

The background features a financial-style chart with a grid. A thick white line represents the index, showing an overall upward trend with a dip in the middle. Blue candlestick bars are overlaid on the line, indicating price movements. The text 'VISTAGE' is prominently displayed in the top left, with 'CEO Confidence Index' below it. At the bottom, the main title '2021 BUSINESS CONFIDENCE ROUNDUP' is written in large, bold, white letters.

# VISTAGE

CEO Confidence Index

## 2021 BUSINESS

## CONFIDENCE ROUNDUP

# VISTAGE

## MALTA

### FULL Confidence Index Report for Q4 2021 - MALTA & Global Comparison with the **US** and the **UK**

This report represents a comparison of data from 129 respondents from the local business community taken during the month of September.

You will also find comparisons with reports from the UK and US taken over the same period.

In Collaboration with



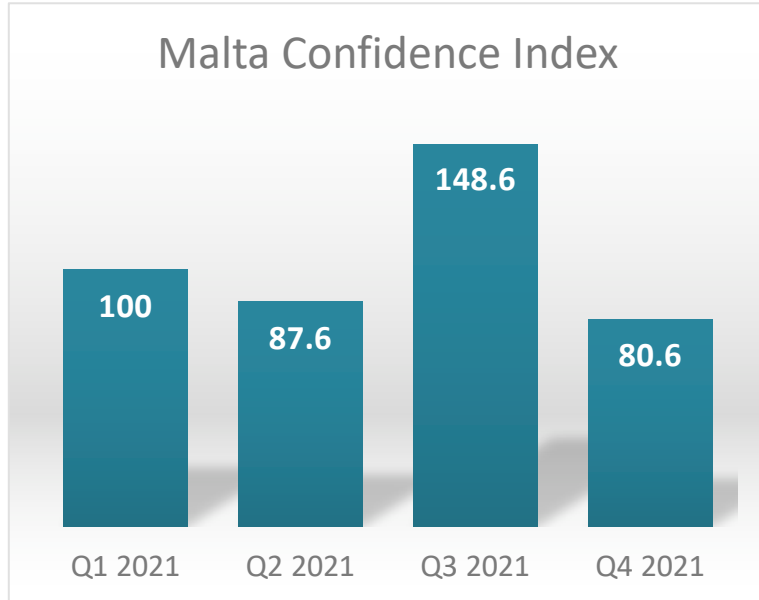
## Insight into the Malta Confidence Index for Q4:

“Local businesses are no longer absorbed by the day-to-day business continuity issues that conditioned their responses in previous quarters...

Their top concern is now restoring profitability”

Marisa Xuereb, President, The Malta Chamber

# Malta businesses divided on recent economic improvements, forecasts for next year fall



Source: Q4 2021 Vistage Malta Confidence Index, n = 129

These findings represent data collected from business leaders in partnership between Vistage Malta and the Malta Chamber of Commerce

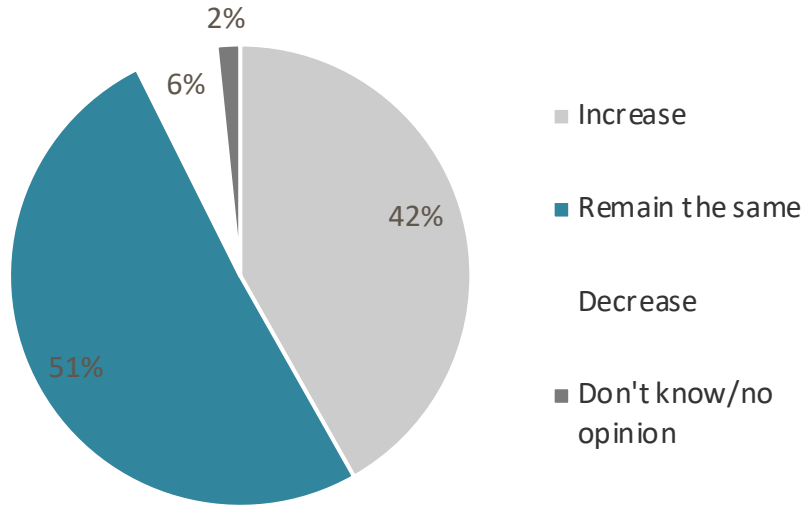
Optimism among businesses in Malta has fallen after a surge in June as evidenced by the Malta Confidence Index, which dropped to 80.6 at the start of Q4 after reaching a peak of 148.6 last quarter.

While sentiment about recent improvements to the Malta economy was the only factor of the Index that increased from last quarter, the proportion of businesses reporting that the economy worsened from last year (32%) was nearly on par with last quarter, however an equal portion (33%) reported that it improved, up 7 points from last quarter.

The other five factors that comprise the overall Index have fallen from last quarter, the most notable is sentiment about the economy in the next 12 months; the proportion of local business leaders who expect economic improvements dropped from 64% to 25%.

# As projections for improved profitability fall by nearly half, 42% of Malta businesses plan price increases

How do you expect prices for your product or service to change during the next 12 months?



The rising cost of everything is presenting a great economic headwind for businesses in Malta. The proportion of businesses in Malta that expect increased profits in the year ahead fell from 51% in Q3 to 26% in Q4.

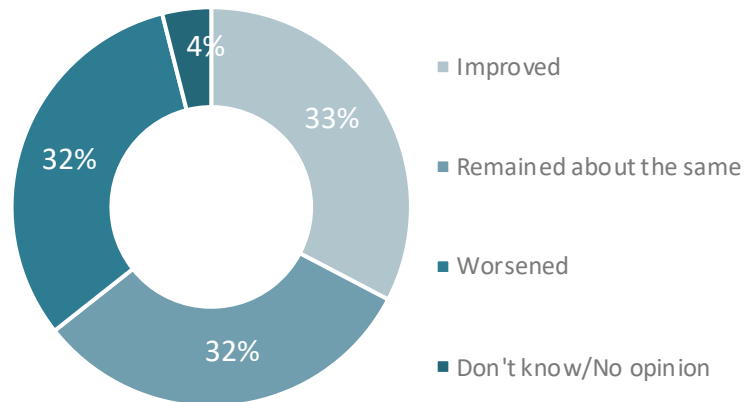
Among the rising costs, respondents cited freight prices, salary costs and substantial increase in prices of raw materials and components, which are cost pressures that are leading 42% of businesses surveyed to increase prices in the next 12 months.

Last quarter 61% of Malta businesses surveyed reported that hiring challenges were preventing them from operating at full capacity. This talent scarcity is not only causing challenges in delivering products and services on time, it has bottom line implications as many businesses are raising wages to be competitive. Talent is one cost that is necessary to grow and scale, especially for the 36% that project increased revenues in the year ahead.

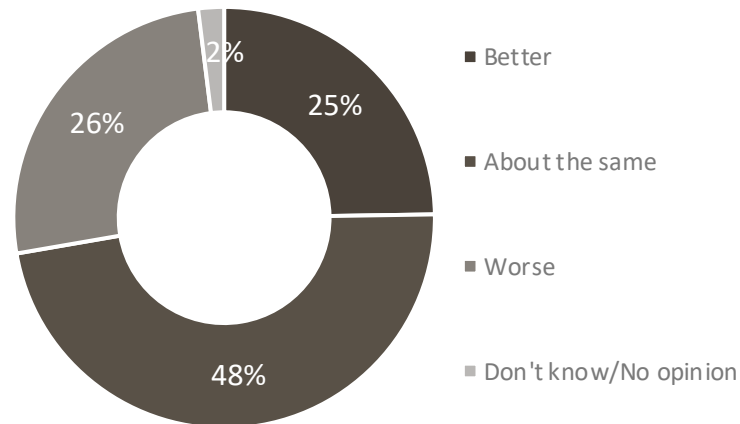
# HIGHLIGHTS: Q4 2021 Vistage Malta Confidence Index - ECONOMY

## Economy

Compared with a year ago, have overall economic conditions in Malta improved, remained the same, or worsened?



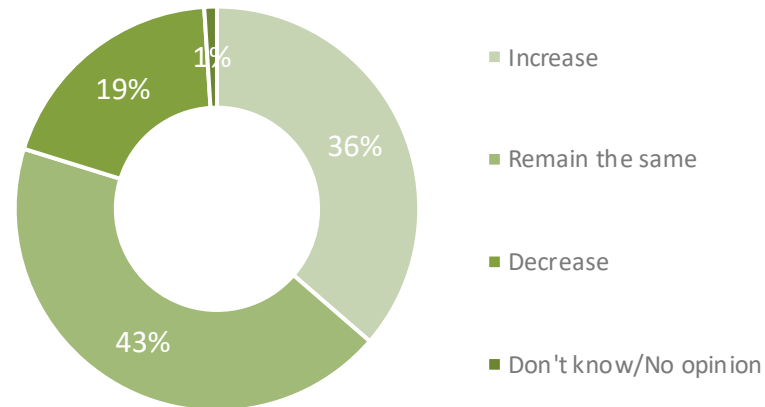
During the next 12 months, do you expect the overall economic conditions in Malta will be better, about the same, or worse than now?



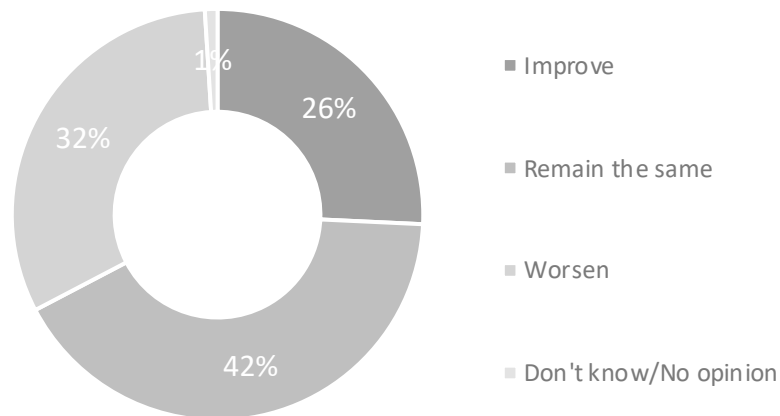
# HIGHLIGHTS: Q4 2021 Vistage Malta Confidence Index - PROSPECTS

## Prospects

Do you anticipate that your firm's sales revenues will increase, remain about the same, or decrease during the next 12 months?



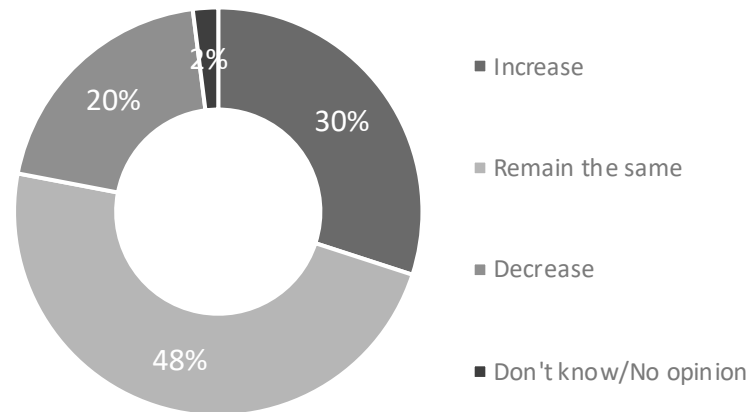
Do you expect your firm's profitability to improve, remain about the same, or worsen during the next 12 months?



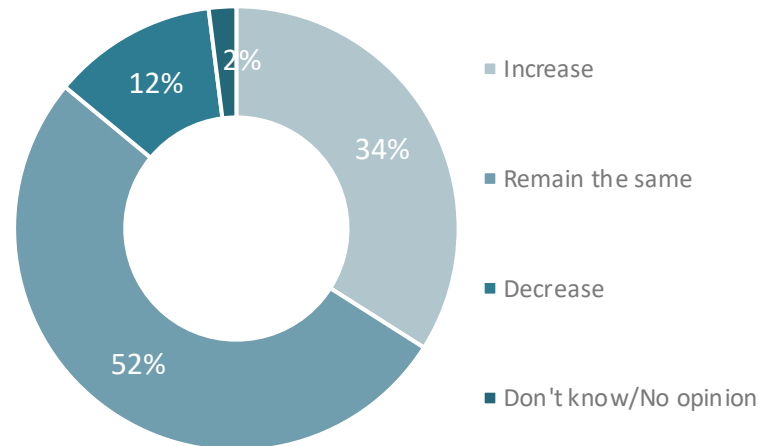
# HIGHLIGHTS: Q4 2021 Vistage Malta Confidence Index - EXPANSION

