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Duke, Global Business Outlook survey - Canada - Third Quarter, 2018**1a. Are you more or less optimistic about your country's economy compared to last quarter?**

| | Number | Percent | 95% CI |
|--------------------|--------|---------|----------|
| 1=More optimistic | 2 | 14.3 % | ± 21.0 % |
| 0=No change | 6 | 42.9 % | ± 29.7 % |
| -1=Less optimistic | 6 | 42.9 % | ± 29.7 % |
| Total | 14 | 100.0 % | |

Mean = -0.29

SD = 0.73

Missing Cases = 0

Response Percent = 100.0 %

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1b. Rate your optimism about your country's economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

Minimum = 0

Maximum = 85

Mean = 58.08

Median = 62.50

Standard Deviation (Unbiased Estimate) = 22.60

95 Percent Confidence Interval Around The Mean = 45.79 - 70.36

4 Groups

1 = 50

2 = 62.50

3 = 75

Valid Cases = 13

Missing Cases = 1

Response Percent = 92.9%

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2a. Are you more or less optimistic about the financial prospects for your own company compared to last quarter?

| | Number | Percent | 95% CI |
|--------------------|--------|---------|----------|
| 1=More optimistic | 6 | 42.9 % | ± 29.7 % |
| 0=No change | 6 | 42.9 % | ± 29.7 % |
| -1=Less optimistic | 2 | 14.3 % | ± 21.0 % |
| Total | 14 | 100.0 % | |

Mean = 0.29

SD = 0.73

Missing Cases = 0

Response Percent = 100.0 %

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2b. Rate your optimism about the financial prospects for your own company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

Minimum = 0

Maximum = 95

Mean = 70.00

Median = 75

Standard Deviation (Unbiased Estimate) = 24.75

95 Percent Confidence Interval Around The Mean = 56.55 - 83.45

4 Groups

1 = 61.25

2 = 75

3 = 90

Valid Cases = 13

Missing Cases = 1

Response Percent = 92.9%

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Unweighted - Winsorized]

| | Mean | SD | 95% CI | Median | Minimum | Maximum | Total |
|--|------|-------|---------------|--------|---------|---------|-------|
| Revenue | 6.88 | 16.84 | -2.27 - 16.03 | 4.50 | -15 | 56.44 | 13 |
| Wages/Salaries | 6.07 | 9.18 | 1.07 - 11.06 | 2.75 | 0 | 34.35 | 13 |
| Marketing/advertising spending | 4.60 | 4.66 | 1.84 - 7.35 | 5 | 0 | 13.06 | 11 |
| Technology spending | 4.28 | 3.94 | 1.95 - 6.61 | 4.50 | 0 | 12.06 | 11 |
| Number of domestic full-time employees | 3.79 | 8.20 | -0.85 - 8.43 | 2 | -10 | 24.44 | 12 |
| Health care costs | 3.62 | 2.53 | 2.18 - 5.05 | 3 | 0 | 8.41 | 12 |
| Research and development spending | 1.62 | 2.81 | -0.21 - 3.46 | 0 | 0 | 7.61 | 9 |
| Earnings | 1.08 | 14.82 | -6.98 - 9.13 | 5 | -25 | 25 | 13 |
| Prices of your products | 0.86 | 3.80 | -1.38 - 3.10 | 1 | -7.06 | 8.52 | 11 |
| Capital spending | 0.30 | 12.65 | -6.58 - 7.18 | 2 | -39.10 | 15 | 13 |

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months for: [Unweighted - Sorted]

