



# Poll of Businesses Sentiments on U.S. Tariff Changes

(11 April – 23 April 2025)

Jointly Prepared by:

- Centre for the Future of Trade and Investment (CFOTI)
- SBF Research & Publishing Department



# ABOUT THE STUDY

The Singapore Business Federation (SBF) conducted a quick poll of businesses to assess the impact of recent US tariff changes on business operations. The poll was developed by SBF's Centre for the Future of Trade and Investment (CFOTI) and ran over a two-week period. It includes close to 300 responses from enterprises ranging from SMEs to MNCs.

The findings from the poll will support the efforts by the Singapore Economic Resilience Taskforce (SERT), the national task force established to support businesses and workers in navigating uncertainties arising from the U.S. tariffs and global developments.

**Your Opinion Matters:  
Be the Voice of  
Singapore's Business  
Community**

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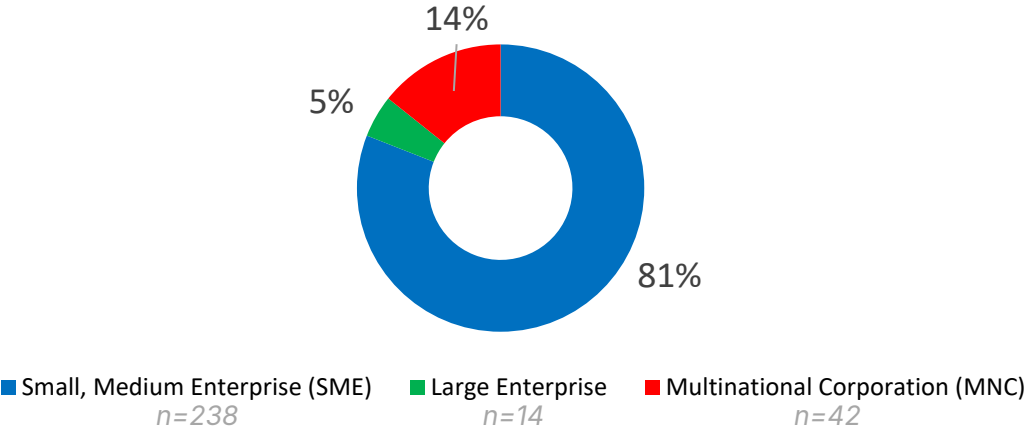
# COMPANY PROFILE

- The poll was carried out from 11 April 2025 to 23 April 2025 and drew **294** responses from across all key industries.
- The sample included **SMEs (81%)**, **MNCs (14%)** and **Large Enterprises (5%)**.
- Some sectors are over-represented in this study, for example, almost 2/3 of the respondents are from Wholesale Trade and Manufacturing.
- Additionally, the sample base for sub-group analyses of certain filtered questions may be small. Thus, the results for those sub-group analyses should be read with caution.

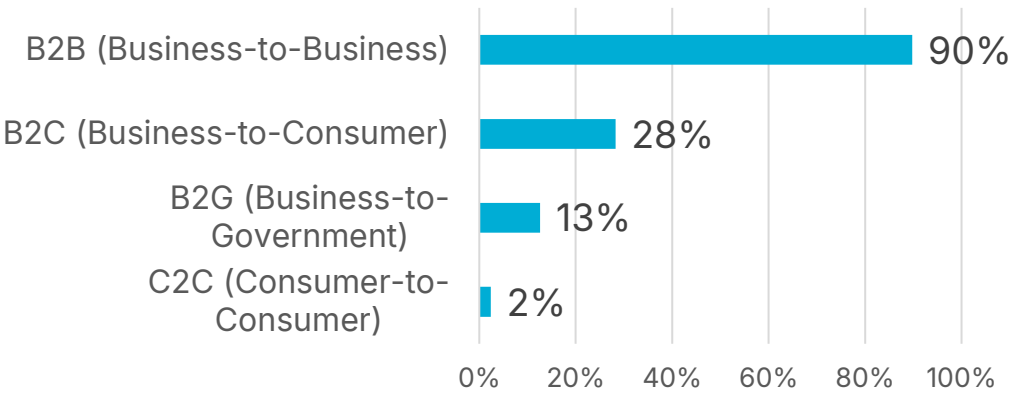
Industry	Total (%)	Economic Structure (%)	SME	LE	MNC
Wholesale Trade	32	20	84	1	9
Manufacturing	32	17	64	9	20
Logistics & Transportation	9	9	21	1	5
IT & Related Services	7	-	19	0	2
Professional Services	6	6	14	1	2
Construction & Civil Engineering	3	4	8	0	0
Retail Trade	3	1	9	0	0
Administrative & Support Service Activities	1	3	2	0	0
Banking & Insurance	1	-	1	0	1
Hotels, Restaurants & Accommodations	1	2	1	1	2
Other Financial & Insurance Activities (e.g. Holding/Investment Companies)	1	14	2	0	1
Others*	5	5	13	1	0
	100		238	14	42

# COMPANY PROFILE

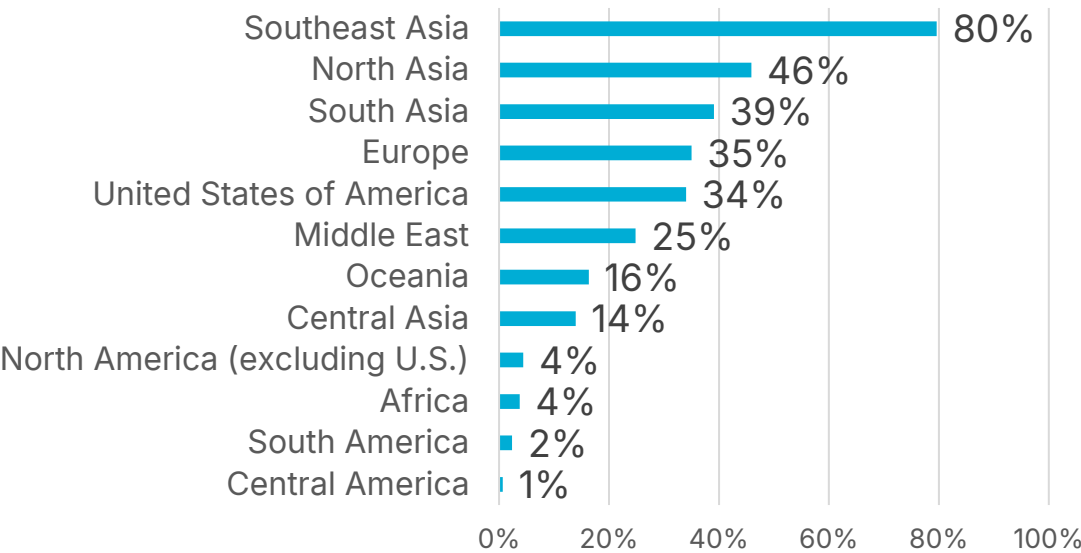
Company Category



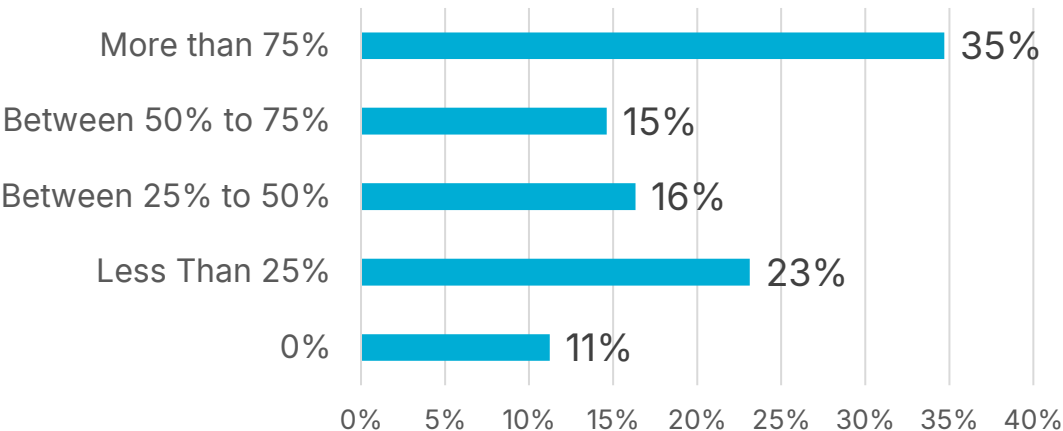
Main Mode of Business



Top Export Markets



Proportion of Annual Revenue from Exports (2024)



# EXECUTIVE SUMMARY (1/3)



## 4 in 5 Singapore Businesses Are Negatively Impacted by the U.S. Tariffs.

The recent U.S. tariff changes are expected to weigh heavily on Singapore businesses, with **4 in 5 businesses (81%) expecting negative impact on their businesses** (*slide 10*). Of these, 53% of businesses expect a 'somewhat negative' impact and 28% a 'very negative impact'. **More MNCs have a negative view (89%) than SMEs (78%)** (*slide 11*).



## 1 in 2 Businesses Have Exposure to the U.S.

1 in 2 businesses say they have exposure to the US either **through selling directly, indirectly or as part of an intermediate supply chain**. (*slide 12*). **MNCs are more exposed to the U.S. market (62%) than SMEs (49%)** (*slide 13*). Among these businesses, **1 in 5 are highly dependent with >50% of their revenue derived from the US market** (*slide 15*). 9% of SMEs say they rely on the US for more than 75% of their revenue (*slide 16*).



## Revenue Projected to Decrease for 3 in 4 businesses, and Costs Projected to Increase for 1 in 2 Businesses.

**Businesses expect the tariffs to impact both revenue and cost over the next 6-12 months** (*slide 17 and 19*). **3 in 4 businesses expect a decrease in revenue** – with 1 in 2 expecting a decline of <25% and 1 in 5 expecting a decline of 25-50% (*slide 17*). **1 in 2 expect an increase in business cost** – with 2 in 5 expecting an increase of <25% and 1 in 10 expecting an increase of 25-50% (*slide 19*).

# EXECUTIVE SUMMARY (2/3)



## 7 in 10 Businesses Will Increase Prices.

To deal with the tariffs, 7 in 10 businesses will raise prices either by passing it on fully to consumers (35%) or absorbing part of the cost (38%) (*slide 21*). Beyond pricing, the **top 3 types of impact to businesses are currency fluctuations, supply chain reconfigurations and the risk of retaliatory measures** (*slide 22*).



## 1 in 2 Businesses' Cashflow Are Impacted, and 3 in 5 Anticipate Increased Need for Working Capital With SMEs More Affected.

Cashflow for 1 in 2 businesses are impacted **by delayed/postponed/reduced orders from customers and volatility of ordering patterns and extended payment terms** (*slide 31*). As a result, 3 in 5 businesses anticipate an increased need for working capital (*slide 33*). **More SMEs (24%) reported a significantly increased need compared to MNCs (14%)** (*slide 34*). 2 in 5 businesses will use existing cash reserves to address working capital needs and 1 in 3 plan to delay investment/capital expenditure to preserve cash (*slide 35*).



## 1 in 2 Businesses Are Concerned with Tighter Credit and Higher Financing Costs.

1 in 2 businesses are concerned about changes in financing terms with **top concerns being a reduced credit limit, higher collateral requirements and stricter covenant requirements** (*slide 36*). As a result, 1 in 2 expect cost of financing to increase over the next 12 months (*slide 37*).



# EXECUTIVE SUMMARY (3/3)



## Majority of Businesses Do Not Plan to Cut Wages But also Do Not Intend to Hire.

3 in 4 businesses do not plan to reduce wages in the next 3 months (*slide 42*), but 1 in 2 also do not intend to hire in the next 3 months, with **SMEs being more cautious (57%) compared to MNCs (33%)** (*slide 43*).



## Businesses Are Planning to Pivot their Businesses (1 in 2) and Diversify Sources and Markets (1 in 3) with Southeast Asia as the Most Preferred Market (4 in 5).

Correspondingly, 1 in 2 businesses are planning to explore opportunities to pivot their business strategy and adjust pricing, 1 in 3 will also explore alternative sourcing and markets (*slide 27*). Among the regions to diversify, **4 in 5 favour Southeast Asia. Europe (39%), Middle East (38%) and North Asia (31%) were also cited** (*slide 29*).



## Tax Reliefs and Financial Assistance from Government Are the Top Asks.

**3 in 5 businesses ask for tax reliefs and financial assistance, while 1 in 2 ask for regulatory flexibility and workforce support** (*slide 45*).



## Businesses Also Ask for Regular Updates and Support in Building Up Trade Regulation Competencies.

Other than such direct government support, **7 in 10 businesses ask for details and regular updates on the tariffs to deal with the uncertainty.** Information on the FTAs and customs procedures/regulations were also requested by 1 in 2 businesses (*slide 47*). **Understanding global trade regulation and compliance requirements are now considered critical by 3 in 5 businesses** (*slide 48*).



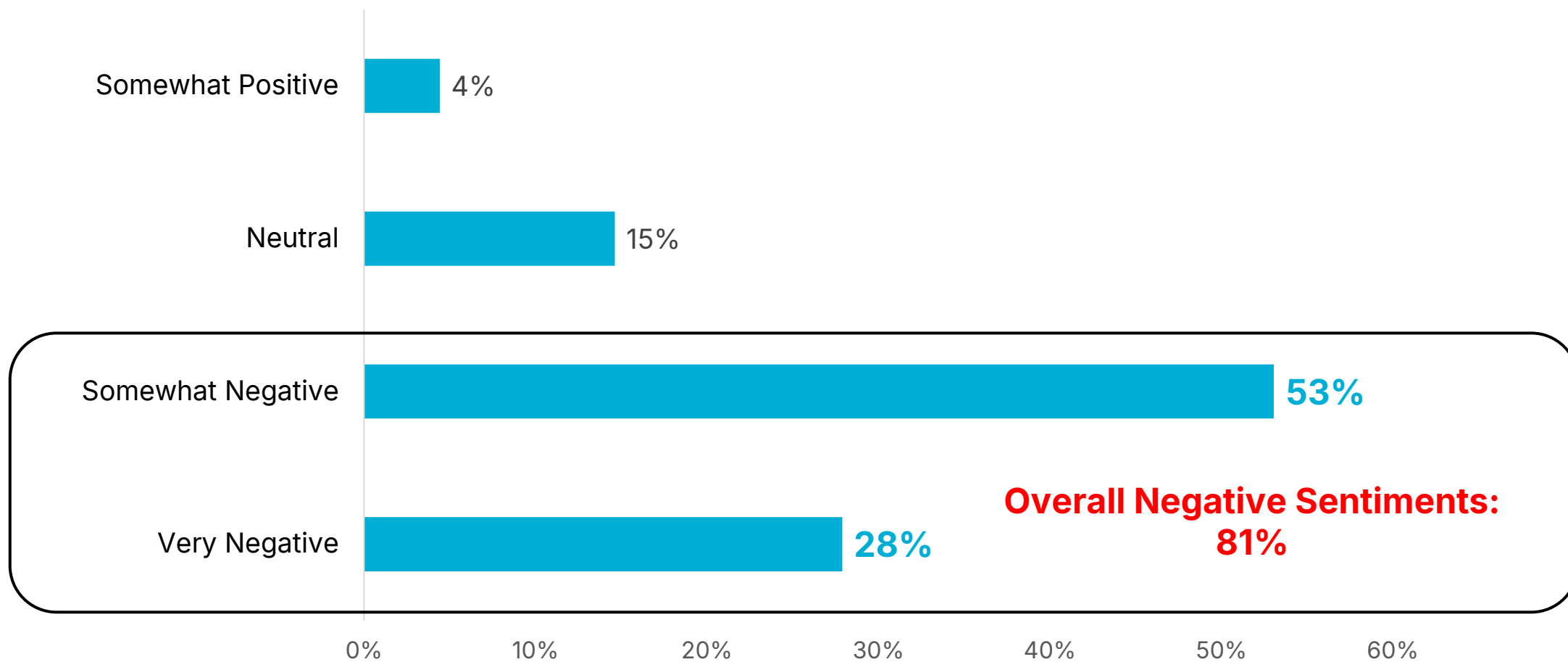
# 01

## Business Outlook and Operations



# 4 in 5 businesses (81%) expect negative impact on their businesses from recent U.S. tariff changes.

Impact of the Recent U.S. Tariff Changes on your Business



# Nearly 1 in 3 of SMEs (29%) and MNCs (29%) say impact from recent U.S. tariff changes is very negative.

- Overall, **MNCs viewed it more negatively (89%)** than **SMEs (78%)**.
- Large proportion of all businesses, 50% of SMEs, 79% of Large Enterprises, and 60% of MNCs described somewhat negative impact.
- Some Large Enterprises (14%) feel the impact could be somewhat positive.



## SMEs

Base: 238

Somewhat Positive	5%
Neutral	16%
Somewhat Negative	50%
Very Negative	28%



## Large Enterprise

Base: 14

Somewhat Positive	14%
Neutral	7%
Somewhat Negative	79%
Very Negative	0%



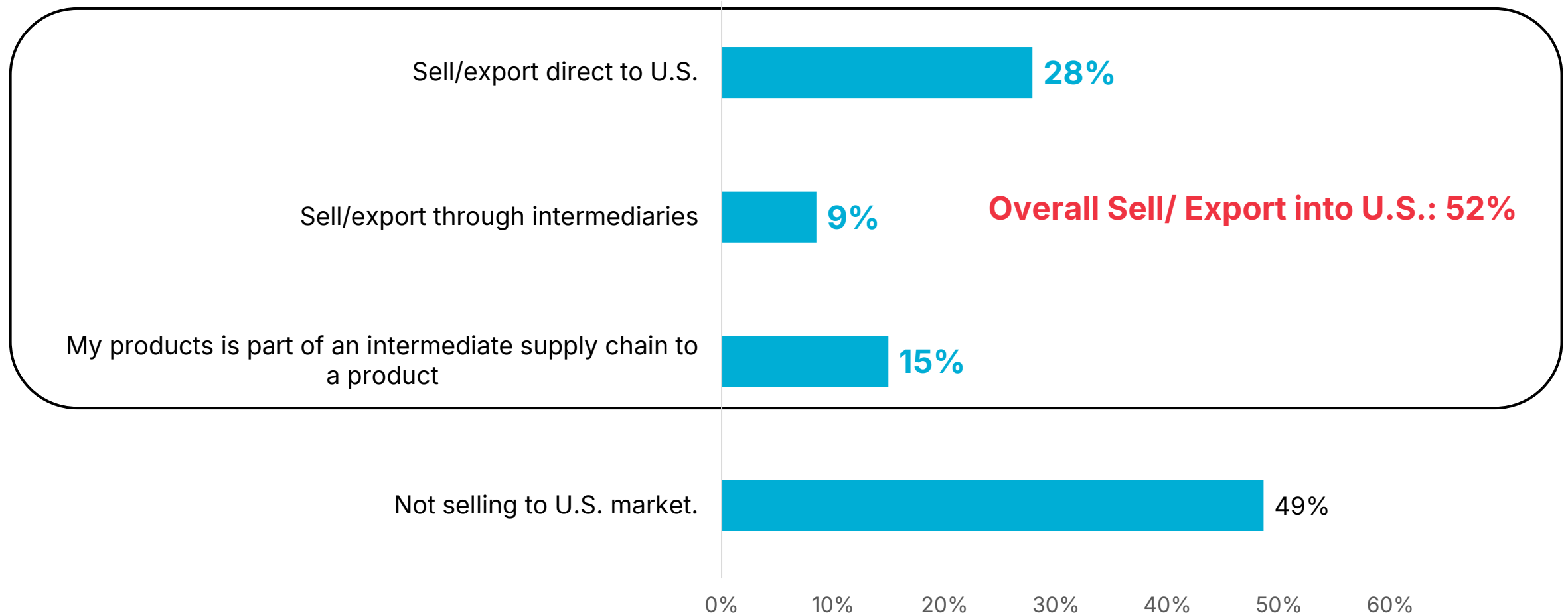
## MNCs

Base: 42

Somewhat Positive	0%
Neutral	12%
Somewhat Negative	60%
Very Negative	29%

# 1 in 2 businesses (52%) are selling either directly, indirectly or part of an intermediate supply chain to the U.S.

## Selling / Exporting to the U.S. Market



# MNCs are more exposed to the U.S. market (62%) than SMEs (49%).

- A higher proportion of MNCs have direct sales/exports to U.S. (40%) as compared to SMEs (24%).
- Among Large Enterprises, an equal proportion (50%) are either selling/exporting directly or not engaging with the U.S. market at all.



## SMEs

Base: 238

Not selling to U.S. market.	50%
Selling/ export direct to U.S.	24%
My product is part of an intermediate supply chain to a product	16%
Sell/export through intermediaries	9%



## Large Enterprise

Base: 14

Selling/ export direct to U.S.	50%
Not selling to U.S. market.	50%
My product is part of an intermediate supply chain to a product	0%
Sell/export through intermediaries	0%



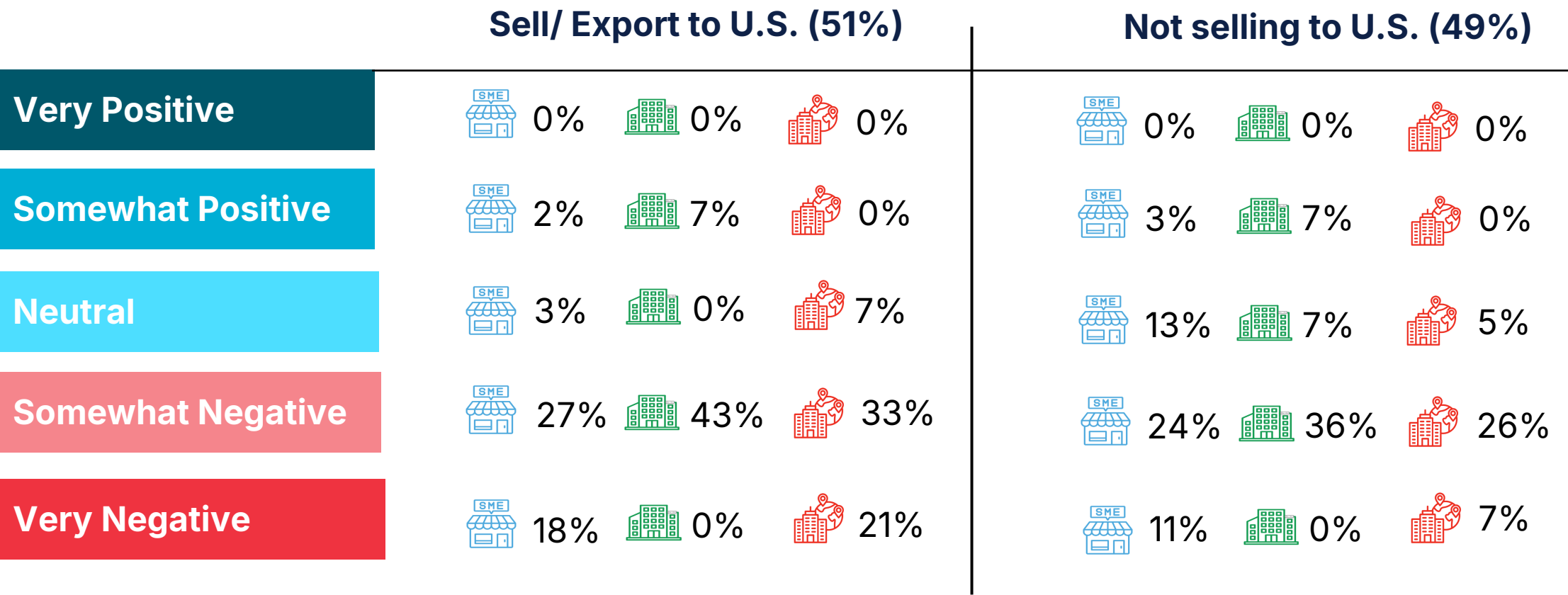
## MNCs

Base: 42

Selling/ export direct to U.S.	40%
Not selling to U.S. market.	38%
My product is part of an intermediate supply chain to a product	12%
Sell/export through intermediaries	10%

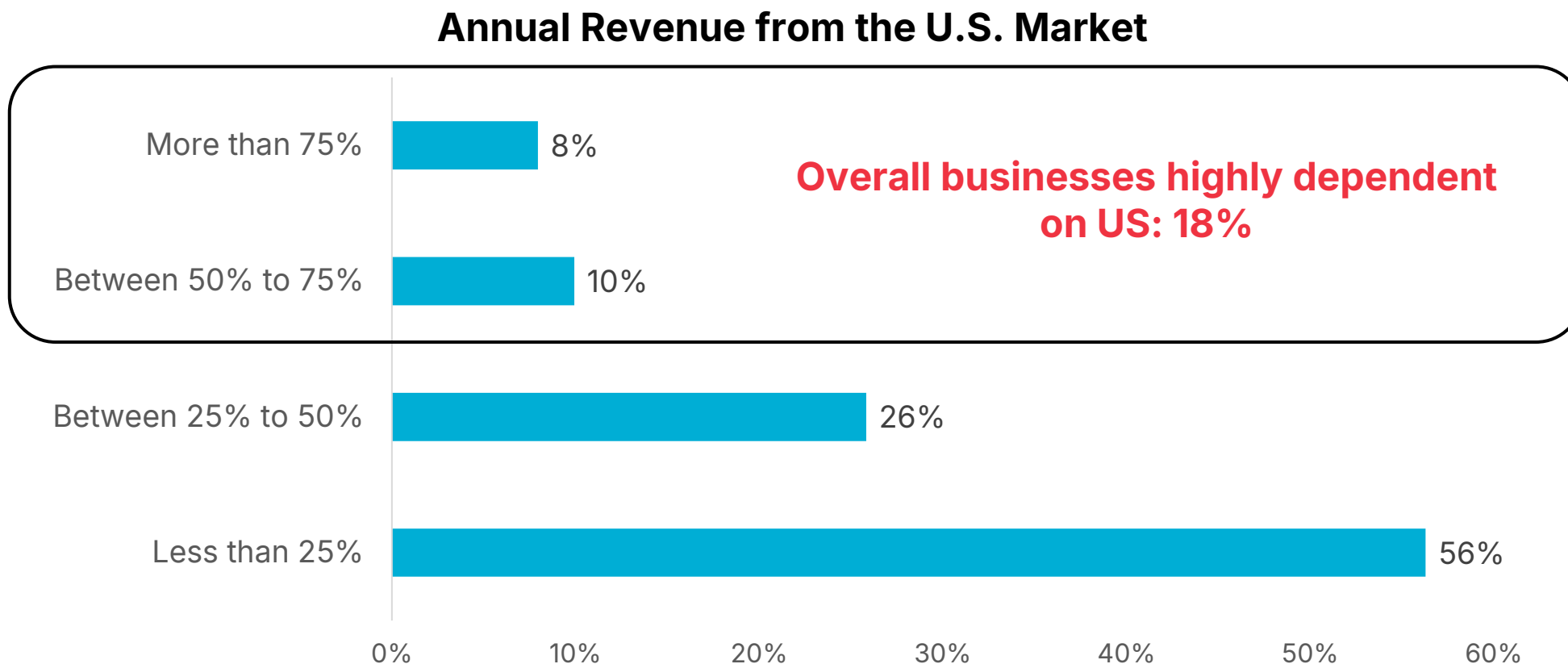
# Stronger negative sentiment among U.S.-engaged firms.

- A higher proportion of SMEs (18%) and MNCs (21%) currently selling to the U.S. feel very negative about the U.S. tariffs, compared to those not engaged in the market.



## Of companies with U.S. exposure, about 1 in 5 (18%) are highly dependent on the U.S. market – deriving over 50% of their revenue from it in 2024.

- More than half of all businesses with U.S. exposure say less than 25% of their revenues come from the U.S. market.





# Large Enterprises and MNCs appear to be more diversified with around 7 in 10 saying their revenue from U.S. market is less than 25%.

- SMEs has the highest proportion of businesses (9%) with more than 75% of revenue from US market.



## SMEs

Base: 238

More than 75%	9%
Between 50% to 75%	9%
Between 25% to 50%	29%
Less than 25%	53%



## Large Enterprise

Base: 14

More than 75%	0%
Between 50% to 75%	14%
Between 25% to 50%	14%
Less than 25%	71%



## MNCs

Base: 42

More than 75%	4%
Between 50% to 75%	12%
Between 25% to 50%	15%
Less than 25%	69%

## 3 in 4 businesses (74%) expect a decline in revenues over the next 6 to 12 months. Most common cited decrease is up to 25% of revenue, followed by 25-50% of revenue.

- About **2 in 10** respondents foresee no or minimal impact on revenues.
- A small minority (5%) project positive revenue growth.

Impact on Overall Business Revenue for the Next 6-12 months	%
Increase by >75%	0%
Increase by >50% to 75%	0%
Increase by >25% to 50%	1%
Increase by ≤25%	4%
No/minimal impact	21%
Decrease by ≤25%	48%
Decrease by >25% to 50%	22%
Decrease by >50% to 75%	3%
Decrease by >75%	1%



**Decline in business  
revenue: 74%**

# A more negative outlook is seen among SMEs and MNCs with 23% of SMEs and 21% of MNCs expecting their revenues to fall by 25%-50%.

- **Negative sentiments were more muted amongst large enterprises** with about two-thirds of them (64%) citing impact on revenue of less than 25% and one-third (36%) citing no/ minimal impact (36%).
- **MNCs lead in projection of positive growth** at 7% for increase of revenue by ≤25%. Meanwhile, 4% of SMEs projected an increase of revenue by ≤25% and only 1% project an increase by >25% to 50%.



## SMEs

Base: 238

Increase by >75%	0%
Increase by >50% to 75%	0%
Increase by >25% to 50%	1%
Increase by ≤25%	4%
No/minimal impact	21%
Decrease by ≤25%	46%
Decrease by >25% to 50%	23%
Decrease by >50% to 75%	3%
Decrease by >75%	1%



## Large Enterprise

Base: 14

Increase by >75%	0%
Increase by >50% to 75%	0%
Increase by >25% to 50%	0%
Increase by ≤25%	0%
No/minimal impact	36%
Decrease by ≤25%	64%
Decrease by >25% to 50%	0%
Decrease by >50% to 75%	0%
Decrease by >75%	0%



## MNCs

Base: 42

Increase by >75%	0%
Increase by >50% to 75%	0%
Increase by >25% to 50%	0%
Increase by ≤25%	7%
No/minimal impact	17%
Decrease by ≤25%	55%
Decrease by >25% to 50%	21%
Decrease by >50% to 75%	0%
Decrease by >75%	0%

# 1 in 2 businesses (52%) expect overall business costs to increase due to tariffs over the next 6-12 months.

- 4 in 10 expect business costs to increase by **up to 25%**.
- 3 in 10 foresee **no or minimal impact** on their overall costs.

Impact on Overall Business Costs for the Next 6-12 months	%
Increase by >75%	0%
Increase by >50% to 75%	2%
Increase by >25% to 50%	9%
Increase by ≤25%	41%
No/minimal impact	31%
Decrease by ≤25%	9%
Decrease by >25% to 50%	7%
Decrease by >50% to 75%	1%
Decrease by >75%	0%

Increase in business cost: 52%

# Around 6 in 10 Large Enterprises (57%) and MNCs (57%) expect cost to increase by up to 25%.

- Similarly, around **4 in 10 SMEs (37%)** also expects an increase in cost by up to 25%.
- As many as 17% of SMEs expect cost decreases of up to 50%.



## SMEs

Base: 238

Increase by >75%	0%
Increase by >50% to 75%	2%
Increase by >25% to 50%	9%
Increase by ≤25%	37%
No/minimal impact	32%
Decrease by ≤25%	9%
Decrease by >25% to 50%	8%
Decrease by >50% to 75%	1%
Decrease by >75%	0%



## Large Enterprise

Base: 14

Increase by >75%	0%
Increase by >50% to 75%	0%
Increase by >25% to 50%	7%
Increase by ≤25%	57%
No/minimal impact	29%
Decrease by ≤25%	7%
Decrease by >25% to 50%	0%
Decrease by >50% to 75%	0%
Decrease by >75%	0%



## MNCs

Base: 42

Increase by >75%	0%
Increase by >50% to 75%	5%
Increase by >25% to 50%	5%
Increase by ≤25%	57%
No/minimal impact	24%
Decrease by ≤25%	7%
Decrease by >25% to 50%	0%
Decrease by >50% to 75%	2%
Decrease by >75%	0%

# 7 in 10 businesses (73%) are likely to raise prices — 35% plan to pass the full additional cost to their customers, while 38% intend to absorb part of the costs themselves

- Overall, about 2 in 10 businesses (18%) say they are attempting to hold prices steady by negotiating cost-sharing with suppliers (8%), jointly absorbing cost with intermediaries (7%) or absorbing the cost in full (3%). 9% foresee minimal or no impact to pricing.
- Around 4 in 10 Large Enterprises (43%) say they are likely to increase prices and passing on this additional cost to customers.
- MNCs have the highest proportion of respondents (19%) expecting no/minimal impact on prices while SMEs have the highest proportion of respondents (20%) who say they will manage with no price adjustments – by renegotiating with suppliers (9%), bear the cost with intermediaries (8%), absorbing additional cost in full (3%).

38%

## Increase price

We will absorb part of this additional cost to manage the price to customers/consumers.

35%

## Increase price

We will pass on this full additional cost to customers/ consumers.

9%

## We will have no/minimal impact

8%

## No price adjustment

We will renegotiate with our suppliers to also bear part of this additional cost.

7%

## No price adjustment

We will bear this cost together with our intermediaries (e.g. distributors).

3%

## No price adjustment

We will absorb this additional cost in full.

SMEs 37% | LE 43% |  
MNCs 38%

SMEs 36% | LE 43% | MNCs  
31%

SMEs 7% | LE 14% | MNCs  
19%

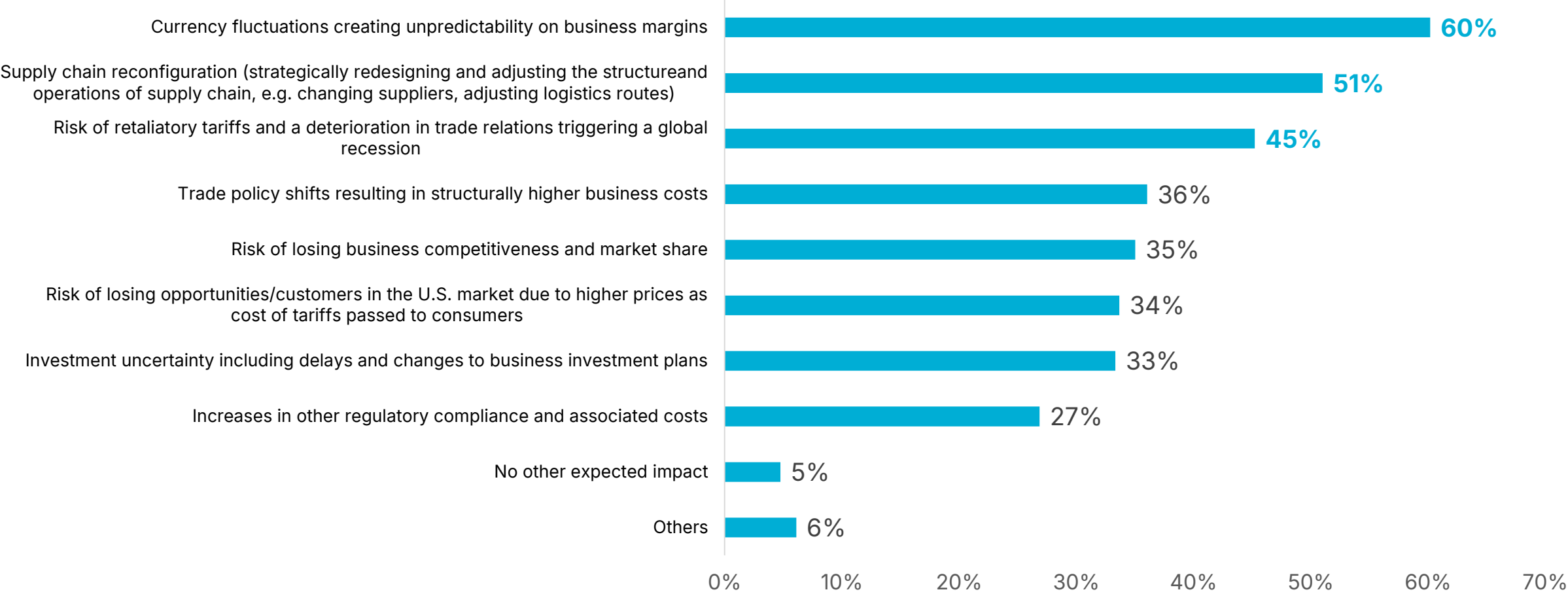
SMEs 9% | LE 0% |  
MNCs 4%

SMEs 8% | LE 0% | MNCs  
8%

SMEs 3% | LE 0% | MNCs  
0%

Beyond price adjustments, the top 3 types of impact to businesses are currency fluctuations (60%), supply chain reconfigurations (51%) and the risk of retaliatory measures (45%).

Other Impact Beyond Price Adjustments





# Top 3 types of impact beyond price adjustments

- **'Currency fluctuations creating unpredictability on business margins', 'Supply chain reconfiguration' and 'Risk of retaliatory tariffs and a deterioration in trade relations triggering a global recession'** are the top impact of concern to SMEs, LEs and MNCs.



## SMEs

Base: 238

Currency fluctuations creating unpredictability on business margins	61%
Supply chain reconfiguration	47%
Risk of retaliatory tariffs and a deterioration in trade relations triggering a global recession	44%



## Large Enterprise

Base: 14

Currency fluctuations creating unpredictability on business margins	86%
Supply chain reconfiguration	71%
Risk of retaliatory tariffs and a deterioration in trade relations triggering a global recession	43%
Investment uncertainty including delays and changes to business investment plans	43%
Trade policy shifts resulting in structurally higher business costs	43%



## MNCs

Base: 42

Supply chain reconfiguration	64%
Risk of retaliatory tariffs and a deterioration in trade relations triggering a global recession	52%
Currency fluctuations creating unpredictability on business margins	45%

**9 in 10 businesses (87%) say they expect to feel the impact of tariff changes within the next 6 months. As many as two-fifths (38%) say they are already feeling the impact now.**

- **About 2 out of 5 of the SMEs (40%) are already feeling** the impact now.
- **MNCs are evenly split** between immediate impact (31%), near-term impact 1-3 months (31%) and 3-6 months (29%).
- **Large Enterprises** have highest proportion of respondents **(28%) who expect impact to hit in the medium term (6 months or beyond).**

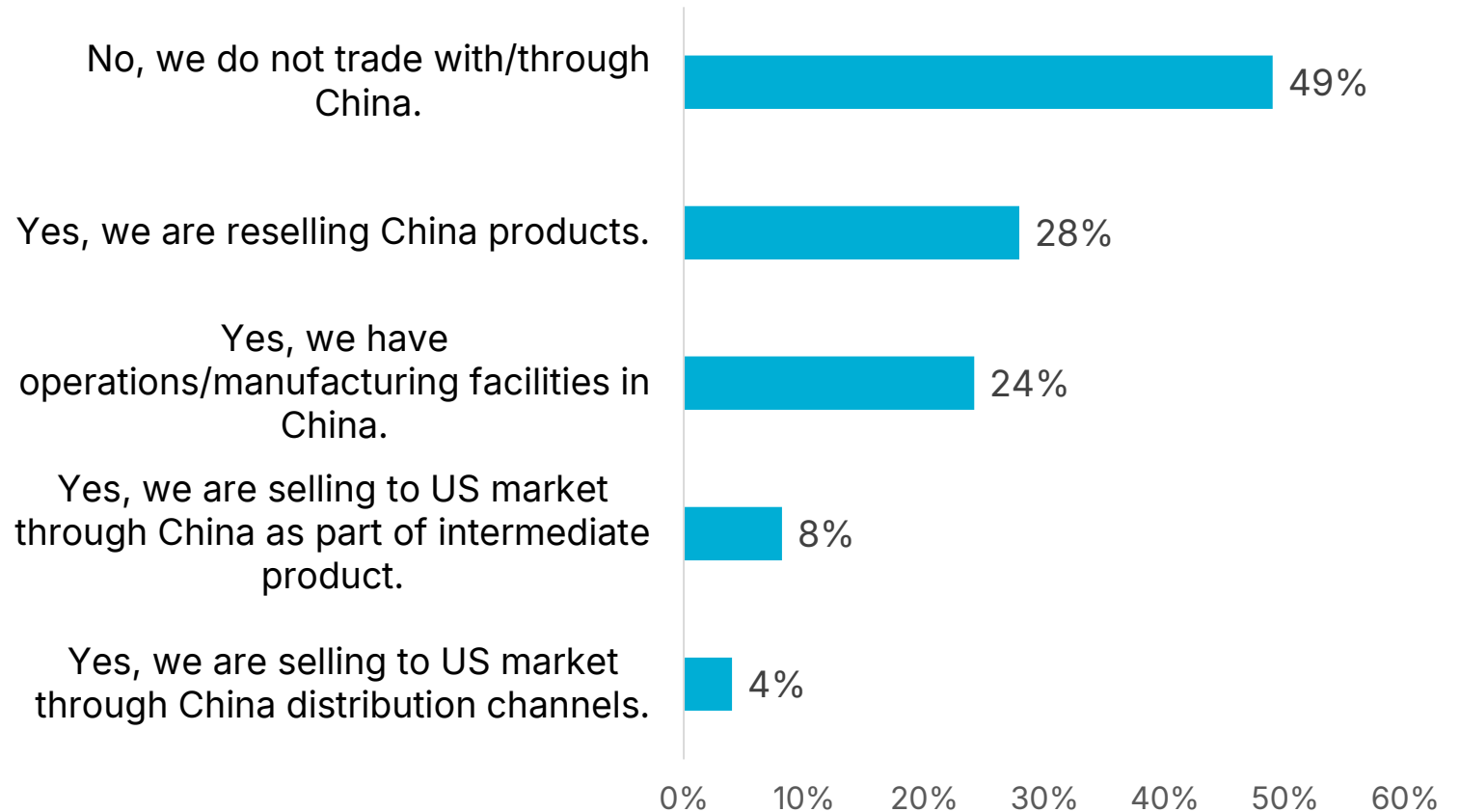
### Businesses on the Impact of Changes in Tariffs



# 1 in 2 businesses (51%) report indirect impact due to the new tariffs imposed on China

- **28% are impacted through the resale of Chinese products** while 24% say they have operations/manufacturing bases in China.
- A relatively small proportion of businesses **(12%) are impacted because they sell to the US market through China as part of an intermediate product (8%)** or because they **sell through China distribution channels (4%)**.
- **49%** say they have **neither trade with/through China**.

## Impact of Higher US Reciprocal Tariffs Imposed on China



# SMEs (50%) and MNCs (64%) are most affected by the U.S tariffs on China due to activities that involve trade with / through China or reselling of China products

- 50% of the MNCs have operations / manufacturing facilities in China.
- Almost 1 in 3 (32%) SMEs are reselling China products.



## SMEs

Base: 238

No, we do not trade with/through China.	50%
Yes, we are reselling China products.	32%
Yes, we have operations / manufacturing facilities in China.	19%
Yes, we are selling to US market through China as part of intermediate product.	8%
Yes, we are selling to US market through China distribution channels.	5%



## Large Enterprise

Base: 14

No, we do not trade with/through China.	71%
Yes, we have operations/manufacturing facilities in China.	29%
Yes, we are reselling China products.	7%
Yes, we are selling to US market through China as part of intermediate product.	0%
Yes, we are selling to US market through China distribution channels.	0%



## MNCs

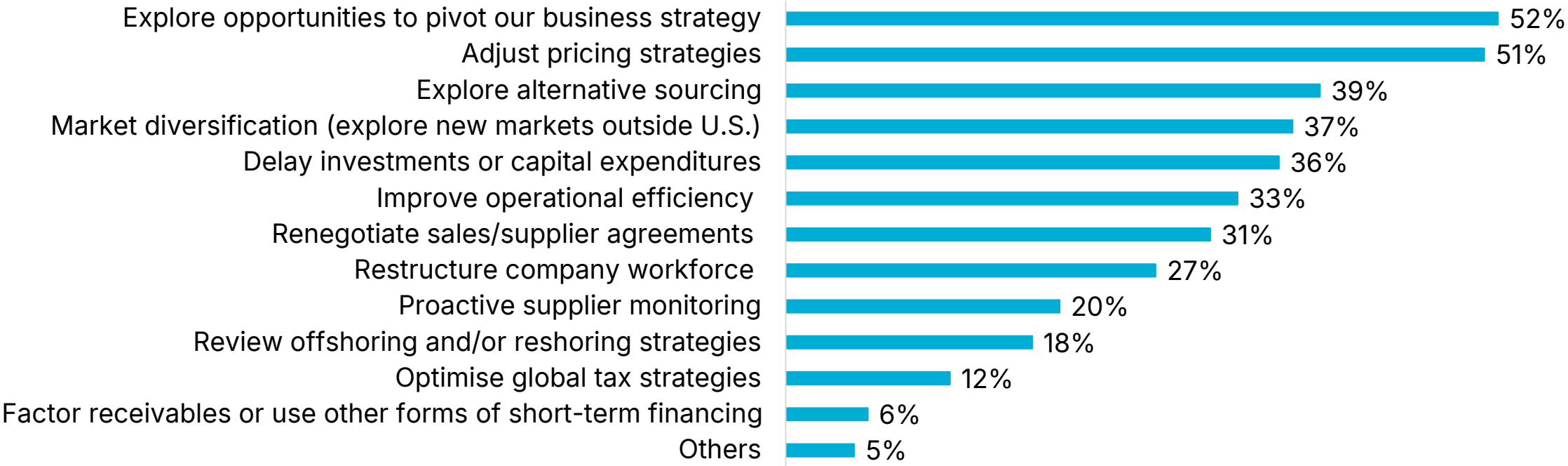
Base: 42

Yes, we have operations/manufacturing facilities in China.	50%
No, we do not trade with/through China.	36%
Yes, we are reselling China products.	12%
Yes, we are selling to US market through China distribution channels.	12%
Yes, we are selling to US market through China distribution channels.	2%

# 1 in 2 businesses (52%) plan to explore opportunities to pivot their business strategies and adjust pricing strategies over next 12 months

- Other top strategies cited include **exploring alternative sourcing (39%)** and **pursuing market diversification (37%)**.

## Actions to Take in the Next 12 Months



# All 3 types of organisations prioritise exploring opportunities to pivot their business strategies.

- 2 in 5 SMEs plan to explore new markets outside the U.S.



## SMEs

Base: 238

Explore opportunities to pivot our business strategy	51%
Adjust pricing strategies	50%
Market diversification (explore new markets outside U.S.)	40%
Explore alternative sourcing	36%
Delay investments or capital expenditures	35%



## Large Enterprise

Base: 14

Explore opportunities to pivot our business strategy	64%
Adjust pricing strategies	64%
Explore alternative sourcing	43%
Delay investments or capital expenditures	36%
Improve operational efficiency (e.g. automation, lean practices)	36%
Proactive supplier monitoring (e.g. financial health checks, compliance reviews)	36%



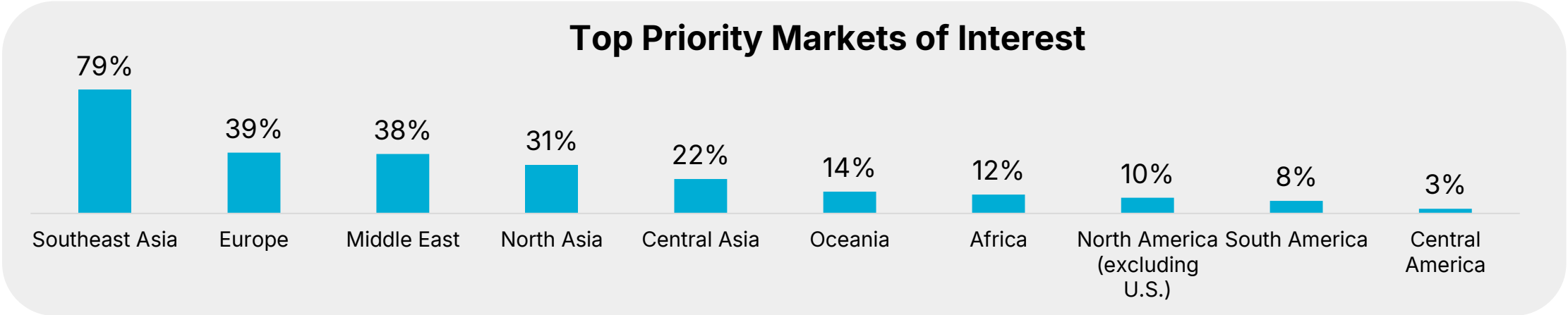
## MNCs

Base: 42

Explore opportunities to pivot our business strategy	57%
Explore alternative sourcing	55%
Adjust pricing strategies	52%
Improve operational efficiency (e.g. automation, lean practices)	48%
Renegotiate sales/supplier agreements (e.g. share burden of increased costs from the tariffs, improved payment terms)	45%

# 4 in 5 companies (79%) are prioritising Southeast Asia for market diversification.

- Following Southeast Asia, **Europe (39%)**, the **Middle East (38%)**, and **North Asia (31%)** are the other key markets of interest for diversification.



## SMEs

Base: 238

- |   |                |     |
|---|----------------|-----|
| 1 | Southeast Asia | 79% |
| 2 | Europe         | 39% |
| 3 | Middle East    | 37% |



## Large Enterprise

Base: 14

- |   |                |     |
|---|----------------|-----|
| 1 | Southeast Asia | 64% |
| 2 | Middle East    | 43% |
| 3 | Europe         | 36% |



## MNCs

Base: 42

- |   |                |     |
|---|----------------|-----|
| 1 | Southeast Asia | 86% |
| 2 | Europe         | 40% |
| 3 | Central Asia   | 33% |



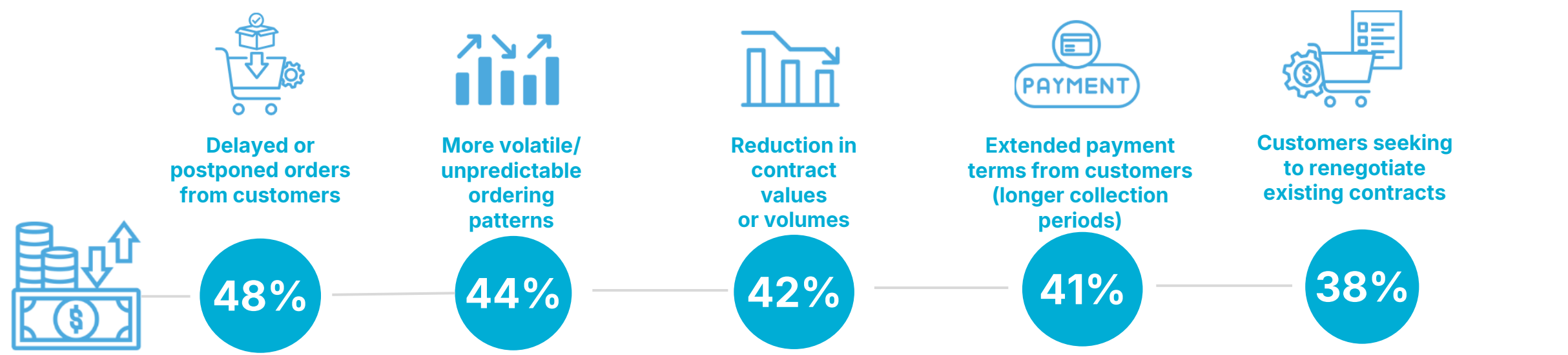
# 02

## Business Financing



# 1 in 2 businesses cite delayed or postponed orders as the main concern for anticipated cash flow disruptions due to the tariff situation.

- Aside from delayed or postponed orders, other key concerns include **more volatile ordering patterns (44%)**, **reduced contract values or volumes (42%)**, and **extended payment terms from customers (41%)**.



- 06 Higher cash buffer requirements (28%)

07 Suppliers demanding shorter payment terms (22%)

08 Increased costs of trade financing (21%)

09 Need to maintain higher inventory levels (18%)

10 Need to prepay suppliers more frequently (18%)
- 11 Extended cash conversion cycle (18%)

12 Cancellation of standing orders/ regular purchases (18%)

13 Decreased order sizes but increased frequency (16%)

14 Shorter contract duration preferences (14%)

15 Early termination of long-term contracts (13%)

# Changes related to orders – such as ‘More volatile/unpredictable ordering patterns’ and ‘Delayed or postponed orders from customers’ are one of the top impacts due to the tariff situation.



## SMEs

Base: 238

Delayed or postponed orders from customers	45%
Extended payment terms from customers (longer collection periods)	44%
More volatile/unpredictable ordering patterns	41%
Reduction in contract values or volumes	40%
Customers seeking to renegotiate existing contracts	36%



## Large Enterprise

Base: 14

Delayed or postponed orders from customers	64%
More volatile/unpredictable ordering patterns	50%
Customers seeking to renegotiate existing contracts	50%
Extended payment terms from customers (longer collection periods)	43%
Reduction in contract values or volumes	43%



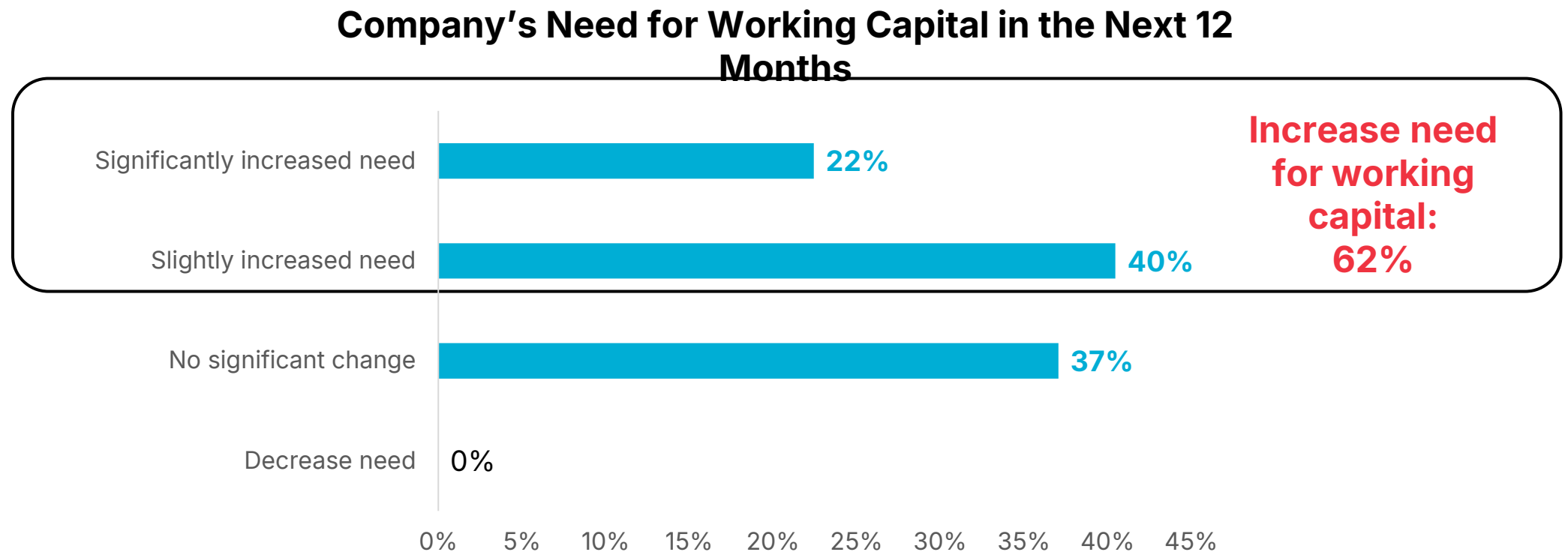
## MNCs

Base: 42

More volatile/unpredictable ordering patterns	60%
Delayed or postponed orders from customers	55%
Reduction in contract values or volumes	55%
Customers seeking to renegotiate existing contracts	48%
Extended payment terms from customers (longer collection periods)	29%
Increased costs of trade financing	29%

**3 in 5 businesses (62%) anticipate increased need for working capital, with 40% citing a "slightly increased" need, and 22% a "significantly increased" need over the next 12 months.**

- **2 in 5 respondents do not foresee a significant change** in their working capital needs. No respondents expect their working capital needs to decrease.



# Amongst Large Enterprises, 3 in 5 (57%) do not anticipate a significant change in working capital needs, suggesting confidence in their financial means.

- Half of MNCs (52%) anticipate slightly increased need for working capital.
- SMEs have the **largest proportion** of respondents (24%) anticipating a **significant increase in working capital needs**, reflecting the tighter cash flow needs for such businesses.



## SMEs

Base: 238

Significantly increased need	24%
Slightly increased need	39%
No significant change	37%
Decreased need	0%



## Large Enterprise

Base: 14

Significantly increased need	14%
Slightly increased need	29%
No significant change	57%
Decreased need	0%



## MNCs

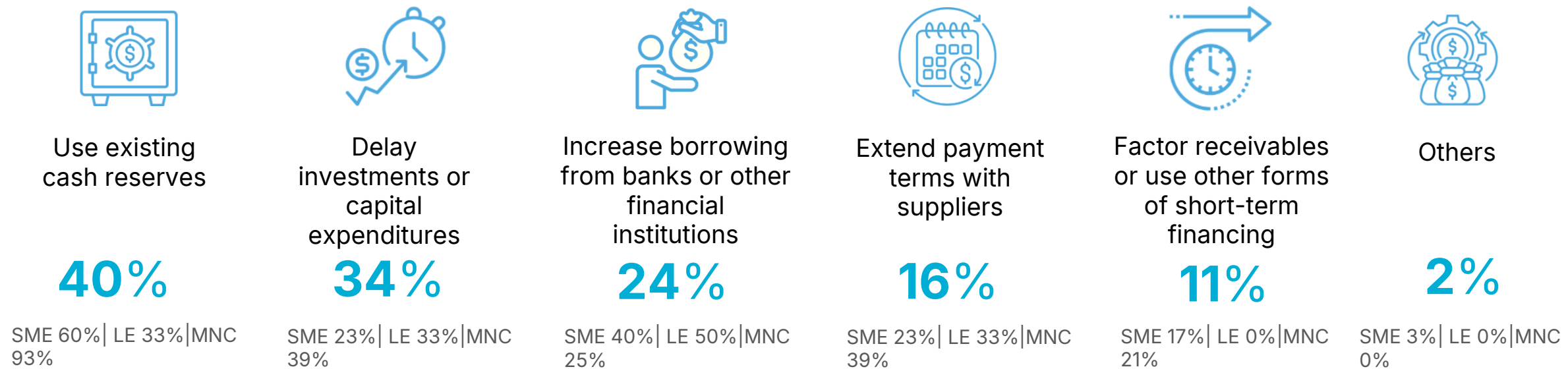
Base: 42

Significantly increased need	14%
Slightly increased need	52%
No significant change	33%
Decreased need	0%

# Most businesses (40%) plan to use existing cash reserves to address working capital needs.

- About one-third (34%) say they will delay investments or capital expenditures to manage working capital needs.
- About one-quarter (24%) say they intend to increase borrowing from banks or other financial institutions.

## Addressing the Impact on the Need for Working Capital

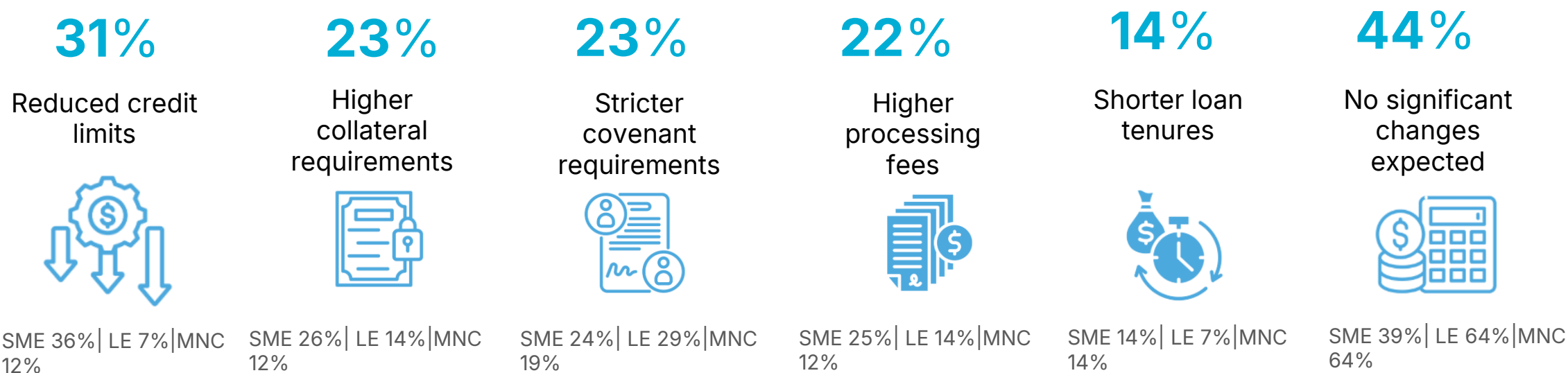




# More than half of businesses (56%) are concerned about changes in financing terms, with the top concern (31%) being reduced credit limits.

- **23% expect higher collateral requirements** and a similar proportion expect **stricter covenant terms** while **14% anticipate shorter loan tenures**.
- **44%** of businesses say they **anticipate no significant changes in financing terms**.

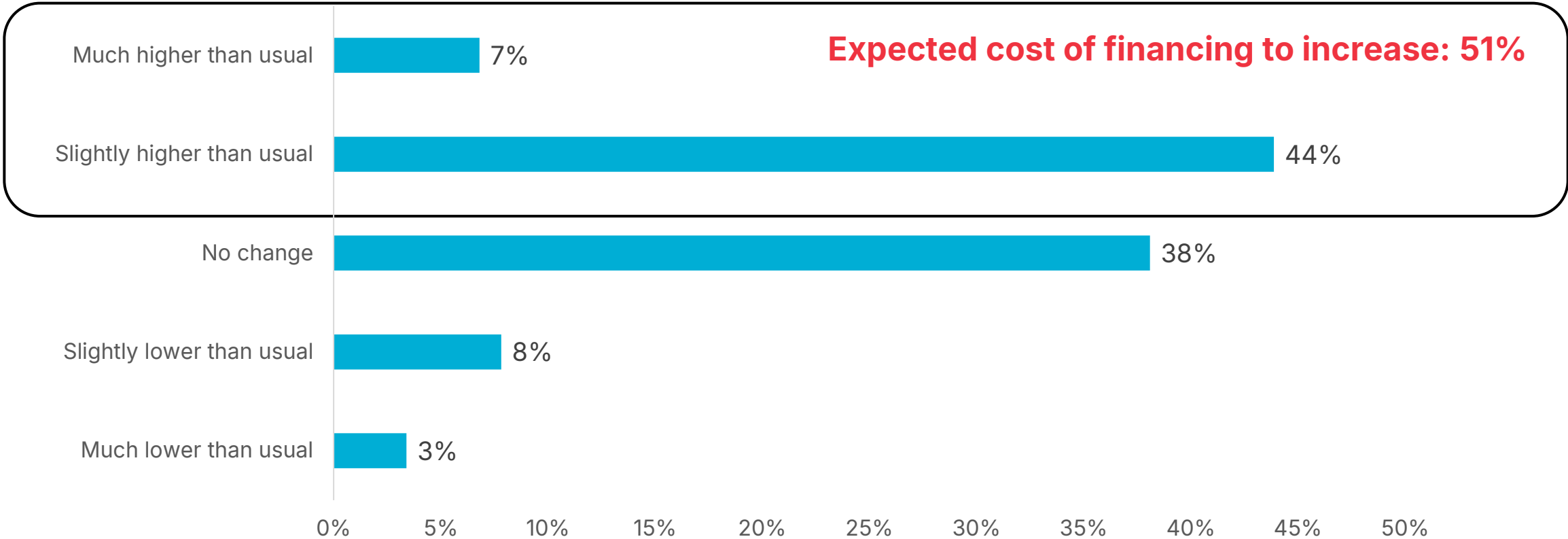
## Anticipated Changes in Financing Terms





1 in 2 businesses expect the cost of financing to increase over the next 12 months, with 44% indicating 'slight increase' and 7% 'significant increase'.

