

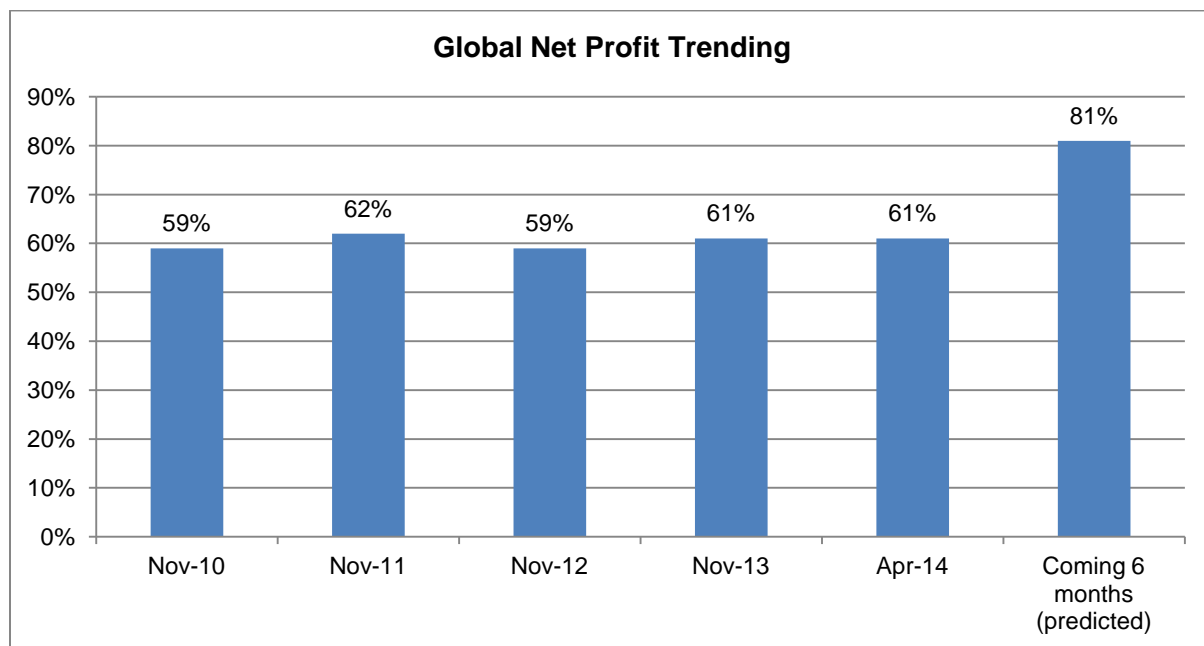
## Fiscal Performance Report

Report released April 2014

**About the respondent sample:** All Global Entrepreneur Indicator respondents are entrepreneurs who founded, and are the controlling stakeholder of, a business grossing more than US\$1 million in revenue per year. The average annual revenue of an EO member company is US\$59.7 million. More than 5,500 entrepreneurs representing 40 countries responded to the survey.

**The percentage of entrepreneurial firms experiencing profit increases has held steady at roughly 60% since November 2010.**

