

Business Expectations Survey

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**Survey Management Division
Statistics Department
Central Bank of Nigeria**

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EXECUTIVE SUMMARY

The Q4, 2014 Business Expectations Survey (BES) was carried out between the period of October 27-November 5 2014 with a sample size of 1,900 business enterprises nationwide. A response rate of 97.9 per cent was achieved, and the sectors covered during the exercise included Industry, Construction, Wholesale/Retail Trade and Services.

The highlights of the BES report are as follows:

- Respondent firms were optimistic on the macro economy as the business condition in Nigeria was expected to improve in Q4 2014. These optimism was driven by the opinion of respondents from the services sector (9.0 points), followed by wholesale/retail trade (4.6 points), industrial (4.3 points) and construction (0.1 points).
- Respondents' optimism in the volume of total order and the internal liquidity position, buoyed the volume of their business activities in the current quarter. Similarly, the positive outlook in access to credit by the majority of firms upped the financial condition of firms in the review quarter.
- The positive outlook in the volume of business activities of the firms implied improved prospects for employment in the next quarter. The sector with the highest prospect for employment is the services sector followed by wholesale/retail trade, industrial and construction.
- The respondent firms emphasized that insufficient power supply was the major factor constraining the business activity in Q4 2014. Other constraining factors are high interest rate, financial problems, competition, unfavourable economic climate and unfavourable political climate
- Respondent firms expect the naira exchange rate to remain strong in the current and next quarters. They also expect inflation and borrowing rates to rise in both the current and next quarters.

Business Expectations Survey Fourth Quarter, 2014

The Q4, 2014 Business Expectations Survey (BES)¹ was conducted during the period October 27- November 5 2014. There were 1,900 firms surveyed nationwide, drawn from the updated survey frames of both the Central Bank of Nigeria (CBN) and the National Bureau of Statistics (NBS). The survey produced a response rate of 97.9 per cent in the quarter under review.

The Map and Table 1 below show the sampled states, the sample size and the percentage response rate of the survey.



About the Survey.

*The response
rate from
the 1,900
firms surveyed was
97.9
per cent*

TABLE 1: Distribution of sample size and response rate (%)

ZONE	SAMPLE STATE	Q4 2014 SAMPLE SIZE	Q4 2014 RESPONSES	Q4 2014 RESPONSE RATE (%)
North Central	Niger, Kwara, Kogi, Abuja, Nassarawa, Benue and Plateau	350	334	95.4
North East	Bauchi, Yobe, Adamawa, Gombe, and Taraba	250	250	100.0
North West	Kaduna, Katsina, Kano, Jigawa, Zamfara, Sokoto and Kebbi	350	346	98.9
South East	Anambra, Enugu, Ebonyi, Imo and Abia	250	248	99.2
South South	Edo, Delta, Rivers, Cross River, Bayelsa and Akwa-Ibom	300	290	96.7
South West	Lagos, Oyo, Ekiti, Osun, Ogun and Ondo	400	393	98.3
TOTAL		1900	1861	97.9

¹The Business Expectations Survey (BES) is a quarterly survey of leading firms drawn from Business Establishment updated frames of Central Bank of Nigeria and the National Bureau of Statistics. The BES result provides advance indication of change in the overall business activity in the economy and in the various measures of activity of the companies' own operations as well as selected economic indicators.

Respondents were drawn from the Industrial, Construction, Wholesale/Retail Trade and Services sectors made up of: Financial Intermediation, Hotels and Restaurants, Renting and Business Activities and Community and Social Services.

The overall response rate for the quarter, at 97.9 per cent was 0.4 percentage point below the level attained in the previous quarter. A breakdown of the responses received by type of business showed that the “neither importer nor exporter” category of the respondents accounted for the highest of 76.3 per cent followed by the “importer” with 14.1 per cent. “Both Importer and Exporter” respondents accounted for 8.2 per cent, while 1.4 per cent represented the exporter” category (Table 2 sections 16 & 18).

Overall Business Outlook on the Macro economy

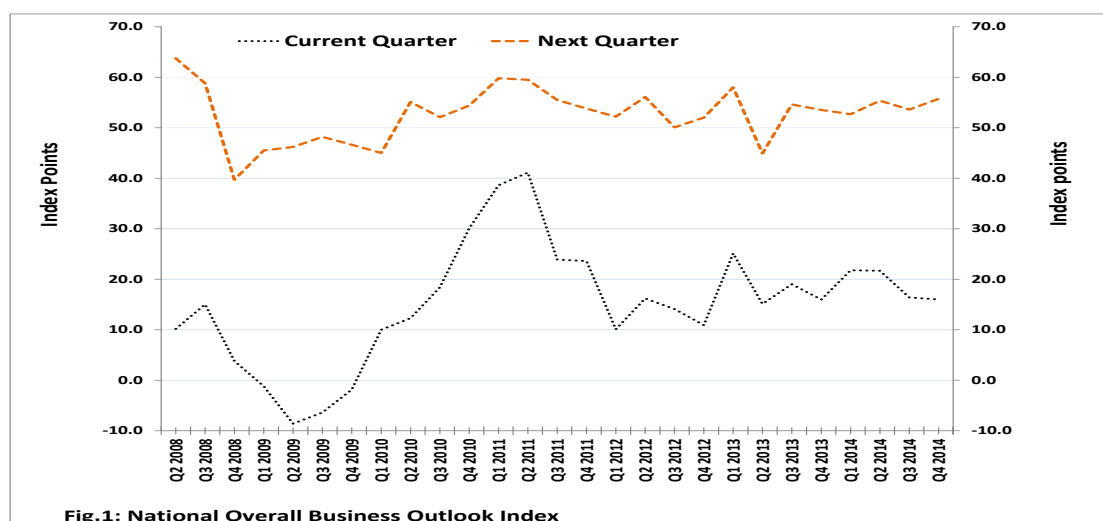


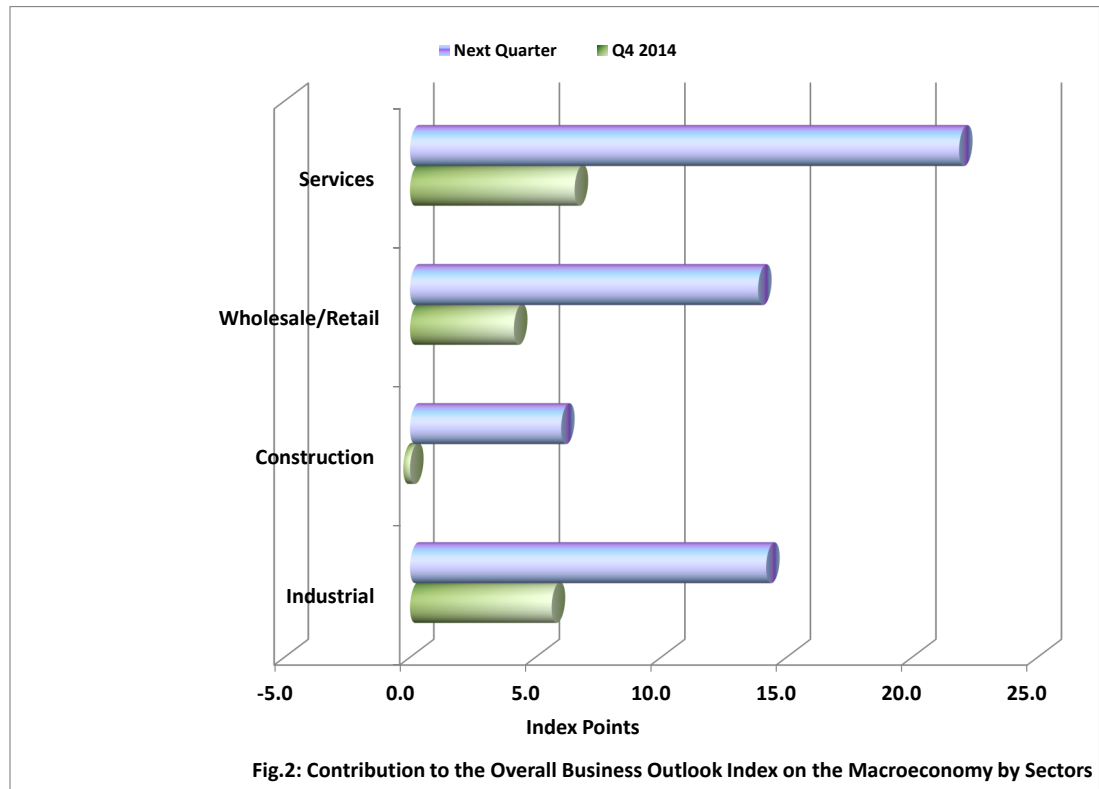
Fig.1: National Overall Business Outlook Index

Respondent firms were optimistic on the macro economy as the business condition index is expected to improve in Q4 2014 and the next quarter.

The overall confidence index (CI)² which stood at 16.0 index points indicates the respondent firms optimism on the macro economy as the business condition in Nigeria is expected to improve in Q4 2014. At 55.7 points, the overall CI for next quarter indicates that the respondents expect that the macro economy would improve.

The optimism in Q4 2014 is driven by the opinion of respondents from the services sector (6.6 points), followed by industrial (5.6 points) and wholesale/retail trade (4.1 points). Also, the expected drivers for the optimism on the macro economy in the next quarter are services (21.9 points), industrial (14.2 points), wholesale/retail trade (13.9 points), and construction sectors (6.0 points) (Table 2, Sections 19 & 20).

²The CI is computed as the percentage of firms that answered in the affirmative less the percentage of firms that answered in the negative in a given indicator. A positive CI indicates a favourable view, except for the average inflation rate and the average naira borrowing rate, where a positive CI indicates the opposite.



Macro economy Outlook by Type and Size of Business

The drivers by type of business for the optimism on the macro economy in the current quarter are “neither importer nor exporter” (12.8 per cent), followed by “importer” (2.4 per cent), “exporter” (0.6 per cent) and “both importer and exporter” (0.3 per cent) (Table 2 Section 23).

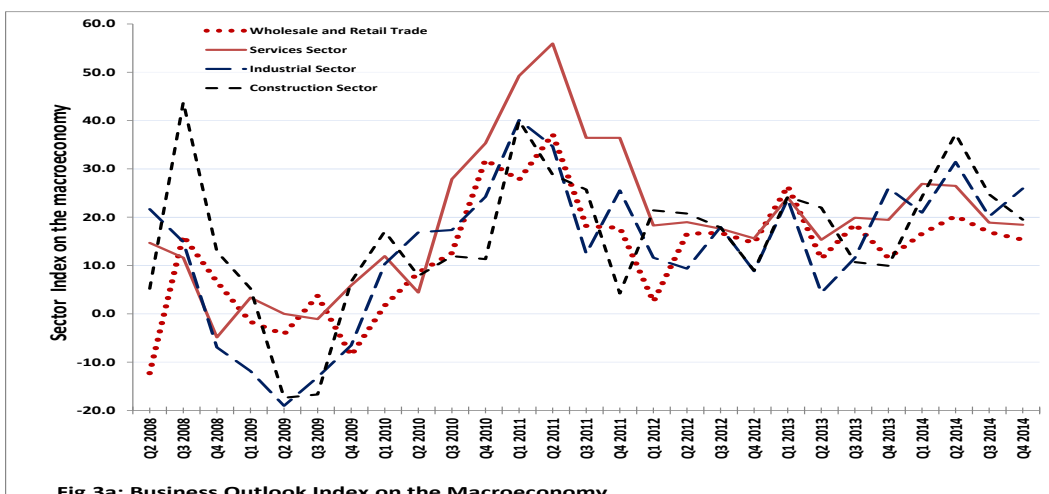
The percentage distribution of respondent firms by type of business shows that “neither importer nor exporter” constitutes the highest percentage of responses (76.3 per cent), followed by “importer” (14.1 per cent), “both importer and exporter” (8.2 per cent) and “exporter” (1.4 per cent) (Table 2 Section 16).

The drivers by size of business for the optimism on the macro economy in the current quarter are the small, medium and large firms whose contributions are 12.5, 2.6 and 0.9 per cent, respectively (Table 2 Section 25).

The percentage distribution of respondent firms by employment size shows that small size firms constitute the highest percentage of responses (78.1 per cent), followed by medium size firms (13.7 per cent), and large size firms (8.2 per cent) (Table 2 Section 17).

The business sentiment was upbeat across all sectors except the construction sector in Q4 2014.

Business Outlook Index on the Macroeconomy by Sector

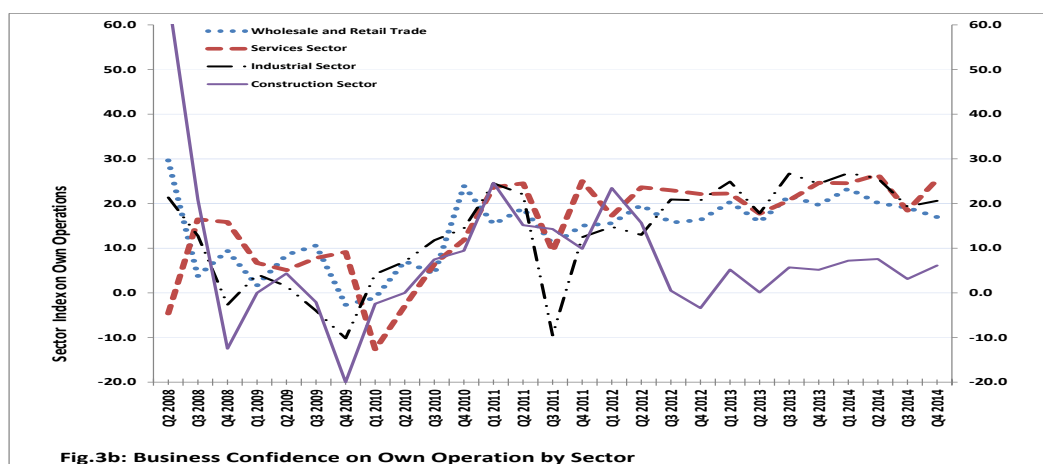


Business sentiment across all sectors was optimistic in the current quarter and likely to remain so in the next quarter. The indices of the industrial, services and wholesale/retail stood at 22.9, 18.4 and 15.3 points, respectively (Fig. 3a). The construction sector was however downbeat at -2.1 points in the review quarter.

The distribution of respondent firms by sector shows that services sector constitutes the highest number of responses (662), followed by wholesale/retail (502), industrial (458) and construction (239) (Table 2 Section 18).

Business Confidence on Own Operations by Sector

Business confidence on own operations was less optimistic across all sectors compared with the outlook a year ago.



The respondents' confidence index on own operations in the current quarter was less optimistic across all sectors when compared to the level a year ago. The confidence index of services, industrial, wholesale/retail trade, and construction sectors stood at 25.4, 17.5, 17.0 and 0.4 in Q4, 2014, from their levels of 24.6, 17.5, 19.7 and 14.6 in the corresponding quarter of 2013, respectively. (Table 2 Section 4).

Average capacity utilization dipped by 2.3 points in the current quarter when compared with Q4 2013.

The average capacity utilization index (CUI) at 20.4 points in Q4, 2014 dipped by 2.3 points when compared with the 24.0 points achieved a year earlier (Fig. 4).

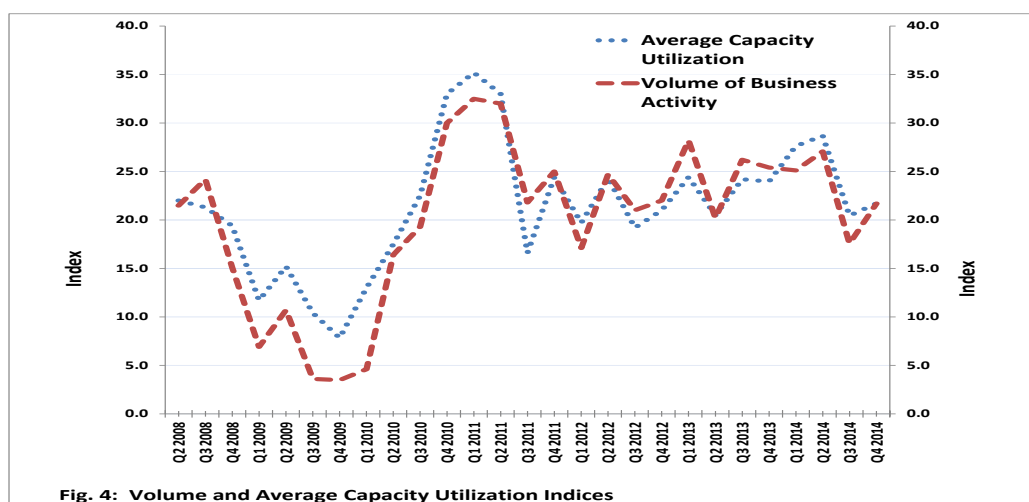


Fig. 4: Volume and Average Capacity Utilization Indices

Access to Credit and Financial Condition

The financial condition index in the current quarter stood at 18.0 per cent and was driven by the services (9.0 points), wholesale /retail trade (4.6 points), industrial (4.3 points), and construction sector (0.1 points) (Table 2 Sections 5 & 21).

Respondents' optimism in the volume of total order and the internal liquidity position, buoyed the volume of their business activities in the current quarter. Similarly, the positive outlook in access to credit by the majority of firms upped the financial condition of firms in the review quarter (Table 2 Section 5).

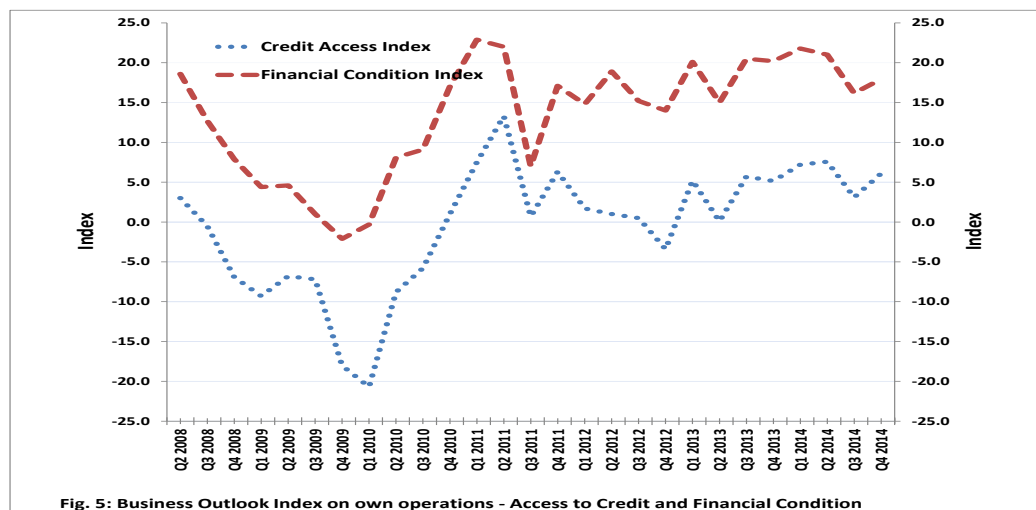


Fig. 5: Business Outlook Index on own operations - Access to Credit and Financial Condition

The positive outlook of the volume of business activities of the firms suggests higher prospect for employment in the next quarter.

The employment outlook index by sector shows that the services sector has more prospects for employment in the next quarter.

Insufficient power supply, financial problems, competition, unfavourable economic climate and high interest rate, remain major constraints to business in Nigeria.

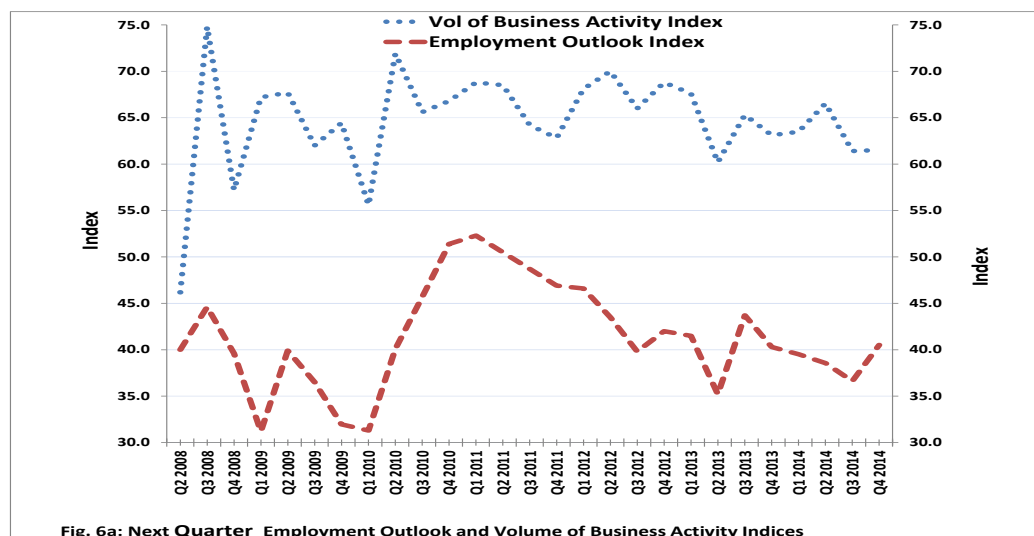


Fig. 6a: Next Quarter Employment Outlook and Volume of Business Activity Indices

Employment and Expansion Plans

At 61.5 index points, the positive outlook in the volume of business activities implied higher prospect for employment in the next quarter, as the employment index stood at 40.5 points. The employment outlook index by sector, shows that the services sector (15.2 per cent) has higher prospect for creating jobs, followed by the Wholesale/retail trade sector (10.5 per cent) Industrial (10.2 per cent) and Construction (4.6 per cent), (Table 2 Sections 6 & 22).

On the analysis of businesses with expansion plans by sector, the wholesale/retail sector indicated higher interest for expansion with an index of 68.7 points, in the next quarter. Similarly, services, construction and industrial firms indicated interest in expanding their businesses in Q3, 2014 with indices of 63.3, 61.0 and 56.1 points, respectively (Table 2 Section 8).

Business Constraints

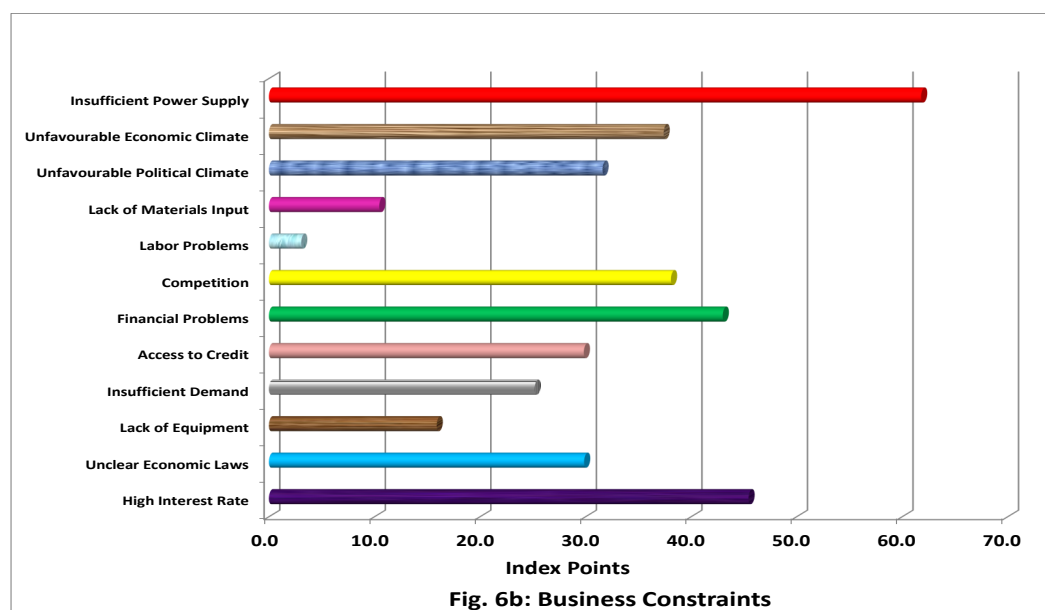


Fig. 6b: Business Constraints

The respondent firms emphasized, insufficient power supply (61.8 index points), high interest rate (45.4 index points), financial problems (43.0 index points), financial problems (38.1 index points) and unfavourable economic climate (37.4 index points) as the major factors constraining the business activity in the current quarter (Fig. 6b).

Expectations on Exchange Rate

The respondent firms expect the Naira exchange rate to remain strong in the current and next quarters.

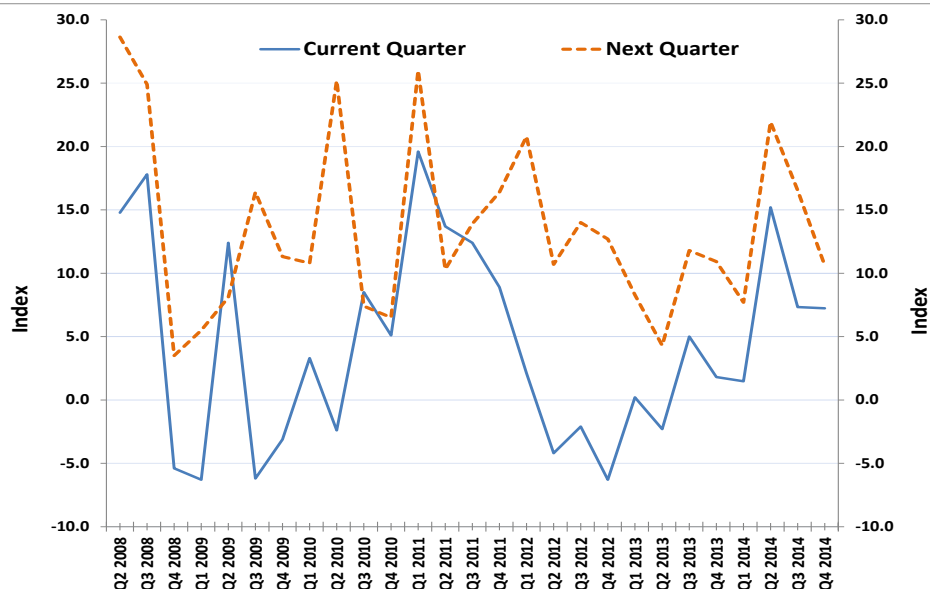


Fig. 6c: N/\$ Exchange Rate Index

Majority of the respondent firms expect the naira exchange rate to remain strong in the current and next quarters, as the confidence indices stood at 7.2 and 10.6 points, respectively (Fig. 6c).

Expectations on Inflation and Borrowing Rates

Inflation rate is expected to rise in both the current and next quarters.

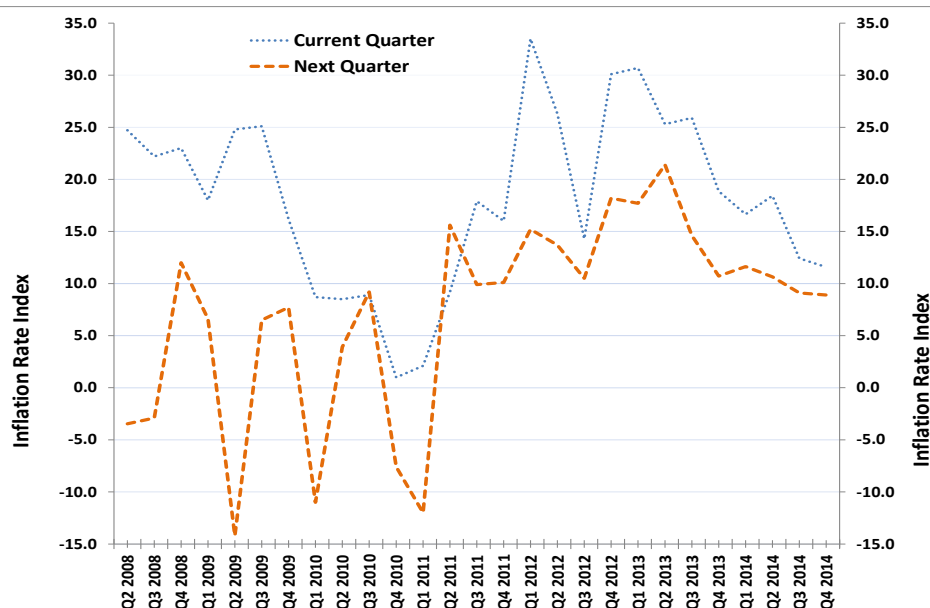


Fig. 7: Inflation Rate Index

Respondent firms expect inflation rate to rise in both the current and next quarters, as the confidence indices stood at 11.6 and 8.9 points, respectively (Fig. 7).

