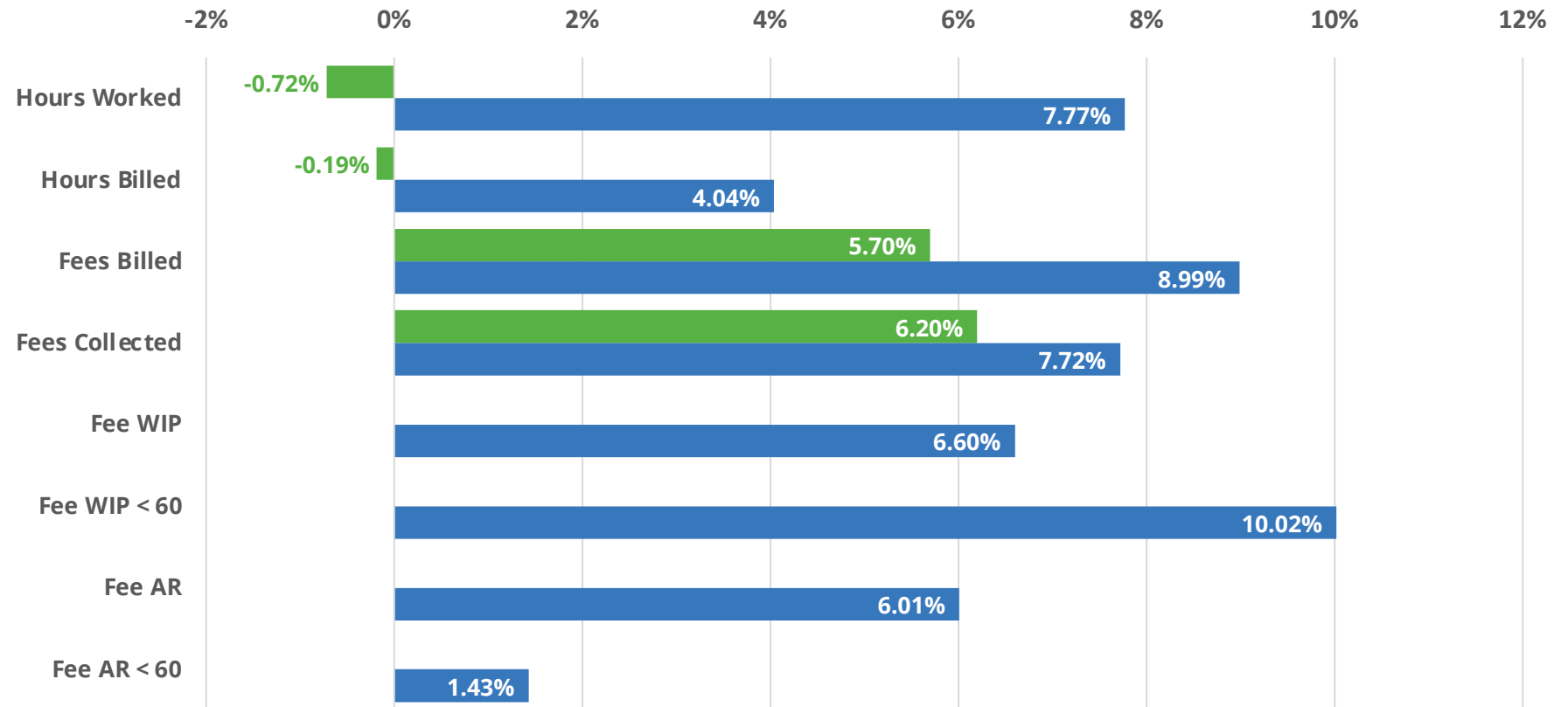


2020 Year-End Industry Performance

2020 INDUSTRY AVERAGE

MTD DEC 2020 vs MTD DEC 2019 VARIANCE

■ YTD Dec 2020 VS YTD Dec 2019 Variance
■ MTD Dec 2020 VS MTD Dec 2019 Variance



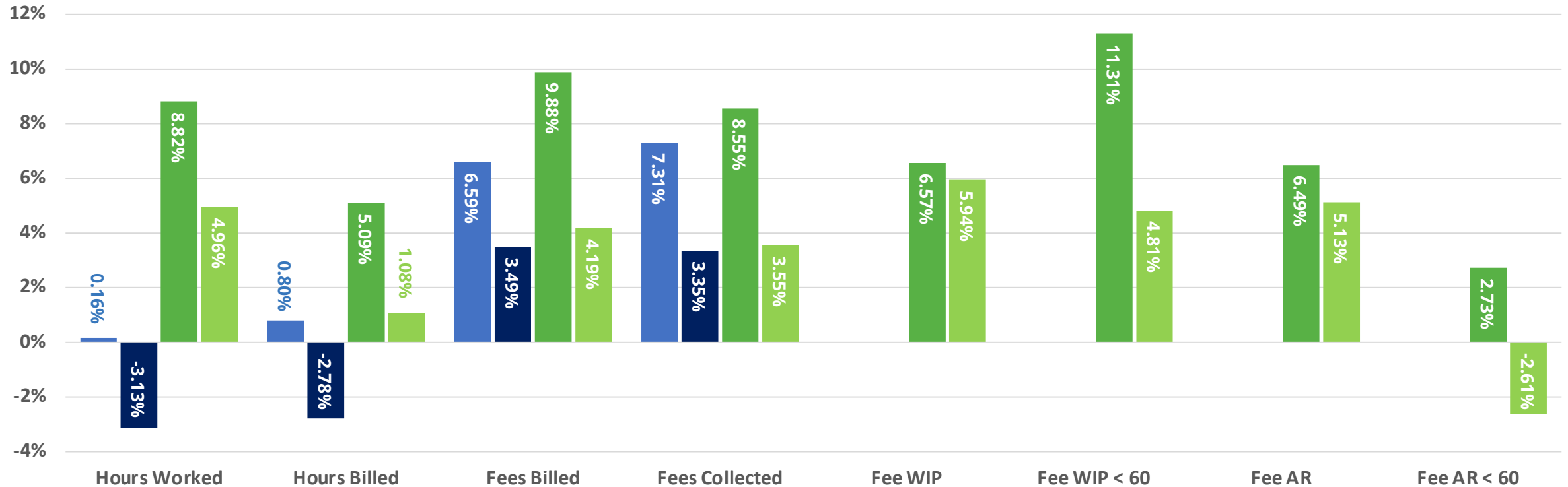
- ❖ Despite the complex issues that the pandemic presented, the industry **grew billing and collections** versus the prior year.
- ❖ Many firms reported their greatest year-over-year gains in **December**

Performance by Size

The largest firms increased Billing and Collections at the highest rate, but also increased their AR inventory over the next tier of firms

PERFORMANCE BY SIZE

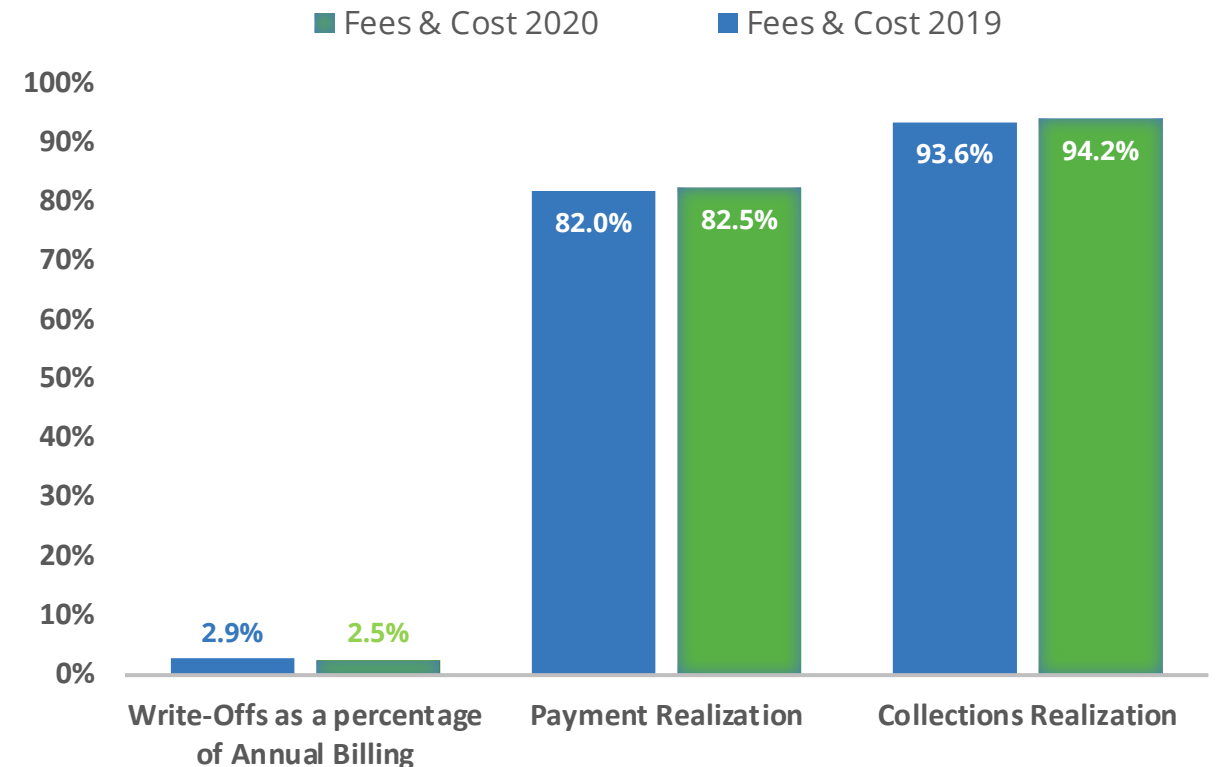
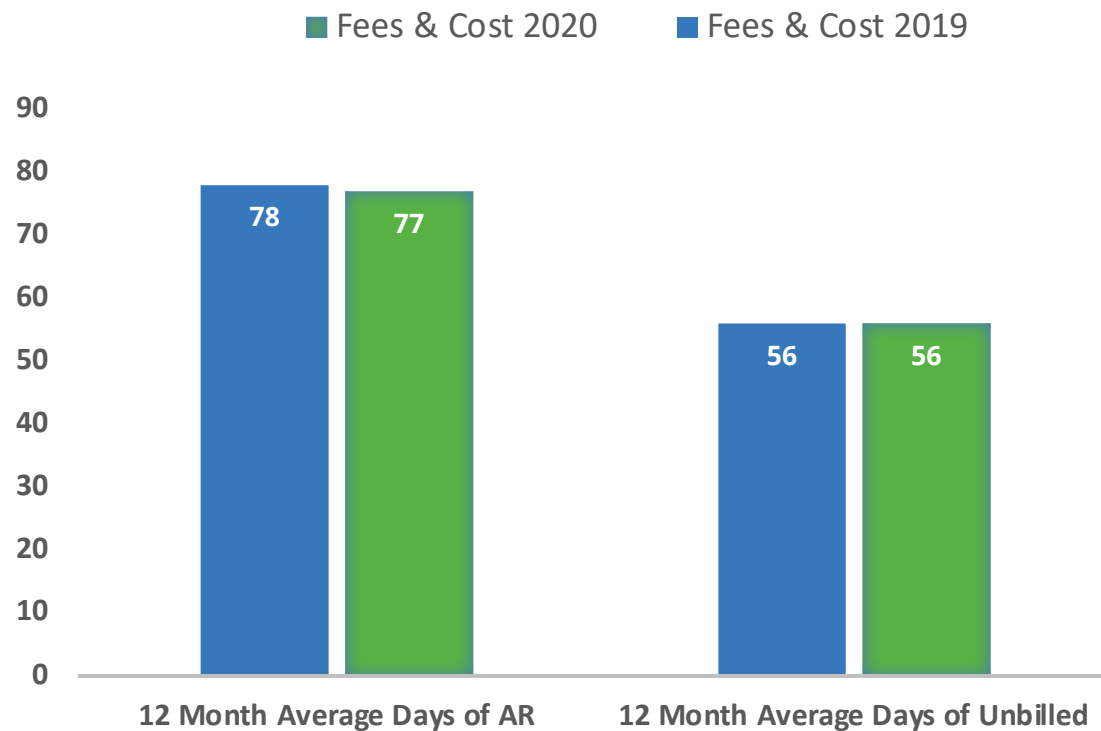
- TOP 100 FIRMS KPI: YTD Dec 2020 VS YTD Dec 2019 Variance
- TOP 101-200 FIRMS KPI: YTD Dec 2020 VS YTD Dec 2019 Variance
- TOP 100 FIRMS KPI: MTD Dec 2020 VS MTD Dec 2019 Variance
- TOP 101-200 FIRMS KPI: MTD Dec 2020 VS MTD Dec 2019 Variance



Performance Trends 2019 vs. 2020

Except for Billing Speed, all other Industry performance measures improved last year, despite the challenges of the pandemic.

MTD DEC 2020 vs MTD DEC 2019 VARIANCE





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CONSULTANTS



THANK YOU!