

## SupplierIQ Company Report

# HOK Group Inc.



## Your SupplierIQ Sample

ProcurementIQ has provided the sample report below to show you what's covered in our supplier profiles for **private companies**.

Major highlights include:

- General and operational information
- List of additional product and service markets
- An unbiased competitor matrix
- SWOT analysis
- Hard-to-find financial benchmarks

SupplierIQ is a web-based tool with interactive features. Although supplier profiles can be downloaded as PDFs, our clients get the most of these reports online. To experience the full range of features, schedule a [free demo](#) today.

# Company Snapshot

## General Information

<b>Registered Name</b>	HOK Group Inc.
<b>Trading Name</b>	HOK
<b>Chief Executive</b>	Bill Hellmuth
<b>Headquarters Address</b>	Suite 200 10 South Broadway St. Louis, Missouri 63102 United States of America
<b>Headquarters Phone</b>	(314) 421 2000
<b>Website</b>	www.hok.com
<b>Description</b>	HOK Group Inc. is a private company operating globally in the professional, scientific and technical services sector. The company's offerings include interior design services, architecture services, urban design services and landscape architecture & design services. Founded in 1995, the company is currently headquartered in St. Louis, Missouri, United States of America with an estimated 4499 employees.

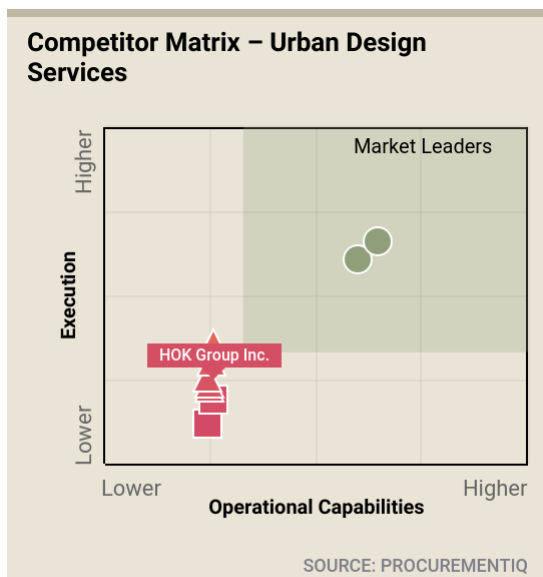
## Operations

<b>Ownership Type</b>	Private
<b>Revenue</b>	\$241,302,225 (estimated)
<b>Employees</b>	4,499
<b>Life Cycle</b>	Established
<b>Primary NAICS</b>	54141 - Interior Designers in the US
<b>Secondary NAICS</b>	54131 - Architects in the US 541320 - Landscape Design in the US 541410 - Interior Designers in the US

## Product & Service Markets

Market	NAICS	Market Share	Market Share Trend	Market Share Concentration	Market Profitability	Profit Trend	Avg. Vendor Risk
Urban Design Services	541320	<5	Decreasing	Low	Medium	Rising	Low
Landscape Architecture & Design Services	541320	<5	Steady	Low	Medium	Falling	Medium
Interior Design Services	541410	<5	Increasing	Low	Medium	Falling	Medium
Architecture Services	54131	<5	Steady	Low	Medium	Falling	Low

## Competitive Position



- Market Leader
- ▲ Strong Competitor
- Market Player

Market Urban Design Services  
 Competitor Rank 9 of 10  
 Competitive Outlook ■ Market Player

Company Execution Score 1.8 / 5

Operational Capabilities Score 2 / 5

### Competitive Position Analysis

- HOK Group Inc. maintains both a lower execution score and operational capabilities score relative to its competitors in the Urban Design Services market.
- The predominant factors weighing down the company's execution score include Number of Markets and Market Share.
- The predominant factors weighing down the company's operational capabilities score include Number of Markets and Substitutes.

