

# Global Entrepreneur Indicator

from the Entrepreneurs' Organization

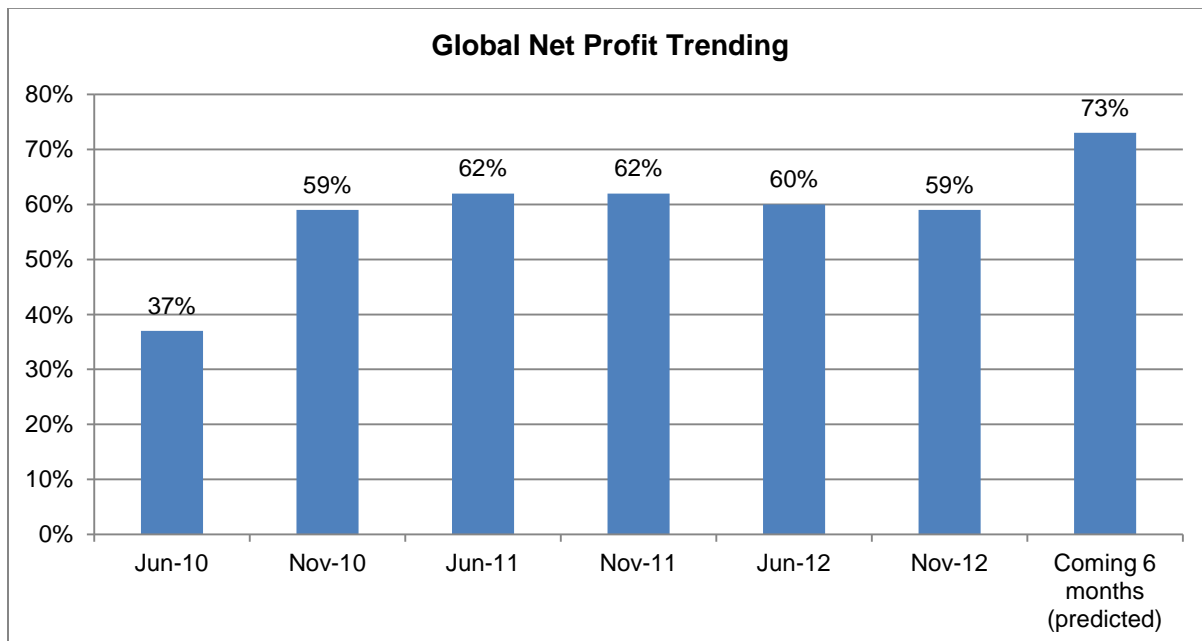
## Fiscal Performance Report

Report released January 2013

**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. On average, these businesses gross US\$18.3 million annually and employ nearly 200 people. More than 2,750 entrepreneurs representing 35 countries responded to the survey.

**The percentage of entrepreneurial firms experiencing profit increases has held steady at roughly 60% for the past 2.5 years.**

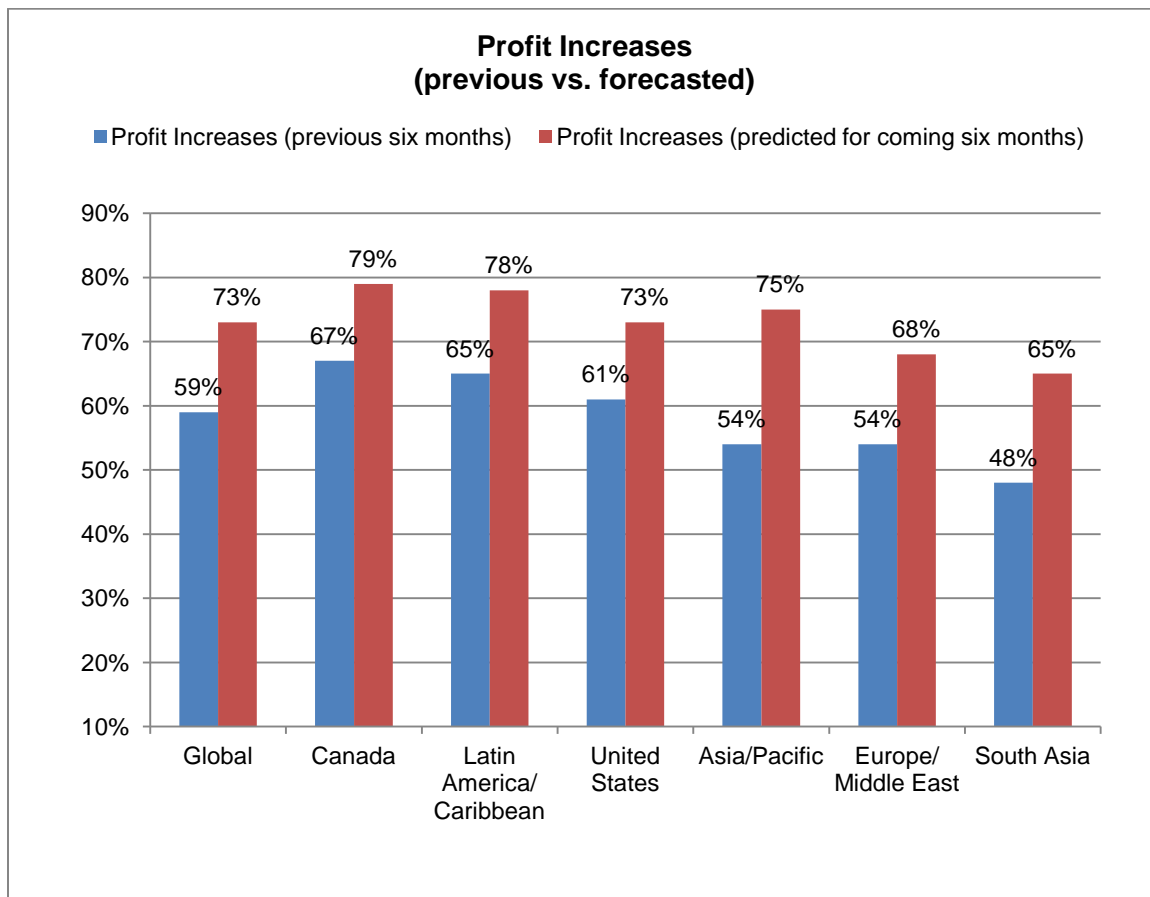
- Those who reported increasing profits outnumbered those who reported falling profits by more than three to one (59% to 19%).
- Nearly three-quarters (73%) of business owners expect profit margins to increase in the coming six months.