Borrowing rate is expected to rise in both the current and next quarters.

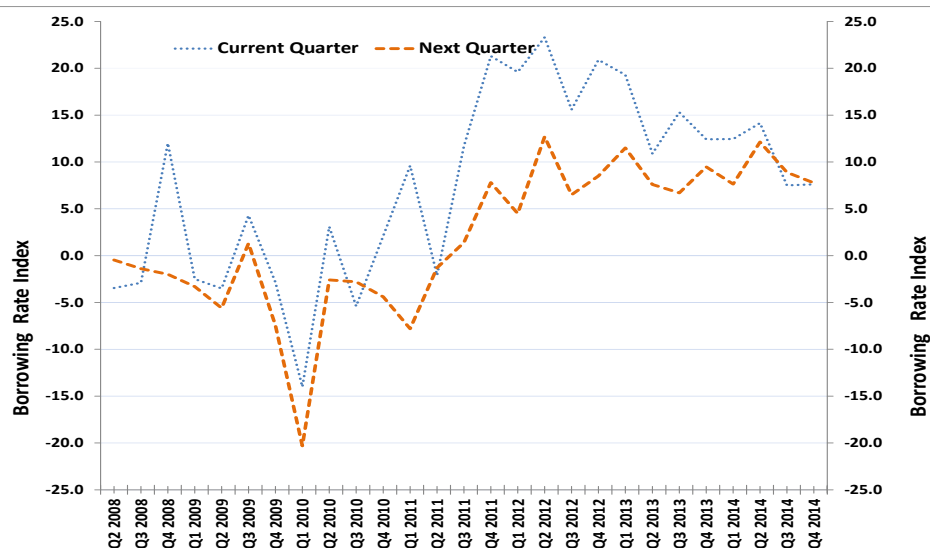


Fig.8: Borrowing Rate Index

Respondent firms expect the borrowing rate to rise in both the current and next quarters as the confidence indices stood at 7.6 and 7.8 points, respectively (Fig. 8).

TABLE 2
BUSINESS EXPECTATIONS SURVEY

National

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1. Overall Business Outlook on the Macroeconomy																												
Confidence Index: All Sectors																												
Current Quarter																												
National	10.2	15.0	3.8	-1.2	-8.6	-6.4	-1.9	10.0	12.3	18.4	30.1	38.6	41.1	23.9	23.6	10.1	16.2	14.1	10.9	25.1	15.1	19.0	16.0	21.8	21.7	16.4	16.0	
North Central	25.3	30.2	60.3	30.4	0.9	-8.6	4.9	29.4	9.5	27.6	30.2	31.2	62.9	50.5	31.8	6.4	28.6	11.7	19.8	32.3	25.3	13.5	20.6	12.7	17.1	22.9	30.2	
North East	0.0	8.7	12.0	3.3	4.6	34.4	2.4	-15.0	15.5	36.0	56.2	55.7	58.3	37.7	30.7	39.0	5.6	15.8	-9.3	29.8	11.8	20.7	7.0	21.6	7.5	18.8	12.8	
North West	25.0	38.6	-10.9	-8.8	-2.2	-14.3	-6.3	17.2	24.1	36.5	34.9	37.0	35.2	27.9	31.7	2.4	5.1	6.0	15.5	19.2	6.3	22.3	19.5	25.6	17.9	10.6	12.7	
South East	-21.8	-8.7	-10.3	-6.3	-25.8	-17.6	-15.9	8.4	37.1	-12.2	34.0	35.1	7.9	9.4	-1.6	-0.4	23.8	21.8	0.8	36.1	3.6	14.8	17.7	10.8	36.7	10.1	6.5	
South South	34.1	10.4	14.5	6.1	17.0	5.7	-6.4	20.7	-3.5	1.2	21.7	44.4	40.0	7.0	14.1	-3.6	21.5	23.6	21.0	19.8	28.4	29.5	22.3	38.0	35.0	17.8	25.2	
South West	8.5	9.0	-25.4	-19.7	-2.5	-14.0	8.6	-4.7	-4.6	14.3	8.1	31.3	40.6	11.5	28.4	18.6	13.4	10.1	12.5	17.9	14.3	14.5	9.6	20.9	17.0	17.0	8.3	
Next Quarter																												
National	63.7	58.8	39.7	45.5	46.2	48.2	46.6	45.0	55.1	52.1	54.4	59.8	59.5	55.5	53.8	52.2	56.1	50.1	52.0	58.0	44.9	54.6	53.5	52.7	55.3	53.6	55.7	
North Central	67.4	66.9	79.4	73.8	52.8	52.9	53.0	64.2	45.3	47.7	50.7	52.3	52.3	45.0	49.2	56.1	66.7	44.8	49.4	59.1	50.3	49.2	52.0	39.5	55.7	50.9	65.9	
North East	60.0	52.2	36.9	39.1	43.1	81.7	50.0	75.0	66.6	37.0	35.6	50.0	54.3	37.7	38.2	44.4	48.4	47.6	53.9	69.6	48.8	50.9	49.2	61.3	48.0	60.0	63.6	
North West	76.2	62.7	18.9	32.5	42.9	43.6	52.8	61.7	62.0	70.7	67.7	68.3	62.9	54.7	60.4	34.4	49.2	42.5	54.6	58.0	41.7	64.5	58.0	51.3	49.7	54.4	58.7	
South East	77.5	53.6	19.8	25.4	59.7	40.7	25.0	50.7	70.4	32.0	61.9	61.6	42.6	51.6	29.8	54.1	48.7	54.0	58.4	53.5	28.5	48.5	54.0	44.0	55.7	44.8	39.5	
South South	85.4	61.2	45.2	40.3	-2.9	41.1	47.9	50.6	48.3	64.6	69.8	63.5	68.4	73.7	65.4	58.3	66.9	60.9	50.0	60.5	54.6	55.7	58.3	65.0	62.3	53.7	64.8	
South West	46.4	55.1	31.5	30.1	42.2	44.7	53.5	9.5	40.5	57.7	48.9	61.6	70.3	67.1	69.6	65.0	53.8	52.9	48.3	49.5	43.1	56.7	50.3	57.0	58.0	56.6	43.2	
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																												
Industrial Sector	21.7	14.9	-7.0	-11.9	-19.0	-13.1	-6.5	10.3	16.9	17.4	24.2	40.1	34.7	12.5	25.5	11.6	9.3	6.4	6.1	24.8	17.0	16.6	12.3	20.0	16.9	12.7	22.9	
Construction Sector	5.2	43.8	12.9	5.3	-17.4	-16.7	6.7	17.1	7.8	11.9	11.3	40.0	28.8	25.7	4.2	21.4	20.8	14.9	4.5	26.4	18.5	21.7	21.4	21.9	20.4	15.7	-2.1	
Wholesale and Retail Trade	-12.3	16.1	6.7	-1.6	-4.2	3.7	-8.6	1.7	8.5	12.6	31.9	27.7	37.2	18.2	17.8	2.5	16.6	16.7	14.7	26.4	11.4	18.6	11.6	16.6	20.3	16.9	15.3	
Services Sector of which:	14.7	11.6	-4.9	3.4	0.0	-1.1	5.9	11.9	4.4	27.9	35.3	49.3	56.0	36.4	36.4	18.3	19.0	17.6	15.6	24.1	15.3	19.9	19.5	26.9	26.5	18.9	18.4	
Financial Intermediation	44.4	36.4	-21.1	-15.8	-16.7	-30.8	-11.1	42.3	40.0	35.9	48.5	55.8	55.6	30.2	-2.3	-26.3	32.8	28.6	46.4	32.3	39.6	47.1	34.7	36.1	33.1	28.7	32.3	
Hotels and Restaurants	8.5	16.3	12.3	0.0	-1.4	-6.3	17.0	11.4	10.9	13.0	30.1	25.6	27.2	23.8	28.1	5.1	6.9	9.9	30.1	18.7	2.1	13.6	11.2	26.7	5.2	5.9	0.6	
Renting and Business Activities	34.0	-16.1	34.4	18.2	-25.0	-3.1	-4.5	8.0	25.0	32.0	28.6	18.2	30.6	41.7	5.6	-1.9	14.2	18.0	8.8	23.7	4.3	11.6	26.0	20.9	31.4	20.1	25.9	
Community and Social Services	78.6	-24.1	25.4	11.1	4.2	-9.1	-12.9	4.3	17.4	12.0	25.0	15.8	12.5	3.8	-7.1	27.3	26.7	17.9	8.9	24.2	22.0	10.7	9.9	24.2	37.2	24.7	19.5	
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																												
Industrial Sector	68.1	58.8	37.6	42.4	45.1	45.1	50.4	48.5	57.6	53.8	54.6	53.3	62.1	55.1	54.7	49.3	53.1	47.1	49.9	58.0	44.2	54.3	49.3	50.5	53.4	53.1	57.6	
Construction Sector	63.6	79.5	65.6	65.8	56.5	31.3	53.3	39.0	45.1	73.1	41.5	67.7	69.7	62.9	46.5	56.1	58.9	44.7	47.0	59.9	44.9	50.4	58.0	52.2	52.7	55.8	46.9	
Wholesale and Retail Trade	77.2	57.8	40.6	48.9	50.7	46.3	34.9	34.5	56.0	47.1	61.6	64.8	54.8	60.4	51.2	53.5	56.3	52.2	54.3	59.6	44.4	53.2	52.3	52.4	53.8	51.8	51.4	
Services Sector of which:	54.7	50.0	31.7	33.9	37.2	55.6	39.9	35.8	47.1	44.9	44.4	58.4	51.7	44.4	54.8	52.4	57.2	53.0	57.6	56.4	45.6	57.5	55.5	54.7	58.8	54.5	61.5	
Financial Intermediation	55.6	72.7	36.8	26.3	50.0	23.1	27.8	73.1	53.3	71.8	66.7	62.8	91.7	79.1	54.5	52.6	82.8	62.2	78.6	57.7	63.3	70.3	63.9	58.5	68.5	64.8	63.0	
Hotels and Restaurants	72.0	62.6	47.4	58.3	57.5	63.5	68.2	59.5	61.8	57.0	66.2	69.0	69.6	59.0	62.8	56.2	48.7	47.3	63.7	48.7	38.9	54.0	58.3	58.3	45.9	50.5	58.4	
Renting and Business Activities	88.7	51.6	59.4	39.4	25.0	50.0	50.0	56.0	57.1	61.2	53.6	60.6	72.2	77.8	61.1	41.5	49.6	55.1	48.6	61.1	34.8	55.5	61.5	52.7	58.5	55.8	67.3	
Community and Social Services	93.3	55.2	29.3	51.4	37.5	45.5	58.1	56.5	60.9	52.0	68.8	52.6	81.3	57.7	28.6	50.0	55.7	50.6	59.5	58.2	50.3	51.8	40.8	49.1	64.4	50.5	58.5	
4. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	21.3	12.8	-2.7	4.1	1.5	-4.0	-10.2	4.2	7.0	11.8	14.4	24.5	22.1	-9.5	12.5	14.8	13.0	7.3	8.0	15.4	10.3	17.5	17.5	19.3	20.8	12.0	17.5	
Construction Sector	66.2	20.8	-12.5	0.0	4.3	-2.1	-20.0	-2.4	0.0	7.5	9.4	24.6	15.2	14.3	9.9	23.5	15.7	10.3	8.3	21.9	14.6	22.8	14.6	16.7	8.6	12.0	0.4	
Wholesale and Retail Trade	29.7	3.8	9.4	1.6	8.5	10.6	-2.7	-1.1	7.1	4.2	23.9	15.4	18.9	10.9	15.0	15.6	19.7	15.7	16.3	20.3	15.9	21.7	19.7	23.3	20.1	19.0	17.0	
Services Sector	-4.6	16.4	15.9	6.7	5.1	7.8	9.2	-12.7	-2.9	6.5	11.9	23.6	24.5	9.3	25.0	17.3	23.6	23.0	22.1	22.2	17.7	20.7	24.6	24.5	26.5	18.4	25.4	
5. Business Outlook Index on Own Operations : Current Quarter																												
Volume of Business Activity Index	21.5	24.2	15.1	6.9	10.7	3.6	3.5	4.6	16.4	19.3	30.0	32.5	32.0	21.8	25.0	17.1	24.7	21.0	22.0	28.2	20.2	26.2	25.4	25.1	27.1	17.6	21.7	
Volume of Total Order Book Index	-2.3	22.7	12.3	9.5	6.3	2.2	2.7	1.2	11.8	14.0	24.8	25.5	22.8	11.1	17.6	14.5	26.1	20.9	20.7	24.9	17.8	26.7	24.4	26.8	25.6	19.3	20.6	
Credit Access Index	3.0	-0.5	-6.9	-9.3	-6.8	-7.2	-18.0	-20.7	-8.8	-5.8	1.0	7.5	13.3	0.7	6.3	1.7	1.0	0.5	-3.4	5.2	0.1	5.7	5.2	7.2	7.6	3.1	6.1	
Financial Condition Index	18.6	12.7	7.9	4.4	4.6	1.0	-2.1	-0.3	8.1	9.1	17.0	22.9	22.0	7.0	17.1	14.8	18.9	15.2	14.0	20.1	15.0	20.5	20.2	21.8	21.0	16.2	18.0	
Average Capacity Utilization	77.4	21.3	19.4	11.7	15.2	10.4	7.8	13.0	17.5	22.5	33.0	35.2	33.0	16.6	24.4	19.7	24.3	19.2	21.0	24.4	20.5	24.2	24.0	27.6	28.7	20.4	21.7	
6. Business Outlook Index on Own Operations : Next Quarter																												
Volume of Business Activity Index	46.2	74.8	57.2	67.2	67.7	62.0	64.4	55.6	71.9	65.6	66.8	68.8	68.5	64.2	62.8	68.1	70.0	66.0	68.8	67.6	60.2	65.3	63.1	63.5	66.5	61.4	61.5	
Employment Outlook Index	70.6	44.6	39.6	31.2	39.9	36.5	32.0	31.3	40.1	45.7	51.4	52.3	50.5	48.7	46.9	46.6	43.5	39.8	42.0	41.5	35.2	43.7	40.3	39.5	38.6	36.6	40.5	
7. Employment Outlook Index on Own Operations by Sector: Next Quarter																												
Industrial Sector	51.7	40.1	37.4	18.2	34.6	29.7	31.2	34.7	29.6	40.0	45.7	41.4	46.4	40.0	41.6	46.2	38.5	35.5	39.7	35.1	31.4	42.1	35.5	37.4	41.4	34.5	41.5	
Construction Sector	39.8	56.2	59.4	47.4	21.7	25.0	53.3	43.9	58.8	46.3	47.2	55.4	48.5	47.1	47.9	54.1	45.8	42.7	37.7	46.5	36.0	46.0	44.8	37.1	32.2	32.9	36.9	
Wholesale and Retail Trade	29.6	47.8	80.6	24.7	45.5	40.1	28.0	19.2	44.7	41.0	47.8	53.2	46.0	50.2	47.5	45.7	43.4	40.8	44.0	40.9	37.6	41.7	42.2	42.2	37.3	38.0	38.9	
Services Sector	52.6	45.3	73.1	41.3	43.0	46.9	35.5	33.6	44.1	56.5	64.4	64.5	58.1	55.1	56.9	50.1	9.8	41.1	44.9	44.2	35.8	45.4	40.3	40.1	39.2	34.2	42.6	

TABLE 2
BUSINESS EXPECTATIONS SURVEY

National

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business with Expansion Plans (in per cent): Next Quarter																												
Industrial Sector	75.6	70.0	61.5	61.1	57.1	55.9	52.9	63.0	35.8	27.6	29.4	13.5	25.5	14.1	19.8	29.8	23.5	24.5	17.9	24.2	60.8	64.4	64.3	62.0	62.9	56.1	59.6	
Construction Sector	69.7	68.5	59.4	68.4	39.1	62.5	70.0	58.5	52.9	52.2	24.5	32.3	0.0	20.0	46.5	51.0	38.1	38.9	20.5	34.6	59.7	67.8	65.6	66.1	57.1	61.0	55.9	
Wholesale and Retail Trade	43.9	67.2	60.6	61.9	64.3	63.1	59.1	67.2	50.4	38.1	30.4	31.8	20.5	30.7	38.0	36.8	41.0	33.5	38.4	42.0	64.4	69.4	71.0	67.2	69.3	68.7	56.8	
Services Sector of which:	75.4	72.1	67.5	66.4	71.1	68.9	63.2	58.2	52.9	28.9	35.0	34.0	18.1	34.6	23.9	27.7	36.3	39.8	43.8	30.3	64.5	66.3	67.7	66.7	63.6	63.3	64.2	
Financial Intermediation	77.8	63.6	73.7	78.9	58.3	69.2	61.1	61.5	73.3	28.2	45.5	30.2	66.7	34.9	50.0	36.8	65.5	39.0	78.6	40.0	66.9	67.1	67.3	66.7	65.4	63.9	66.1	
Hotels and Restaurants	82.9	69.7	63.2	66.7	54.1	66.7	62.5	67.1	41.8	18.0	14.7	25.6	8.8	1.6	20.7	23.6	14.3	31.9	57.5	20.2	62.2	66.2	66.1	67.3	59.4	58.7	61.8	
Renting and Business Activities	64.2	71.0	71.9	87.9	100.0	84.4	77.3	52.0	57.1	79.6	42.9	51.5	72.2	66.7	77.8	62.3	51.8	48.5	33.7	26.3	62.5	65.9	71.6	69.6	67.3	65.4	67.3	
Community and Social Services	86.7	51.7	72.9	56.9	50.0	70.5	51.6	52.2	21.7	20.0	50.0	5.3	0.0	38.5	14.3	36.4	28.4	40.5	40.0	38.1	67.2	66.1	66.3	72.0	63.8	62.6	62.6	
9. Business Constraints: Current Quarter																												
High Interest Rate	58.1	57.2	55.4	56.4	63.8	54.8	59.1	64.2	62.8	58.6	56.2	53.1	56.0	48.8	51.2	53.4	49.8	47.8	51.5	48.1	49.8	44.1	48.7	48.0	34.9	49.4	45.4	
Unclear Economic Laws	36.1	35.2	35.4	35.2	41.7	34.9	37.1	45.6	45.8	42.5	37.0	33.7	35.9	32.5	34.0	38.6	35.0	39.6	41.5	34.3	39.6	36.5	36.0	30.4	26.4	34.3	29.9	
Lack of Equipment	16.3	5.0	13.6	17.1	18.2	18.1	18.1	31.2	25.2	26.9	24.8	17.2	25.3	22.4	22.4	22.3	18.3	17.8	27.0	19.1	17.0	24.6	19.5	19.2	15.6	22.3	15.9	
Insufficient Demand	9.9	2.6	13.9	19.8	22.6	19.0	23.0	23.3	30.4	30.1	26.0	18.2	23.6	22.8	24.4	30.6	24.6	22.6	28.5	19.7	24.0	27.0	23.3	21.0	19.9	27.0	25.2	
Access to Credit	26.5	18.7	23.0	23.2	31.4	34.0	39.8	39.2	36.7	47.9	44.9	35.6	40.3	36.8	40.9	34.4	31.5	32.2	36.1	35.6	36.8	34.1	34.1	31.5	28.1	35.1	29.8	
Financial Problems	42.1	41.6	41.2	45.4	48.8	46.7	51.1	60.0	51.9	49.4	49.7	46.9	47.9	48.2	46.0	48.4	46.4	49.9	53.0	49.0	50.1	49.2	46.7	46.9	45.2	47.2	43.0	
Competition	34.2	32.7	38.1	34.4	39.8	31.1	32.3	29.1	41.9	34.9	31.2	28.2	35.8	38.3	37.9	39.5	37.8	39.3	37.7	37.4	36.6	41.5	38.3	38.2	41.3	43.2	38.1	
Labor Problems	-14.3	-16.6	-8.5	-8.1	0.8	-0.2	-1.3	5.8	6.2	6.8	2.7	4.8	6.8	10.6	6.2	8.5	0.9	4.4	8.5	4.5	0.2	10.4	9.9	4.6	4.2	7.8	3.1	
Lack of Materials Input	5.4	-2.9	10.2	11.2	11.6	8.7	9.3	20.6	18.7	15.6	13.7	8.3	15.9	15.6	18.7	20.6	8.0	12.5	18.8	9.6	7.8	18.0	14.2	12.4	6.7	13.8	10.5	
Unfavourable Political Climate	17.6	13.9	23.7	28.7	29.3	-11.3	32.0	36.6	33.2	36.6	30.3	21.9	27.1	30.9	27.5	35.1	27.6	39.8	38.6	29.4	34.7	34.9	34.4	30.3	31.4	35.6	31.6	
Unfavourable Economic Climate	43.4	37.5	42.0	45.5	49.1	42.6	48.5	48.1	47.5	52.1	42.2	37.3	38.9	41.0	38.4	44.8	37.5	48.0	45.8	35.8	44.5	44.3	43.9	38.8	35.8	43.1	37.4	
Insufficient Power Supply	68.5	68.5	60.8	58.0	71.0	66.2	70.5	77.2	72.7	75.7	72.8	63.6	74.1	72.8	66.2	64.6	74.3	71.6	68.5	69.3	70.7	65.3	65.5	62.8	64.6	66.1	61.8	
10. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/S Exchange Rate	14.8	17.8	-5.4	-6.3	12.4	-6.2	-3.1	3.3	-2.4	8.5	5.1	19.6	13.7	12.4	8.9	2.1	-4.2	-2.1	-6.3	0.2	-2.3	5.0	1.8	1.5	15.2	7.3	7.2	
Inflation Rate	24.7	22.2	23.0	18	24.8	25.1	16.2	8.7	8.5	8.9	1.0	2.1	9.2	17.9	16.0	33.5	26.3	14.3	30.1	30.7	25.3	25.9	18.9	16.6	18.4	12.4	11.6	
Borrowing Rate	-3.5	-2.9	12.0	-2.5	-3.5	4.3	-2.9	-14.0	3.1	-5.4	2.1	9.6	-2.1	11.7	21.3	19.6	23.3	15.6	20.9	19.3	10.9	15.3	12.4	12.4	14.2	7.5	7.6	
11. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/S Exchange Rate	28.6	24.9	3.5	5.5	8.1	16.4	11.3	10.8	25.2	7.4	6.5	26.0	10.3	13.9	16.4	20.8	10.7	14.0	12.7	8.3	4.3	11.8	10.9	7.7	21.9	16.5	10.6	
Inflation Rate	-3.5	-2.9	12.0	6.6	-14.2	6.5	7.7	-11.0	3.9	9.2	-7.6	-12.0	15.6	9.9	10.1	15.2	13.7	10.5	18.2	17.7	21.4	14.6	10.7	11.6	10.6	9.1	8.9	
Borrowing Rate	-0.5	-1.4	-2.0	-3.3	-5.6	1.3	-7.5	-20.3	-2.6	-2.8	-4.4	-7.8	-1.3	1.4	7.8	4.5	12.7	6.5	8.5	11.5	7.6	6.7	9.5	7.6	12.1	8.9	7.8	
12. Business Outlook index on the Macroeconomy by Type of Business: Current Quarter																												
Importer	3.9	14.9	7.7	11.1	-22.0	11.5	-2.8	6.5	11.5	20.5	36.6	45.1	51.6	28.8	34.6	4.5	20.7	19.6	13.6	34.5	24.0	30.3	23.6	31.0	15.4	26.2	16.7	
Exporter	42.9	43.8	-14.3	10.3	25.0	-15.2	-4.0	20.6	12.1	37.8	61.4	48.7	41.7	77.6	23.1	29.6	28.1	-16.1	8.2	27.3	34.1	14.0	4.8	8.2	28.3	15.8	42.3	
Both Importer and Exporter	6.8	16.1	15.1	4.5	-1.5	-22.3	-12.0	-3.9	-5.9	23.7	20.2	33.3	35.6	32.4	21.4	21.5	11.9	22.7	12.9	26.9	15.0	6.2	9.0	27.4	4.9	12.5	3.3	
Neither Importer nor exporter	11.1	7.7	-2.3	-10.2	-8.6	-8.3	0.4	13.4	16.3	15.6	27.5	36.8	37.6	16.1	20.1	9.5	15.6	12.6	10.3	22.7	13.2	18.4	15.5	19.6	24.8	14.2	16.8	
13. Business Outlook index on the Macroeconomy by Type of Business: Next Quarter																												
Importer	64.1	63.2	35.4	44.7	28.9	44.2	29.2	25.4	62.3	31.5	35.5	47.4	32.6	46.7	42.1	43.8	51.6	56.0	60.5	60.6	57.0	58.7	61.6	57.1	49.1	53.0	54.9	
Exporter	85.2	61.3	35.0	57.1	78.3	51.1	72.0	47.1	60.6	37.8	47.7	61.5	52.8	13.2	57.7	42.6	46.9	48.4	59.2	60.6	64.3	32.6	45.2	42.9	52.2	73.7	53.8	
Both Importer and Exporter	56.2	60.1	39.7	43.9	45.6	42.0	51.8	26.5	42.6	58.3	57.3	50.8	75.2	54.9	55.0	59.0	64.9	53.5	57.1	60.6	41.3	46.4	43.2	44.6	45.4	48.3	51.6	
Neither Importer nor exporter	65.1	57.7	40.8	45.2	48.6	51.7	52.1	56.1	55.6	59.0	60.7	65.1	68.2	62.6	57.7	54.6	56.1	48.5	49.9	57.1	42.8	55.5	53.3	53.3	57.9	53.8	56.4	
14. Business Outlook index on the Macroeconomy by Size of Business: Current Quarter																												
Small (<50)	5.4	13.6	6.7	1.7	-8.9	-4.9	63.6	13.8	13.2	17.4	30.7	37.7	42.2	20.6	20.3	8.9	15.2	12.9	8.7	23.7	12.0	18.2	13.7	22.0	23.5	16.0	16.0	
Medium (50 and <200)	17.9	19.1	-9.6	-9.7	-11.6	-2.5	58.4	-7.1	10.2	25.6	35.9	46.2	38.2	28.3	28.8	12.3	18.6	17.8	13.6	29.3	27.6	17.4	22.7	25.3	20.2	21.7	18.8	
Large (200 and Up)	23.5	19.2	6.8	-8.1	0.0	-26.0	55.8	20.0	10.8	11.5	15.7	32.1	35.8	37.7	39.7	15.9	22.7	21.4	34.5	34.7	30.3	32.0	27.7	11.3	5.7	10.7	11.1	
15. Business Outlook index on the Macroeconomy by Size of Business: Next Quarter																												
Small (<50)	65.7	59.1	40.9	47.8	48.1	50.3	47.8	46.9	55.5	53.9	56.7	64.7	59.5	58.8	53.8	54.9	54.9	49.2	51.2	56.9	44.0	54.2	53.9	53.1	57.2	53.7	58.4	
Medium (50 and <200)	64.6	59.1	40.0	42.4	40.8	46.3	50.4	38.8	53.9	50.0	59.2	41.6	63.7	53.0	56.7	51.6	58.7	48.8	53.0	62.7	49.6	56.9	48.9	48.3	51.3	55.0	46.7	
Large (200 and Up)	52.4	60.3	29.3	36.1	45.8	36.5	34.7	45.6	54.1	42.5	30.7	51.8	51.9	39.0	49.6	29.8	65.5	63.2	62.2	62.9	46.2	53.9	58.1	56.5	44.3	49.2	46.4	
16. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	17.7	18.3	28.3	29.6	15.0	23.2	26.4	22.0	16.3	22.3	21.7	21.8	24.8	22.2	23.2	21.7	14.6	15.5	12.9	17.0	12.6	16.1	14.2	14.6	15.0	19.4	14.1	
Exporter	3.2	3.5	3.0	4.0	4.0	4.7	3.1	4.4	4.4	3.0	3.6	2.9	2.6	5.9	2.0	3.1	1.8	1.6	2.6	1.7	2.2	2.2	2.2	2.7	2.5	2.0	1.4	
Both Importer and Exporter	17.6	16.2	10.6	9.0	11.2	14.2	10.3	13.3	13.5	12.7	10.1	9.4	7.4	8.0	9.8	8.2	10.5	9.1	7.8	8.2	8.7	10.1	8.0	10.2	8.9	9.4	8.2	
Neither Importer nor exporter	61.5	62.0	58.0	57.4	69.8	57.9	60.2	60.2	65.7	61.9	64.5	65.8	65.1	63.9	65.0	67.0	73.0	73.8	76.7	73.1	76.3	71.6	75.6	72.5	73.6	69.1	76.3	

