

**COMPARING THE INDONESIAN BUSINESS TENDENCY
SURVEY AND HARMONIZED BUSINESS TENDENCY SURVEY**

By

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CONSUMER TENDENCY SURVEYS
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Hamonangan Ritonga¹

I. Introduction

Business Tendency Survey is an important tool for collecting statistical information on business situation. This information is important for government and private sectors for making assesment of economic situation as well as short-term economic forecast in Indonesia. With this survey, one economic indicator (Business Tendency Index has been provided quarterly.

Currently, there are three institutions in Indonesia (Bank of Indonesia, Bank of Indonesia, and Danareksa Research Institute) conduct business survey. Bank of Indonesia is an independent state institution conducting business survey. Bank of Indonesia has been conducting this survey since 1993. This survey is conducted quarterly in 25 provinces. The quaterly sample size consist of 1500 companies selected randomly. The goal of this survey is to colect prompt information on the trend of business activities: for current quarter and next quarter. This information is used for the formulation and implementation of monetary policy, one of three main tasks of Bank of Indonesia.

BPS-Statistics Indonesia, another independent state institution, has been conducting business tendency survey since 1996. This survey is conducted to provide prompt economic indicators for assesing the current economic situation and short-term economic forecast. Originally this survey was only conducted in Jakarta greater areas which include four cities called Jabotabek (Jakarta, Bogor, Tangerang, and Bekasi) with sample size of 400 medium and large companies selected randomly. The sample size included 150 manufacturing companies, 50 trading companies, 50 restaurants, 50 construction companies, and 50 other companies. Starting from the second quarter of 2001, after collaborating with Bank of Indonesia, Business Tendency Surveys has been expanded to other 48 cities, called Outside Jabotabek, covered the whole provinces in Indonesia. The sample size increase to 2000 companies including nine economic sectors: Agriculture; Mining and Quarrying; Manufacturing; Construction; Trade, Hotel & Restaurant; Transportation; Communication; Finance; and Services.

Danareksa Research Institute is a private research organization in Indonesia. This organization was established in 1999 with the main goal to provide consultancy for business enterprises. Since 1999, Danareksa Research Institute has also been conducting business tendency survey. The data are collected from several big cities with sample size around 200 big companies.

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Although these three institutions provide similar indicator, they are different in certain aspects, such as area covered, type of variables used and sampling design. Therefore, Bank of Indonesia and BPS-Statistics Indonesia have joined the Harmonized Business Tendency Survey (BTS) in developing countries initiated by ADB, ESCAP and OECD. To prepare the implementation of Harmonizing Business Tendency Surveys in Indonesia, BPS-Statistics Indonesia in collaboration with Bank of Indonesia has conducted a Pilot BTS under the RETA 5938 in the second quarter of 2001 (April-June 2001), using a harmonized set of core questions used in most OECD countries.

As a continuation of this pilot, Bank of Indonesia and BPS-Statistics Indonesia have conducted the harmonization of BTS in Indonesia since the first quarter of 2002. This paper will try to report the implementation progress of harmonized questionnaires in the year 2002 and to present its results. Specifically, this paper will compare the results of BTS conducted by BPS-Statistics Indonesia and the Harmonized BTS in Indonesia.

II. Implementation of Harmonized questionnaire to the existing survey

Implementing new lists of questions proposed by harmonization program brought both of the Business Survey conducted by Bank of Indonesia (BIBS) and the Business Tendency Survey conducted by BPS-Statistics Indonesia (BPS-BTS) into questionnaire changes. In line with the program proposed, there is also such effort by Bank Indonesia and BPS-Statistics Indonesia to redesign their questionnaires and then merge them into single and simpler questionnaire. As a result, on each BIBS and BPS-BTS questionnaire contains similar questions that part of them are originally belong to BIBS and BPS-BTS, and another as new addition as harmonization program proposed. Due to that change, there is significant reduction on BIBS number of questions on all sector questionnaires considering of similar substances. The BIBS questions that have been erased are the questions (variable) that similar to harmonized questions or because they have the same answers pattern with the other question The the combined-questionnaire consists of four kinds of questionnaires namely Industry Questionnaire (mining & quarrying; manufacturing; electricity, gas and water), Trade Questionnaire; Construction Questionnaire, and Others' Questionnaire (Hotel& Restaurant; Transportation & Communication; Finance and Business Services, and Personal Services). See the combined questionnaires in **Appendix 1**.

III. The Results of Harmonized-Business Tendensi Index , BPS-Busines Tendensi Index , and the Growth of Gross Domestic Product.

The results of Harmonized-Business Tendency Index (HBTI), BPS-Business Tendency Index (BTI), and the Gross Domestic Product (GDP) growth from Quarter I-2002 to Quarter II- 2003 can be seen in the following figures. For calculation of HBTI and BTI, the formula in **Appendix 2** is used. For comparison with HBTI results, the BTI results are subtracted with 100. The comparison of results by sectors are as follows:

(a) Industry Sector

Based on Figure1, the result of survey showed that the index HBTI has similar pattern with BTI. The two indexes also have similar pattern with GDP growth except in QII-2002 and QI-2003 where GDP growths are in different direction.

