

## Industrial Outlook Survey of the Manufacturing Sector for Q2:2021-22

Today, the Reserve Bank released the results of the 95<sup>th</sup> round of the Industrial Outlook Survey (IOS). The survey encapsulates qualitative assessment of the business climate by Indian manufacturing companies for Q2:2021-22 and their expectations for Q3:2021-22<sup>1</sup>. In all, 1414 companies responded in this round of the survey conducted during July-September 2021. Owing to uncertainty driven by the COVID-19 pandemic, an additional block was included in this round of the survey for assessing the outlook on key parameters for two quarters ahead as well as three quarters ahead.

### Highlights:

#### A. Assessment for Q2: 2021-22

- Manufacturing companies assessed a rebound in demand conditions based on production, order books and employment conditions during Q2:2021-22 after the contraction witnessed in Q1:2021-22 in the wake of second wave of the pandemic (Table A).
- Capacity utilisation improved in Q2:2021-22 after a decline in the previous quarter.
- Sentiments on financial situation improved substantially and optimism prevailed on availability of finance from all three sources (*viz.*, internal accruals, banks and overseas).
- Manufacturers perceived higher cost burdens stemming from input costs, cost of finance and salary outgo; they also assessed that a rise in selling prices would aid a recovery in profit margins.
- The business assessment index (BAI)<sup>2</sup> surged to 116.7 in Q2:2021-22 from 89.7 in the previous quarter, reflecting improvement in overall business sentiments in the Indian manufacturing sector (Chart 1).

#### B. Expectations for Q3: 2021-22

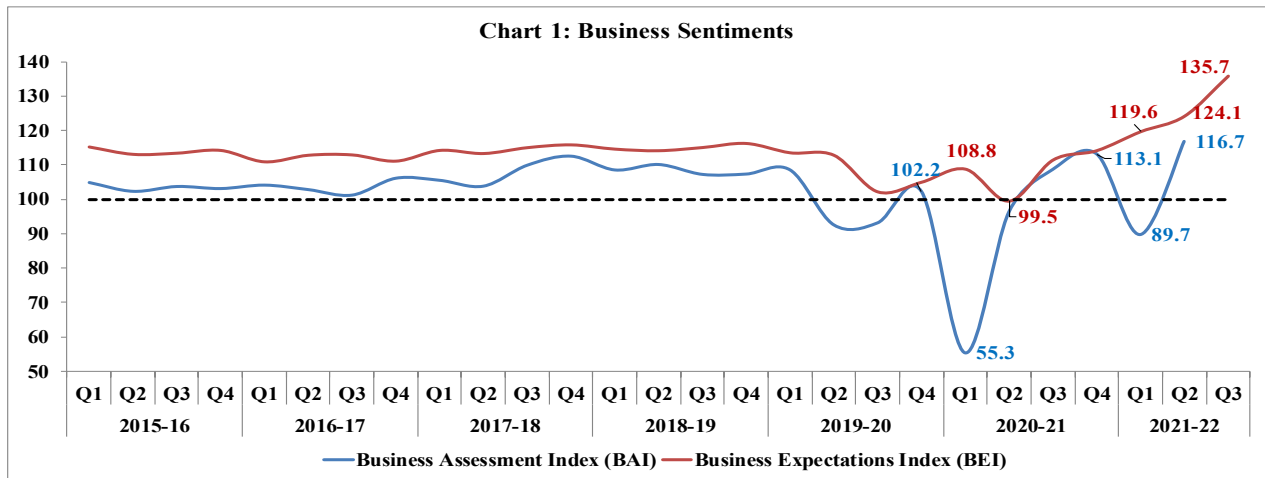
- Production volumes, new orders and job landscape are expected to expand further in Q3:2021-22.
- Manufacturers expect extended improvements in their capacity utilisation and overall financial situation.

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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 [August 6, 2021](#). This round of the survey was launched on [July 20, 2021](#) and results were compiled with data received till September 24, 2021.

