

# IBISWorld Segment Benchmarking

Identify a more like-for-like comparison across businesses of different sizes

Employee and revenue segment breakdowns help you understand the nuances of your client's operating environment

The benchmarks you want, the granularity you need.

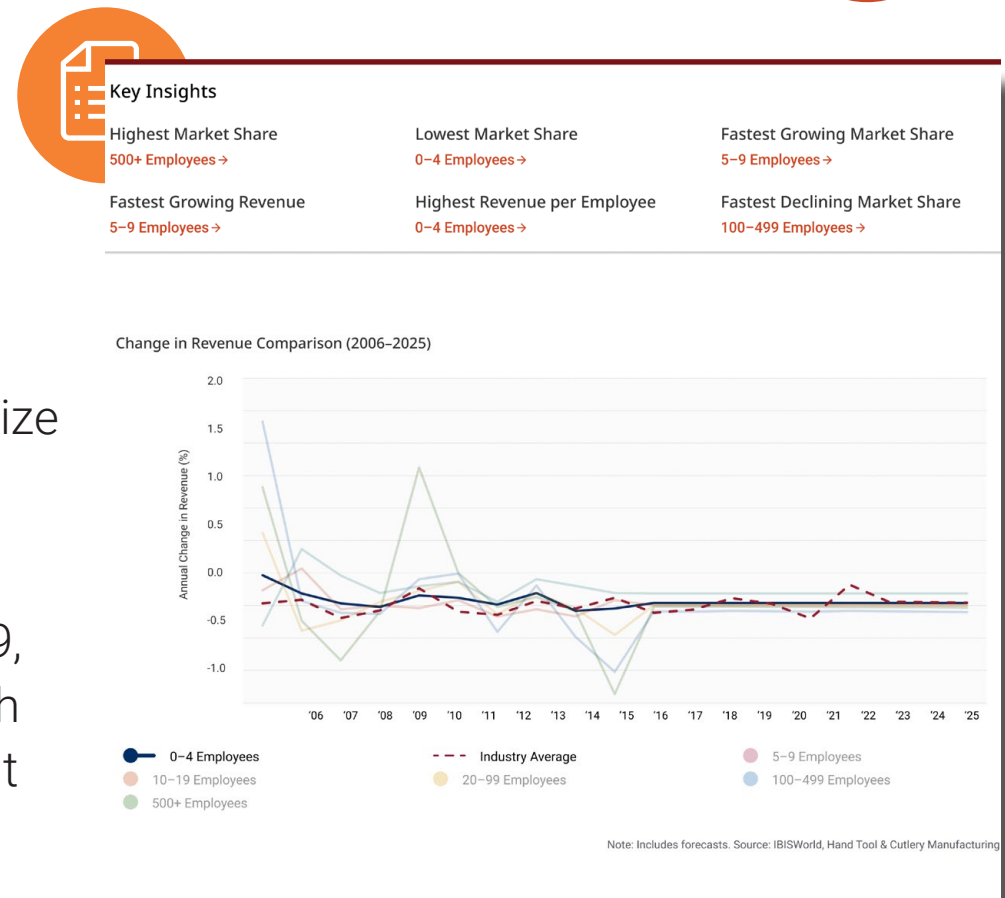


# Benchmark Against Similarly Sized Operators



More accurately compare your clients' performance and positioning in their operating environments, driving unique insights that accelerate time to outcomes.

- ✔ Benchmark a company by employee size and average revenue per business
- ✔ View key statistics and trends by employee segments including 0-4, 5-9, 10-19, 20-99, 100-499 and 500+ with revenue breakdowns for each segment
- ✔ Compare your clients against their segment, all other industry segments and the industry more broadly