(N=14)

| | Mean & SD | Positive 1 | Zero 0 | Negative -1 | Total |
|---|--------------|---------------|-------------|----------------|---------------|
| Wages/Salaries | 0.92 0.28 | 12 92.31% | 1 7.69% | 0 0.00% | 13 100.00% |
| Health care costs | 0.83 0.39 | 10 83.33% | 2 16.67% | 0 0.00% | 12 100.00% |
| Marketing/ advertising spending | 0.73 0.47 | 8 72.73% | 3 27.27% | 0 0.00% | 11 100.00% |
| Technology spending | 0.73 0.47 | 8 72.73% | 3 27.27% | 0 0.00% | 11 100.00% |
| Revenue | 0.62 0.77 | 10 76.92% | 1 7.69% | 2 15.38% | 13 100.00% |
| Number of domestic full-time employees | 0.58 0.67 | 8 66.67% | 3 25.00% | 1 8.33% | 12 100.00% |
| Capital spending | 0.54 0.66 | 8 61.54% | 4 30.77% | 1 7.69% | 13 100.00% |
| Research and development spending | 0.33 0.50 | 3 33.33% | 6 66.67% | 0 0.00% | 9 100.00% |
| Prices of your products | 0.27 0.79 | 5 45.45% | 4 36.36% | 2 18.18% | 11 100.00% |
| Earnings | 0.23 0.93 | 7 53.85% | 2 15.38% | 4 30.77% | 13 100.00% |

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Revenue Weighted - Sorted]

| | Mean | SD | 95% CI | Median | Minimum | Maximum | Total |
|-----------------------------------|-------|-------|--------------|--------|---------|---------|-------|
| Technology spending | 4.86 | 3.89 | 2.62 - 7.11 | 4.98 | 0 | 12.06 | 12 |
| Marketing/advertising spending | 3.95 | 3.22 | 2.09 - 5.81 | 5 | 0 | 13.06 | 12 |
| Revenue | 3.63 | 12.00 | -2.74 - 9.99 | 2.93 | -15 | 56.44 | 14 |
| Prices of your products | 1.36 | 2.61 | -0.24 - 2.97 | 2.17 | -7.06 | 8.52 | 10 |
| Research and development spending | 1.07 | 1.86 | -0.11 - 2.26 | 0 | 0 | 7.61 | 9 |
| Capital spending | -1.15 | 15.86 | -9.56 - 7.27 | 2.58 | -39.10 | 15 | 14 |
| Earnings | -2.21 | 14.12 | -9.70 - 5.28 | 4.25 | -25 | 25 | 14 |

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Employee Weighted - Sorted]

| | Mean | SD | 95% CI | Median | Minimum | Maximum | Total |
|--|------|------|-------------|--------|---------|---------|-------|
| Health care costs | 3.51 | 1.80 | 2.51 - 4.51 | 3 | 0 | 8.41 | 12 |
| Number of domestic full-time employees | 3.44 | 6.20 | 0.00 - 6.88 | 4.90 | -10 | 24.44 | 12 |
| Wages/Salaries | 3.42 | 3.10 | 1.72 - 5.12 | 2.69 | 0 | 12 | 13 |

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Public Companies - Winsorized - Revenue Weighted]

| | Mean | SD | 95% CI | Median | Minimum | Maximum |
|----------|-------|-------|----------------|--------|---------|---------|
| Revenue | 4.15 | 23.05 | -17.91 - 26.22 | 12 | -15 | 56.44 |
| Earnings | -3.01 | 21.81 | -23.89 - 17.86 | 11 | -25 | 25 |

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4. How has the current international trade environment, including the possibility of tariffs, affected your plans for the next 12 months?

(N=14)

| | Significan- t decrease | Moderate decrease | Slight decrease | No change | Slight increase | Moderate increase | Significan- t increase | Don't Know | Total |
|---------------------------------|---------------------------|----------------------|--------------------|-------------|--------------------|----------------------|---------------------------|---------------|--------------|
| Hiring plans | 0 0.0% | 0 0.0% | 1 7.1% | 12 85.7% | 1 7.1% | 0 0.0% | 0 0.0% | 0 0.0% | 14 100.0% |
| Capital spending / R&D plans | 0 0.0% | 0 0.0% | 1 7.1% | 10 71.4% | 1 7.1% | 2 14.3% | 0 0.0% | 0 0.0% | 14 100.0% |