<sup>2</sup> For each survey round, two indices are computed – one based on assessment [*viz.*, Business Assessment Index (BAI)] and another based on expectations [*viz.*, Business Expectations Index (BEI)]. Each index is a composite indicator calculated as a simple average of nine business parameters, where each parameter is derived as a weighted net response, weights being the share of industry groups in gross value added (GVA). The nine parameters considered are: (1) overall business situation; (2) production; (3) order books; (4) inventory of raw material; (5) inventory of finished goods; (6) profit margins; (7) employment; (8) exports; and (9) capacity utilisation. BAI/BEI gives a snapshot of the business outlook in every quarter and takes values between 0 and 200, with 100 being the threshold separating expansion from contraction.

- Input cost pressures are likely to amplify in Q3:2021-22; selling prices and profit margins are expected to rise.
- The business expectations index (BEI) surged further to 135.7 in Q3:2021-22 from 124.1 in the previous quarter (Chart 1).



### C. Expectations for Q4:2021-22 and Q1:2022-23

- Manufacturers perceive sequential improvements in production volume, order books, capacity utilisation, employment and overall business situation till Q1:2022-23 (Table B).
- Respondents expect input cost pressures to continue, *albeit* with marginal easing, and selling prices to harden.

**Table A: Summary of Net responses<sup>3</sup> on Survey Parameters** (per cent)

Parameters	Assessment period		Expectation period	
	Q1:2021-22	Q2:2021-22	Q1:2021-22	Q3:2021-22
Production	-25.9	33.8	52.0	71.5
Order Books	-16.4	34.7	50.4	70.3
Pending Orders	10.0	-1.6	-3.7	-4.1
Capacity Utilisation	-26.1	28.8	45.4	65.2
Inventory of Raw Materials	-0.3	-14.7	-17.5	-29.4
Inventory of Finished Goods	-4.2	-14.9	-19.4	-30.7
Exports	-7.8	31.5	43.6	64.3
Imports	1.7	30.2	42.8	60.4
Employment	-3.5	24.9	26.1	50.9
Financial Situation (Overall)	-12.7	32.8	48.2	68.6
Availability of Finance (from internal accruals)	-4.3	28.5	38.6	61.9
Availability of Finance (from banks & other sources)	-2.4	28.3	35.5	58.7
Availability of Finance (from overseas, if applicable)	1.6	31.5	42.7	65.9
Cost of Finance	-4.5	-28.6	-31.5	-55.8
Cost of Raw Material	-52.3	-61.0	-54.9	-75.2
Salary/ Other Remuneration	-19.9	-31.3	-31.6	-50.4
Selling Price	19.6	38.2	28.2	57.4
Profit Margin	-32.2	9.4	32.7	51.7
Overall Business Situation	-20.6	34.0	52.4	70.3

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

**Table B: Business Expectations of Select Parameters for extended period – Net response**  
(per cent)

Parameters	Round 94	Round 95		
	Q2:2021-22	Q3:2021-22	Q4:2021-22	Q1:2022-23
Overall Business Situation	52.4	70.3	78.4	76.9
Production	52.0	71.5	77.4	75.4
Order Books	50.4	70.3	76.9	75.9
Capacity Utilisation	45.4	65.2	74.8	73.0
Employment	26.1	50.9	65.8	54.7
Cost of Raw Materials	-54.9	-75.2	-74.2	-70.3
Selling Prices	28.2	57.4	69.3	56.4

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<sup>3</sup> Net Response (NR) is the difference between the percentage of respondents reporting optimism and those reporting pessimism. It ranges between -100 to 100. Any value greater than zero indicates expansion/optimism and any value less than zero indicates contraction/pessimism. In other words,  $NR = (I - D)$ , where, I is the percentage response of 'Increase/optimism', and 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 production is optimism whereas decrease in cost of raw material is optimism.

