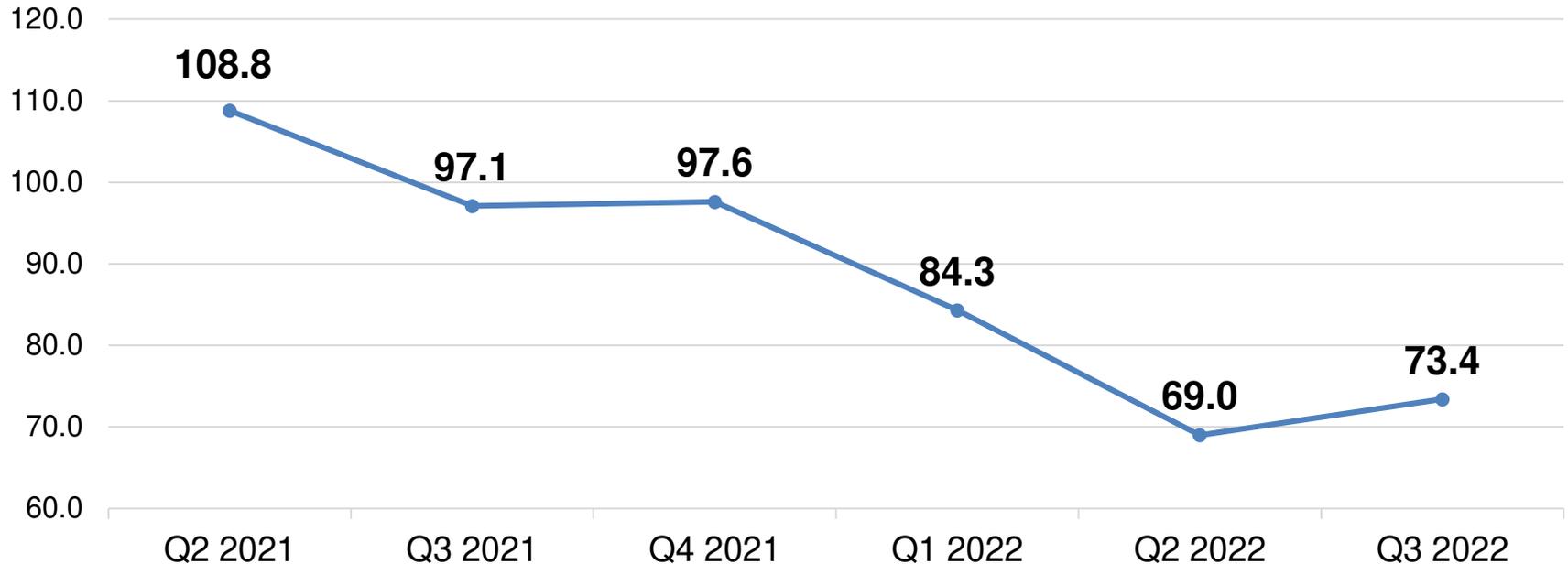


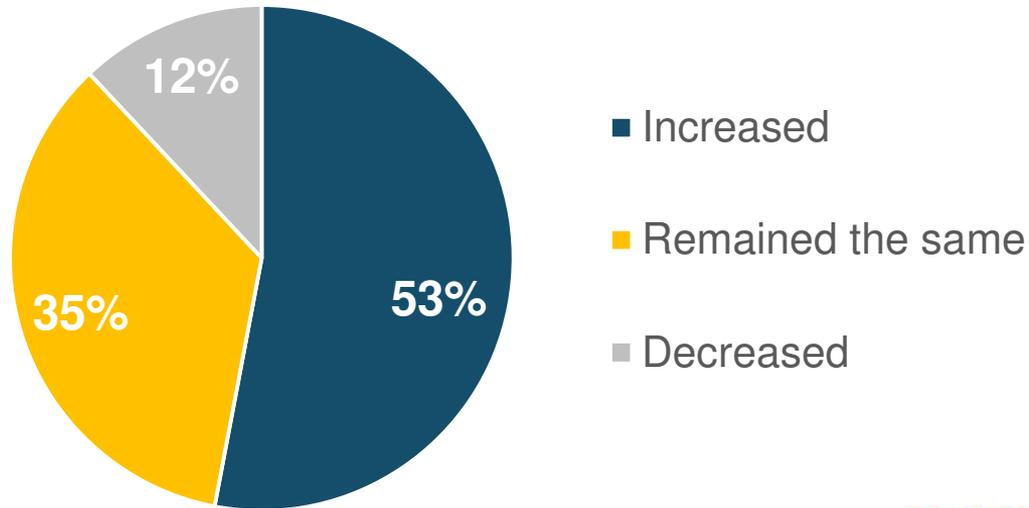
CEO confidence ticks up in Q3 2022 as pessimism about the U.S. economy decreases



