

## Services and Infrastructure Outlook Survey for Q3:2022-23

Today, the Reserve Bank released the results of 35<sup>th</sup> round of its quarterly services and infrastructure outlook survey (SIOS) conducted during Q3:2022-23. This forward-looking survey<sup>1</sup> captures qualitative assessment and expectations of Indian companies in the services and infrastructure sectors on a set of business parameters relating to demand conditions, price situation and other business conditions. In the latest round of the survey, 1,091 companies provided their assessment for Q3:2022-23 and expectations for Q4:2022-23 as well as outlook on key parameters for the subsequent two quarters.

### Highlights:

#### A. Services Sector

##### Assessment for Q3:2022-23

- Services sector enterprises assessed improvement in overall business situation and their turnover during Q3:2022-23; respondents were especially optimistic on employment and availability of finance (Chart 1 and Table A).
- Higher pressure stemming from cost of finance and salary outgo was assessed during Q3:2022-23; sentiments on input cost pressures recorded marginal moderation.
- Service companies assessed improvement in their pricing power in terms of selling prices and profit margins during Q3:2022-23.

##### Expectations for Q4:2022-23

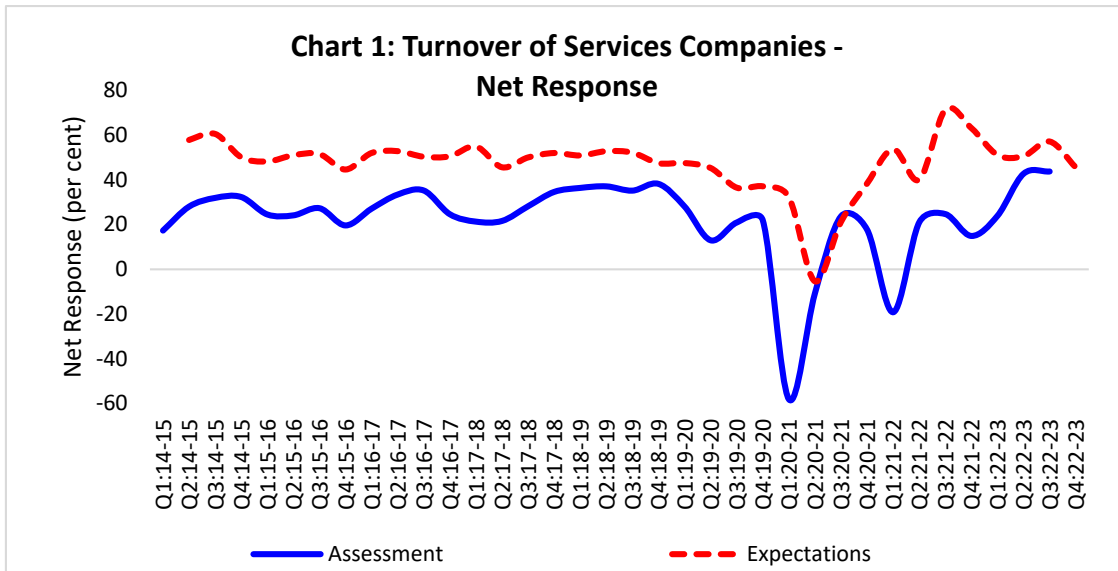
- Respondents continue to be optimistic on overall business situation and their own turnover during Q4:2022-23; the level of optimism, however, moderated when compared with a higher net response in the previous quarter. (Chart 1 and Table A).
- Job landscape is likely to expand further in services sector for both full time and part time employees.
- Service companies expect similar cost pressures on sequential basis and polled for higher growth in both selling prices and profit margins during Q4:2022-23.

##### Expectations for Q1:2023-24 and Q2:2023-24

- Respondents remain optimistic on the services sector business conditions for the first half of 2023-24 (Table C).
- In tandem, job scenario is also expected to improve in ensuing quarters.
- Input cost pressure is likely to continue and selling prices are likely to rise during H1:2023-24.

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<sup>1</sup> The survey results reflect the respondents' views, which are not necessarily shared by the Reserve Bank. Results of the previous survey round were released on the Bank's website on [September 30, 2022](#).



