

Industry: 238110 - Poured Concrete Foundation and Structure Contractors
 Sales Range: Yearly sales \$1 Million to \$10 Million
 Data Source: Private Companies
 Location: US - Texas
 Prepared On: 6/19/2019

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (47)	2018 (47)	2017 (65)	Last 5 Years (302)	All Years (544)
Current Ratio	3.84	3.78	2.95	3.18	2.75
Quick Ratio	2.55	2.61	2.30	2.44	2.08
Gross Profit Margin	36.57%	34.55%	33.75%	32.36%	29.71%
Net Profit Margin	10.16%	9.19%	5.39%	6.72%	5.58%
Inventory Days	4.70	2.81	4.77	5.59	4.80
Accounts Receivable Days	72.50	66.61	50.87	55.21	54.10
Accounts Payable Days	47.27	45.03	34.14	48.01	47.20
Interest Coverage Ratio	26.42	26.09	21.67	18.70	16.40
Debt-to-Equity Ratio	1.63	2.02	2.09	2.27	2.39
Debt Service Coverage Ratio	14.04	13.35	5.52	7.69	7.82
Return on Equity	69.89%	55.31%	54.22%	60.23%	53.49%
Return on Assets	24.44%	18.92%	24.98%	24.51%	21.69%
Gross Fixed Asset Turnover	5.52	5.11	5.34	5.69	5.86
Sales per Employee	--	--	--	\$346,462	\$175,374
Profit per Employee	--	--	--	\$8,515	\$14,719
Growth Metric	Last 12 Months (16)	2018 (19)	2017 (36)	Last 5 Years (143)	All Years (264)
Sales Growth	17.13%	9.90%	10.68%	17.78%	16.72%
Profit Growth	52.07%	43.69%	7.61%	20.69%	19.41%

INDUSTRY DATA COMMON SIZE

Average by Year (Number of Financial Statements)

Income Statement	Last 12 Months (47)	2018 (47)	2017 (65)	Last 5 Years (302)	All Years (544)
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	63.43%	65.45%	66.25%	67.64%	70.29%
Gross Profit	36.57%	34.55%	33.75%	32.36%	29.71%
Depreciation	0.73%	0.87%	1.29%	1.21%	1.48%
Overhead or S,G,& A Expenses	23.18%	21.51%	22.64%	20.31%	18.97%
Other Operating Income	0.00%	0.00%	0.00%	0.00%	0.00%
Other Operating Expenses	2.17%	2.58%	3.94%	3.63%	3.17%
Operating Profit	10.49%	9.59%	5.89%	7.22%	6.08%
Interest Expense	0.31%	0.38%	0.54%	0.50%	0.50%
Other Income	0.02%	0.02%	0.10%	0.07%	0.07%
Other Expenses	0.04%	0.04%	0.05%	0.07%	0.06%
Net Profit Before Taxes	10.16%	9.19%	5.39%	6.72%	5.58%
Adjusted Net Profit Before Taxes	10.16%	9.19%	5.39%	6.72%	5.58%
EBITDA	11.20%	10.44%	7.22%	8.42%	7.57%
Taxes Paid	0.27%	0.27%	0.70%	0.49%	0.62%
Net Income	9.89%	8.92%	4.69%	6.23%	4.96%
Balance Sheet	Last 12 Months (47)	2018 (47)	2017 (65)	Last 5 Years (302)	All Years (544)
Cash (Bank Funds)	9.09%	9.16%	9.97%	10.67%	10.40%
Accounts Receivable	44.42%	40.63%	37.88%	39.67%	40.89%
Inventory	0.00%	0.00%	0.02%	0.02%	0.03%
Other Current Assets	2.87%	3.79%	2.91%	3.24%	3.39%
Total Current Assets	62.94%	61.21%	55.25%	57.71%	59.90%
Gross Fixed Assets	69.63%	72.86%	84.43%	82.59%	81.79%
Accumulated Depreciation	38.95%	40.20%	46.99%	46.37%	47.78%
Net Fixed Assets	30.68%	32.65%	37.44%	36.22%	34.01%
Other Assets	6.38%	6.14%	7.31%	6.07%	6.08%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	14.77%	14.28%	12.43%	15.77%	19.02%
Notes Payable / Current Portion of Long Term Debt	0.87%	1.32%	3.84%	3.06%	3.74%
Other Current Liabilities	5.94%	7.00%	7.89%	9.83%	11.88%

Total Current Liabilities	48.12%	44.81%	34.68%	42.18%	48.16%
Total Long Term Liabilities	23.74%	24.70%	38.68%	40.84%	36.91%
Total Liabilities	71.86%	69.50%	73.36%	83.01%	85.07%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	0.06%	0.09%	0.17%	0.31%	0.43%
Additional Paid-in Capital	2.94%	3.03%	2.84%	2.62%	2.45%
Other Stock / Equity	0.42%	0.28%	-0.04%	1.25%	2.01%
Ending Retained Earnings	28.86%	31.26%	22.29%	13.06%	12.56%
Total Equity	28.14%	30.50%	26.64%	16.99%	14.93%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%

INDUSTRY DATA COMMON SIZE SUB ACCOUNTS

Average by Year (Number of Financial Statements)

Income Statement	Last 12 Months	2018	2017	Last 5 Years	All Years
Payroll	15.07% (31)	13.59% (32)	14.37% (43)	12.73% (216)	11.34% (339)
Rent	0.97% (28)	0.92% (26)	0.95% (36)	0.94% (174)	0.90% (273)
Advertising	0.25% (15)	0.21% (13)	0.13% (24)	0.17% (139)	0.17% (218)