Expansion

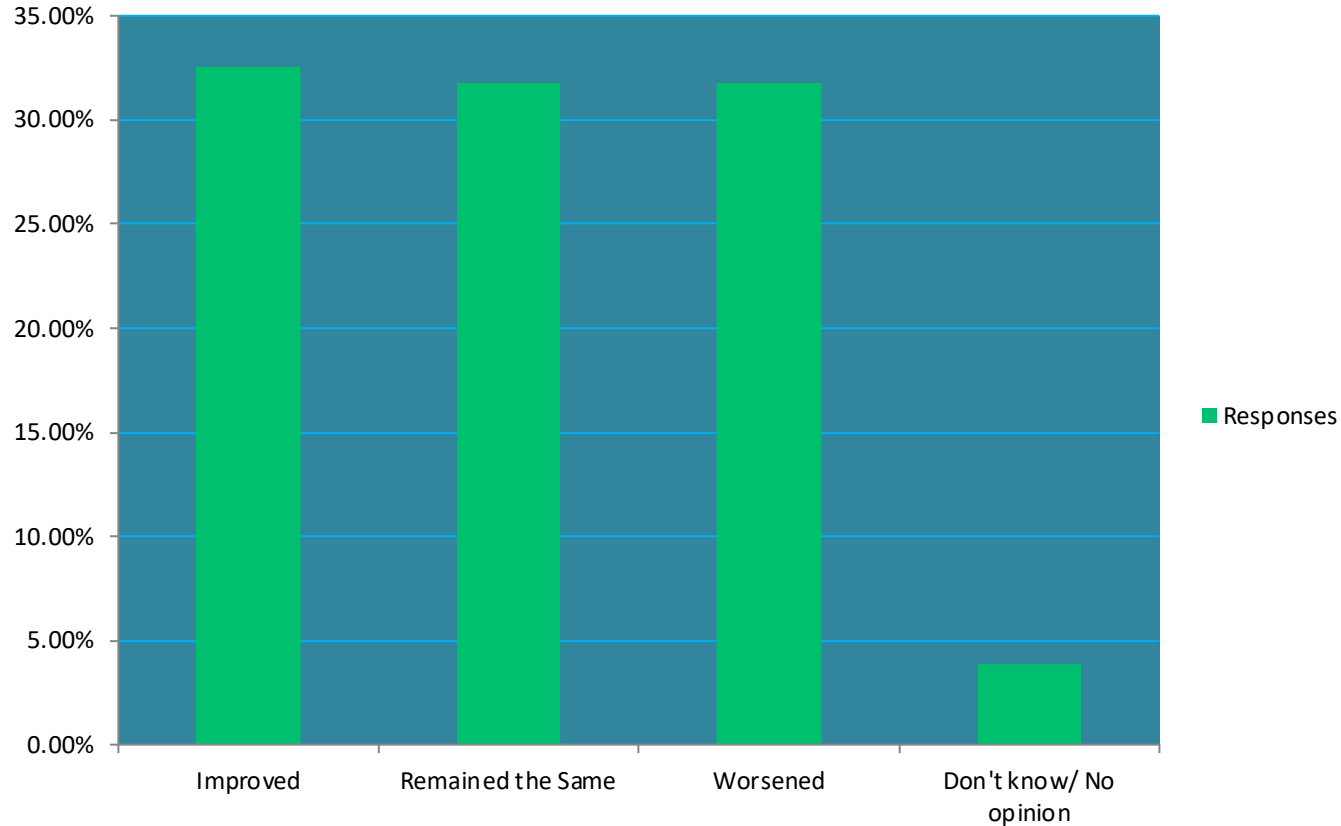
Are your firm's total fixed investment expenditures likely to increase, remain about the same, or decrease during the next 12 months?



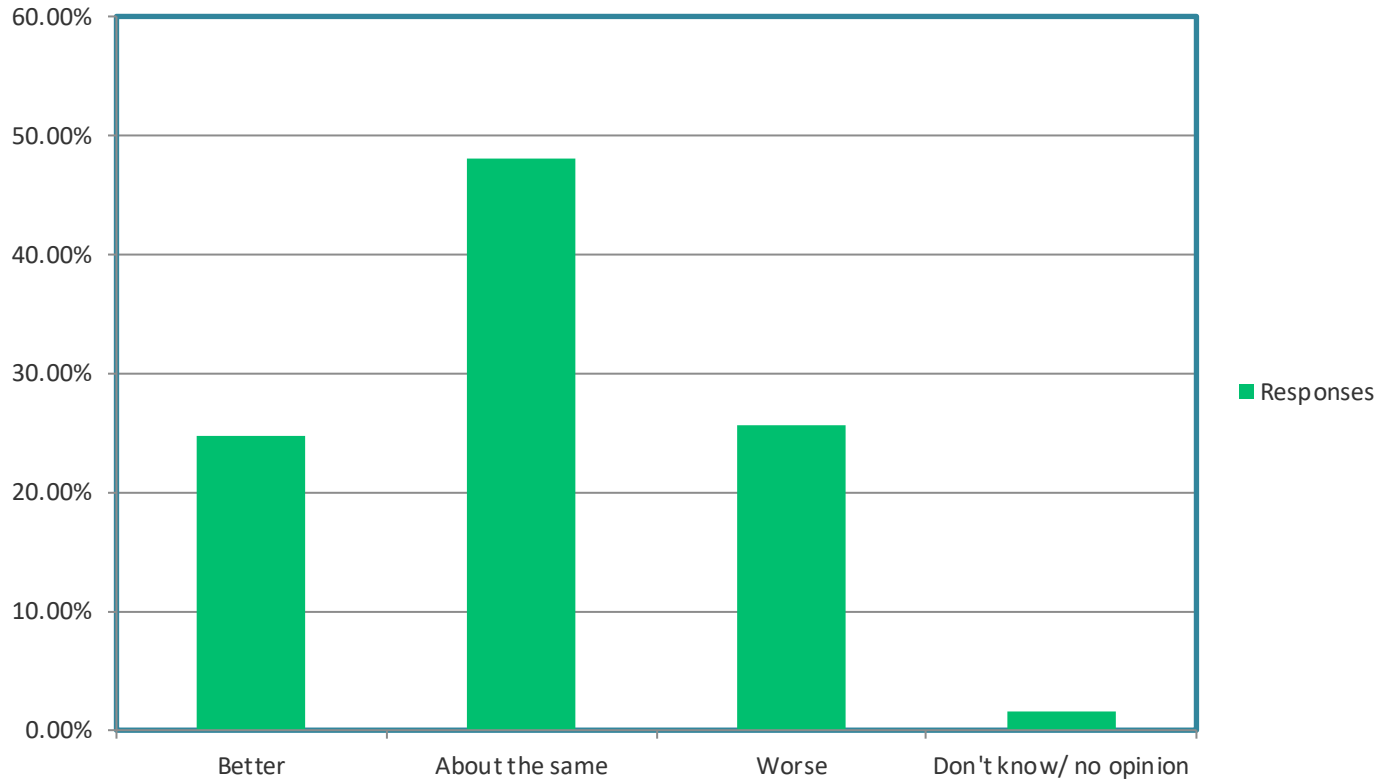
Do you expect your firm's total number of employees will increase, remain about the same, or decrease during the next 12 months?



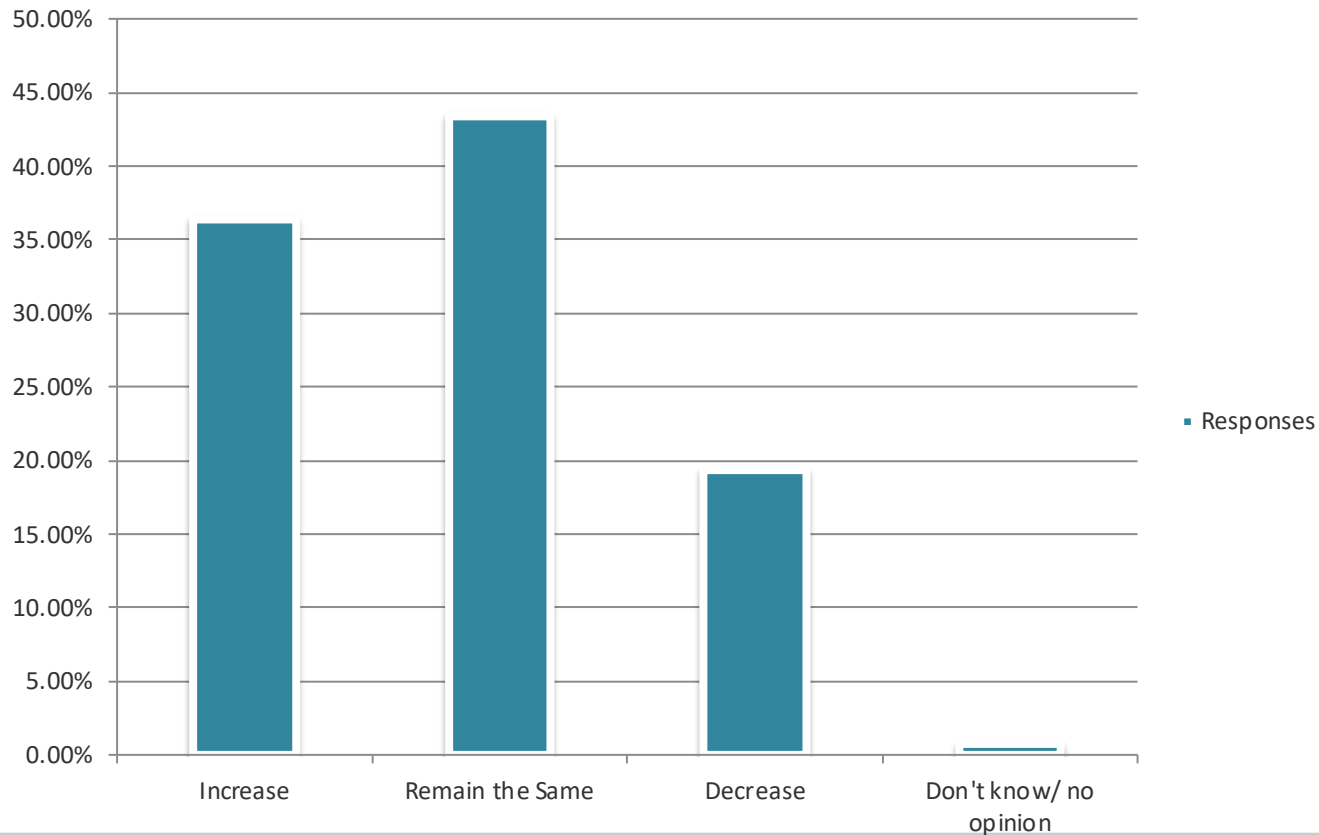
# Compared with a year ago, have overall economic conditions in Malta improved, remained the same, or worsened?



