

IMA Membership Audit

Quarter 2 2013

April – June 2013

22/08/2013

Methodology and Sample

Completed Assignments

Enquiries



Methodology and Sample



- This report presents the findings of the second of four waves in 2013 of the IMA (Interim Management Association) Membership Audit.
- The study, now in its 8th year, has been carried out from 2006 on a quarterly basis.
- IMA members participated in an online survey entering data for each assignment completed between 1st April and 30th June 2013.
- This report is based upon findings from the 21 participating members of the IMA.
- Fieldwork was carried out between July and August 2013.

Completed Assignments



2013 at a glance

	Q1 2013	Q2 2013	Q3 2013	Q4 2013
IMA Members completing the survey	22	21	-	-
Cumulated turnover (millions)	£32.6	£42 	-	-
Average margin against revenue	16%	16%	-	-
Completed assignments	333	325 	-	-
New assignments started	377	409 	-	-
NET started - completed	+44	+84 	-	-
Average length (billable days)	130	181 	-	-

Number of completed assignments

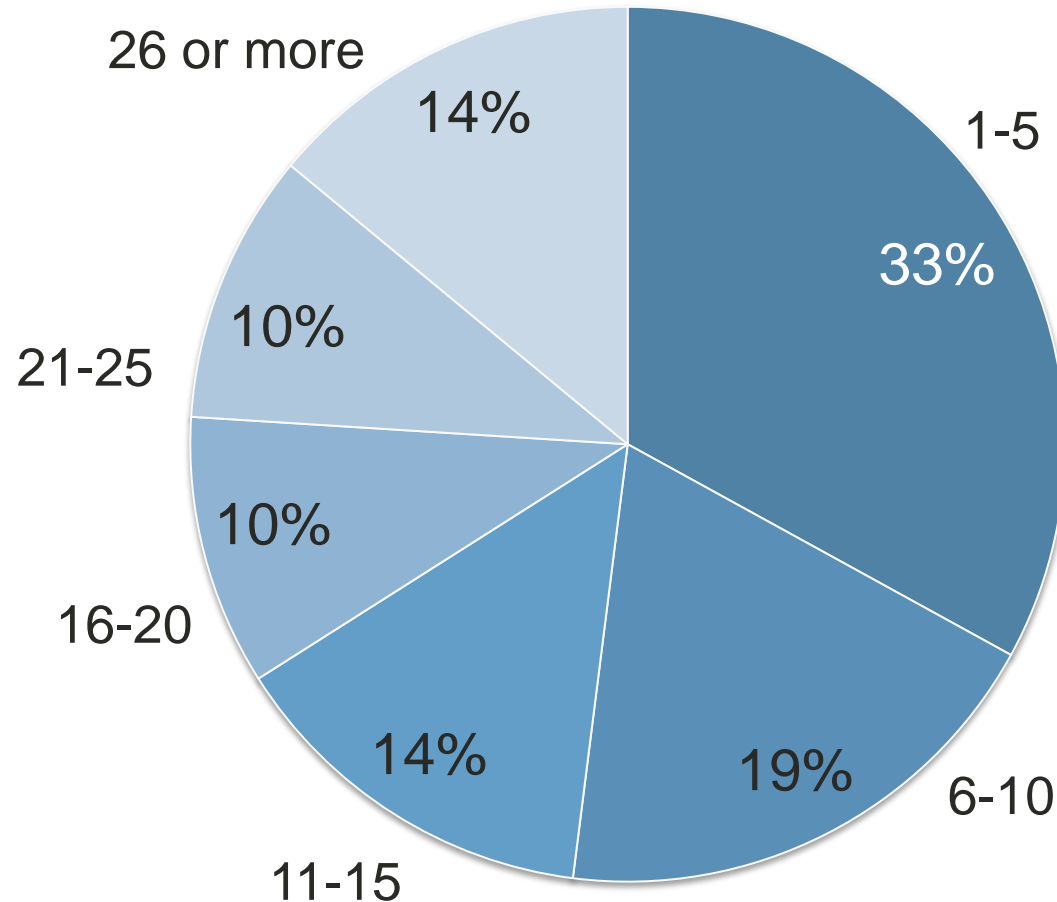
- During the second quarter of 2013, the 21 participating IMA members completed a total of 325 interim assignments, down 2.4% from the first quarter of 2013. The average number of assignments completed per member has remained the same as Q1 2013 at 15.
- The average number of assignments in progress per member has declined – the average this quarter is 62, down from 67 last quarter. However, assignments in progress has increased compared to Q2 2012 (58).
- The overall number of new assignments started in this quarter (409) is up 8% from Q1 2013 (377). However, the average number of new assignments has remained the same this quarter as last quarter at 19. The net difference between new assignments started (409) and completed (325) in this last quarter has doubled and remains positive at +84.
- As of 30th June 2013, the 21 participating IMA members had a total of 1,366 assignments in progress. The highest number of interim managers on assignment on 30th June 2013 from one member was 221.
- The average length of assignments has increased this quarter from 130 to 181 days.
- The share of female interim executives has increased 7 percentage points (35%), with the proportion of male interim executives falling accordingly (65%).

Number of assignments completed in the quarter

How many interim management assignments were completed by your company between 1st April and 30th June 2013?

Highest number of completed assignments by one member = 61

Total number of completed assignments by all members = 325



Base: IMA Members completing the survey (21)

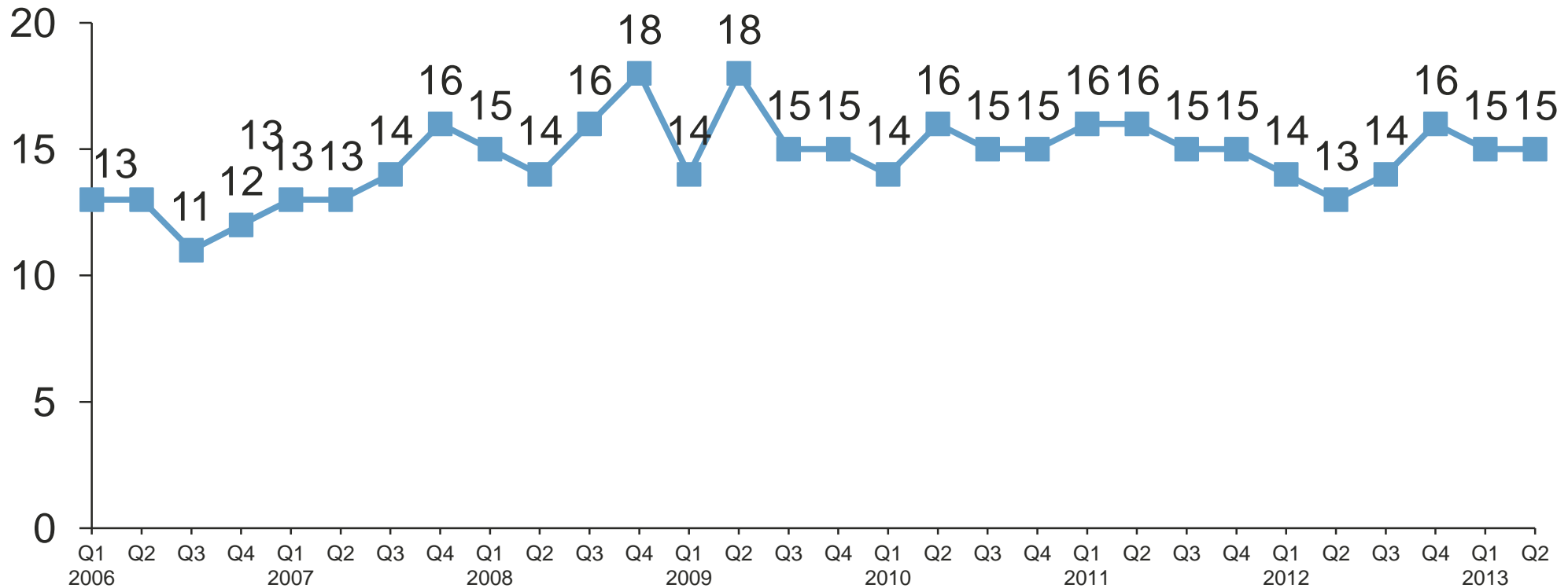
Number of completed assignments

Trend data

Average number of Interim management assignments completed per member in each quarter

