

## Services and Infrastructure Outlook Survey for Q2:2022-23

Today, the Reserve Bank released the results of 34<sup>th</sup> round of its quarterly services and infrastructure outlook survey (SIOS) conducted during Q2:2022-23. This forward-looking survey 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<sup>1</sup>, 593 companies provided their assessment for Q2:2022-23 and expectations for Q3:2022-23. Owing to uncertainties, an additional block was included in this round of the survey also for assessing the outlook on key parameters for two more additional quarters.

### **Highlights:**

#### **A. Services Sector**

##### **Assessment for Q2:2022-23**

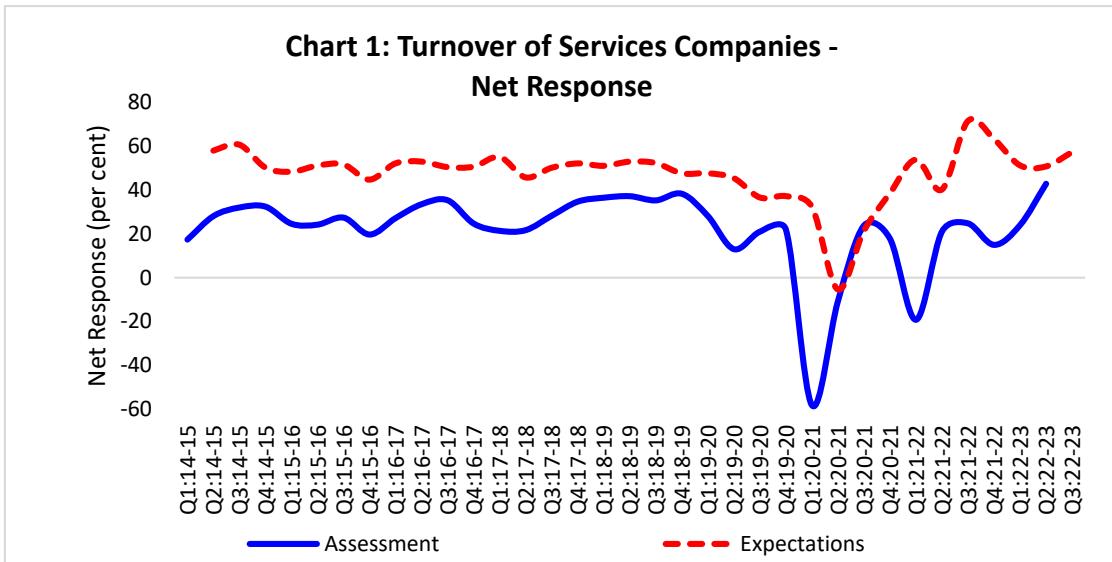
- Services sector enterprises gauged sharp uptick in overall business situation as well as in their turnover during Q2:2022-23 (Chart 1 and Table A).
- Employment situation is perceived to have improved during Q2:2022-23.
- Input cost pressures have been persistent with some easing in Q2:2022-23; sentiments on cost of finance and wages remained elevated.
- Service companies polled for recovery in profit margin during Q2:2022-23.

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

- Respondents expected further improvement in demand conditions during October-December, 2022 as reflected in their optimistic sentiments on turnover, job landscape and overall business situation (Chart 1 and Table A).
- Firms expected lower input cost pressures in Q3:2022-23 but they also envisaged a rise in cost of finance and wages.

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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 05, 2022](#).



### Expectations for Q4:2022-23 and Q1:2023-24

- Demand conditions are expected to strengthen sequentially up to Q1:2023-24 (Table C).
- Turnover and employment conditions are likely to improve in successive quarters till Q1:2023-24.

