



Market intelligence specific to your industry

Industry Report

Construction Companies - 2024



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 Benchmark Appendix4



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Construction Companies - 2024

Benchmark Appendix



Benchmark Appendix

Average Results for businesses grouped as indicated

	All Firms	Turnover: Less than \$5,000,000	Turnover: \$5,000,000 or more
	Average		

Income

Total Income	\$6,724,616	\$2,270,911	\$10,124,783
Less Materials Used	34.78%	34.89%	36.15%
Less Sub Contractors	24.87%	20.11%	27.52%
Equals Gross Profit	40.34%	45.01%	36.33%

Less Overheads as %'s of Total Income:

Advertising & Promotion	0.40%	0.41%	0.45%
Accounting & Legal Fees	0.49%	0.68%	0.25%
All Insurance	1.10%	1.30%	0.86%
Interest, Bank Charges etc	0.45%	0.55%	0.32%
Licences, Permits and Subscriptions	0.16%	0.21%	0.09%
All Occupancy Costs	1.29%	1.56%	1.03%
Other Depreciation, Lease and HP	1.34%	1.79%	0.86%
Repairs & Maintenance	0.48%	0.53%	0.40%
Staff On Costs	2.21%	2.51%	1.79%
Telephone & Fax	0.29%	0.37%	0.21%
Employees' Wages & Internal Contractors	19.20%	21.11%	17.92%
Vehicle Operating Costs	1.79%	2.22%	1.23%
All Other Expenses	2.71%	2.63%	3.02%
Total Overheads	30.66%	33.77%	28.22%
Net Profit (bos*)	9.68%	11.24%	8.11%

Net Profit (bos*) per....

Working Owner	\$321,950	\$174,075	\$470,079
Owner Workhour	\$173.37	\$98.68	\$253.28

Total Income per....

Person	\$476,045	\$331,708	\$659,835
Completed Job	\$327,276	\$226,727	\$258,604
\$ of Wages # & Contractor Payments	\$2.59	\$2.63	\$2.72

Gross Profit (Income less Materials and Payments to Sub Contractors) per....

Person	\$149,561	\$123,987	\$187,719
Completed Job	\$96,627	\$62,455	\$86,897
\$ of Wages # & Contractor Payments	\$1.02	\$1.11	\$0.99

Non Personnel-Related Overheads per....

Person	\$38,295	\$33,172	\$45,705
Completed Job	\$23,242	\$17,490	\$17,847
\$ of Wages # & Contractor Payments	\$0.26	\$0.28	\$0.24

Personnel (fte personnel numbers)

Working Owners	1.66	1.45	1.88
Qualified Trades Staff	11.39	7.02	14.12
All Other Employees	6.46	2.89	8.80
Total Personnel	15.74	8.99	21.11
Hours Worked per Owner per Year	2,010	1,996	2,008

Other Information



Owners' Equity as % of Total Assets	34.67%	29.67%	43.67%
Asset Turnover	4.16	4.43	3.87
Assets per Person	\$135,139	\$82,010	\$189,670
Days' Debtors	39.43	41.24	35.44
% Revenue drops before Losses Start	26.08%	26.98%	25.54%
Average Jobs completed per Trades Person per Year	17	20	18
Growth Capacity	2.20%	5.72%	-3.07%
Current ratio	2.05	1.96	2.34
Stock and WIP turnover	24.83	20.14	33.22
Liability turnover	\$7.38	\$7.16	\$8.16
Interest cover: business	118.05	123.43	123.14
Indicative Hourly Charge Rate inc GST for Qfd Tradesmen	\$68	\$65	\$72

* bos - before owners' salaries and benefits

including owners' notional wage of \$50 per hour

Please note certain mathematical operations with benchmark averages will not yield the results you may be expecting. For more info please see the Ratio Calculations section of this report.



