



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 six 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

Increase significantly Increase moderately Remain 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.