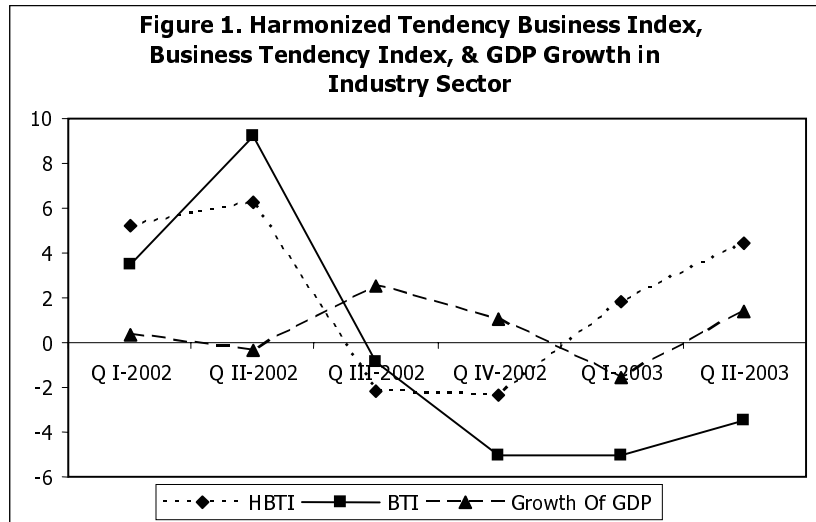


Table 1. Business Survey Indexes in Industry Sector

| Period | Harmonized Index | Business Tendency Index | GDP Growth |
|------------|------------------|-------------------------|------------|
| Q I-2002 | 5.23 | 3.5 | 0.31 |
| Q II-2002 | 6.24 | 9.2 | -0.36 |
| Q III-2002 | -2.19 | -0.89 | 2.55 |
| Q IV-2002 | -2.39 | -5.07 | 1.04 |
| Q I-2003 | 1.79 | -5.02 | -1.53 |
| Q II-2003 | 4.43 | -3.46 | 1.35 |

(b) Construction Sector

Based on Figure 2, the pattern of HBTI, BTI, and GDP growth looks similar, except in QIII-2002 and QIV-2002 where GDP growths are in different direction. This results also similar with Industry Sector.

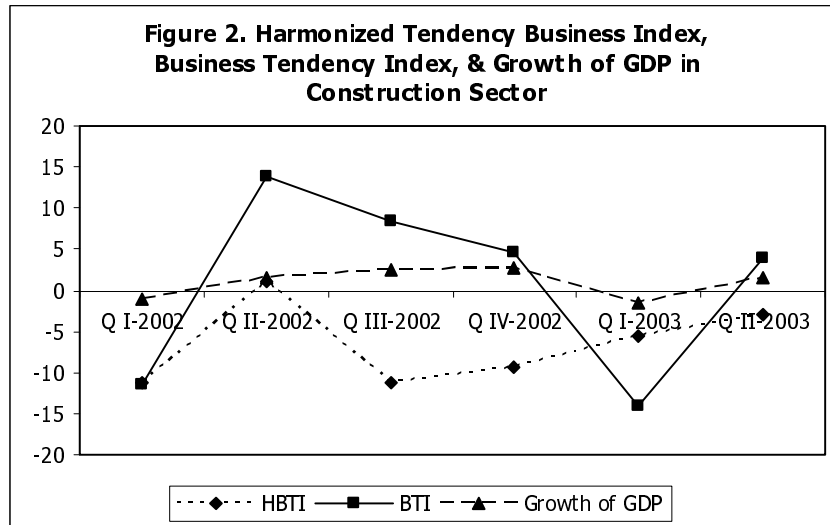


Table Business Survey Indexes in Contraction Sector

| Period | Harmonized Index | Business Tendency Index | Growth Of GDP |
|------------|------------------|-------------------------|---------------|
| Q I-2002 | -11.16 | -11.54 | -1.03 |
| Q II-2002 | 1.12 | 13.89 | 1.49 |
| Q III-2002 | -11.19 | 8.33 | 2.60 |
| Q IV-2002 | -9.45 | 4.73 | 2.76 |
| Q I-2003 | -5.5 | -14.09 | -1.62 |
| Q II-2003 | -2.94 | 3.9 | 1.43 |

(c) Trade Sector

Based on Figure 3. The survey results showed that HBT, BTI, and GDP growth are looks similar, except in QI-2002 for HBTI, in QIV-2002 for GDP growth, and in QI-2003 for BTI.

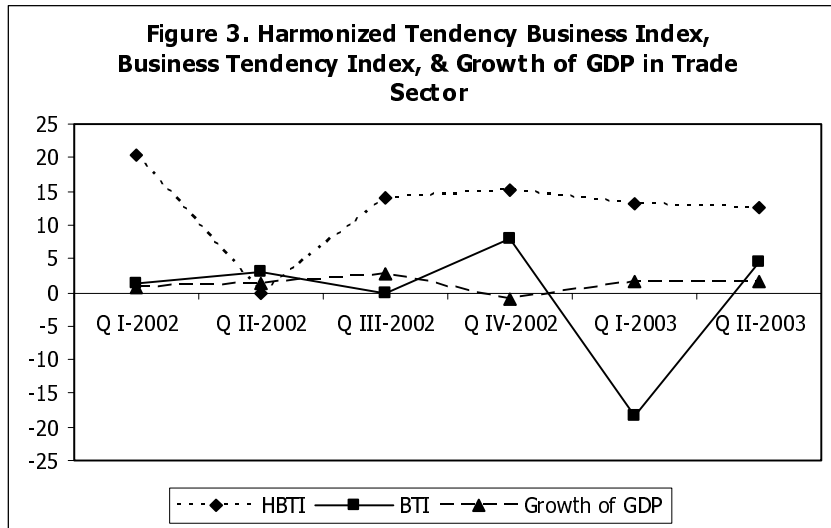


Table Business Survey Indexes in Trade Sector

| Period | Harmonized Index | Business Tendency Index | Growth Of GDP |
|------------|------------------|-------------------------|---------------|
| Q I-2002 | 20.48 | 1.33 | 0.77 |
| Q II-2002 | -0.2 | 3.14 | 1.22 |
| Q III-2002 | 14.11 | -0.01 | 2.71 |
| Q IV-2002 | 15.09 | 7.81 | -1.02 |
| Q I-2003 | 13.07 | -18.44 | 1.61 |
| Q II-2003 | 12.62 | 4.51 | 1.54 |

d. Other Sector

Based on Figure 4, the survey result described that the pattern of HBTI with BTI and GDP growth looks similar, except in QII-2002 and QI-2003.

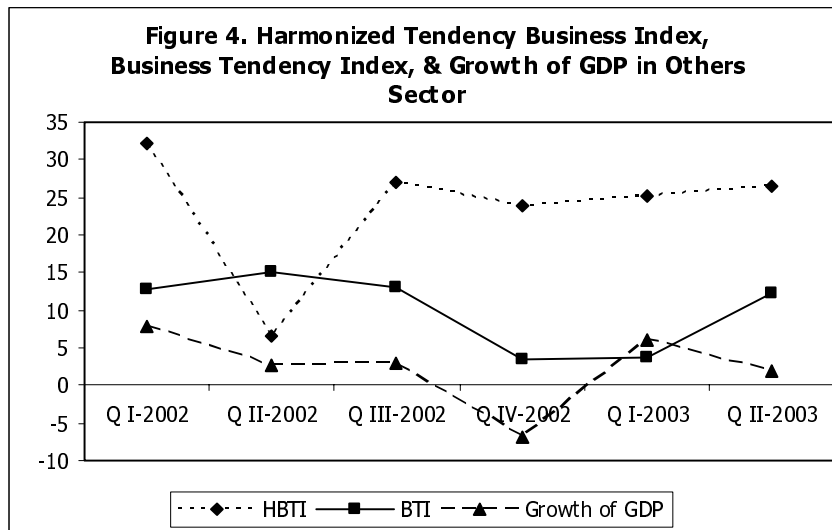


Table Business Survey Indexes in Others Sector

| Period | Harmonized Index | Business Tendency Index | Growth Of GDP |
|------------|------------------|-------------------------|---------------|
| Q I-2002 | 32.18 | 12.77 | 7.85 |
| Q II-2002 | 6.43 | 14.98 | 2.73 |
| Q III-2002 | 27.05 | 12.93 | 2.95 |
| Q IV-2002 | 23.98 | 3.37 | -6.85 |
| Q I-2003 | 25.22 | 3.61 | 6.05 |
| Q II-2003 | 26.56 | 12.26 | 1.82 |

IV. FUTURE PLAN

1. Based on the comparisons of HBTI, BTI, and GDP growth, the pattern of these three indicators looks similar in general.
2. For future plan:
 - Bank of Indonesia and BPS-Statistics Indonesia will continue to implement the harmonization program as had been done in 2002 and 2003. The program specifically is continuing the merging of the harmonized questionnaire with BIBS and BTS-BPS questionnaire and then the result of survey will be processed with each method (BI, Harmonize, and BTS-BPS method).
 - To increase the validity of the survey, BI and BPS-Statistics Indonesia will update the sample design.
 - When the series of harmonized index has been long enough, there will be such study to evaluate whether there is similar pattern between harmonized index and the existing BIBS.

Appendix 1



Confidential

Attention :

1. The objectives of this survey are to get general information about companies based on employer perception at the relevant sectors.
2. The results of this survey will be used to calculate business confidence and composite indicators that can be used by the government and enterprises
3. The duty in giving information and the secret of the data will be guaranteed by Statistic Act number 16 1997
4. This Survey does not have any relations with **tax**, and **free of charge**.

BUSINESS TENDENCY SURVEY
Manufacturing, Electricity, Gas and Water
3 rd Quarter – 2003 (July – September 2003)

DIRECTORATE FOR STATISTICAL ANALYSIS
 STATISTICS INDONESIA

6th Building, 4th Floor, Jl. DR Sutomo no 6-8 – Jakarta 10010
 Telephone 3841195, 3810291 ext 4411, 3841424
 Faximile : 3841424, 3841545, 3857046
 Email : dretno@mailhost.bps.go.id

..... 2003
 Respondent

(.....)

I. IDENTIFICATION

| | | | | | | | | | | | | |
|-----|--|----|---------|----------|-----------|----|-----------|----|-------|----|--------------------------|--|
| 1. | Company | : | | | | | | | | | | |
| 2. | Address (completely) | : | | | | | | | | | | |
| 3. | Status of Business (give check (√) at the selected box) | : | Foreign | Domestic | Others | | | | | | | |
| 4. | Name | : | | | | | | | | | | |
| 5. | Official Position | : | | | | | | | | | | |
| 6. | Telephone | : | | | | | | | | | | |
| 7. | Faximile | : | | | | | | | | | | |
| 8. | Email | : | | | | | | | | | | |
| 9. | Main economic activity (write completely) | : | | | | | | | | | | |
| 10. | Number of permanent employees | : | | | | | | | | | | |
| | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | <input type="checkbox"/> | |
| 11. | Number of temporary employees | : | | | | | | | | | | |
| | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | | |

12. a. Share of production to be exported :

None -1 Available -2

b. The percentage of production to be exported :

