

US Public Companies

Revenue per Full-time Employee Metrics



US Public Companies

Revenue / Full-time Employee Metrics By Industry



[1: All companies reporting FTE numbers | 2: Only companies with revenues > \$50M and having 50+ FTEs] | 3: > 50 FTEs]

Industry	LFY ¹		LFY ²				Rev/FTE Metrics			Companies (> \$1B Revenues) ³			
	#	FTEs	#	FTEs	Sales (\$B)	Rev/FTE (\$)	Median	High	Low	#	FTEs	Sales (\$B)	Rev/FTE (\$)
US Public Companies [Total]	4409	42,145,755	3052	42,028,724	21,133	502,820	-	-	-	1561	40,186,337	20,581	512,127
Advertising Agencies	35	210,501	26	210,193	46.8	222,793	409,435	1,327,699	82,511	8	195,546	41.0	209,424
Aerospace & Defense	61	953,823	43	949,963	367.2	386,579	318,976	669,273	150,711	23	921,507	358.7	389,242
Agricultural Inputs	13	52,504	10	52,422	60.2	1,149,324	872,788	4,142,963	643,295	5	49,970	57.5	1,150,542
Airlines	17	494,570	17	494,570	210.3	425,182	381,583	532,442	214,286	13	488,138	208.5	427,090
Airports & Air Services	5	6,731	3	5,288	5.1	965,160	802,857	1,010,912	674,165	1	4,500	4.5	1,010,912
Aluminum	1	10,800	1	10,800	8.6	791,985	791,985	791,985	791,985	1	10,800	8.6	791,985
Apparel Manufacturing	17	183,852	16	183,768	54.0	293,720	301,742	1,738,265	25,599	10	160,280	51.8	323,142
Apparel Retail	1	34,000	1	34,000	8.1	238,545	238,545	238,545	238,545	1	34,000	8.1	238,545
Asset Management	64	265,772	49	265,329	161.1	607,004	902,677	3,639,044	68,869	24	240,609	149.9	623,152
Auto & Truck Dealerships	21	218,115	21	218,115	203.9	934,844	947,829	1,474,207	184,836	19	215,944	203.1	940,684
Auto Manufacturers	19	495,631	7	492,017	399.6	812,228	502,597	938,533	84,470	4	481,977	397.9	825,583
Auto Parts	42	775,006	30	772,215	148.8	192,753	254,766	791,143	82,692	20	742,870	143.2	192,699
Banks-Diversified	6	989,443	6	989,443	375.6	379,613	437,534	735,036	310,021	5	988,182	375.1	379,539
Banks-Regional	366	676,262	298	668,243	248.9	372,414	316,561	1,070,088	174,027	42	474,936	183.3	385,907
Beverages: Non-Alcoholic	15	456,775	10	456,684	160.6	351,584	620,761	1,729,111	239,729	7	455,927	159.3	349,438