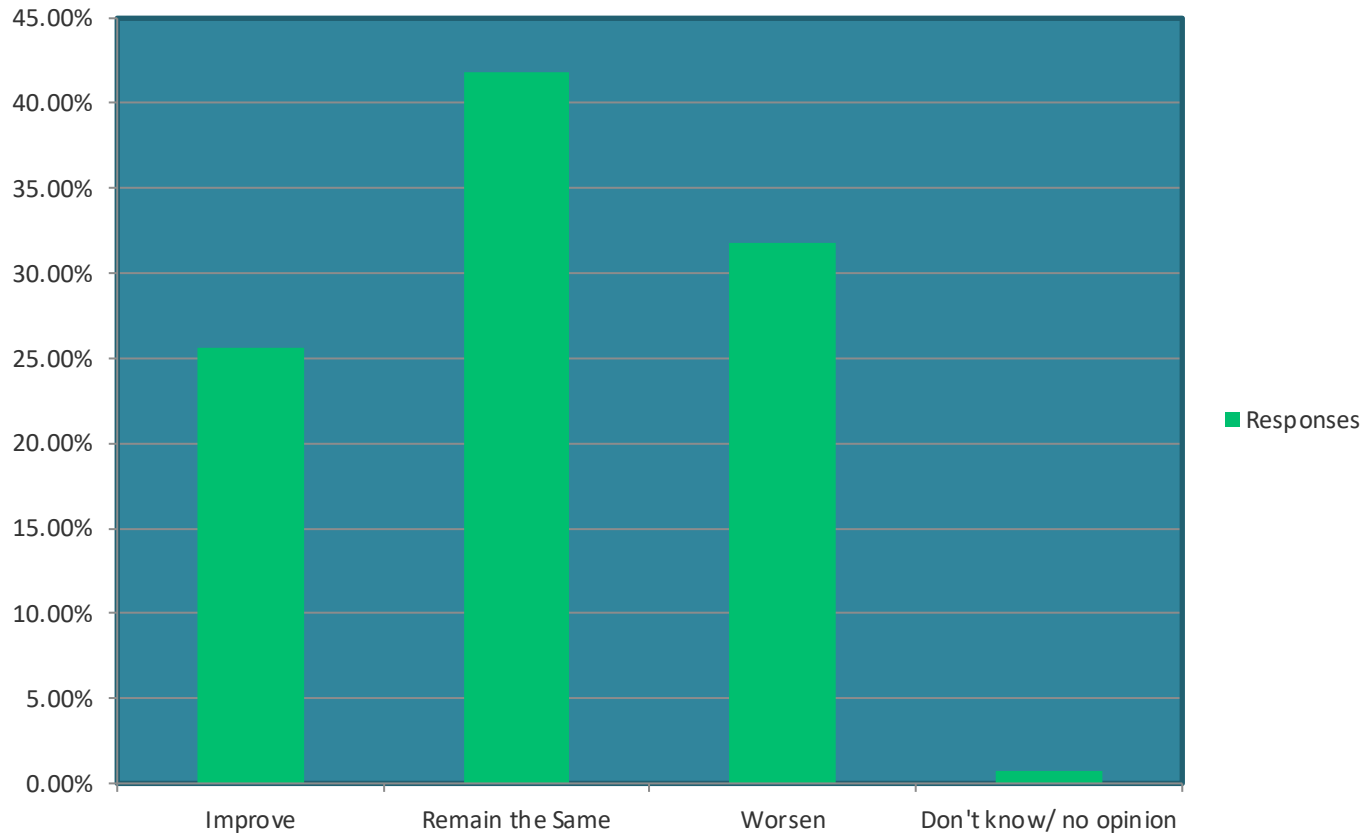
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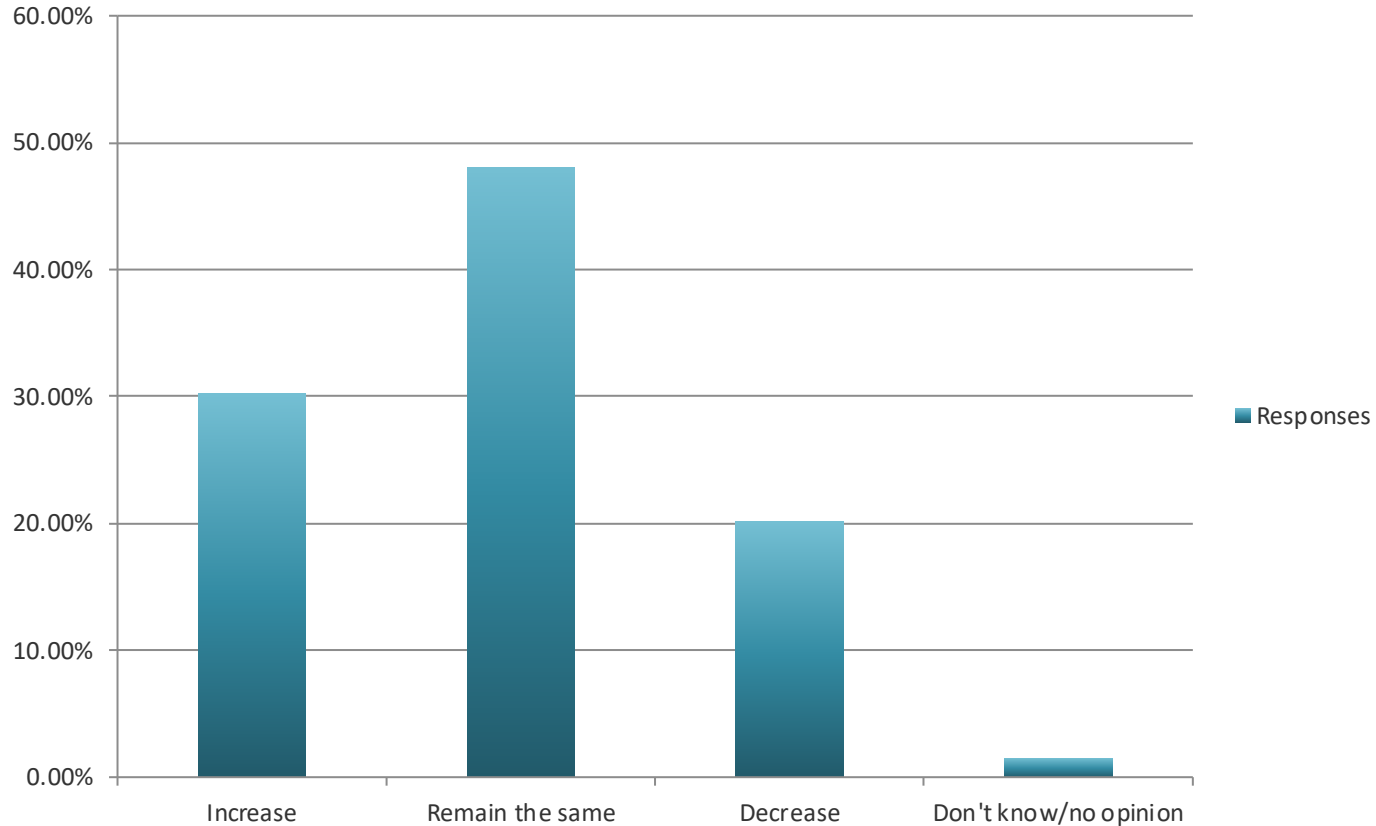
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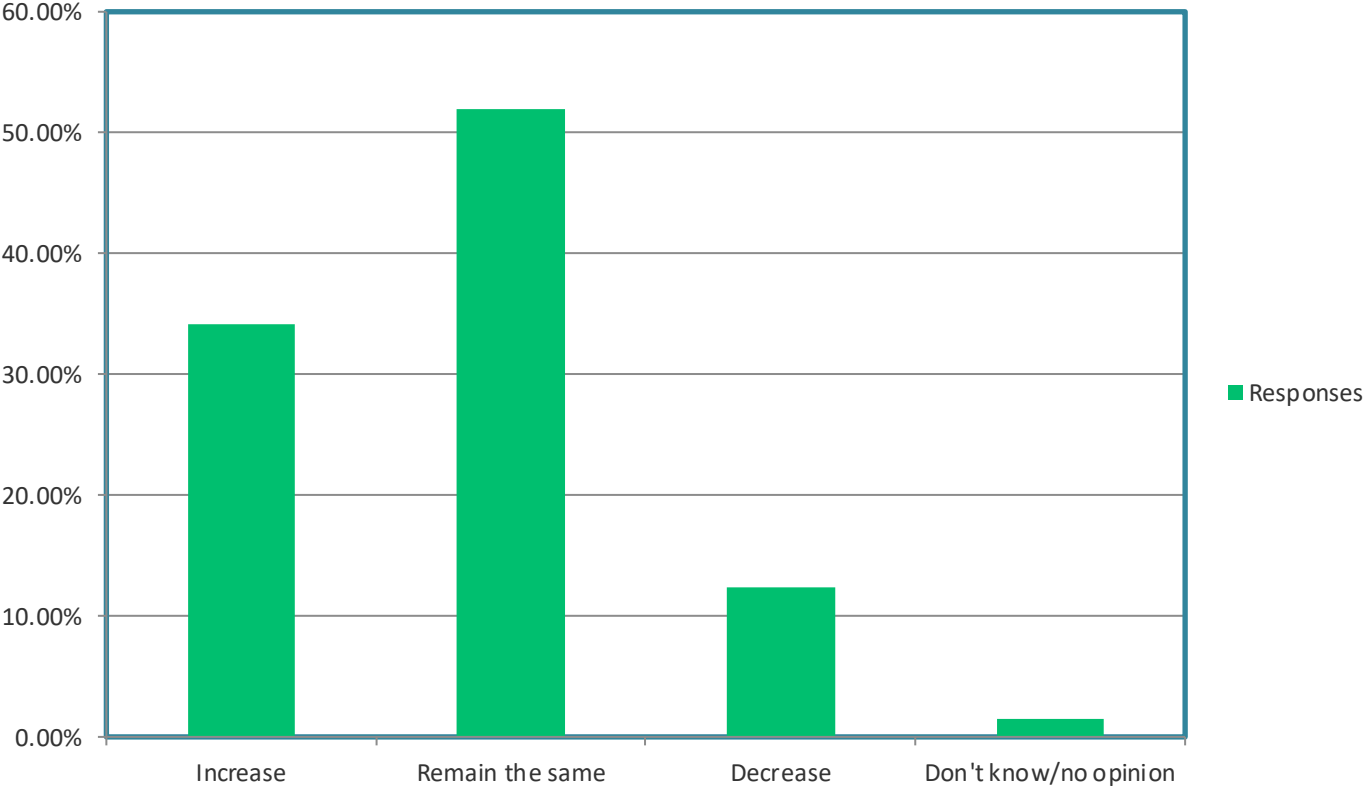
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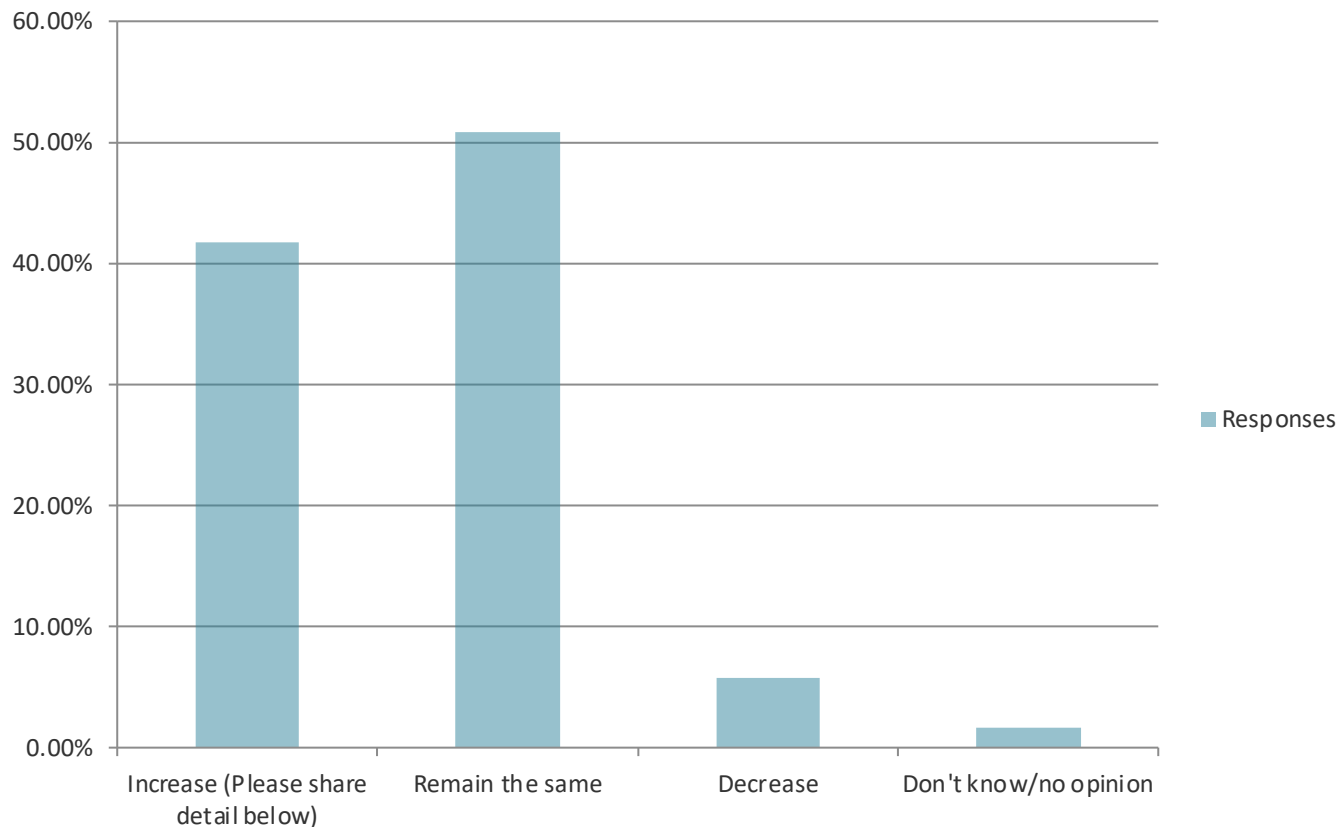
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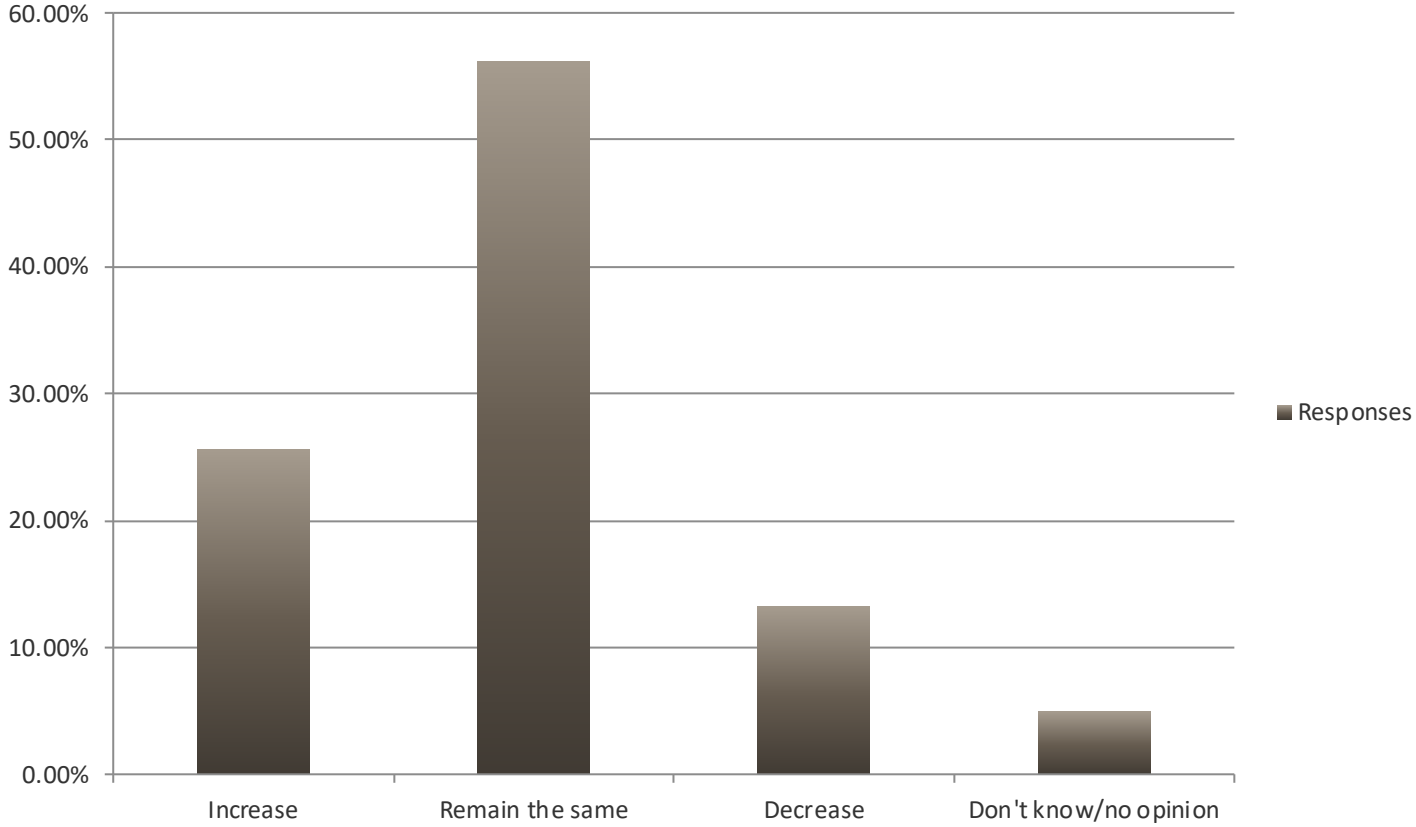
# Do you expect your firm's total number of employees will increase, remain about the same, or decrease during the next 12 months?



