

Services and Infrastructure Outlook Survey for Q2:2023-24

Today, the Reserve Bank released the results of 38th round of its quarterly Services and Infrastructure Outlook Survey (SIOS) conducted during Q2:2023-24. This forward-looking survey¹ captures qualitative assessment and expectations of Indian companies engaged 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, 685 companies provided their assessment for Q2:2023-24 and expectations for Q3:2023-24 as well as outlook on key parameters for the subsequent two quarters.

Highlights:

A. Services Sector

Assessment for Q2:2023-24

- Service sector firms retained their positive assessment about their overall business situation, turnover and employment position in Q2:2023-24 with somewhat lower sanguinity *vis-à-vis* the previous quarter (Chart 1 and Table A).
- Pressures emanating from cost of finance, input prices and wages witnessed some moderation during Q2:2023-24.
- Service sector firms assessed subdued rise in selling prices and profit margins during Q2:2023-24.

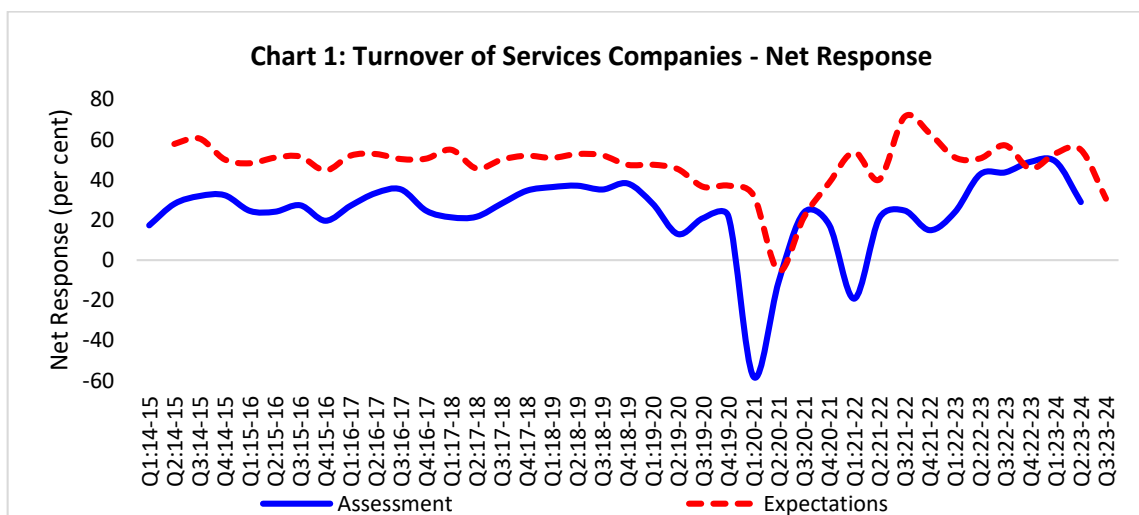
Expectations for Q3:2023-24

- Respondents remain optimistic about overall business situation, turnover, and employment conditions in Q3:2023-24, though their optimism was lower *vis-à-vis* the previous quarter (Chart 1 and Table A).
- Pressures from wage bill, input cost and cost of finance are likely to ease but service firms are less optimistic for selling price and profit margin in Q3:2023-24.

Expectations for Q4:2023-24 and Q1:2024-25

- Overall business situation is expected to improve further till Q1:2024-25 with positive sentiments on turnover and employment (Table C).
- Service sector firms expect lower input cost pressures and selling price growth in sync with it.

¹ 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 [August 10, 2023](#).



B. Infrastructure Sector

Assessment for Q2:2023-24

- Infrastructure companies remained positive on overall business situation as well as their turnover, though their assessment was a shade lower when compared to the previous round of the survey (Chart 2 and Table B).
- Enterprises gauged higher cost pressures stemming from input costs and cost of finance; however, pressures from salary outgo are assessed to have declined marginally.
- Respondents assessed lower growth in their selling prices and moderation in profit margin for the third successive quarter.

