

Survey questions

#	Question	Answer format
1	Enter the full company name of the entrant	(freeform)
2	Enter the full mailing address of the entrant	(freeform)
3	Enter the financial year end of the entrant	(freeform)
4	What growth in revenue did you generate in the year ended 31 March 2011 when compared with the year ended 31 March 2010?	<ul style="list-style-type: none">• Less than 10%• 10%-20%• 20%-30%• 30%-40%• More than 40%
5	What growth in EBITDA did you generate in the year ended 31 March 2011 when compared with the year ended 31 March 2010?	<ul style="list-style-type: none">• Less than 10%• 10%-20%• 20%-30%• 30%-40%• More than 40%
6	What was the average number of full time equivalent employees in client facing / advisor roles in (a) the year ended 31 March 2010 and (b) the year ended 31 March 2011?	(a) (freeform) (b) (freeform)
7	How many new clients were won in the year ended 31 March 2011?	(freeform)

Survey questions (continued)

#	Question	Answer format
8	What percentage of revenue was earned from new clients in the year ended 31 March 2011?	<ul style="list-style-type: none">• Less than 10%• 10%-20%• 20%-30%• 30%-40%• More than 40%
9	How many employment positions were filled on behalf of clients (a) in the year ended 31 March 2010 and (b) in the year ended 31 March 2011?	(a) (freeform) (b) (freeform)
10	What was staff turnover in the year ended 31 March 2011?	(freeform)
11	What percentage was staff costs of total net client revenue in the year ended 31 March 2011?	(freeform)