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4. How has the current international trade environment, including the possibility of tariffs, affected your plans for the next 12 months? - Average Scores / Don't Know Excluded

(N=14)

| | Mean | Significan- t decrease -3 | Moderate decrease -2 | Slight decrease -1 | No change 0 | Slight increase 1 | Moderate increase 2 | Significan- t increase 3 | Total |
|---------------------------------|------|---------------------------------|----------------------------|--------------------------|----------------|-------------------------|---------------------------|--------------------------------|--------------|
| Hiring plans | 0.00 | 0 0.0% | 0 0.0% | 1 7.1% | 12 85.7% | 1 7.1% | 0 0.0% | 0 0.0% | 14 100.0% |
| Capital spending / R&D plans | 0.29 | 0 0.0% | 0 0.0% | 1 7.1% | 10 71.4% | 1 7.1% | 2 14.3% | 0 0.0% | 14 100.0% |

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5. Approximately what percentage of your workforce... Shows % of

| | Minimum | Maximum | Range | Mean | Median | SD | Total |
|--|---------|---------|-------|------|--------|------|-------|
| has turned over in the last 12 months? | 0 | 20 | 20 | 6.69 | 5 | 5.88 | 13 |
| turned over in 2016? | 0 | 20 | 20 | 5.77 | 4 | 6.65 | 13 |

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6. What changes (if any) has your firm made to improve your ability to hire/retain workers?

| | Number | Percent | 95% CI |
|---|--------|---------|----------|
| 'Extra' increase in salary or bonuses | 5 | 35.7 % | ± 28.8 % |
| Increased vacation days or flexible hours | 4 | 28.6 % | ± 27.1 % |
| Introduced or improved health care coverage (e.g., dental, vision, etc.) | 3 | 21.4 % | ± 24.6 % |
| Increased HR budget (to advertise job openings, etc.) | 3 | 21.4 % | ± 24.6 % |
| No changes have been made | 3 | 21.4 % | ± 24.6 % |
| Improved quality of life (on-site child care, gym memberships, other perks) | 2 | 14.3 % | ± 21.0 % |
| Other | 2 | 14.3 % | ± 21.0 % |
| Recruiting new groups of workers (e.g., 'retirees') | 1 | 7.1 % | ± 15.5 % |
| Reduced drug testing or other employment qualifications and requirements | 0 | 0.0 % | ± 0.0 % |
| Total | 23 | | |

Number of Cases = 14

Number of Responses = 23

Average Number Of Responses Per Case = 1.6

Number Of Cases With At Least One Response = 14

Response Percent = 100.0 %

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6. What changes (if any) has your firm made to improve your ability to hire/retain workers?

OTHERS

| IN | What changes (if any) has your firm made to improve your ability to hire/retain workers? OTHERS |
|----------------------|---|
| Tech [Soft/Hard/Bio] | Allowed employees to work at their leisure, they get an assignment & a due date. |
| Tech [Soft/Hard/Bio] | Shift employment from U.S. to Canada |

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7. We would like to learn whether fast paced-changes in technology, the economic environment and the geo-political situation have affected the number of years into the future your company believes it can reliably plan or if it has affected the planned 'length' of your typical project.' - FIVE YEARS AGO vs. TODAY

| | Minimum | Maximum | Range | Mean | Median | SD | Total |
|--|---------|---------|-------|------|--------|-------|-------|
| FIVE YEARS AGO | | | | | | | |
| ... we could reliably plan X years into the future. | 0.50 | 33 | 32.50 | 5.50 | 4 | 8.00 | 14 |
| ... the expected 'productive life' of our typical new project was X years. | 0.20 | 50 | 49.80 | 9.09 | 7.50 | 12.38 | 13 |
| TODAY | | | | | | | |
| ...we can reliably plan X years into the future. | 1 | 5 | 4 | 2.32 | 2 | 1.30 | 14 |
| ...the expected 'productive life' of our typical new project is X years. | 0.50 | 50 | 49.50 | 7.42 | 3 | 12.68 | 13 |