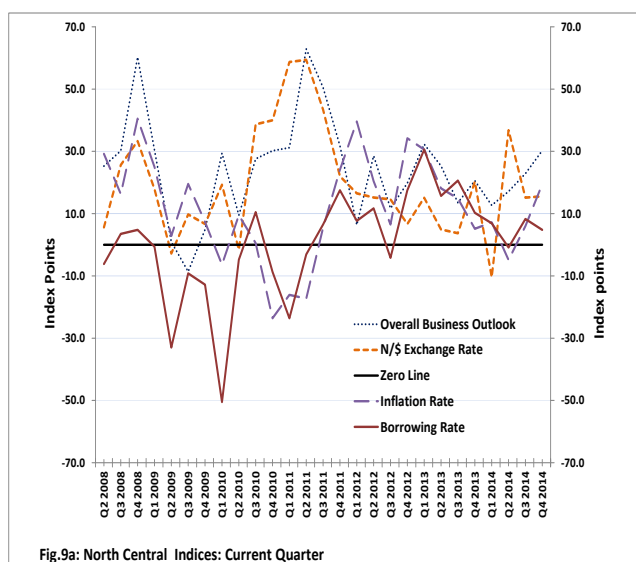
TABLE 2
BUSINESS EXPECTATIONS SURVEY
National

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
17. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	69.1	71.9	73.3	71.5	70.3	73.5	71.3	66.1	72.8	71.6	72.7	75.2	76.4	70.6	73.8	76.9	79.1	80.8	81.0	80.1	80.8	79.0	78.8	79.0	77.7	80.6	78.1	
Medium (50 and <200)	18.7	19.3	18.1	19.9	20.0	16.6	16.5	22.2	17.1	19.1	16.9	16.5	15.6	18.0	15.6	14.4	14.1	12.9	12.5	13.5	13.0	14.3	13.6	14.2	14.6	12.9	13.7	
Large (200 and Up)	11.9	8.7	8.6	8.5	9.7	8.8	12.2	11.7	9.9	9.2	10.4	8.4	8.0	11.4	10.6	8.6	6.8	6.2	6.3	6.4	6.2	6.6	7.6	6.8	7.7	6.5	8.2	
No Response	0.3	0.1	0	0.1	0	0.1	0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
18. Distribution of Respondent Firms by Sector																												
Sample Size (N)	1075	1075	1050	1024	850	1100	1100	1100	1100	1100	1350	1350	1400	1400	1400	1400	1850	1950	1950	1950	1950	1950	1850	1950	1900	1900	1900	
Response Rate(%)	80.6	83.3	81.5	71.2	71.3	89.1	73.1	69.7	67.9	67.9	90.7	90.5	94.8	92.6	91.5	95.1	94.4	96.4	96.5	96.5	99.6	98.6	99.0	99.5	99.0	98.7	97.9	
All Sectors	866	896	856	729	606	980	804	767	747	1224	1222	1327	1297	1281	1331	1746	1880	1882	1881	1943	1922	1930	1941	1832	1826	1868	1861	
Industrial Sector	240	338	187	194	205	350	276	262	243	340	326	365	349	305	329	379	462	482	477	467	477	475	473	481.0	461.0	458		
Construction Sector	77	73	32	38	23	48	30	41	51	67	53	65	66	70	71	98	249	262	266	269	254	276	281	251	245	239		
Wholesale and Retail Trade	180	186	180	182	143	217	186	177	141	310	276	267	312	303	326	475	488	502	484	492	482	485	493	464	474.0	515		
Services Sector of which:	369	299	290	119	235	365	312	287	312	505	567	578	633	603	605	794	681	636	654	715	699	694	636	646	646	662		
Financial Intermediation	18	11	19	19	12	13	18	26	15	52	47	43	36	43	32	38	129	119	113	130	139	155	147	147	127	127		
Hotels and Restaurants	82	99	57	72	74	96	88	79	110	87	122	129	125	122	133	178	206	182	181	193	193	198	187	180	172	178		
Renting and Business Activities	53	31	32	33	4	32	22	25	28	49	28	33	36	36	36	53	156	167	190	198	184	173	169	148	154	162		
Community and Social Services	15	29	59	72	24	44	31	23	23	25	16	19	16	26	28	44	190	168	170	194	183	168	191	161	188	195		
19. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	6.0	5.6	-1.5	-3.2	-6.4	-4.7	-2.2	3.5	5.5	4.8	6.5	11.0	9.3	3.0	6.3	2.5	2.3	1.6	1.5	6.0	4.2	4.1	3.0	5.2	4.3	3.1	5.6	
Construction Sector	0.5	3.6	0.5	0.3	-0.7	-0.8	0.2	0.9	0.5	0.7	0.5	2.0	1.5	1.4	0.2	1.2	2.7	2.1	0.6	3.7	2.4	3.1	3.1	3.0	2.7	2.1	-0.3	
Wholesale and Retail Trade	-2.6	3.3	1.4	-0.4	-1.0	0.8	-2.0	0.4	1.6	3.2	7.2	5.6	8.9	4.3	4.4	0.7	4.3	4.5	3.8	6.7	2.9	4.7	2.9	4.2	5.3	4.7	4.1	
Services Sector	6.3	3.9	-1.7	0.5	0.0	-0.4	2.3	4.5	1.8	11.5	16.4	21.5	27.3	17.2	16.6	8.3	6.9	6.0	5.4	8.9	5.6	7.2	7.0	9.3	9.4	6.5	6.6	
	10.2	16.4	-1.3	-2.7	-8.1	-5.1	-1.7	9.3	9.5	20.2	30.5	40.0	47.0	25.8	27.5	12.7	16.2	14.1	11.4	25.2	15.2	19.0	16.0	21.8	21.6	16.4	16.1	
20. Business Outlook Index on the Macroeconomy by Sector Contribution: Next Quarter																												
Industrial Sector	18.9	22.2	8.2	11.3	15.3	16.1	17.3	16.6	18.7	15.0	14.6	14.7	16.7	13.1	13.5	10.7	13.0	12.1	12.7	13.9	11.0	13.4	12.0	13.3	13.5	13.0	14.2	
Construction Sector	5.7	6.5	2.5	3.4	2.1	1.5	2.0	2.1	3.1	4.0	1.8	3.3	3.5	3.4	2.5	3.2	7.8	6.2	6.6	8.3	5.9	7.2	8.4	7.2	7.1	7.4	6.0	
Wholesale and Retail Trade	16.1	12.0	8.5	12.2	12.0	10.3	8.1	8.0	10.6	11.9	13.9	13.0	13.2	14.3	12.5	14.5	14.6	13.9	14.0	15.1	11.4	13.4	13.3	13.3	14.0	14.3	13.9	
Services Sector	23.3	16.7	10.7	5.5	14.4	20.7	15.5	13.4	19.7	18.5	20.6	25.4	25.2	20.9	24.9	23.8	20.7	17.9	20.0	20.7	16.6	20.7	19.8	19.0	20.8	21.9		
	63.9	57.3	29.9	32.5	43.8	48.6	42.8	40.0	52.1	49.4	50.9	56.4	58.6	51.7	53.5	52.2	56.2	50.1	53.3	58.1	44.9	54.6	53.5	52.7	55.3	53.6	55.9	
Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	5.9	4.8	-0.6	1.1	0.5	-1.4	-3.5	1.4	2.3	3.3	3.8	6.7	5.9	-2.3	3.1	3.2	3.2	1.9	2.0	3.7	2.5	4.3	4.3	5.1	5.3	2.9	4.3	
Construction Sector	5.9	1.7	-0.5	0.0	0.2	-0.1	-0.7	-0.1	0.0	0.4	0.4	1.2	0.8	0.8	0.5	1.3	2.1	1.4	1.2	3.0	1.9	3.3	2.1	2.3	1.2	1.6	0.1	
Wholesale and Retail Trade	6.2	0.8	2.0	0.4	2.0	2.3	-0.6	-0.3	1.3	1.1	5.4	3.1	4.5	2.6	3.7	4.2	5.1	4.2	4.2	5.1	4.1	5.5	5.0	5.9	5.2	4.6	4.6	
Services Sector	-2.0	5.5	5.4	1.1	2.0	2.9	3.6	-4.7	-1.2	2.7	5.5	10.3	12.0	4.4	11.4	7.8	8.6	7.8	7.7	8.2	6.5	7.5	8.8	8.5	9.4	6.4	9.0	
	16.0	12.8	6.3	2.6	4.6	3.7	-1.3	-3.7	2.4	7.4	15.2	21.3	23.2	5.5	18.7	16.6	18.9	15.2	15.1	20.1	15.0	20.5	20.2	21.8	21.0	16.2	18.0	
22. Employment Outlook Index on Own Operations by Sector: Next Quarter																												
Industrial Sector	14.3	15.1	8.2	4.9	11.7	10.6	10.7	11.9	9.6	11.1	12.2	11.4	12.5	9.5	10.3	10.0	9.5	9.1	10.1	8.4	7.8	10.4	8.7	9.8	10.5	8.5	10.2	
Construction Sector	3.5	4.6	2.2	2.5	0.8	1.2	2.0	2.3	4.0	2.5	2.0	2.7	2.5	2.6	2.6	3.0	6.1	6.0	5.3	6.4	4.8	6.6	6.5	5.1	4.3	4.4	4.6	
Wholesale and Retail Trade	6.2	9.9	16.9	6.2	10.7	8.9	6.5	4.4	8.4	10.4	10.8	10.7	11.1	11.9	11.6	12.4	11.3	10.9	11.3	10.3	9.6	10.5	10.7	10.7	9.7	11.9	10.5	
Services Sector	22.4	15.1	24.8	6.7	16.7	17.5	13.8	12.6	18.4	23.3	29.9	28.1	28.4	25.9	25.9	22.8	3.6	13.9	15.6	16.3	13.0	16.3	14.4	13.9	13.9	11.8	15.2	
Employment Outlook Index	46.4	44.7	52.1	20.2	39.9	38.2	32.9	31.2	40.5	47.3	54.9	52.9	54.4	49.9	50.4	48.3	30.4	39.8	42.3	41.5	35.2	43.8	40.3	39.5	38.3	36.6	40.5	
23. Drivers of macroeconomic Outlook by type of business: Current Quarter																												
Importer	0.7	2.7	2.2	3.3	-3.3	2.7	-0.7	1.4	1.9	4.6	7.9	9.8	12.8	6.4	8.0	1.0	3.0	3.0	1.8	5.9	3.0	4.9	3.4	4.5	2.3	5.1	2.4	
Exporter	1.4	1.5	-0.4	0.4	1.0	-0.7	-0.1	0.9	0.5	1.1	2.2	1.4	1.1	4.6	0.5	0.9	0.5	-0.3	0.2	0.5	0.8	0.3	0.1	0.2	0.7	0.3	0.6	
Both Importer and Exporter	1.2	2.6	1.6	0.4	-0.2	-3.2	-1.2	-0.5	-0.8	3.0	2.0	3.1	2.6	2.6	2.1	1.8	1.2	2.1	1.0	2.2	1.3	0.6	0.7	2.8	0.4	1.2	0.3	
Neither Importer nor exporter	6.8	4.8	-1.3	-5.9	-6.0	-4.8	0.2	8.1	10.7	9.6	17.8	24.2	24.5	10.3	13.1	6.4	11.4	9.3	7.9	16.6	10.0	13.2	11.8	14.2	18.2	9.8	12.8	
Macroeconomic Outlook Index	10.1	11.6	2.0	-1.8	-8.5	-6.0	-1.9	9.9	12.3	18.4	30.0	38.6	41.0	23.9	23.7	10.0	16.2	14.1	10.9	25.2	15.1	19.0	15.9	21.8	21.7	16.4	16.0	
24. Drivers of macroeconomic Outlook by type of business: Next Quarter																												
Importer	11.3	11.6	10.0	13.2	4.3	10.3	7.7	5.6	10.2	7.0	7.7	10.3	8.1	10.4	9.8	9.5	7.5	8.7	7.8	10.3	7.2	9.4	8.8	8.4	7.3	10.3	7.8	
Exporter	2.8	2.1	1.1	2.3	3.1	2.4	2.2	2.1	2.7	1.1	1.7	1.8	1.4	0.8	1.2	1.3	0.8	0.8	1.5	1.0	1.4	0.7	1.0	1.1	1.3	1.5	0.7	
Both Importer and Exporter	9.9	9.7	4.2	4.0	5.1	6.0	5.3	3.5	5.7	7.4	5.8	4.8	5.6	4.4	5.4	4.8	6.8	4.9	4.5	5.0	3.6	4.7	3.5	4.5	4.1	4.6	4.2	
Neither Importer nor exporter	40.1	35.8	23.7	26.0	33.9	29.9	31.3	33.7	36.5	36.5	39.1	42.8	44.4	40.0	37.5	36.6	40.9	35.8	38.2	41.7	32.6	39.8	40.3	38.6	42.6	37.2	43.0	
Macroeconomic Outlook Index: Next Quarter	64.0	59.2	39.0	45.4	46.5	48.6	46.6	44.9	55.1	52.1	54.3	59.7	59.5	55.5	53.8	52.2	56.1	50.1	52.0	58.1	44.8	54.6	53.5	52.7	55.3	53.5	55.7	
25. Drivers of macroeconomic Outlook by Size of Business: Current Quarter																												
Small (<50)	4.0	6.2	3.2	0.8	-6.3	-3.0	-3.0	9.1	9.6	12.4	22.3	28.3	32.2	14.5	15.0	6.9	12.0	10.4	7.1	19.0	9.7	14.4	10.8	17.4	18.2	12.9	12.5	
Medium (50 and <200)	3.3	3.7	-1.7	-1.9	-2.3	-0.4	1.5	-1.6	1.7	4.9	6.1	7.6	6.0	5.1	4.5	1.8	2.6	2.3	1.7	4.0	3.6	2.5	3.1	3.6	3.0	2.8	2.6	
Large (200 and Up)	2.8	1.7	0.6	-0.7	0.0	-2.5	-0.4																					

Business Expectations Survey

Q4 2014 North Central Zone

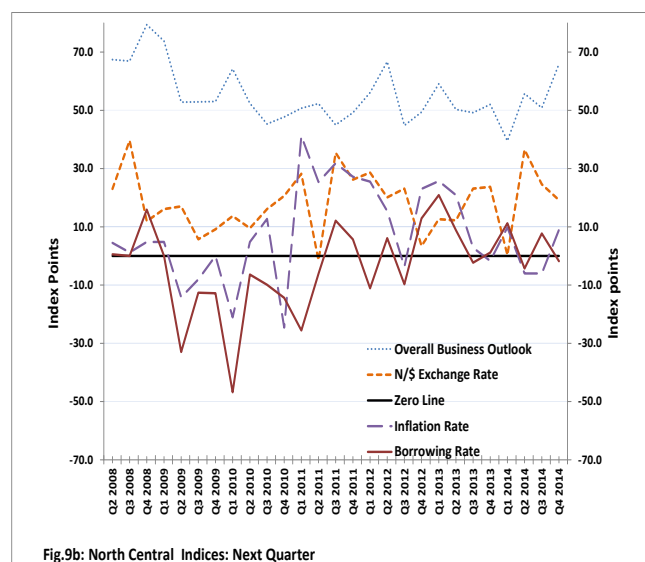
Business Outlook



Respondents in the North Central zone were more optimistic on business activities in the quarter under review as overall confidence index rose to 30.2 index points, up by 9.6 points above the level achieved in the corresponding quarter of 2013. Similarly, at 65.9 points, respondents were more optimistic about business activities in the next quarter as the index rose by 35.7 points above the level achieved in the current quarter. (Fig. 9).

The optimism in the overall business outlook in the zone were driven by the services (13.2 points), wholesale and retail (9.9 points), industrial sector (6.0 points) and the construction sector (1.2 points) (Table 3 Sections 2 & 14).

Respondents' optimism in the volume of total order and financial condition of the firms in the zone, buoyed the volume of business activity in the current quarter. Similarly, respondents optimism in access to credit by some of the firms would improve the financial condition of firms in the review quarter.



The financial condition (or internal liquidity position) of the firms at 22.8 points in the current quarter was driven by wholesale/retail trade (9.0 points), services (7.8 points), industrial (4.2 points) and construction (1.8 points). (Table 3 sections 4, 5 & 15).

Respondents in the zone cited insufficient power supply, competition, high interest rate, financial problems, unfavourable economic climate and access to credit as major constraints to the growth of business activities (Table 3 Section 8).

Respondent firms in the zone expect naira exchange rate to appreciate in the current and next quarters. They also expect inflation to rise in the current and the next quarter, while borrowing rates is expected to rise in the current and fall in the next quarters (Tables 3 Sections 9 & 10).

The respondent firms by type of business show that "neither importer nor exporter" category constituted the majority with 81.7 per cent, followed by, "importer" 11.7 per cent "both importer and exporter" 4.2 per cent and "exporter" 2.4 per cent (Table 3 Section 11).

TABLE 3
BUSINESS EXPECTATIONS SURVEY
North Central Zone

Year		2008			2009			2010			2011			2012			2013			2014							
Quarter		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4							
1. Overall Business Outlook on the Macroeconomy																											
Confidence Index: All Sectors																											
Current Quarter																											
North Central																											
Next Quarter																											
North Central																											
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																											
Industrial Sector	48.3	26.7	22.9	-2.5	-2.6	-25.0	-2.6	20.9	4.5	-2.8	9.1	27.0	47.6	27.0	-2.7	16.7	37.3	2.6	10.5	21.9	21.9	13.8	16.9	25.7	2.9	20.9	29.4
Construction Sector	3.1	27.3	100	50.0	-40.0	-55.6	-14.3	63.6	0.0	27.3	-12.5	-30.0	25.0	28.6	0.0	37.5	32.6	13.0	9.3	40.7	25.0	1.8	28.6	-1.9	10.2	34.0	9.1
Wholesale and Retail Trade	25.0	35.6	70.6	42.2	8.8	8.5	5.6	15.4	83.3	42.2	39.3	12.5	64.3	7.4	34.4	-4.7	23.4	13.2	25.6	42.2	26.4	12.6	27.1	12.4	29.9	32.4	37.5
Services Sector of which:	0.0	40.0	66.7	56.3	-12.5	7.1	25.0	53.3	10.0	38.7	42.2	61.4	86.5	80.7	51.9	10.0	26.0	15.6	25.8	28.1	26.6	18.8	14.5	11.8	17.6	11.2	32.8
Financial Intermediation	40.0	0.0	100	66.7	0.0	0.0	0.0	20.0	0.0	0.0	0.0	15.8	-6.7	-36.4	-25.0	16.7	6.7	29.0	42.9	26.9	48.4	18.5	-3.2	6.9	26.7	24.0	30.8
Hotels and Restaurants	25.0	38.5	58.3	4.5	0.0	14.3	12.5	28.6	-9.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	15.6	18.2	25.0	24.1	-3.0	20.6	11.4	21.2	-9.1	-2.9	3.0
Renting and Business Activities	20.0	-12.5	92.9	72.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	10.0	9.4	6.5	13.2	28.1	15.2	34.3	9.4	18.9	3.4	53.1
Community and Social Services	14.3	0.0	80.0	40.0	66.7	0.0	0.0	50.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	61.5	6.3	30.3	45.2	34.4	20.6	13.3	9.5	33.3	22.2	41.9
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																											
Industrial Sector	80.7	71.6	68.6	69.2	43.6	49.3	51.9	55.8	36.4	41.7	36.4	43.2	41.5	45.9	16.2	55.6	69.3	42.9	50.0	56.2	47.9	45.0	47.9	41.4	51.5	56.7	69.1
Construction Sector	56.3	63.6	100	80.0	20.0	0.0	0.0	81.8	57.1	90.9	0.0	60.0	81.3	57.1	62.5	62.5	60.5	42.6	27.8	66.1	40.4	36.4	55.6	32.7	42.9	51.1	31.8
Wholesale and Retail Trade	58.3	64.4	94.1	80.0	58.8	52.2	52.8	61.5	66.7	46.7	53.6	43.8	50.0	66.7	59.4	53.1	62.8	49.5	51.1	61.4	60.4	52.9	60.0	44.9	67.0	55.0	76.1
Services Sector of which:	68.2	53.3	91.7	81.3	25.0	64.3	53.6	73.3	60.0	38.7	49.5	53.5	49.0	36.7	54.7	62.0	70.2	43.8	57.0	56.3	48.4	54.7	50.0	37.5	54.4	44.0	68.7
Financial Intermediation	80.0	100.0	0.0	0.0	0.0	0.0	0.0	80.0	0.0	50	70.6	57.9	80.0	54.5	66.7	38.9	83.3	61.3	85.7	61.5	77.4	63.0	54.8	44.8	60.0	52.0	69.2
Hotels and Restaurants	100.0	61.5	66.7	77.3	76.5	78.6	81.3	57.1	63.6	0.0	0.0	0.0	0.0	52.6	0.0	0.0	68.8	36.4	52.8	44.8	33.3	47.1	57.1	54.5	36.4	42.9	63.6
Renting and Business Activities	50.0	62.5	64.3	81.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	63.3	43.8	45.2	57.9	50.0	48.5	57.1	37.5	48.6	55.2	75.0
Community and Social Services	57.1	80.0	92.9	70.0	100.0	0.0	0.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	66.7	34.4	48.5	59.5	34.4	61.8	30.0	19.0	72.2	30.6	67.4
4. Business Confidence Index on Own Operations by Sector: Current Quarter																											
Industrial Sector	39.7	22.7	-2.9	-5.1	2.6	-5.3	-36.3	18.6	4.5	-22.2	-24.2	-2.7	7.1	-16.2	-16.2	19.2	25.3	3.9	12.0	19.2	16.4	20.0	14.1	1.4	19.1	1.5	20.6
Construction Sector	-15.6	18.2	66.7	20.0	-40.0	-22.2	-0.5	18.2	14.3	-18.2	-25.0	-50.0	31.3	7.1	0.0	6.3	37.2	9.3	11.1	39.0	13.5	5.5	22.2	7.7	-4.1	21.3	13.6
Wholesale and Retail Trade	2.8	15.6	58.8	44.4	20.6	12.8	5.5	3.8	33.3	2.2	7.1	-18.8	3.6	-29.6	0.0	14.4	23.4	7.7	27.8	22.9	23.1	19.5	35.3	11.2	36.1	26.1	34.1
Services Sector	30.8	26.2	61.1	42.3	-7.1	0.0	21.3	40.0	-10.0	8.0	-1.8	10.9	8.3	14.7	10.4	31.3	28.2	18.0	26.8	23.7	20.3	16.4	24.4	4.4	27.2	11.2	19.4
5. Business Outlook Index on Own Operations : Current Quarter																											
Volume of Business Activity Index	33.7	40.7	47.6	32.7	9.4	0.6	11.6	16.5	-7.9	19.3	24.1	15.1	38.6	42.5	30.8	18.7	31.2	18.6	31.3	35.7	25.8	23.7	27.4	9.2	22.3	21.1	28.4
Volume of Total Order Book Index	43.8	38.9	55.6	35.1	8.5	-1.7	15.2	11.0	-3.2	11.6	20.0	6.0	29.0	10.6	8.2	13.1	32.7	20.0	29.0	34.3	27.9	25.2	27.4	11.5	22.6	20.6	29.9
Credit Access Index	14.0	0.6	32.6	21.4	-17.9	-20.7	-19.5	-33.1	-3.2	9.4	4.1	-1.5	15.2	-1.5	0.5	-13.4	6.4	-4.0	7.1	7.8	7.3	7.2	15.7	2.0	3.7	6.0	9.6
Financial Condition Index	19.7	19.2	42.8	29.8	3.8	2.3	4.9	12.8	4.7	3.3	4.1	-2.0	8.7	2.0	2.5	11.7	27.4	10.9	21.2	25.1	19.1	16.3	24.6	6.1	23.9	15.4	22.8
Average Capacity Utilization	32.6	33.1	56.4	28.6	12.3	5.2	13.4	22.9	9.5	16.6	20.6	15.6	21.3	9.6	6.7	10.1	29.5	16.5	27.0	25.7	26.4	22.6	26.3	12.4	27.3	20.9	27.2
6. Business Outlook Index on Own Operations : Next Quarter																											
Volume of Business Activity Index	80.3	82.6	94.4	82.7	66.0	71.3	65.9	66.1	55.6	56.9	60.0	69.4	65.5	50.5	50.7	69.4	75.0	61.4	61.2	59.5	60.5	63.7	58.9	53.9	66.7	59.4	75.7
Employment Outlook Index	50.0	46.5	66.6	57.1	34.0	30.5	37.2	47.7	11.2	56.9	65.7	70.4	67.5	73.2	53.9	52.7	48.1	40.8	39.9	39.1	35.5	47.7	44.6	29.4	44.0	40.9	53.0
7. Business with Expansion Plans (in percent): Next Quarter																											
Industrial Sector	74.1	76.0	25.0	71.8	59.0	40.8	46.8	44.2	-27.3	41.7	21.2	-45.9	0.0	-54.1	-2.7	27.8	49.3	19.5	41.3	39.7	64.4	60.0	59.2	57.1	70.6	59.7	61.8
Construction Sector	75.0	63.6	3.0	80.0	0.0	33.3	71.4	72.7	42.9	81.8	25.0	40.0	-12.5	-60.0	25.0	25.0	58.1	18.5	15.4	32.2	61.5	56.4	66.1	57.7	57.1	59.6	50.0
Wholesale and Retail Trade	80.6	71.1	32.0	77.8	64.7	63.8	52.8	73.1	66.7	68.9	71.4	65.6	-32.1	-37.5	-6.3	46.9	66.0	38.5	51.1	59.0	68.1	66.3	78.8	64.0	77.3	71.2	64.8
Services Sector of which:	77.3	86.7	12.0	93.8	87.5	71.4	66.7	80.0	20.0	64.0	37.6	37.6	15.8	-27.7	30.2	42.0	69.5	28.1	51.6	43.7	63.3	69.5	71.0	58.8	73.5	59.2	62.7
Financial Intermediation	60.0	0.0	1.0	100.0	0.0	0.0	0.0	20.0	0.0	64.3	0.0	36.8	-6.7	-42.1	16.7	22.2	73.3	48.4	71.4	23.1	64.5	70.4	61.3	55.2	70.0	60.0	61.5
Hotels and Restaurants	100.0	69.2	8.0	68.2	64.7	64.3	62.5	71.4	9.1	0.0	5.9	5.9	0.0	0.0	0.0	0.0	68.8	15.2	38.9	24.1	57.6	61.8	68.6	57.6	69.7	54.3	60.6
Renting and Business Activities	75.0	62.5	10.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	80.0	43.8	41.9	57.9	68.8	72.7	91.4	62.5	75.7	62.1	62.5
Community and Social Services	85.7	40.0	15.0	75.0	33.3	0.0	0.0	50.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	59.0	6.3	57.6	57.1	62.5	73.5	60.0	59.5	77.8	61.1	65.1

