

Results for 216 Latin American firms (own-firm changes expected during the next 12 months)

	Dec 2017	Sept 2017	Jun 2017	Mar 2017	Dec 2016
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*	18.9% Median = 15%	9.2% Median = 5%	3.0%	5.5%	-1.8% Median = -1.5%
Capital spending	4.5%	2.7%	-0.6%	1.8%	3.3%
Advertising and marketing spending	4.0%	2.7%	2.5%	3.6%	4.5%
Technology spending	4.3%	5.3%	2.8%	4.2%	5.9%
R&D spending	3.2%	1.6%	-0.1%	3.0%	2.7%
Employment – full-time	0.4%	1.2%	-4.1% Median = 0%	0.9%	-0.4%
Wages and Salaries	3.5%	3.8%	3.8%	5.1%	4.5%
Inflation (Chg in prices of own-firm products)	3.1%	2.4%	3.2%	3.7%	3.5%
Health Care Costs	5.0%	4.3%	5.4%	2.7%	5.2%
Revenue	7.0%	8.2%	3.7%	6.5%	5.7%

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

Latin America BUSINESS OPTIMISM

	Dec 2017	Sept 2017	Jun 2017	Mar 2017	Dec 2016
	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: 60.3% Less opt: 20.5% No chg: 19.2%	More opt: 48.0% Less opt: 18.7% No chg: 33.3%	More opt: 47.9% Less opt: 25.6% No chg: 26.4%	More opt: 31.4% Less opt: 39.9% No chg: 28.8%	More opt: 17.7% Less opt: 58.1% No chg: 24.2%
Country optimism level	61.4	57.5	57.2	55.0	37.2
Optimism about own company	More opt: 58.4% Less opt: 20.1% No chg: 21.4%	More opt: 50.8% Less opt: 14.8% No chg: 34.4%	More opt: 47.9% Less opt: 19.8% No chg: 32.2%	More opt: 48.3% Less opt: 20.5% No chg: 31.1%	More opt: 36.8% Less opt: 19.2% No chg: 44.0%
Own company optimism level	66.4	65.0	63.6	66.6	58.0

Top Concerns for Latin American Businesses

- Economic uncertainty
- Government policies
- Weak demand for your product/services
- Employee productivity
- Regulatory requirements
- Corporate tax code
- Access to capital
- Currency risk
- Cost of benefits
- Rising input or commodity costs