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? # YEARS AGO

| | Minimum | Maximum | Range | Mean | Median | SD | Total |
|----------------------|---------|---------|-------|-------|--------|------|-------|
| Capital Structure | 1 | 15 | 14 | 3.83 | 2 | 5.05 | 6 |
| Corporate Investment | 1 | 15 | 14 | 4.20 | 2 | 5.42 | 5 |
| Payout Policy | 0 | 2 | 2 | 1.00 | 1 | 0.63 | 5 |
| M&A Policy | 10 | 10 | 0 | 10.00 | 5 | 0.00 | 1 |
| Corporate Culture | 0 | 5 | 5 | 2.30 | 2.75 | 1.89 | 5 |

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? % NO CHANGE/NA

(N=14)

| | No Change/NA |
|----------------------|--------------|
| | 8 |
| Capital Structure | 57.1% |
| | 10 |
| Corporate Investment | 71.4% |
| | 9 |
| Payout Policy | 64.3% |
| | 13 |
| M&A Policy | 92.9% |
| | 9 |
| Corporate Culture | 64.3% |

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CAPITAL STRUCTURE

| What was the source of the idea(s) that led to a fundamental change in Capital Structure: | Number | Percent | 95% CI |
|---|--------|---------|----------|
| Our executive management team | 5 | 100.0 % | ± 0.1 % |
| Our finance team | 1 | 20.0 % | ± 55.6 % |
| I-bankers | 1 | 20.0 % | ± 55.6 % |
| Board of directors | 1 | 20.0 % | ± 55.6 % |
| Non-executive management | 0 | 0.0 % | ± 0.1 % |
| Non-management employees | 0 | 0.0 % | ± 0.1 % |
| Consultants | 0 | 0.0 % | ± 0.1 % |
| Analysts | 0 | 0.0 % | ± 0.1 % |
| Auditors | 0 | 0.0 % | ± 0.1 % |
| Investors | 0 | 0.0 % | ± 0.1 % |
| Rating agencies | 0 | 0.0 % | ± 0.1 % |
| From observing other companies | 0 | 0.0 % | ± 0.1 % |
| Financial press/reports | 0 | 0.0 % | ± 0.1 % |
| Founder/owner | 0 | 0.0 % | ± 0.1 % |
| Other | 0 | 0.0 % | ± 0.1 % |
| Total | 8 | | |

Number of Cases = 5

Number of Responses = 8

Average Number Of Responses Per Case = 1.6

Number Of Cases With At Least One Response = 5

Response Percent = 100.0 %

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CAPITAL STRUCTURE - OTHERS

--- No Response ---

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CORPORATE INVESTMENT

| What was the source of the idea(s) that led to a fundamental change in Corporate Investment: | Number | Percent | 95% CI |
|--|----------|---------|----------|
| Our executive management team | 2 | 50.0 % | ± 92.0 % |
| Our finance team | 1 | 25.0 % | ± 79.7 % |
| Founder/owner | 1 | 25.0 % | ± 79.7 % |
| Non-management employees | 0 | 0.0 % | ± 0.1 % |
| Non-executive management | 0 | 0.0 % | ± 0.1 % |
| I-bankers | 0 | 0.0 % | ± 0.1 % |
| Board of directors | 0 | 0.0 % | ± 0.1 % |
| Analysts | 0 | 0.0 % | ± 0.1 % |
| Auditors | 0 | 0.0 % | ± 0.1 % |
| Investors | 0 | 0.0 % | ± 0.1 % |
| Rating agencies | 0 | 0.0 % | ± 0.1 % |
| From observing other companies | 0 | 0.0 % | ± 0.1 % |
| Financial press/reports | 0 | 0.0 % | ± 0.1 % |
| Consultants | 0 | 0.0 % | ± 0.1 % |
| Other | 0 | 0.0 % | ± 0.1 % |
| Total | 4 | | |

