

AESC Insights

Q2 2004

State of the Executive Search Industry



Association of Executive Search Consultants

The Worldwide Association for Retained Executive Search Consulting Firms

AESC Quarterly State of the Industry Statistics

This is the first in a new series of quarterly reports issued by the Association of Executive Search Consultants (AESC) on statistics and trends in the global retained executive search industry. Data for this report is collected from a consistent sample of AESC member search firms and represents the activity of over 1,200 executive search consultants around the world.

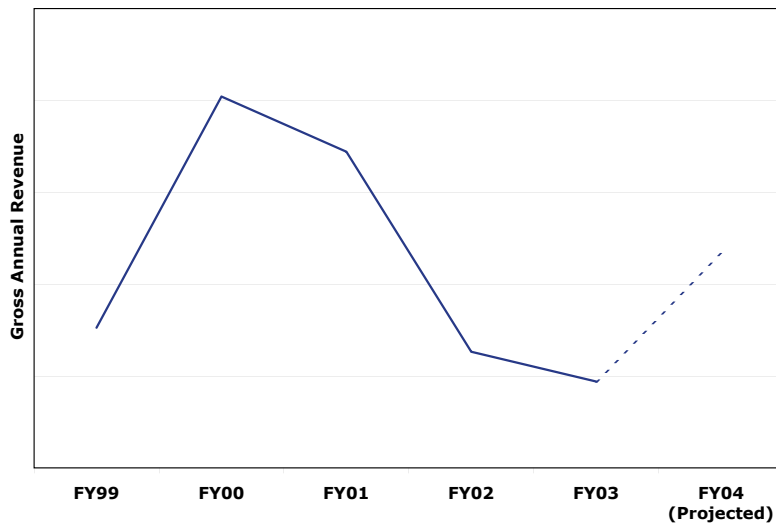
Part One : Financial Trends

Gross Revenues are up 13.6% from Quarter 1 to Quarter 2 in 2004

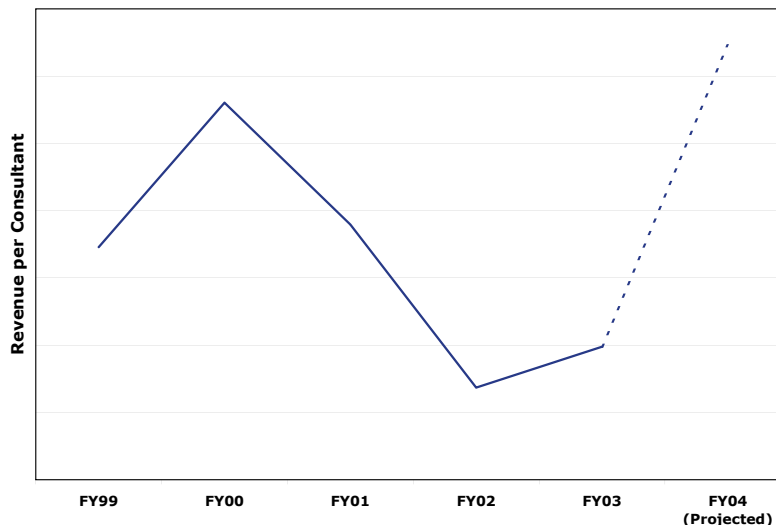
If current revenue rate for 2004 remains constant, Gross Annual Revenues for 2004 will be up by 23% compared to 2003. The top line graph shows trends in Gross Annual Revenue from fiscal years 1999 through 2003 with projected rate of increase for 2004.

Average revenue per consultant is currently tracking at 19.1% above average revenue per consultant in 2003. The bottom graph shows yearly revenue per consultant for 1999 through 2003, with projected 2004 figures.

