



GLOBAL
CORPORATE PAYMENTS

American Express / CFO Research Global Business & Spending Monitor 2016 - Hong Kong

Global Corporate Payments
American Express International, Inc.



About the 9th Annual Research

This survey contained responses from 651 senior finance executives across a wide range of industries from companies with annual revenues of US\$500 million or above.

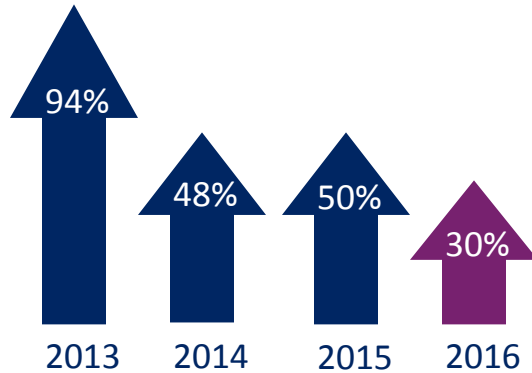
The respondents are from Asia, U.S., Europe, Canada, Latin America and Australia.

The survey was conducted in November 2015.





Hong Kong - Gloomy Economic Outlook



Confidence for Economic Growth dropped to **30%**



96% Hong Kong CFOs expect a modest change or no growth to the economy in 2016



66% CFOs said economic and political uncertainty affects their spending decisions



Spending with cautions

7% to spend aggressively

31% to tightly control



62% to moderately spend & invest





Actions to take under uncertainty



50% to reduce overall spending



47% to increase risk management and security investment



37% to focus on domestic markets and avoid business elsewhere





Powerhouse for growth

77% CFOs thought Asia still fuels growth

60% said mainly driven by mainland China





Top Goals - Stabilize & Remain Competitive



69% improve financial returns to shareholders



63% Remain competitive within the industry



62% Enter new market or acquire new business partnerships



Smarter Cash Flow Management Approaches

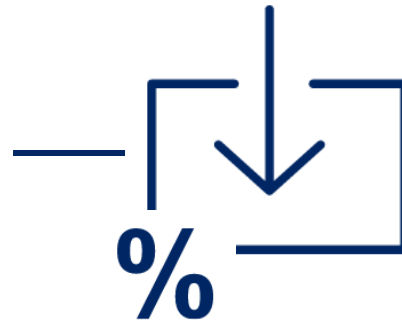


63% Hong Kong CFOs said Cash Flow is slightly more important in 2016



53% Cross-department collaboration

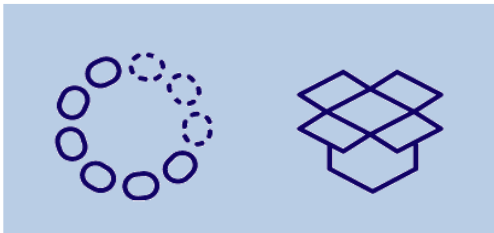
43% Supplement cash flow with additional funding sources



40% Optimize accounts receivables (e.g. shorter payment terms or dynamic discounting)



CFOs will likely invest more in...



38% improve process efficiency & develop new products/ services



33% increase deliverable capacity



28% sales & marketing activities





CFOs will spend more on...



48% Mobile Technology



41% Hardware and infrastructure

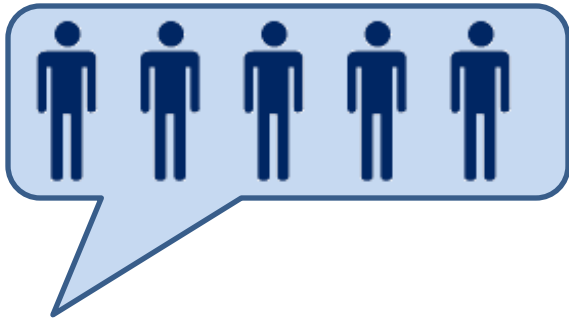


34% Transportation and logistics;
business and professional services;
advertising, marketing, and PR;
production inputs





Hiring the Right Talents



68% employers consider to expand their workforce

There is “no sufficient talented professional that meets our requirements,” a CFO shared.