## B. Infrastructure Sector

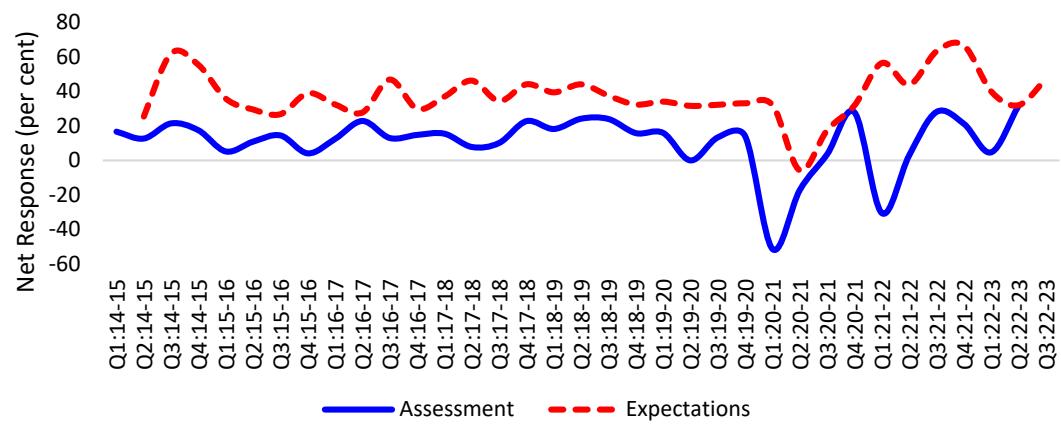
### Assessment for Q2:2022-23

- Overall business situation as well as turnover recorded notable improvement in during Q2:2022-23 (Chart 2 and Table B).
- Infrastructure firms remained upbeat on employment situation as well as availability of finance during the quarter.
- Enterprises gauged sustained pressure stemming from cost of inputs, cost of finance and salary outgo during Q2:2022-23.

### Expectations for Q3:2022-23

- Demand parameters in the infrastructure sector are expected to improve further in Q3:2022-23; sentiments in terms of turnover and job landscape turned more positive (Chart 2 and Table B).
- Respondents expected easing of input cost pressures and lower growth in selling prices.
- Infrastructure sector firms polled for higher profit margin in Q3:2022-23.

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



**Expectations for Q4:2022-23 and Q1:2023-24**

- Overall business situation, turnover and employment conditions are expected to record sequential improvement till Q1:2023-24 (Table D).
- Input cost pressures are likely to continue but pricing power is expected to be relatively lower.

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

Parameters	Table A: Services Sector			
	(per cent)			
Parameters	Assessment period		Expectations period	
	Q1:2022-23	Q2:2022-23	Q2:2022-23	Q3:2022-23
Overall Business Situation	32.2	40.5	55.9	53.0
Turnover	23.9	42.7	50.6	57.1
Full-time Employees	13.8	28.9	26.0	32.6
Part-time Employees	16.3	16.2	22.4	22.8
Availability of Finance	12.0	19.6	28.2	26.7
Cost of Finance	-27.3	-29.7	-29.1	-36.5
Salary & Wages	-35.9	-43.3	-27.3	-40.9
Cost of Inputs	-63.8	-42.4	-60.2	-44.5
Selling Price	23.9	13.2	29.8	19.6
Profit Margin	-12.7	2.0	18.3	26.8
Inventories	17.4	30.1	24.0	37.8
Technical/Service Capacity	23.5	21.8	31.7	27.7
Physical Investment	22.5	19.4	31.5	21.3

Parameters	Table B: Infrastructure Sector			
	(per cent)			
Parameters	Assessment period		Expectations period	
	Q1:2022-23	Q2:2022-23	Q2:2022-23	Q3:2022-23
Overall Business Situation	20.8	30.6	43.1	45.1
Turnover	4.7	31.7	32.0	47.2
Full-time Employees	7.8	23.4	15.9	29.8
Part-time Employees	10.3	10.7	16.4	17.8
Availability of Finance	8.5	22.0	27.6	37.7
Cost of Finance	-37.2	-36.4	-38.1	-41.7
Salary & Wages	-32.3	-27.0	-18.5	-32.5
Cost of Inputs	-78.7	-44.2	-75.2	-48.7
Selling Price	18.4	15.0	30.6	27.0
Profit Margin	-37.7	-1.6	7.0	16.5
Inventories	11.9	28.8	22.7	39.0
Technical/Service Capacity	20.6	19.1	26.5	25.9
Physical Investment	21.6	16.5	36.1	24.1

<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 32</b>	<b>Round 33</b>		
	<b>Q2:2022-23</b>	<b>Q3:2022-23</b>	<b>Q4:2022-23</b>	<b>Q1:2023-24</b>
Overall Business Situation	55.9	53.0	57.4	58.3
Turnover	50.6	57.1	60.4	62.0
Full-time Employees	26.0	32.6	43.2	41.1
Part-time Employees	22.4	22.8	27.8	29.4
Cost of Inputs	-60.2	-44.5	-46.2	-42.9
Selling Price	29.8	19.6	23.8	25.2