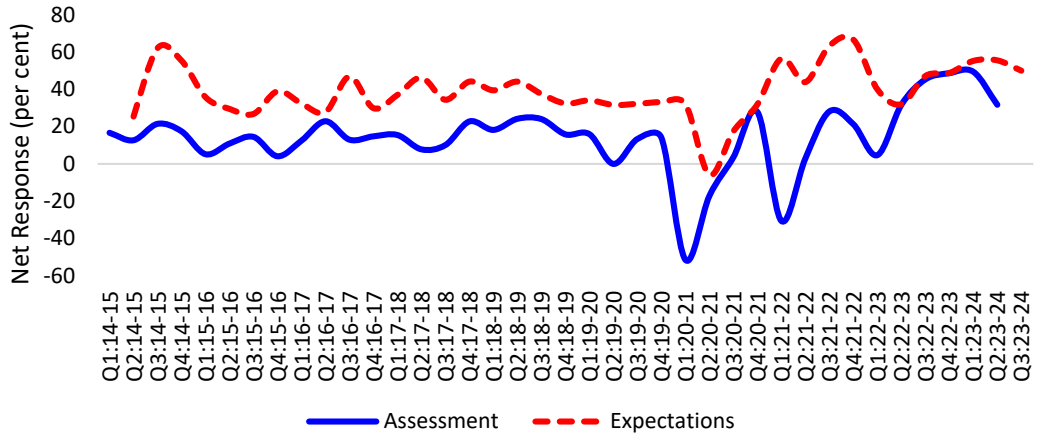
Expectations for Q3:2023-24

- Infrastructure firms remain highly confident on overall business conditions and turnover (Chart 2 and Table B).
- Both selling price and profit margin are expected to rise in Q3:2023-24, though the optimism is somewhat lower when compared to the previous survey round.

Expectations for Q4:2023-24 and Q1:2024-25

- Infrastructure firms remain optimistic on overall business situation and their own turnover; they also expect rise in input costs and selling prices up to Q1:2024-25 (Table D).
- Respondents remain optimistic on employment situation in the ensuing quarters.

Chart 2: Turnover of Infrastructure Companies -Net Response



Summary of Net Responses² on Survey Parameters

Table A: Services Sector				
(per cent)				
Parameters	Assessment period		Expectations period	
	Q1:2023-24	Q2:2023-24	Q2:2023-24	Q3:2023-24
Overall Business Situation	42.0	34.4	56.0	43.1
Turnover	49.0	28.9	54.9	30.5
Full-time Employees	27.9	17.3	42.0	16.5
Part-time Employees	21.0	6.2	31.4	14.4
Availability of Finance	19.7	18.0	36.0	24.2
Cost of Finance	-33.7	-30.1	-33.7	-26.6
Salary & Wages	-43.2	-39.2	-44.8	-29.5
Cost of Inputs	-35.7	-28.1	-40.9	-22.2
Selling Price	17.4	6.5	32.7	14.2
Profit Margin	4.9	4.3	41.2	13.8
Inventories	19.6	16.5	34.8	22.9
Technical/Service Capacity	25.1	25.3	49.8	40.0
Physical Investment	20.7	27.6	41.5	22.3

Table B: Infrastructure Sector				
(per cent)				
Parameters	Assessment period		Expectations period	
	Q1:2023-24	Q2:2023-24	Q2:2023-24	Q3:2023-24
Overall Business Situation	48.4	29.8	56.0	64.4
Turnover	49.5	31.7	55.6	50.0
Full-time Employees	33.3	16.3	46.7	39.4
Part-time Employees	37.0	31.0	47.2	55.2
Availability of Finance	12.2	26.0	45.6	42.7
Cost of Finance	-42.4	-44.8	-41.7	-54.2
Salary & Wages	-37.4	-35.9	-47.8	-39.2
Cost of Inputs	-43.2	-45.1	-46.6	-45.0
Selling Price	22.0	20.7	41.0	38.0
Profit Margin	12.2	7.8	40.4	31.4
Inventories	15.0	36.8	33.3	57.9
Technical/Service Capacity	31.0	36.2	51.2	66.7
Physical Investment	27.1	34.2	33.8	46.8

² 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)

