

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q1 Approximately what was your company's insolvency related turnover last financial year?

Base: All Respondents

	Type of work			Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Total	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total	407	276	131	266	138	51	177	63	116	40	40	85	82	158	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Less than £500,000	(0.25)	80	69	11	57	22	21	52	1	6	32	18	11	12	6
		20%	25%	8%	21%	16%	41%	29%	2%	5%	80%	45%	13%	15%	4%
£500,000 to £999,999	(0.75)	66	60	6	56	9	4	57	1	4	4	16	23	19	4
		16%	22%	5%	21%	7%	8%	32%	2%	3%	10%	40%	27%	23%	3%
£1 million to £9,999,999	(1.50)	109	82	27	71	38	15	53	28	13	1	2	40	25	41
		27%	30%	21%	27%	28%	29%	30%	44%	11%	3%	5%	47%	30%	26%
£10 million to £99,999,999	(55.00)	103	39	64	59	44	5	-	29	69	-	-	-	20	83
		25%	14%	49%	22%	32%	10%	-	46%	59%	-	-	-	24%	53%
Over £100 million	(125.00)	12	2	10	6	6	-	-	1	11	-	-	-	-	12
		3%	1%	8%	2%	4%	-	-	2%	9%	-	-	-	-	8%
Don't know		18	11	7	6	12	5	6	2	5	1	2	6	3	5
		4%	4%	5%	2%	9%	10%	3%	3%	4%	3%	5%	7%	4%	3%
Not stated		19	13	6	11	7	1	9	1	8	2	2	5	3	7
		5%	5%	5%	4%	5%	2%	5%	2%	7%	5%	5%	6%	4%	4%
Median		1.50	.75	55.00	1.50	1.50	.75	.75	28.25	55.00	.25	.50	1.50	1.50	55.00
Mean Score		19.99	10.24	40.83	16.70	27.22	6.79	.83	29.38	50.43	.34	.54	1.08	15.19	41.99

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q1 Approximately what was your company's insolvency related turnover last financial year?

Base: All Respondents

	Total	Region										
		London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	407 100%	129 100%	55 100%	37 100%	47 100%	15 100%	46 100%	10 100%	35 100%	6 100%	9 100%	18 100%
Less than £500,000 (0.25)	80 20%	17 13%	16 29%	5 14%	13 28%	2 13%	10 22%	1 10%	9 26%	2 33%	2 22%	3 17%
£500,000 to £999,999 (0.75)	66 16%	9 7%	14 25%	8 22%	3 6%	3 20%	11 24%	3 30%	6 17%	3 50%	3 33%	3 17%
£1 million to £9,999,999 (1.50)	109 27%	43 33%	12 22%	9 24%	13 28%	5 33%	7 15%	2 20%	11 31%	-	2 22%	5 28%
£10 million to £99,999,999 (55.00)	103 25%	40 31%	9 16%	12 32%	13 28%	3 20%	13 28%	2 20%	5 14%	1 17%	1 11%	4 22%
Over £100 million (125.00)	12 3%	9 7%	1 2%	-	-	-	1 2%	-	1 3%	-	-	-
Don't know	18 4%	5 4%	1 2%	1 3%	2 4%	2 13%	2 4%	1 10%	1 3%	-	1 11%	2 11%
Not stated	19 5%	6 5%	2 4%	2 5%	3 6%	-	2 4%	1 10%	2 6%	-	-	1 6%
Median	1.50	1.50	.75	1.50	1.50	1.50	1.13	1.13	1.50	.75	.75	1.50
Mean Score	19.99	28.82	12.55	20.02	17.62	13.48	20.51	14.44	13.23	9.63	7.59	15.37

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q2 Roughly how many businesses do you advise in a year?

