

# IL SOLE 24 ORE – BANCA D'ITALIA SURVEY ON INFLATION AND GROWTH EXPECTATIONS

MARCH 2017

Company Name \_\_\_\_\_

**A0.** Which is your firm's main sector? [\_\_]

**(1) MANUFACTURING**

**(2) OTHER INDUSTRY**

- Mineral extraction from mines
- Elettrical. gas. vapour. air conditioning supply
- Water supply
- Sewerage. waste management. and redevelopment

**(3) TRADING**

**(4) OTHER SERVICES**

**(5) CONSTRUCTION**

- Buildings
- Engineering
- Special construction works  
(demolition and preparation of building sites,  
plant installation, completion and finishing. etc.)

Fill in GREEN questionnaire

Fill in LIGHT BLUE questionnaire

**INDUSTRY EXCLUDING CONSTRUCTION AND SERVICES**

**Instructions:** For percentage changes, indicate the sign in the first box on the left (+ :for increases; - : for decreases).

**SEZIONE A – GENERAL INFORMATION**

**A1.** Number of employees: |\_|\_|

**A2.** Share of sales revenues coming from exports: |\_|\_|

(1= more than 2/3; 2= Between 1/3 and 2/3; 3= Up to 1/3 and more than zero; 4=Zero)

**SECTION B – GENERAL ECONOMIC SITUATION OF THE COUNTRY**

	...in September 2017?	...in March 2018?	...in March 2019	... on average between in March 2020 and in March 2022?
<b>B1a. (about 2/3 of the sample)</b> In January consumer price inflation, measured by the 12-month change in the HARMONIZED INDEX OF CONSUMER PRICES was 1.0 per cent in Italy and +1.8 per cent in the euro area. What do you think it will be in Italy...	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %
<b>B1b. (about 1/3 of the sample)</b> What do you think consumer price inflation in Italy, measured by the 12-month change in the HARMONIZED INDEX OF CONSUMER PRICES, will be...	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %	_ _ _ _ , _ _ %

**B2.** Compared with 3 months ago, do you consider Italy's general economic situation is ...?  Better  The same  Worse

**B3.** What do you think is the probability of an improvement in Italy's general economic situation in the next 3 months?

Zero  1-25 per cent  26-50 per cent  51-75 per cent  76-99 per cent  100 per cent

**SECTION C – YOUR FIRM'S BUSINESS CONDITIONS**

How do you think business conditions for your company will be:

**C1.** in the next 3 months?  Much better  Better  The same  Worse  Much worse

**C2.** in the next 3 years?  Much better  Better  The same  Worse  Much worse

For each of the above forecasts imagine there are 100 points available; distribute them among the possible forecasts according to the probability assigned to each one. How do you think business conditions for your company will be:

	Better			The same			Worse			Total		
<b>C3.</b> in the next 3 months	_	_	_	_	_	_	_	_	_	<b>1</b>	<b>0</b>	<b>0</b>
<b>C4.</b> in the next 3 years	_	_	_	_	_	_	_	_	_	<b>1</b>	<b>0</b>	<b>0</b>

Please indicate whether and with what intensity the following FACTORS will affect your firm's business in the next 3 months.

Factors affecting your firm's business In the next 3 months	Effect on business			Intensity (if not nil)		
	Negative	Nil	Positive	Low	Average	High
<b>C5.</b> Changes in demand	1 _	2 _	3 _	1 _	2 _	3 _
<b>C6.</b> Changes in YOUR PRICES	1 _	2 _	3 _	1 _	2 _	3 _
<b>C7.</b> AVAILABILITY and the COST OF CREDIT	1 _	2 _	3 _	1 _	2 _	3 _
<b>C7.1</b> UNCERTAINTY DUE TO ECONOMIC AND POLITICAL FACTORS	1 _	2 _	3 _	1 _	2 _	3 _
<b>C7.2</b> EXCHANGE RATE DYNAMICS	1 _	2 _	3 _	1 _	2 _	3 _
<b>C7.3</b> OIL PRICE DYNAMICS	1 _	2 _	3 _	1 _	2 _	3 _
<b>C7.4</b> TENSIONS ON LIBERALIZATION POLICIES OF INTERNATIONAL TRADE	1 _	2 _	3 _	1 _	2 _	3 _

**C8.** Compared with 3 month ago, do you think conditions for investment are ... ?  Better  The same  Worse

**C9.** What do you think your liquidity situation will be in the next 3 months, given the expected change in the conditions of access to credit?  Insufficient  Sufficient  More than sufficient

**C10.** Compared with three months ago, is the total demand for your products ... ?  Higher  Unchanged  Lower

**C11.** How will the total demand for your products vary in the next 3 months?  Increase  No change  Decrease

**(Answer to questions C12-C13 only if the share of sales revenues coming from exports is positive. otherwise go to C14)**

**C12.** Compared with three months ago, is the foreign demand for your products ... ?  Higher  Unchanged  Lower

**C13.** How will the foreign demand for your products vary in the next 3 months?  Increase  No change  Decrease

**C14.** Compared with three months ago, are credit conditions for your company ...?  Better  Unchanged  Worse

**C15** Do you expect a solid improvement of your production/work rates in the coming months?  No  Yes

**SECTION D – CHANGES IN YOUR FIRM’S SELLING PRICES**

**D1.** In the last 12 months, what has been the average change in your firm’s prices?  |  |  |  |  %

**D2.** For the next 12 months, what do you expect will be the average change in your firm’s prices?  |  |  |  |  %

Please indicate direction and intensity of the following **FACTORS** as they will affect your firm’s selling prices in the next 12 months:

Factors affecting your firm’s prices in the next 12 months	Effect on firm’s selling prices			Intensity (if not nil)		
	Downward	Neutral	Upward	Low	Average	High
<b>D3.</b> TOTAL DEMAND	1 __	2 __	3 __	1 __	2 __	3 __
<b>D4.</b> RAW MATERIALS PRICES	1 __	2 __	3 __	1 __	2 __	3 __
<b>D5.</b> INTERMEDIATE INPUT	1 __	2 __	3 __	1 __	2 __	3 __
<b>D6.</b> LABOUR COSTS	1 __	2 __	3 __	1 __	2 __	3 __
<b>D7.</b> PRICING POLICIES of your firm’s main competitors	1 __	2 __	3 __	1 __	2 __	3 __

**D8.** In the last 12 months, what has been the average change in your firm’s prices of goods and services bought in Italy and abroad?  |  |  |  |  %

**D9.** In the last 12 months, what has been the average change in your firm’s prices of goods and services bought in Italy and abroad?  |  |  |  |  %

**SECTION E**

**E1.** Your firm’s TOTAL NUMBER of employees in the next 3 months will be:

	Lower	Unchanged	Higher
	1 __	2 __	3 __

**E2.** Beginning in 2017 the tax relief for hiring permanent workers will be limited to certain geographical areas and categories of workers. In your opinion, what impact will this limitation on tax relief have on your staff recruitment policies for 2017?

1. Nil or very limited, because we do not plan to recruit any staff in 2017, regardless of the incentives 1 |\_\_|
2. Nil or very limited, because we believe we can still take advantage of the tax relief 2 |\_\_|
3. Nil or very limited, because in 2017 we are going to hire staff in any case 3 |\_\_|
4. Significant, because we can hire fewer people and/or convert fewer temporary contracts into permanent ones than we would have done if the tax relief provided in 2016 (up to 40% of social security contributions) had been confirmed for 2017 4 |\_\_|
5. Other 5 |\_\_|

**SEZIONE F – INVESTMENT SECTION F – EXCHANGE RATE EFFECT**

**F1.** What do you expect will be the nominal expenditure on (tangible and intangible) fixed investment in 2017 compared with that in 2016?  Much higher  A little higher  About the same  A little lower  Much lower

**F2.** And what do you expect will be the nominal expenditure in the first half of 2017 compared with that in the second half of 2016:  Much higher  A little higher  About the same  A little lower  Much lower

NOTE: The responses “much higher” and “much lower” also apply when, in the two periods compared, investments are zero.