Beverages-Brewers	3	19,300	2	19,279	12.8	663,485	712,453	780,267	644,639	2	19,279	12.8	663,485
Beverages-Wineries & Distilleries	8	7,418	6	7,174	5.5	770,554	738,518	1,133,852	452,707	1	5,200	3.9	756,346
Biotechnology	549	124,030	107	89,761	80.4	895,201	458,913	4,939,231	78,647	15	53,071	62.9	1,184,763
Broadcasting	12	40,158	11	40,091	17.6	439,408	411,094	1,977,835	196,398	6	34,341	15.6	453,775
Building Materials	8	35,753	7	35,730	26.4	739,534	655,394	1,226,214	281,635	5	35,214	26.1	742,240
Building Products & Equipment	30	391,242	30	391,242	161.3	412,190	410,538	1,429,778	219,197	24	381,783	158.2	414,313
Business Equipment & Supplies	5	27,360	5	27,360	8.0	293,606	269,383	332,648	216,243	3	25,100	7.5	300,478
Capital Markets	43	236,999	29	236,266	242.8	1,027,831	890,061	21,642,584	253,956	19	230,107	238.8	1,037,608
Chemicals	13	82,876	10	82,639	100.0	1,209,804	1,161,790	4,060,808	531,385	9	82,068	99.1	1,207,234
Chemicals-Specialty	64	492,368	50	491,842	297.8	605,379	628,674	7,008,197	168,865	34	479,995	290.4	605,052
Coking Coal	5	9,885	5	9,885	12.1	1,224,392	1,099,623	2,035,993	780,259	4	9,160	11.5	1,259,544
Communication Equipment	52	289,289	42	288,472	137.8	477,608	456,184	1,349,453	100,686	17	266,171	130.5	490,335
Computer Hardware	27	334,294	20	333,443	218.2	654,513	433,087	1,212,987	108,600	9	320,275	214.6	670,137
Confectioners	4	111,530	3	111,375	42.6	382,462	346,110	576,448	296,278	2	109,075	41.9	384,280
Consulting Services	17	91,758	13	91,743	28.5	310,425	356,714	924,246	204,763	7	85,245	25.7	301,022
Consumer Electronics	12	173,824	7	173,606	400.5	2,306,692	980,269	2,404,439	116,520	4	167,621	399.0	2,380,589
Credit Services	40	372,741	38	372,462	233.0	625,475	483,696	1,956,399	8,793	20	330,001	224.8	681,102
Diagnostics & Research	55	585,722	34	583,438	163.8	280,793	260,918	611,628	164,676	18	562,820	158.0	280,813
Diversified Business	15	254,092	14	253,846	102.2	402,512	381,015	1,429,260	73,751	9	245,375	101.0	411,615
Education & Training Services	21	92,412	18	92,280	16.1	174,559	247,687	374,909	35,494	5	64,948	9.3	143,285