## Company Execution Score

	Market Share	Market Share Trend	Inventory Turnover	Profitability	Return on Equity	Supply Chain Risk	Pricing Power	No. of Markets	Score
● Jacobs Engineering Group Inc.	Strong	Moderate	-	Weak	Strong	Moderate	Strong	Strong	3.6
● AECOM	Moderate	Moderate	-	Moderate	Weak	Moderate	Strong	Strong	3.4
▲ Kohn Pederson Fox Associates	Weak	Strong	-	Strong	-	Weak	Weak	Weak	2.4
▲ ZGF Architects LLP	Weak	Strong	-	Strong	-	Weak	Weak	Weak	2.4
▲ NBBJ	Weak	Strong	-	Strong	-	Moderate	Moderate	Moderate	2.2
▲ Perkins and Will, Inc.	Weak	Strong	-	Strong	-	Weak	Weak	Moderate	2.0

	Market Share	Market Share Trend	Inventory Turnover	Profitability	Return on Equity	Supply Chain Risk	Pricing Power	No. of Markets	Score
▲ Gensler	Weak	Moderate	-	Strong	-	Weak	Weak	Moderate	2.0
▲ HKS Inc.	Weak	Moderate	-	Strong	-	Weak	Weak	Moderate	1.9
■ HOK Group Inc.	Weak	Weak	-	Strong	-	Weak	Weak	Moderate	1.8
■ ForrestPerkins LLC	Weak	Weak	-	Strong	-	Weak	Weak	Moderate	1.5
								Market Average	2.3

### Operational Capabilities Score

	Specialization	Depreciation	Employees	Quick Ratio	Geographic Footprint	Financial Health	Substitute Availability	Regulation	Score
● Jacobs Engineering Group Inc.	Strong	Weak	Strong	Strong	-	Strong	Strong	Moderate	3.6
● AECOM	Moderate	Strong	Strong	Weak	-	Weak	Strong	Strong	3.4
▲ Kohn Pederson Fox Associates	Strong	-	Weak	-	Moderate	-	Weak	Weak	2.0
▲ ZGF Architects LLP	Strong	-	Weak	-	Weak	-	Weak	Weak	2.0
■ HOK Group Inc.	Strong	-	Moderate	-	Moderate	-	Moderate	Weak	2.0
▲ NBBJ	Strong	-	Weak	-	Moderate	-	Moderate	Weak	2.0
▲ Gensler	Strong	-	Moderate	-	Moderate	-	Moderate	Weak	2.0
▲ HKS Inc.	Strong	-	Moderate	-	Moderate	-	Moderate	Weak	2.0
■ ForrestPerkins LLC	Strong	-	Moderate	-	Moderate	-	Weak	Weak	2.0
▲ Perkins and Will, Inc.	Strong	-	Moderate	-	Moderate	-	Weak	Weak	2.0
								Market Average	2.3

# SWOT



## Strengths

HOK Group Inc. has a **higher level of specialization than its competitors**, indicating that it operates in markets that are more difficult to enter.



## Weaknesses

HOK Group Inc. has **less pricing power than its competitors**, which severely limits the company's ability to raise prices and increase profitability without risking the loss of customers.

HOK Group Inc. has a **similar number of employees to its competitors**, which means that it has a similar operational capacity.

HOK Group Inc. **only operates in the United States at a national level**, indicating that it does not have a global presence.



## Opportunities

HOK Group Inc. has an **average level of financial risk in relation to its competitors**, indicating that it faces the same threat of bankruptcy, which could lead to service disruptions for customers.

HOK Group Inc. faces the **same level of substitutes for its products and services as its competitors**, so it shares their risk exposure that revenue streams could be replaced.



## Threats

HOK Group Inc. controls a **below average share of the market among top suppliers**, which reveals that the company currently holds a smaller portion of market revenue than its competitors.

HOK Group Inc. has a **decreasing share of the market**, indicating that the company is losing business to its competition.

HOK Group Inc. faces a **greater level of supply chain risk than average**, making it more susceptible to upstream disruptions and unexpected spikes in operating costs than the competition.

