



HIGH GROWTH Prospects IN A HIGH GROWTH Industry

**PEO Revenue is
\$254 Billion and
Growing**

The PEO industry is a thriving, dynamic growth opportunity, representing billions of dollars in revenue, millions of employees, and businesses in every state.

PEOs provide HR, payroll, benefits administration, workers' comp, compliance assistance, and other services to hundreds of thousands of primarily small and mid-size businesses employing four million people. PEOs are not staffing companies.

The client retention rate in the industry is more than 90%, and over the last ten years, the PEO industry has more than doubled in size.

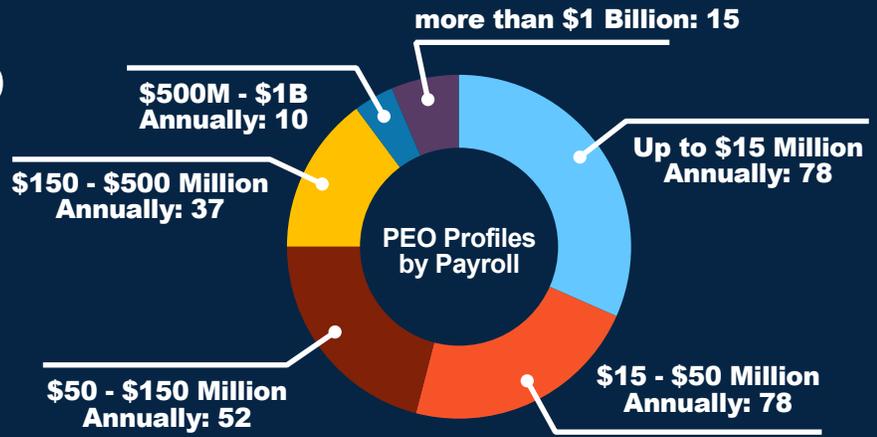
15.3%

of all private sector employers with 10-99 employees partner with a PEO. PEOs provide services to 173,000 businesses, employing more than 4 million people.

**PEOs Co-Employ More
than 4 Million Workers
in all 50 States**

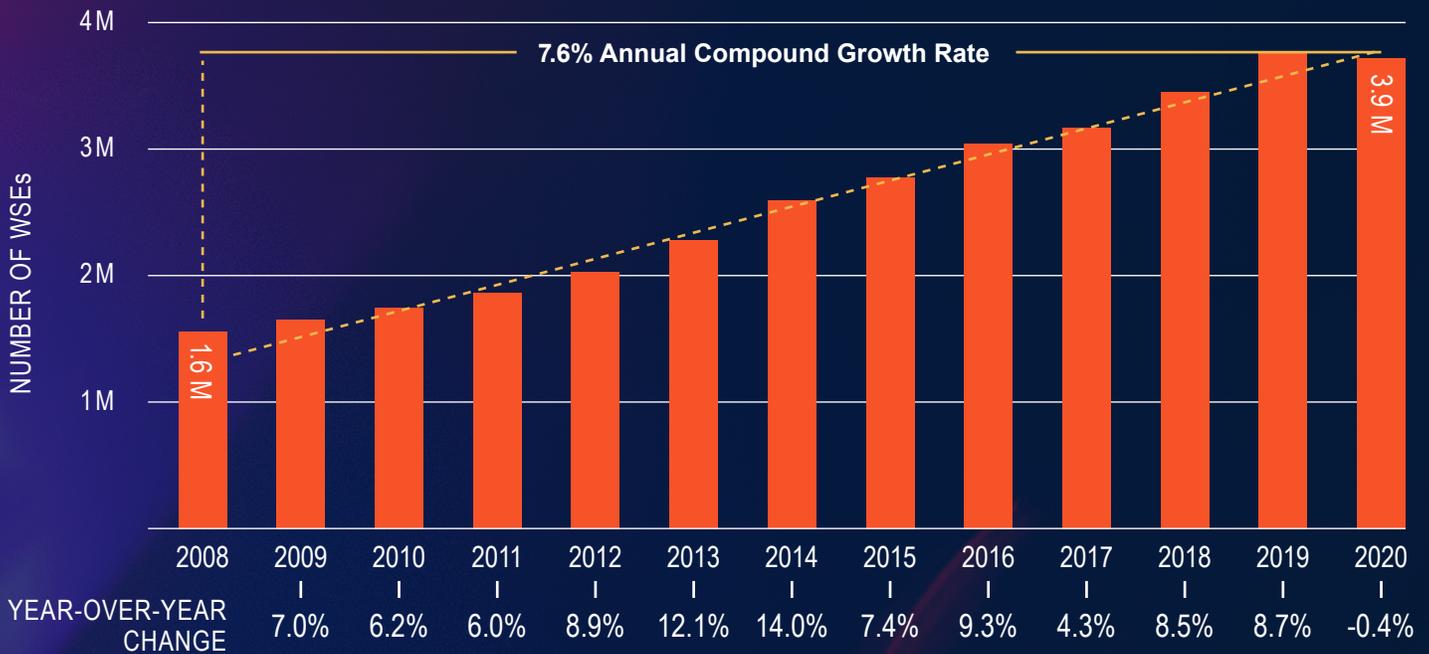
Breakdown of NAPEO Membership by Size of Annual Payroll

Of the 480 PEOs in the US, more than 200 are NAPEO members.



Worksite Employees in the PEO Industry **More Than Doubled** in the Last Decade

The annual growth rate of worksite employees (WSEs) is **16 times higher** for PEOs than the U.S. economy as a whole.



PEOs co-employ roughly the same number of employees as the **four largest companies** in the United States **combined**.