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Revenue / Full-time Employee Metrics By Industry



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Industry	LFY ¹		LFY ²				Rev/FTE Metrics			Companies (> \$1B Revenues) ³			
	#	FTEs	#	FTEs	Sales (\$B)	Rev/FTE (\$)	Median	High	Low	#	FTEs	Sales (\$B)	Rev/FTE (\$)
US Public Companies [Total]	4409	42,145,755	3052	42,028,724	21,133	502,820	-	-	-	1561	40,186,337	20,581	512,127
Electrical Equipment & Parts	35	127,296	21	125,597	40.4	321,925	294,500	1,804,758	133,221	13	114,029	37.9	332,221
Electronic Components	34	652,120	22	650,657	106.2	163,185	182,421	1,391,916	93,462	12	624,706	100.8	161,319
Electronic Gaming & Multimedia	14	42,176	10	41,998	24.4	579,868	575,847	1,045,607	386,049	5	39,627	22.9	576,989
Electronics & Computer Distribution	12	82,580	10	82,520	142.6	1,728,647	1,117,760	2,652,928	428,690	7	81,585	142.0	1,740,380
Engineering & Construction	38	454,515	37	454,512	141.2	310,684	305,564	1,761,897	108,402	22	430,235	134.8	313,295
Entertainment	34	387,909	29	387,707	271.3	699,648	868,482	2,489,157	78,069	19	379,696	268.1	706,163
Farm & Heavy Construction Machinery	24	326,749	20	326,296	185.0	567,043	428,079	926,678	33,883	14	318,844	182.6	572,612
Farm Products	18	249,940	11	248,674	277.2	1,114,893	624,660	4,772,485	152,300	6	247,387	276.4	1,117,169
Financial Data & Stock Exchanges	14	114,803	12	114,542	53.0	462,502	590,372	2,565,457	153,027	11	114,411	52.9	462,113
Food Distribution	12	190,117	10	190,026	216.3	1,138,502	960,713	7,588,867	268,179	10	190,026	216.3	1,138,502
Footwear & Accessories	12	115,219	10	115,112	70.1	608,989	607,445	954,429	229,340	7	109,980	68.6	624,066
Furnishings, Fixtures & Appliances	28	215,266	24	214,955	67.7	314,748	354,506	1,242,528	184,126	11	198,756	61.1	307,634
Gambling	15	34,291	12	34,208	14.0	410,245	369,080	846,017	190,267	4	26,485	10.8	407,221
Health Information Services	64	154,458	43	153,249	44.9	293,137	291,864	2,002,323	66,412	12	119,549	35.0	292,437
Healthcare Plans	13	956,581	11	956,247	1,262.7	1,320,449	1,520,112	5,299,828	805,330	11	956,247	1262.7	1,320,449
Household & Personal Products	26	301,789	20	301,715	176.1	583,790	679,135	2,061,960	310,243	13	298,565	174.0	582,792
Industrial Distribution	19	113,548	16	113,517	86.2	759,190	640,502	2,140,555	252,413	14	112,065	85.7	764,813
Information Technology Services	56	2,819,279	46	2,818,565	335.9	119,184	193,164	1,572,762	11,669	29	2,677,569	330.1	123,281
Insurance Brokers	12	272,123	12	272,123	61.7	226,734	239,421	477,588	128,682	7	255,739	58.3	227,855
Insurance-Diversified	10	453,726	7	452,926	343.6	758,684	1,189,468	2,157,977	146,837	6	451,500	343.4	760,617
Insurance-Life	18	94,023	16	93,892	152.1	1,619,568	1,478,842	5,648,667	376,501	12	92,730	150.6	1,624,220
Insurance-Property & Casualty	37	280,244	36	280,206	285.8	1,020,029	1,120,252	2,564,624	187,783	22	271,334	278.5	1,026,375
Insurance-Reinsurance	5	8,103	4	8,055	35.5	4,402,702	4,607,291	7,032,260	1,958,161	4	8,055	35.5	4,402,702
Insurance-Specialty	20	69,669	19	69,646	41.6	597,665	922,118	2,809,676	202,881	8	64,345	35.7	555,446
Integrated Freight & Logistics	16	833,881	15	833,842	280.9	336,897	474,947	7,744,173	101,045	12	832,056	280.2	336,741
Internet Content & Information	40	367,499	27	366,241	452.0	1,234,286	544,849	2,942,769	206,296	14	352,970	445.7	1,262,664
Leisure	27	131,053	24	130,783	39.5	302,268	517,492	1,730,176	83,639	12	112,076	33.9	302,177
Lodging	10	599,743	7	599,698	39.8	66,317	126,032	783,650	55,101	5	590,289	38.3	64,946
Lumber & Wood Production	4	22,119	4	22,119	12.9	583,209	705,300	838,691	410,253	3	22,044	12.8	582,340
Luxury Goods	12	64,259	8	64,168	23.8	371,540	556,701	757,962	174,018	4	58,860	21.9	371,441
Machinery	72	978,152	61	977,117	285.3	292,016	311,394	708,966	112,796	39	945,727	275.8	291,589
Marine Shipping	13	16,056	9	15,972	11.1	692,493	696,944	9,995,813	168,993	3	12,188	8.2	676,207
Medical Care Facilities	49	827,778	37	826,357	178.7	216,299	208,676	3,625,450	47,344	26	791,988	173.4	218,993
Medical Devices	139	505,694	71	499,567	165.1	330,542	335,314	602,409	132,755	21	455,512	152.2	334,038
Medical Distribution	8	195,672	7	195,670	713.2	3,644,795	844,079	6,117,616	175,741	6	194,770	713.0	3,660,825