**Table 1: Assessment and Expectations for Production**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	42.4	32.1	25.5	<b>10.3</b>	41.4	30.2	28.5	<b>11.2</b>
Q3:2020-21	1,011	46.6	19.4	34.0	<b>27.2</b>	43.4	16.9	39.7	<b>26.4</b>
Q4:2020-21	967	48.9	12.6	38.5	<b>36.3</b>	43.7	12.2	44.0	<b>31.5</b>
Q1:2021-22	1,281	16.5	42.3	41.2	<b>-25.9</b>	53.3	9.7	37.0	<b>43.7</b>
Q2:2021-22	1,414	44.5	10.7	44.8	<b>33.8</b>	58.8	6.8	34.3	<b>52.0</b>
Q3:2021-22						75.3	3.8	20.9	<b>71.5</b>

'Increase' in production is optimistic.

Note: The sum of components may not add up to total due to rounding off (This is applicable for all tables).

**Table 2: Assessment and Expectations for Order Books**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	37.2	31.3	31.5	<b>5.9</b>	36.4	28.4	35.3	<b>8.0</b>
Q3:2020-21	1,011	40.3	19.8	40.0	<b>20.5</b>	39.2	18.6	42.2	<b>20.6</b>
Q4:2020-21	967	46.4	13.3	40.3	<b>33.1</b>	41.1	13.7	45.2	<b>27.3</b>
Q1:2021-22	1,281	20.0	36.5	43.5	<b>-16.4</b>	51.0	7.8	41.1	<b>43.2</b>
Q2:2021-22	1,414	44.9	10.1	45.0	<b>34.7</b>	56.9	6.5	36.7	<b>50.4</b>
Q3:2021-22						73.9	3.6	22.4	<b>70.3</b>

'Increase' in order books is optimistic.

**Table 3: Assessment and Expectations for Pending Orders**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Above Normal	Below Normal	Normal	Net response	Above Normal	Below Normal	Normal	Net response
Q2:2020-21	959	7.2	30.1	62.7	<b>22.8</b>	5.8	31.8	62.4	<b>26.0</b>
Q3:2020-21	1,011	7.2	19.2	73.6	<b>12.0</b>	7.4	21.5	71.1	<b>14.2</b>
Q4:2020-21	967	13.2	10.2	76.6	<b>-3.0</b>	5.6	14.8	79.7	<b>9.2</b>
Q1:2021-22	1,281	7.4	17.5	75.1	<b>10.0</b>	11.6	9.2	79.3	<b>-2.4</b>
Q2:2021-22	1,414	9.6	8.1	82.3	<b>-1.6</b>	10.8	7.2	82.0	<b>-3.7</b>
Q3:2021-22						8.8	4.8	86.4	<b>-4.1</b>

Pending orders 'Below Normal' is optimistic.

**Table 4: Assessment and Expectations for Capacity Utilisation (Main Product)** (Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	31.8	30.2	37.9	<b>1.6</b>	36.2	28.6	35.2	<b>7.6</b>
Q3:2020-21	1,011	35.3	18.0	46.7	<b>17.3</b>	32.4	15.0	52.6	<b>17.5</b>
Q4:2020-21	967	40.6	11.5	47.9	<b>29.1</b>	34.7	10.6	54.7	<b>24.1</b>
Q1:2021-22	1,281	13.4	39.5	47.1	<b>-26.1</b>	45.2	7.3	47.5	<b>38.0</b>
Q2:2021-22	1,414	39.2	10.4	50.4	<b>28.8</b>	51.6	6.2	42.2	<b>45.4</b>
Q3:2021-22						68.3	3.1	28.5	<b>65.2</b>

'Increase' in capacity utilisation is optimistic.

**Table 5: Assessment and Expectations for Level of CU (compared to the average in last 4 quarters)** (Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Above Normal	Below Normal	Normal	Net response	Above Normal	Below Normal	Normal	Net response
Q2:2020-21	959	5.9	43.4	50.8	<b>-37.5</b>	5.8	39.2	55.0	<b>-33.5</b>
Q3:2020-21	1,011	11.3	23.2	65.5	<b>-12.0</b>	8.3	25.5	66.2	<b>-17.2</b>
Q4:2020-21	967	21.3	12.2	66.5	<b>9.1</b>	11.7	15.3	73.0	<b>-3.6</b>
Q1:2021-22	1,281	5.2	18.4	76.3	<b>-13.2</b>	25.3	8.4	66.2	<b>16.9</b>
Q2:2021-22	1,414	15.4	7.7	76.9	<b>7.8</b>	15.6	7.9	76.5	<b>7.7</b>
Q3:2021-22						30.4	3.7	65.9	<b>26.7</b>

'Above Normal' in Level of capacity utilisation is optimistic.

**Table 6: Assessment and Expectations for Assessment of Production Capacity (with regard to expected demand in next 6 months)** (Percentage responses)

Quarter	Total response	Assessment				Expectations			
		More than adequate	Less than adequate	Adequate	Net response	More than adequate	Less than adequate	Adequate	Net response
Q2:2020-21	959	15.9	17.2	66.9	<b>-1.3</b>	18.7	17.3	64.0	<b>1.3</b>
Q3:2020-21	1,011	14.1	11.2	74.6	<b>2.9</b>	15.9	12.3	71.8	<b>3.5</b>
Q4:2020-21	967	15.5	10.0	74.5	<b>5.5</b>	14.2	9.3	76.5	<b>5.0</b>
Q1:2021-22	1,281	10.8	13.0	76.2	<b>-2.2</b>	20.2	7.3	72.5	<b>12.9</b>
Q2:2021-22	1,414	17.3	7.6	75.1	<b>9.7</b>	28.4	5.8	65.8	<b>22.6</b>
Q3:2021-22						31.0	4.0	65.1	<b>27.0</b>

'More than adequate' in Assessment of Production Capacity is optimistic.

**Table 7: Assessment and Expectations for Exports** (Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	25.3	25.9	48.8	<b>-0.6</b>	23.1	26.9	50.0	<b>-3.8</b>
Q3:2020-21	1,011	22.5	17.9	59.5	<b>4.6</b>	25.1	17.6	57.3	<b>7.5</b>
Q4:2020-21	967	31.6	16.0	52.4	<b>15.5</b>	25.1	12.1	62.7	<b>13.0</b>
Q1:2021-22	1,281	18.3	26.1	55.6	<b>-7.8</b>	38.7	9.0	52.3	<b>29.6</b>
Q2:2021-22	1,414	39.2	7.7	53.0	<b>31.5</b>	49.8	6.2	44.0	<b>43.6</b>
Q3:2021-22						67.3	3.1	29.6	<b>64.3</b>

'Increase' in exports is optimistic.

**Table 8: Assessment and Expectations for Imports**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	18.4	21.2	60.5	<b>-2.8</b>	19.9	21.0	59.1	<b>-1.0</b>
Q3:2020-21	1,011	19.6	13.3	67.2	<b>6.3</b>	17.3	12.4	70.4	<b>4.9</b>
Q4:2020-21	967	25.8	9.3	64.9	<b>16.4</b>	17.7	9.1	73.2	<b>8.5</b>
Q1:2021-22	1,281	18.9	17.1	64.0	<b>1.7</b>	32.6	6.6	60.8	<b>26.1</b>
Q2:2021-22	1,414	36.0	5.8	58.2	<b>30.2</b>	47.3	4.5	48.3	<b>42.8</b>
Q3:2021-22						63.4	2.9	33.7	<b>60.4</b>

'Increase' in imports is optimistic.

**Table 9: Assessment and Expectations for level of Raw Materials Inventory**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Above average	Below average	Average	Net response	Above average	Below average	Average	Net response
Q2:2020-21	959	16.7	10.9	72.3	<b>-5.8</b>	15.5	9.7	74.8	<b>-5.9</b>
Q3:2020-21	1,011	13.1	7.7	79.3	<b>-5.4</b>	11.5	7.4	81.1	<b>-4.2</b>
Q4:2020-21	967	17.5	6.5	76.0	<b>-11.1</b>	12.0	5.3	82.8	<b>-6.7</b>
Q1:2021-22	1,281	11.5	11.2	77.3	<b>-0.3</b>	17.2	5.4	77.4	<b>-11.8</b>
Q2:2021-22	1,414	20.2	5.5	74.4	<b>-14.7</b>	23.7	6.2	70.0	<b>-17.5</b>
Q3:2021-22						33.7	4.4	61.9	<b>-29.4</b>

'Below average' Inventory of raw materials is optimistic.