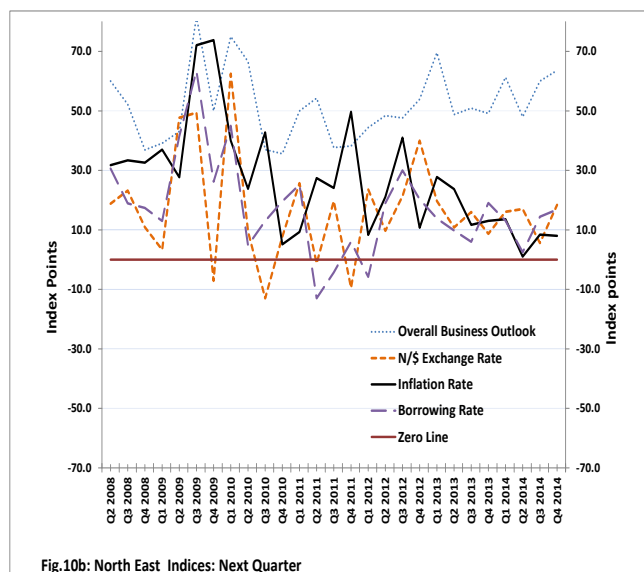
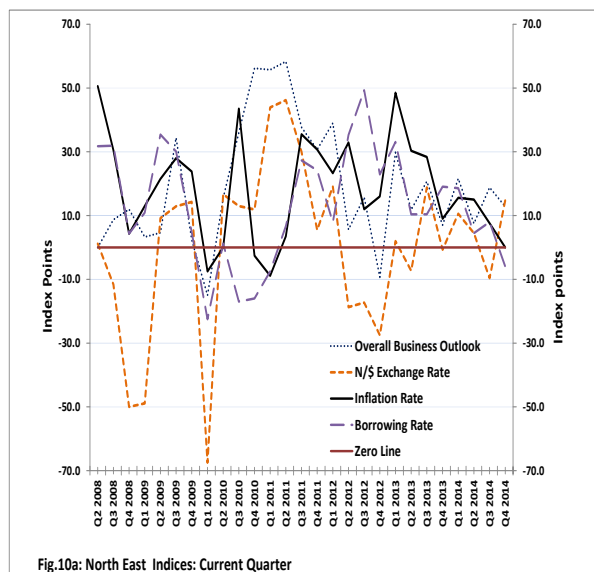
TABLE 3
BUSINESS EXPECTATIONS SURVEY
North Central Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																												
High Interest Rate	64.0	58.1	59.5	58.2	38.7	56.0	53.0	77.0	50.8	78.7	63.9	59.6	65.0	69.7	56.7	56.7	43.9	45.0	42.2	42.4	41.5	52.1	45.7	38.6	37.9	55.6	43.7	
Unclear Economic Laws	34.0	30.3	35.7	32.5	50.5	38.2	39.0	44.0	36.6	47.3	50.6	36.8	37.7	39.0	37.7	47.1	35.1	31.7	39.0	33.4	30.4	47.2	35.7	24.9	22.7	40.6	31.7	
Lack of Equipment	25.8	6.7	17.5	26.7	25.0	21.8	11.0	24.5	30.2	43.1	56.7	43.5	47.8	41.0	35.3	27.0	23.9	8.3	23.5	23.7	12.6	30.6	12.7	4.6	16.0	35.3	4.5	
Insufficient Demand	12.6	3.8	21.4	25.0	35.8	21.8	20.1	8.5	22.3	36.5	52.1	40.0	26.8	20.2	24.3	39.3	30.5	15.4	22.9	22.6	19.0	34.95	24.4	11.5	27.1	36.7	34.0	
Access to Credit	42.7	10.5	24.6	29.6	41.0	21.0	22.9	17.5	27.8	41.7	44.2	46.0	40.1	27.1	24.9	33.6	33.7	34.5	41.5	43.2	39.0	31.55	35.3	30.7	22.7	46.3	27.8	
Financial Problems	56.5	42.5	33.7	45.8	41.0	42.5	41.2	72.0	27.0	50.0	52.6	48.1	45.5	51.3	30.6	56.2	49.1	57.2	58.4	49.8	49.8	53.3	47.3	39.9	45.4	54.9	36.4	
Competition	34.0	42.5	42.1	35.8	49.1	35.3	22.0	32.5	29.4	38.2	49.0	43.1	53.4	31.3	42.8	48.2	45.4	50.0	40.3	37.6	48.6	53.1	43.0	33.4	51.1	56.9	52.5	
Labor Problems	0.3	-20.9	-20.6	-10.5	16.5	-1.1	0.9	-27.5	29.3	27.9	28.5	24.1	46.5	44.9	29.2	7.5	8.6	2.8	8.8	5.7	-0.1	19.8	8.9	-7.8	1.7	24.9	-0.7	
Lack of Materials Input	12.4	4.1	12.3	15.9	15.6	13.8	-7.0	-8.5	7.2	23.2	25.1	9.2	9.1	2.3	11.0	17.0	6.3	3.6	20.3	14.0	-2.8	14.25	11.4	0.0	9.7	25.7	6.6	
Unfavourable Political Climate	13.5	7.3	13.5	31.9	33.0	29.3	18.9	47.0	38.1	36.5	47.2	38.7	22.9	29.4	22.1	43.0	28.2	36.8	40.8	39.2	26.7	38.7	33.0	26.1	32.6	38.3	35.6	
Unfavourable Economic Climate	48.3	41.3	35	48.8	51.4	47.1	39.9	62.0	90.6	49.7	36.9	35.7	51.6	38.7	32.5	45.4	38.1	46.4	44.6	40.0	31.4	50.35	41.6	28.7	39.9	48.0	40.6	
Insufficient Power Supply	66.3	77.3	80.6	73.3	21.2	71.0	77.1	94.5	73.0	62.7	65.4	60.6	70.3	52.4	59.3	48.5	57.3	71.0	65.8	62.2	65.4	66.2	67.7	48.1	61.4	64.7	60.5	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/\$ Exchange Rate	5.6	25.6	33.3	17.9	-2.8	9.8	6.7	19.3	-1.6	38.7	40.0	58.7	59.4	43.4	22.0	16.5	15.2	14.6	6.7	15.1	4.9	3.7	20.3	-10.4	36.8	15.1	15.6	
Inflation Rate	29.2	16.3	40.5	25.0	2.8	19.5	7.3	-6.4	9.5	0.5	-23.6	-16.1	-17.3	5.5	24.1	39.6	20.4	6.5	34.2	30.6	18.1	14.9	5.1	7.2	-4.9	6.0	19.5	
Borrowing Rate	-6.2	3.5	4.8	-0.6	-33.0	-9.2	-12.8	-50.5	-4.8	10.5	-8.7	-23.6	-3.1	6.5	17.5	7.7	11.7	-4.2	17.5	30.6	15.7	20.6	10.3	6.9	-0.9	8.3	4.8	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/\$ Exchange Rate	23.0	39.6	11.9	16.1	17.0	5.7	9.1	13.7	9.5	16.1	20.6	28.2	-1.5	35.4	26.2	28.6	20.1	23.1	3.4	12.6	12.2	23.1	23.7	0.3	36.5	24.6	19.2	
Inflation Rate	4.5	1.2	4.8	4.8	-14.2	-8.0	0.0	-21.1	4.8	12.7	-24.6	41.2	25.4	31.8	27.2	25.5	15.4	-3.7	23.0	25.7	20.9	2.8	-1.7	9.8	-6.0	-6.0	9.0	
Borrowing Rate	0.6	0.0	15.9	0.0	-33.0	-12.6	-12.8	-46.8	-6.4	-9.9	-14.4	-25.6	-6.1	12.1	5.7	-11.1	6.1	-9.7	12.9	20.9	8.8	-2.3	1.1	11.2	-4.3	7.7	-1.8	
11. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	9.0	14.0	34.1	40.5	20.8	16.7	12.8	10.1	6.3	13.8	13.3	9.0	28.9	16.2	9.7	18.1	13.4	10.9	9.8	15.7	16.6	16.0	12.0	11.8	11.7	21.1	11.7	
Exporter	1.7	3.5	0.8	1.2	4.7	5.2	3.7	6.4	3.2	1.1	2.1	2.0	2.0	24.2	3.1	3.4	0.9	1.1	0.9	2.0	1.7	0.6	1.7	0.9	2.3	2.9	2.4	
Both Importer and Exporter	12.9	12.2	7.9	7.7	11.3	12.1	8.5	7.3	17.5	11.6	9.2	7.5	4.6	9.6	7.2	8.4	13.1	10.3	10.3	5.7	8.1	13.7	3.7	7.5	9.7	6.9	4.2	
Neither Importer nor exporter	75.8	70.3	48.4	47.6	63.2	66.1	75.0	76.1	73.0	73.5	75.4	81.4	64.5	50.0	80.0	70.1	72.6	77.7	79.0	76.6	73.5	69.4	82.6	79.8	76.3	69.1	81.7	
12. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	88.8	79.7	90.5	79.0	66.0	72.4	74.4	73.4	65.1	68.5	81.5	74.4	78.7	54.0	77.4	86.6	82.2	84.9	87.6	86.0	80.5	87.4	86.6	85.3	84.5	85.1	90.4	
Medium (50 and <200)	7.3	15.7	7.1	13.8	26.4	19.5	14.6	21.1	27.0	24.9	14.4	21.1	17.3	25.8	10.8	9.1	11.7	10.3	8.6	8.6	13.7	9.4	8.9	10.1	10.3	12.0	8.7	
Large (200 and Up)	3.9	4.7	2.4	6.6	7.5	8.0	11.0	5.5	7.9	6.6	4.1	4.5	4.1	20.2	11.8	4.4	6.1	4.6	3.7	5.4	5.5	3.1	4.6	4.6	5.2	2.9	0.9	
No Response	0.0	0.0	0.0	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																												
All Sectors	178	173	126	167	106	174	164	109	63	181	195	199	197	198	195	298	344.0	350.0	348	350.0	344	350	347	350	347	350	334.0	
Industrial Sector	58	75	35	40	39	76	77	43	22	36	33	37	42	37	37	36	75	77	76	73	73	80	71	70	68	67.0	68.0	
Construction Sector	32	11	3	10	5	9	7	11	14	11	8	10	16	14	8	16	43	54	54	59	52	55	63	52	49	47.0	44.0	
Wholesale and Retail Trade	36	45	34	45	34	47	36	26	6	45	28	32	28	27	32	128	94	91	90	83	91	87	85	89	97	111.0	88.0	
Services Sector of which:	52	42	54	72	28	42	44	29	21	89	126	120	111	120	118	118	132	128	128	135	128	128	131	136	136	125.0	134.0	
Financial Intermediation	5	1	1	3	0	0	0	5	0	14	0	0	0	0	0	0	29	31	28	26	31	27	31	29	30	25.0	26.0	
Hotels and Restaurants	8	13	12	22	17	28	16	7	11	0	17	19	15	11	12	18	32	33	36	29	33	34	35	33	33	35.0	33.0	
Renting and Business Activities	10	8	14	11	0	0	0	0	0	0	0	0	0	0	0	0	30	32	31	38	32	33	35	32	37	29.00	32.00	
Community and Social Services	7	5	15	20	3	0	0	2	0	0	0	0	0	0	0	0	28.0	32.0	33.0	42.0	32.0	34.0	30.0	42.0	36.0	43.0	43.0	
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	15.7	11.6	6.4	-0.6	-0.9	-10.9	-1.2	8.3	1.6	-0.6	1.5	5.0	10.2	5.1	-0.5	2.0	8.1	0.6	2.3	4.6	4.7	3.1	3.4	5.2	0.6	4.0	6.0	
Construction Sector	0.6	1.7	2.4	3.0	-1.9	-2.9	-0.6	6.4	0.0	1.7	-0.5	-1.5	2.0	2.0	0.0	2.0	4.1	2.0	1.4	6.9	3.8	0.3	5.1	-0.3	1.4	4.6	1.2	
Wholesale and Retail Trade	5.1	9.2	19.1	11.4	2.8	2.3	1.2	3.7	7.9	10.5	5.6	2.0	9.1	1.0	5.6	-2.0	6.4	3.4	6.6	10.0	7.0	3.1	6.6	3.2	8.3	10.3	9.9	
Services Sector	0.0	9.7	28.6	24.3	-3.3	1.7	6.7	14.2	3.3	19.0	27.3	37.0	48.7	48.9	31.4	4.0	10.0	5.7	9.5	10.9	9.9	6.9	5.4	4.6	6.9	4.0	13.2	
15. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	12.9	9.8	-0.8	-1.2	1.0	-2.3	-17.0	7.3	1.6	-4.4	-4.1	-0.5	1.5	-3.0	-3.1	2.3	5.5	0.9	2.6	4.0	3.5	4.6	2.9	0.3	3.7	0.3	4.2	
Construction Sector	-2.8	1.2	1.6	1.2	-1.9	-1.1	0.0	1.8	3.2	-1.1	-1.0	-2.5	2.5	0.5	0.0	0.3	4.7	1.4	1.7	6.6	2.0	0.9	4.0	1.2	-0.6	2.9	1.8	
Wholesale and Retail Trade	0.6	4.0	15.9	12.0	6.6	3.4	1.2	0.9	3.2	0.6	1.0	-3.0	0.5	-4.0	0.0	6.2	6.4	2.0	7.2	5.4	6.1	4.9	8.6	2.9	10.0	8.3	9.0	
Services Sector	9.0	6.4	26.2	18.2	-1.9	0.0	5.7	10.6	-3.3	3.9	-1.2	6.6	4.7	8.9	6.3	12.4	10.8	6.6	9.8	9.1	7.6	6.0	9.1	1.7	10.6	4.0	7.8	

Business Expectations Survey

Q4 2014 North East Zone

Business Outlook



Respondents in the North East zone were more optimistic on business activities in the quarter under review. At 12.8 points overall confidence index dipped by 5.8 index points, compared with the level achieved in the corresponding quarter of 2013. However, respondents were more optimistic about business activities in the next quarter as the index will be expected to rise by 50.8 points above the level achieved in the current quarter (Fig. 10).

The optimism in the overall business outlook in the zone could be adduced to services (6.0 points), industrial (3.6 points), wholesale and retail sectors (3.2 points) and the construction sector (0.0 points) (Table 4 Sections 2 & 14).

The volume of total order and financial condition of the firms in the zone, buoyed the volume of business activity in the current quarter. Similarly, respondent optimism in access to credit by the firms upped their financial condition in the review quarter.

The financial condition (or internal liquidity position) of the firms which stood at 43.2 points in the current quarter was driven by services (20.8 points), wholesale and retail (11.6 points), industrial (6.8 points) and construction sector (4.0 points) sectors (Table 4 Sections 4 & 15).

Respondents in the zone cited insufficient power supply, financial problems, unfavourable economic climate, unfavourable political climate, high interest rate and unclear economic laws as factors limiting the growth of business activities in the zone (Table 4 Section 8).

Respondent firms expect naira exchange rate to appreciate in the current quarter and next quarters. Inflation and borrowing rates, are also expected to rise in both current and next quarters (Tables 4 Sections 9).

The respondent firms by type of business show that “neither importer nor exporter” category constituted the majority with 89.2 per cent, followed by “both importer and exporter” with 5.6 per cent, and “Importer” with 5.2 per cent (Table 4 Section 11).

TABLE 4
BUSINESS EXPECTATIONS SURVEY
North East Zone

Year		2008			2009			2010			2011			2012			2013			2014								
Quarter		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
1. Overall Business Outlook on the Macroeconomy																												
Confidence Index: All Sectors																												
Current Quarter																												
North East		0.0	8.7	12.0	3.3	4.6	34.4	2.4	-15.0	15.5	36.0	56.2	55.7	58.3	37.7	30.7	39.0	5.6	15.8	-9.3	29.8	11.8	20.7	7.0	21.6	7.5	18.8	12.8
Next Quarter																												
North East		60.0	52.2	36.9	39.1	43.1	81.7	50.0	75.0	66.6	37.0	35.6	50.0	54.3	37.7	38.2	44.4	48.4	47.6	53.9	69.6	48.8	50.9	49.2	61.3	48.0	60.0	63.6
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																												
Industrial Sector		25.9	-12.5	17.2	3.4	6.3	21.9	18.2	-15.0	37.8	44.0	61.5	59.1	40.5	41.0	20.0	41.5	4.7	10.0	-3.4	23.0	15.0	17.2	-16.7	12.5	-2.6	14.0	18.0
Construction Sector		50.0	33.3	0.0	-50.0	0.0	40.0	-100.0	0.0	37.5	-15.8	14.3	50.0	25.0	26.7	-20.0	40.9	4.7	12.2	-10.3	41.9	13.2	45.5	17.8	6.5	22.6	-10.8	0.0
Wholesale and Retail Trade		0.0	50.0	-6.3	-14.3	-15.4	55.6	-28.6	28.6	-13.3	36.6	57.1	50.0	50.0	37.8	6.1	29.7	3.9	22.7	-8.3	43.8	11.5	30.0	0.0	7.8	-3.9	30.8	12.1
Services Sector of which:		-52.6	-16.7	26.3	4.8	-7.7	47.6	-66.7	-100.0	-11.8	43.0	62.2	61.4	72.1	42.1	48.1	46.1	7.5	15.8	-12.6	19.1	9.9	6.8	19.8	41.6	12.8	24.5	15.5
Financial Intermediation		0.0	0.0	-50.0	-50.0	0.0	0.0	0.0	0.0	0.0	-7.7	43.8	25.0	43.8	18.8	35.3	18.5	28.6	20.0	-16.7	24.0	16.0	47.8	34.6	50.0	52.6	29.2	21.7
Hotels and Restaurants		0.0	9.1	20.0	18.2	33.3	-16.7	75.0	-20.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-12.9	-6.3	-18.5	31.0	-6.9	-3.4	-10.3	21.1	-10.5	-4.2	29.2
Renting and Business Activities		16.7	40.0	20.0	0.0	0.0	66.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.6	41.9	-4.3	12.5	10.0	-23.3	53.3	40.0	-10.0	40.0	12.0
Community and Social Services		0.0	-20.0	16.7	66.7	16.7	25.0	-25.0	-33.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	15.8	9.7	-21.1	10.3	22.2	14.3	3.2	55.0	20.0	32.0	0.0
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																												
Industrial Sector		70.4	29.2	31.0	32.1	31.3	78.1	59.1	70.0	78.4	40.0	53.8	47.0	75.7	46.2	33.3	43.4	45.3	51.7	58.6	59.0	36.7	37.9	33.3	57.5	35.9	50.0	56.0
Construction Sector		50.0	100.0	66.7	100.0	100.0	80.0	0.0	100.0	62.5	47.4	14.3	50.0	37.5	33.3	20.0	50.0	44.2	34.1	66.7	74.4	60.5	54.5	48.9	58.1	51.6	45.9	51.4
Wholesale and Retail Trade		71.4	75.0	31.3	28.6	53.8	100.0	14.3	85.7	33.3	31.7	57.1	61.5	62.5	45.9	12.1	62.2	44.7	45.3	56.9	77.5	46.2	57.5	47.4	54.9	41.2	60.0	59.1
Services Sector of which:		15.8	33.3	42.1	47.6	15.4	76.2	33.3	33.3	70.6	33.8	18.9	47.7	45.1	28.9	46.2	32.4	54.7	51.8	45.0	67.8	53.2	51.3	60.7	68.8	56.4	70.4	76.0
Financial Intermediation		100.0	50.0	25.0	0.0	100.0	0.0	0.0	0.0	71.4	46.2	56.3	56.3	75.0	43.8	64.7	63.0	85.7	60.0	16.7	60.0	44.0	47.8	69.2	66.7	68.4	83.3	65.2
Hotels and Restaurants		0.0	63.6	60.0	54.5	63.6	50.0	75.0	80.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	35.5	34.4	51.9	69.0	41.4	65.5	52.0	68.4	42.1	54.2	82.6
Renting and Business Activities		100.0	60.0	60.0	20.0	66.7	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	40.0	67.7	53.2	78.1	56.7	40.0	70.0	55.0	55.0	76.0	76.0
Community and Social Services		0.0	60.0	0.0	66.7	50.0	87.5	75.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	78.9	48.4	42.1	62.1	70.4	51.4	51.6	85.0	60.0	68.0	80.0
4. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector		55.6	12.5	17.2	24.1	18.8	15.6	0.0	25.0	5.4	14.0	41.0	42.4	40.5	10.3	-6.7	17.0	31.3	16.7	20.7	23.0	8.3	17.2	18.3	30.0	20.5	22.0	34.0
Construction Sector		50.0	0.0	-33.3	-100.0	0.0	60.0	-100.0	0.0	-37.5	-21.1	7.1	44.4	6.3	0.0	-20.0	40.9	18.6	-9.8	15.4	27.9	13.2	52.3	40.0	29.0	38.7	27.0	27.0
Wholesale and Retail Trade		0.0	41.7	-6.3	7.1	8.3	44.4	42.9	14.3	6.7	7.3	40.0	30.8	40.6	8.1	-24.2	54.1	30.3	25.3	6.9	30.0	9.0	36.3	21.8	47.1	29.4	26.2	43.9
Services Sector		-15.4	18.3	18.2	19.1	20.0	57.1	-33.3	0.0	-35.3	-12.6	31.1	44.3	45.9	13.2	34.6	21.6	29.2	24.6	25.2	5.2	30.6	15.4	25.0	61.0	25.6	31.6	53.6
5. Business Outlook Index on Own Operations : Current Quarter																												
Volume of Business Activity Index		21.2	27.5	21.8	14.1	18.5	44.1	40.5	10.0	20.3	16.0	33.0	35.0	33.2	5.4	23.6	21.6	22.1	19.3	14.6	21.0	19.2	27.0	28.4	33.7	20.5	30.8	32.8
Volume of Total Order Book Index		27.1	23.2	22.8	15.2	16.9	44.1	28.6	7.5	10.7	9.5	12.4	7.4	16.1	4.4	0.5	8.7	24.3	19.3	12.8	22.1	14.6	32.1	24.7	42.2	14.0	32.4	31.6
Credit Access Index		2.4	5.8	3.3	1.1	10.8	32.3	0.0	-22.5	-10.7	-1.5	-4.1	26.6	33.2	-3.2	24.1	14.1	0.7	5.2	-10.7	12.3	5.6	18.1	2.7	13.1	3.0	4.4	20.0
Financial Condition Index		15.3	20.3	12.0	16.3	16.9	32.3	2.4	22.5	-8.4	8.0	33.0	41.2	41.7	2.7	12.5	26.6	28.4	18.3	18.2	18.8	17.8	26.7	25.1	46.2	27.5	27.6	43.2
Average Capacity Utilization		24.7	15.9	28.3	23.9	27.7	36.6	23.8	10.0	17.8	46.5	69.5	61.7	60.5	22.4	37.2	46.9	30.4	24.2	24.6	18.4	23.7	33.5	28.4	41.7	25.0	28.8	33.6
6. Business Outlook Index on Own Operations : Next Quarter																												
Volume of Business Activity Index		69.4	63.8	60.9	65.2	58.5	69.9	85.7	92.5	88.1	52.5	64.4	54.6	60.5	50.8	61.4	63.9	68.5	64.5	75.3	80.6	62.4	64.6	65.6	64.8	73.0	63.6	67.2
Employment Outlook Index		36.5	31.9	34.8	34.8	30.8	61.2	52.4	20.5	45.3	59.5	64.5	57.0	45.8	41.0	50.8	66.4	52.6	35.9	51.1	51.1	35.5	41.8	51.2	50.3	43.0	42.4	47.2
7. Business with Expansion Plans (in per cent): Next Quarter																												
Industrial Sector		81.5	69.6	69.0	69.0	87.5	90.6	86.4	95.0	45.9	36.0	79.5	12.1	10.8	48.7	13.3	57.7	53.1	33.3	65.5	60.7	26.7	77.6	75.0	75.0	71.8	62.0	86.0
Construction Sector		75.0	66.7	100.0	100.0	100.0	100.0	100.0	100.0	100.0	36.8	57.1	33.3	50.0	46.7	60.0	72.7	58.1	26.8	53.8	62.8	10.5	77.3	80.0	71.0	87.1	70.3	83.8
Wholesale and Retail Trade		60.7	75.0	75.0	85.7	76.9	94.4	85.7	100.0	33.3	46.3	8.6	38.5	31.3	40.5	45.5	40.5	78.9	65.3	47.2	65.0	7.7	75.0	83.3	76.5	78.4	75.4	80.3
Services Sector of which:		68.4	66.7	73.7	81.0	92.3	100.0	100.0	66.7	76.5	3.9	20.0	54.5	0.8	13.2	-1.9	18.8	47.2	38.6	42.3	47.8	35.1	63.2	75.9	84.4	69.2	73.5	79.4
Financial Intermediation		100.0	50.0	75.0	100.0	100.0	0.0	0.0	0.0	71.4	38.5	87.5	62.5	37.5	50.0	52.9	70.4	71.4	40.0	55.6	60.0	36.0	65.2	76.9	72.2	63.2	75.0	73.9
Hotels and Restaurants		0.0	72.7	90.0	81.8	75.0	100.0	100.0	80.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	41.9	31.3	33.3	31.0	17.2	72.4	65.5	84.2	73.7	66.7	83.3
Renting and Business Activities		83.3	80.0	80.0	80.0	100.0	100.0	75.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	54.3	54.8	53.2	50.0	26.7	50.0	80.0	90.0	80.0	76.0	92.0
Community and Social Services		0.0	80.0	83.3	83.3	100.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	15.8	29.0	15.8	51.7	63.0	65.7	80.6	90.0	60.0	76.0	68.0

