

# Consulting services, 2023

Released at 8:30 a.m. Eastern time in *The Daily*, Friday, January 10, 2025

---

## The consulting services industry group continues to grow strongly for the third straight year

The management, scientific and technical consulting services industry group recorded \$37.8 billion in operating revenue in 2023, which is an 11.5% increase from 2022. 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 14.1% to \$29.2 billion in 2023, resulting in an operating profit margin of 22.7%.

Salaries, wages, commissions and benefits increased 12.0% to \$11.8 billion in 2023. This category remained the industry group's largest expense, making up 40.3% of operating expenses. The cost of goods sold also increased; they accounted for 13.9% of operating expenses in 2023, up from 13.5% in 2022. Subcontracts were the third-largest expense, representing 10.0% of operating expenses in 2023, down from 10.6% the previous year.

Since 2012, firms in Ontario have continued to increase their share of the industry group's total operating revenue. In 2023, firms in Ontario accounted for 49.7% of the total operating revenue, followed by those in British Columbia (15.6%), Alberta (14.8%) and Quebec (14.5%).

Management consulting services (64.8%) made up the largest proportion of sales in 2023. Other scientific and technical consulting services accounted for 20.9% of total sales, while environmental consulting services, such as environmental assessments and audits, represented 11.0%. Other sales of goods and services represented 3.2% of sales.

In terms of the industry group's client base, businesses (65.5%) made up the largest share in 2023, followed by governments, not-for-profit organizations and public institutions (13.5%). Clients outside Canada accounted for 12.8%, and individuals and households made up 8.2%.

## Looking at 2024

Indicators for 2024 are mixed for the management, scientific and technical consulting services industry group thus far. From the end of 2023 to September 2024, employment in the consulting industry group rose 2.5% and real gross domestic product of the industry group grew 2.6%. In contrast, average weekly earnings fell 1.1%. A financial picture for the 2024 reference year will be provided when data are published in 2025.

### Did you know we have a mobile app?

Get timely access to data right at your fingertips by downloading the [StatsCAN app](#), available for free on the [App Store](#) and on [Google Play](#).



---

### Note to readers

Data for 2021 and 2022 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.

Information on the growth of the number of paid employees and average weekly earnings in the industry group is taken from Table [14-10-0220-01](#). Information on real gross domestic product is taken from Table [36-10-0434-02](#).

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](mailto:infostats@statcan.gc.ca)) or Media Relations ([statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca](mailto:statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca)).