Cost of Financing that May Incur over the Next 12 Months



# Half of Large Enterprises (50%) and 45% of MNCs expect no change in financing costs, reflecting stability and confidence in their access to capital.

- In contrast, **SMEs had the highest proportion of respondents (45%) who anticipate slightly higher financing costs.**



## SMEs

Base: 238

Much higher than usual (i.e., expect significant increase)	7%
Slightly higher than usual (i.e., expect slight increase)	45%
No change	36%
Slightly lower than usual (i.e., expect minor reduction)	8%
Much lower than usual (i.e., expect significant reduction)	4%



## Large Enterprise

Base: 14

Much higher than usual (i.e., expect significant increase)	7%
Slightly higher than usual (i.e., expect slight increase)	29%
No change	50%
Slightly lower than usual (i.e., expect minor reduction)	14%
Much lower than usual (i.e., expect significant reduction)	0%



## MNCs

Base: 42

Much higher than usual (i.e., expect significant increase)	7%
Slightly higher than usual (i.e., expect slight increase)	40%
No change	45%
Slightly lower than usual (i.e., expect minor reduction)	5%
Much lower than usual (i.e., expect significant reduction)	2%

# Close to two-fifths (36%) of businesses are currently unsure about the impact of the tariffs on their financing plans over the next 12 months.

## Impact on Financing Planning in the Next 12 Months



- 06 Moderate adjustments to financial plans needed (16%)
- 07 Minor tweaks to existing plans (14%)
- 08 No significant changes anticipated (13%)
- 09 Putting all expansion plans on hold (13%)
- 10 Scaling back expansion plans (13%)
- 11 No impact on investment planning (12%)
- 12 Modifying expansion timeline but maintaining plans (10%)
- 13 Major restructuring of financial planning required (9%)
- 14 Planning to significantly increase investment in new markets/diversification (9%)
- 15 Proceeding with expansion plans despite tariffs (2%)

# SMEs (34%) are most likely to postpone planned investments, while most Large Enterprises (50%) and MNCs (45%) are uncertain of the impact at this stage.



## SMEs

Base: 238

Postponing planned investments until tariff situation stabilises	34%
Exploring new markets/segments to offset impact	34%
Uncertain of impact at this stage	34%
Reducing overall investment plans	25%
Moderate adjustments to financial plans needed	16%
Maintaining current investment levels but redirecting focus	16%



## Large Enterprise

Base: 14

Uncertain of impact at this stage	50%
Postponing planned investments until tariff situation stabilises)	29%
Maintaining current investment levels but redirecting focus	29%
Reducing overall investment plans	21%
Exploring new markets/segments to offset impact	21%
Modifying expansion timeline but maintaining plans	21%



## MNCs

Base: 42

Uncertain of impact at this stage	45%
Postponing planned investments until tariff situation stabilises	43%
Exploring new markets/segments to offset impact	33%
Reducing overall investment plans	19%
Maintaining current investment levels but redirecting focus	19%

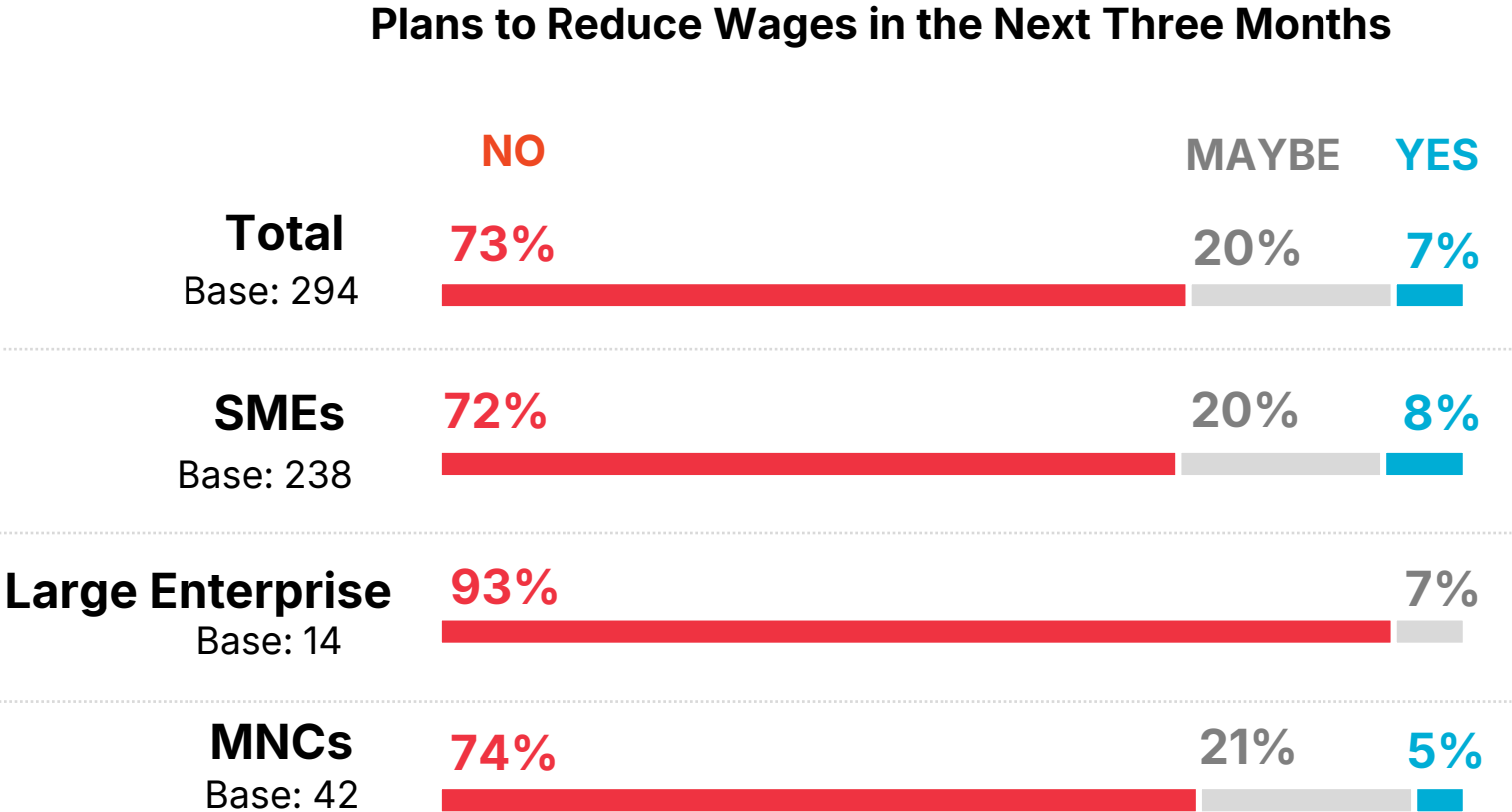
# 03

## Employment and Workforce Strategies



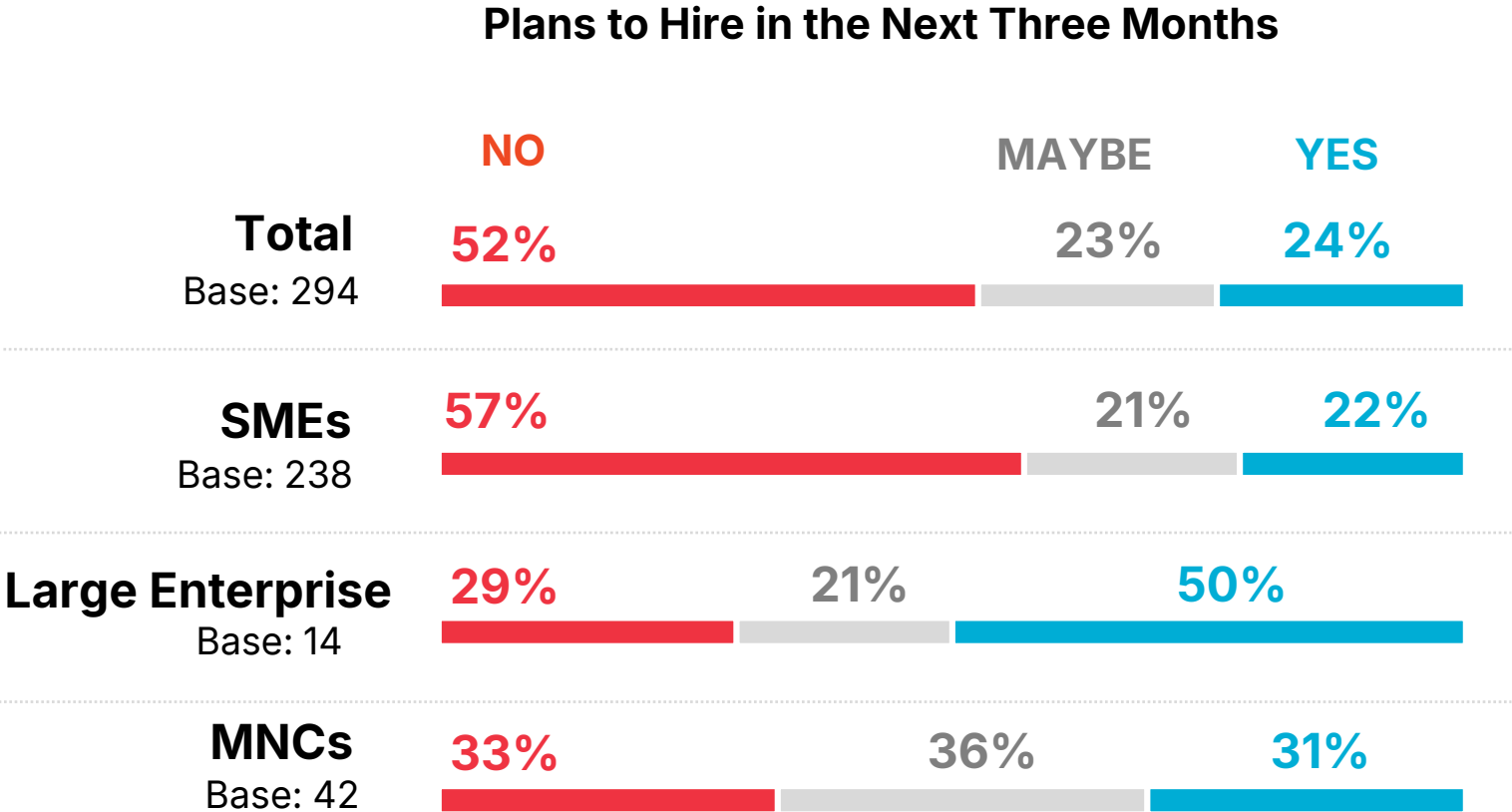
# 3 in 4 businesses (73%) have no plans for wage cuts in the next 3 months.

