

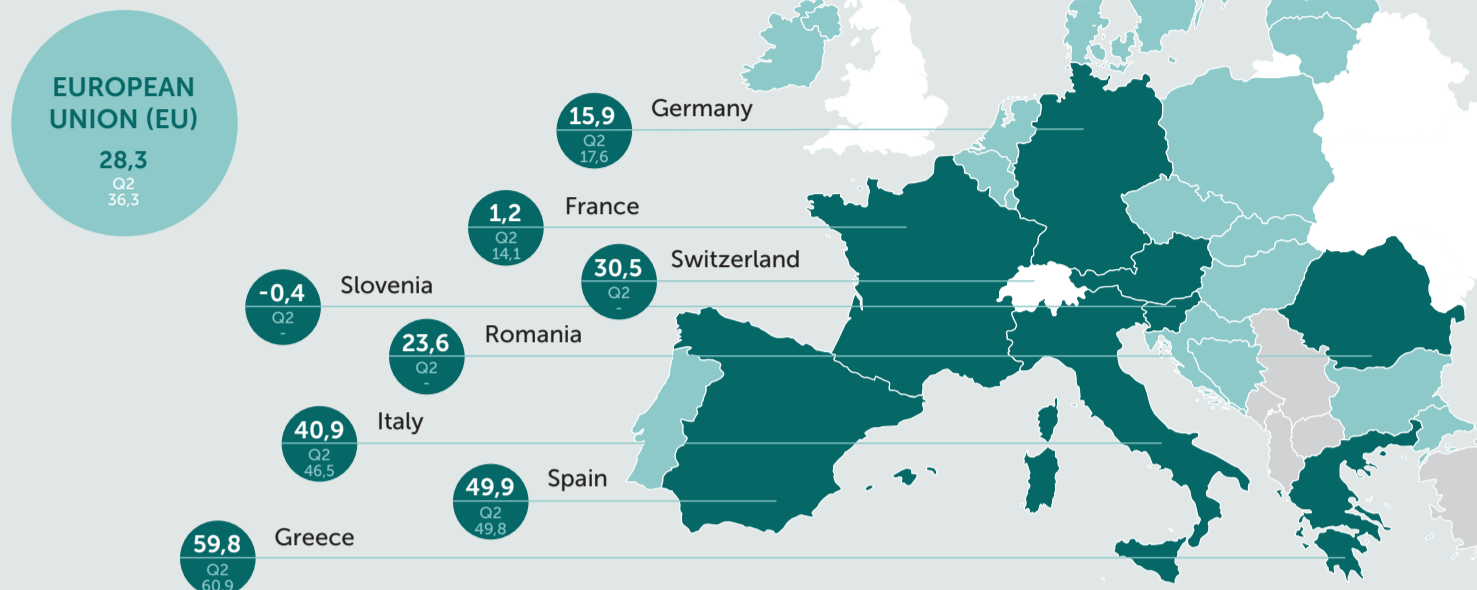
# Summary

feaco

Analysis of the results to September 2023

## STATE OF BUSINESS INDEX | Q3 2023

(Range -100 to +100)



In the third quarter of 2023, the feaco State of the Industry Barometer has, for the second time in a row, registered a decline, dropping by 8 points and currently settling at 28.3.

As observed in the preceding quarter, there is a widespread pattern of marginal decreases in the index values of nearly all countries. Particularly noteworthy is the substantial decline in France, where the index dropped by a significant -12.9 points. Germany and Greece have also experienced slight dips in their respective indices, while Italy, in contrast, has exhibited a modest increase. The consistent trend of decreasing indices across most countries underscores the prevailing uncertainty in the industry.

	Europe	France	Germany	Greece	Italy	Romania	Slovenia	Spain	Switzerland
<b>What is your company's turnover size in comparison to other management consulting companies within your country?</b>									
a. Large (Top 100)	24%	30%	19%	42%	39%	0%	0%	58%	0%
b. Medium Sized	38%	40%	57%	26%	33%	37%	25%	34%	50%
c. Small	39%	30%	24%	32%	28%	63%	75%	8%	50%
<b>How is your company's present state of business?</b>									
a. Good (above budget)	31%	9%	38%	47%	33%	13%	25%	58%	25%
b. Satisfying	57%	65%	46%	48%	56%	74%	62%	42%	62%
c. Dissatisfying (below budget)	12%	26%	16%	5%	11%	13%	13%	0%	13%
<b>How has your company turnover developed in the past three months?</b>									
a. Increase	39%	39%	47%	53%	61%	0%	13%	58%	38%
b. Remain stable	46%	48%	37%	42%	22%	62%	74%	34%	49%
c. Decrease	15%	13%	16%	5%	17%	38%	13%	8%	13%
<b>How is your company's current number of assignments?</b>									
a. Large	21%	13%	25%	39%	17%	25%	0%	33%	13%
b. Satisfying	66%	65%	52%	55%	61%	62%	87%	67%	74%
c. Dissatisfying	14%	22%	23%	6%	22%	13%	13%	0%	13%
<b>Please consider the last six months. How do you expect your company's performance in the next six month?</b>									
a. Better	44%	30%	28%	79%	72%	50%	0%	42%	50%
b. Stable	50%	61%	54%	21%	17%	50%	87%	58%	50%
c. Worse	6%	9%	18%	0%	11%	0%	13%	0%	0%
<b>State of the Industry Index</b>	<b>28,3</b>	<b>1,2</b>	<b>15,9</b>	<b>59,8</b>	<b>40,9</b>	<b>23,6</b>	<b>-0,4</b>	<b>49,9</b>	<b>30,5</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, Germany, Greece, Italy, Romania, Slovenia, Spain and Switzerland.

### 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.