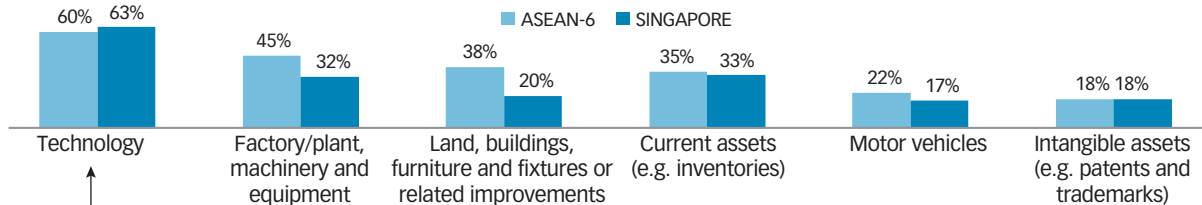


Assets SMEs are keen to invest in for FY18



- 3-in-5 are keen to invest in IT assets, with more placing urgency on technology vs. conventional fixed assets
- Focus remains on BAU tools like CRM, content and database management; but SMEs are increasingly interested in new digital technologies

Note: Responses are an indication of interest to invest in the various assets, though we expect absolute dollar spending to still be higher for traditional assets like factory and machinery versus technologies.