Number of assignments
(actual numbers)

■ Average per member



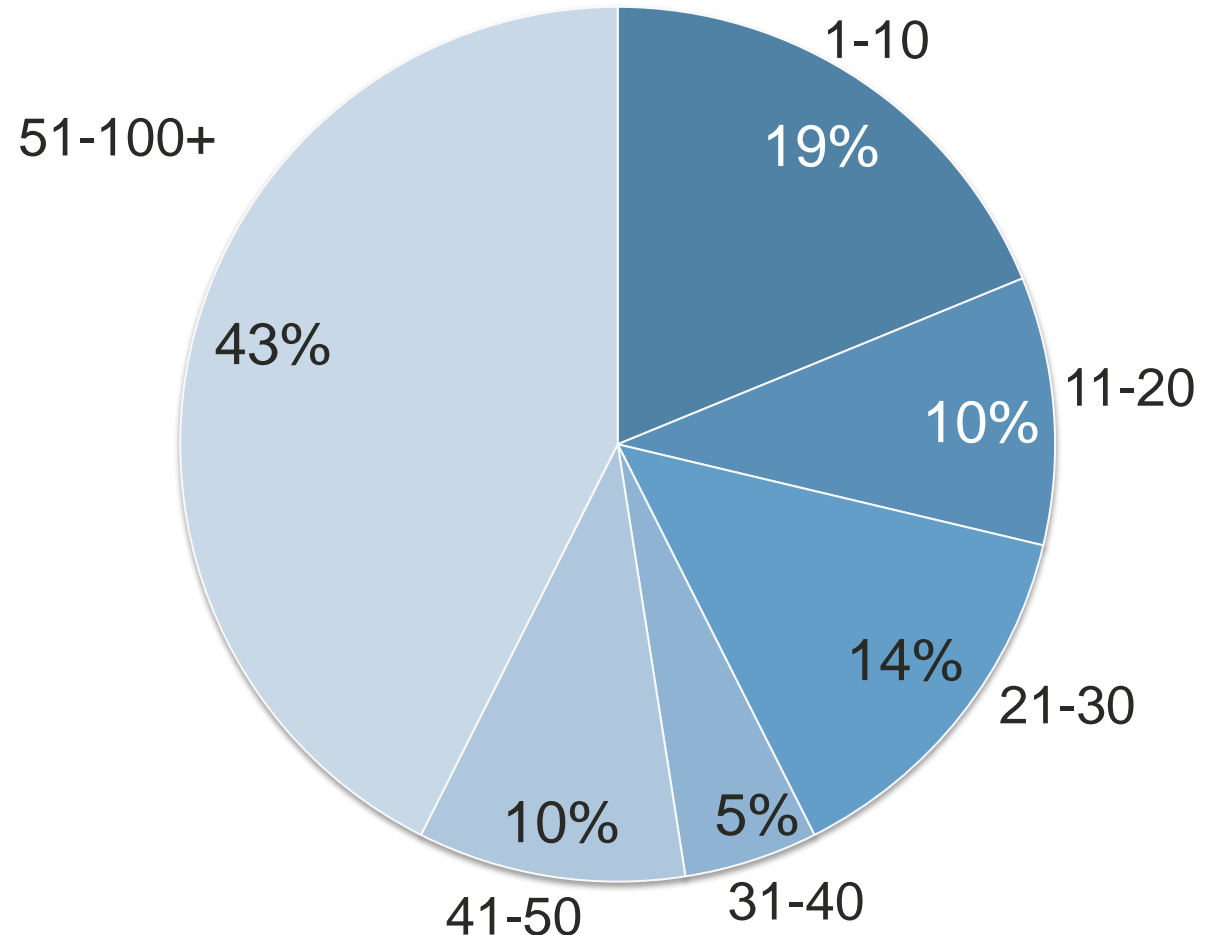
Base: IMA Members completing the survey each wave

Number of assignments in progress in the quarter

How many interim managers did you have on assignment on 30th June 2013

Highest number of
interim managers on
assignment on 31st
March = 221

Total number of
assignments in
progress by all
members = 1,366

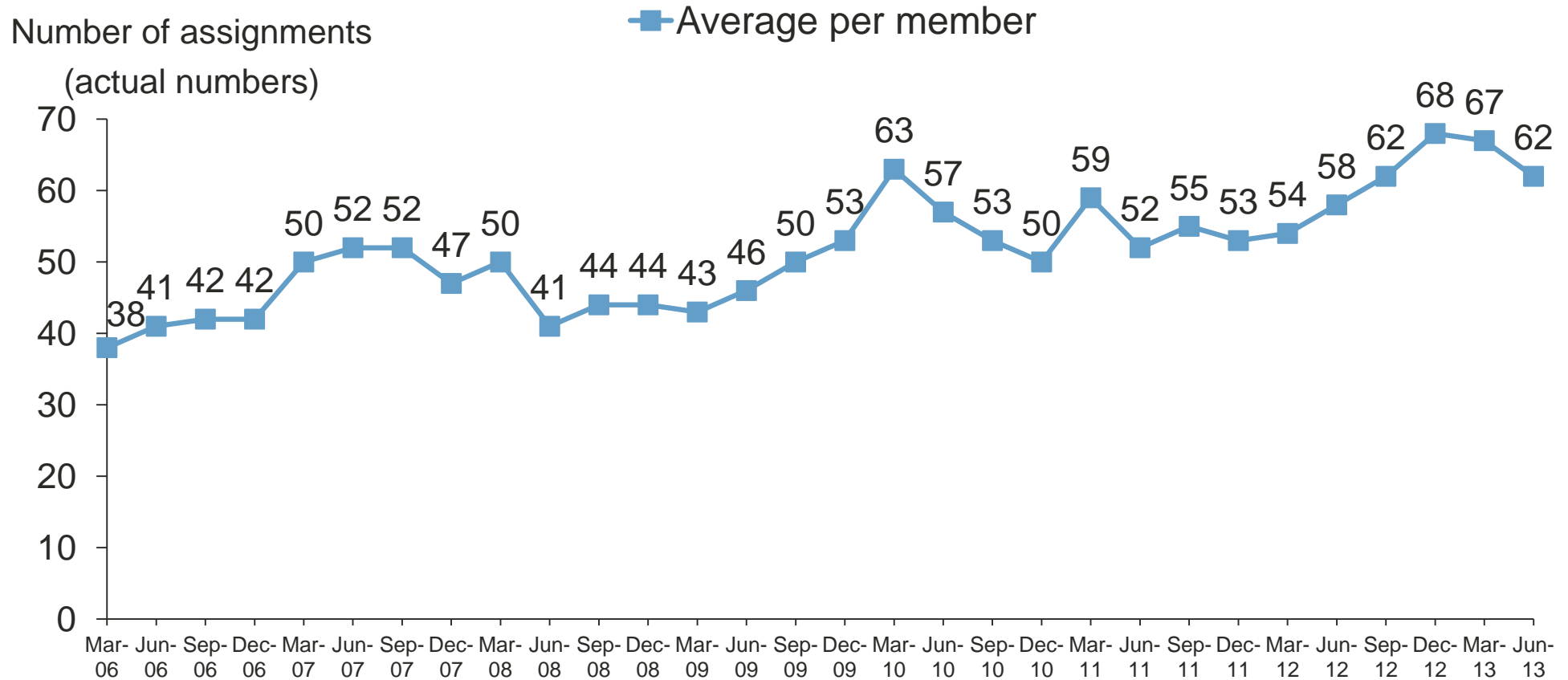


Base: IMA Members completing the survey (21)

Number of assignments in progress

Trend data

Average number of interim managers on assignment per member at the end of each quarter