53%

make greater use of contractors or temporary workers

It is difficult to hire talents of...



specialized skills - **66%**

Sales & Marketing

Unskilled or Manual Labor

Administrative Support



62%

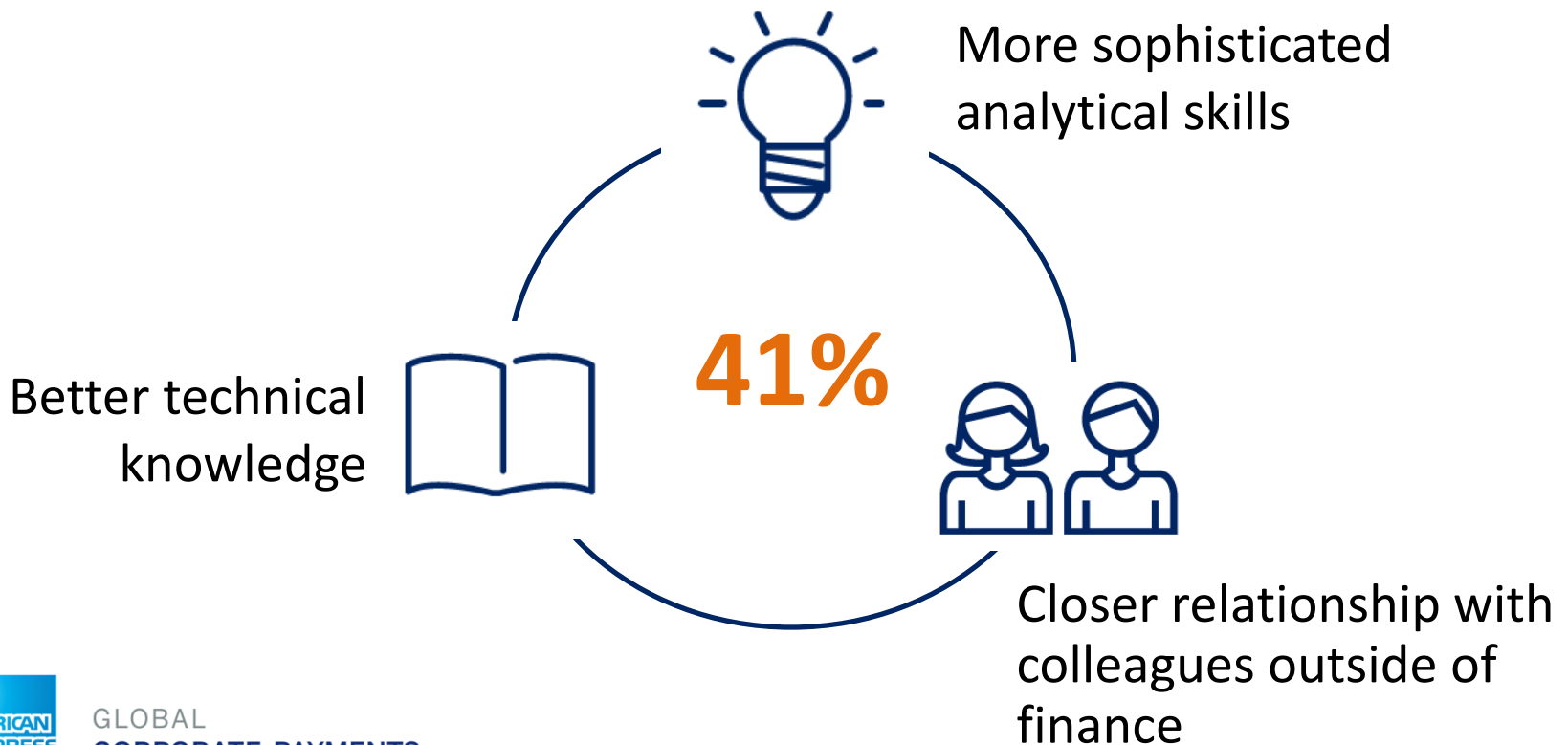


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2016 – the year to secure growth for future success

CFOs have a role greater than figures, and are looking for...





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Thank you.

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