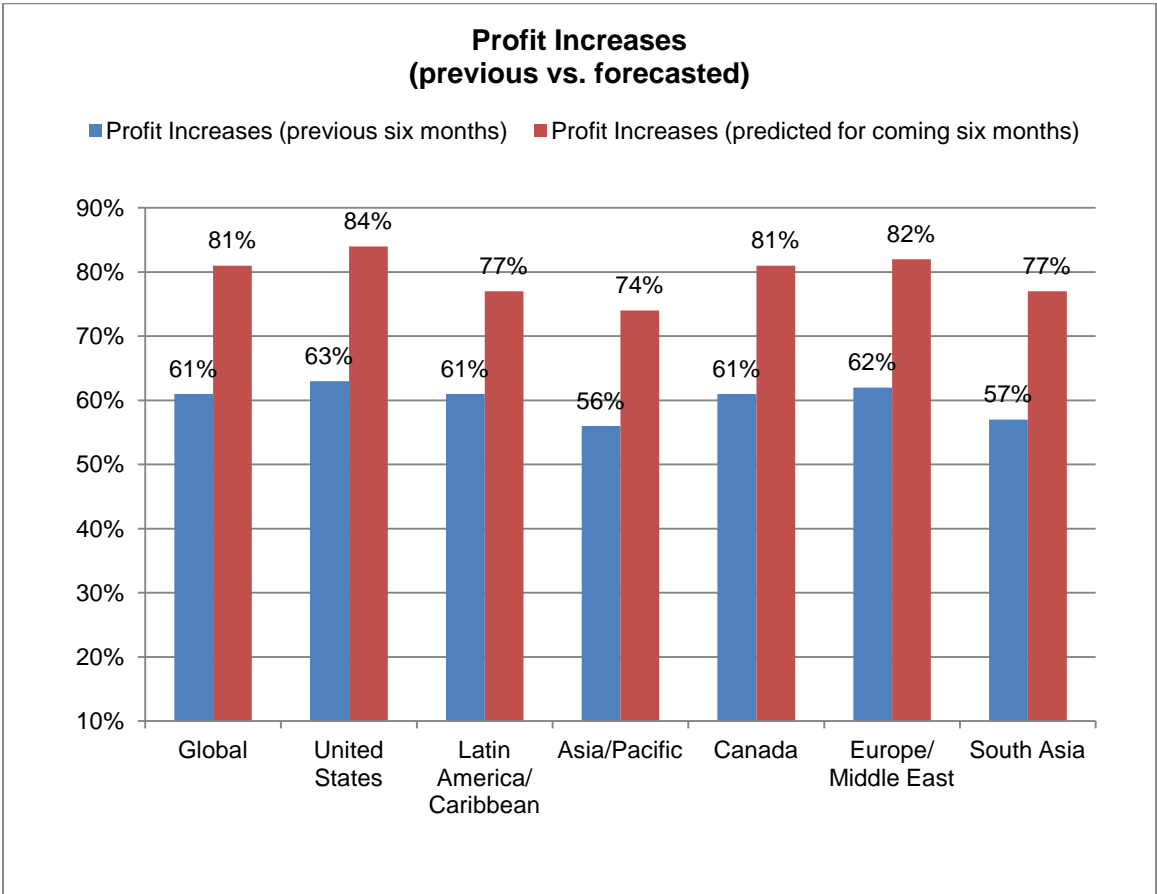
- Over three-quarters (81%) of business owners expect profit margins to increase over the next six months.
- Over the next six months, approximately 20% more respondents expect profits to increase than prior surveys indicated dating back to November 2010.



*The percent of entrepreneurs worldwide who reported increased profits in the six months preceding the survey.*

**All regions have reported increases in net profit during the previous six months, and predictions for the future are strongly optimistic.**