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

More than half of CEOs have grown the size of their workforce since the beginning of the year

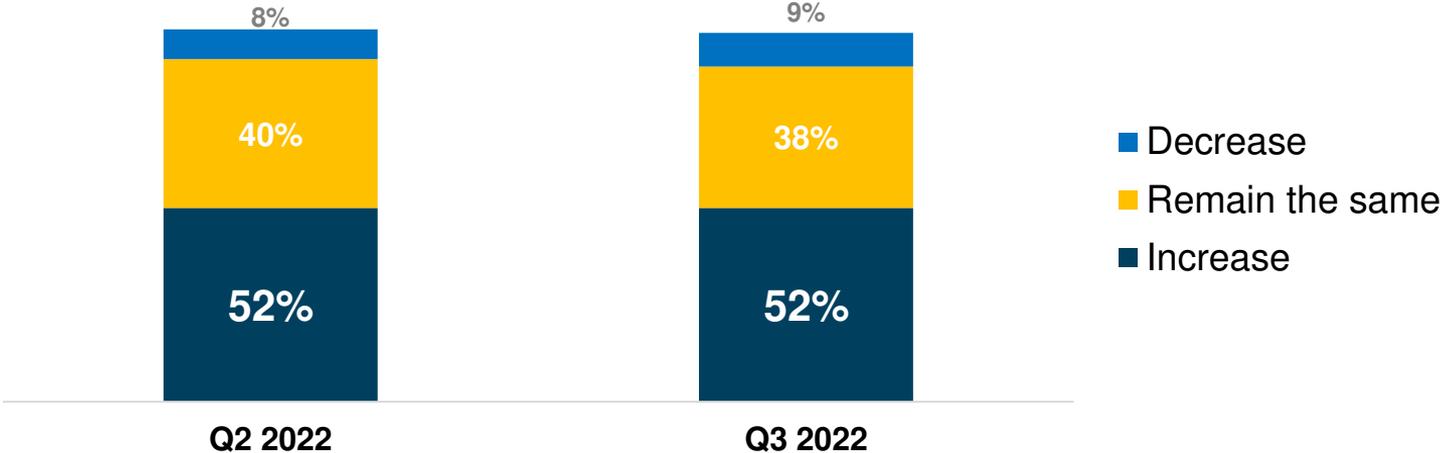
Since the beginning of the year, how has the size of your workforce changed?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Future workforce expansion plans hold among small and midsize businesses; few plan decreases

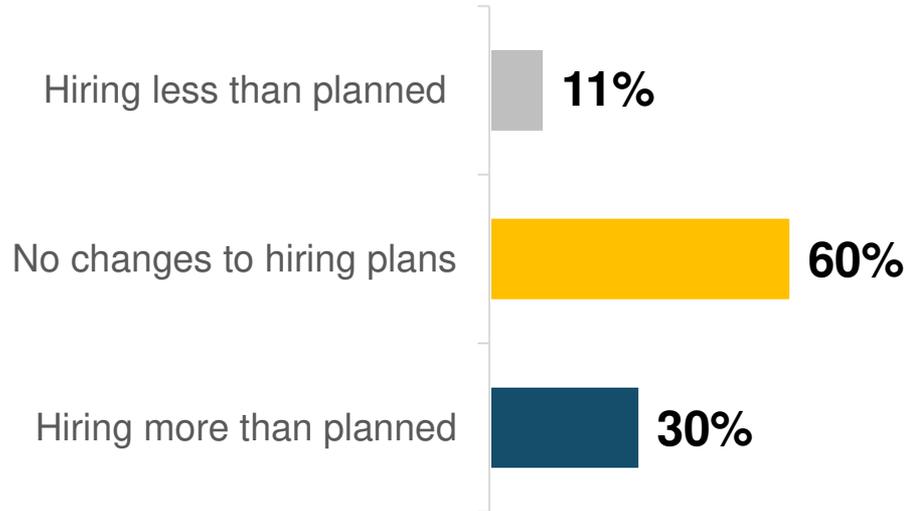
How do you expect your firm's total number of employees will change during the next 12 months?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Economic uncertainty has minimal impact on hiring. Just 11% of CEOs are hiring less than originally planned