<b>Table D: Infrastructure Sector</b>				
<b>Parameter</b>	<b>Round 32</b>	<b>Round 33</b>		
	<b>Q2:2022-23</b>	<b>Q3:2022-23</b>	<b>Q4:2022-23</b>	<b>Q1:2023-24</b>
Overall Business Situation	43.1	45.1	49.2	50.0
Turnover	32.0	47.2	48.8	54.4
Full-time Employees	15.9	29.8	34.7	35.3
Part-time Employees	16.4	17.8	25.0	30.7
Cost of Inputs	-75.2	-48.7	-49.6	-52.6
Selling Price	30.6	27.0	25.4	28.9

**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 <sup>#</sup>	Better	No Change	Worse	Net response
Q2:21-22	38.7	46.8	14.5	<b>24.2</b>	51.9	41.1	6.9	<b>45.0</b>
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					57.4	38.1	4.4	<b>53.0</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
Q2:21-22	38.8	43.4	17.8	<b>21.0</b>	49.0	42.2	8.8	<b>40.1</b>
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					61.6	34.0	4.4	<b>57.1</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
Q2:21-22	26.5	62.7	10.8	<b>15.6</b>	34.4	61.7	3.9	<b>30.5</b>
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					38.4	55.9	5.8	<b>32.6</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
Q2:21-22	25.3	70.7	4.0	21.2	43.2	52.7	4.1	39.1
Q3:21-22	22.6	69.9	7.4	15.2	70.3	27.0	2.7	67.6
Q4:21-22	18.5	70.4	11.1	7.4	57.5	39.7	2.7	54.8
Q1:22-23	25.2	65.9	8.9	16.3	25.0	67.8	7.2	17.8
Q2:22-23	22.2	71.8	6.0	16.2	29.0	64.5	6.6	22.4
Q3:22-23					27.8	67.3	5.0	22.8

'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
Q2:21-22	28.4	57.6	14.0	14.4	40.5	54.4	5.1	35.5
Q3:21-22	25.6	61.1	13.3	12.4	59.8	37.5	2.6	57.2
Q4:21-22	32.2	46.2	21.6	10.5	50.7	45.9	3.4	47.3
Q1:22-23	28.5	54.9	16.5	12.0	33.5	61.3	5.2	28.2
Q2:22-23	26.9	65.8	7.3	19.6	33.2	61.7	5.1	28.2
Q3:22-23					32.9	61.0	6.2	26.7

'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
Q2:21-22	25.8	66.3	7.9	-17.9	41.2	54.7	4.1	-37.2
Q3:21-22	19.5	73.6	6.9	-12.6	56.0	41.2	2.7	-53.3
Q4:21-22	15.5	75.0	9.5	-6.0	43.6	54.0	2.4	-41.2
Q1:22-23	34.4	58.5	7.1	-27.3	17.3	79.9	2.8	-14.5
Q2:22-23	35.1	59.5	5.4	-29.7	31.5	66.0	2.5	-29.1
Q3:22-23					39.7	57.1	3.2	-36.5

'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
Q2:21-22	29.0	63.6	7.4	-21.7	34.8	62.5	2.8	-32.0
Q3:21-22	24.0	69.2	6.8	-17.2	53.4	44.9	1.7	-51.7
Q4:21-22	24.1	71.6	4.3	-19.8	49.6	49.3	1.1	-48.5
Q1:22-23	40.4	55.1	4.5	-35.9	37.0	62.4	0.6	-36.3
Q2:22-23	46.1	51.0	2.9	-43.3	28.4	70.5	1.1	-27.3
Q3:22-23					42.4	56.0	1.6	-40.9

'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
Q2:21-22	44.4	52.8	2.7	-41.7	47.5	50.2	2.3	-45.2
Q3:21-22	47.5	48.5	4.0	-43.5	69.3	30.3	0.4	-68.8
Q4:21-22	63.5	32.9	3.6	-59.9	73.1	26.1	0.8	-72.4
Q1:22-23	67.0	29.9	3.2	-63.8	61.0	36.6	2.3	-58.7
Q2:22-23	46.0	50.3	3.6	-42.4	62.0	36.1	1.9	-60.2
Q3:22-23					49.4	45.6	4.9	-44.5

'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
Q2:21-22	24.2	68.4	7.4	16.8	39.2	58.9	1.9	37.2
Q3:21-22	22.4	68.2	9.4	13.0	62.3	35.6	2.1	60.2
Q4:21-22	24.2	65.7	10.2	14.0	54.1	43.1	2.8	51.4
Q1:22-23	31.9	60.1	8.0	23.9	29.5	65.9	4.6	24.9
Q2:22-23	19.1	74.9	5.9	13.2	33.3	63.1	3.6	29.8
Q3:22-23					25.7	68.3	6.1	19.6

