

Industry: 541990 - All Other Professional, Scientific, and Technical Services
 Sales Range: Yearly sales under \$1 Million
 Data Source: Private Companies
 Location: US - Texas
 Prepared On: 1/26/2017

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (13)	2016 (13)	2015 (39)	Last 5 Years (252)	All Years (532)
Current Ratio	1.82	1.82	2.45	3.10	3.26
Quick Ratio	2.85	2.85	1.71	2.27	2.53
Gross Profit Margin	85.21%	85.21%	90.13%	84.28%	80.04%
Net Profit Margin	16.53%	16.53%	4.48%	5.73%	8.34%
Inventory Days	--	--	--	--	2.25
Accounts Receivable Days	43.19	43.19	28.94	36.87	47.47
Accounts Payable Days	2.42	2.42	9.54	11.40	14.23
Interest Coverage Ratio	18.92	18.92	8.70	5.86	8.09
Debt-to-Equity Ratio	3.04	3.04	4.72	2.90	2.55
Debt Service Coverage Ratio	3.92	3.92	7.83	6.20	5.44
Return on Equity	90.73%	90.73%	82.58%	47.52%	51.16%
Return on Assets	30.47%	30.47%	32.32%	30.04%	30.40%
Gross Fixed Asset Turnover	7.40	7.40	12.84	13.79	12.86
Profit per Employee	--	--	--	\$8,368	\$17,441
Growth Metric	Last 12 Months (2)	2016 (2)	2015 (18)	Last 5 Years (109)	All Years (222)
Sales Growth	--	--	8.12%	-0.37%	1.70%
Profit Growth	--	--	12.41%	17.94%	20.98%
Industry-Specific Metric	Last 12 Months	2016	2015	Last 5 Years	All Years
Billing Multiplier	-- (0)	-- (0)	-- (0)	-- (1)	\$5.15 (4)
Billable Hour Efficiency	-- (0)	-- (0)	-- (0)	-- (0)	-- (0)
Revenue per Employee	-- (0)	-- (0)	-- (0)	-- (1)	\$94,625 (17)

Direct Labor Ratio

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(0)

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(0)

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(0)

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(0)

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(0)

INDUSTRY DATA COMMON SIZE

Average by Year (Number of Financial Statements)

Income Statement	Last 12 Months (13)	2016 (13)	2015 (39)	Last 5 Years (252)	All Years (532)
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	14.79%	14.79%	9.87%	15.72%	19.96%
Gross Profit	85.21%	85.21%	90.13%	84.28%	80.04%
Depreciation	0.04%	0.04%	0.41%	0.62%	0.76%
Overhead or S,G, & A Expenses	52.50%	52.50%	73.93%	65.19%	58.78%
Payroll	25.25%	25.25%	28.77%	27.36%	29.03%
Rent	2.88%	2.88%	2.09%	2.45%	2.91%
Advertising	0.58%	0.58%	0.73%	0.66%	0.80%
Other Operating Income	0.00%	0.00%	0.01%	0.00%	0.01%
Other Operating Expenses	7.41%	7.41%	10.92%	12.45%	11.87%
Operating Profit	17.20%	17.20%	4.87%	6.02%	8.64%
Interest Expense	0.50%	0.50%	0.34%	0.23%	0.24%
Other Income	0.04%	0.04%	0.02%	0.02%	0.02%
Other Expenses	0.00%	0.00%	0.08%	0.08%	0.08%
Net Profit Before Taxes	16.53%	16.53%	4.48%	5.73%	8.34%
Adjusted Net Profit Before Taxes	16.53%	16.53%	4.48%	5.73%	8.34%
EBITDA	18.89%	18.89%	5.22%	6.58%	9.34%
Taxes Paid	0.00%	0.00%	2.04%	0.98%	1.37%
Net Income	16.93%	16.93%	2.43%	4.75%	6.96%
Balance Sheet	Last 12 Months (13)	2016 (13)	2015 (39)	Last 5 Years (252)	All Years (532)
Cash (Bank Funds)	23.36%	23.36%	26.42%	26.29%	25.90%
Accounts Receivable	19.48%	19.48%	16.28%	12.19%	13.32%
Inventory	0.00%	0.00%	0.00%	0.00%	0.02%
Other Current Assets	0.50%	0.50%	1.10%	0.78%	0.88%
Total Current Assets	69.53%	69.53%	67.67%	65.81%	65.96%
Gross Fixed Assets	60.47%	60.47%	57.49%	60.68%	58.70%
Accumulated Depreciation	31.53%	31.53%	29.96%	38.50%	38.05%
Net Fixed Assets	28.26%	28.26%	27.53%	22.17%	20.65%
Other Assets	5.61%	5.61%	4.80%	12.01%	13.39%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	6.07%	6.07%	3.59%	5.82%	6.13%

Notes Payable / Current Portion of Long Term Debt	0.17%	0.17%	0.04%	0.24%	0.23%
Other Current Liabilities	11.02%	11.02%	12.02%	9.33%	7.87%
Total Current Liabilities	43.66%	43.66%	51.13%	40.28%	36.72%
Total Long Term Liabilities	21.59%	21.59%	24.03%	29.39%	33.68%
Total Liabilities	72.93%	72.93%	75.16%	69.67%	70.40%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	2.46%	2.46%	4.55%	1.89%	1.76%
Additional Paid-in Capital	0.00%	0.00%	0.06%	0.32%	0.52%
Other Stock / Equity	6.36%	6.36%	-3.30%	-0.37%	0.05%
Ending Retained Earnings	18.42%	18.42%	6.56%	28.27%	27.42%
Total Equity	41.29%	41.29%	24.84%	30.33%	29.60%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%

*There is not enough real-time industry data to include an average for this metric. Instead this figure represents the industry benchmark found through industry research.