



## **AESC Insights**

**Q2 2005**

**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: Q2 2005

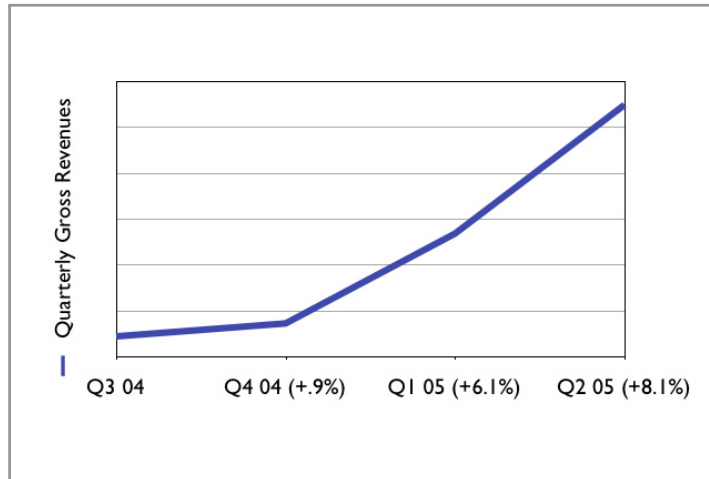
AESC Quarterly State of the Industry Statistics is a quarterly report issued by the Association of Executive Search Consultants (AESC) on statistics and trends in the global retained executive search industry. Data for this report are collected from a consistent sample of AESC member search firms that represents the activity of over 1,200 executive search consultants in 42 countries worldwide.

### FINANCIAL TRENDS

#### Average Gross Revenues

Average gross revenues rose 8.1% from Q1 2005 to Q2 2005.

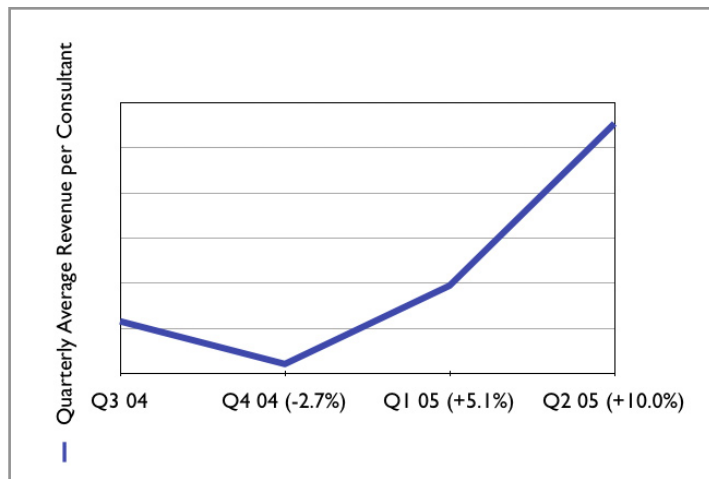
Quarterly Gross Revenues



#### Average Revenue per Consultant

Average Revenue per Consultant rose 10% from Q1 2005 to Q2 2005.

