

# EFCA Barometer Spring 2014

*The state of the European consulting engineering sector*

23-5-2014

EFCA Barometer Task Group

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## 1. Introduction

For the third year in a row, the Barometer Task Group has conducted the survey 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 that EFCA provides, the member associations were able to bring elementary information on the state of business in their respective countries to the task group with. 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 (14) to the Spring 2014 survey:

ORI	Belgium
BACEA	Bulgaria
CACE	Czech Republic
FRI	Denmark
SKOL	Finland
VBI	Germany*
OAI	Luxemburg
RIF	Norway
APPC	Portugal
NACES	Slovenia
Tecniberia	Spain
STD	Sweden
NLingenieurs	The Netherlands
ATCEA	Turkey

\*VBI responded partially

### 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: 18210,3 Million €

- Average profit ratio in % of turnover in 2013: 6.0%
- Average % of turnover from private sector: 54.0%
- Average % of turnover from public sector: 42.0%
- Average % of turnover from export: 4%

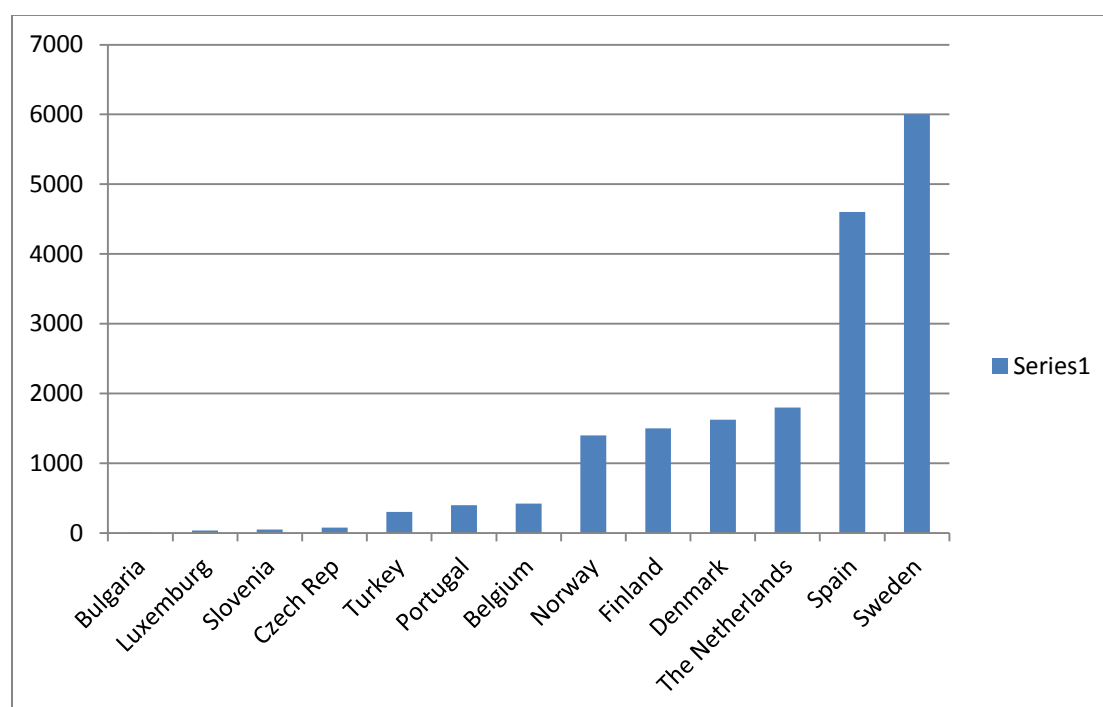
Total number of staff: 114706 FTE

- Average order stock in months: 5,8 months

#### 3.2 Turnover

##### 3.2.1 Total turnover

TURNOVER  
(in millions euros)