Base: All who deal with corporate insolvency

	Total	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees				
		Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more
Total	407 100%	276 100%	131 100%	266 100%	138 100%	51 100%	177 100%	63 100%	116 100%	40 100%	40 100%	85 100%	82 100%	158 100%
1-50 (25.0)	252 62%	154 56%	98 75%	152 57%	98 71%	33 65%	94 53%	45 71%	80 69%	30 75%	21 53%	31 36%	58 71%	111 70%
51-100 (75.0)	92 23%	76 28%	16 12%	80 30%	12 9%	7 14%	53 30%	8 13%	24 21%	7 18%	16 40%	26 31%	15 18%	28 18%
101-150 (125.0)	21 5%	15 5%	6 5%	16 6%	5 4%	1 2%	15 8%	3 5%	2 2%	- -	1 3%	14 16%	3 4%	3 2%
151-200 (175.0)	9 2%	8 3%	1 1%	7 3%	2 1%	- -	6 3%	1 2%	2 2%	- -	- -	5 6%	2 2%	2 1%
201-250 (225.0)	2 *	2 1%	- -	- -	2 1%	- -	2 1%	- -	- -	- -	- -	2 2%	- -	- -
251-300 (275.0)	1 *	- -	1 1%	- -	1 1%	- -	- -	1 2%	- -	- -	- -	- -	- -	1 1%
301-350 (325.0)	2 *	1 *	1 1%	1 *	1 1%	1 2%	- -	1 2%	- -	1 3%	- -	1 1%	- -	- -
351-400 (375.0)	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
401-450 (425.0)	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
451-500 (475.0)	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
More than 500 (525.0)	3 1%	1 *	2 2%	- -	3 2%	1 2%	- -	1 2%	1 1%	- -	- -	- -	- -	3 2%
Not stated	25 6%	19 7%	6 5%	10 4%	14 10%	8 16%	7 4%	3 5%	7 6%	2 5%	2 5%	6 7%	4 5%	10 6%
Median	25	25	25	25	25	25	25	25	25	25	25	75	25	25
Mean Score	53.27	54.96	49.80	52.15	56.05	54.07	57.06	56.67	45.18	42.11	48.68	77.53	42.31	50.34

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q2 Roughly how many businesses do you advise in a year?

Base: All who deal with corporate insolvency

		Region											
		Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total		407 100%	129 100%	55 100%	37 100%	47 100%	15 100%	46 100%	10 100%	35 100%	6 100%	9 100%	18 100%
1-50	(25.0)	252 62%	90 70%	31 56%	26 70%	27 57%	10 67%	25 54%	5 50%	18 51%	1 17%	6 67%	13 72%
51-100	(75.0)	92 23%	16 12%	17 31%	10 27%	12 26%	3 20%	13 28%	2 20%	10 29%	4 67%	1 11%	4 22%
101-150	(125.0)	21 5%	4 3%	2 4%	-	3 6%	2 13%	3 7%	1 10%	4 11%	1 17%	1 11%	-
151-200	(175.0)	9 2%	4 3%	1 2%	-	2 4%	-	-	1 10%	-	-	1 11%	-
201-250	(225.0)	2 *	-	-	-	-	-	1 2%	-	1 3%	-	-	-
251-300	(275.0)	1 *	1 1%	-	-	-	-	-	-	-	-	-	-
301-350	(325.0)	2 *	-	1 2%	-	-	-	1 2%	-	-	-	-	-
351-400	(375.0)	-	-	-	-	-	-	-	-	-	-	-	-
401-450	(425.0)	-	-	-	-	-	-	-	-	-	-	-	-
451-500	(475.0)	-	-	-	-	-	-	-	-	-	-	-	-
More than 500	(525.0)	3 1%	2 2%	-	-	1 2%	-	-	-	-	-	-	-
Not stated		25 6%	12 9%	3 5%	1 3%	2 4%	-	3 7%	1 10%	2 6%	-	-	1 6%
Median		25	25	25	25	25	25	25	25	25	75	25	25
Mean Score		53.27	51.07	53.85	38.89	62.78	48.33	58.72	63.89	58.33	75.00	58.33	36.76

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q3 Roughly what percentage of these businesses would you estimate close at the end of the procedure?

