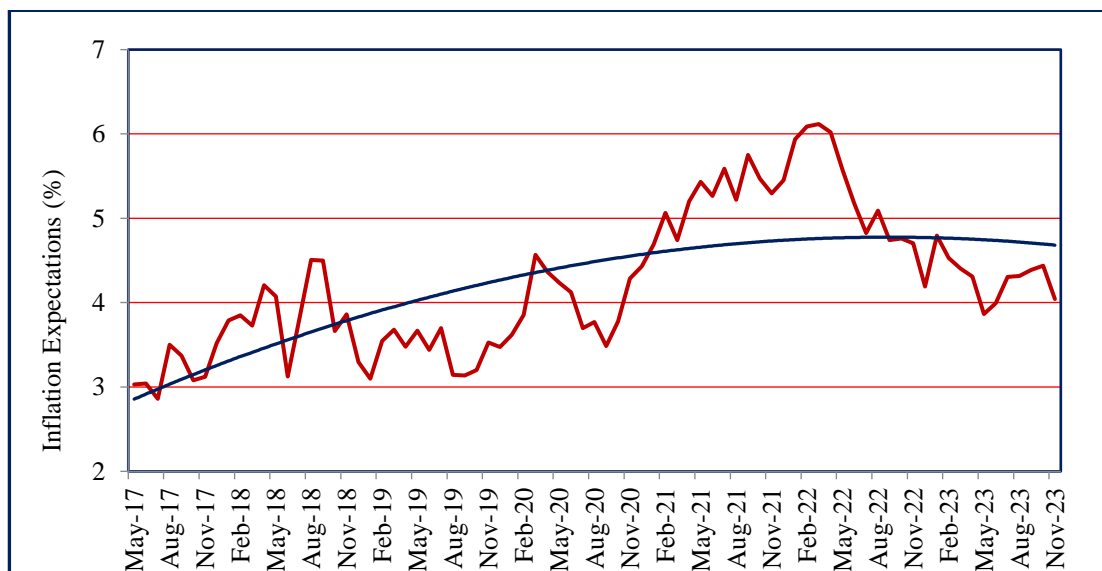


## Business Inflation Expectations Survey (BIES)<sup>1</sup> – November 2023

### A. Inflation expectations

- One year ahead business inflation expectation, as estimated from the mean of individual probability distribution of unit cost increase, declined significantly to 4.04% in November 2023 from 4.44% reported in October 2023. Average inflation expectation of the firms remained anchored around 4.2% for the past six consecutive months. The trajectory of one year ahead business inflation expectations is presented in Chart 1.
- The uncertainty of business inflation expectations in November 2023, as captured by the square root of the average variance of the individual probability distribution of unit cost increase, has increased to 2.0% from 1.9% reported in October 2023.

**Chart 1: One year ahead business inflation expectations (%)**



### B. Costs

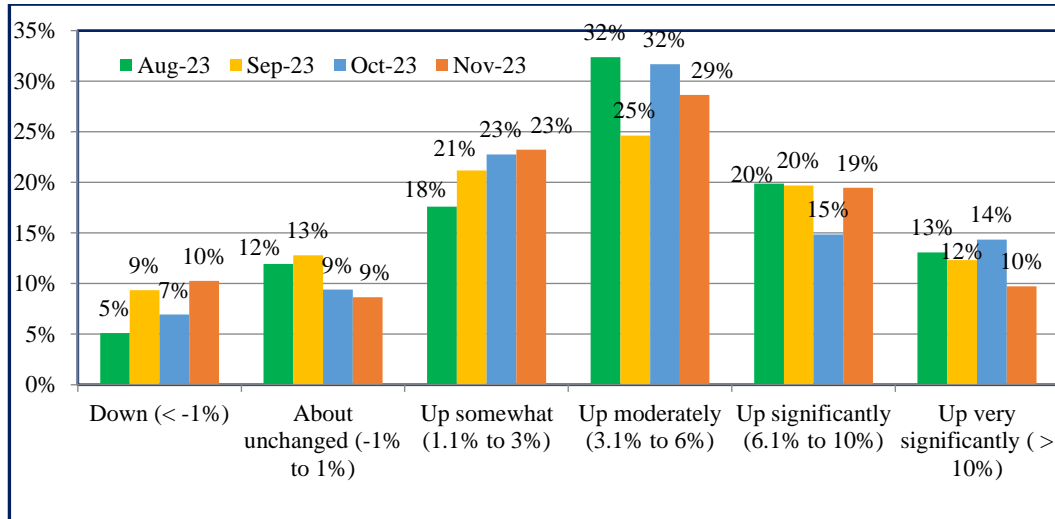
- The cost perceptions data in November 2023 indicate moderation in cost pressures.