**Table 10: Assessment and Expectations for level of Finished Goods Inventory**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Above average	Below average	Average	Net response	Above average	Below average	Average	Net response
Q2:2020-21	959	18.9	10.2	70.9	<b>-8.7</b>	17.2	9.5	73.3	<b>-7.6</b>
Q3:2020-21	1,011	12.8	8.1	79.1	<b>-4.6</b>	12.4	7.2	80.4	<b>-5.3</b>
Q4:2020-21	967	15.2	7.5	77.3	<b>-7.6</b>	11.5	5.1	83.4	<b>-6.3</b>
Q1:2021-22	1,281	14.4	10.2	75.4	<b>-4.2</b>	16.4	5.5	78.1	<b>-10.9</b>
Q2:2021-22	1,414	20.0	5.2	74.8	<b>-14.9</b>	25.0	5.6	69.4	<b>-19.4</b>
Q3:2021-22						34.4	3.8	61.8	<b>-30.7</b>

'Below average' Inventory of finished goods is optimistic.

**Table 11: Assessment and Expectations for Employment**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	11.8	21.0	67.2	<b>-9.2</b>	11.0	18.7	70.3	<b>-7.7</b>
Q3:2020-21	1,011	15.5	11.6	73.0	<b>3.9</b>	14.5	12.1	73.3	<b>2.4</b>
Q4:2020-21	967	19.4	8.5	72.1	<b>10.9</b>	14.6	7.3	78.1	<b>7.2</b>
Q1:2021-22	1,281	9.1	12.7	78.2	<b>-3.5</b>	23.5	5.5	71.0	<b>17.9</b>
Q2:2021-22	1,414	29.5	4.6	65.9	<b>24.9</b>	28.6	2.5	69.0	<b>26.1</b>
Q3:2021-22						52.2	1.3	46.5	<b>50.9</b>

'Increase' in employment is optimistic.

**Table 12: Assessment and Expectations for Overall Financial Situation**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Better	Worsen	No change	Net response	Better	Worsen	No change	Net response
Q2:2020-21	959	31.8	23.9	44.3	<b>7.8</b>	34.6	23.2	42.2	<b>11.4</b>
Q3:2020-21	1,011	40.4	12.9	46.7	<b>27.5</b>	36.7	11.4	51.9	<b>25.3</b>
Q4:2020-21	967	43.0	13.6	43.4	<b>29.4</b>	39.2	6.2	54.6	<b>33.0</b>
Q1:2021-22	1,281	17.8	30.6	51.6	<b>-12.7</b>	53.4	6.1	40.5	<b>47.3</b>
Q2:2021-22	1,414	41.7	8.9	49.4	<b>32.8</b>	54.0	5.8	40.2	<b>48.2</b>
Q3:2021-22						71.5	2.9	25.7	<b>68.6</b>

'Better' overall financial situation is optimistic.

**Table 13: Assessment and Expectations for Working Capital Finance Requirement**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	33.3	11.4	55.3	<b>21.9</b>	37.2	11.5	51.3	<b>25.7</b>
Q3:2020-21	1,011	30.7	7.1	62.2	<b>23.7</b>	31.3	6.9	61.8	<b>24.4</b>
Q4:2020-21	967	30.8	7.7	61.4	<b>23.1</b>	28.5	3.7	67.8	<b>24.8</b>
Q1:2021-22	1,281	24.4	14.0	61.7	<b>10.4</b>	37.6	5.2	57.3	<b>32.4</b>
Q2:2021-22	1,414	39.6	4.7	55.7	<b>34.9</b>	44.7	3.0	52.2	<b>41.7</b>
Q3:2021-22						63.3	2.2	34.4	<b>61.1</b>

'Increase' in working capital finance is optimistic.

