

## CEO optimism slips from recent peaks; confidence remains at favorable levels.

The Q2 2018 Vistage CEO Confidence Index was 104.1, falling between the Q1 2018 index of 105.8 and the Q2 2017 index of 103.1.

CEOs anticipated slowing growth in the national economy during the year ahead. Wages, commodities and interest costs will continue to edge upward during the year ahead, putting the emphasis on lowering costs as well as increasing prices.

While there was a slight falloff in investment and hiring intentions as well as projected revenue and profit growth, all of these factors were at least as favorable as a year ago.

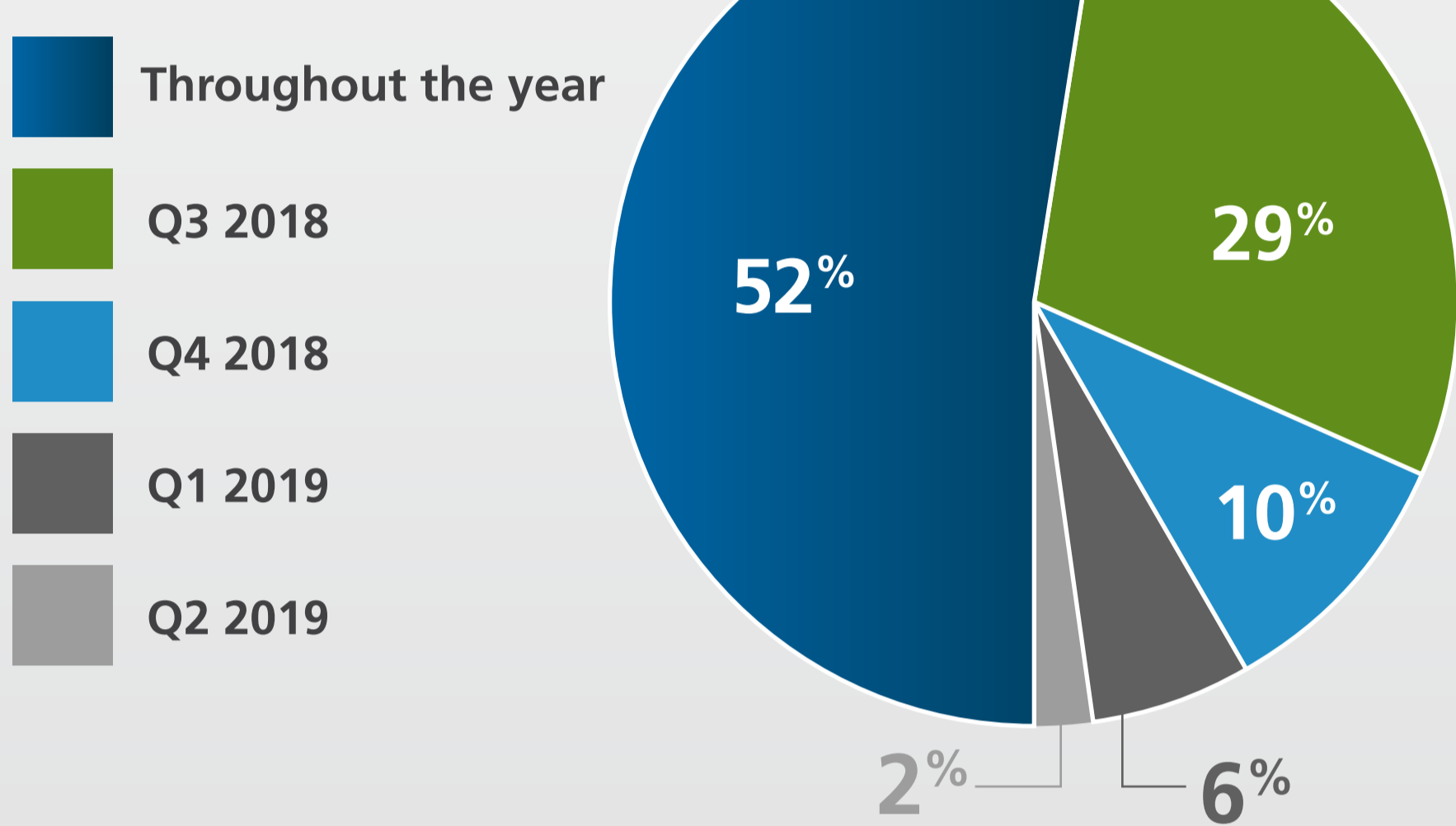
### Hiring and investment plans remain strong.

