



**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
- ▶ improving results
- ▶ finding new way of thinking
- ▶ establishing new strategy

**MANAGER SURVEY**

To have a better knowledge of our international talent pool

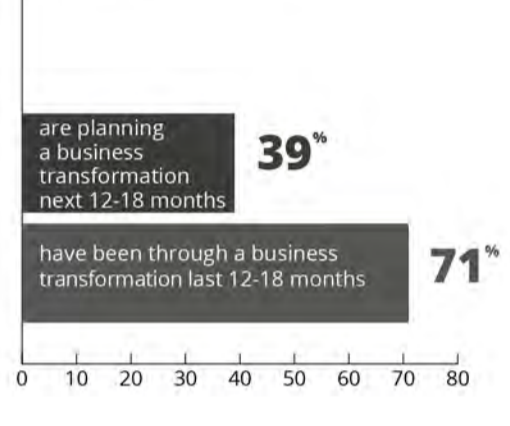
**SURVEY FINDINGS**

**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**



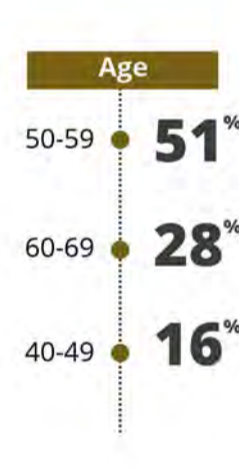
**TRENDS FOR 2017**

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**