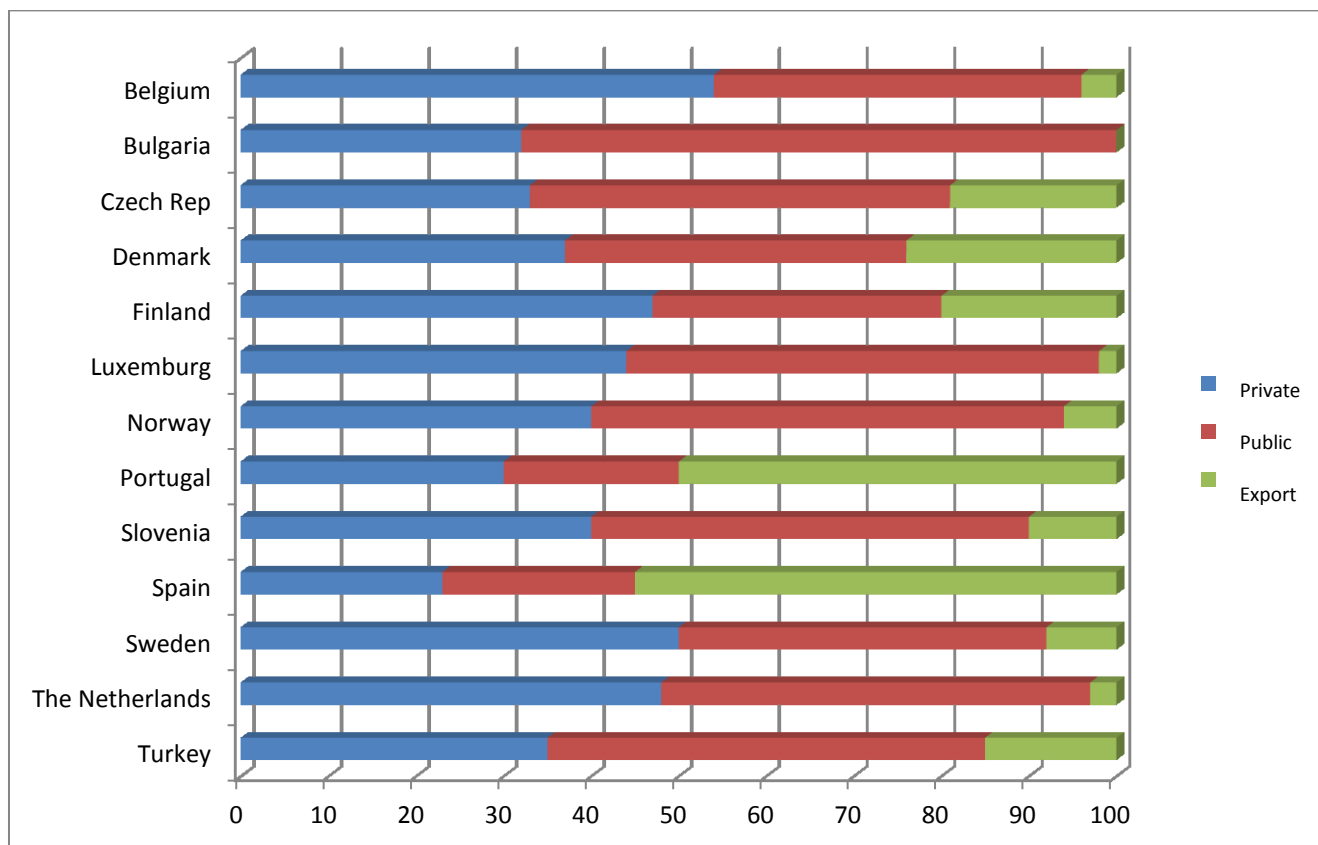


The total turnover of all the 13 (\*) participating associations is 18.210,3 Million Euros (18 Billion Euros).

*\*The data from Bulgaria, Luxemburg and Germany are not representative*

### 3.2.2 Origin of turnover

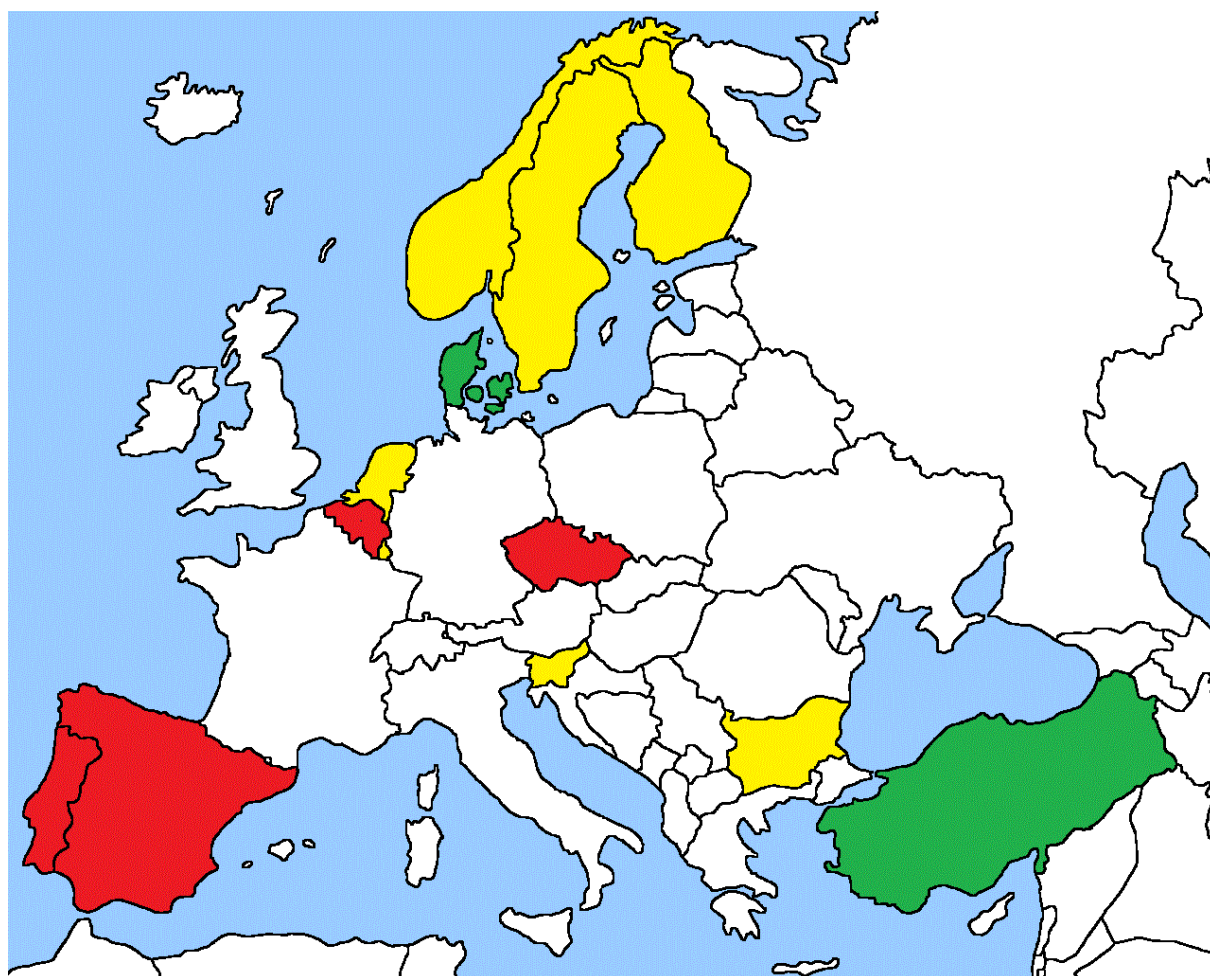
On average, 39,46% of the turnover in Europe comes from the private sector. The remaining turnover results from the public sector 43,92% and from export 16,62 %. For Spain and Portugal, the export is crucial for turnover, with respectively 55% and 50% of all turnover coming from export.