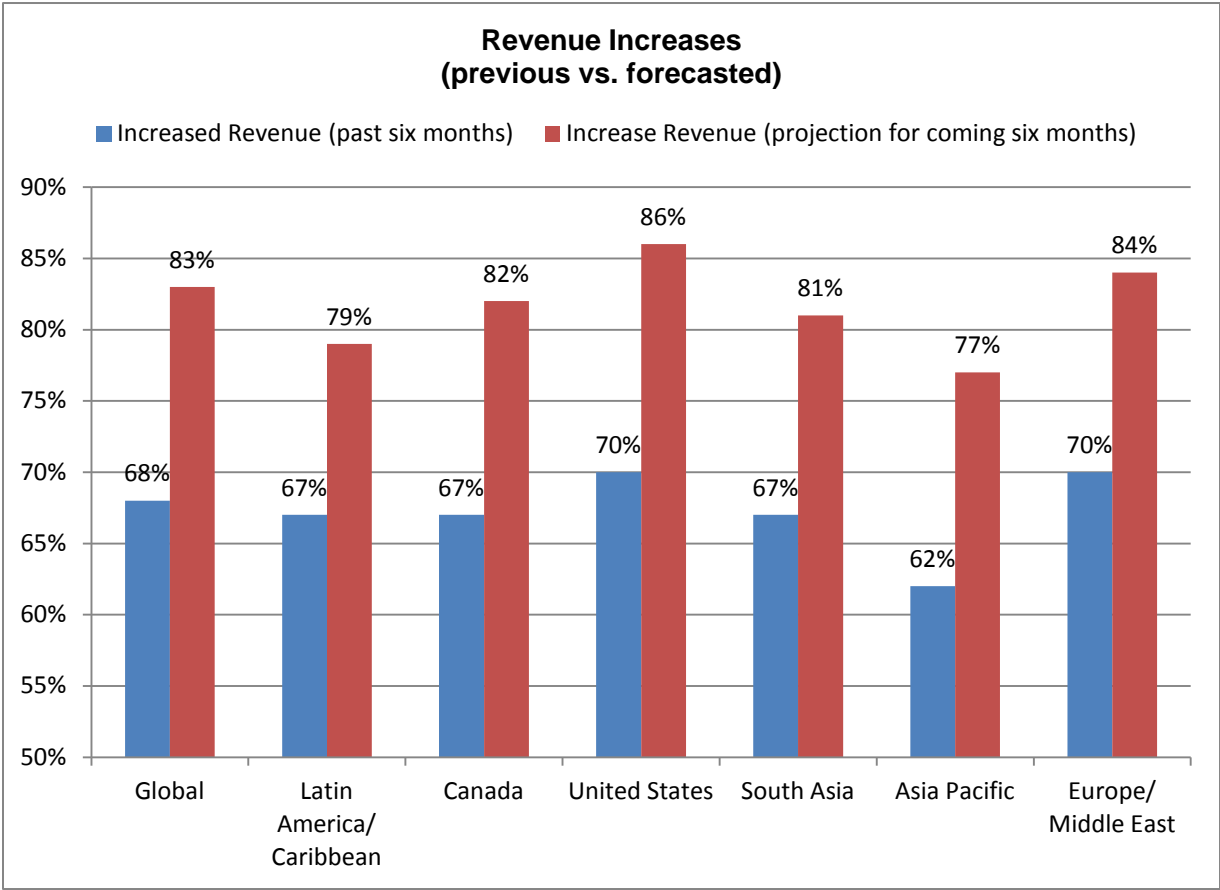
- The United States has had the strongest profit reporting (63%), with Europe/Middle East (62%), Latin America/Caribbean (61%) and Canada (61%) following closely. South Asia and Asia Pacific are lagging behind at 57% and 56%, respectively.
- There is a positive outlook in the coming six months, as at least 74% of respondents per region are predicting profit increases.
- Further, the United States is most optimistic of all regions, with 84% of respondents predicting an increase in profit. Asia/Pacific is least optimistic with 74% of entrepreneurs projecting a profit increase.



*Net profit increases in the past six months against predictions for the coming six months, by region.*

**Globally, nearly two-thirds of firms reported a revenue increase in the past six months, while more than three-quarters of respondents expect a revenue increase for the coming six months.**

