



AESC Insights

Q1 2006

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: Q1 2006

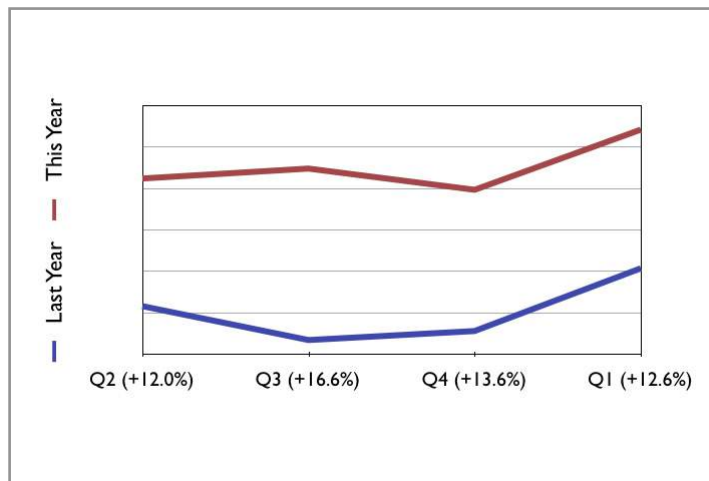
The AESC Quarterly State of the Industry Statistics is a quarterly report issued by the Association of Executive Search Consultants (AESC) on statistics and trends in the global retained executive search industry. Data for this report is collected from a consistent sample of AESC member search firms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

FINANCIAL TRENDS

Average Net Revenues

Average net revenues increased by 5.1% from Q4 2005 to Q1 2006. In comparison to the previous year, average net revenues were 12.6% higher in Q1 2006 than in Q1 2005.

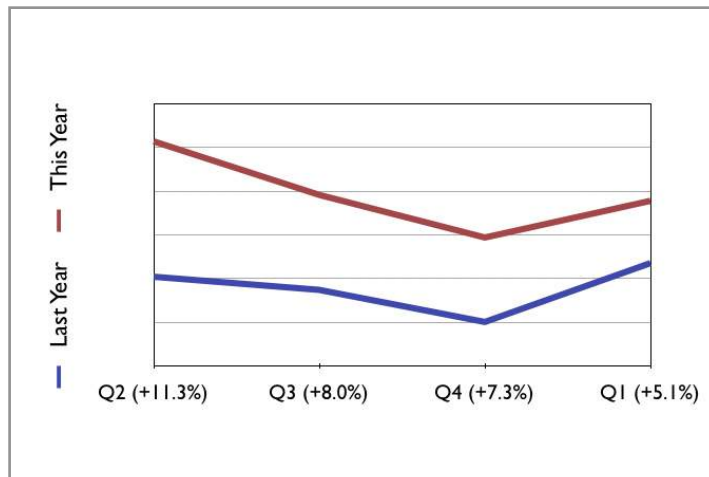
Quarterly Net Revenues, as Compared to Previous Year



Average Revenue Per Consultant

Q1 2006 saw a 5.1% increase from Q1 2005 in the average revenue per consultant. The quarterly change from Q4 2005 to Q1 2006 revealed a 3.0% increase in revenue per consultant, in opposition to the previous quarter on quarter decrease of 3.3%.

