

# 13| ARCHITECTURE - THE PRACTICE



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## 3.1 PROFILE OF ARCHITECTURAL PRACTICES

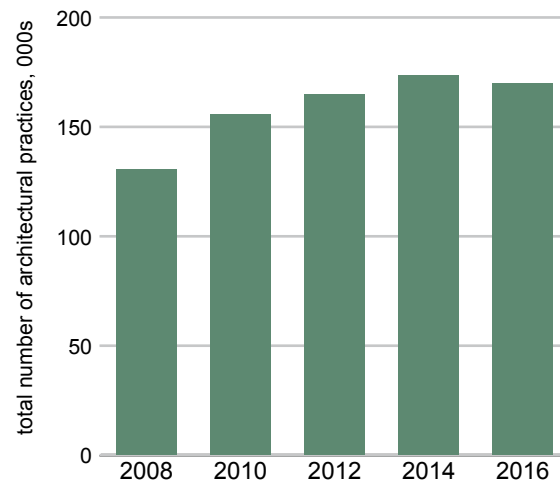
The number of private architectural practices in EUROPE-27 is estimated to be 158 300. This figure has been estimated by creating a model and then inserting data from the survey. The model is described in Appendix I. Grossing-up this figure to reflect all 32 European countries produces an estimate of 170 000 private architectural practices in Europe, a little lower than the 2014 estimate. Nearly three quarters of all architectural practices in Europe comprise one person. However, this year there appears to have been a change in the number of architects employed in

large practices. More respondents in three countries in particular - Sweden, Denmark, Finland - are working in large practices than previously.

This has led to a reduction in the number of one and two person practices in these countries. A small reduction in one and two person practices is evident across much of Europe, resulting in a net drop in the total number of practices between 2014 and 2016. The number of practices is higher in only two countries; Spain and Turkey.

The information in this section is based on the questionnaires completed by Principals. These include Sole Principals, Freelancers, and Partners & Directors in Private Practice.

CHART 3-1  
CHANGE IN ESTIMATED NUMBER OF PRACTICES IN EUROPE-32, 2008-16



\* Methodological Note: The base 'EUROPE-32' is different from the base used for previous surveys. Figures for 2008, 2010, 2012 and 2014 have been re-calculated using the 2016 base number of countries, so will be different from estimates published in previous survey reports.

CHART 3-2  
AVERAGE SIZE OF ARCHITECTURAL PRACTICES



TABLE 3-1  
ESTIMATED NUMBER AND SIZE OF ARCHITECTURAL PRACTICES

number (estimate)	size of architectural practice (number of architectural staff)							TOTAL
	1 staff	2 staff	3 to 5 staff	6 to 10 staff	11 to 30 staff	31 to 50 staff	over 50 staff	
Austria	1 076	394	265	79	16	1	0	1 832
Belgium	2 357	499	379	81	27	6	1	3 350
Bulgaria	424	157	232	30	10	2	0	856
Croatia	300	177	172	28	16	1	0	695
Cyprus *	180	36	59	17	2	0	0	295
Czech Republic *	857	776	187	70	22	0	0	1 912
Denmark	1 002	132	125	83	64	7	8	1 422
Estonia *	100	57	74	14	2	0	0	246
Finland	289	81	77	49	25	5	2	528
France	5 897	884	692	181	93	5	1	7 753
Germany	31 378	5 105	3 099	762	206	8	1	40 558
Hungary *	987	194	139	27	9	1	0	1 356
Ireland	450	158	100	24	19	2	1	754
Italy	47 009	4 957	3 192	445	106	7	3	55 720
Lithuania	190	68	50	23	6	0	0	337
Luxembourg	91	34	30	20	14	1	0	190
Malta *	45	15	25	8	6	1	0	99
Netherlands	1 980	961	568	130	38	7	9	3 692
Poland	2 790	503	527	245	59	12	4	4 138
Portugal	1 647	647	887	202	76	16	5	3 479
Romania *	683	293	423	237	24	5	1	1 666
Slovakia	250	114	65	17	4	0	0	449
Slovenia	198	117	107	17	3	1	0	444
Spain	5 651	1 159	1 034	184	34	11	5	8 077
Sweden	709	153	130	57	49	8	8	1 114
Turkey	3 450	2 772	2 937	815	312	32	22	10 341
United Kingdom	4 257	878	1 134	398	273	63	35	7 037
2016 EUR-27	114 247	21 319	16 706	4 243	1 516	202	108	158 342
per cent of practices	72	13	11	3	1	<1	<1	100
2014 EUR-26	120 242	22 423	16 066	3 151	1 069	100	30	163 078
2012 EUR-25	98 193	28 134	22 663	5 247	1 305	151	35	155 725
2010 EUR-23	86 049	19 477	18 963	5 814	1 973	279	83	132 643
2008 EUR-17	37 369	13 489	10 868	5 318	2 014	449	344	69 851

'architectural staff' includes principals, partners & directors; associates; salaried architects; technical staff; permanent and freelance.

\* caution - small sample

Row or column totals may not add precisely due to rounding.

CHART 3-3  
PRACTICES ANALYSED BY SIZE

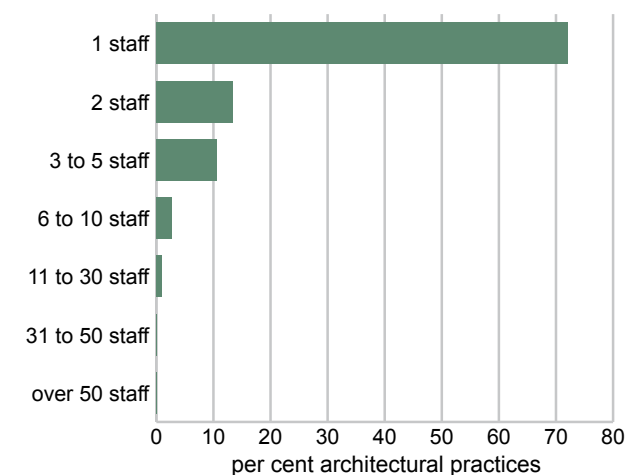
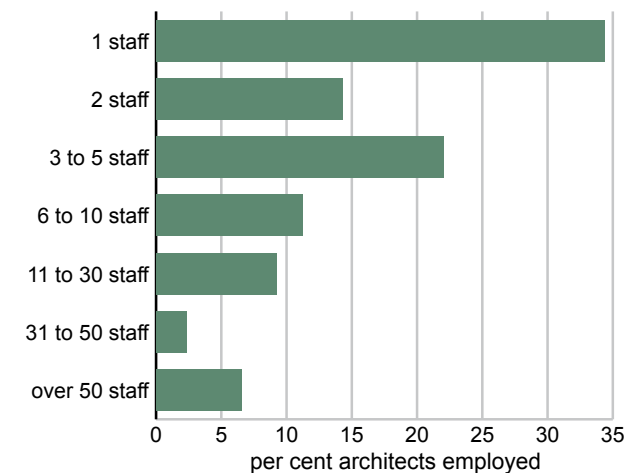