### 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 tending to status quo and slightly ameliorating.

### Turnover past six months



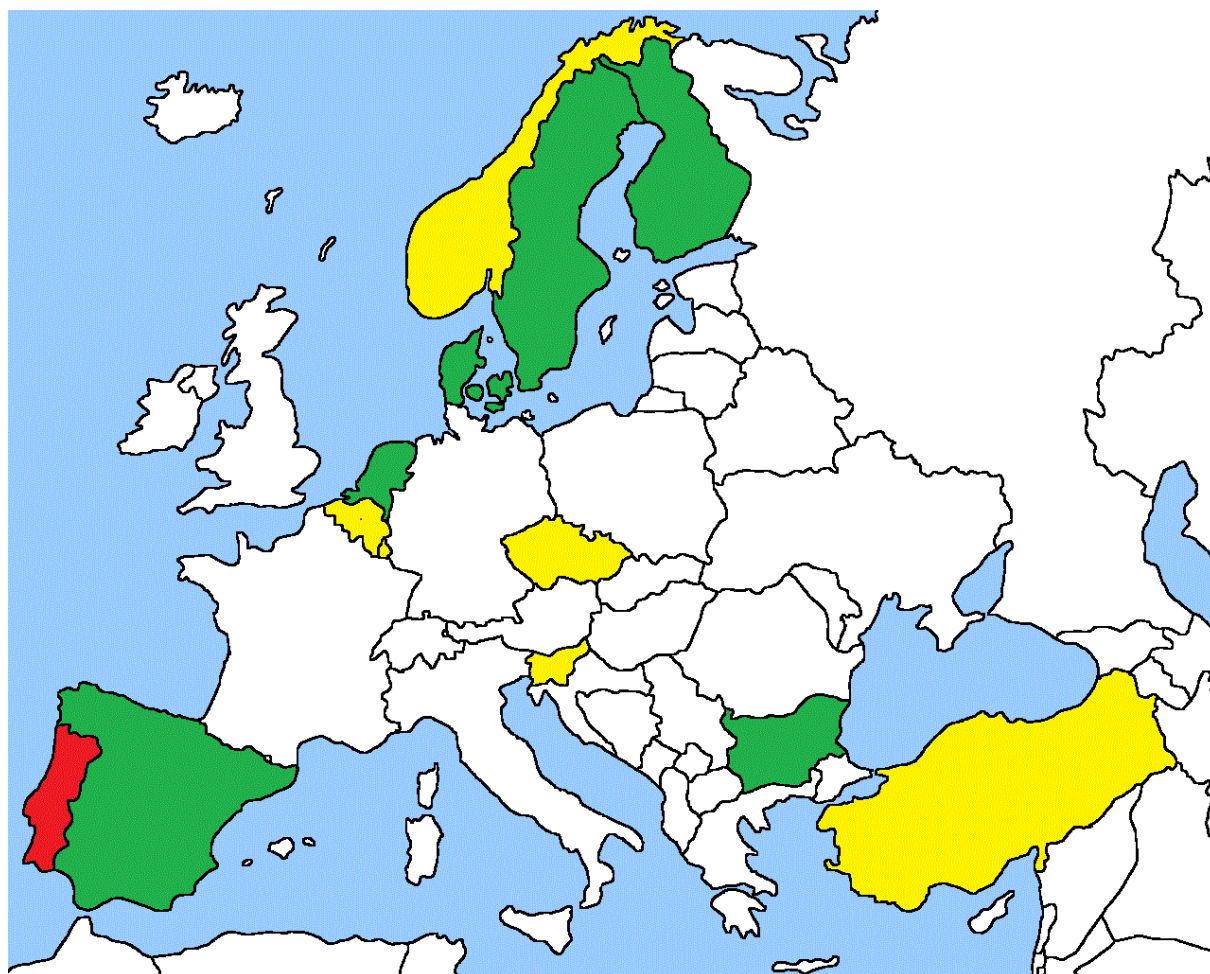
increased (green), has been stable (yellow) and decreased (red).

