

All eyes on the next US administration

This quarter's developments did little to offer a reprieve from volatility or uncertainty. However, CFOs' sentiment shows considerable optimism despite growth expectations that remain relatively somber.

Better perceptions of North America's and China's economies²



43% of surveyed CFOs describe North American conditions as good, and 58% expect better conditions in a year

8% describe Europe as good, and only 13% see it improving in a year

24% regard China's economy as good, and 17% expect improvement

Growth expectations at/below two-year averages³



Revenue growth expectations down from 4.2% last quarter **3.7%**

Earnings growth expectations rose above last quarter's 6.1% **6.4%**

Capital spending expectations down from 5.6% last quarter **3.6%**

Domestic hiring growth expectations down from last quarter's 2.3% **1.3%**

Optimism slightly above the two-year average⁴



Net optimism of **+23.4%**, above last quarter's **+19.7%**



43% of surveyed CFOs express rising optimism, up from to 35% in 3Q16



20% now cite declining optimism, up from **16%**

Footnotes

- 1 Visit <http://www.deloitte.com/us/cfosignals2016Q4> for the full CFO Signals report background and findings
- 2 Percent of CFOs saying economies are good (versus neutral or bad)
- 3 Represents forecasted results for the next 12 months
- 4 Represents change in CFO optimism of company prospects over the next 12 months, compared to prior quarter

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