CHART 3-4  
PROPORTION OF ARCHITECTS EMPLOYED IN PRACTICES OF DIFFERENT SIZES



## 3.2 LEGAL FORMATION OF PRACTICES

As in previous surveys, the majority of architects in Europe establish themselves as an 'independent architect'. But it is only just a majority, at 52 per cent, having fallen from 65 per cent in 2014. Whilst some of this fall may be due to architects leaving self-employment to join larger practices, it may also indicate a trend towards establishing architectural practices as limited companies. Compared with the 2014 survey, the proportion of Independent Architects has dropped markedly in France, Italy, Ireland, Spain and Turkey.

The proportion of practices which are established as limited companies is this year 36 per cent, higher than the 21 per cent in 2014 and 2012 and, indeed, a higher figure than recorded in any of the previous surveys. More than two thirds of practices are limited companies in Turkey, Croatia and Slovakia.

The highest proportion of partnerships is in the Netherlands and Denmark; while few architects establish themselves as PLCs or Economic Interest Groupings except in Finland, where 62 per cent of practices are PLCs.

CHART 3-5

PROPORTION OF ARCHITECTURAL PRACTICES THAT ARE LIMITED COMPANIES / PLCS / CORPORATIONS

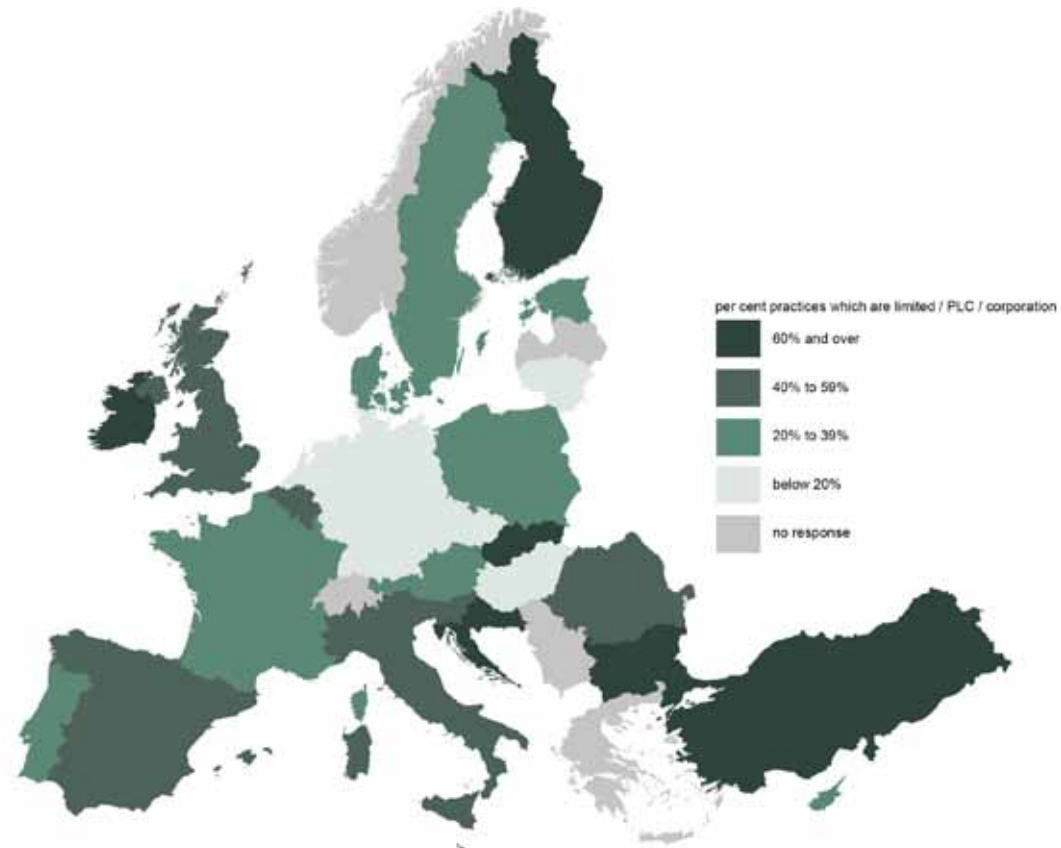
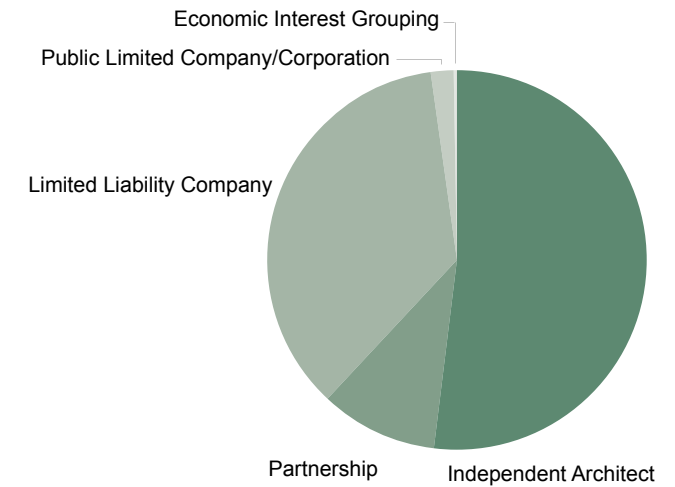


TABLE 3-2  
LEGAL FORMATION OF ARCHITECTURAL PRACTICES - BASED ON TYPE OF PRACTICE  
IN WHICH PRINCIPALS WORK

per cent	independent architect	partnership	limited company	PLC (public limited company) / corporation	economic interest group
Austria	63	6	29	1	0
Belgium	52	6	41	1	0
Bulgaria	32	0	60	3	4
Croatia	17	3	70	7	2
Cyprus *	59	18	24	0	0
Czech Republic *	76	10	14	0	0
Denmark	44	32	15	9	0
Estonia *	39	26	32	3	0
Finland	31	4	2	62	1
France	68	2	25	5	1
Germany	73	19	8	0	0
Hungary *	n/a	n/a	n/a	n/a	n/a
Ireland	32	2	61	2	4
Italy	49	7	43	1	0
Lithuania	91	6	3	0	1
Luxembourg	63	10	22	4	0
Malta *	29	4	49	18	0
Netherlands	50	40	10	0	0
Poland	62	17	20	1	0
Portugal	52	28	21	0	0
Romania *	52	4	40	3	1
Slovakia	27	4	69	0	0
Slovenia	46	9	42	3	0
Spain	41	0	59	0	0
Sweden	62	9	22	1	7
Turkey	18	3	76	3	0
United Kingdom	45	6	43	6	0
2016 EUROPE-27	52	10	36	2	0
2014 EUROPE-26	65	9	21	4	1
2012 EUROPE-25	67	9	21	2	1
2010 EUROPE-23	51	10	31	5	2
2008 EUROPE-17	52	18	22	4	3