Compared to the results of the past two surveys, it turns out that the situation in Europe is becoming more hopeful. In November 2012, half of the respondents indicated a status quo of the turnover in their national sector. In 2013, half of all responding countries have a stable turnover and two countries (Denmark and Turkey) a general increase in turnover. It is still difficult in Portugal, Spain, Belgium and the Czech Republic where the general trend in turnover is still declining.

#### 3.2.4 Expected developments in turnover

Respondents were asked about the expected development in turnover for the next six months. Half of the associations expect the turnover in their country to stabilize. The other half expects the turnover is going to increase (further). Only Portugal expects the turnover to decrease again in the upcoming half year.

### Expected turnover next six months



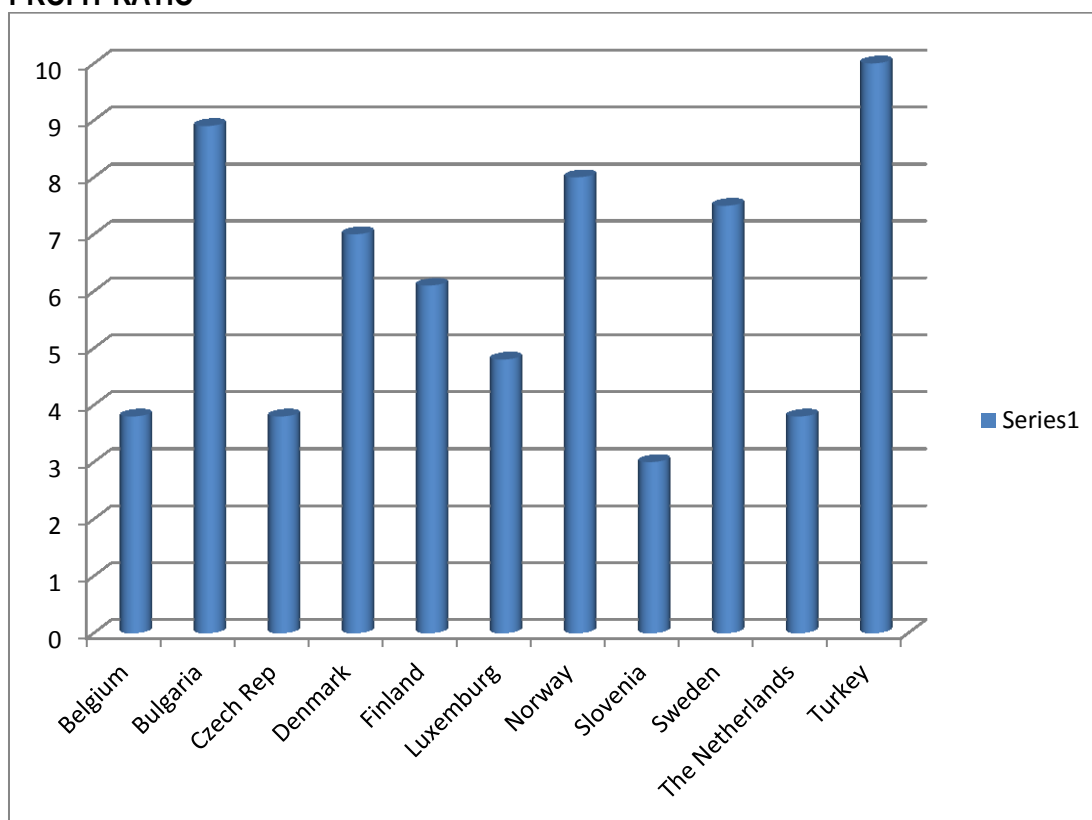
increased (green), has been stable (yellow) and decreased (red).

### 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 6.0 % of the total turnover.

Per country, the results widely differ. Turkey has by far the highest profit ratio, with an average of 10.0%. The lowest profit ratio is generated in Slovenia, where the profit is 3% of the turnover, on average. \*

## PROFIT RATIO



\*We received no data from Portugal and Spain.