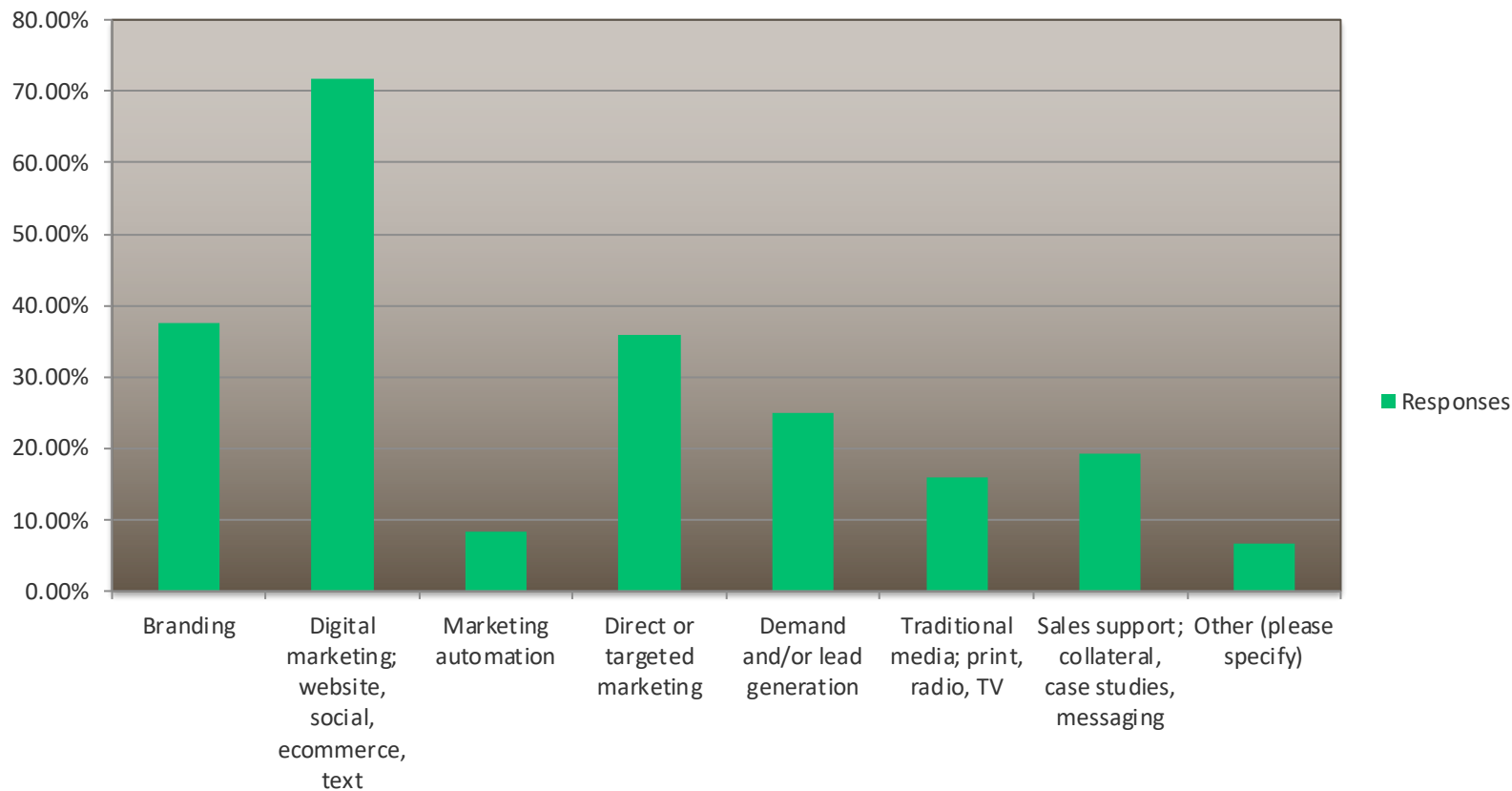
# Do you expect prices for your product or service to increase, remain about the same, or decrease during the next 12 months?



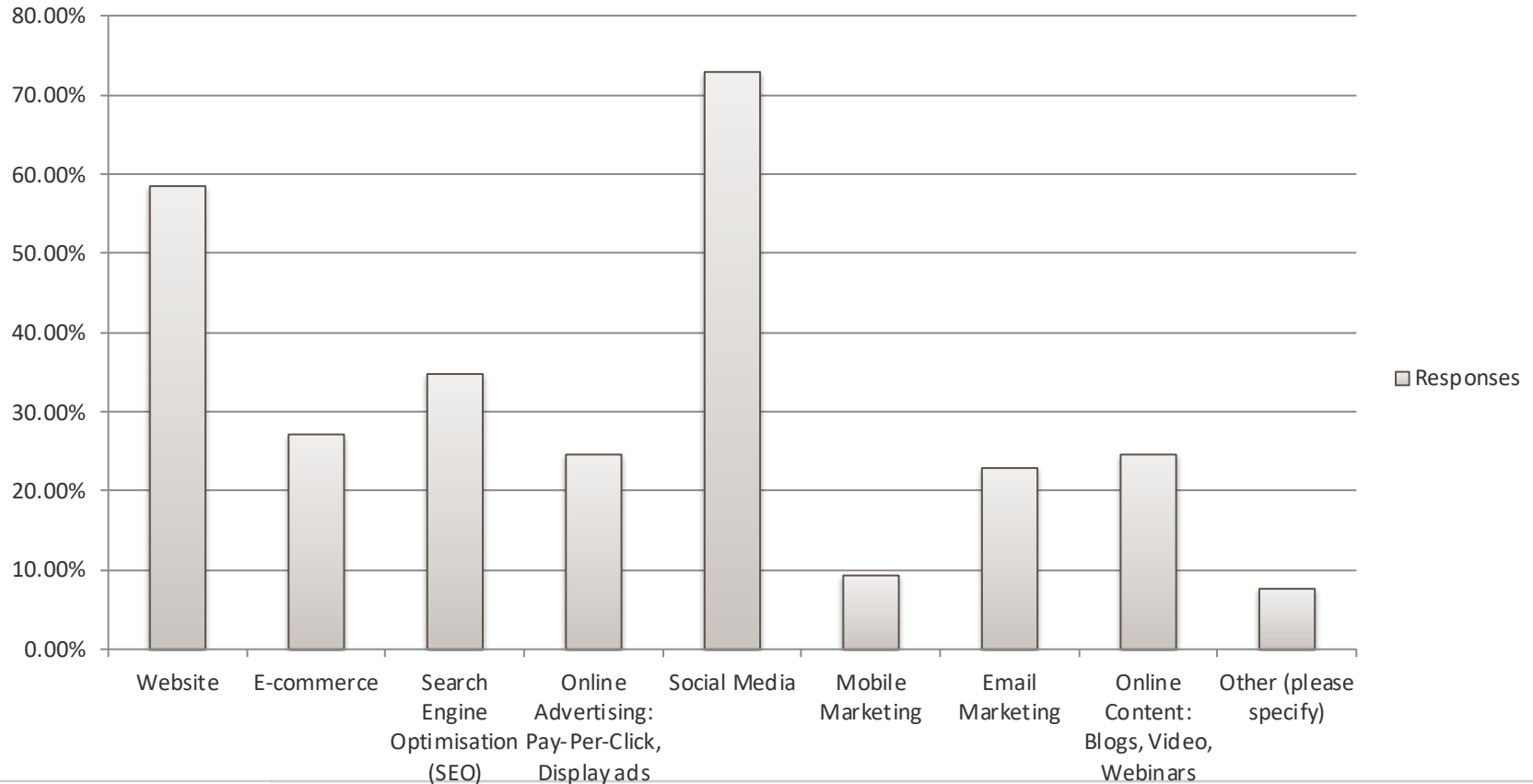
# How do you expect your investment in marketing to change this year compared to pre-pandemic levels?



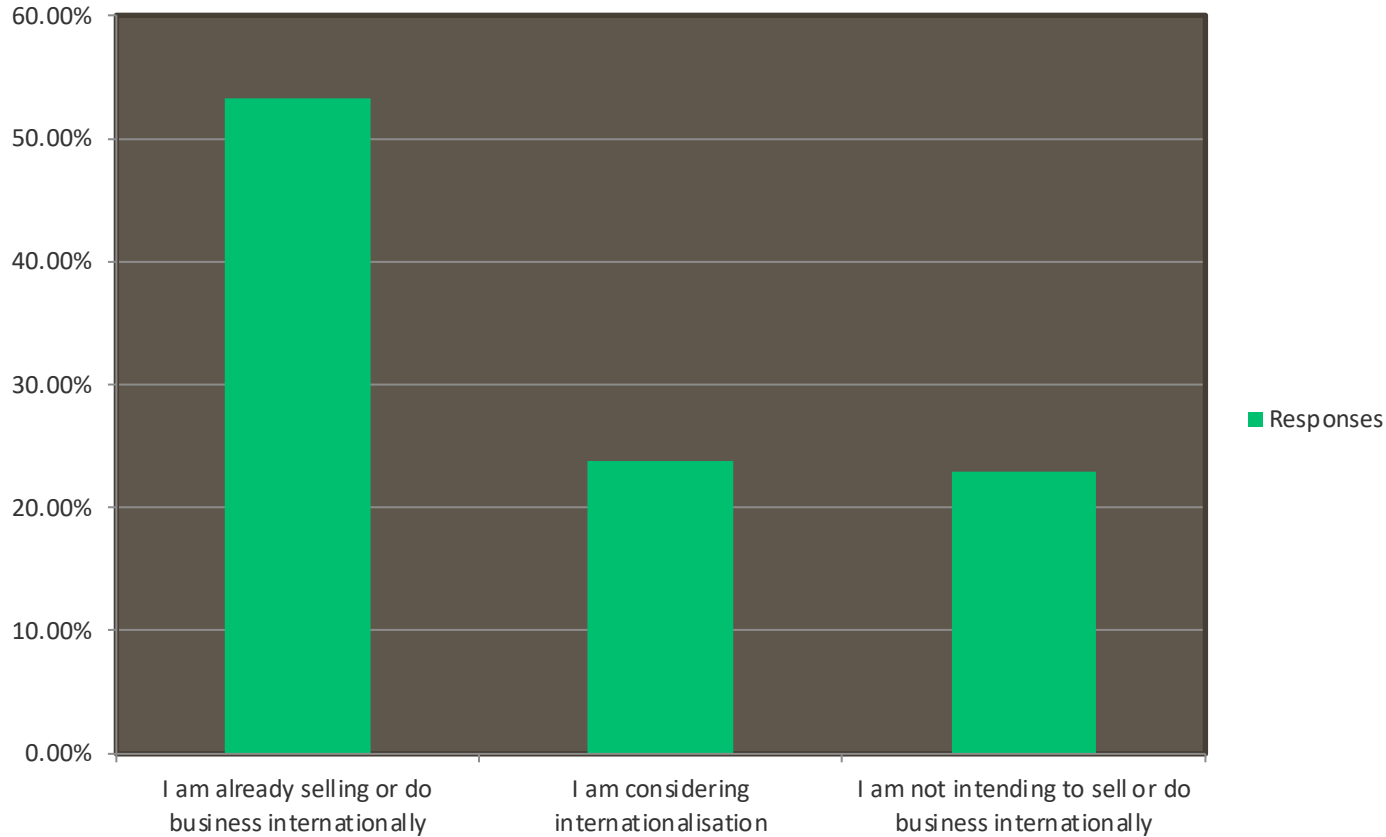
## Which areas of marketing are you investing in this year? Select all that apply:



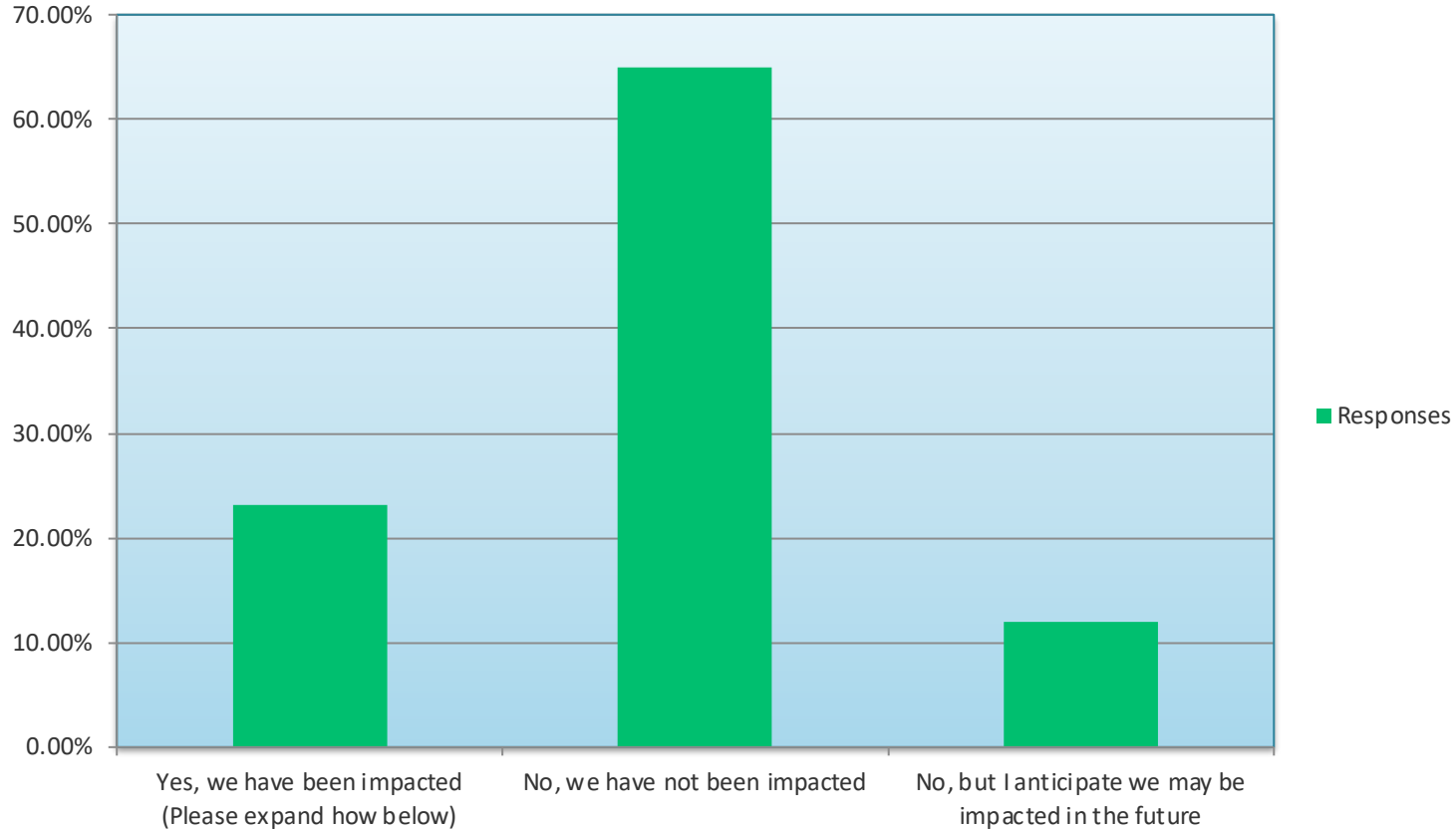
# What elements of digital marketing are you investing in? (Pls answer if you selected digital marketing in question 9) Select all that apply