..... percent

II. CONDITION AND PROSPECT OF THE COMPANY

Production

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|--------------------------|--|---------------------------------|--------------------------|--------------------------|------------------------------|----|--------------------------|---------------------------|----|--------------------------|------------------------------|----|--------------------------|--------------------|-----|--------------------------|---------------------|----|--------------------------|--|-----|--------------------------|-------------------|----|--------------------------|-----------------------|-----|--------------------------|---------------------------|----|--------------------------|-------------------------------------|-----|--------------------------|-------------------------------|----|--------------------------|----------------|-----|--------------------------|--|
| 1. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the volume of production : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td><td rowspan="3" style="vertical-align: middle; text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | <input type="checkbox"/> | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2. If the volume of production <i>increase/decrease</i> , describe the main causes : | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compare to these three months (July-September 2003) with regard to the volume of production : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td><td rowspan="3" style="vertical-align: middle; text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | <input type="checkbox"/> | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4. If the volume of production <i>increase/decrease</i> , describe the main causes : | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5. What is your current level of capacity utilization (in percent of normal capacity utilization : percent | <input type="text"/> <input type="text"/> <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to production capacity utilization : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7. What factors are limiting your ability to increase production. Please tick the most important factor or factors : | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table style="width: 100%; border-collapse: collapse;"> <tr><td>None</td><td style="text-align: center;">-1</td><td style="text-align: center;"><input type="checkbox"/></td><td>Shortage of semi-finished goods</td><td style="text-align: center;">-8</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Insufficient domestic demand</td><td style="text-align: center;">-2</td><td style="text-align: center;"><input type="checkbox"/></td><td>Shortage of raw materials</td><td style="text-align: center;">-9</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Insufficient domestic demand</td><td style="text-align: center;">-3</td><td style="text-align: center;"><input type="checkbox"/></td><td>Shortage of energy</td><td style="text-align: center;">-10</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Competitive imports</td><td style="text-align: center;">-4</td><td style="text-align: center;"><input type="checkbox"/></td><td>Financial problems (e.g. : insolvency, credits)</td><td style="text-align: center;">-11</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Shortage of labor</td><td style="text-align: center;">-5</td><td style="text-align: center;"><input type="checkbox"/></td><td>Unclear economic laws</td><td style="text-align: center;">-12</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Shortage of skilled labor</td><td style="text-align: center;">-6</td><td style="text-align: center;"><input type="checkbox"/></td><td>Uncertainty of economic environment</td><td style="text-align: center;">-13</td><td style="text-align: center;"><input type="checkbox"/></td></tr> <tr><td>Lack of appropriate equipment</td><td style="text-align: center;">-7</td><td style="text-align: center;"><input type="checkbox"/></td><td>Others (.....)</td><td style="text-align: center;">-14</td><td style="text-align: center;"><input type="checkbox"/></td></tr> </table> | None | -1 | <input type="checkbox"/> | Shortage of semi-finished goods | -8 | <input type="checkbox"/> | Insufficient domestic demand | -2 | <input type="checkbox"/> | Shortage of raw materials | -9 | <input type="checkbox"/> | Insufficient domestic demand | -3 | <input type="checkbox"/> | Shortage of energy | -10 | <input type="checkbox"/> | Competitive imports | -4 | <input type="checkbox"/> | Financial problems (e.g. : insolvency, credits) | -11 | <input type="checkbox"/> | Shortage of labor | -5 | <input type="checkbox"/> | Unclear economic laws | -12 | <input type="checkbox"/> | Shortage of skilled labor | -6 | <input type="checkbox"/> | Uncertainty of economic environment | -13 | <input type="checkbox"/> | Lack of appropriate equipment | -7 | <input type="checkbox"/> | Others (.....) | -14 | <input type="checkbox"/> | |
| None | -1 | <input type="checkbox"/> | Shortage of semi-finished goods | -8 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Insufficient domestic demand | -2 | <input type="checkbox"/> | Shortage of raw materials | -9 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Insufficient domestic demand | -3 | <input type="checkbox"/> | Shortage of energy | -10 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Competitive imports | -4 | <input type="checkbox"/> | Financial problems (e.g. : insolvency, credits) | -11 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Shortage of labor | -5 | <input type="checkbox"/> | Unclear economic laws | -12 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Shortage of skilled labor | -6 | <input type="checkbox"/> | Uncertainty of economic environment | -13 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lack of appropriate equipment | -7 | <input type="checkbox"/> | Others (.....) | -14 | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 8. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the income/omset | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the average working hour : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the number of employee : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 11. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compare to these three months (July-September 2003) with regard to the number of employee : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Increase</td><td style="text-align: right;">-1</td></tr> <tr><td>Remain stable</td><td style="text-align: right;">-2</td></tr> <tr><td>Decrease</td><td style="text-align: right;">-3</td></tr> </table> | Increase | -1 | Remain stable | -2 | Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Increase | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Remain stable | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Decrease | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Order Book & Stocks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12. Excluding normal seasonal changes, do you consider that the present level of your level of demand/total order book in volume terms is : | <table style="width: 100%; border-collapse: collapse;"> <tr><td>Above normal</td><td style="text-align: right;">-1</td></tr> <tr><td>Normal</td><td style="text-align: right;">-2</td></tr> <tr><td>Below normal</td><td style="text-align: right;">-3</td></tr> </table> <div style="text-align: right; margin-top: -10px;"><input type="checkbox"/></div> | Above normal | -1 | Normal | -2 | Below normal | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Above normal | -1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Normal | -2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Below normal | -3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | |
|---|---|--------------------------|
| 13. Excluding normal seasonal changes, do you consider that the present level of your level of demand/total order book from abroad in volume terms is : | Above normal -1 Normal -2 Below normal -3 | <input type="checkbox"/> |
| 14. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the domestic total order book : | Increase -1 Remain stable -2 Decrease -3 | <input type="checkbox"/> |
| 15. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the total order book from abroad : | Increase -1 Remain stable -2 Decrease -3 | <input type="checkbox"/> |

II. CONDITION AND PROSPECT OF THE COMPANY

| | | |
|--|---|--------------------------|
| 16. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the total order book of input materials : | Increase -1 Remain stable -2 Decrease -3 | <input type="checkbox"/> |
| 17. Excluding normal seasonal changes, do you consider that the present level of your stocks of finished goods in volume terms is : | Above normal -1 Normal -2 Below normal -3 | <input type="checkbox"/> |

Selling Price

| | | |
|--|--|--------------------------|
| 18. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compare to the last three months (April-June 2003) with regard to the average selling price : | Increase -1 Remain stable -2 Decrease -3 | <input type="checkbox"/> |
| 19. If the selling price of your company <i>increase/decrease</i> , describe the main causes : | | |

| | | |
|---|--|--------------------------|
| 20. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compare to these three months (July-September 2003) with regard to the average selling price : | Increase -1 Remain stable -2 Decrease -3 | <input type="checkbox"/> |
| 21. If the selling price of your company <i>increase/decrease</i> , describe the main causes : | | |

Financial & Access to Credit

| | | |
|--|--------------------------------------|--------------------------|
| 21. Do you consider that the present financial situation of your company is : | Good -1 Satisfactory -2 Bad -3 | <input type="checkbox"/> |
| 22. Do you consider that the present situation concerning access to credit for your company is : | Easy -1 Normal -2 Tight -3 | <input type="checkbox"/> |
| 23. Factors are making the problem for getting credit : | | |
| 1. Condition of credit are too complicated | <input type="checkbox"/> | 3. Bank policy |
| 2. High interest rate | <input type="checkbox"/> | 4. Other (.....) |

Business Situation

| | | |
|--|--------------------------------------|--------------------------|
| 25. Do you consider that the present business situation of your company is | Good -1 Satisfactory -2 Bad -3 | <input type="checkbox"/> |
| 26. Do you expect that the business situation of your company during the the next six months will be : | Better -1 Same -2 Worse -3 | <input type="checkbox"/> |

THANK YOU FOR THE TIME AND COOPERATION
Please return before 25th October 2003



Attention :

1. The objectives of this survey are to get general information about companies based on employer perception at the relevant sectors.
2. The results of this survey will be used to calculate business confidence and composite indicators that can be used by the government and enterprises
3. The duty in giving information and the secret of the data will be guaranteed by Statistic Act number 16 1997
4. This Survey does not have any relations with **tax**, and **free of charge**.

BUSINESS TENDENCY SURVEY

Construction

3 rd Quarter – 2003 (July - September 2003)

DIRECTORATE FOR STATISTICAL ANALYSIS
 STATISTICS INDONESIA
 6th Building, 4th Floor, Jl. DR Sutomo no 6-8 – Jakarta 10010
 Telephone 3841195, 3810291 ext 4411, 3841424
 Faximile : 3841424, 3841545, 3857046
 Email : dretno@mailhost.bps.go.id

I. IDENTIFICATION

| | | | | | | | | | | | | | |
|-----|--|---|-----------------------|--------------------------|------------------------|--------------------------|----------------------|--------------------------|-----------|----|-------|----|--------------------------|
| 1. | Company | : | | | | | | | | | | | |
| 2. | Address (completely) | : | | | | | | | | | | | |
| 3. | Classified Investment company (Please tick (√)) | : | Foreign Investment | <input type="checkbox"/> | Domestic Investment | <input type="checkbox"/> | Others Investment | <input type="checkbox"/> | | | | | |
| 4. | Name | : | | | | | | | | | | | |
| 5. | Official Position | : | | | | | | | | | | | |
| 6. | Telephone | : | | | | | | | | | | | |
| 7. | Faximile | : | | | | | | | | | | | |
| 8. | Email | : | | | | | | | | | | | |
| 9. | Main economic activity (write completely) | : | | | | | | | | | | | |
| 13. | Number of permanent employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | <input type="checkbox"/> |
| 14. | Number of temporary employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | |
| 15. | a. Share of production to be exported | : | None | -1 | Available | -2 | | | | | | | <input type="checkbox"/> |
| | b. The percentage of production to be exported | : | percent | | | | | | | | | | |

II. CONDITION AND PROSPECT OF COMPANY

Production

| | |
|---|--|
| 1. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the value of contract/income : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 2. If the value of contract/income of the company <i>increase/decrease</i> , describe the main causes? | |
| 3. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the value of contract/income : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 4. If the values of contract/income of the company <i>increase/decrease</i> , describe the main causes? | |
| 5. Do you consider that the present technical capacity (amount and quality equipment) of your company with regard to expected demand in the next 12 months is : | More than sufficient -1 <input type="checkbox"/> Sufficient -2 Not sufficient -3 |
| 6. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to technical capacity utilization : | Increase -1 Remain stable -2 Decrease -3 |

Business Activity

| | |
|---|--|
| 7. Excluding normal seasonal changes, what has been you company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to volume of business activity : | Increase -1 Remain stable -2 Decrease -3 |
| 8. Factors are limiting the ability of the company to increase business activity. Please tick the most important factor or factors. | |
| None -1 <input type="checkbox"/> | Access to bank credit -7 <input type="checkbox"/> |
| Demand -2 <input type="checkbox"/> | Shortage of skilled labor -8 <input type="checkbox"/> |
| Weather conditions -3 <input type="checkbox"/> | Lack of equipment -9 <input type="checkbox"/> |
| Cost of materials -4 <input type="checkbox"/> | Shortage of materials -10 <input type="checkbox"/> |
| Cost of labor -5 <input type="checkbox"/> | Competition in own sector -11 <input type="checkbox"/> |
| Cost of finance -6 <input type="checkbox"/> | Others (.....) -12 <input type="checkbox"/> |

| | |
|--|--|
| 9. With normal working hours, what is the <u>current operating time</u> secured, with regard to work in hand and work already contracted, in number of months: | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
|--|--|

| | |
|--|---|
| 10. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to average of working hours : | Increase -1 Remain stable -2 <input type="checkbox"/> Decrease -3 |
|--|---|