\* caution - small sample

CHART 3-6  
TYPE OF ARCHITECTURAL BUSINESSES



## 3.3 PRACTICE REVENUE

Average practice revenue rises fairly evenly with practice size. A two person practice generates a little more than double the revenue of a one person practice; and a 6 to 10 sized practice records average revenue of a little more than twice that of a 3 to 5 person practice. Less data is available for the largest practice sizes due to small sample sizes in individual countries.

Compared with the previous survey, average practice revenue has increased in all size groups up to 30 staff. Some of the rises are large; average revenue is 18 per cent higher for 1 person practices, 34 per cent higher for two persons, 29 per cent higher for a practice with 3 to 5 staff, and 6 per cent higher for a 6 to 10 sized practice. The average practice revenue is just 1 per cent higher for the next size up, while averages for practices with over 30 staff are lower than in 2014 although the averages for larger practices are only indicative as the staff intervals are large and there can be a very wide variation in the revenues reported.

TABLE 3-3  
 AVERAGE REVENUE PER PRACTICE ANALYSED BY COUNTRY AND PRACTICE SIZE

€	average (mean) revenue: size of practice (number of architectural staff)						
	1	2	3 to 5	6 to 10	11 to 30	31 to 50	51+
Austria	64 931	122 690	259 625	696 923	1 556 944	n/a	22 724 000
Belgium	70 030	365 053	265 779	675 677	2 014 147	n/a	n/a
Bulgaria	7 169	39 276	79 550	n/a	n/a	n/a	n/a
Croatia	20 453	110 403	99 362	141 135	349 467	n/a	n/a
Cyprus *	n/a	n/a	n/a	150 000	n/a	n/a	n/a
Czech Republic *	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Denmark	67 608	160 743	286 320	1 004 374	1 172 362	n/a	17 296 761
Estonia *	2 033	n/a	83 452	280 000	n/a	n/a	n/a
Finland	67 990	173 545	299 902	701 972	5 890 917	n/a	n/a
France	51 794	120 936	273 541	837 225	1 730 730	n/a	n/a
Germany	73 151	154 763	317 064	654 293	1 859 251	6 738 211	8 804 135
Hungary *	12 167	32 253	73 507	n/a	n/a	n/a	n/a
Ireland	45 718	121 967	220 213	503 143	1 161 262	n/a	n/a
Italy	24 082	49 171	74 765	164 400	490 301	n/a	6 125 429
Lithuania	12 978	26 566	20 500	178 349	n/a	n/a	n/a
Luxembourg	73 401	138 750	329 636	443 100	2 291 812	3 845 000	n/a
Malta *	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Netherlands	44 910	134 649	263 782	520 133	2 236 667	n/a	n/a
Poland	10 896	19 624	n/a	199 662	136 911	1 049 654	n/a
Portugal	16 596	46 334	100 451	207 800	500 000	n/a	n/a
Romania *	12 858	n/a	58 854	81 265	n/a	n/a	n/a
Slovakia	18 567	45 100	57 310	202 667	n/a	n/a	n/a
Slovenia	67 542	62 595	101 938	115 800	n/a	n/a	n/a
Spain	18 199	29 855	69 213	286 250	n/a	n/a	n/a
Sweden	89 271	204 343	331 595	908 062	1 744 453	3 333 135	20 507 536
Turkey	19 216	33 645	131 921	220 272	n/a	n/a	n/a
United Kingdom	48 104	110 601	264 201	657 411	1 473 206	7 668 339	5 342 045
<b>2016 EUR-27</b>	<b>48 025</b>	<b>117 358</b>	<b>218 397</b>	<b>551 141</b>	<b>1 758 965</b>	<b>5 710 433</b>	<b>12 133 689</b>
<i>2014 EUR-26</i>	<i>40 646</i>	<i>87 651</i>	<i>169 450</i>	<i>520 474</i>	<i>1 743 964</i>	<i>9 309 970</i>	<i>15 570 115</i>
<i>2012 EUR-25</i>	<i>41 755</i>	<i>78 648</i>	<i>166 607</i>	<i>437 493</i>	<i>1 397 166</i>	<i>3 626 922</i>	<i>16 538 301</i>
<i>2010 EUR-23</i>	<i>48 295</i>	<i>93 826</i>	<i>192 685</i>	<i>463 320</i>	<i>1 167 050</i>	<i>3 471 360</i>	<i>10 613 801</i>
<i>2008 EUR-17</i>	<i>59 389</i>	<i>117 827</i>	<i>201 693</i>	<i>498 563</i>	<i>1 282 563</i>	<i>3 156 907</i>	<i>4 563 556</i>

\* caution - small sample

Figures are averages (means) and refer to the 12 months ending 01 May 2016, or the year 2015/16 or latest accounting year.

Figures are unadjusted for PPP.

The minimum number of responses to give a reliable answer is 10. But for smaller countries we have extended this to 5 and in very exceptional cases to 4. Where there are fewer than four responses, or where the figure varies excessively from the mean, we mark the data as n/a.

## 3.4 HOW PRACTICES CHARGE FOR THEIR SERVICES

Forty five per cent of architects' jobs are charged for based on a percentage of the contract value. Architects in France and Luxembourg are most likely to use this method; those in Finland and Sweden least likely.

One third of jobs, 34 per cent, are charged for on a lump sum basis - including at least half of jobs in Finland, Netherlands, Croatia and the Czech Republic.

An hourly charge is the method used on 14 per cent of jobs, including more than 40 per cent in Sweden and Finland.

Countries with the highest proportion of jobs for which no charge has been agreed include Bulgaria, Poland, Portugal, and Turkey.

