

*EFC members who participate in the survey receive a more detailed report, including insights by membership type, product category, and region.*

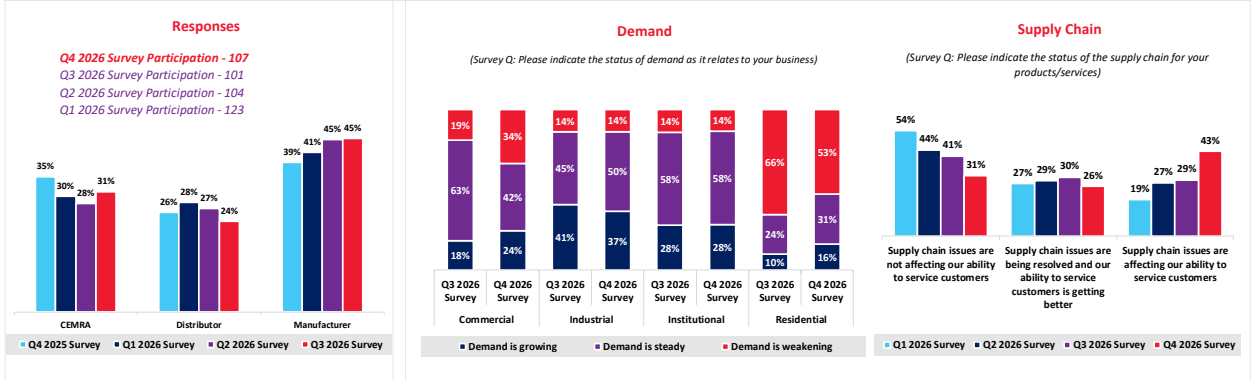
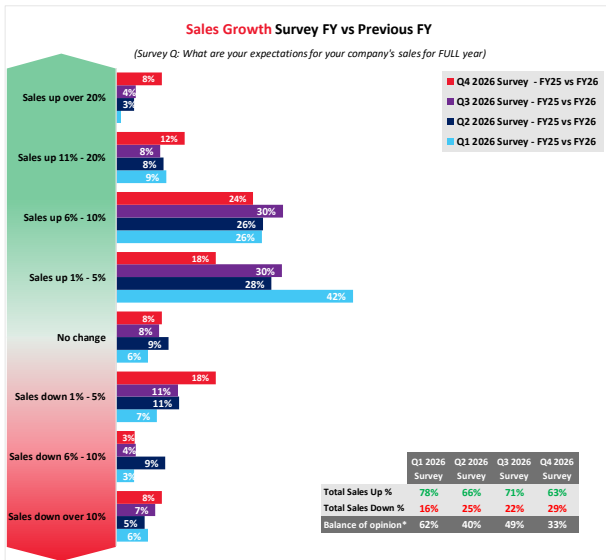
The **EFC Q4 2026 Business Confidence Poll** highlights a resilient electrical industry with moderating growth expectations. With **strong participation from 107 respondents**, the results indicate that most industry participants remain optimistic about sales growth in both 2026 and 2027, despite a slight decline in overall business confidence. **63% of respondents predict an increase in FY2026 sales**, while 29% anticipate a decline, resulting in a **+33% balance of opinion**, lower from +49% in Q3, reflecting drop in this quarter. The outlook for 2027 remains positive, with 79% of respondents expecting their sales to increase but have slightly dropped from 83% in last quarter.

Response to demand remains relatively stable across the industrial and institutional sectors, while demand in residential sector continues to remain weak with some improvement. Commercial demand has weakened compared to the responses in the previous quarter. One of the most significant developments this quarter is the resurgence of supply chain challenges, with a growing proportion of 43% of respondents reporting disruptions affecting their ability to serve customers.

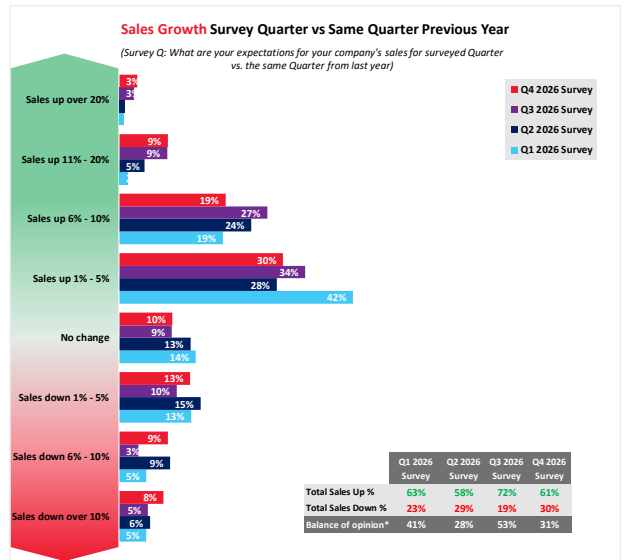
**Expectations for the Q4 2026 remain positive, with 61% of respondents anticipating growth. However its lower compared with 72% in the last quarter.** Comments from respondents suggest that although overall business activity continues to grow, with the expansion of data centres contributing significantly to demand, there is increasing concern about ongoing supply chain challenges, trade-related issues, and broader economic uncertainty.

Overall, the results indicate that market continues to grow, although business confidence has softened compared to the previous quarter. Continued investment in data centres remains an important growth driver. However, ongoing challenges in the residential sector, trade-related uncertainties, and increasing supply chain pressures continue to influence the industry's outlook.

**Survey period: Sept 28 – Oct 6, 2026**

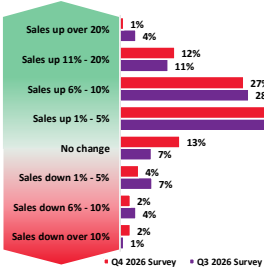


\* Percentage of respondent saying "Sales up" minus percentage of respondent saying "Sales down"



**Sales Growth** FY 2027 vs FY 2026

(Survey Q: What are your expectations for your company's sales for NEXT year vs. Current Year?)



**Comments wordcloud:**