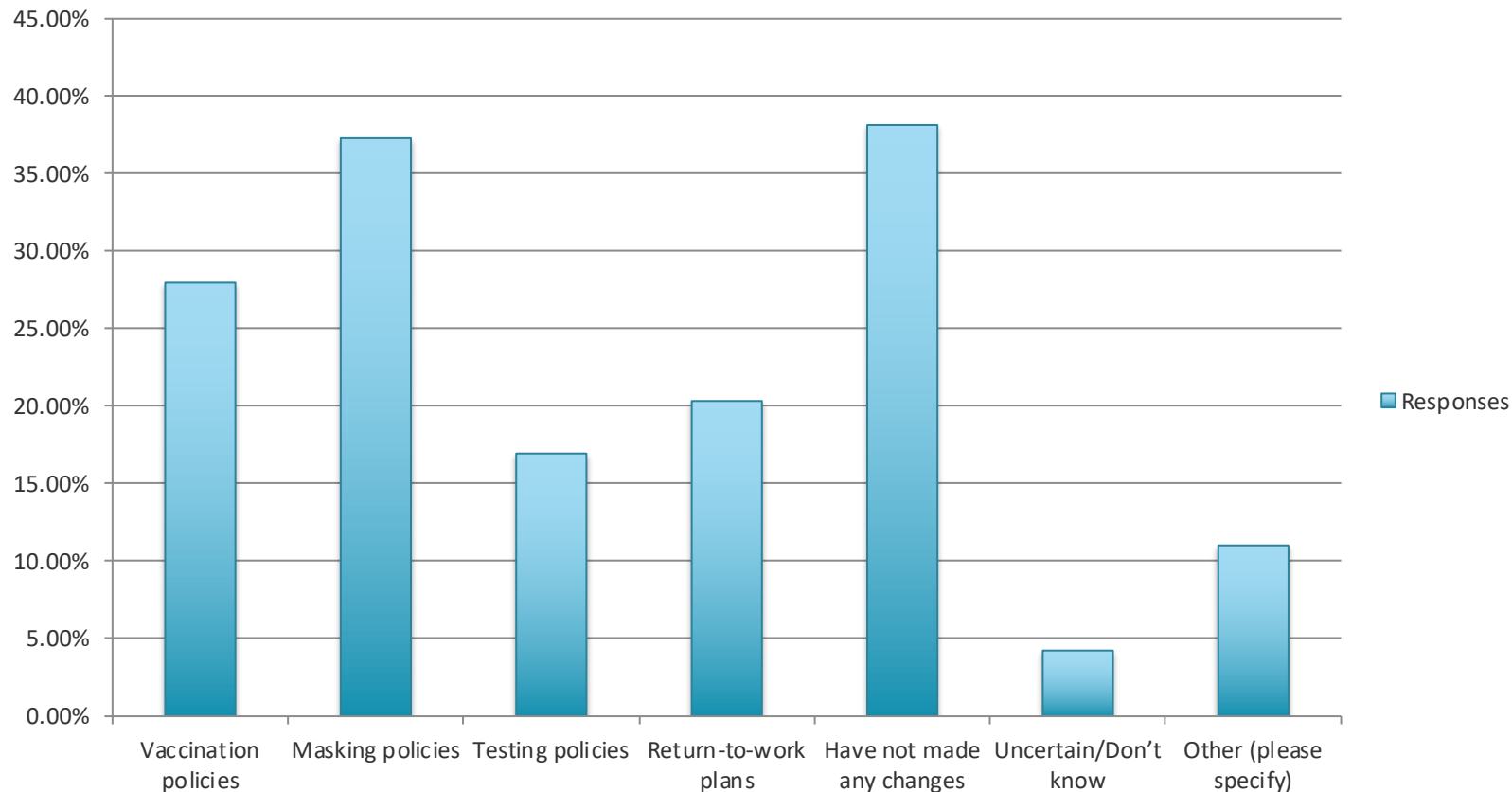
# What is your current position around Internationalisation ?



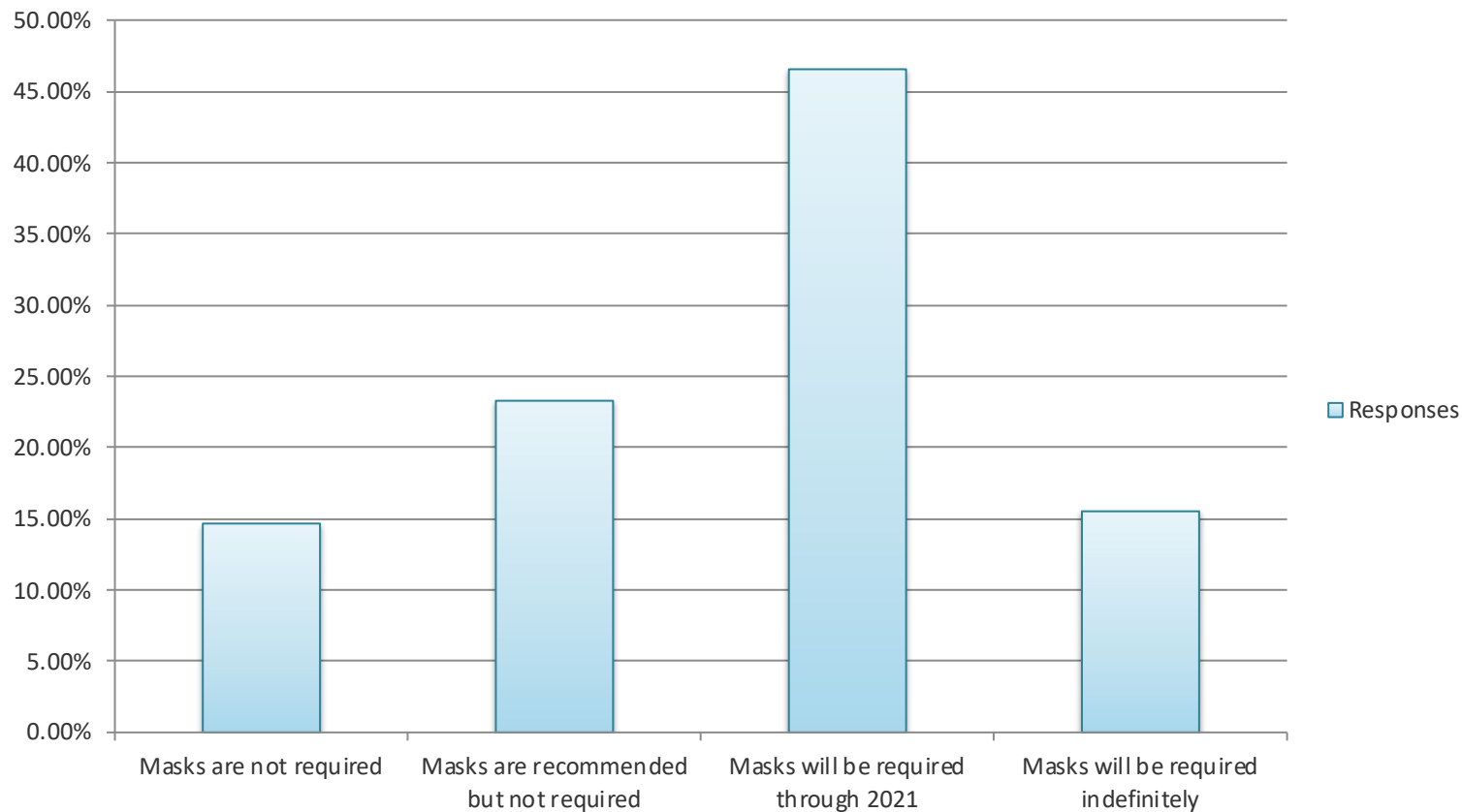
# Has the recent increase in cases related to the Delta variant impacted your business?



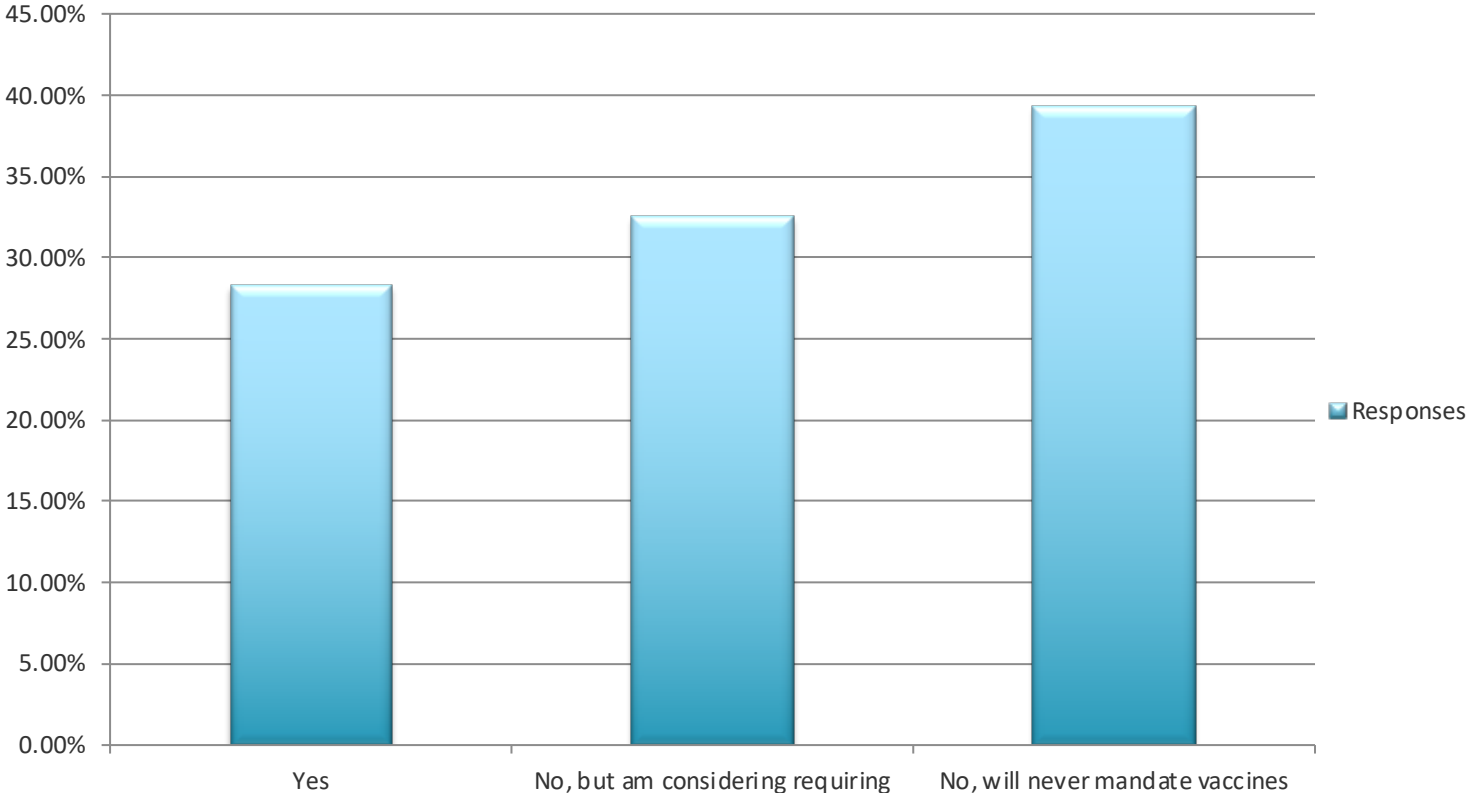
# What changes have you made or do you plan to make in response to the Delta variant or recent government actions? Select all that apply



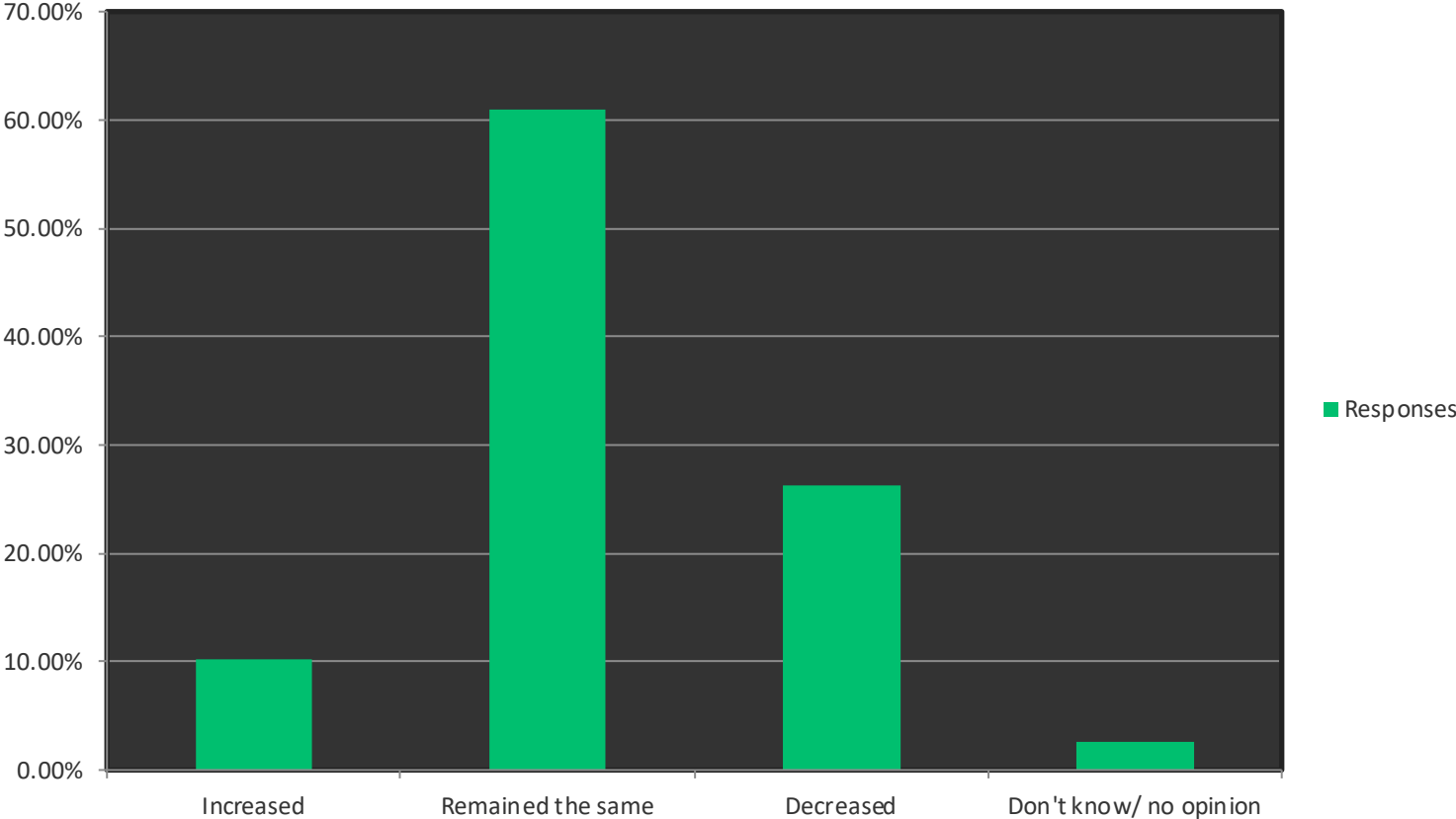
## What is your current mask policy for your workplace?



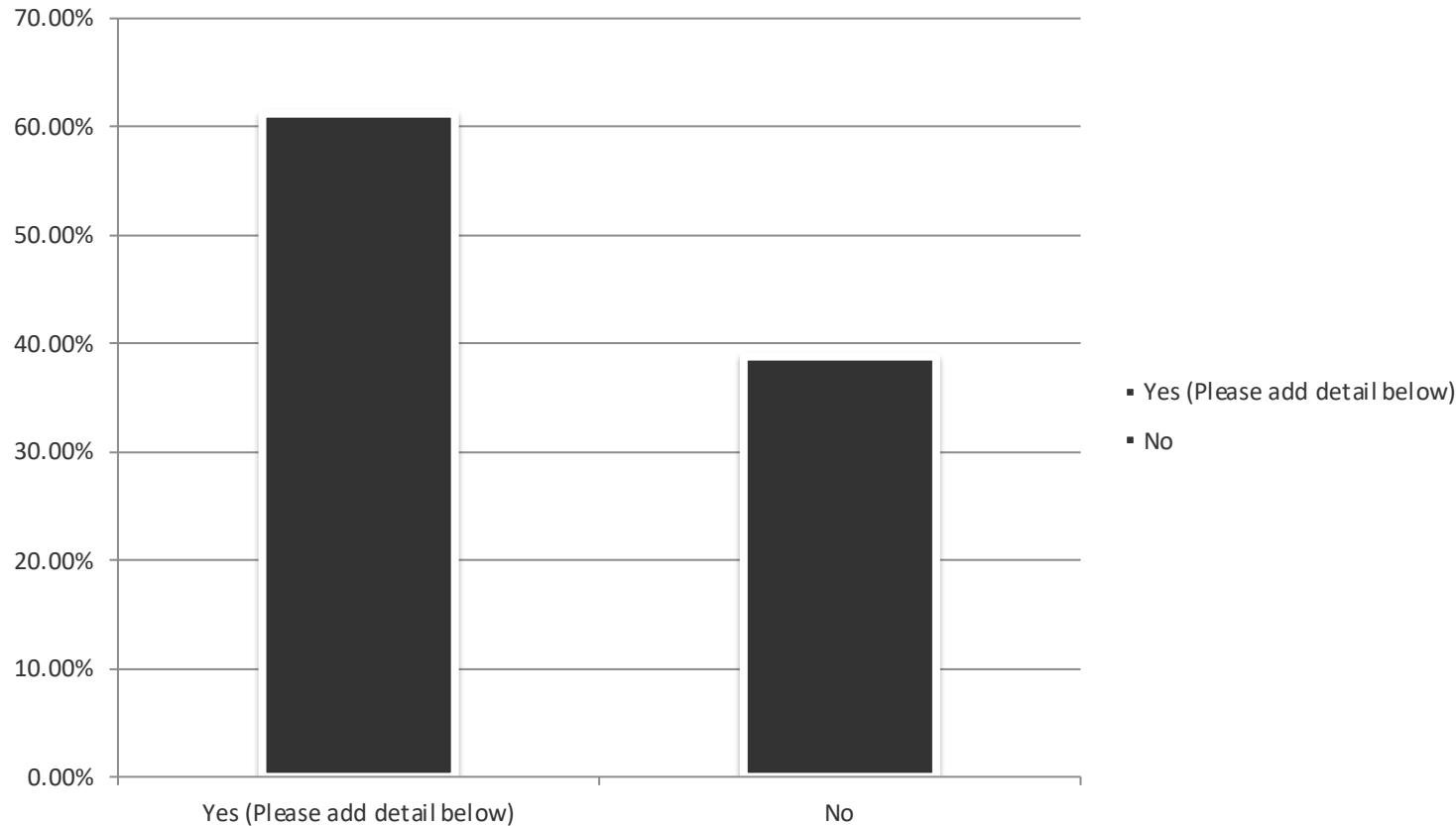
# Do you currently require employees to be vaccinated?



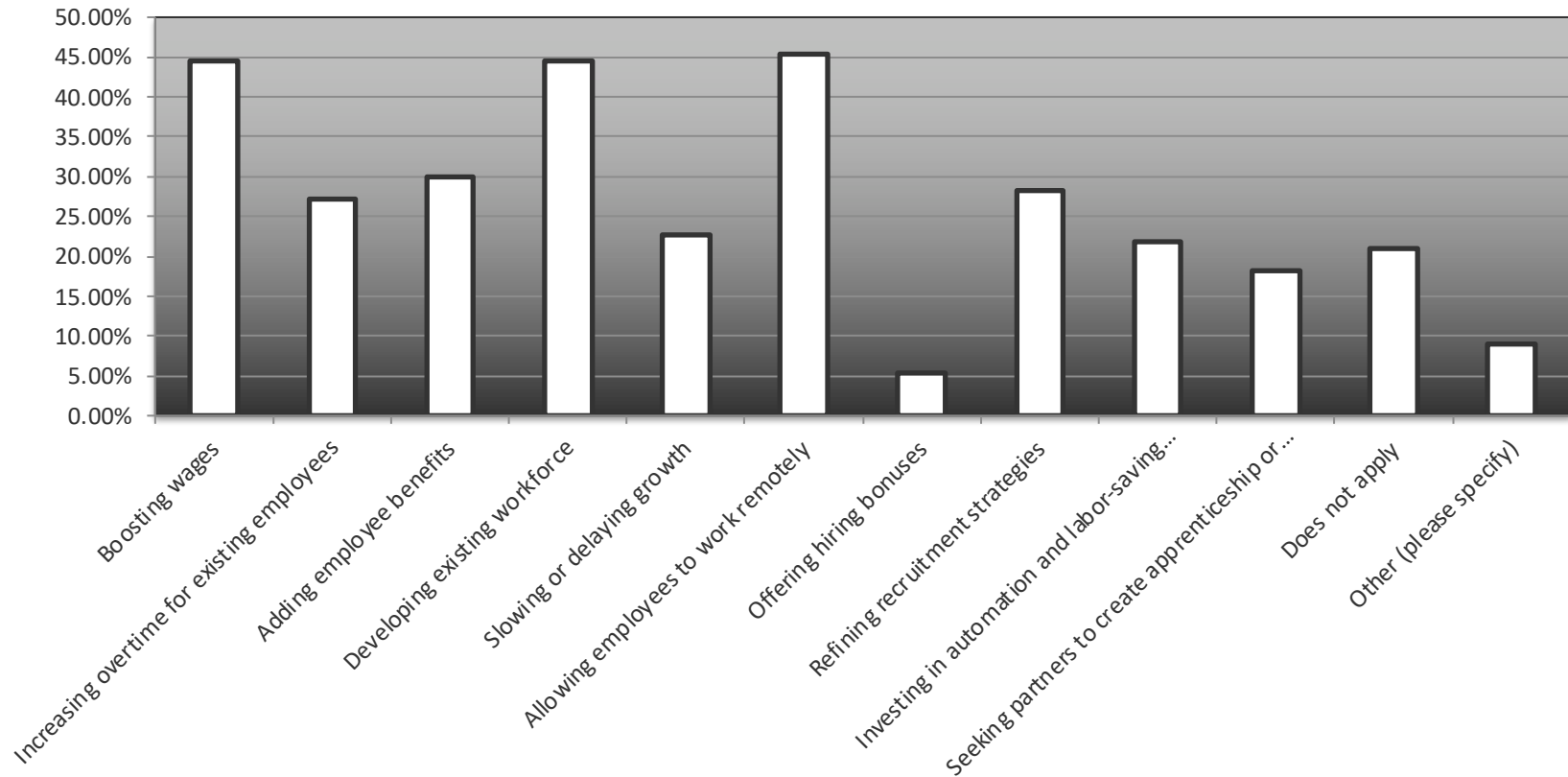
# How have your employee retention rates changed since the beginning of 2021?



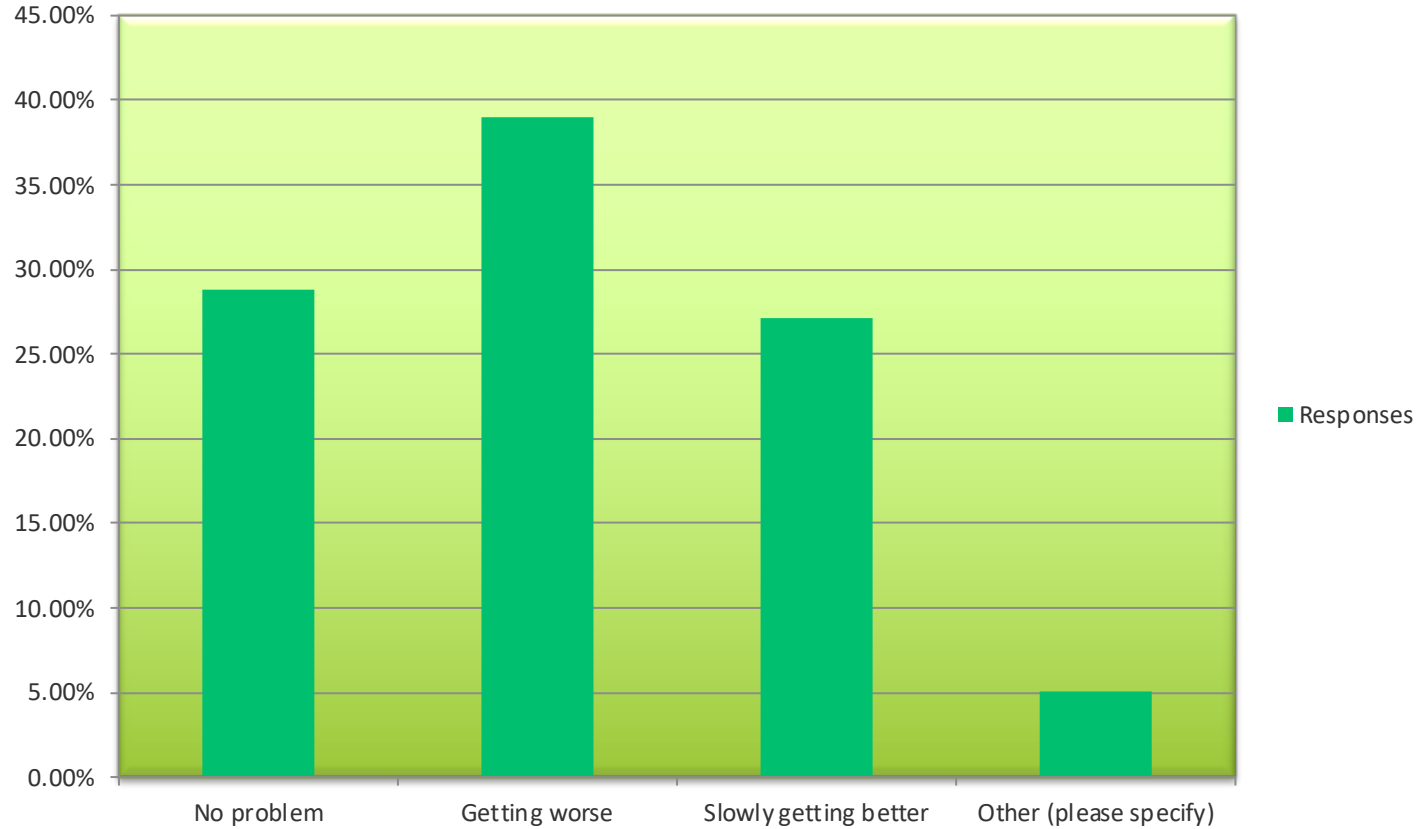
# Are hiring challenges impacting your ability to operate your business at full capacity?



