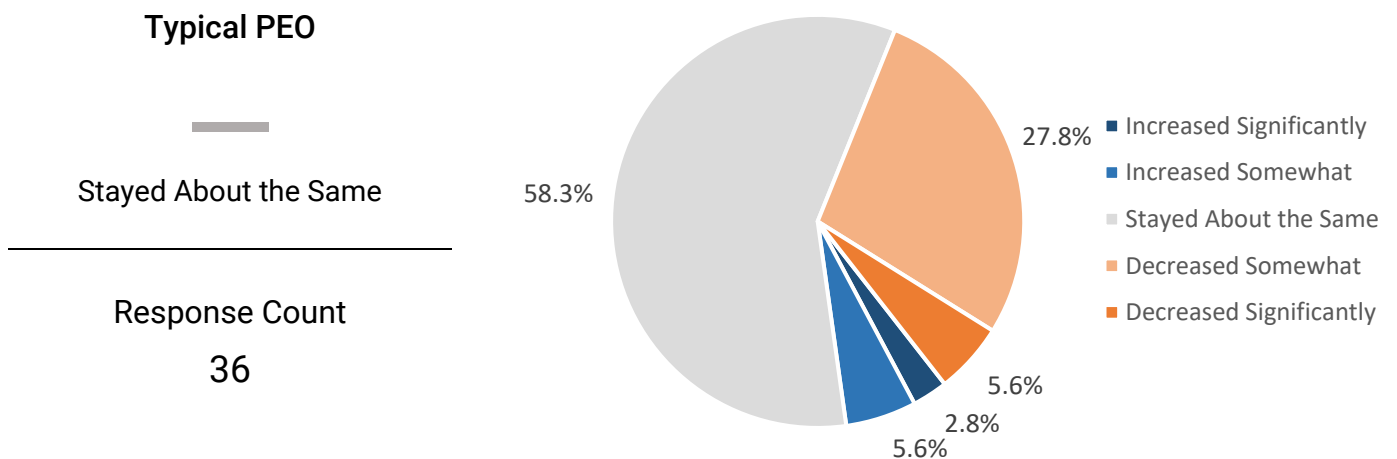
### Number of internal employees (including salespeople)



### 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

37