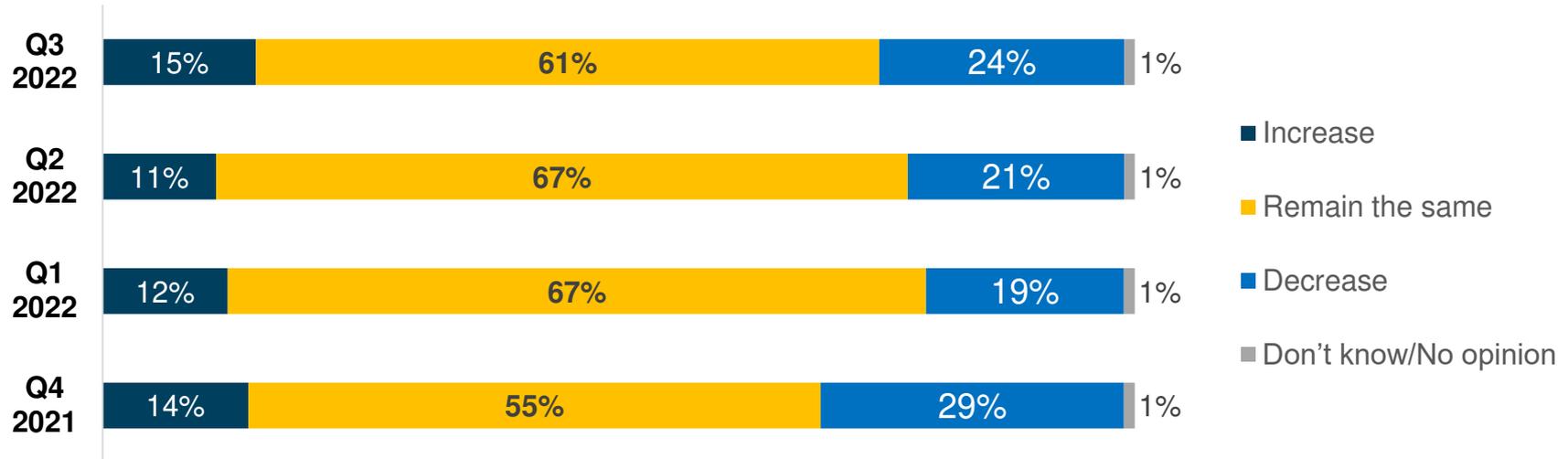
How will your hiring for the remainder of 2022 change compared to your plans at the beginning of the year?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Nearly one-quarter of CEOs report employee retention rates have decreased since the beginning of the year

