Consulting services, 2016

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The management, scientific and technical consulting services industry group reported $20.0 billion in operating revenue in 2016, up 3.4% from 2015. Operating expenses grew 3.7% to $14.4 billion, resulting in an operating profit margin of 27.9%. Salaries, wages and benefits rose 4.3% from 2015 to $6.2 billion.

Salaries, wages, commissions and benefits remained the largest expense item for the industry group, accounting for 42.9% of operating expenses in 2016, followed by sub-contracts (9.8%).

Most of this industry group's operating revenue was generated by firms in Ontario (46.8%), followed by those in Alberta (18.4%), British Columbia (14.9%) and Quebec (13.5%). Meanwhile, Manitoba and Saskatchewan combined to account for 3.7% of total operating revenue. The remaining share was split among the Atlantic provinces and the Territories.

Sales of management consulting services (69.9%) accounted for the largest share of the industry group's sales, followed by sales of scientific and technical consulting services (16.3%). Sales of environmental consulting services, such as environmental assessments and audits, represented 11.0% of total sales for the industry group.

Business clients represented the largest share (69.2%) of the client base for the industry group, followed by government and public institutions (13.2%), clients outside Canada (12.2%) and individuals and households (5.4%).

Note to readers

Data for 2014 and 2015 have been revised.

Available in CANSIM: tables 360-0040 to 360-0042 and 360-0051.

Definitions, data sources and methods: survey number 4717.

For more information, or to enquire about the concepts, methods or data quality of this release, contact us (toll-free 1-800-263-1136; 514-283-8300; **STATCAN.infostats-infostats.STATCAN@canada.ca**) or Media Relations (613-951-4636; **STATCAN.mediahotline-ligneinfomedias.STATCAN@canada.ca**).