## 3.3 Employment

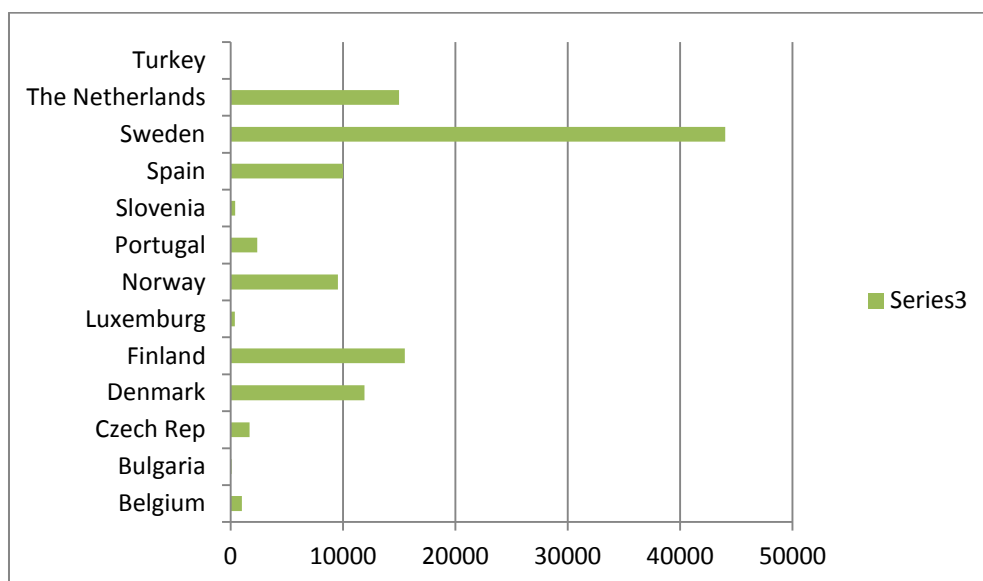
### 3.3.1 Staff volume

In total, the participating associations represent 111.897 full-time employees.

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

COUNTRY	STAFF (FTE)
Belgium	991
Bulgaria	91
Czech Rep	1677
Denmark	11900
Finland	15500
Luxembourg	372
Norway	9546
Portugal	2380
Slovenia	400
Spain	10000
Sweden	44000
The Netherlands	15000
Turkey	40



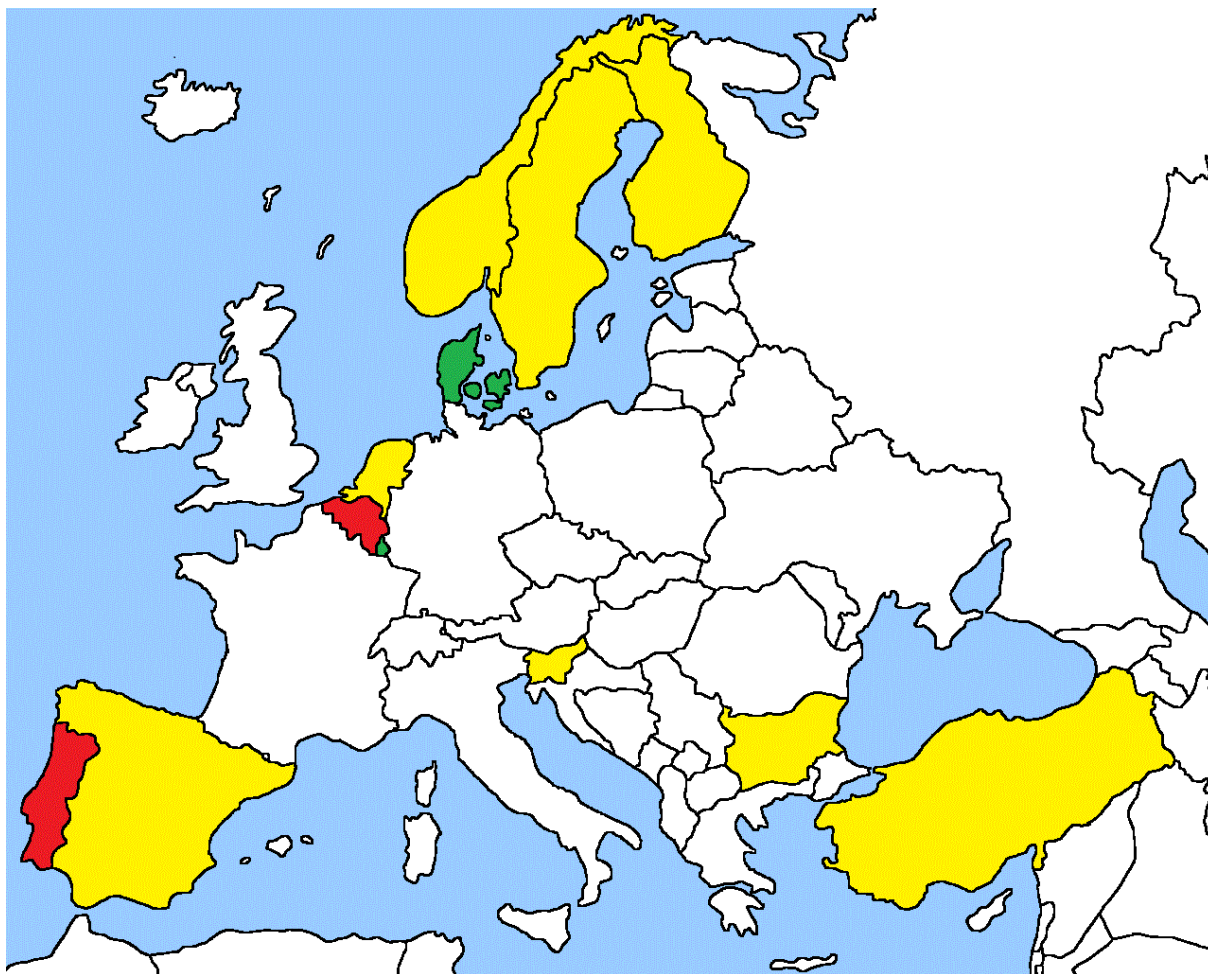


*\*The data that we receive from Turkey, Bulgaria and Belgium are not very relevant*

