

INDUSTRY DATA COMMON SIZE

Engineering Services

*Average by Year
(Number of Financial Statements)*

Income Statement	Last 12 Months (78)	2018 (92)	2017 (163)	Last 5 Years (859)	All Years (2,938)
<i>Sales (Income)</i>	100.00%	100.00%	100.00%	100.00%	100.00%
<i>Cost of Sales (COGS)</i>	40.86%	41.33%	38.17%	36.53%	37.25%
<i>Gross Profit</i>	59.14%	58.67%	61.83%	63.47%	62.75%
<i>Depreciation</i>	0.89%	0.92%	1.12%	1.17%	1.20%
<i>Overhead or S,G,& A Expenses</i>	46.22%	45.77%	48.01%	49.31%	50.46%
<i>Other Operating Income</i>	0.00%	0.00%	0.00%	0.00%	0.00%
<i>Other Operating Expenses</i>	4.44%	3.81%	5.26%	6.26%	5.03%
<i>Operating Profit</i>	7.59%	8.16%	7.44%	6.73%	6.06%
<i>Interest Expense</i>	0.36%	0.40%	0.34%	0.37%	0.38%
<i>Other Income</i>	0.05%	0.07%	0.07%	0.08%	0.08%
<i>Other Expenses</i>	0.08%	0.06%	0.09%	0.10%	0.08%
<i>Net Profit Before Taxes</i>	7.20%	7.77%	7.08%	6.34%	5.68%
<i>Adjusted Owner's Compensation</i>	0.00%	0.00%	0.00%	0.00%	0.01%
<i>Adjusted Net Profit Before Taxes</i>	7.20%	7.77%	7.08%	6.34%	5.68%
<i>EBITDA</i>	8.45%	9.08%	8.54%	7.88%	7.26%
<i>Taxes Paid</i>	1.91%	1.82%	2.16%	1.45%	1.60%
<i>Net Income</i>	5.28%	5.95%	4.92%	4.88%	4.08%

INDUSTRY DATA COMMON SIZE (CONTINUED)

Engineering Services

Balance Sheet	Last 12 Months (78)	2018 (92)	2017 (163)	Last 5 Years (859)	All Years (2,938)
<i>Cash (Bank Funds)</i>	12.84%	11.92%	13.18%	11.86%	10.03%
<i>Accounts Receivable</i>	33.93%	37.08%	37.41%	32.95%	37.94%
<i>Inventory</i>	0.06%	0.05%	0.02%	0.02%	0.01%
<i>Other Current Assets</i>	4.77%	5.47%	5.05%	4.55%	4.68%
<i>Total Current Assets</i>	73.53%	73.83%	75.02%	72.25%	72.08%
<i>Gross Fixed Assets</i>	53.15%	49.70%	47.71%	55.96%	55.22%
<i>Accumulated Depreciation</i>	35.66%	33.64%	29.11%	36.36%	34.41%
<i>Net Fixed Assets</i>	17.48%	16.06%	18.60%	19.60%	20.80%
<i>Other Assets</i>	8.98%	10.11%	6.38%	8.15%	7.12%
<i>Total Assets</i>	100.00%	100.00%	100.00%	100.00%	100.00%
<i>Accounts Payable</i>	10.46%	9.45%	9.80%	8.97%	9.94%
<i>Notes Payable / Current Portion of Long Term Debt</i>	1.43%	1.42%	1.55%	1.77%	1.61%
<i>Other Current Liabilities</i>	15.70%	15.01%	15.82%	16.24%	21.35%
<i>Total Current Liabilities</i>	42.13%	42.03%	46.88%	46.61%	49.47%
<i>Total Long Term Liabilities</i>	17.03%	15.33%	16.20%	19.86%	18.48%
<i>Total Liabilities</i>	59.16%	57.36%	63.08%	66.47%	67.96%
<i>Preferred Stock</i>	0.00%	0.00%	0.00%	0.00%	0.00%
<i>Common Stock</i>	0.98%	0.81%	1.13%	1.40%	1.56%
<i>Additional Paid-in Capital</i>	1.63%	1.39%	1.68%	1.57%	1.44%
<i>Other Stock / Equity</i>	-3.20%	-4.23%	-4.06%	-4.10%	-0.73%
<i>Ending Retained Earnings</i>	53.31%	50.50%	45.16%	38.47%	31.89%
<i>Total Equity</i>	40.84%	42.64%	36.92%	33.53%	32.04%
<i>Total Liabilities + Equity</i>	100.00%	100.00%	100.00%	100.00%	100.00%