Base: All who deal with corporate insolvency

		Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
		Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total		407	276	131	266	138	51	177	63	116	40	40	85	82	158
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0-10%	(5.0)	30	11	19	13	17	11	6	5	8	4	-	1	6	18
		7%	4%	15%	5%	12%	22%	3%	8%	7%	10%	-	1%	7%	11%
11-20%	(15.0)	29	16	13	20	9	4	7	5	13	2	3	5	3	16
		7%	6%	10%	8%	7%	8%	4%	8%	11%	5%	8%	6%	4%	10%
21-30%	(25.0)	31	21	10	20	11	6	11	4	10	4	4	7	4	12
		8%	8%	8%	8%	8%	12%	6%	6%	9%	10%	10%	8%	5%	8%
31-40%	(35.0)	29	14	15	14	15	3	7	9	10	1	1	5	5	17
		7%	5%	11%	5%	11%	6%	4%	14%	9%	3%	3%	6%	6%	11%
41-50%	(45.0)	35	27	8	30	5	1	17	6	11	4	2	10	8	11
		9%	10%	6%	11%	4%	2%	10%	10%	9%	10%	5%	12%	10%	7%
51-60%	(55.0)	43	30	13	22	21	7	17	5	14	4	3	8	14	14
		11%	11%	10%	8%	15%	14%	10%	8%	12%	10%	8%	9%	17%	9%
61-70%	(65.0)	34	27	7	28	6	1	20	6	7	2	5	5	7	15
		8%	10%	5%	11%	4%	2%	11%	10%	6%	5%	13%	6%	9%	9%
71-80%	(75.0)	40	32	8	32	6	4	23	6	7	4	7	11	9	9
		10%	12%	6%	12%	4%	8%	13%	10%	6%	10%	18%	13%	11%	6%
81-90%	(85.0)	57	41	16	40	17	2	32	6	17	5	7	17	7	21
		14%	15%	12%	15%	12%	4%	18%	10%	15%	13%	18%	20%	9%	13%
91-100%	(95.0)	46	36	10	32	14	2	27	6	11	7	5	10	14	10
		11%	13%	8%	12%	10%	4%	15%	10%	9%	18%	13%	12%	17%	6%
Not stated		33	21	12	15	17	10	10	5	8	3	3	6	5	15
		8%	8%	9%	6%	12%	20%	6%	8%	7%	8%	8%	7%	6%	9%
Median		55	65	45	65	55	25	65	50	55	55	75	65	55	45
Mean Score		55.45	59.75	46.26	58.07	49.71	37.20	63.86	51.38	51.57	56.89	63.65	61.58	58.90	48.08

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q3 Roughly what percentage of these businesses would you estimate close at the end of the procedure?

Base: All who deal with corporate insolvency

	Total	Region										
		London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	407 100%	129 100%	55 100%	37 100%	47 100%	15 100%	46 100%	10 100%	35 100%	6 100%	9 100%	18 100%
0-10%	(5.0) 30 7%	16 12%	1 2%	4 11%	5 11%	1 7%	1 2%	- -	2 6%	- -	- -	- -
11-20%	(15.0) 29 7%	10 8%	3 5%	2 5%	2 4%	1 7%	4 9%	1 10%	3 9%	- -	- -	3 17%
21-30%	(25.0) 31 8%	9 7%	5 9%	2 5%	6 13%	- -	4 9%	- -	3 9%	- -	1 11%	1 6%
31-40%	(35.0) 29 7%	14 11%	4 7%	2 5%	2 4%	- -	6 13%	- -	- -	- -	1 11%	- -
41-50%	(45.0) 35 9%	9 7%	5 9%	9 24%	3 6%	- -	3 7%	2 20%	2 6%	- -	- -	2 11%
51-60%	(55.0) 43 11%	12 9%	10 18%	5 14%	4 9%	1 7%	4 9%	1 10%	6 17%	- -	- -	- -
61-70%	(65.0) 34 8%	4 3%	5 9%	3 8%	2 4%	1 7%	7 15%	3 30%	3 9%	1 17%	1 11%	4 22%
71-80%	(75.0) 40 10%	6 5%	6 11%	2 5%	7 15%	3 20%	5 11%	1 10%	5 14%	1 17%	2 22%	2 11%
81-90%	(85.0) 57 14%	20 16%	6 11%	1 3%	7 15%	4 27%	6 13%	- -	7 20%	- -	3 33%	3 17%
91-100%	(95.0) 46 11%	13 10%	6 11%	6 16%	5 11%	3 20%	3 7%	1 10%	2 6%	4 67%	1 11%	2 11%
Not stated	33 8%	16 12%	4 7%	1 3%	4 9%	1 7%	3 7%	1 10%	2 6%	- -	- -	1 6%
Median	55	45	55	45	55	80	55	65	65	95	75	65
Mean Score	55.45	50.04	57.75	51.39	54.77	70.71	54.77	58.33	57.73	86.67	69.44	59.71

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q4 What was the nature of the work with businesses?