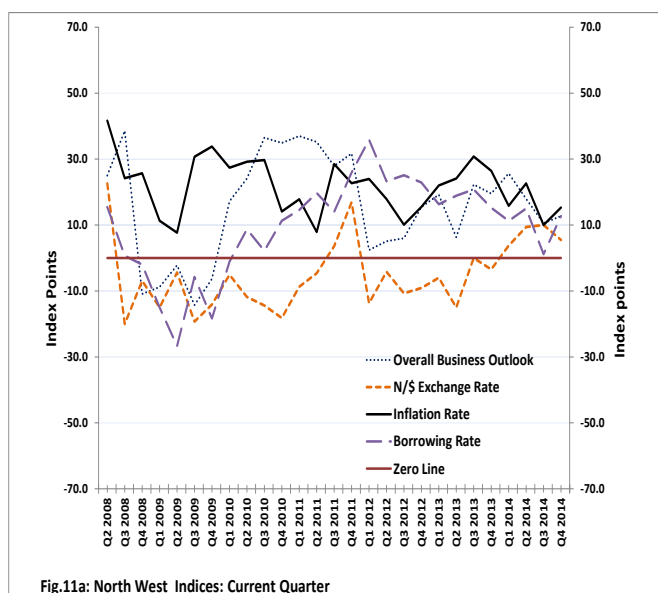
TABLE 4
BUSINESS EXPECTATIONS SURVEY
North East Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																												
High Interest Rate	56.5	47.9	28.8	37.9	74.1	66.1	61.9	91.3	57.2	28.5	46.9	46.0	33.7	38.0	36.0	52.1	44.6	33.3	37.9	37.2	48.5	22.8	43.3	45.7	37.5	39.2	43.6	
Unclear Economic Laws	-50.0	40.7	39.1	46.7	63.8	53.2	60.7	72.5	50.1	28.3	22.45	12.4	37.4	32.3	33.3	27.7	42.4	33.8	34.4	30.3	41.5	28.0	34.6	41.5	38.0	32.2	40.6	
Lack of Equipment	33.5	13.0	9.2	14.3	52.3	46.2	40.5	57.5	45.9	15.0	16.75	1.6	20.0	15.1	7.3	13.7	20.7	16.3	23.6	9.3	15.4	18.6	34.9	30.7	24.0	26.0	27.0	
Insufficient Demand	21.8	15.2	2.7	-3.9	46.9	44.1	20.2	65.0	34.6	15.5	14.9	0.5	8.4	23.8	3.3	19.3	17.0	15.2	19.1	12.6	26.0	16.7	27.9	25.9	23.8	22.8	31.4	
Access to Credit	25.9	7.3	24.5	21.8	53.8	45.7	52.4	16.3	49.4	42.8	46.35	41.4	41.8	41.1	45.1	32.0	25.9	24.9	14.2	24.2	23.0	23.6	23.2	21.9	25.3	19.0	16.8	
Financial Problems	-37.6	44.3	38.6	39.4	66.2	74.7	81.0	91.3	69.6	27.5	41.75	44.0	44.2	45.2	44.0	36.0	47.1	45.4	46.1	50.2	56.7	35.5	51.8	46.5	52.0	43.0	48.0	
Competition	-50.0	27.5	40.8	27.8	42.3	42.5	36.9	-11.3	39.3	5.5	-7.7	-29.5	7.3	12.9	26.9	23.5	33.5	38.3	21.1	43.9	31.5	25.2	34.6	39.2	40.3	36.8	32.4	
Labor Problems	1.2	-8.8	-6.0	-7.2	31.5	23.7	25.0	-25.0	8.3	-1.5	-11.1	-23.9	-9.1	0.6	-2.0	7.2	0.7	1.4	0.3	-6.7	-9.3	2.7	19.2	19.1	8.8	4.4	15.6	
Lack of Materials Input	30.0	11.7	1.6	5.1	36.2	28.0	29.8	46.3	32.8	93.0	17.25	7.0	14.2	24.7	37.3	32.0	12.4	10.6	13.3	1.2	2.8	13.1	29.6	26.1	14.5	23.4	29.8	
Unfavourable Political Climate	20.6	16.0	19.6	28.3	43.1	16.7	36.9	5.0	18.4	16.3	11.65	1.4	21.0	34.8	35.9	36.0	34.6	42.1	39.9	32.4	50.1	29.8	43.1	44.2	48.5	46.4	46.0	
Unfavourable Economic Climate	49.4	33.4	29.3	33.9	59.2	57.5	67.9	56.3	50.1	58.5	53.1	38.9	44.1	60.1	61.6	58.9	46.3	46.9	48.9	32.2	47.2	33.8	45.0	50.5	45.8	38.8	47.8	
Insufficient Power Supply	85.9	79.8	54.9	75.0	75.4	75.2	97.6	95.0	80.4	75.3	53.45	46.6	55.7	72.8	53.5	50.15	81.4	85.4	76.1	77.2	80.5	55.8	68.2	70.6	76.0	67.2	71.0	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/\$ Exchange Rate	1.2	-11.6	-50	-48.9	9.2	12.9	14.3	-67.5	16.7	13.0	11.9	43.9	46.2	30.0	5.5	19.1	-18.7	-17.3	-27.5	2.0	-7.3	18.8	-0.7	10.6	4.5	-9.6	14.8	
Inflation Rate	50.6	30.5	4.3	13.0	21.5	28.0	23.8	-7.5	0.0	43.5	-2.6	-8.9	3.5	35.5	30.7	23.3	32.9	12.0	16.0	48.5	30.3	28.4	9.0	15.6	15.0	7.6	0.0	
Borrowing Rate	31.8	31.9	4.3	10.9	35.4	30.1	4.8	-22.5	1.2	-17.0	-16.0	-7.5	6.7	27.3	24.2	7.9	35.3	49.3	22.9	33.1	10.4	10.4	19.1	18.6	4.5	8.0	-6.0	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/\$ Exchange Rate	18.8	23.2	10.9	3.3	47.7	49.4	-7.1	62.5	9.5	-13.0	7.7	25.7	-1.3	19.7	-9.5	23.6	9.7	21.3	40.0	19.7	10.8	16.0	8.7	16.1	17.0	5.6	18.4	
Inflation Rate	31.8	33.4	32.6	37.0	27.7	72.1	73.8	40.0	23.8	42.8	5.1	9.3	27.4	24.1	49.7	8.3	21.1	41.0	10.7	27.8	23.7	11.7	13.0	13.6	1.0	8.4	8.0	
Borrowing Rate	30.6	18.9	17.4	13.0	41.5	63.4	26.2	45.0	4.8	13.0	19.6	25.2	-13.0	-4.3	6.0	-5.8	19.0	30.0	20.3	13.8	9.8	6.0	19.1	13.1	2.5	14.4	16.8	
11. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	11.8	14.5	12.0	17.4	12.3	19.8	16.7	5.0	11.9	44.5	49.0	51.4	49.3	42.1	46.7	39.8	8.0	8.6	3.6	18.1	6.6	16.1	9.7	21.6	11.0	10.0	5.2	
Exporter	3.5	2.9	10.9	10.9	4.6	9.7	0.0	0.0	2.4	10.5	10.8	7.5	5.8	6.6	3.0	5.4	1.4	0.7	0.0	0.0	1.0	1.7	1.3	1.5	0.0	0.0	0.0	
Both Importer and Exporter	10.6	13.0	8.7	15.2	16.9	12.5	2.4	2.5	11.9	6.5	1.0	3.3	2.7	2.7	1.0	7.1	4.8	4.8	6.8	7.7	3.5	11.7	6.0	11.6	5.5	4.0	5.6	
Neither Importer nor exporter	74.1	69.6	68.5	56.5	66.2	58.0	81.0	92.5	73.8	38.5	39.2	37.9	42.2	48.6	49.2	47.7	85.8	85.9	89.6	74.2	88.9	70.6	82.9	65.3	83.5	86.0	89.2	
12. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	62.4	65.2	68.5	72.8	70.8	90.0	88.1	90.0	89.3	63.0	68.0	68.2	63.2	65.0	63.8	66.4	84.4	80.3	82.5	80.6	83.3	80.3	78.3	75.4	73.0	70.8	82.0	
Medium (50 and <200)	30.6	27.5	25.0	20.7	24.6	7.5	9.5	10.0	9.5	24.5	17.0	23.4	25.1	21.9	20.6	15.8	12.1	14.8	12.1	14.4	11.5	15.4	15.4	14.1	21.5	22.0	13.2	
Large (200 and Up)	7.1	7.2	6.5	6.5	4.6	2.5	2.4	0.0	1.2	12.5	14.9	8.4	11.7	13.1	15.6	17.8	3.5	4.8	5.4	5.0	5.2	4.3	6.4	10.6	5.5	7.2	4.8	
No Response	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																												
All Sectors	85	71	92	92	65	93	42	40	84	200	194	200	160	183	199	241	289	290	280	299	287	299	299	199	199	250	250	
Industrial Sector	27	24	29	29	16	32	22	20	37	50	39	52	37	39	30	53	64	60	58	61	60.0	58	60	40	39	50	50	
Construction Sector	4	6	3	2	1	5	1	2	8	19	14	18	16	15	15	22	43	41	39	43	38.0	44	45	31	31	37	37	
Wholesale and Retail Trade	28	12	16	14	13	18	7	7	15	41	35	26	32	37	33	37	76	75	72	80	78.0	80	78	51	51	65	66	
Services Sector of which:	19	29	44	47	35	38	12	11	24	90	106	104	75	92	121	129	106	114	111	115	111	117	116	77	78	98	97	
Financial Intermediation	1.0	2	4	4	1	0	0	0	0	13	14	0	0	0	0	0	21	20	18	25	25.0	23	26	18	19	24	23	
Hotels and Restaurants	0.0	11	10	11	12	6	4	5	7	0	2	16	16	16	17	27	31	32	27	29	29.0	29	29	19	19	24	24	
Renting and Business Activities	6.0	5	5	5	3	3	1	0	0	0	0	0	0	0	0	0	35	31	47	32	30.0	30	30	20	25	25		
Community and Social Services	0	5	6	6	6	8	4	3	0	0	0	0	0	0	0	0	19	31	19	29	27	35	31	20	25	25		
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	8.2	-4.2	5.4	1.1	1.5	7.5	9.5	-7.5	16.7	11.0	12.4	15.4	9.4	8.7	3.0	9.1	1.0	2.1	-0.7	4.7	3.1	3.3	-3.3	2.5	-0.5	2.8	3.6	
Construction Sector	2.4	2.8	0.0	-1.1	0.0	2.2	-2.4	0.0	3.6	-1.5	1.0	4.5	2.5	2.2	-1.5	3.7	0.7	1.7	-1.4	6.0	1.7	6.7	2.7	1.0	3.5	-1.6	0.0	
Wholesale and Retail Trade	0.0	8.5	-1.1	-2.2	-3.1	10.8	-4.8	5.0	-2.4	7.5	10.3	6.5	10.0	7.7	1.0	4.6	1.0	5.9	-2.1	11.7	3.1	8.0	0.0	2.0	-1.0	8.0	3.2	
Services Sector	-11.8	-6.8	12.6	2.4	-4.1	19.5	-19.0	-27.5	-3.4	19.3	34.0	31.9	33.8	21.2	29.2	24.7	2.8	6.2	-5.0	7.4	3.8	2.7	7.7	16.1	5.0	9.6	6.0	
15. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	17.6	4.2	5.4	7.6	4.6	5.4	0.0	12.5	2.4	3.5	8.2	11.0	9.4	2.2	-1.0	3.7	6.9	3.4	4.3	4.7	1.7	3.3	3.7	6.0	4.0	4.4	6.8	
Construction Sector	2.4	0.0	-1.1	-2.2	0.0	3.2	-2.4	0.0	-3.6	-2.0	0.5	4.0	0.6	0.0	-1.5	3.7	2.8	-1.4	2.1	4.0	1.7	7.7	6.0	4.5	6.0	4.0	4.0	
Wholesale and Retail Trade	0.0	7.0	-1.1	1.1	1.7	8.6	7.1	2.5	1.2	1.5	7.2	4.0	8.1	1.6	-4.0	8.3	8.0	6.6	1.8	8.0	2.4	9.7	5.7	12.1	7.5	6.8	11.6	
Services Sector	-3.4	7.5	8.7	9.8	10.8	23.3	-9.5	0.0	-10.1	-5.7	17.0	23.0	21.5	6.6	21.0	11.5	10.7	9.7	10.0	2.0	11.8	6.0	9.7	23.6	10.1	12.4	20.8	

Business Expectations Survey

Q4 2014 North West Zone

Business Outlook

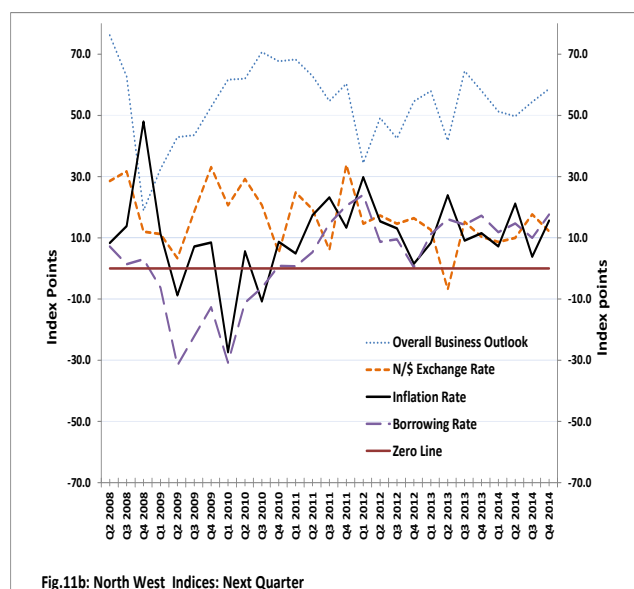


Respondents in the North West zone were less optimistic on business activities in the quarter under review. At 12.7 points overall confidence index dipped by 6.8 index points, compared with the level achieved in the corresponding quarter of 2013. However, respondents were optimistic about business activities in the next quarter as the index will be expected to rise to 58.7 points from 54.4 points achieved in the current quarter (Fig. 11).

The optimism in the overall business outlook in the zone could be adduced to the contributions of services (6.9 points), industrial (5.8 points), and wholesale and retail (2.0 points) (Table 5 Sections 2 & 14).

The volume of total order book and financial condition of the firms in the zone, buoyed the volume of business activity in the current quarter. Similarly, the optimism in access to credit by the firms upped their financial condition in the review quarter.

The financial condition (or internal liquidity position) of the firms which stood at 10.1 points in the current quarter was driven by services (10.1 points), wholesale/retail (2.0 points), and industrial



sector (0.9 points). (Table 5 Sections 4 & 15).

Respondents in the zone cited insufficient power supply, financial problems, high interest rate, unfavourable economic climate, unclear economic laws, and unfavourable political climate as limiting factors to the growth of business activities (Table 5 Section 8).

Respondent firms expect naira exchange rate to remain strong in the current quarter and the next quarter. However, a rise in both inflation and borrowing rates is expected in the current and next quarters (Table 5 Sections 9 & 10).

The respondent firms by type of business show that “neither importer nor exporter” category constituted the majority with 74.6 per cent, followed by both importer and exporter” 11.8 per cent, “importer” 11.6 per cent “and “exporter” 2.0 per cent (Table 5 Section 11).

TABLE 5
BUSINESS EXPECTATIONS SURVEY
North West Zone

Year		2008				2009				2010				2011				2012				2013				2014			
Quarter		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1. Overall Business Outlook on the Macroeconomy																													
Confidence Index: All Sectors																													
Current Quarter																													
North West																													
		25.0	38.6	-10.9	-8.8	-2.2	-14.3	-6.3	17.2	24.1	36.5	34.9	37.0	35.2	27.9	31.7	2.4	5.1	6.0	15.5	19.2	6.3	22.3	19.5	25.6	17.9	10.6	12.7	
Next Quarter																													
North West																													
		76.2	62.7	18.9	32.5	42.9	43.6	52.8	61.7	62.0	70.7	67.7	68.3	62.9	54.7	60.4	34.4	49.2	42.5	54.6	58.0	41.7	64.5	58.0	51.3	49.7	54.4	58.7	
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																													
Industrial Sector																													
		33.3	36.5	4.3	11.1	-16.7	-13.0	-7.3	12.0	21.1	34.1	23.3	33.9	35.6	7.1	28.0	0.9	-18.7	-9.3	11.1	23.0	4.2	14.0	19.8	15.5	6.0	3.1	21.3	
Construction Sector																													
		-66.7	41.2	50.0	50.0	60.0	0.0	40.0	0.0	42.9	71.4	62.5	76.9	58.3	55.6	20.0	28.6	16.3	12.1	14.3	0.0	7.5	14.9	7.0	11.1	10.8	25.0	-16.7	
Wholesale and Retail Trade																													
		20.0	26.1	-19.4	-30.6	-23.8	-16.1	-25.7	20.8	22.7	42.5	47.5	33.8	37.9	44.7	31.9	8.5	8.8	13.1	16.1	26.6	7.4	27.0	5.4	19.3	14.8	4.5	7.5	
Services Sector of which:																													
		29.4	38.5	-39.1	0.0	22.2	16.7	-18.8	-20.0	15.8	33.3	72.2	27.0	34.2	27.8	56.7	7.3	17.9	11.4	19.3	16.8	6.8	28.6	35.3	43.3	32.0	16.2	20.5	
Financial Intermediation																													
		0.0	0.0	-100.0	-100.0	0.0	0.0	0.0	100.0	0.0	80.0	16.7	60.0	50.0	55.6	-66.7	-27.3	38.1	-11.8	-5.3	15.0	-6.7	56.0	52.0	32.0	37.5	38.5		
Hotels and Restaurants																													
		33.3	52.2	0.0	33.3	30.8	-15.0	40.0	42.9	31.8	53.1	43.6	41.7	28.6	34.1	47.1	-30.6	19.4	9.4	29.4	3.1	-2.9	19.4	34.3	48.6	21.2	9.7	3.2	
Renting and Business Activities																													
		25.0	0.0	0.0	0.0	0.0	-20.0	-37.5	0.0	26.3	3.6	25.0	45.5	27.3	46.7	17.6	0.0	7.4	10.7	22.6	23.3	10.7	6.9	29.0	32.1	30.3	3.7	25.0	
Community and Social Services																													
		100.0	66.7	33.3	25.0	0.0	-40.0	0.0	66.7	42.9	30.0	0.0	40.0	-25.0	-33.3	0.0	25.0	9.1	28.6	20.0	25.8	30.8	37.0	28.0	40.6	45.2	17.2	17.9	
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																													
Industrial Sector																													
		77.8	65.4	21.7	22.2	38.9	45.3	50.9	57.3	57.9	64.8	64.7	59.6	58.9	47.1	73.0	33.0	31.9	38.1	63.3	59.0	43.8	67.7	60.4	46.6	50.0	59.4	67.0	
Construction Sector																													
		100.0	82.4	100.0	100.0	60.0	0.0	100.0	-33.3	71.4	100.0	87.5	92.3	91.7	77.8	33.3	57.1	67.4	36.4	47.6	51.2	35.0	61.7	34.9	47.2	37.8	63.6	35.7	
Wholesale and Retail Trade																													
		70.0	60.9	13.9	36.1	38.1	48.4	40.0	54.2	65.9	82.5	74.6	67.6	59.1	60.5	58.3	42.3	63.7	48.5	54.0	61.7	42.6	58.4	58.1	54.5	35.8	49.4	52.7	
Services Sector of which:																													
		70.6	61.5	-8.7	18.8	66.7	50.0	56.3	40.0	47.4	77.8	61.1	78.4	63.2	47.2	53.3	14.6	44.3	42.9	73.6	56.6	41.5	67.9	68.8	54.2	62.3	50.5	65.0	
Financial Intermediation																													
		75.0	-100.0	100.0	0.0	0.0	0.0	100.0	100.0	0.0	100.0	33.3	40.0	87.5	88.9	0.0	36.4	66.7	17.6	42.1	55.0	43.3	76.0	48.0	40.0	56.0	54.2	76.9	
Hotels and Restaurants																													
		91.7	52.2	100.0	100.0	61.5	60.0	70.0	100.0	86.4	75.0	74.4	83.3	71.4	51.2	61.8	36.1	72.2	50.0	47.1	43.8	26.5	74.2	100.0	62.9	63.6	54.8	61.3	
Renting and Business Activities																													
		62.5	0.0	0.0	0.0	0.0	30.0	37.5	100.0	57.9	60.7	70.0	63.6	36.4	73.3	47.1	6.3	25.9	46.4	74.2	56.7	42.9	58.6	71.0	50.0	69.7	44.4	71.9	
Community and Social Services																													
		100.0	66.7	41.7	25.0	0.0	40.0	50.0	100.0	57.1	50.0	44.4	60.0	75.0	33.3	42.9	45.8	0.0	46.4	32.0	71.0	57.7	63.0	52.0	59.4	58.1	48.3	50.0	
4. Business Confidence Index on Own Operations by Sector: Current Quarter																													
Industrial Sector																													
		5.6	-3.8	-4.3	33.3	27.8	0.0	-9.1	10.7	15.8	35.2	22.4	21.1	36.7	3.5	27.0	14.7	3.3	-3.1	6.7	11.0	10.4	10.8	22.9	24.3	5.0	6.3	3.2	
Construction Sector																													
		33.3	0.0	0.0	0.0	60.0	0.0	40.0	33.3	14.3	42.9	25.0	46.2	33.3	55.6	26.7	47.6	25.6	18.2	23.8	18.6	17.5	25.5	-4.7	8.3	13.5	11.4	-23.8	
Wholesale and Retail Trade																													
		30.0	17.4	-5.6	-25.0	14.3	19.4	18.6	20.8	9.1	37.5	33.9	22.5	19.7	28.9	45.8	32.4	7.7	13.1	13.8	18.1	8.5	27.0	14.0	25.0	7.4	-1.1	7.5	
Services Sector																													
		16.3	28.8	0.0	-8.3	4.5	0.0	6.9	0.0	5.3	33.3	61.1	27.0	28.9	11.1	33.3	14.6	28.3	18.1	19.3	24.8	5.9	33.0	29.3	31.7	28.7	15.3	29.9	
5. Business Outlook Index on Own Operations : Current Quarter																													
Volume of Business Activity Index																													
		76.2	31.0	13.9	3.8	13.2	-9.3	-4.2	19.4	28.2	38.8	38.9	35.9	32.2	35.0	28.4	14.3	17.2	15.5	20.4	26.0	10.6	24.1	22.1	26.8	21.5	0.3	18.5	
Volume of Total Order Book Index																													
		33.3	31.7	9.9	16.3	15.4	-5.0	2.8	19.5	22.6	33.8	37.8	34.5	30.6	25.0	29.8	14.6	16.6	12.5	22.5	23.5	8.3	24.1	23.3	28.8	18.8	4.4	16.5	
Credit Access Index																													
		-15.5	4.2	-12.9	-13.8	13.2	-2.8	-5.6	5.2	3.1	6.3	2.9	2.4	7.2	5.0	8.3	7.6	7.0	5.4	4.3	7.1	-9.2	-7.3	7.2	15.0	14.7	1.5	9.0	
Financial Condition Index																													
		17.9	11.8	-3.0	-6.3	18.7	-2.1	-12.0	14.3	15.9	37.9	27.7	25.5	27.3	18.5	31.7	19.8	15.4	10.4	14.9	18.3	9.1	24.3	19.3	25.4	15.0	7.9	10.1	
Average Capacity Utilization																													
		35.7	31.0	13.9	13.8	22.0	4.3	3.5	26.9	21.0	33.7	32.8	35.2	35.6	26.8	25.9	15.5	20.9	16.1	22.0	24.3	5.2	23.2	17.0	28.0	22.6	4.7	19.1	
6. Business Outlook Index on Own Operations : Next Quarter																													
Volume of Business Activity Index																													
		75.0	77.3	47.5	56.3	56.0	62.9	74.6	68.5	71.3	82.9	80.4	71.5	68.6	68.2	63.6	60.2	59.3	55.1	64.0	69.1	50.3	73.0	62.9	63.1	59.7	57.1	64.5	
Employment Outlook Index																													
		39.3	49.7	32.7	23.8	34.1	34.3	44.4	42.9	33.8	56.8	56.0	49.8	50.8	43.3	51.4	38.3	35.3	36.2	41.5	41.7	27.3	52.5	36.8	39.8	29.7	30.9	39.0	
7. Business with Expansion Plans (in per cent): Next Quarter																													
Industrial Sector																													
		64.7	76.9	47.8	44.4	77.8	66.7	76.4	74.7	23.7	45.1	50.0	48.6	66.7	29.4	46.0	35.8	27.5	29.9	28.9	22.0	52.1	65.6	57.3	59.2	60.0	44.8	50.0	
Construction Sector																													
		100.0	70.6	100.0	100.0	100.0	100.0	100.0	33.3	100.0	71.4	100.0	100.0	83.3	11.1	73.3	71.4	62.8	75.8	73.8	48.8	62.5	89.4	65.1	61.1	54.1	70.5	52.4	
Wholesale and Retail Trade																													
		60.0	73.9	47.2	44.4	71.4	83.9	80.0	89.6	38.6	85.0	66.1	54.9	54.5	42.1	86.1	46.5	51.6	51.5	51.7	51.1	60.6	65.2	54.8	47.7	71.6	55.1	47.3	
Services Sector of which:																													
		70.6	73.1	69.6	62.5	66.7	66.7	93.8	66.7	47.4	100.0	100.0	78.4	68.4	72.2	100.0	65.9	47.2	54.3	57.8	50.4	63.6	74.1	60.9	70.8	59.8	55.5	63.2	
Financial Intermediation																													
		75.0	0.0	0.0	0.0	100.0	50.0	100.0	100.0	0.0	60.0	66.7	60.0	100.0	33.3	33.3	63.6	71.4	17.6	78.9	50.0	60.0	68.0	40.0	56.0	70.8	69.2	61.3	
Hotels and Restaurants																													
		75.0	60.9	66.7	66.7	61.5	65.0	80.0	71.4	36.4	56.3	28.2	55.6	42.9	22.0	35.3	11.1	11.1	62.5	64.7	18.8	64.7	67.7	68.6	68.6	42.4	45.2	61.3	
Renting and Business Activities																													
		62.5	66.7	0.0	0.0	0.0	80.0	75.0	66.7	26.3	92.9	60.0	81.8	81.8	46.7	88.2	75.0	55.6	42.9	48.4	66.7	60.7	82.8	67.7	71.4	69.7	53.8	53.1	
Community and Social Services																													
		0.0	0.0	83.3	100.0	0.0	70.0	50.0	66.7	28.6	80.0	100.0	60.0	50.0	77.8	100.0	58.3	72.7	78.6	44.0	67.7	69.2	77.8	62.5	84.4	67.7	55.2	71.4	

TABLE 5
BUSINESS EXPECTATIONS SURVEY
North West Zone

Year		2008				2009				2010				2011				2012				2013				2014			
Quarter		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																													
High Interest Rate		43.5	50.1	53.5	57.8	48.8	58.6	58.8	63.2	60.0	61.7	55.6	57.6	52.7	38.6	44.1	49.7	45.5	48.5	52.1	49.7	44.9	47.2	52.9	51.2	51.6	36.0	44.7	
Unclear Economic Laws		28.6	29.8	26.7	25.0	40.0	42.5	45.8	44.9	41.3	40.0	37.8	38.1	35.8	30.2	35.2	40.2	37.7	44.5	36.7	38.4	44.7	38.0	33.5	37.8	43.1	28.5	35.8	
Lack of Equipment		25.6	7.7	-2.0	-0.6	24.7	29.6	24.6	33.2	18.3	29.7	29.0	24.8	22.2	15.7	29.2	24.5	21.8	7.5	24.3	21.3	11.8	27.2	18.0	22.9	29.6	14.4	23.1	
Insufficient Demand		0.6	-4.8	8.5	14.4	24.1	30.7	26.4	29.8	36.9	31.1	29.4	22.4	13.1	19.4	31.9	30.5	19.7	23.5	25.5	23.2	32.3	26.4	28.2	32.3	35.3	32.2	34.4	
Access to Credit		29.2	19.4	9.4	18.1	28.8	42.1	37.0	39.3	44.9	39.5	41.1	33.4	32.4	29.0	37.9	25.6	18.0	29.4	35.6	32.1	33.8	21.7	31.0	28.0	35.3	32.5	32.8	
Financial Problems		47.0	39.0	39.5	39.4	43.5	54.6	52.8	52.9	56.2	54.5	50.2	46.9	40.6	40.4	39.0	42.0	35.6	48.3	42.9	46.9	50.8	55.0	43.5	42.9	50.1	49.6	48.3	
Competition		38.7	18.6	32.0	28.8	34.1	23.2	23.9	46.6	47.7	48.1	39.3	39.9	40.2	35.9	35.1	31.6	30.5	18.9	31.1	36.7	25.6	39.9	42.4	38.8	39.4	35.6	34.8	
Labor Problems		38.7	-7.7	-19.0	-17.5	14.7	13.2	12.0	21.5	19.0	6.3	9.1	11.2	-3.8	8.4	12.4	9.2	30.5	-6.0	4.3	7.0	3.3	11.1	5.6	9.7	13.1	3.4	3.6	
Lack of Materials Input		17.9	1.1	-8.5	-6.3	22.9	19.6	14.4	25.4	19.8	16.5	23.1	20.2	15.6	15.0	17.3	15.7	6.8	16.3	7.1	8.9	13.6	21.4	6.0	11.1	16.5	5.0	14.3	
Unfavourable Political Climate		-14.9	13.0	21.3	25.6	35.9	51.1	34.9	34.6	25.6	40.2	36.3	32.4	36.6	33.6	25.9	46.3	34.2	48.0	30.7	30.2	46.3	42.4	35.1	37.3	39.6	33.2	34.5	
Unfavourable Economic Climate		38.1	33.5	44.1	45.6	48.2	52.5	49.3	44.6	50.6	47.7	44.4	43.8	29.6	47.4	32.7	52.9	40.7	52.8	31.6	34.0	50.1	42.8	40.9	40.6	42.8	42.6	42.9	
Insufficient Power Supply		58.9	76.2	67.8	71.3	72.4	81.4	78.9	78.1	60.3	80.1	81.2	69.9	77.5	82.1	69.8	64.0	78.5	69.3	61.8	63.5	72.6	69.5	64.2	63.4	65.9	62.9	66.3	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																													
N/\$ Exchange Rate		22.6	-20.0	-6.9	-15.0	-4.4	-19.3	-14.1	-5.1	-11.8	-14.4	-18.2	-8.7	-4.6	3.6	16.9	-13.7	-4.2	-10.7	-9.1	-6.0	-15.0	0.0	-3.4	3.7	9.4	10.0	5.5	
Inflation Rate		41.7	24.2	25.7	11.3	7.7	30.7	33.8	27.4	29.2	29.7	14.1	17.8	7.9	28.5	22.7	24.0	17.9	10.1	15.5	22.0	24.1	30.8	26.4	15.9	22.6	10.0	15.3	
Borrowing Rate		15.5	0.7	-2.0	-15.0	-26.7	-5.7	-18.3	-1.1	8.7	2.2	11.3	14.6	19.7	14.0	25.9	35.9	23.3	25.1	22.9	16.3	18.9	20.8	15.2	11.2	15.0	1.2	12.7	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																													
N/\$ Exchange Rate		28.6	31.7	12.0	11.3	3.3	18.6	33.1	20.6	29.2	20.7	5.1	24.8	19.3	6.1	33.9	14.6	17.3	14.6	16.4	12.6	-6.8	15.2	10.3	8.6	10.0	17.6	12.1	
Inflation Rate		8.3	13.8	48.0	11.3	-8.8	7.1	8.5	-27.4	5.6	-10.8	8.7	4.9	17.4	23.2	13.3	29.8	15.4	13.1	1.5	8.3	23.9	9.1	11.5	7.2	21.2	3.8	15.6	
Borrowing Rate		7.1	1.4	3.0	-6.3	-31.7	-22.1	-12.7	-30.8	-11.2	-6.3	0.8	0.7	5.3	14.6	20.5	24.0	8.7	9.5	0.3	11.2	16.1	14.3	17.2	11.8	14.7	10.0	17.6	
11. Percentage Distribution of Respondent Firms by Type of Business																													
Importer		14.3	15.9	36.0	37.5	12.9	14.3	12.7	18.3	17.9	20.3	20.0	19.9	15.2	13.2	26.3	19.5	13.0	12.0	14.6	11.7	10.5	9.1	12.9	11.8	11.5	14.5	11.6	
Exporter		0.0	2.1	3.0	6.3	1.2	4.3	4.2	5.1	7.2	2.7	5.5	3.5	2.7	1.1	1.8	4.9	4.2	2.4	1.2	1.4	2.3	2.1	1.4	2.9	2.4	2.0	2.0	
Both Importer and Exporter		20.2	12.4	18.0	15.0	8.2	19.3	14.1	24.0	14.9	20.3	12.0	9.4	9.1	10.4	10.4	7.6	11.2	5.4	7.3	15.1	15.1	7.6	13.8	13.5	9.7	12.1	11.8	
Neither Importer nor Exporter		65.5	69.7	43.0	41.3	77.6	62.1	69.0	52.6	60.0	56.8	62.5	67.2	73.1	75.4	61.5	68.1	71.6	80.2	76.8	71.7	72.1	81.2	71.8	71.8	76.5	71.0	74.6	
12. Percentage Distribution of Respondent Firms by Employment Size																													
Small (<50)		61.9	64.8	72	72.5	67.1	67.1	68.3	60.0	72.3	66.2	66.9	76.3	78.8	72.5	77.7	75.1	74.0	82.0	75.3	73.4	79.0	76.2	76.4	73.8	75.3	78.8	74.3	
Medium (50 and <200)		25.0	26.2	19	20	25.9	20.0	19.0	21.7	14.9	22.5	20.7	14.6	15.2	17.9	13.7	17.0	17.5	12.6	17.4	18.9	13.2	13.5	15.2	16.7	16.5	12.6	17.1	
Large (200 and Up)		11.9	9.0	9	7.5	7.1	12.9	12.7	18.3	12.3	11.3	12.4	9.1	6.1	9.6	8.6	7.9	8.5	5.4	7.0	7.7	7.5	10.3	8.3	9.5	8.2	8.5	8.7	
No Response		0.0	0.0	0	0	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																													
All Sectors		84	145	100	80	85	140	142	175	195	222	275	287	264	280	278	329	331	334	328	350	348	341	348	347	340	340	346	
Industrial Sector		18	52	23	18	36	54	55	75	76	91	116	109	90	85.0	100	109	91	97	90	100	96	93	96	103	100	96	94	
Construction Sector		3	17	2	2	5	7	5	3	7	7	8	13	12	9	15	21	43	33	42	43	40	47	43	36	37	44	42	
Wholesale and Retail Trade		20	23	36	36	21	31	35	48	44	40	59	71	66	76	72	71	91	99	87	94	94	89	93	88	81	89	93	
Services Sector of which:		43	53	39	24	21	48	47	49	68	84	92	94	96	110	91	128	106	105	109	113	118	112	116	120	122	111	117	
Financial Intermediation		4	26	1	1	1	2	1	1	1	5	6	5	8	9.0	3	11	21	17	19	20	30	25	25	25	24	26	26	
Hotels and Restaurants		12	1	3	3	13	20	20	21	22	32	39	36	35	41	34	36	36	32	34	32	34	31	35	35	33	31	31	
Renting and Business Activities		8	23	0	0	0	10	8	6	19	28	20	11	11	15	17	16	27	28	31	30	28	29	31	28	33	27	32	
Community and Social Services		2.0	3.0	12	4	0.0	10.0	2.0	6.0	7.0	10.0	9.0	5.0	4.0	9.0	7.0	24.0	22.0	28.0	25.0	31.0	26.0	27.0	25.0	32.0	31.0	29.0	28.0	
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																													
Industrial Sector		48.3	26.7	22.9	-2.5	-2.6	-25.0	-2.6	5.1	8.2	14.0	9.8	12.9	12.1	2.1	10.1	0.3	-5.1	-2.7	3.0	6.6	1.1	3.8	5.5	4.6	1.8	0.9	5.8	
Construction Sector		3.1	27.3	100	50.0	-40.0	-55.6	-14.3	0.0	1.5	2.3	1.8	3.5	2.7	1.8	1.1	1.8	2.1	1.2	1.8	0.0	0.9	2.1	0.9	1.2	1.2	3.2	-2.0	
Wholesale and Retail Trade		25.0	35.6	70.6	42.2	8.8	8.5	5.6	5.7	5.1	7.7	10.2	8.4	9.5	12.1	8.3	1.8	2.4	3.9	4.3	7.1	2.0	7.0	1.4	4.9	3.5	1.2	2.0	
Services Sector		0.0	40.0	66.7	56.3	-12.5	7.1	25.0	-5.6	5.5	12.6	24.2	8.9	12.4	10.9	18.5	2.8	5.7	3.6	6.4	5.4	2.3	9.4	11.8	15.0	11.5	5.3	6.9	
15. Business Confidence Index on Own Operations by Sector: Current Quarter																													
Industrial Sector		48.3	26.7	22.9	-2.5	-2.6	-25.0	-2.6	4.6	6.2	14.4	9.5	8.0	12.5	1.1	9.7	4.9	0.9	-0.9	1.8	3.1	2.9	2.9	6.3	7.2	1.5	1.8	0.9	
Construction Sector		3.1	27.3	100.0	50.0	-40.0	-55.6	-14.3	0.6	0.5	1.4	0.7	2.1	1.5	1.8	1.4	3.0	3.3	1.8	3.0	2.3	2.0	3.5	-0.6	0.9	1.5	1.5	-2.9	
Wholesale and Retail Trade		25.0	35.6	70.6	42.2	8.8	8.5	5.6	5.7	2.1	6.8	7.3	5.6	4.9	7.9	11.9	7.0	2.1	3.9	3.7	4.9	2.3	7.0	3.7	6.3	1.8	-0.3	2.0	
Services Sector		0.0	40.0	66.7	56.3	-12.5	7.1	25.0	0.0	1.8	12.6	20.4	8.9	10.5	4.4	10.9	5.7	9.1	5.7	6.4	8.0	2.0	10.9	9.8	11.0	10.3	5.0	10.1	

