

EFCA Barometer Spring 2013

The state of the European consulting engineering sector

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EFCA Barometer Task Group



EFCA Barometer Task Group:

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1. Introduction

After a 'trial year' in 2012, the Barometer Task Group has finalised the survey and the tools to collect information on turnover, staff and order stock from European consulting engineers, through the member associations of EFCA.

Either through own research or through a multilingual survey tool which was provided by EFCA, the member associations were able to provide the task group with elementary information on the state of business in their respective countries. Based on this information, the Task Group produced this report, which gives an overview of the consulting engineering sector in Europe, detailing developments over the past 6 months and the expected trends for the coming half year.

2. Respondents

The following member associations responded to the Spring 2013 survey:

ORI	Belgium
NLingenieurs	The Netherlands
SKOL	Finland
FRI	Denmark
STD	Sweden
Podgorica	Montenegro
Tecniberia	Spain
CACE	Czech Republic
APPC	Portugal
VBI	Germany
OAI	Luxemburg
OICE	Italy
NACES	Slovenia
BACEA	Bulgaria

3. Survey results

3.1 The general picture

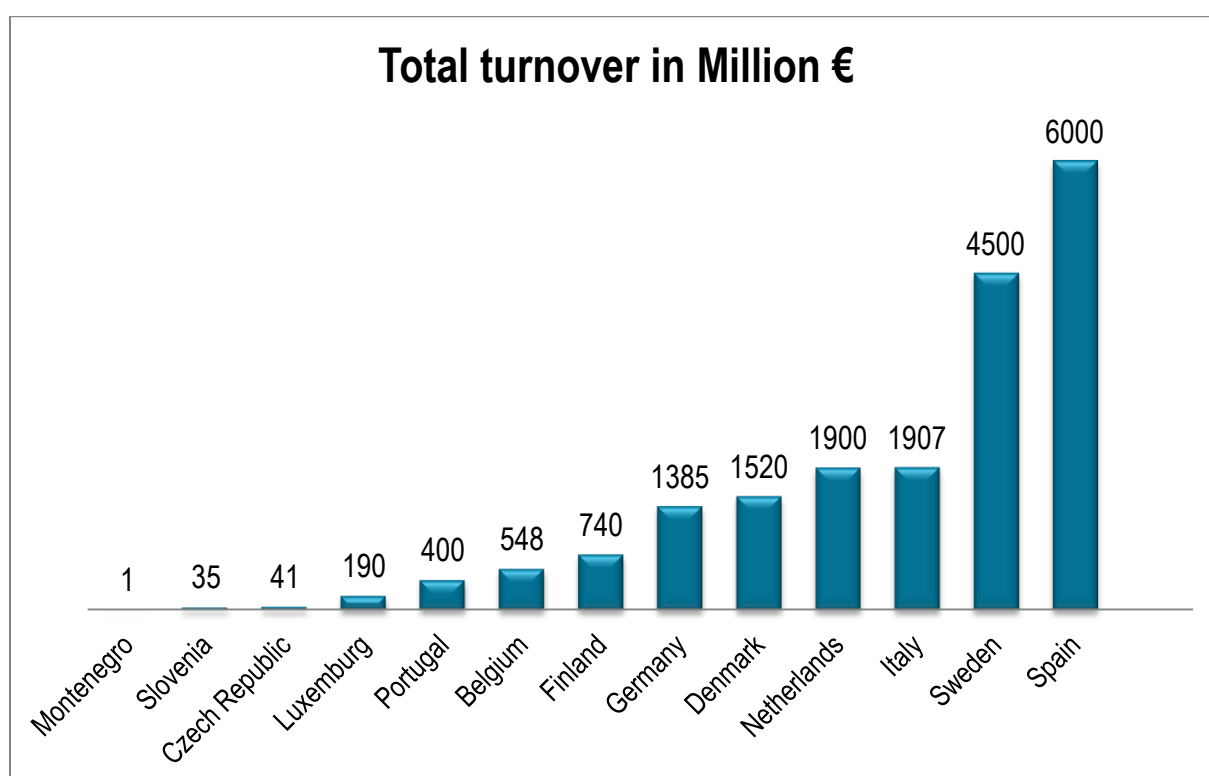
The EFCA Barometer focuses on three main topics: turnover, employment and market volume. General results from the survey:

- Total turnover: 19166.85 Million €
- Average profit ratio in % of turnover in 2012: 5.8%
- Average % of turnover from private sector: 44.6%
- Average % of turnover from public sector: 44.2%
- Average % of turnover from export: 11.1%
- Total number of staff: 90302 FTE
- Average order stock in months: 4.7 months

3.2 Turnover

3.2.1 Total turnover

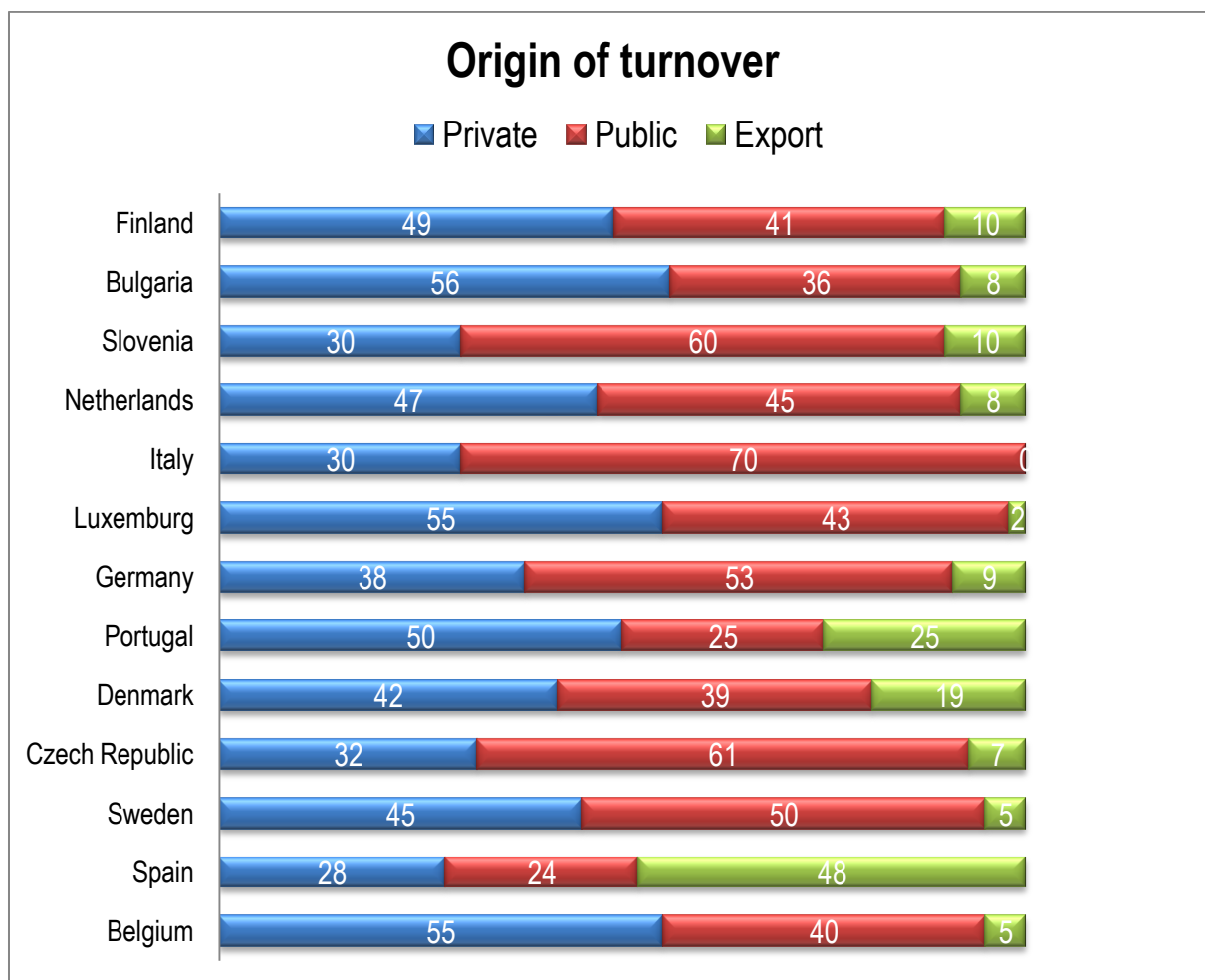
The total turnover of all the 14 (*) participating associations is 19166.85 Million Euros (19 Billion Euros).