TABLE 3-4  
HOW CHARGES ARE CALCULATED

per cent current jobs	method of calculating charge			
	per cent of contract value	lump sum	hourly charge	no charge agreed (effectively "at risk")
Austria	54	23	21	1
Belgium	56	24	18	1
Bulgaria	35	38	13	14
Croatia	27	51	14	9
Cyprus *	46	36	10	9
Czech Republic *	32	53	14	1
Denmark	32	31	34	4
Estonia *	30	38	30	3
Finland	7	51	41	1
France	67	25	7	1
Germany	60	16	20	4
Hungary *	55	26	10	10
Ireland	35	49	14	3
Italy	39	44	7	9
Lithuania	45	35	14	6
Luxembourg	74	13	11	2
Malta *	32	31	33	4
Netherlands	18	50	29	3
Poland	26	29	33	13
Portugal	39	40	9	11
Romania *	54	26	10	9
Slovakia	50	28	17	5
Slovenia	39	32	23	7
Spain	56	30	6	8
Sweden	7	33	57	3
Turkey	40	42	6	12
United Kingdom	28	44	26	2
2016 EUROPE-27	45	34	14	7
2014 EUROPE-26	47	32	14	7
2012 EUROPE-25	43	36	12	9
2010 EUROPE-23	49	29	18	5
2008 EUROPE-17	56	23	16	6

\* caution - small sample

## 3.5 HOURLY CHARGE-OUT RATES

Average hourly rates refer to the average charged to clients for an hour of the architect's work, before tax.

In table 3-5, the data has been adjusted to take account of different price levels between the countries, using a Purchasing Power Parity (PPP) index. Unadjusted figures are given in table 3-6.

The PPP hourly charge-out rates (table 3-5) are generally highest in Luxembourg, Austria, Sweden and the Netherlands. Lowest hourly rates are recorded in Romania, Turkey and Poland.

Average rates have increased since the 2014 survey; rates for Principals are now €70 per hour, 9 per cent higher than in 2014; average rates for architects are 8 per cent higher while for technologists the average is 2 per cent higher than in 2014. Average PPP hourly rates this year are higher than in any of the years this survey has been running.

TABLE 3-5  
AVERAGE HOURLY CHARGE-OUT RATES ADJUSTED TO TAKE ACCOUNT OF  
PURCHASING POWER PARITY (PPP)

€	average (median) hourly charge-out rates adjusted to take account of Purchasing Power Parities (PPP), Euros		
	principals	architects	technologists
Austria	90	79	62
Belgium	67	57	45
Bulgaria	55	44	22
Croatia	n/a	n/a	n/a
Cyprus *	57	29	20
Czech Republic *	23	15	9
Denmark	83	75	59
Estonia *	40	27	7
Finland	71	58	48
France	76	71	57
Germany	75	65	48
Hungary *	50	39	22
Ireland	73	61	45
Italy	40	30	25
Lithuania	n/a	n/a	n/a
Luxembourg	94	72	50
Malta *	93	50	30
Netherlands	82	78	60
Poland	29	n/a	12
Portugal	37	28	25
Romania *	10	17	4
Slovakia	30	23	15
Slovenia	43	31	19
Spain	33	28	22
Sweden	85	76	67
Turkey	26	13	8
United Kingdom	73	63	49
2016 EUROPE-27	70	57	45
2014 EUROPE-26	64	53	43
2012 EUROPE-25	54	44	29
2010 EUROPE-23	66	56	43
2008 EUROPE-17	62	50	39

Data is expressed in Euros but each country's figure has been adjusted using an index of Purchasing Power Parity (PPP). This index takes account of price level differences across countries. We have used an index sourced from Eurostat, whose Comparative Price Level Indices assess the price level of each country in the comparison of European countries. Each country's average hourly rates figure is divided by one hundredth of the country's index value to create the PPP adjusted figure.

\* caution - small sample



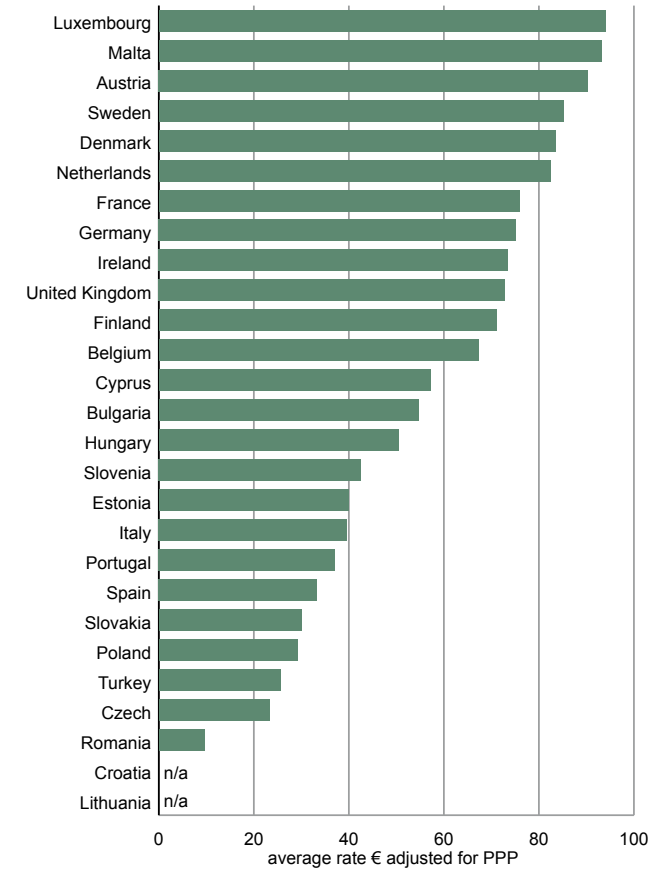


TABLE 3-6  
AVERAGE HOURLY CHARGE-OUT RATES, UNADJUSTED

€	average (median) hourly charge-out rates		
	principals	architects	technologists
Austria	96	84	65
Belgium	74	62	48
Bulgaria	26	20	10
Croatia	n/a	n/a	n/a
Cyprus *	50	25	18
Czech Republic *	15	9	6
Denmark	114	104	81
Estonia *	30	20	5
Finland	85	70	58
France	80	80	60
Germany	75	65	48
Hungary *	26	22	13
Ireland	90	75	55
Italy	40	30	25
Lithuania	n/a	n/a	n/a
Luxembourg	112	86	60
Malta *	75	40	24
Netherlands	90	85	65
Poland	16	n/a	7
Portugal	30	25	20
Romania *	5	9	2
Slovakia	20	15	10
Slovenia	34	25	15
Spain	30	25	20
Sweden	103	92	82
Turkey	16	8	5
United Kingdom	96	83	64
2016 EUROPE-27	75	60	46
2014 EUROPE-26	67	55	45
2012 EUROPE-25	55	43	30
2010 EUROPE-23	75	63	50
2008 EUROPE-17	63	50	40

\* caution - small sample

CHART 3-7  
AVERAGE HOURLY CHARGE-OUT RATES FOR PRINCIPALS, ADJUSTED FOR PURCHASING POWER PARITY (PPP)



## 3.6 PRACTICE PROFITS

Profits are expressed here as a percentage of revenue. Practice profits fall as practice size increases, so in a practice with one person, average profits are 53 per cent of revenue. This falls to 35 per cent in a 3 to 5 person practice, to 21 per cent in an 11 to 30 person practice, and 16 per cent in practices with more than 50 staff.