Base: All business case studies from those who deal with corporate insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total	1726	1158	568	1166	555	198	763	270	495	171	180	347	354	664
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Formal Insolvency	1004	733	271	733	268	67	530	141	266	121	132	235	194	317
	58%	63%	48%	63%	48%	34%	69%	52%	54%	71%	73%	68%	55%	48%
Pre-insolvency advice and / or restructuring (including CVAs)	605	340	265	364	239	106	191	105	203	41	38	97	131	298
	35%	29%	47%	31%	43%	54%	25%	39%	41%	24%	21%	28%	37%	45%
Neither of these	117	85	32	69	48	25	42	24	26	9	10	15	29	49
	7%	7%	6%	6%	9%	13%	6%	9%	5%	5%	6%	4%	8%	7%

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q4 What was the nature of the work with businesses?

Base: All business case studies from those who deal with corporate insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	1726 100%	526 100%	221 100%	162 100%	210 100%	66 100%	198 100%	45 100%	158 100%	25 100%	42 100%	73 100%
Formal Insolvency	1004 58%	280 53%	141 64%	79 49%	123 59%	40 61%	127 64%	21 47%	103 65%	18 72%	22 52%	50 68%
Pre-insolvency advice and / or restructuring (including CVAs)	605 35%	206 39%	64 29%	66 41%	77 37%	14 21%	63 32%	22 49%	46 29%	7 28%	19 45%	21 29%
Neither of these	117 7%	40 8%	16 7%	17 10%	10 5%	12 18%	8 4%	2 4%	9 6%	-	1 2%	2 3%

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Number of people employed before process began

Base: Formal Insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Total	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more
Total	570	415	155	426	141	20	288	95	167	68	68	134	108	192
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None	34	17	17	21	13	-	12	6	16	1	3	5	5	20
	6%	4%	11%	5%	9%	-	4%	6%	10%	1%	4%	4%	5%	10%
1-2	99	88	11	80	18	3	64	11	21	29	17	28	7	18
	17%	21%	7%	19%	13%	15%	22%	12%	13%	43%	25%	21%	6%	9%
3-5	124	92	32	105	18	2	79	18	25	21	16	36	23	28
	22%	22%	21%	25%	13%	10%	27%	19%	15%	31%	24%	27%	21%	15%
6-9	69	55	14	51	18	2	41	12	14	6	13	17	19	14
	12%	13%	9%	12%	13%	10%	14%	13%	8%	9%	19%	13%	18%	7%
10-19	99	78	21	73	25	4	50	12	33	8	15	20	22	34
	17%	19%	14%	17%	18%	20%	17%	13%	20%	12%	22%	15%	20%	18%
20-29	48	37	11	37	11	2	21	10	15	2	2	13	11	20
	8%	9%	7%	9%	8%	10%	7%	11%	9%	3%	3%	10%	10%	10%
30-49	30	19	11	19	11	1	14	5	10	-	2	8	8	12
	5%	5%	7%	4%	8%	5%	5%	5%	6%	-	3%	6%	7%	6%
50-99	31	14	17	20	11	1	4	11	15	-	-	5	4	22
	5%	3%	11%	5%	8%	5%	1%	12%	9%	-	-	4%	4%	11%
100-199	16	7	9	10	6	2	1	3	10	1	-	1	6	8
	3%	2%	6%	2%	4%	10%	*	3%	6%	1%	-	1%	6%	4%
200-999	13	7	6	7	6	3	2	3	5	-	-	1	2	10
	2%	2%	4%	2%	4%	15%	1%	3%	3%	-	-	1%	2%	5%
1000+	7	1	6	3	4	-	-	4	3	-	-	-	1	6
	1%	*	4%	1%	3%	-	-	4%	2%	-	-	-	1%	3%
Median	6	6	10	6	10	17	5	10	10	3	5	5	10	10
Mean Score	77.23	25.60	215.45	61.48	126.28	81.00	10.99	214.40	112.96	6.87	7.19	13.28	36.63	194.41

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Number of people employed before process began