Business Expectations Survey

Q4 2014 South East Zone

Business Outlook

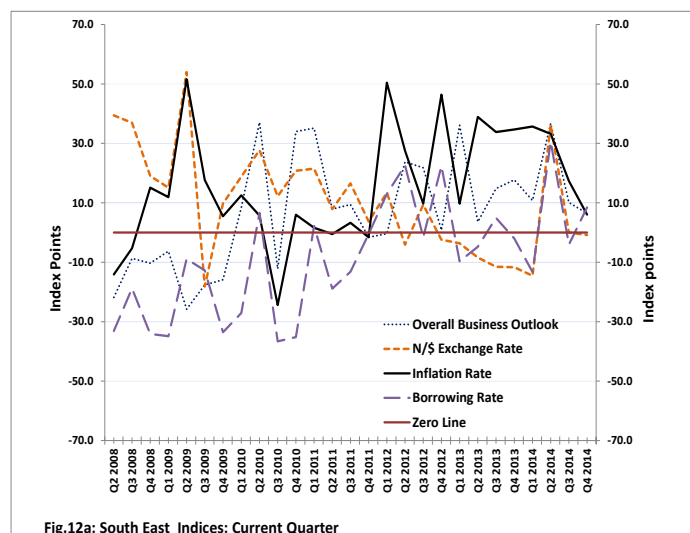


Fig.12a: South East Indices: Current Quarter

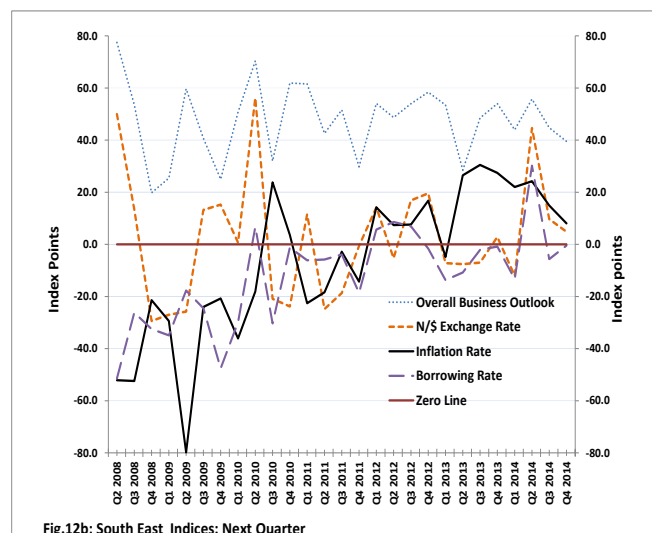


Fig.12b: South East Indices: Next Quarter

Respondents in the South East zone were less optimistic on business activities in the quarter under review. At 6.5 points, the overall confidence index dipped by 11.2 index points, compared with the level achieved in the corresponding quarter of 2013. However, respondents were more optimistic about business activities in the next quarter as the index would be expected to rise to 39.5 points from the level achieved in the current quarter (Fig. 12).

The optimism in the overall business outlook in the zone could be added to the contributions of services (4.4 points), industrial (4.4 points) and wholesale/retail (1.6 points) (Table 6 Sections 2 & 14).

Though volume of total order book and financial condition of the firms in the zone deteriorated in the current quarter, the volume of business activity in the current quarter remained positive. However, the pessimism in access to credit by the firms worsened their financial condition in the review quarter.

The financial condition (or internal liquidity position) of the firms which stood at -5.6 points in the current quarter was driven by construction (-3.6 points), services (-3.2 points) and

and wholesale/retail (-2.8 points) (Table 6 Sections 4 & 15).

Respondents in the zone cited insufficient power supply, high interest rate, financial problems, access to credit, unfavourable economic climate and unclear economic laws as limiting factors to the growth of business activities (Table 6 Section 8).

Respondent firms expect naira exchange rate to depreciate in the current quarter and appreciate in the next quarter. However, while a rise in inflation rate is expected in the current and next quarters, a rise in borrowing rate is expected in the current quarter while a fall is expected in the next quarter. (Table 6 Section 9 & 10).

The respondent firms by type of business show that "neither importer nor exporter" category constituted the majority with 73.4 per cent, followed by "importer" 19.8 per cent, "both importer and exporter" 6.5 per cent, and "Exporter" 0.4 per cent (Table 6 Section 11).

TABLE 6
BUSINESS EXPECTATIONS SURVEY
South East Zone

Year	2008			2009			2010			2011			2012			2013			2014									
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4					
1. Overall Business Outlook on the Macroeconomy																												
Confidence Index: All Sectors																												
Current Quarter																												
South East	-21.8	-8.7	-10.3	-6.3	-25.8	-17.6	-15.9	8.4	37.1	-12.2	34.0	35.1	7.9	9.4	-1.6	-0.4	23.8	21.8	0.8	36.1	3.6	14.8	17.7	10.8	36.7	10.1	6.5	
Next Quarter																												
South East	77.5	53.6	19.8	25.4	59.7	40.7	25.0	50.7	70.4	32.0	61.9	61.6	42.6	51.6	29.8	54.1	48.7	54.0	58.4	53.5	28.5	48.5	54.0	44.0	55.7	44.8	39.5	
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																												
Industrial Sector	-77.8	5.1	0.0	0.0	-43.2	-18.9	-17.8	22.7	46.2	-18.4	18.4	30.2	-12.5	-14.3	17.6	3.2	13.6	12.9	-14.7	41.9	14.5	-1.8	17.5	2.7	35.6	10.1	18.6	
Construction Sector	-100.0	20.0	-20.0	-20.0	-50.0	-25.0	0.0	-28.6	-80.0	16.7	14.3	55.6	-11.1	-12.5	27.3	6.3	0.0	4.5	0.0	34.0	2.9	25.0	32.4	30.8	37.8	5.3	-25.6	
Wholesale and Retail Trade	-43.8	0.0	-14.8	-7.7	-8.3	-19.5	-10.8	-23.1	53.8	-16.7	31.4	41.7	4.3	7.0	-27.0	-11.1	36.5	30.8	10.9	18.5	0.0	14.0	16.1	-1.6	21.7	-4.8	5.9	
Services Sector of which:	5.3	19.0	0.0	0.0	14.3	-5.0	-9.7	13.8	35.7	-7.1	20.7	22.2	13.9	25.8	11.5	10.5	30.0	33.3	6.7	48.0	-1.0	20.9	13.3	19.7	53.6	24.1	13.4	
Financial Intermediation	0.0	80.0	-20.0	-10.0	-20.0	-37.5	-27.3	72.7	87.5	60.0	100.0	61.1	57.1	33.3	33.3	0.0	64.3	75.0	38.5	70.6	42.9	76.9	22.2	7.7	44.4	40.0	18.2	
Hotels and Restaurants	10.7	33.3	-5.3	-10.5	-35.3	-23.8	-10.0	0.0	24.0	-31.6	50.0	22.2	14.3	17.9	0.0	-4.7	22.2	28.6	15.8	26.3	0.0	7.7	10.5	28.6	25.0	4.0	-7.7	
Renting and Business Activities	33.3	-75.0	-100.0	-100.0	-100.0	-50.0	0.0	-25.0	60.0	16.7	66.7	100.0	75.0	75.0	-28.6	-66.7	31.3	5.9	-28.6	63.6	-5.7	38.7	23.8	17.6	64.7	27.8	36.4	
Community and Social Services	27.3	0.0	-15.4	-33.3	-18.2	0.0	-60.0	-20.0	33.3	-9.1	57.1	22.2	36.4	30.0	-21.4	9.1	20.8	26.7	13.6	29.4	-22.7	-23.8	8.2	20.0	61.3	34.6	13.0	
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																												
Industrial Sector	86.1	60.0	47.6	50.0	70.5	35.1	40.0	59.1	69.2	42.9	49.0	66.0	47.9	46.9	31.4	56.5	49.2	54.3	41.2	58.1	32.3	45.5	50.9	33.3	61.0	40.6	33.9	
Construction Sector	83.3	100.0	30.0	40.0	75.0	50.0	40.0	57.1	0.0	66.7	85.7	88.9	77.8	100.0	45.5	56.3	18.8	38.6	60.5	57.4	35.3	55.0	89.2	64.1	51.4	57.9	20.5	
Wholesale and Retail Trade	37.5	43.8	0.0	11.5	66.7	19.5	-8.1	3.8	84.6	12.5	57.1	47.2	12.8	25.6	-2.7	62.2	55.6	58.5	65.6	40.0	30.4	45.6	41.1	36.1	50.7	37.1	35.3	
Services Sector of which:	84.2	47.6	20.8	12.0	42.9	57.5	29.0	51.7	71.4	21.4	41.4	48.1	30.6	38.7	38.5	57.9	54.4	59.4	66.7	58.7	22.7	49.5	52.7	51.5	62.3	48.1	60.5	
Financial Intermediation	100.0	100.0	40.0	40.0	50.0	37.5	37.8	90.9	87.5	100.0	100.0	66.7	100.0	100.0	66.7	83.3	85.7	81.3	92.3	76.5	42.9	84.6	55.6	61.5	100.0	90.0	63.6	
Hotels and Restaurants	71.4	100.0	15.8	26.3	76.5	57.1	40.0	50.0	60.0	36.8	78.6	63.0	46.4	60.7	54.5	51.2	33.3	66.7	52.6	15.8	23.1	30.8	100.0	66.7	50.0	48.0	70.0	
Renting and Business Activities	83.3	100.0	0.0	0.0	-100.0	50.0	60.0	100.0	100.0	16.7	100.0	100.0	100.0	100.0	42.9	-33.3	75.0	35.3	61.9	68.2	8.6	58.1	38.1	35.3	64.7	38.9	54.5	
Community and Social Services	90.9	100.0	0.0	-16.7	27.3	62.5	30.0	80.0	88.9	45.5	100.0	77.8	90.9	100.0	-7.1	27.3	54.2	53.3	68.2	76.5	31.8	38.1	44.9	40.0	54.8	38.5	56.5	
4. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	-16.7	10	-4.8	0.0	-2.3	-21.6	-28.9	-18.2	7.7	-28.6	-10.2	17.0	-22.9	-30.6	-7.8	4.8	-5.1	0.0	-13.2	1.6	-21.0	1.8	-3.5	8.0	16.9	0.0	16.9	
Construction Sector	-75.0	20	-20.0	0.0	-12.5	-12.5	-20.0	-42.9	0.0	16.7	14.3	44.4	-11.1	12.5	-9.1	12.5	-18.8	-4.5	-11.6	4.3	8.8	20.0	10.8	12.8	0.0	7.9	-23.1	
Wholesale and Retail Trade	-37.5	-15.6	-18.5	-7.7	0.0	-26.8	-40.5	-34.6	23.1	-39.6	11.4	19.4	-10.6	-14.0	-29.7	-4.4	23.8	12.3	-1.6	3.1	5.4	0.0	5.4	4.9	1.5	0.0	-10.3	
Services Sector	0.0	2.4	11.8	10.3	6.7	-22.5	-12.9	-34.5	21.4	-28.6	-3.4	-3.7	-33.3	-45.2	11.5	8.8	22.2	29.0	5.3	14.7	-6.2	3.3	12.2	22.7	21.7	20.3	-9.8	
5. Business Outlook Index on Own Operations : Current Quarter																												
Volume of Business Activity Index	-12.7	-4.7	-1.6	-5.6	9.7	-14.2	-20.1	-9.1	33.3	-13.9	21.5	34.7	-9.0	-11.0	-3.7	2.1	29.5	23.8	8.0	25.7	2.8	18.1	21.4	22.0	33.2	6.9	7.7	
Volume of Total Order Book Index	-5.6	-4.7	-11.9	-9.5	-8.1	-19.6	-22.0	-12.5	29.5	-19.2	18.5	19.8	-28.4	-15.4	-1.1	8.9	29.1	20.9	8.4	14.4	-0.8	18.9	14.9	16.2	31.5	12.9	-3.6	
Credit Access Index	-21.1	-22.1	-28.6	-20.6	-8.9	-20.6	-38.4	-48.6	-12.4	-34.3	-6.0	-3.8	-29.0	-16.5	-30.8	-6.5	-11.9	1.6	-13.4	-6.0	-10.8	7.0	-0.8	-2.5	17.9	2.8	-13.3	
Financial Condition Index	-9.9	-2.7	0.0	4.0	1.6	-18.6	-21.3	-23.6	26.7	-25.0	8.3	20.4	-14.7	-15.9	-9.6	0.4	10.6	10.4	-4.4	6.4	-5.2	5.0	6.9	12.0	11.1	7.7	-5.6	
Average Capacity Utilization	0.0	0.0	-0.8	3.2	8.9	-1.5	-17.1	-5.5	34.3	-10.5	16.0	30.8	-3.6	-8.3	2.7	7.7	22.2	21.4	5.2	16.8	8.8	13.2	15.7	12.4	31.5	17.3	1.6	
6. Business Outlook Index on Own Operations : Next Quarter																												
Volume of Business Activity Index	85.9	76.5	50.8	61.9	85.5	56.4	42.7	50.7	83.8	44.8	57.7	61.6	49.5	53.8	43.6	64.7	56.6	62.5	72.0	54.3	38.5	59.7	61.7	59.8	61.7	67.7	53.2	
Employment Outlook Index	54.9	50.3	19.8	21.4	64.5	26.5	25.8	15.2	59.0	5.8	22.0	26.9	20.0	27.5	15.5	19.5	25.0	27.0	28.8	23.2	13.2	36.2	33.5	31.1	15.7	29.0	31.5	
7. Business with Expansion Plans (in per cent): Next Quarter																												
Industrial Sector	55.6	67.5	66.7	65.0	20.5	46.6	20.0	40.9	38.5	34.7	34.7	69.8	-54.2	-55.1	-29.4	-6.5	-39.0	5.7	-52.9	-9.7	61.3	36.4	70.2	48.0	25.4	37.7	32.2	
Construction Sector	83.3	80.0	40.0	50.0	12.5	50.0	20.0	42.9	-60.0	100.0	-71.4	-55.6	11.1	-25.0	-27.3	25.0	-25.0	4.5	-11.6	-10.6	44.1	37.5	69.4	66.7	24.3	50.0	39.5	
Wholesale and Retail Trade	37.5	46.9	14.8	15.4	41.7	24.4	10.8	19.2	-23.1	-29.2	-42.9	-77.8	-66.0	-58.1	-45.9	-2.2	-36.5	-29.2	-3.1	1.5	62.5	29.8	76.8	72.1	28.4	54.8	45.6	
Services Sector of which:	36.8	85.7	37.5	44.0	57.1	47.5	38.7	37.9	57.1	28.6	10.3	-63.0	-61.1	-67.7	-46.2	-5.3	-22.2	8.8	17.3	12.0	50.5	34.1	68.4	50.0	17.4	60.8	54.9	
Financial Intermediation	0.0	80.0	70.0	70.0	50.0	62.5	54.5	63.6	75.0	20.0	40.0	44.2	42.9	55.6	33.3	33.3	28.6	33.3	28.6	33.3	41.2	50.0	23.1	44.4	61.5	22.2	40.0	18.2
Hotels and Restaurants	25.0	58.3	42.1	47.4	29.4	52.4	35.0	50.0	28.0	-47.4	-28.6	-42.9	-15.2	7.0	-38.9	14.3	-38.9	14.3	36.8	-5.3	53.8	38.5	68.4	33.3	25.0	60.0	57.7	
Renting and Business Activities	16.7	75.0	50.0	50.0	100.0	25.0	100.0	0.0	60.0	33.3	33.3	100.0	50.0	50.0	71.4	33.3	-12.5	5.9	23.8	-9.1	42.9	35.5	66.7	58.8	5.9	77.8	54.5	
Community and Social Services	0.0	0.0	23.1	16.7	9.1	25.0	30.0	0.0	-33.3	-45.5	-14.3	-55.6	-9.1	-20.0	-42.9	-27.3	-33.3	-20.0	9.1	29.4	59.1	33.3	73.5	53.3	19.4	57.7	69.6	

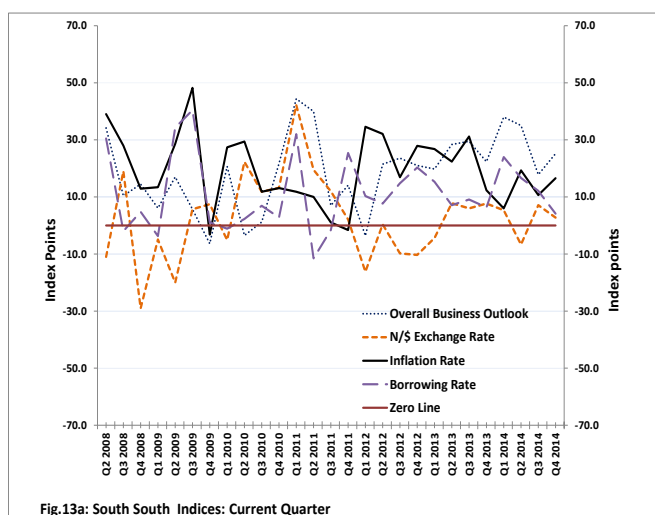
TABLE 6
BUSINESS EXPECTATIONS SURVEY
South East Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																												
High Interest Rate	54.9	66.9	61.5	63.5	74.6	62.5	62.2	67.4	69.5	58.1	48.5	54.7	61.8	40.5	55.8	54.1	56.4	51.8	61.2	62.1	59.9	52.1	58.5	60.8	-8.7	68.8	65.5	
Unclear Economic Laws	55.3	49.3	21.8	38.1	50.8	42.2	25.9	41.7	56.6	56.1	39.9	40.2	50.6	31.3	34.3	42.7	23.95	46.2	49.8	30.4	46.8	30.7	49.4	17.4	-23.9	34.9	11.3	
Lack of Equipment	31.7	-17.2	-13.1	10.3	19.0	12.5	11.6	19.8	20.0	12.0	-1.3	3.8	25.8	20.1	5.0	6.9	-6.75	25.8	25.6	1.7	1.1	6.4	9.1	3.9	-29.2	5.4	-7.1	
Insufficient Demand	45.8	7.7	-23.0	7.5	-64.1	19.9	11.6	17.1	27.2	29.4	-92.6	4.2	22.6	18.2	2.2	12.2	5.75	25.7	24.6	-0.4	2.3	2.0	12.7	0.4	-16.9	13.1	1.8	
Access to Credit	37.3	24.8	18.3	-65.1	-46.8	40.2	54.0	36.1	28.1	54.6	47.6	34.7	42.1	39.7	42.3	38.0	40.0	28.7	42.8	40.0	45.0	52.6	53.4	41.1	14.4	52.6	48.6	
Financial Problems	56.0	43.9	23.8	40.9	53.6	50.0	55.2	55.3	45.8	56.1	51.2	42.7	54.0	51.7	46.8	51.2	48.6	51.4	58.8	48.4	45.8	58.6	56.7	57.3	37.7	63.3	57.7	
Competition	51.8	9.8	10.7	26.6	45.2	29.2	30.8	34.4	48.5	40.5	34.0	24.3	30.2	30.8	29.8	44.5	31.5	37.6	43.0	8.6	21.9	33.4	24.2	25.9	22.0	31.0	32.1	
Labor Problems	-13.4	-38.6	-34.1	-7.5	4.0	-7.4	-15.5	-4.5	-0.5	-0.6	-11.0	-9.6	-10.6	-12.1	-13.3	-7.45	-25.5	5.65	0.0	-24.3	-20.2	-11.1	-3.0	-12.4	-31.8	-10.3	-17.7	
Lack of Materials Input	25.0	-26.2	-20.2	1.6	18.1	9.6	6.1	14.2	18.6	20.9	-10.6	-2.2	13.5	17.4	3.4	-0.25	-15.8	12.0	24.4	-5.1	-10.4	9.2	7.5	3.1	-33.5	-0.8	-13.9	
Unfavourable Political Climate	39.4	6.7	19.4	-64.3	28.2	42.2	32.3	32.4	40.0	50.7	13.1	5.6	34.0	26.7	19.5	21.8	16.2	28.5	44.4	6.7	5.1	27.3	29.2	16.0	-5.7	31.9	10.3	
Unfavourable Economic Climate	54.6	36.5	38.5	49.6	-36.7	53.9	38.1	41.3	54.3	57.5	36.3	63.5	51.6	39.6	38.7	38.4	26.6	44.7	56.0	38.4	41.2	48.3	54.6	30.1	-9.3	40.7	18.3	
Insufficient Power Supply	82.7	73.8	63.9	69.8	-7.7	74.8	82.0	85.1	40.1	84.6	61.0	18.5	87.4	77.3	74.7	79.9	78.8	65.2	80.0	72.9	63.1	72.5	70.0	67.4	63.1	81.3	77.2	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/\$ Exchange Rate	39.4	36.9	19.0	15.1	54.0	-18.1	9.8	18.8	27.7	12.2	20.8	21.5	7.9	16.5	3.7	13.4	-4.1	9.3	-2.4	-3.6	-8.4	-11.5	-11.7	-14.5	36.2	0.0	-0.8	
Inflation Rate	-14.1	-5.3	15.1	11.9	51.6	17.6	5.5	12.5	5.7	-24.4	6.0	1.6	-0.5	3.3	-1.6	50.4	27.5	9.7	46.4	9.7	38.9	33.8	34.7	35.7	33.2	17.3	6.0	
Borrowing Rate	-33.1	-18.8	-34.1	-34.9	-8.9	-12.7	-33.5	-27.1	6.6	-36.6	-35.2	2.2	-18.9	-13.2	-0.5	13.0	22.6	-1.6	22.4	-9.7	-4.8	4.9	-2.0	-13.3	30.6	-4.0	8.5	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/\$ Exchange Rate	50.0	13.4	-29.4	-27.0	-25.8	13.2	15.2	0.7	56.2	-20.9	-23.8	11.5	-24.8	-18.7	-0.6	14.2	-5.3	16.9	19.6	-7.2	-7.6	-7.0	2.8	-12.0	44.7	9.7	4.8	
Inflation Rate	-52.1	-52.4	-21.4	-29.4	-79.8	-24.0	-20.7	-36.1	-18.1	23.8	3.6	-22.6	-18.4	-2.8	-14.3	14.2	7.4	7.6	16.8	-4.8	26.5	30.5	27.4	22.0	24.3	14.9	8.1	
Borrowing Rate	-51.4	-26.2	-32.5	-34.9	-17.7	-24.5	-47.6	-29.9	6.7	-30.3	-1.2	-6.1	-5.8	-3.9	-18.6	5.7	8.6	6.9	-1.6	-13.7	-10.8	-2.1	-0.8	-13.3	30.2	-5.6	-0.4	
11. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	33.1	20.8	31.7	29.4	8.1	28.4	31.1	20.8	7.6	17.4	18.5	18.1	27.4	20.9	22.3	19.9	21.3	18.1	12.0	22.9	11.2	16.0	15.3	12.9	16.5	24.7	19.8	
Exporter	2.1	0.7	0.0	0.0	1.6	2.9	0.0	6.9	1.0	1.7	7.1	7.1	6.8	2.2	1.1	0.4	0.8	1.2	0.8	1.2	3.2	3.7	4.0	4.1	1.7	0.8	0.4	
Both Importer and Exporter	3.5	11.4	4.8	5.6	4.0	10.3	5.5	0.0	6.7	5.2	0.0	0.0	0.0	5.5	11.2	7.3	7.4	15.7	3.2	5.2	8.8	7.8	4.8	6.6	3.8	5.7	6.5	
Neither Importer nor exporter	61.3	67.1	63.5	65.1	86.3	57.8	63.4	72.2	84.8	75.6	74.4	74.7	65.8	71.4	65.4	72.4	70.5	64.9	84.0	70.7	76.7	72.4	75.8	76.3	78.0	68.8	73.4	
12. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	71.1	74.5	71.4	76.2	79.0	76.0	82.3	71.5	76.2	76.2	72.6	76.9	81.6	79.7	69.1	69.1	82.8	82.3	81.6	85.9	77.5	71.0	79.4	78.4	87.8	87.0	80.6	
Medium (50 and <200)	20.4	17.4	17.5	12.7	11.3	14.2	14.0	19.4	12.4	16.3	17.3	12.1	12.6	16.5	21.8	24.4	12.3	10.9	10.8	9.6	16.5	21.2	14.1	16.6	10.1	9.7	16.6	
Large (200 and Up)	7.7	8.1	11.1	9.5	9.7	9.8	3.7	9.0	11.4	7.6	10.1	11.0	5.8	3.8	9.0	6.5	4.9	6.9	7.6	4.4	6.0	7.9	6.5	5.0	2.1	3.2	2.8	
No Response	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																												
All Sectors	142	122	126	126	124	204	164	144	105	172	168	182	190	182	188	246	244	248	250	249	249	243	248	241	237	248	248	
Industrial Sector	36	40	21	20	44	74	45	44	26	49	49	53	48	49	51	62	59	70	68	62	62	55	57	75	59	69	59	
Construction Sector	6	5	10	10	8	8	5	7	5	6	7	9	9	8	11	16	32	44	43	47	34	40	37	39	37	38	39	
Wholesale and Retail Trade	16	32	27	26	12	41	37	26	13	48	35	36	47	43	37	45	63	65	64	65	56	57	56	61	69	62	68	
Services Sector of which:	84	45	68	68	60	81	77	67	61	69	77	84	86	82	89	123	90	69	75	75	97	91	98	66	72	79	82	
Financial Intermediation	1	5	10	10	10	8	11	11	8	5	10	18	7	9	9	6	14	16	13	17	14	13	9	13	9	10	11	
Hotels and Restaurants	28	12	19	19	17	21	20	18	25	19	28	27	28	28	33	43	36	21	19	19	26	26	19	21	12	25	26	
Renting and Business Activities	6	4	2	2	1	4	5	4	5	6	3	3	4	4	7	6	16	17	21	22	35	31	21	17	17	18	22	
Community and Social Services	11	3	13	12	11	8	10	5	9	11	7	9	11	10	14	11	24	15	22	17	22	21	49	15	34	26	23	
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	-19.7	1.7	0.0	0.0	-15.3	-6.9	-4.9	6.9	11.4	-5.2	5.4	8.8	-3.2	-3.8	4.8	0.8	3.3	3.6	-4.0	10.4	3.6	-0.4	4.0	0.8	8.9	2.8	4.4	
Construction Sector	-4.2	0.8	-1.6	-1.6	-3.2	-1.0	0.0	-1.4	-3.8	0.6	0.6	2.7	-0.5	-0.5	-1.6	0.4	0.0	0.8	0.0	6.4	0.4	4.1	4.8	5.0	5.9	0.8	-4.0	
Wholesale and Retail Trade	-4.9	0.0	-3.2	-1.6	-0.8	-3.9	-2.4	-4.2	6.7	-4.7	6.5	8.2	1.1	1.6	-5.3	-2.0	9.4	8.1	2.8	4.8	0.0	3.3	3.6	-0.4	6.3	-1.2	1.6	
Services Sector	3.1	7.0	0.0	0.0	6.9	-2.0	-4.5	6.4	20.7	-2.9	9.5	10.3	6.3	11.6	5.5	5.3	11.1	9.3	2.0	14.5	-0.4	7.8	5.2	5.4	16.3	7.7	4.4	
15. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	-4.2	3.3	-0.8	0.0	-0.8	-7.8	-7.9	-5.6	1.9	-8.1	-3.0	4.9	-5.8	-8.2	-2.1	1.2	-1.2	0.0	-3.6	0.4	-5.2	0.4	-0.8	2.5	4.2	0.0	4.0	
Construction Sector	-3.2	0.8	-1.6	0.0	-0.8	-0.5	-0.6	-2.1	0.0	0.6	0.6	2.2	-0.5	0.5	-0.5	0.8	-2.5	-0.8	-2.0	0.8	1.2	3.3	1.6	2.1	0.0	1.2	-3.6	
Wholesale and Retail Trade	-4.2	-4.1	-4.0	-1.6	0.0	-5.4	-9.1	-6.3	2.9	-11.0	2.4	3.8	-2.6	-3.3	-5.9	-0.8	6.1	3.2	-0.4	0.8	1.2	0.0	1.2	1.2	0.4	0.0	-2.8	
Services Sector	0.0	0.9	6.4	5.6	3.2	-8.9	-6.1	-16.0	12.4	-11.5	-1.6	-1.7	-15.1	-20.3	5.5	4.4	8.2	8.1	1.6	4.4	-2.4	1.2	4.8	6.2	6.6	6.5	-3.2	

