

Consulting services, 2022

Released at 8:30 a.m. Eastern time in *The Daily*, Tuesday, March 5, 2024

The consulting services industry grows strongly for the second straight year

The management, scientific and technical consulting services industry group reported \$33.2 billion in operating revenue in 2022, up 12.8% from 2021. This industry group offers consulting services in various sectors, such as human resources, information technology, science and economics, management, and the environment. Operating expenses rose 14.2% to \$24.9 billion in 2022, resulting in an operating profit margin of 25.2%.

Salaries, wages, commissions and benefits increased 12.1% to \$10.1 billion in 2022. This remained the largest expense item for the industry group, accounting for 40.8% of operating expenses. The next largest expense was cost of goods sold, rising from 12.0% of operating expenses in 2021 to 13.1% in 2022. The third-largest expense item for the industry group was subcontracts, which represented 10.8% of operating expenses (down from 11.0% in 2021).

Since 2012, firms in Ontario have accounted for an increasing share of the industry group's total operating revenue. In 2022, Ontario firms accounted for just under half (48.3%) of operating revenue, followed by firms in British Columbia (16.3%), Alberta (15.3%) and Quebec (14.8%). Alberta's consulting sector grew faster than that of the other larger provinces in 2022 because of the strength of its oil and gas consulting sector.

Sales of management consulting services (65.0%) accounted for the largest share of the industry group's sales in 2022. Sales of other scientific and technical consulting services accounted for 20.3% of the industry group's sales, while sales of environmental consulting services, such as environmental assessments and audits, represented 11.0% of total sales. Other sales of goods and services accounted for 3.5% of sales.

Business clients (66.2%) represented the largest share of the client base for the industry group in 2022, followed by governments, not-for-profit organizations and public institutions (13.6%). Clients outside Canada accounted for 12.0% of the client base, followed by individuals and households (8.2%).

Looking at 2023

Despite a slowdown in the Canadian economy in 2023, indicators have remained positive for the management, scientific and technical consulting services industry group. The number of paid employees and average weekly earnings rose more quickly in 2023 compared with the average growth in the decade before the COVID-19 pandemic. A financial picture for the 2023 reference year will be provided when data are published in 2024.

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Note to readers

Data for 2020 and 2021 have been revised.

The management, scientific and technical consulting services industry group includes management consulting services, environmental consulting services, and other scientific and technical consulting services.

These and other data related to business and consumer services can be found at the [Business and consumer services and culture statistics](#) portal.

Available tables: [21-10-0166-01](#) to [21-10-0168-01](#) and [33-10-0162-01](#).

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; infostats@statcan.gc.ca) or Media Relations (statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca).