



Global Market Survey 2004

Please FAXBACK to +44 (0)20 79296678

- 1.0 Your name: _____
- 1.1 Name of firm: _____
- 1.2.1 Firm profile: How many partners? _____
- 1.2.2 Firm profile: How many professionals (excluding partners) _____
- 1.2.3 Firm profile: How many offices in your country _____
- 1.2.4 Country you are based in: _____
- 1.2.5 Is your firm International? Yes No (circle one)
- 1.2.6 If yes to 1.2.5, please name country where chief office of firm is based: _____

- 1.3 What is your profession: (tick one only)
- Academic Accountant Advocate Fund manager Lender
- Investment banker Judge Lawyer Regulator Other
- 2.0 **What percentage of your workload is:** (write in %)
- 2.0.1 Personal consumer debt _____
- 2.0.2 Corporate business matters _____
- 2.0.6 Other _____
- TOTAL _____ (must total 100%)

- 2.1 What percentage of your workload is: (write in %)
- 2.1.1 Turnaround/reconstruction outside formal proceedings _____
- 2.1.2 Turnaround/reconstruction/liquidation in formal proceedings _____
- 2.1.3 Other _____
- TOTAL _____ (must total 100%)

3.0 **What is the typical size of a case in your practice area (in \$US): (Assets & Liabilities) (Tick one in each column)**

	Assets	Liabilities
\$0 - \$500,000		
\$500,000 - \$1 million		
\$1 million - £10 million		
\$10 million - \$ 50 million		
\$50 million - \$ 100 million		
Greater than \$100 million		

- 4.0 **What is the source of your work (express as %)?** (write in %)
- 4.0.1 Accountants _____
- 4.0.2 Appointment holder _____
- 4.0.3 Banks and other lenders _____
- 4.0.4 Bondholders _____
- 4.0.5 Debtor Companies _____
- 4.0.6 Formal creditors' committees _____
- 4.0.7 Government departments _____
- 4.0.8 Judges _____
- 4.0.9 Lawyers _____
- 4.0.10 Peers in other firms (conflicts) _____
- 4.0.11 Regulators _____
- 4.0.12 Shareholders _____
- 4.0.13 Trade creditors _____
- 4.0.14 Others _____
- TOTAL _____ (must total 100)

4.1 Whom do you represent on your matters (express as %)? (write in %)

- 4.1.1 Accountants_____
- 4.1.2 Appointment holder_____
- 4.1.3 Banks and other lenders_____
- 4.1.4 Bondholders_____
- 4.1.5 Debtor Companies_____
- 4.1.6 Formal creditors' committees_____
- 4.1.7 Government departments_____
- 4.1.8 Judges_____
- 4.1.9 Lawyers_____
- 4.1.10 Peers in other firms (conflicts)_____
- 4.1.11 Regulators_____
- 4.1.12 Shareholders_____
- 4.1.13 Trade creditors_____
- 4.1.14 Others_____
- TOTAL_____ (must total 100)

5.0 Currently, what percentage of companies enquiring about your services are in:

- 5.1 Early decline_____
- 5.2 Mid-term decline_____
- 5.3 Late decline_____
- 5.4 Insolvency is the only option_____
- 5.5 Other_____
- TOTAL_____ (must total 100)

6.0 In which three industries are you primarily engaged? Write in from list below

- 6.0.1 Most frequently_____
- 6.0.2 Second most frequently_____
- 6.0.3 Third most frequently_____

6.1 Which three industries do you believe are most at risk in the next 24 months?

- 6.1.1 Most frequently_____
- 6.1.2 Second most frequently_____
- 6.1.3 Third most frequently_____

Aerospace/defence Airlines/transportation Automotive Business Services Construction
Consumer Services Distribution Energy E-Commerce Engineering
Hospitality/tourism Manufacturing Media/Advertising Real estate Retail Technology
Telecoms Other

7.0 How do you think your firm's volume of new work in out-of-court restructurings will change over the next 12 months (tick one)

Decrease significantly Decrease slightly Stay the same Increase slightly Increase significantly

7.1 How do you think your firm's volume of new work in formal insolvency proceedings will change over the next 12 months (tick one)

Decrease significantly Decrease slightly Stay the same Increase slightly Increase significantly

8.0 What proportion of your work involves cross-border issues? (circle one)
0% Up to 25% Up to 50% Up to 75% Up to 100%

9.0 In the past 12 months, have you spent any significant time for a client, or as a principal, engaged in claims trading or sale of distressed debt? (circle one) Yes No

10.0 Which is the most common method of charging for your services? (circle one) Hourly % of realisations Success fee Fixed price Other

11.0 How important do you consider the following issues to be for your practice and the profession? (please tick one column for each question)

- 11.0.1 Fees and charges
- 11.0.2 Conflicts of interest
- 11.0.3 Regulation
- 11.0.4 Standards of conduct
- 11.0.5 Public image
- 11.0.6 Standards of performance

Very unimportant	Unimportant	Neither important nor unimportant	Important	Very important

12.0 How satisfied are you with the profession's current position on the following issues? (please tick one column for each question)

- 12.0.1 Fees and charges
- 12.0.2 Conflicts of interest
- 12.0.3 Regulation
- 12.0.4 Standards of conduct
- 12.0.5 Public image
- 12.0.6 Standards of performance

Very dissatisfied	Dissatisfied	Not concerned	Satisfied	Very satisfied

13.0 Do you believe the current standards on conflicts of interest are: (circle one) Much too lax A little too lax About right Too severe Much too severe

13.1 Do you believe there are consistent standards of performance in your practice area across all countries? Standards vary widely Standards vary a little Standards are consistent

13.2 Are standards in your country better/worse than the international average? (circle one) Better Worse The Same

13.3 In which areas of standards could the greatest improvements be made? Please tell us what you think

13.4 Do you believe there should be a common set of model global standards of conduct for our "profession". Yes No

14.0 If you have answered "Yes" to 13.4, above, please prioritise the most important areas for which a global standard should be created:

- 14.1 Highest priority
- 14.2 Second priority (Tick one only)
- 14.3 Third priority (Tick one only)
- 14.4 Do you believe that, as a professional, you are subject to the appropriate degree of regulatory oversight (Tick one only)

Accountability	Competence and Qualifications	Independence	Professional ethics

15.0 Which country do you believe has the best standards of practice for our profession?

15.1 Which country do you believe is most successful at business rescue?

15.2 Which country has the best legal framework for insolvency and turnaround?