Business Expectations Survey

Q4 2014 South South Zone

Business Outlook

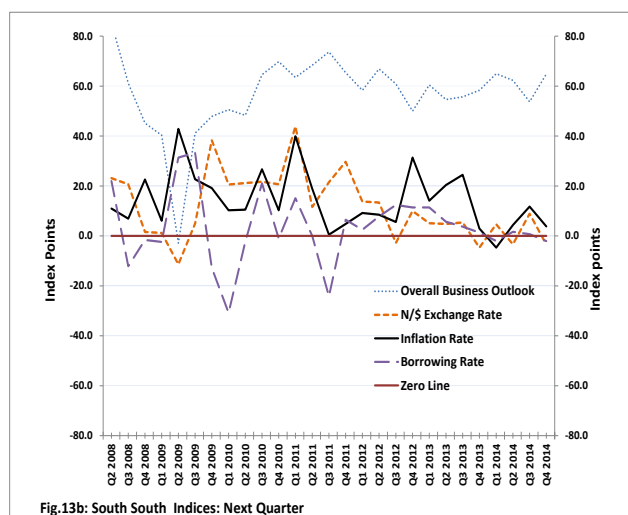


Respondents in the South South zone were more optimistic on business activities in the quarter under review. At 25.2 points, the overall confidence index rose by 2.9 index points, above the level achieved in the corresponding quarter of 2013. Respondents were more optimistic about business activities in the next quarter as the index would be expected to rise to 64.8 points from the level achieved in the current quarter (Fig. 13).

The optimism in the overall business outlook in the zone could be adduced to the contributions of Industrial (9.7 points), services (8.3 points), wholesale/retail (4.5 points) and construction (2.8 points) (Table 7 Sections 2 & 14).

The volume of total order and financial condition of the firms in the zone, buoyed the volume of business activity in the current quarter. Similarly, respondent optimism in access to credit by the firms upped their financial condition in the review quarter.

The financial condition (or internal liquidity position) of the firms which stood at 13.4 points in the current quarter was driven by services (10.3 points) industrial (2.8 points), wholesale/retail trade (0.3 points) and construction (0.0 points) (Table 7 Sections 4 & 15).



Respondents in the zone cited insufficient power supply, competition, unfavourable economic climate, high interest rate, financial problems, and access to credit climate as limiting factors to the growth of business activities (Table 7 Section 8).

Respondent firms expect naira exchange rate to appreciate in the current and depreciate in the next quarter. Similarly, inflation and borrowing rates are expected to rise in the current quarter while inflation is expected to rise in the next quarter, borrowing rate is expected to fall (Table 7 Sections 9 & 10).

The respondent firms by type of business show that “neither importer nor exporter” category constituted the majority with 68.6 per cent, followed by “importer” 19.0 per cent, “both importer and exporter” 9.7 per cent and “exporter” firms 2.8 per cent (Table 7 Section 11).

TABLE 7
BUSINESS EXPECTATIONS SURVEY
South South Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1. Overall Business Outlook on the Macroeconomy																												
Confidence Index: All Sectors																												
Current Quarter																												
South South	34.1	10.4	14.5	6.1	17.0	5.7	-6.4	20.7	-3.5	1.2	21.7	44.4	40.0	7.0	14.1	-3.6	21.5	23.6	21.0	19.8	28.4	29.5	22.3	38.0	35.0	17.8	25.2	
Next Quarter																												
South South	85.4	61.2	45.2	40.3	-2.9	41.1	47.9	50.6	48.3	64.6	69.8	63.5	68.4	73.7	65.4	58.3	66.9	60.9	50.0	60.5	54.6	55.7	58.3	65.0	62.3	53.7	64.8	
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																												
Industrial Sector	4.2	24.1	-23.1	0.0	62.5	17.1	-24.0	37.0	10.5	-11.6	40.0	45.2	45.9	-10.5	32.4	0.0	16.7	20.5	17.6	26.9	32.4	40.3	20.3	40.5	50.7	19.4	39.4	
Construction Sector	0	36.4	-23.1	60.0	0	-16.7	-66.7	0	20.0	-100.0	100.0	50.0	50.0	14.3	62.5	-25.0	17.1	44.7	2.5	16.3	25.0	26.5	28.6	40.8	24.5	13.6	18.6	
Wholesale and Retail Trade	71.4	0	75.0	16.7	41.7	0	0	8.3	-29.2	-1.8	33.3	36.0	40.4	12.5	22.4	-8.3	4.1	17.3	36.1	19.2	15.5	23.6	26.0	28.8	22.4	17.1	17.3	
Services Sector of which:	33.3	15.4	23.1	0	50.0	-1.9	4.5	6.7	33.3	17.9	10.3	52.3	35.9	-3.4	-4.7	-1.2	38.8	20.2	20.0	17.1	36.1	27.6	18.3	41.3	38.2	19.0	23.8	
Financial Intermediation	20.0	50.0	0	0	0	0	0	100.0	-50.0	20.0	20.0	80.0	42.9	13.3	-40.0	-44.4	52.4	25.0	58.8	46.7	55.6	41.7	39.1	34.8	23.8	20.8	50.0	
Hotels and Restaurants	60.0	17.4	33.3	0	33.3	25.0	25.0	41.7	-23.5	14.3	13.3	46.2	50.0	61.5	25.0	13.0	22.6	3.8	-5.9	3.4	40.7	33.3	13.3	50.0	22.6	-12.9	3.3	
Renting and Business Activities	85.7	-25.0	0	50.0	0	100.0	0	0	0	40.0	100.0	7.1	28.6	14.3	-75.0	0	51.9	12.5	48.3	3.4	11.5	19.2	3.8	30.8	57.7	36.0	30.8	
Community and Social Services	100.0	0	33.3	-100.0	0	20.0	-50.0	-50.0	0	0	0	0	0	0	0	100	33.3	47.4	0	26.3	35.7	16.0	20.0	48.0	50.0	40.0	17.4	
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																												
Industrial Sector	75.0	46.7	66.7	72.7	0	40.0	40.0	74.1	68.4	65.1	53.3	45.2	75.7	73.7	56.8	67.4	72.7	53.4	38.2	74.6	54.4	63.9	50.0	67.6	67.1	62.9	70.4	
Construction Sector	66.7	90.9	75.0	100.0	0	50.0	-25.3	33.3	20.0	100.0	100.0	100.0	50.0	50.0	100.0	50.0	73.2	70.2	35.0	46.5	50.0	51.0	67.3	61.2	71.4	47.7	83.7	
Wholesale and Retail Trade	100.0	50.0	69.2	58.3	-8.3	21.2	64.6	37.5	45.8	61.4	80.0	76.0	65.4	75.0	70.7	47.9	59.5	54.7	63.9	69.2	45.1	45.8	53.4	53.4	48.7	44.3	50.7	
Services Sector of which:	66.7	69.2	44.4	50.0	0	0	0	53.8	17.3	6.7	44.4	67.9	61.4	56.3	69.0	55.8	57.6	66.0	67.4	53.6	51.4	63.0	59.0	70.2	73.1	64.7	57.1	
Financial Intermediation	100.0	100.0	0	0	0	0	4	100.0	50.0	60.0	40.0	100.0	100.0	80.0	40.0	55.6	76.2	75.0	64.7	66.7	70.4	62.5	56.5	69.6	81.0	62.5	54.5	
Hotels and Restaurants	100.0	58.3	66.0	100.0	0	50.0	31.7	100.0	41.2	50.0	66.7	69.2	78.6	92.3	75.0	82.6	58.1	53.8	52.9	44.8	59.3	56.7	100.0	63.3	38.7	38.7	72.7	
Renting and Business Activities	100.0	50.0	0	100.0	0	100.0	0	0	0	80.0	100.0	71.4	92.9	100.0	75.0	64.3	77.8	62.5	75.9	51.7	50.0	69.2	69.2	92.3	65.4	72.0	80.8	
Community and Social Services	100.0	50.0	0	-50.0	0	30.0	12.0	-50.0	0	0	0	0	0	0	0	100	54.2	84.2	26.7	50.0	71.4	48.0	60.0	68.0	83.3	60.0	65.2	
4. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	33.3	36.7	0	18.2	-62.5	14.3	-8.0	29.6	5.3	4.7	6.7	35.5	32.4	-28.9	-5.4	-2.2	6.1	17.8	11.8	16.4	23.5	23.6	25.7	31.1	41.1	33.9	11.3	
Construction Sector	-46.7	45.5	-50.0	0	0	0	-66.7	33.3	40.0	-50.0	100.0	50.0	50.0	7.1	37.5	12.5	-2.4	17.0	-10.0	14.0	2.1	12.2	-10.2	18.4	0	2.3	0.0	
Wholesale and Retail Trade	35.7	30.0	30.8	8.3	-8.3	27.3	9.2	4.2	16.7	19.3	40.0	40.0	32.7	15.0	25.9	14.6	10.8	16.0	19.4	23.1	25.4	16.7	15.1	23.3	14.5	30.0	1.3	
Services Sector	18.0	25.5	-11.1	-30.0	6.7	23.1	10.4	-20.0	0	10.7	17.9	18.2	32.8	-3.4	16.3	2.4	17.5	25.8	7.3	19.8	25.0	15.2	21.2	23.1	27.5	16.2	29.7	
5. Business Outlook Index on Own Operations : Current Quarter																												
Volume of Business Activity Index	34.1	29.3	30.6	6.1	-11.4	19.9	14.9	24.2	23.6	19.3	34.9	24.7	36.8	22.6	28.1	9.5	25.7	25.7	23.4	29.1	31.8	32.2	22.3	34.7	33.3	23.1	22.4	
Volume of Total Order Book Index	30.5	32.8	24.2	11.0	-14.3	25.5	10.6	19.5	15.3	14.3	19.9	37.1	37.4	13.5	22.2	-2.2	25.0	27.9	17.6	24.4	29.5	30.6	26.3	41.3	32.3	28.8	20.3	
Credit Access Index	-9.8	3.5	-11.3	-7.3	-22.9	-3.5	-14.9	-3.4	-10.5	-31.7	-8.5	6.7	19.0	-17.2	-7.6	-10.9	1.1	2.1	-2.1	4.7	5.0	2.4	-1.7	7.0	0.3	-7.1	3.1	
Financial Condition Index	15.9	27.6	0	-3.7	-14.3	21.3	5.3	13.8	9.4	11.2	17.9	24.7	33.7	2.7	15.1	5.7	10.2	19.7	8.9	19.1	21.1	17.2	15.7	24.3	23.0	21.4	13.4	
Average Capacity Utilization	23.2	32.8	14.5	9.8	-11.4	25.5	6.4	10.3	10.5	10.5	28.3	38.2	40.0	5.9	21.6	8.1	18.0	22.9	22.4	20.4	25.4	21.5	22.7	42.3	30.0	27.0	22.1	
6. Business Outlook Index on Own Operations : Next Quarter																												
Volume of Business Activity Index	89.0	81	54.8	43.9	31.4	53.2	72.3	74.8	84.7	72.6	78.3	68.5	80.0	76.9	77.9	71.8	79.2	76.4	68.0	65.5	67.8	59.7	55.7	68.3	60.7	57.7	60.0	
Volume Outlook Index	36.6	50	4.8	11.0	17.1	48.9	37.2	26.4	56.4	41.6	53.8	53.4	55.8	47.9	46.5	51.9	54.6	44.1	40.3	36.8	37.2	35.9	23.7	45.0	36.0	26.7	31.4	
7. Business with Expansion Plans (in percent): Next Quarter																												
Industrial Sector	75.0	76.7	76.9	81.8	25	65.7	48.0	77.8	-5.3	53.5	33.3	9.7	62.2	36.8	29.7	43.5	15.2	20.5	17.6	19.4	64.7	62.5	67.6	67.6	67.1	69.4	70.4	
Construction Sector	93.3	90.9	75.0	80.0	0	33.3	66.7	33.3	-20.0	100.0	100.0	0	-100.0	14.3	75.0	0	17.1	44.7	-15.0	16.3	52.1	49.0	42.9	65.3	53.1	50.0	48.8	
Wholesale and Retail Trade	35.7	90.0	53.8	83.3	33.3	72.7	70.4	58.3	-12.5	64.9	66.7	76.0	46.2	50.0	51.7	27.1	24.3	22.7	33.3	13.2	67.6	73.6	57.5	65.8	61.8	64.3	45.3	
Services Sector of which:	66.7	84.6	77.8	75.0	58.3	80.8	81.8	60.0	-5.6	71.4	69.2	34.1	56.3	48.3	53.5	22.4	18.4	37.1	12.7	-11.7	64.8	52.4	58.7	64.4	56.9	52.4	53.5	
Financial Intermediation	20.0	100.0	0	0	0	0	100.0	100.0	0	100.0	60.0	60.0	71.4	46.7	80.0	33.3	33.3	20.0	52.9	-6.7	59.3	50.0	65.2	69.6	57.1	58.3	68.2	
Hotels and Restaurants	50.0	91.7	66.7	50.0	0	75.0	75.0	91.7	-17.6	14.3	33.3	53.8	42.9	-23.1	30.0	21.7	-9.7	0	5.9	-31.0	66.7	56.7	60.0	50.0	41.9	54.8	43.3	
Renting and Business Activities	100.0	87.5	0	75.0	0	100.0	0	0	0	80.0	100.0	85.7	85.7	100.0	0	85.7	48.1	75.0	17.2	-24.1	69.2	50.0	57.7	65.4	76.9	48.0	69.2	
Community and Social Services	100.0	50.0	100.0	100.0	0	60.0	50.0	0	0	61.5	0	0	0	0	0	0	8.3	57.9	-6.7	10.5	64.3	52.0	52.0	76.0	54.2	48.0	34.8	

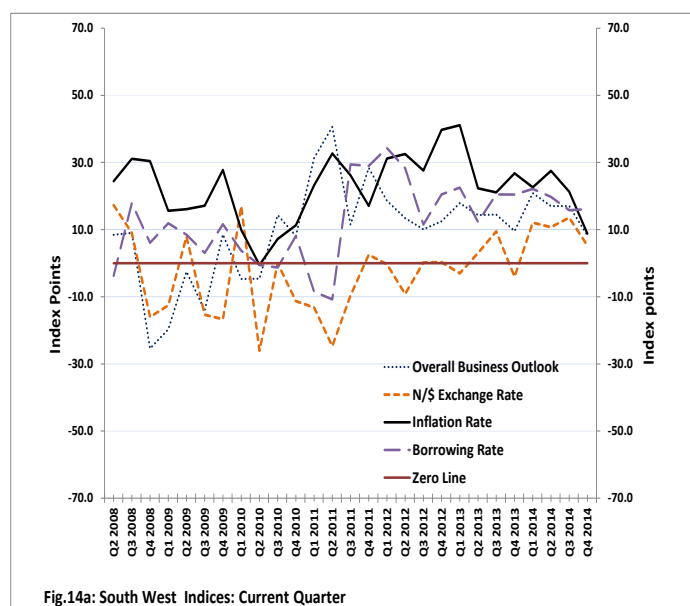
TABLE 7
BUSINESS EXPECTATIONS SURVEY
South South Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																												
High Interest Rate	69.5	53.8	49.2	36.6	37.1	34.4	45.2	51.2	57.0	62.1	50.5	51.9	63.1	53.2	58.5	50.2	51.2	51.2	53.5	46.4	51.6	36.5	39.2	41.8	47.8	52.0	43.6	
Unclear Economic Laws	26.8	36.2	24.2	17.7	10.0	13.1	43.1	43.8	42.4	37.3	27.4	39.6	38.7	42.2	44.1	44.2	34.2	40.5	42.0	35.5	37.6	34.0	33.8	27.8	38.2	43.8	33.3	
Lack of Equipment	11.0	28.0	19.4	10.4	-35.7	1.1	21.3	29.4	27.1	38.8	3.3	18.1	33.4	20.7	28.9	31.3	20.1	28.4	29.4	23.4	22.1	23.2	24.2	28.5	29.7	31.3	20.9	
Insufficient Demand	-0.6	-1.7	9.7	7.3	27.1	-0.4	14.4	4.0	25.9	44.5	5.2	21.3	33.9	31.0	37.8	37.5	22.3	31.7	36.1	22.5	27.3	31.9	22.2	20.3	20.5	32.0	20.5	
Access to Credit	14.0	39.7	27.4	14.6	-3.0	8.5	46.3	39.7	27.1	61.2	42.9	28.1	40.6	44.6	50.0	44.0	39.0	44.9	50.3	38.0	35.8	34.5	32.0	30.5	45.0	39.7	30.9	
Financial Problems	47.0	46.1	-31.5	29.3	17.1	11.3	50.5	52.9	50.6	59.7	51.5	60.9	51.2	55.2	57.3	56.2	52.1	54.9	58.2	48.0	45.9	37.4	41.8	49.0	51.3	46.8	38.4	
Competition	55.5	41.5	33.9	22.6	42.9	17.7	39.4	10.9	39.4	42.3	47.2	52.2	38.9	50.5	57.7	45.8	35.9	41.2	37.1	44.0	43.4	42.0	40.3	42.2	51.8	57.1	38.4	
Labor Problems	-6.1	-16.1	-3.2	0.0	0.0	-8.5	-1.1	-2.3	2.3	11.5	0.0	23.9	22.3	19.9	9.2	26.9	11.3	13.1	10.9	15.1	7.4	11.0	13.5	15.3	25.8	24.4	12.6	
Lack of Materials Input	-0.6	3.9	23.4	7.3	-20.0	-7.8	12.2	15.5	16.0	19.0	-6.2	-2.6	28.2	18.5	20.0	31.6	10.6	15.4	18.1	16.3	12.9	19.2	17.8	21.8	19.5	24.0	17.1	
Unfavourable Political Climate	12.8	9.1	20.2	8.0	7.1	-20.2	32.4	44.9	26.5	29.8	33.5	4.5	34.2	39.8	44.9	42.8	22.9	41.9	35.0	29.3	35.2	35.1	33.8	36.3	41.5	44.7	35.9	
Unfavourable Economic Climate	20.1	38.4	33.1	16.5	-7.1	-24.8	56.4	62.7	27.7	51.9	34.9	35.8	45.4	40.1	50.6	48.5	39.7	52.1	45.4	32.8	46.3	42.2	44.7	45.5	50.0	56.2	42.9	
Insufficient Power Supply	17.1	79.4	39.5	27.4	27.4	5.7	56.9	76.0	61.2	76.1	64.6	66.6	81.9	72.3	70.3	68.5	75.1	71.5	65.9	74.6	69.3	57.5	57.3	59.3	73.0	68.9	59.7	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/\$Exchange Rate	-11.0	19.0	-29.0	-4.9	-20.0	5.7	7.4	-5.1	22.3	11.8	13.2	42.2	19.5	12.0	2.1	-16.2	0.4	-9.8	-10.3	-4.4	7.8	6.0	7.7	5.3	-6.7	7.1	2.8	
Inflation Rate	39.0	28.0	12.9	13.4	28.6	48.2	-3.2	27.4	29.4	11.8	13.1	11.8	10.0	1.1	-1.6	34.6	32.1	16.9	27.9	26.8	22.4	31.2	12.3	6.0	19.3	10.7	16.6	
Borrowing Rate	30.5	-2.0	4.8	-3.7	34.3	40.4	1.1	-1.1	2.3	6.9	2.8	32.0	-11.5	-1.6	25.4	10.3	7.7	14.8	20.3	15.3	7.1	9.1	6.3	24.0	16.7	12.1	4.1	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/\$Exchange Rate	23.2	20.7	1.6	1.2	-11.4	5.0	38.3	20.6	21.2	21.7	20.7	43.9	11.6	21.5	29.7	13.8	13.4	-2.8	10.0	5.1	4.8	5.4	-4.7	4.7	-3.3	8.9	-3.4	
Inflation Rate	11.0	6.9	22.6	6.1	42.9	22.7	19.1	10.3	10.5	26.7	10.3	39.9	18.9	0.5	4.8	9.2	8.5	5.6	31.4	14.1	20.4	24.5	3.0	-4.7	4.3	11.7	3.8	
Borrowing Rate	22.0	-12.1	-1.6	-2.4	31.4	33.3	-12.8	-30.8	-2.3	21.1	-1.0	15.1	0.0	-24.2	6.5	2.5	7.8	12.4	11.4	11.4	11.4	5.7	3.7	1.3	-2.0	1.7	-2.1	
11. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	15.9	20.7	30.7	6.1	11.4	17.7	24.5	24.1	21.2	26.1	15.1	14.0	15.3	18.8	17.3	16.6	19.0	27.1	11.7	14.4	12.9	16.8	20.7	12.3	13.3	16.0	19.0	
Exporter	9.8	1.7	3.2	46.0	0.0	9.9	2.1	2.3	2.4	0.6	0.9	0.6	1.1	2.2	2.2	1.8	2.1	2.5	3.8	0.3	2.4	2.3	1.3	2.3	3.0	1.4	2.8	
Both Importer and Exporter	14.6	17.2	6.6	7.7	5.7	7.8	12.8	10.3	15.3	12.4	15.1	18.5	10.0	8.1	13.0	6.7	10.9	8.5	6.2	7.4	7.5	9.1	10.7	12.3	7.3	13.5	9.7	
Neither Importer nor exporter	59.8	56.0	59.7	40.2	82.9	64.5	60.6	63.2	61.2	60.9	67.9	66.9	73.7	71.0	67.6	57.2	68.0	62.0	78.3	77.9	77.3	71.8	67.3	73.0	76.3	69.0	68.6	
12. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	70.7	85.3	59.7	43.9	77.1	76.6	74.5	81.6	72.9	80.7	75.5	77.0	83.2	74.2	75.7	82.0	83.5	76.8	85.2	82.3	85.4	78.9	78.3	82.3	82.3	82.9	77.9	
Medium (50 and <200)	20.7	11.2	30.6	7.3	14.3	18.4	11.7	14.9	20.0	12.4	19.8	18.5	12.1	17.7	17.3	8.8	11.3	15.1	9.3	12.4	9.8	13.4	10.3	12.3	10.7	10.3	12.1	
Large (200 and Up)	8.5	3.4	9.7	7.3	8.6	5.0	13.8	3.4	7.1	6.8	4.7	4.5	4.7	8.1	7.0	9.2	5.3	8.1	5.5	5.4	4.7	7.7	11.3	5.3	7.0	6.8	10.0	
No Response	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																												
All Sectors	82	100	48	48	35	141	94	87.0	85	161	106	178	190	186	185	283	284	284	290	299	295	298	300	300	281	290	290	
Industrial Sector	24	30	13	11	8	35	25	27.0	19	43	15	31	37	38	37	46	66	73	68	67	68	72	74	74	73	62	71	
Construction Sector	15	11	4	5	0	6	3	6.0	5	4	1	2	2	14	8	8	41	47	40	43	48	49	49	49	44	43		
Wholesale and Retail Trade	14	10	13	12	12	33	27	24.0	24	57	30	25	52	40	58	96	74	75	72	78	71	72	73	73	76	70	75	
Services Sector of which:	29	49	18	20	15	67	39	30.0	37	57	60	120	99	94	82	133	103	103	110	111	108	105	104	104	102	105	101	
Financial Intermediation	5	2	0	0	0	0	1	1.0	2	5	5	5	7	15	10	9	21	20	17	15	27	24	23	23	21	24	22	
Hotels and Restaurants	10	24	6	6	3	4	12	12.0	17	14	15	13	14	13	20	23	31	26	34	29	27	30	30	30	31	31	30	
Renting and Business Activities	7	8	0	4	0	1	0	0.0	0	10	1	14	14	7	4	14	27	24	29	29	26	26	26	26	25	26	26	
Community and Social Services	4	2	3	2	0	10	4	2	0	0	0	0	0	1	5	2	24	19	30	38	28	25	25	25	24.0	23.0		
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	1.2	7.2	-6.3	0.0	14.3	4.3	-6.4	11.5	2.4	-3.1	5.7	7.9	8.9	-2.2	6.5	0.0	3.9	5.3	4.1	6.0	7.5	9.7	5.0	10.0	12.3	4.3	9.7	
Construction Sector	0.0	4.0	-1.9	6.3	0.0	-0.7	-2.1	0.0	1.2	-2.5	0.9	0.6	0.5	1.1	2.7	-0.7	2.5	7.4	0.3	2.3	4.1	4.4	4.7	6.7	4.0	2.1	2.8	
Wholesale and Retail Trade	12.2	0.0	20.3	4.2	14.3	0.0	0.0	2.3	-8.2	-0.6	9.4	5.1	11.1	2.7	7.0	-2.8	1.1	4.6	9.0	5.0	3.7	5.7	6.3	7.0	5.7	4.3	4.5	
Services Sector	11.8	7.5	8.7	0.0	21.4	-0.9	1.9	2.3	14.5	6.3	5.8	35.2	18.7	-1.7	-2.1	-0.6	14.1	6.3	7.6	6.4	13.2	9.7	6.3	14.3	13.0	7.1	8.3	
Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	9.8	11.0	0.0	4.2	-14.3	3.5	-2.1	9.2	1.2	1.2	0.9	6.2	6.3	-5.9	-1.1	-0.4	1.4	4.6	2.8	3.7	5.4	5.7	6.3	7.7	10.0	7.5	2.8	
Construction Sector	-8.5	5.0	-4.2	0.0	0.0	0.0	-2.1	2.3	2.4	-1.2	0.9	0.6	0.5	0.5	1.6	0.4	-0.4	2.8	-1.4	2.0	0.3	2.0	-1.7	3.0	0.0	0.4	0.0	
Wholesale and Retail Trade	6.1	3.0	8.3	2.1	-2.9	6.4	2.6	1.1	4.7	6.8	11.3	5.6	8.9	3.2	8.1	4.9	2.8	4.2	4.8	6.0	6.1	4.0	3.7	5.7	3.7	7.5	0.3	
Services Sector	6.4	12.5	-4.2	-12.5	2.9	11.0	4.3	-6.9	0.0	3.8	10.2	12.3	17.1	-1.7	7.2	1.1	6.3	8.1	2.8	7.4	9.2	5.4	5.7	8.0	9.3	6.0	10.3	