## **B. Infrastructure Sector**

### **Assessment for Q3:2022-23**

- Infrastructure companies gauged sharp uptick in overall business situation and turnover (Chart 2 and Table B).
- Respondents assessed notable improvement in both full-time and part-time employment conditions, resulting in higher salary outgo.
- Selling prices are assessed to have risen in the face of cost pressures in the sector during Q3:2022-23.

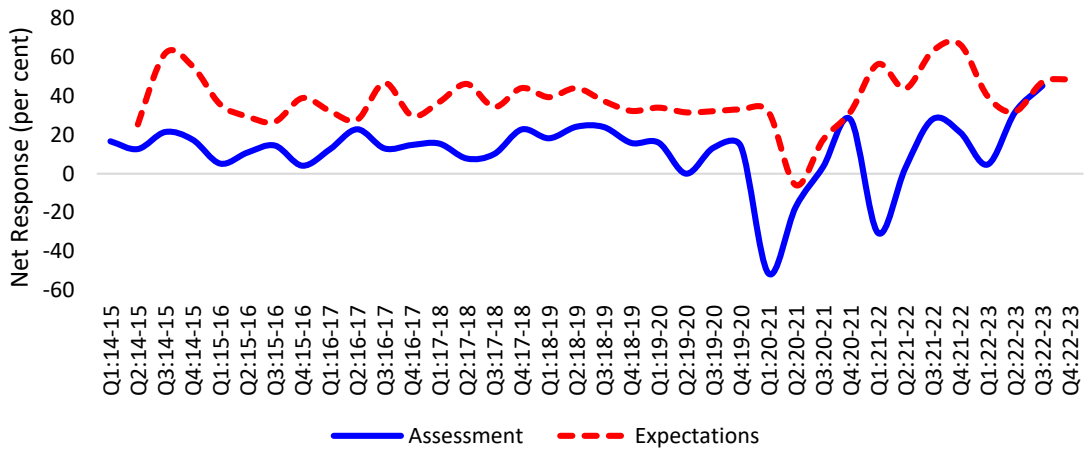
### **Expectations for Q4:2022-23**

- Turnover of infrastructure companies is expected to improve further in Q4:2022-23 (Chart 2).
- Respondent expressed upbeat sentiments on employment conditions.
- Higher cost pressures are expected to stem from wage cost and finance cost in Q4:2022-23; outlook on selling prices and profit margins is more upbeat.

### **Expectations for Q1:2023-24 and Q2:2023-24**

- Respondents remain optimistic on demand and employment conditions till the first half of 2023-24 (Table D).
- Input cost pressures are likely to persist in near term and sentiments on selling prices to remain at elevated level.

**Chart 2: Turnover of Infrastructure Companies -  
Net Response**



## Summary of Net Responses<sup>2</sup> on Survey Parameters

<b>Table A: Services Sector</b>				
(per cent)				
Parameters	Assessment period		Expectations period	
	Q2:2022-23	Q3:2022-23	Q3:2022-23	Q4:2022-23
Overall Business Situation	40.5	48.1	53.0	50.1
Turnover	42.7	43.7	57.1	45.5
Full-time Employees	28.9	38.4	32.6	42.3
Part-time Employees	16.2	34.9	22.8	36.7
Availability of Finance	19.6	37.5	26.7	36.9
Cost of Finance	-29.7	-36.1	-36.5	-36.5
Salary & Wages	-43.3	-44.2	-40.9	-38.7
Cost of Inputs	-42.4	-41.4	-44.5	-44.8
Selling Price	13.2	36.0	19.6	33.4
Profit Margin	2.0	35.8	26.8	39.4
Inventories	30.1	43.5	37.8	43.5
Technical/Service Capacity	21.8	37.1	27.7	37.0
Physical Investment	19.4	37.0	21.3	36.7