Average Results for businesses grouped as indicated

	All Firms Average	Net Profit per Owner: Less than \$150,000	Net Profit per Owner: \$150,000 to \$299,999	Net Profit per Owner: \$300,000 or more
Income				
Total Income	\$6,724,616	\$2,666,812	\$4,822,996	\$11,646,451
Less Materials Used	34.78%	37.87%	40.68%	33.24%
Less Sub Contractors	24.87%	19.26%	22.63%	25.92%
Equals Gross Profit	40.34%	42.87%	36.69%	40.84%
Less Overheads as %'s of Total Income:				
Advertising & Promotion	0.40%	0.40%	0.47%	0.28%
Accounting & Legal Fees	0.49%	0.65%	0.53%	0.31%
All Insurance	1.10%	1.43%	1.12%	0.80%
Interest, Bank Charges etc	0.45%	0.36%	0.33%	0.35%
Licences, Permits and Subscriptions	0.16%	0.21%	0.17%	0.10%
All Occupancy Costs	1.29%	2.01%	1.15%	1.06%
Other Depreciation, Lease and HP	1.34%	2.28%	1.11%	0.93%
Repairs & Maintenance	0.48%	0.51%	0.36%	0.46%
Staff On Costs	2.21%	2.80%	1.55%	2.01%
Telephone & Fax	0.29%	0.38%	0.32%	0.20%
Employees' Wages & Internal Contractors	19.20%	22.30%	15.29%	17.83%
Vehicle Operating Costs	1.79%	1.90%	1.65%	1.58%
All Other Expenses	2.71%	3.25%	1.98%	2.62%
Total Overheads	30.66%	35.62%	24.99%	28.30%
Net Profit (bos*)	9.68%	7.25%	11.70%	12.53%
Net Profit (bos*) per....				
Working Owner	\$321,950	\$70,561	\$214,866	\$665,357
Owner Workhour	\$173.37	\$35.92	\$110.29	\$345.92
Total Income per....				
Person	\$476,045	\$322,221	\$506,940	\$615,871
Completed Job	\$327,276	\$265,353	\$342,998	\$376,370
\$ of Wages # & Contractor Payments	\$2.59	\$2.59	\$2.86	\$2.75
Gross Profit (Income less Materials and Payments to Sub Contractors) per....				
Person	\$149,561	\$107,283	\$144,243	\$194,677
Completed Job	\$96,627	\$65,961	\$116,547	\$105,877
\$ of Wages # & Contractor Payments	\$1.02	\$0.98	\$1.01	\$1.15
Non Personnel-Related Overheads per....				
Person	\$38,295	\$34,604	\$39,162	\$41,193
Completed Job	\$23,242	\$22,575	\$25,907	\$23,632
\$ of Wages # & Contractor Payments	\$0.26	\$0.30	\$0.24	\$0.24
Personnel (fte personnel numbers)				
Working Owners	1.66	1.44	1.78	1.75
Qualified Trades Staff	11.39	7.39	5.79	17.25
All Other Employees	6.46	3.78	6.76	7.84
Total Personnel	15.74	9.78	11.92	23.61
Hours Worked per Owner per Year	2,010	1,907	2,068	2,041
Other Information				



Owners' Equity as % of Total Assets	34.67%	35.01%	41.22%	39.39%
Asset Turnover	4.16	5.11	4.16	3.66
Assets per Person	\$135,139	\$76,445	\$130,012	\$178,976
Days' Debtors	39.43	26.89	41.17	44.74
% Revenue drops before Losses Start	26.08%	20.18%	33.27%	34.14%
Average Jobs completed per Trades Person per Year	17	9	13	24
Growth Capacity	2.20%	0.84%	3.22%	2.55%
Current ratio	2.05	2.04	2.32	2.10
Stock and WIP turnover	24.83	16.69	31.07	33.08
Liability turnover	\$7.38	\$8.55	\$8.52	\$6.97
Interest cover: business	118.05	106.13	201.78	137.74
Indicative Hourly Charge Rate inc GST for Qfd Tradesmen	\$68	\$60	\$68	\$75

* bos - before owners' salaries and benefits

including owners' notional wage of \$50 per hour

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