Table C: Services Sector				
Parameter	Round 37	Round 38		
	Q2:2023-24	Q3:2023-24	Q4:2023-24	Q1:2024-25
Overall Business Situation	56.0	43.1	39.5	39.6
Turnover	54.9	30.5	39.2	37.6
Full-time Employees	42.0	16.5	29.1	29.4
Part-time Employees	31.4	14.4	33.4	33.1
Cost of Inputs	-40.9	-22.2	-28.5	-29.3
Selling Price	32.7	14.2	25.7	25.4

Table D: Infrastructure Sector				
Parameter	Round 37	Round 38		
	Q2:2023-24	Q3:2023-24	Q4:2023-24	Q1:2024-25
Overall Business Situation	56.0	64.4	51.0	49.0
Turnover	55.6	50.0	52.9	49.0
Full-time Employees	46.7	39.4	41.2	42.2
Part-time Employees	47.2	55.2	60.7	62.5
Cost of Inputs	-46.6	-45.0	-41.8	-41.8
Selling Price	41.0	38.0	38.7	39.1

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

Services Sector

Table S1: Assessment and Expectation for Overall Business Situation (Percentage responses)[@]

Quarter	Assessment				Expectation			
	Better	No Change	Worse	Net response [#]	Better	No Change	Worse	Net response
Q2:22-23	45.9	48.7	5.4	40.5	59.6	36.7	3.7	55.9
Q3:22-23	52.4	43.3	4.3	48.1	57.4	38.1	4.4	53.0
Q4:22-23	59.8	30.0	10.3	49.5	55.0	40.0	5.0	50.1
Q1:23-24	55.0	32.0	13.0	42.0	64.2	27.4	8.4	55.8
Q2:23-24	48.4	37.7	14.0	34.4	62.3	31.3	6.4	56.0
Q3:23-24					51.0	41.2	7.8	43.1

'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
Q2:22-23	51.2	40.3	8.5	42.7	54.6	41.4	4.0	50.6
Q3:22-23	49.2	45.2	5.5	43.7	61.6	34.0	4.4	57.1
Q4:22-23	57.4	34.0	8.5	48.9	51.5	42.5	6.0	45.5
Q1:23-24	59.4	30.2	10.4	49.0	60.0	33.1	6.9	53.1
Q2:23-24	43.8	41.3	14.9	28.9	59.3	36.3	4.4	54.9
Q3:23-24					40.3	49.9	9.8	30.5

'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
Q2:22-23	35.6	57.7	6.7	28.9	29.1	67.8	3.1	26.0
Q3:22-23	42.9	52.5	4.6	38.4	38.4	55.9	5.8	32.6
Q4:22-23	45.1	48.0	7.0	38.1	47.1	48.0	4.8	42.3
Q1:23-24	40.1	47.8	12.1	27.9	47.8	45.9	6.3	41.6
Q2:23-24	34.3	48.7	17.0	17.3	44.7	52.6	2.7	42.0
Q3:23-24					26.4	63.7	9.9	16.5

'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
Q2:22-23	22.2	71.8	6.0	16.2	29.0	64.5	6.6	22.4
Q3:22-23	40.1	54.8	5.1	34.9	27.8	67.3	5.0	22.8
Q4:22-23	36.2	58.5	5.3	30.9	41.8	53.1	5.1	36.7
Q1:23-24	30.9	59.1	9.9	21.0	35.3	60.6	4.2	31.1
Q2:23-24	24.4	57.5	18.1	6.2	36.7	57.9	5.3	31.4
Q3:23-24					31.0	52.3	16.7	14.4

'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
Q2:22-23	26.9	65.8	7.3	19.6	33.2	61.7	5.1	28.2
Q3:22-23	42.1	53.4	4.6	37.5	32.9	61.0	6.2	26.7
Q4:22-23	34.9	61.6	3.6	31.3	42.3	52.4	5.4	36.9
Q1:23-24	29.3	61.2	9.5	19.7	36.0	61.4	2.6	33.4
Q2:23-24	30.6	56.8	12.6	18.0	39.5	57.0	3.5	36.0
Q3:23-24					31.5	61.1	7.3	24.2