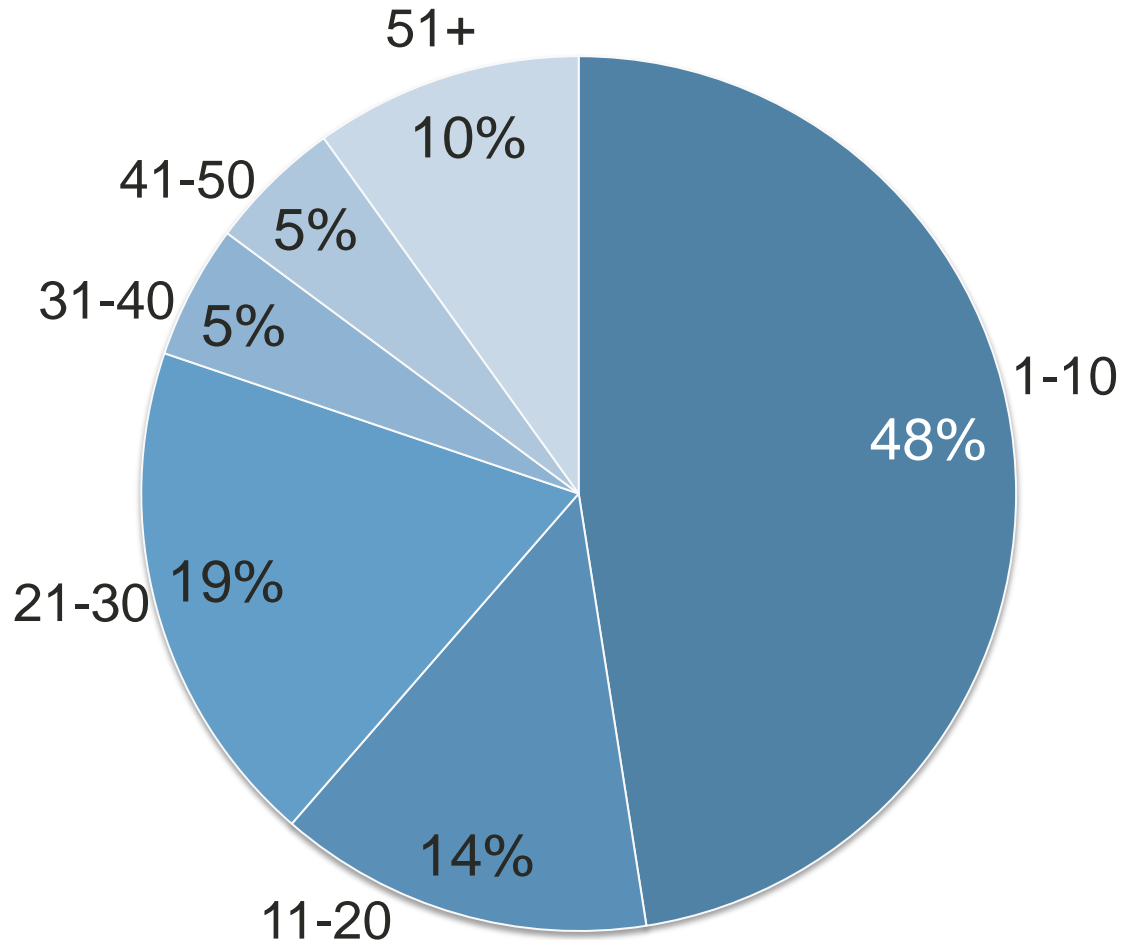
Base: IMA Members completing the survey each wave

Number of new assignments started in the quarter

How many new assignments started between 1st April and 30th June 2013?

Highest number of
assignments started
this quarter = 69

Total number of
assignments started
this quarter = 409



Base: IMA Members completing the survey (21)

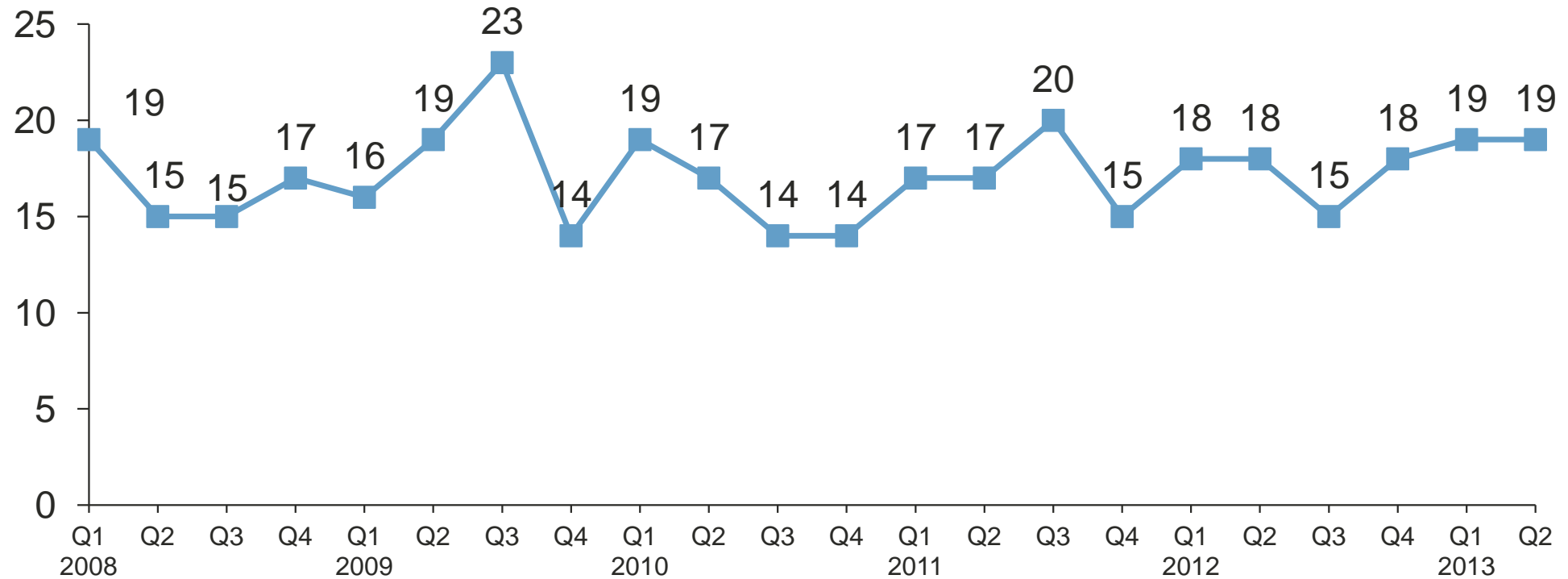
Number new assignments

Trend data

Average number of new assignments started per member in each quarter

Number of assignments
(actual numbers)

