

Benchmarking Indicators

Large Enterprises (LE)

July – December 2024

Bi-Annual Economic and Capacity Survey

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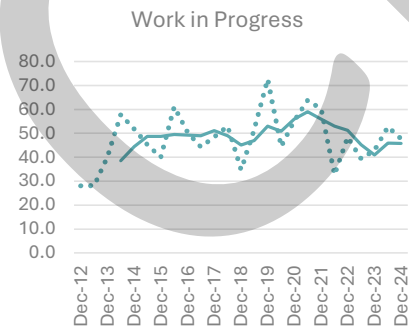
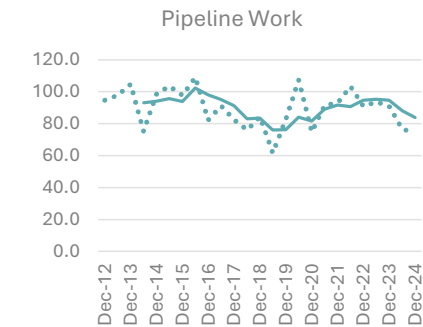
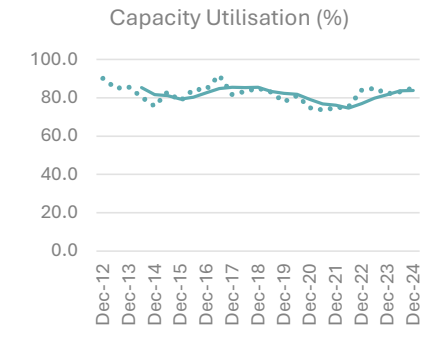
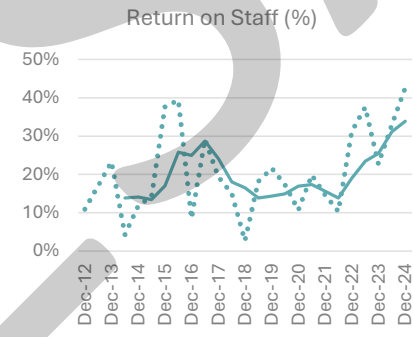
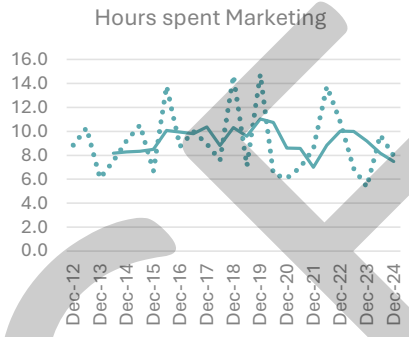
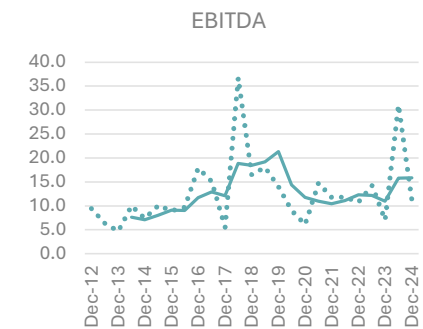
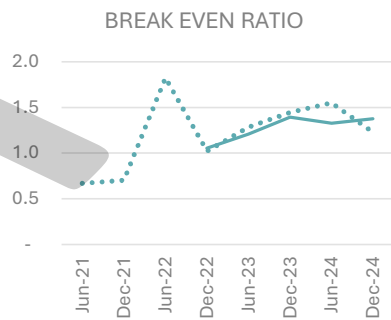
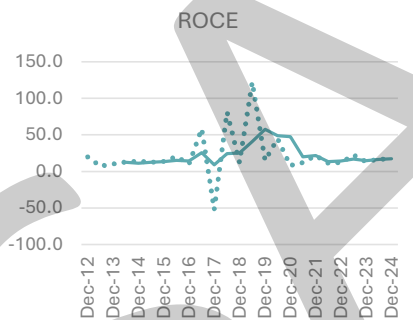
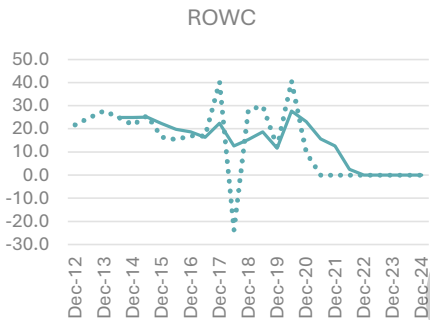
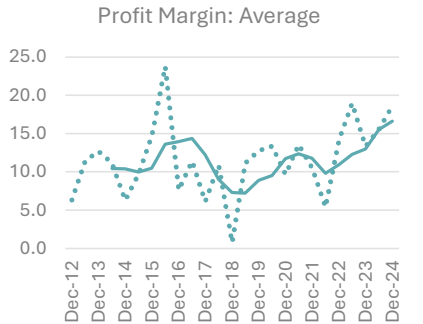
		Jun-17	Dec-17	Jun-18	Dec-18	Jun-19	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22	Dec-22	Jun-23	Dec-23	Jun-24	Dec-24
Profit Margin %	Min	-17.4	-43.0	-60.0	-48.0	0.6	-3.5	1.0	5.0	3.0	-7.0	-8.0	-5.0	5.6	1.4	0.1	5.0
	Max	45.0	51.0	66.0	15.1	34.0	35.0	52.0	19.7	40.0	35.0	16.0	57.7	56.8	28.3	33.4	55.0
	Average	11.4	6.1	10.9	0.8	11.1	12.8	13.3	9.7	13.6	10.5	5.4	14.2	19.0	13.4	15.6	18.6
	Stdev	16.4	22.7	35.9	21.9	11.7	13.5	16.5	6.8	13.3	11.3	8.6	18.7	18.5	11.2	9.6	15.7
	Sample response	83.3%	100.0%	88.9%	100.0%	90.9%	91.7%	88.9%	100.0%	87.5%	100.0%	100.0%	100.0%	100%	100%	100%	86%
ROWC %	Min	-23.0	-1.0	-153.0	9.5	-8.0	-3.6	9.0	2.2	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a
	Max	45.0	279.0	14.0	94.0	94.3	43.0	114.0	18.5	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a
	Average	16.9	40.3	-23.8	28.1	29.8	12.2	40.7	9.7	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a