Gross Annual Revenue for Fiscal Years 1999 through 2003, with projected 2004 figure



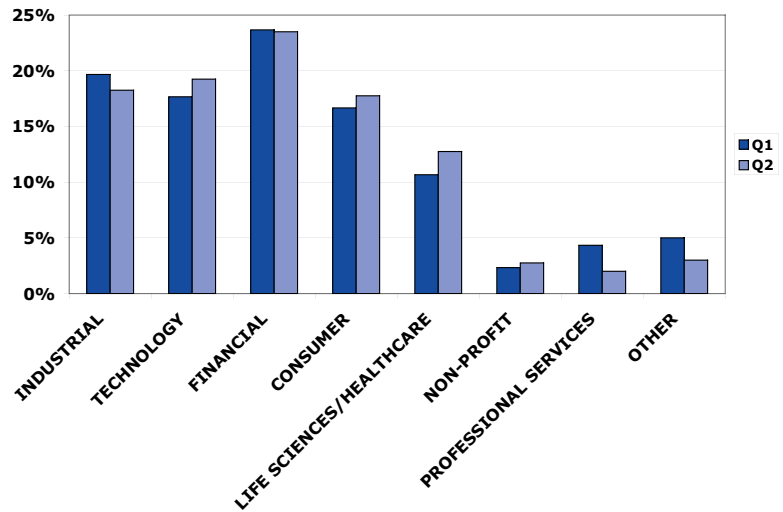
Average revenue per consultant for Fiscal Years 1999 through 2003, with projected 2004 figure



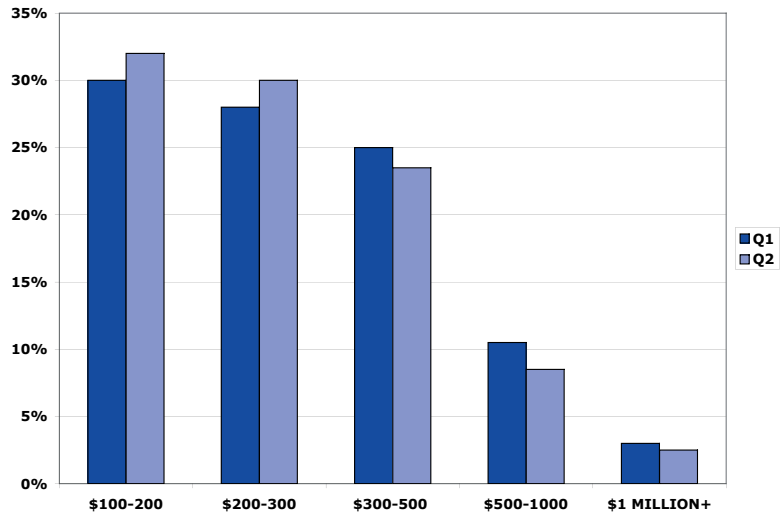
Part Two : Trends in Type of Search Activity

The following three graphs show trends in the percentage of new searches initiated in different industry categories, salary levels, and regions for Q1 and Q2 2004.

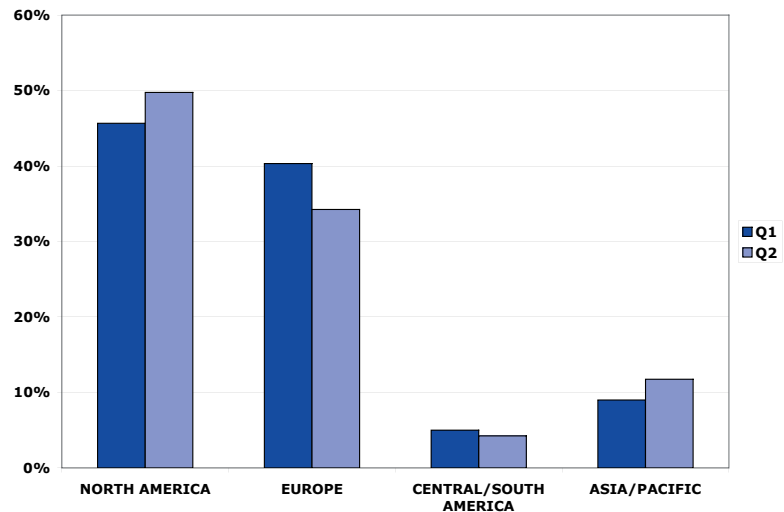
Searches Begun in Quarter 1 and Quarter 2 2004, by Industry Category



Searches Begun in Quarter 1 and Quarter 2 2004, by Position Salary Level



Searches Begun in Quarter 1 and Quarter 2 2004, by Region



If you have questions about this report, or would like to be added to a mailing list to receive our quarterly statistics reports, please email us at pkorth@aesc.org.