

Results for 86 Latin American 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*	17.0% Median = 10.0%	18.9% Median = 15%	9.2% Median = 5%	3.0%	5.5%
Capital spending	6.1%	4.5%	2.7%	-0.6%	1.8%
Advertising and marketing spending	5.0%	4.0%	2.7%	2.5%	3.6%
Technology spending	7.5%	4.3%	5.3%	2.8%	4.2%
R&D spending	5.4%	3.2%	1.6%	-0.1%	3.0%
Employment – full-time	3.5%	0.4%	1.2%	-4.1% Median = 0%	0.9%
Wages and Salaries	5.0%	3.5%	3.8%	3.8%	5.1%
Inflation (Chg in prices of own-firm products)	4.3%	3.1%	2.4%	3.2%	3.7%
Health Care Costs	5.8%	5.0%	4.3%	5.4%	2.7%
Revenue	10.3%	7.0%	8.2%	3.7%	6.5%

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

Latin America 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: 53.5% Less opt: 19.8% No chg: 26.7%	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%
Country optimism level	62.5	61.4	57.5	57.2	55.0
Optimism about own company	More opt: 61.9% Less opt: 15.5% No chg: 22.6%	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%
Own company optimism level	68.1	66.4	65.0	63.6	66.6

Top Concerns for Latin American Businesses

- Economic uncertainty
- Weak demand for products/services
- Government policies
- Employee productivity
- Regulatory requirements
- Cost of borrowing
- Access to capital
- Currency risk
- Corporate tax code
- Difficulty attracting/retaining qualified employees