Employee

| | |
|--|--|
| 11. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to number of total employees : | Increase -1 Remain stable -2 <input type="checkbox"/> Decrease -3 |
| 12. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the number of total employees : | Increase -1 Remain stable -2 <input type="checkbox"/> Decrease -3 |
| 13. Excluding normal seasonal changes, do you consider that the present level of your total order book or production schedules in volume terms is : | Above normal -1 Normal -2 <input type="checkbox"/> Below normal -3 |
| 14. Excluding normal seasonal changes, What has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of contract/total order book/production schedules : | Increase -1 Remain stable -2 <input type="checkbox"/> Decrease -3 |

| II. CONDITION AND PROSPECT OF COMPANY | | |
|---|--------------------------|--|
| 15. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the volume of contract/total order book/production schedules : | Increase | -1 <input type="checkbox"/> |
| | Remain stable | -2 <input type="checkbox"/> |
| | Decrease | -3 <input type="checkbox"/> |
| 16. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the total order of input material: | Increase | -1 <input checked="" type="checkbox"/> |
| | Remain stable | -2 <input checked="" type="checkbox"/> |
| | Decrease | -3 <input type="checkbox"/> |
| Selling Price | | |
| 17. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to average selling price : | Increase | -1 <input type="checkbox"/> |
| | Remain stable | -2 <input type="checkbox"/> |
| | Decrease | -3 <input type="checkbox"/> |
| 18. If the selling average price <i>increase/decrease</i> , describe the main causes : | | |
| 19. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the average selling price : | Increase | -1 <input type="checkbox"/> |
| | Remain stable | -2 <input type="checkbox"/> |
| | Decrease | -3 <input type="checkbox"/> |
| 20. If the selling average price <i>increase/decrease</i> , describe the main causes : | | |
| Financial and Access to Credit | | |
| 21. Do you consider that the present financial situation of your company is : | Good | -1 <input type="checkbox"/> |
| | Satisfactory | -2 <input type="checkbox"/> |
| | Bad | -3 <input type="checkbox"/> |
| 22. Do you consider that the present situation concerning access to credit for your company is : | Easy | -1 <input type="checkbox"/> |
| | Normal | -2 <input type="checkbox"/> |
| | Tight | -3 <input type="checkbox"/> |
| 23. Factors are making the problem for getting credit : | | |
| 4. Condition of credit are too complicated | <input type="checkbox"/> | 6. Bank policy |
| 5. High interest rate | <input type="checkbox"/> | 4. Other (.....) |
| THANK YOU FOR THE TIME AND COOPERATION Please return before 25th October 2003 | | |

.....,2003
Respondent

(.....)



Attention :

1. The objectives of this survey are to get general information about companies based on employer perception at the relevant sectors.
2. The results of this survey will be used to calculate business confidence and composite indicators that can be used by the government and enterprises
3. The duty in giving information and the secret of the data will be guaranteed by Statistic Act number 16 1997
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BUSINESS TENDENCY SURVEY

Trade (Retail & Wholesale)

3 rd Quarter – 2003 (July - September 2003)

DIRECTORATE FOR STATISTICAL ANALYSIS
 STATISTICS INDONESIA
 6th Building, 4th Floor, Jl. DR Sutomo no 6-8 – Jakarta 10010
 Telephone 3841195, 3810291 ext 4411, 3841424
 Faximile : 3841424, 3841545, 3857046
 Email : dretno@mailhost.bps.go.id

I. IDENTIFICATION

| | | | | | | | | | | | | | |
|-------|--|---|-----------------------|--------------------------|------------------------|--------------------------|----------------------|--------------------------|-----------|----|-------|--------------------------|--------------------------|
| 1. | Company | : | | | | | | | | | | | |
| 2. | Address (completely) | : | | | | | | | | | | | |
| 3. | Classified Investment company (Please tick (√)) | : | Foreign Investment | <input type="checkbox"/> | Domestic Investment | <input type="checkbox"/> | Others Investment | <input type="checkbox"/> | | | | | |
| 4. | Name | : | | | | | | | | | | | |
| 5. | Official Position | : | | | | | | | | | | | |
| 6. | Telephone | : | | | | | | | | | | | |
| 7. | Faximile | : | | | | | | | | | | | |
| 8. | Email | : | | | | | | | | | | | |
| 9. | Main economic activity (write completely) | : | | | | | | | | | | | |
| 10. | Number of permanent employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | <input type="checkbox"/> |
| 11. | Number of temporary employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | |
| 12.a. | Share of production to be exported | : | None | -1 | Available | -2 | | | | | | <input type="checkbox"/> | |
| | b. The percentage of production to be exported : | | | | | | | | | | | | |
| | percent | | | | | | | | | | | | |

II. CONDITION AND PROSPECT OF THE COMPANY

Income/ Omset

| | |
|---|---|
| 1. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to sells/income/omset : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 2. If sells/income/omset increase/decrease, describe the main causes : | |
| 3. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to sells/income/omset : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 4. If sells/income/omset increase/decrease, describe the main causes : | |

Capacity, Competition Activity and Business Activity

| | |
|---|---|
| 5. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the capacity (selling, distribution) : | Increase -1 Remain stable -2 Decrease -3 |
| 6. Excluding normal seasonal changes what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to competition in your sector activity : | Increase -1 Remain stable -2 Decrease -3 |
| 7. What factors are limiting your ability to increase business activity? Please tick the most important factor or factors : | |
| None -1 <input type="checkbox"/> | Access to Bank credit -6 <input type="checkbox"/> |
| Lack of demand -2 <input type="checkbox"/> | Sales surface -7 <input type="checkbox"/> |
| Lack of supply -3 <input type="checkbox"/> | Storage capacity -8 <input type="checkbox"/> |
| Cost of labor -4 <input type="checkbox"/> | Competition in own sector -9 <input type="checkbox"/> |
| Cost of finance (e.g. interest rate) -5 <input type="checkbox"/> | Others (.....) -10 <input type="checkbox"/> |
| 8. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the average working hour : | Increase -1 Remain stable -2 Decrease -3 |

