

THE 2023 CXO INCREMENTS SURVEY REPORT



**FY23 and FY24 Increments | Organisation-wide People Costs
Factors Determining Increments | Delta-over-Market**

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Detailed 7-way cross tabs by revenue, ownership, sector, domain, orientation, revenue and PAT growth

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Trends in Increments



- Salary Increments in FY23 and FY24 for 14 top and senior management levels
- Increments to CTC: FY23 and FY24: For Mean, 25th, 75th Percentile Companies for the following positions:
 - Chief Executive Officer (CEO)
 - Chief Financial Officer (CFO)
 - Chief Human Resources Officer (CHRO)
 - Chief Operating Officer (COO)
 - Business Heads (such as President)
 - Chief Marketing Officer (CMO)
 - Chief Digital Officer (CDO)
 - Chief Information Officer (CIO)
 - Chief Technology Officer (CTO)
 - Chief Risk Officer (CRO)
 - Chief Legal Officer (CLO)
 - Chief Growth Officer (CGO)
 - Chief Supply Chain Officer (CSCO)
 - Chief Sustainability Officer (CSO)

*Detailed 7-way cross tabs by
revenue, ownership, sector, domain,
orientation, revenue and PAT
growth*

PRICE

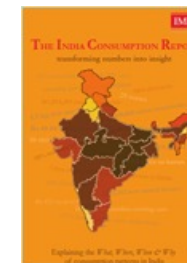
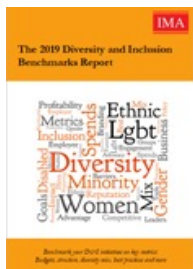
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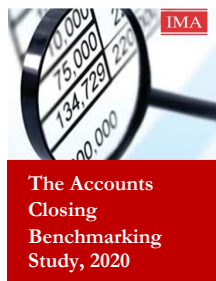
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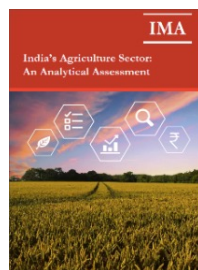
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