Business Expectations Survey

Q4 2014 South West Zone

Business Outlook

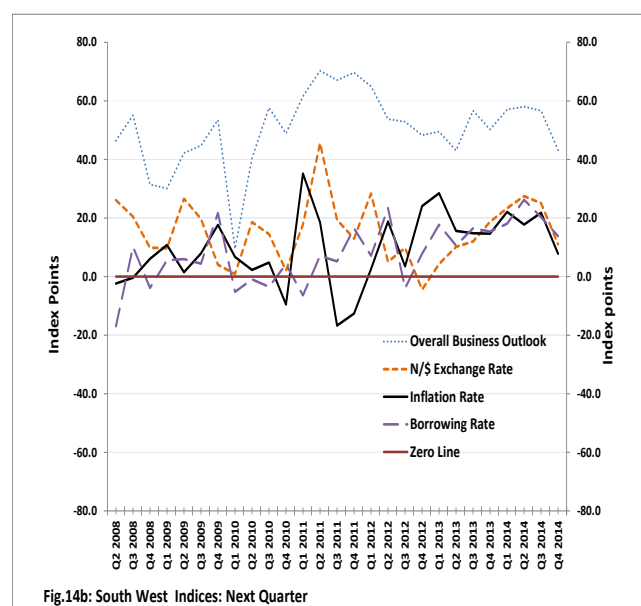


Respondents in the South West zone were less optimistic on business activities in the quarter under review. At 8.3 points, the overall confidence index dipped by 1.3 index points, compared with the level achieved in the corresponding quarter of 2013. Respondents were more optimistic about business activities in the next quarter as the index would be expected to rise to 43.2 points from the level achieved in the current quarter (Fig. 14).

The optimism in the overall business outlook in the zone could be attributed to industrial (4.3 points), wholesale/retail (3.1 points), and services sector (1.0 points) (Table 8 Sections 2 & 14).

The volume of total order and financial condition of the firms in the zone, buoyed the volume of business activity in the current quarter. Similarly, the optimism in access to credit by the firms upped their financial condition and average capacity utilization in the review quarter.

The financial condition (or internal liquidity position) of the firms which stood at 22.9 points in the current quarter was driven by services (8.4 points), industrial (7.1 points) and wholesale/retail trade (6.4 points),



construction sector (1.0 points) (Table 8 Sections 4 & 15).

Respondents in the zone cited insufficient power supply, high interest rate, competition, unfavourable economic climate, financial problems and financial problems as limiting factors to the growth of business activities (Table 8 Section 8).

Respondent firms expect naira exchange rate to remain strong in the current and next quarters. However, inflation and borrowing rates in the current and next quarters are expected to rise (Table 8 Sections 9 & 10).

The respondent firms by type of business show that “neither importer nor exporter” category constituted the majority with 72.5 per cent, followed by “importer” 17.0 per cent, “both importer and exporter” 10.0 per cent and “exporter” firms 0.5 per cent (Table 8 Section 11).

TABLE 8
BUSINESS EXPECTATIONS SURVEY
South West Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1. Overall Business Outlook on the Macroeconomy																												
Confidence Index: All Sectors																												
Current Quarter																												
South West																												
Next Quarter																												
South West																												
2. Business Outlook Index on the Macroeconomy by Sector: Current Quarter																												
Industrial Sector	13.9	5.1	-37.5	-32.9	-14.5	-24.1	-3.8	-15.1	8.3	29.6	13.5	43.4	45.3	40.0	7.1	17.8	12.1	7.6	9.4	18.3	17.8	14.5	10.4	21.0	10.7	13.2	14.7	
Construction Sector	-7.4	56.5	-28.6	-44.4	-25.0	-15.4	44.4	16.7	-2.6	30.0	-13.3	30.8	36.4	-3.8	20.2	6.3	31.9	0.0	8.3	17.6	31.0	22.0	11.4	40.9	19.0	20.5	0.0	
Wholesale and Retail Trade	-4.8	0.0	-5.8	-18.4	8.0	14.9	-6.8	-19.6	-12.1	-3.8	9.0	22.1	39.1	1.5	20.9	14.4	13.3	9.3	7.1	8.7	5.9	6.0	0.9	24.5	25.0	15.3	10.7	
Services Sector of which:	9.2	-8.3	-41.2	-18.2	5.2	-23.4	17.0	15.8	0.0	8.0	0.0	33.8	35.9	30.0	50.0	24.0	8.3	16.0	25.0	22.9	12.4	18.4	15.5	11.3	16.2	21.1	3.1	
Financial Intermediation	100.0	0.0	-100.0	-100.0	0.0	-33.3	20.0	0.0	14.3	60.0	33.3	40.0	64.3	23.1	41.2	-25.0	42.9	40.0	46.4	25.9	47.6	53.5	57.6	51.3	30.4	26.7	26.3	
Hotels and Restaurants	8.3	-37.5	-40.0	-18.2	-16.7	-11.8	6.3	-37.5	-25.0	4.5	4.8	27.8	41.2	40.0	50.0	35.5	-12.5	10.5	61.1	23.6	-4.2	6.3	5.1	-2.4	-6.8	31.0	-20.6	
Renting and Business Activities	63.6	-50.0	0.0	-18.2	0.0	0.0	25.0	20.0	-28.6	20.0	50.0	-20.0	14.3	0.0	50.0	17.6	4.8	20.0	3.2	34.0	-14.8	12.5	3.8	0.0	34.6	16.7	-8.0	
Community and Social Services	12.5	-54.5	0.0	-14.3	0.0	-50.0	45.5	-20.0	-4.7	25.0	0.0	-20.0	-100.0	11.5	28.3	42.9	11.3	9.3	6.5	5.4	31.7	-11.5	-6.5	-14.8	20.9	12.2	15.1	
3. Business Outlook Index on the Macroeconomy by Sector: Next Quarter																												
Industrial Sector	32.9	56.5	18.8	30.7	41.0	39.2	57.7	0.0	44.4	56.3	51.4	49.4	72.7	90.0	50.0	57.5	56.1	46.7	47.0	47.1	46.6	56.4	47.8	57.1	50.8	49.1	48.3	
Construction Sector	48.1	69.6	71.4	44.4	50.0	30.8	88.9	0.0	33.3	75.0	40.0	53.8	66.7	76.3	66.0	56.3	76.6	41.9	50.0	61.8	47.6	46.3	56.8	54.5	57.1	69.2	58.8	
Wholesale and Retail Trade	34.9	57.1	40.4	53.1	58.0	59.6	40.9	6.5	48.7	48.1	52.8	76.6	68.8	54.5	74.6	60.8	41.1	57.7	41.4	45.7	37.3	55.0	50.0	64.7	68.0	58.5	36.4	
Services Sector of which:	47.1	40.4	32.4	21.9	46.6	44.7	41.5	24.6	32.8	57.3	47.8	69.2	85.7	50.0	60.0	71.9	52.8	58.0	58.3	50.6	43.1	61.0	55.1	51.9	57.4	57.8	42.7	
Financial Intermediation	100.0	0.0	100.0	100.0	0.0	0.0	40.0	37.5	0.0	80.0	66.7	53.3	82.4	69.2	64.7	50.0	85.7	80.0	78.6	37.0	71.4	83.7	87.9	69.2	69.6	60.0	42.1	
Hotels and Restaurants	83.3	56.3	20.0	45.5	8.3	58.8	81.3	-18.8	53.6	59.1	38.1	72.2	71.4	60.0	100.0	71.0	35.0	50.0	77.8	56.4	35.4	50.0	64.3	45.2	45.5	61.9	44.1	
Renting and Business Activities	81.8	0.0	70.0	-9.1	0.0	50.0	62.5	26.7	0.0	80.0	25.0	0.0	0.0	16.7	50.0	82.4	42.9	65.7	35.5	57.4	22.2	62.5	57.7	44.0	50.0	46.7	40.0	
Community and Social Services	75.0	27.3	-12.5	-7.1	0.0	12.5	72.7	-20.0	28.6	75.0	0.0	0.0	0.0	67.1	69.6	85.7	56.5	51.2	51.6	43.2	51.2	42.3	9.7	44.4	67.4	61.0	43.4	
4. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	-37.0	8.6	-10.9	-6.6	-8.1	-5.1	5.8	-18.9	-1.6	29.6	23.0	27.7	0.0	20.0	37.8	19.2	16.8	11.4	10.3	20.2	16.1	24.8	20.0	21.8	24.6	14.0	24.1	
Construction Sector	3.7	31.8	0.0	0.0	25.0	-7.7	22.2	25.0	-16.7	45.0	13.3	15.4	23.0	20.0	28.6	6.3	17.0	32.6	18.8	23.5	33.3	26.8	27.3	27.3	14.3	2.6	11.8	
Wholesale and Retail Trade	-6.3	-10.9	0.0	-16.3	4.0	10.9	6.8	13.0	-10.3	2.5	15.7	7.8	29.7	31.8	21.3	14.4	24.4	20.6	24.2	21.7	20.6	23.2	21.3	31.7	27.0	27.1	22.5	
Services Sector	-4.5	8.6	-5.2	-20.2	1.4	-2.1	20.8	-17.5	-1.7	1.3	-1.4	32.3	100.0	30.0	40.3	31.3	9.7	25.2	26.9	36.1	26.3	34.8	32.6	19.5	26.5	18.8	25.2	
5. Business Outlook Index on Own Operations : Current Quarter																												
Volume of Business Activity Index	23.1	22.8	-5.5	-7.1	11.6	3.1	8.6	-13.7	0.4	26.4	26.4	42.7	49.4	26.2	35.7	32.1	24.5	23.7	28.1	29.5	26.6	30.1	29.0	27.9	31.0	23.6	20.1	
Volume of Total Order Book Index	22.0	17.9	-9.4	-5.2	9.5	-2.2	3.5	-18.4	-3.3	22.9	29.6	40.6	40.5	25.0	33.2	37.2	26.0	25.0	27.6	27.3	22.8	28.1	27.0	26.1	31.5	20.1	24.8	
Credit Access Index	1.4	5.7	-19.9	-23.0	-11.1	-6.1	-9.1	-23.6	-18.1	3.8	8.4	12.5	25.7	26.2	29.0	16.6	-0.8	-5.3	-8.5	3.0	1.3	8.3	4.8	8.0	6.5	8.5	6.3	
Financial Condition Index	-12.2	9.0	-5.5	-11.2	-0.5	-5.7	10.6	-13.2	-1	15.0	15.1	25.0	27.4	21.1	34.6	22.0	16.0	21.1	19.5	27.5	22.6	28.1	25.3	24.1	24.8	18.3	22.9	
Average Capacity Utilization	11.2	16.7	7.2	-3.0	17.1	8.8	24.2	10.8	11.1	27.5	28.5	30.2	36.5	32.1	42.3	31.0	22.7	16.4	21.3	35.9	30.4	28.0	30.8	31.7	34.3	25.6	24.1	
6. Business Outlook Index on Own Operations : Next Quarter																												
Volume of Business Activity Index	71.2	67.8	53.0	49.1	67.3	55.7	65.7	28.3	60	75.4	61.2	81.2	81.1	78.1	73.8	76.8	77.0	75.5	73.7	73.8	75.4	68.4	71.7	70.1	76.3	64.2	49.7	
Employment Outlook Index	47.1	37.9	21.5	16.7	34.7	33.8	33.8	28.3	31.6	46.5	44.7	54.1	58.8	57.2	56.0	49.8	42.3	50.3	47.3	51.0	53.9	44.6	48.2	43.7	54.5	45.9	39.4	
7. Business with Expansion Plans (in per cent): Next Quarter																												
Industrial Sector	80.6	62.4	51.6	52.6	66.1	53.2	53.8	60.4	17.5	40.8	16.2	25.3	38.9	26.3	27.0	26.0	19.6	33.3	12.1	17.3	61.9	61.5	62.6	68.1	73.8	64.9	62.1	
Construction Sector	63.0	56.5	14.3	55.6	50.0	69.2	77.8	66.7	66.7	30.0	6.7	38.5	9.1	40.0	57.1	62.5	27.7	76.7	54.2	70.6	81.0	75.6	72.7	77.3	71.4	66.7	64.7	
Wholesale and Retail Trade	75.8	67.2	67.3	72.9	70.6	63.8	77.3	67.4	33.3	31.6	19.1	71.4	58.6	60.0	38.3	44.3	28.9	36.1	39.4	50.0	71.6	67.7	75.9	80.4	88.0	83.1	58.9	
Services Sector of which:	77.0	58.3	67.6	60.6	72.4	59.6	56.6	59.6	34.5	48.1	33.3	35.4	31.3	51.5	28.4	31.3	33.3	58.8	50.0	30.1	73.7	70.2	69.8	70.7	82.4	76.6	69.5	
Financial Intermediation	100.0	0.0	100.0	100.0	0.0	100.0	60.0	75.0	50.0	20.0	33.3	-6.7	57.1	0.0	80.0	16.7	81.0	73.3	78.6	55.6	85.7	72.1	93.9	79.5	91.3	66.7	84.2	
Hotels and Restaurants	83.3	56.3	80.0	90.9	58.3	76.5	56.3	56.3	42.9	9.1	4.8	22.2	29.4	38.5	17.6	22.6	15.0	52.6	66.7	49.1	70.8	72.9	64.1	61.9	77.3	83.3	67.6	
Renting and Business Activities	100.0	50.0	70.0	90.9	0.0	100.0	62.5	60.0	0.0	60.0	50.0	20.0	42.9	80.0	100.0	41.2	52.4	54.3	22.6	6.4	70.4	75.0	57.7	72.0	73.1	76.7	76.0	
Community and Social Services	100.0	54.5	75.0	46.4	100.0	100.0	63.6	80.0	42.9	50.0	0.0	60.0	100.0	66.7	100.0	71.4	22.6	62.8	41.9	13.5	73.2	57.7	61.3	70.4	88.4	73.2	62.3	

TABLE 8
BUSINESS EXPECTATIONS SURVEY
South West Zone

Year	2008				2009				2010				2011				2012				2013				2014			
Quarter	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
8. Business Constraints: Current Quarter																												
High Interest Rate	61.2	59.6	55.0	46.8	62.0	52.6	60.6	63.2	66.9	62.3	64.5	55.2	61.8	54.0	57.5	59.0	57.8	55.5	61.4	52.5	54.8	50.8	52.9	51.5	32.9	47.9	37.5	
Unclear Economic Laws	40.2	31.7	36.5	28.6	35.4	27.2	30.8	45.3	40.3	44.1	38.5	35.4	22.6	23.7	24.5	29.4	34.9	42.4	46.7	35.7	38.7	37.4	32.8	33.0	30.6	27.8	25.4	
Lack of Equipment	20.2	2.9	17.7	17.7	13.6	12.3	18.4	32.8	23.3	25.2	28.1	10.4	11.9	23.4	24.6	26.3	25.7	23.7	34.3	28.7	32.9	33.2	18.0	25.0	15.3	19.3	22.9	
Insufficient Demand	19.3	1.5	23.2	29.7	18.6	10.7	37.1	23.8	26.3	27.8	31.0	19.3	36.6	25.4	37.7	38.3	42.4	25.2	40.0	30.1	30.3	40.1	21.9	29.8	19.9	21.7	23.8	
Access to Credit	31.7	13.9	14.9	12.3	27.4	44.3	38.4	55.9	32.3	50.8	47.1	31.5	45.2	42.5	45.0	34.3	34.0	30.8	32.5	36.1	42.8	42.7	33.5	34.9	23.8	23.7	24.7	
Financial Problems	40.0	38.4	42.3	42.0	49.5	52.6	48.7	62.9	50.1	50.8	50.9	42.2	52.7	48.8	56.7	48.5	48.2	42.6	54.3	50.2	50.5	53.8	42.5	48.6	37.1	31.5	35.0	
Competition	33.6	45.5	40.9	34.2	42.5	37.9	43.9	25.8	37.5	35.5	29.9	37.5	-56.3	31.5	37.8	41.7	42.4	48.1	50.3	46.0	43.7	49.4	40.8	45.7	38.5	39.6	35.9	
Labour Problems	3.1	-8.0	-3.3	-4.5	-2.0	-5.7	-6.6	14.8	-3.4	1.4	-3.0	3.6	2.9	2.6	0.9	6.4	5.9	10.1	22.0	19.4	12.3	19.5	13.2	5.8	1.5	-1.5	3.9	
Lack of Materials Input	12.9	-2.9	19.1	18.0	9.8	-0.4	16.4	23.4	11.0	11.3	13.6	10.0	15.6	16.1	21.6	25.7	19.6	17.3	28.6	16.8	23.2	26.5	13.7	16.0	6.0	6.6	8.6	
Unfavourable Political Climate	34.1	25.2	24.9	22.5	27.1	38.2	39.1	38.1	41.2	42.8	26.4	24.3	16.8	22.4	21.1	20.4	25.7	39.0	41.5	32.1	38.7	33.2	32.0	25.3	29.1	24.3	26.8	
Unfavourable Economic Climate	49.7	38.6	46.4	40.9	44.7	58.3	56.6	42.0	46.1	49.2	37.2	32.2	22.9	23.2	23.6	28.4	34.7	45.0	50.3	36.9	50.1	47.3	40.6	40.5	37.5	34.1	31.2	
Insufficient Power Supply	74.6	46.8	40.9	32.5	56.0	74.3	50.0	63.7	76.6	75.3	80.5	58.8	73.7	75.8	67.9	74.4	76.1	67.8	65.5	68.2	71.9	69.4	66.1	70.9	55.1	57.8	45.1	
9. Business Expectation Index on Selected Economic Indicators: Current Quarter																												
N/\$ Exchange Rate	17.3	9.0	-16.0	-12.6	8.0	-15.4	-16.7	17.0	-26.1	0.0	-11.3	-13.2	-24.7	-9.6	2.5	-0.3	-9.2	0.2	0.3	-3.0	3.0	9.5	-4.0	12.1	10.8	13.5	5.3	
Inflation Rate	24.4	31.1	30.4	15.6	16.1	17.1	27.8	9.9	-0.5	7.2	11.3	23.2	32.7	26.2	17.1	31.2	32.5	27.6	39.7	41.1	22.3	21.1	26.8	22.6	27.5	21.3	8.8	
Borrowing Rate	-3.7	17.9	6.1	11.9	8.5	3.1	11.6	3.7	-0.5	-1.3	8.1	-8.5	-10.8	29.4	29.0	34.3	28.3	11.5	20.5	22.5	12.3	20.5	20.5	22.1	19.8	15.8	16.1	
10. Business Expectation Index on Selected Economic Indicators: Next Quarter																												
N/\$ Exchange Rate	26.1	20.5	9.9	9.7	26.6	19.7	4.0	0.9	18.6	14.5	2.1	17.8	45.6	19.4	13.0	28.4	5.1	9.8	-4.4	4.3	10.2	12	18.7	23.4	27.5	25.1	11.1	
Inflation Rate	-2.4	-0.4	6.1	10.8	1.5	7.9	17.7	6.7	2.3	4.8	-9.5	35.2	18.5	-16.7	-12.6	2.6	18.8	3.5	24.1	28.5	15.6	14.8	14.6	22.1	17.8	21.8	7.8	
Borrowing Rate	-16.9	10.2	-3.9	5.6	6.0	4.4	21.7	-5.2	-0.9	-3.5	4.2	-6.4	7.1	5.2	16.5	7.1	23.4	-4.0	7.8	17.7	10.6	16.5	15.4	18.1	26.3	20.3	13.8	
11. Percentage Distribution of Respondent Firms by Type of Business																												
Importer	18.6	20.8	32.0	22.3	18.1	19.3	46.5	34.4	21.9	14.6	14.8	17.8	16.6	26.2	17.5	19.8	13.7	17.6	22.6	20.2	16.0	21.6	15.2	18.8	23.0	27.1	17.0	
Exporter	3.7	7.3	2.8	3.3	7.0	3.9	5.6	7.5	5.6	1.4	1.1	2.8	3.4	2.0	1.0	2.6	1.5	1.9	7.5	4.3	2.5	3.3	3.3	4.0	4.3	3.5	0.5	
Both Importer and Exporter	27.5	22.0	14.9	5.9	15.6	25.0	13.6	15.1	14.4	16.7	15.1	11.0	10.1	9.5	14.3	11.5	13.1	10.9	10.9	7.3	8.3	9.8	8.1	9.3	13.5	12.3	10.0	
Neither Importer nor exporter	48.8	49.8	50.3	68.4	59.3	51.8	34.3	42.9	58.1	67.4	69.0	68.3	69.9	62.3	67.1	66.2	71.6	69.7	59.0	68.2	73.2	65.4	73.4	67.8	59.3	57.1	72.5	
12. Percentage Distribution of Respondent Firms by Employment Size																												
Small (<50)	59.7	64.5	64.1	60.6	64.3	66.2	56.6	52.8	67.4	75.7	74.6	77.6	75.0	76.6	76.2	78.5	74.5	78.5	75.6	75.0	78.9	78.2	74.1	77.6	66.8	78.7	67.5	
Medium (50 and <200)	19.0	20.4	24.3	29.8	18.1	17.1	22.2	30.2	20.5	14.6	13.4	11.4	11.8	10.3	12.2	13.2	16	13.6	15.8	15.9	13.5	15.0	17.3	15.8	19.0	11.8	14.5	
Large (200 and Up)	21.0	14.7	11.6	9.6	13.6	16.7	21.2	17.0	12.1	9.4	12.0	11.0	13.2	13.1	11.5	7.7	9.5	7.7	8.6	9.1	7.5	6.8	8.6	6.5	14.3	9.5	18.0	
No Response	0.3	0.4	0.0	0.0	4.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
13. Distribution of Respondent Firms by Sector																												
All Sectors	295	285	181	218	191	228	198	212	215	288	284	281	296	252	286	349	388	376	385	396	399	399	396	398	400	399	393	
Industrial Sector	73	117	64	76	62	79	52	53	63	71	74	83	95	57	74	73	107	105	117	104	118	117	115	119	122	114	116	
Construction Sector	27	23	7	9	4	13	9	12	12	20	15	13	11	10	14	16	47	43	48	34	42	41	44	44	42	39	34	
Wholesale and Retail Trade	63	64	52	49	51	47	44	46	39	79	89	77	87	80	94	97	90	97	99	92	102	100	108	102	100	118	112	
Services Sector of which:	132	81	58	84	74	89	93	101	101	118	106	108	103	105	104	163	144	131	121	166	137	141	129	133	136	128	131	
Financial Intermediation	2	0	1	1	0	3	5	8	4	10	12	15	14	10	10	12	21	15	18	27	21	43	33	39	23	15	19	
Hotels and Restaurants	24	16	5	11	12	17	16	16	28	22	21	18	17	13	17	31	40	38	31	55	48	48	39	42	44	42	34	
Renting and Business Activities	11	6	10	11	0	14	8	15	4	5	4	5	7	10	8	17	21	35	31	47	27	24	26	25	26	30	25	
Community and Social Services	8	11	8	28	4	8	11	5	7	4	0	5	1	6	2	7	62	43	41	37	41	26	31	27	43	41	53	
14. Business Outlook Index on the Macroeconomy by Sector Contribution: Current Quarter																												
Industrial Sector	3.4	2.1	-13.3	-11.5	-4.7	-8.3	-1.0	-3.8	2.4	7.3	3.5	12.8	14.5	9.0	1.8	3.7	3.4	2.1	2.9	4.8	5.3	4.3	3.0	6.3	3.3	3.8	4.3	
Construction Sector	-0.7	4.6	-1.1	-1.8	-0.5	-0.9	2.0	0.9	-0.1	2.1	-0.7	1.4	1.4	-0.1	1.0	0.3	3.9	0.0	1.0	1.5	3.3	2.3	1.3	4.5	2.0	2.0	0.0	
Wholesale and Retail Trade	-1.0	0.0	-1.7	-4.1	2.1	3.1	-1.5	-4.2	-2.2	-1.0	2.8	6.0	11.5	0.5	6.9	4.0	3.1	2.4	1.8	2.0	1.5	1.5	0.3	6.3	6.3	4.5	3.1	
Services Sector	4.1	-2.4	-13.2	-7.0	2.0	-9.1	8.0	7.5	0.0	3.3	0.0	13.0	12.5	12.5	18.2	11.2	3.1	5.6	7.9	9.6	4.3	6.5	5.1	3.8	5.5	6.8	1.0	
15. Business Confidence Index on Own Operations by Sector: Current Quarter																												
Industrial Sector	-9.2	3.5	-3.9	-2.3	-2.6	-1.8	1.5	-4.7	-0.5	7.3	6.0	8.2	0.0	4.5	9.8	4.0	4.6	3.2	3.1	5.3	4.8	7.3	5.8	6.5	7.5	4.0	7.1	
Construction Sector	0.3	2.6	0.0	0.0	0.5	-0.4	1.0	1.4	-0.9	3.1	0.7	0.9	0.8	1.4	0.3	2.1	3.7	2.3	2.0	3.5	2.8	3.0	3.0	1.5	0.3	1.0	0.0	
Wholesale and Retail Trade	-1.4	-2.5	0.0	-3.7	1.1	2.2	1.5	2.8	-1.9	0.7	4.9	2.1	8.7	10.1	7.0	4.0	5.7	5.3	6.2	5.1	5.3	5.8	5.8	8.1	6.8	8.0	6.4	
Services Sector	-2.0	2.5	-1.7	-7.8	0.5	-0.8	9.7	-8.4	-0.8	0.5	-0.5	12.4	34.8	12.5	14.7	14.6	3.6	8.8	8.4	15.2	9.0	12.3	10.6	6.5	9.0	6.0	8.4	