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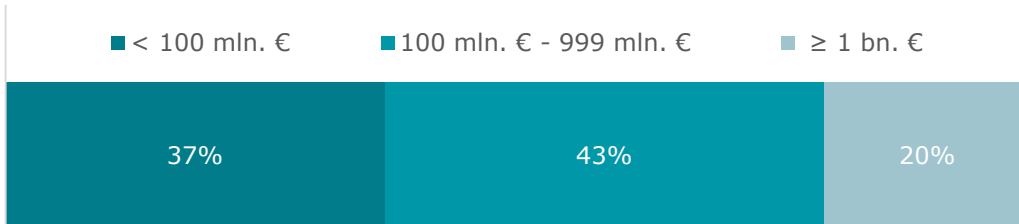


Inside the minds of CFOs in Europe

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The Deloitte European CFO Survey

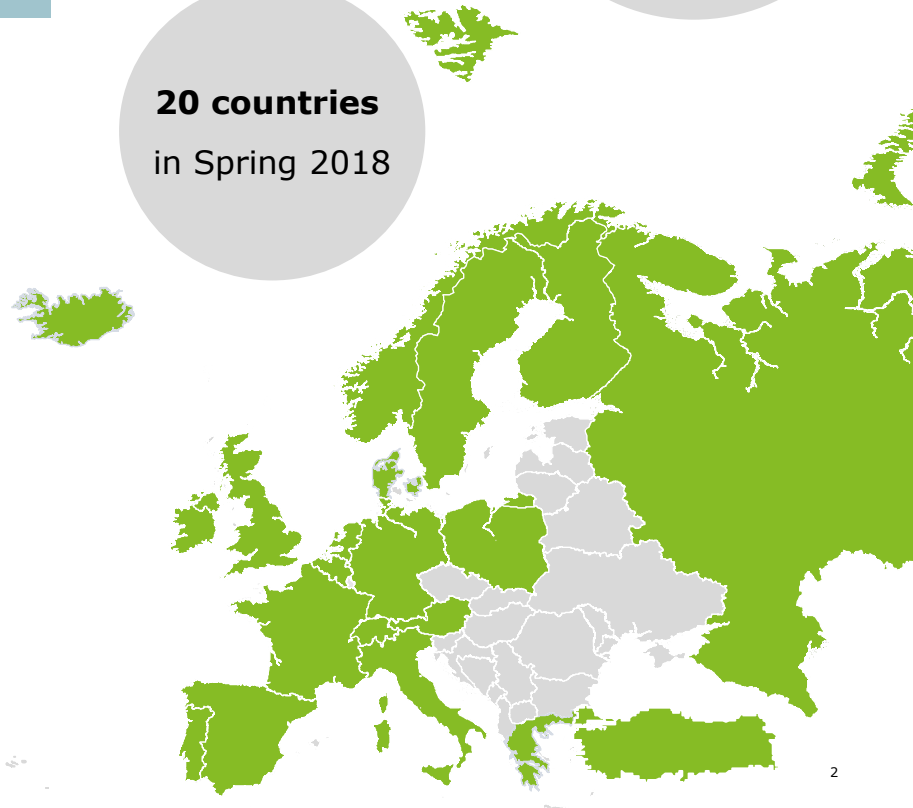
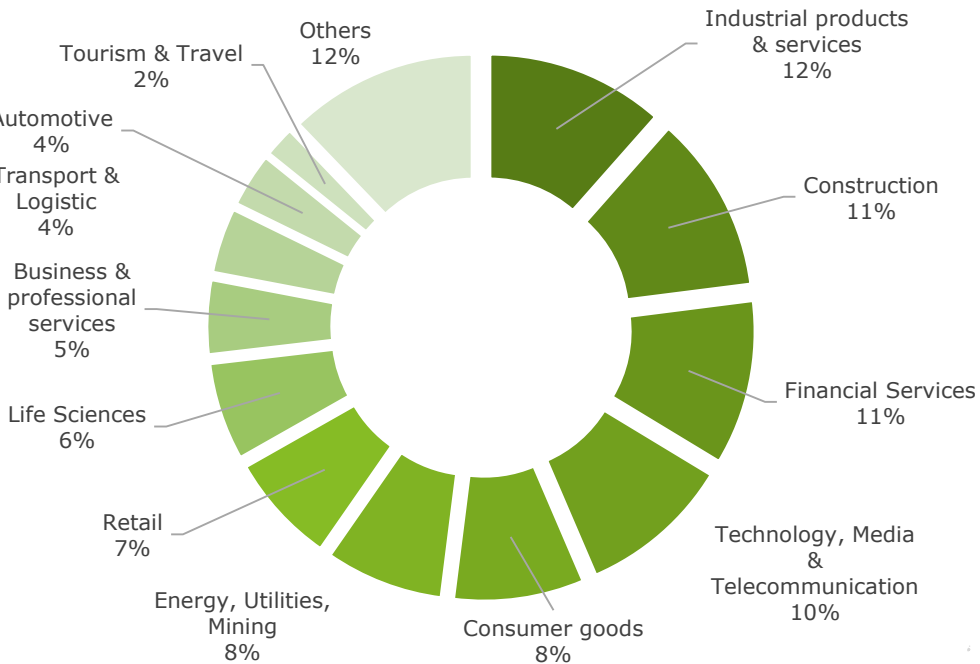
The survey provides a barometer of the European corporate sector – and has done since 2015



