



Humanus Consulting

Career Management

***OI Global Partners' Meeting  
Brussels  
April, 2015***

***Our business today***



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*Profile of our business*

Service	(%) of Revenue
Outplacement	33.0
Executive outplacement	30.0
Career management	22.0
Redeployment programs	0.0
Executive coaching & assessment	15.0
Change management	0.0
TOTAL	100%



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## ***Profile of our business***

### ***Headcount***

- ***2 fulltime***
- ***1 Operations / Admin***
- ***2 Finance / Commercial***
- ***4 consultants / coaches***

### ***Turnover***

- ***€ 67.014 in 2014 (Outplacement only)***

### ***Coverage***

- ***Spain and Portugal***



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## **Our clients today (Companies only)**

- Medical
  - Arcomed, Madrid
  - Kemin, Lisbon
  - Waldner, Madrid
- Beverages
  - TCB, Valencia
- Food
  - Doehler Group
  - Grupo Panrico, Barcelona
- Automotive
  - Millard Filters, Madrid
- Banking
  - CatalunyaCaixa, Barcelona
- Financial
  - Dow Jones, Barcelona

## Iberian Market Review

### **Economical situation:**

- The economic cycle shows a slight upturn, but unemployment continuous to be the second highest in the EU
- Manufacturing sector continues to struggle due to cost pressures
- Consumer and business confidence low

### **Market situation**

- Individual OPC paid for by companies declining
- Group OPC diminishing
- Fees continue going down



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**Products:**

- Individual Coaching growing
- Self Employment growing
- Demand for Assessments and Competence Surveys

**Challenges / Opportunities:**

- Development of new services
- Leveraging OIGP relationship