Quarterly Average Revenue Per Consultant, as Compared to Previous Year

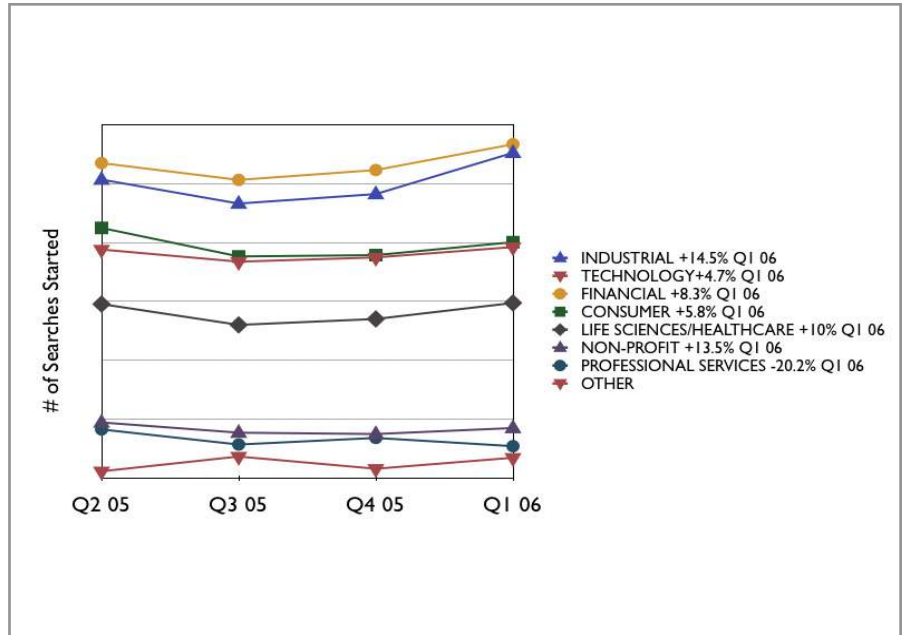


INDUSTRY TRENDS

Trend in Number of Searches Started by Industry

The number of searches started increased by 8.9% from Q4 2005 to Q1 2006. All reported industries realized an increase, with the exception of the Professional Services sector which saw a 20.2% quarterly decrease. This figure contrasts with the previous quarter whereby Professional Services accounted for one of the largest increases. The industries in Q1 2006 with the largest quarterly increase of searches included Industrial (+14.5%), Life Sciences/Healthcare (+10%) and Non-Profit (+13.5%). The Non-Profit sector revealed a notable quarterly increase in contrast to the 2.9% decrease in the previous quarter on quarter results.

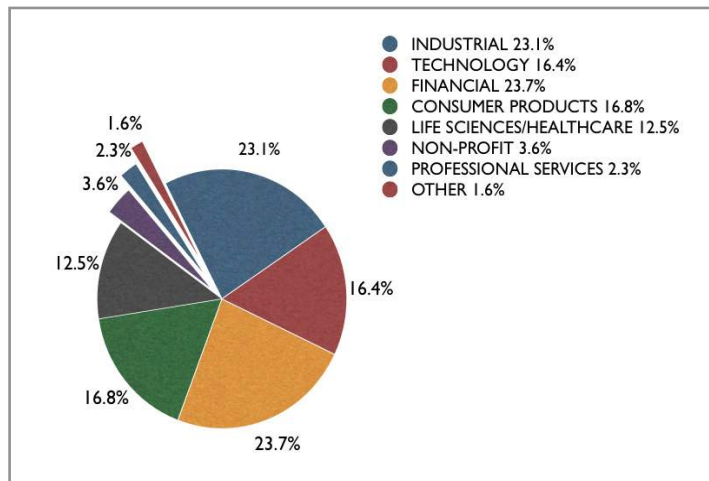
Trend in Number of Searches Started Quarterly, by Industry



Market Breakdown by Industry

Consistent with previous quarters the Financial sector captured the largest share of number of searches started with 23.7% of the market, as compared to all other reported industries. The Industrial sector followed with the second largest share, 23.1%. Consumer Products (16.8%), Technology (16.4%), Life Sciences and Healthcare (12.5%), Non-Profit (3.6%), and the Professional Services (2.3%) sectors round out the industry breakdown.

