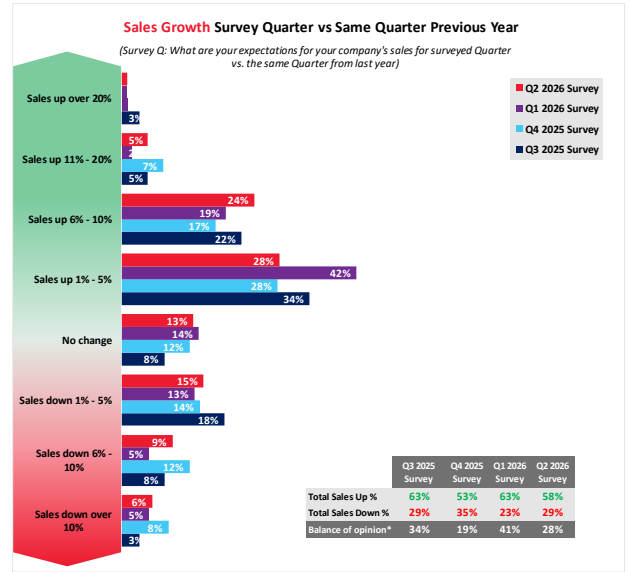
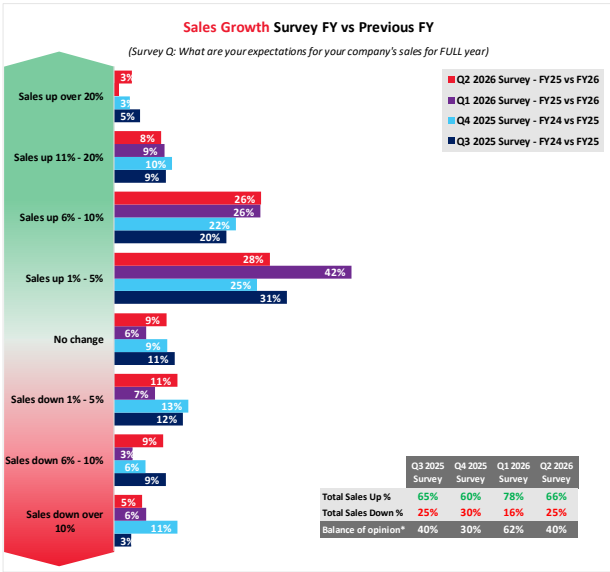
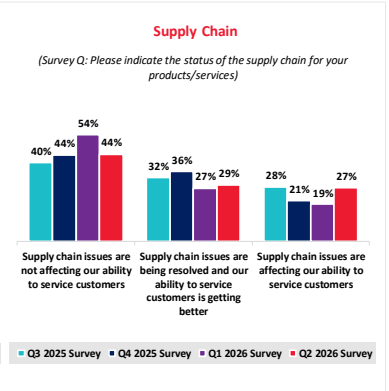
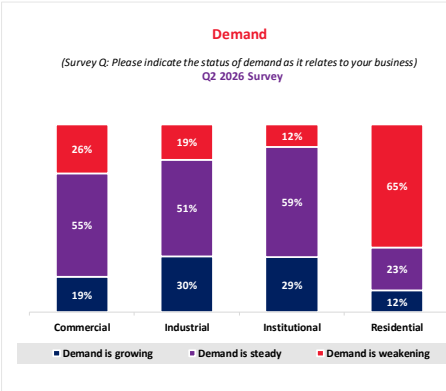
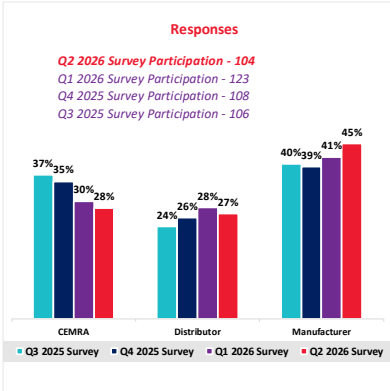


EFC Business Confidence Poll in Q2 2026 remains positive but is moderating compared to the previous quarter. With strong participation - **104 respondents**, results show most of the industry expects growth, **66% predict increase in FY2026 sales** while 25% estimate a decline, yielding a **+40% balance of opinion**, down from +62% in Q1—indicating continued but at slower pace. **Demand remains strongest in the commercial, industrial, and institutional sectors**, where most respondents report stable to growing activity. In contrast, **residential demand shows more weakness**, with a higher proportion of respondents indicating declining conditions. Supply chain conditions **continue to improve overall**, with more businesses reporting that issues are resolved or easing. However, the increase in supply chain challenges—from 19% last quarter to **27% indicates they are having impact on customers and service**. **Q2 2026 expectations remain optimistic**, with **52%** respondents anticipating moderate growth (primarily in the 1–10% range), though fewer expect high-growth outcomes compared to earlier surveys. Insights from the comments suggest that while activity remains solid, respondents are increasingly focused on **regional market conditions, cross-border influences and uncertainty and concern in the residential sector**. Overall, the data points to a stable but cooling market environment, where growth continues but uncertainty—driven by **demand variability, regional and sector market condition**—remains a key concern across the industry. *Participating members receive a detailed report by membership, product categories, and regions.*



* Percentage of respondent saying "Sales up" minus percentage of respondent saying "Sales down"

Comments wordcloud:

