

Benchmarking Indicators

JANUARY – JUNE 2022

Bi-Annual Economic and Capacity Survey

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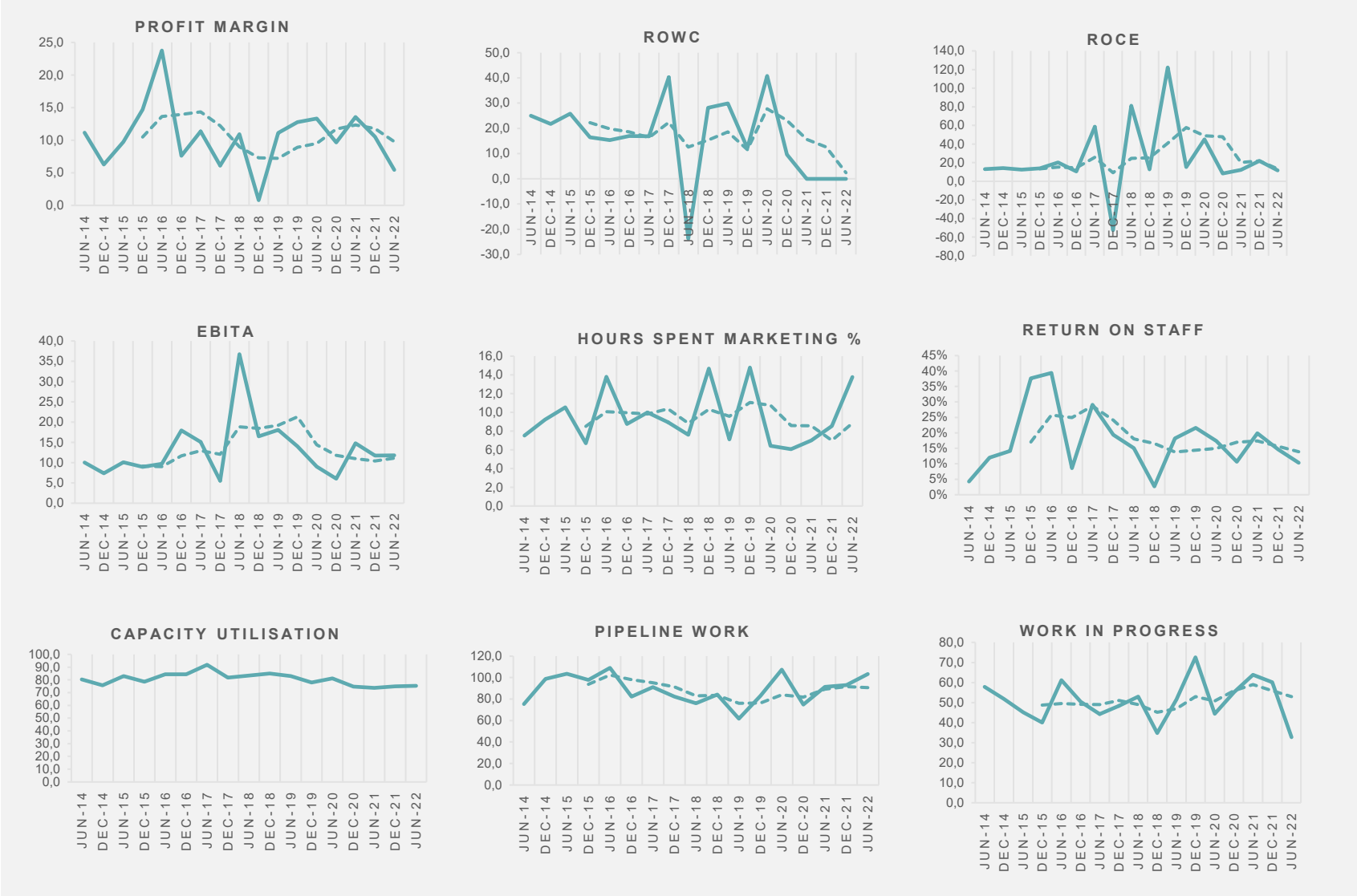