* We received incorrect data from Bulgaria.

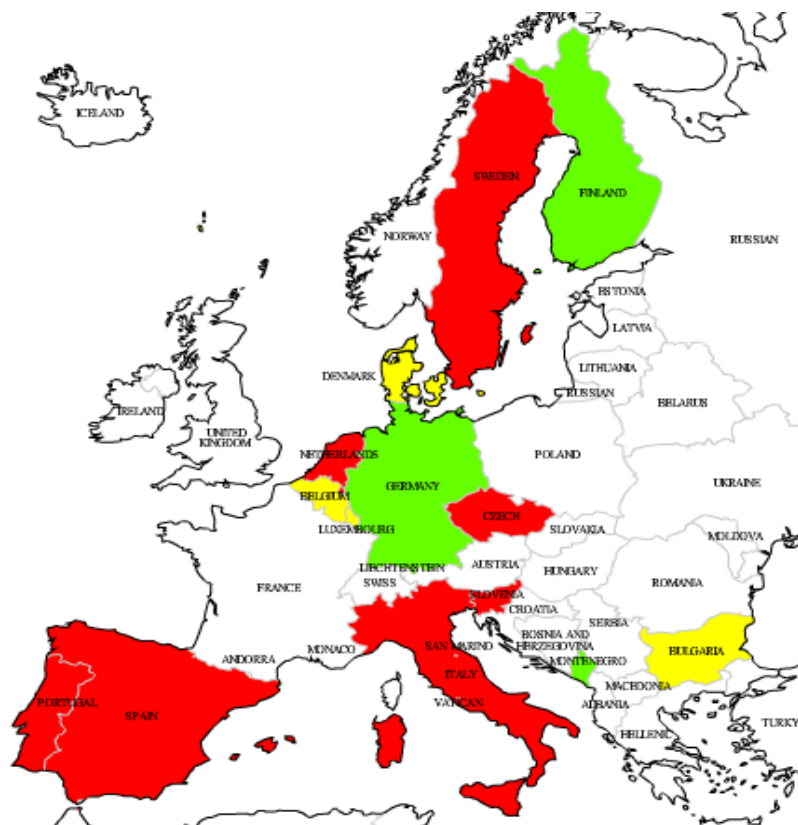
3.2.2 Origin of turnover

On average, 44.6% of the turnover in Europe comes from the private sector. The remaining turnover results from the public sector (44.2 %) and from export (11.1%). In Italy, the impact of the public sector is biggest, with 70% of all turnover stemming from public clients. In Montenegro, however, the private sector is clearly most important, with 80% of turnover being made there. For Spain, the export is crucial for turnover, with 48% of all turnover coming from export.



3.2.3 Developments in turnover

Looking at the trend of the total turnover during the past six months. We can conclude that the turnover is decreasing. In half of all participating countries, the general trend in turnover has been a decline. Only 21% of all countries report an increase and 29% report a status quo in turnover development.