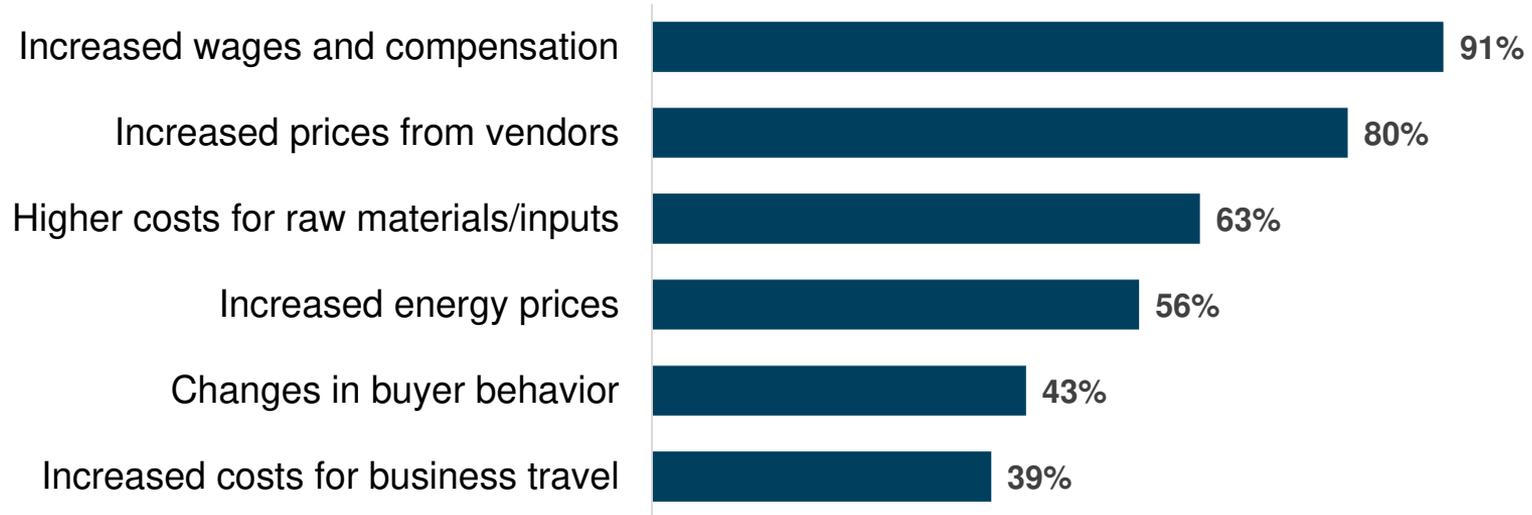
How have your employee retention rates changed since the beginning of the year?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Increased wages and compensation are the top inflationary pressures for small and midsize businesses

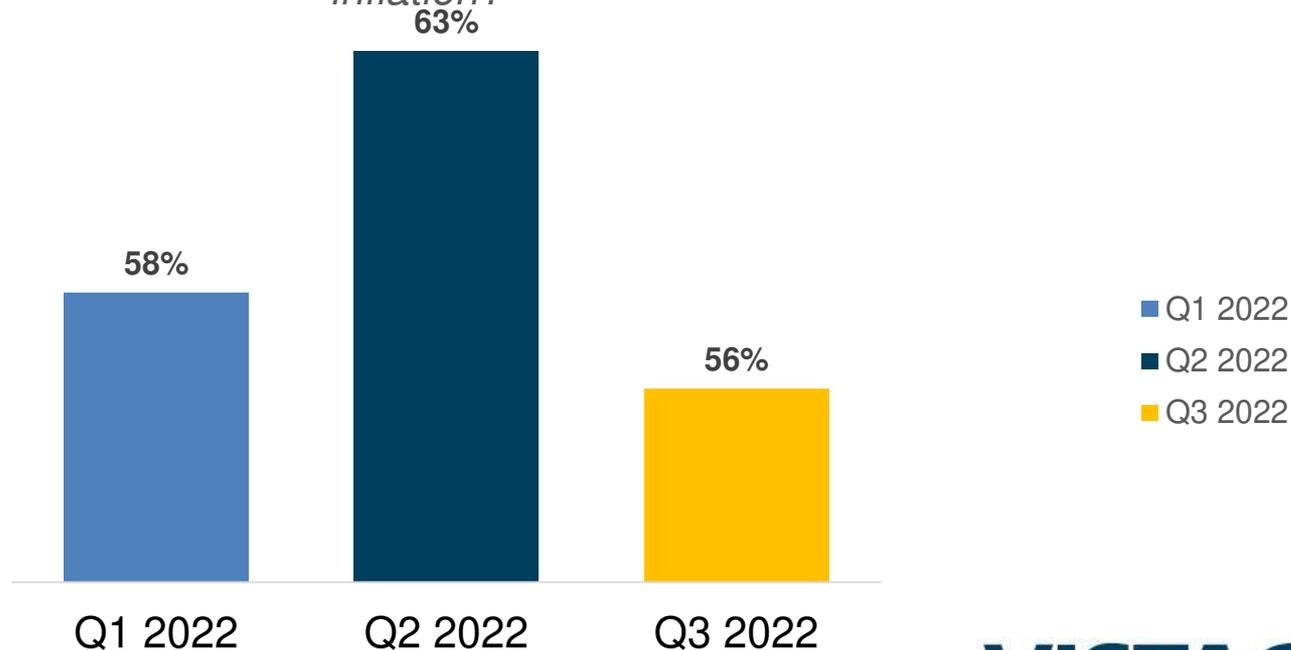
Which effects of inflation are you experiencing for your business?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