<b>Table B: Infrastructure Sector</b>				
(per cent)				
Parameters	Assessment period		Expectations period	
	Q2:2022-23	Q3:2022-23	Q3:2022-23	Q4:2022-23
Overall Business Situation	30.6	49.0	45.1	50.9
Turnover	31.7	45.4	47.2	48.8
Full-time Employees	23.4	44.7	29.8	45.5
Part-time Employees	10.7	43.8	17.8	45.9
Availability of Finance	22.0	44.7	37.7	46.4
Cost of Finance	-36.4	-44.9	-41.7	-43.8
Salary & Wages	-27.0	-51.9	-32.5	-44.7
Cost of Inputs	-44.2	-46.0	-48.7	-48.5
Selling Price	15.0	44.5	27.0	43.8
Profit Margin	-1.6	44.6	16.5	45.1
Inventories	28.8	45.9	39.0	46.4
Technical/Service Capacity	19.1	44.2	25.9	44.6
Physical Investment	16.5	43.4	24.1	43.2

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<sup>2</sup> Net Response (NR) is the difference between the percentage of respondents reporting optimism and those reporting pessimism. It ranges between -100 to 100. Positive value indicates expansion/optimism and negative value indicates contraction/pessimism. In other words,  $NR = (I - D)$ ; where, I is the percentage response of 'Increase/optimism', D is the percentage response of 'Decrease/pessimism' and E is the percentage response as 'no change/ equal' (*i.e.*,  $I+D+E=100$ ). For example, increase in turnover is optimism whereas decrease in cost of inputs is optimism.

**Expectations of Select Parameters for extended period – Net response (in per cent)**

<b>Table C: Services Sector</b>				
<b>Parameter</b>	<b>Round 34</b>	<b>Round 35</b>		
	<b>Q3:2022-23</b>	<b>Q4:2022-23</b>	<b>Q1:2023-24</b>	<b>Q2:2023-24</b>
Overall Business Situation	53.0	50.1	50.3	49.8
Turnover	57.1	45.5	46.8	47.1
Full-time Employees	32.6	42.3	38.3	42.2
Part-time Employees	22.8	36.7	36.5	37.3
Cost of Inputs	-44.5	-44.8	-44.6	-45.5
Selling Price	19.6	33.4	36.0	36.8

<b>Table D: Infrastructure Sector</b>				
<b>Parameter</b>	<b>Round 34</b>	<b>Round 35</b>		
	<b>Q3:2022-23</b>	<b>Q4:2022-23</b>	<b>Q1:2023-24</b>	<b>Q2:2023-24</b>
Overall Business Situation	45.1	50.9	50.9	49.3
Turnover	47.2	48.8	48.3	48.6
Full-time Employees	29.8	45.5	45.4	43.5
Part-time Employees	17.8	45.9	44.0	45.4
Cost of Inputs	-48.7	-48.5	-46.6	-46.6
Selling Price	27.0	43.8	43.6	44.3

**Note:** [Please see the excel file for time series data.](#)

## Services Sector

**Table S1: Assessment and Expectation for Overall Business Situation** (Percentage responses)<sup>@</sup>

Quarter	Assessment				Expectation			
	Better	No Change	Worse	Net response <sup>#</sup>	Better	No Change	Worse	Net response
Q3:21-22	41.9	44.3	13.8	<b>28.2</b>	75.3	22.3	2.4	<b>72.9</b>
Q4:21-22	40.7	36.0	23.4	<b>17.3</b>	68.3	28.2	3.5	<b>64.8</b>
Q1:22-23	47.0	38.3	14.7	<b>32.2</b>	56.6	40.1	3.3	<b>53.4</b>
Q2:22-23	45.9	48.7	5.4	<b>40.5</b>	59.6	36.7	3.7	<b>55.9</b>
Q3:22-23	52.4	43.3	4.3	<b>48.1</b>	57.4	38.1	4.4	<b>53.0</b>
Q4:22-23					55.0	40.0	5.0	<b>50.1</b>

'Increase' in Overall business situation is optimistic.

@: Due to rounding off percentage may not add up to 100.

#: Net Response (NR) is the difference of percentage of the respondents reporting optimism and that reporting pessimism. The range is -100 to 100. Any value greater than zero indicates expansion/ optimism and any value less than zero indicates contraction/ pessimism.