1600 +
CFOs

One of the
biggest
networks of
CFOs in Europe

20 countries
in Spring 2018

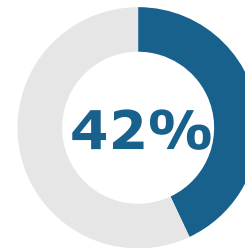
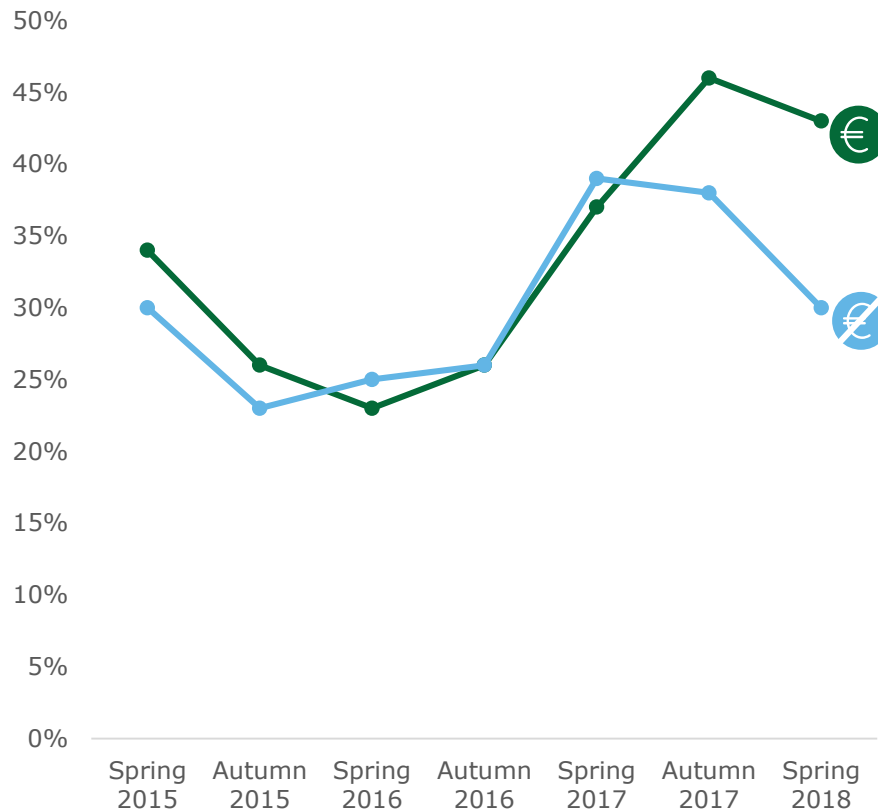


Increasing optimism characterised recent quarters

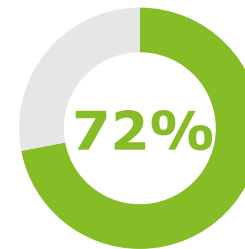
CFOs' sentiment reached a plateau at the beginning of 2018, but the mood remains fairly positive

How do you feel about the **financial prospects** for your company?

(% More optimistic)