CEOs report a 5-point decline in seeing increased energy prices due to inflation

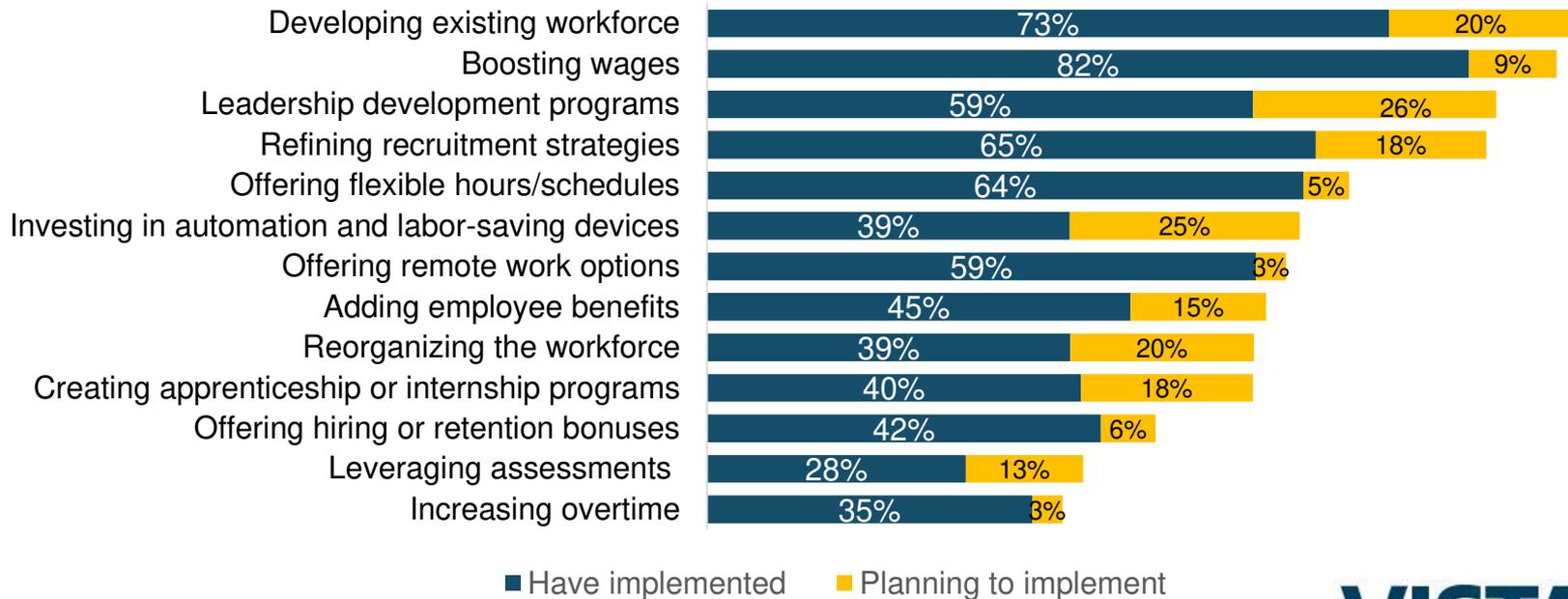
Is your business experiencing increased energy prices as an effect of inflation?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Developing workforce and leaders tops the list of talent strategies implemented or planned by CEOs