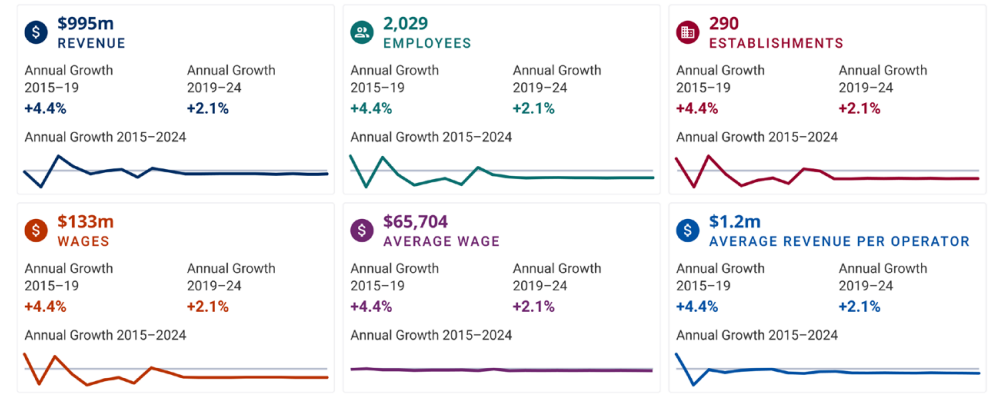


# Granular Data & Insights You Need



- ✔ Revenue, employees, establishments, wages and other key statistics trends
- ✔ Multiple years' worth of historical data plus a 5-year forecast
- ✔ A breakdown of how much revenue each operator-size segment makes up of the total industry size
- ✔ Strengths, weaknesses, opportunities, threats (SWOT) faced by each industry operator-size segment

## Key Statistics Insights



## SWOT

### S STRENGTHS

High Profit Vs. Sector Average

### W WEAKNESSES

High Competition  
Very High Volatility  
Low Revenue Per Employee  
High Capital Requirements

### O OPPORTUNITIES

High Revenue Growth 2016-21  
High Revenue Growth Outlook

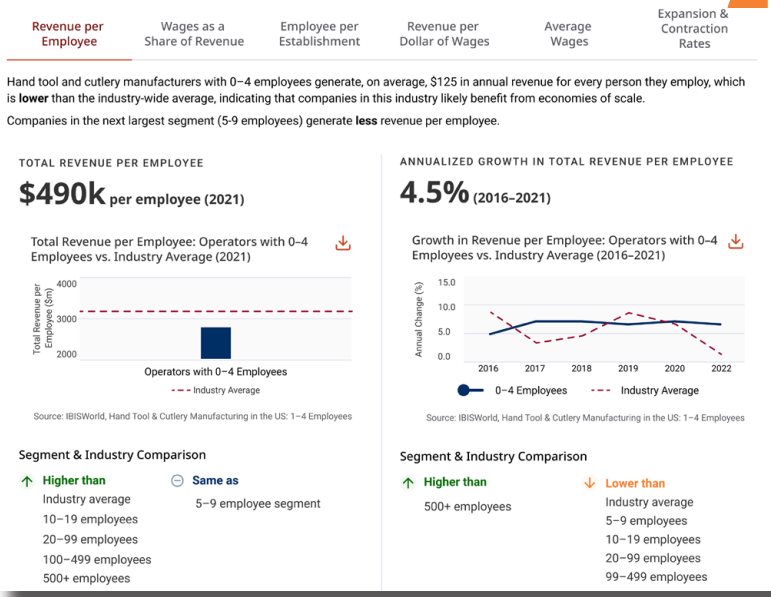
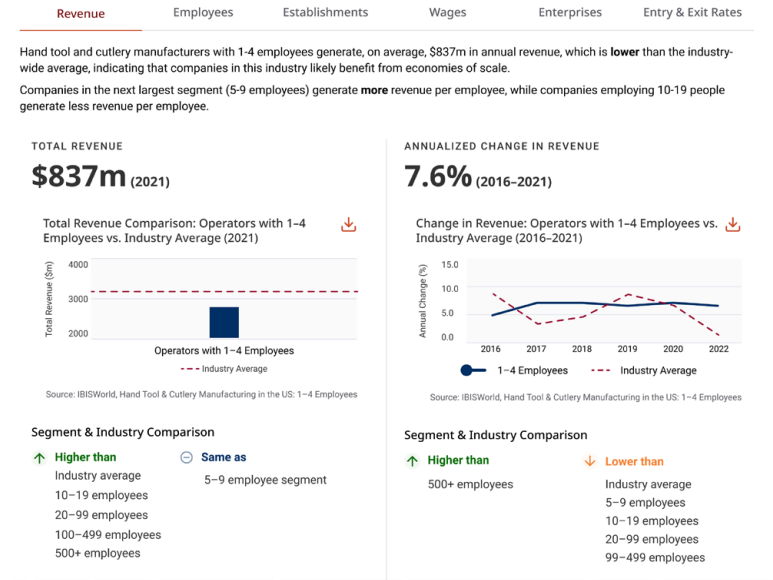
### T THREATS

Low Revenue Growth 2005-21  
Low Outlier Growth



# Performance & Productivity Benchmarking

**Performance benchmarking** across the different operator-size segments that breaks down a segment's performance in revenue, employees, establishments, wages, enterprises and entry & exit rates



**Productivity benchmarking** across the different industry operator-size segments that breaks down a segment's revenue per employee, wages as a share of revenue, employees per establishments, revenue per dollar of wages, average wages, expansion and contraction rates

# Segment Benchmarking empowers you with the granular data and insights you need to create a more holistic picture of your client's positioning.



Contact your IBISWorld representative to learn more!