Searches Started in Quarter 1 2006 by Industry, as Percentage of Total

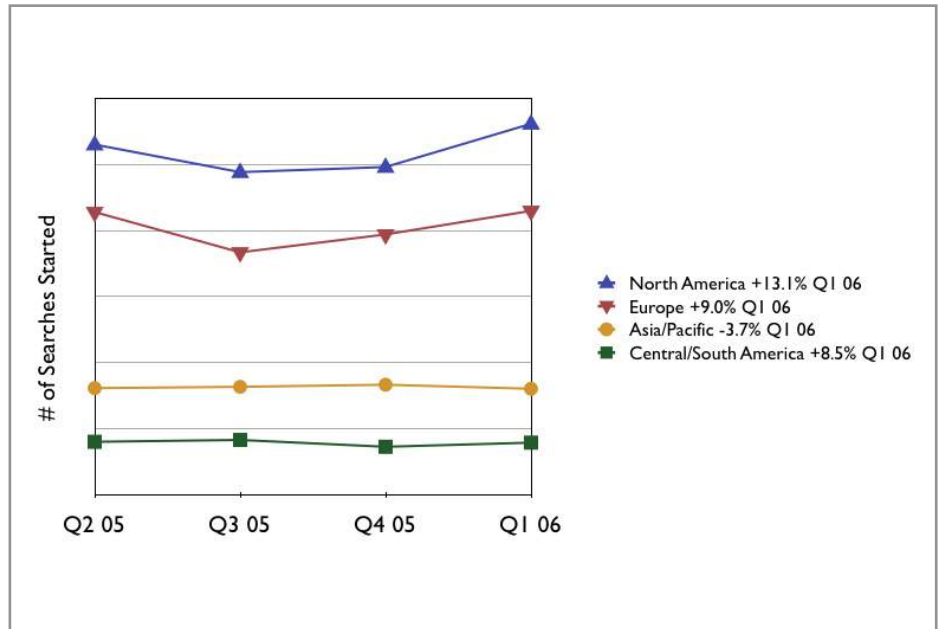


REGIONAL TRENDS: Global

Trend in Number of Searches Started by Region

North America saw a significant quarterly increase of 13.1% in number of searches started, the previous quarter on quarter increase was 1.59%. Europe (+9.0%) and Central/South America (+8.5%) also witnessed an increase in number of searches started from Q4 2005 to Q1 2006. In contrast, Asia-Pacific revealed a quarterly decrease of 3.7%.

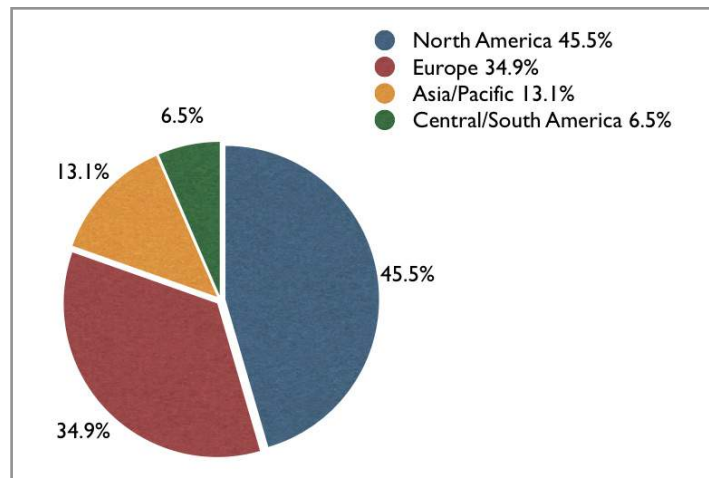
Trend in Number of Searches Started Quarterly, by Region



Market Share by Region

In Q1 2006 North America accounted for 45.5% of the global retained executive search market. European searches made up 34.9%, Asia/Pacific 13.1% and Central/South America 6.5%. In contrast to the previous quarter these regional market shares have only witnessed minor changes. When comparing the change from Q1 2005 to Q1 2006, North America and Asia/Pacific reveal a slight increase in market share, whereby Europe and Central/South America show a minor decrease.

Searches Started in Quarter 1 2006, by Region as Percentage of Total

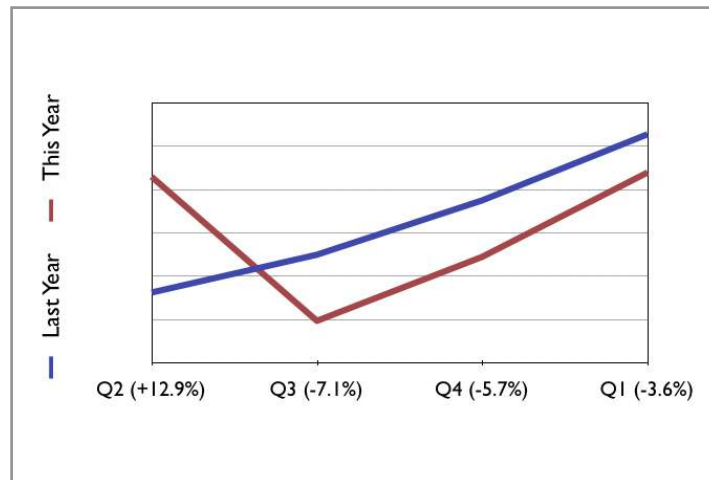


REGIONAL TRENDS: Europe

Trend in Number of Searches Started in Europe

The number of searches started in Europe continues to increase by 9.0% from Q4 2005 to Q1 2006. In comparison to the same period the previous year the number of searches started in Europe is slightly lower (-3.6%).

Quarterly Trend in Number of Searches Started in Europe, as Compared to Previous Year



Market Share by European Sub-Region

UK searches accounted for 32.0% of the total European market, a 20.0% increase from Q4 2005 to Q1 2006 and a noteworthy shift from the previous quarter on quarter decrease of 11.4%. The number of searches started in Germany also increased from the previous quarter by 23.1%, capturing 14.0% of the total market. Similarly in France the number of searches increased from Q4 2005 to Q1 2006 by 7.0%, this followed a previous quarter on quarter drop of 4.2%. France accounted for 10.0% of the European market share in Q1 2006.

Searches Started in Quarter 1 2006 by European Sub-Region, as Percentage of Total Europe

