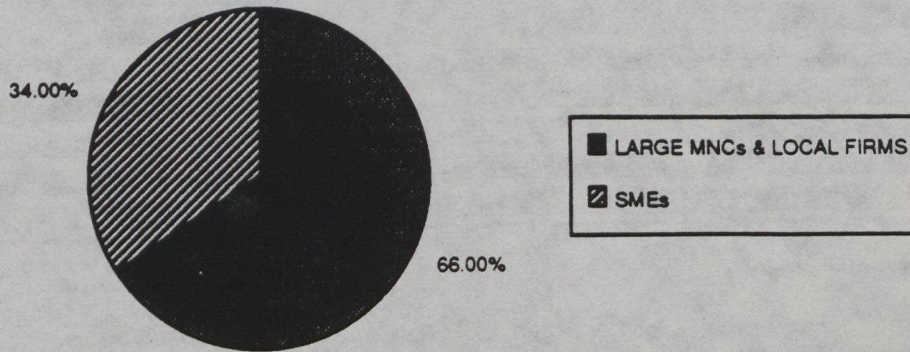


BACKGROUND ...

CURRENT SITUATION

The approximate market size of management consultancy services was S\$106 million as of 1987, more than twice its size in 1985. Large multinational (US and UK) and local firms provide the bulk (66%) of overall consultancy revenue. In Singapore, management consultancy services are also provided by US and UK multinational accounting firms. SMEs account for the balance (34%). The share amount attributable to SMEs has been increasing since 1985 when it was only 23%. This increase is a result of SMEs wanting to further develop their competitive stance in global markets.

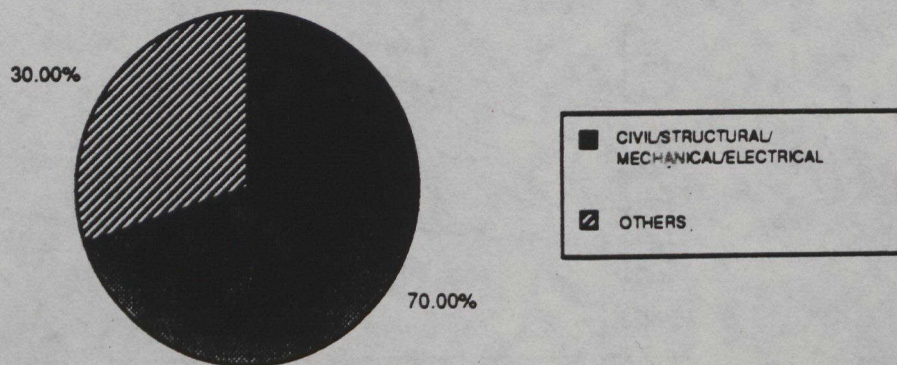
**MAJOR END-USERS OF MANAGEMENT CONSULTANCY SERVICES
1987**



Source: Survey on Management Consultants - 1988

As of 1989, the market size for engineering consultancy services was estimated at S\$140 million. Total civil/structural and mechanical services, accounted for 70% of demand (estimated at 2% of the total construction cost of S\$4.8 billion). Other services, including environmental, recreation, and other specialized engineering services, accounted for the balance 30% (the total market for environmental services including the sale of equipment was estimated at S\$50m).

**MARKET FOR ENGINEERING CONSULTANCY SERVICES
1989**



Source: Trade Interviews