

# NAPEO Quarterly Pulse Survey – Q2 2017 Results

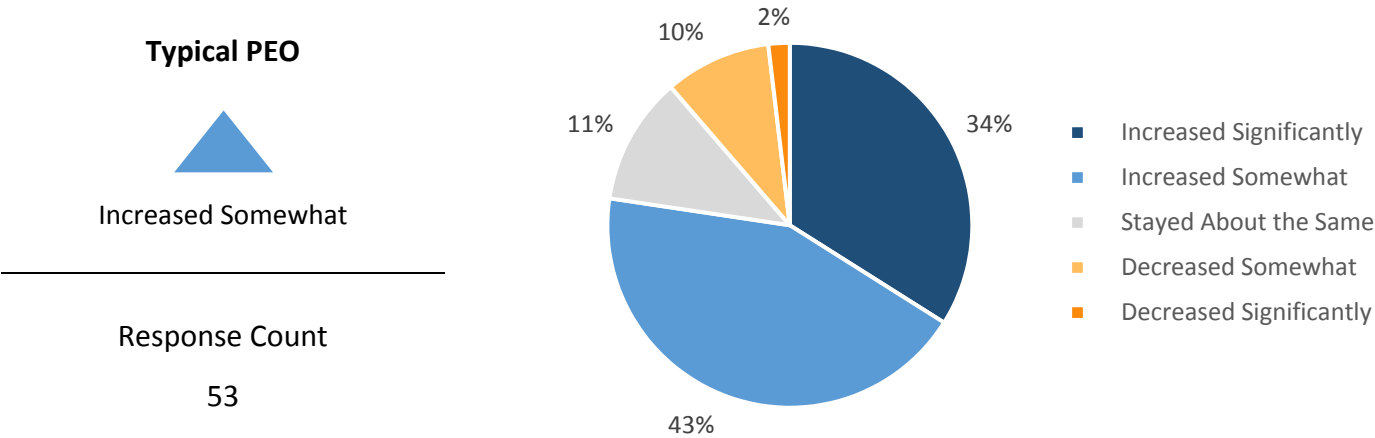
WSEs per Client
Typical PEO
20

Clients per FTE (Internal)
Typical PEO
6

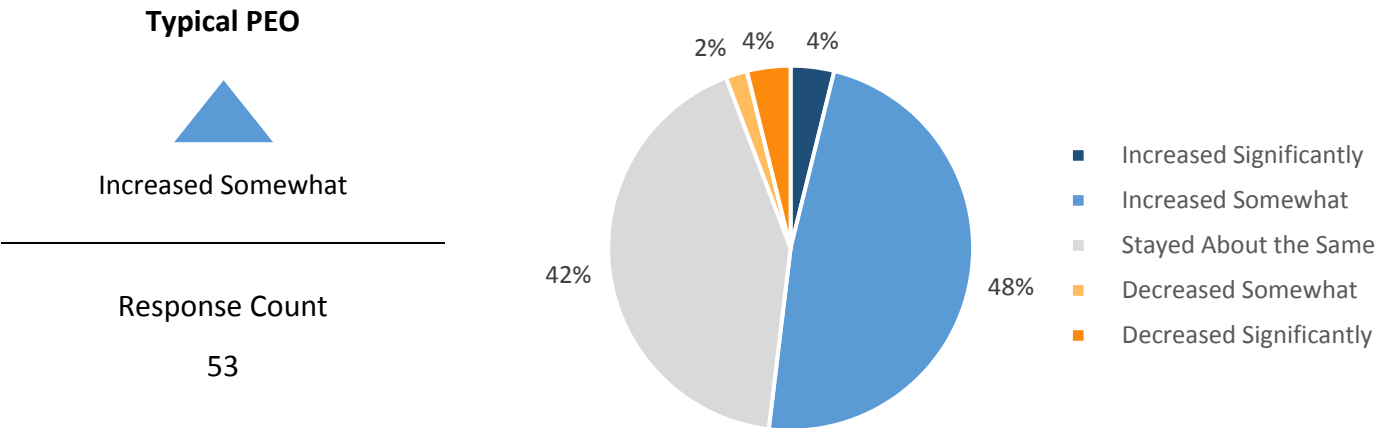
WSEs per FTE (Internal)
Typical PEO
147

## How did the 2<sup>nd</sup> quarter of 2017 compare with the 2<sup>nd</sup> quarter of 2016?

### PEO Revenue



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