**Table S2: Assessment and Expectation for Turnover** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	41.5	41.7	16.8	<b>24.7</b>	75.0	21.4	3.7	<b>71.3</b>
Q4:21-22	41.0	32.9	26.1	<b>14.9</b>	67.2	28.6	4.1	<b>63.1</b>
Q1:22-23	43.1	37.7	19.2	<b>23.9</b>	55.5	40.2	4.3	<b>51.1</b>
Q2:22-23	51.2	40.3	8.5	<b>42.7</b>	54.6	41.4	4.0	<b>50.6</b>
Q3:22-23	49.2	45.2	5.5	<b>43.7</b>	61.6	34.0	4.4	<b>57.1</b>
Q4:22-23					51.5	42.5	6.0	<b>45.5</b>

'Increase' in Turnover is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S3: Assessment and Expectation for Full-time Employees** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	23.0	65.9	11.2	<b>11.8</b>	55.5	41.9	2.6	<b>52.9</b>
Q4:21-22	20.1	61.5	18.4	<b>1.7</b>	49.7	47.9	2.4	<b>47.2</b>
Q1:22-23	28.2	57.5	14.3	<b>13.8</b>	27.0	68.6	4.4	<b>22.6</b>
Q2:22-23	35.6	57.7	6.7	<b>28.9</b>	29.1	67.8	3.1	<b>26.0</b>
Q3:22-23	42.9	52.5	4.6	<b>38.4</b>	38.4	55.9	5.8	<b>32.6</b>
Q4:22-23					47.1	48.0	4.8	<b>42.3</b>

'Increase' in Full-time Employees is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S4: Assessment and Expectation for Part-time Employees** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	22.6	69.9	7.4	<b>15.2</b>	70.3	27.0	2.7	<b>67.6</b>
Q4:21-22	18.5	70.4	11.1	<b>7.4</b>	57.5	39.7	2.7	<b>54.8</b>
Q1:22-23	25.2	65.9	8.9	<b>16.3</b>	25.0	67.8	7.2	<b>17.8</b>
Q2:22-23	22.2	71.8	6.0	<b>16.2</b>	29.0	64.5	6.6	<b>22.4</b>
Q3:22-23	40.1	54.8	5.1	<b>34.9</b>	27.8	67.3	5.0	<b>22.8</b>
Q4:22-23					41.8	53.1	5.1	<b>36.7</b>

'Increase' in Part-time Employees is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S5: Assessment and Expectation for Availability of Finance** (Percentage responses)

Quarter	Assessment				Expectation			
	Improve	No Change	Worsen	Net response	Improve	No Change	Worsen	Net response
Q3:21-22	25.6	61.1	13.3	<b>12.4</b>	59.8	37.5	2.6	<b>57.2</b>
Q4:21-22	32.2	46.2	21.6	<b>10.5</b>	50.7	45.9	3.4	<b>47.3</b>
Q1:22-23	28.5	54.9	16.5	<b>12.0</b>	33.5	61.3	5.2	<b>28.2</b>
Q2:22-23	26.9	65.8	7.3	<b>19.6</b>	33.2	61.7	5.1	<b>28.2</b>
Q3:22-23	42.1	53.4	4.6	<b>37.5</b>	32.9	61.0	6.2	<b>26.7</b>
Q4:22-23					42.3	52.4	5.4	<b>36.9</b>

'Improve' in Availability of Finance is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S6: Assessment and Expectation for Cost of Finance** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	19.5	73.6	6.9	<b>-12.6</b>	56.0	41.2	2.7	<b>-53.3</b>
Q4:21-22	15.5	75.0	9.5	<b>-6.0</b>	43.6	54.0	2.4	<b>-41.2</b>
Q1:22-23	34.4	58.5	7.1	<b>-27.3</b>	17.3	79.9	2.8	<b>-14.5</b>
Q2:22-23	35.1	59.5	5.4	<b>-29.7</b>	31.5	66.0	2.5	<b>-29.1</b>
Q3:22-23	40.7	54.7	4.6	<b>-36.1</b>	39.7	57.1	3.2	<b>-36.5</b>
Q4:22-23					41.6	53.2	5.2	<b>-36.5</b>

