

INDUSTRY FINANCIAL DATA AND RATIOS

Engineering Services

Average by Year
(Number of Financial Statements)

Financial Metric	Last 12 Months (78)	2018 (92)	2017 (163)	Last 5 Years (859)	All Years (2,938)
Current Ratio	3.75	3.49	3.74	3.40	3.09
Quick Ratio	3.45	3.18	3.42	2.93	2.56
Gross Profit Margin	59.14%	58.67%	61.83%	63.47%	62.75%
Net Profit Margin	7.20%	7.77%	7.08%	6.34%	5.68%
Inventory Days	--	--	--	--	0.15
Accounts Receivable Days	61.85	67.77	71.03	63.46	68.55
Accounts Payable Days	45.63	43.07	42.48	37.70	37.61
Interest Coverage Ratio	20.52	18.72	17.86	17.23	14.89
Debt-to-Equity Ratio	1.24	1.27	1.33	1.46	1.53
Debt Service Coverage Ratio	7.18	6.70	6.42	6.70	6.09
Return on Equity	44.77%	42.52%	42.39%	38.44%	33.05%
Return on Assets	25.29%	23.68%	27.68%	23.85%	18.68%
Gross Fixed Asset Turnover	8.53	8.61	9.19	8.26	8.44
Sales per Employee	\$158,949	\$158,949	\$146,096	\$144,580	\$129,439
Profit per Employee	\$22,699	\$22,699	\$21,119	\$15,376	\$10,741

Growth Metric	Last 12 Months (55)	2018 (60)	2017 (128)	Last 5 Years (608)	All Years (1,960)
Sales Growth	10.11%	7.18%	10.03%	9.23%	8.25%
Profit Growth	25.55%	22.56%	27.77%	17.19%	18.49%