

Results for 126 Latin American firms (own-firm changes expected during the next 12 months)

	Dec 2016	Sept 2016	Jun 2016	Mar 2016	Dec 2015
Weighted Averages for	Expected growth in next 12 months	Expected growth in next 12 months	Expected growth in next 12 months	Expected growth in next 12 months	Expected growth in next 12 months
Earnings growth*	-1.8% Median = -1.5%	5.9%	0.7%	-0.3%	-0.0%
Capital spending	3.3%	2.2%	1.8%	2.2%	2.4%
Advertising and marketing spending	4.5%	5.7%	-0.1%	-1.1%	-1.7%
Technology spending	5.9%	5.6%	4.2%	2.9%	6.5%
R&D spending	2.7%	2.1%	0.5%	3.3%	2.6%
Employment – full-time	-0.4%	-1.4%	-1.6%	-2.2%	-1.3%
Wages and Salaries	4.5%	3.9%	5.7%	2.1%	3.5%
Inflation (Chg in prices of own-firm products)	3.5%	1.6%	3.6%	1.1%	2.9%
Health Care Costs	5.2%	3.0%	5.1%	3.6%	4.5%
Revenue	5.7%	2.8%	3.8%	-1.0%	2.2%

\* indicates public firms only. All other numbers are for all survey respondents (including private).

Latin America BUSINESS OPTIMISM

	Dec 2016	Sept 2016	Jun 2016	Mar 2016	Dec 2015
	Compared to last qtr.	Compared to last qtr.	Compared to last qtr.	Compared to last qtr.	Compared to last qtr.
Optimism about the country's economy	More opt: 17.7% Less opt: 58.1% No chg: 24.2%	More opt: 26.7% Less opt: 42.7% No chg: 30.7%	More opt: 31.1% Less opt: 43.7% No chg: 25.2%	More opt: 13.6% Less opt: 59.7% No chg: 26.7%	More opt: 10.4% Less opt: 66.8% No chg: 22.8%
Country optimism level	37.2	49.8	52.9	44.6	46.3
Optimism about own company	More opt: 36.8% Less opt: 19.2% No chg: 44.0%	More opt: 46.0% Less opt: 18.7% No chg: 35.3%	More opt: 33.6% Less opt: 31.3% No chg: 35.1%	More opt: 31.4% Less opt: 30.0% No chg: 38.6%	More opt: 29.0% Less opt: 37.9% No chg: 33.1%
Own company optimism level	58.0	64.6	61.2	58.0	61.6

Top Concerns for Latin American Businesses

- Economic Uncertainty
- Government policy
- Weak demand for your product/services
- Corporate tax code (domestic)
- Currency risk
- Regulatory requirements
- Cost of benefits
- Rising wages and salaries
- Employee productivity
- Access to capital