

London Market Report

January 2012

Astbury Marsden

4050

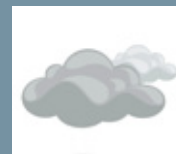
roles released
170% more than Dec 2011
25% less than Jan 2011

2.0

candidates competing for each new role

57%

expect salaries to come under pressure in 2012



OUTLOOK

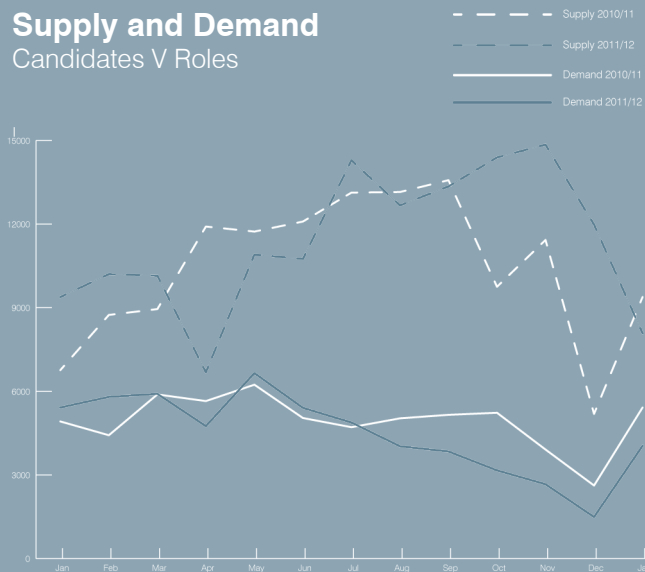
Trends Q1, 2012

Whilst demand for staff from the biggest, universal banks, has yet to recover there is much more active hiring from younger, niche financial services firms and smaller banks looking to take advantage of the excess supply of highly qualified City staff. Smaller firms are now the ones creating the lion's share of City vacancies. We saw a similar trend in 2008 when many of the smaller City firms saw the post Lehman's crisis as an opportunity to swoop and pick up some very talented senior bankers.

"Some of the more nimble and ambitious City firms see the current market as a good opportunity to build their businesses and expand operations." Mark Cameron, Chief Operating Officer at Astbury Marsden

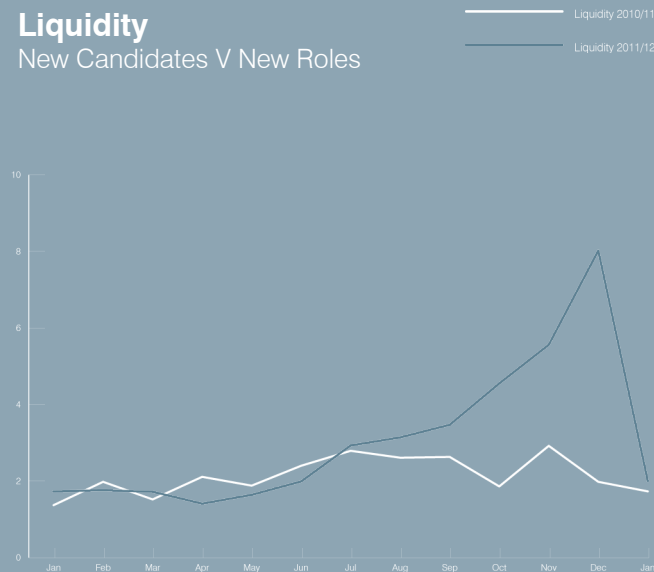
Supply and Demand

Candidates V Roles



Liquidity

New Candidates V New Roles



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