Plan to increase the number of employees



Expect revenues to grow



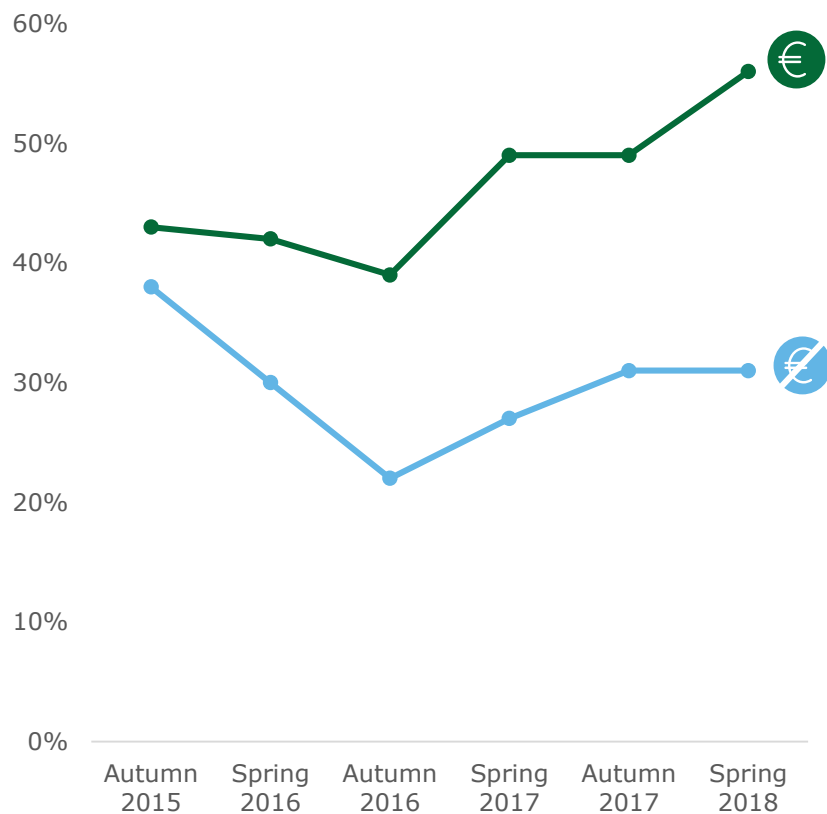
Source: Deloitte European CFO Survey, Spring 2015 to Spring 2018

The outlook for capital expenditures has improved

Clouds are gathering over the economy, but capital expenditures might remain a bright spot

How are **capital expenditures** for your company likely to change over the next 12 months?

(% Increase)



Source: Deloitte European CFO Survey, Spring 2015 to Spring 2018



Quantitative Easing programs are unwinding



Skills shortages might foster a new wave of investments

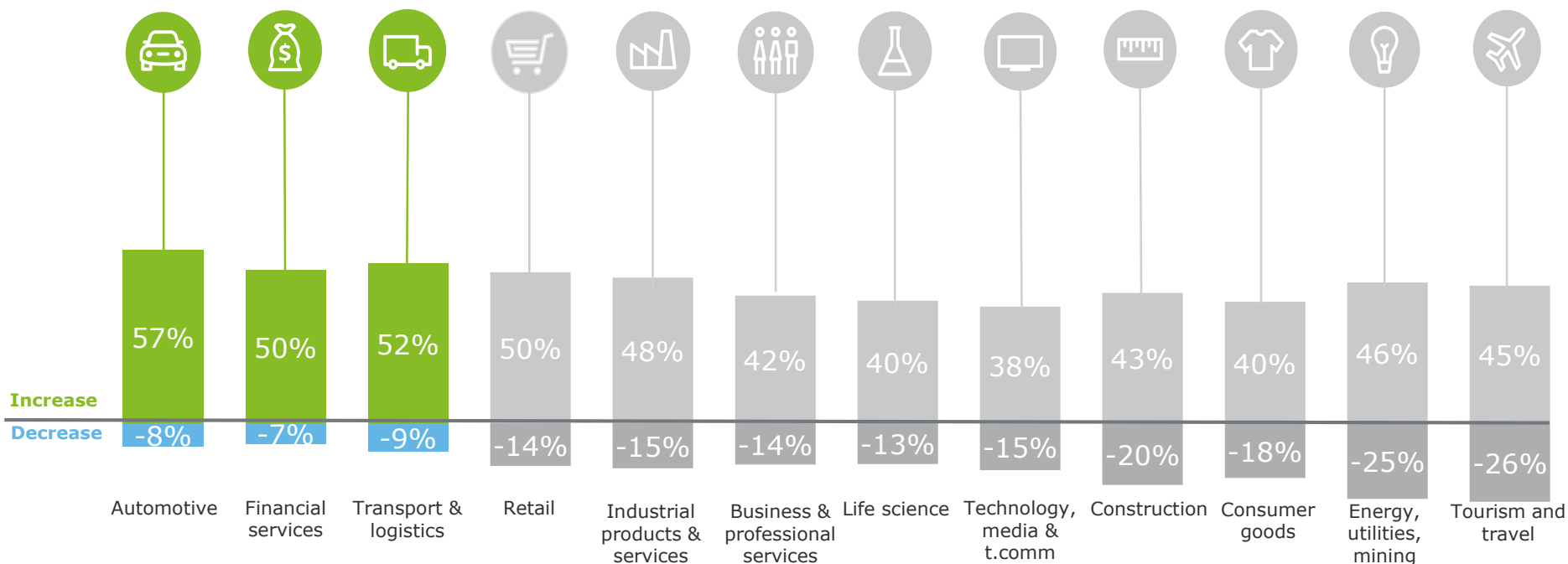


Technological change

Capital expenditure intentions are positive in all the sectors

Some of them have a structural need to invest amid the growth of new technologies and disruptive competitors

How are capital expenditures for your company likely to change over the next 12 months?



