

NAPEO Quarterly Pulse Survey – Q3 2019 Results

WSEs per Client

Typical PEO

23

Clients per FTE*

Typical PEO

7

WSEs per FTE*

Typical PEO

168

*Internal employees excluding sales staff

How did the 3rd quarter of 2019 compare with the 3rd quarter of 2018?

PEO Revenue

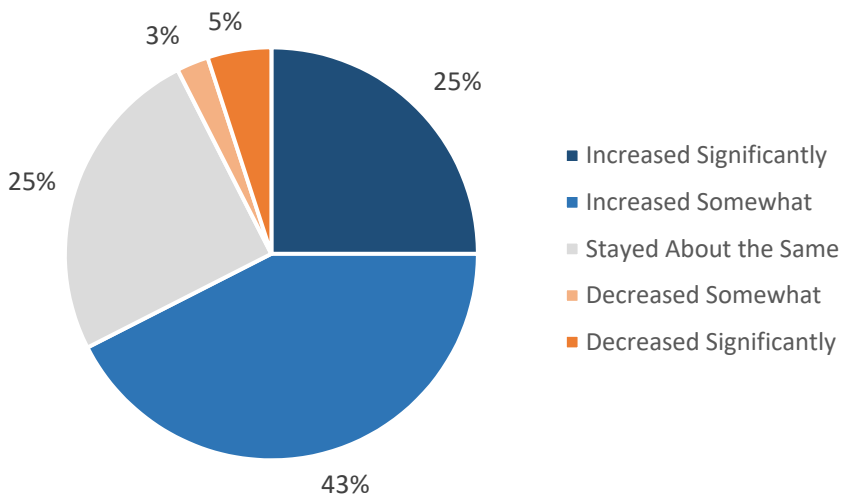
Typical PEO



Increased Somewhat

Response Count

40



- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

Average annual wage per worksite employee (WSE)