This pattern is entirely consistent with that recorded in previous years. Compared with the last survey, average practice profits as a percentage of revenue have fallen in all practice sizes, and are now very similar to those recorded in 2012. There may be variations in the definition of 'profits' so inter-country comparisons should be considered with caution.

CHART 3-8  
PRACTICE PROFITS ANALYSED BY PRACTICE SIZE

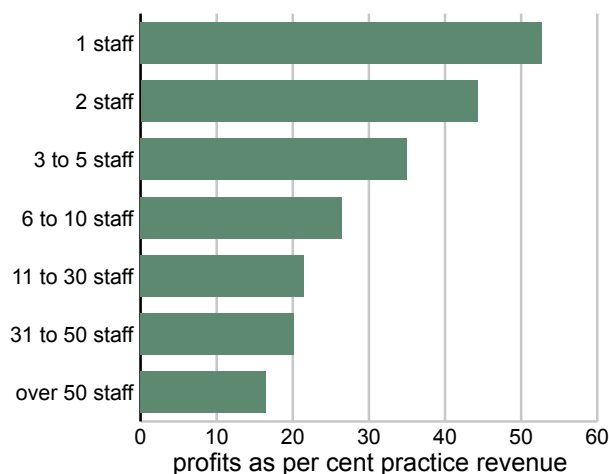


TABLE 3-7  
AVERAGE PRE-TAX PROFITS AS A PERCENTAGE OF TOTAL REVENUE,  
ANALYSED BY COUNTRY AND PRACTICE SIZE

per cent	size of architectural practice (number of architectural staff)						
	1 staff	2 staff	3 to 5 staff	6 to 10 staff	11 to 30 staff	31 to 50 staff	over 50 staff
Austria	46	43	35	22	19	n/a	n/a
Belgium	40	24	20	13	14	n/a	n/a
Bulgaria	76	54	43	n/a	24	n/a	n/a
Croatia	28	21	13	76	7	n/a	n/a
Cyprus *	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Czech Republic *	65	43	n/a	n/a	n/a	n/a	n/a
Denmark	60	56	13	11	18	4	8
Estonia *	n/a	n/a	3	18	10	n/a	n/a
Finland	56	28	20	13	9	n/a	n/a
France	43	31	14	11	7	9	n/a
Germany	60	52	40	31	27	20	13
Hungary *	47	22	27	17	22	n/a	n/a
Ireland	46	23	17	7	12	n/a	11
Italy	50	41	38	21	31	n/a	22
Lithuania	49	43	39	29	n/a	n/a	n/a
Luxembourg	18	32	15	12	-1**	7	n/a
Malta *	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Netherlands	52	35	28	20	2	n/a	n/a
Poland	44	50	n/a	n/a	n/a	76	n/a
Portugal	45	5	16	21	n/a	n/a	n/a
Romania *	40	n/a	15	12	n/a	n/a	n/a
Slovakia	46	41	43	11	n/a	n/a	n/a
Slovenia	24	25	21	42	n/a	n/a	n/a
Spain	43	31	32	37	n/a	n/a	n/a
Sweden	34	18	18	15	10	8	8
Turkey	51	32	39	34	n/a	n/a	n/a
United Kingdom	54	66	41	23	19	n/a	28
2016 EUR-27	53	44	35	26	21	20	16
2014 EUR-26	60	49	44	29	22	24	22
2012 EUR-25	56	44	39	29	23	18	19
2010 EUR-23	45	34	29	22	20	13	15
2008 EUR17	52	44	40	31	26	17	26

\* caution - small sample \*\* Negative figures indicate losses. Luxembourg size 11 to 30 staff, This figure is based on sample size = 14.

### 3.7 REVENUE FROM OUTSIDE OWN COUNTRY

Some 4 per cent of practice revenue is generated from work undertaken outside the country in which the architectural practice is based. The highest proportion is generated by architects in Portugal, Bulgaria and Turkey (17 per cent or more). The overall figure of 4 per cent is lower than that recorded in any of the previous four surveys.

About 63 per cent of revenue from outside the practice's own country comes from work in another European country. This is similar to the 2014 result. The highest proportion of total practice revenue derived from outside Europe is recorded by architects in Bulgaria, Turkey, Portugal and Cyprus - over 10 per cent of total practice revenue in these countries comes from work outside Europe.

CHART 3-9  
SOURCE OF REVENUE

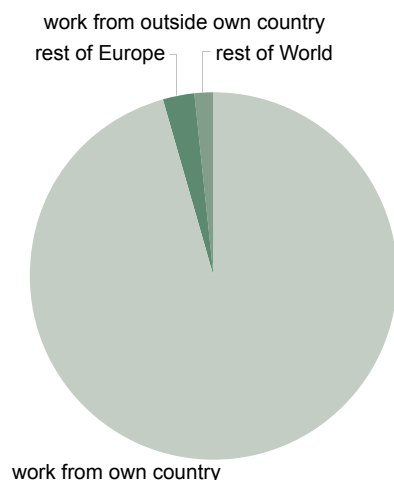


TABLE 3-8  
PROPORTION OF PRACTICE REVENUE DERIVED FROM OUTSIDE THE COUNTRY, ANALYSED BY COUNTRY

per cent	revenue derived from outside the country		
	revenue from rest of Europe	revenue from outside Europe	TOTAL
Austria	6.8	2.4	9.2
Belgium	4.1	0.8	4.9
Bulgaria	4.5	13.5	18.0
Croatia	5.5	5.3	10.8
Cyprus *	2.4	11.4	13.8
Czech Republic *	8.7	1.0	9.7
Denmark	10.1	4.9	15.0
Estonia *	5.2	0.0	5.2
Finland	3.3	1.3	4.6
France	3.4	1.7	5.1
Germany	1.2	0.6	1.8
Hungary *	13.3	1.0	14.4
Ireland	7.3	3.1	10.4
Italy	2.6	1.6	4.3
Lithuania	7.0	7.0	14.0
Luxembourg	13.7	2.3	16.0
Malta *	0.0	0.0	0.0
Netherlands	7.1	3.7	10.8
Poland	7.4	0.1	7.5
Portugal	7.0	11.5	18.6
Romania *	9.5	4.8	14.3
Slovakia	9.0	0.3	9.4
Slovenia	5.6	1.7	7.3
Spain	1.3	2.1	3.4
Sweden	2.2	1.7	4.0
Turkey	4.1	12.5	16.6
United Kingdom	7.0	4.2	11.3
2016 EUROPE-27	2.7	1.6	4.3
2014 EUROPE-26	3.7	2.7	6.4
2012 EUROPE-25	n/a	n/a	5.6
2010 EUROPE-23	n/a	n/a	7.7
2008 EUROPE-17	n/a	n/a	6.0