'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
Q2:22-23	35.1	59.5	5.4	-29.7	31.5	66.0	2.5	-29.1
Q3:22-23	40.7	54.7	4.6	-36.1	39.7	57.1	3.2	-36.5
Q4:22-23	36.7	60.1	3.2	-33.5	41.6	53.2	5.2	-36.5
Q1:23-24	42.1	49.6	8.3	-33.7	35.4	62.0	2.6	-32.8
Q2:23-24	39.0	52.1	8.9	-30.1	38.1	57.6	4.3	-33.7
Q3:23-24					32.8	61.0	6.2	-26.6

'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
Q2:22-23	46.1	51.0	2.9	-43.3	28.4	70.5	1.1	-27.3
Q3:22-23	47.9	48.4	3.7	-44.2	42.4	56.0	1.6	-40.9
Q4:22-23	47.6	48.4	3.9	-43.7	43.3	52.1	4.6	-38.7
Q1:23-24	48.8	45.6	5.6	-43.2	45.9	46.7	7.5	-38.4
Q2:23-24	44.5	50.3	5.3	-39.2	46.4	52.0	1.6	-44.8
Q3:23-24					33.6	62.3	4.1	-29.5

'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
Q2:22-23	46.0	50.3	3.6	-42.4	62.0	36.1	1.9	-60.2
Q3:22-23	46.1	49.2	4.7	-41.4	49.4	45.6	4.9	-44.5
Q4:22-23	41.9	53.4	4.7	-37.2	50.1	44.5	5.3	-44.8
Q1:23-24	45.2	45.4	9.5	-35.7	43.8	53.6	2.7	-41.1
Q2:23-24	39.1	49.9	11.0	-28.1	47.0	46.8	6.1	-40.9
Q3:23-24					32.1	57.9	9.9	-22.2

'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
Q2:22-23	19.1	74.9	5.9	13.2	33.3	63.1	3.6	29.8
Q3:22-23	40.8	54.4	4.8	36.0	25.7	68.3	6.1	19.6
Q4:22-23	34.4	62.2	3.5	30.9	38.9	55.6	5.5	33.4
Q1:23-24	28.8	59.8	11.4	17.4	35.7	60.0	4.3	31.3
Q2:23-24	21.9	62.7	15.4	6.5	39.5	53.7	6.8	32.7
Q3:23-24					26.4	61.5	12.1	14.2

'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
Q2:22-23	21.9	58.3	19.9	2.0	30.1	58.1	11.8	18.3
Q3:22-23	41.9	52.0	6.1	35.8	36.3	54.3	9.5	26.8
Q4:22-23	43.6	46.7	9.7	33.9	44.8	49.7	5.4	39.4
Q1:23-24	26.3	52.3	21.4	4.9	48.4	42.3	9.3	39.1
Q2:23-24	26.3	51.8	22.0	4.3	50.3	40.6	9.1	41.2
Q3:23-24					27.3	59.2	13.5	13.8

'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
Q2:22-23	33.7	62.7	3.6	30.1	27.5	68.9	3.6	24.0
Q3:22-23	48.3	46.9	4.8	43.5	40.5	56.8	2.7	37.8
Q4:22-23	38.1	58.1	3.8	34.2	48.8	46.0	5.2	43.5
Q1:23-24	30.4	58.8	10.8	19.6	38.6	57.7	3.7	34.8
Q2:23-24	30.2	56.2	13.6	16.5	40.3	54.3	5.4	34.8
Q3:23-24					34.5	53.9	11.6	22.9

'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
Q2:22-23	24.0	73.8	2.2	21.8	33.9	63.8	2.3	31.7
Q3:22-23	41.7	53.6	4.7	37.1	29.5	68.8	1.7	27.7
Q4:22-23	36.4	60.9	2.7	33.7	41.5	53.9	4.6	37.0
Q1:23-24	30.0	65.1	4.9	25.1	36.4	61.1	2.5	34.0
Q2:23-24	28.1	69.2	2.7	25.3	51.2	47.5	1.3	49.8
Q3:23-24					41.9	56.3	1.9	40.0