Number of Cases = 4

Number of Responses = 4

Average Number Of Responses Per Case = 1.0

Number Of Cases With At Least One Response = 4

Response Percent = 100.0 %

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CORPORATE INVESTMENT - OTHERS

--- No Response ---

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - PAYOUT POLICY

| What was the source of the idea(s) that led to a fundamental change in Payout Policy: | Number | Percent | 95% CI |
|---|--------|---------|----------|
| Our executive management team | 2 | 50.0 % | ± 92.0 % |
| Our finance team | 2 | 50.0 % | ± 92.0 % |
| Other | 1 | 25.0 % | ± 79.7 % |
| Non-management employees | 0 | 0.0 % | ± 0.1 % |
| Board of directors | 0 | 0.0 % | ± 0.1 % |
| I-bankers | 0 | 0.0 % | ± 0.1 % |
| Consultants | 0 | 0.0 % | ± 0.1 % |
| Non-executive management | 0 | 0.0 % | ± 0.1 % |
| Auditors | 0 | 0.0 % | ± 0.1 % |
| Investors | 0 | 0.0 % | ± 0.1 % |
| Rating agencies | 0 | 0.0 % | ± 0.1 % |
| From observing other companies | 0 | 0.0 % | ± 0.1 % |
| Financial press/reports | 0 | 0.0 % | ± 0.1 % |
| Founder/owner | 0 | 0.0 % | ± 0.1 % |
| Analysts | 0 | 0.0 % | ± 0.1 % |
| Total | 5 | | |

Number of Cases = 4

Number of Responses = 5

Average Number Of Responses Per Case = 1.3

Number Of Cases With At Least One Response = 4

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

9. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - PAYOUT POLICY - OTHERS

| | |
|----------------------|--|
| IN | What was the source of the idea(s) that led to a fundamental change in Payout Policy: OTHERS |
| Tech [Soft/Hard/Bio] | Government |

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - M&A POLICY

--- No Response ---

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - M&A POLICY - OTHERS

--- No Response ---

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CORPORATE CULTURE

| What was the source of the idea(s) that led to a fundamental change in Corporate Culture: | Number | Percent | 95% CI |
|---|--------|---------|----------|
| Our executive management team | 4 | 100.0 % | ± 0.1 % |
| Our finance team | 1 | 25.0 % | ± 79.7 % |
| Financial press/reports | 1 | 25.0 % | ± 79.7 % |
| Board of directors | 1 | 25.0 % | ± 79.7 % |
| Consultants | 1 | 25.0 % | ± 79.7 % |
| Non-executive management | 0 | 0.0 % | ± 0.1 % |
| Non-management employees | 0 | 0.0 % | ± 0.1 % |
| Analysts | 0 | 0.0 % | ± 0.1 % |
| Auditors | 0 | 0.0 % | ± 0.1 % |
| Investors | 0 | 0.0 % | ± 0.1 % |
| Rating agencies | 0 | 0.0 % | ± 0.1 % |
| From observing other companies | 0 | 0.0 % | ± 0.1 % |
| I-bankers | 0 | 0.0 % | ± 0.1 % |
| Founder/owner | 0 | 0.0 % | ± 0.1 % |
| Other | 0 | 0.0 % | ± 0.1 % |
| Total | 8 | | |

Number of Cases = 4

Number of Responses = 8

Average Number Of Responses Per Case = 2.0

Number Of Cases With At Least One Response = 4

Response Percent = 100.0 %

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8. When was the last time your company made a fundamental change to the key objectives of the following policies? SOURCE - CORPORATE CULTURE - OTHERS

--- No Response ---

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Return on assets (ROA=operating earnings/assets) (Winsorized)

| | Mean | SD | 95% CI | Median | Minimum | Maximum | Total |
|---------------------------|-------|-------|--------------|--------|---------|---------|-------|
| % Approximate ROA in 2017 | 11.96 | 16.29 | 3.11 - 20.82 | 9.85 | -20.40 | 46.20 | 13 |
| % Expected ROA in 2018 | 11.02 | 13.64 | 3.60 - 18.43 | 9 | -16.50 | 38.70 | 13 |