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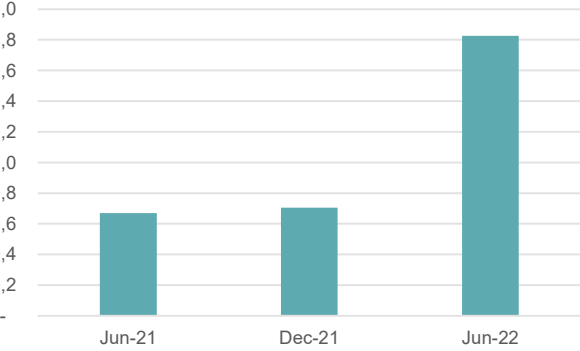
		Jun-15	Dec-15	Jun-16	Dec-16	Jun-17	Dec-17	Jun-18	Dec-18	Jun-19	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22
Profit Margin %	Min	-5.1	1.3	-3.3	-6.0	-17.4	-43.0	-60.0	-48.0	0.6	-3.5	1.0	5.0	3.0	-7.0	-8.0
	Max	29.0	46.0	79.9	30.0	45.0	51.0	66.0	15.1	34.0	35.0	52.0	19.7	40.0	35.0	16.0
	Average	9.8	14.7	23.8	7.6	11.4	6.1	10.9	0.8	11.1	12.8	13.3	9.7	13.6	10.5	5.4
	Stdev	10.8	15.3	31.3	10.6	16.4	22.7	35.9	21.9	11.7	13.5	16.5	6.8	13.3	11.3	8.6
	Sample response	83.3%	100.0%	88.9%	81.8%	83.3%	100.0%	88.9%	100.0%	90.9%	91.7%	88.9%	100.0%	87.5%	100.0%	100.0%
ROWC %	Min	-6.0	-11.7	-7.8	-88.0	-23.0	-1.0	-153.0	9.5	-8.0	-3.6	9.0	2.2	n.a	n.a	n.a
	Max	115.0	69.0	50.0	108.0	45.0	279.0	14.0	94.0	94.3	43.0	114.0	18.5	n.a	n.a	n.a
	Average	25.8	16.4	15.3	17.0	16.9	40.3	-23.8	28.1	29.8	12.2	40.7	9.7	n.a	n.a	n.a
	Stdev	38.6	23.6	18.5	49.0	18.4	82.3	72.4	29.6	42.1	14.5	42.8	7.1	n.a	n.a	n.a
	Sample response	91.7%	88.9%	88.9%	90.9%	83.3%	100.0%	55.6%	100.0%	45.5%	75.0%	55.6%	100.0%	n.a	n.a	n.a
Break Even Ratio <i>*New</i>	Min													0.3	0.3	0.4
	Max													1.2	1.1	4.2
	Average													0.7	0.7	1.8
	Stdev													0.4	0.3	1.6
	Sample response													87.5%	90.0%	100.0%
ROCE %	Min	-0.1	5.6	-4.7	-25.0	2.6	-667.0	-14.0	3.5	-0.1	-6.7	1.0	4.3	1.0	-1.0	1.0
	Max	20.7	26.0	50.0	49.0	397.0	49.0	400.0	28.0	980.0	85.8	165.0	11.6	28.9	77.2	37.7
	Average	12.5	14.0	20.3	10.5	58.6	-52.2	81.2	12.6	122.2	15.2	45.0	8.3	12.1	21.8	11.5
	Stdev	7.3	7.2	23.1	19.7	119.8	216.8	157.6	9.6	322.0	26.5	68.0	3.7	19.5	24.3	12.4
	Sample response	66.7%	88.9%	88.9%	90.9%	83.3%	90.9%	66.7%	71.4%	81.8%	83.3%	77.8%	75.0%	87.5%	90.0%	100.0%
EBITA	Min	1.5	3.3	-16.9	-16.9	2.9	-23.0	10.8	-16.0	0.5	-3.5	1.6	1.7	3.9	-6.3	3.9
	Max	29.0	16.2	60.0	137.1	45.0	48.0	75.0	76.0	77.0	62.0	25.0	8.5	30.1	29.5	29.2
	Average	10.1	9.0	9.7	18.0	15.1	5.6	36.8	16.5	18.1	14.0	9.0	6.1	14.8	11.8	11.8
	Stdev	9.0	4.6	26.3	49.3	12.1	17.1	29.2	31.3	26.9	20.1	9.8	3.1	10.8	11.8	10.3
	Sample response	83.3%	66.7%	66.7%	72.7%	83.3%	100.0%	55.6%	85.7%	63.6%	75.0%	55.6%	100.0%	75.0%	100.0%	71.4%