	Stdev	18.4	82.3	72.4	29.6	42.1	14.5	42.8	7.1	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a
	Sample response	83.3%	100.0%	55.6%	100.0%	45.5%	75.0%	55.6%	100.0%	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a
Break Even Ratio <i>*New</i>	Min									0.3	0.3	0.4	0.1	0.1	0.1	0.2	0.2
	Max									1.2	1.1	4.2	2.9	2.8	4.4	5.5	2.8
	Average									0.7	0.7	1.8	1.0	1.3	1.4	1.6	1.2
	Stdev									0.4	0.3	1.6	0.9	0.8	1.7	1.5	0.7
	Sample response									87.5%	90.0%	100.0%	88.9%	100.0%	100.0%	92.3%	64.3%
ROCE %	Min	2.6	-667.0	-14.0	3.5	-0.1	-6.7	1.0	4.3	1.0	-1.0	1.0	-1.0	5.5	4.6	5.0	0.5
	Max	397.0	49.0	400.0	28.0	980.0	85.8	165.0	11.6	28.9	77.2	37.7	43.8	84.0	22.1	41.0	29.2
	Average	58.6	-52.2	81.2	12.6	122.2	15.2	45.0	8.3	12.1	21.8	11.5	12.3	22.5	13.3	17.3	15.9
	Stdev	119.8	216.8	157.6	9.6	322.0	26.5	68.0	3.7	19.5	24.3	12.4	13.6	23.4	6.5	10.7	9.7
	Sample response	83.3%	90.9%	66.7%	71.4%	81.8%	83.3%	77.8%	75.0%	87.5%	90.0%	100.0%	100.0%	100%	100%	92%	79%
EBITDA	Min	2.9	-23.0	10.8	-16.0	0.5	-3.5	1.6	1.7	3.9	-6.3	3.9	-3.0	0.0	2.8	0.5	0.2
	Max	45.0	48.0	75.0	76.0	77.0	62.0	25.0	8.5	30.1	29.5	29.2	29.0	39.0	19.4	220.0	37.0
	Average	15.1	5.6	36.8	16.5	18.1	14.0	9.0	6.1	14.8	11.8	11.8	10.8	11.4	7.1	31.1	11.1
	Stdev	12.1	17.1	29.2	31.3	26.9	20.1	9.8	3.1	10.8	11.8	10.3	11.1	11.4	6.2	63.4	10.6
	Sample response	83.3%	100.0%	55.6%	85.7%	63.6%	75.0%	55.6%	100.0%	75.0%	100.0%	71.4%	100.0%	80%	86%	85%	71%