'Decrease' in Cost of Finance is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S7: Assessment and Expectation for Salary/Wages** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	24.0	69.2	6.8	<b>-17.2</b>	53.4	44.9	1.7	<b>-51.7</b>
Q4:21-22	24.1	71.6	4.3	<b>-19.8</b>	49.6	49.3	1.1	<b>-48.5</b>
Q1:22-23	40.4	55.1	4.5	<b>-35.9</b>	37.0	62.4	0.6	<b>-36.3</b>
Q2:22-23	46.1	51.0	2.9	<b>-43.3</b>	28.4	70.5	1.1	<b>-27.3</b>
Q3:22-23	47.9	48.4	3.7	<b>-44.2</b>	42.4	56.0	1.6	<b>-40.9</b>
Q4:22-23					43.3	52.1	4.6	<b>-38.7</b>

'Decrease' in Salary/Wages is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S8: Assessment and Expectation for Cost of Inputs**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	47.5	48.5	4.0	<b>-43.5</b>	69.3	30.3	0.4	<b>-68.8</b>
Q4:21-22	63.5	32.9	3.6	<b>-59.9</b>	73.1	26.1	0.8	<b>-72.4</b>
Q1:22-23	67.0	29.9	3.2	<b>-63.8</b>	61.0	36.6	2.3	<b>-58.7</b>
Q2:22-23	46.0	50.3	3.6	<b>-42.4</b>	62.0	36.1	1.9	<b>-60.2</b>
Q3:22-23	46.1	49.2	4.7	<b>-41.4</b>	49.4	45.6	4.9	<b>-44.5</b>
Q4:22-23					50.1	44.5	5.3	<b>-44.8</b>

'Decrease' in Cost of Inputs is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S9: Assessment and Expectation for Selling Price**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	22.4	68.2	9.4	<b>13.0</b>	62.3	35.6	2.1	<b>60.2</b>
Q4:21-22	24.2	65.7	10.2	<b>14.0</b>	54.1	43.1	2.8	<b>51.4</b>
Q1:22-23	31.9	60.1	8.0	<b>23.9</b>	29.5	65.9	4.6	<b>24.9</b>
Q2:22-23	19.1	74.9	5.9	<b>13.2</b>	33.3	63.1	3.6	<b>29.8</b>
Q3:22-23	40.8	54.4	4.8	<b>36.0</b>	25.7	68.3	6.1	<b>19.6</b>
Q4:22-23					38.9	55.6	5.5	<b>33.4</b>

'Increase' in Selling Price is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S10: Assessment and Expectation for Profit Margin**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	21.2	58.3	20.5	<b>0.7</b>	55.0	38.8	6.2	<b>48.8</b>
Q4:21-22	21.2	46.4	32.4	<b>-11.1</b>	46.5	47.0	6.5	<b>40.1</b>
Q1:22-23	19.0	49.3	31.7	<b>-12.7</b>	28.9	61.3	9.8	<b>19.1</b>
Q2:22-23	21.9	58.3	19.9	<b>2.0</b>	30.1	58.1	11.8	<b>18.3</b>
Q3:22-23	41.9	52.0	6.1	<b>35.8</b>	36.3	54.3	9.5	<b>26.8</b>
Q4:22-23					44.8	49.7	5.4	<b>39.4</b>

'Increase' in Profit Margin is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S11: Assessment and Expectation for Inventories**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	23.5	69.0	7.5	<b>16.0</b>	62.8	34.8	2.4	<b>60.4</b>
Q4:21-22	18.9	70.6	10.6	<b>8.3</b>	54.9	41.8	3.4	<b>51.5</b>
Q1:22-23	25.4	66.7	8.0	<b>17.4</b>	22.9	72.5	4.7	<b>18.2</b>
Q2:22-23	33.7	62.7	3.6	<b>30.1</b>	27.5	68.9	3.6	<b>24.0</b>
Q3:22-23	48.3	46.9	4.8	<b>43.5</b>	40.5	56.8	2.7	<b>37.8</b>
Q4:22-23					48.8	46.0	5.2	<b>43.5</b>

'Increase' in Inventories is optimistic. Footnotes @ and # given in Table 1 are applicable here.



