

## OFFICES OF LAWYERS INDUSTRY DATA COMMON SIZE

Average by Year  
(Number of Financial Statements)

Income Statement	Last 12 Months (26)	2016 (26)	2015 (92)	Last 5 Years (477)	All Years (1,322)
<b>Sales (Income)</b>	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Cost of Sales (COGS)</b>	0.12%	0.12%	0.39%	1.36%	1.20%
<b>Gross Profit</b>	99.88%	99.88%	99.61%	98.64%	98.80%
<b>Depreciation</b>	0.39%	0.39%	0.51%	0.67%	0.74%
<b>Overhead or S,G,&amp; A Expenses</b>	68.56%	68.56%	68.81%	68.31%	68.60%
- Payroll	41.82%	41.82%	40.55%	41.67%	44.32%
- Rent	5.27%	5.27%	5.12%	5.40%	5.59%
- Advertising	1.44%	1.44%	1.55%	1.47%	1.30%
<b>Other Operating Income</b>	0.00%	0.00%	0.00%	0.00%	0.01%
<b>Other Operating Expenses</b>	12.60%	12.60%	11.57%	10.13%	10.17%
<b>Operating Profit</b>	18.33%	18.33%	18.72%	19.53%	19.31%
<b>Interest Expense</b>	0.35%	0.35%	0.26%	0.23%	0.24%
<b>Other Income</b>	0.02%	0.02%	0.06%	0.07%	0.08%
<b>Other Expenses</b>	0.07%	0.07%	0.17%	0.17%	0.16%
<b>Net Profit Before Taxes</b>	17.93%	17.93%	18.35%	19.20%	18.98%
<b>Adjusted Net Profit Before Taxes</b>	17.93%	17.93%	18.35%	19.21%	19.00%
<b>EBITDA</b>	18.67%	18.67%	19.12%	20.10%	19.96%
<b>Taxes Paid</b>	3.37%	3.37%	1.87%	1.62%	1.42%
<b>Net Income</b>	14.55%	14.55%	16.48%	17.57%	17.57%

## INDUSTRY DATA COMMON SIZE (CONTINUED)

Balance Sheet	Last 12 Months (26)	2016 (26)	2015 (92)	Last 5 Years (477)	All Years (1,322)
<b>Cash (Bank Funds)</b>	41.89%	41.89%	34.03%	35.97%	30.42%
<b>Accounts Receivable</b>	7.74%	7.74%	13.73%	14.10%	18.90%
<b>Inventory</b>	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Other Current Assets</b>	16.15%	16.15%	18.20%	17.80%	16.68%
<b>Total Current Assets</b>	76.16%	76.16%	73.78%	72.67%	72.37%
<b>Gross Fixed Assets</b>	64.16%	64.16%	58.46%	63.96%	62.62%
<b>Accumulated Depreciation</b>	49.77%	49.77%	44.41%	46.82%	44.12%
<b>Net Fixed Assets</b>	14.39%	14.39%	14.05%	17.14%	18.50%
<b>Other Assets</b>	9.45%	9.45%	12.18%	10.20%	9.14%
<b>Total Assets</b>	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Accounts Payable</b>	0.62%	0.62%	0.66%	0.61%	0.85%
<b>Notes Payable / Current Portion of Long Term Debt</b>	2.22%	2.22%	2.62%	1.98%	1.81%
<b>Other Current Liabilities</b>	33.30%	33.30%	29.22%	30.03%	31.71%
<b>Total Current Liabilities</b>	51.37%	51.37%	55.88%	53.26%	52.70%
<b>Total Long Term Liabilities</b>	9.59%	9.59%	18.59%	20.54%	20.21%
<b>Total Liabilities</b>	60.97%	60.97%	74.46%	73.80%	72.92%
<b>Preferred Stock</b>	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Common Stock</b>	2.34%	2.34%	1.61%	2.67%	2.11%
<b>Additional Paid-in Capital</b>	5.35%	5.35%	0.88%	2.77%	3.38%
<b>Other Stock / Equity</b>	-0.93%	-0.93%	-3.04%	0.24%	4.25%
<b>Ending Retained Earnings</b>	33.08%	33.08%	25.14%	20.22%	16.57%
<b>Total Equity</b>	39.03%	39.03%	25.54%	26.20%	27.08%
<b>Total Liabilities + Equity</b>	100.00%	100.00%	100.00%	100.00%	100.00%