

MAYFAIR BUSINESS CLUB

SURVEY OF MEMBERS INVOLVED IN ARRANGING, ADVISING ON OR PARTICIPATING IN DEALS

1. Looking at your transactional business over the last five years, what has been the main focus (or focuses) of your deal flow (i.e. nature of companies or assets dealt with, approximate deal value and your role in the deal as adviser, arranger, funder or principal)?

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2. Looking at your transactional business since September 2007 (when serious difficulties at Northern Rock emerged):

(a) Has there been an increase or decrease in your overall deal flow by value or volume (please specify)?

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(b) Has your deal flow been affected by a shortage of bank debt or funding?

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(c) If so, have any areas of your deal flow been worse affected than others?

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(d) Are you looking for deals at present or have you put some or all of your deals business on hold?

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(e) Has there been a shortage of deals coming on to the market in which you operate?

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(f) Have asset prices diminished generally and/or in particular areas of your market?

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(g) What do you think are the main reasons for the changes to your market?

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(h) Has the focus of your deal flow shifted (in terms of deal size, asset type of source of referrals)?

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3. Looking at the period since September 2007, have there been any continued changes or stages in the changes identified at 2?

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4. Do you see any new opportunities created by the changed business environment and, if so, in what areas?

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- 5. If your market has declined since September 2007, when are you expecting matters to improve significantly and what areas do you think will improve first?
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- 6. Are you trying to re-position your business to be ready for a future upswing. If so, in what areas?
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- 7. If you were involved in transactional work in previous recessions, how does your experience of the current recession compare to that of the previous downturns?
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- 8. Are there any deal types or other business areas you would wish MBC members to know that you are interested in?
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Please complete your name and contact details below. If you would prefer that any response to this survey was kept confidential then please tick in the box provided.

Name:

Organisation:

Contact tel no:

Email:

Tick here if you wish your reply to remain anonymous

For further information, please contact:
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