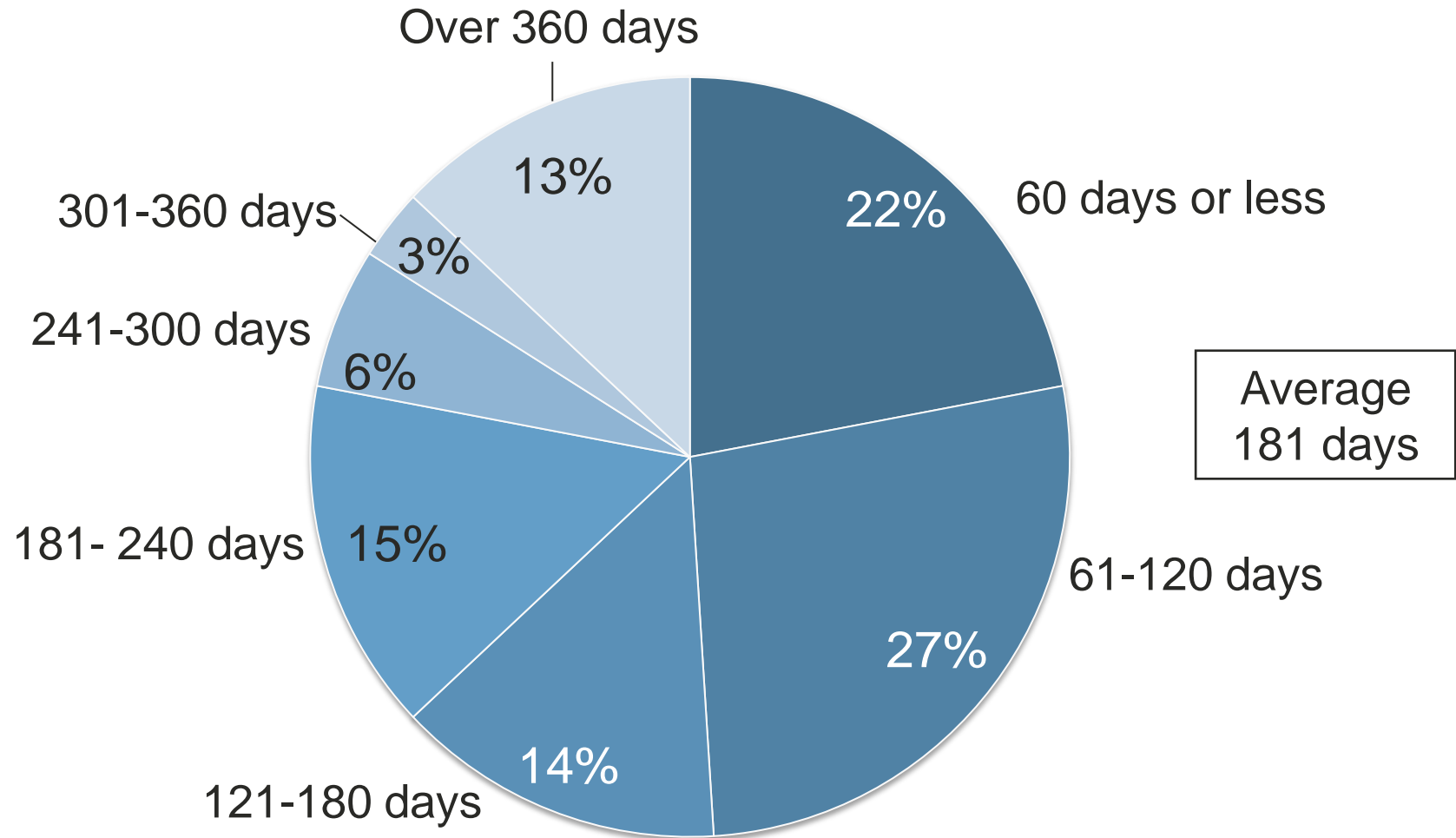
■ Average per member



Base: IMA Members completing the survey each wave

Length of assignments

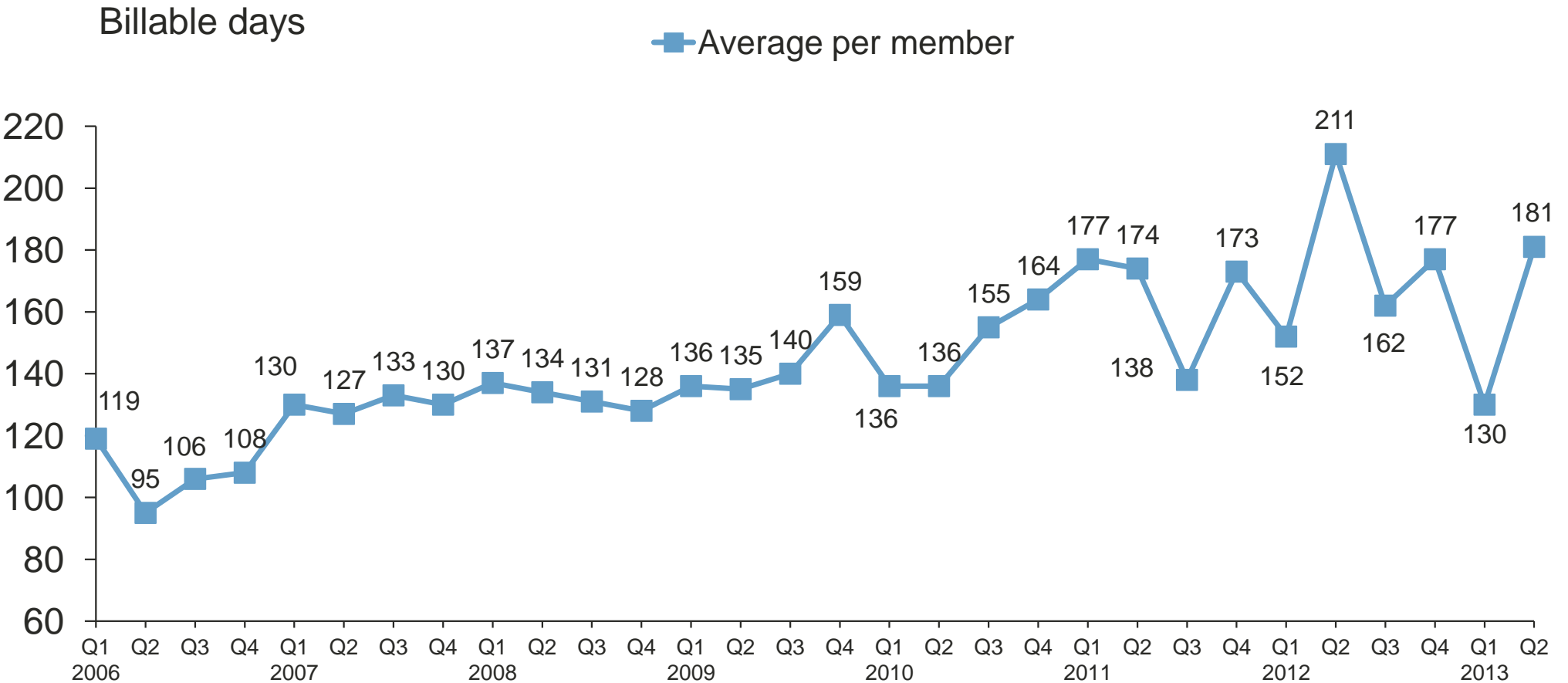
What was the length of each assignment in billable days?



Base: All assignments completed in Q2 2013 (325)

Length of assignments trend data

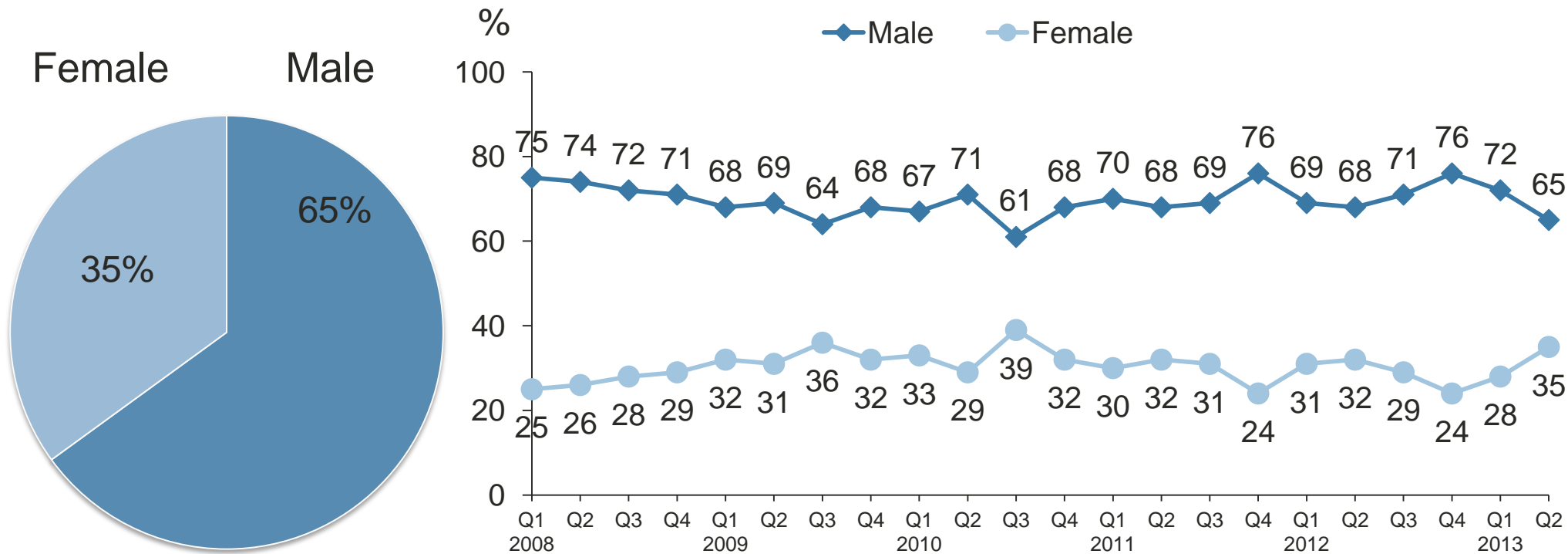
Average length of assignments in billable days each quarter



Base: Interim assignments completed in each wave

Male and female share

Is the interim executive male or female?



