

Results for 10 Brazilian firms (own-firm changes expected during the next 12 months)

	Mar 2017	Dec 2016	Sept 2016	Jun 2016	Mar 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*	13.8%	-8.2%	5.1%	17.4%	-16.4% Median=-10%
Capital spending	-14.8% Median = -12.6%	7.9%	3.2%	4.7%	3.4%
Advertising and marketing spending	5.2%	18.1%	-0.9%	-1.0%	-4.5%
Technology spending	4.9%	8.7%	0.4%	1.8%	1.6%
R&D spending	5.7%	5.2%	2.7%	-1.0%	5.7%
Employment – full-time	-0.8%	-1.9%	-4.8%	-4.3%	-7.3% Median=0%
Wages and Salaries	5.7%	8.0%	4.7%	6.5%	7.6%
Inflation (Chg in prices of own-firm products)	2.8%	5.5%	5.9%	7.8%	4.6%
Health Care Costs	6.2%	15.3%	9.5%	6.2%	7.0%
Revenue	12.4%	13.4%	-0.3%	9.8%	4.8%

\* 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 2017	Dec 2016	Sept 2016	Jun 2016	Mar 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: 80.0% Less opt: 0% No chg:20.0%	More opt: 50.0% Less opt: 0% No chg:50.0%	More opt: 69.2% Less opt: 0% No chg:30.8%	More opt: 60.7% Less opt: 10.7% No chg:28.6%	More opt: 0% Less opt: 66.7% No chg:33.3%
Country optimism level	58.0	57.3	53.3	54.6	36.3
Optimism about own company	More opt: 70.0% Less opt: 0.0% No chg: 30.0%	More opt: 50.0% Less opt: 8.3% No chg: 41.7%	More opt: 69.2% Less opt: 15.4% No chg: 15.4%	More opt: 50.0% Less opt: 10.7% No chg: 39.3%	More opt: 23.3% Less opt: 43.3% No chg: 33.3%
Own company optimism level	57.0	63.7	62.1	59.6	54.5

Top Concerns for Brazilian Businesses

- Economic Uncertainty
- Access to capital
- Weak demand for your product/services
- Cost of borrowing
- Rising input or commodity costs
- Currency risk
- Government policies
- Regulatory requirements
- Costs of benefits
- Difficult attracting qualified employees