Employee

| | |
|---|--|
| 9. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the number of employee : | Increase -1 Remain stable -2 Decrease -3 |
| 10. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the number of employee : | Increase -1 Remain stable -2 Decrease -3 |

Total Order Book and Stocks

| | |
|--|--|
| 11. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of domestic total order book: | Increase -1 Remain stable -2 Decrease -3 |
| 12. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of total order book from abroad : | Increase -1 Remain stable -2 Decrease -3 |
| 13. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of orders placed with supplier | Increase -1 Remain stable -2 Decrease -3 |
| 14. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of orders placed with supplier : | Increase -1 Remain stable -2 Decrease -3 |
| 15. Excluding normal seasonal changes, do you consider that the present level of your stocks in volume terms is : | Above normal -1 Normal -2 <input type="checkbox"/> Below normal -3 |

II. CONDITION AND PROSPECT OF THE COMPANY

Selling Price

16. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the average selling price :

- | | |
|---------------|----|
| Increase | -1 |
| Remain stable | -2 |
| Decrease | -3 |

17. If the selling price of your company *increase/decrease*, describe the main causes :

.....

18. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the average selling price :

- | | |
|---------------|----|
| Increase | -1 |
| Remain stable | -2 |
| Decrease | -3 |

19. If the selling price of your company *increase/decrease*, describe the main causes :

.....

Financial & Access to Credit

20. Do you consider that the present financial situation of your company is :

- | | | |
|--------------|----|--------------------------|
| Good | -1 | <input type="checkbox"/> |
| Satisfactory | -2 | <input type="checkbox"/> |
| Bad | -3 | <input type="checkbox"/> |

21. Do you consider that the present situation concerning access to credit for your company is :

- | | | |
|--------|----|--------------------------|
| Easy | -1 | <input type="checkbox"/> |
| Normal | -2 | <input type="checkbox"/> |
| Tight | -3 | <input type="checkbox"/> |

22. Factors are making the problem for getting credit :

- | | | | |
|--|--------------------------|------------------|--------------------------|
| 7. Condition of credit are too complicated | <input type="checkbox"/> | 9. Bank policy | <input type="checkbox"/> |
| 8. High interest rate | <input type="checkbox"/> | 4. Other (.....) | <input type="checkbox"/> |

Business Situation

23. Do you consider that the present business situation of your company is

- | | | |
|--------------|----|--------------------------|
| Good | -1 | <input type="checkbox"/> |
| Satisfactory | -2 | <input type="checkbox"/> |
| Bad | -3 | <input type="checkbox"/> |

24. Do you expect that the business situation of your company during the the next six months will be :

- | | | |
|--------|----|--------------------------|
| Better | -1 | <input type="checkbox"/> |
| Same | -2 | <input type="checkbox"/> |
| Worse | -3 | <input type="checkbox"/> |

**THANK YOU FOR THE TIME AND COOPERATION
 Please return before 25th October 2003**

....., 2003

Respondent

(.....)



Attention :

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3 rd Quarter – 2003 (July - September 2003)

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 Faximile : 3841424, 3841545, 3857046
 Email : dretno@mailhost.bps.go.id

I. IDENTIFICATION

| | | | | | | | | | | | | | |
|--------|--|---|-----------------------|--------------------------|------------------------|--------------------------|----------------------|--------------------------|-----------|----|-------|----|--------------------------|
| 1. | Company | : | | | | | | | | | | | |
| 2. | Address (completely) | : | | | | | | | | | | | |
| 3. | Classified Investment company (Please tick (√)) | : | Foreign Investment | <input type="checkbox"/> | Domestic Investment | <input type="checkbox"/> | Others Investment | <input type="checkbox"/> | | | | | |
| 4. | Name | : | | | | | | | | | | | |
| 5. | Official Position | : | | | | | | | | | | | |
| 6. | Telephone | : | | | | | | | | | | | |
| 7. | Faximile | : | | | | | | | | | | | |
| 8. | Email | : | | | | | | | | | | | |
| 9. | Main economic activity (write completely) | : | | | | | | | | | | | |
| 10. | Number of permanent employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | <input type="checkbox"/> |
| 11. | Number of temporary employees | : | < 20 | -1 | 20 – 99 | -2 | 100 – 299 | -3 | 300 – 499 | -4 | > 500 | -5 | |
| 12. a. | Share of production to be exported | : | None | -1 | Available | -2 | | | | | | | <input type="checkbox"/> |
| | b. The percentage of production to be exported : | | | | | | | | | | | | |
| | percent | | | | | | | | | | | | |

II. CONDITION AND PROSPECT OF THE COMPANY

Income/ Omset

| | |
|---|---|
| 1. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to sells/income/omset : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 2. If sells/income/omset increase/decrease, describe the main causes : | |
| 3. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to sells/income/omset : | Increase -1 <input type="checkbox"/> Remain stable -2 Decrease -3 |
| 4. If sells/income/omset increase/decrease, describe the main causes : | |