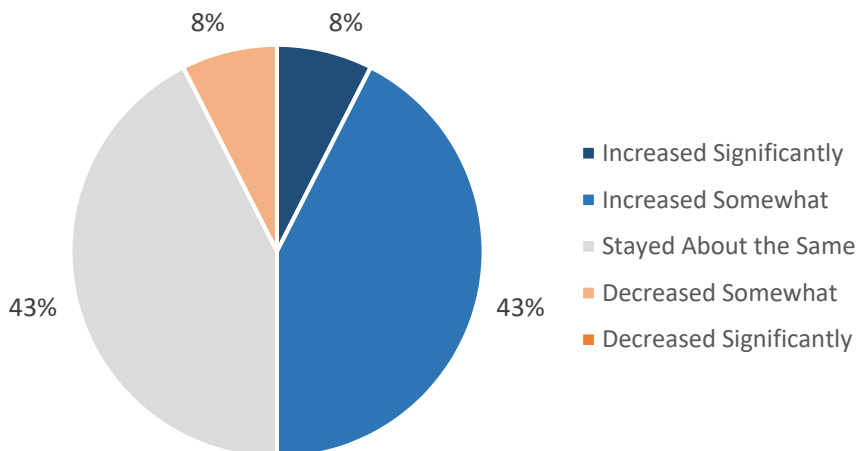
Typical PEO



Stayed About the Same

Response Count

40

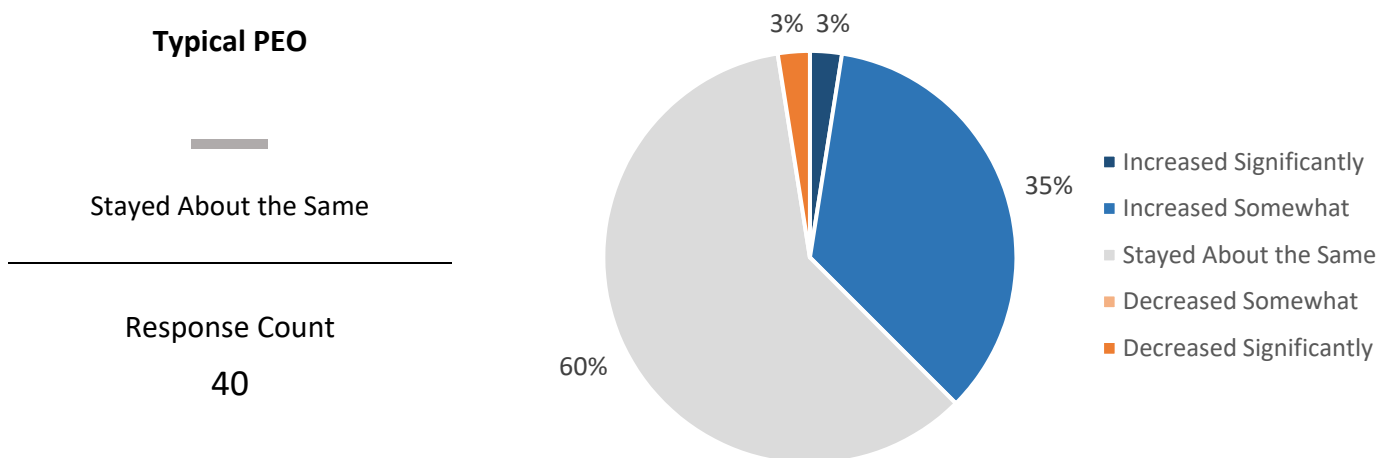


- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

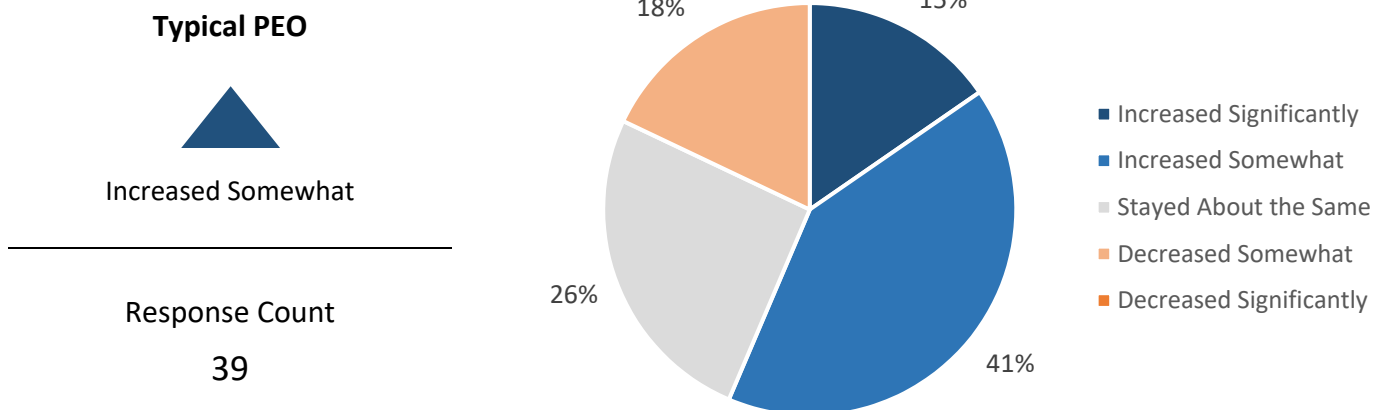
Note: Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

How did the 3rd quarter of 2019 compare with the 3rd quarter of 2018?

