

**SURVEY ON INFLATION AND GROWTH EXPECTATIONS
BANCA D'ITALIA**

June 2019

Company Name _____

A0. Which is your firm's main sector? |___| [SETTON5](#)

(1) Manufacturing

(2) Other Industry

- Mineral extraction from mines
- Electrical, 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

Firm

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

SECTION A – General Information

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

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) **EXPORT4**

A3. Type of customers accounting for the highest share of turnover: |_|

(1= Households; 2= Firms; 3= General government) **TIPCL**

SECTION B – General economic situation of the country

	...in December 2019? IT6	...in June 2020? IT12	...in June 2021 IT24	... on average between June 2022 and June 2024? IT48
B1a. (about 3/5 of the sample) In April consumer price inflation, measured by the 12-month change in the harmonized index of consumer prices was +1.1 per cent in Italy and +1.7 per cent in the euro area. What do you think it will be in Italy...	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %
B1b. (about 1/5 of the sample) What do you think consumer price inflation in Italy, measured by the 12-month change in the harmonized index of consumer prices, will be...	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %
B1c. (about 1/5 of the sample) The European Central Bank has the maintenance of the 12-month change in the harmonized index of consumer prices in the euro area close but below 2 per cent in the medium term. 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 ...? **SITGEN** 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?** **PROMIG**

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 **SITIMP5**

C2. in the **next 3 years?** Much better Better The same Worse Much worse **SIMP36C5**

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 SITM3M SITM3A		The same SITU3M SITU3A		Worse SITP3M SITP3A		Total		
C3. in the next 3 months	_	_	_	_	_	_	1	0	0
C4. in the next 3 years	_	_	_	_	_	_	1	0	0

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
C5. Changes in demand DISIT	1 _	2 _	3 _	1 _	2 _	3 _
C6. Changes in your prices PRGIT	1 _	2 _	3 _	1 _	2 _	3 _
C7. Availability and the cost of credit CRGIT	1 _	2 _	3 _	1 _	2 _	3 _
C7.1 Uncertainty due to econ. and political factors POLIT	1 _	2 _	3 _	1 _	2 _	3 _
C7.2 Exchange rate dynamics TACAM	1 _	2 _	3 _	1 _	2 _	3 _
C7.3 Oil price dynamics PRPET	1 _	2 _	3 _	1 _	2 _	3 _
C7.4 Tensions on liberalization policies of international trade POLIB	1 _	2 _	3 _	1 _	2 _	3 _

C8. Compared with 3 month ago, do you think conditions for investment are ... ? **SITINV** 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 **LIQUID**

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

C11. How will the total demand for your products vary in the next 3 months? **PREEST** 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 ... ? **DOMEST** Higher Unchanged Lower

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

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

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? **DPRE** | | | %

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

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
D2.1. Total demand DPR	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.2. Raw materials prices MPPR	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.3. Intermediate Input IICT	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.4. Labour costs CLPR	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.5. Pricing policies of your firm's main competitors PRPR	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.6 Exchange rate dynamics TCPR	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.7 Inflation expectations dynamics AINF	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>
D2.8 Financial conditions CFIN	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>	1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>

D3. 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 ?

| | | % **DPRE_INT**

D4. In the next 12 months, what has been the average change in your firm's prices of goods and services bought in Italy and abroad?

| | | % **DPREZ_INT**

SECTION E – Firms' pricing strategies

In choosing your answer, please consider the category of products or services sold by your firm (for example, 'shoes', 'hats', 'internet subscriptions') that generated the highest turnover in the last financial year ('main product or service').

E1 What constraints do you normally encounter when setting the selling price of your firm's main product or service? (Select all that apply to your firm)

- E1.1. The price is regulated **GBE11**
- E1.2. The price list is decided by your parent company **GBE12**
- E1.3. We have contractual limitations on changing prices as demand or costs change **GBE13**
- E1.4 Competition (including online) greatly limits our ability to change our prices **GBE14**
- E1.5 We anchor our price to that charged for the same product or service on the international market **GBE15**
- E1.6 It is costly (in organizational terms) to change our price list **GBE16**
- E1.7 Our price is greatly influenced by the conditions imposed by the buyers of our main product or service **GBE17**
- E1.8 Other constraints not listed previously **GBE18**
- E1.9 No significant constraints **GBE19**

E2 As regards the prices you charge, which of the following statements apply to your firm when taking decisions in the short and medium term? (Select all that apply to your firm)

- E2.1. We set a profit margin which we try to maintain **GBE21**
- E2.2. We adjust our prices above all when we see a change in the costs of intermediate goods **GBE22**
- E2.3 We adjust our prices above all when we see a change in the cost of labour **GBE23**
- E2.4 Actual selling prices are often different for different categories of buyers **GBE24**
- E2.5 As our first option, we prefer to change the selling terms conditions of our product/service (for example, warranties, delivery times or customer assistance) rather than adjusting the price **GBE25**
- E2.6 We are trying not to lower the prices of our products or services because our customers could interpret this as a reduction in quality **GBE26**
- E2.7 We are reluctant to change the price because we are afraid our competitors will not do the same **GBE27**
- E2.8 Our customers expect our prices to remain basically stable regardless of the economic climate **GBE28**

E3 In general, how often do you change the price of the main product or service sold by your firm? (one reply only) Daily Once a week

Once a month Once every three months Once every six months Once a year Rarely, less than once a year Only after exceptional events **GBE3**

SECTION E – Workforce

E1. Your firm's total number of employees in the next 3 months will be: **OCCTOT**

Lower	Unchanged	Higher
1 <input type="text"/>	2 <input type="text"/>	3 <input type="text"/>

SEZIONE F – Investment

F1. What do you expect will be the nominal expenditure on (tangible and intangible) fixed investment in 2019 compared with that in 2018?

Much higher A little higher About the same A little lower Much lower **INVPRE**

F2. And what do you expect will be the nominal expenditure in the second half of 2019 compared with that in the first half of 2019:

Much higher A little higher About the same A little lower Much lower **INVSEM**

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

CONSTRUCTION

Firm

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SECTION A – General Information

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B1b. (about 1/3 of the sample) What do you think consumer price inflation in Italy, measured by the 12-month change in the harmonized index of consumer prices, will be...	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %	_ _ _ _ %

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Better The same Worse

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C4. in the next 3 years	_	_	_	_	_	_	_	_	_	1	0	0

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C5b. Trend in existing sites CASIT	1 _	2 _	3 _	1 _	2 _	3 _
C6. Changes in your prices PR SIT	1 _	2 _	3 _	1 _	2 _	3 _
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