Base: Formal Insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	570 100%	138 100%	86 100%	51 100%	64 100%	30 100%	83 100%	11 100%	52 100%	14 100%	13 100%	28 100%
None	34 6%	15 11%	5 6%	1 2%	2 3%	2 7%	3 4%	- -	3 6%	- -	3 23%	- -
1-2	99 17%	14 10%	14 16%	15 29%	10 16%	3 10%	20 24%	2 18%	15 29%	1 7%	1 8%	4 14%
3-5	124 22%	24 17%	24 28%	12 24%	13 20%	7 23%	19 23%	3 27%	9 17%	5 36%	2 15%	6 21%
6-9	69 12%	17 12%	10 12%	4 8%	8 13%	5 17%	11 13%	1 9%	5 10%	2 14%	3 23%	3 11%
10-19	99 17%	20 14%	15 17%	12 24%	15 23%	4 13%	12 14%	1 9%	9 17%	3 21%	1 8%	7 25%
20-29	48 8%	13 9%	6 7%	2 4%	6 9%	4 13%	5 6%	3 27%	4 8%	2 14%	1 8%	2 7%
30-49	30 5%	8 6%	4 5%	2 4%	6 9%	1 3%	3 4%	- -	1 2%	1 7%	2 15%	2 7%
50-99	31 5%	9 7%	3 3%	2 4%	1 2%	2 7%	7 8%	1 9%	5 10%	- -	- -	1 4%
100-199	16 3%	6 4%	4 5%	- -	2 3%	1 3%	1 1%	- -	- -	- -	- -	2 7%
200-999	13 2%	7 5%	1 1%	1 2%	1 2%	1 3%	1 1%	- -	- -	- -	- -	1 4%
1000+	7 1%	5 4%	- -	- -	- -	- -	1 1%	- -	1 2%	- -	- -	- -
Median	6	9	6	5	9	8	5	8	5	7	6	10
Mean Score	77.23	195.47	19.14	15.12	18.86	30.27	110.75	14.55	39.06	10.93	11.15	29.68

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Number of people employed after process ended

Base: Formal Insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total	570 100%	415 100%	155 100%	426 100%	141 100%	20 100%	288 100%	95 100%	167 100%	68 100%	68 100%	134 100%	108 100%	192 100%
None	428 75%	323 78%	105 68%	328 77%	97 69%	11 55%	233 81%	61 64%	123 74%	60 88%	39 57%	112 84%	82 76%	135 70%
1-2	19 3%	18 4%	1 1%	16 4%	3 2%	- -	9 3%	3 3%	7 4%	3 4%	9 13%	3 2%	1 1%	3 2%
3-5	19 3%	14 3%	5 3%	15 4%	4 3%	- -	13 5%	4 4%	2 1%	3 4%	5 7%	5 4%	2 2%	4 2%
6-9	16 3%	12 3%	4 3%	14 3%	2 1%	- -	7 2%	4 4%	5 3%	- -	2 3%	4 3%	4 4%	6 3%
10-19	34 6%	26 6%	8 5%	24 6%	10 7%	3 15%	18 6%	3 3%	10 6%	1 1%	12 18%	4 3%	7 6%	10 5%
20-29	7 1%	4 1%	3 2%	4 1%	3 2%	- -	3 1%	1 1%	3 2%	- -	1 1%	2 1%	2 2%	2 1%
30-49	7 1%	3 1%	4 3%	5 1%	2 1%	- -	2 1%	4 4%	1 1%	- -	- -	1 1%	3 3%	3 2%
50-99	16 3%	6 1%	10 6%	9 2%	7 5%	1 5%	2 1%	7 7%	6 4%	- -	- -	2 1%	3 3%	11 6%
100-199	11 2%	5 1%	6 4%	5 1%	6 4%	3 15%	1 *	3 3%	4 2%	1 1%	- -	1 1%	3 3%	6 3%
200-999	8 1%	3 1%	5 3%	3 1%	5 4%	2 10%	- -	3 3%	3 2%	- -	- -	- -	1 1%	7 4%
1000+	5 1%	1 *	4 3%	3 1%	2 1%	- -	- -	2 2%	3 2%	- -	- -	- -	- -	5 3%
Median	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mean Score	33.69	8.94	99.97	30.32	44.62	50.55	2.59	75.73	61.40	2.04	3.06	3.23	10.30	90.18

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Number of people employed after process ended

