

OFFICES OF LAWYERS INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year
(Number of Financial Statements)

Financial Metric	Last 12 Months (26)	2016 (26)	2015 (92)	Last 5 Years (477)	All Years (1,322)
Current Ratio	3.32	3.32	2.39	2.85	2.75
Quick Ratio	1.73	1.73	1.94	2.18	2.16
Gross Profit Margin	99.88%	99.88%	99.61%	98.64%	98.80%
Net Profit Margin	17.93%	17.93%	18.35%	19.21%	19.00%
Inventory Days	--	--	--	--	--
Accounts Receivable Days	20.86	20.86	23.07	23.62	32.34
Accounts Payable Days	1.13	1.13	1.81	1.53	2.30
Interest Coverage Ratio	20.47	20.47	30.30	21.98	19.92
Debt-to-Equity Ratio	1.15	1.15	2.97	2.83	2.91
Debt Service Coverage Ratio	18.42	18.42	10.15	8.68	8.55
Return on Equity	127.71%	127.71%	93.01%	93.40%	73.58%
Return on Assets	83.23%	83.23%	69.40%	63.32%	54.84%
Fixed Asset Turnover	13.86	13.86	13.42	12.04	11.18
Sales per Employee	\$197,910	\$197,910	\$220,904	\$211,528	\$191,538
Profit per Employee	\$75,867	\$75,867	\$99,792	\$74,607	\$49,697

Growth Metric	Last 12 Months (11)	2016 (11)	2015 (59)	Last 5 Years (306)	All Years (824)
Sales Growth	17.30%	17.30%	10.45%	7.36%	7.45%
Profit Growth	29.51%	29.51%	3.62%	10.54%	9.02%