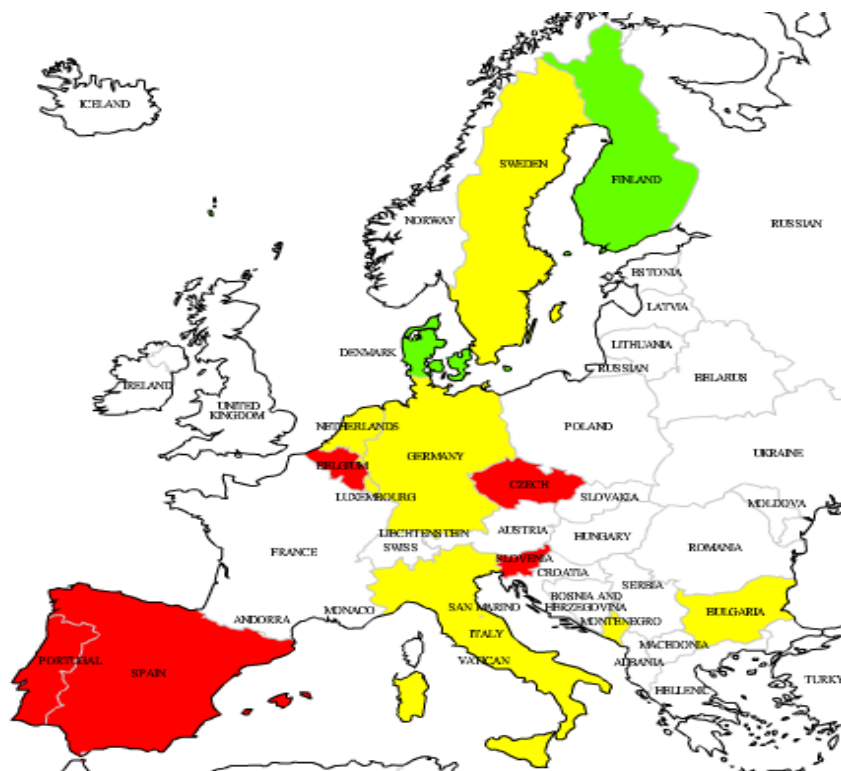


Legend: increased (green), status quo (yellow) and decreased (red).

Compared to the results of the past two surveys, it turns out that the situation in Europe has worsened. In November 2012, over half of the respondents indicated the turnover in their national sector was in a status quo. A similar number was reported in May 2012. Now, less than one-third of all countries report a stable turnover and there are only a few countries with a general increase in turnover.

3.2.4 Expected developments in turnover

Respondents were asked about the expected development in their turnover for the next six months. Half of the associations expect the turnover in their country to stabilize. 36% fear the turnover is going to decrease (further). 14% expect the turnover to increase in the upcoming half year.

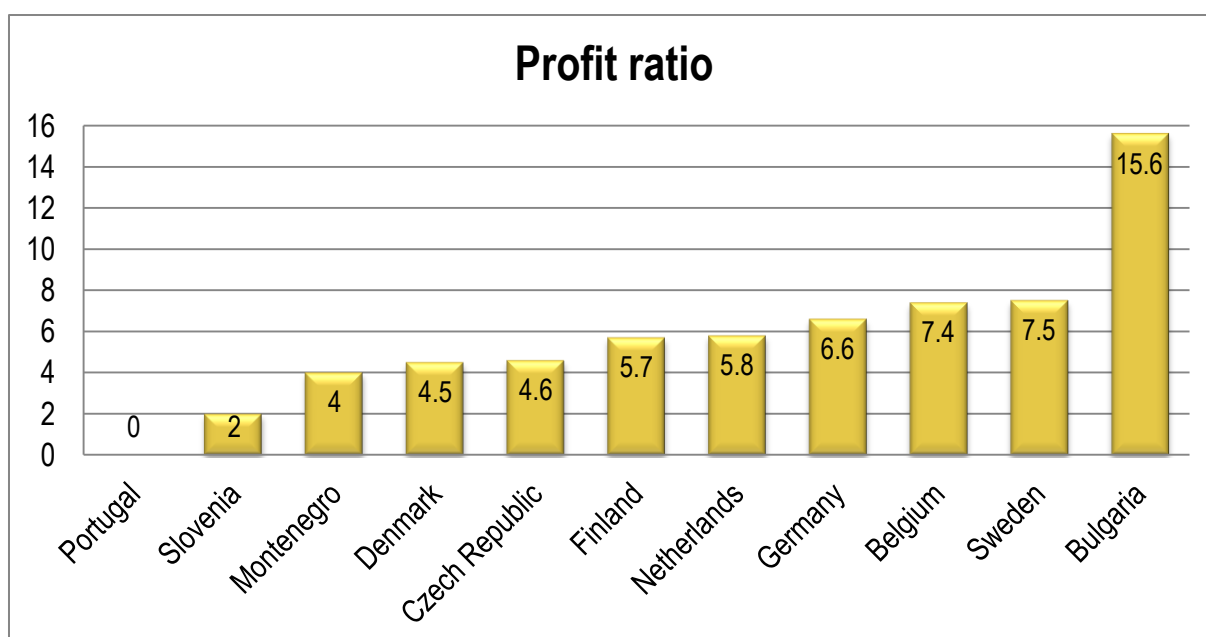


Legend: increased (green), status quo (yellow) and decreased (red).

3.2.5 Profit

Once a year, we ask the member associations for the average profit ratio in their country. Profit ratio is defined as EBITDA: earnings before interest, taxes, depreciation, and amortization. On average, the European profit ratio is 5.8 % of the total turnover.