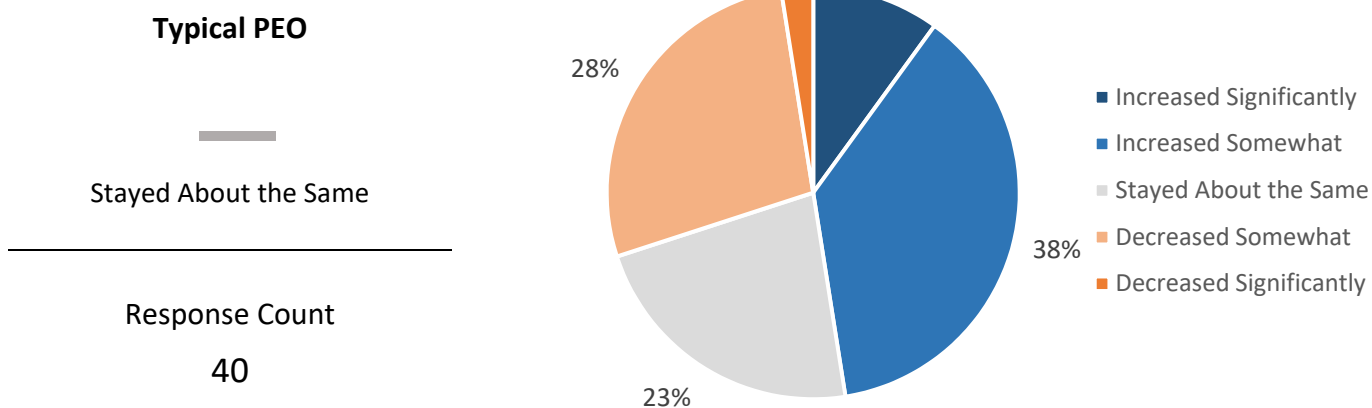
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

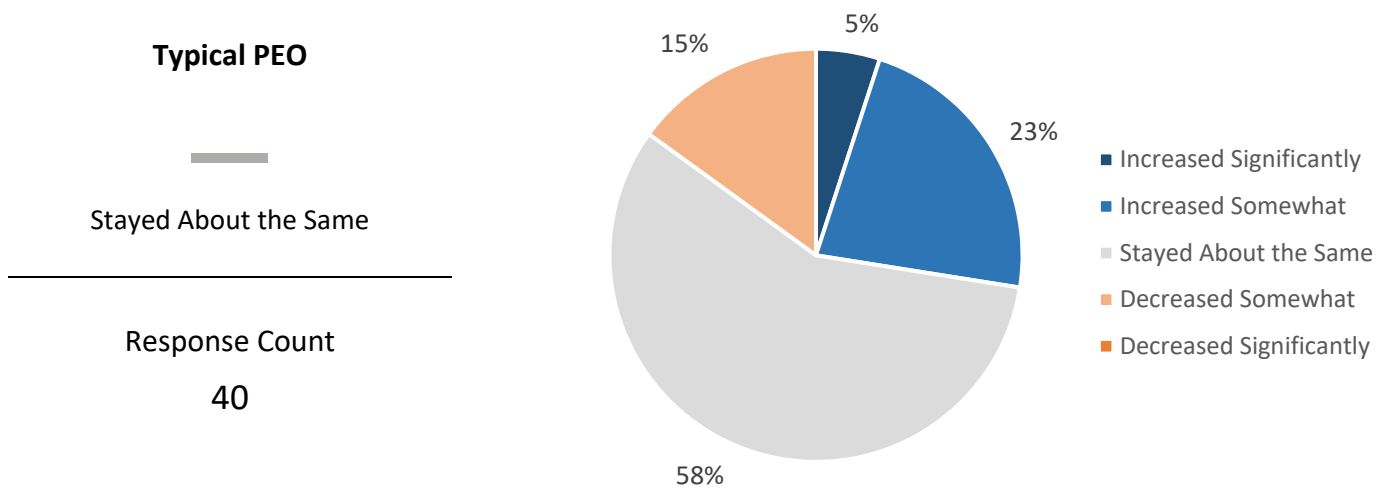


Operating income (\$)