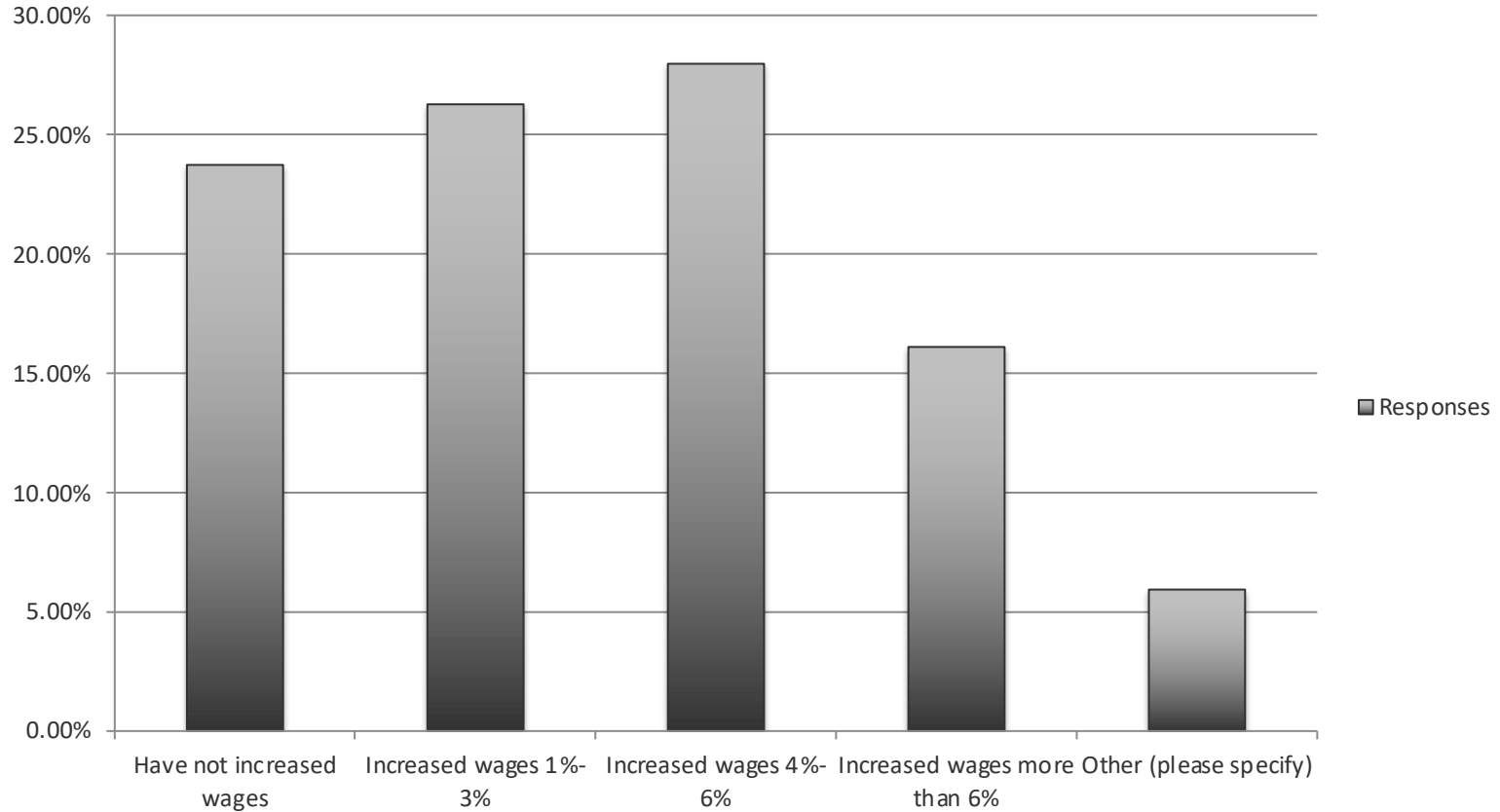
## If hiring employees has become more difficult, what are you doing in response? Select all that apply:



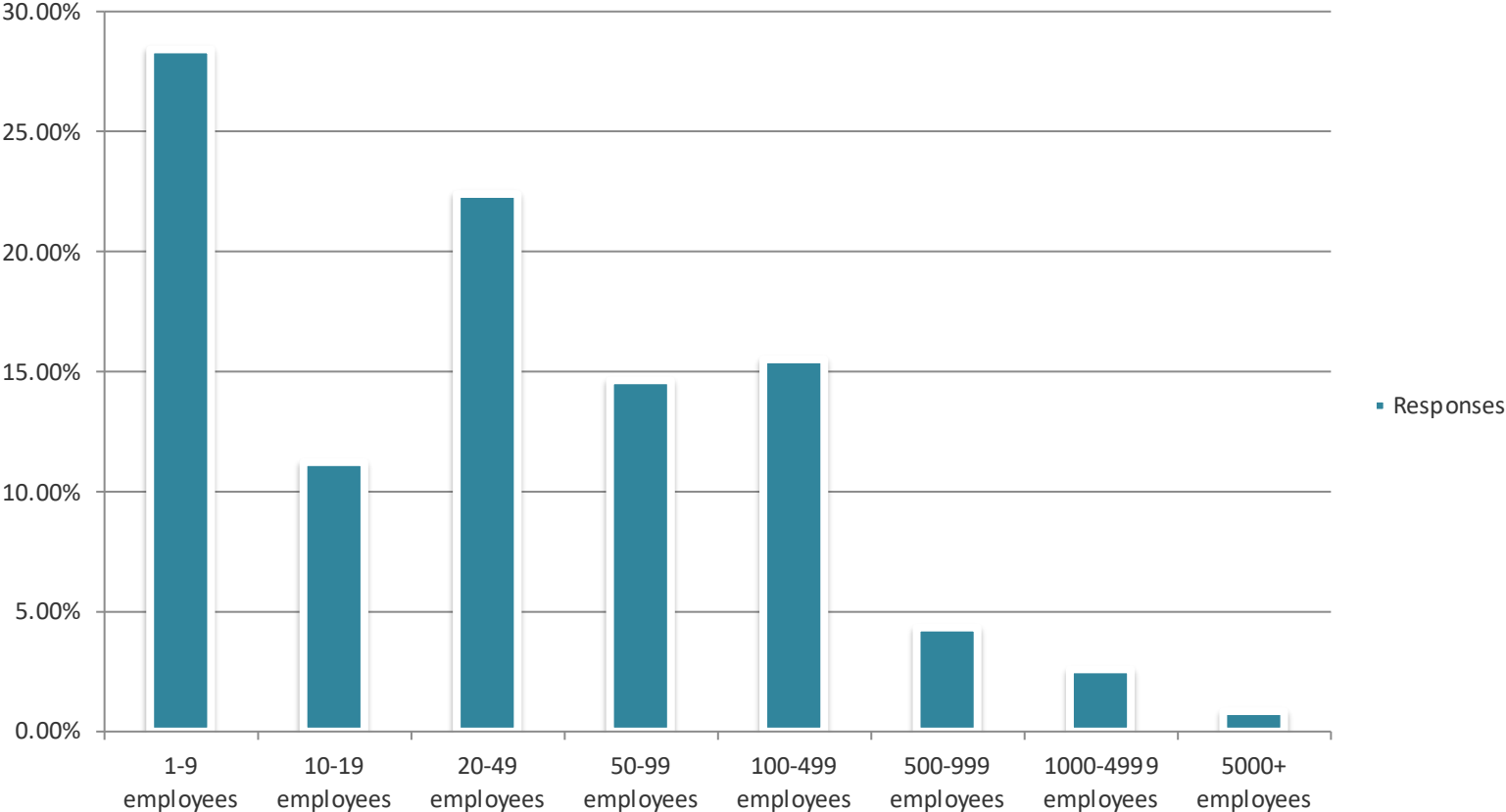
# Which best describes your supply chain?



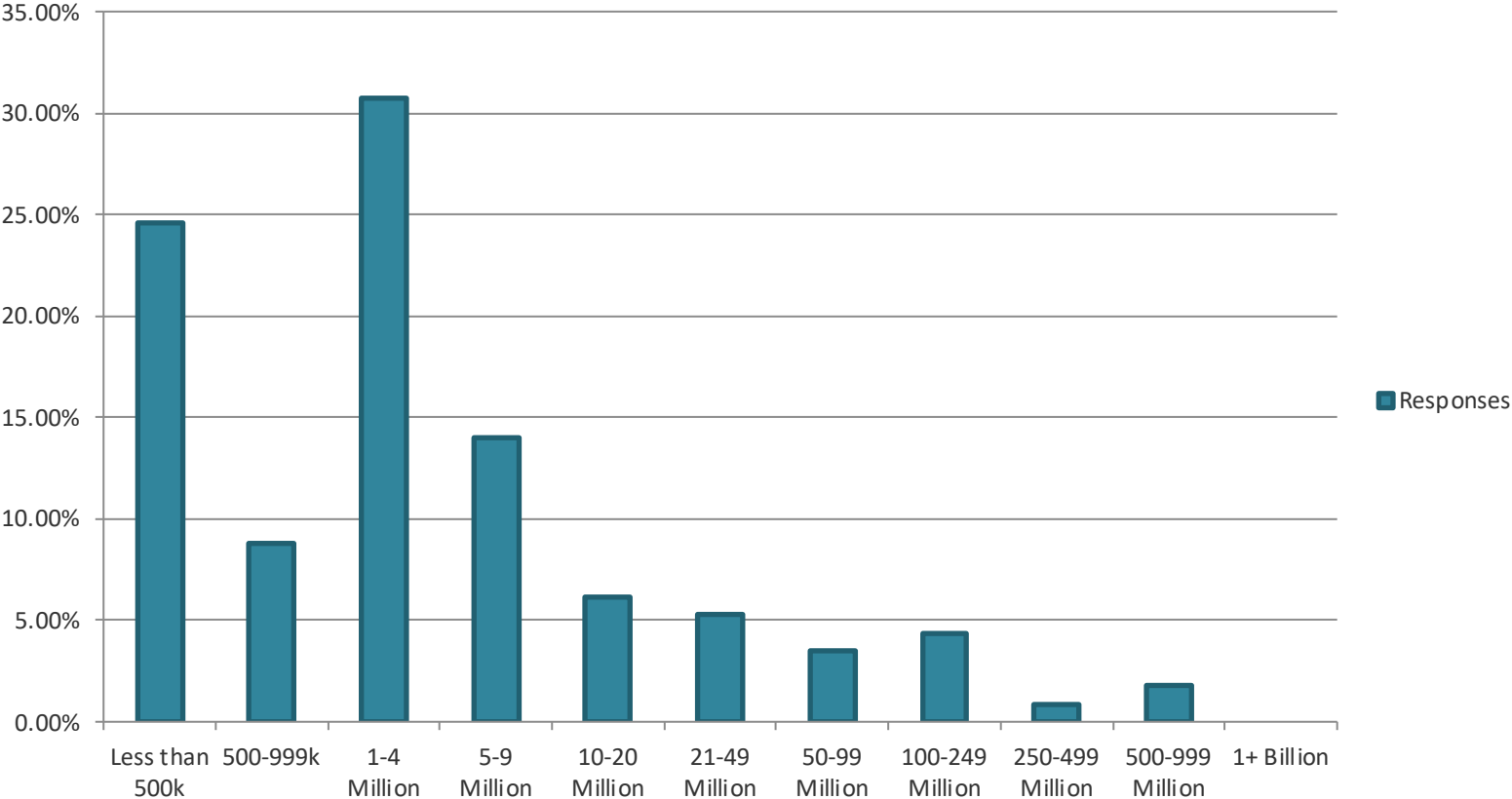
## Which best describes how you have adjusted wages:



# During your company's last fiscal year, what was its total employment?



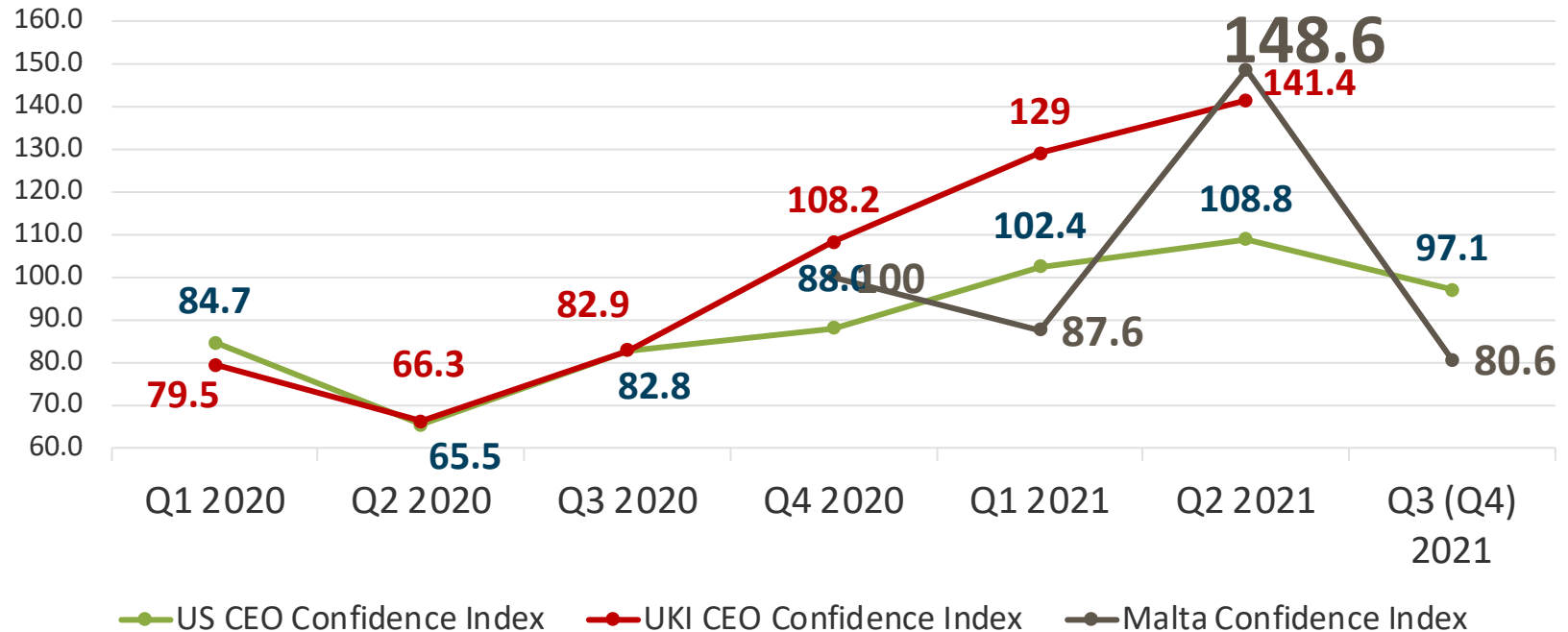
# During your company's last fiscal year, what were its total revenues?



