



## State Bank of Pakistan Business Confidence Survey-Manufacturing

M1. The **general economic conditions** in the country over the **past six months** have

- Improved significantly       Improved moderately       Remained unchanged       Deteriorated moderately  
 Deteriorated significantly

M2. 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

M3. 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

M4. You expect the **overall inflation rate** in the **next twelve months** to

- Rise significantly       Rise moderately       Remain unchanged       Drop moderately       Drop significantly

M5. Excluding normal seasonal changes, your **company's production** over the **past six months** has

- Increased significantly       Increased moderately       Remained unchanged       Declined moderately  
 Declined significantly

M6. Excluding normal seasonal changes, you expect your **company's production** in the **next six months** to

- Increase significantly       Increase moderately       Remain unchanged       Decline moderately  
 Decline significantly

M7. 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

M8. 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

M9. 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

M10. 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

M11. 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

M12. **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

M13. Excluding normal seasonal changes, you expect the **average selling price per unit** of your product in the **next six months** to

- Increase significantly       Increase moderately       Remain unchanged       Decrease moderately  
 Decrease significantly

M14. Excluding normal seasonal changes, you expect the **overall prices of your inputs** in the **next six months** to

- Increase significantly     Increase moderately     Remain unchanged     Decrease moderately  
 Decrease significantly

M15. Excluding normal seasonal changes, your company's **total order books** over the **past six months** have

- Increased significantly     Increased moderately     Remained unchanged     Decreased moderately  
 Decreased significantly

M16. Excluding normal seasonal changes, the **stocks of finished goods** compared to **past six months** have

- Increased significantly     Increased moderately     Remained unchanged     Decreased moderately  
 Decreased significantly

M17. Excluding normal seasonal changes, you expect the **demand for your company's product** in the **next six months** to

- Increase significantly     Increase moderately     Remain unchanged     Decline moderately  
 Decline significantly

M18. What is your company's **current level of capacity utilization**? \_\_\_\_\_%

M19. Over the **next six months total investment in machinery** within your company will

- Increase significantly     Increase moderately     Remain unchanged     Decrease moderately  
 Decrease significantly

M20. In the **past six months**, the **quantity of raw material purchases** has

- Increased significantly     Increased moderately     Remained unchanged     Decreased moderately  
 Decreased significantly

M21. **Average supplier delivery** times over the **past six months** has

- Increased significantly     Increased moderately     Remained unchanged     Decreased moderately  
 Decreased significantly

M22. **Financial condition** of your company over the **last six months** has

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

M23. Excluding normal seasonal changes, **Input Inventory turnover** over the **past six months** has

- Increased significantly     Increased moderately     Remained unchanged     Decreased moderately  
 Decreased significantly

M24. Please indicate the most important factor that you consider is a **hindrance to growth** of your company

- Insufficient demand     Competitive imports     Shortage of energy  
 Issues related to technology  
 Other

M25. Please indicate the **most important factor that is affecting your company's current business performance**?

- Shortage of quality inputs     Law, order and security     Uncertain economic conditions  
 None  
 Other

M26. What are the top three reasons for economic anxiety in the country since the start of current fiscal year?

1. ....
2. ....
3. ....

**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?

**Respondent Details**

Name

Designation at Establishment

Phone Number

Fax

Email Address

Remarks