Base: All assignments completed in Q2 2013 (325)

- The private sector accounted for 65% of all completed assignments in Q2 2013, up 8 percentage points from last quarter. The public sector fell back from 43% in Q1 2013 to 35% – although this could be due to the layout change of the question.
- This quarter the Financial Services sector continues to lead the IMA business, with 59% of all private sector assignments being from this sector.
- The other leading sectors are Chemical/Pharma/Biotech with 7%, Business Services with a 5% share and IT & Telecommunications also with a 5% share.
- The public sector business is lead by Local Government with 55% of all public sector assignments carried out in this sector. This is followed by the Health sector at 13% and Central Government (generic) at 11%. However both of these sectors have experienced declines this quarter. The Health sector declined 9 percentage points from 22% in Q1 2013 down to 13% in Q2 2013 and Central Government (generic) halved from 22% in Q1 2013 down to 11%.

Private sector vs. public sector

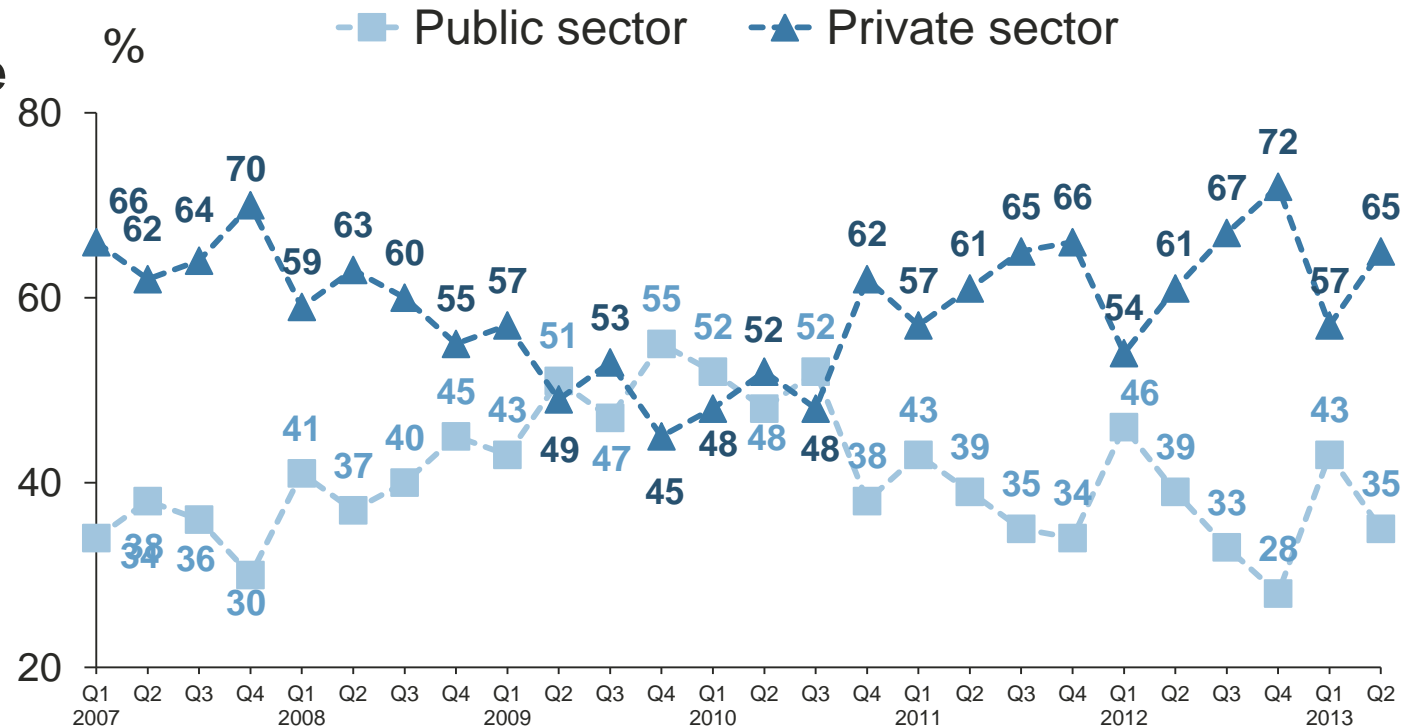
Q *Were they working in the public or private sector?*