Note: As of June 2024, survey indicators refer to Large Enterprises (LE) according to BBBEE classifications, rather than larger enterprises with more than 100 employees as per previous surveys.

		Jun-17	Dec-17	Jun-18	Dec-18	Jun-19	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22	Dec-22	Jun-23	Dec-23	Jun-24	Dec-24
WIP (Days)	Min	-4.9	-3.0	0.0	20.0	19.0	15.7	8.0	17.8	2.7	2.4	8.8	5.8	5.6	6.8	7.6	3.5
	Max	87.0	120.0	100.0	58.7	137.0	200.0	77.0	92.0	234.0	153.0	69.5	114.0	94.0	68.0	110.0	112.0
	Average	44.3	48.4	53.0	34.8	51.6	72.6	44.4	55.2	63.9	60.2	32.7	48.5	39.4	43.0	52.8	47.7
	Stdev	25.5	39.8	44.6	14.3	37.2	54.5	27.4	36.8	73.0	45.0	22.4	39.6	27.8	26.4	34.9	38.6
	Sample response	83.3%	100.0%	55.6%	85.7%	90.9%	83.3%	77.8%	100.0%	100.0%	100.0%	85.7%	100.0%	100%	86%	85%	71%
Hours spent on marketing % of total hours worked	Min	1.5	3.0	2.0	2.2	1.0	2.0	2.0	3.1	3.0	3.0	2.8	3.0	2.0	2.0	0.0	1.0
	Max	26.0	15.0	15.0	60.0	15.0	100.0	25.0	9.0	15.0	15.0	35.0	30.0	20.0	15.0	25.0	20.0
	Average	10.0	9.0	7.6	14.7	7.1	14.8	6.4	6.1	7.0	8.5	13.8	10.8	6.9	5.4	9.7	8.0
	Stdev	8.1	4.5	4.0	20.5	4.7	28.7	7.1	2.6	4.1	4.0	14.4	10.2	6.3	4.9	9.8	5.8
	Sample response	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	80.0%	57.1%	77.8%	70%	86%	92%	71%
Pipeline work (%)	Min	15.0	13.0	12.0	11.0	11.0	35.0	80.0	29.6	50.0	30.0	77.0	38.0	70.0	80.0	0.0	1.7
	Max	200.0	142.5	142.5	105.0	115.4	160.0	177.0	102.0	120.0	137.1	124.7	120.1	130.0	120.0	146.0	112.0
	Average	91.2	82.4	76.1	84.2	61.6	82.9	107.4	74.9	91.4	93.1	103.3	90.9	93.7	90.9	76.4	74.7
	Stdev	47.0	37.4	42.0	32.9	36.7	33.3	30.0	31.5	23.9	31.0	21.4	28.2	20.9	16.6	43.1	43.6
	Sample response	100.0%	100.0%	100.0%	100.0%	100.0%	91.7%	88.9%	100.0%	100.0%	80.0%	71.4%	77.8%	70%	71%	85%	64%
Capacity Utilisation	Min	75.0	50.0	50.0	75.0	70.0	60.0	50.0	74.0	65.0	50.0	50.0	70.0	75.0	75.0	62.5	0.6
	Max	110.0	100.0	100.0	100.0	110.0	110.0	120.0	75.0	75.0	100.0	100.0	100.0	100.0	100.0	100.0	1.1
	Average	91.8	81.8	83.3	85.0	83.0	78.0	81.1	74.8	73.8	74.9	75.3	84.0	85.0	82.1	83.3	8 520.8
	Stdev	13.7	16.2	17.7	13.7	14.4	12.7	21.0	0.5	3.5	11.8	15.8	13.4	12.9	12.2	13.3	0.2
	Sample response	91.7%	100.0%	100.0%	71.4%	90.9%	83.3%	100.0%	100.0%	100.0%	100.0%	85.7%	88.9%	100%	100%	77%	86%
Return on Staff Employed %	Min	-19%	-62%	-125%	-49%	1%	-5%	2%	7%	4%	-10%	-9.0	-12%	8%	4%	5%	10%
	Max	184%	172%	136%	17%	64%	52%	72%	15%	64%	58%	40%	136%	160%	57%	105%	106%
	Average	29%	19%	15%	3%	18%	22%	17%	11%	20%	15%	10%	31%	38%	23%	33%	43%
	Stdev	57%	57%	71%	22%	20%	22%	21%	3%	21%	18%	16%	47%	46%	19%	31%	35%
	Sample response	83.3%	100.0%	88.9%	100.0%	81.8%	84.6%	88.9%	100.0%	87.5%	100.0%	100.0%	100.0%	100%	100%	92%	86%

Note: As of June 2024, survey indicators refer to Large Enterprises (LE) according to BBBEE classifications, rather than larger enterprises with more than 100 employees as per previous surveys.

Benchmarking Indicators: Charts



Explanatory Notes

- Only Including firms that have a total staff compliment (including full time and other staff) of more than 100
- 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
 - (Breakeven Revenue = (Operating expenses/GP%)