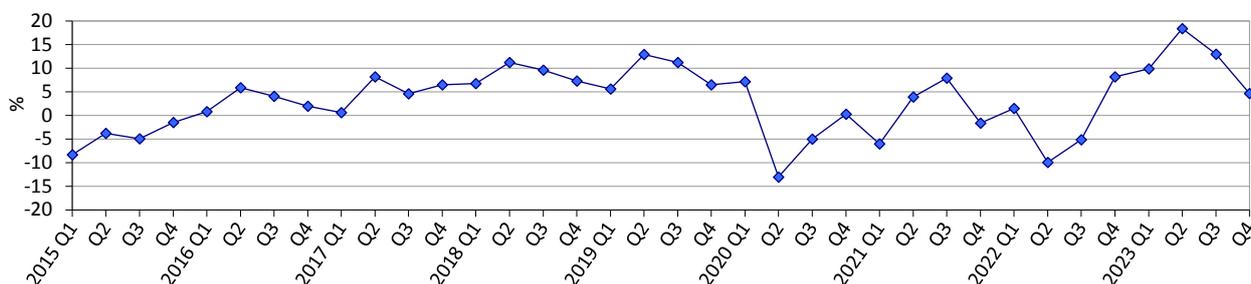
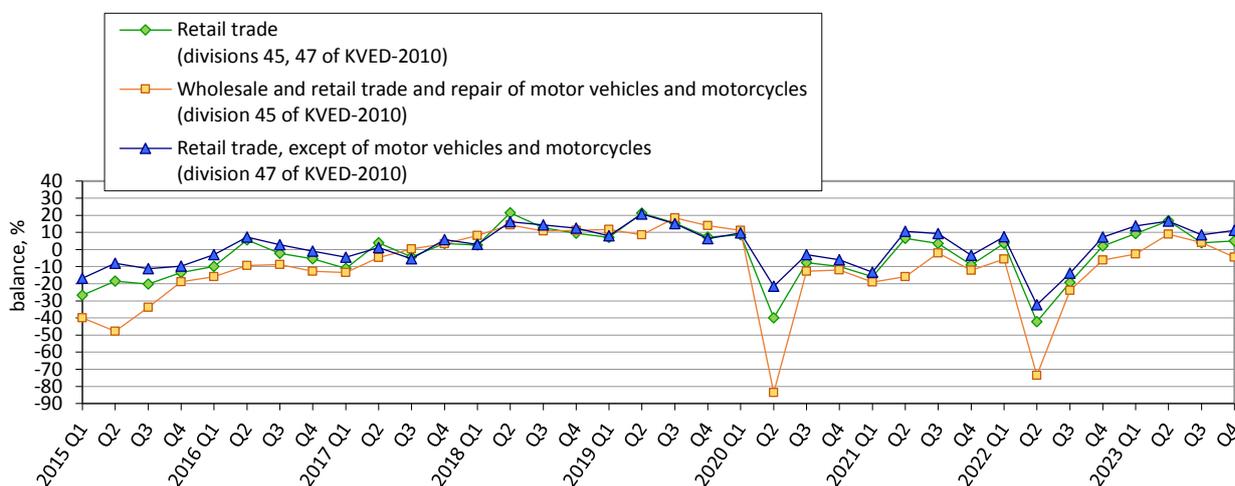


## Expectations of retail trade enterprises in IV quarter 2023 regarding the development of their business activity

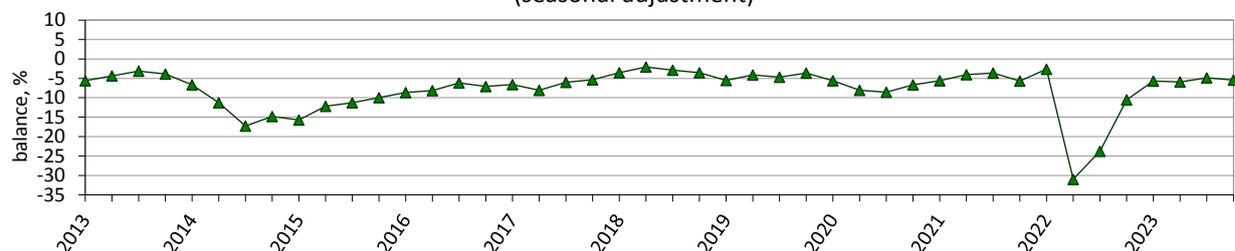
### Retail trade confidence indicator<sup>1</sup>