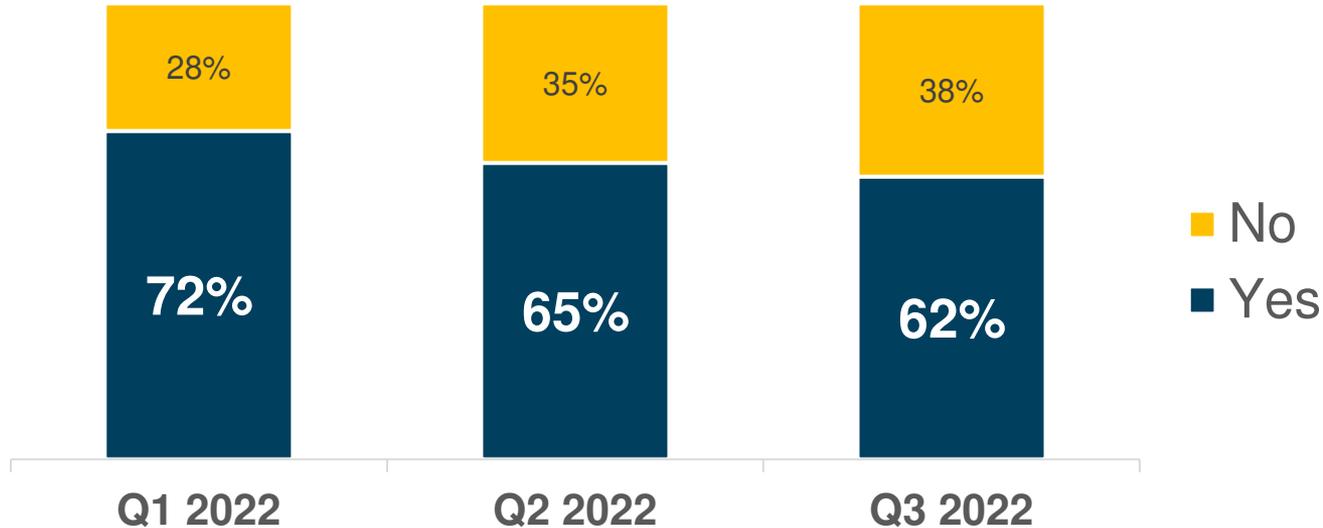
If hiring employees has become more difficult, what are you doing in response?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Operational impacts of talent scarcity slowly easing, dropping 10 percentage points since Q1 2022

Are hiring challenges impacting your ability to operate your business at full capacity?



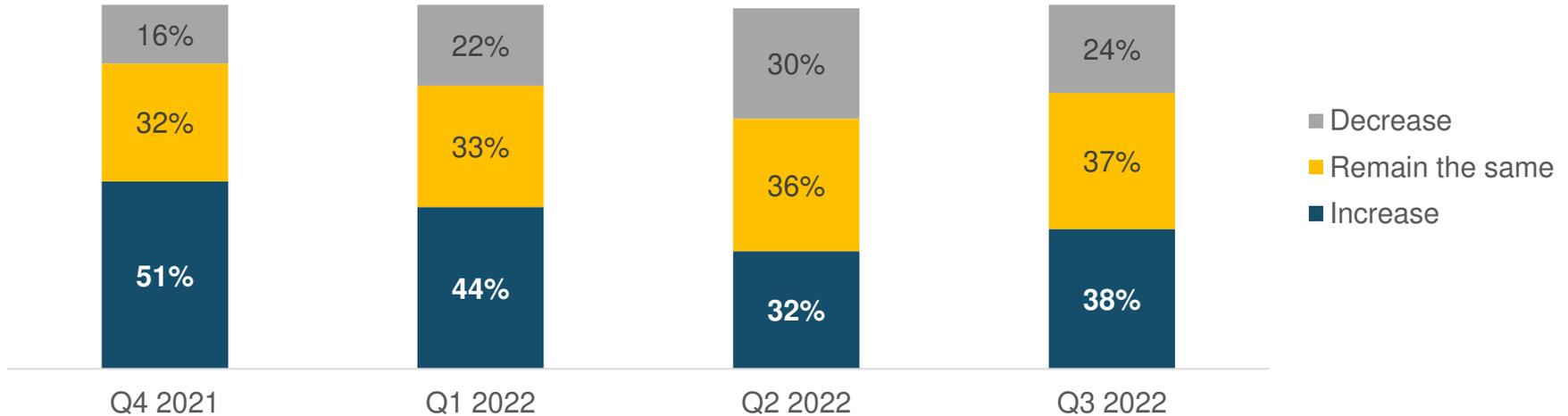
Source: Q3 2022 Vistage CEO Confidence Index n=1,522

©2022 Vistage Worldwide, Inc. All rights reserved

VISTAGE
CEO Confidence Index

CEOs' profitability expectations improve after last quarter's record low

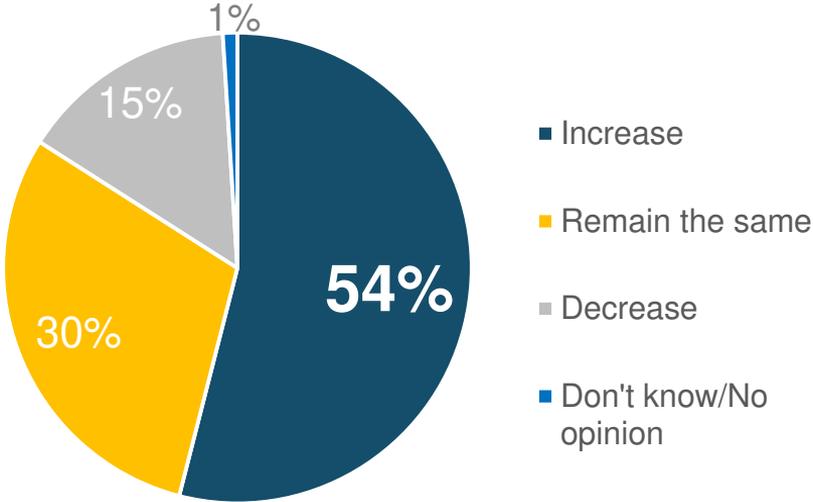
How do you expect your firm's profitability to change during the next 12 months?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Over half of small and midsize business CEOs anticipate sales revenues to increase over the next 12 months

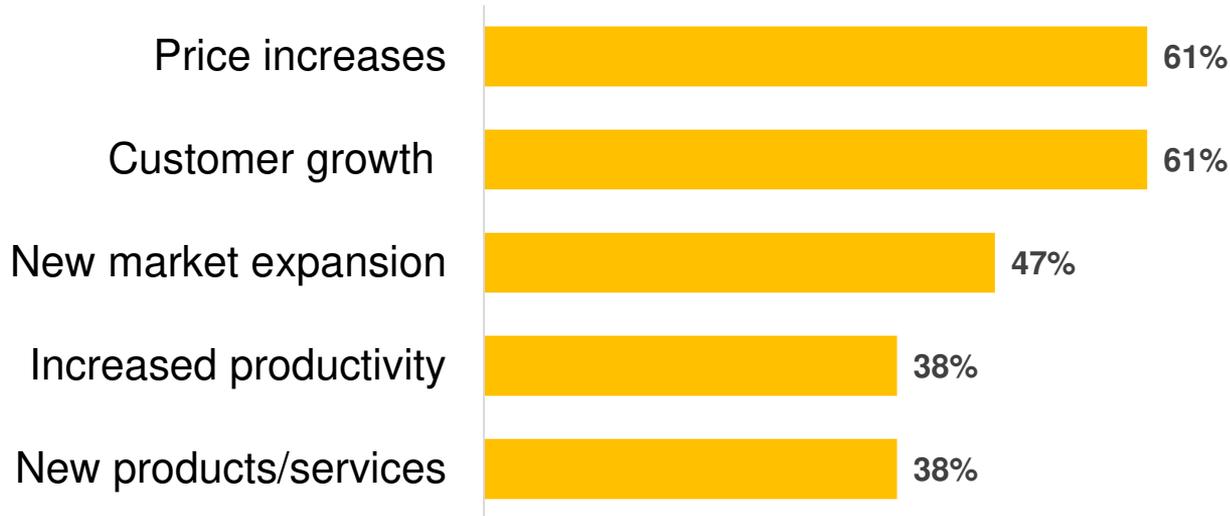
How do you anticipate that your firm's sales revenues will change during the next 12 months?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