\* caution - small sample

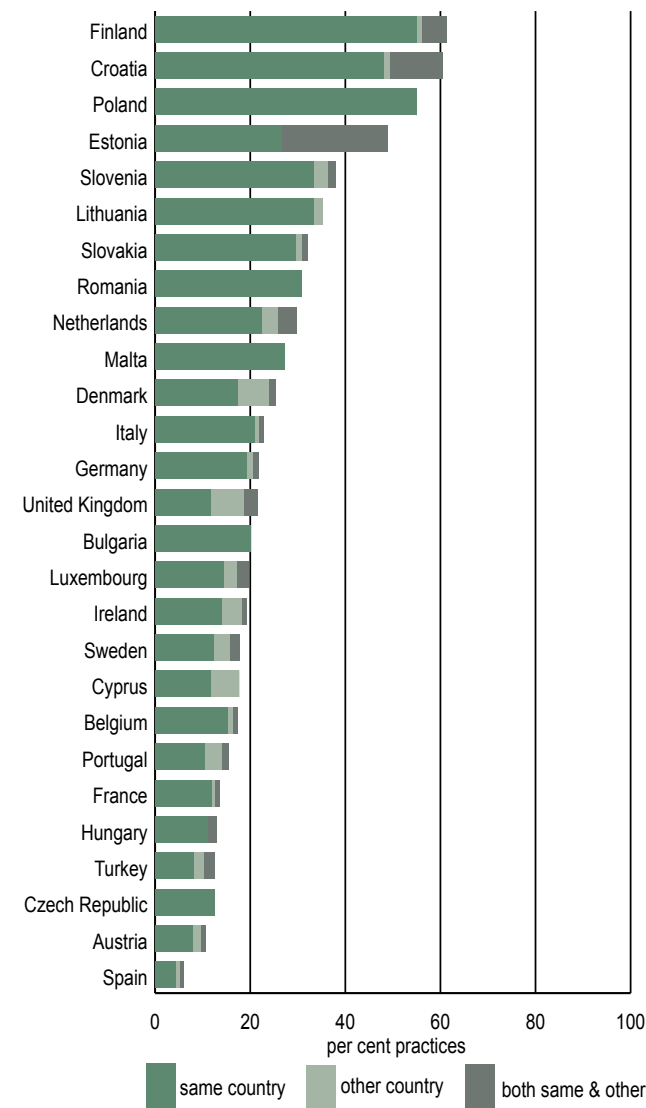
### 3.8 ASSOCIATIONS

TABLE 3-9  
PROPORTION OF PRACTICES WHO HAVE A FORMAL ASSOCIATION WITH ANOTHER PRACTICE

per cent	no formal association	have a formal association		
		with architect / practice in same country	with architect / practice in another country	both
Austria	89	8	2	1
Belgium	83	15	1	1
Bulgaria	80	20	0	0
Croatia	40	48	1	11
Cyprus *	82	12	6	0
Czech Republic *	88	13	0	0
Denmark	75	17	7	1
Estonia *	51	27	0	22
Finland	39	55	1	5
France	86	12	1	1
Germany	78	19	1	1
Hungary*	87	11	0	2
Ireland	81	14	4	1
Italy	77	21	1	1
Lithuania	65	33	2	0
Luxembourg	80	14	3	3
Malta *	73	27	0	0
Netherlands*	70	22	4	4
Poland	45	55	0	0
Portugal	85	10	4	1
Romania *	69	31	0	0
Slovakia	68	29	1	1
Slovenia	62	33	3	2
Spain	94	4	1	1
Sweden	82	12	3	2
Turkey	87	8	2	2
United Kingdom	78	12	7	3
2016 EUROPE-27	80	17	2	1
2014 EUROPE-26	84	14	2	1
2012 EUROPE-25	79	18	2	1
2010 EUROPE-23	82	15	2	2
2008 EUROPE-17	85	12	3	n/a

\* caution - small sample

CHART 3-10 PROPORTION OF PRACTICES WHO HAVE A FORMAL ASSOCIATION WITH ANOTHER PRACTICE





## 3.8 ASSOCIATIONS

Twenty per cent of architects have an association with another practice. For most of these, it is an association with another practice in the same country. Just 3 per cent of architects have an association with another practice in a different country.

More architects in Finland, Croatia, Poland and Estonia have an association with another practice, either in the same country or elsewhere. Twenty two per cent of architects in Estonia have an association with a practice in another country, the highest figure reported.

## 3.9 BRANCH OFFICES

Working in a branch or subsidiary office provides information as to how many offices an architectural practice might have. Overall, few architects (6 per cent) work in a branch office. This proportion is highest - more than 15 per cent - in Turkey, Denmark and the United Kingdom. Lowest proportions are recorded by architects in Germany, Cyprus, Slovenia and Spain. For those architects who work in a branch office, the head office is nearly always located in the same country as the branch office and the same country as where the architect is established (95 per cent for both).



TABLE 3-10  
PROPORTION OF ARCHITECTS WORKING IN BRANCH OFFICE AND  
LOCATION OF BRANCH OFFICE'S HEAD OFFICE

per cent	work in branch office	for those who work in branch, head office is located in...	
		same country as where branch office is located	same country as where architect is established
Austria	3	92	97
Belgium	4	97	99
Bulgaria	4	95	91
Croatia	6	93	96
Cyprus *	0	100	67
Czech Republic *	7	84	100
Denmark	18	86	90
Estonia *	4	87	90
Finland	7	62	75
France	3	97	94
Germany	1	77	77
Hungary *	5	89	96
Ireland	9	83	86
Italy	4	98	98
Lithuania	9	90	90
Luxembourg	4	83	82
Malta *	8	86	100
Netherlands	11	98	87
Poland	7	98	98
Portugal	10	81	84
Romania *	11	100	100
Slovakia	11	82	77
Slovenia	3	89	89
Spain	3	70	65
Sweden	13	91	100
Turkey	18	90	91
United Kingdom	16	87	86
2016 EUROPE-27	6	95	95
2014 EUROPE-26	6	96	96
2012 EUROPE-25	6	90	91
2010 EUROPE-23	12	89	98
2008 EUROPE-17	9	71	93

\* caution - small sample

## 3.10 ARCHITECTURAL DESIGN COMPETITIONS

In a new question for this year's survey, 20 per cent of Principals said that their practice had entered one or more Architectural Design Competitions in the 12 months to May 2016. About three quarters of these competitions were for public sector jobs, and one quarter for private sector work. Slightly more architects (36 per cent) entered open competitions than competitions with a pre-selection procedure (28 per cent) or an invited competition (24 per cent).

