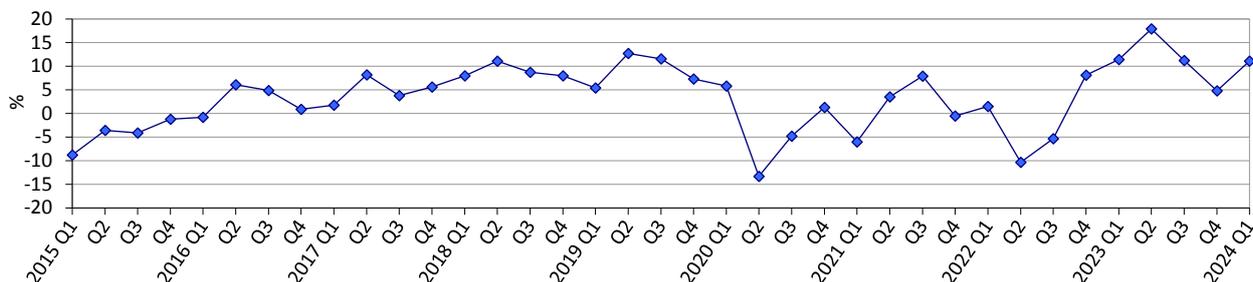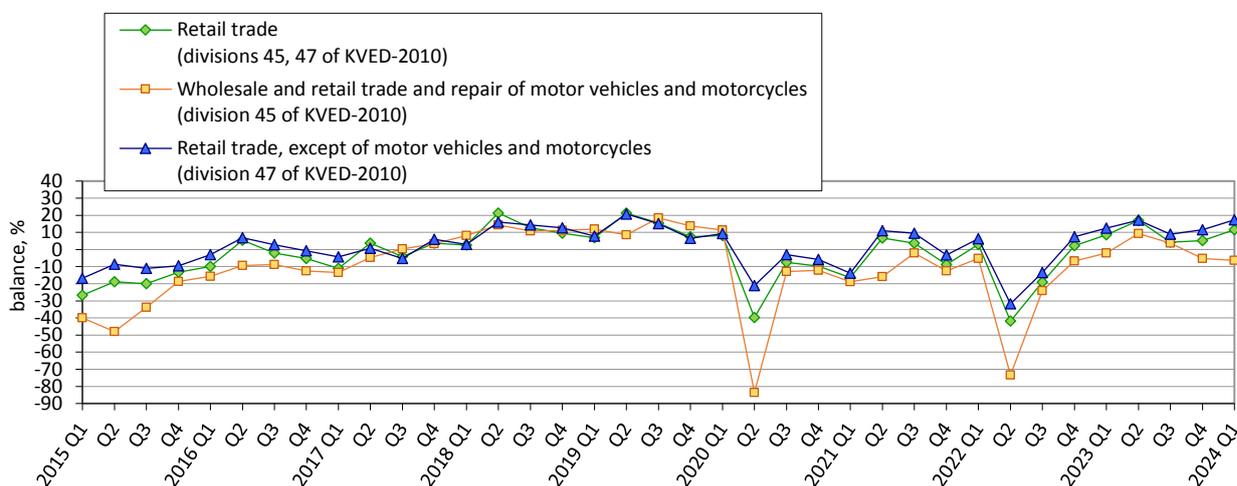# Expectations of retail trade enterprises
in I quarter 2024
regarding the development of their business activity
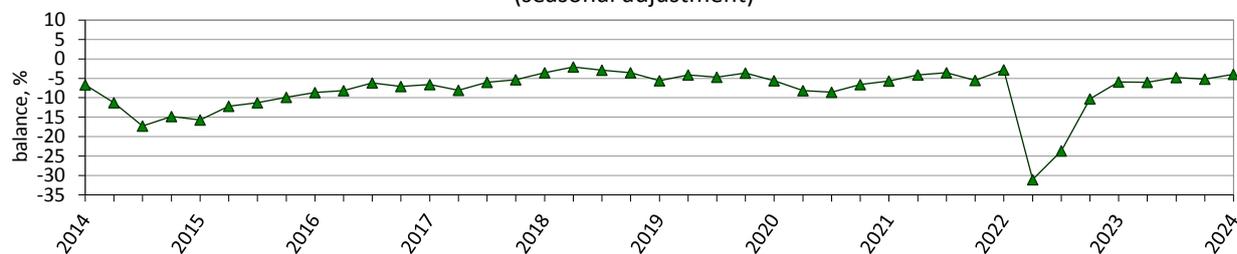
Retail trade confidence indicator[1]

