

TEC CEO Confidence Index

July 2022

The Executive Connection CEO *Confidence Index* July Quarter 2022 reveals Australian SME CEOs are eyeing growth in FY2023 despite the gloomy economic outlook. Armed with a committed focus on people and culture, confidence in investing, and anticipated increases in revenue - business leaders have their sights set on carving out profitability and growth in the year ahead.

Responses from 134 SME CEOs across a diverse range of industries were received in the 21 days to Tuesday 19 July 2022.

% THIS TOO SHALL PASS

Leaders of mid-sized businesses are acutely aware of current and predicted economic uncertainty, with the majority anticipating conditions to weaken further in the year ahead. However, they're equipped with the learnings and resilience of the last two years and are prepared to charge ahead.



Respondents feel overall economic conditions have worsened in the last 12 months

Respondents expect economic conditions to get worse over the next 12 months

“ NOTHING CAN RAIN ON MY PARADE

Having felt the effects of the pandemic and coming out the other side, business leaders are looking forward to a return to normal face-to-face interaction.

“In the year ahead, we're placing more focus on our Business Development which has been hampered over the last two years due to lockdowns. We're really looking forward to networking and relationship-building activities to build brand awareness.”

Lesa Muir
Victoria, TEC33

“ RED SKY AT NIGHT, SAILOR'S DELIGHT

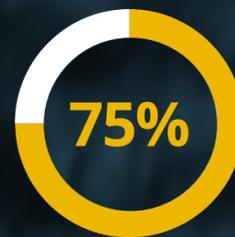
While some days may be dark, Australian SME CEOs remain positive about the outlook ahead.

“We are continuing to implement a new business strategy around providing a holistic and comprehensive offering. It is hoped this will see our business grow both organically and with new business. We are also reviewing our current pricing to existing clients and offering a broader service that brings additional income.”

Steve Halbert
Western Australia, TEC47

% PREPARED FOR THE WINDS OF CHANGE

Many CEOs are re-emerging from the short-term practical decisions they made two years ago and have their eye on the long game. In FY2023, they have a renewed focus, making brave decisions particularly when it comes to price, profit and sales revenue.



Expect prices of their products or services to increase in the next 12 months



Anticipate that their company's sales revenues will increase



Predict their company's profitability will increase in the next 12 months

NAVIGATING THE LABOUR MARKET STORM

In a tight labour market, CEOs and business leaders are increasingly aware of the importance of attracting and retaining talent. Over the next 12 months, they remain committed to expanding their headcount, but know they must do so by elevating their employee value proposition.



56%

Just over half expect their number of employees to increase over the next 12 months

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“Providing in-house training and career development is becoming a big driver for us. We are focusing on the Human Deal to provide a better working experience and outcome for all our personnel so that we can retain and attract talent.”

Matthew Wheatley
New South Wales, TEC19

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