

Results for 57 Brazilian firms (own-firm changes expected during the next 12 months)

	Sept 2018	Jun 2018	Mar 2018	Dec 2017	Sept 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*	11.5%	16.8%	15.1%	24.9% Median = 23.7%	14.9% Median = 5.0%
Capital spending	0.3% Median=0.0%	0.3% Median=5.0%	6.4%	7.2%	4.8%
Advertising and marketing spending	3.4%	5.7%	5.2%	4.2%	3.6%
Technology spending	6.0%	1.6%	5.7%	3.7%	3.1%
R&D spending	4.3%	0.3%	3.2%	5.4%	4.0%
Employment – full-time	2.9% Median=0.0%	0.8% Median=0.4%	5.9%	0.4%	5.1%
Wages and Salaries	4.2% Median=4.0%	3.4% Median=4.0%	4.1%	3.4%	4.1
Inflation (Chg in prices of own-firm products)	4.8%	3.9%	3.8%	3.1%	0.3%
Health Care Costs	9.8%	8.1%	7.4%	6.2%	7.7%
Revenue	10.7%	7.7%	10.2%	8.4%	14.8% Median = 10.0%

\* 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

	Sept 2018	Jun 2018	Mar 2018	Dec 2017	Sept 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: 19.3% Less opt: 29.8% No chg:50.9%	More opt: 35.5% Less opt: 32.3% No chg:32.3%	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%
Country optimism level	51.8	54.1	62.1	60.6	57.2
Optimism about own company	More opt: 43.9% Less opt: 17.5% No chg: 38.6%	More opt: 58.6% Less opt: 20.7% No chg: 20.7%	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%
Own company optimism level	62.7	60.1	64.7	65.4	60.9

Top Concerns for Brazilian Businesses

- Economic uncertainty
- Government policies
- Currency risk
- Weak demand for your product/services
- Employee productivity
- Corporate tax code
- Cost of borrowing
- Regulatory requirements
- Access to capital
- Employee morale