- **Uncertainty over wage cuts exist** for around one-fifth of SMEs (20%) and MNCs (21%).
- **Large Enterprises appear to be the most resilient**, with 93% indicating no intention for wage cuts.



1 in 2 businesses (52%) do not intend to hire in the next 3 months; this cautious hiring outlook is more prevalent amongst SMEs (57%).

- MNCs and Large Enterprises show more positive hiring outlook with 50% of Large Enterprises and 31% of MNCs planning to hire in the next 3 months.



# 04

## Government Support

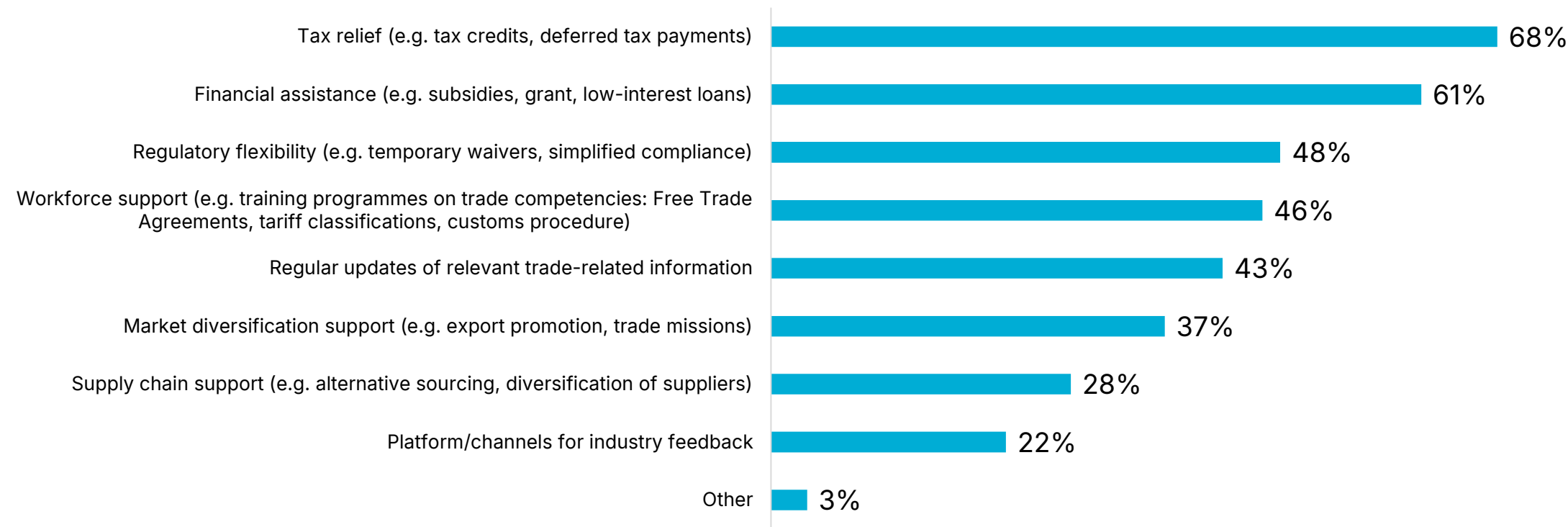




# Tax relief and financial assistance are top two forms of government support requested by 3 in 5 businesses (60%).

- Businesses also seek **regulatory flexibility (48%)**, **workforce support** including training programmes on trade competencies **(46%)**, and the **need for regular updates** on relevant trade-related information **(43%)**.

## Areas of Government Support Needed



Q22. Which specific areas of support would your company require from the government to effectively navigate the transition amid the recent tariff changes? (Please select top 5 that applies most)  
[n=294]

45 \*Note: Total percentage exceeds 100% as this is a multi-response question.

# Tax Relief is a common request across all enterprise segments.

- For **SMEs and Large Enterprises**, the other top requests include **financial assistance** and **regulatory flexibility**.
- For MNCs, the other top requests include regular updates on relevant trade related information and workforce support.



**SMEs**

Base: 238

Tax Relief	<b>67%</b>
Financial Assistance	<b>62%</b>
Regulatory Flexibility	<b>47%</b>
Workforce support	<b>43%</b>
Market diversification support	<b>39%</b>



**Large Enterprise**

Base: 14

Tax Relief	<b>79%</b>
Financial Assistance	<b>57%</b>
Regulatory Flexibility	<b>50%</b>
Workforce support	<b>36%</b>
Platform/channels for industry feedback	<b>36%</b>
Market diversification support	<b>36%</b>



**MNCs**

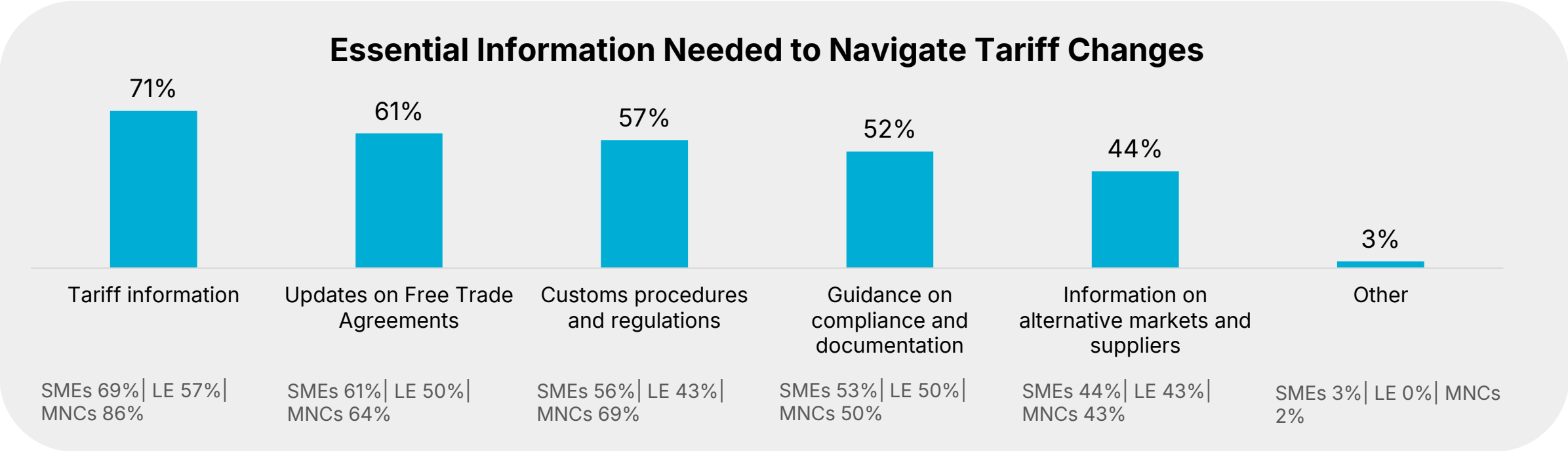
Base: 42

Tax Relief	<b>74%</b>
Regular updates of relevant trade-related information	<b>71%</b>
Workforce Support	<b>67%</b>
Financial assistance	<b>57%</b>
Regulatory flexibility	<b>50%</b>

Q22. Which specific areas of support would your company require from the government to effectively navigate the transition amid the recent tariff changes? (Please select top 5 that applies most)  
[n=294]

# 7 in 10 businesses (71%) indicate detailed tariff information as essential to effectively navigate the recent tariff changes.

- Aside from detailed tariff information, **61%** say they need updates **on Free Trade Agreements**, **57%** sought guidance on **customs procedures** and regulations, and **52%** requested detailed guidance on **compliance and documentation requirements**.

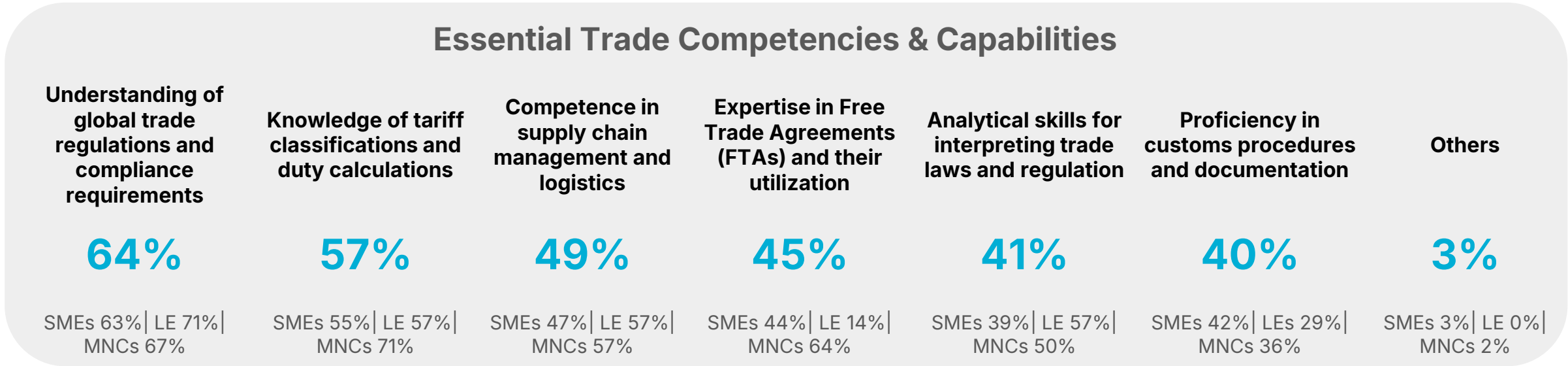


Q23. What types of information would be most useful for your business to effectively navigate the recent tariff changes? (Please select all that applies)[n=294]

47 \*Note: Total percentage exceeds 100% as this is a multi-response question.

# 3 in 5 businesses (64%) say understanding of global trade regulations and compliance requirements is an essential competency to navigate tariff changes.

- Other essential competencies and capabilities include **knowledge of tariff classifications and duty calculations (57%)**, and **competence in supply chain management and logistics (49%)**.



Q24. What specific trade competencies and capabilities would you consider essential for your business to effectively manage the recent tariff changes? (Please select all that applies) [n=294]  
48 \*Note: Total percentage exceeds 100% as this is a multi-response question.



Thank You.

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