**Public
sector**

**Private
sector**

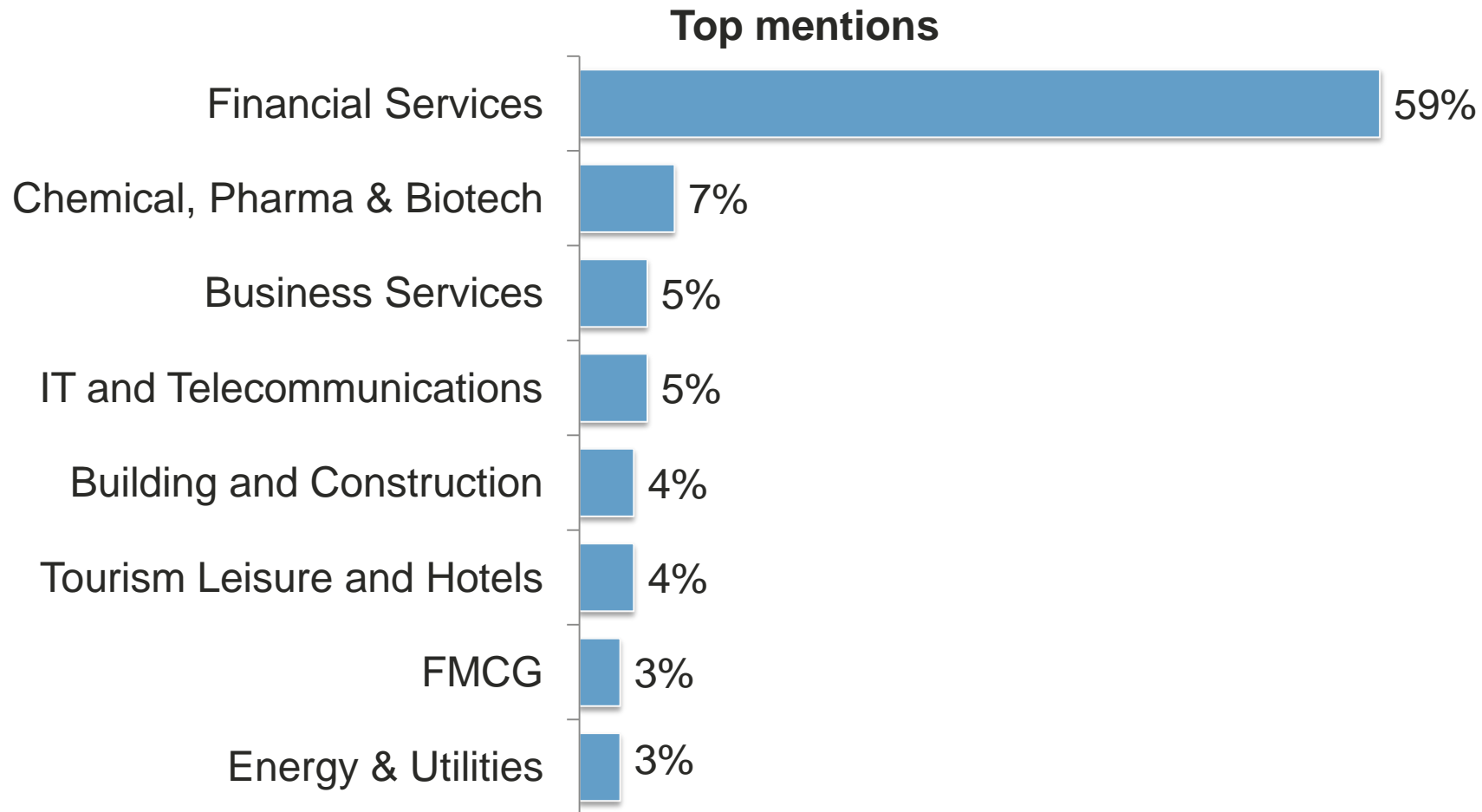
35%

65%



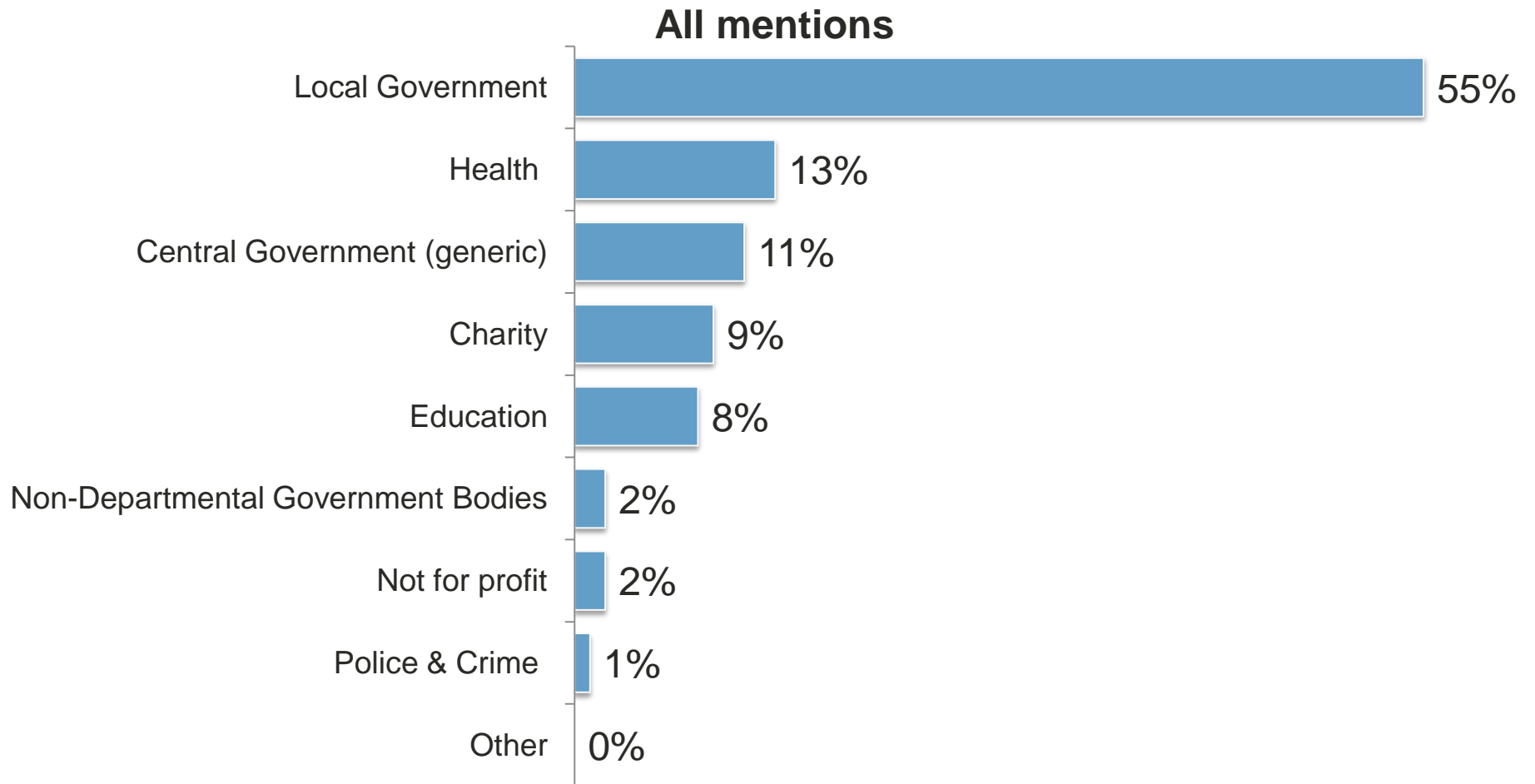
Base: All assignments completed in Q2 2013 (325)

Which specific industry within the private sector?



Base: All assignments completed in Q2 2013 in the private sector (211)

Which specific industry within the public sector?

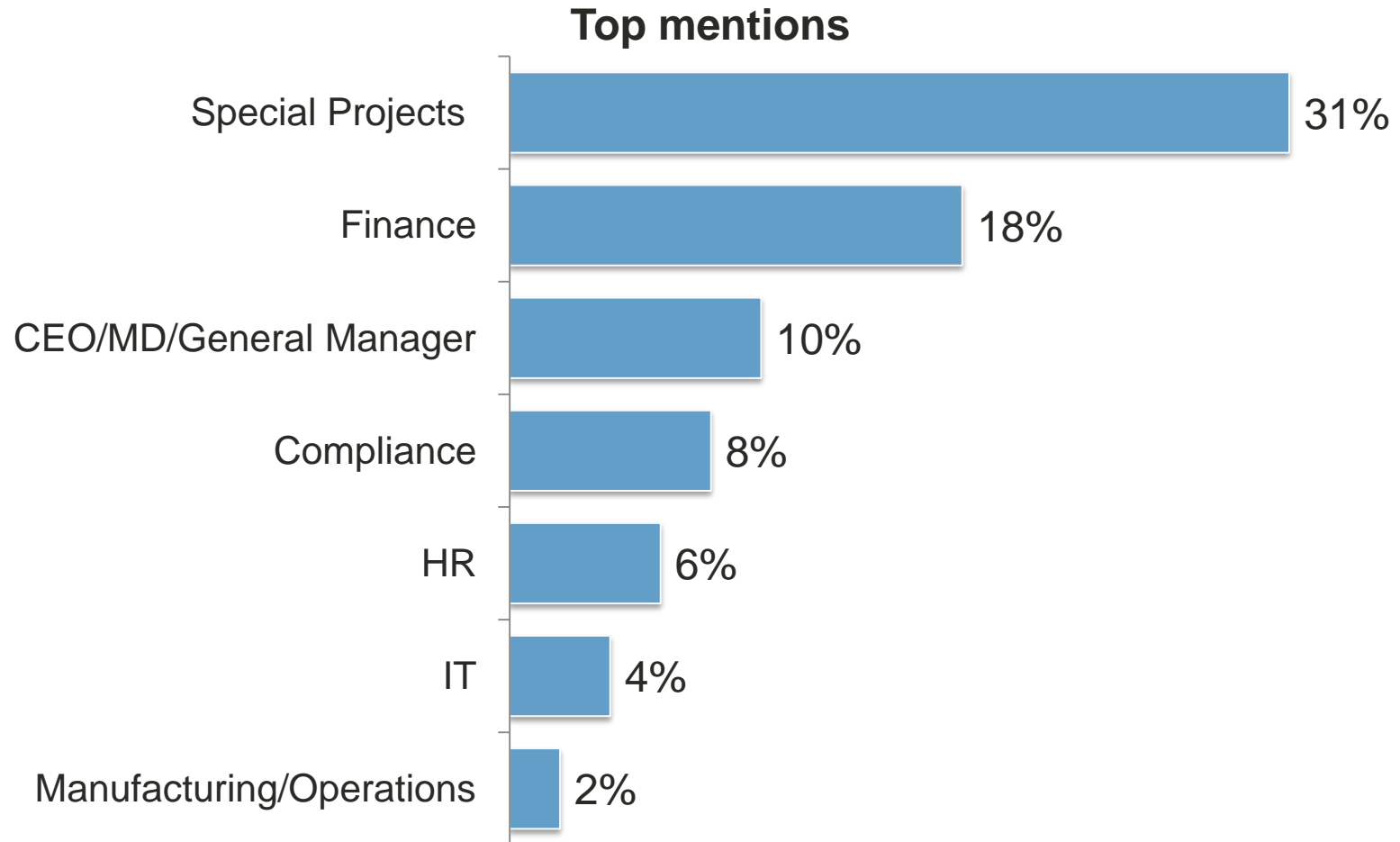


Base: All assignments completed in Q2 2013 in the public sector (114)