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US Public Companies [Total]	4409	42,145,755	3052	42,028,724	21,133	502,820	-	-	-	1561	40,186,337	20,581	512,127
Medical Instruments & Supplies	52	294,879	32	293,155	78.8	268,957	263,302	700,288	150,135	14	268,970	72.0	267,711
Metal Fabrication	18	63,809	16	63,643	37.4	588,083	426,669	1,505,619	162,838	7	49,687	32.8	659,630
Metals & Mining: Aluminum	3	19,056	3	19,056	18.7	979,020	950,458	1,419,888	856,975	3	19,056	18.7	979,020
Metals & Mining: Copper	3	40,635	2	40,618	32.8	808,211	779,450	889,844	669,057	2	40,618	32.8	808,211
Metals & Mining: Others	23	6,609	3	6,209	3.5	568,323	622,050	1,085,412	471,961	2	5,723	3.0	524,412
Metals & Mining: Steel	12	128,440	12	128,440	142.0	1,105,909	965,305	2,910,559	324,942	9	127,022	141.1	1,111,157
Mortgage Finance	14	74,601	13	74,503	70.3	943,544	307,292	3,840,250	194,625	10	68,579	69.0	1,006,226
Oil & Gas Drilling	8	35,004	8	35,004	10.1	287,853	303,132	557,432	186,973	4	30,300	8.8	289,576
Oil & Gas E&P	75	54,499	48	53,857	356.1	6,612,333	7,006,543	16,318,039	769,278	38	52,491	351.5	6,696,782
Oil & Gas Equipment & Services	46	335,663	39	335,190	121.0	360,917	446,210	1,201,071	102,807	18	304,930	109.7	359,880
Oil & Gas Integrated	6	108,780	5	108,730	637.2	5,860,594	1,025,350	6,430,242	835,413	3	107,978	636.6	5,895,442
Oil & Gas Midstream	30	63,823	28	63,790	318.3	4,989,546	1,879,002	21,552,547	362,736	20	57,484	313.7	5,456,742
Oil & Gas Refining & Marketing	18	97,743	18	97,743	756.6	7,740,814	5,510,889	18,153,870	138,888	15	96,998	755.6	7,790,100
Packaged Foods	65	352,849	46	352,103	189.7	538,630	526,483	6,329,231	266,788	26	336,773	180.2	535,085
Packaging & Containers	21	426,412	20	426,406	176.1	413,098	404,495	744,286	251,092	17	419,625	173.9	414,516
Paper & Paper Products	4	12,757	3	12,750	7.2	564,661	558,154	693,367	458,870	3	12,750	7.2	564,661
Personal Services	13	95,275	12	95,260	21.1	220,998	311,316	1,829,035	69,433	8	86,690	19.4	223,273
Pharmaceuticals and Drugs	119	641,216	67	639,191	522.3	817,053	448,360	2,362,761	163,132	23	605,655	508.5	839,544
Pollution & Treatment Controls	17	12,955	5	12,546	5.0	398,684	422,627	510,533	349,951	3	11,300	4.5	394,131
Precious Metals & Mining: Others	8	2,338	1	1,850	0.7	388,597	388,597	388,597	388,597	0	-	-	-
Precious Metals: Gold	18	20,189	5	19,848	14.1	708,473	459,213	1,239,650	238,768	2	17,100	13.1	763,920
Publishing	8	39,150	7	39,066	10.1	257,341	227,226	856,800	207,416	4	34,660	9.0	259,072
Railroads	8	125,698	8	125,698	66.7	530,257	374,789	809,812	206,785	6	123,132	65.8	534,305
Real Estate Services	33	311,593	19	311,410	109.4	351,352	777,053	6,057,198	194,340	14	308,645	106.8	346,153
Real Estate-Development	9	1,000	3	811	3.0	3,724,986	3,186,011	5,484,116	692,679	2	731	3.0	4,056,839
Real Estate-Diversified	4	1,482	2	1,245	1.9	1,494,609	1,608,955	2,846,881	371,029	1	565	1.6	2,846,881
Recreational Vehicles	13	101,519	10	101,150	51.7	510,947	458,624	913,513	370,228	8	98,465	50.6	513,821
REIT-Diversified	16	1,852	9	1,737	4.8	2,789,932	2,820,826	7,926,270	856,715	1	193	1.5	7,663,658
REIT-Healthcare Facilities	13	2,185	7	2,019	15.9	7,878,240	10,357,678	16,889,308	1,556,520	4	1,283	13.6	10,595,352
REIT-Hotel & Motel	14	1,498	8	1,332	15.0	11,227,097	17,681,746	29,739,394	2,621,145	7	1,258	14.3	11,350,396
REIT-Industrial	17	35,580	12	35,414	20.5	577,678	1,565,631	7,036,312	192,087	6	33,633	17.0	506,126
REIT-Mortgage	18	8,570	8	7,649	9.2	1,196,858	2,962,969	12,138,621	662,129	3	6,214	7.2	1,161,851
REIT-Office	23	14,677	18	14,527	22.1	1,521,947	1,961,854	5,437,148	572,154	6	9,075	14.3	1,577,144
REIT-Residential	20	30,147	18	30,134	22.7	754,144	894,871	3,070,065	340,737	10	27,087	20.0	737,981
REIT-Retail	27	8,700	24	8,606	21.4	2,483,063	2,334,616	10,039,649	411,039	6	4,784	13.9	2,901,189