Capacity, Competition Activity and Business Activity

| | |
|---|---|
| 5. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the capacity (selling, distribution) : | Increase -1 Remain stable -2 Decrease -3 |
| 6. Excluding normal seasonal changes what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to competition in your sector activity : | Increase -1 Remain stable -2 Decrease -3 |
| 7. What factors are limiting your ability to increase business activity? Please tick the most important factor or factors : | |
| None -1 <input type="checkbox"/> | Access to Bank credit -6 <input type="checkbox"/> |
| Lack of demand -2 <input type="checkbox"/> | Sales surface -7 <input type="checkbox"/> |
| Lack of supply -3 <input type="checkbox"/> | Storage capacity -8 <input type="checkbox"/> |
| Cost of labor -4 <input type="checkbox"/> | Competition in own sector -9 <input type="checkbox"/> |
| Cost of finance (e.g. interest rate) -5 <input type="checkbox"/> | Others (.....) -10 <input type="checkbox"/> |
| 8. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the average working hour : | Increase -1 Remain stable -2 Decrease -3 |

Employee

| | |
|---|--|
| 9. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the number of employee : | Increase -1 Remain stable -2 Decrease -3 |
| 10. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the number of employee : | Increase -1 Remain stable -2 Decrease -3 |

Total Order Book and Stocks

| | |
|--|--|
| 11. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of domestic total order book: | Increase -1 Remain stable -2 Decrease -3 |
| 12. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of total order book from abroad : | Increase -1 Remain stable -2 Decrease -3 |
| 13. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of orders placed with supplier | Increase -1 Remain stable -2 Decrease -3 |
| 14. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the volume of orders placed with supplier : | Increase -1 Remain stable -2 Decrease -3 |
| 15. Excluding normal seasonal changes, do you consider that the present level of your stocks in volume terms is : | Above normal -1 Normal -2 <input type="checkbox"/> Below normal -3 |

II. CONDITION AND PROSPECT OF THE COMPANY

Selling Price

16. Excluding normal seasonal changes, what has been your company's experience during these three months (July-September 2003) compared to the last three months (April-June 2003) with regard to the average selling price :

- | | |
|---------------|----|
| Increase | -1 |
| Remain stable | -2 |
| Decrease | -3 |

17. If the selling price of your company *increase/decrease*, describe the main causes :

.....

18. Excluding normal seasonal changes, what changes do you expect during the next three months (October-December 2003) compared to these three months (July-September 2003) with regard to the average selling price :

- | | |
|---------------|----|
| Increase | -1 |
| Remain stable | -2 |
| Decrease | -3 |

19. If the selling price of your company *increase/decrease*, describe the main causes :

.....

Financial & Access to Credit

20. Do you consider that the present financial situation of your company is :

- | | | |
|--------------|----|--------------------------|
| Good | -1 | |
| Satisfactory | -2 | <input type="checkbox"/> |
| Bad | -3 | |

21. Do you consider that the present situation concerning access to credit for your company is :

- | | | |
|--------|----|--------------------------|
| Easy | -1 | |
| Normal | -2 | <input type="checkbox"/> |
| Tight | -3 | |

22. Factors are making the problem for getting credit :

- | | | | |
|---|--------------------------|------------------|--------------------------|
| 10. Condition of credit are too complicated | <input type="checkbox"/> | 12. Bank policy | <input type="checkbox"/> |
| 11. High interest rate | <input type="checkbox"/> | 4. Other (.....) | <input type="checkbox"/> |

Business Situation

23. Do you consider that the present business situation of your company is

- | | | |
|--------------|----|--------------------------|
| Good | -1 | |
| Satisfactory | -2 | <input type="checkbox"/> |
| Bad | -3 | |

24. Do you expect that the business situation of your company during the the next six months will be :

- | | | |
|--------|----|--------------------------|
| Better | -1 | |
| Same | -2 | <input type="checkbox"/> |
| Worse | -3 | |

**THANK YOU FOR THE TIME AND COOPERATION
 Please return before 25th October 2003**

....., 2003
 Respondent

(.....)

Procedures to Calculate Each Business Indexes

1. Harmonize Index:

a. Industry sector :

ICI (Industry Confidence Indicator) = $(PE + OB - ST)/3$

PE : Production - future tendencies

OB : Total order books

ST : Stock of finished goods

b. Construction sector

The construction confidence indicators (CCI) = $(OB + EE)/2$

OB : Total order books

EE : Employment, future tendency

c. Trade Sector

The retail trade confidence indicators (RCI) = $(BS + BF - ST)/3$

BS : Business situation - present

BF : Business situation - future tendency

ST : Stock of finished goods

d. Other Sector

The confidence indicators for surveys in other sectors (OSCI) = $(EE + BS + BF)/3$

EE : Employment - future tendency

BS : Business situation - present

BF : Business situation - future tendency

2. BTS-BPS index

There are two kinds index in BTS-BPS : Current Business Tendency index (CBTI) and Future Business Tendency index (FBTI).

a. the score is given to each selected variables for calculating the current and the future BTI. The score is 2 (two) if the answer is "increase", score is 1 (one) if the answer is the "same", and score is 0 (zero) if the answer is "decrease". The scores of the answer from the whole respondent are totaled for each variable to get the total score (TS)

b. To get the index for each variable, the total score is divided with the number of respondents and multiplied by 100. Algebraically, the index is calculated with the following formula:

$$I_{vi} = (TS/N) \times 100\%$$

I_{vi} = Index for the i th selected variable

TS = Total score for each variable

N = Number of respondents

c. CBTI and FBTI are calculated independently. Each indicator are the average of several indexes, with the following formula :

$$CBTI \text{ or } FBTI = \sum (w \times I_{vi})$$

w = the weight ($\sum w = 1$)

I_{vi} = Index for the i th selected variable

For CBTI, the selected variable are :

- the business income
- the production capacity used
- the number of labor/average of working hours

For FBTI, the selected are :

- domestic order
- foreign order (if exporting goods/services)
- sale price
- order for input/raw material