

# SAMPLE PEER ANALYSIS EXHIBIT

## EXHIBIT 4: GROWTH RATE ANALYSIS

	EXCLUDING ACQUISITIONS				INCLUDING ACQUISITIONS				Current Backlog vs. Last Year
	Net Revenue Internal Growth Rate				Gross Revenue Growth Rate		Net Revenue Growth Rate		
	2000	2001	2002	Average	2001	2002	2001	2002	
1	40.0%	25.0%	20.0%	19.3%	63.4%	57.9%	-3.7%	42.2%	70.0%
2	30.0%	20.0%	16.0%	18.0%	39.6%	30.0%	39.6%	30.0%	44.0%
3	23.4%	20.0%	15.0%	16.7%	32.6%	25.0%	31.8%	17.6%	30.0%
4	23.0%	19.8%	15.0%	16.3%	27.1%	<b>17.6%</b>	31.3%	16.7%	30.0%
5	22.5%	16.7%	15.0%	16.3%	25.0%	15.2%	25.0%	15.2%	26.0%
6	22.0%	16.0%	15.0%	16.2%	23.2%	14.9%	24.7%	<b>15.0%</b>	25.9%
7	17.0%	15.0%	13.6%	15.7%	22.5%	14.8%	22.6%	14.9%	25.0%
8	14.0%	15.0%	13.0%	14.4%	20.6%	14.0%	21.2%	14.3%	23.0%
9	12.0%	15.0%	12.5%	14.0%	19.8%	13.3%	20.5%	13.6%	<b>20.0%</b>
10	12.0%	15.0%	12.0%	14.0%	19.0%	13.3%	19.9%	13.6%	18.0%
11	12.0%	14.0%	<b>12.0%</b>	13.7%	16.7%	13.2%	17.5%	13.1%	16.0%
12	12.0%	13.9%	12.0%	13.6%	14.8%	12.9%	16.7%	12.9%	16.0%
13	11.5%	13.4%	11.0%	12.3%	14.8%	12.0%	16.7%	11.8%	15.0%
14	10.0%	12.0%	10.7%	11.7%	12.2%	10.7%	16.0%	11.4%	12.0%
15	<b>10.0%</b>	12.0%	10.0%	11.3%	11.8%	10.2%	15.1%	11.1%	6.7%
16	10.0%	11.2%	10.0%	11.3%	11.6%	10.1%	14.9%	10.8%	6.5%
17	10.0%	11.0%	10.0%	10.7%	10.5%	10.1%	14.8%	10.7%	5.0%
18	9.5%	10.0%	10.0%	10.0%	<b>10.3%</b>	9.5%	13.7%	10.6%	3.4%
19	8.7%	10.0%	10.0%	<b>9.3%</b>	10.0%	9.5%	<b>12.2%</b>	10.2%	3.0%
20	8.5%	10.0%	10.0%	9.0%	9.7%	8.4%	11.9%	10.1%	0.0%
21	8.1%	9.7%	10.0%	8.9%	9.6%	7.7%	11.2%	10.1%	0.0%
22	7.8%	9.5%	7.5%	8.3%	8.0%	6.8%	10.9%	10.1%	-6.0%
23	7.0%	6.4%	6.4%	7.2%	4.4%	6.5%	9.5%	8.8%	
24	5.8%	<b>6.0%</b>	6.0%	7.2%	4.4%	6.4%	8.7%	7.6%	
25	5.3%	6.0%	5.5%	7.0%	4.2%	6.4%	6.5%	6.4%	
26	5.0%	5.0%	5.0%	6.8%	4.0%	6.0%	5.2%	6.4%	
27	4.6%	5.0%	5.0%	6.3%	3.4%	5.2%	5.1%	6.1%	
28	4.0%	5.0%	5.0%	5.7%	3.2%	5.0%	4.4%	5.6%	
29	2.8%	4.0%	4.2%	5.7%	3.0%	5.0%	4.0%	5.0%	
30	2.0%	4.0%	4.0%	5.6%	2.8%	4.4%	4.0%	4.9%	
31	-6.2%	3.0%	0.0%	1.2%	1.0%	2.6%	2.7%	4.0%	
32	-7.6%	2.7%	0.0%	0.2%	0.0%	2.6%	2.2%	2.2%	
Median	10.0%	11.1%	10.0%	11.0%	11.0%	10.1%	14.3%	10.8%	16.0%

**XYZ** <--Your Company