'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
Q2:21-22	22.4	55.7	21.9	0.6	38.6	51.7	9.7	28.9
Q3:21-22	21.2	58.3	20.5	0.7	55.0	38.8	6.2	48.8
Q4:21-22	21.2	46.4	32.4	-11.1	46.5	47.0	6.5	40.1
Q1:22-23	19.0	49.3	31.7	-12.7	28.9	61.3	9.8	19.1
Q2:22-23	21.9	58.3	19.9	2.0	30.1	58.1	11.8	18.3
Q3:22-23					36.3	54.3	9.5	26.8

'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
Q2:21-22	25.5	66.4	8.1	17.4	36.0	60.1	3.9	32.0
Q3:21-22	23.5	69.0	7.5	16.0	62.8	34.8	2.4	60.4
Q4:21-22	18.9	70.6	10.6	8.3	54.9	41.8	3.4	51.5
Q1:22-23	25.4	66.7	8.0	17.4	22.9	72.5	4.7	18.2
Q2:22-23	33.7	62.7	3.6	30.1	27.5	68.9	3.6	24.0
Q3:22-23					40.5	56.8	2.7	37.8

'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
Q2:21-22	29.3	69.3	1.4	<b>27.9</b>	44.4	54.0	1.7	<b>42.7</b>
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					29.5	68.8	1.7	<b>27.7</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
Q2:21-22	27.6	70.8	1.6	<b>26.0</b>	42.8	55.9	1.3	<b>41.5</b>
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					22.8	75.8	1.5	<b>21.3</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)@

Quarter	Assessment				Expectation			
	Better	No Change	Worse	Net response <sup>#</sup>	Better	No Change	Worse	Net response
Q2:21-22	35.0	40.8	24.2	<b>10.8</b>	56.6	37.4	6.0	<b>50.5</b>
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					49.2	46.7	4.1	<b>45.1</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 I2: Assessment and Expectation for Turnover**

(Percentage responses)

Quarter	Assessment				Expectation			
	Increase	No Change	Decrease	Net response	Increase	No Change	Decrease	Net response
Q2:21-22	29.6	43.8	26.7	<b>2.9</b>	51.1	41.8	7.1	<b>43.9</b>
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					56.1	35.0	8.9	<b>47.2</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
Q2:21-22	20.4	61.7	17.9	<b>2.5</b>	36.1	59.9	4.0	<b>32.1</b>
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					36.4	57.0	6.6	<b>29.8</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
Q2:21-22	23.5	72.5	3.9	<b>19.6</b>	52.5	44.2	3.3	<b>49.2</b>
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					24.6	68.6	6.8	<b>17.8</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
Q2:21-22	26.7	52.5	20.8	<b>5.8</b>	44.9	48.5	6.6	<b>38.3</b>
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					43.4	50.8	5.7	<b>37.7</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
Q2:21-22	23.1	65.5	11.3	<b>-11.8</b>	44.6	51.7	3.7	<b>-41.0</b>
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					47.5	46.7	5.8	<b>-41.7</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
Q2:21-22	23.8	65.8	10.4	<b>-13.3</b>	40.7	56.4	2.9	<b>-37.8</b>
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					35.0	62.4	2.6	<b>-32.5</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
Q2:21-22	55.9	42.7	1.3	<b>-54.6</b>	62.4	37.6	0.0	<b>-62.4</b>
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					53.0	42.7	4.3	<b>-48.7</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
Q2:21-22	25.8	62.6	11.6	<b>14.1</b>	51.8	46.8	1.4	<b>50.5</b>
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					32.2	62.6	5.2	<b>27.0</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
Q2:21-22	19.2	51.9	28.9	<b>-9.6</b>	42.3	50.0	7.7	<b>34.7</b>
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					34.7	47.1	18.2	<b>16.5</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
Q2:21-22	25.1	66.1	8.7	<b>16.4</b>	45.2	52.1	2.8	<b>42.4</b>
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					45.8	47.5	6.8	<b>39.0</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
Q2:21-22	29.6	66.7	3.7	<b>25.9</b>	70.3	29.1	0.7	<b>69.6</b>
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					27.7	70.5	1.8	<b>25.9</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
Q2:21-22	28.5	68.8	2.8	<b>25.7</b>	68.8	31.2	0.0	<b>68.8</b>
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					26.9	70.4	2.8	<b>24.1</b>

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