Per country, the results widely differ. Bulgaria has by far the highest profit ratio, with an average of 15.6%. The lowest profit ratio is generated in Portugal, where the profit is 0% of the turnover, on average. *



*We received no data from Italy, Luxemburg and Spain.

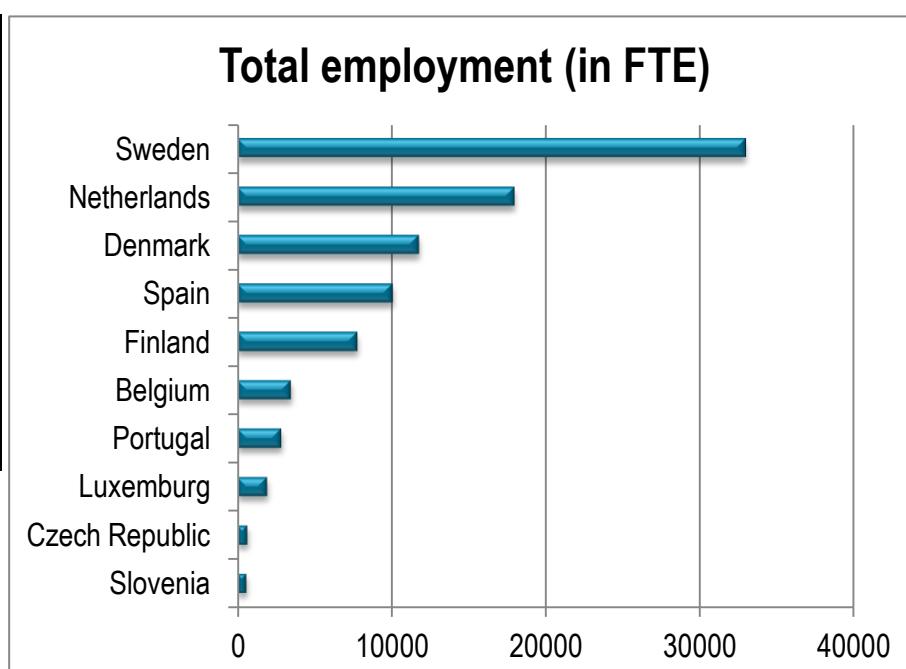
3.3 Employment

3.3.1 Staff volume

In total, the participating associations represent 90,302 full-time employees.

Per country, the associations (*) reported that their members employ the following amount of personnel:

Country	Staff (FTE)
Slovenia	600
Czech Republic	680
Luxemburg	1950
Portugal	2874
Belgium	3500
Finland	7800
Spain	10098
Denmark	11800
Netherlands	18000
Sweden	33000