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Manufacturing capacity utilized (Winsorized)

| | Mean | SD | 95% CI | Median | Minimum | Maximum | Total |
|---|-------|-------|----------------|--------|---------|---------|-------|
| % of capacity utilized in first half of 2017 | 75.00 | 21.21 | 45.60 - 104.40 | 1 | 60 | 90 | 2 |
| % of capacity utilization planned for the second half of 2017 | 82.50 | 3.54 | 77.60 - 87.40 | 1 | 80 | 85 | 2 |

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Industry

| | Number | Percent | 95% CI |
|----------------------------|-----------|----------------|----------|
| Tech Soft- Hardware Bio | 3 | 21.4 % | ± 24.6 % |
| Bank/Fin Insur Real Estate | 2 | 14.3 % | ± 21.0 % |
| Service Consulting | 2 | 14.3 % | ± 21.0 % |
| Manufacturing | 2 | 14.3 % | ± 21.0 % |
| Communications Media | 1 | 7.1 % | ± 15.5 % |
| Agr, Pub Admin | 1 | 7.1 % | ± 15.5 % |
| Mining Construction | 1 | 7.1 % | ± 15.5 % |
| Energy | 0 | 0.0 % | ± 0.0 % |
| Transportation Pub. Util | 0 | 0.0 % | ± 0.0 % |
| Health- care Pharm | 0 | 0.0 % | ± 0.0 % |
| Retail/Wholesale | 0 | 0.0 % | ± 0.0 % |
| Other Industry | 2 | 14.3 % | ± 21.0 % |
| Total | 14 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018**Industry (Other specified)**

--- No Response ---

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Sales Revenue

| | Number | Percent | 95% CI |
|------------------------|--------|---------|----------|
| Less than \$25 million | 7 | 50.0 % | ± 30.0 % |
| \$25-99 million | 2 | 14.3 % | ± 21.0 % |
| \$100-499 million | 3 | 21.4 % | ± 24.6 % |
| \$500-999 million | 2 | 14.3 % | ± 21.0 % |
| \$1-4.9 billion | 0 | 0.0 % | ± 0.0 % |
| \$5-9.9 billion | 0 | 0.0 % | ± 0.0 % |
| More than \$10 billion | 0 | 0.0 % | ± 0.0 % |
| Total | 14 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Sales Revenue (Millions)

Minimum = 25

Maximum = 750

Mean = 192.79

Median = 62

Variance (Unbiased Estimate) = 68210.34

Standard Deviation (Unbiased Estimate) = 261.17

Standard Error Of The Mean = 69.80

95 Percent Confidence Interval Around The Mean = 55.98 - 329.60

99 Percent Confidence Interval Around The Mean = 13.05 - 372.52

Skewness = 1.40

Kolmogorov-Smirnov Statistic For Normality = 1.35

Quartiles

1 = 25

2 = 62

3 = 300

Valid Cases = 14

Missing Cases = 0

Response Percent = 100.0%

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Number of Employees

| | Number | Percent | 95% CI |
|----------------|--------|---------|----------|
| Fewer than 100 | 6 | 46.2 % | ± 29.9 % |
| 100-499 | 2 | 15.4 % | ± 21.2 % |
| 500-999 | 3 | 23.1 % | ± 24.8 % |
| 1,000-2,499 | 0 | 0.0 % | ± 0.0 % |
| 2,500-4,999 | 2 | 15.4 % | ± 21.2 % |
| 5,000-9,999 | 0 | 0.0 % | ± 0.0 % |
| Over 10,000 | 0 | 0.0 % | ± 0.0 % |
| Total | 13 | 100.0 % | |

Missing Cases = 1

Response Percent = 92.9 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Number of Employees