Price increases and customer growth equally contribute to predicted sales revenues for small and midsize businesses

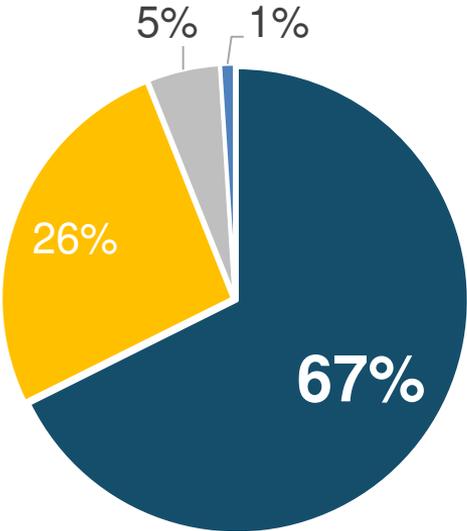
Which of the following will contribute to your projected sales revenues in the next 12 months?



Source: Q3 2022 Vistage CEO Confidence Index n=1,522

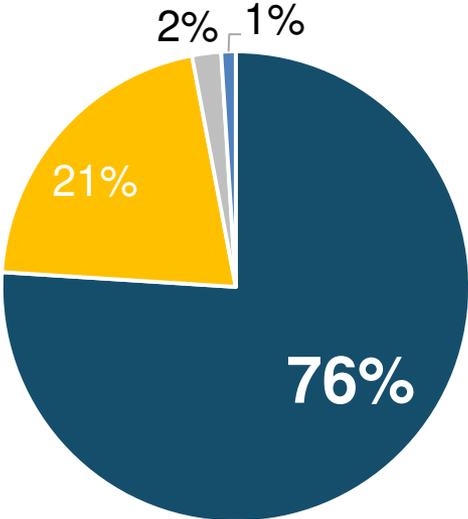
More than two-thirds of CEOs report plans for price increases in the next 12 months, down from 76% last quarter

How do you expect prices for your product or service to change in the next 12 months?



Q3 2022

- Increase
- Remain the same
- Decrease
- Don't know/No opinion

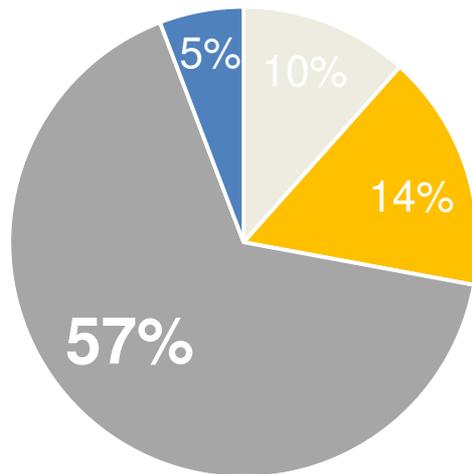


Q2 2022

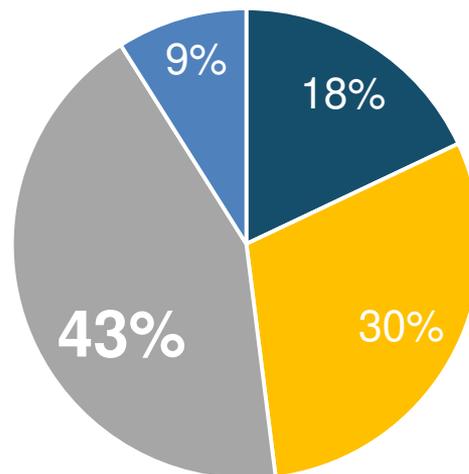
Source: Q3 2022 Vistage CEO Confidence Index n=1,522

The proportion of CEOs that report an improving supply chain grew 14 percentage-points from last quarter

Which best describes your supply chain?



Q3 2022



Q2 2022

Source: Q3 2022 Vistage CEO Confidence Index n=1,522