61% of CEOs planned on expanding their workforce; 5% planned reductions.



While the majority of hiring will take place throughout the year, 29% will take place in the next quarter.

Hiring plans by quarter

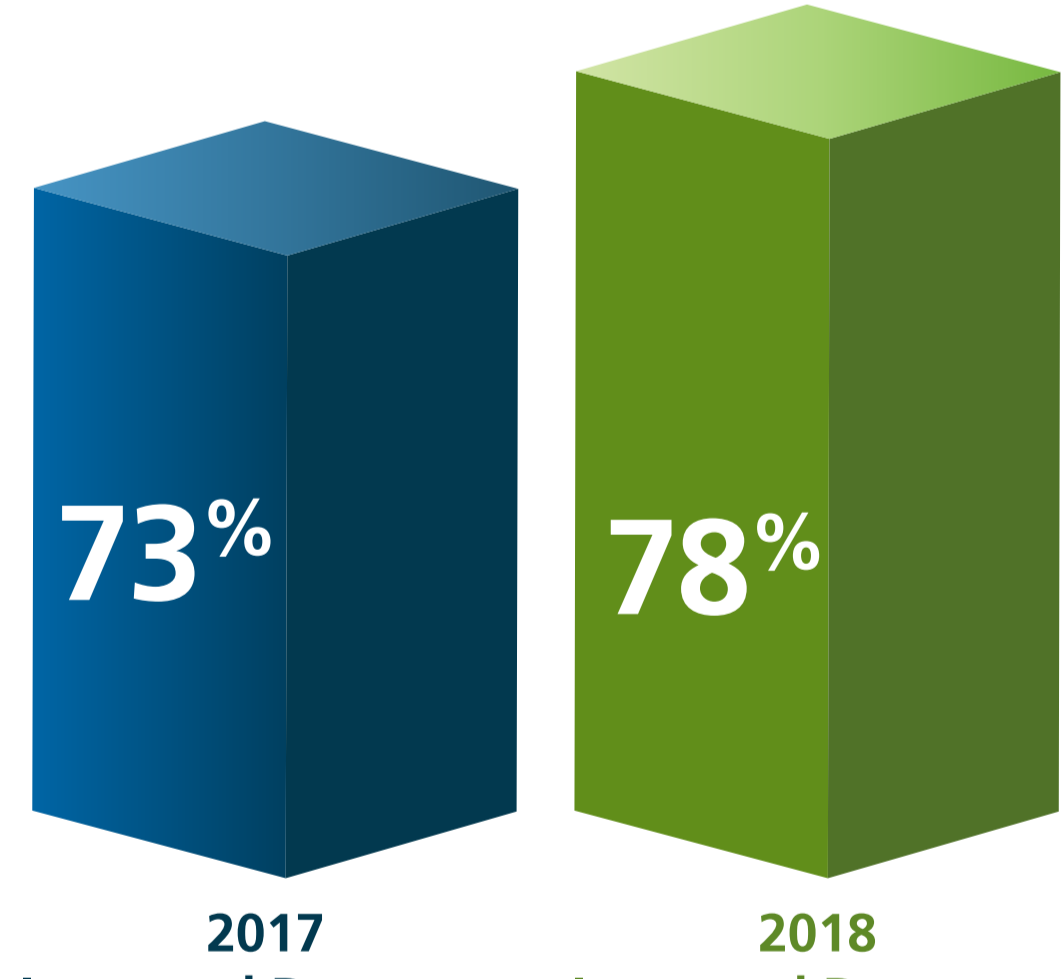


48% of CEOs anticipated plans for increasing investments while 8% planned declines.