### 3.3.2 Developments in staff

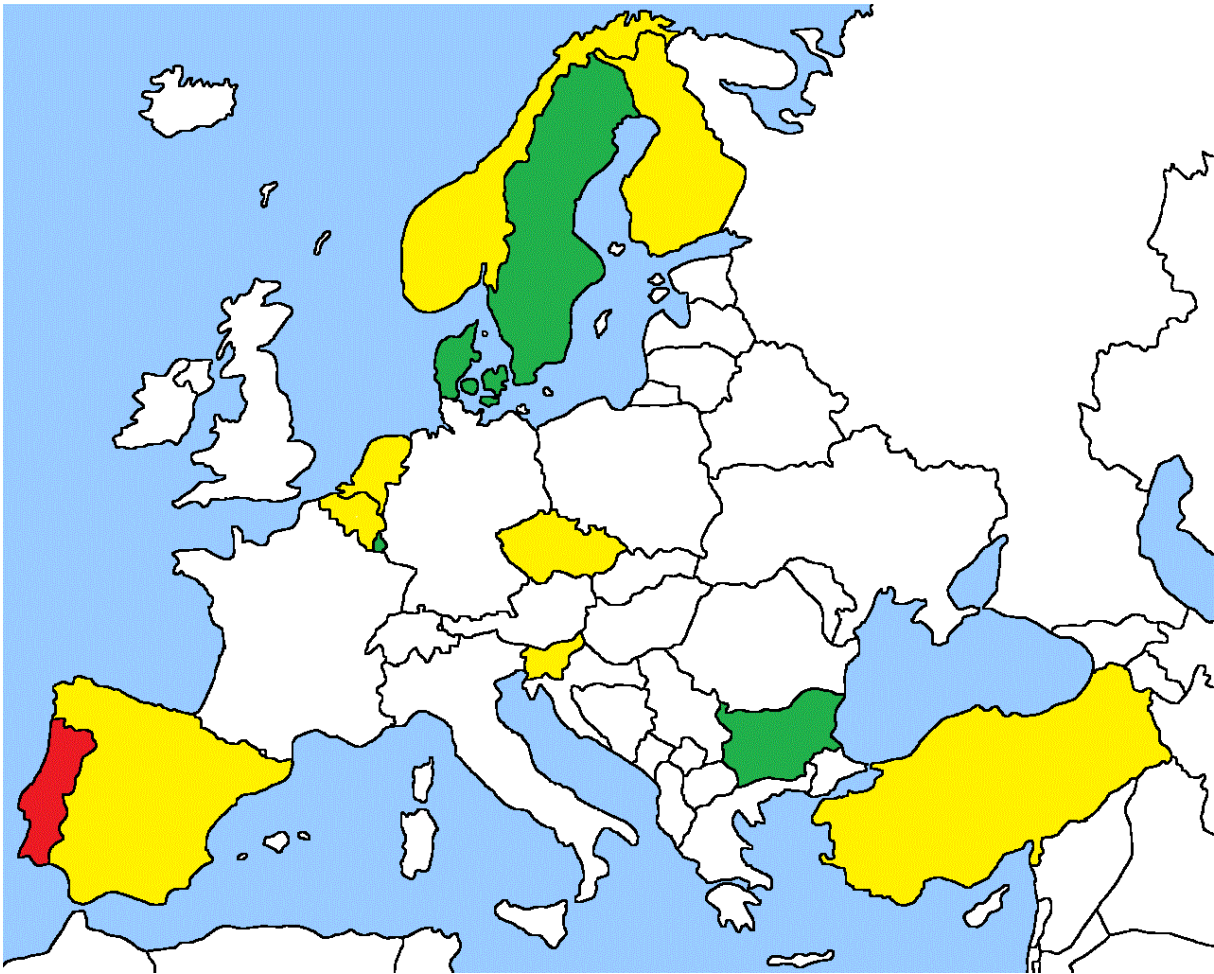
The trend in employment varies among the European countries. The largest group indicates that the number of FTE has been stable over the past six months. Among the remaining countries, Belgium and Portugal are seeing a decline in staff among their members, whilst Denmark and Luxemburg see an increase in number of FTE (Full Time Employees).

The map below gives an indication of the countries with increasing (green), stable (yellow) and decreasing (red) employment.



### 3.3.3 *Expected developments in staff*

Half of all associations expect the development in staff to stabilize in the next six months. Denmark, Sweden, Luxembourg and Bulgaria are hoping to see an increase in total employment. Portugal is still counting on a decline in employment.



increased (green), has been stable (yellow) and decreased (red).