	No impact	Little impact	Some impact	Strong impact
<b>F3.</b> What was the impact of the new incentive for expenditure in advanced information technologies included in the Stability Law for 2017 (known as the ‘iper-amortization’) on your future investment plans?	1 __	2 __	3 __	4 __

## CONSTRUCTION

**Instructions:** For percentage changes, indicate the sign in the first box on the left (+ :for increases; - : for decreases).

### SEZIONE A – GENERAL INFORMATION

**A1.** Number of employees: |\_\_|

**A2.** Share of sales revenues coming from exports: |\_\_|

(1= more than 2/3; 2= Between 1/3 and 2/3; 3= Up to 1/3 and more than zero; 4=Zero)

**A3.** Share of sales revenues coming from residential sector: |\_\_|

(1= more than 2/3; 2= Between 1/3 and 2/3; 3= Up to 1/3 and more than zero; 4=Zero)

### SECTION B – GENERAL ECONOMIC SITUATION OF THE COUNTRY

	...in September 2017?	...in March 2018?	...in March 2019	... on average between in March 2020 and in March 2022?
<b>B1a. (about 2/3 of the sample)</b> In January consumer price inflation, measured by the 12-month change in the HARMONIZED INDEX OF CONSUMER PRICES was 1.0 per cent in Italy and +1.8 per cent in the euro area. What do you think it will be in Italy...	__   __   __ ,  __  %	__   __   __ ,  __  %	__   __   __ ,  __  %	__   __   __ ,  __  %
<b>B1b. (about 1/3 of the sample)</b> What do you think consumer price inflation in Italy, measured by the 12-month change in the HARMONIZED INDEX OF CONSUMER PRICES, will be...	__   __   __ ,  __  %	__   __   __ ,  __  %	__   __   __ ,  __  %	__   __   __ ,  __  %

**B2.** Compared with 3 months ago, do you consider Italy's general economic situation is ...?

Better  The same  Worse

**B3.** What do you think is the probability of an improvement in Italy's general economic situation in the next 3 months?

Zero  1-25 per cent  26-50 per cent  51-75 per cent  76-99 per cent  100 per cent

### SECTION C – YOUR FIRM'S BUSINESS CONDITIONS

How do you think business conditions for your company will be:

**C1. in the next 3 months?**  Much better  Better  The same  Worse  Much worse

**C2. in the next 3 years?**  Much better  Better  The same  Worse  Much worse

For each of the above forecasts imagine there are 100 points available; distribute them among the possible forecasts according to the probability assigned to each one. How do you think business conditions for your company will be:

	Better			The same			Worse			Total		
<b>C3. in the next 3 months</b>										<b>1</b>	<b>0</b>	<b>0</b>
<b>C4. in the next 3 years</b>										<b>1</b>	<b>0</b>	<b>0</b>

Please indicate whether and with what intensity the following FACTORS will affect your firm's business in the next 3 months.

Factors affecting your firm's business In the next 3 months	Effect on business			Intensity (if not nil)		
	Negative	Nil	Positive	Low	Average	High
<b>C5a.</b> trend in NEW SITES	1 __	2 __	3 __	1 __	2 __	3 __
<b>C5b.</b> trend in existing SITES	1 __	2 __	3 __	1 __	2 __	3 __
<b>C6.</b> changes in YOUR PRICES	1 __	2 __	3 __	1 __	2 __	3 __
<b>C7</b> AVAILABILITY and the COST OF CREDIT	1 __	2 __	3 __	1 __	2 __	3 __
<b>C7.1</b> UNCERTAINTY DUE TO ECONOMIC AND POLITICAL FACTORS	1 __	2 __	3 __	1 __	2 __	3 __
<b>C7.2</b> EXCHANGE RATE DYNAMICS	1 __	2 __	3 __	1 __	2 __	3 __
<b>C7.3</b> OIL PRICE DYNAMICS	1 __	2 __	3 __	1 __	2 __	3 __
<b>C7.4</b> TENSIONS ON LIBERALIZATION POLICIES OF INTERNATIONAL TRADE	1 __	2 __	3 __	1 __	2 __	3 __