Base: Formal Insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	570 100%	138 100%	86 100%	51 100%	64 100%	30 100%	83 100%	11 100%	52 100%	14 100%	13 100%	28 100%
None	428 75%	96 70%	63 73%	42 82%	54 84%	23 77%	60 72%	11 100%	36 69%	13 93%	13 100%	17 61%
1-2	19 3%	1 1%	6 7%	2 4%	1 2%	1 3%	5 6%	- -	3 6%	- -	- -	- -
3-5	19 3%	4 3%	5 6%	3 6%	- -	- -	6 7%	- -	1 2%	- -	- -	- -
6-9	16 3%	6 4%	1 1%	- -	1 2%	3 10%	4 5%	- -	1 2%	- -	- -	- -
10-19	34 6%	9 7%	3 3%	1 2%	2 3%	1 3%	3 4%	- -	8 15%	1 7%	- -	6 21%
20-29	7 1%	2 1%	1 1%	- -	1 2%	- -	- -	- -	2 4%	- -	- -	1 4%
30-49	7 1%	2 1%	1 1%	1 2%	2 3%	- -	1 1%	- -	- -	- -	- -	- -
50-99	16 3%	5 4%	4 5%	1 2%	1 2%	1 3%	2 2%	- -	- -	- -	- -	2 7%
100-199	11 2%	4 3%	2 2%	- -	2 3%	1 3%	- -	- -	- -	- -	- -	2 7%
200-999	8 1%	5 4%	- -	1 2%	- -	- -	1 1%	- -	1 2%	- -	- -	- -
1000+	5 1%	4 3%	- -	- -	- -	- -	1 1%	- -	- -	- -	- -	- -
Median	0	0	0	0	0	0	0	0	0	0	0	0
Mean Score	33.69	95.01	7.17	6.31	6.20	6.23	44.20	-	8.60	.86	-	15.86

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Average number employed before and after process and average difference

Base: Formal Insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Number employed before	77.23	25.60	215.45	61.48	126.28	81.00	10.99	214.40	112.96	6.87	7.19	13.28	36.63	194.41
Number employed after	33.69	8.94	99.97	30.32	44.62	50.55	2.59	75.73	61.40	2.04	3.06	3.23	10.30	90.18
Difference	43.63	16.66	116.29	31.17	82.32	30.45	8.40	140.26	51.56	4.82	4.13	10.05	26.33	104.83

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q5 Average number employed before and after process and average difference

Base: Formal Insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Number employed before	77.23	195.47	19.14	15.12	18.86	30.27	110.75	14.55	39.06	10.93	11.15	29.68
Number employed after	33.69	95.01	7.17	6.31	6.20	6.23	44.20	-	8.60	.86	-	15.86
Difference	43.63	101.27	11.97	8.80	12.66	24.03	66.54	14.55	30.46	10.07	11.15	13.82

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q6 Approximate annual turnover of advised businesses

Base: Formal Insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total	425 100%	307 100%	118 100%	320 100%	105 100%	15 100%	210 100%	61 100%	139 100%	30 100%	48 100%	99 100%	95 100%	153 100%
Under £0.5m	80 19%	75 24%	5 4%	73 23%	7 7%	3 20%	48 23%	11 18%	18 13%	14 47%	11 23%	29 29%	16 17%	10 7%
£0.5m - <1m	135 32%	103 34%	32 27%	96 30%	39 37%	1 7%	81 39%	14 23%	39 28%	8 27%	27 56%	35 35%	27 28%	38 25%
£1-1.9m	83 20%	65 21%	18 15%	65 20%	18 17%	1 7%	51 24%	12 20%	19 14%	7 23%	8 17%	14 14%	26 27%	28 18%
£2-2.9m	34 8%	23 7%	11 9%	21 7%	13 12%	4 27%	11 5%	6 10%	13 9%	- -	- -	10 10%	9 9%	15 10%
£3-3.9m	21 5%	15 5%	6 5%	17 5%	4 4%	1 7%	9 4%	4 7%	7 5%	- -	1 2%	4 4%	4 4%	12 8%
£4-4.9m	7 2%	4 1%	3 3%	6 2%	1 1%	- -	3 1%	1 2%	3 2%	- -	- -	2 2%	1 1%	4 3%
£5-9.9m	22 5%	10 3%	12 10%	15 5%	7 7%	2 13%	3 1%	4 7%	13 9%	1 3%	1 2%	2 2%	3 3%	15 10%
£10-24m	24 6%	8 3%	16 14%	16 5%	8 8%	1 7%	4 2%	4 7%	15 11%	- -	- -	3 3%	6 6%	15 10%
£25+m	19 4%	4 1%	15 13%	11 3%	8 8%	2 13%	- -	5 8%	12 9%	- -	- -	- -	3 3%	16 10%
Median	700	500	1500	550	1000	2000	500	1000	1000	250	500	500	1000	1500
Mean Score	11983	7959.9	22058	9275.4	20538	21863	1116.9	30337	19066	526.05	668.00	1270.2	13950	24045