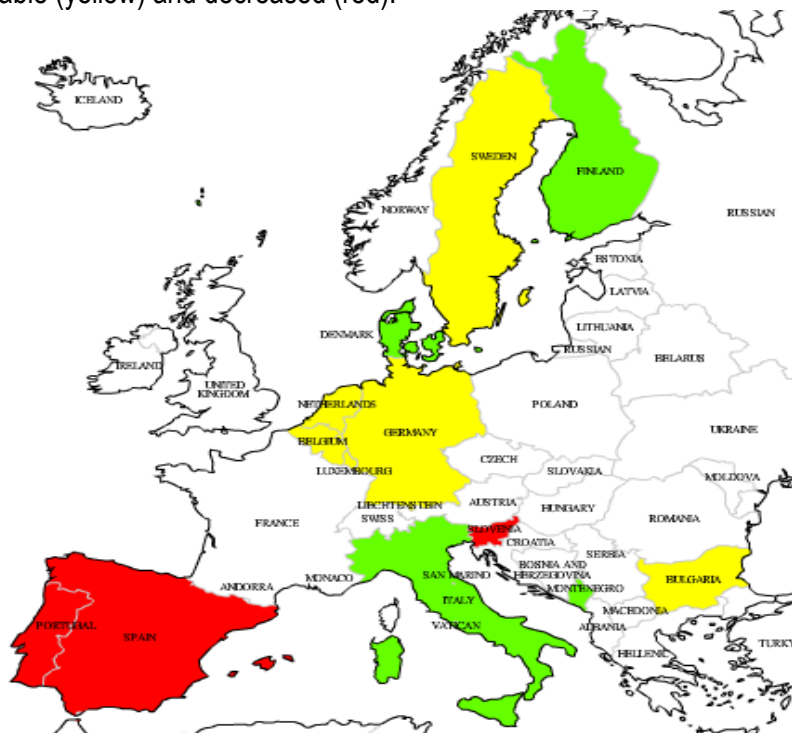


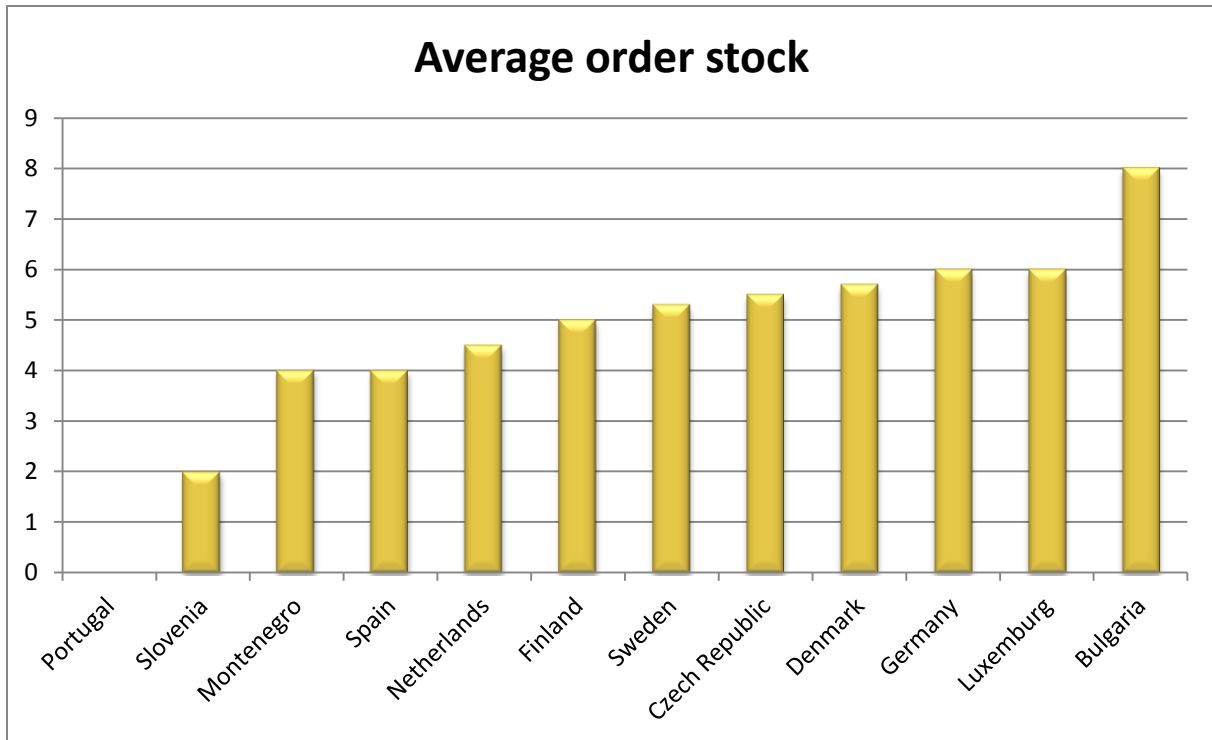
* We received incorrect data from Bulgaria, Italy and Germany

3.3.2 Developments in staff

The trend in employment varies among the European countries. The largest group (43%) indicates that the number of FTE has been stable over the past six months. Among the rest of the countries, both 29% is seeing a decline in staff among their members, and 29% is seeing an increase in number of FTE (Full Time Employees).

In the map below, you will see an indication of where employment has increased (green), has been stable (yellow) and decreased (red).

