



## State Bank of Pakistan Business Confidence Survey-Whole Sale and Retail Trade

WRT1. The **general economic conditions** in the country over the **past six months** have

- Improved significantly     Improved moderately     Remained unchanged     Deteriorated moderately     Deteriorated significantly

WRT2. 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

WRT3. 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

WRT4. You expect the **overall inflation rate** in the **next twelve months** to

- Rise significantly     Rise moderately     Remain unchanged     Drop moderately     Drop significantly

WRT5. 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

WRT6. 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

WRT7. 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

WRT8. 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

WRT9. 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

WRT10. 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

WRT11. 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

WRT12. **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

WRT13. 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

WRT14. 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

WRT15. 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

WRT16. **Average supplier delivery times** over the **past six months** have

- Increase significantly     Increase moderately     Remain unchanged     Decrease moderately     Decrease significantly

WRT17. Your company's **storage capacity**, keeping in mind expected sales for the **next six months**, is

- Significantly capacity available     More than sufficient capacity available     Sufficient capacity available  
 Not sufficient capacity available     Severely lacking capacity

WRT18. **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?

**Respondent Details**

Name

Designation at Establishment

Phone Number

Fax

E-mail Address

Remarks

WRT20. What are the top three reasons for economic anxiety in the country since the start of current fiscal year?

1. ....

2. ....

3. ....