**Table S12: Assessment and Expectation for Technical/Service Capacity** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	23.1	72.5	4.3	<b>18.8</b>	73.7	25.7	0.6	<b>73.2</b>
Q4:21-22	23.7	71.6	4.7	<b>18.9</b>	65.1	34.1	0.8	<b>64.3</b>
Q1:22-23	25.8	71.9	2.3	<b>23.5</b>	31.3	66.9	1.8	<b>29.4</b>
Q2:22-23	24.0	73.8	2.2	<b>21.8</b>	33.9	63.8	2.3	<b>31.7</b>
Q3:22-23	41.7	53.6	4.7	<b>37.1</b>	29.5	68.8	1.7	<b>27.7</b>
Q4:22-23					41.5	53.9	4.6	<b>37.0</b>

'Increase' in Technical/Service Capacity is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table S13: Assessment and Expectation for Physical Investment** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	20.7	74.4	4.9	<b>15.8</b>	68.8	30.7	0.5	<b>68.2</b>
Q4:21-22	20.5	74.3	5.3	<b>15.2</b>	61.5	37.4	1.1	<b>60.3</b>
Q1:22-23	25.0	72.5	2.5	<b>22.5</b>	27.7	69.9	2.4	<b>25.3</b>
Q2:22-23	21.4	76.7	2.0	<b>19.4</b>	32.5	66.5	1.0	<b>31.5</b>
Q3:22-23	41.3	54.4	4.3	<b>37.0</b>	22.8	75.8	1.5	<b>21.3</b>
Q4:22-23					41.4	53.9	4.7	<b>36.7</b>

'Increase' in Physical Investment is optimistic. Footnotes @ and # given in Table 1 are applicable here.

## Infrastructure Sector

**Table I1: Assessment and Expectation for Overall Business Situation** (Percentage responses)<sup>@</sup>

Quarter	Assessment				Expectation			
	Better	No Change	Worse	Net response <sup>#</sup>	Better	No Change	Worse	Net response
Q3:21-22	41.9	44.1	14.0	<b>27.9</b>	71.3	26.7	2.1	<b>69.2</b>
Q4:21-22	46.9	29.6	23.5	<b>23.5</b>	75.7	19.9	4.4	<b>71.3</b>
Q1:22-23	46.9	26.9	26.2	<b>20.8</b>	59.3	34.6	6.2	<b>53.1</b>
Q2:22-23	41.9	46.8	11.3	<b>30.6</b>	53.1	36.9	10.0	<b>43.1</b>
Q3:22-23	55.5	38.0	6.5	<b>49.0</b>	49.2	46.7	4.1	<b>45.1</b>
Q4:22-23					56.8	37.2	6.0	<b>50.9</b>

'Increase' in Overall business situation is optimistic.

@: Due to rounding off percentage may not add up to 100.

#: Net Response (NR) is the difference of percentage of the respondents reporting optimism and that reporting pessimism. The range is -100 to 100. Any value greater than zero indicates expansion/ optimism and any value less than zero indicates contraction/ pessimism.

**Table I2: Assessment and Expectation for Turnover**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	40.7	46.7	12.6	<b>28.1</b>	67.9	27.5	4.6	<b>63.3</b>
Q4:21-22	45.0	31.3	23.8	<b>21.3</b>	73.3	20.0	6.7	<b>66.7</b>
Q1:22-23	37.2	30.2	32.6	<b>4.7</b>	51.3	37.5	11.3	<b>40.0</b>
Q2:22-23	45.5	40.7	13.8	<b>31.7</b>	43.0	46.1	10.9	<b>32.0</b>
Q3:22-23	52.6	40.2	7.2	<b>45.4</b>	56.1	35.0	8.9	<b>47.2</b>
Q4:22-23					55.8	37.2	7.0	<b>48.8</b>

'Increase' in Turnover is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I3: Assessment and Expectation for Full-time Employees**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	20.1	72.4	7.5	<b>12.7</b>	50.0	45.8	4.2	<b>45.8</b>
Q4:21-22	12.5	80.0	7.5	<b>5.0</b>	54.5	39.6	6.0	<b>48.5</b>
Q1:22-23	22.7	62.5	14.8	<b>7.8</b>	23.1	71.8	5.1	<b>17.9</b>
Q2:22-23	31.5	60.5	8.1	<b>23.4</b>	20.6	74.6	4.8	<b>15.9</b>
Q3:22-23	51.2	42.3	6.5	<b>44.7</b>	36.4	57.0	6.6	<b>29.8</b>
Q4:22-23					52.4	40.7	6.9	<b>45.5</b>

