The Tatum Survey of Business Conditions

A view of Non-Economists

As of

August 1, 2003
The Tatum Survey of Business Conditions—Background and Summary

Tatum Partners

- Tatum CFO Partners, LLP
  - 313 Partners, 26 markets nationwide
- Tatum CIO Partners, LLP
  - 75 Partners, 12 markets

- Monthly survey started October 1, 2001
  - Looks back 30 days
  - Looks forward 60 days
  - Based on Actual Experience
The Tatum Survey of Business Conditions—Background and Summary

Objectives

- Gain perspective about trends and changes in conditions
- Share insights among partners, clients, friends of the firm, and the general public
Survey Participation Demographics
August 1, 2003

- **Primary Geographic Markets**
  - Local 8%
  - Regional 20%
  - National 48%
  - International 24%

- **Geographic Areas Represented**
  (Total of 168 Tatum Partner Responses)
  - Northeast 13%
  - Southeast 28%
  - Midwest 8%
  - Southwest 17%
  - Pacific 34%
The Tatum Survey of Business Conditions—Background and Summary

Tatum Survey Business Conditions Last 30 Days

Oct-01  Nov-01  Dec-01  Jan-02  Feb-02  Mar-02  Apr-02  May-02  Jun-02  Jul-02  Aug-02  Sep-02  Oct-02  Nov-02  Dec-02  Jan-03  Feb-03  Mar-03  Apr-03  May-03  Jun-03  Jul-03  Aug-03

- Improved
- Stayed the same
- Worsened
The Tatum Survey of Business Conditions - Trends

Tatum Survey of Business Conditions During the Past Thirty Days

- Improved
- Stayed about the same
- Worsened

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The Tatum Survey of Business Conditions - Trends

Tatum Survey of Business Conditions Ratio of "Improved" to "Worsened" During the past Thirty Days

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The Tatum Survey of Business Conditions - Trends

Tatum Survey of Business Conditions During the Next Sixty Days

<table>
<thead>
<tr>
<th>Month</th>
<th>Will improve</th>
<th>Will stay the same</th>
<th>Will worsen</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug-02</td>
<td>50%</td>
<td>49%</td>
<td>1%</td>
</tr>
<tr>
<td>Sep-02</td>
<td>48%</td>
<td>45%</td>
<td>7%</td>
</tr>
<tr>
<td>Oct-02</td>
<td>37%</td>
<td>52%</td>
<td>11%</td>
</tr>
<tr>
<td>Nov-02</td>
<td>42%</td>
<td>48%</td>
<td>10%</td>
</tr>
<tr>
<td>Dec-02</td>
<td>52%</td>
<td>39%</td>
<td>9%</td>
</tr>
<tr>
<td>Jan-03</td>
<td>59%</td>
<td>38%</td>
<td>12%</td>
</tr>
<tr>
<td>Feb-03</td>
<td>43%</td>
<td>51%</td>
<td>5%</td>
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<tr>
<td>Mar-03</td>
<td>45%</td>
<td>52%</td>
<td>12%</td>
</tr>
<tr>
<td>Apr-03</td>
<td>43%</td>
<td>51%</td>
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<tr>
<td>May-03</td>
<td>37%</td>
<td>63%</td>
<td>3%</td>
</tr>
<tr>
<td>Jun-03</td>
<td>37%</td>
<td>60%</td>
<td>3%</td>
</tr>
<tr>
<td>Jul-03</td>
<td>37%</td>
<td>58%</td>
<td>6%</td>
</tr>
<tr>
<td>Aug-03</td>
<td>29%</td>
<td>68%</td>
<td>3%</td>
</tr>
</tbody>
</table>
The Tatum Survey of Business Conditions - Trends

Tatum Survey of Business Conditions Ratio of "Will Improve" to "Will Worsen" During the Next Sixty Days
The Tatum Survey of Business Conditions - Current Results

Sales Backlog Analysis
The Tatum Survey of Business Conditions - Current Results

Capital Commitments
The Tatum Survey of Business Conditions - Current Results

Headcount Analysis
The Tatum Survey of Business Conditions - Current Results

Capital Availability / Pricing Analysis
The Tatum Survey of Business Conditions

Conducted and Reported as of

August 1, 2003

See it updated every month on our web site:

www.tatumpartners.com