- 31% of requested assignment functions in this quarter were for Special Projects, up 2 percentage point from Q1 2013 (29%). This is followed by Finance with 18%, up 3 percentage points from Q1 2013 (15%).
- The leading reason for an assignment remains Programme/Project Management, with just over half (56%) of all interim executives hired for this purpose (down 7 percentage points from 63% in Q1 2013).
- The next most frequent reasons for assignments are Gap Management (22%), down 1 percentage points from 23% in Q1 2013, and Turnaround/Crisis Management which has increased 7 percentage points to 11% (4% in Q1 2013)

Job function performed

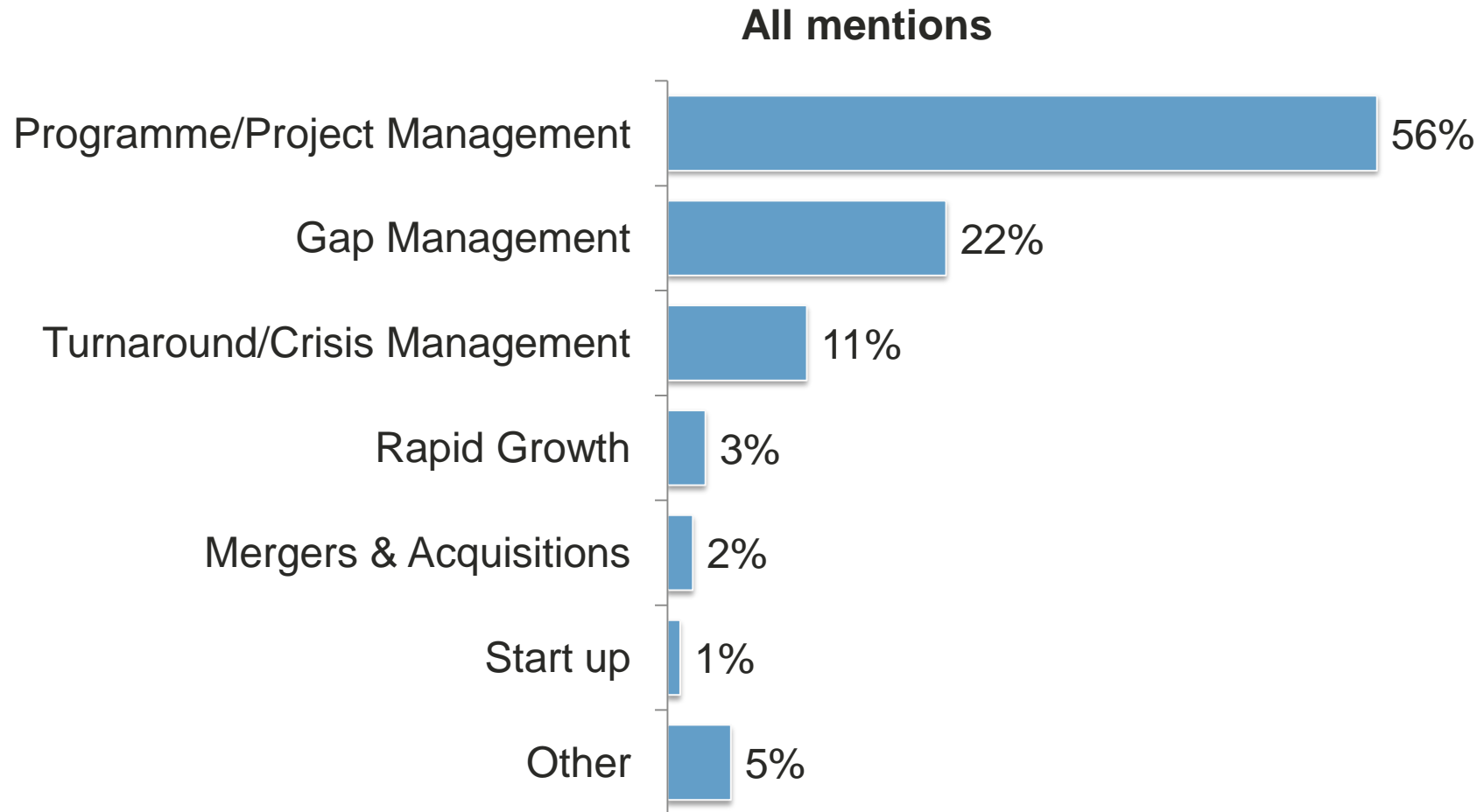
What job function did the executive perform?



Base: All assignments completed in Q2 2013 (325)

Reason for assignments

What was the reason for this assignment?

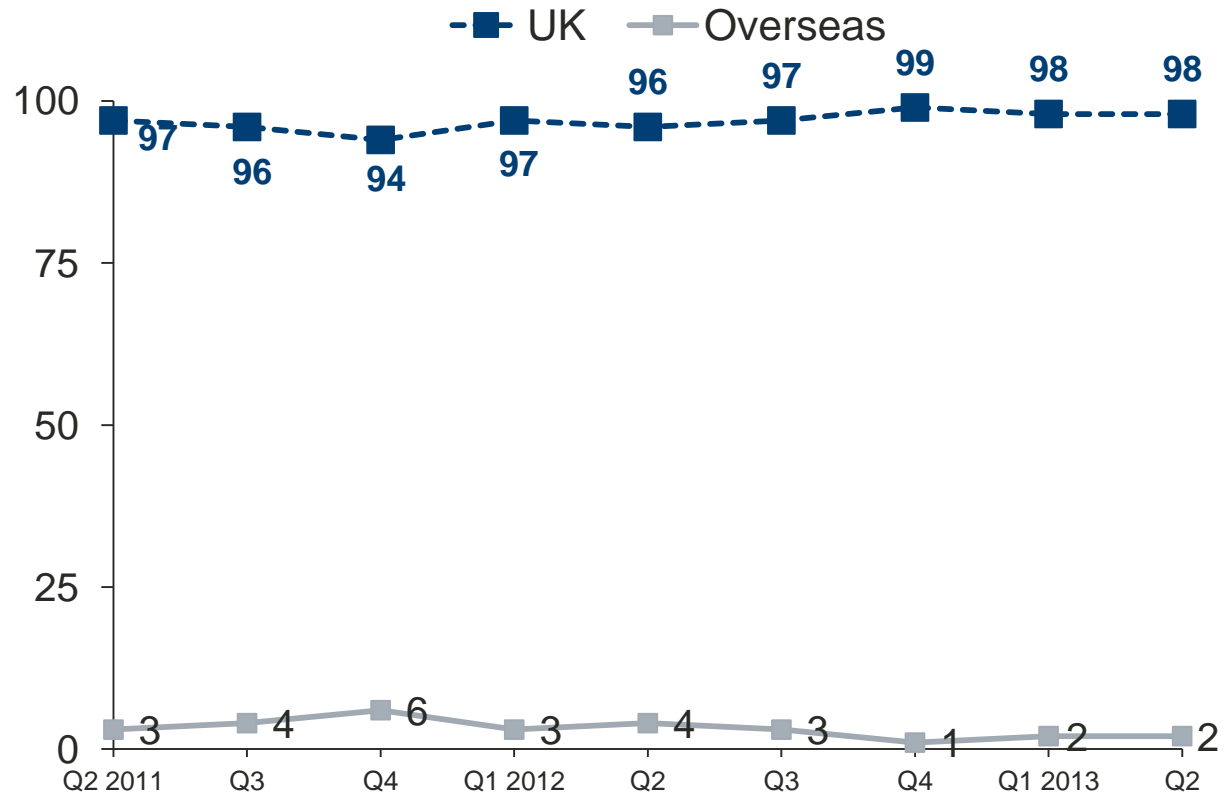


Base: All assignments completed in Q2 2013 (325)

Location of assignments

Where was the interim executive predominantly based for this assignment?