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q6 Approximate annual turnover of advised businesses

Base: Formal Insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	425 100%	94 100%	63 100%	28 100%	61 100%	18 100%	72 100%	11 100%	39 100%	13 100%	9 100%	17 100%
Under £0.5m	80 19%	15 16%	6 10%	8 29%	10 16%	9 50%	10 14%	2 18%	11 28%	5 38%	- -	4 24%
£0.5m - <1m	135 32%	18 19%	30 48%	8 29%	18 30%	2 11%	32 44%	3 27%	15 38%	2 15%	3 33%	4 24%
£1-1.9m	83 20%	12 13%	13 21%	9 32%	18 30%	2 11%	17 24%	6 55%	1 3%	- -	2 22%	3 18%
£2-2.9m	34 8%	7 7%	3 5%	1 4%	7 11%	2 11%	2 3%	- -	6 15%	3 23%	2 22%	1 6%
£3-3.9m	21 5%	8 9%	2 3%	- -	3 5%	2 11%	2 3%	- -	1 3%	- -	1 11%	2 12%
£4-4.9m	7 2%	3 3%	- -	- -	1 2%	- -	1 1%	- -	1 3%	1 8%	- -	- -
£5-9.9m	22 5%	7 7%	6 10%	1 4%	1 2%	- -	3 4%	- -	- -	2 15%	1 11%	1 6%
£10-24m	24 6%	11 12%	3 5%	1 4%	2 3%	- -	3 4%	- -	2 5%	- -	- -	2 12%
£25+m	19 4%	13 14%	- -	- -	1 2%	1 6%	2 3%	- -	2 5%	- -	- -	- -
Median	700	1500	500	500	1000	350	500	1000	500	750	1500	800
Mean Score	11983	36188	1828.5	1295.3	1961.3	19848	8793.6	840.00	5997.3	1973.1	1944.4	2759.2

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q7 Approximate cost of proceedings as percentage of estate value

Base: Formal Insolvency

		Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
		Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total		518	376	142	395	123	16	261	78	163	51	55	119	106	187
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0-10%	(5.0)	88	49	39	64	24	7	27	16	38	4	8	14	12	50
		17%	13%	27%	16%	20%	44%	10%	21%	23%	8%	15%	12%	11%	27%
11-20%	(15.0)	101	84	17	80	21	6	43	15	37	1	8	30	24	38
		19%	22%	12%	20%	17%	38%	16%	19%	23%	2%	15%	25%	23%	20%
21-30%	(25.0)	60	43	17	44	16	2	32	13	13	3	8	11	20	18
		12%	11%	12%	11%	13%	13%	12%	17%	8%	6%	15%	9%	19%	10%
31-40%	(35.0)	46	34	12	35	11	1	28	6	11	5	5	11	11	14
		9%	9%	8%	9%	9%	6%	11%	8%	7%	10%	9%	9%	10%	7%
41-50%	(45.0)	36	23	13	21	15	-	19	6	11	3	4	4	11	14
		7%	6%	9%	5%	12%	-	7%	8%	7%	6%	7%	3%	10%	7%
51-60%	(55.0)	32	26	6	19	13	-	11	9	12	1	1	8	5	17
		6%	7%	4%	5%	11%	-	4%	12%	7%	2%	2%	7%	5%	9%
61-70%	(65.0)	8	7	1	6	2	-	5	-	3	-	1	3	2	2
		2%	2%	1%	2%	2%	-	2%	-	2%	-	2%	3%	2%	1%
71-80%	(75.0)	11	7	4	11	-	-	3	2	6	-	-	1	4	6
		2%	2%	3%	3%	-	-	1%	3%	4%	-	-	1%	4%	3%
81-90%	(85.0)	29	21	8	27	2	-	8	2	19	4	3	4	4	14
		6%	6%	6%	7%	2%	-	3%	3%	12%	8%	5%	3%	4%	7%
91-100%	(95.0)	107	82	25	88	19	-	85	9	13	30	17	33	13	14
		21%	22%	18%	22%	15%	-	33%	12%	8%	59%	31%	28%	12%	7%
Median		35	35	25	35	35	15	45	25	25	95	35	35	25	25
Mean Score		43.28	44.65	39.65	44.82	38.33	13.13	51.05	35.64	37.45	71.86	49.18	46.60	38.49	34.36