**Table 14: Assessment and Expectations for Availability of Finance (from Internal Accruals)**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Improve	Worsen	No change	Net response	Improve	Worsen	No change	Net response
Q2:2020-21	959	22.2	18.4	59.5	<b>3.8</b>	22.5	16.1	61.3	<b>6.4</b>
Q3:2020-21	1,011	27.2	9.7	63.1	<b>17.4</b>	24.8	9.7	65.5	<b>15.1</b>
Q4:2020-21	967	33.3	9.6	57.1	<b>23.7</b>	28.3	5.6	66.1	<b>22.8</b>
Q1:2021-22	1,281	13.3	17.6	69.1	<b>-4.3</b>	39.7	5.1	55.2	<b>34.7</b>
Q2:2021-22	1,414	35.3	6.8	57.9	<b>28.5</b>	42.4	3.8	53.7	<b>38.6</b>
Q3:2021-22						64.1	2.1	33.8	<b>61.9</b>

'Improvement' in availability of finance is optimistic.

**Table 15: Assessment and Expectations for Availability of Finance (from banks and other sources)**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Improve	Worsen	No change	Net response	Improve	Worsen	No change	Net response
Q2:2020-21	959	20.3	8.3	71.4	<b>12.0</b>	20.4	9.8	69.8	<b>10.6</b>
Q3:2020-21	1,011	21.0	6.1	72.8	<b>14.9</b>	19.4	5.8	74.8	<b>13.6</b>
Q4:2020-21	967	23.1	6.6	70.3	<b>16.5</b>	19.6	4.3	76.1	<b>15.3</b>
Q1:2021-22	1,281	10.7	13.1	76.1	<b>-2.4</b>	30.0	4.4	65.6	<b>25.6</b>
Q2:2021-22	1,414	33.2	4.9	61.8	<b>28.3</b>	38.4	2.9	58.8	<b>35.5</b>
Q3:2021-22						60.6	1.9	37.5	<b>58.7</b>

'Improvement' in availability of finance is optimistic.

**Table 16: Assessment and Expectations for Availability of Finance (from overseas, if applicable)**  
(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Improve	Worsen	No change	Net response	Improve	Worsen	No change	Net response
Q2:2020-21	959	6.8	7.4	85.7	-0.6	7.9	9.9	82.2	-2.0
Q3:2020-21	1,011	5.8	5.0	89.2	0.8	7.2	6.6	86.1	0.6
Q4:2020-21	967	7.5	4.8	87.7	2.7	7.2	3.4	89.3	3.8
Q1:2021-22	1,281	13.6	12.0	74.5	1.6	16.5	3.1	80.3	13.4
Q2:2021-22	1,414	33.8	2.3	63.9	31.5	44.0	1.3	54.7	42.7
Q3:2021-22						66.5	0.6	32.8	65.9

'Improvement' in availability of finance is optimistic.

**Table 17: Assessment and Expectations for Cost of Finance**  
(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	17.5	14.7	67.7	-2.8	17.6	10.9	71.5	-6.7
Q3:2020-21	1,011	13.3	13.5	73.2	0.2	15.5	8.8	75.7	-6.7
Q4:2020-21	967	16.7	13.3	70.0	-3.4	13.3	8.3	78.4	-5.0
Q1:2021-22	1,281	15.7	11.3	73.0	-4.5	22.2	8.2	69.6	-13.9
Q2:2021-22	1,414	32.5	4.0	63.5	-28.6	34.9	3.3	61.8	-31.5
Q3:2021-22						58.3	2.5	39.3	-55.8

'Decrease' in cost of finance is optimistic.

**Table 18: Assessment and Expectations for Cost of Raw Materials**  
(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	46.1	8.2	45.7	-38.0	37.8	5.7	56.5	-32.0
Q3:2020-21	1,011	55.5	3.9	40.6	-51.6	36.7	4.6	58.7	-32.1
Q4:2020-21	967	71.0	2.0	26.9	-69.0	45.2	2.6	52.2	-42.7
Q1:2021-22	1,281	58.1	5.8	36.1	-52.3	64.9	2.5	32.6	-62.4
Q2:2021-22	1,414	62.5	1.4	36.1	-61.0	56.8	2.0	41.2	-54.9
Q3:2021-22						76.6	1.4	22.1	-75.2

'Decrease' in cost of raw materials is optimistic.