	Q3 2012
U.K.	320
Outside the U.K.	-
Western Europe	5
Central/Eastern Europe	-
Central/South America	-
USA/Canada	-
Africa	-
Middle East	-
India /Asian subcontinent	-
Asia and the Far East	-



Base: All assignments completed in Q2 2013 (325)

Enquiries



An 'enquiry' is defined as any contact for an assignment which led to a meeting with a prospective client and putting a shortlist forward.

- The average number of enquiries received by each member involved this quarter is 78, lower than the previous quarter where the average number was 95 which was the highest level seen since this survey began.
- All most 3 quarters of enquiries came from the private sector (71%), down 4 percentage points from last quarter (75%).

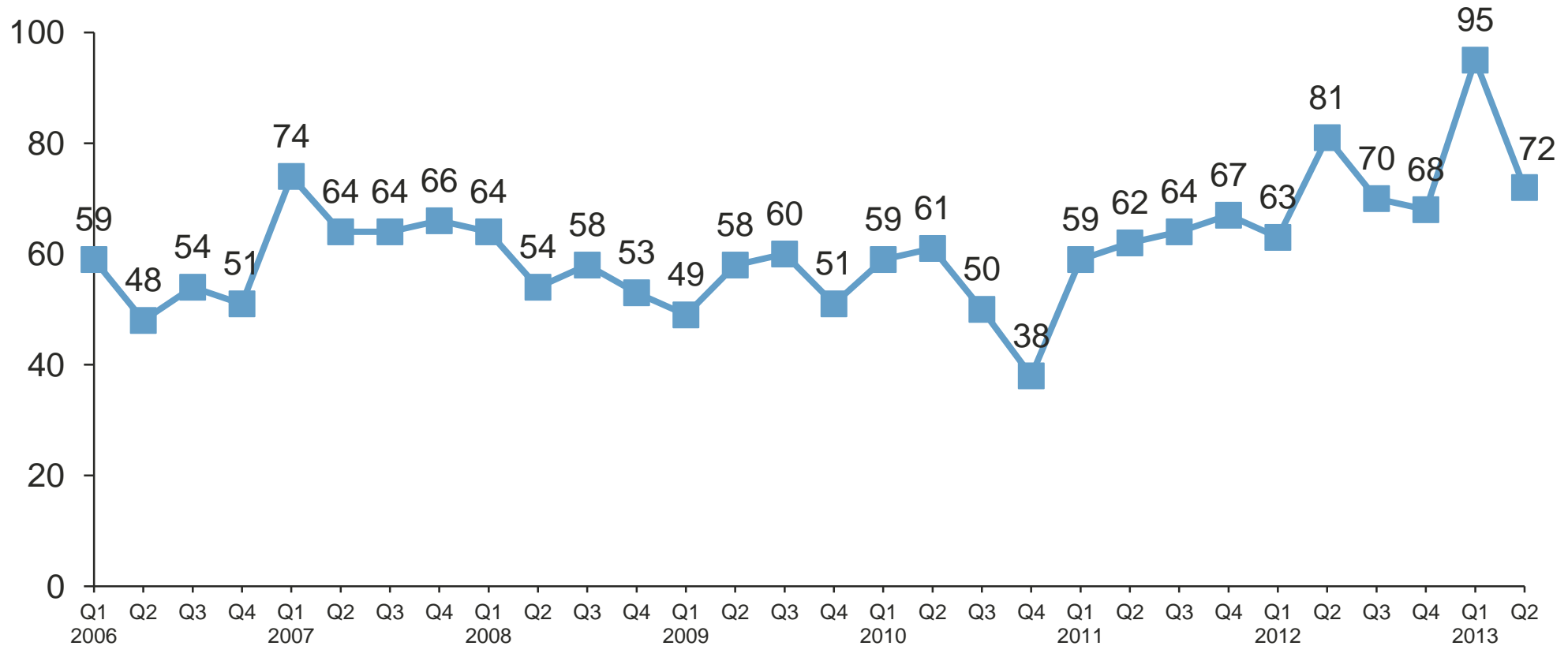
Number of enquiries received

General trend data

How many enquiries for assignments did your company receive in each quarter?

No. of enquiries

— Average number per member



Base: IMA Members completing the survey each wave

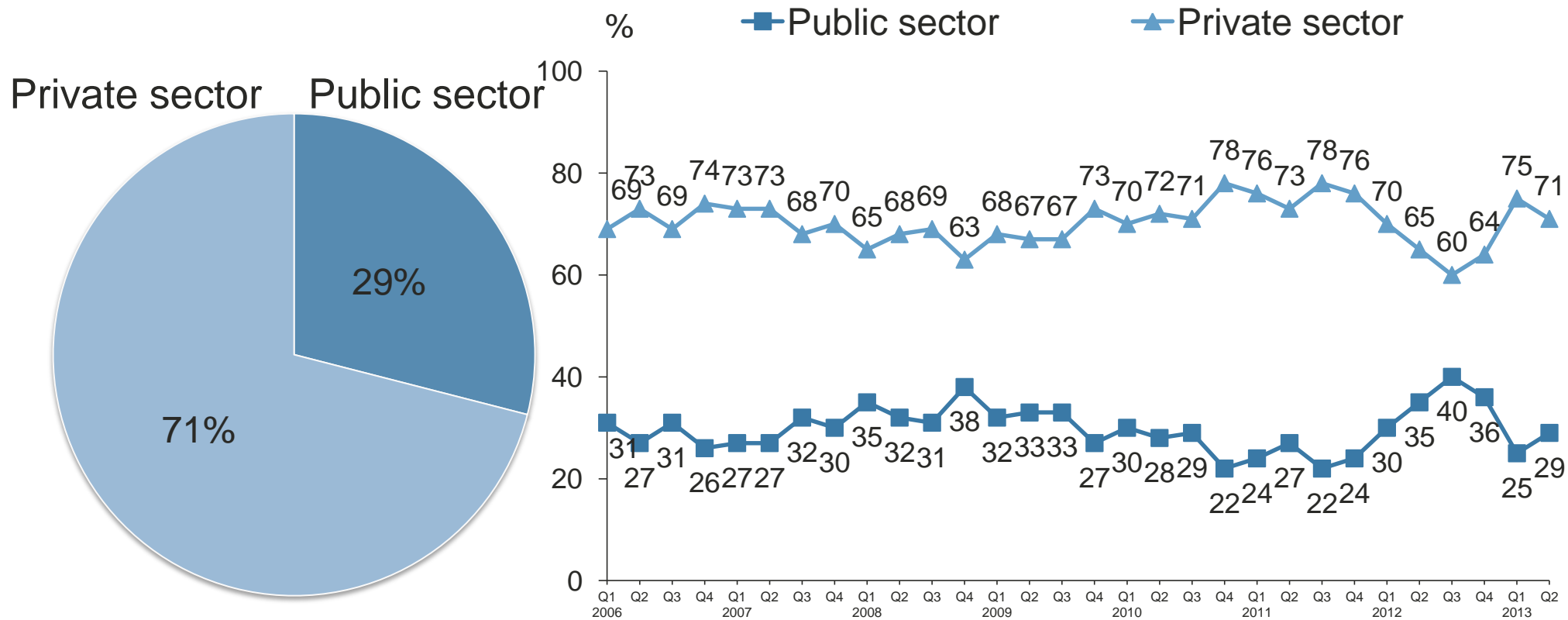
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Enquiries in the private and public sectors

What percentage of these enquiries came from the public and private sectors?



Base: All enquiries received in each wave



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Thank you

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22/08/2013