

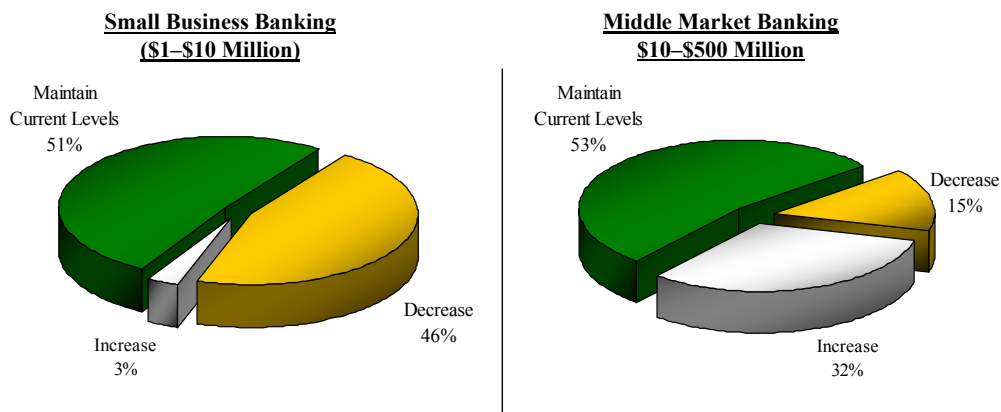
Expected Capital Expenditures by Small and Mid-Sized Businesses

Greenwich Insights – Summary of Key Findings - CAPEX

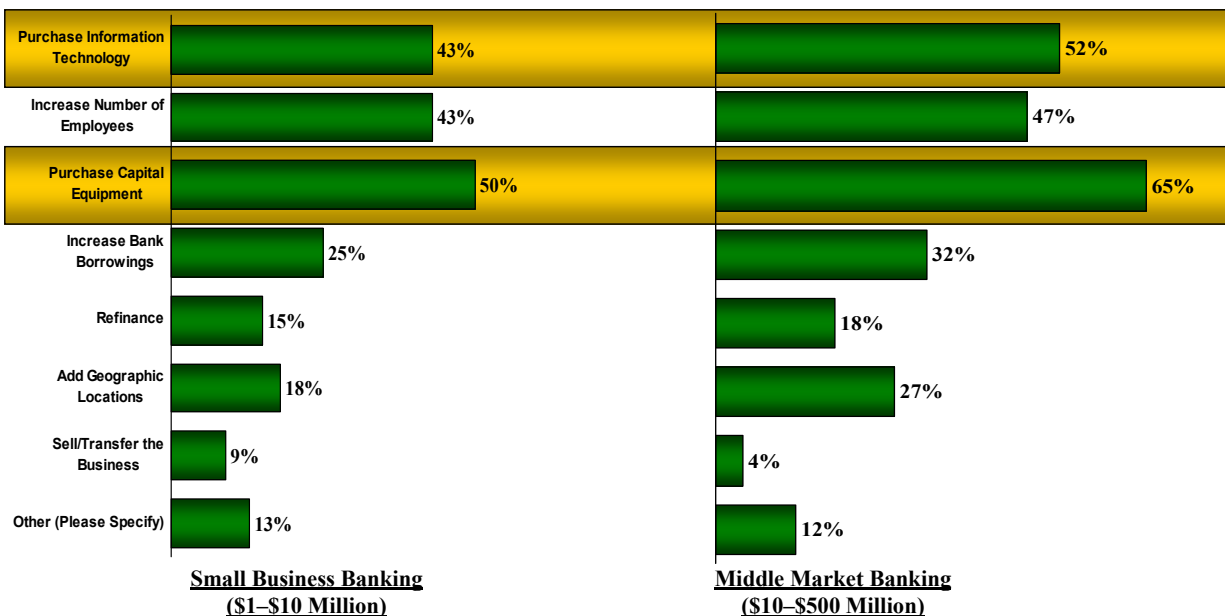
Our latest Greenwich Business Forum reveals that over one-third of middle market companies expect to increase CAPEX in the next year, and only 15 % expect to decrease. Small businesses appear to be more ‘hard hit’ by the economic environment, as only 3% expect to increase CAPEX and 46% expect to decrease.

- Where will the money be spent? The ‘big 3’ areas are purchasing capital equipment, information technology, and hiring more employees.
- When asked about financing these capital expenditures, 73% is expected to come from external sources (banks and non-banks via loans and LC’s) and 27% is expected to come from cash/retained earnings.

“In the next year, my company plans to ... capital expenditures.”



Planned Capital Expenditures



About Greenwich Business Forum

- Greenwich Business Forum is an online panel of over 30,000 financial decision makers at small (\$1-\$10 million) and midsize companies (\$10-\$500 million) in the United States.
- Regular research topics include: economic outlook, business compensation, insurance, credit/loan pricing, and other topics impacting strategic and management issues.
- For additional information, please visit www.greenwichbusinessforum.com or contact Sara Hayes at shayes@greenwich.com or (203) 625-5174