'Increase' in Full-time Employees is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I4: Assessment and Expectation for Part-time Employees**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	24.5	74.5	1.0	<b>23.5</b>	69.3	28.8	2.0	<b>67.3</b>
Q4:21-22	4.4	88.9	6.7	<b>-2.2</b>	73.2	24.7	2.1	<b>71.1</b>
Q1:22-23	17.2	75.9	6.9	<b>10.3</b>	20.5	75.0	4.5	<b>15.9</b>
Q2:22-23	19.7	71.3	9.0	<b>10.7</b>	21.8	72.7	5.5	<b>16.4</b>
Q3:22-23	50.3	43.2	6.5	<b>43.8</b>	24.6	68.6	6.8	<b>17.8</b>
Q4:22-23					52.1	41.7	6.2	<b>45.9</b>

'Increase' in Part-time Employees is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I5: Assessment and Expectation for Availability of Finance**

(Percentage responses)

Quarter	Assessment				Expectation			
	Improve	No Change	Worsen	Net response	Improve	No Change	Worsen	Net response
Q3:21-22	27.6	62.7	9.7	<b>17.9</b>	56.1	39.7	4.2	<b>51.9</b>
Q4:21-22	31.3	46.3	22.5	<b>8.8</b>	66.4	29.1	4.5	<b>61.9</b>
Q1:22-23	29.5	49.6	20.9	<b>8.5</b>	28.8	67.5	3.8	<b>25.0</b>
Q2:22-23	30.9	60.2	8.9	<b>22.0</b>	33.9	59.8	6.3	<b>27.6</b>
Q3:22-23	50.5	43.7	5.8	<b>44.7</b>	43.4	50.8	5.7	<b>37.7</b>
Q4:22-23					52.2	41.9	5.8	<b>46.4</b>

'Improve' in Availability of Finance is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I6: Assessment and Expectation for Cost of Finance**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	24.2	71.9	3.9	<b>-20.3</b>	49.8	47.7	2.6	<b>-47.2</b>
Q4:21-22	27.4	67.1	5.5	<b>-21.9</b>	59.4	38.3	2.3	<b>-57.0</b>
Q1:22-23	43.0	51.2	5.8	<b>-37.2</b>	26.8	71.8	1.4	<b>-25.4</b>
Q2:22-23	43.8	48.8	7.4	<b>-36.4</b>	39.8	58.5	1.7	<b>-38.1</b>
Q3:22-23	51.0	42.8	6.2	<b>-44.9</b>	47.5	46.7	5.8	<b>-41.7</b>
Q4:22-23					49.7	44.5	5.8	<b>-43.8</b>

'Decrease' in Cost of Finance is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I7: Assessment and Expectation for Salary/Wages**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	22.4	73.9	3.7	<b>-18.7</b>	51.3	46.2	2.5	<b>-48.7</b>
Q4:21-22	23.8	72.5	3.8	<b>-20.0</b>	59.0	41.0	0.0	<b>-59.0</b>
Q1:22-23	38.5	55.4	6.2	<b>-32.3</b>	38.8	60.0	1.3	<b>-37.5</b>
Q2:22-23	31.1	64.8	4.1	<b>-27.0</b>	20.8	76.9	2.3	<b>-18.5</b>
Q3:22-23	56.3	39.2	4.4	<b>-51.9</b>	35.0	62.4	2.6	<b>-32.5</b>
Q4:22-23					50.5	43.6	5.8	<b>-44.7</b>

'Decrease' in Salary/Wages is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I8: Assessment and Expectation for Cost of Inputs**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	53.8	46.2	0.0	<b>-53.8</b>	76.5	23.0	0.4	<b>-76.1</b>
Q4:21-22	77.5	19.7	2.8	<b>-74.6</b>	83.1	15.4	1.5	<b>-81.5</b>
Q1:22-23	79.5	19.7	0.8	<b>-78.7</b>	80.3	18.3	1.4	<b>-78.9</b>
Q2:22-23	50.0	44.2	5.8	<b>-44.2</b>	76.0	23.1	0.8	<b>-75.2</b>
Q3:22-23	52.2	41.6	6.2	<b>-46.0</b>	53.0	42.7	4.3	<b>-48.7</b>
Q4:22-23					55.3	37.8	6.9	<b>-48.5</b>