<sup>1</sup> The Business Inflation Expectations Survey (BIES) provides ways to examine the amount of slack in the economy by polling a panel of business leaders about their inflation expectations in the short and medium term. This monthly survey asks questions about year-ahead cost expectations and the factors influencing price changes, such as profit, sales levels, etc. The survey is unique in that it goes straight to businesses - the price setters - rather than to consumers or households, to understand their expectations of the price level changes. One major advantage of BIES is that one can get a probabilistic assessment of inflation expectations and thus get a measure of uncertainty. It also provides an indirect assessment of overall demand condition of the economy. Results of this Survey are, therefore, useful in understanding the inflation expectations of businesses and complement other macro data required for policy making. With this objective, the BIES is conducted monthly at the Misra Centre for Financial Markets and Economy, IIMA. A copy of the questionnaire is annexed.

Companies are selected primarily from the manufacturing sector. Starting in May 2017, the “BIES – November 2023” is the 79<sup>th</sup> round of the Survey. These results are based on the responses of around 1000 companies.

- The percentage of firms perceiving significant cost increase (over 6%) has remained the same at around 29% during October-November 2023 (Chart 2). However, the percentage of firms reporting moderate cost increase (3.1% to 6.0%) has declined.

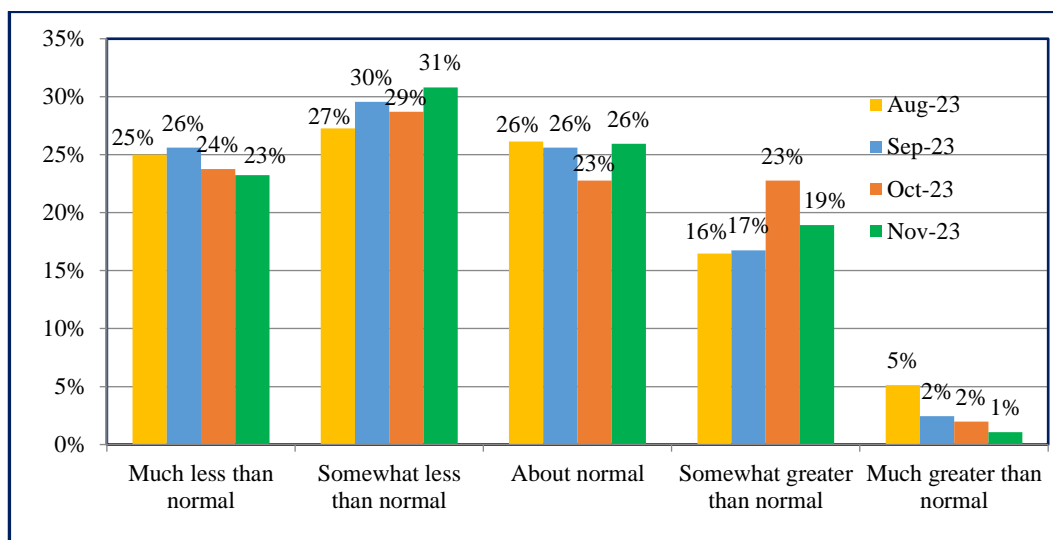
**Chart 2: How do current costs per unit compare with this time last year? – % responses**



### C. Sales Levels

- About 19% of the firms are reporting 'somewhat greater than normal' sales in November 2023 – down from 23% reported in October 2023 (Chart 3).
- About 46% of the firms are reporting 'normal' or greater sales in November 2023 – down from 50% reported in October 2023<sup>2</sup>.