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

Marked differences exist regionally, as the percentage of entrepreneurs reporting profit increases ranges from 48% (South Asia) to 67% (Canada).

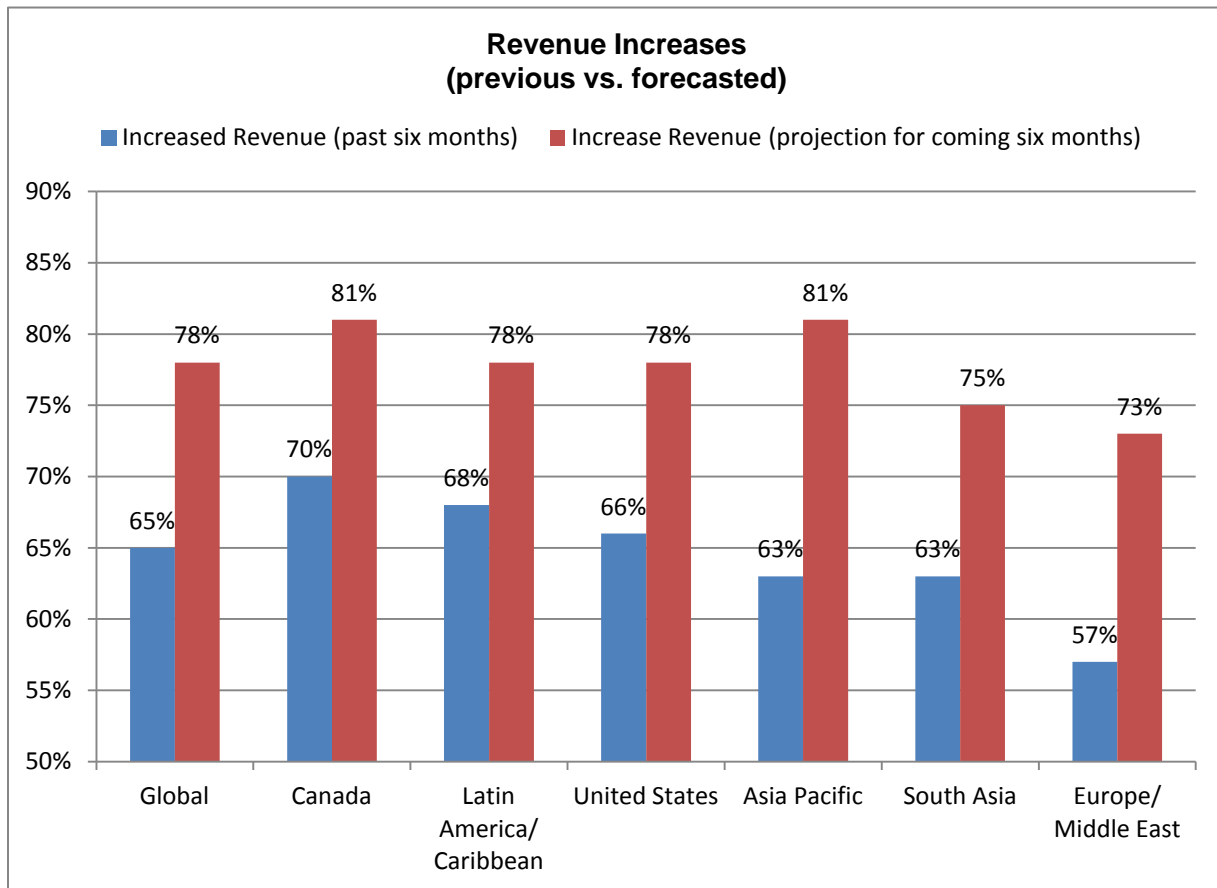
- Canada (67%), Latin America/Caribbean (65%) and the United States (61%) reported the strongest increases in profitability.
- 73% of entrepreneurs globally expect to see profits rise in the coming six months, and no individual region's statistic is below 65%.