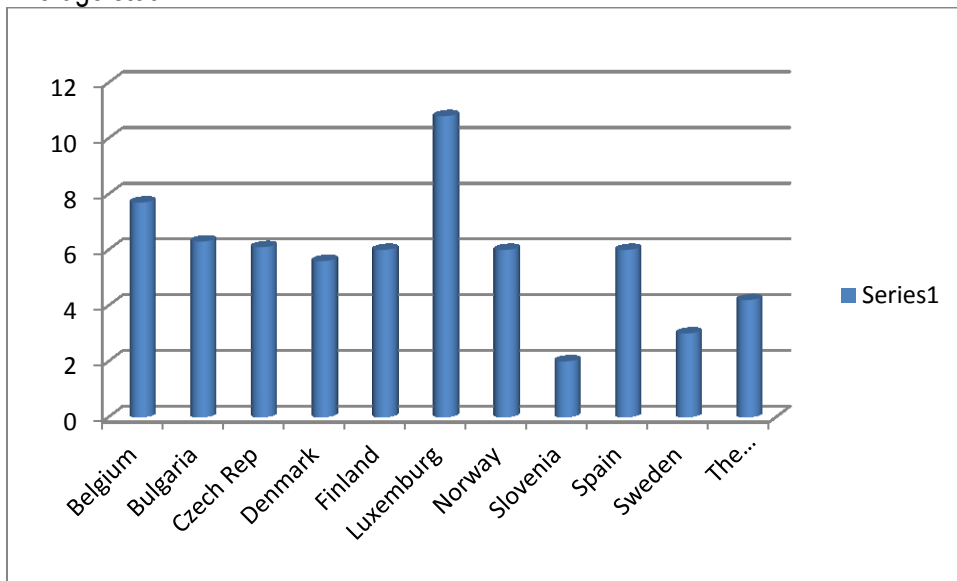
### 3.4 Market

#### *3.4.1 Average order stock*

On average, the order stock (i.e. the amount of work the consulting engineers have 'in stock') in Europe is 5.8 months.

The average order stock varies greatly among the countries that participated in this survey (\*). For instance, consulting engineers in Luxemburg have, on average, 10,8 months of work in hand. However, in Slovenia many consulting engineers have orders for only 2 months.

