

2016 Rank	Risk Factors	2016	2015	2014	2013	2012
#1	Breaches of technology security, privacy or theft	100%	96%	91%	81%	71%
#1t	Federal, state or local regulations	100%	100%	98%	96%	98%
#3	Competition in the tech industry, pricing pressures	98%	100%	99%	95%	99%
#3t	Management of current and future M&A and divestitures	98%	99%	94%	88%	88%
#5	Threats to international operations and sales	96%	96%	89%	82%	85%
#6	U.S. general economic conditions	95%	94%	95%	92%	98%
#7	U.S. and foreign supplier/vendor and distribution concerns	92%	90%	93%	84%	88%
#8	Ability to attract or retain key personnel	91%	95%	81%	80%	82%
#9	Predicting customer demand and interest, innovation	90%	90%	92%	83%	91%
#9t	Natural disasters, war, conflicts and terrorist attacks	90%	86%	89%	75%	88%
#11	Corporate copyright, IP infringement, trademark violations	89%	93%	88%	79%	80%
#11t	Legal proceedings, litigation	89%	93%	91%	74%	83%
#13	Failure to properly execute corporate strategy	84%	95%	91%	87%	88%
#14	Accounting, internal controls and compliance standards	83%	92%	79%	65%	69%
#15	Failure to develop or market new products or services	83%	89%	84%	75%	93%
#16	Ability to maintain or implement operational infrastructure	81%	87%	79%	71%	73%
#16t	Equipment failure and product liability	81%	86%	82%	69%	80%
#18	Indebtedness	78%	72%	74%	65%	50%
#19	Cyclical revenue and stock fluctuation	76%	69%	70%	62%	76%
#20	Labor concerns	75%	64%	83%	55%	56%
#21	Goodwill impairment	73%	67%	57%	39%	31%
#22	Inability to acquire capital, credit ratings	69%	68%	74%	57%	69%
#23	Loss of a major customer	61%	44%	45%	25%	N/R
#24	Failure to comply with FCPA, anti-corruption and anti-bribery laws	58%	58%	48%	29%	N/R
#25	Loss or regulation of government contracts and incentives	57%	47%	35%	38%	25%

*t indicates a tie in the risk factor ranking

**N/R indicates not ranked