2020 PRECAST INDUSTRY BENCHMARKING OVERVIEW

7.1% Sales Growth

Profit Margin

Total Payroll Expenses (as a % of net sales)

34.6% -3.1 percentage points from 2018
While the Industry Size and Product Category sales estimates on this page provide a rough determination of industry market size for the U.S. and Canada, these are based on a simple extrapolation of the 2020 Precast Industry Benchmarking Report results as applied to an estimated 2,100 firms in the industry. This is the approximate number of precast concrete firms with five or more employees registered under the North American Industry Classification System (NAICS).

When necessary, additional adjustments were made to this year’s results to correct product categories that received unusually low or especially concentrated responses. However, in no way should these estimates be deemed as a definitive, scientifically precise measuring of market size. Such an undertaking would involve a more rigorous definition of what constitutes a precast concrete company as well as a greater effort to match sample demographics with industry demographics.

As a result, neither Industry Insights nor NPCA make any representations or warranties whatsoever with respect to the accuracy of these estimates and shall not be liable to clients or anyone else for any information inaccuracies or errors or omissions in contents, regardless of the cause of such inaccuracy, error or omission. In no event shall Industry Insights or NPCA be liable for any consequential damages.

### MARKET SIZE ESTIMATES
#### 2020 PRECAST INDUSTRY BENCHMARKING OVERVIEW

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Percent of Market</th>
<th>Estimated Market Size</th>
<th>Percent Change from 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building &amp; Landscaping Products</td>
<td>13.4%</td>
<td>$2.7 billion</td>
<td>-11%</td>
</tr>
<tr>
<td>Sanitary &amp; Stormwater Products</td>
<td>28.9%</td>
<td>$5.8 billion</td>
<td>13%</td>
</tr>
<tr>
<td>Transportation Products</td>
<td>16.1%</td>
<td>$3.2 billion</td>
<td>-9%</td>
</tr>
<tr>
<td>Utility &amp; Industrial Products</td>
<td>22.8%</td>
<td>$4.5 billion</td>
<td>-8%</td>
</tr>
<tr>
<td>Water &amp; Onsite Wastewater Products</td>
<td>6.3%</td>
<td>$1.3 billion</td>
<td>-6%</td>
</tr>
<tr>
<td>All Other Precast Concrete Products</td>
<td>6.7%</td>
<td>$1.3 billion</td>
<td>-1%</td>
</tr>
</tbody>
</table>

**Disclaimer**

**Number of Industry Employees:** 91,000

**Cubic Yards of Concrete Produced:** 25 million

**Cement Tonnage Used:** 8.4 million
Salaried Employees Average Salary*

<table>
<thead>
<tr>
<th>Position</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plant Manager</td>
<td>$81,000</td>
</tr>
<tr>
<td>Quality Control Manager</td>
<td>$67,000</td>
</tr>
<tr>
<td>Dispatcher</td>
<td>$55,000</td>
</tr>
<tr>
<td>Sales Manager</td>
<td>$92,000</td>
</tr>
<tr>
<td>Outside Sales Representative</td>
<td>$73,000</td>
</tr>
<tr>
<td>Inside Sales or Customer Service Representative</td>
<td>$53,000</td>
</tr>
<tr>
<td>General Manager</td>
<td>$124,000</td>
</tr>
</tbody>
</table>

Hourly Employees Average Wages

<table>
<thead>
<tr>
<th>Position</th>
<th>Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crew Leader/Foreman</td>
<td>$23.25</td>
</tr>
<tr>
<td>Skilled Labor</td>
<td>$20.00</td>
</tr>
<tr>
<td>Non-Skilled Labor</td>
<td>$15.88</td>
</tr>
<tr>
<td>Semi-Skilled Labor</td>
<td>$17.79</td>
</tr>
<tr>
<td>Quality Control Technician</td>
<td>$20.15</td>
</tr>
<tr>
<td>Forklift Operator</td>
<td>$20.29</td>
</tr>
<tr>
<td>Boom Truck Driver</td>
<td>$22.10</td>
</tr>
</tbody>
</table>

*Salaries rounded to the closest thousand

Percentage of companies that offer incentive plans to:

- Production Employees 85%
- Administration Employees 70%
- Sales & Marketing Employees 65%

Increase in healthcare costs 7.3%

Percentage of companies that offer:

- Medical (Hospital & Surgical)--Employee 95.4%
- Medical--Dependents 81.4%
- Retirement Plan 81.4%
- Dental Insurance--Employee 79.1%
- Dental Insurance--Dependents 72.1%

Of companies with retirement plans, percentage that offer:

- 401(k) Plan 81.0%
- Profit Sharing 14.3%
- SEP-IRA 4.8%
- SIMPLE 401(k) 9.5%
- Other 7.1%
### Total Plant Cost as a % of Net Sales

- **2020**: 65.5%
- **Change from 2018**: 1.1 percentage points

### Return on Assets

- **2020**: 11.9%
- **Change from 2018**: 2.1 percentage points

### Return on Net Worth

- **2020**: 24.8%
- **Change from 2018**: 4.4 percentage points

### Gross Profit as a % of Net Sales

- **2020**: 25.8%
- **Change from 2018**: 1.1 percentage points

### Total Inventory Holding Period (Days)

- **2020**: 50.3 days
- **Change from 2018**: 13%
What does a Typical Precast Company Look Like?¹

- **$13 MILLION** in Sales
- **56 Employees**
  - Nearly all production employees speak English
  - Non-Unionized
  - Certified

1 Plant
Most likely in Atlantic or Central states

Uses nearly **500 tons** of supplementary cementitious materials

Produces **11,700 cubic yards** of concrete (87% wet-cast)
- Uses 4,200 tons of cement
- Does NOT use Ready-Mix concrete
- DOES use Self-Consolidating Concrete

Discards 1% of its production due to errors
Closes 32% of its submitted quotes

¹These statistics are based exclusively on the 2020 Precast Benchmarking Survey results.