

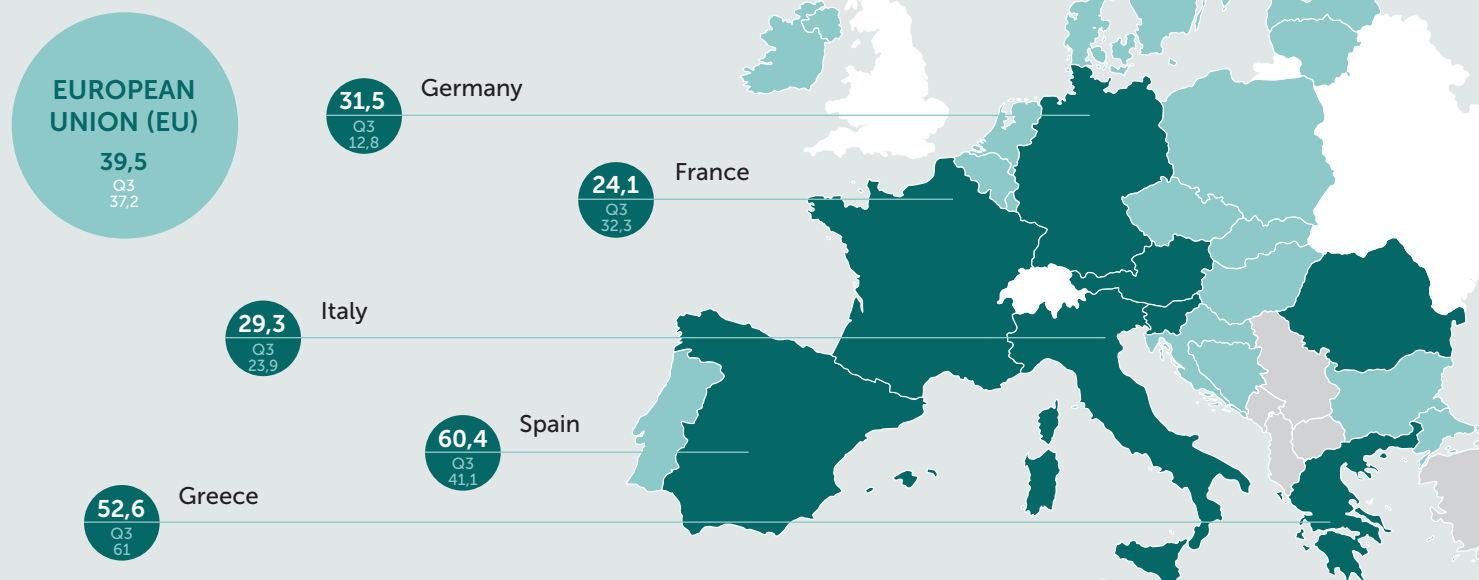
# Summary

feaco

Analysis of the results to December 2022

## STATE OF BUSINESS INDEX | Q4 2022

(Range -100 to +100)



After a slight decline in the last quarter, the State of Business Index of the European consulting market increased again by 2.3 points to 39.5 in the last quarter of 2022. Overall, this gives the consultancies a positive outlook for the coming year 2023.

If looking at the individual countries, however, there are individual differences. While the index has risen in Germany, Italy and Spain, Greece and France have recorded a decline. This shows that the crisis is not yet over and that the economy is recovering more slowly in some countries than in others.

	Europe	France	Italy	Germany	Greece	Spain
<b>What is your company's turnover size in comparison to other management consulting companies within your country?</b>						
a. Large (Top 100)	22%	11%	35%	13%	42%	55%
b. Medium Sized	30%	54%	31%	54%	26%	45%
c. Small	19%	35%	35%	33%	32%	0%
<b>How is your company's present state of business?</b>						
a. Good (above budget)	34%	20%	52%	51%	63%	55%
b. Satisfying	28%	64%	27%	37%	26%	45%
c. Dissatisfying (below budget)	8%	15%	21%	12%	11%	0%
<b>How has your company turnover developed in the past three months?</b>						
a. Increase	45%	54%	62%	51%	63%	88%
b. Remain stable	21%	39%	28%	36%	32%	12%
c. Decrease	5%	7%	10%	13%	5%	0%
<b>How is your company's current number of assignments?</b>						
a. Large	27%	25%	34%	36%	37%	55%
b. Satisfying	36%	59%	52%	46%	53%	45%
c. Dissatisfying	8%	16%	14%	18%	10%	0%
<b>Please consider the last six months. How do you expect your company's performance in the next six month?</b>						
a. Better	36%	50%	41%	36%	58%	66%
b. Stable	31%	45%	48%	52%	37%	34%
c. Worse	5%	5%	11%	12%	5%	0%
<b>State of the Industry Index</b>	<b>39,5</b>	<b>24,1</b>	<b>29,3</b>	<b>31,5</b>	<b>52,6</b>	<b>60,4</b>

### ABOUT THE FEACO BAROMETER

The level of business activity of the consulting industry requires a finely-tuned steering given the frequency and reactivity with which it is evolving. That is why the index supplied by the barometer of the consulting barometer offers a tool that makes it possible to anticipate the industry's short-term and mid-term developments. This index is the result of a mathematical calculation based on the German Ifo Index (see [www.cesifo-group.de](http://www.cesifo-group.de)) integrating two quality factors:

- The perception of the current situation as experienced by consulting companies.
- Their estimation of the short-term trends.
- It makes it possible to draw conclusions at two levels: The evolution of the situation of each respondent country over time and the difference in the evolution of each Feaco member country.
- The Feaco barometer is quarterly and factors in the data obtained from the Feaco member countries France, Italy, Germany, Greece and Spain

### ABOUT THE FEACO

FEACO, the European Federation of Management Consultancies Associations, is a not-for-profit organisation. Established in 1960, the Federation counts 15 national member associations.

The general purpose of FEACO is to assist in the promotion and development of the profession of Management Consultancy in Europe by providing support to its constituent National Association membership in those areas where a collective voice is stronger than the sum of its individual members.