



WHO

WIL Group, delivering global interim and transitional management solutions to clients around the world



WHAT

The Group offers five global services :

- ▶ Performance improvement
- ▶ Company transformation
- ▶ Turnaround & restructuring
- ▶ Private Equity & investment Services
- ▶ Project & programme management



AMBITION

WIL Group is the leading provider of Total Match® international interim executive individuals and teams who drive and contribute to business transformation.



WHERE

Currently there are 17 members firms covering more than 60 countries and an international executive pool of 4,500 top-level executives

OVERVIEW OF THE SURVEY

▶ Two surveys were conducted by the WIL Group in 2017 to study the market evolution

"c-suite" CLIENT SURVEY

To understand the clients' challenges, needs and expectations

▶ 1466 respondents of 45 nationalities from 166 countries

▶ How business transformation is perceived ?

- ▶ changing management
- ▶ finding new way of thinking
- ▶ improving results
- ▶ establishing new strategy

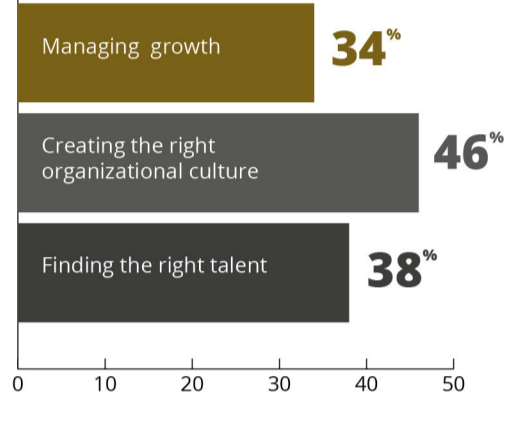
MANAGER SURVEY

To have a better knowledge of our international talent pool

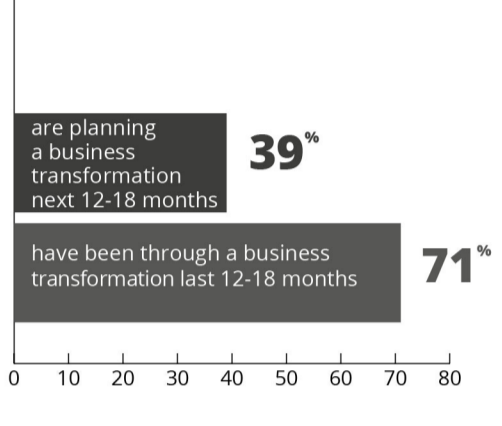
SURVEY FINDINGS

48% OF CLIENTS USE INTERIM/TRANSITION MANAGERS IN THEIR ORGANISATION

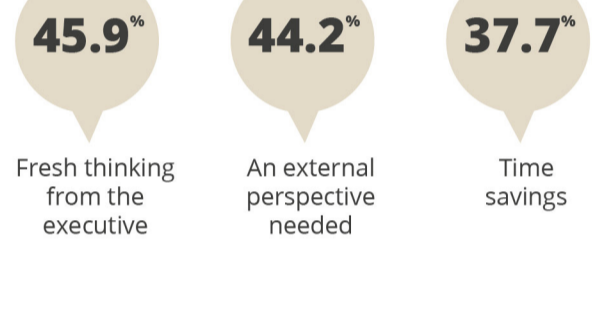
CEO'S THREE MAJOR CONCERNS



CONSTANT CHANGE



Key reasons for using an interim/transition manager



Key reasons for business to undergo transformation



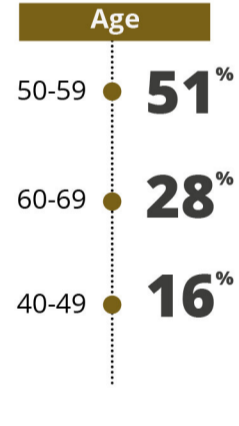
TRENDS FOR 2017

The biggest business challenges

- ▶ digital transformation
- ▶ geopolitics and political environment
- ▶ internationalisation and growth

MANAGER SURVEY : GLOBAL ASSIGNMENTS AND CROSS-BORDER MISSIONS

Manager profile



Location of International Assignments

Europe

- Germany 29.9%
- UK 27.5%
- France..... 23.4%
- Denmark 17.3%
- Netherlands 16.3%
- Belgium 15.0%
- Sweden..... 14.3%
- Switzerland 13.1%
- Spain 11.5%
- Italy 10.9%

Rest of the WORLD

- USA 20.9%
- China..... 9.6%
- India..... 6.9%
- United Arab Emirates.... 5.6%
- Russia 5.5%
- Singapore..... 5.2%
- Australia 3.9%
- Brazil..... 3.6%
- Canada 3.5%
- South Africa 3.5%

A broad range of industries utilize interim & transformation leaders



The expertise of interim & transformation leaders