'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
Q2:22-23	21.4	76.7	2.0	19.4	32.5	66.5	1.0	31.5
Q3:22-23	41.3	54.4	4.3	37.0	22.8	75.8	1.5	21.3
Q4:22-23	32.2	65.5	2.3	30.0	41.4	53.9	4.7	36.7
Q1:23-24	26.9	66.8	6.3	20.7	33.0	64.3	2.7	30.3
Q2:23-24	30.7	66.1	3.1	27.6	43.4	54.8	1.8	41.5
Q3:23-24					23.3	75.8	0.9	22.3

'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)[@]

Quarter	Assessment				Expectation			
	Better	No Change	Worse	Net response [#]	Better	No Change	Worse	Net response
Q2:22-23	41.9	46.8	11.3	30.6	53.1	36.9	10.0	43.1
Q3:22-23	55.5	38.0	6.5	49.0	49.2	46.7	4.1	45.1
Q4:22-23	60.9	28.7	10.4	50.4	56.8	37.2	6.0	50.9
Q1:23-24	62.6	23.1	14.3	48.4	60.5	34.2	5.3	55.3
Q2:23-24	44.2	41.3	14.4	29.8	62.6	30.8	6.6	56.0
Q3:23-24					67.3	29.8	2.9	64.4

'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
Q2:22-23	45.5	40.7	13.8	31.7	43.0	46.1	10.9	32.0
Q3:22-23	52.6	40.2	7.2	45.4	56.1	35.0	8.9	47.2
Q4:22-23	60.9	27.0	12.2	48.7	55.8	37.2	7.0	48.8
Q1:23-24	64.8	19.8	15.4	49.5	61.4	32.5	6.1	55.3
Q2:23-24	46.2	39.4	14.4	31.7	61.1	33.3	5.6	55.6
Q3:23-24					53.8	42.3	3.8	50.0

'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
Q2:22-23	31.5	60.5	8.1	23.4	20.6	74.6	4.8	15.9
Q3:22-23	51.2	42.3	6.5	44.7	36.4	57.0	6.6	29.8
Q4:22-23	47.0	47.8	5.2	41.7	52.4	40.7	6.9	45.5
Q1:23-24	46.7	40.0	13.3	33.3	50.9	44.7	4.4	46.5
Q2:23-24	28.8	58.7	12.5	16.3	48.9	48.9	2.2	46.7
Q3:23-24					42.3	54.8	2.9	39.4

'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
Q2:22-23	19.7	71.3	9.0	10.7	21.8	72.7	5.5	16.4
Q3:22-23	50.3	43.2	6.5	43.8	24.6	68.6	6.8	17.8
Q4:22-23	46.4	50.0	3.6	42.9	52.1	41.7	6.2	45.9
Q1:23-24	48.1	40.7	11.1	37.0	43.8	55.4	0.9	42.9
Q2:23-24	37.9	55.2	6.9	31.0	50.9	45.3	3.8	47.2
Q3:23-24					60.3	34.5	5.2	55.2

'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
Q2:22-23	30.9	60.2	8.9	22.0	33.9	59.8	6.3	27.6
Q3:22-23	50.5	43.7	5.8	44.7	43.4	50.8	5.7	37.7
Q4:22-23	45.1	49.6	5.3	39.8	52.2	41.9	5.8	46.4
Q1:23-24	28.9	54.4	16.7	12.2	46.8	50.5	2.7	44.1
Q2:23-24	36.5	52.9	10.6	26.0	51.1	43.3	5.6	45.6
Q3:23-24					46.6	49.5	3.9	42.7

'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
Q2:22-23	43.8	48.8	7.4	-36.4	39.8	58.5	1.7	-38.1
Q3:22-23	51.0	42.8	6.2	-44.9	47.5	46.7	5.8	-41.7
Q4:22-23	43.4	49.6	7.1	-36.3	49.7	44.5	5.8	-43.8
Q1:23-24	50.6	41.2	8.2	-42.4	43.8	53.6	2.7	-41.1
Q2:23-24	51.0	42.7	6.3	-44.8	44.0	53.6	2.4	-41.7
Q3:23-24					54.2	45.8	0.0	-54.2