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REIT-Specialty	16	69,196	13	69,143	50.9	735,688	1,388,116	11,964,200	196,291	10	68,557	49.1	716,850
Rental & Leasing Services	24	180,410	21	180,259	76.7	425,697	575,671	15,346,371	223,602	16	178,054	74.4	417,956
Residential Construction	23	88,541	22	88,505	163.8	1,850,529	2,485,942	3,480,211	258,279	20	87,490	163.5	1,868,471
Resorts & Casinos	18	300,028	17	299,993	60.5	201,795	211,947	366,074	60,728	12	273,696	57.8	211,152
Restaurants	45	1,370,993	42	1,370,604	125.1	91,281	82,703	1,897,100	44,764	17	1,250,437	113.8	91,032
Retail: Apparel	30	685,692	28	685,632	144.7	211,030	426,166	677,704	99,903	19	669,027	140.1	209,362
Retail: Department Stores	3	251,570	3	251,570	58.9	234,261	258,833	267,580	186,577	3	251,570	58.9	234,261
Retail: Discount Stores	10	3,140,326	10	3,140,326	1,045.0	332,757	409,649	746,559	222,617	9	3,138,725	1044.2	332,688
Retail: Grocery Stores	9	626,244	9	626,244	250.9	400,715	344,786	4,141,321	65,102	9	626,244	250.9	400,715
Retail: Home Improvement	8	672,187	8	672,187	262.8	390,955	414,697	617,552	301,379	6	670,002	262.1	391,213
Retail: Internet	23	1,629,191	20	1,629,140	569.4	349,483	628,104	1,837,461	119,362	9	1,619,857	565.5	349,116
Retail: Pharmaceuticals	6	253,648	4	253,411	157.2	620,286	630,837	1,289,703	454,564	2	253,000	156.8	619,743
Retail: Specialty	46	638,287	43	638,159	288.9	452,780	512,867	5,239,944	143,499	32	630,861	284.8	451,498
Scientific & Technical Instruments	36	164,290	20	163,005	45.5	279,288	303,598	412,163	134,289	11	149,496	42.1	281,745
Security & Protection Services	21	167,364	13	166,900	28.8	172,821	228,432	419,079	57,948	8	156,644	27.6	176,352
Semiconductor Equipment & Materials	25	115,868	20	114,914	70.4	612,387	468,229	897,242	90,518	10	103,250	66.3	641,683
Semiconductors	48	573,808	41	573,339	326.6	569,654	491,973	1,660,150	146,335	23	550,992	319.0	579,005
Software-Application	223	660,581	152	647,684	219.6	339,098	282,671	3,657,775	32,144	42	478,837	178.1	372,007
Software-Infrastructure	116	774,913	94	772,227	397.0	514,147	308,578	1,767,542	52,620	37	673,543	369.0	547,904
Solar	17	35,938	13	35,552	16.6	468,094	476,240	2,841,310	187,091	7	31,960	15.2	476,160
Specialty Business Services	34	592,972	29	592,860	69.3	116,949	195,560	991,063	59,613	15	564,483	63.2	111,953
Staffing & Employment Services	23	938,514	18	938,150	75.2	80,152	395,428	988,850	8,293	12	930,618	72.3	77,647
Telecom Services	40	749,459	27	747,775	585.9	783,580	582,043	2,101,907	250,013	15	738,620	580.8	786,394
Textile Manufacturing	5	10,214	5	10,214	2.5	246,794	252,411	266,757	186,371	1	4,100	1.0	252,411
Thermal Coal	5	12,211	5	12,211	10.3	841,220	713,886	1,225,816	369,379	3	10,731	9.7	900,981
Tobacco	12	101,825	8	101,753	58.2	572,452	541,054	3,283,810	186,987	5	100,886	57.6	571,283
Tools & Accessories	13	130,405	12	130,197	39.3	302,171	313,058	514,885	169,927	7	122,264	37.7	308,444
Travel Services	13	304,463	12	304,458	71.5	234,948	361,980	1,233,152	86,333	9	301,756	70.6	233,981
Trucking	20	228,192	18	226,543	60.2	265,712	251,697	767,606	148,922	14	214,917	57.9	269,353
Uranium	4	503	1	275	0.3	1,068,364	1,068,364	1,068,364	1,068,364	0	-	-	-
Utilities-Diversified	9	33,942	8	33,939	32.8	966,203	1,018,285	1,500,431	153,756	5	30,304	31.6	1,041,602
Utilities-Independent Power Producers	2	11,513	2	11,513	45.3	3,932,164	3,786,499	4,777,071	2,795,927	2	11,513	45.3	3,932,164
Utilities-Regulated Electric	36	342,119	36	342,119	377.6	1,103,854	1,125,692	2,878,081	737,824	34	341,834	376.9	1,102,504
Utilities-Regulated Gas	13	50,376	13	50,376	38.7	768,387	822,060	4,104,458	371,286	10	48,948	37.7	770,365
Utilities-Regulated Water	11	13,523	9	13,394	8.7	648,132	606,076	1,637,760	392,448	2	9,687	6.1	627,649