# GLOBAL COMPARISION

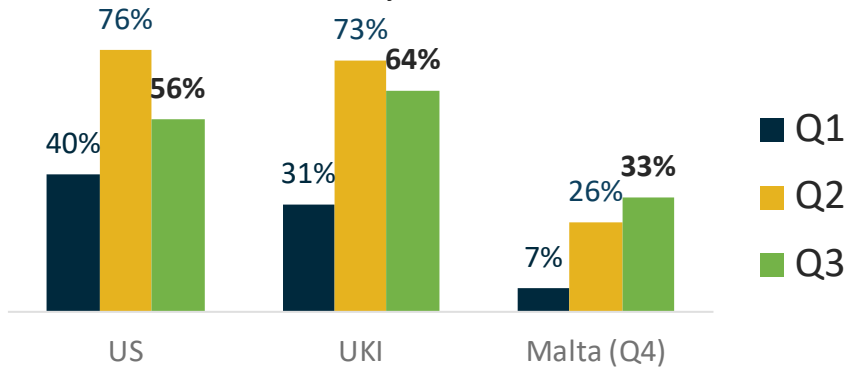
HOW MALTA'S CONFIDENCE INDEX COMPARES WITH THE UK & the US in Q4 2021

*While US and UKI Indices continue to rise, the Malta Confidence Index jumps in June 2021; all driven by improving sentiment about the economy compared to a year ago*

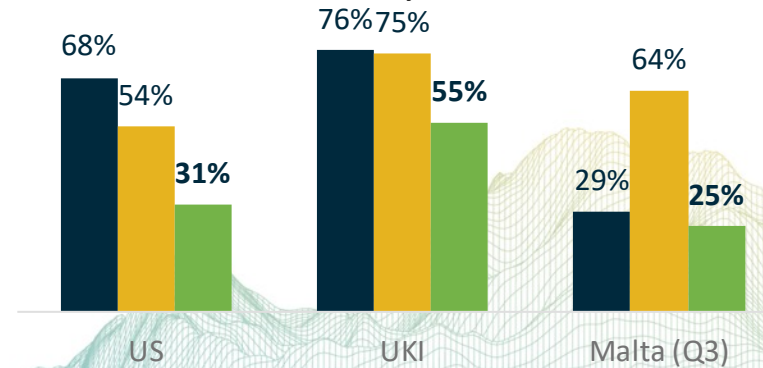


## CEO Confidence Index: Economic improvements

*Economy improved compared to last year*



*Economy projected to improve over next year*



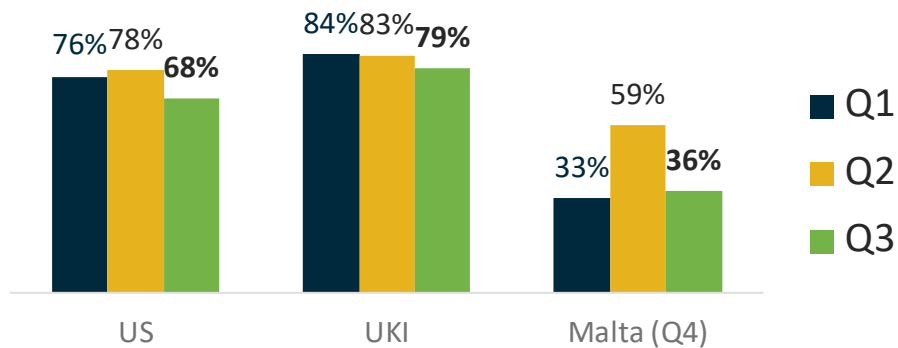
Source: Q3 2021 Vistage CEO Confidence Index

Source: Q3 2021 UKI SME Confidence Index

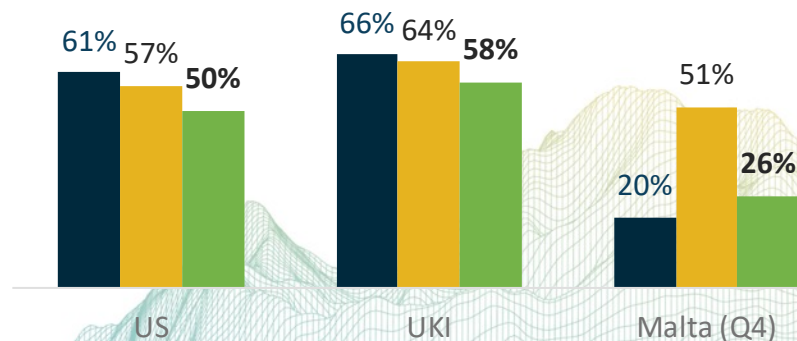
Source: Q4 2021 Malta Confidence Index

## CEO Confidence Index: Revenue & Profitability

*Revenues projected to increase over next 12 months*



*Profits projected to increase over next 12 months*



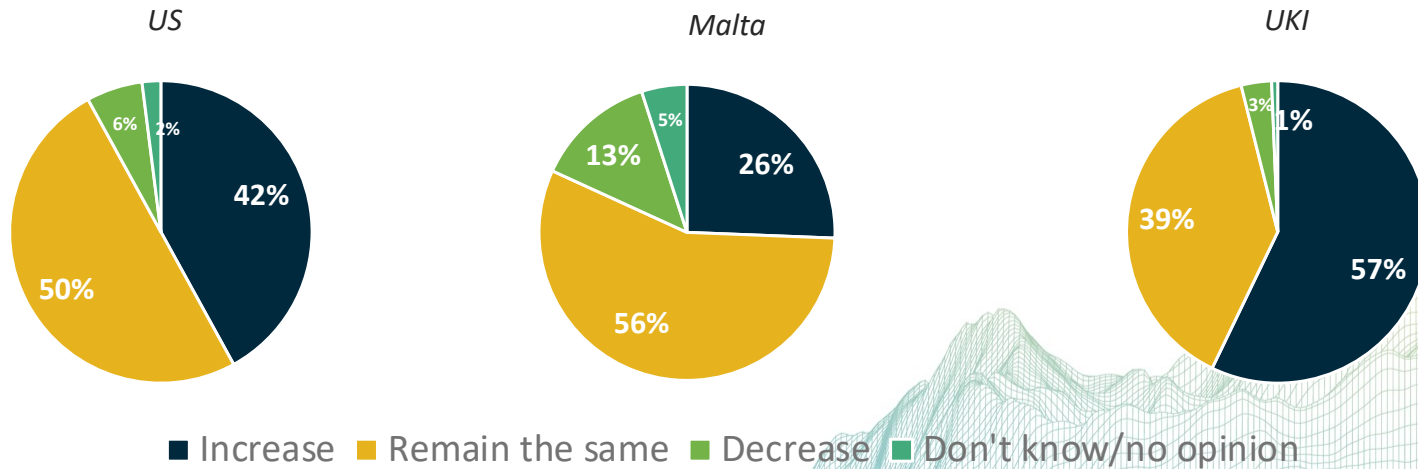
Source: Q3 2021 Vistage CEO Confidence Index

Source: Q3 2021 UKI SME Confidence Index

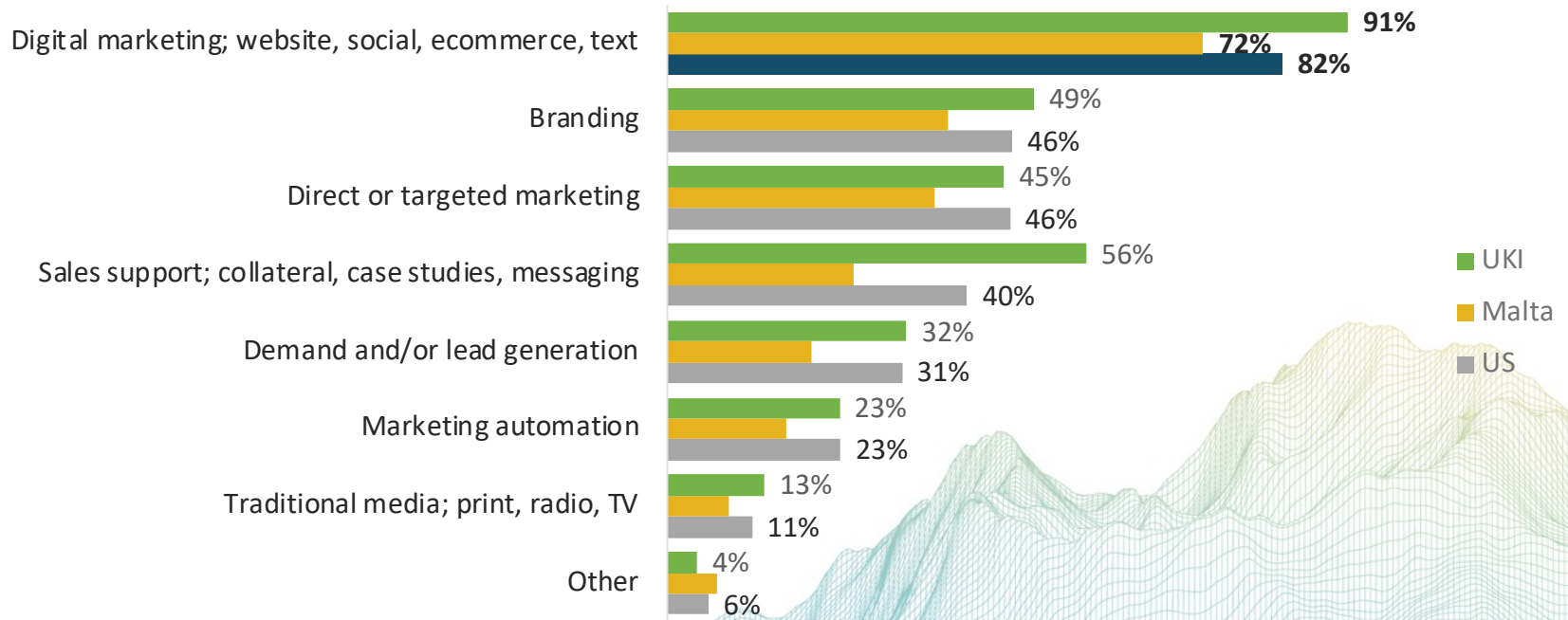
Source: Q4 2021 Malta Confidence Index

# Marketing investments to capitalize on growth

*How do you expect your investment in marketing to change this year compared to pre-pandemic levels?*

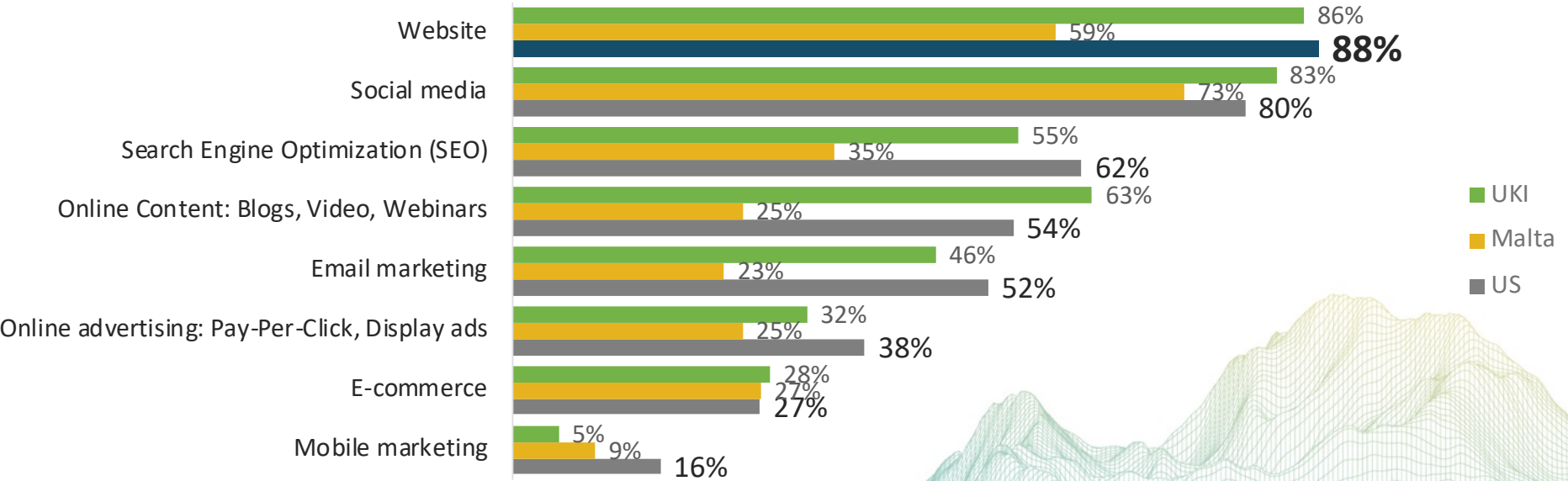


*Which areas of marketing are you investing in this year?*




Source: Q3 2021 Vistage CEO Confidence Index n=1,620

*What elements of digital marketing are you investing in?*



Source: Q3 2021 Vistage CEO Confidence Index n=1,620



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