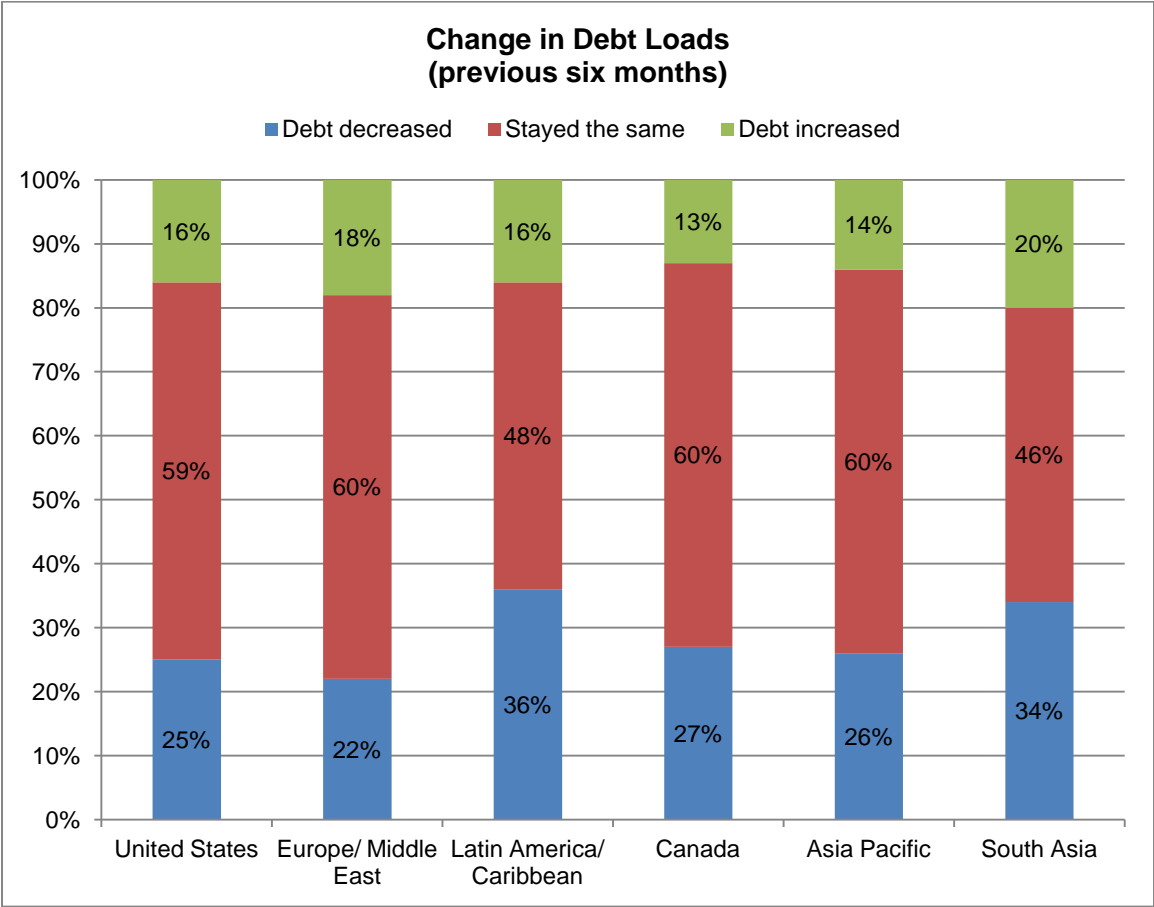
- The United States reported the highest percentage of firms expecting to increase revenue (86%), followed closely by Canada (82%) and South Asia (81%). Asia Pacific continues to lag behind all other regions at 77%.
- Projecting the coming six months, four regions – Latin America/Caribbean, Canada, South Asia, and Asia Pacific – all sit below the global percentage of respondents who believe they will see increased revenue.
- Interestingly, while Asia Pacific lags behind all other regions in current reporting (62%), it shares global optimism with a 15% increase of respondents expecting to see growth in the coming six months.



*Revenue increases in the past six months against predictions for the coming six months, by region.*

Debt loads are stable, with only minor fluctuations from previous surveys. Since business owners have reported that accessing capital is roughly the same as in the past (if not slightly easier), one may conclude that avoiding debt is a choice for these firms, and that barriers to credit are not the deciding factor. (For current access to capital data, please refer to page three (3) of the Business Environment Report.)

- The United States, Europe/Middle East, Canada and Asia Pacific all report similar distributions regarding increased, decreased and steady debt load.
- Interestingly, South Asia reports the largest percentage of firms increasing debt (20%), followed by Europe/Middle East (18%).
- Canada and Asia Pacific both saw the highest number of respondents, 87% and 86% respectively, report either a decrease in debt load or no change.



Percentage of entrepreneurs who have increased, decreased and maintained total debt load during the past six months, by region.

## About the Research

This report is part of the Global Entrepreneur Indicator research program conducted by the Entrepreneurs' Organization (EO). This research program began in June of 2010 and consists of a five-year series of surveys of EO members. The full report and findings are available at: [www.entrepreneurindicator.com](http://www.entrepreneurindicator.com)

The significance and uniqueness of this global research program lies in the very tight definition of a successful entrepreneur represented by the EO's membership base. All those surveyed have successfully founded a business grossing more than US\$1 million in revenue annually. The average annual revenue of an EO member company is US\$59.7 million. EO members employ more than 2.2 million people worldwide, with an average of 232 employees per entrepreneur. The average age of the entrepreneurs surveyed is 42.

This group of successful entrepreneurial firms is significant in its place in the globally economy, but is generally very difficult to gain access to and poll. The Entrepreneurs' Organization, however, has a membership base fitting these criteria, providing the ability to gain an entree to this highly important sample of the entrepreneurial population.

More than 5,500 entrepreneurs from 40 countries responded to the survey.

### For further information about the research:

#### Media Contacts:

Gustavo Vieira  
Director, Public Relations  
Entrepreneurs' Organization  
+1.703.837.6068  
[gvieira@eonetwork.org](mailto:gvieira@eonetwork.org)

Renee Joe  
Vice President, Communications  
Entrepreneurs' Organization  
+1.703.837.6095  
[rjoe@eonetwork.org](mailto:rjoe@eonetwork.org)