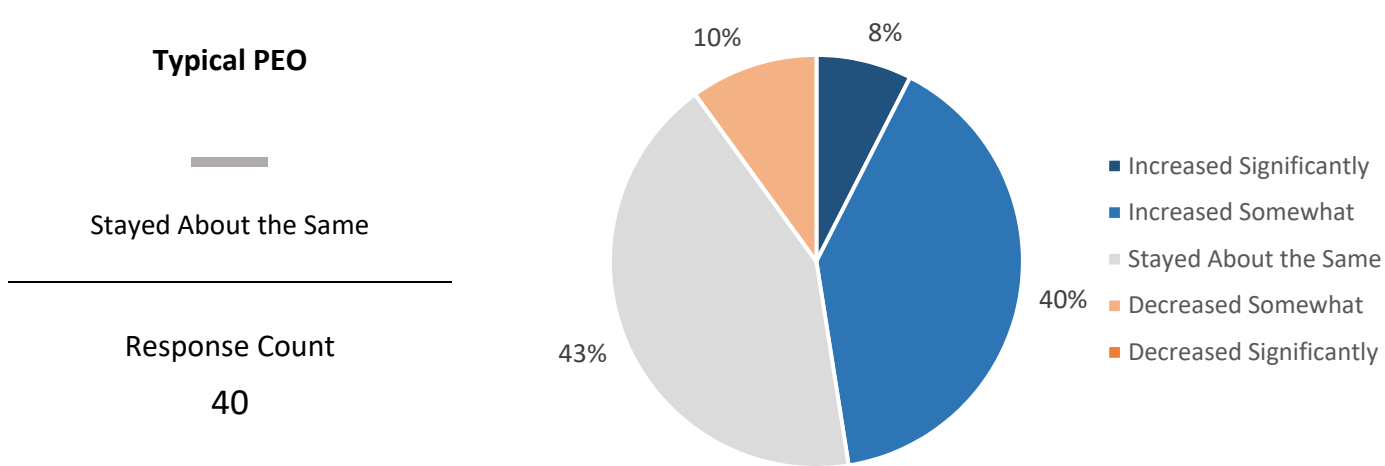


How did the 3rd quarter of 2019 compare with the 3rd quarter of 2018?

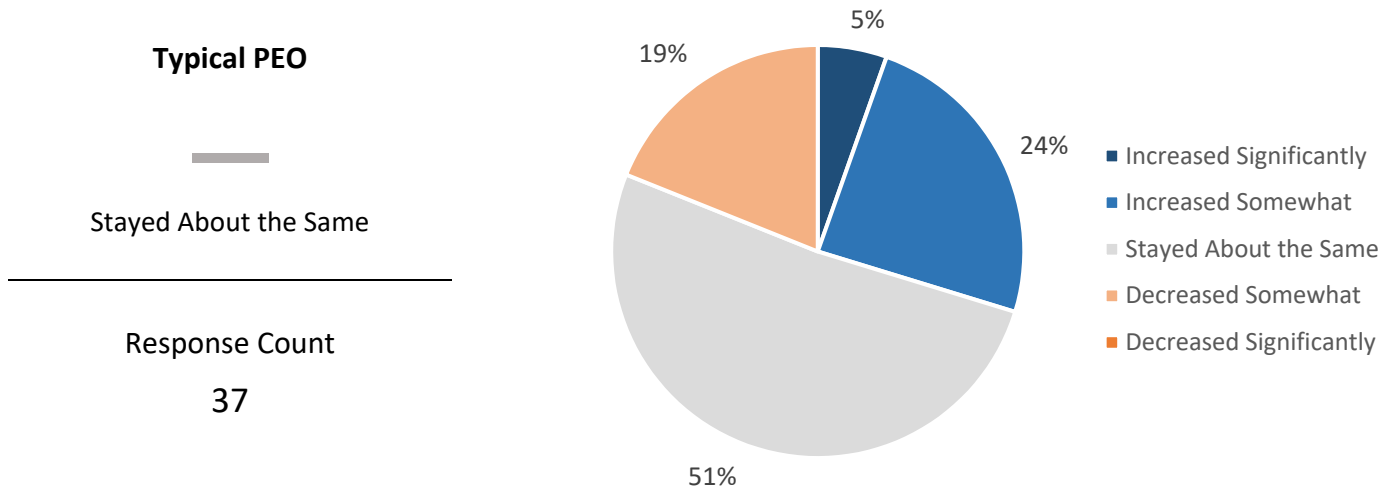
Number of internal employees (including salespeople)



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

40