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

Legend:
- Retail trade (divisions 45, 47 of KVED-2010)
- Wholesale and retail trade and repair of motor vehicles and motorcycles (division 45 of KVED-2010)
- Retail trade, except of motor vehicles and motorcycles (division 47 of KVED-2010)

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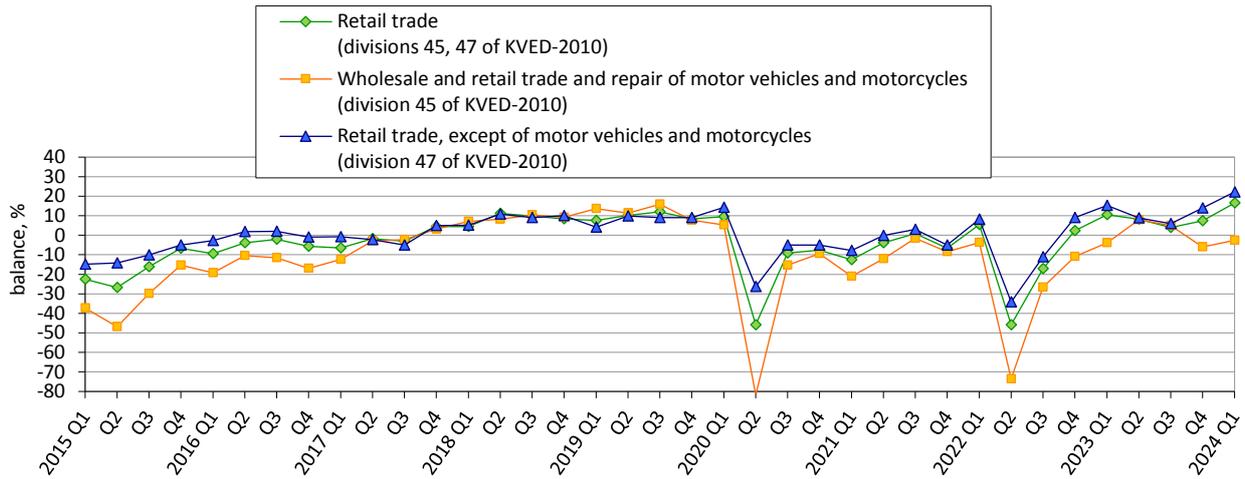## in retail trade
(seasonal adjustment)

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.
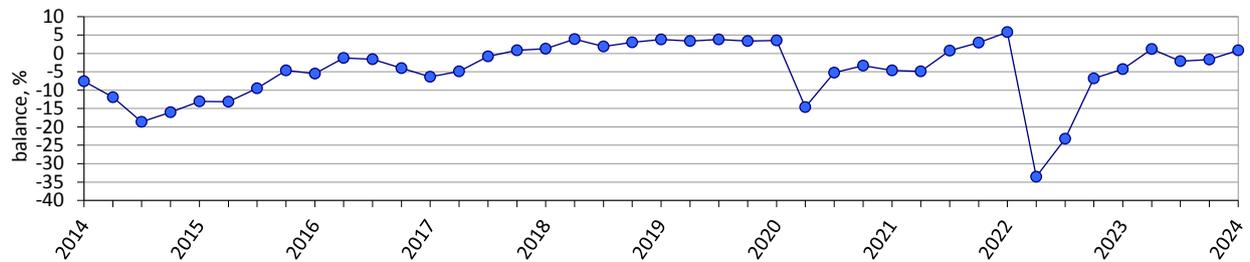
The information for II quarter of 2022 – I quarter of 2024 has been compiled on the basis of reports actually submitted by enterprises.

[1] 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)

Legend:
- Retail trade (divisions 45, 47 of KVED-2010)
- Wholesale and retail trade and repair of motor vehicles and motorcycles (division 45 of KVED-2010)
- Retail trade, except of motor vehicles and motorcycles (division 47 of KVED-2010)