Quarterly Average Revenue per Consultant

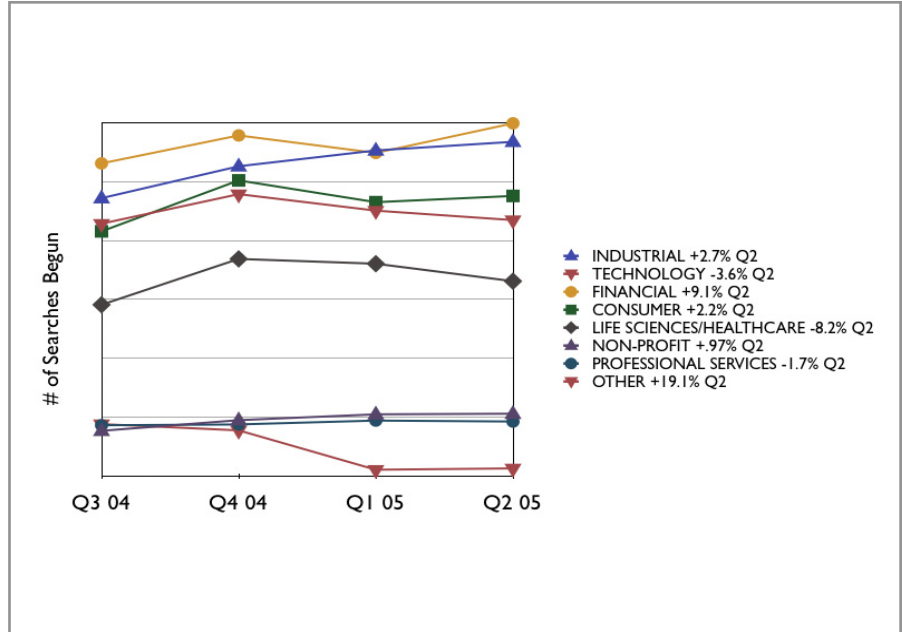


# INDUSTRY TRENDS

## Trend in number of searches started, by industry

Most industries saw growth in searches from Q1 to Q2 2005. Mainly, the Industrial (+2.7%), Financial (+9.1%), Consumer Products (+2.2%), and Non-Profit (+.97%) sectors all saw growth in number of searches started. Those industries that saw a decline in searches from Q1 2005 include the Technology (-3.6%), Life Sciences & Healthcare (-8.2%), and Professional Services (-1.7%) sectors.

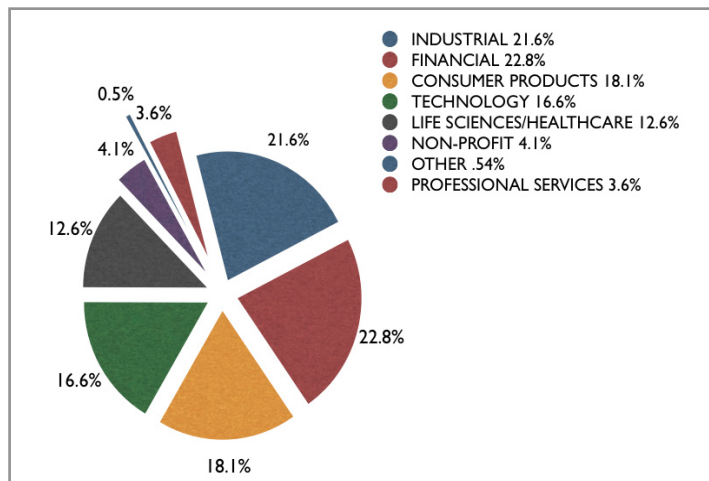
Trend in Number of Searches Started Quarterly, by Industry



## Market Breakdown by Industry

Reiterating last quarter's results, close to 80% of all searches came from four industries: Industrial, Financial, Consumer Products and Technology. With the Financial sector seeing the most growth from Q1, this sector led all industries with 22.8% of all searches coming from the Financial sector, 21.6% from Industrial, 18.1% from Consumer Products and 16.6% from Technology.