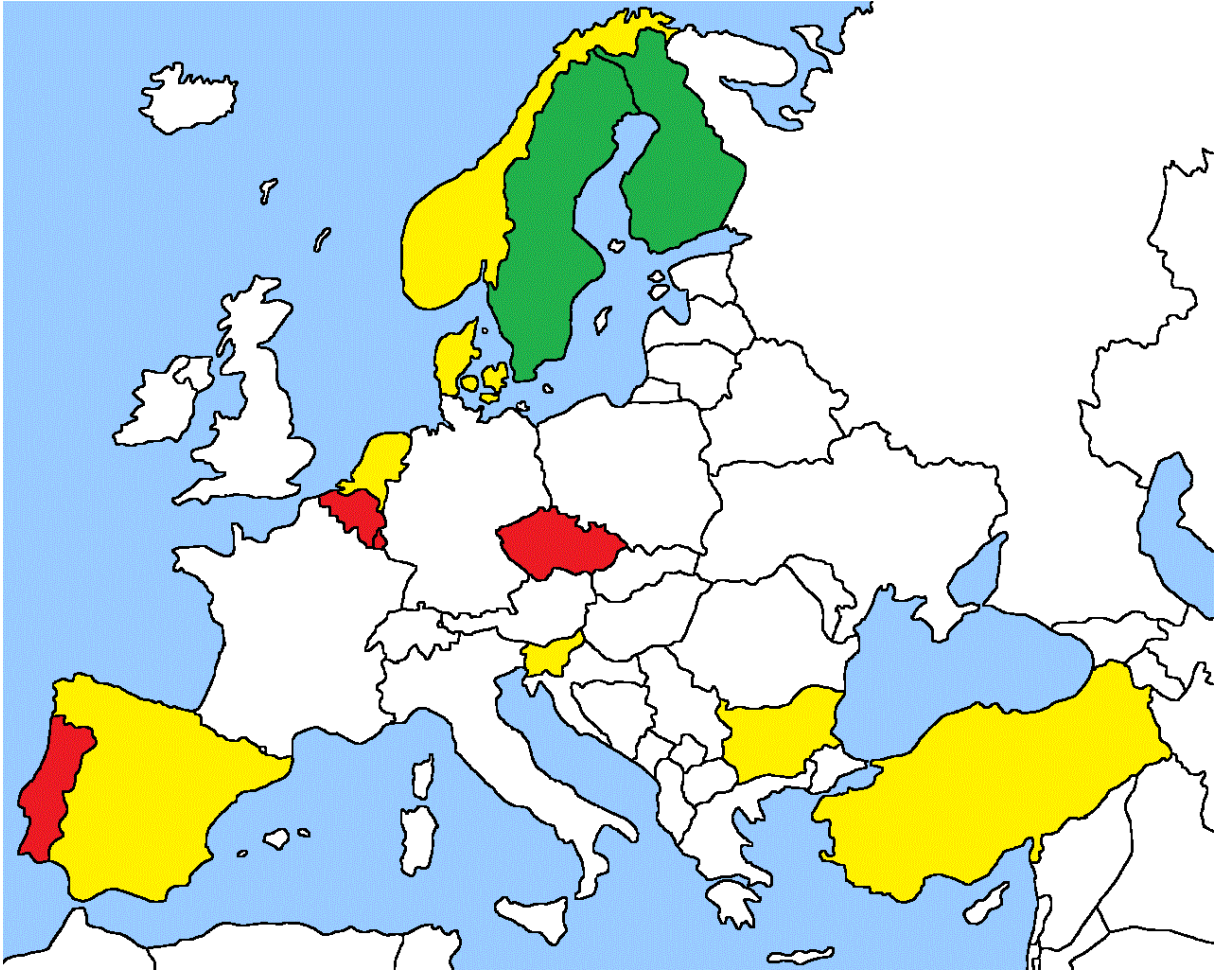
Average stock



\* We received no data from Italy and Belgium

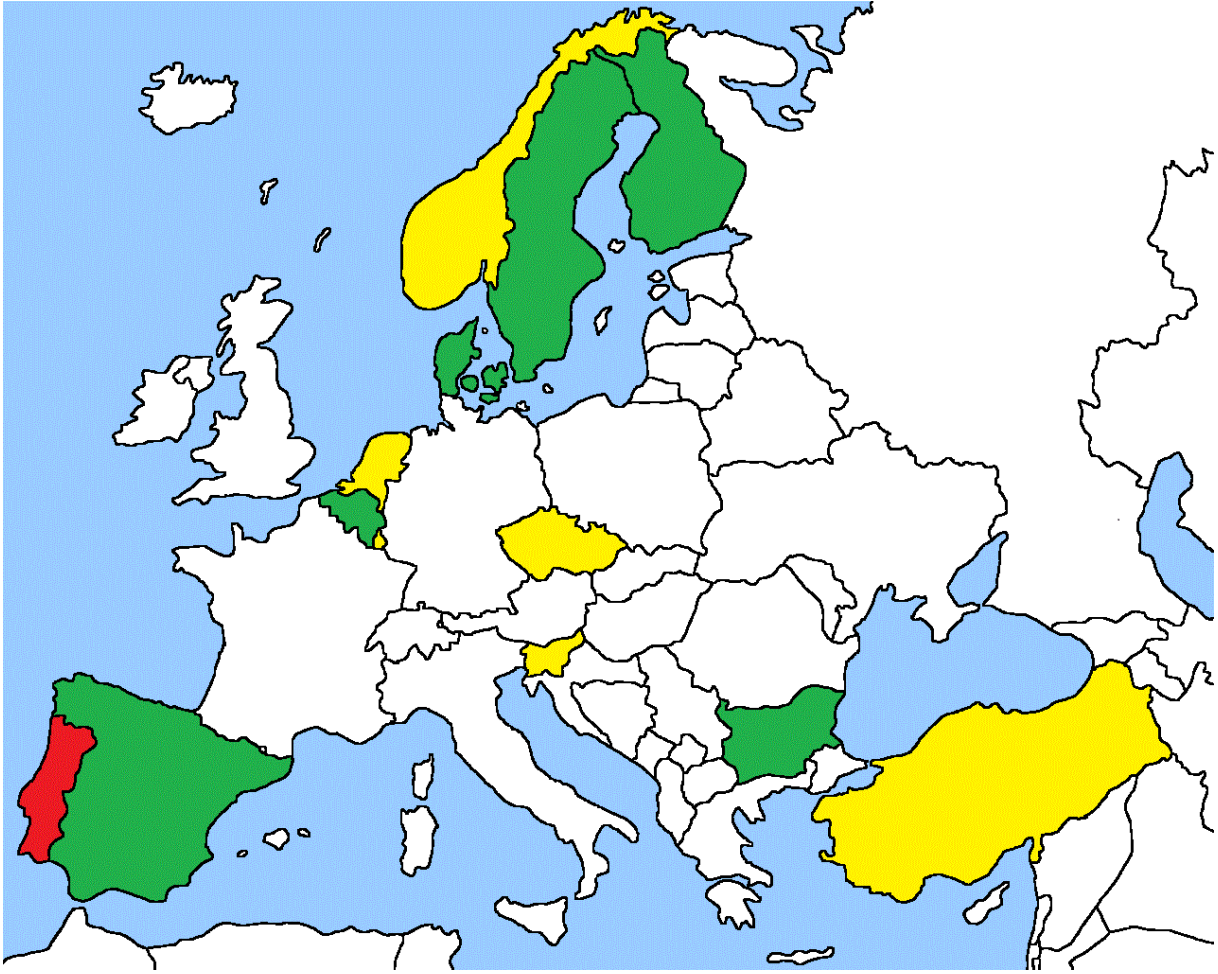
### 3.4.2 Development in order stock

On a whole, the average order stock of consulting engineers in Europe has been decreasing over the past half year. Most participating countries report that the order stock has been stable. Belgium, Portugal, Luxembourg and Czech Republic still reported a decline in order stock. In Finland and Sweden, order stock has generally increased.



### 3.4.3 Expected development in order stock

Half of the responding associations in Europe are expecting their order stock to increase. The other half of the responding associations expect the order stock to stay stable in the coming 6 months. Only Portugal expects it to decrease.



increased (green), has been stable (yellow) and decreased (red).