

SG&A Spending Benchmarks Reports now available for nine industry sectors

Schonfeld & Associates, a publisher of business information products for over 40 years, now offers nine industry sector reports in its series, **SG&A Benchmarks**. The series of PDF reports is designed for use as a convenient source of information for professional managers seeking benchmark information on Selling, General & Administrative spending by major public corporations within specific industry sectors. Metrics for major public companies provide important insight for other firms within the sector. SG&A expenses are all the direct and indirect selling expenses and all general and administrative expenses. SG&A expenses are also called Operating Expenses. Frequently, SG&A to Sales ratios are used to judge efficiency of management spending.

Benchmarks for SG&A spending are hard to find. Averages may be available but are generally too broad to be useful. Each title within the **SG&A Benchmarks** series is produced for a specific industry sector. Individual companies are listed with last year's SG&A to Sales percentage and growth rates in sales and spending for the year. For use in setting and evaluating budgets, estimates are given for the current year SG&A to Sales percentage and expected growth in sales and spending. The sector summary chart provides side by side comparison of 10%ile, median, and 90%ile values for each industry within the sector. To allow for easy identification of relative performance within each industry and to account for SG&A spending practices varying by size and location, individual companies are grouped by size based on sales and information on total sales and headquarters city is listed.

Since different industries vary significantly in their practices of classification of expenses considered to be reported within SG&A expense, **SG&A Benchmarks** is produced for individual industry sectors. As of January 2016, the following sector reports are available:

SG&A Benchmarks – Materials Sector provides SG&A spending information for 290 publicly traded companies in five industries.

SG&A Benchmarks – Industrials Sector, covers SG&A spending information for 620 publicly traded companies in fourteen industries.

SG&A Benchmarks –Consumer Discretionary Sector provides SG&A spending information for 720 publicly traded companies in twelve industries.

SG&A Benchmarks –Consumer Staples Sector, covers SG&A spending information for 240 publicly traded companies in six industries.

SG&A Benchmarks – Health Care Sector provides SG&A spending information for 470 publicly traded companies in six industries.

SG&A Benchmarks – Financials Sector provides SG&A spending information for 680 publicly traded companies in six industries.

SG&A Benchmarks – Information Technology Sector, covers SG&A spending information for 790 publicly traded companies in seven industries.

SG&A Benchmarks – Telecommunications Sector provides SG&A spending information for 60 publicly traded companies in two industries.

SG&A Benchmarks – Real Estate Sector provides SG&A spending information for 240 publicly traded companies in two industries.

Within each report, the industry sector summary displays median SG&A to Sales ratio by industry as well as 10 and 90 percentile values to illustrate the range of values reported by firms within each industry. The tabulations for each individual industry present both last year and this year SG&A as a percentage of sales and the annual percentage growth rate in SG&A spending as well as in sales for each company within the industry. Comparing the growth rate of SG&A expenses and sales gives a snapshot of where the profitability of the firm may be heading. The firms are presented in three groups as defined by sales of less than \$100 million, sales between \$100 million and \$1 billion, and sales of more than \$1 billion.

Two sets of industry tabulations are presented. Alphabetical order by company name aids in locating a firm. Order by SG&A to Sales ratio showcases the 'leaner and meaner' firms in each industry.

These reports will benefit anyone seeking competitive benchmark intelligence including: corporate staff, financial analysts, investment professionals, lenders, M&A advisors, appraisers and industry consultants.