Source: Deloitte European CFO Survey, Spring 2018

Investments activities are focused on intangibles – particularly on 'new intangibles'

How will your company's investment change in the following areas over the next 12 months?



(% Increase)

Software, data processing, IT-network and website activities

76%



Business process improvements

75%



Training of employees

48%



Machinery and equipment

43%



Research and development

43%



Real estate and infrastructure

31%

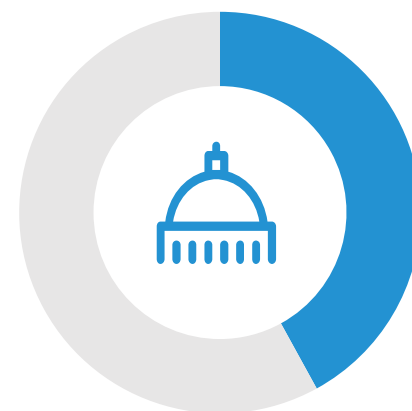
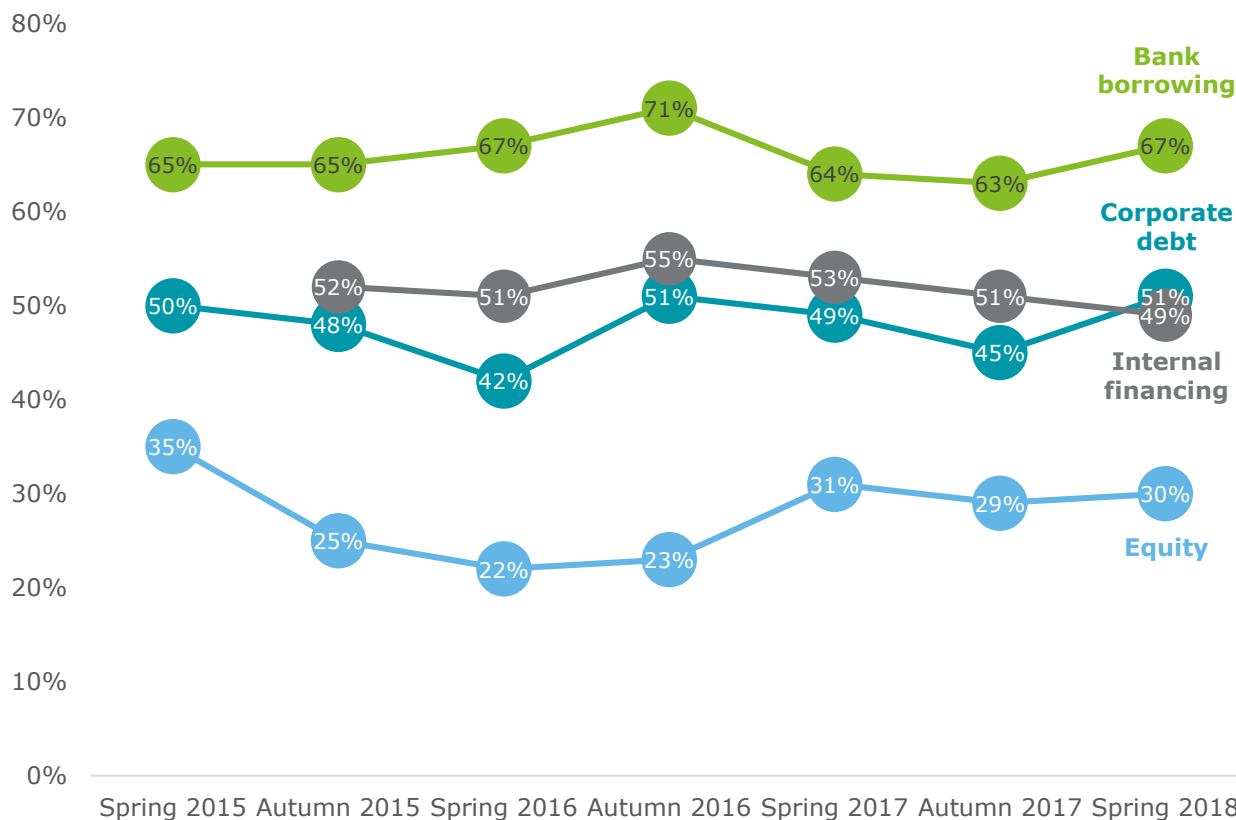


Source: Deloitte CFO Survey, Spring 2018 - Germany

Bank borrowing is the preferred source of funding

CFOs in larger companies are more likely to consider corporate debt and equity as attractive sources of funding

How do you currently rate [bank borrowing, corporate debt, equity, internal financing] as a source of funding?
(% Attractive)



40% of CFOs consider attractive more than one external source of funding

Source: Deloitte European CFO Survey, Spring 2015 to Spring 2018

What is in the minds of CFOs in Europe?





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