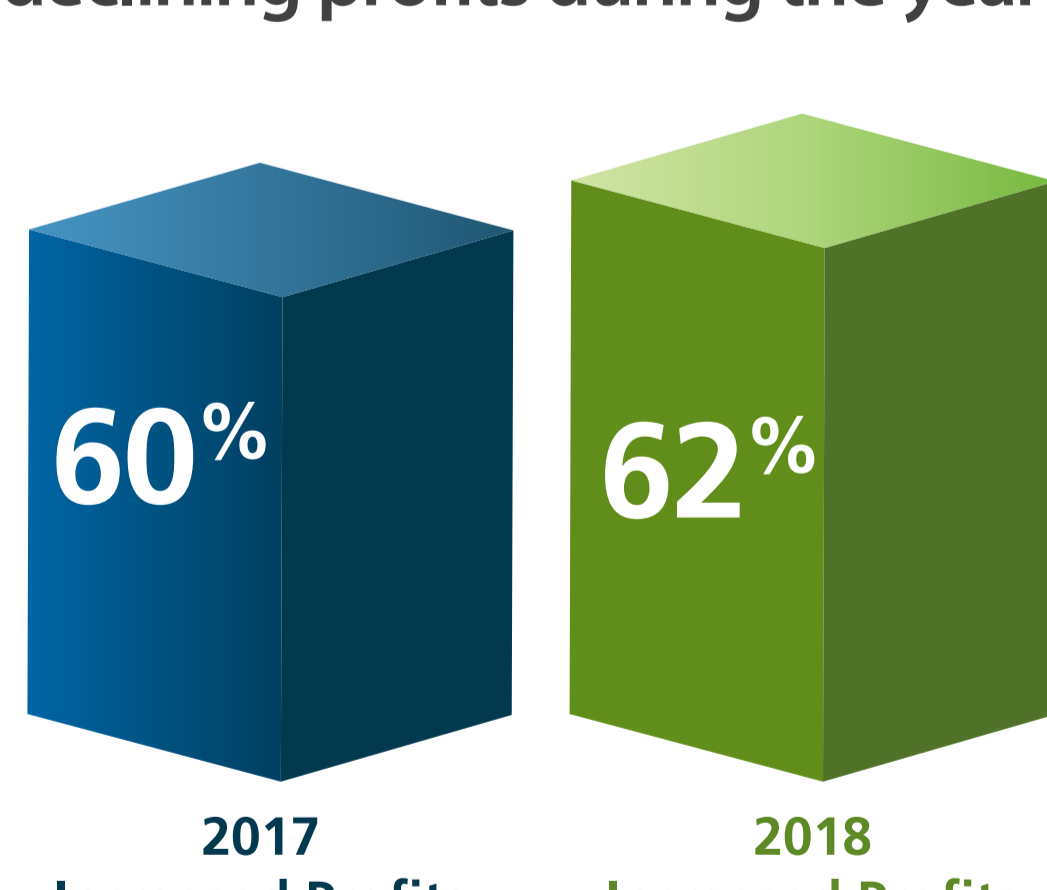


### Revenue and profit outlook remains favorable.

78% of CEOs expected increased revenues during the year ahead, above last year's 73%; just 6% expected a falloff in revenues.



62% of CEOs anticipated increased profits over the next 12 months, just above last year's 60%; 9% expected declining profits during the year ahead.



Top factors influencing company success:

- Operational efficiencies to reduce costs
- Incremental improvement in products or services
- Serving new customers and markets with existing products

– Analysis provided by Dr. Richard Curtin, University of Michigan

Source: Q2 2018 Vistage Business CEO Confidence Index survey, n= 1,467