**C8.** Compared with 3 month ago, do you think conditions for investment are ... ?  Better  The same  Worse

**C9.** What do you think your liquidity situation will be in the next 3 months, given the expected change in the conditions of access to credit?  Insufficient  Sufficient  More than sufficient

**C10.** Compared with three months ago, is the total demand for your products ... ?  Higher  Unchanged  Lower

**C11.** How will the total demand for your products vary in the next 3 months?  Increase  No change  Decrease

(Answer to questions C12-C13 only if the share of sales revenues coming from exports is positive. otherwise go to C14)

C12. Compared with three months ago, is the **foreign** demand for your products ... ?  Higher  Unchanged  Lower

C13. How will the **foreign** demand for your products vary in the next 3 months?  Increase  No change  Decrease

C14. Compared with three months ago, are credit conditions for your company ...?  Better  Unchanged  Worse

C15 Do you expect a solid improvement of your production/work rates in the coming months?  No  Yes

**SECTION D – CHANGES IN YOUR FIRM’S SELLING PRICES**

D1. In the last 12 months, what has been the average change in your firm’s prices? |\_\_| |\_\_| |\_\_| |\_\_| %

D2. For the next 12 months, what do you expect will be the average change in your firm’s prices? |\_\_| |\_\_| |\_\_| |\_\_| %

Please indicate direction and intensity of the following **FACTORS** as they will affect your firm’s selling prices in the next 12 months:

Factors affecting your firm’s prices in the next 12 months	Effect on firm’s selling prices			Intensity (if not nil)		
	Downward	Neutral	Upward	Low	Average	High
D3. TOTAL DEMAND	1 __	2 __	3 __	1 __	2 __	3 __
D4. RAW MATERIALS PRICES	1 __	2 __	3 __	1 __	2 __	3 __
D5. INTERMEDIATE INPUT	1 __	2 __	3 __	1 __	2 __	3 __
D6. LABOUR COSTS	1 __	2 __	3 __	1 __	2 __	3 __
D7. PRICING POLICIES of your firm’s main competitors	1 __	2 __	3 __	1 __	2 __	3 __

D8. In the last 12 months, what has been the average change in your firm’s prices of goods and services bought in Italy and abroad ? |\_\_| |\_\_| |\_\_| |\_\_| %

D9. In the last 12 months, what has been the average change in your firm’s prices of goods and services bought in Italy and abroad? |\_\_| |\_\_| |\_\_| |\_\_| %

**SECTION E – WORKFORCE**

E1. Your firm’s TOTAL NUMBER of employees in the next 3 months will be:	Lower	Unchanged	Higher
	1 __	2 __	3 __

E2. Beginning in 2017 the tax relief for hiring permanent workers will be limited to certain geographical areas and categories of workers. In your opinion, what impact will this limitation on tax relief have on your staff recruitment policies for 2017?

1. Nil or very limited, because we do not plan to recruit any staff in 2017, regardless of the incentives 1 |\_\_|
2. Nil or very limited, because we believe we can still take advantage of the tax relief 2 |\_\_|
3. Nil or very limited, because in 2017 we are going to hire staff in any case 3 |\_\_|
4. Significant, because we can hire fewer people and/or convert fewer temporary contracts into permanent ones than we would have done if the tax relief provided in 2016 (up to 40% of social security contributions) had been confirmed for 2017 4 |\_\_|
5. Other 5 |\_\_|

**SECTION F – INVESTMENT**

F1. What do you expect will be the nominal expenditure on (tangible and intangible) fixed investment in 2017 compared with that in 2016?  Much higher  A little higher  About the same  A little lower  Much lower

F2. And what do you expect will be the nominal expenditure in the first half of 2017 compared with that in the second half of 2016:  Much higher  A little higher  About the same  A little lower  Much lower

NOTE: The responses “much higher” and “much lower” also apply when, in the two periods compared, investments are zero.

	No impact	Little impact	Some impact	Strong impact
F3. What was the impact of the new incentive for expenditure in advanced information technologies included in the Stability Law for 2017 (known as the iper-amortization’) on your future investment plans?	1 __	2 __	3 __	4 __