Minimum = 100

Maximum = 3750

Mean = 842.31

Median = 300

Variance (Unbiased Estimate) = 1735769.23

Standard Deviation (Unbiased Estimate) = 1317.49

Standard Error Of The Mean = 365.40

95 Percent Confidence Interval Around The Mean = 126.11 - 1558.50

99 Percent Confidence Interval Around The Mean = -98.61 - 1783.23

Skewness = 1.76

Kolmogorov-Smirnov Statistic For Normality = 1.44

Quartiles

1 = 100

2 = 300

3 = 750

Valid Cases = 13

Missing Cases = 1

Response Percent = 92.9%

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Where are you personally located?

| | Number | Percent | 95% CI |
|---------------------|--------|---------|---------|
| Canada | 14 | 100.0 % | ± 0.0 % |
| Mountain U.S. | 0 | 0.0 % | ± 0.0 % |
| Midwest U.S. | 0 | 0.0 % | ± 0.0 % |
| South Central U.S. | 0 | 0.0 % | ± 0.0 % |
| South Atlantic U.S. | 0 | 0.0 % | ± 0.0 % |
| Pacific US | 0 | 0.0 % | ± 0.0 % |
| Northeast U.S. | 0 | 0.0 % | ± 0.0 % |
| Latin America | 0 | 0.0 % | ± 0.0 % |
| Europe | 0 | 0.0 % | ± 0.0 % |
| Asia | 0 | 0.0 % | ± 0.0 % |
| Africa | 0 | 0.0 % | ± 0.0 % |
| Other | 0 | 0.0 % | ± 0.0 % |
| Total | 14 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Headquarters Canada (Other Specified)

--- No Response ---

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Ownership

| | Number | Percent | 95% CI |
|------------|--------|---------|----------|
| Private | 7 | 53.8 % | ± 30.3 % |
| Public | 4 | 30.8 % | ± 27.3 % |
| Government | 1 | 7.7 % | ± 15.6 % |
| Nonprofit | 1 | 7.7 % | ± 15.6 % |
| Total | 13 | 100.0 % | |

Missing Cases = 1

Response Percent = 92.9 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

Foreign Sales

| | Number | Percent | 95% CI |
|---------------|--------|---------|----------|
| 0% | 5 | 35.7 % | ± 28.8 % |
| 1-24% | 3 | 21.4 % | ± 24.6 % |
| 25-50% | 2 | 14.3 % | ± 21.0 % |
| More than 50% | 4 | 28.6 % | ± 27.1 % |
| Total | 14 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018

In what region of the world are most of your foreign sales?

| | Number | Percent | 95% CI |
|--------------------|--------|---------|---------|
| US/Canada | 9 | 100.0 % | ± 0.1 % |
| Asia/Pacific Basin | 0 | 0.0 % | ± 0.1 % |
| Africa | 0 | 0.0 % | ± 0.1 % |
| Latin America | 0 | 0.0 % | ± 0.1 % |
| Europe | 0 | 0.0 % | ± 0.1 % |
| Total | 9 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018**Your job title (e.g., CFO, Asst. Treasurer, etc):**

| | Number | Percent |
|---------------|--------|---------|
| CFO | 5 | 35.7 % |
| VP of Finance | 5 | 35.7 % |
| Other | 3 | 21.4 % |
| Controller | 1 | 7.1 % |
| CEO | 0 | 0.0 % |
| Treasurer | 0 | 0.0 % |
| Total | 14 | 100.0 % |

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Third Quarter, 2018**What is your age?**

| | Number | Percent | 95% CI |
|----------------------|--------|---------|----------|
| <40 | 0 | 0.0 % | ± 0.0 % |
| 40-49 | 4 | 28.6 % | ± 27.1 % |
| 50-59 | 4 | 28.6 % | ± 27.1 % |
| >=60 | 6 | 42.9 % | ± 29.7 % |
| Prefer not to answer | 0 | 0.0 % | ± 0.0 % |
| Total | 14 | 100.0 % | |

Missing Cases = 0

Response Percent = 100.0 %