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q7 Approximate cost of proceedings as percentage of estate value

Base: Formal Insolvency

	Total	Region										
		London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	518 100%	132 100%	72 100%	31 100%	65 100%	29 100%	74 100%	17 100%	49 100%	18 100%	11 100%	20 100%
0-10%	(5.0) 88 17%	34 26%	19 26%	2 6%	11 17%	2 7%	7 9%	1 6%	3 6%	4 22%	3 27%	2 10%
11-20%	(15.0) 101 19%	26 20%	8 11%	11 35%	9 14%	4 14%	15 20%	3 18%	12 24%	2 11%	4 36%	7 35%
21-30%	(25.0) 60 12%	20 15%	8 11%	1 3%	10 15%	1 3%	4 5%	2 12%	7 14%	-	2 18%	5 25%
31-40%	(35.0) 46 9%	13 10%	7 10%	2 6%	4 6%	7 24%	4 5%	1 6%	4 8%	-	1 9%	3 15%
41-50%	(45.0) 36 7%	6 5%	8 11%	-	7 11%	6 21%	4 5%	-	3 6%	-	1 9%	1 5%
51-60%	(55.0) 32 6%	8 6%	2 3%	1 3%	2 3%	3 10%	7 9%	2 12%	6 12%	-	-	1 5%
61-70%	(65.0) 8 2%	-	1 1%	2 6%	-	1 3%	2 3%	-	2 4%	-	-	-
71-80%	(75.0) 11 2%	1 1%	-	2 6%	1 2%	2 7%	2 3%	-	1 2%	2 11%	-	-
81-90%	(85.0) 29 6%	8 6%	6 8%	1 3%	7 11%	1 3%	2 3%	-	1 2%	3 17%	-	-
91-100%	(95.0) 107 21%	16 12%	13 18%	9 29%	14 22%	2 7%	27 36%	8 47%	10 20%	7 39%	-	1 5%
Median	35	25	35	35	35	45	55	55	35	85	15	25
Mean Score	43.28	34.09	40.83	49.84	46.23	43.62	55.14	59.12	45.20	62.22	18.64	27.00

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q8 Outcome of the procedure

Base: Formal Insolvency

	Type of work		Insolvency appointment taker		Number of insolvency appointment takers				Number of employees					
	Personal and corporate	Corporate	Yes	No	None	5 or fewer	6-24	25 or more	4 or fewer	5 to 9	10 to 49	50 to 249	250 or more	
Total	640 100%	490 100%	150 100%	481 100%	156 100%	34 100%	335 100%	95 100%	176 100%	77 100%	70 100%	154 100%	131 100%	208 100%
Company closed entirely	467 73%	373 76%	94 63%	367 76%	97 62%	18 53%	256 76%	68 72%	125 71%	60 78%	45 64%	125 81%	96 73%	141 68%
Company continued in some way (sold as going concern, restructured etc)	158 25%	105 21%	53 35%	104 22%	54 35%	16 47%	71 21%	23 24%	48 27%	17 22%	18 26%	28 18%	31 24%	64 31%
Other	15 2%	12 2%	3 2%	10 2%	5 3%	- -	8 2%	4 4%	3 2%	- -	7 10%	1 1%	4 3%	3 1%

R3 MEMBERSHIP SURVEY DECEMBER 2012

Q8 Outcome of the procedure

Base: Formal Insolvency

	Region											
	Total	London	South East	South West	Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland
Total	640 100%	164 100%	89 100%	41 100%	81 100%	32 100%	93 100%	17 100%	57 100%	18 100%	21 100%	27 100%
Company closed entirely	467 73%	106 65%	60 67%	30 73%	69 85%	24 75%	67 72%	16 94%	42 74%	17 94%	19 90%	17 63%
Company continued in some way (sold as going concern, restructured etc)	158 25%	55 34%	27 30%	9 22%	12 15%	8 25%	25 27%	1 6%	14 25%	1 6%	1 5%	5 19%
Other	15 2%	3 2%	2 2%	2 5%	- -	- -	1 1%	- -	1 2%	- -	1 5%	5 19%