These respondents said they had been successful in 36 per cent of Architectural Design Competitions. The success rate is 48 per cent for private sector Competitions, and 31 per cent for public sector. The highest success rates are recorded for invited competitions, at 51 per cent. Architectural Design Competitions with a pre-selection procedure resulted in a success rate of 31 per cent, while success at an open competition was 27 per cent. In all cases, architects gained higher success rates for private sector Architectural Design Competitions than for public sector ones.

Responding architects said their practice spent an average €12,600 participating in Architectural Design Competitions during the past 12 months. The resulting fee revenue from successful competitions far exceeded this investment; an average of €114 000 per practice - nine times this investment. These averages are for all practices who entered at least one Architectural Design Competition - regardless of whether or not they were successful.

CHART 3-11  
PRACTICES ENTERING ARCHITECTURAL DESIGN COMPETITIONS, LAST 12 MONTHS

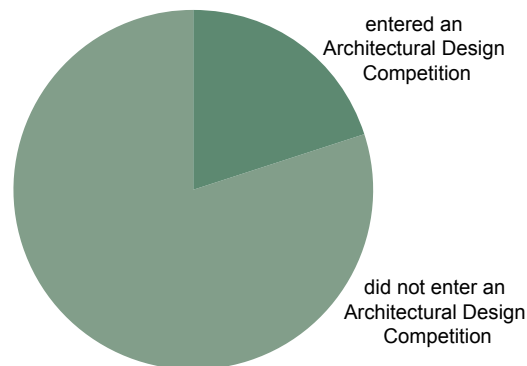


CHART 3-12  
ARCHITECTURAL DESIGN COMPETITIONS ENTERED LAST 12 MONTHS - SUCCESS RATES

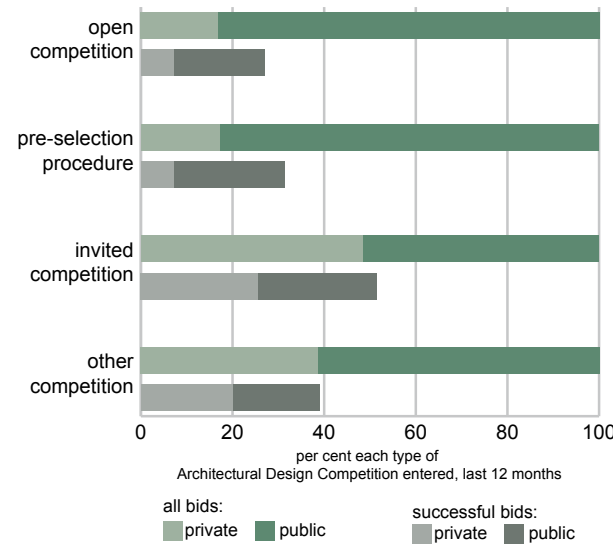


CHART 3-13  
ARCHITECTURAL DESIGN COMPETITIONS ENTERED - TYPE OF COMPETITION

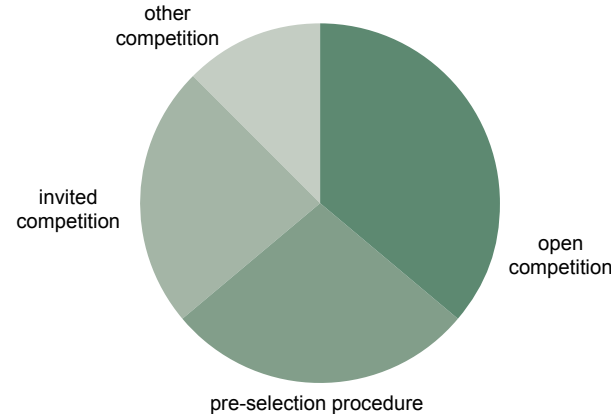


TABLE 3-11  
ARCHITECTURAL DESIGN COMPETITION PARTICIPATION RATES

per cent	practices participating in Architectural Design Competitions last 12 months
Austria	51
Belgium	30
Bulgaria	17
Croatia	11
Cyprus *	15
Czech Republic *	14
Denmark	24
Estonia *	53
Finland	36
France	36
Germany	19
Hungary *	7
Ireland	30
Italy	17
Lithuania	12
Luxembourg	39
Malta *	9
Netherlands	22
Poland	61
Portugal	21
Romania *	27
Slovakia	32
Slovenia	29
Spain	30
Sweden	12
Turkey	14
United Kingdom	24
2016 EUROPE-27	20
2014 EUROPE-26	n/a
2012 EUROPE-25	n/a
2010 EUROPE-23	n/a
2008 EUROPE-17	n/a

TABLE 3-12  
 TYPE OF ARCHITECTURAL DESIGN COMPETITION ENTERED, LAST 12 MONTHS, ANALYSED BY COUNTRY

per cent	Architectural Design Competitions entered last 12 months						
	open competition	competition with pre-selection procedure	invited competition	other competition	ALL	ALL public	ALL private
Austria	30	20	31	19	100	74	26
Belgium	47	32	16	5	100	80	20
Bulgaria	66	8	25	1	100	69	31
Croatia	22	1	50	27	100	62	38
Cyprus *	26	28	31	15	100	62	38
Czech Republic *	51	12	37	0	100	100	0
Denmark	3	73	17	7	100	81	19
Estonia *	80	1	16	2	100	80	20
Finland	31	38	23	8	100	64	36
France	32	50	9	9	100	86	14
Germany	24	31	33	12	100	74	26
Hungary *	9	3	88	0	100	95	5
Ireland	29	13	34	24	100	33	67
Italy	53	18	13	16	100	79	21
Lithuania	59	9	12	21	100	59	41
Luxembourg	37	33	15	14	100	63	37
Malta *	100	0	0	0	100	100	0
Netherlands	22	40	34	4	100	61	39
Poland	46	10	39	5	100	50	50
Portugal	40	11	45	4	100	42	58
Romania *	13	13	48	26	100	77	23
Slovakia	40	11	33	17	100	51	49
Slovenia	27	6	62	5	100	71	29
Spain	40	17	29	14	100	58	42
Sweden	15	27	35	24	100	53	47
Turkey	60	12	18	11	100	77	23
United Kingdom	16	39	41	5	100	36	64
2016 EUROPE-27	36	28	24	12	100	73	27
2014 EUROPE-26	n/a	n/a	n/a	n/a	n/a	82	18
2012 EUROPE-25	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2010 EUROPE-23	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2008 EUROPE-17	n/a	n/a	n/a	n/a	n/a	n/a	n/a

\* caution - small sample

2008/10/12 question was not asked in previous surveys. Some data is available for 2014 although question asked was worded differently.