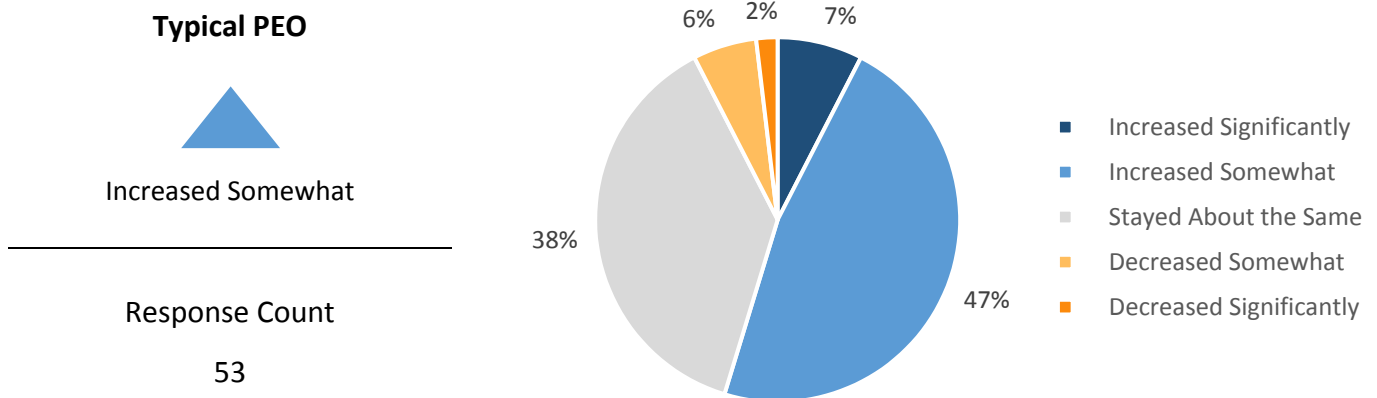


Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.

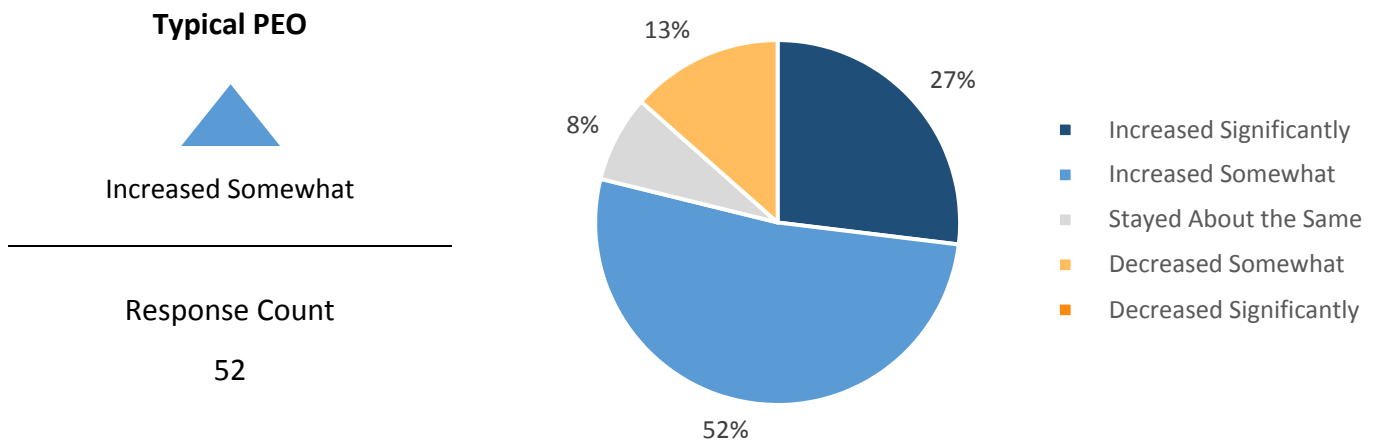
## How did the 2<sup>nd</sup> quarter of 2017 compare with the 2<sup>nd</sup> quarter of 2016?

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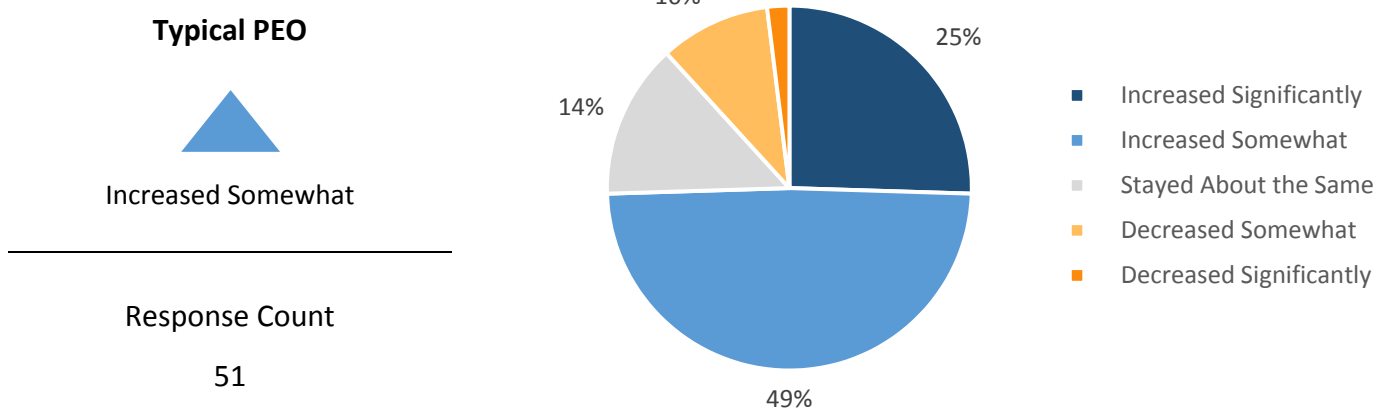
### Average number of worksite employees (WSEs) per client company