'Decrease' in Cost of Inputs is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I9: Assessment and Expectation for Selling Price**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	27.0	67.6	5.4	<b>21.6</b>	59.9	38.1	2.0	<b>57.9</b>
Q4:21-22	21.4	73.2	5.4	<b>16.1</b>	66.4	32.7	0.9	<b>65.5</b>
Q1:22-23	32.2	54.0	13.8	<b>18.4</b>	25.0	73.2	1.8	<b>23.2</b>
Q2:22-23	27.5	60.0	12.5	<b>15.0</b>	34.1	62.4	3.5	<b>30.6</b>
Q3:22-23	51.4	41.8	6.8	<b>44.5</b>	32.2	62.6	5.2	<b>27.0</b>
Q4:22-23					50.3	43.1	6.6	<b>43.8</b>

'Increase' in Selling Price is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I10: Assessment and Expectation for Profit Margin**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	26.5	52.9	20.6	<b>5.9</b>	49.8	43.5	6.7	<b>43.1</b>
Q4:21-22	19.0	35.4	45.6	<b>-26.6</b>	57.4	33.1	9.6	<b>47.8</b>
Q1:22-23	13.8	34.6	51.5	<b>-37.7</b>	27.8	57.0	15.2	<b>12.7</b>
Q2:22-23	22.0	54.5	23.6	<b>-1.6</b>	22.5	62.0	15.5	<b>7.0</b>
Q3:22-23	52.2	40.1	7.6	<b>44.6</b>	34.7	47.1	18.2	<b>16.5</b>
Q4:22-23					52.8	39.6	7.6	<b>45.1</b>

'Increase' in Profit Margin is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I11: Assessment and Expectation for Inventories**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	26.3	69.3	4.4	<b>21.9</b>	58.6	36.5	5.0	<b>53.6</b>
Q4:21-22	19.1	74.5	6.4	<b>12.8</b>	64.9	31.6	3.5	<b>61.4</b>
Q1:22-23	20.9	70.1	9.0	<b>11.9</b>	24.4	71.1	4.4	<b>20.0</b>
Q2:22-23	36.4	55.9	7.6	<b>28.8</b>	25.8	71.2	3.0	<b>22.7</b>
Q3:22-23	52.4	41.0	6.6	<b>45.9</b>	45.8	47.5	6.8	<b>39.0</b>
Q4:22-23					53.6	39.2	7.2	<b>46.4</b>

'Increase' in Inventories is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I12: Assessment and Expectation for Technical/Service Capacity** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	27.5	71.4	1.1	<b>26.4</b>	82.1	16.4	1.5	<b>80.6</b>
Q4:21-22	28.6	60.7	10.7	<b>17.9</b>	76.7	22.2	1.1	<b>75.6</b>
Q1:22-23	23.5	73.5	2.9	<b>20.6</b>	32.1	64.3	3.6	<b>28.6</b>
Q2:22-23	25.5	68.2	6.4	<b>19.1</b>	29.4	67.6	2.9	<b>26.5</b>
Q3:22-23	50.2	43.9	6.0	<b>44.2</b>	27.7	70.5	1.8	<b>25.9</b>
Q4:22-23					50.5	43.5	6.0	<b>44.6</b>

'Increase' in Technical/Service Capacity is optimistic. Footnotes @ and # given in Table 1 are applicable here.

**Table I13: Assessment and Expectation for Physical Investment** (Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q3:21-22	30.1	68.8	1.1	<b>29.0</b>	73.6	23.6	2.8	<b>70.8</b>
Q4:21-22	17.2	75.9	6.9	<b>10.3</b>	77.4	20.4	2.2	<b>75.3</b>
Q1:22-23	27.0	67.6	5.4	<b>21.6</b>	24.1	69.0	6.9	<b>17.2</b>
Q2:22-23	22.0	72.5	5.5	<b>16.5</b>	38.9	58.3	2.8	<b>36.1</b>
Q3:22-23	49.7	44.1	6.3	<b>43.4</b>	26.9	70.4	2.8	<b>24.1</b>
Q4:22-23					49.8	43.6	6.6	<b>43.2</b>

'Increase' in Physical Investment is optimistic. Footnotes @ and # given in Table 1 are applicable here.