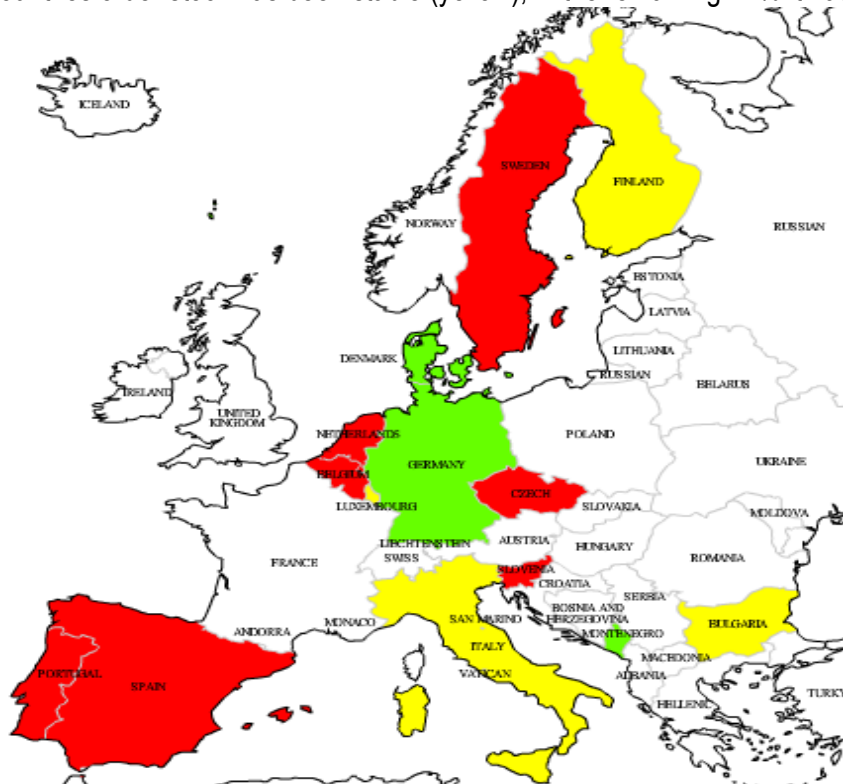




* We received no data from Italy and Belgium

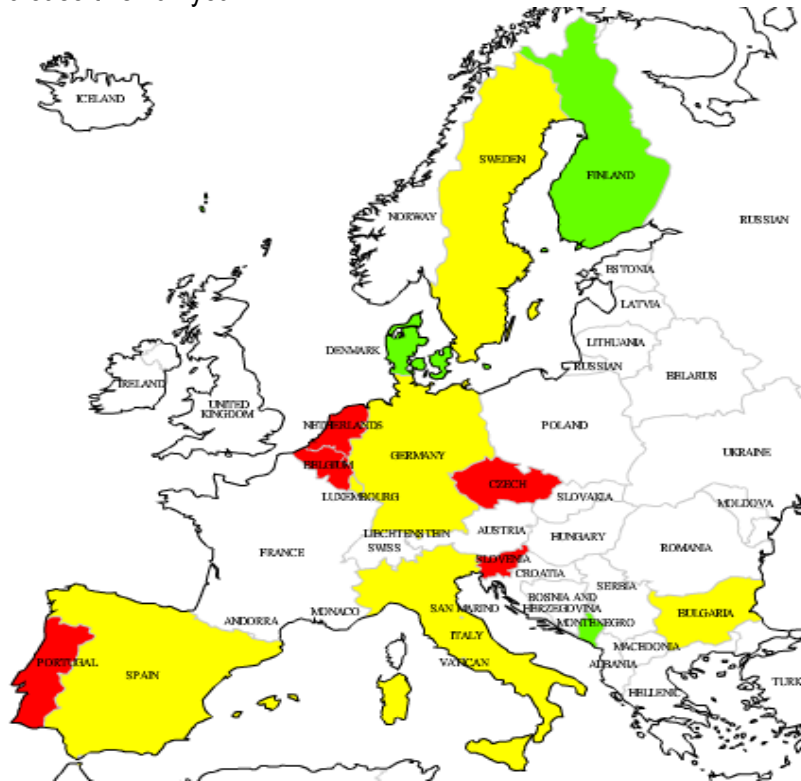
3.4.2 Development in order stock

On a whole, the average order stock of consulting engineers in Europe has been decreasing over the past half year. 50% of all participating countries report a decline in order stock (red). In 29% of all countries order stock has been stable (yellow), in the remaining 21% it has generally increased (green).



3.4.3 Expected development in order stock

Most consulting engineers in Europe (43% of the associations) are expecting their work order to stay the same in the coming 6 months. 36% expects it to decrease, even more. 21% is expecting the work load to increase this half year.



Legend: increased (green), status quo (yellow) and decreased (red).