### Expected changes in sales (turnover) in retail trade (seasonal adjustment)



### Assessment of the current volume of stock of goods in retail trade (seasonal adjustment)

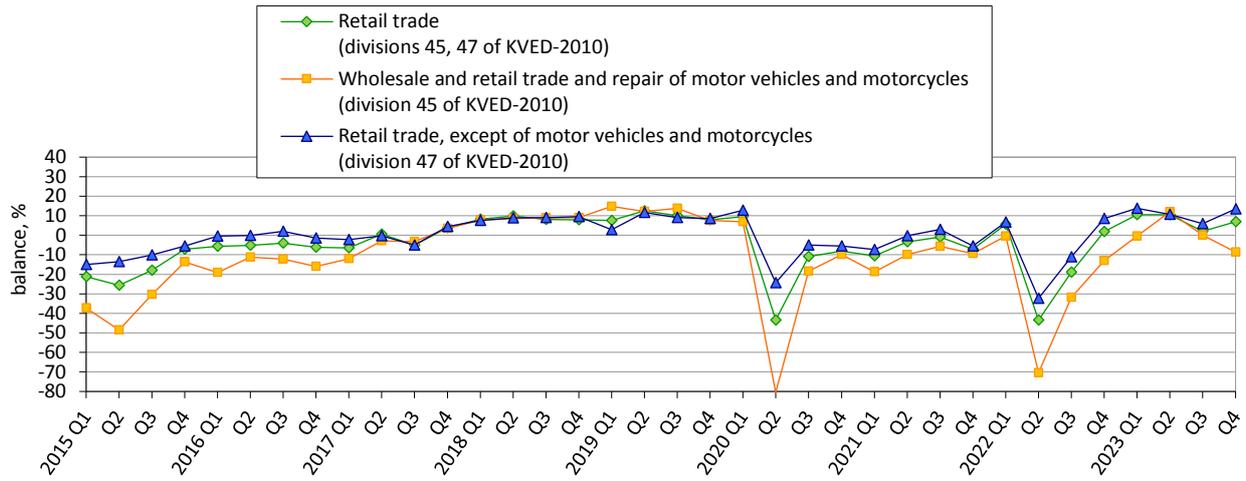


**Notes.** Data for I quarter of 2014 – I quarter of 2022 exclude the temporarily occupied territory of the Autonomous Republic of Crimea, the city of Sevastopol and a part of temporarily occupied territories in the Donetsk and Luhansk regions, data from II quarter of 2022 exclude the territories which are temporarily occupied by the Russian Federation and part of territories where the military actions are/were conducted.

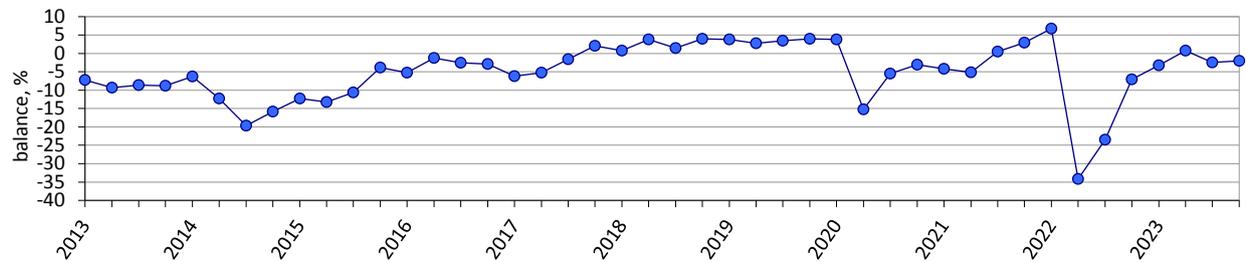
The information for II quarter of 2022 – IV quarter of 2023 has been compiled on the basis of reports actually submitted by enterprises.

<sup>1</sup> The indicator is calculated by the method of calculation of indicators of business expectations, approved by order of the SSSU of 03 December, 2021 No 301 (with changes).

### Expected changes in orders placed with suppliers (seasonal adjustment)



### Expected changes in employment at retail trade enterprises (seasonal adjustment)



### Expected changes in prices of goods in retail trade



**Results of the survey of retail trade enterprises  
in October 2023**

(per cent of the total number of surveyed enterprises)

|   |   |                                |  |   |                            |                |  |  |
|---|---|--------------------------------|--|---|----------------------------|----------------|--|--|
| <i>Retail trade<br/>(divisions 45, 47 of<br/>KVED-2010)</i> | <i>Results of the survey of 339 enterprises</i>                               |                                |  |   |                            |                |  |  |
|   | <b>How did change sales<br/>(turnover) in<br/>July-September 2023</b>         | increased                      | remain<br>unchanged                    | decreased                                     | no<br>response             | balance        | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |  |
|   |   | 41                             | 32                                     | 27  | 0                          | 14             | -7   |  |
|   | <b>How do you assess current<br/>the volume of stock of goods</b>             | too large<br>(above<br>normal) | adequate<br>(normal for<br>the season) | too small<br>(below<br>normal)                | no stocks<br>of goods      | balance        | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |  |
|   |   | 2                              | 87                                     | 8   | 3                          | -6             | -1   |  |
|   | <b>The future development of<br/>your business situation is<br/>currently</b> | easy<br>to<br>predict          | modera-<br>tely easy<br>to<br>predict  | modera-<br>tely<br>difficult<br>to<br>predict | difficult<br>to<br>predict | no<br>response | balance <sup>1</sup>   | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |
|   |   | 1                              | 2                                      | 57  | 40                         | 0              | 66   | 1  |
|   | <b>How do you expect to<br/>change over<br/>October-December 2023:</b>        | increase                       | remain<br>unchanged                    | decrease                                      | no<br>response             | balance        | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |  |
|   |   | orders placed with suppliers   | 33                                     | 46  | 21                         | 0              | 12   | 2  |
|   | sales (turnover)  | 38                             | 38                                     | 24  | 0                          | 14             | 1  |  |
| employment  | 13  | 72                             | 15                                     | 0   | -2                         | 0              |  |  |
| prices of goods   | 60  | 39                             | 1                                      | 0   | 59                         | 1              |  |  |