### Gross profit (\$)



### Operating income (\$)



## How did the 2<sup>nd</sup> quarter of 2017 compare with the 2<sup>nd</sup> quarter of 2016?

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### Number of internal employees (including salespeople)

#### Typical PEO

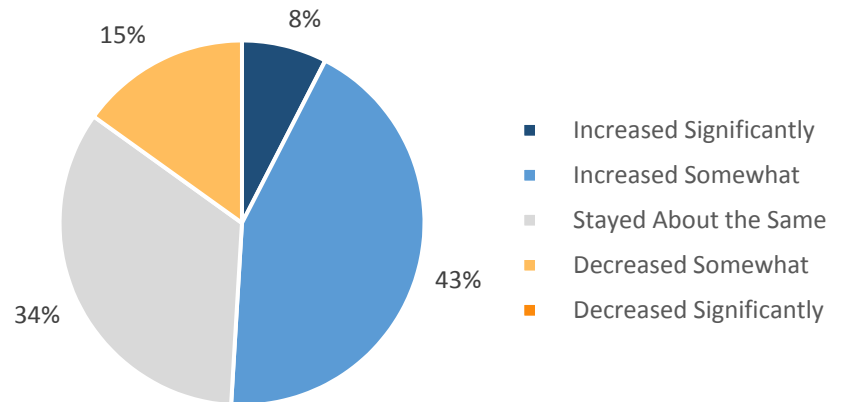


Increased Somewhat

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Response Count

53



### Number of Clients

#### Typical PEO

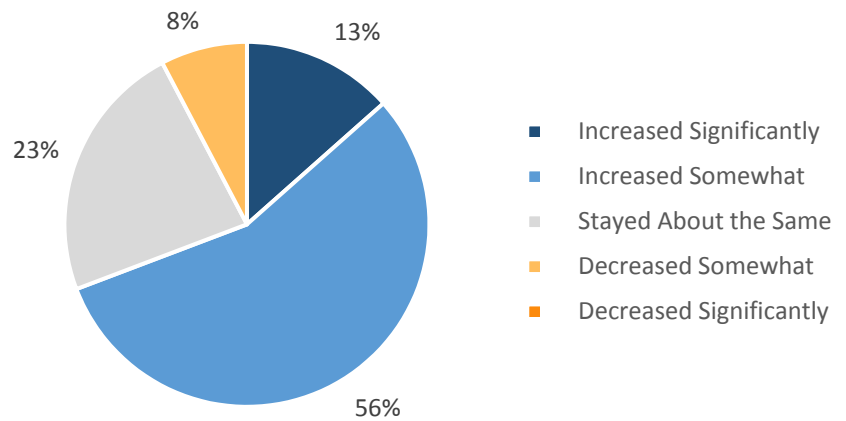


Increased Somewhat

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Response Count

52



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

#### Typical PEO

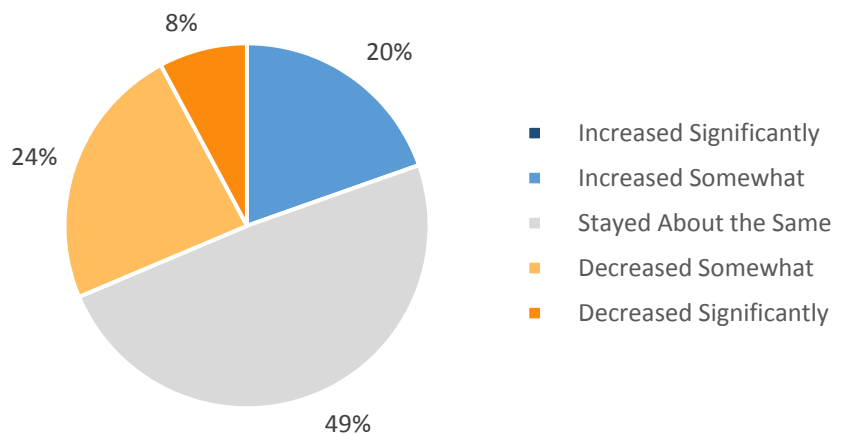


Stayed About the Same

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Response Count

51



## 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

53

