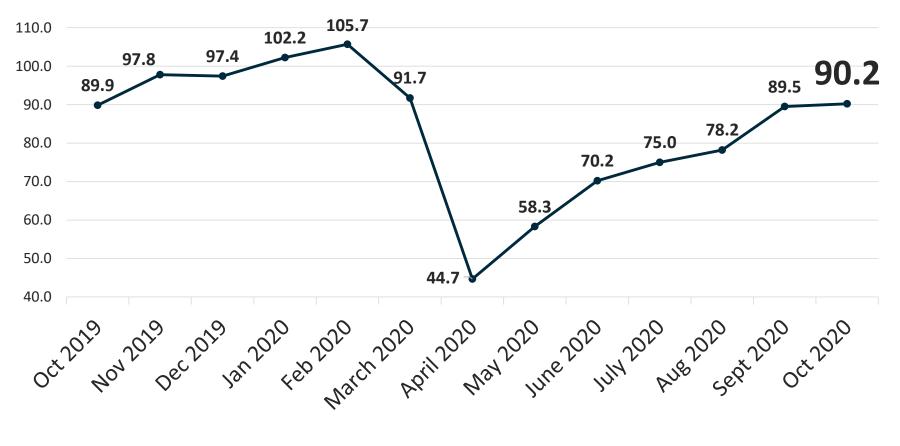
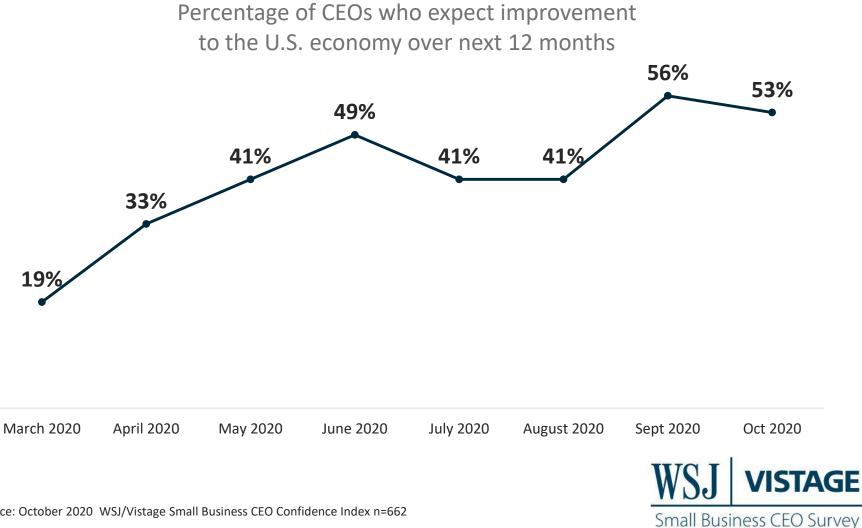
#### The WSJ/Vistage Small Business CEO Confidence Index reaches plateau in October amid uncertainty





Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

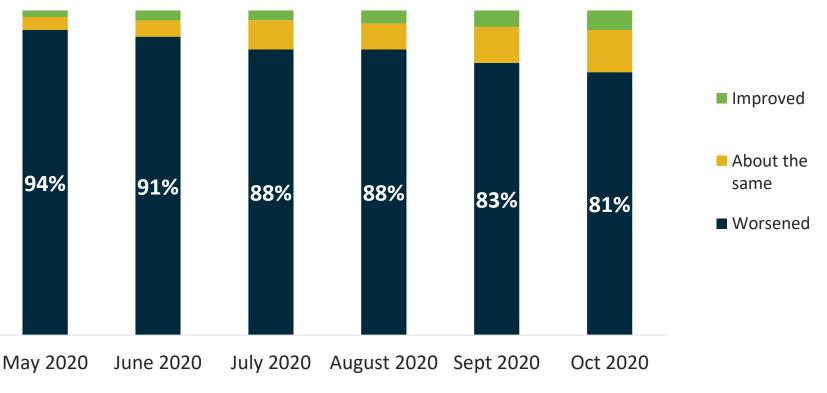
#### Small business optimism about the future of the U.S. economy softens in October



Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

### The decline in pessimism about the U.S economy among small businesses continues gradually

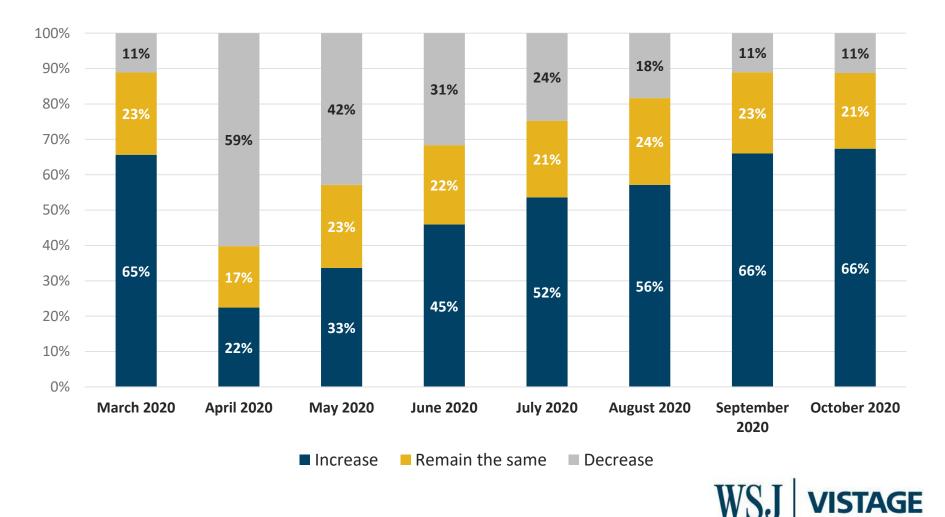
Small business sentiment about changes to the economy compared with a year ago





Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

# Revenue projections for small businesses rebound to levels recorded in March



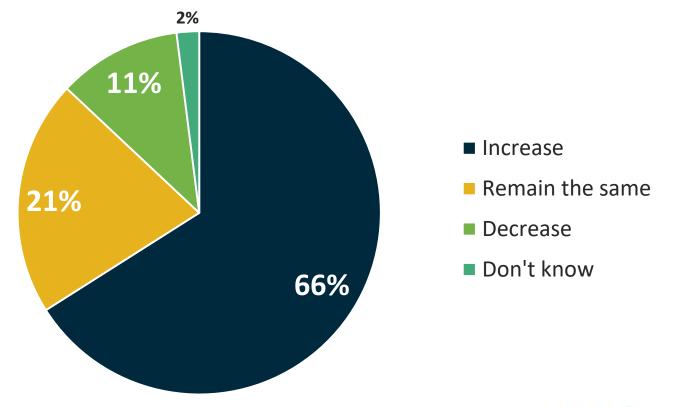
Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

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Small Business CEO Survey

### Small business' revenue expectations maintain September levels; two-thirds expect increases in the next 12 months

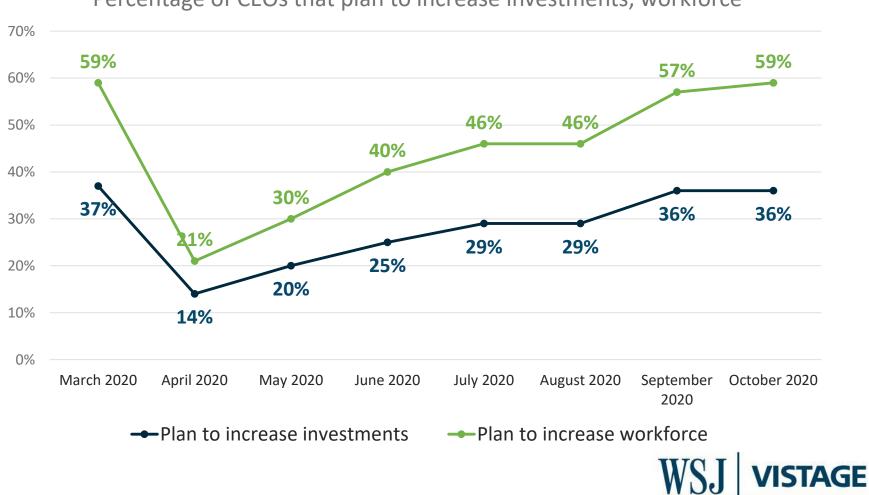
Revenue expectations of small business CEOs over the next 12 months





Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

### Expansion plans for hiring and investments stall slightly amongst small businesses in October

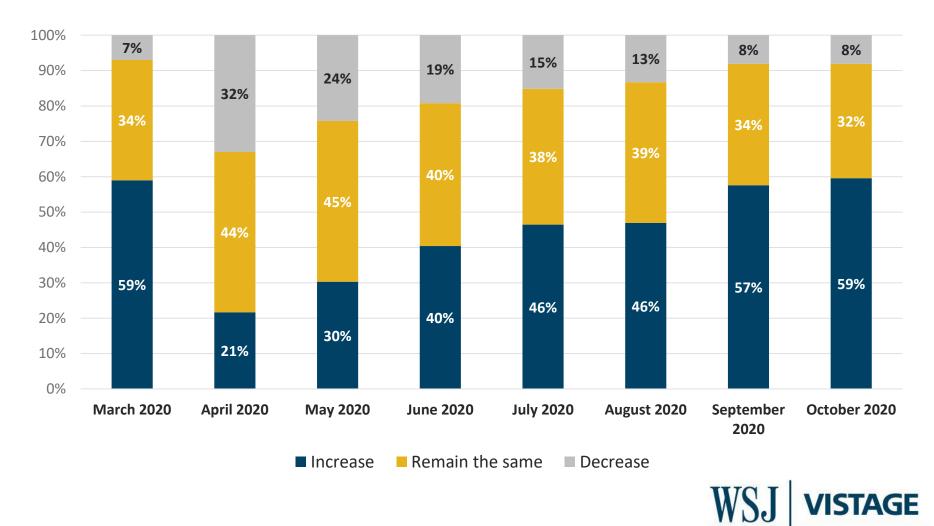


Percentage of CEOs that plan to increase investments, workforce

Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

Small Business CEO Survey

# Workforce expansion plans increase incrementally among small businesses in October



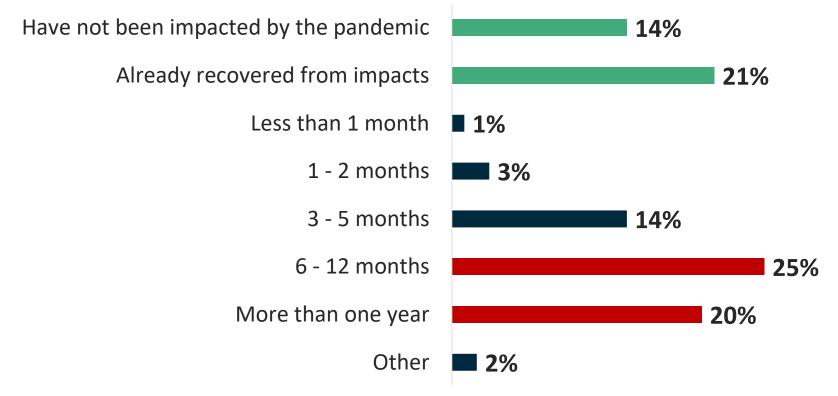
Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

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Small Business CEO Survey

# Small businesses split on recovery timelines; 35% have recovered while 45% believe it will be more than 6 months

Expectations for business recovery from pandemic impacts

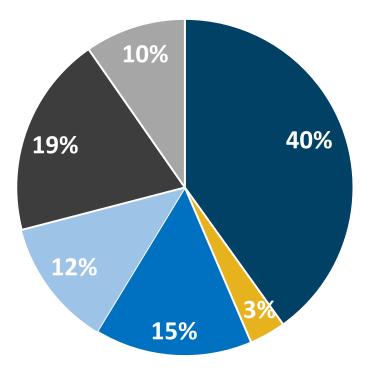




Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

### Two in five small businesses have brought employees back to the work place; 15% will wait until 2021

Timeline for employees returning to the office



- Employees have started returning
- Before the end of the year
- Not until 2021
- Uncertain
- Did not implement remote working

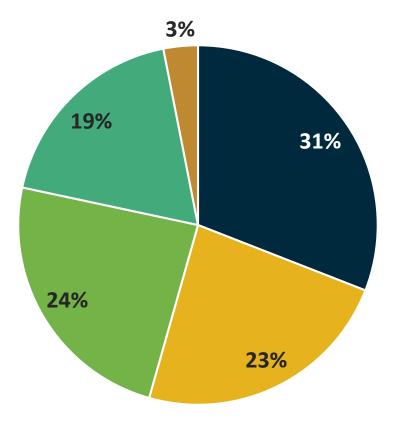
Other



Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

# Nearly one third of small businesses are planning a voluntary return that offers flexibility

#### Return to work plans of small businesses



- Voluntary return for all employees; they can continue to work remotely full or part time
- Phased approach to limit those in the workplace at any one time
- Specific roles required to return to the workplace, others remain remote
- All employees return at the same time

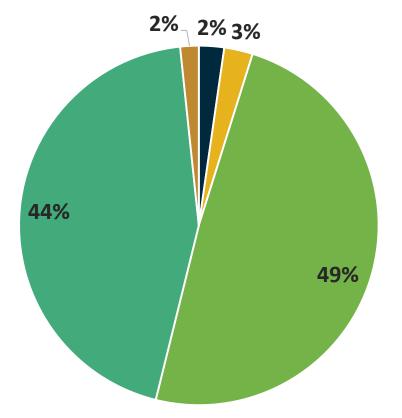
Other



Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662

### The majority of small businesses are not testing employees for coronavirus

Coronavirus testing of small businesses



- Yes, we conduct regular testing internally
- Yes, we require regular testing
- No, we are not requiring regular testing
- No, we are not requiring testing at all
- We are planning to conduct testing in the future



Source: October 2020 WSJ/Vistage Small Business CEO Confidence Index n=662