# Financials

## Income Statement

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
Revenue	241.3	476.9	
Cost of Revenue	75.3	214.0	
Gross Profit	84.2	347.2	
Sales, General and Administrative	56.8	274.7	
Depreciation and Amortization	4.4	37.4	
Total Operating Expense	85.9	337.9	
Operating Income	-36.4	44.0	
Income before Taxes	-41.3	78.7	
Income Taxes	0.0	14.0	
Net Income	-38.8	65.8	
EBIT	-2.8	108.5	
EBITDA	-8.3	52.4	

## Balance Sheet

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
<b>Current Assets</b>			
Cash and Equivalents	34.6	160.7	
Short-Term Investments	-26.3	520.7	
Derivative Assets, Current	-	-	
Restricted Cash and Investments	0.7	6.9	
Trade Receivables	54.6	96.9	
Financing Receivables	12.0	12.0	
Other Receivables	-0.4	2.6	
Due from Related Parties, Current	18.8	18.8	
Inventories	0.2	1.9	
Deferred Tax Assets, Current	2.2	9.9	
Divestment Assets, Current	-67.2	179.4	
Prepaid Expenses and Other Current Assets	6.2	56.9	
Total Current Assets	78.7	527.6	

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
<b>Noncurrent Assets</b>			
Property, Plant and Equipment	18.0	50.4	
Accumulated Depreciation	-259.2	112.3	
Property, Plant and Equipment, Net	18.0	50.4	
Long-Term Investments	0.6	8.0	
Receivables, Noncurrent	1.4	26.9	
Derivative Assets, Noncurrent	-	-	
Inventories, Noncurrent	-	-	
Restricted Cash and Investments, Noncurrent	-5.9	23.6	
Goodwill	30.6	124.7	
Intangible Assets, Net	9.9	67.3	
Overfunded Pension and Post-Retirement Assets	-	-	
Divestment Assets, Noncurrent	14.4	66.7	
Other Assets	4.9	39.7	
<b>Total Assets</b>	<b>248.8</b>	<b>751.8</b>	
<b>Current Liabilities</b>			
Accounts Payable	3.0	23.7	
Taxes Payable, Current	-6.1	19.4	
Dividends Payable	-	-	
Deferred Revenue, Current	1.9	121.5	
Deferred Taxes, Current	-3.1	6.0	
Employee Related Liabilities, Current	-6.5	45.6	
Customer Advances and Deposits, Current	-44.9	176.6	
Debt, Current	1.4	7.3	
Due to Related Parties, Current	-	-	
Derivatives and Hedges, Current	-	-	
Asset Retirement Obligations, Current	-	-	
Divestment Liabilities, Current	-6.7	34.4	
Accrued and Other Current Liabilities	3.2	147.1	
<b>Total Current Liabilities</b>	<b>74.4</b>	<b>225.4</b>	
<b>Noncurrent Liabilities</b>			
Long-Term Debt and Capital Lease Obligations	13.7	80.7	
Due to Related Parties, Noncurrent	-	-	
Customer Advances and Deposits, Noncurrent	-	-	

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
Employee Related Liabilities, Noncurrent	-37.5	110.0	
Deferred Revenue, Noncurrent	2.3	31.5	
Taxes Payable, Noncurrent	-	-	
Deferred Taxes, Noncurrent	1.2	7.7	
Deferred Tax Assets, Noncurrent	1.2	7.7	
Derivatives and Hedges, Noncurrent	-	-	
Asset Retirement Obligations, Noncurrent	-	-	
Divestment Liabilities, Noncurrent	-2.2	11.3	
Other Noncurrent Liabilities	2.0	20.8	
<b>Total Liabilities</b>	<b>137.2</b>	<b>359.6</b>	
<b>Equity</b>			
Noncontrolling Interest	-	-	
Preferred Stock	-7.3	14.3	
Common Stock	-0.9	3.2	
Treasury Stock	-558.1	52.4	
Accumulated Other Comprehensive Income	-21.6	-0.1	
Retained Earnings (Deficit)	-88.4	224.2	
ESOP and Employee Related Equity	-	-	
Other Equity	-306.2	598.4	
<b>Total Equity Attributable to Parent</b>	<b>80.5</b>	<b>421.6</b>	
<b>Total Equity</b>	<b>80.6</b>	<b>421.6</b>	
<b>Total Liabilities and Equity</b>	<b>248.8</b>	<b>751.8</b>	