**Table 19: Assessment and Expectations for Salary/Other Remuneration**  
(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	15.7	12.9	71.4	-2.8	16.5	12.5	70.9	-4.0
Q3:2020-21	1,011	20.8	6.8	72.3	-14.0	15.8	6.8	77.4	-9.0
Q4:2020-21	967	21.8	3.1	75.1	-18.7	19.9	3.9	76.2	-16.0
Q1:2021-22	1,281	26.4	6.5	67.1	-19.9	42.7	1.2	56.1	-41.6
Q2:2021-22	1,414	33.1	1.8	65.2	-31.3	32.5	0.9	66.6	-31.6
Q3:2021-22						51.2	0.9	47.9	-50.4

'Decrease' in Salary / other remuneration is optimistic.



**Table 20: Assessment and Expectations for Selling Price**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	13.9	19.7	66.4	<b>-5.8</b>	12.9	18.9	68.1	<b>-6.0</b>
Q3:2020-21	1,011	21.9	12.5	65.6	<b>9.4</b>	12.8	13.0	74.3	<b>-0.2</b>
Q4:2020-21	967	31.3	8.6	60.1	<b>22.7</b>	19.6	8.9	71.5	<b>10.7</b>
Q1:2021-22	1,281	26.9	7.3	65.8	<b>19.6</b>	35.0	5.8	59.1	<b>29.2</b>
Q2:2021-22	1,414	42.0	3.9	54.1	<b>38.2</b>	31.1	2.9	66.0	<b>28.2</b>
Q3:2021-22						59.7	2.3	38.0	<b>57.4</b>

'Increase' in selling price is optimistic.

**Table 21: Assessment and Expectations for Profit Margin**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Increase	Decrease	No change	Net response	Increase	Decrease	No change	Net response
Q2:2020-21	959	15.3	41.8	43.0	<b>-26.5</b>	13.7	40.5	45.8	<b>-26.8</b>
Q3:2020-21	1,011	17.4	29.1	53.5	<b>-11.8</b>	14.7	26.7	58.6	<b>-12.0</b>
Q4:2020-21	967	24.9	22.9	52.1	<b>2.0</b>	17.8	20.1	62.1	<b>-2.4</b>
Q1:2021-22	1,281	11.8	44.0	44.2	<b>-32.2</b>	28.8	17.8	53.4	<b>11.0</b>
Q2:2021-22	1,414	30.0	20.6	49.5	<b>9.4</b>	43.7	11.0	45.3	<b>32.7</b>
Q3:2021-22						59.9	8.2	31.9	<b>51.7</b>

'Increase' in profit margin is optimistic.

**Table 22: Assessment and Expectations for Overall Business Situation**

(Percentage responses)

Quarter	Total response	Assessment				Expectations			
		Better	Worsen	No change	Net response	Better	Worsen	No change	Net response
Q2:2020-21	959	39.6	27.9	32.5	<b>11.8</b>	41.0	25.3	33.6	<b>15.7</b>
Q3:2020-21	1,011	46.7	13.8	39.6	<b>32.9</b>	45.7	12.8	41.6	<b>32.9</b>
Q4:2020-21	967	49.0	12.4	38.6	<b>36.5</b>	48.2	7.6	44.2	<b>40.7</b>
Q1:2021-22	1,281	18.6	39.2	42.3	<b>-20.6</b>	57.7	5.1	37.2	<b>52.5</b>
Q2:2021-22	1,414	43.5	9.5	47.0	<b>34.0</b>	59.9	7.5	32.5	<b>52.4</b>
Q3:2021-22						73.1	2.8	24.1	<b>70.3</b>

'Better' Overall Business Situation is optimistic.

**Table 23: Business Sentiments**

Quarter	Business Assessment Index (BAI)	Business Expectations Index (BEI)
Q2:2020-21	96.2	99.5
Q3:2020-21	108.6	111.4
Q4:2020-21	113.1	114.1
Q1:2021-22	89.7	119.6
Q2:2021-22	116.7	124.1
Q3:2021-22		135.7