



SINGAPORE BUSINESS FEDERATION
Apex Business Chamber

10th anniversary
1982-2012
Business Years, Value Creation

SBF National Business Survey 2011 / 2012



Building trust in a connected world



© DP Information Network Pte Ltd. All rights reserved.
Restricted.

Part of the
Experian® Group





SINGAPORE BUSINESS FEDERATION
Apex Business Chamber

10th anniversary
1982-2012
Business Years, Value Creation

Agenda

- ◀ About the Survey
- ◀ Key Observations of Survey Findings
 - Turnover & Profits Performance
 - Stages of Development
 - Sales & Financing Issues
 - Confidence Level & Profitability Forecast
 - Business Strategies & Employment Plans
 - SBF Members Budget 2012 Hopes





© DP Information Network Pte Ltd. All rights reserved.
Restricted.

Part of the
Experian® Group



About the Survey



Building trust in a connected world




© DP Information Network Pte Ltd. All rights reserved. Restricted.

Part of the Experian® Group



SBF National Business Survey 2011/2012
About the Survey



- The SBF National Business Survey was conducted in Q4 2011
- To understand the concerns and needs of SBF members & their outlook and plans for 2012
- A total of 973 SBF members responded to the survey
- Industry representation:
 - Trading (22%)
 - Construction, Property and Real Estate (21%)
 - Services (17%)
 - Manufacturing (16%)



© DP Information Network Pte Ltd. All rights reserved. Restricted.

Part of the Experian® Group




Key Observation of Survey Findings






Building trust in a connected world





© DP Information Network Pte Ltd. All rights reserved.
Restricted.

Part of the
Experian® Group



SBF National Business Survey 2011/2012


- Turnover & Profits Performance

Annual Sales Turnover	FY2011	FY2010
Up to S\$1m	11%	12%
> S\$1m to S\$5m	21%	22%
> S\$5m to S\$20m	32%	30%
> S\$20m to S\$50m	14%	15%
> S\$50m to S\$100m	9%	9%
> S\$100m	13%	12%
Total	100%	100%


- Sales Turnover has remained stable over the past 2 years of performance.
- No noticeable pick-up in turnover growth
- Slight drop in profitability with 2% lower from those with >S\$5m net profit after tax

Net Profit After Tax	FY2011	FY2010
Losses	20%	20%
Up to S\$1m	45%	43%
> S\$1m to S\$3m	13%	13%
> S\$3m to S\$5m	7%	7%
> S\$5m	15%	17%
Total	100%	100%





© DP Information Network Pte Ltd. All rights reserved.
Restricted.

Part of the
Experian® Group



SBF National Business Survey 2011/2012
- Stages of Development


Stages of Development	2011*	2010 *
Start-Up	7%	6%
Accelerating Growth	15%	17%
Moderate Growth	42%	45%
Mature	25%	25%
Decline	11%	7%
Total	100%	100%

- Overall drop of 5% in SBF members that report positive growth in the coming year (Accelerating Growth down by 2% & Moderate Growth down by 3%)
- Noticeable increase of 4% of SBF members projecting a possible reduction in their sales turnover (Decline at 11%)

Footnote :


- Start-Up – Less than 3yrs in operations
- Accelerating Growth – Growth projection of 10% & above
- Moderate Growth- Growth projection < 10%
- Mature- Stable; No growth
- Decline- Possible reduction in turnover

Note: * 2011 & 2010 refer to the year survey was conducted.





© DP Information Network Pte Ltd. All rights reserved. Restricted.

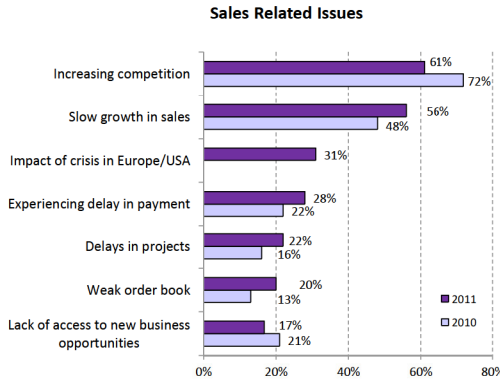
Part of the Experian® Group



SBF National Business Survey 2011/2012
- Sales Related Issues





Sales Related Issues



Issue	2011	2010
Increasing competition	61%	72%
Slow growth in sales	56%	48%
Impact of crisis in Europe/USA	31%	-
Experiencing delay in payment	28%	22%
Delays in projects	22%	16%
Weak order book	20%	13%
Lack of access to new business opportunities	17%	21%

- Slow growth in Sales (56%) & Weak Order Book (20%)
- 31% are impacted by the Financial Crisis in Europe/USA
- More Delays
 - Delays in Payment (28%)
 - Delays in Projects (22%)



© DP Information Network Pte Ltd. All rights reserved. Restricted.

Part of the Experian® Group