		Jun-15	Dec-15	Jun-16	Dec-16	Jun-17	Dec-17	Jun-18	Dec-18	Jun-19	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22
WIP (Days)	Min	7.3	0.0	23.9	6.0	-4.9	-3.0	0.0	20.0	19.0	15.7	8.0	17.8	2.7	2.4	8.8
	Max	122.0	92.0	120.0	106.0	87.0	120.0	100.0	58.7	137.0	200.0	77.0	92.0	234.0	153.0	69.5
	Average	45.2	40.1	61.2	50.4	44.3	48.4	53.0	34.8	51.6	72.6	44.4	55.2	63.9	60.2	32.7
	Stdev	41.5	30.8	35.9	37.3	25.5	39.8	44.6	14.3	37.2	54.5	27.4	36.8	73.0	45.0	22.4
	Sample response	83.3%	88.9%	66.7%	81.8%	83.3%	100.0%	55.6%	85.7%	90.9%	83.3%	77.8%	100.0%	100.0%	100.0%	100.0%
Hours spent on marketing % of total hours worked	Min	3.8	2.9	3.7	2.0	1.5	3.0	2.0	2.2	1.0	2.0	2.0	3.1	3.0	3.0	2.8
	Max	20.0	16.7	30.0	20.0	26.0	15.0	15.0	60.0	15.0	100.0	25.0	9.0	15.0	15.0	35.0
	Average	10.5	6.7	13.8	8.7	10.0	9.0	7.6	14.7	7.1	14.8	6.4	6.1	7.0	8.5	13.8
	Stdev	5.0	4.4	9.2	6.8	8.1	4.5	4.0	20.5	4.7	28.7	7.1	2.6	4.1	4.0	14.4
	Sample response	91.7%	88.9%	100.0%	90.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	80.0%
Pipeline work (%)	Min	58.0	13.5	40.0	20.0	15.0	13.0	12.0	11.0	11.0	35.0	80.0	29.6	50.0	30.0	77.0
	Max	150.0	173.0	210.0	143.9	200.0	142.5	142.5	105.0	115.4	160.0	177.0	102.0	120.0	137.1	124.7
	Average	103.5	97.7	109.1	82.3	91.2	82.4	76.1	84.2	61.6	82.9	107.4	74.9	91.4	93.1	103.3
	Stdev	24.5	43.8	51.0	38.3	47.0	37.4	42.0	32.9	36.7	33.3	30.0	31.5	23.9	31.0	21.4
	Sample response	91.7%	88.9%	100.0%	90.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	91.7%	88.9%	100.0%	100.0%	80.0%
Capacity Utilisation	Min	50.0	50.0	75.0	50.0	75.0	50.0	50.0	75.0	70.0	60.0	50.0	74.0	65.0	50.0	50.0
	Max	100.0	100.0	100.0	103.0	110.0	100.0	100.0	100.0	110.0	110.0	120.0	75.0	75.0	100.0	100.0
	Average	83.0	78.6	84.4	84.5	91.8	81.8	83.3	85.0	83.0	78.0	81.1	74.8	73.8	74.9	75.3
	Stdev	16.0	17.3	12.9	17.1	13.7	16.2	17.7	13.7	14.4	12.7	21.0	0.5	3.5	11.8	15.8
	Sample response	91.7%	77.8%	88.9%	100.0%	91.7%	100.0%	100.0%	71.4%	90.9%	83.3%	100.0%	100.0%	100.0%	100.0%	100.0%
Return on Staff Employed %	Min	-10%	3%	-7%	-16%	-19%	-62%	-125%	-49%	1%	-5%	2%	7%	4%	-10%	-9.0
	Max	55%	151%	218%	48%	184%	172%	136%	17%	64%	52%	72%	15%	64%	58%	40%
	Average	14%	38%	39%	9%	29%	19%	15%	3%	18%	22%	17%	11%	20%	15%	10%
	Stdev	18%	52%	79%	17%	57%	57%	71%	22%	20%	22%	21%	3%	21%	18%	16%
	Sample response	100.0%	100.0%	100.0%	81.8%	83.3%	100.0%	88.9%	100.0%	81.8%	84.6%	88.9%	100.0%	87.5%	100.0%	100.0%

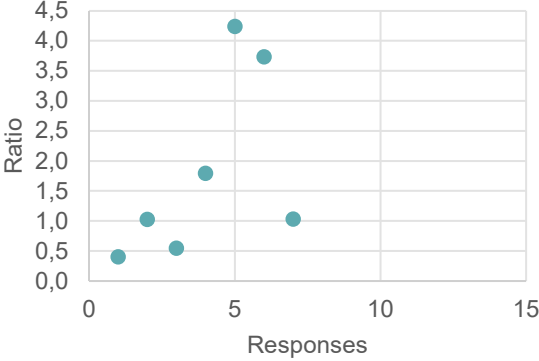
Benchmarking Indicators: Charts



BREAK EVEN RATIO



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Response Matric: JUNE 2022



Explanatory Notes

- Only Including firms that have a total staff compliment (including full time and other staff) of more than 100. Further segmented benchmarking can be undertaken based on demand and participation levels of member firms with less than 100 employees.
- Profit Margin: Total income less direct and indirect costs
- Direct Costs: Total client project salary cost plus external project expenses
- Indirect Costs: All productive employment costs, outsourcing costs, group overhead chargers etc, but excluding finance charges
- WIP: Work in progress in days, calculated as “WIP as at date of reporting / (Direct + Indirect costs) x reporting days”
- ROWC: Return on Working Capital. Annual profit after interest and tax as percentage of net working capital (assets less liabilities)
- ROCE: Return on capital employed (Capital = Assets and Liabilities)
- EBITA: Earnings before deduction of interest, tax, and amortisation expenses. Measurement of efficiency and profitability
- Marketing: Hours spent on marketing including bidding and preparation of proposals as percentage of total hours worked
- Pipeline work: Fee value of secured appointments at the end of the reporting period vs the start of the reporting period, expressed as a percentage
- Capacity utilisation of existing technical staff.
- Return on staff employed: Profit as percentage of total salary and wage bill as an indicator of return of staff employed. Salary and wage bill is the largest expense for an engineering firm.
- Break Even Ratio : Gross income / Breakeven Revenue