'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
Q2:22-23	31.1	64.8	4.1	-27.0	20.8	76.9	2.3	-18.5
Q3:22-23	56.3	39.2	4.4	-51.9	35.0	62.4	2.6	-32.5
Q4:22-23	47.0	49.6	3.5	-43.5	50.5	43.6	5.8	-44.7
Q1:23-24	40.7	56.0	3.3	-37.4	46.5	50.9	2.6	-43.9
Q2:23-24	42.7	50.5	6.8	-35.9	47.8	52.2	0.0	-47.8
Q3:23-24					41.2	56.9	2.0	-39.2

'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
Q2:22-23	50.0	44.2	5.8	-44.2	76.0	23.1	0.8	-75.2
Q3:22-23	52.2	41.6	6.2	-46.0	53.0	42.7	4.3	-48.7
Q4:22-23	46.9	50.4	2.7	-44.2	55.3	37.8	6.9	-48.5
Q1:23-24	47.7	47.7	4.5	-43.2	49.6	48.7	1.8	-47.8
Q2:23-24	50.0	45.1	4.9	-45.1	51.1	44.3	4.5	-46.6
Q3:23-24					52.0	41.0	7.0	-45.0

'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
Q2:22-23	27.5	60.0	12.5	15.0	34.1	62.4	3.5	30.6
Q3:22-23	51.4	41.8	6.8	44.5	32.2	62.6	5.2	27.0
Q4:22-23	46.8	48.6	4.5	42.3	50.3	43.1	6.6	43.8
Q1:23-24	29.3	63.4	7.3	22.0	43.5	53.7	2.8	40.7
Q2:23-24	33.7	53.3	13.0	20.7	43.4	54.2	2.4	41.0
Q3:23-24					42.4	53.3	4.3	38.0

'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
Q2:22-23	22.0	54.5	23.6	-1.6	22.5	62.0	15.5	7.0
Q3:22-23	52.2	40.1	7.6	44.6	34.7	47.1	18.2	16.5
Q4:22-23	46.0	44.2	9.7	36.3	52.8	39.6	7.6	45.1
Q1:23-24	36.7	38.9	24.4	12.2	47.3	45.5	7.1	40.2
Q2:23-24	24.5	58.8	16.7	7.8	46.1	48.3	5.6	40.4
Q3:23-24					37.3	56.9	5.9	31.4

'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
Q2:22-23	36.4	55.9	7.6	28.8	25.8	71.2	3.0	22.7
Q3:22-23	52.4	41.0	6.6	45.9	45.8	47.5	6.8	39.0
Q4:22-23	48.7	46.0	5.3	43.4	53.6	39.2	7.2	46.4
Q1:23-24	28.3	58.3	13.3	15.0	48.2	50.0	1.8	46.4
Q2:23-24	42.1	52.6	5.3	36.8	36.7	60.0	3.3	33.3
Q3:23-24					60.5	36.8	2.6	57.9

'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
Q2:22-23	25.5	68.2	6.4	19.1	29.4	67.6	2.9	26.5
Q3:22-23	50.2	43.9	6.0	44.2	27.7	70.5	1.8	25.9
Q4:22-23	45.9	50.5	3.7	42.2	50.5	43.5	6.0	44.6
Q1:23-24	35.7	59.5	4.8	31.0	45.0	53.2	1.8	43.1
Q2:23-24	38.3	59.6	2.1	36.2	51.2	48.8	0.0	51.2
Q3:23-24					66.7	33.3	0.0	66.7

'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
Q2:22-23	22.0	72.5	5.5	16.5	38.9	58.3	2.8	36.1
Q3:22-23	49.7	44.1	6.3	43.4	26.9	70.4	2.8	24.1
Q4:22-23	45.9	50.5	3.7	42.2	49.8	43.6	6.6	43.2
Q1:23-24	37.1	52.9	10.0	27.1	43.9	52.3	3.7	40.2
Q2:23-24	38.0	58.2	3.8	34.2	36.8	60.3	2.9	33.8
Q3:23-24					46.8	53.2	0.0	46.8

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