## Cash Flows

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
<b>Operating Activities</b>			
Net Income	-38.8	65.8	
Income (Loss) From Discontinued Operations	-4.9	64.7	
Depreciation, Depletion and Amortization	5.5	41.8	
Amortization of Financing Costs and Discounts	-1.1	4.5	
Accretion Expense	-16.2	31.8	
Share-Based Compensation	-1.8	39.4	
Deferred Income Taxes and Tax Credits	-7.1	10.5	



Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
Gain (Loss) On Sale	-85.4	43.4	
Unrealized Gain (Loss)	-1.6	3.2	
Equity Method Investments	-0.2	0.2	
Inventory LIFO Reserve	-	-	
Pension and Other Postretirement Benefits	-1.7	3.6	
Provision for Doubtful Accounts	-3.8	5.7	
Research and Development In Process	-	-	
Other Operating Activities	-0.9	2.8	
Change In Trade Receivables	-29.0	15.2	
Change In Financing Receivables	-	-	
Change In Other Receivables	-	-	
Change In Inventories	-0.9	0.6	
Change In Accounts Payable	-6.9	2.7	
Change In Taxes Payable	-7.4	4.0	
Change In Deferred Revenue	-13.8	64.2	
Change In Employee Related Liabilities	0.4	4.8	
Change In Customer Advances and Deposits	-43.9	18.6	
Change in Due To/From Related Parties	-	-	
Restructuring and Impairment Charges	-	-	
Change In Deferred Taxes	-	-	
Change In Derivatives and Hedges	-	-	
Change In Asset Retirement Obligations	-	-	
Change In Other Operating Assets and Liabilities, Net	-26.3	7.5	
Cash From Operating Activities - Continuing Operations	13.2	97.2	
Net Cash From Operating Activities - Discontinued Operations	-36.2	18.5	
Net Cash From Operating Activities	13.2	97.2	
Extraordinary Items	-	-	
<b>Investing Activities</b>			
Purchase of Property, Plant and Equipment	-29.5	-2.3	
Sale of Property, Plant and Equipment	-0.4	2.1	
Acquisitions	-95.2	35.6	
Divestitures	-200.0	391.5	
Intangibles	-26.6	13.1	
Purchase of Investments	-454.7	142.8	

Item	Range (Low) USD\$m	Range (High) USD\$m	Confidence
Sale and Maturity of Investments	-37.5	207.0	
Related Party Transactions	-2.2	0.7	
Hedging Activities, Net	-	-	
Other Investing Activities	-0.6	0.2	
Net Cash From Investing Activities - Continuing Operations	-248.0	68.1	
Net Cash From Investing Activities - Discontinued Operations	88.1	150.3	
Net Cash From Investing Activities	-248.0	68.1	
<b>Financing Activities</b>			
Short-Term Debt Issuances (Repayments)	-0.1	0.2	
Long-Term Debt Issuances	-11.7	104.4	
Long-Term Debt Repayments	-75.2	10.5	
Debt Issuance Costs	-2.5	0.8	
Equity Issuances	-101.9	375.1	
Equity Repurchases	-18.5	1.3	
Equity Issuance Costs	-5.7	2.9	
Noncontrolling Interests	-	-	
Other Financing Activities	-16.2	25.8	
Net Cash From Financing Activities - Continuing Operations	-110.5	272.4	
Net Cash From Financing Activities - Discontinued Operations	-	-	
Net Cash From Financing Activities	-110.5	272.4	
Change In Cash and Equivalents	-39.6	131.4	

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It is combining data with analysis to answer the questions that procurement practitioners need to know

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