 TABLE 3-13  
 ARCHITECTURAL DESIGN COMPETITION  
 SUCCESS RATES

per cent	Architectural Design Competitions entered last 12 months	
	success rate - public	success rate - private
Austria	25	40
Belgium	38	39
Bulgaria	83	36
Croatia	64	74
Cyprus *	48	62
Czech Republic *	56	n/a
Denmark	37	14
Estonia *	62	80
Finland	37	71
France	21	45
Germany	35	48
Hungary *	88	50
Ireland	27	71
Italy	25	41
Lithuania	42	42
Luxembourg	30	59
Malta *	0	n/a
Netherlands	45	61
Poland	30	38
Portugal	41	58
Romania *	88	60
Slovakia	33	29
Slovenia	43	61
Spain	24	61
Sweden	41	54
Turkey	24	67
United Kingdom	44	47
2016 EUROPE-27	31	48
2014 EUROPE-26	n/a	n/a
2012 EUROPE-25	n/a	n/a
2010 EUROPE-23	n/a	n/a
2008 EUROPE-17	n/a	n/a

\* caution - small sample

TABLE 3-14

## INVESTMENT AND REWARDS: PARTICIPATION IN ARCHITECTURAL DESIGN COMPETITIONS, LAST 12 MONTHS, ANALYSED BY COUNTRY

average (mean) per practice	all Architectural Design Competitions entered last 12 months				Architectural Design Competition prize money	
	number of hours spent participating in Architectural Design Competitions	average total financial cost** per practice of participating €	average fee revenue per practice from successful Architectural Design Competitions €	average build cost per practice of won projects € million	receive prize money - per cent of ALL practices which were successful at Architectural Design Competitions	average prize money (excluding zero) €
Austria	695	32 067	70 321	12.3	23	11 568
Belgium	686	29 676	144 895	8.5	8	8 684
Bulgaria	184	2 887	13 109	0.7	5	6 514
Croatia	162	2 095	1 907	0.9	36	12 837
Cyprus *	760	5 091	17 500	1.7	10	2 500
Czech Republic *	n/a	n/a	2 772	n/a	n/a	n/a
Denmark	904	90 799	198 040	27.4	15	23 678
Estonia *	507	10 347	43 379	3.7	44	17 759
Finland	388	39 620	65 775	106.4	22	21 833
France	372	20 647	193 691	7.6	12	40 295
Germany	705	33 721	198 801	13.0	61	21 998
Hungary *	101	5 318	34 061	9.6	19	7 432
Ireland	111	6 550	98 300	7.0	1	2 500
Italy	93	1 224	11 821	1.3	7	4 347
Lithuania	143	2 055	14 589	0.7	31	1 778
Luxembourg	551	29 224	464 677	242.0	27	12 556
Malta *	n/a	n/a	n/a	n/a	n/a	n/a
Netherlands	169	10 572	44 314	7.7	12	14 319
Poland	544	4 209	4 798	7.2	41	3 195
Portugal	449	12 069	33 635	7.4	20	23 517
Romania *	n/a	n/a	n/a	n/a	n/a	n/a
Slovakia	254	3 109	12 687	14.7	12	5 231
Slovenia	222	2 959	1 833	8.2	20	4 880
Spain	118	1 467	11 230	6.5	6	25 281
Sweden	946	68 585	407 844	60.0	9	78 388
Turkey	197	1 492	3 210	1.3	11	12 927
United Kingdom	98	7 182	144 508	28.7	1	185
2016 EUROPE-27	424	12 624	113 822	11.6	17	13 110
2014 EUROPE-26	n/a	n/a	n/a	n/a	n/a	n/a
2012 EUROPE-25	n/a	n/a	n/a	n/a	n/a	n/a
2010 EUROPE-23	n/a	n/a	n/a	n/a	n/a	n/a
2008 EUROPE-17	n/a	n/a	n/a	n/a	n/a	n/a

\* caution - small sample

2008/10/12/14 question was not asked in previous surveys.

\*\* includes staff costs



## 3.11 CERTIFICATION WORK

TABLE 3-15  
ARCHITECTURAL PRACTICES WHO OFFER CERTIFICATION SERVICES, ANALYSED BY COUNTRY

per cent of practices who offer service	type of certification offered		
	building energy rating	health & safety	fire safety
Austria	29	6	13
Belgium	25	13	10
Bulgaria	29	25	35
Croatia	35	9	13
Cyprus *	59	43	25
Czech Republic *	10	0	19
Denmark	22	15	17
Estonia *	31	44	45
Finland	10	13	9
France	14	11	14
Germany	n/a	n/a	n/a
Hungary	41	16	27
Ireland	11	47	46
Italy	58	32	24
Lithuania	14	12	15
Luxembourg	57	3	8
Malta *	36	11	0
Netherlands	27	14	17
Poland	51	17	24
Portugal	10	14	36
Romania *	35	29	54
Slovakia	33	15	27
Slovenia	14	2	7
Spain	93	56	63
Sweden	13	20	10
Turkey	38	25	25
United Kingdom	8	7	4
2016 EUROPE-27	44	26	26
2014 EUROPE-26	42	24	35
2012 EUROPE-25	n/a	n/a	n/a
2010 EUROPE-23	n/a	n/a	n/a
2008 EUROPE-17	n/a	n/a	n/a

\* caution - small sample

A substantial proportion of practices, 44 per cent, offer building energy rating certification. About a quarter, 26 per cent, offer health & safety or fire safety certifications. Nearly all architects in Spain offer building energy rating certification; other countries where high proportions are recorded include Cyprus, Italy and Poland. The highest offering of health & safety certification is by architects in Spain, Ireland, Estonia and Cyprus; while more architects in Spain, again, than elsewhere offer fire safety certification.

Compared with the 2014 survey, slightly more architects offer building energy rating certification and health & safety certification now than in the previous survey, but fewer offer fire safety certification.

CHART 3-14  
CERTIFICATION SERVICES OFFERED

