

Results for 34 Brazilian firms (own-firm changes expected during the next 12 months)

	Mar 2018	Dec 2017	Sept 2017	Jun 2017	Mar 2017
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*	15.1%	24.9% Median = 23.7%	14.9% Median = 5.0%	-16.9%	13.8%
Capital spending	6.4%	7.2%	4.8%	0.4%	-14.8% Median= -12.6%
Advertising and marketing spending	5.2%	4.2%	3.6%	-0.2%	5.2%
Technology spending	5.7%	3.7%	3.1%	2.8%	4.9%
R&D spending	3.2%	5.4%	4.0%	-5.7%	5.7%
Employment – full-time	5.9%	0.4%	5.1%	-8.3% Median = -5.1%	-0.8%
Wages and Salaries	4.1%	3.4%	4.1	3.5%	5.7%
Inflation (Chg in prices of own-firm products)	3.8%	3.1%	0.3%	1.9%	2.8%
Health Care Costs	7.4%	6.2%	7.7%	7.3%	6.2%
Revenue	10.2%	8.4%	14.8% Median = 10.0%	-0.4%	12.4%

* indicates public firms only. All other numbers are for all survey respondents (including private). The reported averages are weighted by revenue or number of employees, so that large firms are weighted more heavily.

Brazilian BUSINESS OPTIMISM

	Mar 2018	Dec 2017	Sept 2017	Jun 2017	Mar 2017
	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: 78.1% Less opt: 0.0% No chg:21.9%	More opt: 70.4% Less opt: 14.8% No chg:14.8%	More opt: 57.4% Less opt: 6.4% No chg:36.2%	More opt: 36.4% Less opt: 36.4% No chg:27.3%	More opt: 80.0% Less opt: 0% No chg:20.0%
Country optimism level	62.1	60.6	57.2	52.7	58.0
Optimism about own company	More opt: 71.9% Less opt: 15.6% No chg: 12.5%	More opt: 69.1% Less opt: 14.8% No chg: 16.0%	More opt: 57.4% Less opt: 14.9% No chg: 27.7%	More opt: 31.8% Less opt: 36.4% No chg: 31.8%	More opt: 70.0% Less opt: 0.0% No chg: 30.0%
Own company optimism level	64.7	65.4	60.9	57.5	57.0

Top Concerns for Brazilian Businesses

- Economic uncertainty
- Weak demand for your product/services
- Government policies
- Cost of borrowing
- Access to capital
- Employee productivity
- Currency risk
- Difficulty attracting/retaining qualified employees
- Regulatory requirements
- Data security