



State Bank of Pakistan Business Confidence Survey- Wholesale and Retail Trade

RT1. The **general economic conditions** in the country over the **past six months** have

Improved significantly Improved moderately Remained unchanged
Deteriorated moderately Deteriorated significantly

RT2. You expect the **general economic conditions** in the country over the **next six months** to

Improve significantly Improve moderately Remain unchanged Deteriorate moderately
Deteriorate significantly

RT3. You expect the **average exchange rate** in terms of rupees per dollar over the **next six months** to

Increase significantly Increase moderately Remain unchanged Decrease moderately
Decrease significantly

RT4. You expect the **overall inflation rate** in the **next six months** to

Rise significantly Rise moderately Remain unchanged Drop moderately
Drop significantly

RT5. Excluding normal seasonal changes, your company's **business activity (sales)** over the **past six months** has

Increased significantly Increased moderately Remained unchanged Declined moderately
Declined significantly

RT6. Excluding normal seasonal changes, you expect your *company's business activity (Sales)* in the **next six months** to

Increase significantly Increase moderately Remain unchanged Decline moderately
Decline significantly

RT7. Excluding normal seasonal changes, the **total number of employees** at your company over the **past six months** has

Increased significantly Increased moderately Remained unchanged Declined moderately
Declined significantly

RT8. Excluding normal seasonal changes, you expect the **total number of employees** at your company in the **next six months** to

Increase significantly Increase moderately Remain unchanged Decline moderately
Decline significantly

RT9. Excluding normal seasonal changes, your company's **demand for credit** over the **past six months** has

Increased significantly Increased moderately Remained unchanged Declined moderately
Declined significantly

RT10. Excluding normal seasonal changes, you expect your company's **demand for credit** in the **next six months** to

Increase significantly Increase moderately Remain unchanged Decrease moderately
Decrease significantly

RT11. Over the **last six months**, the **access to bank credit** for your company has

Improved significantly Improved moderately Remained unchanged
Deteriorated moderately Deteriorated significantly Do not take bank credit

RT12. **Access to trade credit** over the **past six months** has

Increased significantly Increased moderately Remained unchanged Decreased moderately
Decreased significantly Do not take Trade credit

RT13. Excluding normal seasonal changes, you expect the **average selling price** per unit in the **next six months** to

Increased significantly Increased moderately Remained unchanged Decreased moderately
Decreased significantly

RT14. Excluding normal seasonal changes, you expect the **overall prices of purchases** in the **next six months** to

Increase significantly Increase moderately Remain unchanged Decrease moderately
Decrease significantly

RT15. Excluding normal seasonal changes, the **stocks of goods for resale** over **past six months** has

Increase significantly Increase moderately Remain unchanged Decrease moderately
Decrease significantly

RT16. **Average supplier delivery times** over the **past six months** have

Increase significantly Increase moderately Remain unchanged Decrease moderately
Decrease significantly

RT17. Your company's **storage capacity**, keeping in mind expected sales for the **next six months**, is

Increased significantly Increased moderately Remained unchanged Decreased moderately
Decreased significantly

RT18. **Financial condition** of your company over the **past six months** has

Improved significantly Improved moderately Remained unchanged
Deteriorated moderately Deteriorated significantly Do not take bank credit

WRT19. Please indicate the most important factor that you consider is a **hindrance to growth** of your company

Demand Supply Cost of Labor Cost of finance Storage capacity
Floor Area Not any
Other

Profile

P1. Name of your company

P2. Type of business/Sector

P3. No. of total employees at the end of last month (approximation will suffice)

P4. Are your production/Sale usually higher than average during certain period of year? Please Explain

P5. Please indicate your primary clientele

End consumer Businesses Government
Other

P6. What is the approximate percentage of your imported inputs?

P7. How much of your total output do you export?

P8. What is your main source of financing for working capital needs?

Conventional Banks	Islamic Banks	Other financial institutions
Trade Credit	Informal sector credit	
Other		

P9. What is your main source of financing for expansion or investment needs?

Conventional Banks	Islamic Banks	Investment Banks
Other financial institutions	Informal sector credit	
Other		

P10. Year when company became operative?