|   |   |                                |  |   |                            |                |  |
|---|---|--------------------------------|--|---|----------------------------|----------------|--|
| <i>Wholesale and<br/>retail trade and<br/>repair of motor<br/>vehicles and<br/>motorcycles<br/>(division 45 of<br/>KVED-2010)</i> | <i>Results of the survey of 101 enterprises</i>                               |                                |  |   |                            |                |  |
|   | <b>How did change sales<br/>(turnover) in<br/>July-September 2023</b>         | increased                      | remain<br>unchanged                    | decreased                                     | no<br>response             | balance        | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |
|   |   | 35                             | 33                                     | 32  | 0                          | 3              | -42  |
|   | <b>How do you assess current<br/>the volume of stock of goods</b>             | too large<br>(above<br>normal) | adequate<br>(normal for<br>the season) | too small<br>(below<br>normal)                | no stocks<br>of goods      | balance        | <i>change of<br/>balance over<br/>III quarter<br/>2023, pp</i> |
|   |   | 1                              | 85                                     | 11  | 3                          | -10            | -2   |
|   | <b>The future development of<br/>your business situation is<br/>currently</b> | easy<br>to<br>predict          | modera-<br>tely easy<br>to<br>predict  | modera-<br>tely<br>difficult<br>to<br>predict | difficult<br>to<br>predict | no<br>response | balance <sup>1</sup>   |
| 2   |   | 4                              | 55                                     | 39  | 0                          | 62             | 2  |

Continued

|   |  |          |                  |          |             |         |  |
|---|--|----------|------------------|----------|-------------|---------|--|
| <i>Wholesale and retail trade and repair of motor vehicles and motorcycles (division 45 of KVED-2010)</i> | <b>How do you expect to change over October-December 2023:</b> | increase | remain unchanged | decrease | no response | balance | <i>change of balance over III quarter 2023, pp</i> |
|   | orders placed with suppliers                                   | 17       | 51               | 32       | 0           | -15     | -24  |
|   | sales (turnover)   | 22       | 44               | 34       | 0           | -12     | -21  |
|   | employment   | 6        | 82               | 12       | 0           | -6      | 1  |
|   | prices of goods  | 47       | 51               | 2        | 0           | 45      | -5   |

|  |   |                          |                                  |                                 |                      |             |  |  |
|--|---|--------------------------|----------------------------------|---------------------------------|----------------------|-------------|--|--|
| <i>Retail trade, except of motor vehicles and motorcycles (division 47 of KVED-2010)</i> | <i>Results of the survey of 238 enterprises</i>                       |                          |                                  |                                 |                      |             |  |  |
|  | <b>How did change sales (turnover) in July-September 2023</b>         | increased                | remain unchanged                 | decreased                       | no response          | balance     | <i>change of balance over III quarter 2023, pp</i> |  |
|  |   | 43                       | 31                               | 26                              | 0                    | 17          | 5  |  |
|  | <b>How do you assess current the volume of stock of goods</b>         | too large (above normal) | adequate (normal for the season) | too small (below normal)        | no stocks of goods   | balance     | <i>change of balance over III quarter 2023, pp</i> |  |
|  |   | 2                        | 88                               | 7                               | 3                    | -5          | -1   |  |
|  | <b>The future development of your business situation is currently</b> | easy to predict          | moderately easy to predict       | moderately difficult to predict | difficult to predict | no response | balance <sup>1</sup>                               | <i>change of balance over III quarter 2023, pp</i> |
|  |   | 1                        | 1                                | 58                              | 40                   | 0           | 68   | 1  |
|  | <b>How do you expect to change over October-December 2023:</b>        | increase                 | remain unchanged                 | decrease                        | no response          | balance     | <i>change of balance over III quarter 2023, pp</i> |  |
|  | orders placed with suppliers  | 40                       | 44                               | 16                              | 0                    | 24          | 12   |  |
|  | sales (turnover)  | 45                       | 36                               | 19                              | 0                    | 26          | 10   |  |
| employment   | 16  | 67                       | 17                               | 0                               | -1                   | -1          |  |  |
| prices of goods  | 65  | 34                       | 1                                | 0                               | 64                   | 3           |  |  |