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

Revenues are up across the board and, as one would expect, are tied closely to profitability.

- 65% of business owners reported an increase in revenue during the last six months, ranging from a high of 70% (Canada ) to a low of 57% (Europe/Middle East).
- 78% of entrepreneurs predict that their firms will experience an increase in revenue in the coming six months.



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

Fewer entrepreneurial firms reported taking on less debt compared to 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.

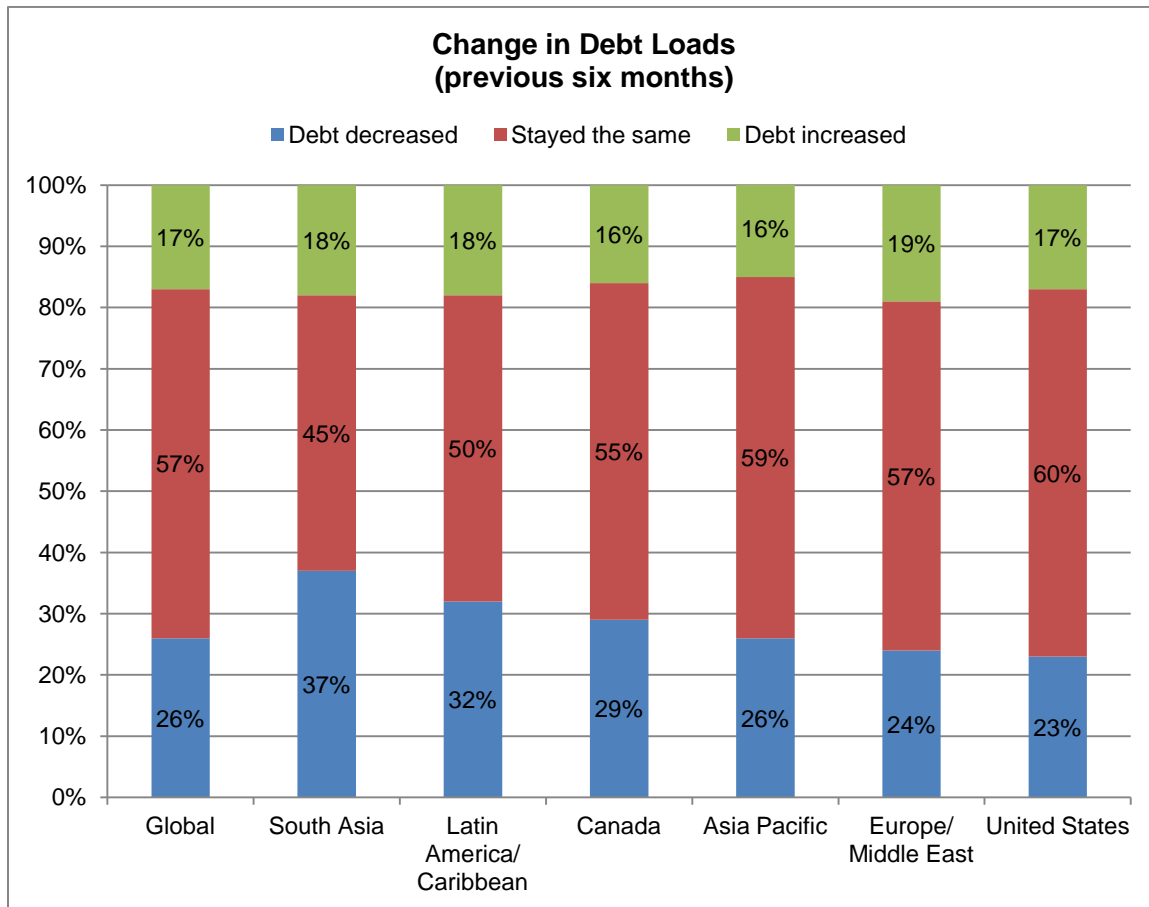


Figure 4: Percentage of entrepreneurs who have increased, decreased and maintained total debt load during the past six months, by region.

## 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 May of 2010 and consists of twice-annual 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. Overall, EO members average US\$18.3 million in revenue per year. Between them, these entrepreneurs employ more than 1.7 million workers, with an average of 192 employees per entrepreneur. The average age of the entrepreneurs surveyed is 41.

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 2,750 entrepreneurs from 35 countries responded to the survey.

## For further information about the research:

### Media Contact:

Ryan Meyer  
Entrepreneurs' Organization  
+1.571.481.2427  
[rmeyer@eonetwork.org](mailto:rmeyer@eonetwork.org)