

2022 EDITIONS OF SG&A BENCHMARKS REPORTS NOW AVAILABLE

Schonfeld & Associates, a publisher of business information products for over 40 years, offers four recently updated 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 SG&A to Sales percentage and growth rates in sales and spending for fiscal years 2020 and 2021. The sector summary charts provide side by side comparison of values for each industry within the sector for 2019, 2020 and 2021. 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 fiscal 2021 sales. Total sales for fiscal 2021 and headquarters city is also provided.

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. 2022 editions of following sector reports are now available:

SG&A Benchmarks – Manufacturing Sector provides SG&A spending information for 1994 publicly traded companies in twenty industries.

SG&A Benchmarks –Retail Trade Sector provides SG&A spending information for 256 publicly traded companies in eight industries.

SG&A Benchmarks – Services Sector provides SG&A spending information for 1162 publicly traded companies in eleven industries.

SG&A Benchmarks – Transportation, Communications, Utilities Sector provides SG&A spending information for 407 publicly traded companies in eight industries.

Within each report, the industry sector summary displays median SG&A to Sales ratio by industry to illustrate the range of values reported by firms within each industry. The tabulations for each individual industry present both fiscal 2020 and fiscal 2021 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.

Two other industry sector reports are available. **Mining, Extraction Sector** covering 240 companies in four industries was published in 2021 and **Finance, Insurance, Real Estate Sector** covering 1109 companies in seven industries was published in 2020.

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