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

Expected changes in prices of goods in retail trade

Legend:
- Expectations of price increase
- Expectations of price decrease
- Balance (seasonal adjustment)
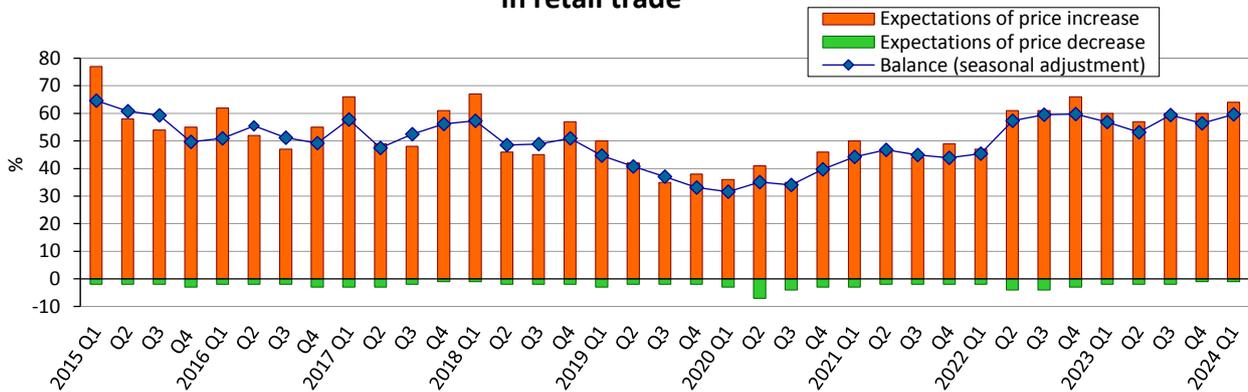
Results of the survey of retail trade enterprises in January 2024

(per cent of the total number of surveyed enterprises)

Retail trade (divisions 45, 47 of KVED-2010)	Results of the survey of 327 enterprises					
How did change sales (turnover) in October-December 2023	increased	remain unchanged	decreased	no response	balance	*change of balance over IV quarter 2023, pp*
	51	27	22	0	29	*15*
How do you assess current the volume of stock of goods	too large (above normal)	adequate (normal for the season)	too small (below normal)	no stocks of goods	balance	*change of balance over IV quarter 2023, pp*
	2	92	5	1	-3	*3*
The future development of your business situation is currently	easy to predict	modera-tely easy to predict	modera-tely difficult to predict	difficult to predict	no response	balance[1]	*change of balance over IV quarter 2023, pp*
	1	4	61	34	0	62	*-4*
How do you expect to change over January-March 2024:	increase	remain unchanged	decrease	no response	balance	*change of balance over IV quarter 2023, pp*
orders placed with suppliers	22	56	22	0	0	*-12*
sales (turnover)	26	44	30	0	-4	*-18*
employment	11	78	10	1	1	*3*
prices of goods	64	35	1	0	63	*4*

Wholesale and retail trade and repair of motor vehicles and motorcycles (division 45 of KVED-2010)	Results of the survey of 83 enterprises					
How did change sales (turnover) in October-December 2023	increased	remain unchanged	decreased	no response	balance	*change of balance over IV quarter 2023, pp*
	32	29	39	0	-7	*-10*
How do you assess current the volume of stock of goods	too large (above normal)	adequate (normal for the season)	too small (below normal)	no stocks of goods	balance	*change of balance over IV quarter 2023, pp*
	5	87	7	1	-2	*8*
The future development of your business situation is currently	easy to predict	modera-tely easy to predict	modera-tely difficult to predict	difficult to predict	no response	balance[1]	*change of balance over IV quarter 2023, pp*
	0	4	64	32	0	62	*0*

Wholesale and retail trade and repair of motor vehicles and motorcycles (division 45 of KVED-2010)	**How do you expect to change over January-March 2024:**	increase	remain unchanged	decrease	no response	balance	*change of balance over IV quarter 2023, pp*
	orders placed with suppliers	12	53	35	0	-23	*-8*
	sales (turnover)	12	42	46	0	-34	*-22*
	employment	4	88	7	1	-3	*3*
	prices of goods	58	40	2	0	56	*11*

Retail trade, except of motor vehicles and motorcycles (division 47 of KVED-2010)	*Results of the survey of 244 enterprises*						
	How did change sales (turnover) in October-December 2023	increased	remain unchanged	decreased	no response	balance	*change of balance over IV quarter 2023, pp*
		58	26	16	0	42	*25*
	How do you assess current the volume of stock of goods	too large (above normal)	adequate (normal for the season)	too small (below normal)	no stocks of goods	balance	*change of balance over IV quarter 2023, pp*
		2	94	4	0	-2	*3*

	The future development of your business situation is currently	easy to predict	modera-tely easy to predict	modera-tely difficult to predict	difficult to predict	no response	balance[1]	*change of balance over IV quarter 2023, pp*
		1	4	60	35	0	62	*-6*

	How do you expect to change over January-March 2024:	increase	remain unchanged	decrease	no response	balance	*change of balance over IV quarter 2023, pp*
	orders placed with suppliers	26	56	18	0	8	*-16*
	sales (turnover)	31	45	24	0	7	*-19*
	employment	14	75	11	0	3	*4*
	prices of goods	66	33	1	0	65	*1*