Searches Started in Quarter 2, 2005, by Industry as Percentage of Total

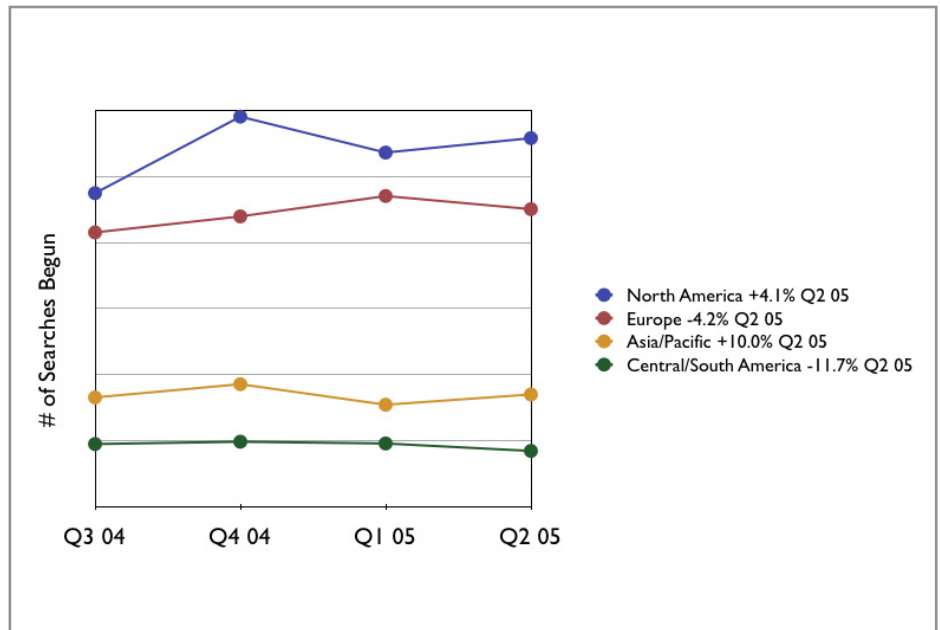


## REGIONAL TRENDS: Global

### Trend in Number of Searches Started, By Region

The total number of searches started globally during Q2 2005 increased 1.29% from Q1 2005. Asia/Pacific saw the most substantial increase with 10.0% and North America rose by 4.1%. Decreases in total number of searches started occurred in Europe (-4.2%) and Central/South America (-11.7%) from Q1 2005 to Q2 2005.

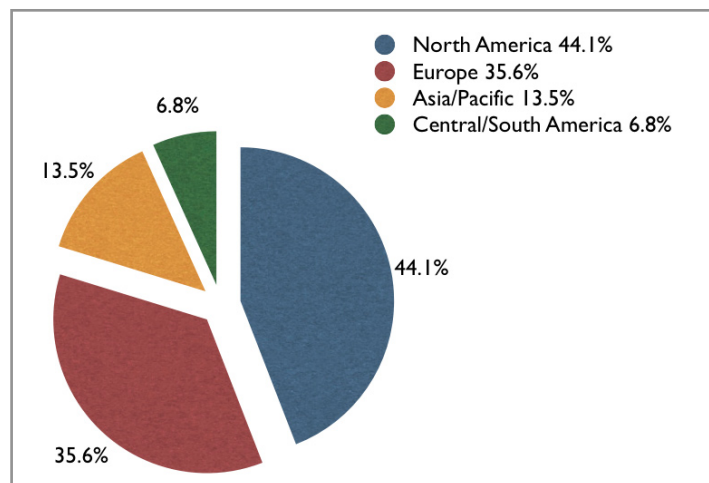
*Trend in Number of Searches Started Quarterly, by Region*



### Market Share by Region

In Q2 2005, North America represented 44.1% of the global retained executive search market – an increase of 1.6% from Q1 2005. European searches made up 35.6% of the total. Asia/Pacific accounted for 13.5% of Q2 2005 searches, and Central/South America 6.8%.

*Searches Started in Q2 2005, by Region as Percentage of Total*

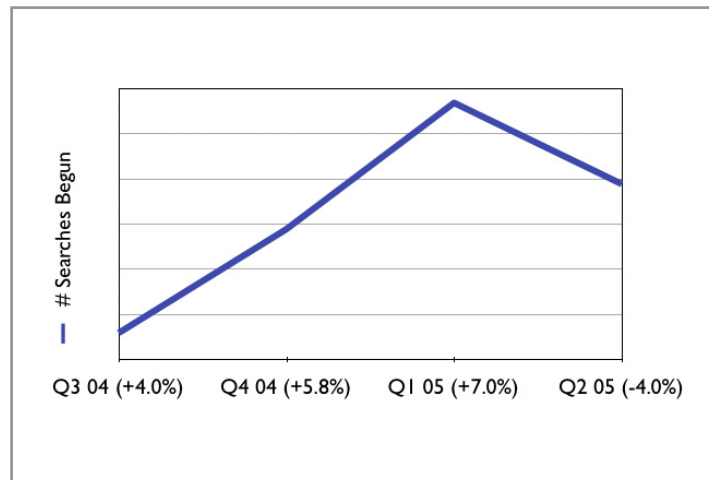


## REGIONAL TRENDS: Europe

### Trend in Number of Searches Started in Europe

Q2 2005 saw a 4.0% decrease in the number of European searches as compared to Q1 2005, producing an interruption to steadily increasing search activity in the European market.

*Trend in Number of Searches Started  
Quarterly in Europe*



### Market Share by European Sub-Region

UK searches remained steady from Q1 2005 with 29.9% of the European market. Search activity in France accounted for 8.9% of the European market in Q2 2005 – a 5% decrease from last quarter, while German searches increased capturing 11.5% of the market.

*Searches Started in Quarter 2 2005, by  
European Sub-Region as Percentage of  
Total Europe*