US Public Companies

Revenue / Full-time Employee Metrics By Industry



[1: All companies reporting FTE numbers | 2: Only companies with revenues > \$50M and having 50+ FTEs | 3: > 50 FTEs]

Industry	LFY ¹		LFY ²				Rev/FTE Metrics			Companies (> \$1B Revenues) ³			
	#	FTEs	#	FTEs	Sales (\$B)	Rev/FTE (\$)	Median	High	Low	#	FTEs	Sales (\$B)	Rev/FTE (\$)
US Public Companies [Total]	4409	42,145,755	3052	42,028,724	21,133	502,820	-	-	-	1561	40,186,337	20,581	512,127
Utilities-Renewable	10	17,226	7	16,994	30.3	1,781,969	1,714,627	20,517,241	496,053	4	15,285	29.3	1,917,015
Waste Management	18	146,204	12	145,691	46.0	315,994	299,526	1,441,817	101,985	6	139,025	44.1	316,884

Notes:


The data presented in this report has been curated from income statements that we source from vendors of Financial APIs (FMP, TwelveData) and company filings with exchanges. Further, all calculations are automated using algorithms at the database level.

If you have any questions on the dataset or would like to report an error, write to us at inquiry@aranca.com

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While revenue per full-time employee is an useful metric for benchmarking, one should exercise caution while interpreting the data. Many companies follow a business model of engaging employees on contract basis or outsourcing certain operations. Hence, the number of employees involved in the companies operations may be higher and vary depending on the number of contract employees or extent of outsourcing support operations

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