**Chart 3: Sales Levels - % response**

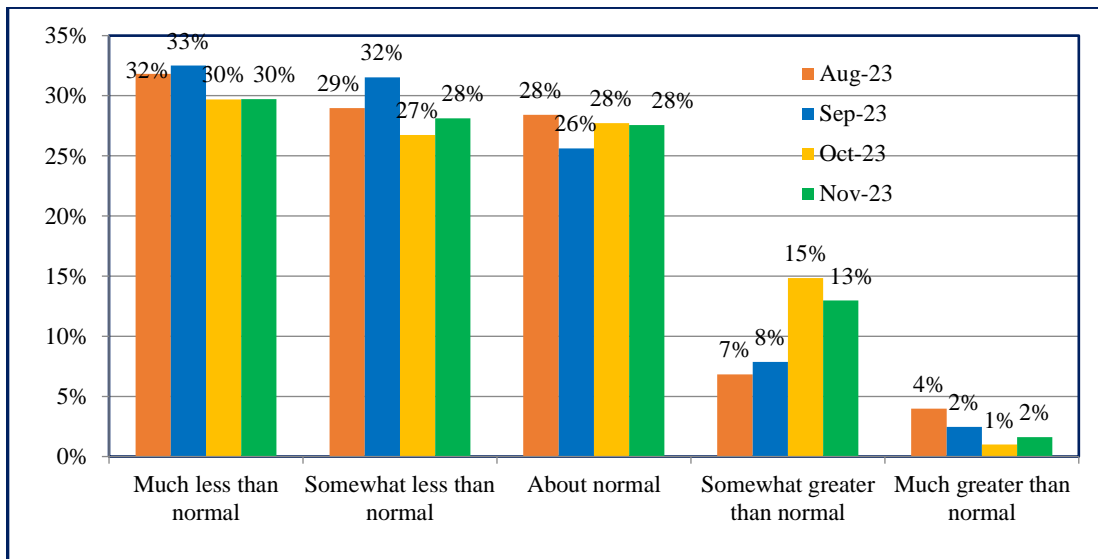


<sup>2</sup> "Normal" means as compared to the average level obtained in the preceding 3 years, excluding the Covid-19 period.

### D. Profit Margins

- Around 43% of the firms in November 2023 are reporting profit margins to be ‘about normal’ or greater – marginally down from 44% reported in October 2023 (Chart 4).
- Overall, the profit margins expectations have remained unchanged and optimistic.

**Chart 4: Profit Margins - % response**





## Business Inflation Expectation Survey (BIES) – Questionnaire

### A. Current Business Conditions

Q1. How do your current **PROFIT MARGINS**<sup>@</sup> compare with "normal"\* times?

- Much less than normal
- Somewhat less than normal
- About normal
- Somewhat greater than normal
- Much greater than normal

Q2. How do your current sales levels compare with **SALES LEVELS**<sup>@</sup> during what you consider to be "normal"\* times?

- Much less than normal
- Somewhat less than normal
- About normal
- somewhat greater than normal
- Much greater than normal

<sup>@</sup> of the main or most important product in terms of sales.

\*"normal" means the average level obtained during the corresponding time point of preceding 3 years, excluding the Covid-19 period.

### B. Current Costs Per Unit<sup>^</sup>

Q3. Looking back, how do your current **COSTS PER UNIT**<sup>^</sup> compare with this time last year?

- Down (< -1%)
- About unchanged (-1% to 1%)
- Up somewhat (1.1% to 3%)
- Up moderately (3.1% to 6%)
- Up significantly (6.1% to 10%)
- Up very significantly (> 10%)
- 

<sup>^</sup> of the main or most important product in terms of sales.

### C. Forward Looking Costs Per Unit<sup>\$</sup>

Q4. Projecting ahead, to the best of your ability, please assign a percent likelihood (probability) to the following changes to costs per unit<sup>\$</sup> over the next 12 months.

- Unit costs down (less than -1%)
- Unit costs about unchanged (-1% to 1%)
- Unit costs up somewhat (1.1% to 3%)
- Unit costs up moderately (3.1% to 6%)
- Unit costs up significantly (6.1% to 10%)
- Unit costs up very significantly (>10%)

%
%
%
%
%
%

<sup>\$</sup> of the main or most important product in terms of sales.

**Values should add up to 100%.**